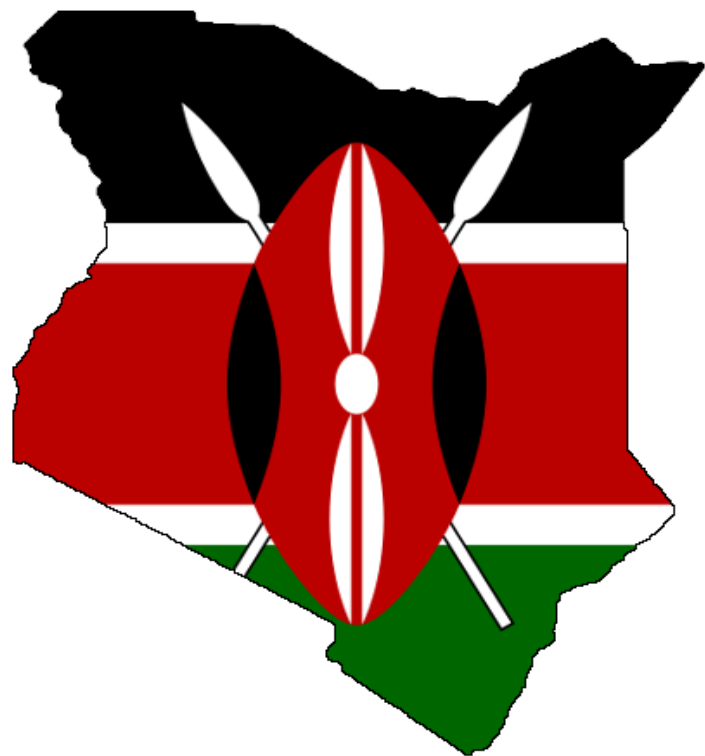




AfricaFertilizer.org



# FERTILIZER STATISTICS OVERVIEW KENYA 2014 - 2018

2019 Edition



## Outline

1. Production
2. Imports
3. Exports
4. Origins and destinations
5. Agric. and non-agric. use
6. NPK import analysis
7. Consumption (app)
8. Summary

## Background Information

- Overview of fertilizer statistics in Kenya from 2014 – 2018.
- Emphasis on 2018, and each analysis is based on the products with higher quantities.
- Official trade data obtained from the Kenya Revenue Authority (KRA) and validated by Fertilizer Technical Working Group – Kenya (FTWG-KEN).
- 2018 data validated from 17<sup>th</sup> –18<sup>th</sup> April 2019.

# Fertilizer Production

## KENYA

HS Code	Product	2014	2015	2016	2017	2018
3103100000	SSP	2,500	3,000	3,000	2,500	-

\*2016 & 2017 estimates from FTWG-KEN

### Comments

- KEL Chemicals Limited produces phosphate fertilizer SSP in Kenya. There has not been any production since 2018.
- Fertilizers are imported in compounds and bulk. The bulk fertilizers are blended into various formulations and distributed through a network/system of distributors and retail agro-dealers.
- ARM Cement Limited, MEA Fertilizers, Toyota Tsusho Fertilizer Africa and Export Trading Company Limited have invested in blending plants that allow them to create different fertilizer formulations for the local and regional market.

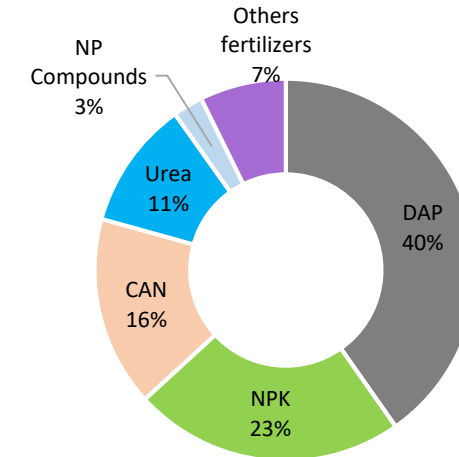


# Fertilizer Imports

# KENYA

HS Code	Fertilizer Name	2014	2015	2016	2017	2018
3105300000	DAP	144,450	127,672	207,973	261,939	252,199
3105200000	NPK	136,880	166,342	151,334	186,377	143,621
3102400000	CAN	87,900	99,120	111,654	198,806	100,950
3102100000	Urea	25,117	43,584	75,955	66,720	68,045
3105510000	NP Compounds	35,594	65,295	46,542	87,383	15,894
	Others fertilizers	64,779	54,419	66,377	53,820	45,709
<b>Total (mt)</b>		<b>494,720</b>	<b>556,432</b>	<b>659,835</b>	<b>855,045</b>	<b>626,418</b>

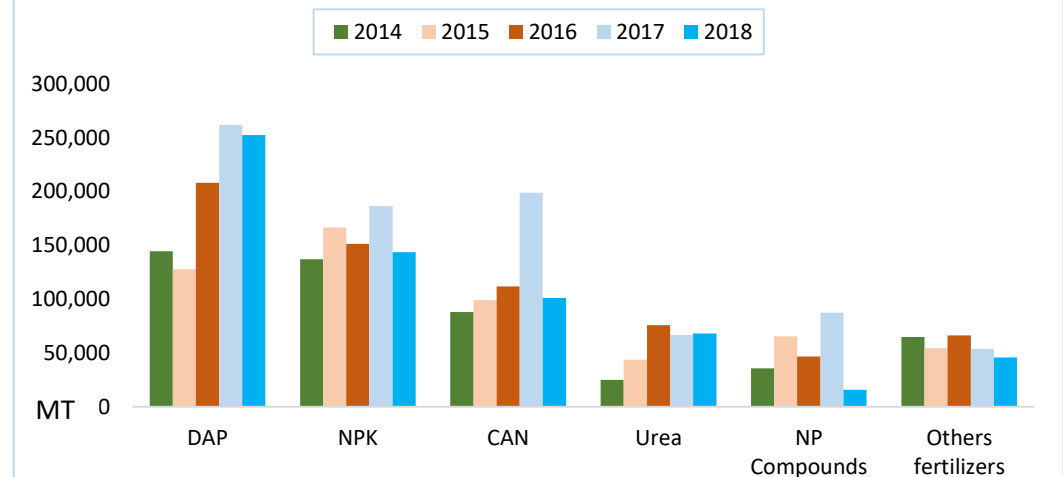
**TOP 5 IMPORTED FERTILIZERS 2018**



## Comments

- Official fertilizer imports to Kenya decreased by 27% from 2017 to 2018
- DAP, NPK, CAN and Urea are the most imported fertilizers in Kenya which accounted for 90% of total fertilizer imports in 2018.

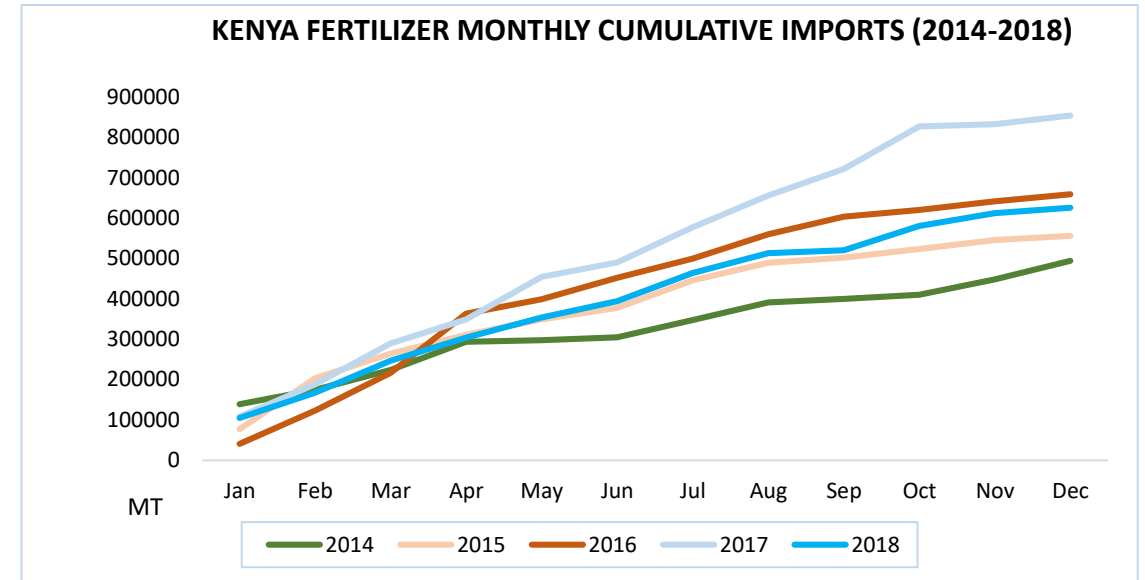
**TOP FERTILIZER IMPORTS PER YEAR**



# Fertilizer Monthly Imports

# KENYA

Quarter	2014	2015	2016	2017	2018
Q1	223,978	264,203	216,990	289,472	247,294
Q2	80,909	113,501	235,655	201,398	147,610
Q3	94,846	124,777	151,610	231,554	125,807
Q4	94,986	53,951	55,580	132,622	105,707
<b>Total (mt)</b>	<b>494,720</b>	<b>556,432</b>	<b>659,835</b>	<b>855,045</b>	<b>626,418</b>



## Comments

- In Kenya, fertilizers are imported mostly in the first quarter to make them available for farmers during the planting season.
- Fertilizer imports in 2018 was at its peak in January with 104,854mt, 17% of annual import.

## Crop Calendar

SEASON	CROPS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Major Season (Long Rains)	Beans			◆	◆	◆	◆	◆	◆	◆	◆		
	Maize			◆	◆	◆	◆	◆	◆	◆	◆	◆	
	Millet			◆	◆	◆	◆	◆	◆	◆	◆	◆	
	Sorghum		◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	
	Wheat						◆	◆	◆	◆	◆	◆	
	Rice												
Minor Season (Short Rains)	Maize, Millet, Sorghum, Beans, Barley	◆	◆								◆	◆	◆

Key: ◆ Fertilizer Peak Demand    Sowing    Growing    Harvesting

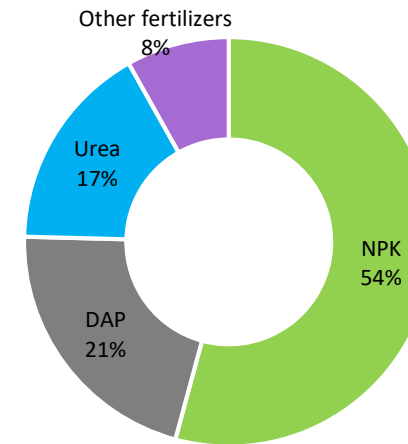
Source : FAO/GIEWS

# Fertilizer Exports

# KENYA

HS Code	Fertilizer Name	2014	2015	2016	2017	2018
3105200000	NPK	11,838	12,701	24,514	36,618	44,437
3105300000	DAP	2,897	9,813	9,868	9,391	17,376
3102100000	Urea	2,176	6,479	12,570	5,214	13,497
	Other fertilizers	7,316	4,577	8,986	4,535	6,666
<b>Total (mt)</b>		<b>24,227</b>	<b>33,570</b>	<b>55,937</b>	<b>55,757</b>	<b>81,977</b>

2018 FERTILIZER EXPORTS

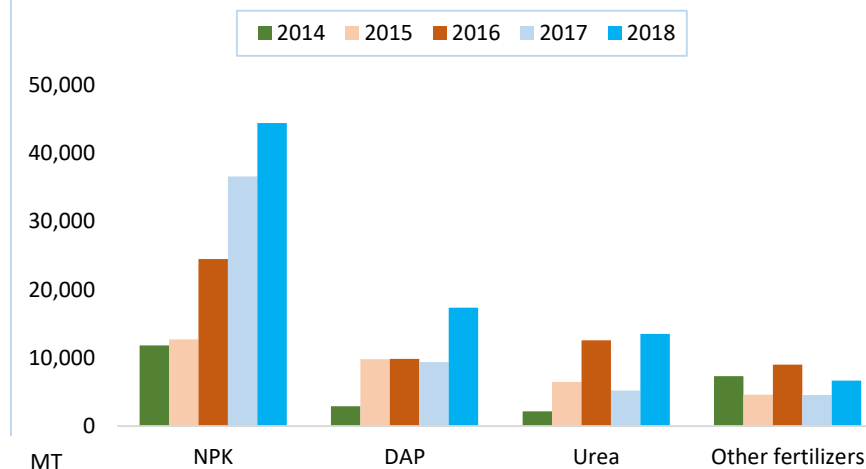


## Comments

- NPK, DAP, Urea and a few other fertilizers are officially re-exports from Kenya to mostly Burundi, Rwanda and Uganda.
- There was a 47% increase in fertilizer exports in 2018 as compared to 2017.

❖ Almost all exports are 're-exports'. Fertilizers are mostly imported in bulk, blended and bagged before exporting.

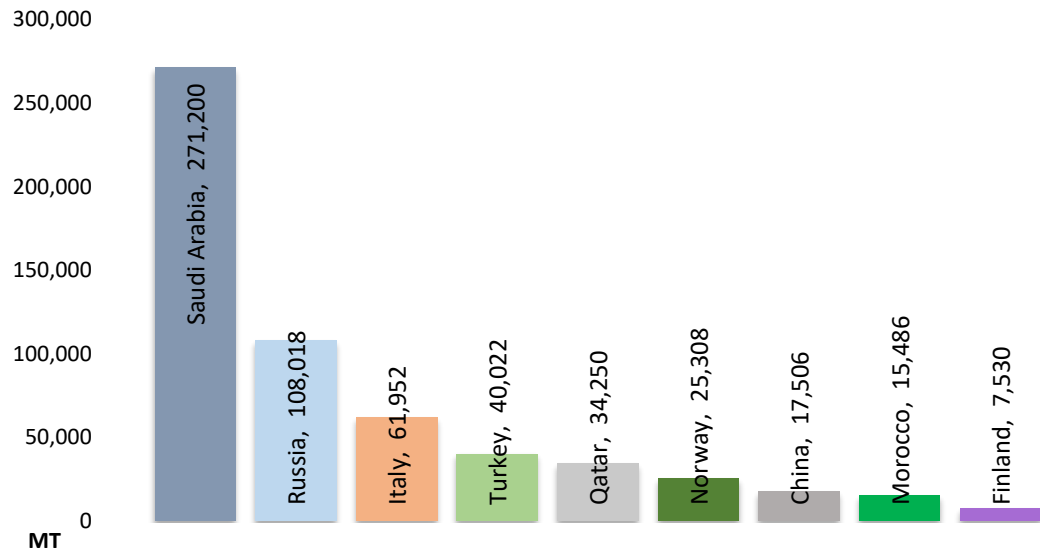
TOP FERTILIZER EXPORTS PER YEAR



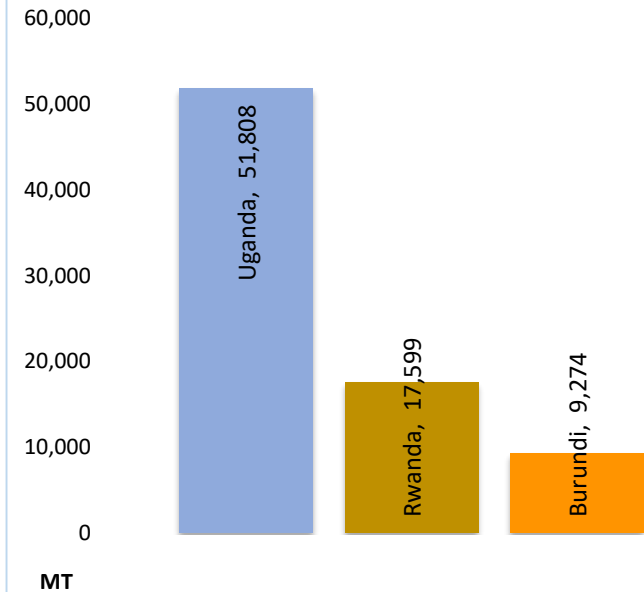
# Fertilizer Origins and Destinations

## KENYA

TOP COUNTRIES OF ORIGIN



COUNTRIES OF DESTINATION (EXPORTS)



Urea

Countries of Origin Saudi Arabia Russia Italy Turkey Qatar Norway China Morocco Other Countries

	Saudi Arabia	Russia	Italy	Turkey	Qatar	Norway	China	Morocco	Other Countries
DAP	96%	-	-	-	-	-	0%	4%	-
NPK	0%	69%	1%	0%	-	12%	1%	-	17%
CAN	-	-	0.59	0.40	-	-	-	-	1%
Urea	42%	-	-	-	50%	-	-	-	8%
NP Compounds	-	46%	0%	-	-	-	0%	35%	19%
Other fertilizers	-	4%	0%	-	-	17%	36%	-	43%

Countries of Destination Uganda Rwanda Burundi Other Countries

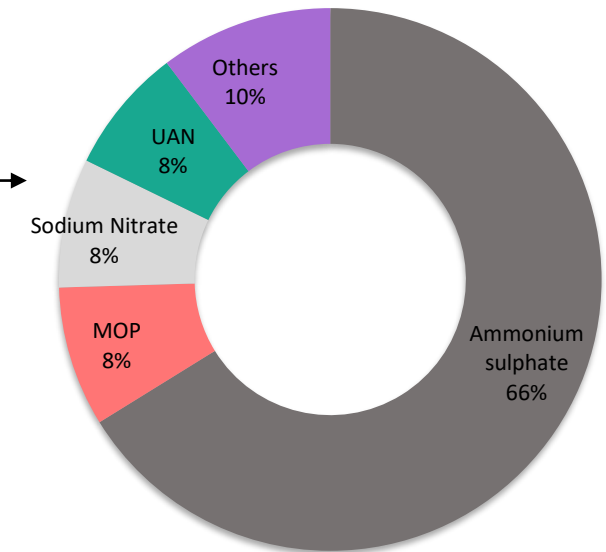
	Uganda	Rwanda	Burundi	Other Countries
NPK	85%	13%	1%	1%
DAP	11%	48%	39%	3%
Urea	60%	16%	15%	9%
Other fertilizers	64%	18%	3%	15%

# Agricultural and Non-agricultural Uses

# KENYA

Usage	2014		2015		2016		2017		2018	
	Volume (MT)	%	Volume (MT)	%	Volume (MT)	%	Volume (MT)	%	Volume (MT)	%
Agriculture	494,720	99.8%	556,432	99.9%	659,835	98.4%	855,045	99.9%	626,418	99.7%
Industrial/Mines	793	0.2%	804	0.1%	11,014	1.6%	874	0.1%	1,750	0.3%
<b>Total (mt)</b>	<b>495,513</b>	<b>100.0%</b>	<b>557,236</b>	<b>100.0%</b>	<b>670,849</b>	<b>100.0%</b>	<b>855,919</b>	<b>100.0%</b>	<b>628,168</b>	<b>100.0%</b>

2018 NON FERTILIZER USE



## Comments

- Some products can be used for both agricultural and industrial purposes depending on the importer.
- Above is a table that shows the product usage of imported fertilizers over the years.



# NPK Imports Analysis

# KENYA

HS Code	Fertilizer Name	2014	2015	2016	2017	2018
3105200000	Total NPK	136,880	166,342	151,334	186,377	143,621
3105510000	Total NP	35,594	65,295	46,543	87,383	15,894
3105700000	Total NK	3	-	24	-	-
3105600000	Total PK	1,610	365	131	197	296
3105900000	NPK (Unknown Grade)	800	1	445	-	-
<b>Total (mt)</b>		<b>174,887</b>	<b>232,003</b>	<b>198,476</b>	<b>273,957</b>	<b>159,811</b>

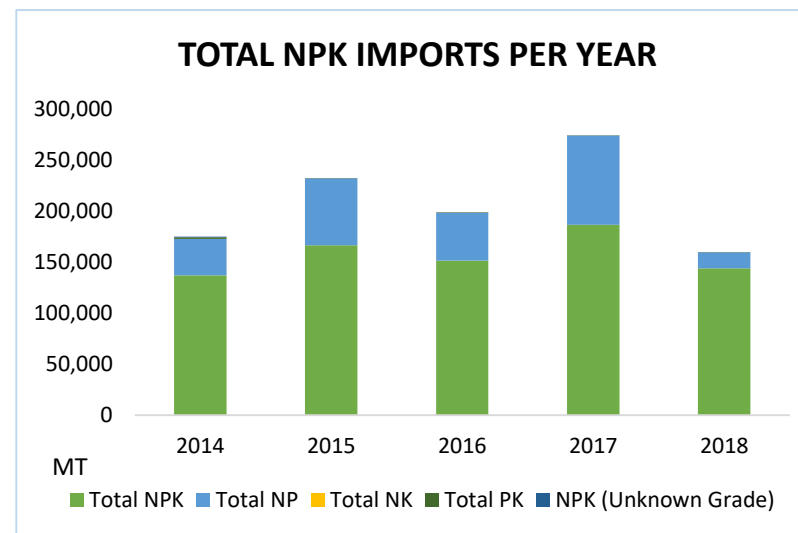
Fertilizer Name	2018 NPK Imports	Major Crops
NPK 26 5 5	86,041	Tea
NPK 25 5 5 + 5S	19,219	Tea
NPK 17 17 17	11,576	All crops
NPK 22 6 12	11,037	Tea and Coffee
NP 23 23 0	9,072	Maize, Rice, Sugarcane
NPK 25 5 10	5,999	
Others	16,867	
<b>Total (mt)</b>	<b>159,811</b>	

## Comments

- Companies import NPK and NP complex fertilizers for direct sale in the Kenyan market.
- Other companies import raw materials including DAP, Urea and MOP to blend specific fertilizers for farmers.



NPK Blend



# Fertilizer Apparent Consumption

## KENYA

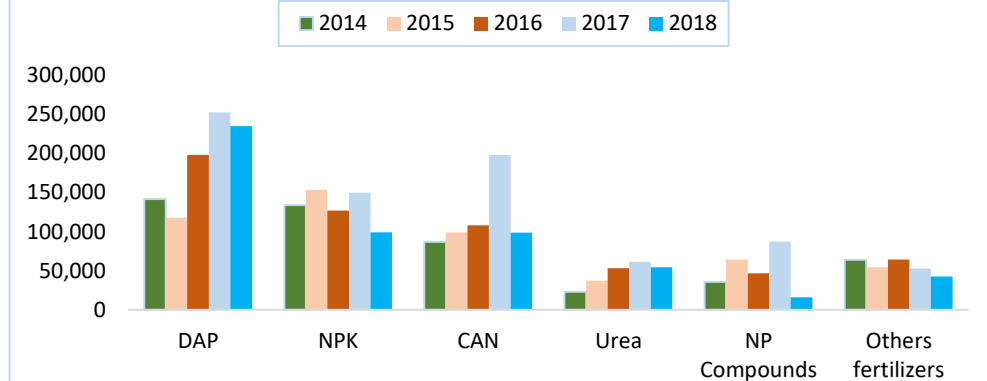
HS Code	Fertilizer Name	2014	2015	2016	2017	2018
3105300000	DAP	141,553	117,859	198,105	252,548	234,823
3105200000	NPK	133,878	153,640	126,821	149,759	99,184
3102400000	CAN	87,021	98,940	108,118	198,293	98,655
3102100000	Urea	22,941	37,105	53,297	61,506	54,547
3105510000	NP Compounds	35,587	64,218	46,541	87,354	15,894
	Others fertilizers	64,029	54,560	64,142	52,955	42,572
<b>Total (mt)</b>		<b>485,008</b>	<b>526,322</b>	<b>597,024</b>	<b>802,416</b>	<b>545,675</b>

### Comments

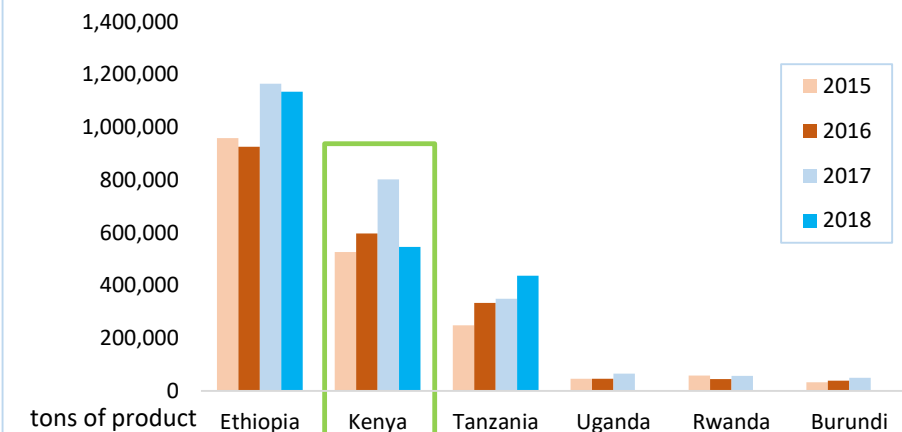
- There was a decrease of 32% in apparent consumption from 2017 to 2018.
- The decrease can be attributed to high volumes of NP 23 23 0 and CAN imported in 2017 to cover the 2017/2018 Government of Kenya tender requirements.
- Carryover stocks for these years remain unknown.

NB: Apparent consumption = Production + Imports – Exports – non fertilizer use

**FERTILIZER APPARENT CONSUMPTION PER YEAR (2014 - 2018)**



**FERTILIZER APPARENT CONSUMPTION, 2015 - 2018**



# Summary of 2018 Fertilizer Statistics

# KENYA

HS Code	Product	Total		Non Fertilizer	Fertilizer	2018 Apparent		
		Production	Imports	Exports	Use	Imports	Consumption	
3105300000	DAP		252,204	17,376		5	252,199	234,823
3105200000	NPK		143,621	44,437			143,621	99,184
3102400000	CAN		100,950	2,295			100,950	98,655
3102100000	Urea		68,120	13,497		75	68,045	54,547
3105510000	NP compounds		15,894				15,894	15,894
3102600000	Calcium nitrate		13,746	70			13,746	13,676
3102210000	Ammonium sulphate		14,950	1,351		1,158	13,792	12,441
3104200000	MOP		9,792	1,419		146	9,646	8,228
3101000000	Organic fertilizer		500	6			500	494
3104300000	SOP		3,952	121		100	3,852	3,730
3105400000	MAP		1,884			0	1,884	1,884
2510000000	Phosphate rock (Hyper phosphate)		1,686				1,686	1,686
3105600000	PK compounds		296	3			296	292
2834210000	Potassium nitrate		173	32			173	140
3102300000	Ammonium nitrate		0			0		-
3102500000	Sodium Nitrate		135			135		-
3102800000	UAN		131			131		-
3103900000	Phosphate fertilizer		6	162			6	-
3104900000	Potash fertilizer		29	304			29	-
3102900000	Nitrogen fertilizer			392				-
3103101000	TSP		100	512			100	-
3103100000	SSP							
<b>Total mt</b>		-	<b>628,168</b>	<b>81,977</b>		<b>1,750</b>	<b>626,418</b>	<b>545,675</b>

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## KENYA

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# Participants of 2019 FTWG

## KENYA



[Fertilizer Technical Working Group Workshop Report](#)