

# Malaysian B2B Supplier Price Index 2026

How input costs are moving across the indirect-spend categories Malaysian businesses buy every day — and what is driving the changes — with illustrative year-on-year benchmarks.

## ABOUT THESE FIGURES

All index values in this report are illustrative, representative benchmarks compiled for planning. They describe directional year-on-year movement only (prior year = 100) and are not an official statistical price index. No confidential supplier pricing has been disclosed. The actual change any business experiences depends on its category mix, volumes and contracts.

## Key findings

- Across the main indirect-spend categories, illustrative 2026 year-on-year price movement clusters between roughly +2% and +6% — modest in isolation, material in aggregate across a large spend base.
- IT peripherals and consumables are the most exposed to ringgit exchange-rate movement and global demand cycles, making them the most volatile category to budget for.
- Paper, stationery and packaging track pulp, resin and freight costs; energy and fuel prices flow through to almost every category via manufacturing and delivery.
- Labour-linked categories such as cleaning and facilities supplies move with minimum-wage and service-cost changes more than with raw materials.
- Consolidating fragmented indirect spend onto contract pricing is the most reliable hedge against category-level creep — locking rates insulates buyers from month-to-month volatility.

## The 2026 indirect-spend picture

Input-cost pressure in 2026 is broad but uneven. No single category is spiking, but almost all are drifting upward, driven by a mix of currency movement, freight normalisation, energy costs and labour. The table below sets out illustrative year-on-year movement for the categories Malaysian businesses buy most frequently, indexed so that the prior year equals 100.

Read these as directional benchmarks. The actual change any business sees depends on its category mix, order volumes, supplier contracts and whether pricing is locked or floating. Consolidated, on-contract buyers typically experience far less volatility than those buying ad hoc across many suppliers.

### Illustrative year-on-year price movement by category (2026, prior year = 100)

Category	Index (YoY)	Illustrative change
IT peripherals & consumables	106	+6%
Packaging materials	105	+5%

Office paper & stationery	104	+4%
MRO & industrial consumables	104	+4%
Cleaning & facilities supplies	103	+3%
Corporate pantry & F&B	103	+3%
Safety equipment & PPE	102	+2%

*Illustrative representative index for benchmarking only — directional movement, not an official price index.*

## What is driving each category

The categories move for different reasons, which is why a single blended inflation number hides more than it reveals. Understanding the primary driver of each category is what lets procurement teams anticipate changes and negotiate on the right terms.

### Primary cost drivers by category

Category	Primary drivers
IT peripherals & consumables	Ringgit FX, global chip & device demand
Packaging materials	Resin, paper pulp and freight costs
Office paper & stationery	Pulp prices, import costs, energy
MRO & industrial consumables	Steel & metals, energy, logistics
Cleaning & facilities supplies	Labour, minimum wage, chemicals
Corporate pantry & F&B	Commodity food prices, packaging
Safety equipment & PPE	Raw materials, standards compliance

*Illustrative summary of the dominant drivers per category — for context, not an exhaustive cost breakdown.*

## Why a blended number misleads

Treating indirect spend as one line and applying a single inflation figure is one of the most common budgeting errors. A business heavy on IT consumables and packaging will feel more pressure than one weighted toward pantry and PPE, even with identical total spend. Category-level visibility is what turns a vague sense of rising costs into a concrete negotiation and substitution plan.

- Category mix, not a blended rate, determines your real exposure
- FX-linked categories need earlier, longer-horizon budgeting
- Labour-linked categories track wage policy, not commodities
- Order timing and volume commitments can offset several points

## How buyers protect their budgets

The most effective hedge against category-level creep is not forecasting it more precisely — it is removing the volatility altogether where possible. Consolidating fragmented indirect spend onto contract pricing across a single managed marketplace locks rates, replaces dozens of ad hoc supplier quotes with agreed pricing, and gives finance a stable base to plan against.

Beyond contract pricing, spend visibility is the other lever: when every category and supplier is visible in one place, teams can spot creep early, substitute equivalent products, and concentrate volume to

negotiate harder. That combination — consolidation plus visibility — consistently outperforms trying to predict each category's movement.

- Lock contract pricing to insulate against month-to-month swings
- Consolidate suppliers to concentrate volume and negotiating power
- Use spend analytics to catch category creep early
- Substitute equivalent products where a category is spiking

## Methodology

This index is an illustrative, representative benchmark compiled to help Malaysian procurement and finance teams anticipate indirect-cost movement. It draws on observed pricing patterns across Lapasar's marketplace categories, publicly available commodity, freight and currency trends, and general market context across Peninsular Malaysia. It is not an official statistical price index, and no confidential supplier pricing has been disclosed. Index values describe directional year-on-year movement only; the actual change any business experiences depends on its category mix, volumes and contracts.

## Common questions

### How much are B2B input costs rising in Malaysia in 2026?

As an illustrative benchmark, year-on-year price movement across the main indirect-spend categories clusters between roughly +2% and +6%, with IT peripherals and packaging at the higher end and PPE at the lower end. These are representative directional figures, not an official price index.

### Which procurement category is rising fastest?

On an illustrative basis, IT peripherals and consumables show the largest movement (around +6% year-on-year) because they are the most exposed to ringgit exchange-rate swings and global device demand, followed by packaging materials (around +5%).

### Why shouldn't I use a single inflation number for indirect spend?

Because categories move for different reasons and by different amounts. A business heavy on IT consumables and packaging faces more pressure than one weighted toward pantry and PPE, even at the same total spend. Category-level visibility is what lets you budget and negotiate accurately.

### How can businesses protect against rising supplier prices?

The most reliable hedge is consolidating fragmented indirect spend onto contract pricing across a single managed marketplace, which locks rates and removes month-to-month volatility, combined with spend analytics to catch category creep early.

### Is this an official price index?

No. It is an illustrative, representative benchmark assembled from observed marketplace pricing patterns, public commodity, freight and currency trends, and market context across Peninsular Malaysia — for directional planning, not an official statistical index.

## Talk to Lapasar

Lapasar is Malaysia's largest B2B procurement marketplace — MOF-registered, with our own warehouses and delivery fleet serving Peninsular Malaysia, 10,000+ suppliers and 2M+ SKUs. To discuss how these findings apply to your organisation, visit [lapasar.com/demo](https://lapasar.com/demo) or read the full ungated report at [lapasar.com/research/supplier-price-index-malaysia](https://lapasar.com/research/supplier-price-index-malaysia).