

Malaysian Palm Oil Update in the Middle East Market

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Market Overview

Country	Population (millions)	Self Sufficiency	Per Capita Consumption (kg)
Turkey	83	42%	33
Iran	82.9	1%	25
Iraq	39.3	0%	21
Saudi Arabia	34	0%	27
Yemen	30	0%	9.4
Syria	17	0%	19
Jordan	10	0%	20
UAE	10	0%	31
Lebanon	7	0%	29
Oman	5	0%	25
Palestine	5	N/A	N/A
Kuwait	4	0%	27
Qatar	3	N/A	27.3
Bahrain	2	N/A	N/A



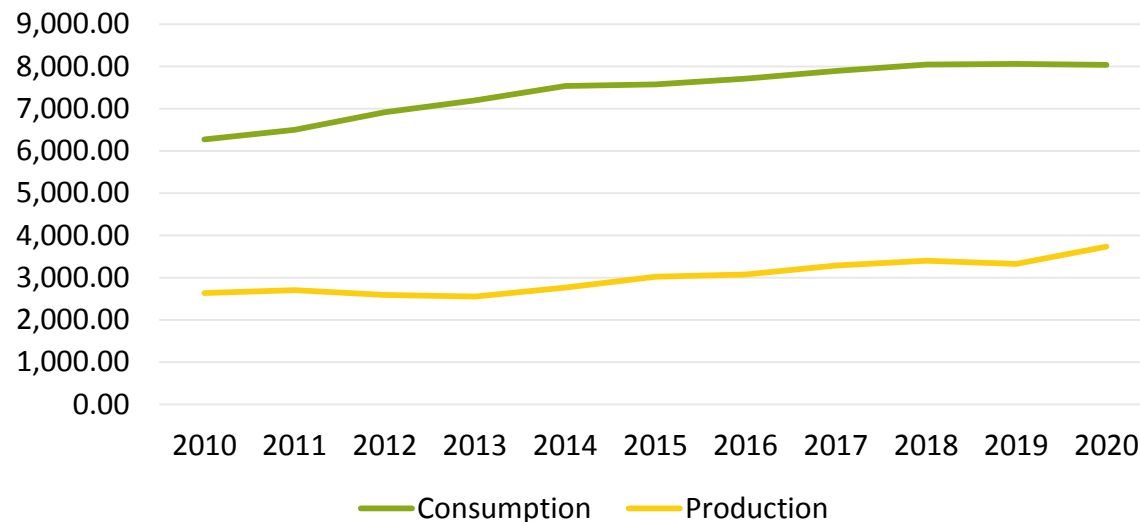
Oils & Fats S&D of Middle East Region (000 MT)



	2016	2017	2018	2019	2020
Consumption	7,710.90	7,894.60	8,046.00	8,062.50	8,040.00
Production*	3,079.20	3,293.20	3,406.60	3,330.50	3,737.80
Import	6,065.10	6,360.00	6,051.10	6,541.80	6,204.20

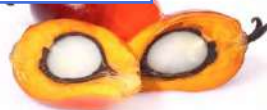
* From domestic and imported oilseeds

Supply & Demand



Source: Oil World

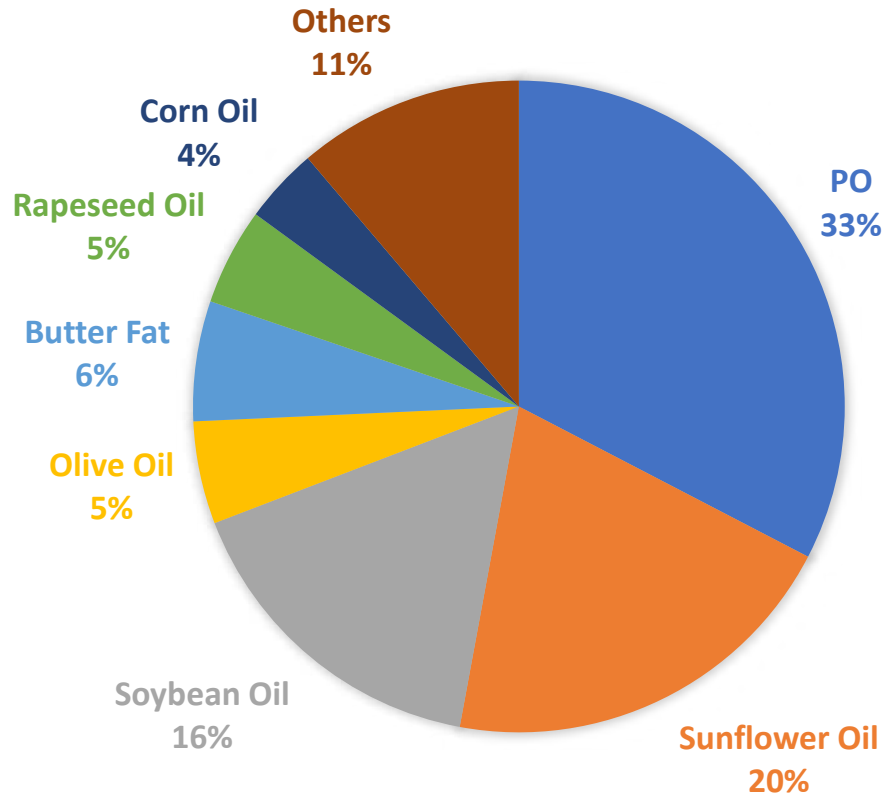
	Consumption Volume	% of Region's Consumption
Turkey	2,811.00	35%
Iran	2,075.10	26%
Saudi Arabia	905.50	11%
Iraq	810.70	10%
UAE	286.70	4%
	6,988.45	86%



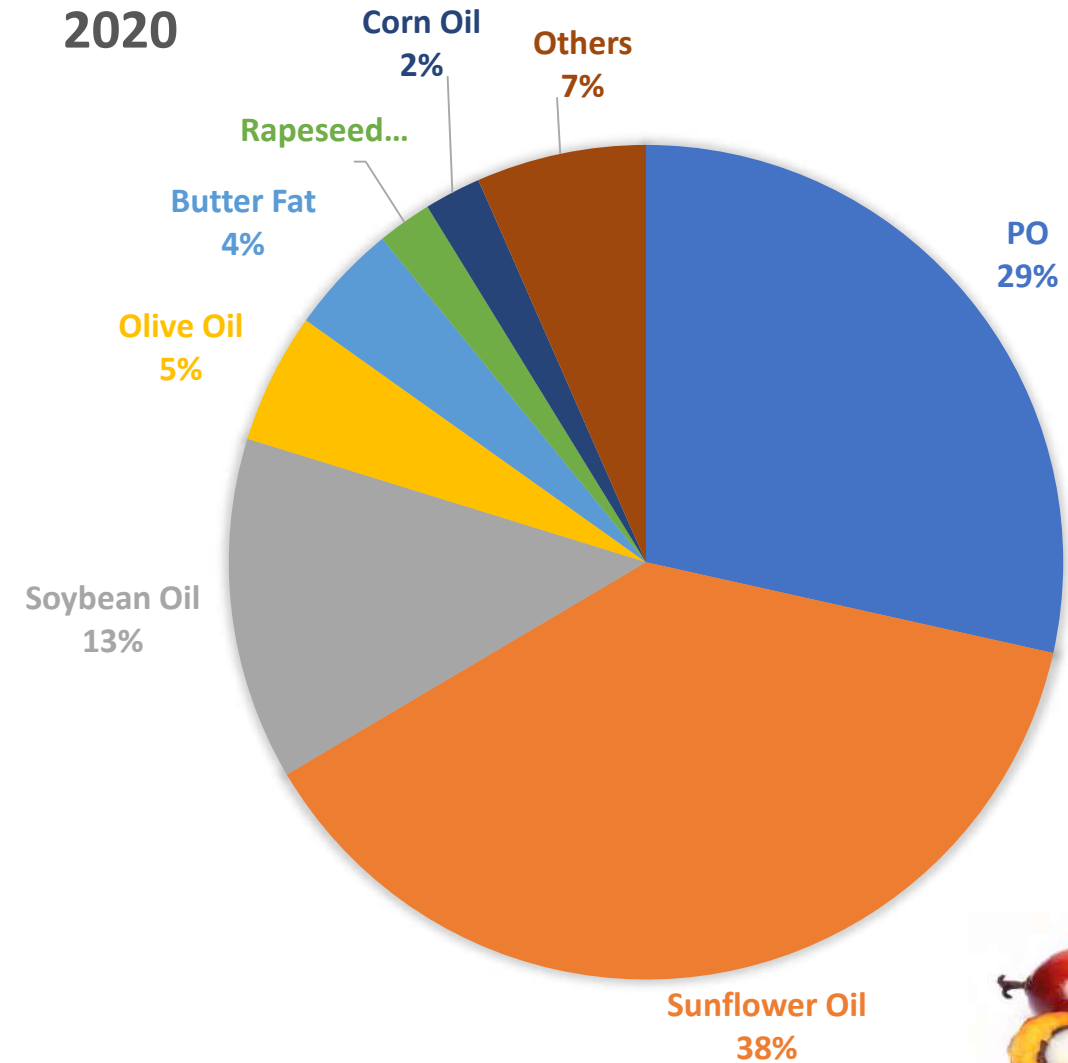
Consumption Pattern (2010 & 2020)



2010



2020



Source: Oil World



Oils & Fats Import Analysis



	2016	2017	2018	2019	2020
Palm Oil	2,568.20	2,758.50	2,785.90	2,864.80	2,534.90
Sunflower Oil	2,088.00	2,337.30	2,079.50	2,382.60	2,525.0
Soybean Oil	561.80	467.80	371.80	437.70	344.20
Corn Oil	320.50	303.20	262.10	243.70	231.80
Butter Fat	143.10	123.20	149.20	140.00	112.70
Palm Kernel Oil	154.10	146.60	146.00	183.70	181.10
Others	288	316	332	345	274.50
	6,279.50	6,065.10	6,360.00	6,051.10	6,204.20

Source: Oil World





Palm Oil Performance in Middle East



Palm Oil Import in the Region



		2016	2017	2018	2019	2020	2020 (%)
1.	Turkey	601.80	617.00	628.50	637.20	609.90	24%
2.	Saudi Arabia	521.60	484.30	535.00	586.10	561.4	22%
3.	Iran	465.30	570.50	504.90	566.10	304.5	12%
4	UAE	323.40	355.90	368.80	360.00	319.9	13%
5.	Oman	163.90	176.30	183.20	193.00	207.7	8%
6.	Yemen	181.00	183.00	234.00	196.70	200	8%
7.	Iraq	146.40	159.80	149.30	179.40	200.3	8%
8.	Jordan	41.70	89.20	46.50	37.40	30.2	1%
9.	Syria	70.00	52.00	54.00	34.00	29.5	1%
10.	Kuwait	26.80	33.40	34.10	28.90	25.5	1%
11.	Lebanon	19.60	22.00	24.50	20.60	22.6	1%
12.	Qatar	6.70	15.10	23.10	25.40	23.4	1%
13.	Bahrain	601.80	617.00	628.50	637.20	na	
14.	Palestine	521.60	484.30	535.00	586.10	na	
		2,568.20	2,758.50	2,785.90	2,864.80	2,534.90	

Source: Oil World



Malaysian Palm Oil & Palm Products Export

		2016	2017	2018	2019	2020
1.	Turkey	840,447	832,163	973,165	1,088,811	856,535
2.	Saudi Arabia	406,861	558,122	565,291	332,212	626,968
3.	Iran	452,172	624,543	566,618	575,127	353,285
4.	UAE	140,785	155,468	183,921	229,463	244,342
5.	Oman	13,245	41,529	88,748	34,185	107,092
6.	Yemen	39,958	79,669	104,573	71,983	104,577
7.	Iraq	45,832	35,218	72,344	40,783	54,300
8.	Jordan	46,553	33,887	33,992	30,778	29,672
9.	Syria	19,922	24,791	60,525	37,146	27,131
10.	Kuwait	28,805	31,978	34,994	33,287	25,309
11.	Lebanon	17,188	17,381	18,908	19,336	21,087
12.	Qatar	7,922	17,710	25,833	30,574	23,234
13.	Bahrain	11,172	13,299	14,875	14,199	11,461
14.	Palestine	290	830	1,768	2,063	1,300
		2,071,152	2,466,588	2,745,555	2,539,947	2,486,293

Source: MPOB



MPO & MPO Products Exports (Jan – Aug 2021)

	Country	Jan – Aug 2021	Jan – Aug 2020	Change (MT)	Change (%)
1.	Turkey	586,230	604,865	(18,635)	-3.1%
2.	Saudi Arabia	355,284	444,919	(89,636)	-20.1%
3.	Iran	375,408	208,059	167,348	80.4%
4.	U.A.E	182,488	165,912	16,577	10.0%
5.	Yemen Arab Rep.	86,781	75,762	11,020	14.5%
6.	Oman	60,332	72,034	(11,702)	-16.2%
7.	Iraq	22,723	41,324	(18,601)	-45.0%
8.	Jordan	35,016	19,243	15,774	82.0%
9.	Kuwait	18,610	16,863	1,747	10.4%
10.	Qatar	17,674	16,675	999	6.0%
11.	Syria	12,120	14,085	(1,965)	-13.9%
12.	Lebanon	9,630	11,956	(2,326)	-19.5%
13.	Bahrain	4,506	8,474	(3,969)	-46.8%
14.	Palestine	269	950	(681)	-71.7%
		1,767,072	1,701,121	65,951	3.9%

Source: MPOB

Short/Medium Term Outlook

- With a population base of over 330 million and consumption of over 8 million MT, the region will continue to be an important export destination for Malaysia.
- In 2020, the demand shifted from B2B to B2C which is also evident from shift in import and consumption of palm oil and SFO, however, with countries like Turkey and UAE, where life is getting back to normal, the demand shift is likely to happen again.
- The Middle Eastern region has shown consistent growth in consumption of specialty fats and due to its nutritional qualities and functional attributes, palm oil will benefit from this trend.
- Based on Jan – Aug export figures of Malaysian palm oil, we anticipate that the total imports in 2021 will register an increase of 10%
- The World Expo Dubai, FIFA 2022 in Qatar, full resumption of Hajj and Umrah pilgrims are some of the factors which provide a positive short-term outlook for the Middle Eastern region.





Thank You

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