

SISAL FIBRE MARKET ANALYSIS JAN – MARCH 2020

EXPORTS

Table 1: Jan –March 2020 Sisal Fibre Exports (value and volume)

MONTH	Tons	Price FOB/ton US \$	Total value US \$	Total value KSHS.
JAN	2,716.10	1,616.00	4,333,197.00	438,580,844.44
FEB	2,664.20	1,542.00	4,123,790.12	415,991,006.37
MAR	2,467.60	1,602.00	3,936,677.00	405,067,183.77
TOTALS	7,847.90		12,393,664.12	1,259,639,034.58

A total of 7,847 MT of sisal fibre was exported to various export destinations at a value of Ksh 1,259,639,034.58 during the period under review, with the highest volume in the month of January and the lowest in the month of March. This downward trend is due to escalating pandemic in most of the destination markets. The overall volume of exports was however at an all-time high compared to the previous quarters as shown below:

Jan – Mar 2020	- 7,847.90 MT
Oct – Dec 2019	- 5,481.50 MT
July –Sep 2019	- 5,511.00 MT

During the last quarter of 2019, Oct- Dec a total of 5,581.50 MT of sisal fibre valued at Ksh 888,650,740.02 was exported to various destinations.

In comparison to the same period last year 2019, exports in the period under review were higher by 45.3% as shown in the table 2 below

Table 2: Comparison Exports 2019 and 2020

Period	Quantity exported (MT)	Value of exports (Ksh)
Jan – Mar 2020	7,847.90	1,259,639,034.58
Jan - Mar 2019	5,401.50	864,704,582.05

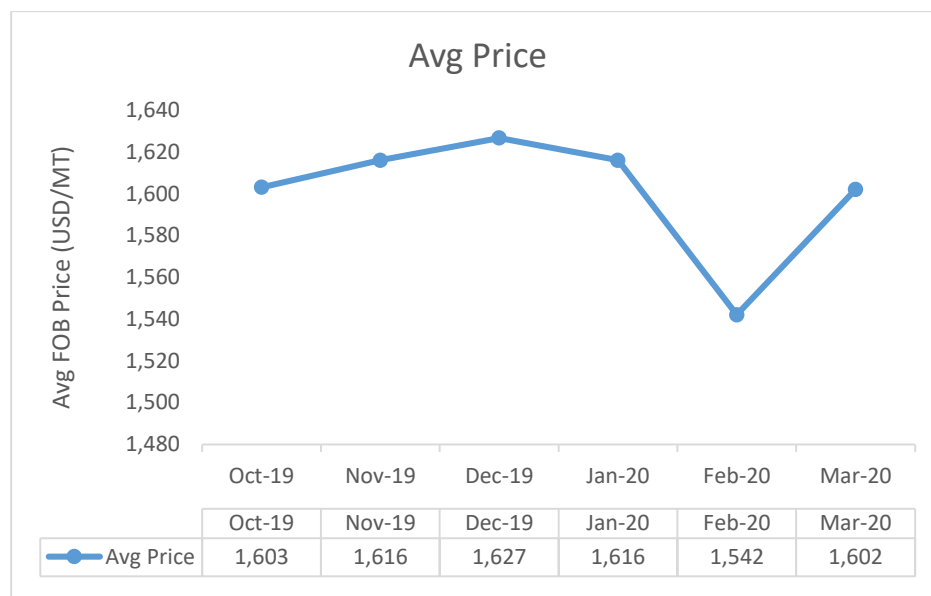
PRICES AND GRADES

Prices

The overall average monthly price was lowest in the month of February at USD 1542 per MT while the highest was in the month of January at USD 1616 as shown in the *graph 1 below*.

Compared to the previous period, there was a significant downward slide in prices, which previously had all indications of rising in the last quarter as shown in the table below. This trend could have been due to the uncertainties in the market due to the COVID -19 pandemic.

Graph 1: Average F.O.B PRICES OCT 2019 – MAR 2020



Grades

Table 3: Total export volume by grade Jan-Mar 2020

Grade	SSUG	UG	TOW.2	3L	TOW.1	UHDS	NO.1	NO.3	TOTALS
Jan	745	1,498	44	102	112	84	24	108	2,716
Feb	616	1636.8		104.00	209.4			98.00	2,664
Mar	365.00	1,799.00	44.00	48.00	188.60	23.00			2,468
TOTALS	1,726	4,934	88	254	510	107	24	206	7,848

During the period under review, grade UG was the highest traded with a total of 4,934 Mt being exported.

Table 4: Average Prices by grade Jan - Mar 2020(USD/MT)

Grade	SSUG	UG	TOW.2	3L	TOW.1	UHDS	NO.1	NO.3
Jan	1,545	1,696	1,388	1,928	1,115	1,025	1,925	1,628
Feb	1,379	1,672		1,923	976			1,775
Mar	1,533	1,690	1,388	1,910	971	1,350		

Grade 3L fetched the highest average prices during the period under review followed by UG as shown in Table 4 above

EXPORT BY DESTINATIONS

Table 5: Export volume by Destinations in MT (Jan - Mar 2020)

No.	Destination	Jan	Feb	Mar	total	% share
1.	China	686.80	504.00	476.00	1,666.80	21.2%
2.	Nigeria	448.00	563.50	419.00	1,430.50	18.2%
3.	S/Arabia	406.50	466.00	461.00	1,333.50	17.0%
4.	Morocco	335.00	280.00	279.00	894.00	11.4%
5.	Ghana	112.80	202.30	216.80	531.90	6.8%
6.	Egypt	108.00	144.30	84.00	336.30	4.3%
7.	Spain	192.00	91.60		283.60	3.6%
8.	India	56.00	112.00	56.00	224.00	2.9%
9.	Togo	108.00	29.00	80.00	217.00	2.8%
10.	Belgium	72.00	48.00	48.00	168.00	2.1%
11.	Indonesia	28.00	84.00	28.00	140.00	1.8%
12.	Senegal		28.00	56.00	84.00	1.1%
13.	Ivory Coast			58.00	58.00	0.7%
14.	Burkina Faso	28.00		28.00	56.00	0.7%
15.	Yemen	28.00	28.00		56.00	0.7%
16.	Iraq		27.00	27.00	54.00	0.7%
17.	Algeria			46.80	46.80	0.6%
18.	Japan		14.00	25.00	39.00	0.5%
19.	Benin		28.50		28.50	0.4%
20.	Mali	28.50			28.50	0.4%
21.	UAE	28.00			28.00	0.4%
22.	Pakistan			28.00	28.00	0.4%
23.	Guinea			28.00	28.00	0.4%
24.	Germany	25.50			25.50	0.3%
25.	Syria	25.00			25.00	0.3%
26.	Mauritania			23.00	23.00	0.3%
27.	Italy		14.00		14.00	0.2%
28.	TOTALS	2,716.10	2,664.20	2,467.60	7,847.90	100.0%

During the period under review, there were a total of 28 export destinations.

China led with a market share of 21.2% of all sisal exported. This was followed by Nigeria and Saudi Arabia as shown in the table 5 above.