#PIEAreportQ1

PETROLEUM INSTITUTE OF EAST AFRICA
PIEA

UNVEILING OF THE PETROLEUM INSIGHT MAGAZINE

Q1

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OVERALL ECONOMIC OVERVIEW

GDP

Kenya's economic growth is estimated to have decelerated to 4.4 per cent in the third quarter of 2017 compared to 5.6 per cent in a similar period of 2016. During the quarter, the macroeconomic fundamentals remained largely stable and supportive of growth. However, uncertainty associated with political environment coupled with effects of adverse weather conditions slowed down the performance of the economy. As a result, most sectors of the economy such as financial,insurance and manufacturing posted slower growths during the quarter four 2017 compared to the same quarter of 2016 .

INFLATION

The overall year on year inflation stood at 4.83 per cent in January 2018. The rise in inflation was mainly on account of a surge in prices of food and non-alcoholic beverages that started in the second quarter of 2017.

Economic Overview

- Petrol had a slight increase of 1% compared to same period in 2016 while Diesel had a slight drop of 4% compared to same period in 2016.

- We had an overall growth in local sales at 3% mainly due to Jet A-1,fuel oils and LPG.

- Retail outlet remains the highest outlet of sales at 41.9% followed by resellers at 25.3%.

Kenya Petroleum Sales Data

2015, 2016 and 2017

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Kenya Petroleum Sales Data

Avgas

2014	2,320	↑
2015	18,733	↑
2016	5,443	↓
Jan-Dec 2017		%Δ compared to the same period 2016
2,007		-63%

Jet A-1

2014	670,799	↑
2015	805,512	↑
2016	842,442	↑
Jan-Dec 2017		%Δ compared to the same period 2016
879,243		4%

Premium Gasoline

2014	1,296,712	↑
2015	1,521,033	↑
2016	1,693,612	↑
Jan-Dec 2017		%Δ compared to the same period 2016
1,711,426		1%

Kerosene

2014	411,146	↑
2015	494,617	↑
2016	512,619	↑
Jan-Dec 2017		%Δ compared to the same period 2016
-		4%

Regular Gasoline

2014	133	↓
2015	-	0
2016	-	0
Jan-Dec 2017		%Δ compared to the same period 2016
533,794		0%

Gas Oil

2014	2,102,793	↑
2015	2,455,520	↑
2016	2,616,429	↑
Jan-Dec 2017		%Δ compared to the same period 2016
2,509,585		-4%

Kenya Petroleum Sales Data

Industrial Diesel		
2014	3,936	↓
2015	1,030	↓
2016	582	↓
Jan-Dec 2017		%Δ compared to the same period 2016
2,155		270%

Fuel Oils		
2014	400,933	↑
2015	383,916	↓
2016	417,060	↑
Jan-Dec 2017		%Δ compared to the same period 2016
603,843		45%

LPG		
2014	87,543	↓
2015	148,609	↑
2016	173,876	↑
Jan-Dec 2017		%Δ compared to the same period 2016
192,502		11%

Bitumen		
2014	6,018	↑
2015	427	↓
2016	2,046	↑
Jan-Dec 2017		%Δ compared to the same period 2016
1,770		-13%

Lubricants		
2014	42,251	↑
2015	53,275	↑
2016	57,453	↑
Jan-Dec 2017		%Δ compared to the same period 2016
52,402		-9%

Greases		
2014	61	↓
2015	49	↓
2016	1,843	↑
Jan-Dec 2017		%Δ compared to the same period 2016
2		-100%

Kenya Petroleum Sales Data

TOTAL		
2014	5,026,659	↑
2015	5,882,721	↑
2016	6,323,405	↑
Jan-Dec 2017		%Δ compared to the same period 2016
6,488,730		3%

Kenya Petroleum Sales

- Diesel had a decline of 1% half year compared to same period 2016, while petrol had 6% growth compared to Q2 2016 same period.
- We had an overall growth of 7% half year results compared to 2016. This was mostly due to increase in demand for Pms, industrial diesel, Fuel oil, LPG and IK.
- Retail outlets still remains the highest contributor of sales at 42.70% for the industry.

Market Share

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Overal Market Share(Including Exports) Jan- Dec 2017

COMPANY	PERCENTAGE
Kenol Kobil	15.8%
Vivo	13.9%
Total	12.9%
Gulf Energy	7.0%
LibyaOil	5.1%
Petro	4.6%
Nock	3.4%
Gapco	3.1%
Hass	3.0%
Bakri	2.8%

Kenya Petroleum Sales Market Share Jan-Dec 2017

COMPANY	PERCENTAGE
Vivo	17.6%
Kenol Kobil	16.5%
Total	15.9%
Gulf Energy	8.1%
LibyaOil	6.4%
Nock	4.3%
Petro	3.7%
One Petroleum	3.3%
Bakri	2.6%
Hass	2.2%

LPG Market Share Jan-Dec 2017

COMPANY	PERCENTAGE
Total	19.1%
Kenol Kobil	16.4%
Libya Oil	14.6%
Vivo	13.9%
Hashi	11.2%
Nock	8.1%
Gulf	7.1%
Hass	3.3%
Oryx	2.2%
Galana	2.1%

Lubricants Market Share 2017

COMPANY	PERCENTAGE
Total	38.6%
Vivo	36.1%
Libya Oil	11.9%
Kenol Kobil	9.3%
NOCK	2.2%
Oryx	1.2%
Hass	0.2%
Others	0.1%

Civil Aviation Market Share

COMPANY	PERCENTAGE
Kenol Kobil	42.4%
Gulf Energy	18.2%
Bakri	16.1%
Total	11.9%
Libya Oil	6.7%
Vivo	3.7%
Fine Jet	0.6%
Hass	0.2%
Heller	0.1%
Dalbit	0.1%

Retail Outlets Market Share

COMPANY	PERCENTAGE
Vivo	27.9%
Total	22.0%
Kenol Kobil	11.1%
Libya Oil	7.6%
Nock	7.4%
Petro	4.5%
Gulf	2.8%
Galana	1.8%
Engen	1.3%
Tosha	1.3%

Resellers Market Share

COMPANY	PERCENTAGE
One Petroleum	13.0%
Kenol Kobil	8.4%
Total	7.9%
Gapco	7.6%
Petro	7.3%
Vivo	6.0%
Libya Oil	3.8%
Gulf	3.7%
Oryx Energies	3.6%
Hass	2.9%

Top Industry Consumers

INDUSTRY	PERCENTAGE
Retail Outlets	41.9%
Reseller	25.3%
Civial Aviation	13.5%
Manufacturing	6.7%
Transport & Communication	2.5%
Building & Construction	1.2%
Agriculture	1.0%
Energy Production	0.9%
Mining	0.5%
Government	0.2%
Tourism	0.1%
Military	0.1%
Other Comercial	6.1%