

Overview of the Industry

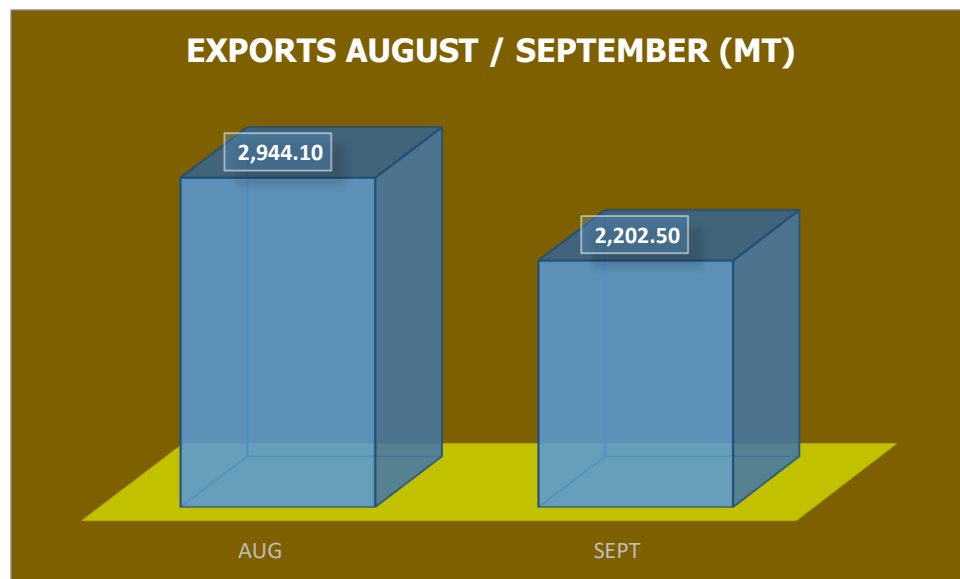
Sisal is predominantly grown by ten (10) sisal estates spread in the Coast, Eastern and Rift Valley regions of the country. Small pockets of production by Smallholder growers are spread all over the arid and semi-arid lands of the country, forming about 5% of the total production. This sisal is mainly 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 **2,202.50** MT was exported to various overseas destinations, valued at **Kshs 407,280,759.32 (USD \$ 3,703,722.00)**.

There was a decrease in volume exported during the period under review in comparison to the previous period by 25% as shown in *Graph 1 below*. This decrease could be attributed to temporary closure of one the estates due to management issues during the period.



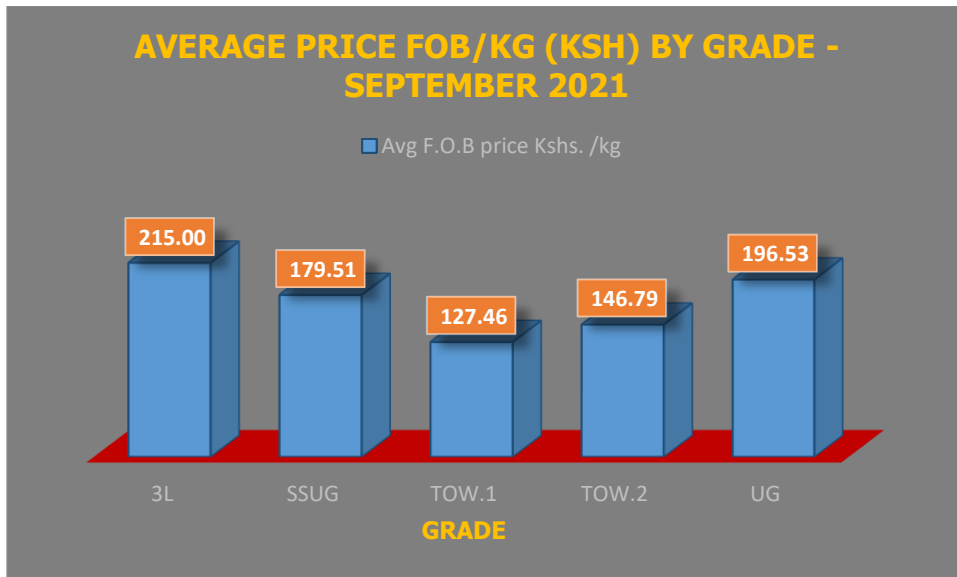
Graph 1: Volume of Exports (MT) –August & September 2021

Price and grades

The average F.O.B price of fibre was **Kshs. 181,869.39 per MT** (or US\$ 1,654 per MT), approximately Kshs **181.87** per Kg during the month under review. There was a slight increase in price (by 2%) during the month under review in comparison to the previous month of August, where the price was Kshs. **178.49** per Kg as pressure on demand for fibre continued rising.

The highest price offered (F.O.B) during the month under review was Kshs. **237,519.67** per MT (USD \$ 2,160 per MT) for grade UG exported to Benin, while the minimum price offered in the same period was Kshs. **108,873.77** per MT (USD \$ 990 per MT) for TOW.2, exported to Ghana.

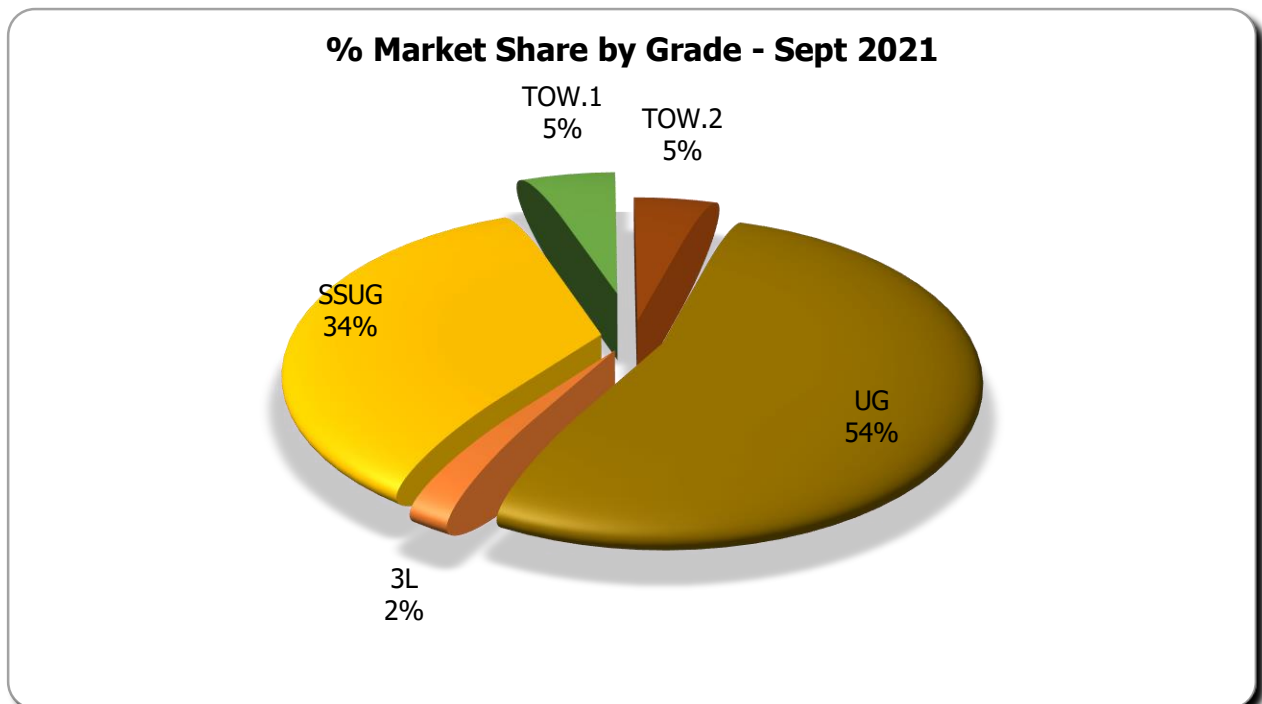
The average F.O.B prices per Kg (in Kshs) for the five grades is as shown in *Graph 2 below*, where the highest average prices per Kg was that of grade 3L at Kshs 215.00 per Kg, while the lowest was Tow.1 at Kshs, 127.46 per Kg.



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

Export share by Grades

During the month under review, five (5) grades were traded in the export market. Grade UG was the most popular with an export volume share of 1,188.50 MT, representing a 54% of all fibre traded, followed by SSUG with 749.50 MT representing 34 % of the market share. *For more details, See Pie Chart 1 below.*



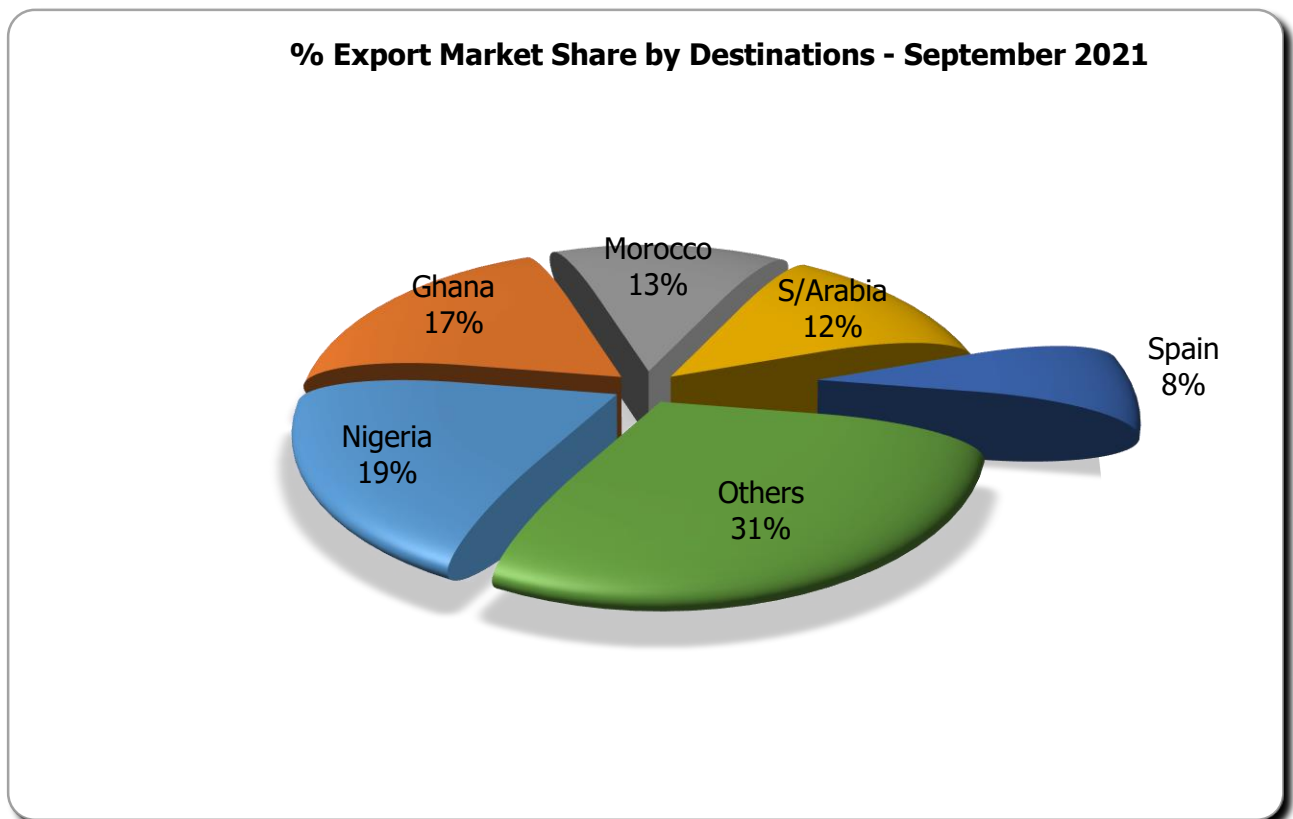
Pie Chart 1: Market Share % by Grade September 2021

Exports by Destinations

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

Nigeria continued being the leading export destination where a total of 420 MT was exported, an equivalent of 19% of all exports. Other top destinations were Ghana, Morocco, S/Arabia and Spain 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 69% 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 - September 2021

Table 1: Exports by Destinations September 2021

Destination	Tons	Price FOB/ton US \$	Total value in US \$	Price per ton (Kshs.)	Total value Kshs.	price/kg Kshs
Nigeria	420.00	1,724.63	717,102.00	189,355.25	78,753,411.47	189.36
Ghana	384.50	1,376.07	555,430.00	150,961.55	60,971,403.67	150.96
Morocco	276.00	1,839.71	502,426.00	202,502.92	55,284,985.78	202.50
S/Arabia	273.00	1,800.00	492,500.00	198,049.79	54,160,606.58	198.05
Spain	168.00	1,775.00	283,800.00	195,594.53	31,256,403.36	195.59
China	164.00	1,605.00	263,340.00	176,901.98	29,026,699.04	176.90
Philippines	100.00	1,775.00	177,500.00	195,403.54	19,540,354.00	195.40
Benin	56.50	1,820.00	102,654.00	200,140.23	11,289,232.99	200.14
Togo	56.50	1,590.00	89,880.00	174,696.96	9,875,502.42	174.70
Senegal	56.00	1,775.00	99,400.00	195,202.96	10,931,365.76	195.20
Egypt	54.00	1,610.00	86,940.00	177,239.27	9,570,920.31	177.24
Belgium	48.00	1,955.00	93,840.00	214,998.19	10,319,913.12	215.00
Israel	41.00	1,690.00	69,130.00	186,136.57	7,615,431.70	186.14
Indonesia	28.00	1,635.00	45,780.00	180,167.35	5,044,685.80	180.17
Ivory	28.00	1,500.00	42,000.00	164,960.25	4,618,887.00	164.96
Iraq	26.00	1,625.00	42,250.00	179,065.41	4,655,700.66	179.07
Libya	12.00	1,800.00	21,600.00	197,952.30	2,375,427.60	197.95
UAE	11.00	1,650.00	18,150.00	180,893.46	1,989,828.06	180.89
TOTALS	2,202.50		3,703,722.00		407,280,759.32	