

EXPORTS

During the quarter under review a total of **7,687.6 MT** of sisal fibre was exported to various export destinations valued at **USD \$ 11,207,448.62**, an equivalent of **Kshs 1,226,861,214.12**.

The Month of March had the highest export volumes in comparison to the others during the period under review. [*See Chart 1 below for more details*]

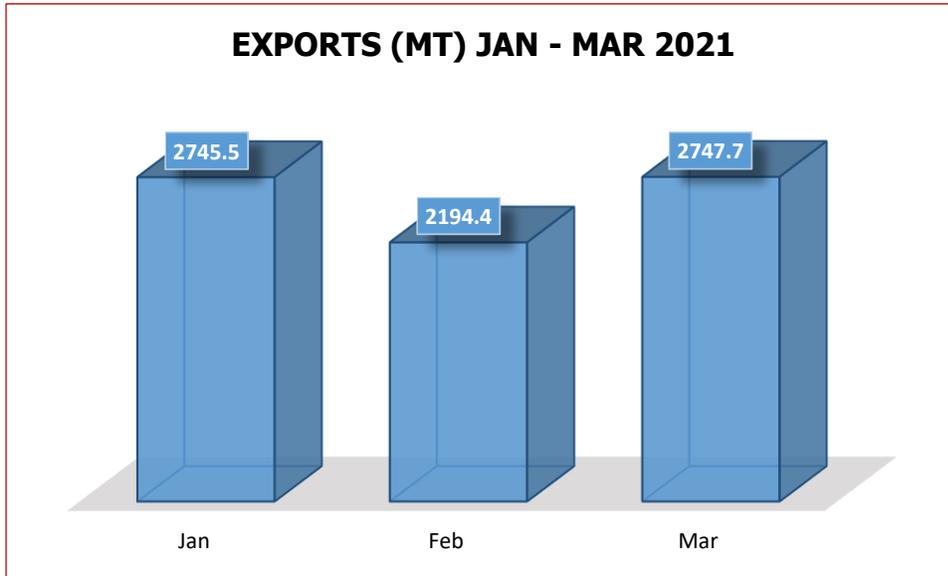


Chart 1: Export Volumes (MT) Jan - Mar 2021

In comparison to the previous year during the same period, there were minimal changes in export volumes, which were higher in the previous period by a meagre 2%. [*See Chart 2 below for more details*]

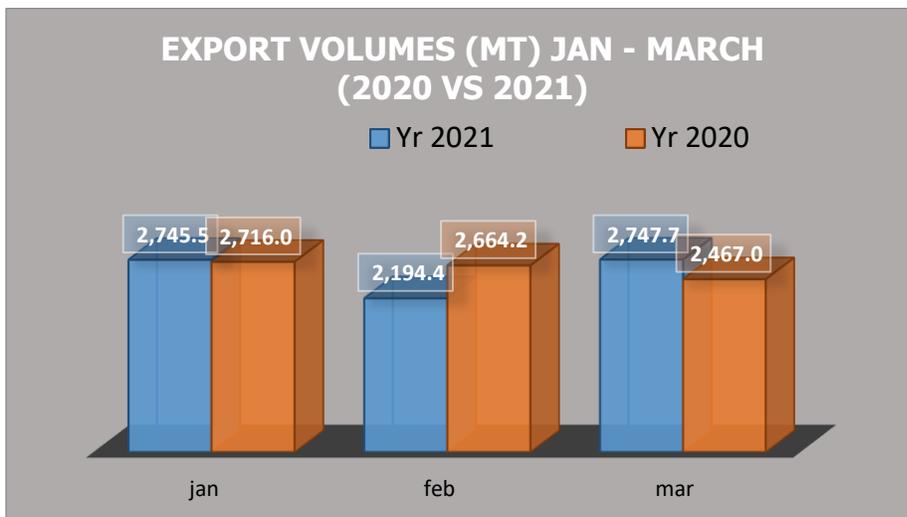


Chart 2: Comparison of Exports Volumes (MT) 2020 vs 2021 (Jan -Mar)

Prices and Grades

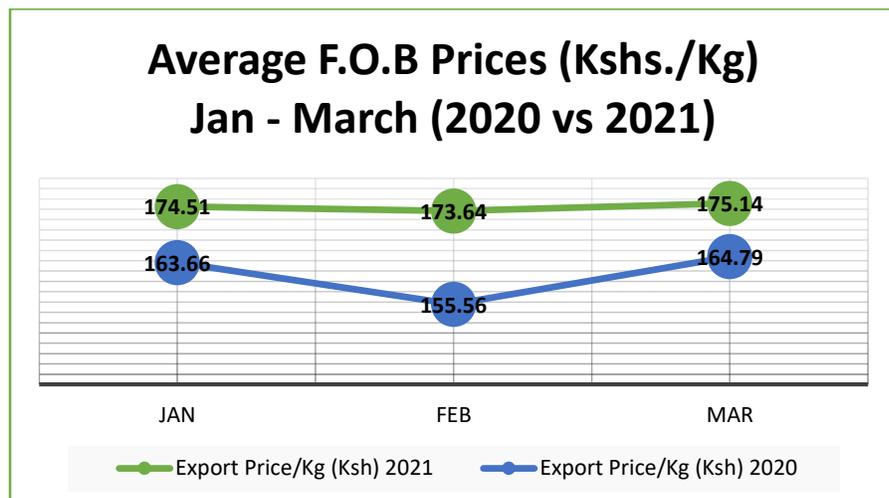
Prices

During the period under review, the overall average price was **USD \$ 1,589.96 Per MT** (Approx. Kshs 174.48 Per Kg)

The month by month, average price (F.O.B) during the period under review is as shown in *graph 1 below*.

In comparison to the previous year during the same period, prices have increased in the current period by an average of 6% *as seen in graph 1 below*.

This significant increase in price could be attributed to the fact that in the previous period, jitters caused in the market due to the COVID -19 pandemic which was a new challenge then has since normalized in most destinations; in the current period, most of the destination markets have learnt how to cope with the pandemic, hence the vibrancy of the market indicated by the rising in prices due to forces of market demand and supply.

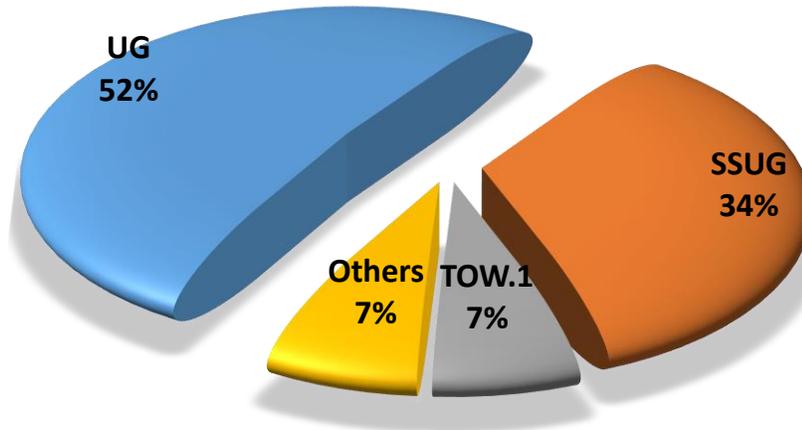


Graph 1: Average Prices Jan – Mar (2020 vs 2021)

Grades

A total of seven (7) sisal fibre grades were traded in the export market during the quarter under review. Grade UG was the most traded with a total of **3,956.25 MT** being exported, fetching a total of **USD 6,590,739.05. (or equivalent of Kshs. 723,551,953.96)**. This was a 52 % market share of all fibre exported during the period under review, followed by SSUG at 34%. [*see pie chart 1 and Table 1 below for details*].

% SHARE GRADES JAN -MAR 2021



Pie Chart 1: Market Share % by Grade Jan - Mar 2021

Table 1: Exports by Grade Jan - Mar 2021

Grade	Tons	Total value in US \$	Total value Kshs.
UG	3,956.25	6,590,739.05	723,551,953.96
SSUG	2,632.20	3,992,315.00	438,209,772.91
TOW.1	537.00	596,100.00	64,828,218.19
3L	389.75	750,770.00	82,340,574.49
TOW.2	85.40	116,860.00	12,842,885.26
NO.3	64.00	111,800.00	12,282,829.72
UHDS	23.00	31,050.00	3,412,668.24
Total	7,687.60	12,189,634.05	1,337,468,902.77

SISAL DESTINATIONS

During the period under review, fibre was exported to a total of 23 export destinations with the leading destination being Nigeria with a total of **2,503.50 MT** being exported, representing a 33 % market share. This was valued at **USD \$ 3,890,305.00**, an equivalence of **Kshs 426,894,475.71**

The top 5 market destinations had a market share of 67 % of all volume of sisal exports during the period under review. These were Nigeria, Ghana, China, Spain and Morocco in that order. The other 21 destinations' exports had a market share of 33.0% [see Pie Chart 2 and Table 2 below for more details].



Pie Chart 2: Market Share (%) by Destinations Jan - Mar 2021

Table 2: Market share (%) by Destination Jan - Mar 2021

Destination	Tons	Total value in US \$	Total value Kshs.
Nigeria	2,503.50	3,890,305.00	426,894,475.71
Ghana	700.00	872,860.00	95,186,454.39
China	679.40	1,076,561.25	118,289,489.99
Spain	653.80	1,020,014.00	111,786,761.81
Morocco	645.70	1,060,565.00	116,293,575.02
S/Arabia	561.00	1,003,455.00	110,255,731.83
Philippines	436.00	709,996.80	78,180,965.24
Egypt	323.00	513,067.00	56,404,721.11
India	224.00	416,360.00	45,619,418.60
Belgium	192.00	366,720.00	40,210,316.64
Senegal	141.50	230,275.00	25,317,088.65
Libya	114.00	173,280.00	19,014,231.28
Syria	112.50	177,435.00	19430645.54
Mauritania	72.00	111,900.00	12,273,206.52
Ivory Coast	57.50	86,025.00	9425439.05
Togo	57.00	89,490.00	9836794.38
Benin	56.00	110,600.00	12210636.2
Guinea	56.00	96,180.00	10,550,701.56
Gambia	28.00	51,520.00	5,654,258.12
Germany	25.50	49,725.00	5465215.08
Japan	25.00	45,000.00	4946427
Italy	14.00	25,550.00	2816736.72
Slovenia	10.20	12,750.00	1405612.33
TOTALS	7,687.60	12,189,634.05	1,337,468,902.77