



# Asia Pacific Region



# Introduction



» Asia Pacific region consist of countries from North East Asia, Southeast Asia and Oceania regions.

**01**

## Total Population

Total population 2.27 billion in 2021.

**03**

## Oils and Fats Consumption

Total oils and fats consumption 83.4 million MT in 2021

**02**

## Average Annual GDP Growth

Average annual GDP growth at 2.4% in 2021

**04**

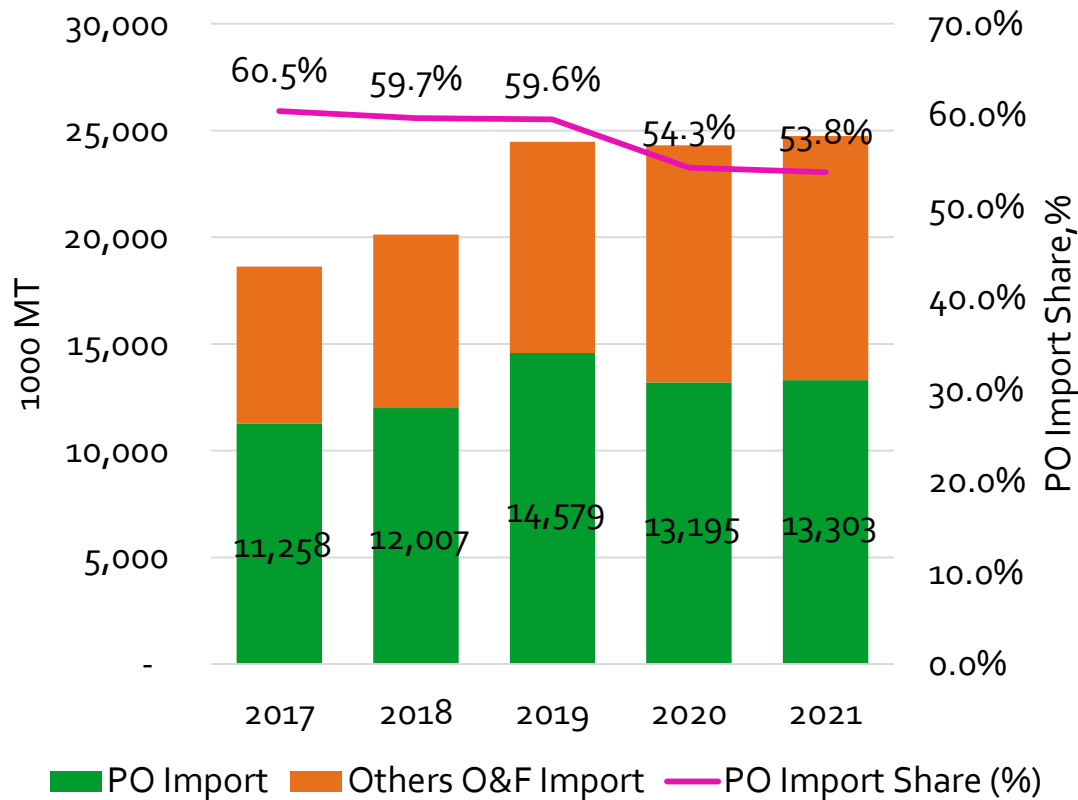
## Oils and Fats Import

Total oils and fats imports 24.7 million MT on 2021

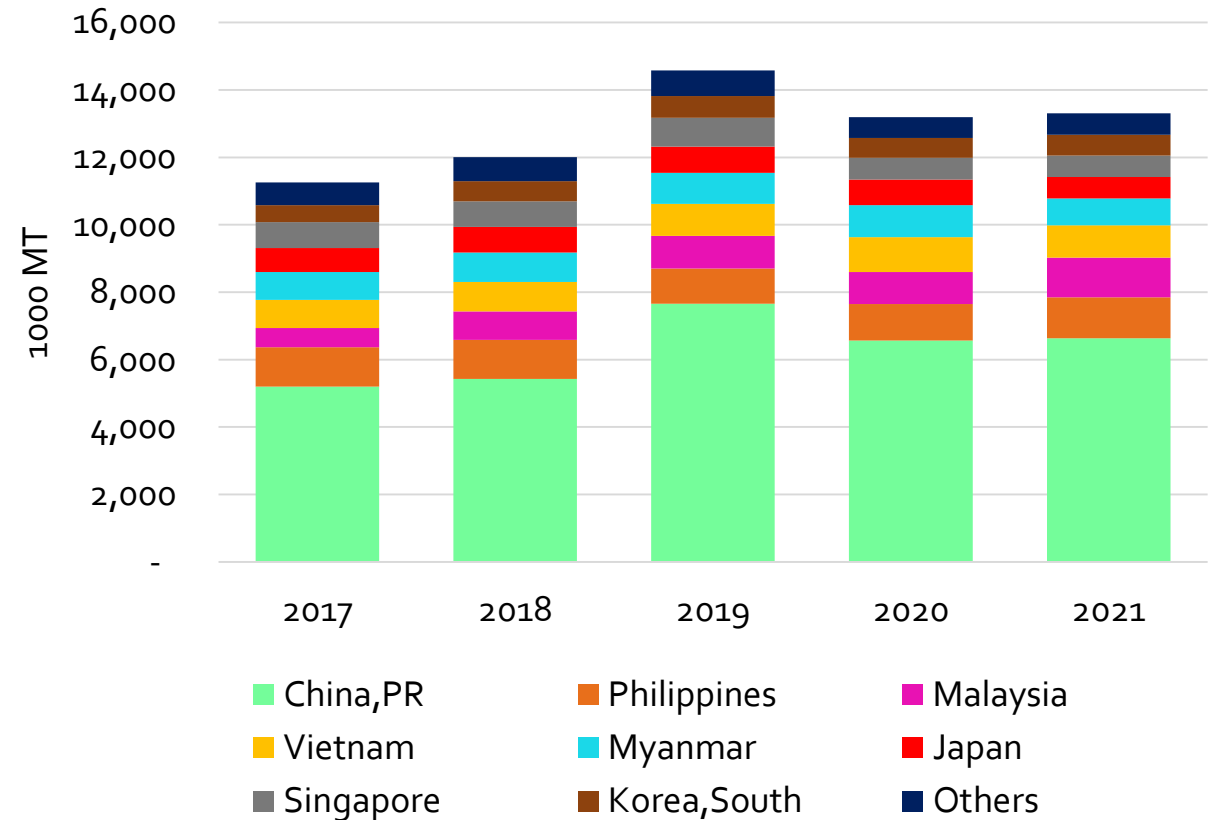
# Oils and Fats Import in the Region



## Asia Pacific: Oils & Fats Import



## Asia Pacific: Major PO Importing Countries



Source: Oil World & MPOC Estimates

# Factors Influencing MPO Import in the Region



## Supply Side

- Competition from Indonesian palm oil
- Supply shortage at producing countries
- Changes in the policies and duty i.e. Indonesian palm oil export ban



## Demand Side

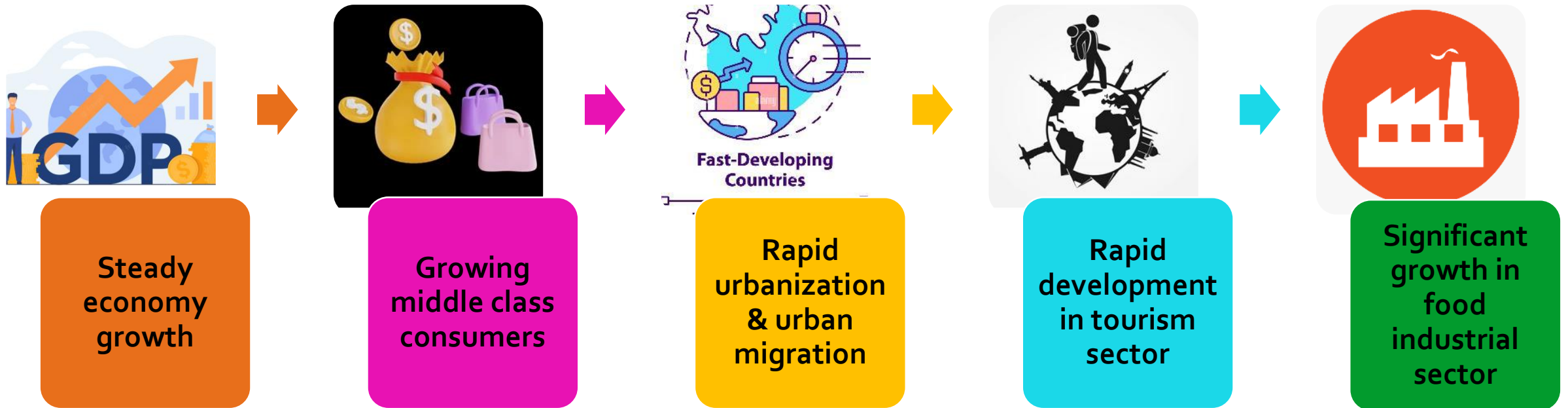
- Competition from local producing oils i.e coconut oil, soybean oil, groundnut oil
- Current policies changes in the importing countries
- Lack of knowledge on palm oil application

## Self Sufficiency Rate

Country	%
China	61.4%
Philippines	64.5%
Vietnam	34.5%
Myanmar	29.0%
Japan	64.7%
South Korea	24.1%

Source: Oil World & MPOC Estimates

# Market Drivers for Palm Oil Import Growth






# Key Sectors Growth




- » Key sectors growth in this region are foodservice (Philippines/Vietnam), consumer cooking oil market (Philippines, Myanmar), bakery & confectionary (Vietnam, Myanmar) and biofuels sectors (South Korea)
- » Projected CAGR growth in these sectors in the next 5 years




Foodservice sector in the Philippines: 7.83% / Projected Value USD 15.12 billion

Edible oils market in the Philippines: 10.72% / Projected Value USD 2.38 billion



Foodservice sector in the Vietnam: 8.65% / Projected Value USD 34.28 billion

Confectionary & Snacks in the Vietnam: 9.95% / Projected Value USD 21.18 billion



Edible oils market in the Myanmar: 15.58% / Projected Value USD 215.95 million

Confectionary & Snacks in the Myanmar: 32.32% / Projected Value USD 141.1 million



Source: Statista

# Conclusions



## Suggestions to MPO industry players

- ▶ Malaysian companies should be more personalized in terms of building rapport with buyers
- ▶ Physical presence and investments in growing countries i.e. Myanmar, Vietnam and Philippines
- ▶ JV with local reliable companies

## MPOC Strategies

- ▶ Create a platform of trade networking between seller and buyer in the major MPO market in the region
- ▶ Work with food services sector to promote higher usage of palm oil in their food preparations
- ▶ Create positive image of palm oil to the consumers through disseminating health and nutritional attributes of palm oil

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A collage of four diamond-shaped images: a seminar audience, a bowl of palm oil, a bunch of palm fruit, and the Rizal Monument in Manila.

**POTS PHILIPPINES SECRETARIAT**  
Malaysian Palm Oil Council (MPOC)

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*Thank You!*

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