

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 2,029.65 MT of fibre was exported to various destinations, valued at Kshs. 422,634,670.42, or USD 3,545,761.00. There was no significance increase in volume exported during the month under review in comparison to the previous month of July. *See chart 1 below*

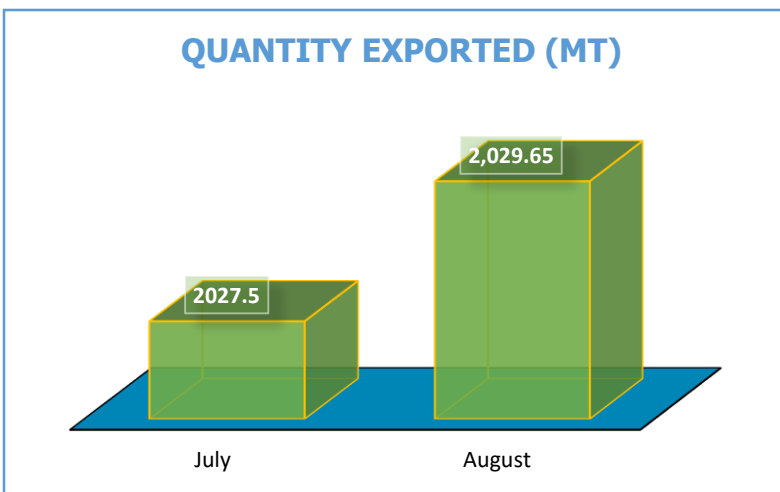


Chart 1: Export Volumes (MT) July Vs August 2022

Price and grades

The average F.O.B price of fibre was **Kshs. 206,554.99** per MT (or US\$ 1,733.06 per MT), approximately **Kshs 206.55** per Kg during the month under review. In comparison to the previous month of July, there were insignificant price difference (approximately 0.2% fall).

The highest F.O.B price offered during the month under review was USD 2,325 per MT (KShs 277,119.54 per MT) or Kshs. 277.12 per Kg for grade SSUG exported to Nigeria, while the lowest price offered in the same period was USD \$ 960 per MT (Kshs. 114,424 per MT) or Kshs. 114.42 per Kg for grade TOW.1, exported to Ghana.

During the month under review, seven (7) 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 price per Kg was that of grade 3L at Kshs 253.64 per Kg, while the lowest was Tow.1 at Kshs,132.33 per Kg. *For more details see Chart 2 here below.*

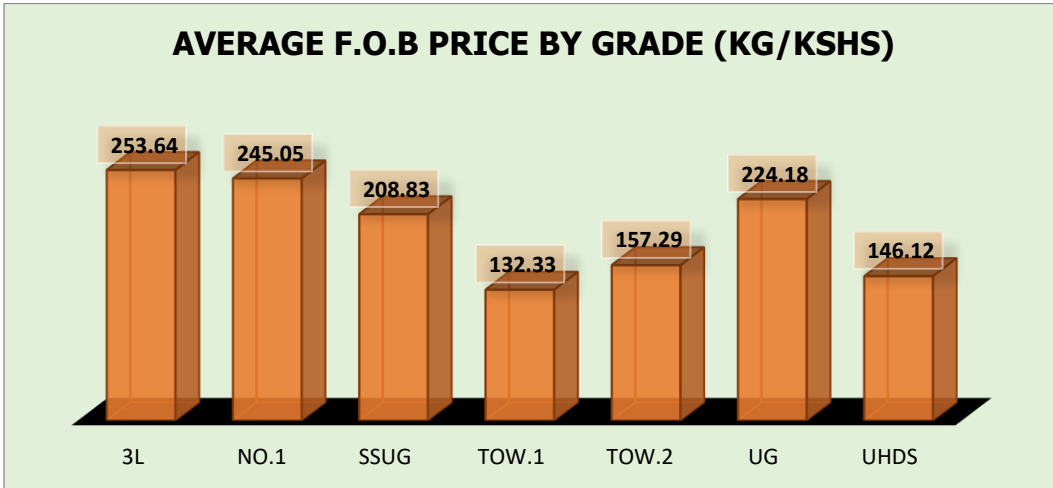


Chart 2: Average Price F.O.B by grade (Kshs/Kg) in August 2022

Export share by Grades

Grade SSUG was the most popular ahead of UG, with an export volume share of 1,151.45 MT, representing a 57% share of all the fibre traded. A total of 628.80 MT of Grade UG, representing a 31% share came second. For more details other grades see Chart 3 below and Table 1 overleaf.

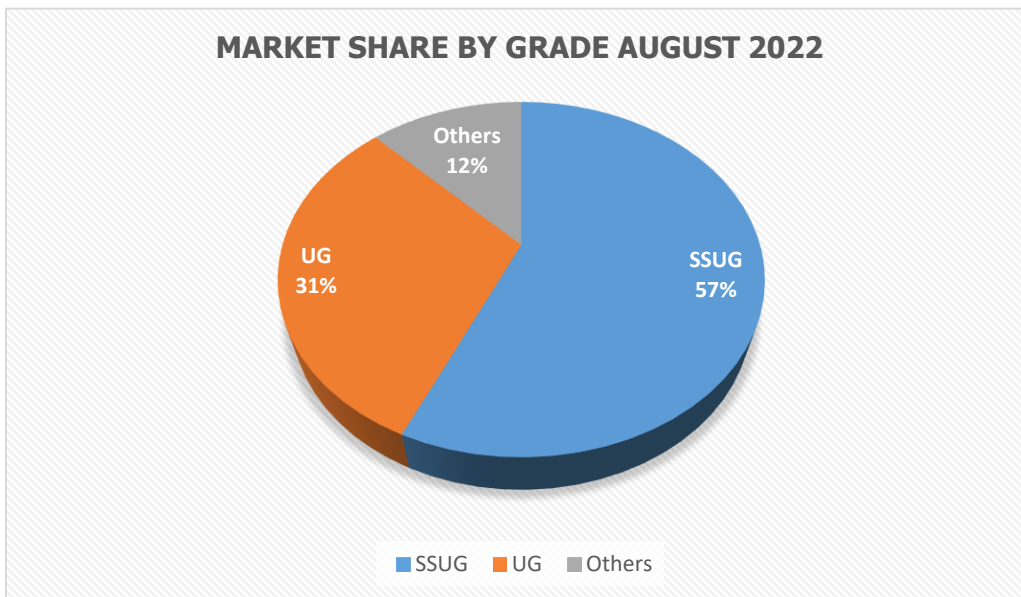


Chart 3: Market Share by grade

Table 1: Exports by grades August 2022

Grade	Tons	AVERAGE Price FOB/ton US \$	Total value in US \$	AVERAGE F.O.B Price per MT (Kshs.)	Total value Kshs.
3L	60.00	2,132.50	130,380.00	253,637.72	15,527,248.19
NO.1	12.00	2,065.00	24,780.00	245,054.79	2,940,657.47
SSUG	1,151.45	1,751.74	2,016,767.00	208,828.78	240,374,138.00
TOW.1	93.40	1,111.25	103,420.00	132,332.62	12,315,488.16
TOW.2	28.00	1,314.00	36,800.00	157,285.17	4,403,984.80
UG	628.80	1,880.69	1,165,014.00	224,184.59	138,890,624.20
UHDS	56.00	1,225.00	68,600.00	146,116.60	8,182,529.60
TOTALS	2,029.65		3,545,761.00		422,634,670.42

Exports by Destinations

There were a total of 10 export destinations worldwide during the month under review, down from 12 in the previous month. There seems to be a downward trend in the number of export destinations, falling from 17 to the current 10, since January, a phenomena which could be attributed to the global economic downturn currently experienced in most of the countries.

Nigeria continued being the leading destination where a total of 877 MT were exported, an equivalent of 43% of all exports. Other top destinations were Ghana, Egypt, S/Arabia and China in that order.

The top five (5) export destinations controlled a market share of 85% of all the sisal fibre exports during the month under review, indicating the importance of these particular markets. Egypt edged its way back to the top 5 export destinations after its low performance in the last one year, indicating its comeback. *For details, see Chart 4 below and Table 1 overleaf.*

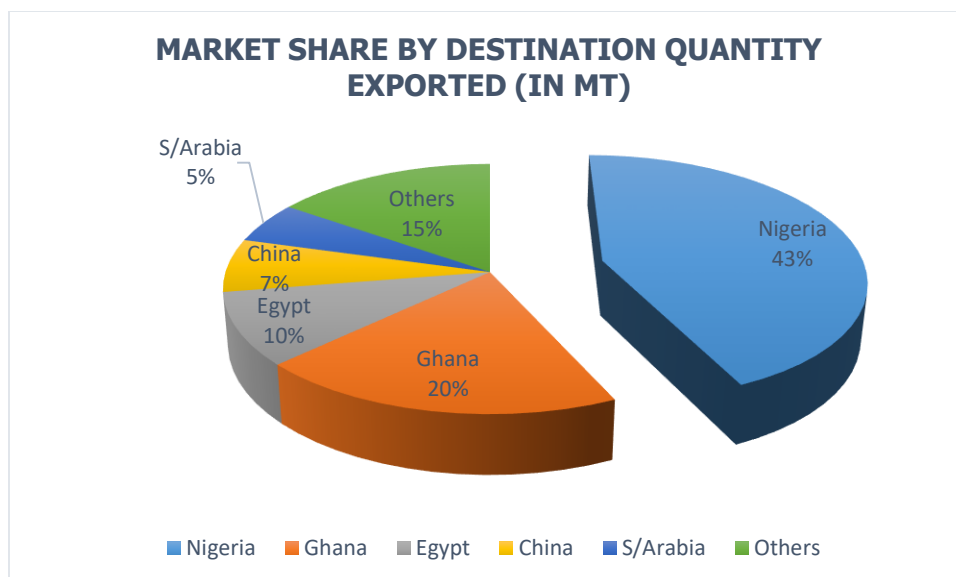


Chart 4: Market Share by Destination August 2022

Table 2: Export Share by Destination – AUGUST 2022

Destination	Tons	Average Price FOB/ton US \$	Total value in US \$	Average Price per ton (Kshs.)	Total value Kshs.
Nigeria	877.00	1,796.58	1,569,650.00	214,173.95	187,076,531.13
Ghana	401.65	1,420.82	603,987.00	169,430.61	72,029,617.29
Egypt	192.00	1,740.00	338,500.00	207,691.71	40,388,084.84
China	140.00	1,655.00	235,480.00	197,170.44	28,056,951.77
S/Arabia	108.00	2,020.00	218,160.00	240,894.90	26,039,479.43
Japan	104.00	1,576.00	163,904.00	187,386.40	19,488,185.60
Spain	96.00	1,920.00	184,320.00	228,847.10	21,969,321.98
Belgium	72.00	2,110.00	155,160.00	250,776.74	18,467,905.66
India	28.00	1,950.00	54,600.00	232,422.84	6,507,839.52
Morocco	11.00	2,000.00	22,000.00	237,341.20	2,610,753.20
TOTALS	2,029.65		3,545,761.00		422,634,670.42