

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 2027.5 MT was exported to various overseas destinations, valued at Kshs. 415,989,358, or USD 3,523,789. This was 22 % drop in volumes during the month under review in comparison to the previous month of June. This significant drop could be attributed to delay by shipping agents arising from the destination ports.

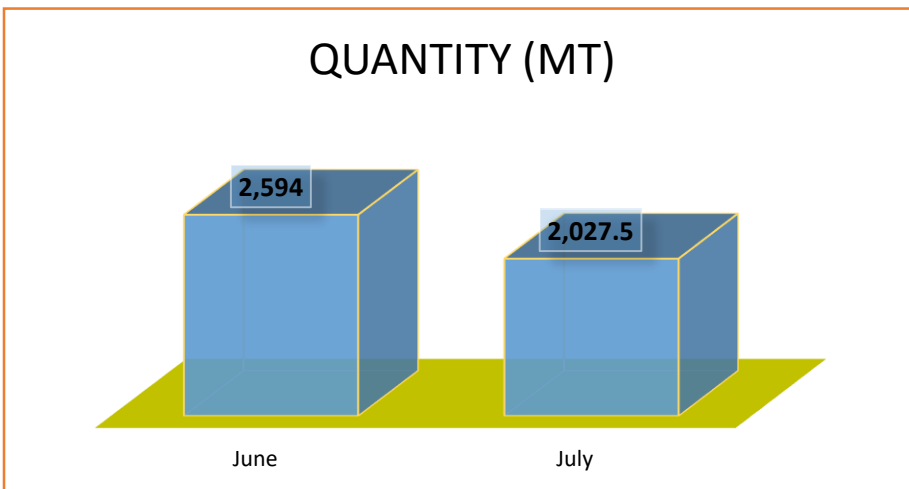


Chart 1: Export Volumes (MT) June Vs July 2022

Price and grades

The average F.O.B price of fibre was **Kshs. 207,034.32** per MT (or US\$ 1,753.68 per MT), approximately **Kshs 207.03** per Kg during the month under review. In comparison to the previous month of June, there were negligible changes in prices during the period under review.

The highest F.O.B price offered during the month under review was USD 2,463 per MT (Kshs. 289,973.90 per MT) or Kshs. 289.97 per Kg for grade No. 3 exported to

Jordan, while the lowest price offered in the same period was USD \$ 950 per MT (Kshs. 114,812 per MT) or Kshs. 114.81per Kg for grade TOW.1 exported to Ghana.

During the month under review, eight (8) 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 No.3 at Kshs 289.97 per Kg, while the lowest was Tow.1 at Kshs. 132.52 per Kg. *For details see graph 2 here below.*

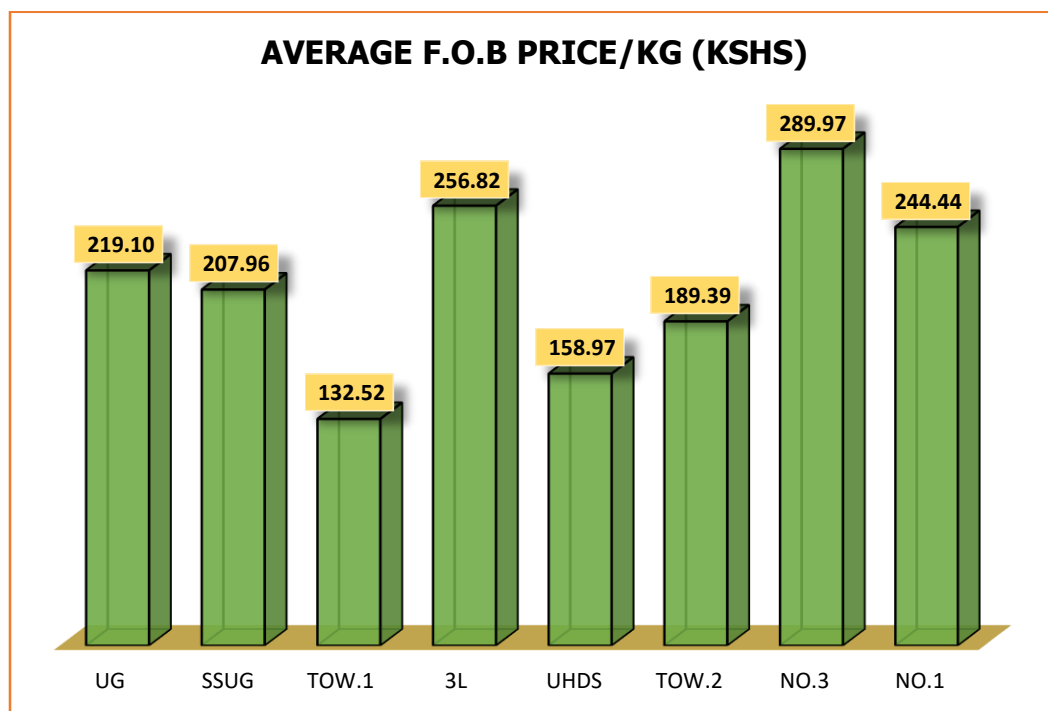


Chart 2: Average Price F.O.B by grade (Kshs/Kg)

Export share by Grades

Grade UG was the most popular ahead of SSUG, with an export volume share of 856.00 MT, representing a 42% share of all the fibre traded. A total of 809.50 MT of Grade SSUG, representing a 40% share came second. For more details see Chart 3 below and Table 1 overleaf below.

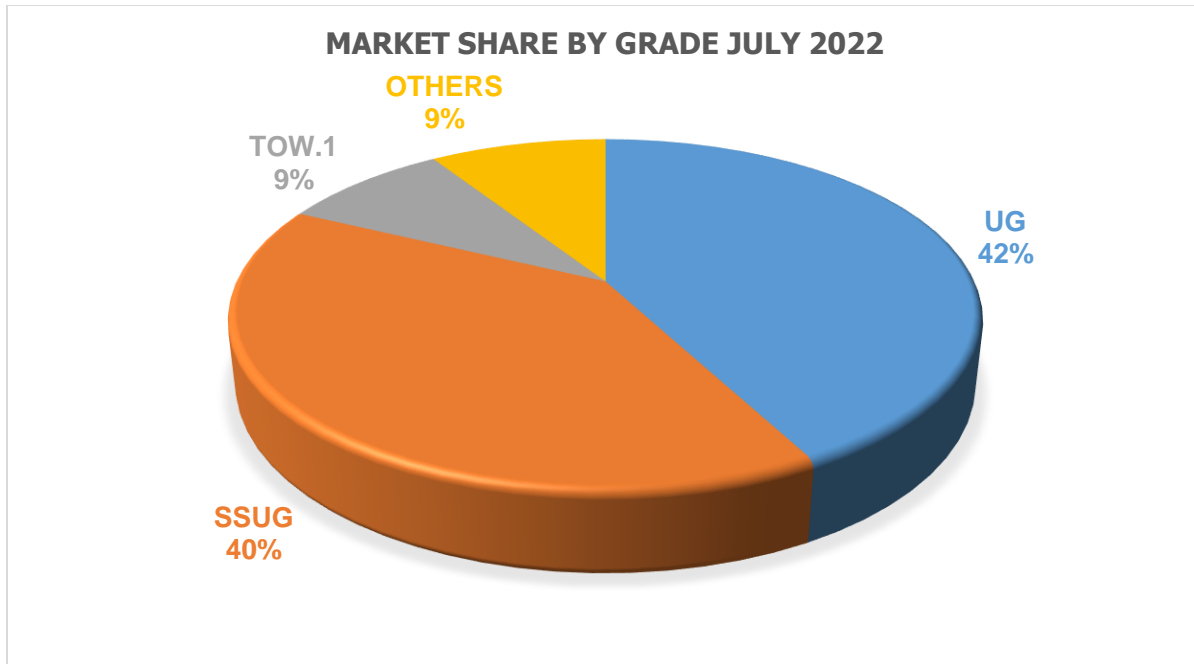


Chart 3: Market Share % by grade in July 2022

Table 1: Exports by grades July 2022

Grade	Tons	Price FOB/ton US \$	Total value in US \$	AVG Price per ton (Kshs.)	Total value Kshs.
UG	856.00	1,855.53	1,556,258.96	219,098.18	183,757,673.00
SSUG	809.50	1,762.00	1,392,140.00	207,960.37	164,297,248.60
TOW.1	177.00	1,124.17	203,155.00	132,516.89	23,951,787.54
3L	108.00	2,171.67	238,380.00	256,821.29	28,182,505.77
UHDS	28.00	1,350.00	37,800.00	158,970.47	4,451,173.02
TOW.2	23.00	1,600.00	36,800.00	189,394.88	4,356,082.24
NO.3	14.00	2,463.00	34,475.00	289,973.90	4,059,634.65
NO.1	12.00	2,065.00	24,780.00	244,437.77	2,933,253.21
TOTAL	2,027.50		3,523,788.96		415,989,358.03

Exports by Destinations

There were a total of 12 export destinations worldwide during the month under review, down from 17 in the previous month.

Nigeria continued being the leading destination where a total of 670 MT were exported, an equivalent of 33% of all exports. Other top destinations were Ghana, S/Arabia and, China and Philippines in that order. *For details, see Chart 4 and Table 1 below.*

The top five (5) export destinations volume comprised of an equivalent of 77% of all the sisal fibre exports during the month under review, indicating the importance of these particular Overseas markets. Ivory Coast edged its way to the top 5 export destinations, indicating the potential of this destination as an upcoming major market.

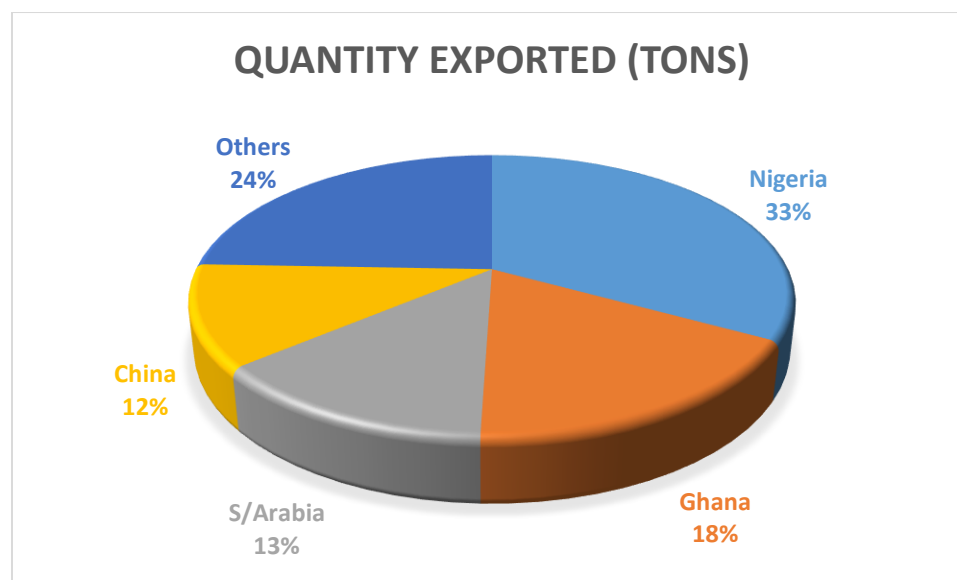


Chart 4: Market Share by Destination - July 2022

Table 2: Export Share by Destination

Destination	Tons	Average Price FOB/ton US \$	Total value in US \$	Average F.O.B Price per ton (Kshs.)	Total value Kshs.
Nigeria	670	1,793	1,153,300	211,624	136,106,627
Ghana	355	1,260	524,600	148,648	61,888,437
S/Arabia	271	1,879	513,640	221,922	60,674,039
China	237	1,655	406,955	195,380	48,047,489
Philippines	168	1,610	270,559	189,993	31,918,787
Belgium	120	2,145	263,160	253,725	31,115,759
Egypt	84	1,928	161,840	227,567	19,124,009
Benin	28	1,710	47,880	202,416	5,667,642
India	28	1,890	52,920	222,970	6,243,158
Syria	27	1,900	51,300	224,150	6,052,041
Iraq	26	1,660	43,160	195,836	5,091,736
Jordan	14	2,463	34,475	289,974	4,059,635
TOTALS	2,028	-	3,523,789	-	415,989,358