

Welcome

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WOOD|EXPO

dekker 

The future of the Malaysian timber industry

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- Intermediate vocational education in Forestry and Nature Management (2001)
- Intl. Course Marketing of Wood Products, Swedish University Forest Sciences (2003)
- Bachelor of Applied Sciences in Forestry and Nature Management (2004)
 - Specialisation International Timber Trade
- Purchase and Compliance manager
- Representing Royal Dekker
- Board member of the hardwood council VVNH (equivalent of TEAM)
- Member of the Expert Committee on the EUDR VVNH



Background



- Intersection of business and nature
- Uncommon combination
- Success can be found in a natural process

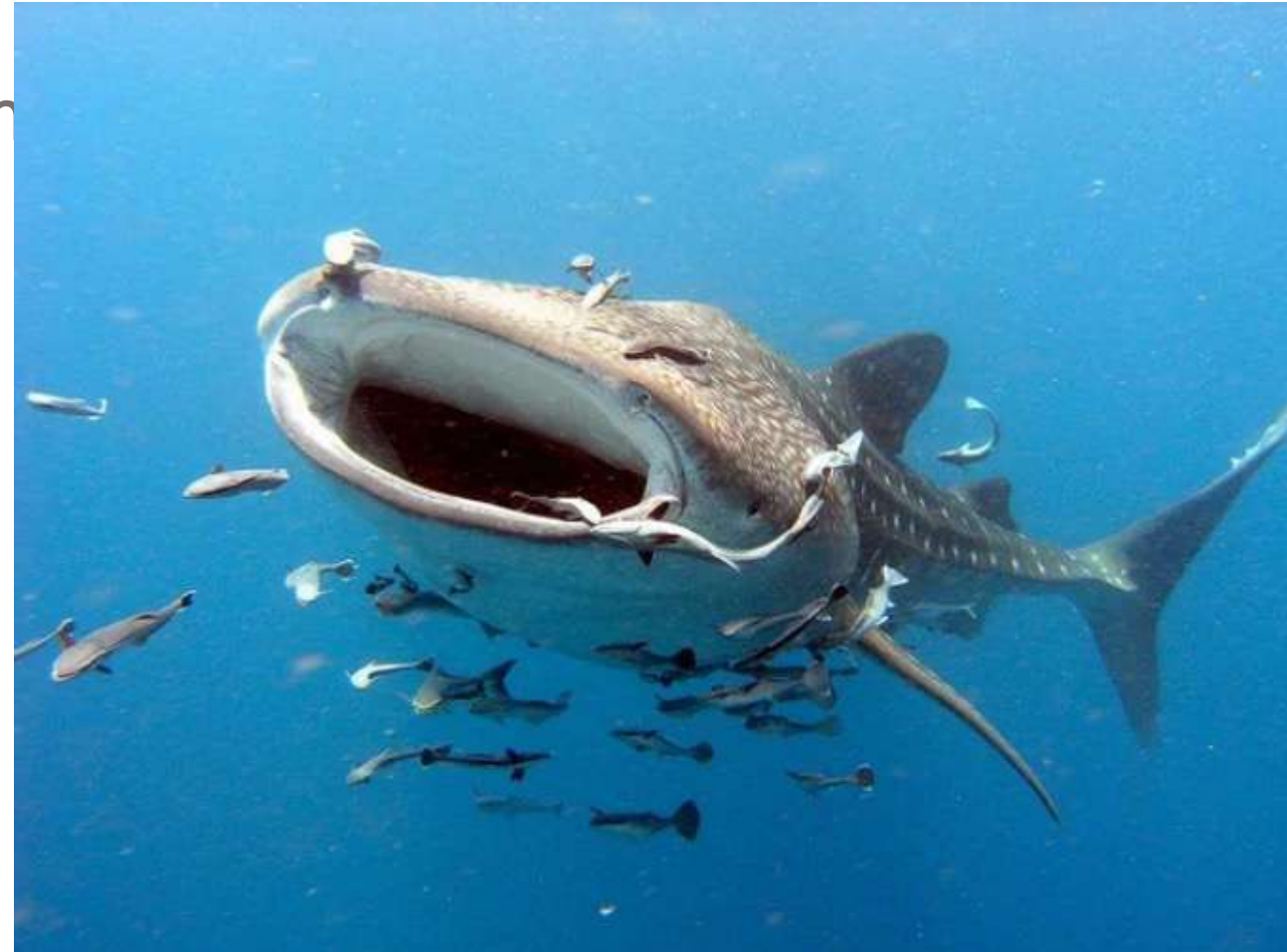
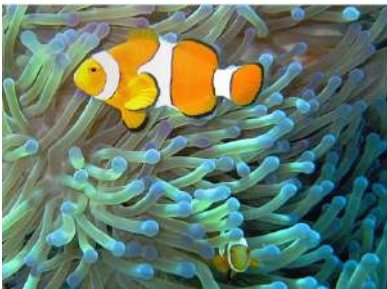


Symbiosis

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- Symbiosis is a natural relationship beneficial to both
- Applicable to background
- Applicable to daily work
- Applicable for the future of Malaysian timber business



Definition

Symbiosis is a close and long-term interaction between different species in nature. Organisms live in association with each other, and the relationship can benefit all of them



Symbiosis vs business



- Key to the future of Malaysian Timber Industry
- The aim is to integrate different aspects into a successful cooperation
- Beneficial and complementary to each other
- Cut trees to save the forest
- Sustainability

Enormous potential

- Commercial forestry and timber business
- Tourism and recreation
- Nature conservation



Definition of Sustainability



- Principle of triple P:
 - People
 - Planet
 - Profit
- Translate to the Malaysian Timber industry?



People

- Home to many native people
- Recreation and well-being
- Cultural and spiritual value
- Food supply



Planet



- Biodiversity
- Nature conservation
- Air purification
- Water cycle regulation
- Climate regulation
- Soil protection
- Education and research



Profits

- Forest resources
- Forestry and logging operations
- Timber and wood products
- Non timber forest products



More profits



- Timber and wood related export 23 Billion Ringgit (2024)
- In Malaysia 3% of the GDP
- 250.000 jobs directly and countless indirectly
- Eco tourism Multi Billion Dollar industry
- In Costa Rica eco tourism is 13% of total GDP

Summary



- Malaysian forests serve 3 main goals
- Home, recreation and tourism = People
- Nature conservation = Planet
- Forestry and timber production = Profit

Important for the future



- No deforestation!
- No forest degradation
- Good and sustainable forest management
- Forest certification
- Compliance and reputation
- More downstream activities
- Resources are limited
- Advanced technologies are unlimited



Compliance and reputation



- How to comply?
- European Union Deforestation Regulation (EUDR)
- Political soap about the introduction
 - End of 2024 1 year delay
 - September 2025 another year delay
 - October 2025 no delay, but adjustments and simplifications
 - November 2025 major lobby for “stop-the-clock”
 - 13th of December final deadline
 - Effective date 30 December 2025

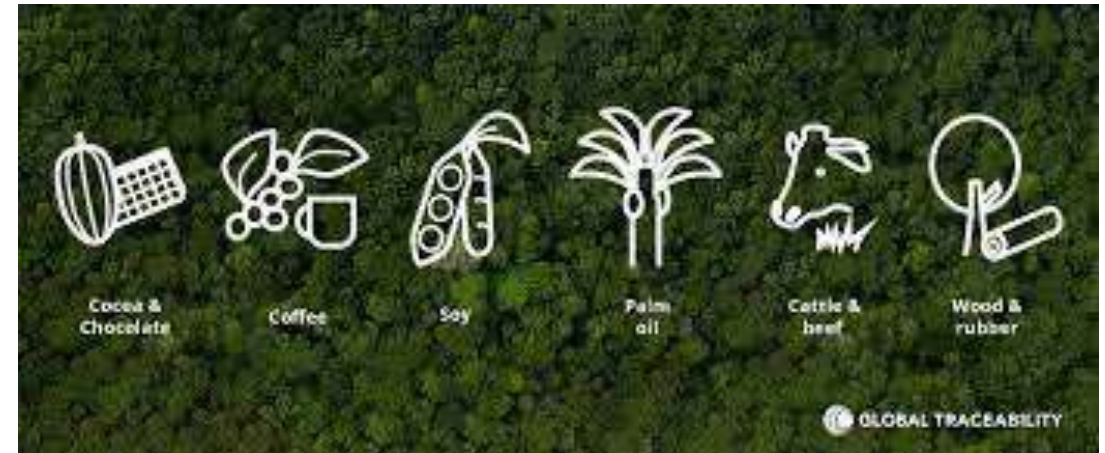
EUDR



- From EUTR into EUDR
 - Next level EUTR
 - From Legal into Sustainable



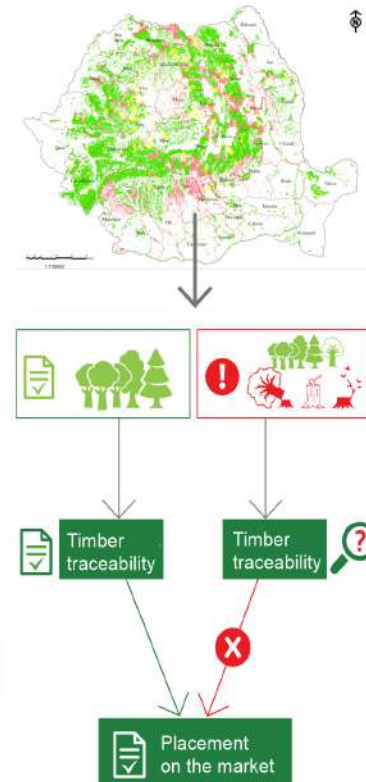
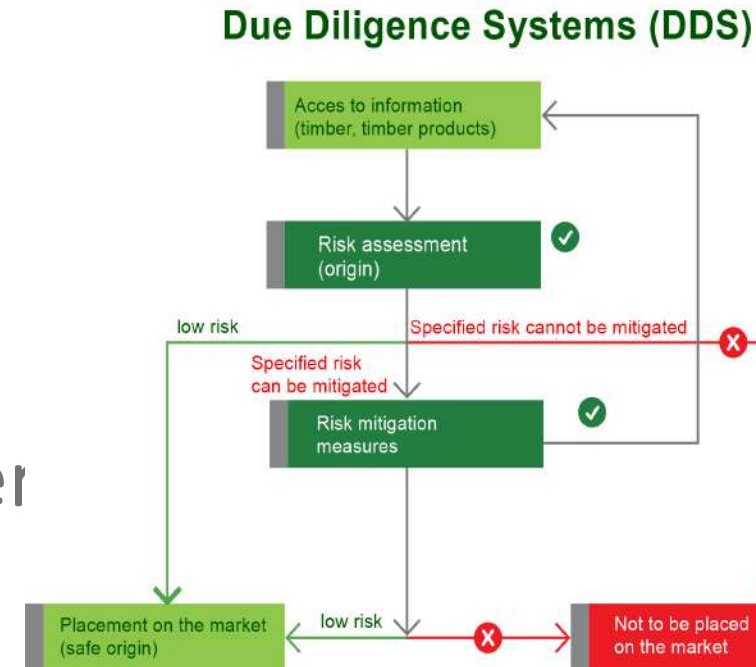
- Burden or opportunity?
 - More work
 - Strict requirements
 - More paperwork



EUDR - opportunity



- Great advantage for Malaysia
 - High percentage of certified forest
 - MTCC/PEFC well recognized
 - How to comply EUDR?
 - Due Diligence System (DDS)
- MTC could support its member
 - Information about EUDR requirements
 - Geolocations of harvest area's
 - Transparency of concession area's (GPS)
 - Address concerns about Indigenous People Rights
 - ILO Core labor requirements
 - Centralize procedures and support digitalization



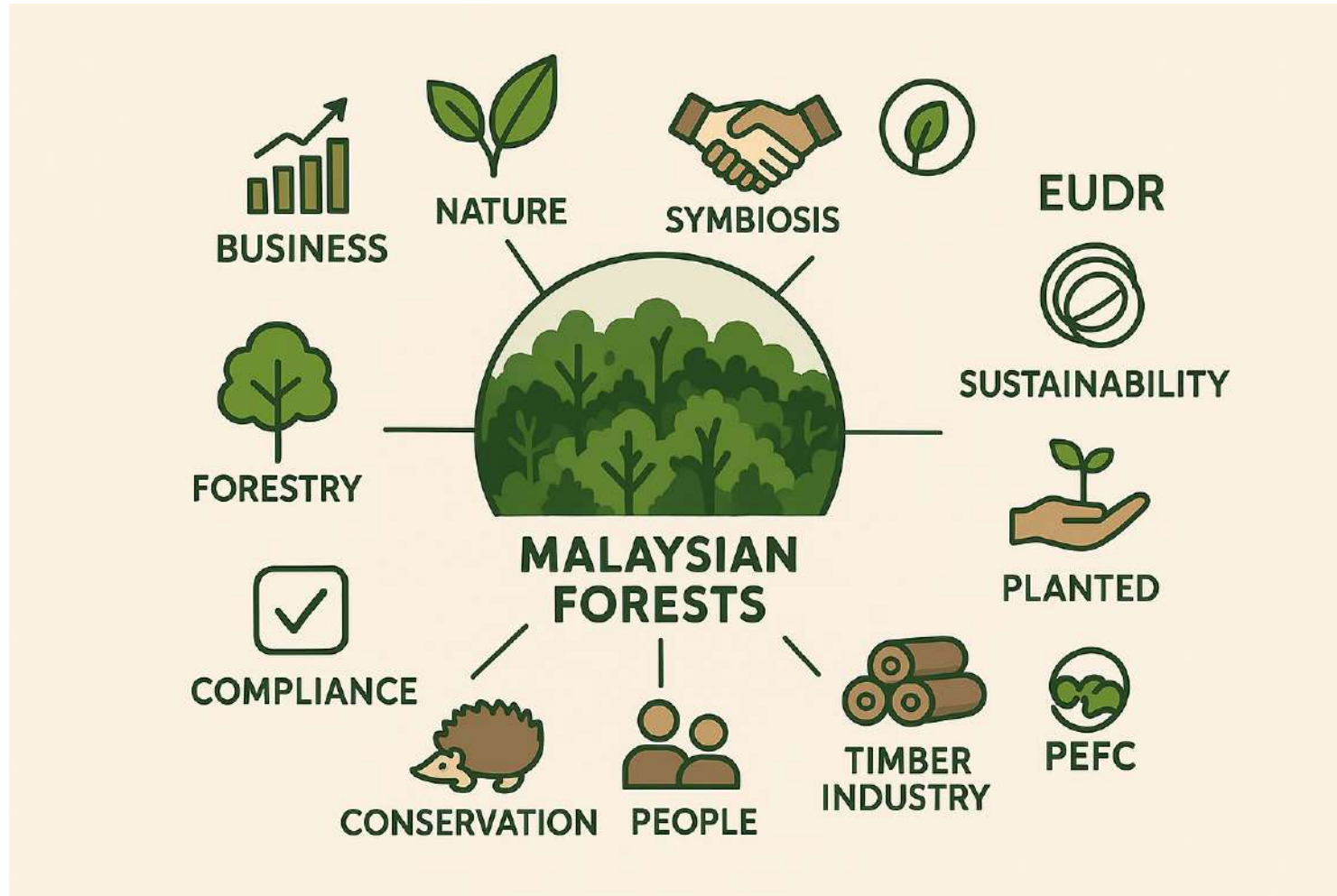
EUDR - opportunity



- **Good reputation of Malaysia**
 - Forefront of sustainable forest management
 - Set an example for other countries
 - Secure and enforce the head start of Malaysia
- **MTCC/PEFC system should be**
 - Flawless
 - Excellent and superior
 - Free of negative publicity
 - Reliable and trustworthy
 - Perfect system to address EUDR requirements
 - Don't push boundaries or cross borders
 - Without any suspensions (which happened in the past)



Overall conclusion



Take good care of
your precious
forest!

The End

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Thank you for your
attention

The End



Q & A