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Kenya

Exporter Guide

2013 Exporter Guide

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Report Highlights:
As more Kenyans rise into the middle-class, consumer-ready food imports increased to reach $269 million in calendar year 2012. FAS/Nairobi projects Kenya's consumer-ready food imports to reach a record high of $300 million in 2013 and to continue increasing over the next five years. The best consumer-oriented product prospects for U.S. suppliers include tree nuts (almonds and pistachios), snack foods, sauces, mixed condiments and seasonings, processed fruit and vegetable juices.

Post:

Nairobi

SECTION I. MARKET OVERVIEW

Kenya has the largest economy in East Africa with a Gross Domestic Product (GDP) of $40.7 billion (2012), with a five-year average economic growth rate of 4.3 percent. During the same period, the value of agricultural exports to Kenya has increased at an annual average of 14.5 percent. The United States share of the import market has not kept the same pace, but many opportunities exist for U.S. agribusinesses and food businesses to tap into Kenya's growth. Kenya is also the gateway to East Africa and a trade hub in the region.

Kenya is a net importer of agricultural, fish and forestry products. In the past three calendar years, 2010, 2011 and 2012 respectively, imports of agriculture, fish, and forestry products to Kenya totaled $1.5million, $2.0 million, and $2.2 million respectively, whereas exports totaled $2.8 million, $3.0, and $3.1 million. Limitations in some of Kenya's agro-processing sector has driven import growth for consumer-oriented foods/beverages including food ingredients for further processing, and edible fishery products.

Following table and narrative summarizes Kenya's key economic trends and agricultural products imports:

Economic Trends	**2009**	**2010**	**2011**	**2012**	**2013E**	**2014F**	**2015F**
Population (millions)[1]	39.8	40.9	42.0	43.2	44.4	45.5	46.7
Population Growth Rate (%)[1]	2.46	2.46	2.46	2.46	2.46	2.36	2.32
Formal Sector Employment ('000s)[2]	1,959	2,016	2,084	2,149	2,200	2,300	2,400
Informal Sector Employment ('000s)[2]	8,677	9,333	9,920	10,511	10,600	11,000	12,000
Public Sector Employment ('000s)[2]	612	620	643	655	675	680	700
Nominal Gross Domestic Product (GDP) (US$ Millions)[1]	30,600	32,231	34,330	40,697	42,895	45,420	47,794
GDP per capita (US$ at PPP)[1]	1,553	1,619	1,677	1,737	1,805	1,891	1,983
GDP growth rate (%)[1]	2.7	5.8	4.4	4.6	5.1	5.6	5.7
Inflation (%)[2]	10.5	4.1	14.0	9.4	8.3	7.5	6.0
Exchange Rate (Kshs/US$)[1]	75.82	80.75	85.07	86.00	88.6	93.0	94.8
Agricultural Products Imports							
Total Agricultural Products Imports from the World	1,5	1,4	1,9	2,0	2,2	2,4	2,6

($ millions)[3]	85	78	79	36	00	00	00
Total Agricultural Products Imports from the United States ($ millions)[3]	193.3	97.6	81.1	62.0	79.8	74.2	68.6
Total Agricultural, Fish & Forestry Imports from the United States ($ millions)[3]	193.5	98.7	83.5	66.38	83.60	78.65	73.70
Total Import of Consumer-oriented foods and Edible Fishery Products from the World ($Millions)[3]	157.1	193	239	281	300	330	370
Total Imports of Consumer-oriented foods and Edible Fishery Products from the United States($millions)[3]	16.26	29.00	9.00	15.00	15.90	17.00	18.00

Data Sources: [1]Economist Intelligence Unit/IMF, International Financial Statistics, [2]Economic Survey, 2013, [3]Global Trade Atlas (GTA), and [E,F] FAS/Nairobi Estimates

Economic Situation

The Economist Intelligence Unit (EIU) projects that Kenya's economy will grow by 5.1 percent in calendar year (CY) 2013, and modestly improve to 5.6 percent in CY 2014. Kenya's economic growth will follow on through 2020 at about the same annual rate of increase. EIU forecasts an average annual growth rate of 5.7 percent 2013-to-2020 and 5.6 percent forecast during 2021-to-2030. In spite of the expected economic growth, it will not be sufficient to decrease the high unemployment and poverty rates significantly in Kenya, due to the continuing uneven distribution of wealth.

Relatively high inflation and a weakening Kenyan Shilling (Ksh) will contribute to the relatively slow growth during CY 2013, according to the latest World Bank report on Kenya. The Kenyan Shilling may continue to depreciate due to a mix of internal and external factors during the period, adding to the inflation woes of the poor and middle class, even while benefiting Kenyan processors and exporters.

The peaceful election and transition process in the first quarter of CY 2013, continued investment in infrastructure (especially, transport and power), expansion of the middle class, increased regional trade, and Kenya's location as a key business regional hub, largely account for the positive growth outlook. However, recurrent drought, corruption, high taxes and overregulation, and security threats continue to limit anticipated growth.

Consumer-Oriented Foods and Edible Fishery Products

Kenyan purchases of consumer-oriented foods will likely continue to expand at least at the rate of per capita GDP growth over the next five years. Euromonitor International (March, 2011) confirms the prospects for stable growth and even forecasts a higher rate of increase in consumer spending when evaluated for comparable forecast periods.

Kenyan importers will likely continue increasing imports to meet increasing consumer demand, however, Kenyan local production of consumer-ready products will also likely increase. Kenyan importers currently source about 60 percent of consumer-oriented food products from the United States, South Africa and Europe. While we expect that the sources of imports will remain the same during the mid-term, Kenya's new labeling requirements may/may have a negative impact on consumer-ready imports from countries where products containing genetically modified organisms are not currently labeled. Hence, the fluctuations of the import value from the United States in the above market summary table. In addition, the Kenyan market remains price sensitive and therefore, importers prefer to source food products from low-cost suppliers.

Advantages and challenges facing U.S. food products in Kenya

Advantages	Challenges
Kenya's geographical location, industrial development and membership in *EAC and **COMESA make it a major gateway for trade in the east and central African regions.	Stiff competition from Europe, South Africa, and China. EAC and COMESA Member States that don't pay tariffs.
Kenya has an expanding food retail sector (supermarkets and hypermarkets) due to a growing middle class and an acceptance of developed-world lifestyles.	Small but growing market for consumer-oriented products; U.S. products are mostly imported by consolidators.
A growing urban middle class and expatriate community in Kenya provide a niche market for U.S. food products.	U.S. food-ingredients such as soy protein isolates and vegetable oils compete with low price Chinese and Indonesian products.
Imports enter the Kenyan market with a minimum of complication once they are accompanied by a Certificate of Conformity (CoC) issued by either the Société Générale de Surveillance (SGS) or Intertek International Ltd.	
Well-established commercial ties between U.S. consolidators based in Dubai, United Arab Emirates (the largest trade hub in Africa and the Middle East region) and Kenyan/east African food importers. Most U.S. food products are transshipped from Dubai to the East African region.	

*East African Community; **Common market for Eastern and Southern Africa (COMESA)

SECTION II. EXPORTER BUSINESS TIPS

"Consolidators" dominate imports into Kenya's consumer-products market. U.S. food production and distribution companies do not generally have a direct presence in Kenya. Consolidators most often source U.S. product in the United States, Middle East, Europe and South Africa; sometimes as a result of contacts at food shows, for example, the Gulf Food Show in Dubai.

Kenyan importers/processors collaborate with U.S. trade associations including: the World Initiative for Soy in Human Health (WISHH); U.S. Dry Bean Council; USA Dry Pea and Lentil Council; American Peanut Council; U.S. Wheat Associates; and, the U.S. Grains Council to develop the market for U.S. food ingredients. Market development activities include in-country technical seminars, trade servicing visits and short-term specialized training in the United States.

General Consumer Tastes and Preferences

High-end consumer has become more sophisticated demanding quality and exceptional service. Compared to the low-end consumer whose buying decisions are price-based, the high-end consumer's buying decision is to an extent driven by brand awareness. With the anticipated modest growth in the economy, consumer spending is expected to increase.

Kenyan food retailers stock a wide range of products that consolidators believe will sell in this market of diverse consumer tastes and preferences. Consumers can't always depend on a particular imported brand to be available in the supermarkets and must be flexible to stock up or try other, similar products. Many products known in the United States under brands from companies like Kraft Foods, Heinz, Post and Betty Crocker are sometimes available in the Kenyan marketplace, even though the product may have been produced outside the United States and with non-U.S. food ingredients. However, other brands that use 100 percent U.S. products such as American Garden, ketchup, peanut butter, and a range of condiments have penetrated Kenya's modern food retailing market.

Food Standards and Regulations

Please refer to FAS/Nairobi's report: Food and Agricultural Import Regulations Country Report

The main regulatory agencies for imported food products include Kenya Bureau of Standards (KEBS), Kenya Plant Health Inspectorate Service (KEPHIS), National Biosafety Authority (NBA), Department of Veterinary Services, and Port Health.

General Import and Inspection Procedures

The Government of Kenya (GOK) facilitates the importation of consumer-oriented products through a Certificate of Conformity. To obtain a CoC, an imported product must satisfy Kenyan import requirements, as evaluated by the Société Générale of Surveillance (SGS) or Intertek International Ltd. Once SGS or Intertek has issued a CoC, the importer may present the CoC to the Kenya Bureau of Standards (KEBS) for clearance of the goods and to receive the Import Standardization Mark, a stick-on-label to be affixed to each retail container.

The GOK has implemented mandatory labeling of all food containing or derived from genetically modified organisms (GM). GOK officials close to the regulation indicate that Kenyans have a "right to know," even though they cannot point to any nutritional, allergenic, taste, or physical difference in the GM and non-GM products.

Import Tariffs

Effective January 2005, the East African Community (EAC) adapted a three-tier system for assessing import duties: raw materials at 0%, processed or manufactured inputs at 10%, and finished products at 25%. However, a number of food items are considered sensitive and are subject to higher import duties. These include powdered milk and dairy products (60%), corn (50%), rice (75%), wheat (35%), wheat flour (60%) and sugar (100%).

In addition to import duty, are the following charges on the Cost, Insurance, and Freight (CIF) value:

- 2.25% -- Import Declaration Fee (IDF);

- 1.5% -- Railway Development Levy (RDL); and
- Other Port Handling Charges depending on the commodity and/or food item and the quantity imported.

In addition is a 16% Value Added Tax (VAT); and 7% Excise Duty levied on fruit juices, syrups, mineral water, wines, and spirits.

Import Documentation

Pre-Shipment Documents

- Plant Import Permit (PIP) for bulk commodities issued by the Kenya Plant Health Inspectorate Service (KEPHIS). The PIP form can be found at http://www.kephis.org/online-forms-mainmenu-38.html

- Import Declaration Form (IDF) issued by the Kenya Revenue Authority (KRA) found at http://www.revenue.go.ke/customs/pdf/Import_Declaration_Fee_%20FORM.pdf

Post-Shipment Documents

- Certificate of Conformity (CoC)
- Phytosanitary Certificate (PC) containing the required Additional Declarations for bulk
- commodities (corn, wheat, pulses, rice, sorghum, barley, etc.).
- Non-Genetically Modified Organisms (GMO) Certificate
- Bill of Lading (three original B/L plus non-negotiable copies)
- Commercial Invoice
- Packing List
- Customs Entry Form
- Certificate of Origin
- Health Certificates (Cleanliness, Weight, and Quality)
- Insurance Certificate

Other Documents requested depending on the agricultural commodity or food product:

- Fumigation Certificate
- Radiation Certificate
- Noxious Weed Certificate
- Free from Karnal Bunt Certificate

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Food Retail Sector

Kenya's major supermarket chains include Nakumatt (the largest in terms of volume), Tuskys, Uchumi, Naivas, Ukwala, and Chandarana. The management strategists of the largest chains continue expanding in Kenya and within the east Africa region as well. Most stores are clean, well lit, and generally well stocked, in particular with locally-produced product.

Retailers entice customers into their stores through a variety of product promotions and convenience services. They use 24-hour operations, customer loyalty shopping cards, and special offers. Local producers and importers of consumer-oriented products occasionally do in-store promotions, billboards, brochures and/or flyers to advertise products. Refer to Section IV for best high-value product prospects.

For more information, refer to 2012 Kenya's Retail Food Sector

Food Processing Sector

U.S. suppliers of food ingredients may, from time-to-time, find opportunities in Kenya's food processing sector. Local ingredient production does not always meet the processing industry's demand, including for soy, corn, wheat and rice and their milled products. U.S. cooperators link Kenyan food processors with their members to supply the food ingredients. The market development activities by U.S. cooperators in Kenya and the east African region have increased the level of knowledge of U.S. food ingredients including soy-based products, U.S. wheat, U.S. peas, lentils, and dry beans.

Hotels, Restaurants and Institutions

Kenya's food-service sector sources products from consolidators/importers and retailers such as local grocery outlets. For further information, please refer to the following 2011 report: Kenya's Food Service Sector

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Kenyan importers buy mixed-containers of U.S. food products listed here below. The listed products reached the highest U.S. export levels of food products into the Kenyan market in CY 2012.

Consumer- Oriented Products Market – Calendar Year 2012

Product Category/*HS Code*	[1]**Market Size (Volume)** ** **Metric Tons**	[1]**Imports (2012)**	[1]**5-Year Annual Import Growth (%) 2008-2012**	[2]**Import Tariff Rate (%) 2012**	**Key Constraints Over Market Development**	**Market Attractiveness for USA**
Almonds *HS Code: 080212*	138	$778,447	38	25	High landed costs	Strong growth potential
Jams, Fruit Jellies and Purees, Nut Paste *HS Code:200799*	321	$356,904	15	25	High landed costs	Good growth potential
Dates *HS Code:080410*	3,719	$1,675,459	32	25	High landed costs	Good growth potential

Pasta *HS Code: 190230*	10,999	$8,129,971	41	25	High landed costs	Good growth potential
Prunes *HS Code: 081320*	7	$28,091	11	25	High landed costs	Good growth potential
Processed Fruits and Vegetables	26,513	$27,085,799	51	25	High landed costs	Good growth potential
Tomato Ketchup and other tomato sauces *HS Code:210230*	659	$768,620	18	25	No tariff preferences	Strong growth potential
Fruit and Vegetable Juices	6,595	$5,590,539	13	25	No tariff preferences	Good growth potential
Sauces, mixed condiments and mixed seasonings *HS Code:210390*	1,354	$3,568,599	32	25	No tariff preferences	Good growth potential
Wine & Beer	14,442,584 litres	$21,324,018	17	25	High landed costs	Strong growth potential
Snack Foods	212,874	$98,928,923	1	25	High landed costs	Good growth potential
Pet Food (Dog & Cat) *HS Code:230910*	1,203	$1,817,378	13	25	High landed costs	Good growth potential

Data sources: [1]Global Trade Atlas; [2]East Africa Community Tariff Book;**Reflects import volumes only

Food Ingredients Market – Calendar Year 2012

Product Category/*HS Code*	**[1]Market Size – 2012 (Volume) Metric Tons**	**[1]Imports (2012) ($1,000)**	**[1]5-Year Annual Import Growth (%) (2008-2012)**	**[2]Import Tariff Rate (%) (2012)**	**Key Constraints Over Market Development**	**Market Attractiveness for USA**

Protein Concentrates and Textured Protein Substances *HS Code: 210610*	480	$927	8	10	Competition from low-cost suppliers such as China and South Africa	U.S. ingredients are considered high quality
Wheat *HS Code:100190*	1,044,762	$346,481	17	10	Competition from low cost suppliers of hard wheat (Argentina, Russia, and Ukraine)	U.S. Spring wheat considered high quality and used for blending with cheaper wheat
Malt Extract *HS Code: 190190*	50,782	$37,441	18	10	High landed costs	Good growth potential

Data sources: [1]Global Trade Atlas and [2]East Africa Community Tariff Book

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Office of Agricultural Affairs, Embassy of the United States of America
United Nations Avenue, Gigiri
P.O. Box 606 Village Market 00621 Nairobi, Kenya
Tel: 254-20-3636340
Fax: 254-20-3636349
Email: Agnairobi@fas.usda.gov
Website: www.fas.usda.gov/itp/Kenya/Nairobi.asp

Foreign Commercial Service, Embassy of the United States of America
United Nations Avenue, Gigiri
P.O. Box 606 Village Market 00621 Nairobi, Kenya
Tel: 254-20-3636424
Fax: 254-20-3636065
Email: office.nairobi@trade.gov
Website: www.buyusa.gov/kenya

Kenya Bureau of Standards (KEBS)
P.O. Box 54974 Nairobi, Kenya
Tel: 254-20-6948000 or 69028201/401/410
Fax: 254-20-609660/6004031
Email: info@kebs.org
Website: www.kebs.org and www.kenyapvoc.com

Customs and Excise Department
The National Treasury

P.O.Box 30007 Nairobi, Kenya
Tel: 254-20-715540
Fax: 254-20-718417
Website: www.revenue.go.ke and www.kra.go.ke

Kenya Plant Health Inspectorate Service (KEPHIS)
P.O. Box 49592 Nairobi, Kenya
Tel: 254-20-3536171/2 or 3597201/2/3
Mobile: 254-722516221, 254-733874274
Fax: 254-20-882265
Email: director@kephis.org
Website: www.kephis.org

Department of Veterinary Services (DVS)
P.O. Private Bag 00625 Kabete, Kenya
Tel: 254-20-8043441631383/2231/1287
Fax: 254-20-2026212
Cell: 254-722376237
Email: veterinarydepartment@yahoo.com

Ministry of Health
Public Health Department
P.O. Box 30016-00100 Nairobi, Kenya
Tel: 254-20-2717077
Fax: 254-20-2710055
Website: www.publichealth.go.ke

SGS North America Inc.
236 32nd Avenue
Brookings, SD 57006 USA
Tel: 605-692-7611
Fax: 605-692 -7617
Website: www.us.sgs.com/

Intertek International Ltd.
Tel: 305-513-3000
www.intertek-gs.com/contactintertek/namerica/

APPENDIX – STATISTICS

KEY TRADE AND DEMOGRAPHIC INFORMATION

Agricultural Imports From All Countries ($Mil)/U.S. Market Share(%)[1]	$2,036/3%
Consumer Food Imports From All Countries ($Mil)/U.S. Market Share (%)[1]	$269/6%
Edible Fishery Imports From All Countries ($Mil)/U.S. Market Share (%)[1]	$12/0%

Total Population(Millions)/Annual Growth Rate (%) – 2012[2]	42.6/2.46%
Urban Population (Millions)/Annual Growth Rate (%)-2012[2]	10.5/4.36%
Number of Major Metropolitan Areas**	5
Size of Middle Class (Millions)/Growth Rate - 2011(%)[2]	4.5/5%
Per Capita Gross Domestic Product -2012 PPP (US$)[3]	1, 756
Unemployment Rate (%)-2012[2]	38%
Food and Non-Alcoholic Beverages Expenditure – 2011[2]	41%
Labor Force participation, adult female -2011[3]	61.50%
Exchange Rate (US$1= Kshs.)[3]	1/86.00

Data Sources: [1]Global Trade Atlas Data; [2]Euromonitor International; [3]UN Data;
**Metropolitan area=Population of at least 1 million: Nairobi, Mombasa, Kisumu, Nakuru, and Eldoret

KENYA'S IMPORTS OF CONSUMER-ORIENTED FOOD PRODUCTS AND EDIBLE FISH AND SEAFOOD ($1,000)

Product	**Imports from the World ($1,000)**				**Imports from the U.S. ($1,000)**				**U.S. Market Share (%)**			
	2010[1]	**2011[1]**	**2012[1]**	**2013[E]**	**2010[1]**	**2011[1]**	**2012[1]**	**2013[E]**	**2010**	**2011**	**2012**	**2013**
Tree Nuts	1,038	2,496	1,371	1,840	201	548	566	685	19.4	22.0	41.3	37.2
Processed Fruits &Vegetables	10,698	19,903	27,086	30,800	207	238	260	115	1.9	1.2	1.0	0.4
Fruit & Vegetable Juices	4,794	4,350	5,590	6,400	8	6	109	110	0.2	0.1	1.9	1.7
Breakfast Cereals/Pancake Mix Group	6,095	5,743	4,679	6,200	3,274	3,089	1,100	2,650	53.7	53.8	23.5	42.7
Snack Foods	86,600	165,059	98,929	99,700	1,451	2,010	4,104	4,500	1.7	1.2	4.1	4.5
Dairy Products (Excl. Cheese)	14,800	21,288	23,716	28,500	3	8	5	2	0.0	0.0	0.0	0.0
Wine & Beer	13,076	19,638	21,324	23,800	209	191	200	220	1.6	1.0	0.9	0.9
Jams, Fruit Jellies and Purees, Nut Pastes	424	251	357	390	5	5	1	1	1.2	2.0	0.3	0.3
Dates	613	1,364	1,675	1,800	0	0	0	0	0.0	0.0	0.0	0.0
Pasta	3,361	4,780	8,130	8,500	3	0	0	0	0.1	0.0	0.0	0.0
Prunes	27	27	28	30	2	0	1	1	7.4	0.0	3.6	3.3
Tomato Ketchup and other tomato sauces	749	570	769	830	180	55	67	80	24.0	9.6	8.7	9.6
Sauces mixed condiments, and mixed seasonings	1,573	1,670	3,569	3,400	322	357	474	520	20.5	21.4	13.3	15.3

Pet Food (Dog & Cat)	1,499	1,556	1,817	1,900	58	0	0	1	3.9	0.0	0.0	0.1
Other Consumer-oriented Foods	91,826	100,039	129,010	133,000	25,282	4,527	10,276	8,400	27.5	4.5	8.0	6.3
Total Consumer-Oriented Foods	186,049	227,452	269,071	288,000	29,288	8,762	15,061	13,500	15.7	3.9	5.6	4.7
Total Fish and Seafood Products	7,330	11,444	12,012	13,700	30	1	2	4	0.4	0.0	0.0	0.0
Grand Total	**430,552**	**587,630**	**609,133**	**648,790**	**60,523**	**19,797**	**32,226**	**30,789**	**14.1**	**3.4**	**5.3**	**4.7**

Data Sources: [1]GTA and [E]FAS/Nairobi Estimates

KENYA'S TOP 15 SUPPLIERS OF CONSUMER-ORIENTED FOOD PRODUCTS

Partner Country	$1,000							
	2008[1]	2009[1]	2010[1]	2011[1]	2012[1]	2013[E]	2014[F]	2015[F]
South Africa	17,012	18,056	25,537	26,389	30,413	34,000	37,500	41,000
Italy	7,370	7,822	7,164	10,273	27,632	24,900	29,200	33,500
Uganda	5,733	4,181	10,455	19,409	26,885	30,600	36,300	42,000
France	5,636	5,544	7,506	15,182	24,876	26,200	31,000	36,000
Egypt	7,613	8,499	10,118	12,757	15,415	16,800	19,000	21,000
United States	17,883	16,259	29,288	8,762	15,061	13,500	12,000	11,000
Netherlands	13,594	10,356	11,476	14,074	11,969	12,400	12,000	13,000
United Kingdom	6,674	5,822	5,789	7,169	10,879	10,200	11,000	12,000
Ireland	12,988	11,786	10,138	18,852	10,069	13,100	13,000	13,000
Denmark	2,581	4,959	5,942	14,766	9,169	14,400	17,000	19,000
India	4,781	5,726	5,926	6,571	8,896	9,100	10,000	11,000
Tanzania	10,335	7,233	9,359	9,743	8,270	8,500	8,000	8,200
Belgium	666	1,396	1,477	2,309	8,104	7,500	9,100	10,700
China	4,429	3,579	4,563	5,069	6,090	6,200	7,000	7,100
Germany	4,643	3,516	5,564	10,417	5,209	8,300	9,000	9,900
Others	35,249	36,102	35,744	45,709	50,133	64,400	58,000	62,000
World	**157,187**	**150,835**	**186,049**	**227,451**	**269,070**	**300,000**	**320,000**	**350,000**

Data Source: [1]GTA and [E,F]FAS/Nairobi Estimates and Forecasts

KENYA'S TOP 15 SUPPLIERS OF EDIBLE FISH AND SEAFOOD

Partner Country	$1,000							
	2008[1]	**2009[1]**	**2010[1]**	**2011[1]**	**2012[1]**	**2013[E]**	**2014[F]**	**2015[F]**
Seychelles	2,755	3,478	1,234	5,165	3,931	4,520	4,900	5,300
Tanzania	440	366	540	403	1,771	1,510	1,800	2,100
Japan	315	58	296	794	1,081	1,190	1,400	1,600
China	54	14	420	797	835	1,130	1,400	1,600
Vietnam	-	35	97	118	823	730	1,000	1,100
Korea South		496	364	559	626	800	1,000	1,100
Yemen	100	43	66	219	544	510	600	700
Singapore	1,321		2,201	1,462	464	1,010	1,000	1,000
Thailand	80	172	449	301	368	490	600	600
India	213	300	162	194	306	260	300	300
United Kingdom	39	94	319	261	251	370	400	500
New Zealand	-	155	323	97	225	280	300	400
Oman	167	115	146	65	167	120	100	100
Norway	168	142	166	179	163	170	180	200
South Africa	2	-	5	31	119	110	140	200
Others	676	640	537	797	339	440	400	300
World	6,330	6,106	7,330	11,444	12,012	13,700	15,300	17,000

Data Source: [1]GTA and [E,F]FAS/Nairobi Estimates and Forecasts