

## 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 2,477 MT of fibre was exported to various destinations, valued at Kshs. 545,377,326.25, or USD 4,483,509.00.

There was a significant increase in volumes exported during the month under review in comparison to the previous month of October of approximately 31%. This increase could be attributed to by an ever increasing demand for the fibre in the current month. The Estates had to double up their production to meet most of this demand. *See chart 1 below for details.*

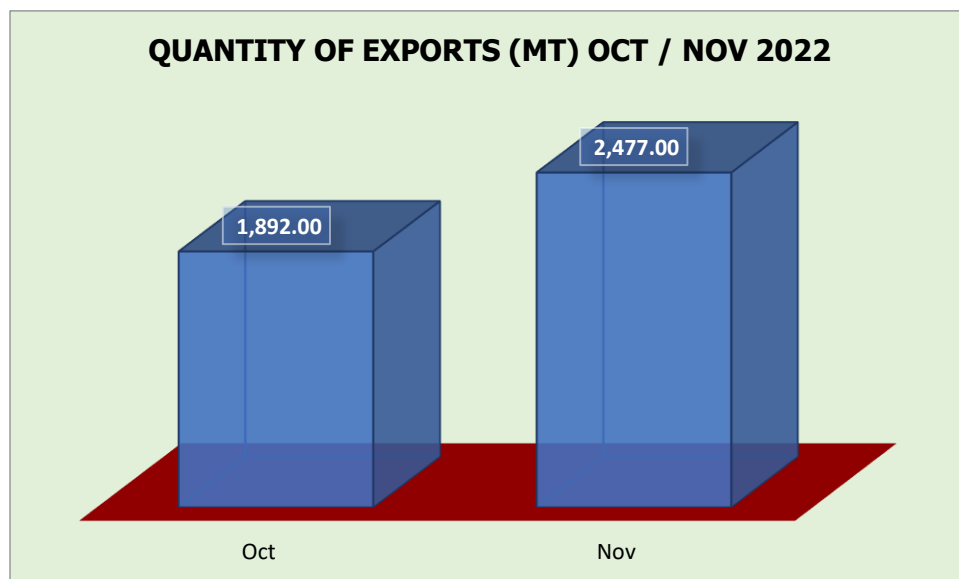


Chart 1: Export Volumes (MT) Oct vs Nov 2022

### Price and grades

The average F.O.B price of fibre was **Kshs. 219,516.73** per MT (or US\$ 1,802.25 per MT), approximately **Kshs 219.52/=** per Kg during the month under review. In comparison to the previous month of October, there was insignificant decrease in price of approximately 2% in the period under review.

The highest F.O.B price offered during the month under review was USD 2,450 per MT (KShs. 298,611.88 per MT) or Kshs. 298.61 per Kg for grade UG exported to Jordan, while the lowest price offered in the same period was USD \$ 960 per MT (Kshs. 117,244.22 per MT) or Kshs. 117.24 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 price per Kg was that of grade 3L at Kshs 268.68 per Kg, while the lowest was TOW.1 at Kshs,138.83 per Kg. *For more details see Chart 2 here below.*

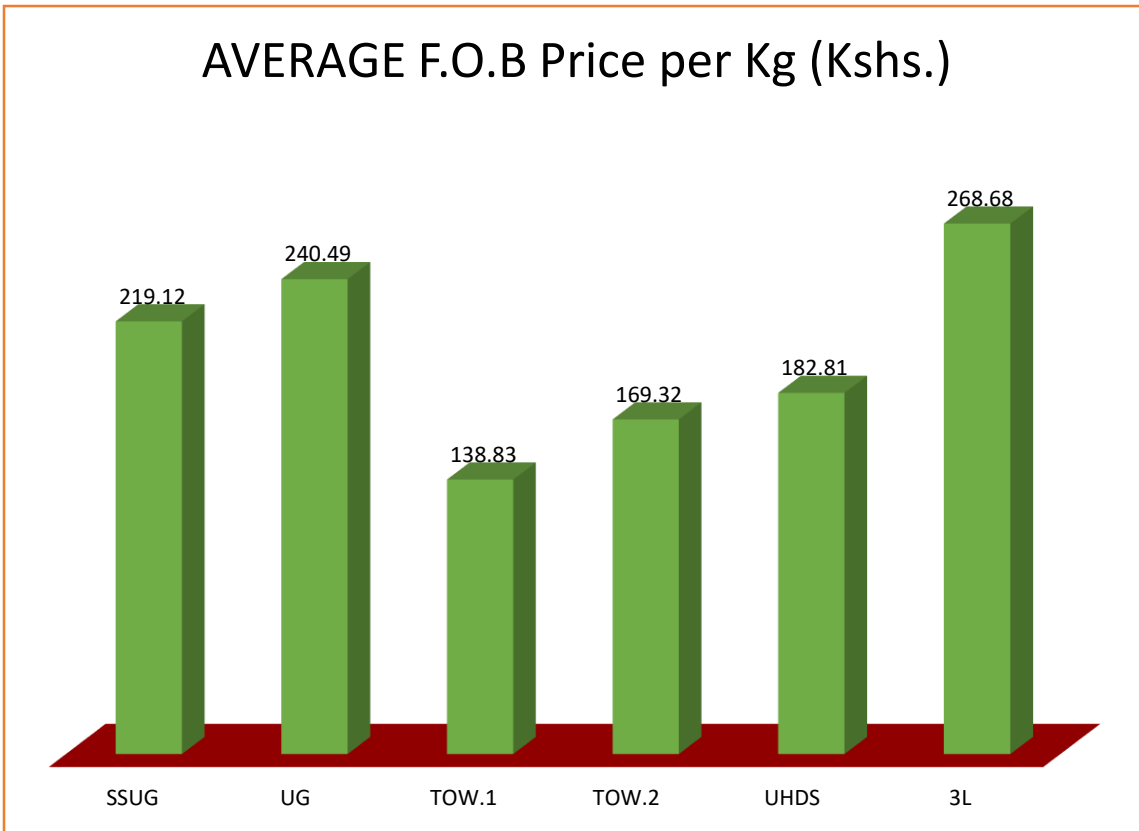


Chart 2: Average Price F.O.B by grade (Kshs/Kg) in November 2022

### Export share by Grades

Grade SSUG was the most popular ahead of UG, with an export volume share of 1,196.00 MT, representing a 48 % share of all the fibre traded. A total of 984 MT of Grade UG, representing a 40 % share came second. For more details other grades see Chart 3 below and Table 1 overleaf.

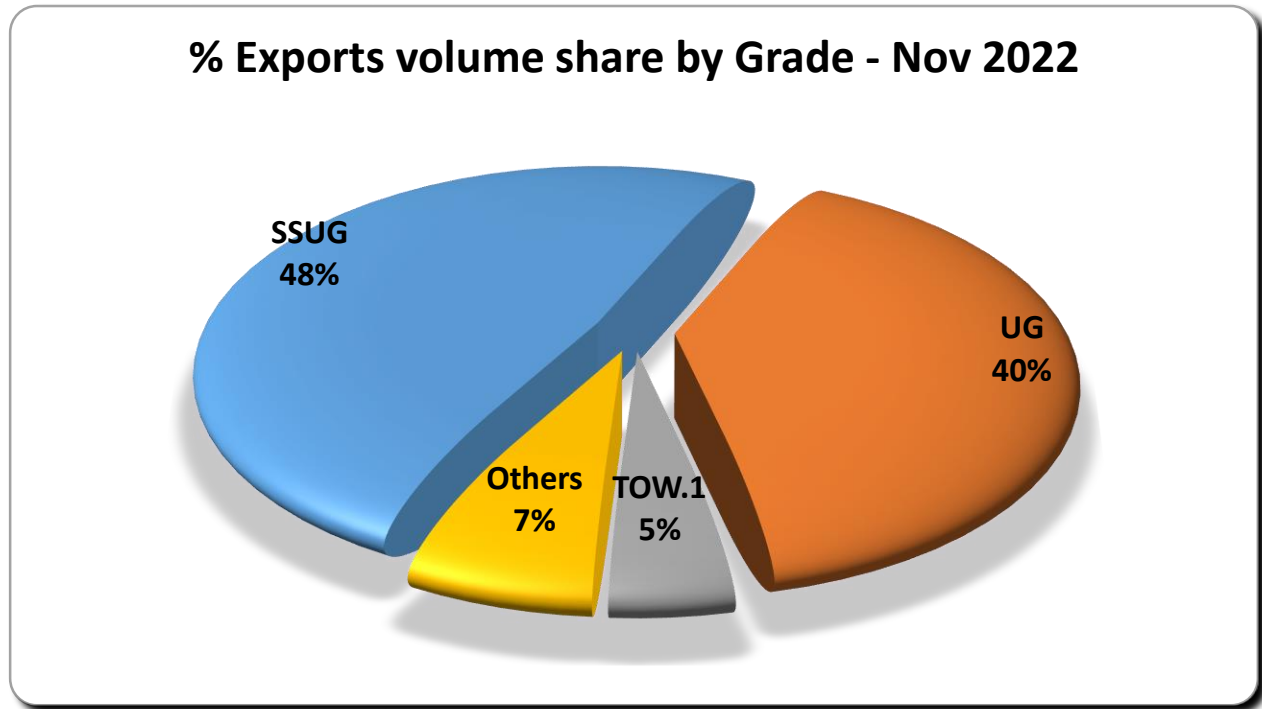


Chart 3: Market Share by grade – November 2022

Table 1: Exports by grades November 2022

Grade	Tons	Price FOB/ton US \$	Total value in US \$	Price per ton (Kshs.)	Total value Kshs.
SSUG	1,196.00	1,800.86	2,148,511.00	219,118.30	261,186,652.42
UG	984.00	1,986.23	1,908,176.00	240,494.48	231,782,552.67
TOW.1	117.90	1,140.00	140,072.00	138,832.84	17,070,426.53
TOW.2	71.00	1,390.00	97,850.00	169,324.29	11,919,274.32
UHDS	60.50	1,383.33	83,300.00	182,809.85	10,521,555.67
3L	48.00	2,200.00	105,600.00	268,684.68	12,896,864.64
<b>TOTAL</b>	<b>2,477.40</b>		<b>4,483,509.00</b>		<b>545,377,326.25</b>

## Exports by Destinations

There were a total of 15 export destinations worldwide during the month under review, up from 13 in the previous month. During the period under review, 41% of all sisal exports were made to Nigeria, which continued being the leading destination where a total of 1,008 MT were exported. Other top destinations were S/Arabia, Ghana and China in that order. This is the exact of these destination in the previous period.

The top five (5) export destinations controlled a market share of 80% of all the sisal fibre exports during the month under review, indicating the importance of these particular markets. China edged its way back to the top 5 export destinations after a low performance for almost two years, indicating its comeback. *For details, see Chart 4 below and Table 1 overleaf.*

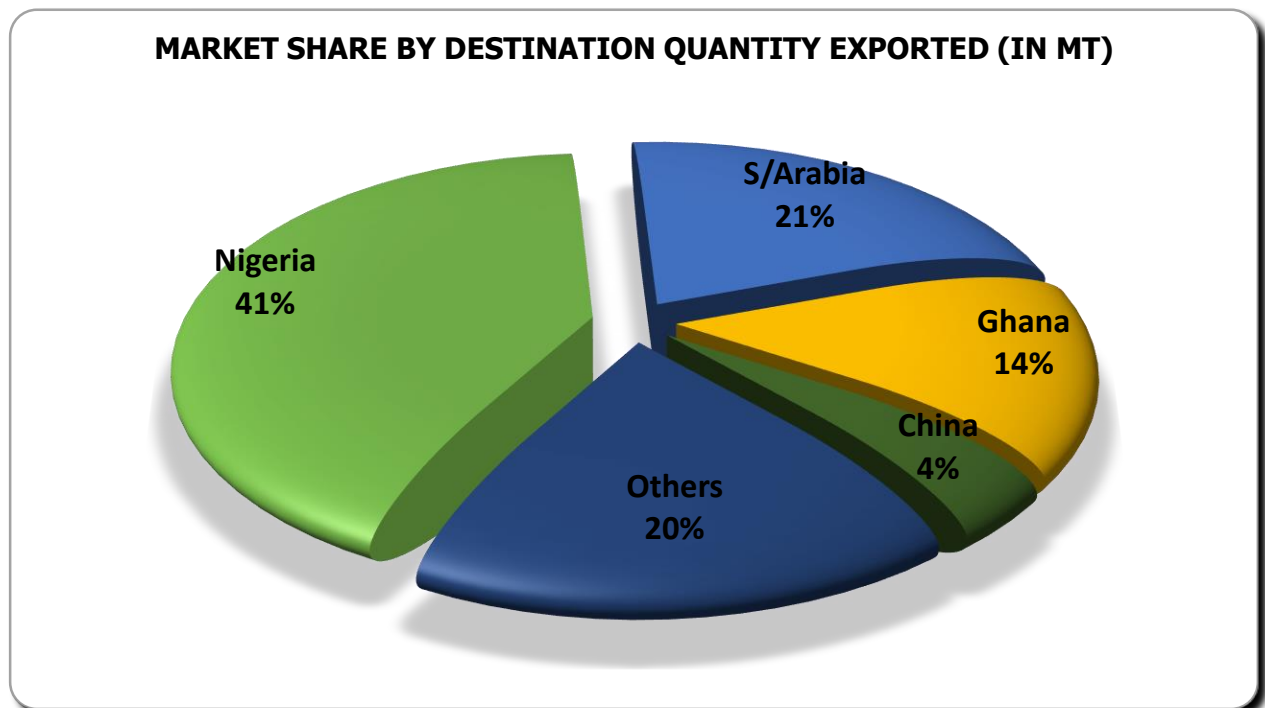


Chart 4: Market Share by Destination November 2022

Table 2: Export Share by Destination – November 2022

<b>Destination</b>	<b>Tons</b>	<b>Price FOB/ton US \$</b>	<b>Total value in US \$</b>	<b>Price per ton (Kshs.)</b>	<b>Total value Kshs.</b>
Nigeria	1,008.00	1,966.35	1,908,352.00	238,981.20	231,891,104.63
S/Arabia	508.00	1,802.27	951,025.00	219,247.61	115,723,818.85
Ghana	356.90	1,384.60	522,297.00	168,563.93	63,620,161.71
China	104.00	1,665.00	173,160.00	202,150.65	21,023,667.29
Spain	96.00	1,750.00	168,000.00	213,294.20	20,476,243.20
Togo	84.50	1,720.00	146,165.00	209,846.45	17,826,837.75
UAE	80.00	1,830.00	155,550.00	225,625.94	18,812,462.06
Belgium	48.00	2,200.00	105,600.00	268,684.68	12,896,864.64
I/Coast	28.50	1,680.00	47,880.00	204,762.43	5,835,729.31
Ivory Coast	28.50	1,680.00	47,880.00	205,597.39	5,859,525.67
Yemen	28.00	1,750.00	49,000.00	213,294.20	5,972,237.60
india	28.00	1,775.00	49,700.00	216,341.26	6,057,555.28
Jordan	28.00	2,450.00	68,600.00	298,611.88	8,361,132.64
Syria	27.00	2,100.00	56,700.00	256,471.74	6,924,736.98
Mauritania	24.00	1,400.00	33,600.00	170,635.36	4,095,248.64
<b>TOTALS</b>	<b>2,477.40</b>		<b>4,483,509.00</b>		<b>545,377,326.25</b>