SISAL INDUSTRY PERFORMANCE - March 2023

# 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 of fibre exports in March 2023

During the month under review, a total of 2010 MT of fibre was exported to various destinations.

Chart : Export Volume (MT) MARCH 2023

# Average Price/KG in each and every grades

During the month under review, only six grades were traded in the export market. Their average F.O.B prices per Kg (in Kshs) is as shown in Graph below, where the highest average price per Kg was that of grade 3L at Kshs 262 per Kg, while the lowest was TOW.2 at Kshs,136.60 per Kg. *For more details see Chart below.*

Chart : Average Price F.O.B by grade (Kshs/Kg) in MARCH 2023

## Export share by Grades

Grade SSUG was the most popular ahead of UG, with an export volume share of 960 MT, representing a 48 % share of all the fibre traded. A total of 909 MT of Grade UG, representing a 45% share came second. For more details on the other grades see *Chart and Table below*

Chart : Market Share by grade – MARCH 2023

Table : Exports by grades MARCH 2023

|  |  |  |  |
| --- | --- | --- | --- |
| **Row Labels** | **Sum of Tons** | **NUMBER of Destination** | **Sum of Total value KSH.** |
| UHDS | 24 | 1 | 4555058 |
| UG | 909 | 26 | 221216987 |
| TOW.2 | 23 | 1 | 4334913 |
| SSUG | 960 | 25 | 216148261 |
| NO.1 | 14 | 1 | 3509525 |
| 3L | 82 | 4 | 21554930 |
| **Grand Total** | **2010** | **58** | **471319675** |

**Market/Exports Share by Destinations**

There were a total of 19 export destinations worldwide during the month under review. During the period, consumers that took the lion share were Nigeria 13%, Benin 11%, Philippines 9%, China 8%, S/Arabia 7%, and others.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |

Table: Export Share by Destination , including total revenue collected – MARCH 2023

|  |  |  |  |
| --- | --- | --- | --- |
| **Row Labels** | **Sum of Tons** | **Sum of Total value KSH.** |  |
| Nigeria | 251 | 61193262 |  |
| Benin | 221 | 51039800 |  |
| Philippines | 181 | 37909736 |  |
| China | 168 | 40318353 |  |
| Morocco | 168 | 37337123 |  |
| S/Arabia | 135 | 33674924 |  |
| Algeria | 108 | 25519569 |  |
| Ivory Coast | 107 | 22630051 |  |
| Libya | 98 | 21480673 |  |
| Spain | 97 | 20535269 |  |
| Togo | 84 | 21761335 |  |
| Senegal | 84 | 21533560 |  |
| Ghana | 84 | 23185002 |  |
| India | 56 | 12648613 |  |
| Egypt | 56 | 13462728 |  |
| Belgium | 48 | 12713352 |  |
| Guinea | 27 | 6181759 |  |
| Mauritania | 24 | 4555058 |  |
| Sri Lanka | 14 | 3639507 |  |
| **Grand Total** | **2010** | **471319675** |  |

**Total Number of MT per Export Agent**

During the month under review (MARCH) the leading export agent in total MT is W/Worth with a total of 883 MT, followed by Tawi with 285 MT and others as shown in the table .