

**Kenya Petroleum Sales**

Products	Q2 RESULTS			HALF YEAR RESULTS	
		% Change compared to same period in 2018 (2018 Q2 vs.2019 Q2)	% Change compared to previous period (2019 Q1 vs. 2019 Q2)		% Change compared to same half year period in 2018 (2018 Q2 vs.2019 Q2)
	APR-JUNE 2019			JAN_JUN 2019	
Avgas	92	-80%	-33%	230	-86%
Jet A-1	215,563	0%	-6%	444,456	10%
Premium Gasoline	502,062	11%	2%	994,957	11%
Regular Gasoline		-	-		-
Kerosene	52,304	-56%	-11%	111,217	-50%
Gas Oil	663,871	3%	-1%	1,333,196	4%
Industrial Diesel	-	-100%	-	-	-100%
Fuel Oils	133,871	-19%	44%	227,047	-10%
Bitumen*	-	-100%	-	-	-100%
Lubricants	14,078	3%	-4%	28,680	10%
Greases*	-	-	-	-	-100%
<b>TOTAL</b>	<b>1,581,841</b>	<b>-2%</b>	<b>2%</b>	<b>3,139,781</b>	<b>2%</b>

Units in M3

\* Units in Metric tonnes

**OVERALL MARKET SHARE  
(INCLUDING EXPORTS)  
APRIL - JUNE 2019**

KENOL KOBIL	14.7%
TOTAL	13.1%
VIVO	12.3%
OLA ENERGY	5.3%
GULF	5.2%
NOCK	3.3%
PETRO	3.1%
GALANA	2.5%
HASS	2.4%
BE ENERGY	2.1%
ROYAL	2.0%
STABEX	1.8%
GAPCO	1.7%
DALBIT	1.56%
LAKE OIL GAS	1.54%
TEXAS	1.47%
TRISTAR	1.45%
ORYX	1.43%
TOSHA	1.41%
RH DEVANI	1.28%
KENCOR	1.28%
ASPAM	1.19%
FOSSIL	1.11%
LUQMAN	1.03%
AINUSHAMSI	1.01%
CITY OIL	1.00%
TOWBA	0.97%
ONE PETRO	0.97%
EAGOL	0.96%
MOGAS	0.75%
LEXO	0.73%
RIVAPET	0.72%
REGNOL	0.69%
OLYMPIC	0.64%
ENGEN	0.64%
MSOIL	0.52%
ASTROL	0.42%
GASLINE	0.39%
FINE JET	0.38%
ILADE	0.36%
RANWAY	0.36%
BACHULAL	0.35%
OILCOM	0.35%

BUSHRA	0.29%
AXON	0.27%
ASHARAMI	0.24%
OIL ENERGY	0.23%
TIBA	0.22%
ZACOSIA	0.21%
OCEAN ENERGY	0.21%
BANODA	0.21%
HARED	0.20%
AFRO	0.20%
NETGAS	0.20%
KOSMOIL	0.18%
HELLER	0.18%
FAST NETT	0.17%
AFTAH	0.16%
PETROCAM	0.14%
GLOBAL	0.11%
JAGUAR	0.07%
EON ENERGY	0.07%
BRAINFIELD	0.06%
ARECH	0.02%
<b>TOTAL</b>	<b>100.0%</b>

<b>KENYA PETROLEUM SALES MARKET SHARE</b>	
<b>APRIL-JUNE 2019</b>	
TOTAL	16.3%
VIVO	16.1%
KENOL KOBIL	15.4%
OLA ENERGY	6.8%
GULF	6.2%
NOCK	4.3%
GALANA	2.7%
PETRO	2.4%
GAPCO	2.3%
BE ENERGY	1.84%
DALBIT	1.79%
HASS	1.64%
LAKE OIL GAS	1.56%
ORYX	1.56%
RH DEVANI	1.32%
TOSHA	1.30%
TOWBA	1.28%
ONE PETRO	1.27%
ASPAM	1.11%
TEXAS	1.01%
KENCOR	0.95%
AINUSHAMSI	0.89%
ENGEN	0.84%
LEXO	0.84%
EAGOL	0.83%
FOSSIL	0.64%
REGNOL	0.56%
ASTROL	0.55%
RIVAPET	0.54%
MOGAS	0.53%
LUQMAN	0.47%
BACHULAL	0.46%
ROYAL	0.41%
TRISTAR	0.33%
OILCOM	0.27%
AXON	0.26%
BUSHRA	0.24%
HELLER	0.24%
OLYMPIC	0.23%
FAST NETT	0.22%
AFTAH	0.21%
TIBA	0.20%
PETROCAM	0.19%
STABEX	0.19%
ILADE	0.17%
FINE JET	0.12%
EON ENERGY	0.09%
JAGUAR	0.09%
OCEAN ENERGY	0.08%
ZACOSIA	0.06%
BRAINFIELD	0.06%
BANODA	0.06%

ASHARAMI	0.05%
CITY OIL	0.02%
GLOBAL	0.02%
RANWAY	0.00%
AFRO	0.00%
ARECH	0.00%
GASLINE	0.00%
HARED	0.00%
KOSMOIL	0.00%
MSOIL	0.00%
NETGAS	0.00%
OIL ENERGY	0.00%
<b>TOTAL</b>	<b>100.0%</b>

**LUBRICANTS MARKET SHARE  
APRIL - JUNE 2019**

TOTAL	38.5%
VIVO	35.5%
OLA ENERGY	11.1%
KENOLKOBIL	10.3%
GALANA	1.8%
NOCK	1.0%
ENGEN	0.6%
HASS	0.6%
ORYX	0.4%
MOGAS	0.16%
AINUSHAMSI	0.09%
ROYAL	0.06%
LUQMAN	0.02%
<b>TOTAL</b>	<b>100.0%</b>

<b>TOP INDUSTRY CONSUMERS</b>	
<b>APRIL - JUNE 2019</b>	
RETAIL OUTLETS	43.9%
RESELLERS	24.2%
CIVIL AVIATION	13.4%
MANUFACTURING INDUSTRIES	6.3%
OTHER COMMERCIAL SECTORS	4.2%
TRANSPORT & COMMUNICATIONS	3.6%
ENERGY PRODUCTION	1.9%
BUILDING & CONSTRUCTION	0.8%
MINING & OTHER NATURAL RESOURCE	0.5%
AGRICULTURE	0.4%
GOVERNMENT SERVICES	0.3%
TOURISM	0.2%
MILITARY	0.1%
<b>TOTAL</b>	<b>100.0%</b>

**CIVIL AVIATION MARKET SHARE  
APRIL - JUNE 2019**

KENOL KOBIL	64.3%
OLA ENERGY	15.0%
BE ENERGY	10.1%
GULF	3.5%
TOTAL	2.4%
VIVO	2.3%
HASS	0.9%
FINE JET	0.9%
HELLER	0.6%
JAGUAR	0.03%
<b>TOTAL</b>	<b>100.0%</b>



RETAIL OUTLETS MARKET SHARE APRIL - JUNE 2019	
VIVO	28.4%
TOTAL	24.2%
KENOL KOBIL	9.9%
OLA ENERGY	7.1%
NOCK	5.8%
GULF	2.8%
PETRO	2.5%
LEXO	1.9%
LAKE OIL GAS	1.7%
GALANA	1.7%
TOSHA	1.4%
HASS	1.4%
ASTROL	1.3%
RIVAPET	1.1%
LUQMAN	1.0%
ENGEN	0.8%
BACHULAL	0.73%
BE ENERGY	0.59%
AINUSHAMSI	0.54%
MOGAS	0.54%
AFTAH	0.48%
TIBA	0.45%
ORYX	0.43%
STABEX	0.43%
TEXAS	0.37%
HELLER	0.36%
EAGOL	0.34%
OILCOM	0.27%
ILADE	0.26%
GAPCO	0.25%
ASPAM	0.24%
OLYMPIC	0.20%
EON ENERGY	0.17%
TOWBA	0.14%
PETROCAM	0.13%
AXON	0.13%
ZACOSIA	0.09%
<b>TOTAL</b>	<b>100.0%</b>

**RESELLERS MARKET SHARE****APRIL - JUNE 2019**

TOTAL	9.8%
GAPCO	8.9%
GALANA	6.1%
ORYX	5.7%
PETRO	5.3%
TOWBA	5.0%
ASPAM	4.1%
KENCOR	3.9%
DALBIT	3.6%
VIVO	3.6%
TEXAS	3.5%
KENOL KOBIL	3.4%
LAKE OIL GAS	3.3%
NOCK	3.2%
TOSHA	2.9%
EAGOL	2.73%
AINUSHAMSI	2.69%
FOSSIL	2.64%
REGNOL	2.30%
OLA ENERGY	2.24%
ENGEN	1.94%
GULF	1.91%
ROYAL	1.68%
TRISTAR	1.38%
BE ENERGY	0.91%
FAST NETT	0.91%
AXON	0.86%
MOGAS	0.85%
BUSHRA	0.71%
OILCOM	0.62%
OLYMPIC	0.59%
PETROCAM	0.52%
HASS	0.35%
JAGUAR	0.34%
OCEAN ENERGY	0.34%
BANODA	0.23%
ILADE	0.23%
ASHARAMI	0.20%
BRAINFIELD	0.19%
LUQMAN	0.14%
ZACOSIA	0.09%
LEXO	0.08%

CITY OIL	0.08%
GLOBAL	0.07%
EON ENERGY	0.04%
<b>TOTAL</b>	<b>100.0%</b>