

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 2,318 MT was exported to various overseas destinations, valued at Kshs. 459,143,056.71 (USD 3,957,714.00). There was insignificant difference (0.26%) in volumes exported during the month under review in comparison to the previous month of April.

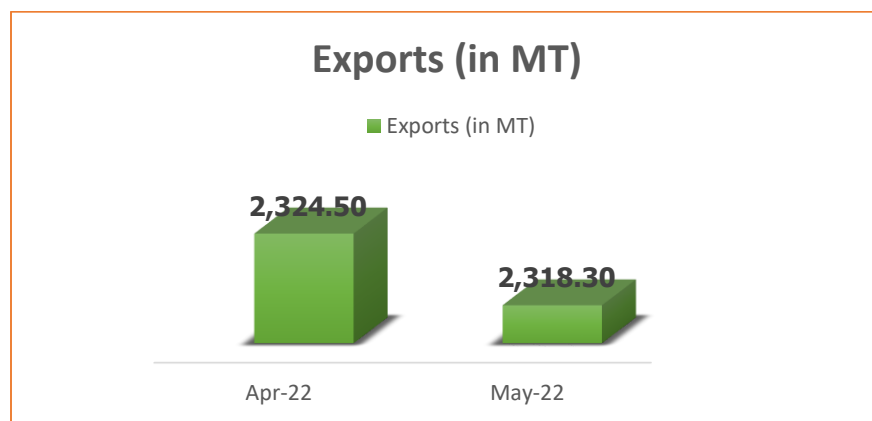


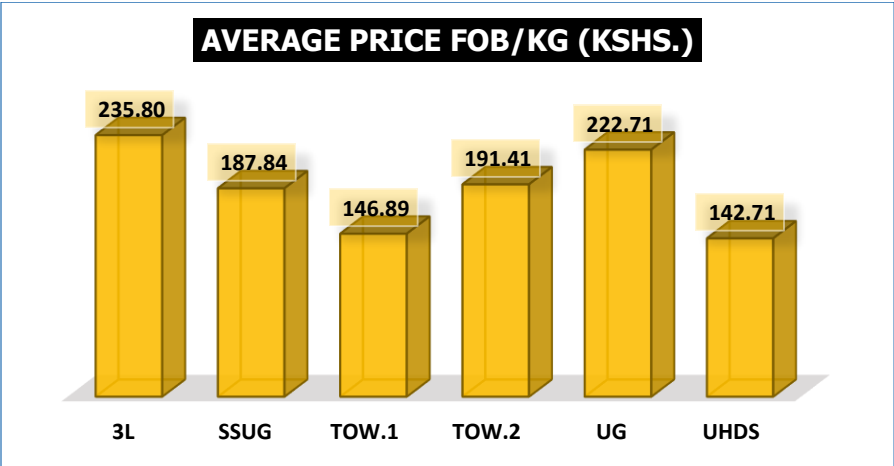
Chart 1: Export Volumes (MT) April Vs May 2022

Price and grades

The average F.O.B price of fibre was **Kshs. 199,591/=** per MT (or US\$ 1,723 per MT), approximately **Kshs 199.60** per Kg during the month under review. There was a **3%** increase in price during the month under review in comparison to the previous month of April, where the average F.O.B price was Kshs 193,038.77 (or USD 1,679.86 Per MT), approximately Kshs 193.04 per Kg. This could be attributed to normal market forces of supply and demand and changes in the foreign exchange.

The highest F.O.B price offered during the month under review was USD 2,375 per MT (Kshs. 275,200 per MT) or Kshs. 275.20.05 per Kg for grade UG exported to Ghana, while the lowest price offered in the same period was USD \$ 960 per MT (Kshs. 111,575 per MT) or Kshs. 111.58 per Kg for grade Tow.1 exported to the same country.

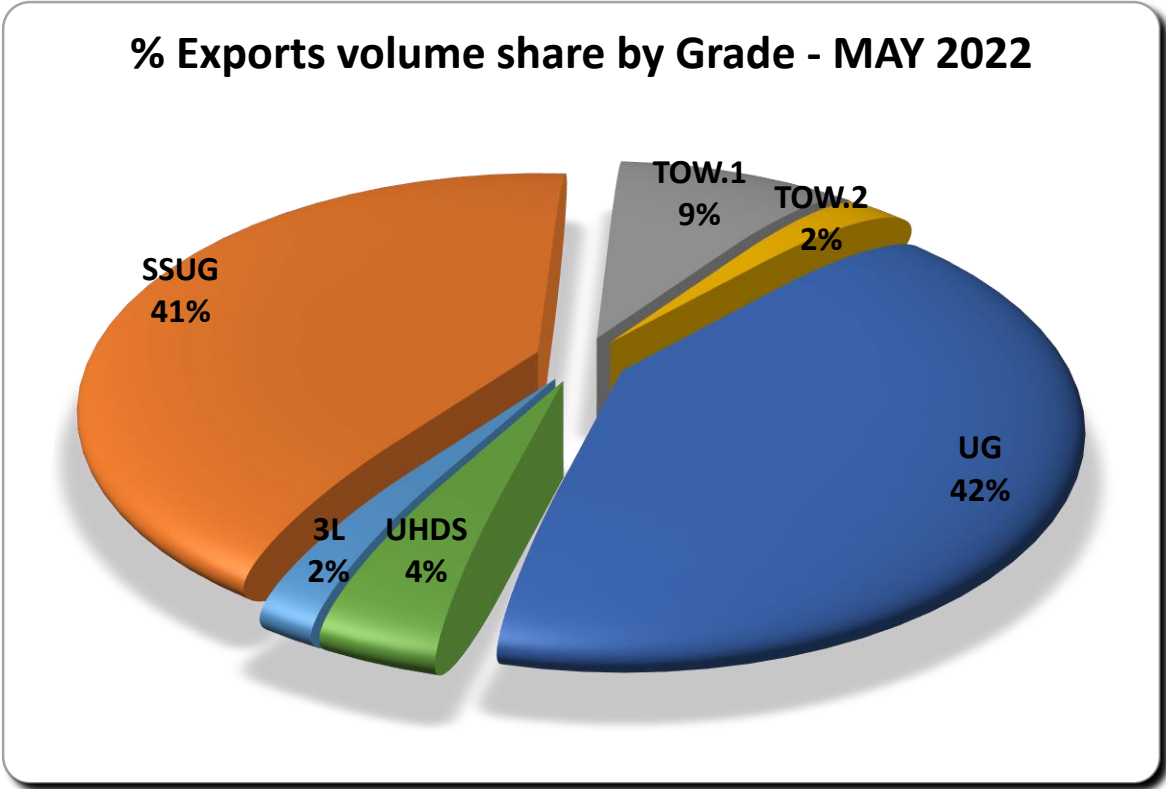
During the month under review, six (6) grades were traded in the export market, and their average F.O.B prices per Kg (in Kshs) is as shown in *Graph 2 below*, where the highest average prices per Kg was that of grade 3L at Kshs 235.80 per Kg, while the lowest was Tow.1 at Kshs, 146.89 per Kg. *[For details see graph 2 here below]*



Graph 1: Average F.O.B Price per Kg by Grade (in Kshs) MAY 2022

Export share by Grades

Grade UG was the most popular with an export volume share of 978.40 MT, representing a 42% of all fibre traded, this was followed by SSUG with 940.50 MT representing 41% of the market share. For more details, See Pie Chart 1 below and Table 1 below



PIE CHART 1: MARKET SHARE % BY GRADE MAY 2022

Table 1: Exports Volume BY Grade (MT) MAY 2022

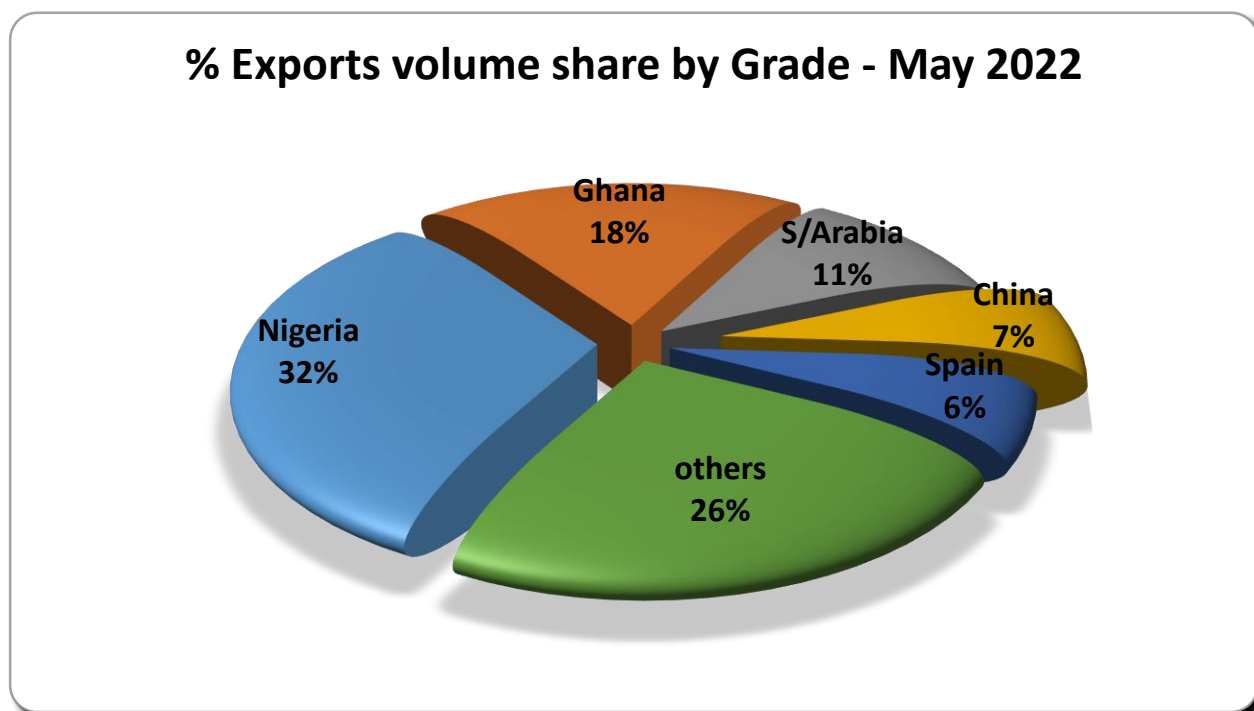
Grade	Tons	Price FOB/ton US \$	Total value in US \$	Price per ton(Kshs.)	Total value Kshs.
3L	48.00	2,035.00	97,680.00	235,802.57	11,318,523.48
SSUG	940.50	1,644.91	1,522,920.00	190,600.52	176,661,377.60
TOW.1	209.40	1,277.83	265,809.00	147,659.87	30,757,899.09
TOW.2	46.00	1,650.00	75,900.00	191,412.19	8,804,960.74
UG	978.40	1,931.41	1,877,285.00	223,856.01	217,899,880.53
UHDS	96.00	1,246.67	118,120.00	144,383.55	13,700,415.27
TOTALS	2,318.30		3,957,714.00		459,143,056.71

Exports by Destinations

There were a total of 17 export destinations worldwide during the month under review, higher than the previous month by 2 which was 15.

Nigeria continued being the leading Overseas destination where a total of 729 MT were exported, an equivalent of 32% of all exports. Other top destinations were Ghana, S/Arabia, China and Spain in that order.

The top five (5) export destinations volume comprised an equivalent of 74% of all the sisal fibre exports during the month under review, indicating the importance of these Overseas markets. Ghana, continued showing signs of a strong market as it consistently came at top 2 position during the current and previous period. *For details, see Pie Chart 2 and Table 1 below.*



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

Table 2: Exports by Destinations MAY 2022

Destination	Tons	AVG Price FOB/ton US \$	Total value in US \$	AVG Price per Ton (Kshs.)	Total value Kshs.
Nigeria	729.00	1,765.83	1,219,430.00	204,794.12	141,403,121.84
Ghana	423.40	1,438.00	632,209.00	166,585.87	73,351,682.66
S/Arabia	248.00	1,873.13	490,085.00	216,362.85	56,802,151.00
China	168.00	1,682.50	271,040.00	195,246.28	31,457,229.88
Spain	144.00	1,845.00	267,840.00	214,648.26	31,200,995.23
Togo	141.00	1,626.67	231,560.00	188,702.82	26,882,971.64
Senegal	113.00	1,896.67	208,330.00	219,735.37	24,153,884.96
Morocco	84.00	1,841.00	153,944.00	212,041.74	17,811,506.05
Belgium	48.00	2,035.00	97,680.00	235,802.57	11,318,523.48
Ivory Coast	28.50	1,540.00	43,890.00	178,984.19	5,101,049.42
Egypt	28.00	1,900.00	53,200.00	221,361.21	6,198,113.88
Gambia	28.00	2,050.00	57,400.00	238,837.10	6,687,437.66
Guinea	28.00	1,650.00	46,200.00	190,638.03	5,337,864.84
Israel	28.00	1,600.00	44,800.00	185,607.52	5,197,010.56
UAE	28.00	2,150.00	60,200.00	249,128.02	6,975,584.70
Libya	27.40	1,690.00	46,306.00	196,417.71	5,381,845.39
Mauritania	24.00	1,400.00	33,600.00	161,753.48	3,882,083.52
TOTALS	2,318.30		3,957,714.00		459,143,056.71