

#PIEAreportQ3



UNVEILING OF THE PETROLEUM INSIGHT MAGAZINE Q3

Petroleum Institute of East Africa

Stanbic Bank Moving Forward™

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OVERALL ECONOMIC OVERVIEW

GDP

Real Quarterly Gross Domestic Product (QGDP) is estimated to have slowed down to 5.0 per cent in the second quarter of 2017 compared to 6.3 per cent in the corresponding quarter of 2016

INFLATION

The quarter in review was characterized by sharp increases in food prices and a notable rise in international oil prices. This led to a surge in inflationary pressures with the average inflation rate increasing from 5.36 per cent in the second quarter of 2016 to 10.80 per cent.

During the quarter, the Kenyan Shilling marginally depreciated against the US dollar. Commercial bank lending rates dropped from an average of 18.15 per cent in the second quarter of 2016 to 13.63 per cent in the quarter under review.

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Economic Overview

Petrol Pump prices we`re generally high in 2017 compared to same period in 2016 & 2015. Diesel pump price average Q2 2017 was Ksh 87.85 & in 2016 70.10, While that of Petrol was Ksh 98.7 compared to 83.7 same period.

The average exchange rate for a \$ to Ksh in Q2 2017 was 103.20ksh- 1\$.

Crude Oil averaged at 50.75\$ per barrel in 2017.

Average prices for LPG for Q2 2017 was 150 Ksh/Kg.

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Kenya Petroleum Sales Data

2014, 2015, 2016 and 2017



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Kenya Petroleum Sales Data

Avgas		
2014	2,320	↑
2015	18,733	↑
2016	5,443	↓
%Δ compared to the same period 2016		
2016	761	25%
2017	955	

Jet A-1		
2014	670,799	↑
2015	805,512	↑
2016	842,442	↑
%Δ compared to the same period 2016		
2016	413,555	-6%
2017	389,138	

Premium Gasoline		
2014	1,296,712	↑
2015	1,521,033	↑
2016	1,693,612	↑
%Δ compared to the same period 2016		
2016	787,901	6%
2017	836,411	

Kerosene		
2014	411,146	↑
2015	494,617	↑
2016	512,619	↑
%Δ compared to the same period 2016		
2016	269,062	6%
2017	286,093	

Regular Gasoline		
2014	133	↓
2015	-	0
2016	-	0
%Δ compared to the same period 2016		
2016	-	0%
2017	-	

Gas Oil		
2014	2,102,793	↑
2015	2,455,520	↑
2016	2,616,429	↑
%Δ compared to the same period 2016		
2016	1,249,499	-1%
2017	1,240,340	

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Kenya Petroleum Sales Data

Industrial Diesel		
2014	3,936	↓
2015	1,030	↓
2016	582	↓
%Δ compared to the same period 2016		
2016	418	571%
2017	2,807	

Fuel Oils		
2014	400,933	↑
2015	383,916	↓
2016	417,060	↑
%Δ compared to the same period 2016		
2016	154,700	111%
2017	326,214	

LPG		
2014	87,543	↓
2015	148,609	↑
2016	173,876	↑
%Δ compared to the same period 2016		
2016	22,608	53%
2017	34,563	

Bitumen		
2014	6,018	↑
2015	427	↓
2016	2,046	↑
%Δ compared to the same period 2016		
2016	-	0%
2017	1,125	

Lubricants		
2014	42,251	↑
2015	53,275	↑
2016	57,453	↑
%Δ compared to the same period 2016		
2016	26,822	0%
2017	26,749	

Greases		
2014	61	↓
2015	49	↓
2016	1,843	↑
%Δ compared to the same period 2016		
2016	13	0%
2017	-	

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Kenya Petroleum Sales Data

TOTAL		
2014	5,026,659	↑
2015	5,882,721	↑
2016	6,323,405	↑
%Δ compared to the same period 2016		
2016	2,925,339	7%
2017	3,144,394	

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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.

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Market Share



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Overall Market share including export April - June 2017

COMPANY	PERCENTAGE
Kenol Kobil	17.7%
Vivo	15.1%
Total	12.8%
Gulf Energy	7.6%
Petro	4.7%
LibyaOil	4.5%
Nock	3.6%
Gapco	3.4%
Hass	3.1%
Bakri	2.7%

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Kenya Petroleum Market Share April - June 2017

COMPANY	PERCENTAGE
Vivo	19.1%
Kenol Kobil	19.0%
Total	15.7%
Gulf Energy	8.8%
LibyaOil	5.7%
Nock	4.6%
Petro	3.8%
Bakri	2.7%
Hass	2.3%
Gapco	2.2%

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LPG Market Share April - June 2017

COMPANY	PERCENTAGE
Kenol Kobil	18.4%
Lake Oil	17.6%
Total	14.7%
Vivo	11.6%
Libya Oil	11.1%
Hashi	8.8%
Nock	7.7%
Gulf	3.6%
Hass	2.6%
Oryx	1.7%

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Lubricants Market Share April - June 2017

COMPANY	PERCENTAGE
Total	41.9%
Vivo	41.8%
Libya Oil	8.1%
Kenol Kobil	4.0%
NOCK	2.8%
Oryx	1.0%
Hass	0.3%
Mogas	0.2%

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Civil Aviation Market Share

INDUSTRY	PERCENTAGE
Kenol Kobil	41.3%
Gulf Energy	20.4%
Bakri	17.2%
Total	11.9%
Libya Oil	5.6%
Vivo	3.1%
Fine Jet	0.50%

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Retail Outlets Market Share

COMPANY	PERCENTAGE
Vivo	28.1%
Total	22.7%
Kenol Kobil	10.4%
Nock	7.6%
Libya Oil	7.4%
Petro	4.4%
Gulf	2.9%
Afrioil	2.2%
Galana	1.8%
Tosha	1.4%

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Resellers Market Share

COMPANY	PERCENTAGE
Kenol Kobil	13.30%
Vivo	10.10%
Petro	9.10%
Gapco	8.60%
Total	8.10%
One Petroleum	4.80%
Oryx Energies	4.50%
Gulf	3.50%
Libya Oil	2.90%
Engen	2.90%

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Top Industry Consumers

INDUSTRY	PERCENTAGE
Retail Outlets	42.70%
Reseller	21.80%
Civial Aviation	13.10%
Manufacturing	7.00%
Transport & Communication	3.20%
Energy Production	1.00%
Building & Construction	0.90%
Agriculture	0.80%
Mining	0.50%
Government	0.50%
Military	0.20%
Tourism	0.10%
Other Comericial	8.20%