

EXPORTS

During the quarter under review a total of **7,724.90 MT** of sisal fibre was exported to various export destinations valued at **USD \$ 12,584,440.50**, an equivalent of **Kshs 1,405,285,986.73**.

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

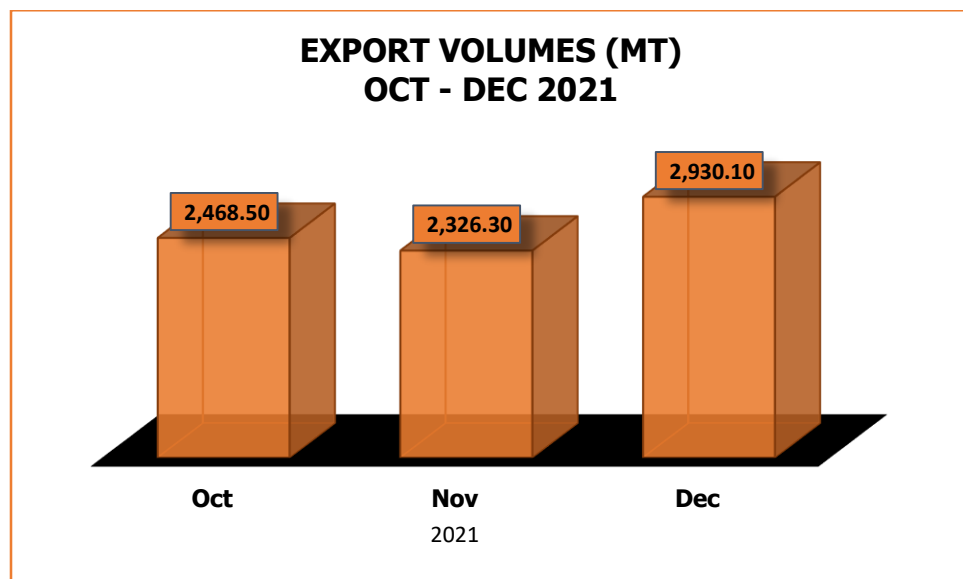


Chart 1: Export Volumes (MT) Oct - Dec 2021

In comparison to the previous year during the same period, export volumes were higher in the current period compared to the previous period by a 6% margin. This could be attributed to the improved prevailing weather condition experienced in the current period *[See Chart 2 below for more details]*

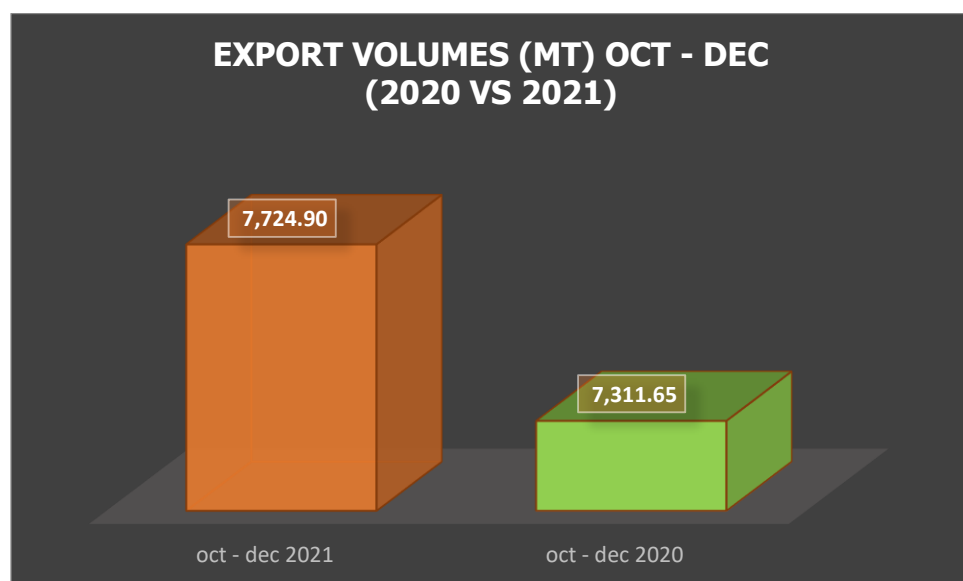


Chart 2: Comparison of Exports Volumes (MT) 2020 vs 2021 Oct-Dec)

Prices and Grades

Prices

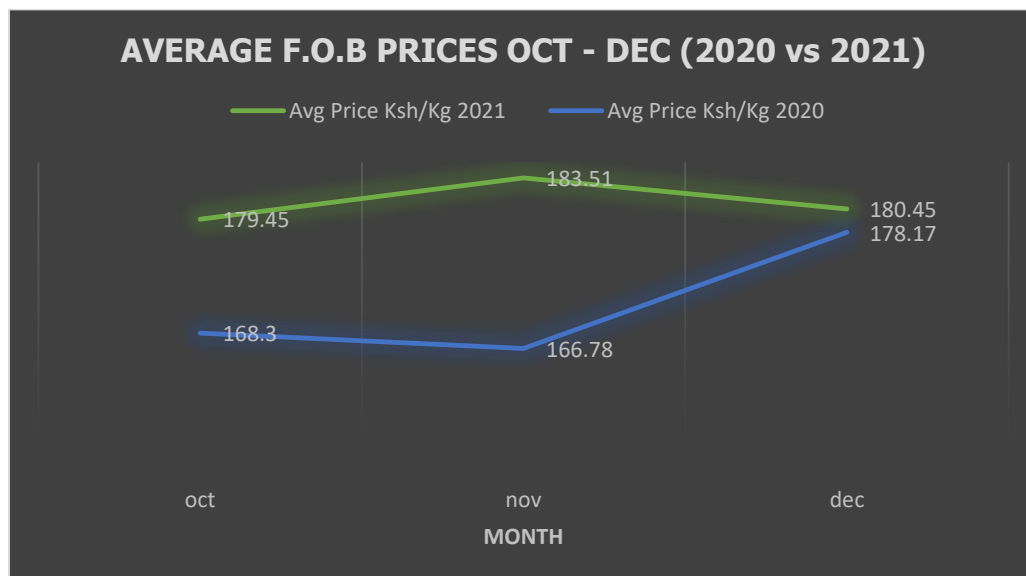
During the quarter under review, the overall month by month average price was **USD \$ 1,619.95 Per MT** (Approx. Kshs 181,103.11 per MT). The highest F.O.B price during this three-month period was Kshs. 237.52 per Kg (USD 2,160 per MT). This is the highest price ever, which was in the month of November 2021 for UG grade exported to Togo.

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



Graph 1: Average F.O.B Price Oct - Dec 2021

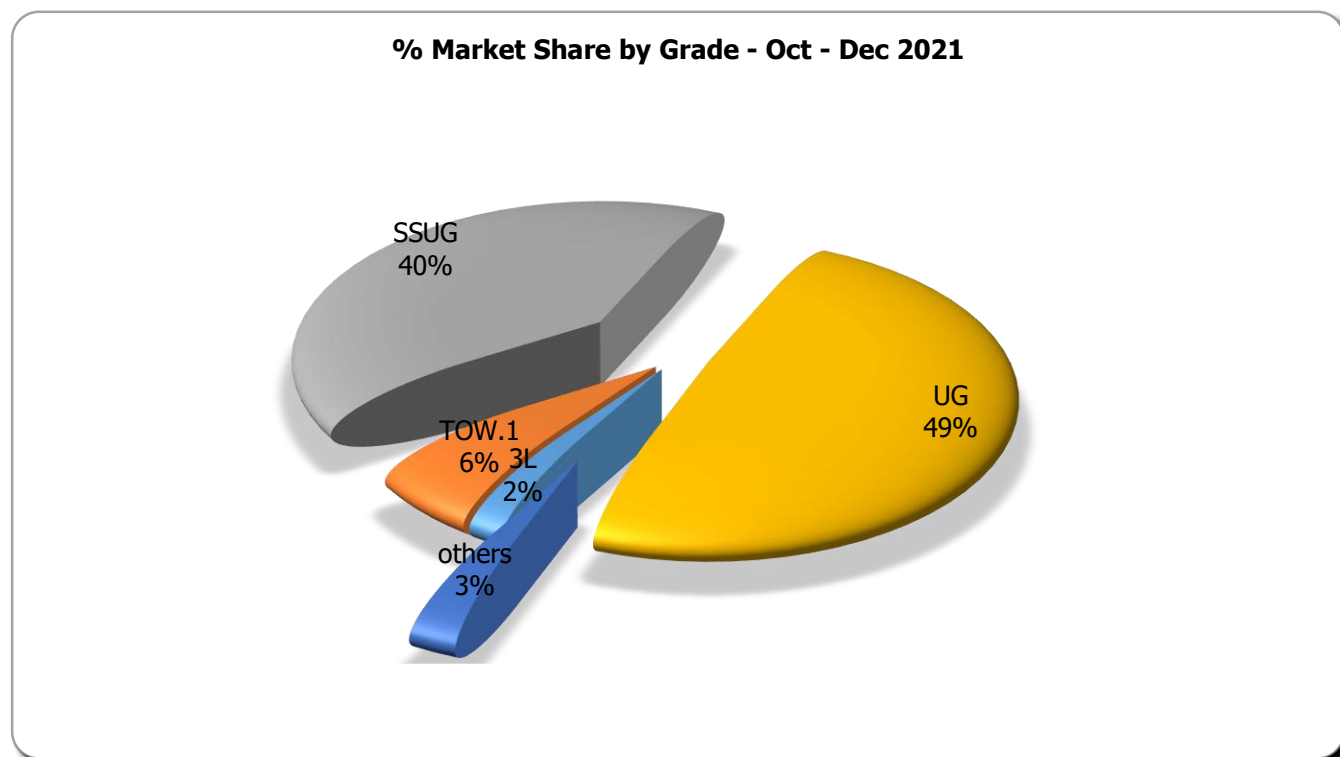
In comparison to the previous year during the same period, generally prices have shot up in the current period by an average of 6% *as seen in graph 1 below*. This could be attributed to market forces of demand and supply during the period under review, whereby demand for fibre has been on the rise but supply low due to drought during the earlier quarters in the period under review. The industry also appears to have recovered from the Covid-19, where during the same period last year, the challenges of the pandemic were immense.



Graph 2: Average Prices Oct – Dec (2020 vs 2021)

Grades

A total of eight (8) sisal fibre grades were traded in the export market during the quarter under review. Grade UG and SSUG were the most popular grades with a total of **6,923.60 MT** being exported, fetching a total of **USD 11,491,315.50. (or equivalent of Kshs. 1,282,933,548.17)**. This was an 89 % market share of all fibre exported during the period under review [see pie chart 1 and Table 1 below for details].



Pie Chart 1: Market Share % by Grade Oct - Dec 2021

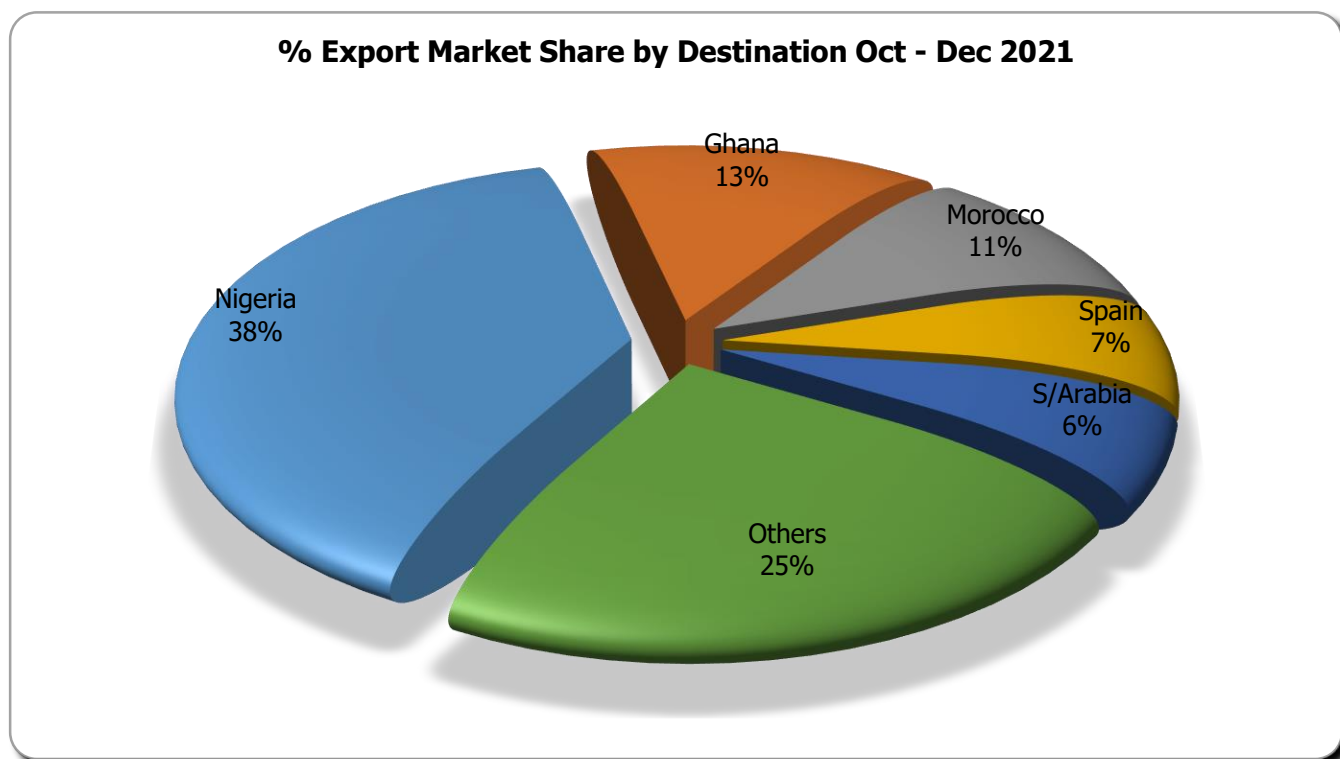
Table 1: Exports by Grade July - September 2021

Grade	Tons	Total value in USD \$	Total value Kshs.
NO.1	28.00	56,700.00	6,263,850.32
NO.3	25.00	43,125.00	4,793,598.25
3L	144.00	281,520.00	31,580,744.86
SSUG	3,127.40	4,953,122.00	552,485,353.76
TOW.1	464.90	510,940.00	57,214,797.42
TOW.2	115.00	167,900.00	18,827,492.72
UG	3,796.20	6,538,193.50	730,448,194.41
UHDS	24.40	32,940.00	3,671,954.99
TOTALS	7,724.90	12,584,440.50	1,405,285,986.73

SISAL DESTINATIONS

During the Quarter under review, fibre was exported to a total of 24 export destinations with the leading destination being Nigeria, with a total of **2,936 MT** being exported, representing a 38% market share. This was valued at **USD \$ 4,693,341.00**, an equivalence of **Kshs 523,924,844.21**.

The top 5 market destinations had a market share of 75% of the entire volume of sisal exports during the quarter under review. These markets were Nigeria, Ghana, Morocco, Spain and S/Arabia, in that order. The other 19 destinations' exports had a market share of 25% [see Pie Chart 2 and Table 2 below for more details].



Pie Chart 2: Market Share (%) by Destinations Oct - Dec 2021

Table 2: Market share (%) by Destination Oct – Dec 2021

Destination	Tons	Price FOB/ton US \$	Total value in US \$	Price per ton (Kshs.)	Total value Kshs.
Nigeria	2,936.00	1,614.75	4,693,341.00	180,133.88	523,924,844.21
Ghana	1,028.40	1,269.46	1,387,250.00	141,659.39	155,132,193.57
Morocco	803	1,742.46	1,413,359.50	166,639.77	158,206,065.59
Spain	536	1,807.50	945,680.00	202,108.30	105,347,984.66
S/Arabia	487	1,842.94	880,365.00	205,889.72	97,954,004.72
China	392	1,680.56	644,420.00	187,406.42	72,279,914.60
Egypt	304	1,666.00	507,490.00	186,426.76	56,795,496.31
Mauritania	195	1,607.92	331,640.00	179,030.41	37,068,630.44
Ivory Coast	170	1,487.50	252,720.00	166,162.09	28,224,009.39
Togo	123	1,748.00	212,640.00	194,195.57	23,591,374.05
India	112	1,595.00	178,640.00	177,616.57	19,810,519.68
Philippines	109	1,667.50	178,365.00	186,643.57	20,043,227.90
Belgium	96	1,955.00	187,680.00	218,405.08	20,966,887.20
Indonesia	84	1,714.69	143,045.00	191,432.51	15,916,842.62
Guinea	56	1,850.00	103,600.00	204,381.53	11,445,365.40
Senegal	56	1,950.00	109,200.00	219,561.42	12,295,439.52
Syria	55.5	1,640.00	91,080.00	183,933.68	10,217,445.37
Benin	49	1,901.00	86,100.00	192,880.36	9,620,420.81
Libya	28	1,800.00	50,400.00	200,080.62	5,602,257.36
Oman	28	1,725.00	47,700.00	191,751.00	5,302,332.00
Sri Lanka	28	2,025.00	56,700.00	223,708.92	6,263,850.32
UAE	23.5	1,625.00	38,150.00	181,434.63	4,260,361.86
Japan	13	1,625.00	21,125.00	181,426.54	2,358,545.02
Australia	12.5	1,900.00	23,750.00	212,637.93	2,657,974.13
TOTAL	7,724.90	-	12,584,440.50	-	1,405,285,986.73