

EXPORTS

During the quarter under review a total of **7,134.80 MT** of sisal fibre was exported to various export destinations valued at **USD \$ 11,430,684.70**, an equivalent of **Kshs 1,224,061,713.46**.

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

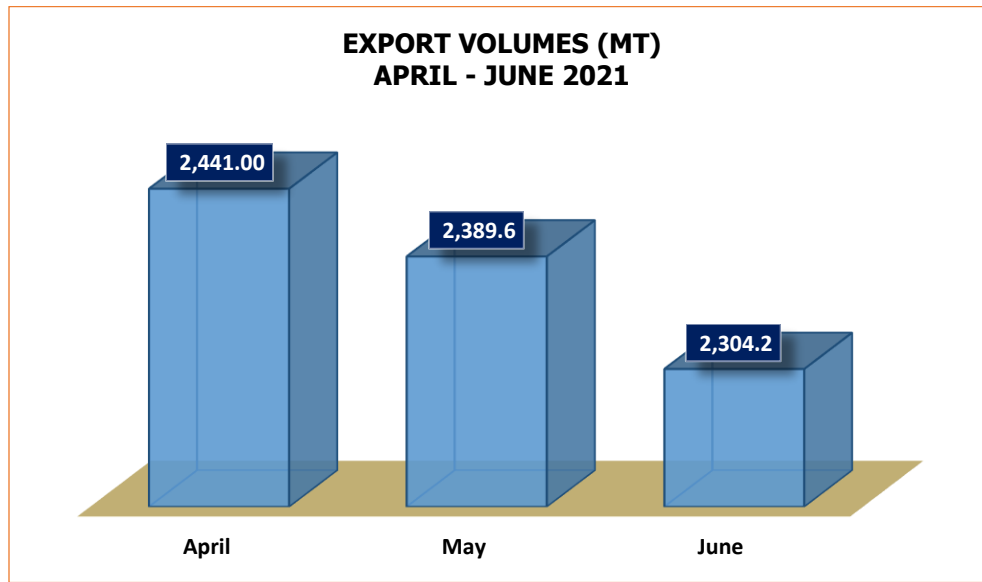


Chart 1: Export Volumes (MT) April – June 2021

The downward spiral was due to a long drought experienced in sisal growing areas which affected production, leading to closing down of some factories during the period.

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 25.5% margin, despite the prevailing drought experienced in the current period [See Chart 2 below for more details]

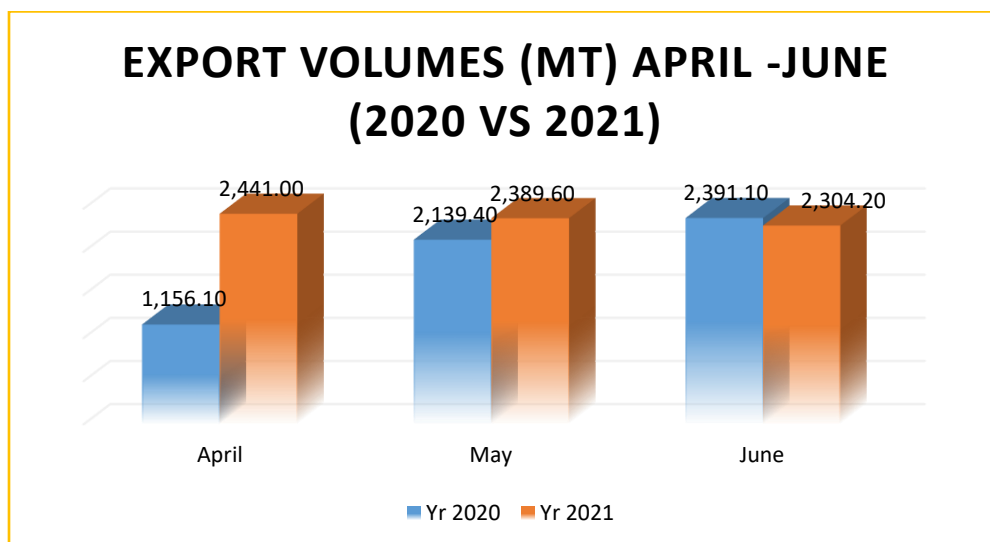


Chart 2: Comparison of Exports Volumes (MT) 2020 vs 2021 (April - June)

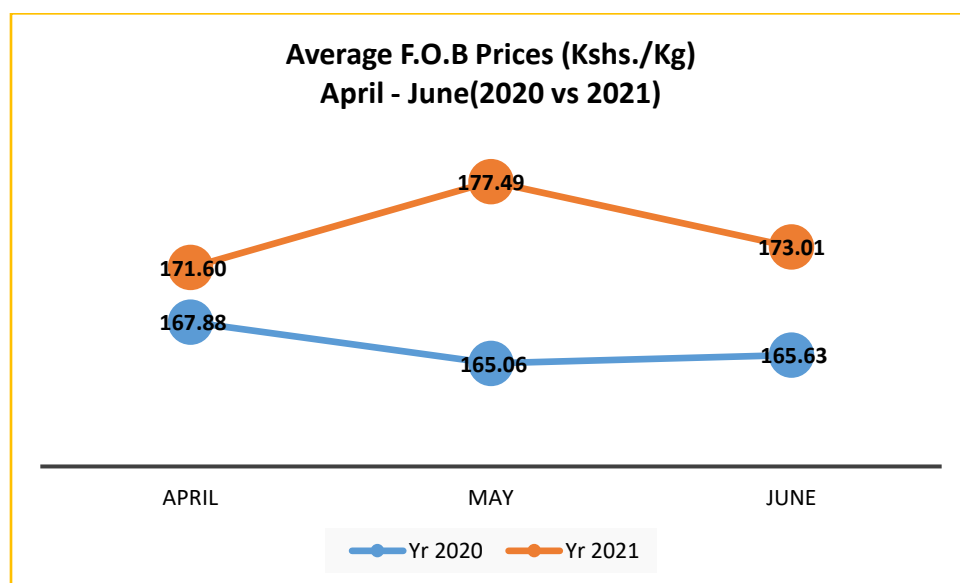
Prices and Grades

Prices

During the quarter under review, the overall average price was **USD \$ 1,610.10 Per MT** (Approx. Kshs 173.93 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, generally prices have short up in the current period by an average of 5% *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 period.

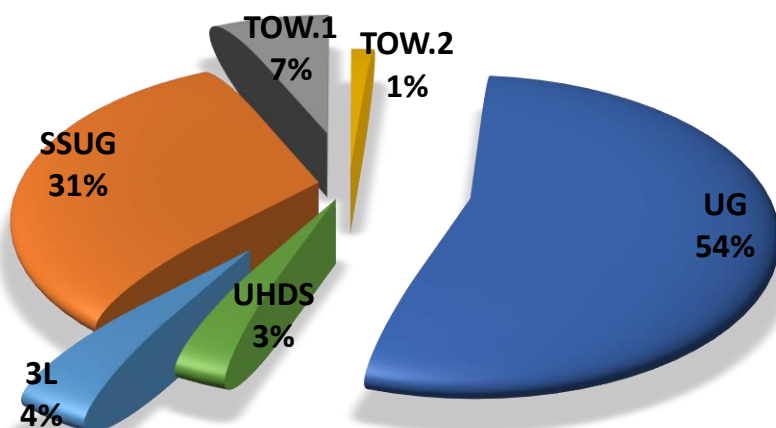


Graph 1: Average Prices April – June (2020 vs 2021)

Grades

A total of six (6) sisal fibre grades were traded in the export market during the quarter under review. Grade UG was the most traded with a total of **3,870.40 MT** being exported, fetching a total of **USD 6,661,651.20. (or equivalent of Kshs. 708,850,841.49)**. This was a 54 % market share of all fibre exported during the period under review, followed by SSUG at 31 %. [*see pie chart 1 and Table 1 below for details*].

% MARKET SHARE BY GRADES



Pie Chart 1: Market Share % by Grade April - June 2021

Table 1: Exports by Grade April - June 2021

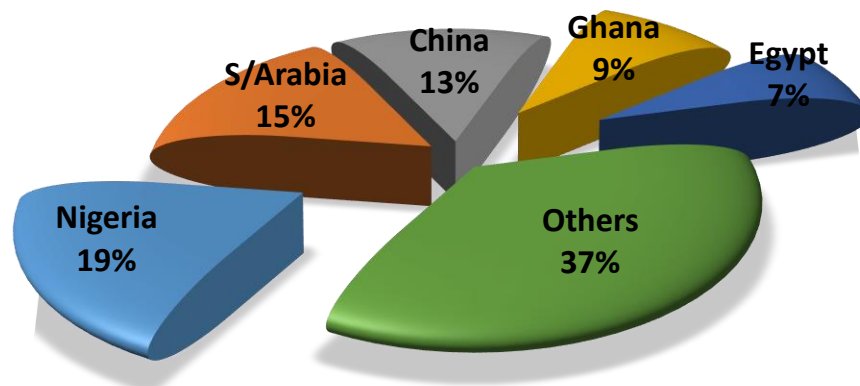
Grade	Tons	Total value in US \$	Total value Kshs.
3L	283.50	533,337.50	57,485,031.46
SSUG	2,216.10	3,366,339.00	363,909,913.02
TOW.1	476.80	514,502.00	55,552,467.60
TOW.2	92.00	135,125.00	14,615,514.91
UG	3,870.40	6,661,651.20	708,850,841.49
UHDS	196.00	219,730.00	23,647,944.98
TOTAL	7,134.80	11,430,684.70	1,224,061,713.46

SISAL DESTINATIONS

During the period under review, fibre was exported to a total of 26 export destinations with the leading destination being Nigeria with a total of **1,346.5 MT** being exported, representing a 19 % market share. This was valued at **USD \$ 2,096,050.00**, an equivalence of **Kshs 226,807,947.82**.

The top 5 market destinations had a market share of 63 % of the entire volume of sisal exports during the quarter under review. These markets were Nigeria, S/Arabia, China, Ghana, and Egypt in that order. The other 21 destinations' exports had a market share of 37.0% [see Pie Chart 2 and Table 2 below for more details].

**% Export Market Share by destinations
April -June 2021**



Pie Chart 2: Market Share (%) by Destinations April - June 2021

Table 2: Market share (%) by Destination April - June 2021

Destination	Exports (mt)	Total value in US \$	Total value Kshs.]
Nigeria	1346.5	2,096,050.00	226,807,947.82
S/Arabia	1096.2	1,967,285.00	201,897,100.59
China	932.4	1,406,420.00	151,454,717.81
Ghana	605.1	755,227.00	81,432,996.06
Egypt	492	814,314.00	87,784,590.15
Libya	429.5	731,795.00	79,083,262.04
Morocco	335	557,280.00	60,020,570.44
Spain	317.6	463,694.00	50,159,476.02
Philippines	274	445,563.20	48,061,153.64
Senegal	253	445,549.00	48,290,406.20
Ivory Coast	199.5	279,585.00	30,357,094.49
Mauritania	125	204,950.00	22,274,454.17
Togo	112	192,680.00	21,024,382.40
Belgium	96	183,360.00	19,823,911.20
UAE	77	115,100.00	12,496,036.28
Gambia	56	112,720.00	12,279,218.00
India	56	86,380.00	9,283,176.00
Indonesia	56	87,500.00	9,184,610.12
Iraq	54	98,550.00	10,620,644.67
Guinea	51	80,450.00	8,753,975.27
Mexico	50	93,875.00	10,058,020.75
Syria	28.5	46,170.00	4,969,655.58

Yemen	28	49,200.00	5,313,591.36
Germany	25.5	50,362.50	5,434,113.75
Japan	25	45,625.00	4,930,721.25
Turkey	14	21,000.00	2,265,887.40
TOTAL	7,134.80	11,430,684.70	1,224,061,713.46