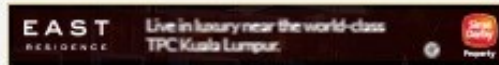


## MTC exhibitors record RM34.66 mil in sales at Furniture China 2018

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KUALA LUMPUR (Oct 16): Exhibitors under the Malaysian Timber Council's (MTC) Malaysian Pavilion recorded both confirmed and potential sales of RM34.66 million at the 24th China International Furniture Expo 2018 (Furniture China 2018) held from Sept 11 to 14.

MTC chief executive officer, Richard Yu in a statement said, "Malaysian furniture exhibitors, which showcased their products in MTC's Malaysian Pavilion at Furniture China, piqued the interest of many at the trade fair.

"There was a 13.8 per cent increase in the number of enquiries at our pavilion this year compared to last year. We see this as a sign that we are on the right track in reading the market sentiments and the needs of potential and existing clients."

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The 19 manufacturers, which exhibited their products at Furniture China 2018 held at the Shanghai New International Expo Centre in Pudong, comprised repeat as well as first-time exhibitors.

Yu said the exhibition attracted more visitors to the stands of Malaysian furniture manufacturers. A wide range of furniture was exhibited, from solid wood furniture to those made of particleboard which cater to all segments of the market

"MTC encourages furniture-based SMEs to participate in fairs as it provides a platform for them to showcase their products to the many potential buyers who throng these fairs.

"Malaysian furniture producers are well capable of manufacturing top-of-the-range furniture and are highly competitive at the international level as well," he added.

China will remain an enticing export destination for Malaysia as it is the eighth largest importer of wooden furniture products.

In 2017, Malaysia's furniture exports to China increased by 64.8 per cent from RM121.7 million to RM200.7 million. In the first half of 2018, the figure reached RM109.6 million, an increase of 37.8 per cent over the corresponding period in 2017.