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Kenya

Exporter Guide

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Report Highlights:

This guide serves as a resource for U.S. companies seeking to export high value consumer-oriented products to Kenya and the greater East and Central African region. Kenya's geographical location, industrial development and regional integration make it a major gateway to trade. This guide provides practical tips on local business practices, consumer characteristics, food standards and regulations, import and inspection procedures. It also highlights opportunities and best high-value product prospects.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
Nairobi [KE1]
[KE]

Section I. Market Overview

Structure of the Economy: Kenya's gross domestic product (GDP) in 2006 was \$17.4 billion - small by world standards, but a heavyweight in the region. The economy remains predominantly agricultural (25% of total GDP), but is diverse by regional standards. Transport and communications, propelled by an ongoing boom in cellular telephony and related services, now account for 11% of the economy. Manufacturing and wholesale/retail trade also account for about 12.4% each.

Economic Performance: Kenya's economy continues an encouraging recovery that began in 2003. The economy grew by 6.1 % in 2006 up from 5.7 % in 2005 and 4.9 % in 2004. The growth is broad-based, driven by an expanding and dynamic private sector that highly uses modern technology and management practices. Though the government implemented economic reform measures in an effort to stabilize the economy and restore sustainable growth, major infrastructural problems such as inadequate telecommunications, overloaded electric grids, dilapidated roads and inadequate water delivery increase costs for local firms and inhibits investment. Overall inflation rose from 10.3 per cent in 2005 to 14.5 per cent in 2006, driven mainly by drought that prevailed in the first quarter of 2006 and high international oil prices in the second half of the year.

General Trade: Tea, horticulture (including fresh cut flowers), coffee, petroleum products, fish, cement and textiles are Kenya's main exports valued at US \$ 3.614 billion f.o.b. (2006 est.). Main imports include machinery and equipments, petroleum products, steel etc valued at US \$ 6.602 billion f.o.b. (2006 est.). Tourism, foreign assistance, and remittances are other large sources of foreign currency earnings and inflows.

Key Trade Partners: Kenya's biggest collective trading partner is the Common Market for Eastern and Southern African (COMESA) region which accounted for 43.2 % of the exports and the European Union at 26.1 % in 2006. Import partners include UAE 12%, India 8.9%, China 8.4%, Saudi Arabia 8.4%, US 7.1%, South Africa 6.4%, UK 5.4%, Japan 4.8% (2006 data).

U.S. Market Position

Prospects exist for US agricultural commodities, food ingredients and food products. Bulk commodities still have a larger market share than all the other commodities. Kenya is a net importer of wheat, corn, vegetable oils and planting seeds. Relative agricultural productivity for these commodities, compared to other markets is not competitive. The small but expanding retail sector offers a market for U.S. high value consumer-oriented food products while the agro-processing sector offers a market for food ingredients. Business relationships with US exporters are underdeveloped.

Over the last three years, U.S. agricultural, fish, and forestry exports to Kenya have more than doubled, growing from nearly \$37 million in 2004 to \$77.6 million in 2006. Major U.S. exports to Kenya include wheat, vegetable oils, and pulses. A significant portion of U.S. exports to Kenya is food aid and monetized shipments under Food for Progress, Title II, P.L. 480. U.S. imports of agricultural and food products from Kenya increased from \$42.7 million in 2002 to \$59.9 million in 2006, with coffee beans accounting for \$24.1 million. Overall, coffee, tea, and tree nuts (macadamia and cashew nuts) account for over 71 percent of these imports.

Consumer Market

Kenya has a relatively well-educated population estimated at 36.9 million (July 2007 est.) and a strong entrepreneurial tradition with 42.1% of its population under the age of 15 years, 55.2 % between 15 and 64 years, and 2.6 % over 65 years and over. Kenya has a high dependency ratio. Nairobi, the capital, is the largest city and has the highest population density. Most of the population in Nairobi is young - 18 to 37 years. Socio-economic surveys have categorized urban consumers based on their monthly earnings:

- Lower Income - monthly earnings below Kshs. 10,000 (US \$ 150); 29% of the total urban working population.

Middle Income - monthly earnings between Kshs. 10,000 and Kshs.40, 000 (US \$ 150-600); 59% of the total urban working population.

- Upper Income- monthly earnings of Kshs. 40,000 (US \$ 600) and above; 12% of the total urban working population.

The growing middle class (5-10% of the total population), the large expatriate community and a growing tourism industry, account for the relatively high demand for high value consumer-oriented food items.

General Consumer Tastes and Preferences

The Kenyan market is very sensitive to price. Most of the consumers base their buying decisions more on price than quality. Purchase decisions are also largely based on brand awareness and service level. With the modest growth in the economy over the last three years, consumer spending is expected to increase as well. The consumer has become more sophisticated, demanding quality and exceptional service.

A big share of the food items (over 70 per cent) in the retail and food service sectors are locally manufactured with imports accounting for 30 per cent.

Commercial Environment

Good prospects exist for U.S. agricultural commodities and high value products in the East African market. There is a growing supermarket industry and competition is intense. Agents and distributors remain the key to developing export of U.S. consumer-oriented food items. The dominant supermarket chains in Kenya (Nakumatt, Uchumi, Tusker Mattresses and Ukwala) are offering American high value products (nuts, snack foods, salad dressings, soups and sauces, canned and pet foods, etc.).

Establishment of a personal relationship with importers is essential to selling food products in Kenya. There is no established direct presence of American distribution companies in Kenya. Appointing a sole distribution agent in Kenya may be a good strategy for some products. Currently, some Kenyan companies buy from U.S. suppliers and handle all the details of importing. It is important to have a knowledgeable Kenyan company involved on the import side to address the special characteristics of the Kenyan market.

Advantages	Challenges
On going restructuring of the Kenyan economy and the encouraging economic recovery could enhance free trade. Kenya's geographical location, industrial development and being a member of regional trading blocs (EAC and COMESA), makes it a major gateway for trade in East and Central African region.	Erratic and unpredictable policy shifts pose major challenges to the traders. Kenyan government officials are constantly revising import standards.
Imported products have a positive image in the local market. U.S. food products are associated with high quality. There is a growing expatriate community, middle class and tourism industry in Kenya.	Long distance to the Kenyan market keeps U.S. shipping costs high, resulting in high product pricing. There are no direct flights or shipping routes to and from the U.S.
U.S. producers offer quality and a wide range of high value consumer oriented food products and food ingredients.	Kenyan consumers, importers, retailers and processors are not aware of the wide range of U.S. agricultural and food products. Likewise, U.S. exporters have limited knowledge of the Kenyan/East African market and its potential.
Kenya has an expanding modern retailing food sector (supermarkets and hypermarkets) due to a growing urban population and exposure to the western lifestyle.	High tariff rates and bureaucracy involved in clearing imported foodstuffs discourage importers interested in U.S. food products
<p>Kenya has progressive and experienced business leaders, thriving sales through established and informal market channels, strong interest in business innovation, product development and a desire to network, form linkages, and alliances with U.S. businesses.</p> <p>Inadequate supply of critical raw materials (e.g. cereals, industrial sugar, edible oils) used as ingredients for the manufacture of other products (juices, bakery products, refined oils etc.). Most of the producers are operating under installed capacity.</p>	Relative proximity of South Africa, UAE and Europe to the East African market increases competitive posture vis a vis U.S.

Section II. Exporter Business Tips

The principles of customary business courtesy, especially replying promptly to request for price quotations and orders, are a prerequisite for export success.

In general, Kenyan business executives are relatively informal and open. The use of first or surname name at an early stage of a business relationship is acceptable. Friendship and

mutual trust are highly valued and once this trust is earned, a productive working relationship can be expected.

Like anywhere else in the world, negotiation is paramount. Early Indian and Arab influences in Kenya introduced haggling at retail level refined into bargaining at wholesale and distribution levels. Thus, Kenyan businessmen usually drive a hard bargain.

Business gifts are not common but business entertainment like lunches, golf and cocktails help finalize major deals and agreements. Kenyan businessmen appreciate quality and service and are ready to pay extra if convinced of a product's overall superiority. The market is very price sensitive, however, care must be taken to assure that the delivery dates are closely maintained and that after-sales service is promptly honored. While there are numerous factors that may interfere with prompt shipment, the U.S. exporter should allow for additional shipping time to Kenya and ensure the Kenyan buyer is continuously updated on changes in shipping schedules and routing. It is better to quote a later delivery date that can be guaranteed than an earlier one that is not completely certain. Since Kenyan importers generally do a lower volume of business than the U.S. exporters, U.S. exporters should be ready to sell smaller lots than is the custom in the U.S.

The U.S. exporter should maintain close liaison with the importer to exchange information and ideas. The importer should serve as a good source of market information and as appraiser of product market acceptance. In most instances, mail, fax or telephone calls are sufficient but understanding developed through periodic personal visits is the best way to keep the importers apprized of new developments and to resolve problems quickly.

Prompt acknowledgment of correspondence by fax or email is recommended.

As is the case in most markets, vigorous and sustained promotion is often needed to launch new products.

Food Standards Regulations

Imported foodstuffs must comply with standards stipulated by Kenya Bureau of Standards (KEBS). In absence of these, Codex Alimentarius (international) standards apply.

In relation to the retail and food service sectors, the most important standards are the "Labeling of prepackaged Foods KS 05-40 Parts 1-2:1990", which gives requirements for the labeling of prepackaged foods intended for human consumption except as otherwise provided in a specific Kenya Standard. This revised version includes labeling requirements for special dietary foods (i.e. food with nutritional claims).

The standards are available from KEBS at a cost. According to the general guidelines, labeling must show generic/common name and brand/trade name of the product (on the main panel), manufacture and expiry dates, list of ingredients, storage conditions, batch number and country of manufacture. The label must be in English and/or Kiswahili language. Weights and measure indicators must be in metric according to the Weights and Measures, Rule 1971 (Sale and Labeling of Goods).

Food which has been treated with ionizing radiation shall be so designated on the label.

At the time of offloading, all imported products should have more than 75 per cent shelf life.

KEBS is currently reviewing all food standards and harmonizing with other standards in the East African region. Imported foods with non-nutritive sweeteners (e.g. aspartame,

potassium cyclamate, sodium saccharine etc.) are restricted. If imported, KEBS must be informed.

KEBS stipulates that imported genetically modified foods be accompanied with a certificate of analysis. Bulk commodities require additional declaration in the phytosanitary certificates stating the genetic modification status of the product.

*For further details on Kenya's food and agricultural import regulations, refer to **FAIRS Report KE7012 and KE7013.***

Container Sealing Requirements

Sealing of full container loads is required during physical inspection. Exporters are required to give advance notice to SGS of container stuffing arrangements so that the date of inspection is scheduled to coincide with stuffing.

Regulatory Agencies involved in Food Imports.

Agricultural goods and products imported into Kenya from overseas countries are all subject to Government regulations as implemented by the Kenya Revenue Authority (KRA) Customs and Excise Department, Kenya Bureau of Standards (KEBS), Kenya Plant Health Inspectorate Service (KEPHIS), Department of Veterinary Services (DVS) and Department of Public Health.

The Customs and Excise Department collects taxes including import duty, excise duty, and value added tax (VAT), for both imports and locally manufactured products.

KEBS inspects all imported processed foods and non-food items, while KEPHIS certifies all exports and imports of bulk, raw agricultural products and planting materials to ensure that they are free from pests and diseases.

DVS is the regulatory institution that certifies imports of meat and livestock related products.

Department of Public Health has the overall mandate to ensure that food meant for human consumption is safe and of quality.

There is no import licensing except for a few items restricted for security, health or environmental issues detailed in the Imports, Exports and Essential Supplies Act (Cap 502).

All imports procured by Kenyan based importers must be insured with companies licensed to conduct business in Kenya.

General Inspection Procedures

Effective September 29th, 2005, Kenya Bureau of Standards (KEBS) implemented the Pre-Export Verification of Conformity (PVoC) to standards program as a conformity assessment and verification procedure applied to imported products. The government through KEBS, appointed Societe Generale de Surveillance (SGS) and Intertek to run the PVoC program. The Americas (North, Central & South) & the Caribbean fall under SGS'es zone of responsibility. Exporters should ensure that food products meet regulations and quality requirements as stipulated by Kenya before shipment by carrying out tests and/or obtaining the necessary certification from the appointed PVoC partners. SGS is the appointed inspection company for the U.S.

Request for Certification

The importer may trigger off the process by submitting the IDF and Proforma invoice to SGS Kenya or the SGS office in the U.S. may contact the exporter and provide him with a Request for Certification Form (RFC). The exporter must send the form completed together with the pro-forma invoice providing details about date and place of inspection.

With the new system exporters have three routes for certification:

Route A: Consignment Inspection and Testing

Upon satisfactory inspection and testing SGS will issue a certificate of conformity (CoC). The CoC is valid only for one consignment and lasts for a maximum of 90 days from the date of inspection.

Route B: Product Registration, Inspection and Random Testing

This route is recommended for frequent exporters of homogenous products. Involves self-declaration of compliance supported by substantiated evidence (test reports, ISO certificates etc). With successful completion of the registration process, a Statement of Registration is issued for the product range/products, valid for 1 year.

Route C: Product Licensing

Applicable to manufacturers (Diamond Mark Holders are eligible) who have registered their products and demonstrated consistent shipment compliance. The manufacturing facility is audited; however, random inspection and testing is done to monitor continued compliance.

PVoC Charges

Route A: 0.475 % of FOB value subject to a minimum of USD 180

Route B: 0.425 % of FOB value subject to a minimum of USD 180

Route C: 0.25 % of FOB value subject to a minimum of USD 135

For more details visit: <http://www.kenyapvoc.com>

Import Taxes

The East African Community (EAC) trading block, comprised of Kenya, Tanzania, and Uganda has approved a Customs Union Protocol, which sets zero duty on most goods traded between member nations. The Protocol took effect January 1, 2005 and established a Common External Tariff (tariffs on goods imported from markets outside the block), which has resulted in a harmonization of import tariffs for all three countries and a significant tariff reduction for most goods. However, import tariff rates for some key agricultural products have increased considerably.

A three-band tariff of 0 percent, 10 percent and 25 percent has been established with the rates applying as follows:

Raw Materials	0%
Processed or Manufactured Inputs	10%
Finished Products	25%

Value Added Tax (VAT) is levied on goods imported into or manufactured in Kenya, and taxable services imported or provided. The standard VAT is 16%. Restaurant services are also taxable at 16%.

Excise duties are levied on fruit juices, beer, tobacco products, matches, spirits, wines, mineral water and biscuits. The rates vary for different products; for example, for fruit juices are 10%, biscuits are Kshs.70 per kilogram (US \$ 0.875).

Import Documentation

- Import Declaration Form (IDF – Form C-61) – Issued by Kenya Revenue Authority [KRA] – (Customs and Excise Department) is required of all imports at a cost of 2.25 per cent of C.I.F. The clearing agent who enters information such as the importers and exporter's names and contacts, invoice details, description and quantity of goods, etc completes the IDF. The IDF is a summary of the information contained in the supporting documentation.
- Suppliers invoice; the invoice provides the details of the goods such as description of the goods, price and quantity.
- Packing list; provides the details of the contents of a particular package. Also, provided by the supplier.
- Bill of Lading/airway bill; document evidencing a contract of carriage of goods between a shipper and a carrier of goods (ship or airline). The supplier will send the importer the document after s/he has passed the goods onto the carrier for shipping and they have acknowledged receipt.
- Customs Declaration Form (Form C-52) – Issued by KRA (Customs and Excise Department). The importer is required to complete and sign it to show true and accurate value declaration of the imported goods.
- Certificate of Compliance – Processed as required by different authorities such as KEBS (certificate of conformity), KEPHIS (phytosanitary certificate), Department of Veterinary Service (Meat Import Permit) and certificate of analysis for all products. Competent authorities in the supplier's country issue these after inspecting the goods. The supplier will then send you the relevant certificate to show that the goods comply with the local requirements.
- Release Order – issued by the port authority. This document allows the goods to be released to the importer or the agent after verification and payment of the storage and other charges that may have accrued.

Only licensed clearing agents are authorized to lodge clearance/export documents with Customs.

The Customs system is automated ("Simba system").

To avoid inconvenience, clearance documents should be lodged prior to arrival of goods.

Section III. Market Sector Structure and Trends

Kenya's food retail, food service and food processing sectors are simple but diverse.

Food wholesaling and distribution is relatively simple and direct. There is limited direct importation from the United States. Most high value food products from the US are imported via consolidators in Dubai (United Arab Emirates) or suppliers in South Africa and Europe.

Importing companies or agents sell the goods directly to the supermarkets and hotels and/or through appointed distributors/wholesalers. In contrast to local manufacturers, importers do limited promotional activities.

Locally manufactured goods are sold either directly to the supermarkets and the food service sector and/or through appointed distributors.

Food service is a very important sector in the Kenyan tourism industry. The tourism sector sustained its recovery course in 2006 as evidenced by the main indicators. As a result, tourism earnings rose from US \$ 648 in 2005 to \$ 779 in 2006, recording a remarkable growth of 14.9 per cent. An estimated 1.6 million visitors toured the country and this number is expected to increase by 10 percent in 2007. The growth is attributed to aggressive marketing campaign to tap new markets especially, the Far East. The industry has experienced a boom reminiscent of the early 1990s and currently hotels are fully booked for the December holiday season.

With the on-going economic reforms, rising incomes and a strong tourism sector, Kenya is becoming an attractive market in the East African region.

NOTE: Please refer to upcoming Kenya's Retail Food Sector (Nov. 2007) and Food Ingredients Reports (March 2008).

Section IV. Best Consumer Oriented Product Prospects

Generally, a wide range of the dry groceries. Specifically,

- Breakfast cereals
- Snack foods (popcorn, sweets, etc.)
- Confectioneries (candies)
- Canned foods
- Nuts and dried fruits (almonds, peanuts, hazelnuts, walnuts).
- Salad dressings
- Soups and sauces
- Rice (brown long grain US rice and parboiled)
- Bread Spreads (jams, jellies, marmalade, and butter)
- Specialty wines
- Energy Drinks
- Processed fruit and energy juices
- Infant Foods
- Pet Foods
- Frozen food products
- Baking mixes and supplies

Section V. Key Contacts and Further Information

US Embassy, Nairobi

Office of Agricultural Affairs
Unit 64114
APO AE 09831
Tel: 254-2-363 6340
Fax: 254-2-363 6349
Email: AgNairobi@usda.gov
Website: <http://www.fas.usda.gov>
Contact: Kevin N Smith, Agricultural Counselor

Foreign Commercial Service
Unit 64100
APO AE 09831- 4100
Tel: 254-2-363 0000
Fax: 254-2-363 6065
Email: nairobi.office.box@mail.doc.gov
Contact: Commercial Counselor

Government of Kenya

Kenya Bureau of Standards
P.O. Box 54974
Nairobi, Kenya.
Tel: 254-20-600034/66 or 69028201/401/410
Fax: 254-20-609660/503293
Email: info@kebs.org
Website: <http://www.kebs.org> and www.kenyapvoc.com
Contact: Eng. Dr. Mang'eli Kioko, Managing Director

Customs and Excise Department
Ministry of Finance
P.O.Box 30007
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Tel: 254-20-715540
Fax: 254-20-718417
Website: <http://www.revenue.go.ke> and www.kra.go.ke

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Table A: Key Trade and Demographic Information

	2002	2003	2004	2002	2003	2004
Agricultural Imports From All Countries(\$Mil)/ U.S. market share(%)-1	404	N/A	472	3%	0%	4%
Consumer Food Imports From All Countries(\$Mil)/ U.S. market share(%)-1	42	N/A	61	2%	0%	1%
Edible Fishery Imports From All Countries(\$Mil)/ U.S. market share(%)-1	2	N/A	5	0	3%	4%
Total Population (Millions) - / Annual Growth Rate(%)-2007 est.	36.9				2.8%	
Urban Population(Millions) / Annual Growth Rate(%)-3	8				4%	
Number of Major Metropolitan Areas - 2	5					
Size of Middle Class(Millions)/Growth Rate (%) ³	58%				4%	
Per Capita Gross Domestic Product (U.S. \$M) -2006 est.	1200					
Unemployment Rate (%) [*]	30					
Per Capita Food Expenditures (U.S. \$)-5	240					
Per cent of Female Population Employed -4	30%					
Exchange Rate (US \$1 = Kshs.)- Average Rate 2006	72.1					

Footnotes

1/ FAS' web-enabled UNTrade database(HS 6-digit option; Import Market Share BICO 3-Yr Format)

2/ Population in excess of 1,000,000

3/Urban working population earning a monthly income of US \$ 125 and above
as a percentage of total urban working population

4/ Employed Females/Total economically active Female population (15 - 64 years old)- formal employment

5/Food comprises the largest share of 42.4 per cent of total consumption expenditure

TABLE B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS

Kenya Imports (In Millions of Dollars)	Imports From the World			Imports from the U.S.			U.S Market Share %		
	2002	2003	2004	2002	2003	2004	2002	2003	2004
CONSUMER-ORIENTED AGRICULTURAL TOTAL	42	NA	61	1	NA	1	2%	0	1%
Snack Foods (Excl. Nuts)	3	NA	4	0	NA	1	0	0	0
Breakfast Cereals & Pancake Mix	1	NA	1	1	NA	1	1%	0	0
Red Meats, Fresh/Chilled/Frozen	1	NA	1	0	NA	0	0	0	0
Red Meats, Prepared/Preserved	1	NA	1	0	NA	0	0	0	0
Poultry Meat	1	NA	1	0	NA	0	0	0	0
Dairy Products (Excl. Cheese)	3	NA	3	1	NA	1	0	0	0
Cheese	1	NA	1	0	NA	0	0	0	0
Eggs & Products	1	NA	1	0	NA	0	0	0	0
Fresh Fruit	2	NA	4	0	NA	0	0	0	0
Fresh Vegetables	7	NA	1	0	NA	0	0	0	0
Processed Fruit & Vegetables	2	NA	3	1	NA	1	1%	0	8%
Fruit & Vegetable Juices	1	NA	1	1	NA	0	1%	0	0
Tree Nuts	1	NA	1	1	NA	1	28%	0	23%
Wine & Beer	6	NA	7	1	NA	1	2%	0	0
Nursery Products & Cut Flowers	3	NA	9	1	NA	1	0	0	1%
Pet Foods (Dog & Cat Food)	1	NA	1	0	NA	0	0	0	0
Other Consumer-Oriented Products	18	NA	25	1	NA	1	2%	0	1%
FISH & SEAFOOD PRODUCTS	2	NA	5	1	NA	1	3%	0	4%
Salmon	1	NA	1	0	NA	0	0	0	0
Surimi	1	NA	1	0	NA	0	0	0	0
Crustaceans	1	NA	1	1	NA	1	61%	0	73%
Ground fish & Flatfish	1	NA	1	0	NA	0	0	0	0
Mollusks	1	NA	1	0	NA	0	0	0	0
Other Fishery Products	7	NA	4	0	NA	0	0	0	0
AGRICULTURAL PRODUCTS	404	NA	472	14	NA	19	3%	0	4%
AGRICULTURAL, FISH & FORESTRY TOTAL	412	N/A	490	14	N/A	19	3%	0%	4%

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

TABLE C: TOP SUPPLIERS OF CONSUMER FOODS AND EDIBLE FISHERY PRODUCTS

CONSUMER-ORIENTED AGRICULTURAL TOTAL - 400 Reporting: Kenya - Top 15 Ranking			
	Imports		
	2002	2003	2004
	Value 1000\$	Value 1000\$	Value 1000\$
South Africa	7515	0	9807
United Kingdom	5486	0	9059
Netherlands	3034	0	7038
United Arab Emirates	1648	0	3668
Italy	2997	0	2512
Egypt	1188	0	2460
Areas NES	19	0	2288
Tanzania, United Republic of	617	0	2287
France	1910	0	1531
Ireland	1350	0	1515
Switzerland	539	0	1451
Saudi Arabia	557	0	1314
Spain	696	0	1294
China (Peoples Republic of)	392	0	1254
Germany	2830	0	1218
Other	11303	0	11803
World	42088	0	60533
FISH & SEAFOOD PRODUCTS - 700 Reporting: Kenya - Top 15 Ranking			
	Imports		
	2002	2003	2004
	Value 1000\$	Value 1000\$	Value 1000\$
Spain	1414	NA	3909
United States	63	NA	180
United Kingdom	59	NA	174
Tanzania, United Republic of	197	NA	128
Namibia	98	NA	108
Oman	0	NA	53
Mauritius	0	NA	52
Norway	31	NA	50
United Arab Emirates	13	NA	37
Hong Kong	35	NA	26
India	14	NA	22
Italy	137	NA	16
Thailand	15	NA	16
Yemen (Sanaa)	0	NA	8
Singapore	6	NA	7
Other	220	0	4
World	2308	0	4788

Source: FAS Global Agricultural Trade System using data from the United Nations Office