

MALAYSIA MARKET OBSERVATION OF

# RSA Grapes

Fruit-X Asia | 18 February 2021



Fruit-X



## Overview

- HPO, Wholesale Market
- Gold Marry, Wholesale Market
- LST, Wholesale Market
- Yuk Mun, Wholesale Market
- Khai Shen, Wholesale Market
- Seng Hup, Wholesale Market



# HPO Wholesale Market



Variety  
Importer  
Exporter  
Packer  
Brand  
Walk-In Price  
Est. Volume Price  
Quality



## VARIETY: MIDNIGHT BEAUTY (SUGRA 13)



|                    |                 |
|--------------------|-----------------|
| Importer:          | HPO             |
| Exporter:          | Fruit Heart     |
| Packer:            | N/A             |
| Brand:             | Generic         |
| Walk-In Price:     | MYR 75.00       |
| Est. Volume Price: | MYR 65.00-70.00 |
| Quality:           | Fair            |



# VARIETY: ARRA 29



|                    |                          |
|--------------------|--------------------------|
| Importer:          | Heng Huat                |
| Exporter:          | Southern Fruit Trading   |
| Packer:            | Grape Alliance Marketing |
| Brand:             | GA                       |
| Walk-In Price:     | MYR 70.00                |
| Est. Volume Price: | MYR 60.00-65.00          |
| Quality:           | Good                     |





## VARIETY: ARRA 10



|                    |                       |
|--------------------|-----------------------|
| Importer:          | HPO                   |
| Exporter:          | FLM Asia              |
| Packer:            | Capespan Continent NV |
| Brand:             | Cape                  |
| Walk-In Price:     | MYR 75.00             |
| Est. Volume Price: | MYR 65.00-70.00       |
| Quality:           | Fair                  |



# Gold Marry Wholesale Market



# VARIETY: MIDNIGHT BEAUTY (SUGRA 13)



|                    |                   |
|--------------------|-------------------|
| Importer:          | Kiat Shong Fruits |
| Exporter:          | In2Fruit          |
| Packer:            | In2Fruit          |
| Brand:             | In2Fruit          |
| Walk-In Price:     | MYR 75.00         |
| Est. Volume Price: | MYR 65.00-70.00   |
| Quality:           | Fair              |





# VARIETY: TIMCO (SHEEGENE 13)



|                    |                   |
|--------------------|-------------------|
| Importer:          | Boon Kee          |
| Exporter:          | Star South        |
| Packer:            | Star South Fruits |
| Brand:             | Star South        |
| Walk-In Price:     | MYR 70.00         |
| Est. Volume Price: | MYR 60.00-65.00   |
| Quality:           | Good              |



# LST Wholesale Market



Variety  
Importer  
Exporter  
Packer  
Brand  
Walk-In Price  
Est. Volume Price  
Quality



# VARIETY: MIDNIGHT BEAUTY (SUGRA 13)



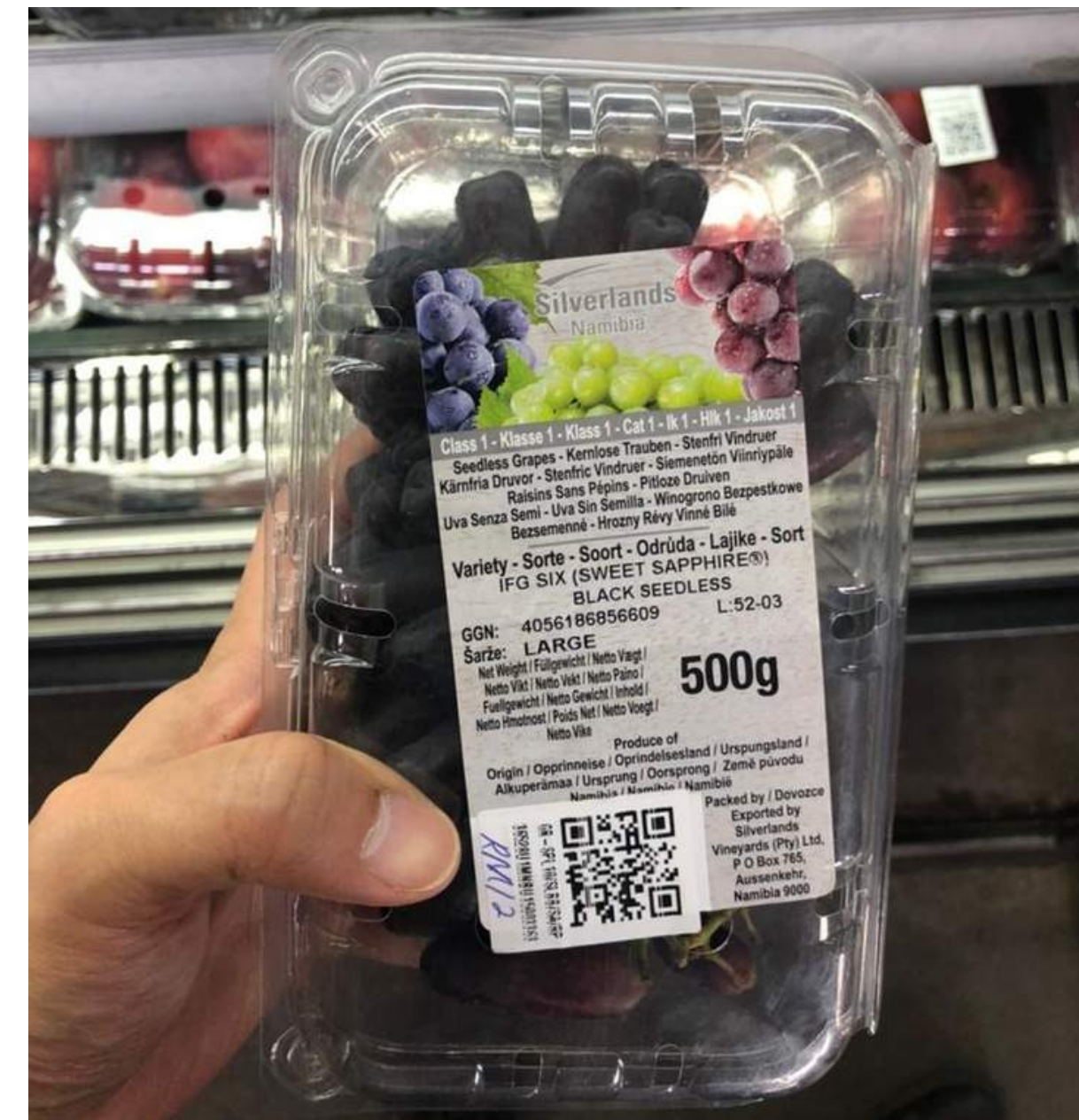
|                    |                   |
|--------------------|-------------------|
| Importer:          | N/A               |
| Exporter:          | N/A               |
| Packer:            | Karsten Marketing |
| Brand:             | Karsten           |
| Walk-In Price:     | MYR 73.00         |
| Est. Volume Price: | MYR 63.00-68.00   |
| Quality:           | Good              |



# VARIETY: SWEET SAPPHIRE (IFG 6)



|                    |                       |
|--------------------|-----------------------|
| Importer:          | N/A                   |
| Exporter:          | N/A                   |
| Packer:            | Silverlands Vineyards |
| Brand:             | Silverlands           |
| Walk-In Price:     | MYR 80.00             |
| Est. Volume Price: | MYR 70.00-75.00       |
| Quality:           | Fair                  |





# VARIETY: RALLI



|                    |                   |
|--------------------|-------------------|
| Importer:          | N/A               |
| Exporter:          | N/A               |
| Packer:            | Karsten Marketing |
| Brand:             | Karsten           |
| Walk-In Price:     | MYR 75.00         |
| Est. Volume Price: | MYR 65.00-70.00   |
| Quality:           | Good              |





# VARIETY: PRIME



|                    |                   |
|--------------------|-------------------|
| Importer:          | N/A               |
| Exporter:          | N/A               |
| Packer:            | Karsten Marketing |
| Brand:             | Karsten           |
| Walk-In Price:     | MYR 70.00         |
| Est. Volume Price: | MYR 60.00-65.00   |
| Quality:           | Unsatisfactory    |



## VARIETY: SWEET GLOBE



|                    |                       |
|--------------------|-----------------------|
| Importer:          | N/A                   |
| Exporter:          | FLM Asia              |
| Packer:            | Capespan Continent NV |
| Brand:             | Cape                  |
| Walk-In Price:     | MYR 85.00             |
| Est. Volume Price: | MYR 75.00-80.00       |
| Quality:           | Unsatisfactory        |





# Yuk Mun Wholesale Market



# VARIETY: SWEET SAPPHIRE (IFG 6)



|                    |                       |
|--------------------|-----------------------|
| Importer:          | MTS                   |
| Exporter:          | N/A                   |
| Packer:            | Silverlands Vineyards |
| Brand:             | Silverlands           |
| Walk-In Price:     | MYR 75.00             |
| Est. Volume Price: | MYR 65.00-70.00       |
| Quality:           | Unsatisfactory        |





## VARIETY: SWEET GLOBE



|                    |                                                         |
|--------------------|---------------------------------------------------------|
| Importer:          | Tengine (although YM claims they imported on their own) |
| Exporter:          | GS Schoonbee Landgoed                                   |
| Packer:            | GS Schoonbee Landgoed                                   |
| Brand:             | Schoonbee Landgoed                                      |
| Walk-In Price:     | MYR 75.00                                               |
| Est. Volume Price: | MYR 65.00-70.00                                         |
| Quality:           | Unsatisfactory                                          |





# VARIETY: SWEET CELEBRATION

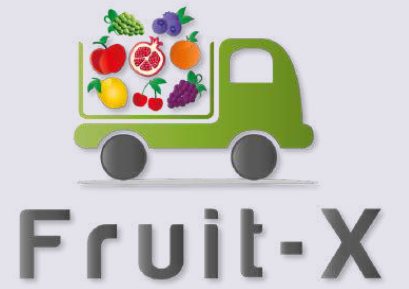


|                    |                                                         |
|--------------------|---------------------------------------------------------|
| Importer:          | Tengine (although YM claims they imported on their own) |
| Exporter:          | GS Schoonbee Landgoed                                   |
| Packer:            | GS Schoonbee Landgoed                                   |
| Brand:             | Hello Fruit                                             |
| Walk-In Price:     | MYR 65.00                                               |
| Est. Volume Price: | MYR 55.00-60.00                                         |
| Quality:           | Good                                                    |





## VARIETY: SWEET CELEBRATION





# Khai Shen Wholesale Market





## VARIETY: MIDNIGHT BEAUTY (SUGRA 13)



|                    |           |
|--------------------|-----------|
| Importer:          | N/A       |
| Exporter:          | N/A       |
| Packer:            | New Fresh |
| Brand:             | Hydix     |
| Walk-In Price:     | TBA       |
| Est. Volume Price: | TBA       |
| Quality:           | Good      |



## VARIETY: SWEET CELEBRATION (IFG 68-175)



|                    |                            |
|--------------------|----------------------------|
| Importer:          | Khai Shen                  |
| Exporter:          | Vanguard International USA |
| Packer:            | Triple D Farms             |
| Brand:             | Triple D                   |
| Walk-In Price:     | TBA                        |
| Est. Volume Price: | TBA                        |
| Quality:           | Good                       |





# VARIETY: SUGRAONE



|                    |                                       |
|--------------------|---------------------------------------|
| Importer:          | N/A                                   |
| Exporter:          | Southern Cross Trading                |
| Packer:            | Southern Cross Marketing & Management |
| Brand:             | Southern Cross                        |
| Walk-In Price:     | TBA                                   |
| Est. Volume Price: | TBA                                   |
| Quality:           | Fair                                  |



# VARIETY: SUGRAONE



|                    |           |
|--------------------|-----------|
| Importer:          | N/A       |
| Exporter:          | N/A       |
| Packer:            | New Fresh |
| Brand:             | Hydix     |
| Walk-In Price:     | TBA       |
| Est. Volume Price: | TBA       |
| Quality:           | Fair      |





## VARIETY: SWEET SAPPHIRE (IFG 6)



|                    |      |
|--------------------|------|
| Importer:          | N/A  |
| Exporter:          | N/A  |
| Packer:            | EXSA |
| Brand:             | EXSA |
| Walk-In Price:     | TBA  |
| Est. Volume Price: | TBA  |
| Quality:           | Good |



# Seng Hup Wholesale Market



Variety  
Importer  
Exporter  
Packer  
Brand  
Walk-In Price  
Est. Volume Price  
Quality



## VARIETY: ARRA 29



|                    |                          |
|--------------------|--------------------------|
| Importer:          | HPO                      |
| Exporter:          | Southern Fruit Trading   |
| Packer:            | Grape Alliance Marketing |
| Brand:             | GA                       |
| Walk-In Price:     | MYR 70.00                |
| Est. Volume Price: | MYR 60.00-65.00          |
| Quality:           | Good                     |



## VARIETY: SWEET SAPPHIRE (IFG 6)



|                    |                            |
|--------------------|----------------------------|
| Importer:          | Khai Shen                  |
| Exporter:          | Vanguard International USA |
| Packer:            | Triple D Farms             |
| Brand:             | Triple D                   |
| Walk-In Price:     | MYR 83.00                  |
| Est. Volume Price: | MYR 73.00-78.00            |
| Quality:           | Good                       |







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# Thank You

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