

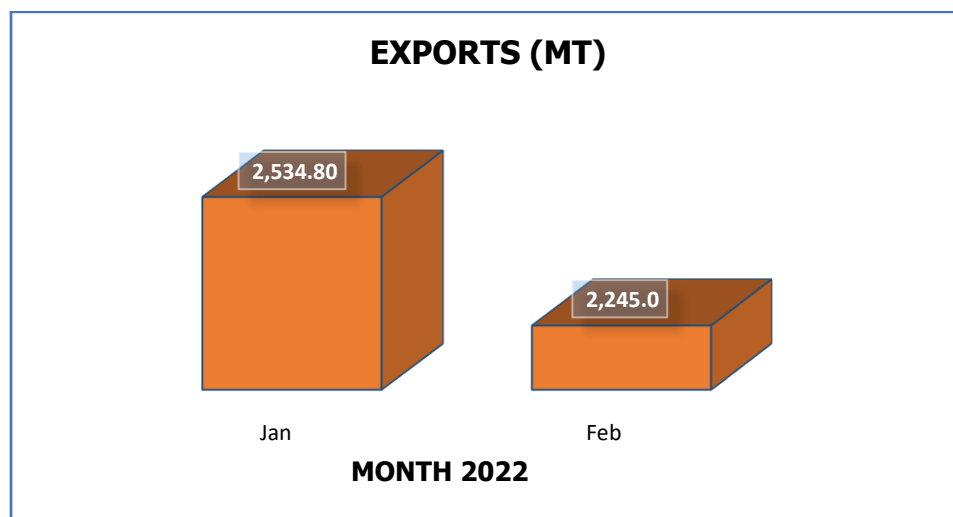
Overview of the Industry

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 **2,245 MT** was exported to various overseas destinations, valued at **Kshs 412,841,467.79 (USD \$ 3,636,457.50)**. There was a **11%** decrease in volumes exported during the month under review in comparison to the previous month as shown in *Graph 1 below*. This decrease could be attributed to delays in shipping due to logistical challenges with shipping lines during the period under review.



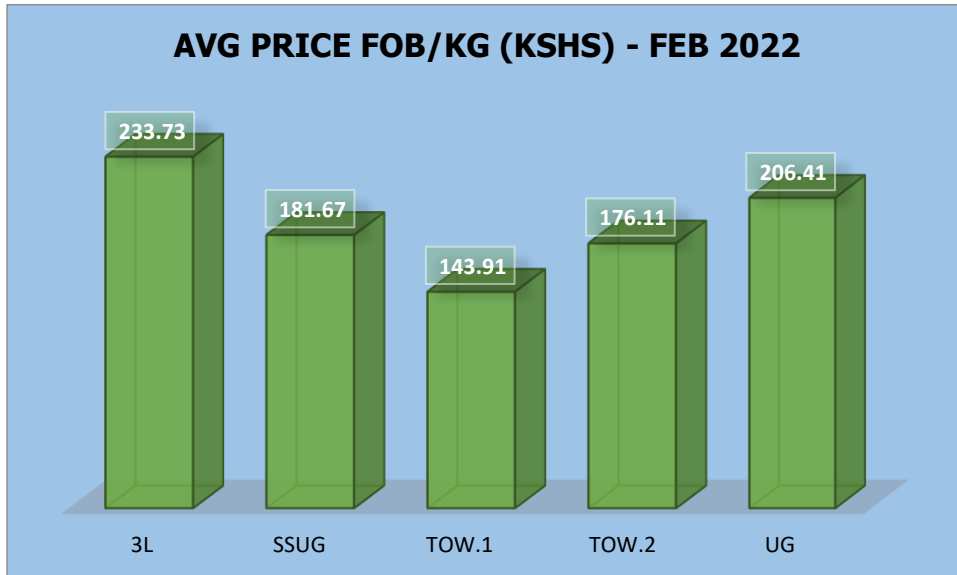
GRAPH 1: VOLUME OF EXPORTS (MT) JAN & FEB2022

Price and grades

The average F.O.B price of fibre was **Kshs. 189,989.04** per MT (or US\$ 1,674.00 per MT), approximately **Kshs 190.00** per Kg during the month under review. There was a slight fall in price by approximately **3%** during the month under review in comparison to the previous month of January, where the average F.O.B price was Kshs. **195,063.56 per MT** (or Kshs 1,728.14) or Kshs. 195.06 per Kg). This could be attributed to normal market forces of demand and supply.

The highest F.O.B price offered during the month under review was USD **2,148** per MT for grade UG exported to Mauritania, while the lowest price offered in the same period was USD \$ 950 per MT for grade Tow.1 exported to Ghana.

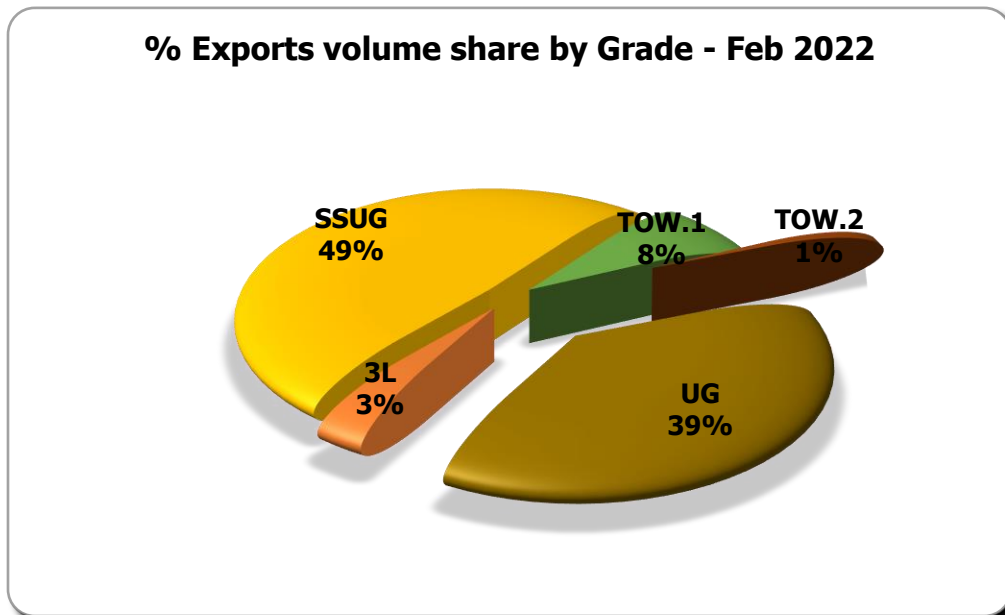
During the month under review, five (5) grades were traded in the export market, and their average F.O.B prices per Kg (in Kshs) is as shown in *Graph 2 below*, where the highest average prices per Kg was that of grade 3L at Kshs 233.73 per Kg, while the lowest was Tow.1 at Kshs, 143.91 per Kg. *[For details see graph 2 here below]*



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

Export share by Grades

For the first time, Grade SSUG became the most popular with an export volume share of 1,095 MT, representing a 49 % of all fibre traded, this was followed by UG with 879 MT representing 39% of the market share. *For more details, See Pie Chart 1 below.*



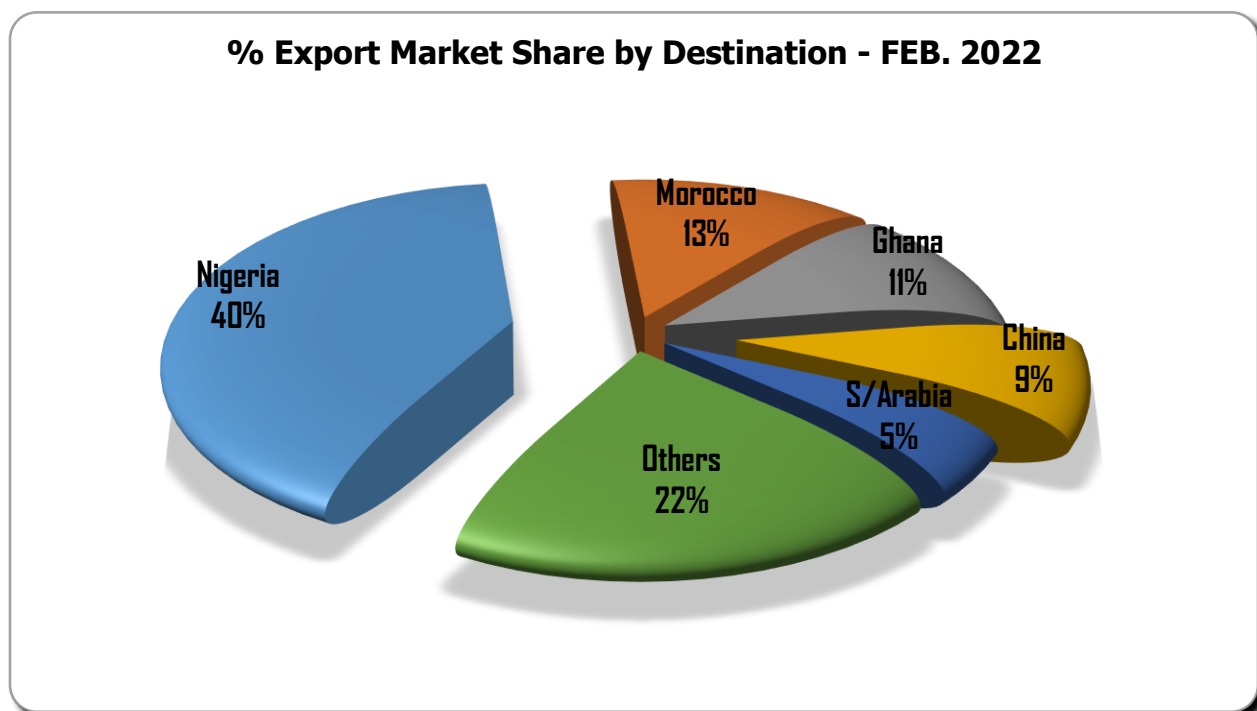
PIE CHART 1: MARKET SHARE % BY GRADE JAN 2022

Exports by Destinations

There were a total of 15 export destinations worldwide during the month under review, down from 18 in the previous month.

Nigeria continued being the leading Overseas destination where a total of 1,061.50 MT were exported, an equivalent of 40% of all exports. Other top destinations were Morocco, Ghana, China and, S/Arabia 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 78% of all the sisal fibre exports during the month under review, indicating the importance of these particular Overseas markets. Morocco exhibited a strong presence being able to maintain a slot in the top 5 markets consistently for the last 5 months, and taking position 2 in the current period.



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

Table 1: Exports by Destinations February 2022

#	Destination	Tons	Total value in US \$	Total value Kshs.
1	Nigeria	899.00	1,421,365.00	161,549,319.48
2	Morocco	290.00	461,086.00	52,425,169.63
3	Ghana	253.20	347,802.00	39,539,273.46
4	China	196.00	321,720.00	36,032,878.79
5	S/Arabia	108.00	205,875.00	23,396,609.97
6	Spain	104.00	163,904.00	18,647,931.74
7	Egypt	84.00	137,800.00	15,663,808.68
8	Benin	57.00	87,210.00	9,913,213.03
9	Indonesia	56.00	96,530.00	10,972,623.02
10	Iraq	54.00	106,110.00	12,065,014.72
11	Belgium	48.00	97,680.00	11,106,499.27
12	Mauritania	28.00	57,713.00	6,560,271.33
13	Senegal	28.00	51,800.00	5,885,391.68
14	Germany	25.50	52,912.50	6,020,040.32
15	Italy	14.00	26,950.00	3,063,422.67
	TOTALS	2,244.70	3,636,457.50	412,841,467.79