

Overview of the Industry

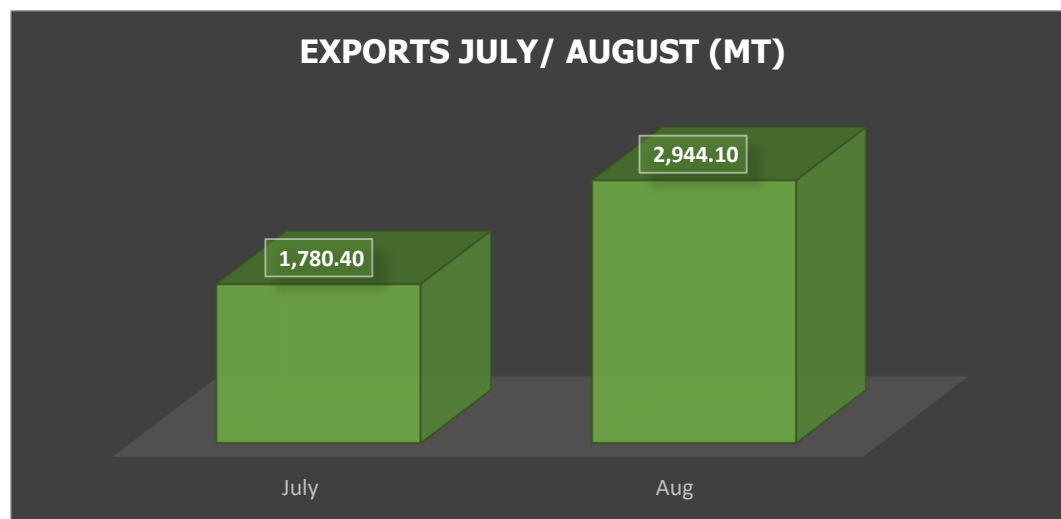
Sisal is predominantly grown by ten (10) sisal estates spread in the Coast, Eastern and Rift Valley regions of the country. Small pockets of production by Smallholder growers are spread all over the arid and semi-arid lands of the country, forming about 5% of the total production. This sisal is mainly 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 **2,944.1** MT was exported to various overseas destinations, valued at **Kshs 525,701,701.41 (USD \$ 4,827,443.60)**.

There was remarkable increase in volume exported during the period under review in comparison to the previous period by 65% as shown in *Graph 1 below*. This increase in exports could be attributed to the resumption of production by two estates which had closed down due to harsh weather conditions in the previous periods.



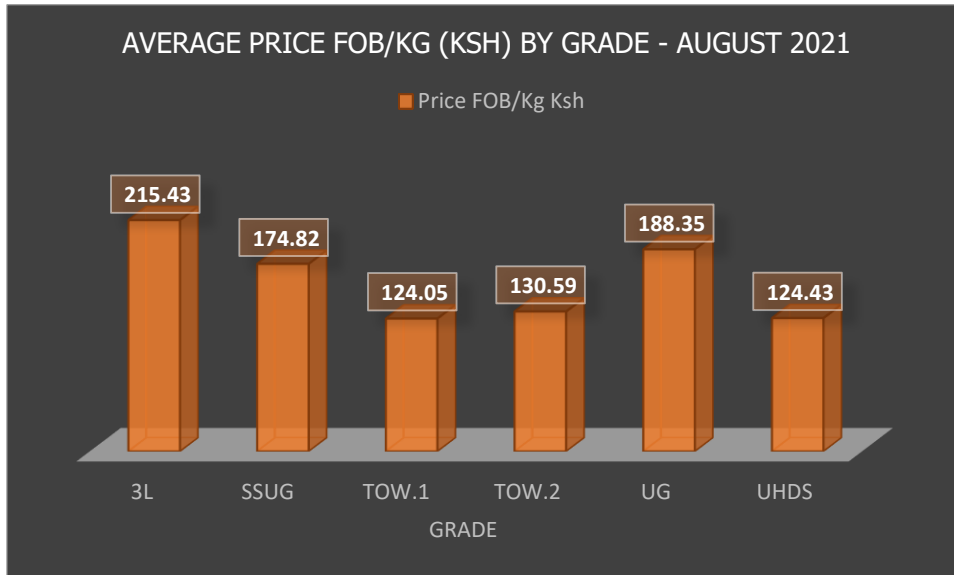
Graph 1: Volume of Exports (MT) – July & August 2021

Price and grades

The average F.O.B price of fibre was **Kshs. 178,551.22 per MT** (or US\$ 1,640 per MT), approximately Kshs **178.55** per Kg during the month under review. There were minimal changes in prices between the month of July and August, as the price in the previous month was Kshs. **178.49** per Kg.

The highest price offered (F.O.B) during the month under review was Kshs. **234,468.50** per MT (USD \$ 2,170 per MT) for grade UG exported to Gambia, while the minimum price offered in the same period was Kshs. **103,382.89** per MT (USD \$ 950 per MT) for TOW. 1, exported to Ghana.

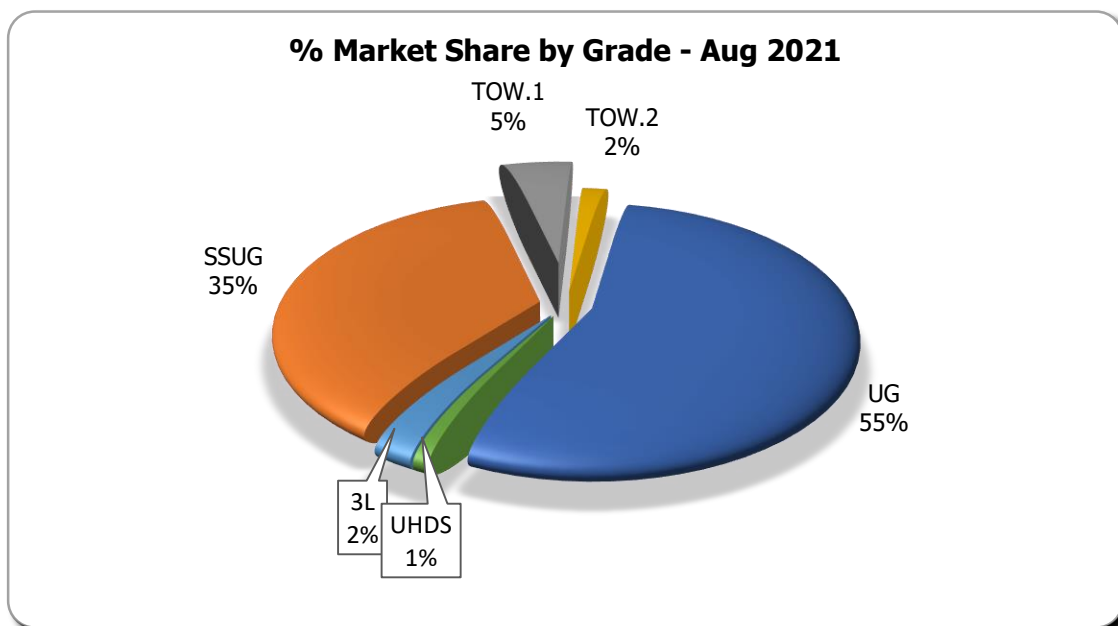
The average F.O.B prices per Kg (in Kshs) for the six grades is as shown in *Graph 2 below*, where the highest average prices per Kg was that of grade 3L at Kshs 215.43 per Kg, while the lowest was Tow.1 at Kshs, 124.05 per Kg.



Graph 2: Average F.O.B Price per Kg by Grade (in Kshs) August 2021

Export share by Grades

During the month under review, six (6) grades were traded in the export market. Grade UG was the most popular with an export volume of 1,616.50 MT, representing a 55% of all fibre traded, followed by SSUG with 1,041.05 MT representing 35 % of the market share. *For more details, See details in Pie Chart 1 below.*



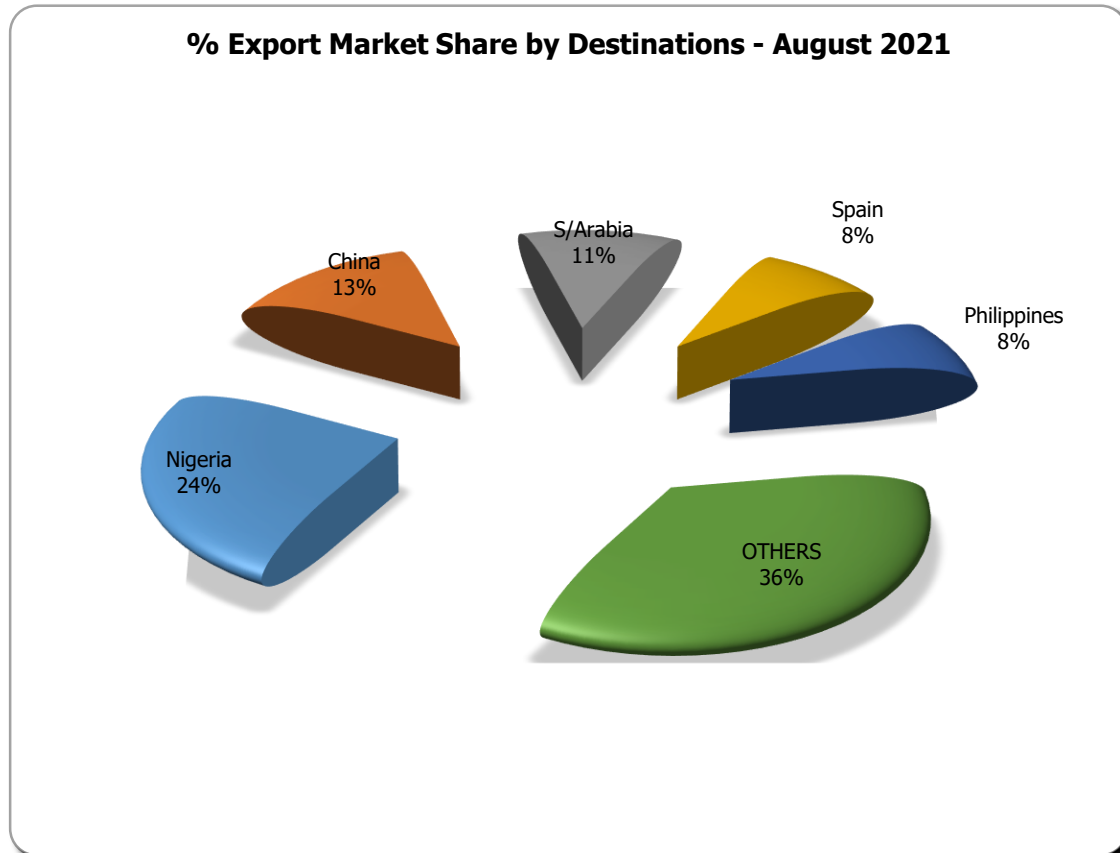
Pie Chart 1: Market Share % by Grade August 2021

Exports by Destinations

There were a total of 20 export destinations worldwide for fibre during the month under review, up from 18 in the previous month.

Nigeria continued being the leading export destination where a total of 716.5 MT was exported, an equivalent of 24% of all exports. Other top destinations were China, S/Arabia, Spain, Philippines and Ghana in that order. *For details, see Pie Chart 2 and Table 1 below.*

The top five (5) export destinations volume comprised of an equivalent of 64% of all the sisal fibre exports during the month under review, indicating the importance of these particular Overseas markets.



Pie Chart 2: % Market Share for various Export destinations - August 2021

Table 1: Exports by Destinations August 2021

Destination	Tons	AVG Price FOB/ton US \$	Total value in US \$	AVG Price per ton (Kshs.)	Total value Kshs.
Nigeria	716.5	1,657.29	1,193,525.00	180,851.45	129,992,215.52
China	386.0	1,499.00	585,754.00	163,385.08	63,783,177.29
S/Arabia	322.0	1,774.00	573,930.00	193,479.40	62,670,961.17
Spain	238.2	1,458.80	362,732.50	159,522.21	39,653,318.75
Philippines	224.0	1,633.33	362,693.10	174,768.14	39,289,687.36
Morocco	204.0	1,701.43	349,690.00	185,298.14	38,092,402.97
Egypt	179.0	1,670.00	295,350.00	181,944.21	32,168,381.20
Ghana	169.9	1,334.33	223,672.50	144,955.18	24,301,194.50
Ivory Coast	85.5	1,480.00	126,540.00	161,691.81	13,824,649.97
Libya	67.5	1,633.33	110,900.00	177,370.08	12,039,872.05
Guinea	56.0	1,800.00	100,800.00	194,929.53	10,916,053.68
Mauritania	56.0	1,800.00	100,800.00	194,940.00	10,916,640.00
Belgium	48.0	1,955.00	93,840.00	214,331.34	10,287,904.32
Benin	28.0	1,850.00	51,800.00	199,892.50	5,596,990.00
Chad	28.0	1,800.00	50,400.00	194,940.00	5,458,320.00
Gambia	28.0	2,170.00	60,760.00	234,468.50	6,565,118.00
Senegal	28.0	1,773.00	49,644.00	193,783.76	5,425,945.28
Togo	28.0	1,500.00	42,000.00	164,448.60	4,604,560.80
Iraq	26.0	1,625.00	42,250.00	176,651.80	4,592,946.80
Germany	25.5	1,975.00	50,362.50	216,523.99	5,521,361.75
TOTAL	2,944.05		4,827,443.60		525,701,701.41