

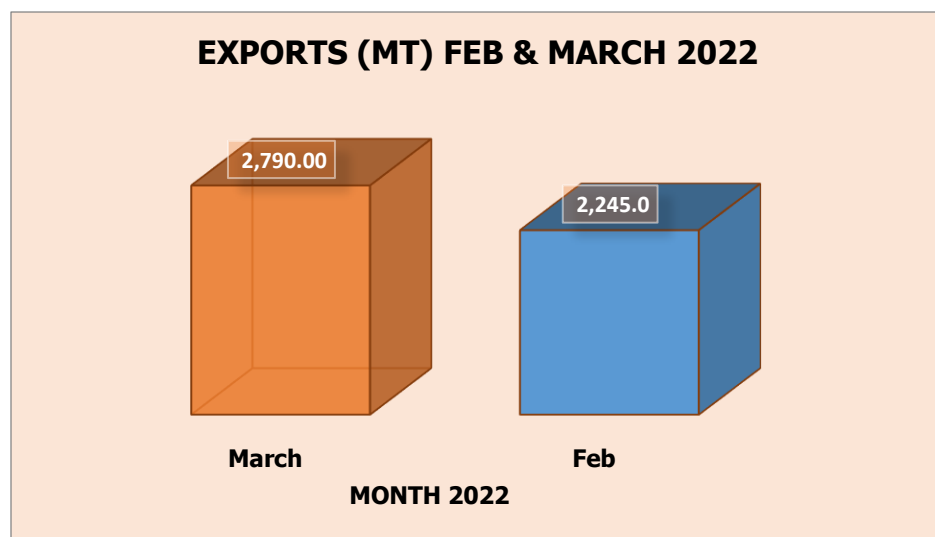
Overview of the Industry

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 **2,790 MT** was exported to various overseas destinations, valued at **Kshs 554,718,266.25 (USD \$ 4,859,906.48)**. There was a **24%** 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 end of delays in shipping that had been experienced in the previous month due to logistical challenges with shipping lines, as resulting stocks pending in the previous season were released during the period under review.



GRAPH 1: VOLUME OF EXPORTS (MT) FEB & MARCH 2022

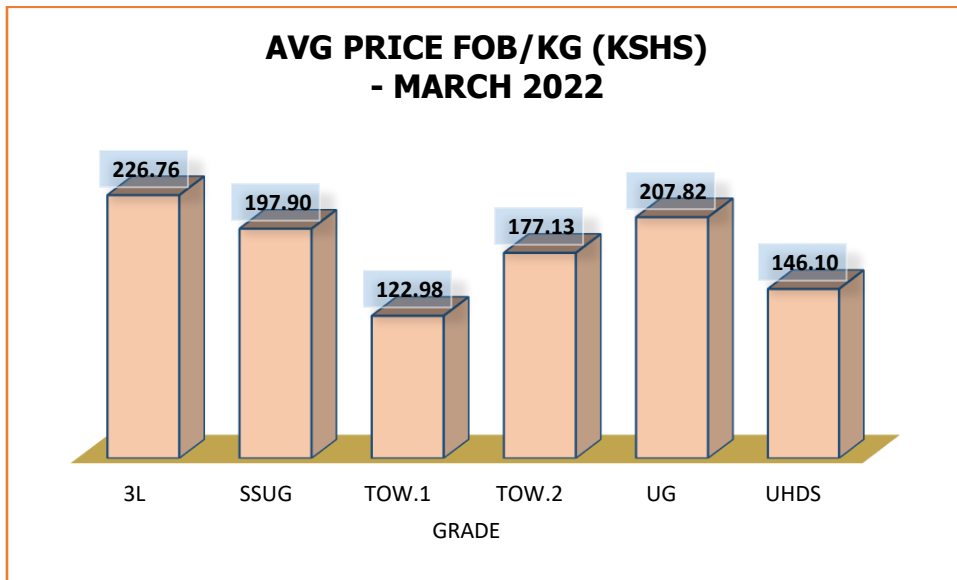
Price and grades

The average F.O.B price of fibre was **Kshs. 199,375/=** per MT (or US\$ 1,748.00 per MT), approximately **Kshs 199.38** per Kg during the month under review. There was a **5%** increase in price during the month under review in comparison to the previous month of February, where the average F.O.B price was Kshs 189,989.04. (or USD 1,674 PER MT) approximately Kshs 190/= per Kg. This could be attributed to normal market forces of supply and demand.

The highest F.O.B price offered during the month under review was USD **2,153** per MT (Kshs. 245,277 per MT) or Kshs. 245.28 per Kg for grade UG exported to Senegal, while the lowest price offered in the same period was USD \$ 960 per MT (Kshs. 109,454 per MT) or Kshs. 109.45 per Kg for grade Tow.1 exported to Ghana.

During the month under review, six (6) 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

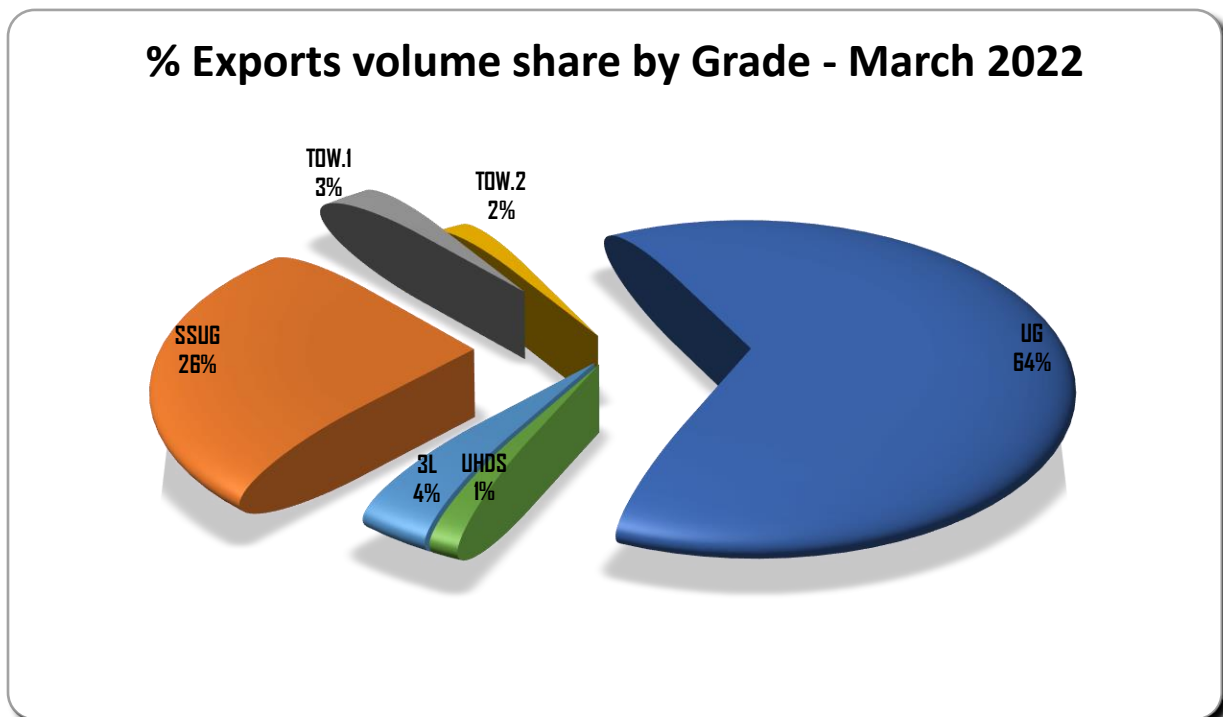
prices per Kg was that of grade 3L at Kshs 226.76 per Kg, while the lowest was Tow.1 at Kshs, 122.98 per Kg. [For details see graph 2 here below]



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

Export share by Grades

Grade UG was the most popular with an export volume share of 1,794 MT, representing a 64% of all fibre traded, this was followed by SSUG with 733 MT representing 26% of the market share. For more details, See Pie Chart 1 below.



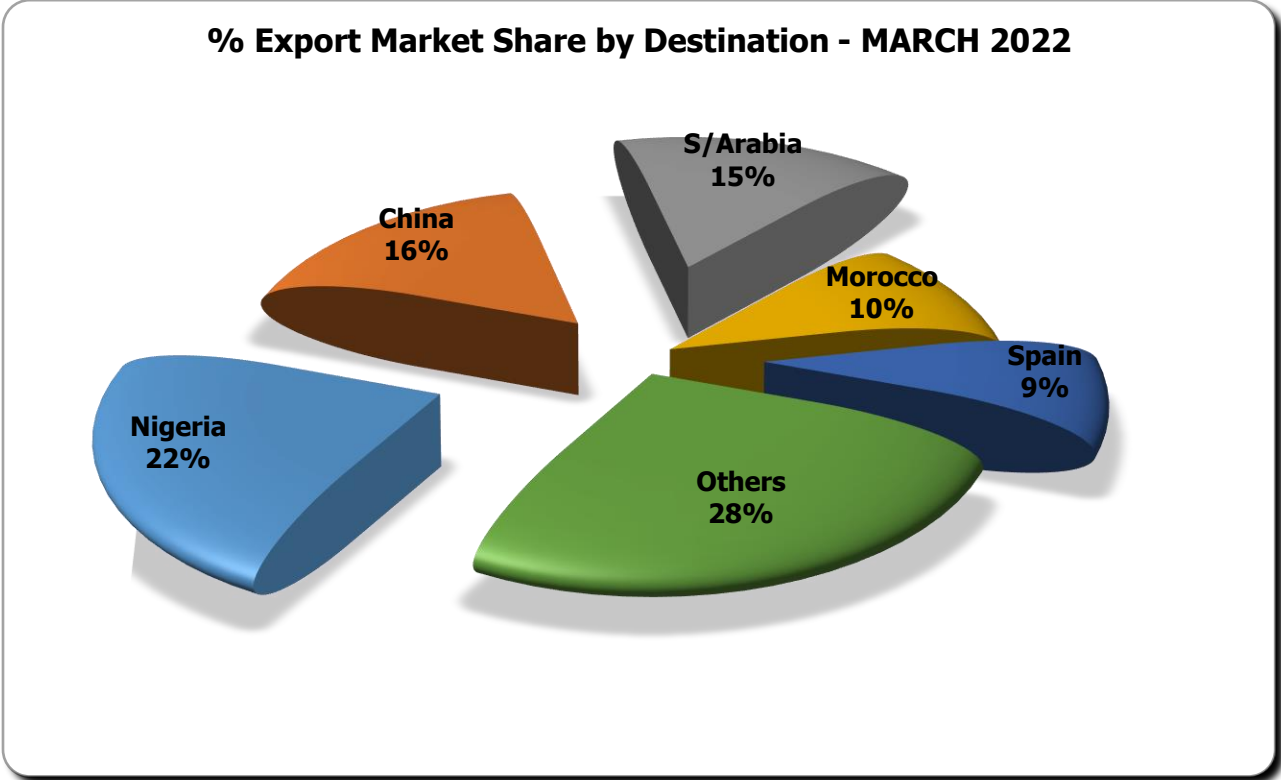
PIE CHART 1: MARKET SHARE % BY GRADE MARCH 2022

Exports by Destinations

There were a total of 19 export destinations worldwide during the month under review, up from 15 in the previous month.

Nigeria continued being the leading Overseas destination where a total of **616.50** MT were exported, an equivalent of 22% of all exports. Other top destinations were China, S/Arabia Morocco and Spain, in that order. *For details, see Pie Chart 2 and Table 1 below.*

The top five (5) export destinations volume comprised an equivalent of 72% of all the sisal fibre exports during the month under review, indicating the importance of these particular Overseas markets. China, which used to be the leading destination for a long time before overtaken by Nigeria, registered a strong comeback, taking position 2, a sign that this market is regaining its glory again.



PIE CHART 2: % MARKET SHARE FOR VARIOUS EXPORT DESTINATIONS - MARCH 2022

Table 1: Exports by Destinations March 2022

#	Destination	Tons	Total value US \$	Total value Kshs.
1	Nigeria	616.50	1,043,815.00	119,253,273.42
2	China	446.00	737,290.00	84,309,141.74
3	S/Arabia	429.00	803,550.00	91,679,779.77
4	Morocco	278.00	484,594.00	55,250,721.79
5	Spain	240.00	443,280.00	50,547,953.57
6	Ghana	145.00	207,924.00	23,721,863.32
7	Senegal	112.00	219,884.00	24,977,798.49
8	Philippines	84.00	135,279.48	15,459,657.81
9	Ivory Coast	56.50	87,005.00	9,919,848.97
10	Egypt	56.00	89,600.00	10,215,717.12
11	India	56.00	105,000.00	11,971,543.50
12	Indonesia	56.00	96,530.00	11,050,812.32
13	Iraq	54.00	106,110.00	12,126,187.13
14	Belgium	48.00	97,680.00	11,162,811.79
15	Benin	28.00	59,940.00	6,815,351.83
16	Bangladesh	25.00	43,125.00	4,936,975.88
17	Japan	25.00	47,750.00	5,439,708.65
18	Mauritania	24.00	33,400.00	3,804,948.04
19	UAE	11.00	18,150.00	2,074,171.11
	TOTAL	2,790.00	4,859,906.48	554,718,266.25