

Staple Foods in Malaysia

November 2025

Table of Contents

Staple Foods in Malaysia

EXECUTIVE SUMMARY

Affordability remains key

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Government aid proves important in maintain sales

Consumers remain price sensitive

WHAT'S NEXT?

Subsidies to remain important

New product development to attract consumers

Strong focus on value for money

COMPETITIVE LANDSCAPE

Serba Wangi out in front

Emborg benefiting from focus on quality and distribution through modern grocery retailers

Changes in competitive landscape as brands withdraw from market

CHANNELS

Small local grocers remains key distribution channel

Supermarkets seeing strong growth

MARKET DATA

- Table 1 Sales of Staple Foods by Category: Volume 2020-2025
- Table 2 Sales of Staple Foods by Category: Value 2020-2025
- Table 3 Sales of Staple Foods by Category: % Volume Growth 2020-2025
- Table 4 Sales of Staple Foods by Category: % Value Growth 2020-2025
- Table 5 NBO Company Shares of Staple Foods: % Value 2021-2025
- Table 6 LBN Brand Shares of Staple Foods: % Value 2022-2025
- Table 7 Penetration of Private Label by Category: % Value 2020-2025
- Table 8 Distribution of Staple Foods by Format: % Value 2020-2025
- Table 9 Forecast Sales of Staple Foods by Category: Volume 2025-2030
- Table 10 Forecast Sales of Staple Foods by Category: Value 2025-2030
- Table 11 Forecast Sales of Staple Foods by Category: % Volume Growth 2025-2030
- Table 12 Forecast Sales of Staple Foods by Category: % Value Growth 2025-2030

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SOURCES

Summary 1 - Research Sources

Baked Goods in Malaysia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Demand supported by key role in local diet

INDUSTRY PERFORMANCE

Value sales continue to rise despite static volumes

Pastries seeing strong rise in value

WHAT NEXT?

Growth supported by consumer search for affordable breakfast options

Expanding range of health focused products

Players face challenge of rising operational costs in the context of limits on price increases

COMPETITIVE LANDSCAPE

Gardenia Bakery leads

Kart Food Industries moves to fill space left by rival

CHANNELS

Food/drink/tobacco specialists and small local grocers represent the key channels

Hypermarkets seeing significant growth

CATEGORY DATA

Table 13 - Sales of Baked Goods by Category: Volume 2020-2025

Table 14 - Sales of Baked Goods by Category: Value 2020-2025

Table 15 - Sales of Baked Goods by Category: % Volume Growth 2020-2025

Table 16 - Sales of Baked Goods by Category: % Value Growth 2020-2025

Table 17 - Sales of Pastries by Type: % Value 2020-2025

Table 18 - NBO Company Shares of Baked Goods: % Value 2021-2025

Table 19 - LBN Brand Shares of Baked Goods: % Value 2022-2025

Table 20 - Distribution of Baked Goods by Format: % Value 2020-2025

Table 21 - Forecast Sales of Baked Goods by Category: Volume 2025-2030

Table 22 - Forecast Sales of Baked Goods by Category: Value 2025-2030

Table 23 - Forecast Sales of Baked Goods by Category: % Volume Growth 2025-2030

Table 24 - Forecast Sales of Baked Goods by Category: % Value Growth 2025-2030

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Breakfast Cereals in Malaysia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Budget consciousness and competition from alternative products hit breakfast cereals

INDUSTRY PERFORMANCE

Affordability remains leading factor in purchasing decisions

Hot cereals seen as nutritious and affordable

WHAT'S NEXT?

Range of affordable alternatives hinders potential growth

Health, value, and taste drive choice.

Affordability and transparency amidst shrinkflation

COMPETITIVE LANDSCAPE

Existing company benefits from gap left in the category, but still face challenges from weak consumer perception Pristine benefits from extensive distribution and competitive pricing

CHANNELS

Small local grocers is the leading channel

E-commerce proving relatively resilient

CATEGORY DATA

Table 25 - Sales of Breakfast Cereals by Category: Volume 2020-2025

- Table 26 Sales of Breakfast Cereals by Category: Value 2020-2025
- Table 27 Sales of Breakfast Cereals by Category: % Volume Growth 2020-2025
- Table 28 Sales of Breakfast Cereals by Category: % Value Growth 2020-2025
- Table 29 NBO Company Shares of Breakfast Cereals: % Value 2021-2025
- Table 30 LBN Brand Shares of Breakfast Cereals: % Value 2022-2025
- Table 31 Distribution of Breakfast Cereals by Format: % Value 2020-2025
- Table 32 Forecast Sales of Breakfast Cereals by Category: Volume 2025-2030
- Table 33 Forecast Sales of Breakfast Cereals by Category: Value 2025-2030
- Table 34 Forecast Sales of Breakfast Cereals by Category: % Volume Growth 2025-2030
- Table 35 Forecast Sales of Breakfast Cereals by Category: % Value Growth 2025-2030

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Processed Fruit and Vegetables in Malaysia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Competition from fresh produce limits growth potential

INDUSTRY PERFORMANCE

Maturity of category hinders growth

Frozen processed potatoes sees value growth, but volumes stagnate

WHAT'S NEXT?

Health consciousness leads to concern over processed products and preference for fresh fruit and vegetables

Reformulation beats new product development

Players need to be creative in marketing activities to attract consumers

COMPETITIVE LANDSCAPE

Brands with longstanding history and affordable products are leading the industry

Emborg growing strongly

CHANNELS

Offline stores still the most important channels in processed fruit and vegetables as physical presence is important to attract consumer interest. Hypermarkets and supermarkets avoid decline

CATEGORY DATA

- Table 36 Sales of Processed Fruit and Vegetables by Category: Volume 2020-2025
- Table 37 Sales of Processed Fruit and Vegetables by Category: Value 2020-2025
- Table 38 Sales of Processed Fruit and Vegetables by Category: % Volume Growth 2020-2025
- Table 39 Sales of Processed Fruit and Vegetables by Category: % Value Growth 2020-2025
- Table 40 Sales of Frozen Processed Vegetables by Type: % Value Breakdown 2020-2025
- Table 41 NBO Company Shares of Processed Fruit and Vegetables: % Value 2021-2025
- Table 42 LBN Brand Shares of Processed Fruit and Vegetables: % Value 2022-2025
- Table 43 Distribution of Processed Fruit and Vegetables by Format: % Value 2020-2025
- Table 44 Forecast Sales of Processed Fruit and Vegetables by Category: Volume 2025-2030
- Table 45 Forecast Sales of Processed Fruit and Vegetables by Category: Value 2025-2030
- Table 46 Forecast Sales of Processed Fruit and Vegetables by Category: % Volume Growth 2025-2030
- Table 47 Forecast Sales of Processed Fruit and Vegetables by Category: % Value Growth 2025-2030

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Processed Meat, Seafood and Alternatives To Meat in Malaysia.

KEY DATA FINDINGS

2025 DEVELOPMENTS

Competition from fresh products constrains growth

INDUSTRY PERFROMANCE

Convenience and affordability are key factors in consumer purchasing decisions

Processed seafood offers low-cost source of protein

WHAT'S NEXT?

Shelf stable seafood benefits from increased affordability through aid redemption, while other categories face challenges from home cooking competition

Regulatory update will push for reformulation, while government will play crucial role in maintaining product affordability Rising interest in plant-based foods

COMPETITIVE LANDSCAPE

Company performances strongly dependent on marketing strategies to capture incremental demand Tropical Consolidated Corp expanding aggressively in shelf stable seafood

CHANNELS

Shelf space and brand offer support hypermarkets' position as leading distribution channel Supermarkets benefits from proximity and brand offer

CATEGORY DATA

- Table 48 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Volume 2020-2025
- Table 49 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Value 2020-2025
- Table 50 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: % Volume Growth 2020-2025
- Table 51 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: % Value Growth 2020-2025
- Table 52 Sales of Shelf Stable Processed Red Meat by Type: % Volume Breakdown 2020-2025
- Table 53 Sales of Chilled Processed Red Meat by Type: % Volume Breakdown 2020-2025
- Table 54 Sales of Frozen Processed Red Meat by Type: % Volume Breakdown 2020-2025
- Table 55 Sales of Frozen Processed Poultry by Type: % Value Breakdown 2020-2025
- Table 56 Sales of Frozen Processed Seafood by Type: % Value Breakdown 2020-2025
- Table 57 NBO Company Shares of Processed Meat, Seafood and Alternatives to Meat: % Value 2021-2025
- Table 58 LBN Brand Shares of Processed Meat, Seafood and Alternatives to Meat: % Value 2022-2025
- Table 59 Distribution of Processed Meat, Seafood and Alternatives to Meat by Format: % Value 2020-2025
- Table 60 Forecast Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Volume 2025-2030
- Table 61 Forecast Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Value 2025-2030

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Rice, Pasta and Noodles in Malaysia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Government support helps to maintain category strength

INDUSTRY PERFORMANCE

Price sensitivity and government aid support growth in noodles and rice Instant noodle pouches benefits from new product launches

WHAT'S NEXT?

Affordability remains crucial in the category with the government expected to continue ensuring price stabilisation Innovation expected in the market

Government aid is expected to further push players to focus on offline retail

COMPETITIVE LANDSCAPE

Leading player's flagship brand seen as offering quality and affordability Innovation and value for money behind performances of most dynamic players

CHANNELS

Proximity and affordable offer make small local grocers the leading channel
Hypermarkets and supermarkets expanding with aggressive marketing campaigns

CATEGORY DATA

- Table 62 Sales of Rice, Pasta and Noodles by Category: Volume 2020-2025
- Table 63 Sales of Rice, Pasta and Noodles by Category: Value 2020-2025
- Table 64 Sales of Rice, Pasta and Noodles by Category: % Volume Growth 2020-2025
- Table 65 Sales of Rice, Pasta and Noodles by Category: % Value Growth 2020-2025
- Table 66 Sales of Instant Noodles by Leading Flavours: Rankings 2020-2025
- Table 67 NBO Company Shares of Rice, Pasta and Noodles: % Value 2021-2025
- Table 68 LBN Brand Shares of Rice, Pasta and Noodles: % Value 2022-2025
- Table 69 NBO Company Shares of Rice: % Value 2021-2025
- Table 70 LBN Brand Shares of Rice: % Value 2022-2025
- Table 71 NBO Company Shares of Pasta: % Value 2021-2025
- Table 72 LBN Brand Shares of Pasta: % Value 2022-2025
- Table 73 NBO Company Shares of Noodles: % Value 2021-2025
- Table 74 LBN Brand Shares of Noodles: % Value 2022-2025
- Table 75 Distribution of Rice, Pasta and Noodles by Format: % Value 2020-2025
- Table 76 Distribution of Rice by Format: % Value 2020-2025
- Table 77 Distribution of Pasta by Format: % Value 2020-2025
- Table 78 Distribution of Noodles by Format: % Value 2020-2025
- Table 79 Forecast Sales of Rice, Pasta and Noodles by Category: Volume 2025-2030
- Table 80 Forecast Sales of Rice, Pasta and Noodles by Category: Value 2025-2030
- Table 81 Forecast Sales of Rice, Pasta and Noodles by Category: % Volume Growth 2025-2030
- Table 82 Forecast Sales of Rice, Pasta and Noodles by Category: % Value Growth 2025-2030

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