

Overview of the Industry

Sisal is predominantly grown by ten (10) sisal estates spread in the Coast, Eastern and Rift Valley regions of the country. Small pockets of production by Smallholder growers are spread all over the arid and semi-arid lands of the country, forming about 5% of the total production, most of which is mainly grown along the boundary and hedge rows.

On average, production on monthly basis is about 2,500 MT of which, over 90% of the fibre produced is exported to over 30 destinations worldwide annually, while the rest is sold to local spinning factories and the rural cottage industries.

QUANTITY AND VALUE OF FIBRE EXPORTS

EXPORTS

During the quarter under review a total of **7,237.00 MT** of sisal fibre was exported to various export destinations valued at **Kshs. 1,451,693,900.28. (USD \$ 12,508,390.75).**

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

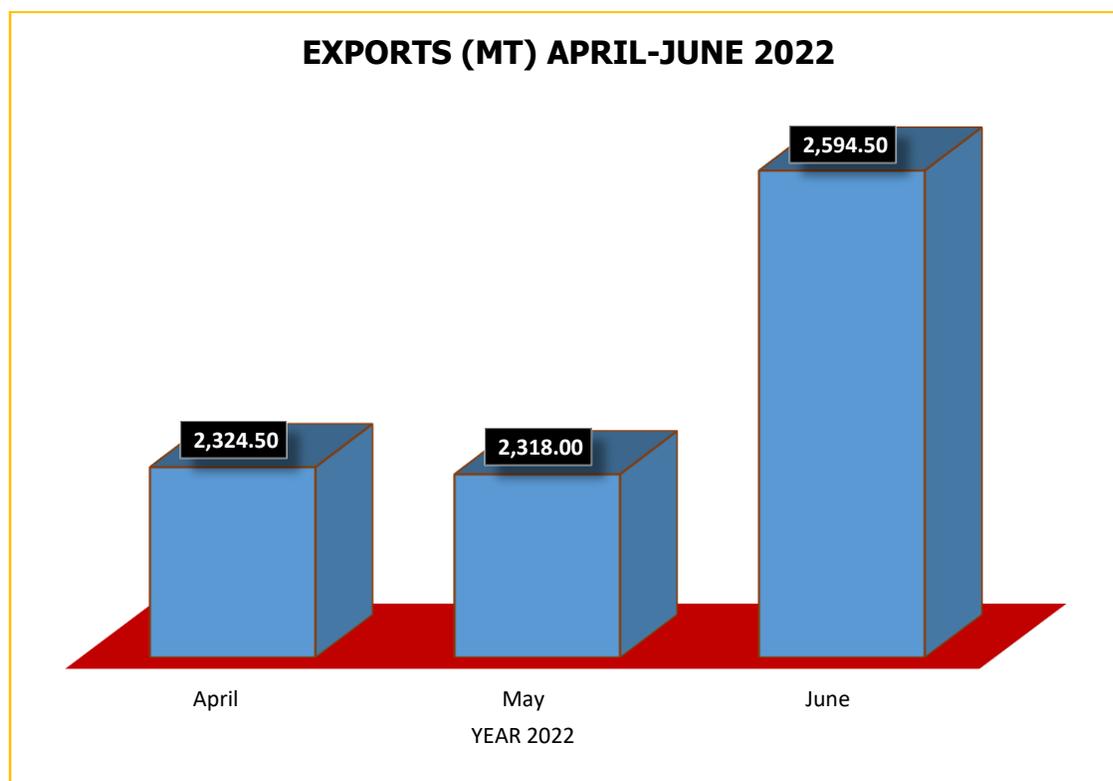


CHART 1: EXPORT VOLUMES (MT) APRIL - JUNE 2022

In comparison to the previous year during the same period, there were minimal changes in export volumes, which are slightly higher in the current period under review by 1.4 %.

[See Chart 2 below for more details]

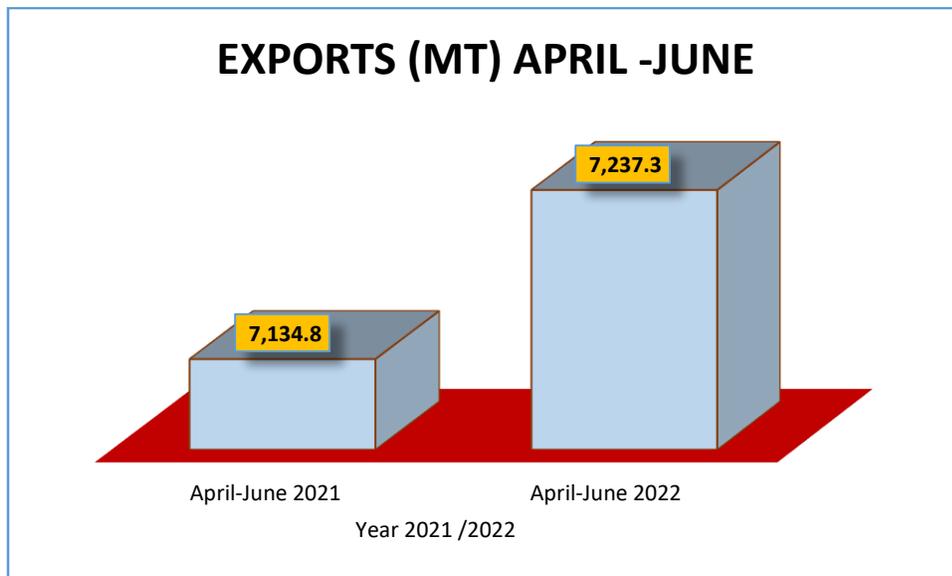


CHART 2: COMPARISON OF EXPORTS VOLUMES (MT) 2021 vs 2022 (APRIL-JUNE)

Prices and Grades

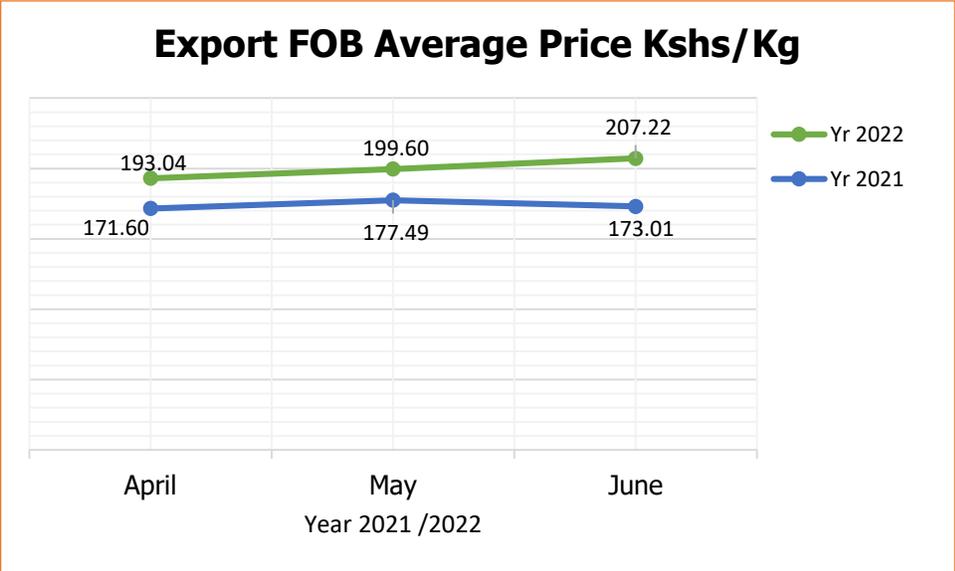
Prices

During the period under review, the overall average F.O.B price over the quarter was **USD \$ 1,729.40 Per MT** or Kshs. 200507.19/= per MT (Approx. Kshs 200.51 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 Kshs 26.00 per Kg, approximately 15% increase *as seen in graph 1 below*.

This significant increase in price could be attributed to forces of market demand and supply, as the demand for fibre globally has continued rising, against an unchanging supply. Another contributory factor could be due to a depreciation of the Kenya Shilling against The US Dollar due high inflation rates experienced during the current season, among other factors affecting foreign exchange rates.

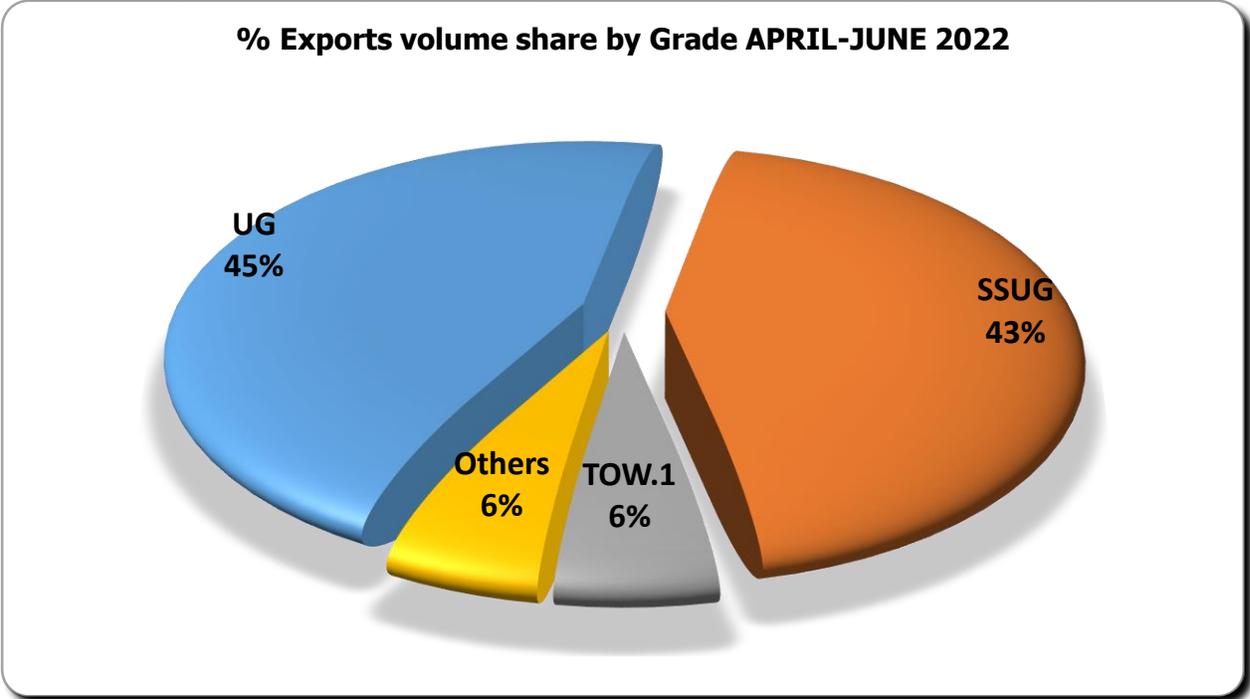


Graph 1: Average F.O.B Prices APRIL -JUNE (2021 vs 2022)

Grades

A total of seven (7) grades were traded in the export market during the quarter under review. Grade UG was the most traded with a total of **3,239.65 MT** being exported, fetching a total of **USD 6,053,205.00 (or equivalent of Kshs. 702,343,714.06)**. This was a 45% market share of all fibre exported during the period under review, followed by SSUG at 43%.

[see pie chart 1 and Table 1 below for details].



Pie Chart 1: Market Share % by Grade APRIL -JUNE 2022

Table 1: Exports by Grade APRIL - JUNE 2022

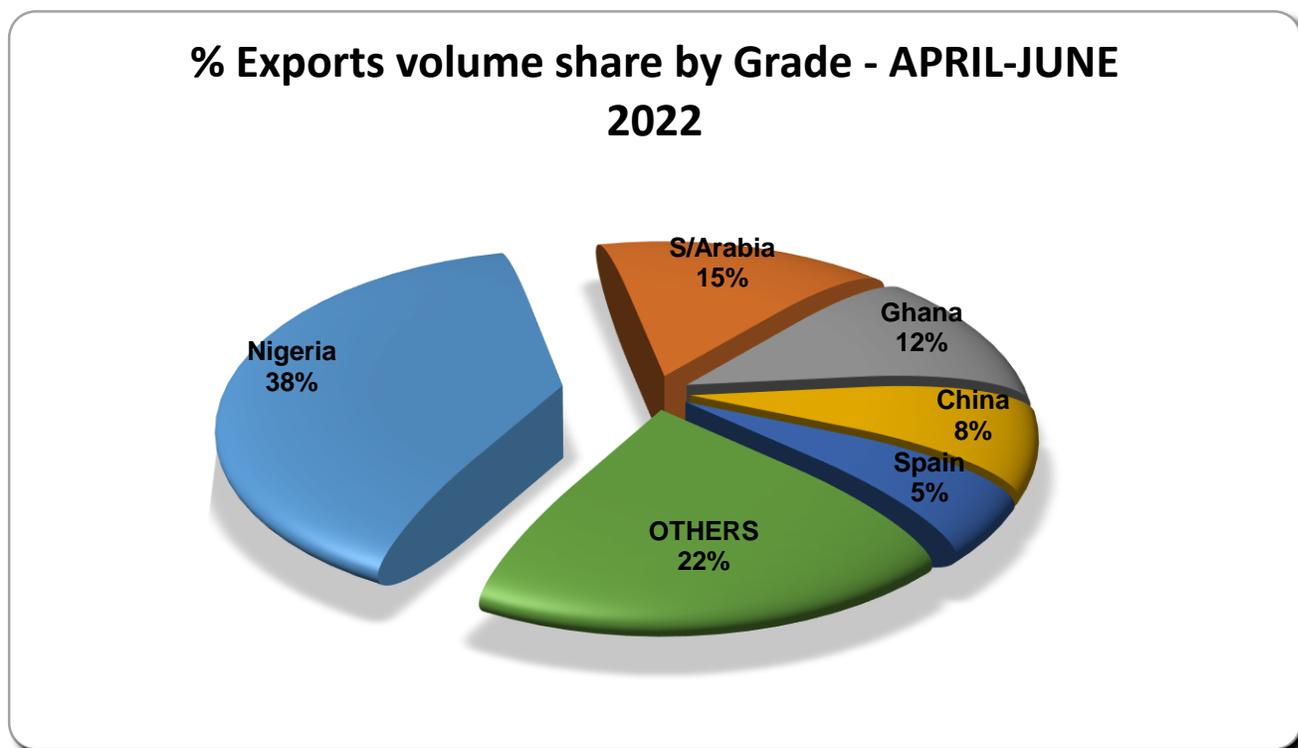
Grade	Tons	AVG Price FOB/ton US \$	Total value US \$	AVG Price per ton (Kshs.)	Total value Kshs.
UG	3,239.65	1,878.52	6,053,205.00	217,544.34	702,343,714.06
SSUG	3,144.70	1,661.16	5,229,511.00	192,819.22	607,141,396.02
TOW.1	433.70	1,230.54	538,086.00	142,574.95	62,251,916.67
UHDS	138.00	1,288.00	174,820.00	149,906.54	20,339,752.80
TOW.2	122.00	1,571.67	197,210.00	182,652.52	22,947,073.26
3L	121.50	2,048.33	248,272.50	238,089.47	28,883,275.01
NO.3	37.75	1,810.00	67,286.25	210,023.41	7,786,772.46
TOTAL	7,237.30		12,508,390.75		1,451,693,900.28

DESTINATIONS

During the period under review, fibre was exported to a total of 25 export destinations with the leading destination being Nigeria with a total of **2,776.70 MT** being exported, representing a 38% market share, followed by Saudi Arabia with 15% market share. This was valued at **USD \$ 4,738,558.00**, or **Kshs 549,198,684.69**.

The top 5 market destinations had a market share of 78% of all volume of sisal exports during the period under review. These were Nigeria, S/Arabia, Ghana, China and Spain in that order.

[see Pie Chart 2 and Table 2 below for more details].



Pie Chart 2: Market Share (%) by Destinations APRIL-JUNE 2022

Table 2: Market share (%) by Destination APRIL-JUNE 2022

Destination	Tons	Price FOB/ton US \$	Total value US \$	Price per MT (Kshs.)	Total value Kshs.
Nigeria	2,776.70	1,729.37	4,738,558.00	200,647.74	549,198,684.69
S/Arabia	1,067.00	1,857.70	2,001,195.00	215,199.66	232,369,194.47
Ghana	870.20	1,439.42	1,275,256.00	167,120.99	148,012,679.70
China	560.00	1,758.93	962,273.75	201,311.64	111,799,843.99
Spain	384.00	1,841.00	714,000.00	213,229.06	82,703,221.27
Togo	281.50	1,681.14	471,459.00	195,943.19	54,935,466.86
Senegal	225.00	1,955.71	432,330.00	227,247.02	50,236,529.80
Philippines	159.00	1,686.67	264,654.00	195,522.99	30,814,705.92
Egypt	140.00	1,793.33	256,780.00	208,859.69	29,946,978.22
Morocco	112.00	1,868.25	208,544.00	215,827.93	24,172,728.19
Belgium	96.00	2,035.00	195,360.00	238,394.35	22,761,452.21
I/Coast	84.00	1,593.33	133,680.00	184,639.23	15,489,564.01
Libya	82.40	1,683.33	138,706.00	194,707.36	16,043,715.07
India	56.00	1,932.50	108,220.00	225,687.60	12,638,505.17
UAE	50.00	1,734.00	95,600.00	201,625.73	11,089,655.88
Mauritania	48.00	1,412.50	67,500.00	164,543.12	7,862,841.87
Italy	39.50	1,905.00	75,272.50	221,546.85	8,751,008.76
Ivory Coast	28.50	1,540.00	43,890.00	178,984.19	5,101,049.42
Benin	28.00	1,500.00	42,000.00	173,082.30	4,846,304.40
Gambia	28.00	2,050.00	57,400.00	238,837.10	6,687,437.66
Guinea	28.00	1,650.00	46,200.00	190,638.03	5,337,864.84
Israel	28.00	1,600.00	44,800.00	185,607.52	5,197,010.56
Mali	28.00	2,150.00	60,200.00	251,400.79	7,039,222.12
Germany	25.50	2,075.00	52,912.50	240,071.48	6,121,822.80
Jordan	12.00	1,800.00	21,600.00	211,367.70	2,536,412.40
TOTALS	7,237.30		12,508,390.75		1,451,693,900.28