

## EXPORTS

During the quarter under review a total of **6,926.80 MT** of sisal fibre was exported to various export destinations valued at **USD \$ 11,469,680.10**, an equivalent of **Kshs 1,250,604,112.70**.

The Month of August had the highest export volumes in comparison to the others during the quarter under review. [See Chart 1 below for more details]

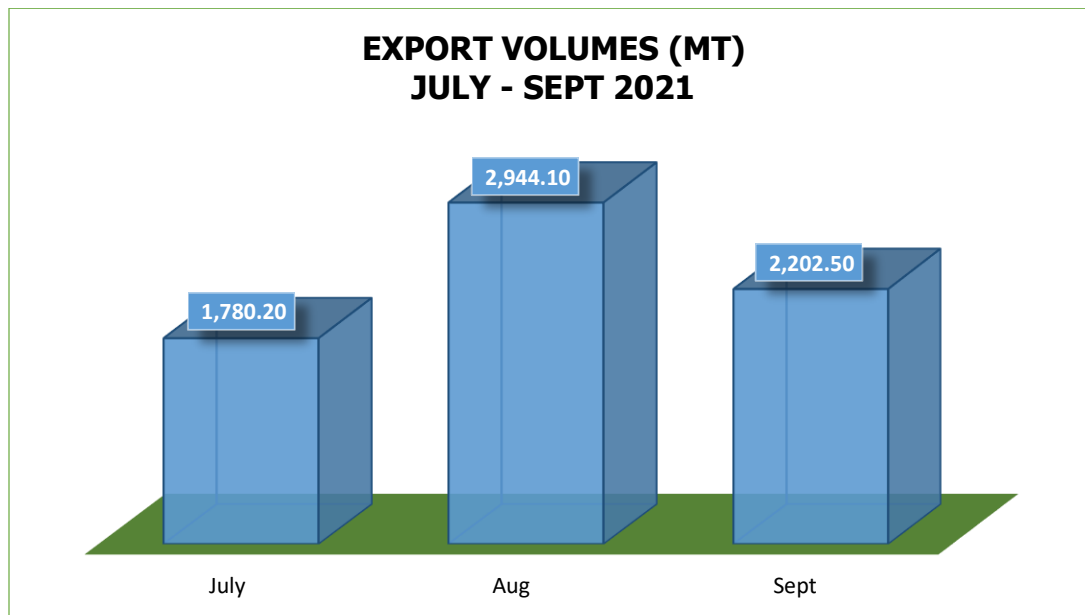


Chart 1: Export Volumes (MT) July - Sept 2021

In comparison to the previous year during the same period, export volumes were lower in the current period compared to the previous period by a 9% margin. This was due to the prevailing drought experienced in the current period [See Chart 2 below for more details]

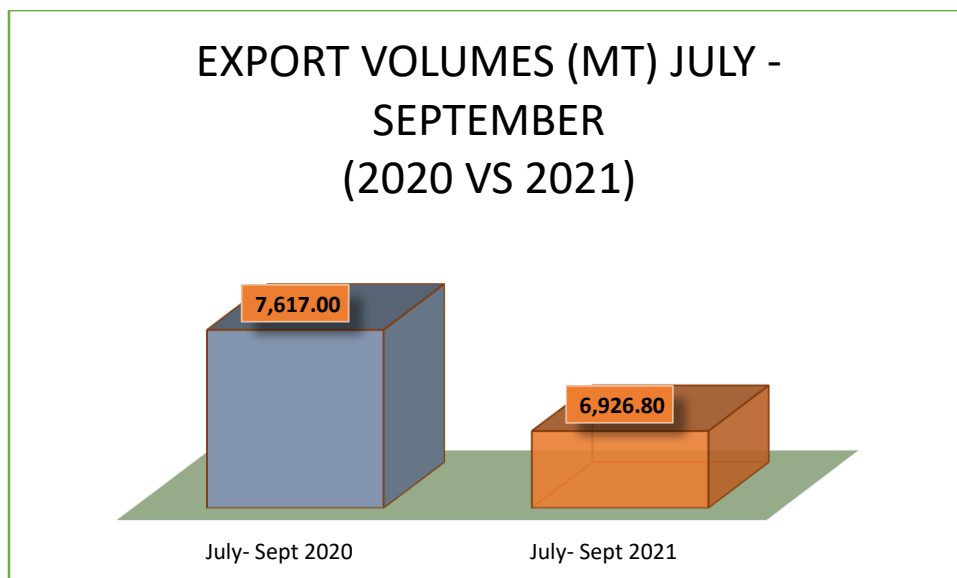


Chart 2: Comparison of Exports Volumes (MT) 2020 vs 2021 July - September

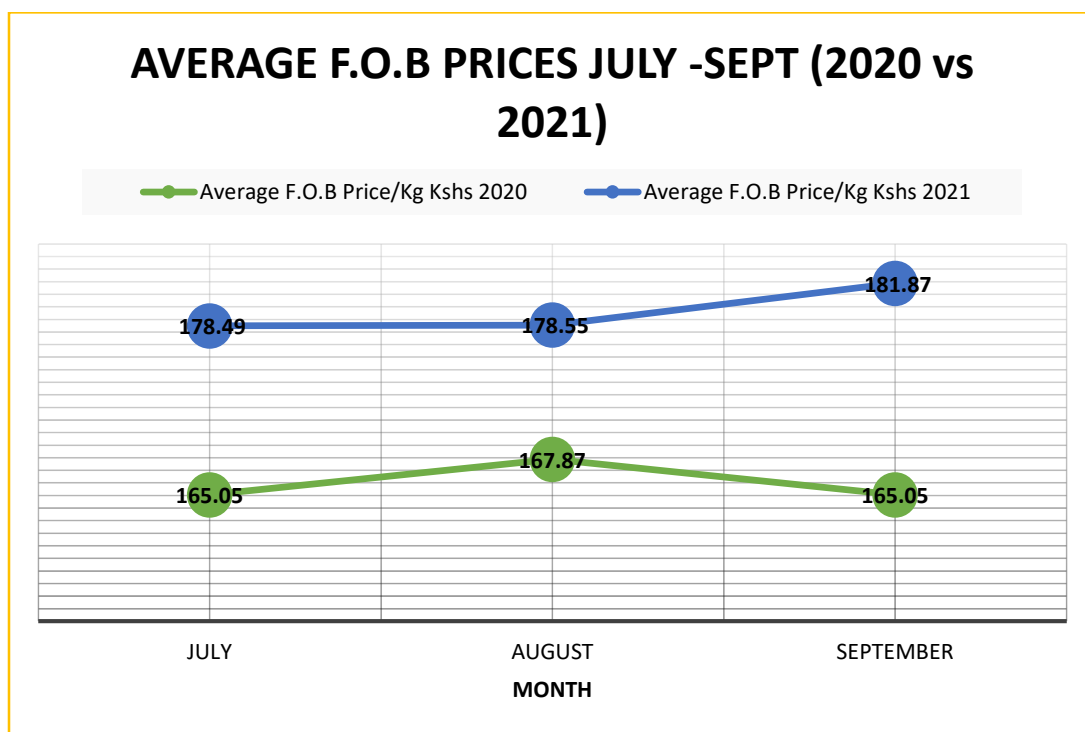
# Prices and Grades

## Prices

During the quarter under review, the overall average price was **USD \$ 1,647.35 Per MT** (Approx. Kshs 179.61 Per Kg). The highest F.O.B price during this three-month period was Kshs. 237.52 per Kg (USD 2'160 per MT). This is the highest price ever, which was in the month of September 2021 for UG grade exported to Benin.

The month by month, average price (F.O.B) during the period under review is as shown in *graph 1 below*.

In comparison to the previous year during the same period, generally prices have short up in the current period by an average of 8% *as seen in graph 1 below*. This could be attributed to market forces of demand and supply during the period under review, whereby demand for fibre has been on the rise but supply low due to drought during the period. The industry has also been recovering from the Covid-19, where during the same time last year, the challenges of the pandemic were immense.

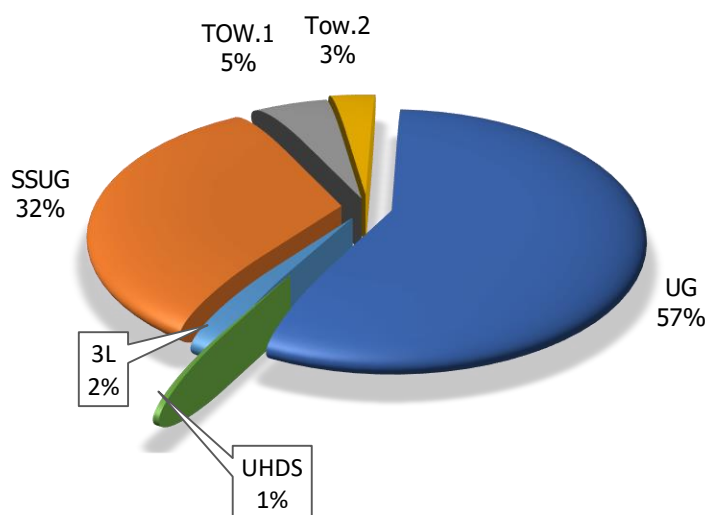


Graph 1: Average Prices July-Sept (2020 vs 2021)

## Grades

A total of six (6) sisal fibre grades were traded in the export market during the quarter under review. Grade UG was the most traded with a total of **3,966.5 MT** being exported, fetching a total of **USD 6,894,934.10. (or equivalent of Kshs. 751,166,490.81)**. This was a 57 % market share of all fibre exported during the period under review, followed by SSUG at 32 %. [ see pie chart 1 and Table 1 below for details].

## % Market Share by Grade - July -Sept 2021



Pie Chart 1: Market Share % by Grade July - September 2021

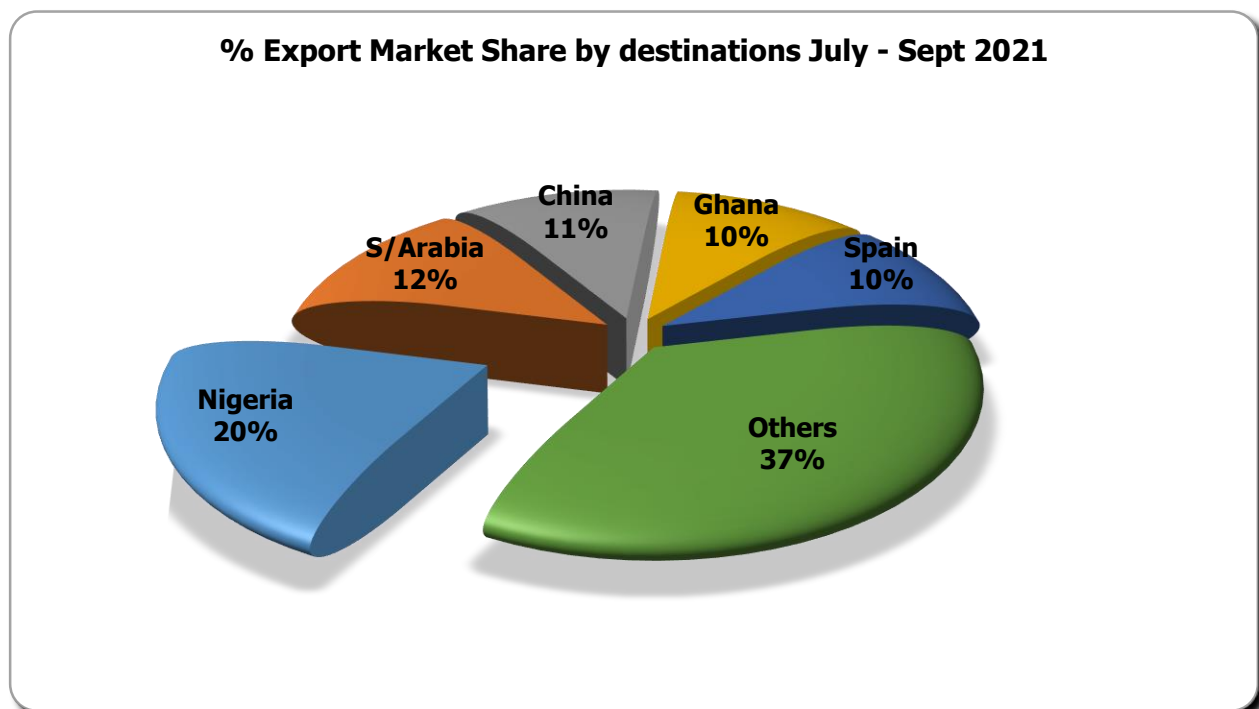
Table 1: Exports by Grade July - September 2021

Grade	Tons	Price FOB/ton US \$	Total value ( US \$)	Price per ton (Kshs.)	Total value Kshs.	Price per KG (Kshs.)
3L	149.5	1,906.67	288,442.50	208,448.20	31,586,904.47	208.45
SSUG	2,221.6	1,612.39	3,568,912.50	175,789.95	389,652,921.81	175.79
TOW.1	345.9	1,136.67	393,331.00	123,779.64	42,869,446.78	123.78
Tow.2	215.3	1,323.08	292,280.00	143,959.92	31,844,231.26	143.96
UG	3,966.5	1,756.90	6,894,934.10	191,421.39	751,166,490.81	191.42
UHDS	28.0	1,135.00	31,780.00	124,432.77	3,484,117.57	124.43
<b>TOTAL</b>	<b>6,926.75</b>		<b>11,469,680.10</b>		<b>1,250,604,112.70</b>	

## SISAL DESTINATIONS

During the period under review, fibre was exported to a total of 27 export destinations with the leading destination being Nigeria with a total of **1,415.50 MT** being exported, representing a 20 % market share. This was valued at **USD \$ 2,371,202.00**, an equivalence of **Kshs 258,499,678.47**.

The top 5 market destinations had a market share of 63 % of the entire volume of sisal exports during the quarter under review. These markets were Nigeria, S/Arabia, China, Ghana, and Spain in that order. The other 22 destinations' exports had a market share of 37.0% *[see Pie Chart 2 and Table 2 below for more details]*.



*Pie Chart 2: Market Share (%) by Destinations July - September 2021*

Table 2: Market share ( %) by Destination July - September 2021

#	Destination	Tons	Total value in US \$	Total value Kshs.
1	Nigeria	1,415.50	2,371,202.00	258,499,678.47
2	S/Arabia	839.00	1,510,930.00	164,884,526.97
3	China	746.00	1,156,814.00	126,091,503.45
4	Ghana	701.25	985,962.50	107,617,134.61
5	Spain	677.00	1,064,518.50	116,111,113.03
6	Morocco	675.00	1,178,708.00	128,678,822.75
7	Phillipines	374.00	623,943.10	67,862,721.86
8	Egypt	289.00	483,090.00	52,610,873.83
9	Togo	162.50	246,280.00	26,852,730.86
10	Belgium	144.00	281,520.00	30,769,582.08
11	Ivory Coast	142.00	213,427.50	23,284,784.09
12	Benin	112.50	215,158.00	23,445,290.19
13	Senegal	112.00	198,744.00	21,739,234.72
14	Libya	79.50	132,500.00	14,415,299.65
15	Mauritania	79.00	135,150.00	14,628,210.08
16	Guinea	56.00	100,800.00	10,916,053.68
17	Iraq	52.00	84,500.00	9,248,647.46
18	Israel	41.00	69,130.00	7,615,431.70
19	Burkina Faso	28.00	50,400.00	5,458,320.00
20	India	28.00	43,400.00	4,689,370.00
21	Jordan	28.00	51,800.00	5,597,140.36
22	Indonesia	28.00	45,780.00	5,044,685.80
23	Chad	28.00	50,400.00	5,458,320.00
24	Gambia	28.00	60,760.00	6,565,118.00
25	Germany	25.50	50,362.50	5,521,361.75
26	Japan	25.00	46,250.00	5,008,329.25
27	UAE	11.00	18,150.00	1,989,828.06
	<b>TOTALS</b>	<b>6,926.75</b>	<b>11,469,680.10</b>	<b>1,250,604,112.70</b>