

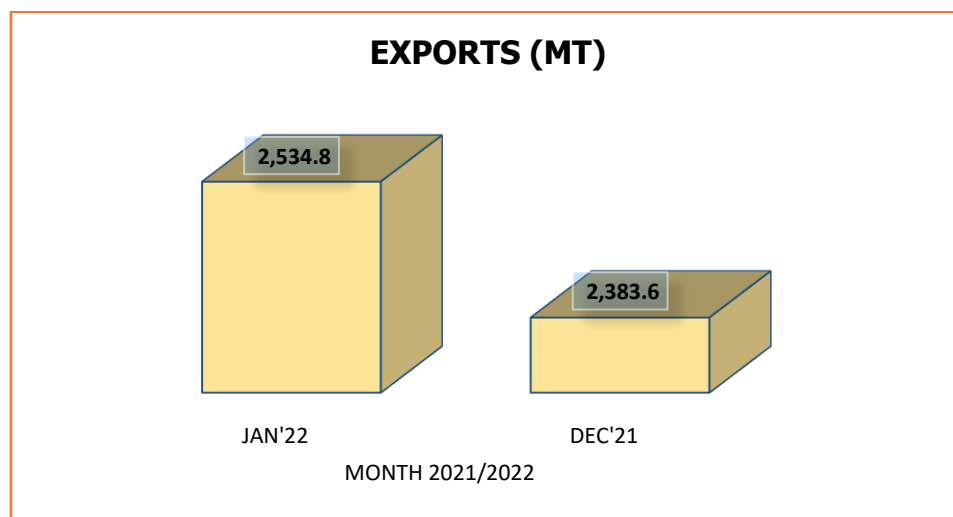
Overview of the Industry

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

During the month under review, a total of **2,534.8 MT** was exported to various overseas destinations, valued at **Kshs 491,087,102.8 (USD \$ 4,336,465.98)**. There was a **6%** increase in volumes exported during the month under review in comparison to the previous month as shown in *Graph 1 below*. This increase could be attributed to good weather experienced in the previous month, leading to a better harvest in the current season.



GRAPH 1: VOLUME OF EXPORTS (MT) DEC 2021 & JAN 2022

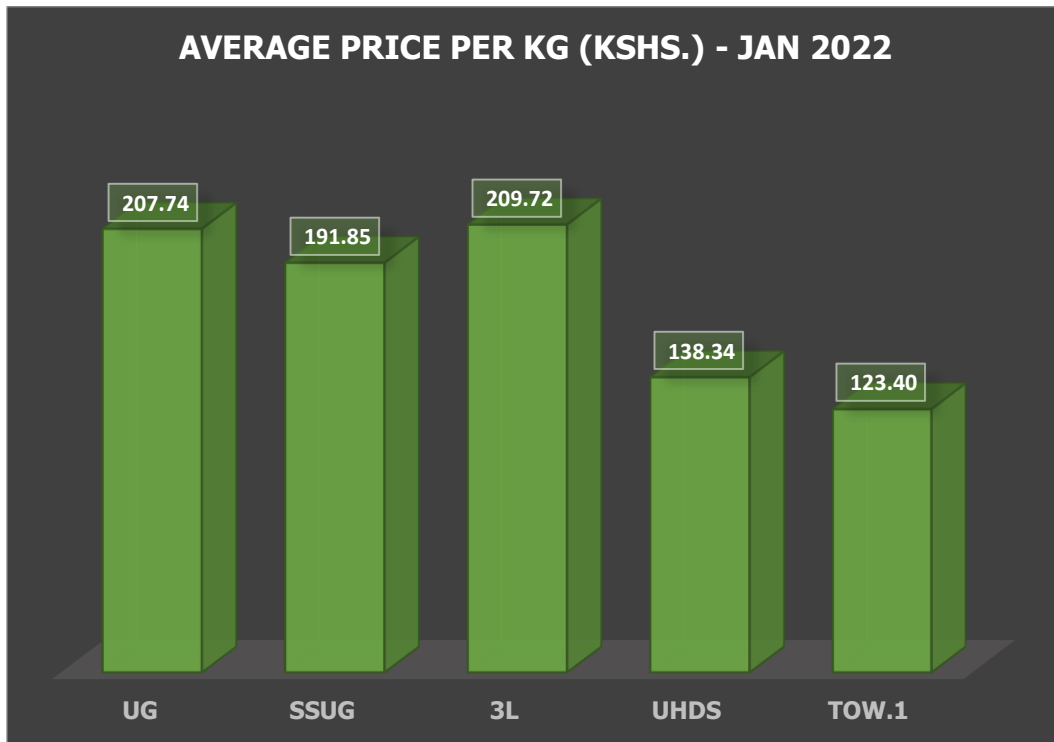
Price and grades

The average F.O.B price of fibre was **Kshs. 195,063.56** per MT (or US\$ 1,728.14 per MT), approximately Kshs **195.06** per Kg during the month under review. There was a slight increase in price by approximately **8%** during the month under review in comparison to the previous month of December 2021, where the average F.O.B price was Kshs. **181,519.00 per MT** (or Kshs. 181.52 per Kg). This could be attributed to normal market forces of demand and supply.

The highest price offered (F.O.B) during the month under review was USD **2,155** per MT for grade UG exported to Nigeria, while the lowest price offered in the same period was USD \$ 950 per MT for grade Tow.1 exported to Ghana.

During the month under review, five (5) grades were traded in the export market, and their average F.O.B prices per Kg (in Kshs) is as shown in *Graph 2 below*, where the highest average

prices per Kg was that of grade 3L at Kshs 209.72 per Kg, while the lowest was Tow.1 at Kshs, 123.40 per Kg.

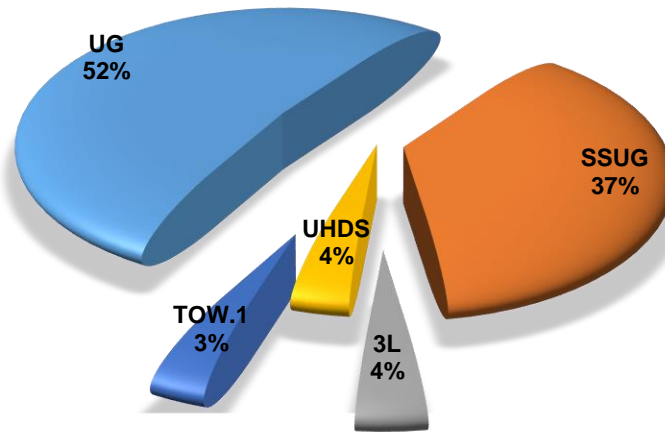


Graph 2: Average F.O.B Price per Kg by Grade (in Kshs) JAN 2022

Export share by Grades

Grade UG was the most popular with an export volume share of 1,313.50 MT, representing a 52 % of all fibre traded, this was followed by SSUG with 946.50 MT representing 37% of the market share. *For more details, See Pie Chart 1 overleaf.*

%Share Grades



Pie Chart 1: Market Share % by Grade Jan 2022

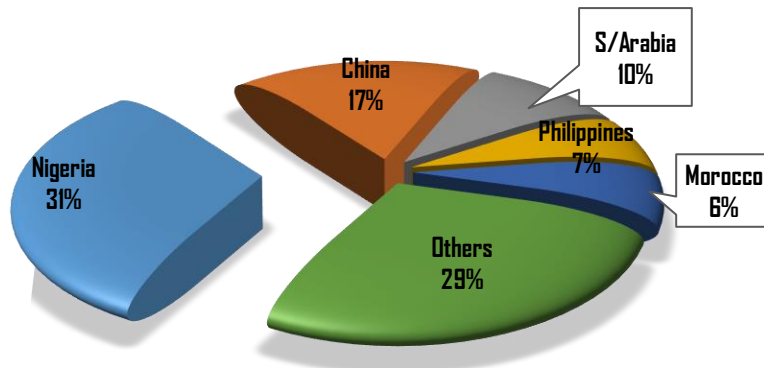
Exports by Destinations

There were a total of 18 export destinations worldwide during the month under review, down from 19 in the previous month.

Nigeria continued being the leading Overseas destination where a total of 1,061.50 MT were exported, an equivalent of 36% of all exports. Other top destinations were Ghana, Morocco, China and, Egypt in that order. *For details, see Pie Chart 2 and Table 1 below.*

The top five (5) export destinations volume comprised of an equivalent of 71% of all the sisal fibre exports during the month under review, indicating the importance of these particular Overseas markets. Saudi Arabia seemed to be climbing back to the leading destination as in the past, taking position 3 up from position 8 in the previous month which is such a notable comeback for this export destination.

% Export Market Share by Destination - Jan 2022



Pie Chart 2: % Market Share for various Export destinations - January 2022

Table 1: Exports by Destinations January 2022

Destination	Tons	Total value US \$	Total value Kshs.
Nigeria	786.00	1,373,978.00	155,614,658.29
China	433.00	684,755.00	77,648,711.39
S/Arabia	244.00	441,025.00	50,006,171.20
Philippines	168.00	270,558.98	30,620,117.99
Morocco	164.00	312,525.00	35,430,050.08
Ghana	153.80	221,880.00	25,152,549.45
Ivory Coast	114.00	178,410.00	20,247,562.35
Spain	96.00	180,000.00	20,451,168.00
Egypt	84.00	139,440.00	15,767,710.56
Togo	57.00	95,760.00	10,865,657.38
India	56.00	97,160.00	11,022,275.99
Senegal	56.00	101,444.00	11,503,309.55
Belgium	48.00	97,680.00	11,098,167.17
Syria	28.00	57,400.00	6,513,040.24
Japan	25.00	46,875.00	5,311,903.25
Mauritania	11.00	18,375.00	1,770,840.44
UAE	11.00	19,200.00	2,063,209.44
TOTAL	2,534.80	4,336,465.98	491,087,102.77