Petroleum
INSIGHT

1st Quarter, January - March 2023

A Sector in TRANSITION

THE MAGAZINE OF THE PETROLEUM INSTITUTE

PETROLEUM INSTITUTE OF EAST AFRICA
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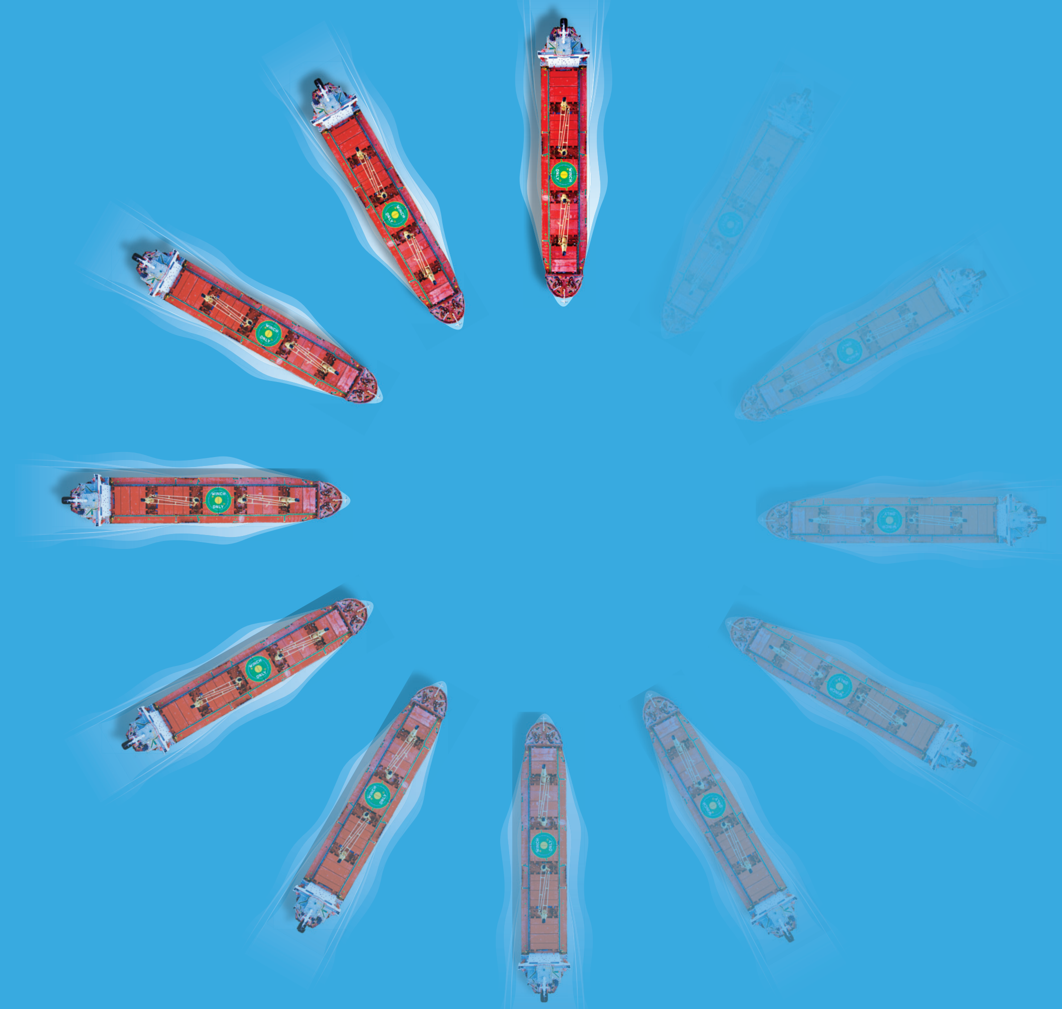

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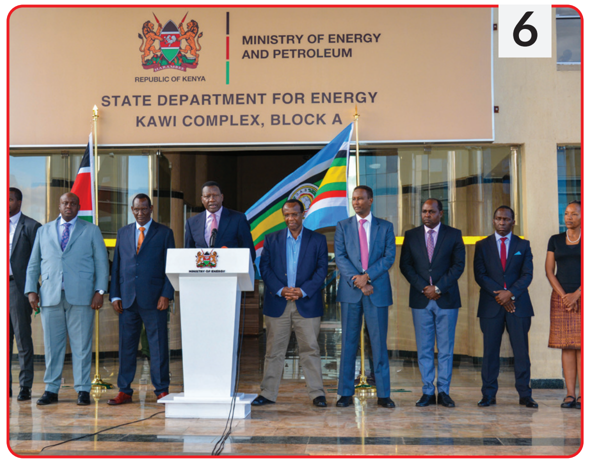

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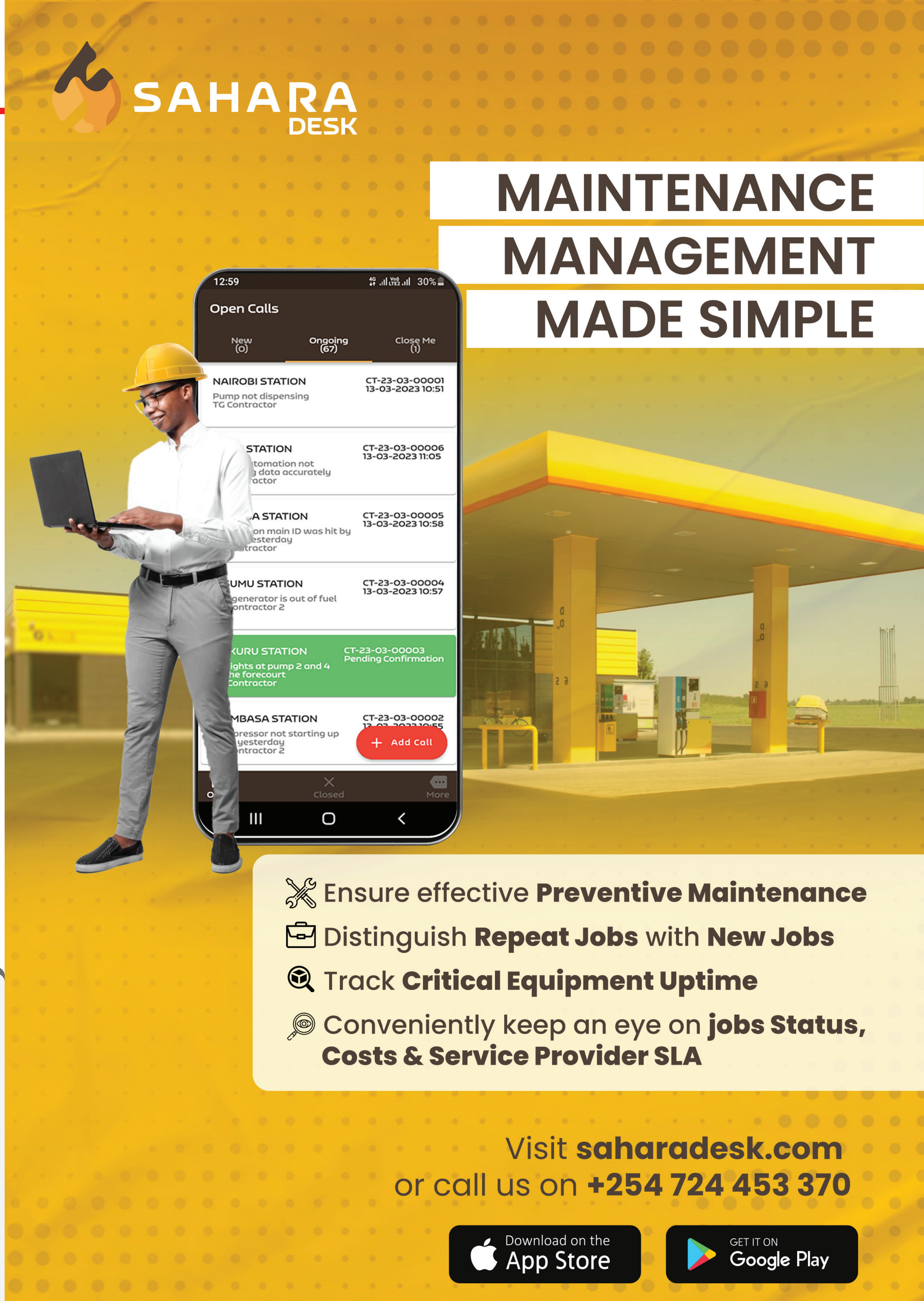


Mainstreaming Policy and Law Crucial for Transition

The Public Procurement and Asset Disposal (Amendment) Bill (PPADB) 2022 was in the quarter, tabled for amendments that will raise the threshold of tenders that local firms can exclusively access from Ksh500 million to Ksh20 billion. The proposed amendment seeks to promote local content by offering more opportunities for Kenyan entrepreneurs to market their products, especially in the government's infrastructural projects.

While the aforementioned endeavour is commendable, its practicability in meeting the expected outcome, which is to generate employment in local manufacturing and expand entrepreneurship opportunities in the Micro-Small and Medium Enterprises (MSMEs), will require a National Tax Policy (NTP) that mirrors the intention of the Bill.

This February, the National Treasury called on stakeholders who submitted comments to the draft NTP to defend their proposals - PIEA being amongst these. What stands out like a sore thumb in the draft, and which would contradict the proposed amendment to the PPADB 2022, is the continued focus on taxation as the sole means of generating government revenue without due consideration to the prudent management of resources, elimination of waste and corruption as well as diversifying the tax base to make taxation equitable.

The draft NTP letter and spirit does not demonstrate deliberate, facilitative policies and strategic investments for industry, agriculture, manufacturing, trade and service sectors amidst other potential areas of our comparative and competitive advantage locally and regionally. The favourable policy is critical in shoring up consumption of our locally manufactured goods - the expected outcome of the proposed amendment in the PPADB 2022. However, the objective will remain elusive if stakeholder inputs to the draft NTP are rejected.

To illustrate the argument, let's consider the Country's exponential rate of infrastructure development, where the tenders for especially road infrastructure, which expanded by 6.6% in 2021 compared to a growth of 10.1% in 2020, translated to a 23.4% increase in cement consumption from 7,375.6 thousand tonnes in 2020 to 9,098.4 thousand tonnes in 2021. Conversely, the quantity of locally manufactured lubricants did not grow in tandem with the growth in road infrastructure which witnessed a marginal growth of 3% yet there was an increase in imports of lubricants by 26%. China's imports of lubricants increased by 288% yet there is a 30 per cent local sourcing rule, never mind that Kenya is home to five state-of-the-art lubricant manufacturing plants that have 60% of the over 130,000 tonnes of installed capacity underutilized.

To further buttress the point, Kenya's diesel and petrol consumption grew tremendously between 2008 to 2021, averaging 13% annually, catalyzed by the increase in the number of motor vehicles from 250,000 to 2.5 million in the same period. These two growth factors should be in tandem with lubricants demand though this is not the case given the average six per cent performance between 2008 and 2021. This shows that something is grossly wrong and must be corrected if the value of tenders that the PPADB 2022 is proposing to be exclusive for Kenya firms is to make sense and if the intention is to benefit the build Kenya buy Kenya value chain. It would be foolhardy to award construction tenders to Kenyan firms and then cause them to import that which is locally available due to the high costs of locally manufactured products compared to imports, as well as flooding our market with substandard imported goods - case in point is the aforementioned lubricants imports.

The solutions to reform the local manufacturing of lubricants is well known and simple to implement, and if the status quo remains, then the anticipated wealth generation through an increase in employment and MSME value chains that would come off the Ksh 20billion value of tenders ring-fenced for Kenyans will be a mirage as the beneficiaries will be the same 0.1 % of the Country's population that have more wealth than the balance 99%.

To walk the talk in providing an enabling business environment for the oil industry to practically support the bottoms-up approach economic model, the National Treasury should implement fiscal incentives that will promote competitive pricing and therefore increase local consumption and exports.

To curb the decline in local lubricants blending and forestall the closure of local manufacturing plants, we must reduce imported lubricants and at the same time increase both domestic and export lubricants sales to fully utilize existing capacity and avoid dependency on imports which create room for tax evasion and proliferation of sub-standard products. These can be achieved by zero-rating the raw material for lubricant blending-base oils and additives-which account for 90% of the inputs, yet attract 10% import duty. This makes Kenya's production costs high leading to the importation (56% in 2021) of cheaper lubricants that has led to the decline of local manufacturing hence stifling jobs and wealth creation as blending capacity is underutilized at 40%.

The more we sell locally blended lubricants, the more the government is able to diversify the tax bracket given that the steel drum manufacture, plastic packaging and label manufacture industries will flourish. Naturally, with a reformed and thriving local lubricants manufacturing sector, revenue from taxes will increase, for instance, there will be an increase in corporate taxes of approximately Ksh 35O billion, additional VAT earnings of approximately Ksh 160 billion from the reduction of illicit trade which is about 3% of the current market and last but not least there will be an increase from PAYE taxes and a reduction in KRA administrative costs.

It takes just willingness to mainstream policy and guard it with the requisite regulatory framework to holistically drive and support the; Buy Kenya-Build Kenya Initiative.

Wanjiku Manyara
General Manager
Petroleum Institute of East Africa

GoK to Alleviate USD Pressure Through G2G Importation of Petroleum Products

The Cabinet Secretary for Energy and Petroleum Davis Chirchir and the Energy and Petroleum Regulatory Authority Director General Daniel Kiptoo appeared before the National Assembly department committee on energy to shed light on the petroleum security of supply and the policy shift on the importation of petroleum products from the current Open Tender System (OTS) to a Government-to-Government (G2G) arrangement.

CS Chirchir and DG Kiptoo explained that the policy shift aims to alleviate the demand for the US dollar driven by petroleum imports by extending the time required to source for the dollar liquidity from the current five (5) days to one hundred and eighty (180) days.

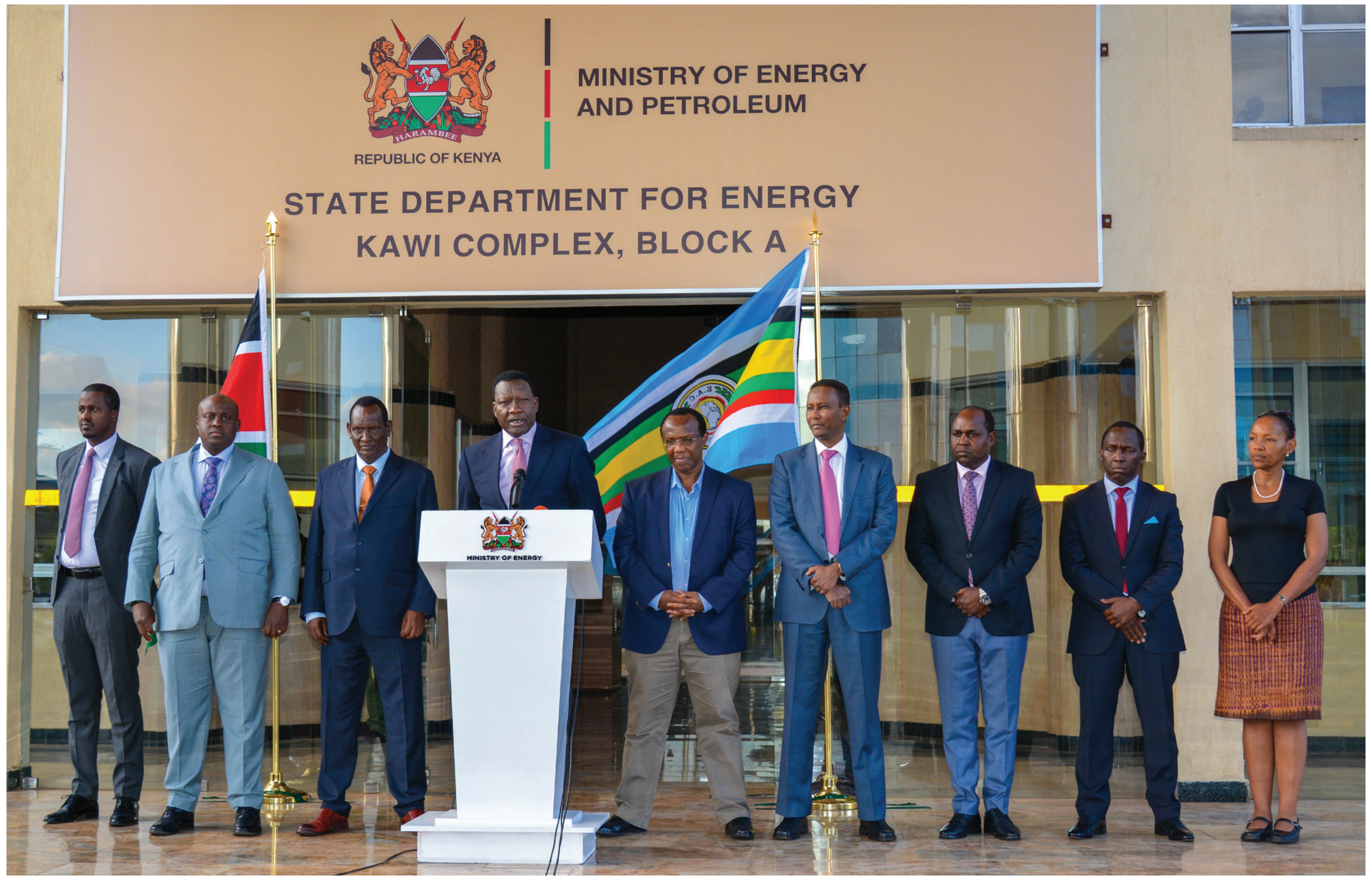
The Ministry of Energy and Petroleum earlier announced the government signed Framework Agreements with ADNOC (Abu Dhabi National Oil Company) Global Trading Ltd., Aramco Trading Fujairah FZE from Saudi Arabia, and Emirates National Oil Company Limited to supply the country with AGO, PMS and Jet1 fuels on credit for six months.

The dollar requirements by Oil Marketing Companies currently account for about 30% of Kenya's total dollar requirements putting Foreign Exchange reserves under pressure.

the policy shift aims to alleviate the demand for the US dollar driven by petroleum imports by extending the time required to source for the dollar liquidity from the current five (5) days to one hundred and eighty (180) days.

The G2G arrangement will help increase the country's forex reserves, thereby decreasing currency speculation whilst revamping the country's dormant interbank market. This arrangement is also expected to reduce the cost of petroleum products by leveraging economies of scale.

The CS and the DG assured the National Assembly Committee that the country has sufficient petroleum stocks and that adequate plans have been made to ensure a smooth transition to the G2G importation of the first cargoes under the arrangement expected from 1st April 2023.



Cabinet Secretary for Energy and Petroleum Davis Chirchir announced the policy shift on importing petroleum products from the current Open Tender System (OTS) to a Government-to-Government (G2G) arrangement. He is flanked by government officials and oil marketing companies representatives led by PIEA Chairman Peter Murungi.

Oryx Energies Appoints Angeline Maangi as New Managing Director

Angeline Maangi
Managing Director
Oryx Energies Kenya Limited

Angeline Maangi was appointed as the new Managing Director of Oryx Energies Kenya Limited on 1st January 2023, taking over from Christian Callede who proceeded on retirement effective 31st December 2022. Callede has been at the helm of the company for the past 15 years, successfully steering the company to attain the strong position that Oryx Energies Kenya Limited holds in the Kenyan Oil Industry today.

With a career spanning over two decades in the Kenya petroleum industry, Angeline Maangi joined the Oil and Gas sector as a Customer Service Representative at Mobil Oil Kenya Limited (then a subsidiary of ExxonMobil) in 2002. Throughout Mobil Oil Kenya Limited's growth and evolution to later become Libya Oil Kenya Limited (And now OLA Energy), Angeline worked her way through Customer Service, Accounting and Terminal Operations and rose the ranks to ultimately become the Fuel Supply Coordinator in 2007, overseeing the Petroleum Demand and Supply planning for the company.

In 2009, she joined Addax Energy Kenya Limited (Now Oryx Energies K. Ltd) as the Fuels Marketing and Operations Manager, a role that she held until January 2022, when she was appointed Deputy Managing Director, overseeing all the operations of the company. Her knowledge and experience in the Kenya Oil Industry have made her a highly respected contributor in Industry stakeholder engagements as she continues to add value to the sector.

A Chemical Engineer by profession, Angeline is the first female MD of Oryx Energies Kenya Limited, and she becomes the second female to be appointed at the helm of one of the affiliates/subsidiaries of the Swiss-based Oryx Energies Group of Companies that has operations in over 17 sub - Saharan countries. Her appointment comes at a time when gender inequality has been deemed the **"greatest human rights challenge of our time"** by the United Nations, and she joins the slowly growing number of female C-Suite occupants who continue to challenge the gender stereotypes that contribute primarily to gender inequality.

One of the agenda items at the top of her priority list, as she takes over, is to be at the forefront in transforming Oryx Energies Kenya Limited into an ESG-led company under the Oryx Energies Group's overall ESG strategy which rests on four pillars:

1. Climate Change and Innovation;
2. Local Environmental Management;
3. Communities and Customers; and
4. Our People and Sub-contractors.

According to Angeline, ESG strategies work when the whole company, not just the top management, embraces and internalizes them. Achieving workforce buy-in is essential to building sustainability into the work culture. It is therefore important to build the workforce ESG IQ by keeping all employees, managers and leaders informed, involved and engaged through regular EGS-centric training and communications that not only explain what the organization's ESG strategy is but also demonstrate how to operationalize it in daily activities.

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SCAN ME

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2023 PIEA WLPGA AFRICA LPG SUMMIT, EXHIBITION & TRAINING WORKSHOP
17-19th May 2023 Serena Hotel, Nairobi, Kenya
Sponsorship, Exhibition and Collaboration Packages

Sponsorship/Partnership packages	Platinum sponsor (Exclusive)	Exhibitors		
		Silver	Bronze	Supporting sponsor
Charges in Kenya Shillings	KES. 1,000,000 (USD $ 7,936)	KES. 250,000 (USD $ 1,984)	KES. 70,000 (USD $ 556)	KES. 30,000 (USD $ 238)
Digital communication outreach (emailing, programme advertising, press release) Size determined in Pixel sizing	Large banner Ad (your logo + "Exclusive event host")	Large logo	Small Logo	Small Logo
Brand presence pre- and post- event	-Interview video recording interview to showcase company profile -One speaker slot -Sponsor a networking tea break (first day of the event) -Five videos to be posted on the YouTube channel Petroleum Insight Magazine Q2 & Q3 (full page article) -Flyer feature on PIEA website & socials -Full page article feature on PIEA website & socials -Two session of Twitter spaces (Q3/Q4/2023) -Two session PIEA online membership forum -One tea break sponsorship	-Sponsor networking lunch break on first day of the event -Speaker session during roundtable on the first day -three videos to be posted on the YouTube channel -Flyer feature on PIEA website & socials -One session of Twitter spaces/PIEA online Membership forum (Q3/Q4 2023)	-One video uploaded on PIEA YouTube channel -Flyer feature on PIEA website & socials -One tea break sponsorship -One company will get a chance to speak during the first day round table (Autogas/power generation)	-Flyer feature on PIEA website & socials
Branding and visibility: Physical and Virtual				
Banner	Exclusive banner branding outside and inside the conference room: ten banners (tear drops, roll up banners)	Five roll up banners (branding outside and inside the conference room)	Two roll up banners (branding outside and inside the conference room)	
Exhibition booth	Bring your own 3x2 exhibition booth/tent for products display	Bring your own 2x2 exhibition booth for products display	Table top exhibition	
Logo on live stream of the event	Standard size banner logo inclusion	Small banner and logo	Standard size banner	Small Logo
Logo on Sponsors section	Standard size Logo	Standard size Logo	Standard size Logo	Standard size Logo
Logo on Home page	Large Logo +Link	Large Logo +Link	Standard size Logo	Small size Logo
Pre-session advertising clip (1gb maximum) at least one hour long (video recordings to be played on the LED screens)	-Six video recording appearance on sessions all playable between 17-19 May 2023 -The clip will also be viewable after the event via our PIEA YouTube channel -Live streaming session available on playback mode from 17-19 May 2023 which will be virtually branded	-Three pre-recorded video for showcasing products and services. -Live streaming session available on playback mode from 17-19May 2023 which will be virtually branded Will be added on PIEA YouTube channel	-Three pre-recorded video for showcasing products and services	-One pre-recorded video for showcasing products and services
Plug from the Master of Ceremony	All sessions	Two slots (Opening ceremony and closing ceremony)	One slot (Opening ceremony Opening ceremony mention by the moderator)	One slot (Opening ceremony mention by the moderator)
e-Stage presentation - VOD (your pre-recorded video)	Three slots during the breaks	One slot during the tea/lunch breaks	One slot during the tea/lunch breaks	-

SCHOOL OF PETROLEUM STUDIES
TRAINING CALENDAR FOR YEAR 2023 (PHYSICAL TRAINING SESSIONS)

CODE	COURSE TITLE	DURATION	DATE	LOCATION
(A)LEGAL & REGULATORY COURSES				
SPS 003 A	Petroleum sector regulatory training on LPG Bulk storage facilities	Half day	6/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 004A	Petroleum sector HSSE regulatory training requirements	Half day	19/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 005A	Legal and Regulatory Framework: Highlights of the impact of the 13 new petroleum regulations	1 day	28/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa
(B) OIL AND GAS RETAIL AND MARKETING COURSES				
SPS 008B	Stocks management Level 1	5 days	24-28/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 009B	Stocks management Level 2	5 days	8-10/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 010B	Service Station Management	5 days	15-19/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS011B	Service Station Attendants course	2 days	12-16/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS012B	Service Station Dealers course	2 days	18-19/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 013B	Petroleum Depot Operations & Management	5 days	22-26/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 014B	Supply Planning & Optimization in the Oil and Gas sector	3 days	19-23/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(C) HEALTH SAFETY SECURITY AND ENVIRONMENT COURSES				
SPS 003C	Occupational health and risk assessment	2 days	13-14/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 005C	Contractor safety management course Level 1	5 days	24-28/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 006 C	Contractor safety management course Level 2	4 days	8-12/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(D) AVIATION FUEL MANAGEMENT COURSE				
SPS004D	Human factors in aviation operations	3 days	19-20/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(E) LPG OPERATIONS SALES & MARKETING COURSES				
SPS001E	LPG sales, operations and marketing management	5 days	5-9/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 005E	Annual PIEA-WLPGA Virtual LPG Training Workshop	3 days	29/MAY-2/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(F) RISK MANAGEMENT COURSES				
SPS 001F	Risk management in the oil and gas sector course	5 days	12-16/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 004F	Occupational Health and risk assessment	2 days	27-28/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 008F	Joint SPS & St. John Basic First aid and Fire Safety	2 days	25-26/MAY/2023	Kisumu
			22-23/JUNE/2023	Mombasa
SPS 007F	Counter Terrorism and Security Awareness (Joint training by National Counter Terrorism Center and SPS)	Half day	15/JUNE/2023	Nairobi
			6/APRIL/2023	Nakuru
			14/APRIL/2023	Eldoret
			19/MAY/2023	Kisumu
			23/JUNE/2023	Naivasha
(G) PETROLEUM PRODUCTS LOGISTICS & HANDLING COURSES				
SPS004G	Introduction to the Oil & Gas Sector	5 days	3-6/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 005M	Petroleum road and transportation management	5 days	19-23/JUNE2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(H) LUBRICANTS COURSES				
SPS001H	Lubricants & Coolants Competency Course	5 days	17-21/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(J) EXECUTIVE MANAGERIAL COURSES				
SPS002J	Executive Introduction to the East Africa Oil and Gas sector (for Boards of Directors and Senior management)	1.5 days	25/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 003J	Corporate governance course for Boards and Management (Board of Directors and Senior Management)	1 day	16/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(K) HUMAN RESOURCE MANAGEMENT COURSES				
SPS 003K	Strategic Customer Service	3 days	19-21/APRIL/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(L) PERSONAL DEVELOPMENT COURSES				
SPS001L	Reinventing yourself at the workplace	1 day	26/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS002L	Mental health Champions at the Work place	Half day	11/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 003L	Work life Balance In the context of Time management	Half day	13/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 004L	Work life Balance In the context of Technology devices usage	Half day	25/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 005L	Corporates and mental health	1 day	12/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
(M) FINANCING OIL AND GAS PROJECTS				
SPS001M	Financing Oil and Gas Projects	1 day	7/JUNE/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba
SPS 002M	Taxation in the Oil and Gas sector (Executive management course)	1 day	31/MAY/2023	Nairobi/Nakuru/Naivasha/Eldoret/Kisumu/Busia/Mombasa/Kampala/Dare-es- Salaam/Kigali/Juba

Additional information:

Charges for physical training:
Open courses:

Charges for physical training:
Open courses:
5-day course PIEA member Kshs. 49,000+VAT (USD $ 563)
PIEA non-member Kshs. 62,500 +VAT (USD $ 718)
3-day course PIEA member Kshs. 35,000 +VAT (USD $ 402)
PIEA non-member Kshs. 40,000 +VAT (USD $ 460)
1-2-day course PIEA member Kshs. 25,000 +VAT (USD $ 287)
PIEA non-member Kshs. 30,000 +VAT (USD $ 345)

Training charges indicated are per person basis.
The dollar rate used is subject to change depending on current foreign exchange rate fluctuation
The minimum number required to form quorum for training is at least 10 individuals
We also have online courses available and are scheduled in a separate calendar
For enquiries kindly contact school@petroleum.co.ke

SCHOOL OF PETROLEUM STUDIES
TRAINING CALENDAR FOR YEAR 2023 (ONLINE MODULAR SESSIONS)

Location: Online via Microsoft teams/Google Meet

CODE	COURSE TITLE	DURATION		DATE
(A) OIL & GAS LEGAL & REGULATORY FRAMEWORK COURSES				
SPS 001A	Legal and Regulatory Framework: Highlights of the impact of the 13 new petroleum regulations	2 hours per module	Module 1: Permits and licensing Module 2: Importation, Storage and Petroleum product road transportation Module 3: Petroleum information and statistics regulations	2/5/2023 10.00 a.m-12.30 p.m.
(B) OIL AND GAS RETAIL AND MARKETING COURSES				
SPS 003B1	Service Station Management course (Part 1)	2 hours per module	Module 1: Product knowledge Module 2: Petroleum product supply chain Module 3: Licensing and permits regulatory requirements Module 4: Retail Service station layout and design Module 5: Retail service station operations	8-10/MAY/2023 10.00 a.m-12.30 p.m.
SPS 003B2	Service Station Management course (Part 2)	3 hours	Module 1: Staff management Module 2: Service station wet stock management and security Module 3: Service station HSSE Module 4: Service station merchandising, advertising and promotion Module 5: Service station practical session	22-26/MAY/2023 10.00 a.m-12.30 p.m.
SPS007B1	Strategic customer service course	3 hours	Module 1: Strategic customer service models Module 2: Customer service vs Quality Customer Service Module 3: Citizens Service Charter Module 4: Customer service process Module 5: Handling customer complaints	8-12/MAY/2023 10.00 a.m-12.30 p.m.
SPS 008 B1	Stocks Management Level 1	3 hours	Module 1: Overview of the Oil & Gas sector Module 2: Refining operations Module 3: Legal & regulatory framework Module 4: Imports custody transfer Module 5: Terminal designs & Importing Infrastructure Module 6: Product measurement & measurement equipment	24-28/APRIL/2023 10.00 a.m-12.30 p.m.
SPS 009B2	Stocks Management Level 2		Module 1: Product receipts, costing and pricing Module 2: Stocks audit controls and procedures Module 3: Contracts & agreements Module 4: Risk management Module 5: Stocks accounting Systems Module 6: Work control documentation and procedures Module 7: Practical session (Depot/Service station visit)	15-19/MAY/2023 10.00 a.m-12.30 p.m.
(C) HEALTH SAFETY SECURITY AND ENVRIONMENT COURSES				
SPS001C1	Occupational Health, Safety, Security, and Environment (HSSE) course (Part 1)	2 hours	Module 1: HSSE Legislation, Standards and regulatory framework Module 2: OSHA Principles Policies and Development for petroleum Module 3: Risk assessment and management Module 4: Incident investigation and reporting	26-30/JUNE/2023 10.00 a.m-12.30 p.m.
SPS001C2	Occupational Health, Safety, Security, and Environment (HSSE) course (Part 2)	2 hours	Module 1: Emergency response and planning Module 2: OSHA health, safety and general welfare provisions Module 3: Compliance audit, offences and penalties Module 4: Fire protection and prevention	12-16/JUNE/2023 10.00 a.m-12.30 p.m.
SPS 001C3	Construction Occupational Health, Safety, Security, and Environment (HSSE) course for Contractor & Service providers	3 hours	Module 1: Challenges in construction safety management Module 2: How to excel in construction safety management Module 3: Challenges in monitoring and evaluation of contractors	27/APRIL/2023 10.00 a.m-1.30 p.m.
(D) AVIATION FUEL MANAGEMENT COURSE				
SPS003D1	Introduction to Aviation operations & management course (Part 1)	2 hours	Module 1: Production knowledge Module 2: Fundamentals of supply and demand Module 3: Distribution and logistics Module 4: Standards and quality control test measures for jet fuel Module 5: Jet fueling equipment and Facilities	27-31/MARCH/2023 10.30 a.m-12.30 p.m.
SPS003D2	Aviation operations & management course (Part 2)	2 hours	Module 1: Aviation Jet fuel Safe Handling and Storage procedures Module 2: Quality Control and Jet Fuel Re-Certification Procedures Module 3: Price exposure and Risk management Module 4: Emergency Response Preparedness	8-12/MAY/2023 10.30 a.m-12.30 p.m.
SPS003D3	Human factors in aviation operations	2 hours	Module 1: Understanding human factors in aviation Module 2: Impact of human factors on aviation operations Module 3: Human errors in aviation operations and their solutions	21-23/JUNE/2023 10.30 a.m-12.30 p.m.
(E) LPG OPERATIONS SALES & MARKETING COURSES				
SPS003E1	LPG Sales, Operations and Marketing Management (Part 1)	2 hours	Module 1: LPG product knowledge Module 2: Bulk LPG import and transfers Module 3: LPG bulk storage facilities Module 4: LPG standards, legal and regulatory framework Module 5: LPG cylinders manufacturing design and specification	10-14/JUNE/2023 10.30 a.m-12.30 p.m.
SPS003E2	LPG Sales, Operations and Marketing Management (Part 2)	3 hours	Module 1: LPG cylinder safe handling and transportation Module 2: LPG market supply chain Module 3: LPG Safety and Emergency preparedness Module 4: LPG accident and incident investigation	17-21/APRIL/2023 10.30 a.m-12.30 p.m.
SPS 005M	Supply Planning Optimization	2 hours	Module 1: Supply chain network Module 2: Legal and regulatory framework Module 3: Petroleum product importation and storage management	26-28/APRIL/2023 10.30 a.m-12.30 p.m.
(H) LUBRICANTS COURSES				
SPS001H1	Lubricants & Coolants Competency Course (Part 1)	2 hours	Module 1: Fundamentals of lubricants and lubrication Module 2: Lubes & coolants blending operations and base oil classification Module 3: Coolants, special and general-purpose greases Module 4: Lubricants safe handling, storage and disposal (HSSE)	8-12/MAY/2023 10.30 a.m-12.30 p.m.
SPS001H1	Lubricants & Coolants Competency Course (Part 2)	2 hours	Module 1: Lubricant's & coolants standards legal and regulatory framework Module 2: Automotive, Synthetic and industry specific lubricants Module 3: Lubricant's & coolants market, supply chain and distribution	19-23/JUNE/2023 10.30 a.m-12.30 p.m.
(J) EXECUTIVE MANAGERIAL COURSES				
SPS002J	Executive Introduction to the Oil and Gas sector	2 hours	Module 1: Product Knowledge Module 2: Legal and regulatory framework Module 3: Market supply chain and fiscal regime	8-12/MAY/2023 10.30 a.m-12.30 p.m.

Online training charges:

Scheduled calendar training sessions:
Cost per person per module: *US $ 74*/ Kshs. 7,500+VAT only

Alternative for scheduled calendar training sessions:

Executive Private/Group Sessions:
Cost per person per module: *US $ 148* / Kshs. 15,000+VAT only
(Under the Executive Private/Group Sessions we offer individual or group sessions which are designed to fit your time and date schedule.)

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N/B - Scheduled calendar training sessions: -The training take place as scheduled in the calendar dates/time as listed above.

-Executive Private/Group sessions- The training is delivered as per trainee's request depending on their availability.

The courses listed which have (Part 1) and (Part 2) annotation means that the training participant has to complete both parts to be awarded the certificate.
The courses listed with the annotation Level 1 and Level 2 means that the trainee will be awarded a certificate upon completion of each level.
*The price indicated in $ USD is subject to currency fluctuations USD/KSHS*currency exchange.

Kenya Power Holds Inaugural E-Mobility Stakeholders' conference

Eng. Geoffrey Muli, acting Managing Director addressing participants during the inaugural E-Mobility Stakeholder's Conference in Nairobi.

As the world grapples with the effects of human activity on the environment, countries worldwide have set targets to eliminate the use of fossil fuels, particularly in the transport sector, as part of a global push to achieve carbon-neutral status. In particular, EU member states, the USA, and leading car manufacturers have committed to phasing out fossil-fuelled vehicles by 2040.

Globally, 74% of transport is by road, which translates to 24% of the total CO2 emissions. This underlines the importance of a deliberate transition to e-mobility to reduce the increasing levels of harmful emissions before further damaging the environment. Here in Kenya, the transport sector contributes to 67% of all emissions in the energy sector and 12% of national emissions. The sector emissions are projected to rise to 17% in 2030. Being the biggest economy in the region, an innovation hub, and a clean energy global leader, Kenya stands an unparalleled chance to become the launch pad for the rest of the continent. With increased electricity generation drawn mainly from renewable sources that currently account for 92% of the generation mix, growth in transmission and distribution networks to provide redundancy in the major towns, and 75% electricity access, Kenya is well positioned to embed e-mobility.

In the last two years, the country has witnessed unprecedented interest from local and international stakeholders looking to invest in and develop Kenya's e-mobility sector. If harnessed, this will lead to the creation of a formidable e-mobility economy. Currently, the country has an estimated 1,350 registered e-vehicle, which include 167 Station Wagons, five (5) Saloon cars, 844 motorcycles, 153 three-wheelers, 20 trailers, three (3) double cabs, five (5) vans, three (3) lorries among others. The number is growing by the day as more and more stakeholders appreciate the e-mobility ecosystem.

Inaugural E-Mobility Conference

To further drive and coordinate the electricity motorization conversation, Kenya Power held a two-day forum on the 7th and 8th of February 2023, at Safari Park Hotel in Nairobi. The event themed "Powering E-mobility in Kenya" which attracted over 540 participants, brought together all the key stakeholders driving e-mobility in Kenya. These ranged from the National Treasury; Ministries of Transport and Energy; County Government representatives; development partners; local and global vehicle assemblers and re-sellers; local transport associations; battery technology manufacturers; and financiers among others. The Company's top leadership led by the Board of Directors, the German and Swedish ambassadors, the Nairobi County Deputy Governor, and other VIPs, were among the guests who graced the highly praised event.

Additionally, 16 organisations showcased their bespoke technology and products in the local e-mobility ecosystem. The two-day event's programme featured discussions on:

(a) Best-in-class, bespoke EV charging technology and infrastructure
(b) Policies to support the growth of the e-mobility sector in Kenya
(c) Stakeholder experience
(d) Providing an enabling environment to increase available charging stations
(e) The current and future e-mobility business opportunities in East Africa
(f) Research and technology in local and regional e-vehicles space among others.

During this panel, it was noted that E-mobility presents a vast opportunity for innovators who will offer solutions tailored to local needs and contexts. Also, a strong grid infrastructure and optimal placement of chargers are necessary for the mass transition into E-mobility. Capacity building for EV drivers and technicians needs to be prioritized to complete the value chain for e-mobility, while academic involvement in areas of research and development will also be necessary during the transition into e-mobility.

Panellists also noted for a smooth transition to electric vehicles (EVs), collaborations by stakeholders in the areas of policies, strategies, tariffs, standards, and regulations are key.

And to create cost parity between EVs and Internal Combustion Engine (ICE) vehicles and to encourage faster uptake of EVs, the government ought to consider incentives such as lowering taxes, excise duty, and levies for EVs; but increasing the same for ICE vehicles to maintain its revenue targets.

EV sales increased 108% in 2021

During panel three which focused on regional and international benchmarking, panellists noted that EV prices are dropping and therefore there is an accelerating adoption that will make EVs reach price parity with Internal Combustion Engine (ICE) vehicles before 2025. At least, 30% of global passenger vehicle sales will be fully electric by 2030, panellists noted.

At the same time, EV sales increased by 108% in 2021 which translated to 8.3% of the new sales market share and with big projections ahead.

Kenya, it was highlighted, has an opportunity to benchmark with various countries like Rwanda, India, Germany, and Sweden, among others while rolling out the full adoption of EVs.

COVER STORY

PIEA at the Kenya Power E-Mobility Forum held on the 7 and 8th of February 2023 at the Safari Park Hotel, Nairobi. Exchanges on the role of the private sector in spurring the growth of e-mobility as well as the business opportunities for Oil Marketing Companies in e-mobility were highlighted.

On opportunities for integration of EVs in Kenyan cities, it was noted that research has shown electric mobility means digital integration of four ecosystems: grid, buildings, homes, and drivers. Buildings will need more electricity and energy management. Consumers will charge when they stop as opposed to stopping to charge.

Further, 95% of EVs will charge at home, work or destination; only 5% will charge in transit. Electric vehicles will account for up to 40% of residential building electricity consumption. Convenience is a key driver for consumers to prefer charging at home. For example, in Europe, a third of EV drivers charge at home exclusively, while 80% of homes have access to EV charging.

Studies show that there is a 20% – 50% saving to charging at a building as compared to charging in transit depending on time of use (TOU) charges, solar generation and demand charges. At the same time, 98% of EV chargers will be installed in buildings & homes. Thus, building owners need to prepare the infrastructure for an increase of up to 45% in electricity consumption. There is a need for an urban mobility plan upgrade to accommodate e-mobility. Design a plan where EVs can be shared among various routes.

During the highly acclaimed event, it was noted that there are numerous business opportunities for oil marketing companies in e-mobility. The panellists noted that partnerships between existing petrol stations and EV chargers will lead to a smooth transition by making use of the existing facilities owned/leased by the petrol stations, thereby lowering the initial capital cost of establishing the premises.

As part of supporting Kenya in the process of transitioning into e-mobility without fully relying on external funding, some banks have developed strategies to finance investors through affordable plans. For example, one local bank has provisioned KSh. 2 billion funds to finance up to 80% of the cost of electric vehicles.

Kenya Power Commitment to E-Mobility

While assuring stakeholders of readiness to cater for e-mobility, Kenya Power stated that it has a total power capacity of 3321 MW of which off-peak demand is only 1100MW. This implies that approximately two-thirds of the total capacity is not utilized during off-peak hours. Embracing e-mobility will lead to the utilization of part of the excess capacity without straining the network.

The company is expanding its network infrastructure which is now 300,000 km long to cover most parts of the country. To improve supply reliability, the construction of redundancy lines is in progress while ensuring shorter feeders to achieve high stability.

Kenya Power prioritizes the distribution of clean energy from hydro, solar, wind, and geothermal, making it the leading country in Africa that distributes over 90% of its electricity from non-carbon-emitting sources.

Opportunities Abound For Oil and Gas Players in The Electric Vehicle Shift

Anthony Munyasya,
Chief Executive Officer
Galana Oil

The share of electric vehicles (EVs) in modern transport is certain to expand as the market predictably responds to customer demand, technological development, and government regulations on clean energy.

The shift to zero-emission mobility has been strongly embraced worldwide in a quest to solve climate change. Kenya is no exception and is gradually becoming part of the e-mobility journey as evidenced by the flurry of ongoing preparations by both the private and public sectors. From the acquisition of EV fleets to the establishment of charging stations, as well as crafting requisite laws and incentives on this technology, a lot is happening in Kenya.

Notably, the transport sector is the fourth largest greenhouse gas (GHG) emitter after agriculture, electricity generation, land use, land-use change and forestry (LULUCF), according to Kenya's 2017 Emission Baseline Projections Report.

This explains the government's drive for the uptake of e-mobility as one of the solutions to climate change, with a target of reducing emissions in the transport sector by an estimated 3.46 metric tonnes of carbon dioxide by 2030.

Both public and private sector players have joined the fray toward e-transport through various initiatives. They are preparing the ground for the big shift.

Some of the initiatives include the development of EV standards; the reduction of excise tax on EVs from 20 per cent to 10 per cent and partnering with development partners including the United Nations Environment Programme (UNEP) to roll out pilot programmes to appraise the uptake and challenges in e-mobility adoption.

The majority State-owned KenGen has recently unveiled four EVs to primarily be used for data collection and policy development. KenGen now has two EV charging stations in Nairobi and Naivasha and plans to roll out about 30 EV charging stations in major cities across the country.

E-mobility startup BasiGo, which has a fleet of electric buses in Kenya, has also partnered with the Associated Vehicle Assemblers Limited to assemble its buses in Mombasa as the shift to clean transport gathers pace.

the traditional strong financial frameworks for oil marketing companies place them in a good position to spearhead financing the purchase and lease of EV fleets. Like with any innovative technology, the pilot phase of products is traditionally costly as is the case with the pilot EV fleet and it would make sense for cash-thin firms and individuals to take up lease financing from the oil firms as they wait for prices of units to fall over the years.

But that is not all, Kenya Power has also embraced e-mobility with a projection that it now can charge 100,000 EVs. The company on February 7 to 8, 2023 hosted an e-mobility stakeholder's conference themed "Powering e-mobility in Kenya". The conference brought together policymakers, tech providers, financiers, and Kenya Power "to develop an ecosystem that will support the growth of e-mobility in Kenya."

As an incentive to EV owners, Kenya Power even proposes a preferential power tariff of KSh17 per kilowatt-hour (kWh) for charging stations as it positions itself to cash in on the growing uptake of EVs in Kenya to boost its electricity sales.

Evidently, a lot is happening on the e-mobility front and more is expected in the medium term as regulatory pressure and consumer pull intensify.

But amid this shift, there is a dilemma and concern about the impact it would have on the mobility sectors which have for decades been dominated by combustion engine technology and fueled by oil marketing companies. The move to EVs will no doubt impact the traditional downstream business model of oil marketing companies. However, all is not lost because many new opportunities will arise.

For example, oil marketing companies have a chance to ride on the demand for public EV charging stations by utilising their established brands and wide networks of service stations. The EV charging stations can complement their service and revenue streams during the transition to a full-scale e-mobility.

By establishing the EV charging stations, the oil marketing companies have an opportunity to retain the loyal customer base through concepts such as charge cards which make it flexible for managing fleets through the transition.

Secondly, the traditional strong financial frameworks for oil marketing companies place them in a good position to spearhead financing the purchase and lease of EV fleets. Like with any innovative technology, the pilot phase of products is traditionally costly as is the case with the pilot EV fleet and it would make sense for cash-thin firms and individuals to take up lease financing from the oil firms as they wait for prices of units to fall over the years.

Because both the EV units and replaceable batteries are costly, the lease financing could be split to provide options to the customers such as buying a vehicle and separately leasing a battery.

Closely related to this, the oil marketing companies also have an opportunity to invest in EV battery services such as maintenance, repairs, or swapping. They would, for example, establish facilities at their existing retail stations for EV battery banks that enable consumers to swap depleted batteries for charged ones and even extend provisions to include options for rent or lease of batteries that are still expensive to buy outright.

So there are opportunities for everyone in the e-mobility journey although oil marketing companies must forge a united front and engage the government as critical partners in the transition.
A transition from petrol pumps to charging stations entails massive capital and policy changes and the oil marketing companies and regulators must share a table to ensure a smooth change-over and protection of the massive investments made over the years.

An industry transition of this magnitude is akin to an industrial revolution and deserves incentives and policy support for a win-win outcome. Petroleum importation and distribution is a mature and highly competitive sector with small profit margins and requires support from the State because it cannot on its own afford the huge capital needed to repurpose and replace its existing asset with e-mobility-focused ones.

With most private investors still reluctant to the clean energy shift, the success of e-mobility transitions will rely heavily on State-backed initiatives such as loan guarantees, tax incentives, and capex grants to kick off the transition. This can be followed later by other initiatives such as special feed-in tariffs by regulatory agencies.

The state-industry partnership toward e-mobility transition is therefore critical and oil marketing companies must forge a common front in this race for survival.

COVER STORY

Emerging Supply Chain on Renewable Energy

Mohamed Abdulle
Managing Director, Dakawou Transport Ltd

Renewable energy is a space that is currently the new front in confronting our challenges on climate change. This is an industry that is taking shape and has a positive impact on our environment to ensure the sustainability of our environment into the future. This evolution and transition come with an emerging supply chain infrastructure that needs advancement. The impact of climate change is real and we as an industry must take steps aligned with the right side of history.

The supply chain of renewable energy is an emerging space in East Africa. Kenya is particularly taking the lead in ensuring that we start our transition into renewable. This is seen in the many laws and frameworks that support the move to a carbon-zero footprint. We have seen huge investments with a clear move from dirty to cleaner fuels for cooking. The main battle has been around charcoal and kerosene as the primary cooking fuels, but we are now seeing deliberate investments being made to enable a mass movement towards cleaner cooking fuels.

The challenge starts at the supply chain as charcoal and kerosene are within the reach of many households in urban centres, while charcoal is more available in rural areas. It is from this background that we need to re-engineer the supply chain to ensure that we have a similar convenience for clean fuels.

As Dakawou Transport Ltd, we have noted the challenge and have looked at ways of ensuring we develop a supply chain that ensures that clean energy is easily available and within reach of households. We understand that as much as price is a factor in having affordable cooking fuel equally consistent, availability is an integral factor.

The current clean cooking fuels in the market are LPG and bioethanol. In this space, we support companies moving LPG and bioethanol in bulk from their source i.e the port of Mombasa or the sugar factories that produce bioethanol. The main supply chain challenge comes in form of adequate stocks and evacuation to the various inland depots. We are an in-road transport company covering many kilometres as some sourcing of bioethanol as far as Gulu Uganda and, LPG as far as Dar es Salaam. This transportation of such hazardous goods on a large scale presents us with the challenge of ensuring operational efficiency while undertaking the highest standards of practical Safety.

In secondary transport, we offer the last mile to the end user. This is usually in a smaller unit that can manoeuvre our urban settlements. The main supply chain challenge in secondary transportation is to ensure that adequate stocks meet demand and we work with our clients that have come up with digital solutions to monitor and have used technology to ensure we are delivering to sites in an efficient manner but meeting the demand.

We need significant investments for developing supply chains that will then ensure the upscale demand for clean fuels to compete with biofuels. This could be through government incentives by reducing non-trade barrier tariffs that are imposed on vehicles doing last mile services that could operate in various counties and the development of roadside stations that will offer parking as compared to parking on road sleeves or residential estates.

Our other challenge is weighbridge compliance. Petroleum trucks comply with the total Gross Vehicle Weight (GVW) as the product is weighed at the source. However, petroleum product is alive and bound to move while in transit. It is for this reason that petroleum trucks are flagged for Axle load weight.

This requires KENHA to detain, post fines and then demand re-distribution of weight as per the East African Community Vehicle Load Control Act, 2016. This is a challenge as the product is sealed, and the weigh station has no capacity to offload and reload petroleum products.

In a case such as LPG, trucks ferry about 30% below the recommended GVW but still face the same challenge leading to malpractice at the weigh stations. In the recent past, we have noted improvement by the road's agency by privatizing weigh stations to curb malpractice.

As the country prepares to move to renewable energy, the transition needs to be supported by the whole industry, including the transport sector, as an alternative to our current supply chain that is equally efficient and developed. We wish for clean cooking not only to be affordable but equally available.

We would be happy if more industry players invest in alternative renewable energy solutions for cooking. The market has demand but is highly untapped. It is all about positioning, giving a value proposition for a real problem and partnering with good partners that offer a highly reliable supply chain.

We all need to play our part in the petroleum sub-sector to be on the right side of history.

TotalEnergies Role in The LPG Consumption Uptake

Liquefied Petroleum Gas (LPG) consumption in Kenya has been growing in recent years as more households and businesses turn to LPG as a cleaner and more convenient source of cooking energy.

According to the Kenya National Bureau of Statistics (KNBS), LPG consumption in Kenya has increased from 92,900 tonnes in 2013 to 371,400 tonnes in 2021. This growth of LPG consumption in Kenya is attributed to increased awareness of the benefits of using LPG as a cleaner energy source, the expansion of LPG distribution networks, the availability of affordable LPG cylinder refills and favourable government policies.

The Kenyan government set a target to increase the adoption of Liquefied Petroleum Gas (LPG) as a clean cooking fuel to reach 15kg of LPG per year by 2030, and the current per capita consumption for both household and commercial users stands at 7.5 kg.LPG is a cleaner and more efficient alternative to traditional fuels such as wood, kerosene and charcoal, which are known to harm the environment. The increased use and adoption of LPG is also expected to have a positive impact on the environment, as it helps to reduce air pollution and greenhouse gas emissions.

Launch of TotalEnergies EasyGas App Home Delivery Solution in Kenya

One of the biggest challenges faced by households and businesses that use LPG as a source of cooking energy in Kenya is the proximity of authorised LPG points of sale. Generally, these authorised LPG points of sale are located far from residential areas and business centres limiting easy access by customers. Additionally, transportation of LPG cylinders from authorised points of sale to homes or business centres poses a safety risk. LPG cylinders are heavy and challenging to transport with the risk of causing accidents, such as cylinder damage and leakages, which will be dangerous and harmful to people and the environment. This proximity challenge and inconvenience has allowed mushrooming of illegal gas vendors within the residential areas resulting in increased cases of gas accidents.

To address the proximity and convenience challenge faced by Kenyan households or businesses, TotalEnergies Marketing Kenya PLC launched a home delivery solution called EasyGas App.

What is TotalEnergies EasyGas App

EasyGas Solution is a home delivery mobile application offered by TotalEnergies Marketing Kenya PLC that provides customers with a convenient and easy-to-use platform to order LPG cylinder refills or LPG accessories for their homes. The App allows customers to place an order for a cylinder refill and track delivery all from the comfort of their mobile devices. It is made to make the process of ordering LPG cylinder refills quick, safe, and hassle-free by ensuring customers receive their filled LPG cylinder on time, in the comfort of their own homes and most importantly from an authorized point of sale. Customers with TotalEnergies Marketing Kenya PLC EasyGas App enjoy the convenience and safety of having LPG delivered right to their doorstep.

Safe Delivery Through Total Energies EasyGas App is our Top Priority

Safety is a top priority for us in our home delivery service, and we take all necessary measures to ensure that our customers receive their products safely and on time. Through our Logistic Partner, the riders are taken through rigorous training on App usage, LPG cylinder identification plus accessories and onsite customer support. They are also trained on safety measures during transit to ensure that they are not exposed to any hazardous conditions that may arise during Cylinder transportation and installations at the customer site.

To address the proximity and convenience challenge faced by Kenyan households or businesses, TotalEnergies Marketing Kenya PLC launched a home delivery solution called EasyGas App.

To enhance rider safety, they are equipped with safety gear such as gloves, safety boots, reflectors and regularly maintained delivery bikes. Additionally, we have a comprehensive customer support team with highly trained personnel that is available to handle any customer complaints or queries and track deliveries in real-time to monitor the progress of the delivery and ensure that the products are delivered to the correct address.

How Does TotalEnergies EasyGas App Work

The EasyGas App works by providing customers with a simple and user-friendly platform to order LPG cylinder refills. The App is designed to make the ordering process as convenient as possible for customers. Here is how the App works:

1. **Download and install the App:** customers can download the TotalEnergies Marketing Kenya PLC EasyGas app from App Store or Google Play Store, depending on their mobile device.
2. **Create an account:** once the App is installed, customers can create an account by providing their personal information, such as name, phone number, and delivery address.
3. **Place an order:** to place an order for an LPG cylinder refill, customers simply need to select the type of cylinder they require and place the order through the App. The customer can also order for cylinder purchase or other accessories.
4. **Payment:** customers pay for their LPG cylinder, refill, and accessories through the App using the mobile money payment option (LIPA NA MPESA).

Benefits of Delivery Through TotalEnergies EasyGas App

1. **Safety:** EasyGas customers receive legally refilled cylinders from our authorized points of sale reducing the risk of gas leaks and other safety hazards.
2. **Convenience, proximity & cost-effective:** EasyGas eliminates the need for customers to visit a point of sale saving time, effort, and money
3. **Reliability:** EasyGas ensures customers receive their cylinder refills on time, avoiding any inconvenience or interruption in their energy needs
4. **Eco-Friendly:** EasyGas reduces the carbon footprint of customers by eliminating the need for them to travel to POS, reducing fuel consumption and air pollution.
5. **Track delivery:** The app provides customers with real-time updates on their order status from confirmation, and dispatched to delivery.
6. **Receive delivery:** The delivery team will deliver the LPG cylinder refill to the customer's doorstep, and the customer will receive a One Time Password (OTP) on their mobile device once the delivery is complete

How are consumers Questions Addressed on TotalEnergies EasyGas App

TotalEnergies Marketing Kenya PLC has provided multiple channels for customers assistance on queries and App support through the channels below:

1. **EasyGas service hotline** - 0719027788 for enquiries and order placement
2. **In-App support:** The App provides an in-app support system for customer engagement through FAQs & direct message.
3. **Email support:** Customers can also send their questions to the TotalEnergies Marketing Kenya PLC via customer service email, customerservice@total.co.ke .
4. **Social media:** EasyGas Customer can also be assisted through our social media platforms Instagram totalenergies_ke, Facebook totalenergieskenya and Twitter @TotalEnergiesKE

Pesapal Launches Automated Solution for Petrol Stations

Pesapal, a leading payment services company in East Africa, introduced a new Forecourt Management Solution in Kenya, Uganda and Tanzania. The solution developed specifically for Africa delivers integrated payments alongside monitoring and data tools.

Agosta Liko, CEO of Pesapal, says that the independent petrol station operators and large forecourt networks are changing their business models with convenience services, new fuels and battery charging. Making it a more exciting, complex and risky game to be in. Pesapal is assisting these businesses to automate and digitise.

The Pesapal Forecourt Management Solution drives the automation of fuel and retail management processes. It seamlessly connects distribution points and digital payments – backed up with tools to reduce costs and pilfering while improving the customer experience.

With Pesapal, petrol station owners can remotely monitor and control LPG and fuel dispensers. The solution automates how these talk to tank gauges, price displays and payment systems – which, as usual with Pesapal, integrate mobile money, cards and online payments.

"We have spent months working with petrol station owners across East Africa and we've consistently heard about a lack of affordable monitoring and data tools for our unique environment. Many owners want to transform their forecourt into a multi-use hub, but they're flying blind at the moment," says Liko

Pesapal provides a back-end reporting tool that allows station owners to link Point of Sale (POS) and other technology platforms to forecourt operations.

Additional functions include centralised price changes, RFID-based attendant tagging, automatic indenting of products and posting of outlet data to head office systems.

Pesapal is a Technical Associate of the International Forecourt Standards Forum (IFSF). This community is focused on technology standards to benefit automotive fuel and energy retailers. It is also championing the interoperability of forecourt and convenience devices and services. IFSF membership paves the way for Pesapal to partner with African forecourt operators to drive further automation and meet changing global standards.

The Pesapal's Forecourt Management Solution

With the Pesapal Forecourt Management Solution (PFMS), you can pull reports and do analytics or a monthly pump-to-tank reconciliation to confirm a net gain or loss. The system will accurately point you to any problems in your forecourt equipment, e.g., piping, tanks, or dispensers. The reports can also provide information on pumps needing maintenance or recalibration and the pump maintenance history.

Pesapal provides RFID readers and AVI systems when installing the forecourt controller at your station. These are essential for managers who are keen to know their staff performance statistics. RFID tags can be issued to staff while their names and details are preconfigured into the system. The solution automatically generates records of each fuelling activity at each nozzle and the amount dispensed by each pump against the sales records. Moreover, any attempted sabotage of the forecourt management system is detected instantly. No fuel will be dispensed at the pump without a closed-loop connection between the controller and dispensers.

For fleet management purposes, RFID tags can be issued to drivers. The driver's name or vehicle's identification number can be configured into the system. This keeps operational costs in check by monitoring the consumption and performance of each vehicle within a fleet. PFMS picks up exact statistics of the amount of fuel dispensed to each vehicle and can also generate an invoice that is sent to the fleet manager as a payment request.

Previously, managers and proprietors could not change the prices until the next morning. However, with PFMS, you can adjust your prices remotely from the comfort of your bed when new prices are issued. This allows you to take advantage of the desirable margins that come with price increases.

Information about your fuel tank levels can be automatically picked up and displayed on the dashboard. Having this crucial information at the click of a button eliminates assumptions and gives clear and actionable wet stock data. With this system in place, you can monitor any leakages in the tank and manage inventory effectively. Pesapal can also configure mobile payment application systems, payment terminals and POS systems to the PFMS. This link enables you to monitor the modes of payment used for different purchases made at your station. In addition, it simplifies reporting and reconciliation by pulling information from different devices and gives you control over all the devices from a single platform.

"While the world is looking to decarbonise, our cities and communities are getting more mobile. We're using different types of transport, changing fuels, and new finance and subscription products. Forecourts are the frontline of this transformation. They'll have many more moving parts, and different retail, energy and fuel suppliers." adds the CEO

"Pesapal has over a decade of experience empowering African businesses with easily understood information on customers, payments, sales, and inventory. Knowledge is power, and it will help thousands of forecourt operators adapt, innovate, and grow."

About Pesapal Ltd

"Thousands of businesses and customers trust us to simplify and secure their payments. Founded in 2009, we're the leading payment services company with local know-how in building payment and business tools for Africa. Pesapal has 300+ people in 7 African countries – and we're adding more. We're on track to connect a million African entrepreneurs and customers to e-commerce, digital payments and the global financial system by 2030. Pesapal is regulated by The Central Bank of Kenya, Bank of Uganda and Bank of Tanzania" he says.

PETROLEUM INSTITUTE OF EAST AFRICA
PIEA

Petroleum Institute of East Africa (PIEA) Online Membership Forum

Join Us Online

Digitizing Service Station Payment Processes

By Pesapal

14TH April 2023
11 a.m —12 p.m

SCAN TO JOIN

For any further enquiry email: school@petroleum.co.ke or call: 0722 221120

Pesapal is Regulated by The Central Bank of Kenya | Bank of Tanzania | Bank of Uganda

PIEA and PESAPAL welcome you all to join the virtual FREE webinar on 14/April/2023 from 11am–12pm.
Theme: Digitizing Service Station Payment Processes
Microsoft meeting link: Scan the QR code on the flyer

The online membership forum is a free event where PIEA members and potential members are able to share their products and services to a specific target audience within the oil and gas sector which cuts across East Africa, West Africa, Southern Africa regions and beyond the Africa borders. The virtual recording of this event will be shared on the **PIEA YouTube Channel** (Remember to subscribe).

Pesapal provides a simple, safe and secure way for individuals and businesses to make and accept payments in Kenya.
At Pesapal, our vision is to empower Africa to access affordable, convenient, and secure digital financial services that drive sustainable growth.
Our mission is to build an innovative financial services ecosystem for businesses and consumers anchored by integrity and unmatched value.
To learn more about Pesapal visit their website using this link: **www.pesapal.com**

Tapping Into E-Mobility Opportunities

By Vivo Energy Kenya Retail Engineering

The efficient movement of goods, services and people between geographies is a crucial aspect of the social and economic development of countries. This has in the recent past seen governments in sub-Saharan Africa invest heavily in transport infrastructure largely driven by the high population growth and urbanization. The annual vehicle parc is estimated to grow from the current 25 million vehicles to an estimated 58 million by 2040. However, this ambitious growth in the transport sector has also resulted in negative effects such as significant contribution to greenhouse gas emissions with the sector accounting for more than 10 per cent of the total emissions. The resulting impact on health and climate change is a key concern for the government, policymakers and the private sector.

There has been an increasing need to decarbonize the transport sector and promote the switch from traditional internal combustion engine vehicles to alternative technologies such as electric vehicles. Governments in developed countries are announcing bans, enforcing high emission compliance targets, and imposing high tax measures on such vehicles. In addition, there has been increased support and investment in developing the electric vehicle industry with initiatives such as incentives and tax exemptions for EVs, a growing start-up ecosystem for EVs and increased consumer awareness.

One of the main benefits of electric vehicles is their lower carbon emissions compared to traditional vehicles. This is because they are powered by electricity which can be generated from renewable sources such as wind and solar power. Additionally, electric vehicles require less maintenance as they have fewer moving parts than traditional vehicles, thus reducing maintenance costs. Over the long term, electric vehicles can be more cost-effective than conventional vehicles due to their lower fuel and maintenance costs.

The key barriers to widespread adoption are low vehicle affordability, unreliable electricity supply and range anxiety. Low vehicle affordability results from comparatively low household incomes, low availability of asset finance at affordable rates and high price points for EVs. Although governments in Sub-Saharan Africa have made tremendous progress in promoting electricity access and improving grid reliability, there is a need to further develop and use cheaper and cleaner sources of energy as there will be increased demand for electricity from EVs.

As Vivo Energy Kenya, we have sort to address these key barriers to the widespread adoption of EVs through using our existing network infrastructure, investments in sustainability and strategic partnerships.

Our retail network offers access to prime real estate near all major roads and convenience retail stores with wide offerings such as food offers, mini-markets, boutiques, and saloons. This nexus of the convenience retail and EV industry is key in developing the required electric charging network as it offers more services to consumers when the vehicles are charging. In addition, the growth of e-commerce has seen an upsurge in delivery services using boda-bodas to deliver goods to homes and offices.

We have installed boda-boda battery swapping cabinets and charging points to target the growing population of electric motorbikes. The e-bikes are used to deliver the consumer offering in our retail sites such as Food and other fast-moving consumer goods.

We are looking to further research, develop and establish partnerships to expand the access for commercial electric buses to the charging network. In addition, we are partnering to develop innovative financing options to increase the uptake of EVs through models such as connected asset financing.

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Capacity Building and Skills Development in The Oil And Gas Sector In Africa

Alfred Mungai
Training Coordinator
School of Petroleum Studies

The School of Petroleum Studies (SPS) was established in 1999, as a wholly owned subsidiary of the Petroleum Institute of East Africa (PIEA). It was legally incorporated in 2007 as a limited company to offer first-class specialized oil and gas courses through training with a curriculum that cuts across the upstream, midstream and downstream oil and gas sectors.

The year 2020, during the COVID-19 period, was a transitional year where SPS managed to reinvent its training models to meet the emerging training needs while adhering to the COVID-19 safety protocols. SPS managed to assess the impact of the pandemic on the oil and gas sector labour market. The data obtained from the training survey showed that there was an urgent need to upskill and reskill employees in the oil and gas sector and beyond through a variety of ways which led to the emergence of PIEA Membership forums, Conversations with Industry Captains (CWIC), scheduled and express online courses.

The PIEA Membership forums are quarterly online events which are done to inform members of products/ services that apply to PIEA members and beyond. Through this platform members and non-members can learn and share information and knowledge during this one-hour event. The Conversations with Industry Captains (CWIC) is also another virtual event that we do through our members where we invite a key speaker to present a core area of expertise and this may be in human resource management, supply chain management, mental health, life skills among other core subject matters. The PIEA membership forum and CWIC are done quarterly, and the recordings can be viewed or downloaded from the PIEA YouTube channel (Petroleum Institute of East Africa).

Alfred Mungai (Right) handing over a certificate to Angelo Akec, Director for Downstream at Ministry of Petroleum & Mining of South Sudan during Petroleum stocks level 2 training in Mombasa.

With the return of physical contact training, SPS has managed the online training, which is classified as scheduled online training and express online training. The scheduled online training takes place as per the stipulated time in the calendar and only requires a quorum of at least ten pax. On the other hand, we have express online training. These are on-demand courses that trainees can undertake as per their request. The training gives trainees flexibility to attend the course without the need for a quorum. Also, upon booking or payment, the trainee will be trained and certified within a week, provided they have completed the modules for the course. The online training has assessments done virtually before, during and after the training sessions to assess the trainee's comprehension and also identify other areas of interest that can be covered. The trainees are offered the notes for each course alongside their physical certificate. The virtual format of training is delivered in a modular format where core units/sessions are broken down into modules that take 2-3 hours. This ensures that employees can attend online classes without leaving their workstations.

The remodelling and review of the SPS strategic approach of course delivery and course content have greatly enabled us to penetrate different countries' labour markets that require our type of training. So far, we managed and continue to train individuals as far as Nigeria, Ghana, Namibia, Uganda, South Sudan and Tanzania. This has led to continuous improvement of the course content in line with emerging training needs. We have also introduced Training agreements, which are binding mutual agreements, with other like-minded organizations to deliver courses that are relevant to the sector. This includes Counter Terrorism Course which we have been doing every quarter with different members in collaboration with the National Counter Terrorism Centre.

SPS endeavours to be a leader in spec aliased oil and gas courses across Africa given that we have the expert knowledge and manpower to undertake this type of course across the African continent.

PIEA Chairman and Board of Directors paid a Courtesy Call to the Cabinet Secretary, National Treasury & Economic Planning, Prof. Njuguna Ndung'u at the National Treasury offices on the 23rd of February 2023.

PIEA defended the Draft National Tax Policy on the 31st of January 2023 at the National Treasury represented by Wanjiku Manyara and OLA Energy's Thomas Abade.

PIEA participation at the Integrated National Energy Plan working group meeting on Energy Access (Cooking) hosted by the Ministry of Energy and Petroleum, Sustainable Energy Technical Assistance (SETA) on the 9th of February 2023.

The Anti Counterfeit Authority launched the 3rd Strategic Plan that seeks to promote and protect Intellectual property rights. In attendance were PIEA General Manager Wanjiku Manyara, heads of government agencies and other leaders from different sectors.

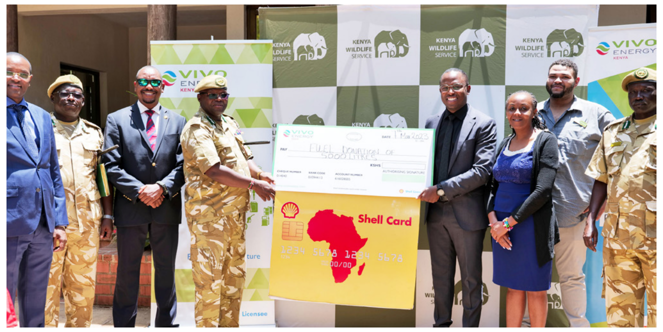
Motofumi SUZUKI (left) Senior Adviser, International Projects Division, ORICONSUL from Japan together with his colleague paid a courtesy call to PIEA.

From the L-R: Thierno B. (JCG Management DMCC), Vinod U. (Dalbit International Ltd.), Wanjiku M. (PIEA), Jacktone W.(Dalbit International Ltd.) and Vivienne A. (PIEA) during a courtesy call to PIEA.

PIEA during a Courtesy Call to the OLA GM Dr Yousef Elhemmali on the 8th of February 2023 at the OLA Energy Head Office.

From L-R: Yusuf K. General Manager, Chemigas; Shailesh J. R. Managing Director, Chemigas; and Wanjiku M. General Manager, PIEA during a courtesy call by PIEA to Chemigas at their offices.

PICTORIAL



Vivo Energy Kenya donated 5000 litres of diesel to Nairobi National Park to support the park's efforts to mitigate the effects of drought on the wildlife. The fuel will be used to desilt the park's water pans in preparation for the anticipated rains. The collaborative conservation effort resulted from KWS honorary wardens' efforts. Pictured here is Country Marketing Manager Vivo Energy Kenya Mark Senteu making the presentation to Kenya Wildlife Services Ag. Director General Dr Erustus Kanga.

Eng. Chelugo from the Kenya Urban Roads Authority-KURA addressing Oil Marketing Companies representatives during a site visit of Nanyuki Road.

PIEA paid a courtesy call to Rajab Kabwere, the Managing Director of Zacosia Trading Ltd.

From right Reinhold Gehling Managing Director D-A-CH, Intertek Holding Deutschland GMBH, Germany, Vivienne Ayuma Analyst, PIEA and Miguel Cipriano, General Manager East Africa, Intertek Testing Services E.A (Pty) Limited.

PIEA received a courtesy call visit from one of its members, Stanbic Bank Kenya Ltd. From the left we have Kelvin Kuria, Stanbic Bank Kenya Ltd. Senior Marketing Manager Corporate & Investment Banking Business & Commercial clients, Muthoni Mwaniki, Marketing Manager, Raphael .O. Sector Head from Stanbic Bank Ltd with Vivienne Ayuma, Alfred Mungai and Monica Muema of PIEA.

Training participants from the Joint MIOG and SPS ICS training in MIOG, KPC Nairobi training facility.

PIEA had the pleasure of hosting Taifa Gas Kenya Ltd. Management during a courtesy call meeting at their offices in Nairobi,Kenya. Inset from the left Jamal Huwel, General Manager, Taifa Gas Kenya Ltd., Veneranda Masoum, Managing Director, Taifa Gas Kenya Ltd., Wanjiku Manyara, General Manager, PIEA and Maureen Okullo, Head of Sales, Taifa Gas Kenya Ltd.

TotalEnergies Marketing Kenya PLC MD Eric Fanchini (second right) and the proprietor of TotalEnergies Ruiru-Kimbo Service Station Praful Panchmatia (second from left) cut a ribbon to launch the new service station. They are joined by the Station Dealer Amit Panchmatia (far left) and Neeral Panchmatia (far right).

GUEST COLUMNIST

Fuel Retailing in Kenya - The emerging issues

Chrinus Genga

The Kenyan economy meets 80% of its commercial energy needs through imported Petroleum products. The transport sector consumes more than 70% of the total net domestic sales in the country, according to statistics shared by Energy and Petroleum Regulatory Authority (EPRA) in 2021. The annual average inflation stood at 8.3% in February 2023, partly due to the high gasoline prices.

The post covid period has seen demand for petroleum rebounding back to the pre-covid period. Over 5.2 million metric tons per year were recorded in 2021. According to statistics by the Kenya National Bureau of Statistics (KNBS), the Retail sub-sector is the largest sales outlet of Petroleum products pushing about 4 million metric tons annually followed by aviation and industrial.

The rise in international Oil prices in 2022, partly triggered by the Russian war on Ukraine, has continued in 2023 with brent crude prices still hovering around 85 dollars per barrel. A big chunk of limited foreign exchange is spent on obtaining fuel and lubricants. The weakening of the shilling, which has been sliding steadily and now stands at around Ksh 131.1 to the dollar down from Ksh 125 at the beginning of the year, has acerbated the situation. The net effect is that pump prices have remained high, with petrol and diesel retailing at Ksh 179.30 and Ksh 162 per litre respectively, in Nairobi in February.

That notwithstanding, the Kenya Central bank has projected positive GDP growth of 6.2% in 2023, up from the previous year's growth of 5.6%. In January of 2023, the Ministry of Energy announced an open tender for the importation of 255,900 metric tons of Premium Motor Spirit and 256,710 Metric tons of Diesel, and this is expected to grow progressively in 2023 as the economic activities pick up when rains begin. The outlook will be better when the stakeholders move together with conviction to confront the myriad of challenges currently stalking the industry.

There were outliers in 2022. The diesel prices trading above Petrol in USD/ metric tons was a case in point. Diesel is a product widely used in Kenya for transportation and power generation. The government responded by injecting a higher level of stabilization fund(subsidy) to keep the prices in tandem and within reach of consumers to tame inflation. In September 2022, the government removed part of the subsidy for Petrol, citing the unsustainability of consumption subsidies.

The elephant in the room is not so much the proportionality of the subsidy the government should inject into either of the products but rather the management of the fund itself. The rate of releasing the stabilization fund to the Oil marketers has been slow and unstructured, with no fixed timelines. As of the beginning of March 2023 slightly over Ksh 52 billion belonging to Marketers was still being held by the exchequer. The net effect has been crippling, especially for small players with their working capital tied in this subsidy leading to retail stockouts.

The price cap by the regulator (Energy and Petroleum regulatory Authority-EPRA) announced every 14th of the month still comes though there is some uncertainty occasioned by stabilization. Previously it was easier to predict the direction the prices would go as the formula was clear- Prices pegged on the average of the Platts of the current month in question minus one(M-1). With the stabilization, Marketers find it hard to tell when the government will remove the subsidy, reduce it or leave it intact. It is for this reason that small station operators work with the worst-case scenario playing with thin stocks sometimes at the risk of stocking out to avoid losses should the subsidy be tinkered with by the regulator.

With the stabilization, Marketers find it hard to tell when the government will remove the subsidy, reduce it or leave it intact. It is for this reason that small station operators work with the worst-case scenario playing with thin stocks sometimes at the risk of stocking out to avoid losses should the subsidy be tinkered with by the regulator.

The wholesale segment that has served "independent stations" well over the years also known as a reseller has been squeezed to a tiny corner as a result of supply challenges. There is a gradual shift in business model with many Marketers pushing most of their sales through their own retail station. This has bulked up the market and reduced the competition that always encourages new entrants and new investors with "unknown brands" to offer lower pump prices at the pump. This switch has affected independent petroleum dealers who struggle to get a product from the wholesale segment at almost zero margins. Single kerb-side pump owners operating in remote locations of Kenya are hard to hit. A number have closed down completely. Others opt to sell/lease/franchise their stations to the big players further reducing competition and leaving consumers worse off.

At the operator level, the high pump prices have pushed up the required working capital to run stations. The regulator has kept the operator margin at Ksh 4.14 per litre where it was when pump prices were still around Ksh 100. High pump prices mean that for the same volume and gross margin, the operator has to rump up an additional 50% more capital to keep the business afloat. Some Marketers are finding it increasingly difficult to attract investors to take up a dealership. The business fundamentals, especially the viability of station dealerships, are now in serious doubt for the low-tier stations. In the short run, the economics of opening up another station down the road raises more questions than answers.

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The scarcity of dollars in the local market has not helped the situation. It is instructive to note that petroleum import accounts for about one-third of the country's dollar needs. The payment of the dollar component of the product cost has affected the supply chain. Marketers are not able to get the amount they need to pay for the imported cargo and when they do it is expensive. Further, the delay in clearing imported fuel cargo directly leads to payment of default charges and other penalties. Because the pump prices are capped the additional charges cannot be passed to consumers at the pump and have to be absorbed by the Marketers as an additional overhead cost. This has eroded the operating margin of Marketers and the small players; the numbers are already in the lost territory.

In western Kenya for instance, the infrastructure appears to be strained. KPC depot has been without molecules in some instances even when a Marketer has healthy stocks in the system. This has partly been explained by a high rate of evacuation in Nairobi leaving inadequate products in the line for Western Kenya. The area also serves the regional market in South Sudan, Rwanda and parts of Eastern DRC that strain supply when prices are favourable. The balance between local and export loading needs to be optimal as it affects local Retailers. The inaccessibility of products especially by small Marketers has left the single pump owners who serve boda-boda operators with dry outlets.

Finally, there seems to be light at the end of the tunnel. The Ministry of Energy and Petroleum announced on March 13th 2023 that it had signed a deal with ADNOC and Saudi Aramco for the supply of supper petrol and diesel. The agreement is for the supply of these products with six months credit period. The Ministry explained that the move is to curb the demand for the dollar that has pushed the Kenyan shilling to the edge in recent months.

This plan if well executed, would ease the pressure on the supply side of the business and offer better prices to consumers. The discussions are at an advanced stage to see these companies nominate their agents locally to collect payment on their behalf in a staggered manner that will see the dollar demand slowed down and even allow the Kenyan Shilling to stabilize.

Chrinus Otieno Genga is a full-time lecturer at Kenya School of Petroleum Studies run by PIEA. He Has previously worked in TOTAL, ENGEN, PETRO and NATIONAL Oil in Downstream operations.

Mr Genga is a private consultant with Sheer Quality Training Partners specializing in Petroleum Retail Training and development. Genga is a writer - special correspondent with The East African Newspaper. He has is also an author with 5 books to his name.

GoK Partners with Fortescue Future Industries To Develop 300MW Green Energy

The government has partnered with Fortescue Future Industries, a global green energy firm, to develop a 300MW capacity green ammonia and fertiliser facility using the Olkaria Geothermal resources in Naivasha.

During the partnership signing ceremony held at State House, President William Ruto said that the partnership is a bold statement that Kenya is on an ambitious green growth agenda and the country's move to clean energy is near realisation.

President William Ruto said the partnership with Fortescue Future Industries, a global green energy firm, will catalyse progress towards low-carbon energy self-sufficiency.

The agreement was signed by Energy and Petroleum and National Treasury Cabinet Secretaries Davis Chirchir and Njuguna Ndung'u and Fortescue Future Industries Executive Chairman Andrew Forrest.

The president explained that Kenya is "walking the talk by taking steps that proactively exploit the opportunity to provide solutions to the global climate crisis".

He noted that the initiative will provide affordable fertiliser to the market, enabling farmers to produce and earn more.

The project will also supply electricity to Kenya's grid, accelerating the phasing out of fossil fuels and reinforcing the country's position as a global leader in renewable energy.

Fossil fuel-dependent fertiliser production is a significant contributor to greenhouse gas emissions.

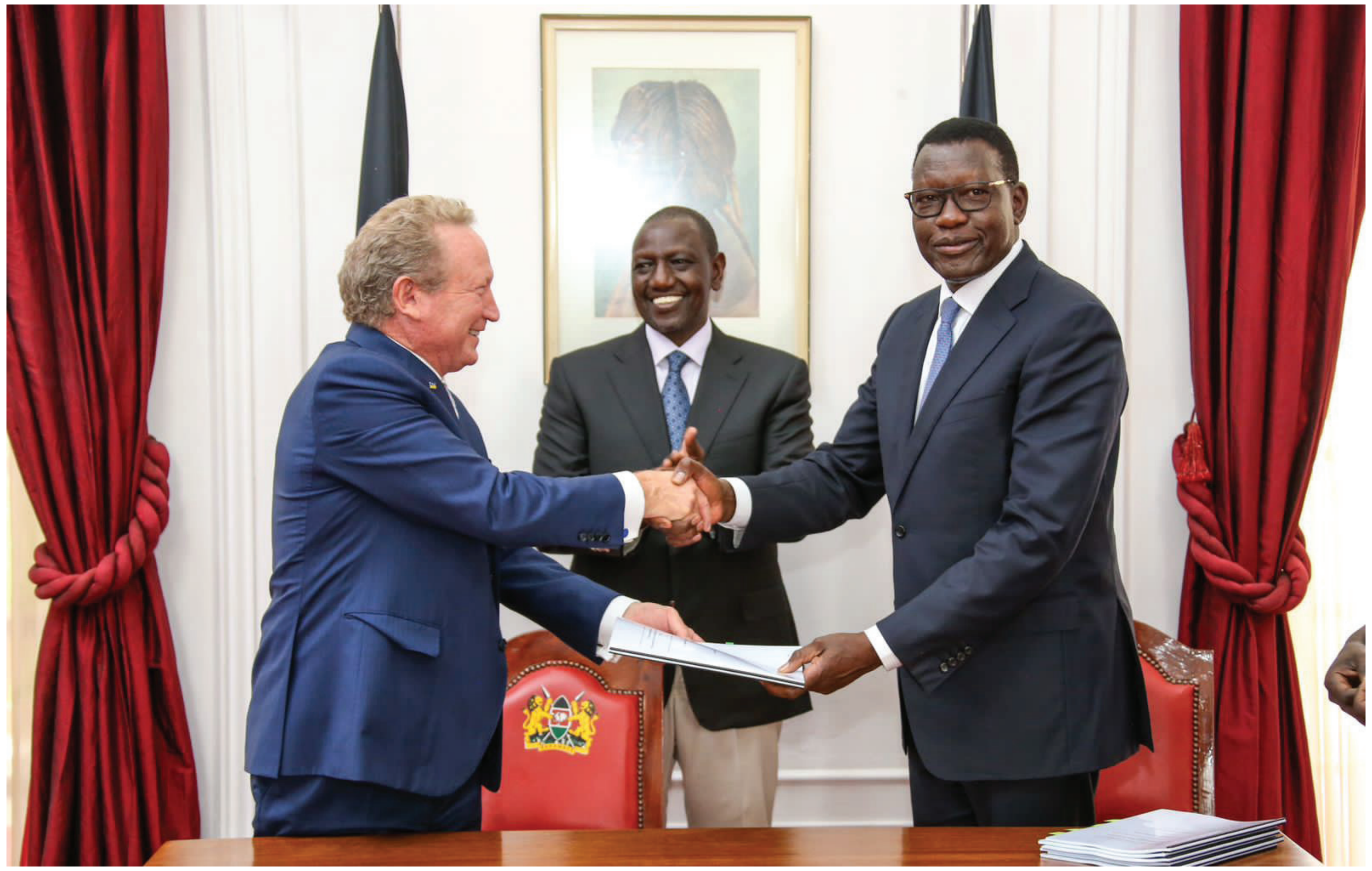
This is the first of three projects that will see Australia's FFI invest in green energy and manufacturing in Kenya.

Dr Forrest said the partnership sets Kenya on a path to industrial decarbonisation.

"We are determined to be with the people of Kenya on that journey, every step of the way."

He said momentum is accelerating Kenya's vision to establish itself as a world leader in the production of fertiliser made using green ammonia.

"In doing so, its leadership is providing Kenya additional energy security that steps beyond the use of fossil fuels."



President William Ruto witnessed the signing of the Partnership Agreement by Fortescue Future Industries Executive Chairman Mr Andrew Forrest and Ministry of Energy and Petroleum Cabinet Secretary Mr Davis Chirchir.

REGIONAL

African Leaders Urged to Obliterate Trade Barriers to Harness Sustainable Energy

Nicolas Odinuwe
Chairman
Petroleum Technology Association of Nigeria (PETAN)

The Petroleum Technology Association of Nigeria (PETAN) Chairman, Nicolas Odinuwe, urged African leaders to obliterate trade barriers among the African regions to harness sustainable energy within the continent.

Speaking during the 7th Sub-Saharan International Conference Exhibition (SAIPEC) 2023 in Lagos, Nigeria, Odinuwe advocated for a unified/integrated African certification/standard as practised in America, European Union, Britain and others.

He said with the African Continental Free Trade Area (AfCFTA), countries should seriously consider eliminating multiple certifications domiciled outside the continent and the associated enormous foreign exchange impact.

Odinuwe noted that energy is core to the economies of 55 member states that constitute Africa and as part of ways to harness and sustain the sub-Saharan energy market, PETAN has continued to reach out to other regions and bodies for partnerships/collaboration and support.

The collaboration, according to him, includes an African local content business e-platform, an integrated one-skill passport for welding and related practices with TWF, and African local content funding (coordinated by NCDMB).

He said human capacity development is fundamental to the growth of any economy and local content, adding that as technology evolves, it is important to constantly acquire new knowledge and skills through training and retraining.

"As we look to the future, we face significant challenges in the ways energy Is produced and consumed, including the effects of geopolitical instability, poverty and energy poverty, economic uncertainties, and the climate songs," he said.

"As a private sector and service companies, we must continually commit to finding collaborative innovative solutions and work with our stakeholders and partners to ensure sustainable and secure energy solutions and supply."

He emphasized that stakeholders need to chart a way forward on energy availability, energy security, energy sustainability and affordability within the continent.

The 7th sub-Saharan International Conference and Exhibition (SAIPEC) 2023, themed Harnessing a Sustainable African Energy Industry Through Partnerships, was hosted by the PETAN in collaboration with strategic partners NNPC Limited, Nigerian Content Development and Monitoring Board (NCDMB) and GEP. The conference attracted guest speakers, delegates and exhibitors from over 40 African countries.

Photo Credit: SAIPEC

Delegates visiting the 7th Sub-Saharan International Conference Exhibition (SAIPEC) 2023 exhibition.

Capacity-Building: TotalEnergies EP Uganda to Train 200 Youths in Oil and Gas Ahead of Tilenga Project

Philippe Groueix
Country Manager and General Manager
TotalEnergies EP Uganda

200 Ugandan youths will receive skilling and international certification in oil and gas from TotalEnergies ahead of the Tilenga project production phase in 2025.

The youths, from different parts of the country and academic institutions, were selected through a competitive Tilenga Massive Open Online Course (MOOC) that attracted 13,000 applicants and will join the Tilenga Academy training programme. TotalEnergies will offer training for two and half years at various locations starting with the Uganda Petroleum Institute, Kigumba, followed by international oil and gas training centres and a hands-on experience during Tilenga project installation and commissioning.

At the ceremony held in Kampala, Philippe Groueix, Country Manager and General Manager, TotalEnergies EP Uganda, also unveiled pivotal courses for the trainees, such as Theoretical training in oil and gas, production, maintenance, as well as health, safety and environment.

It has been planned that 31 per cent of the trainees will specialise in production, 27 per cent in mechanical maintenance, 26 per cent in instrumentation maintenance, and 16 per cent in electrical maintenance. The training is part of TotalEnergies' national content programme aimed at skilling Ugandans in oil and gas where 50 (25 per cent) of the trainees hail from the oil and gas host districts of Hoima, Masindi, Buliisa and Nwoya, and some EACOP districts.

An exception for gender was also made with 46 of the trainees being women.

"When we launched the Tilenga MOOC in 2021, our objective was clear, to ensure that we maximise awareness and participation of Ugandans in the oil and gas sector," said Groueix "I am particularly proud to highlight the diversity of the selected trainees."

While responding to inquiries from some of the trainees, Groueix also noted the training provides all-around skills for them to work across the globe in the industry and the East African region where new explorations are taking place.

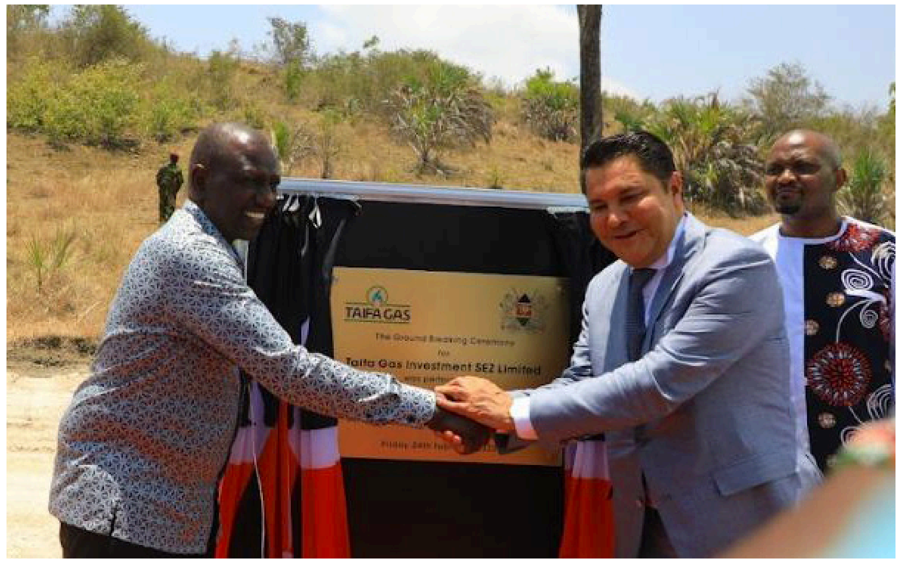
TotalEnergies has so far invested in training 17,000 Ugandans for pre-operations training, technical training, welding, internships, graduate trainee programs and Heavy Goods Vehicle driver training.

Oscar Muhumuza, a lecturer at Uganda Petroleum Institute, Kigumba, said the institute has the capacity to accommodate more than 400 students and will work with TotalEnergies to improve the general capacity of the institution.

The first cohort, comprising 100 trainees is expected to be mobilized and have the opportunity to work on Tilenga sites in the first quarter of 2025, while the second cohort will be mobilised in the second half of 2025.

The Tilenga project, implemented in the Albertine Region, will produce 190,000 barrels of oil per day at the plateau from the 400 oil wells in six fields of Ngiri, Jobi Rii, Gunya, Mputa-Nzizi-Waraga, Kasemene-Wahrindi, Kigogole-Ngara, Nsoga and Ngege fields.

LPG Infrastructure Developments To Promote Access and Lower The Cost of Cooking Gas



President William Ruto with Taifa Gas Founder, Rostam Aziz, during the commissioning of Taifa Gas storage facility in Mombasa.

The Liquefied Petroleum Gas sector is undergoing various infrastructure developments that will promote access and see the prices of LPG drop.
In February, President William Ruto commissioned the construction of a 30,000 metric tonnes storage facility at the Dongo Kundu Special Economic Zone in Likoni, Mombasa County by Taifa Gas, the largest LPG gas dealer in Tanzania.

The $130.5 million re-filling plant will serve both Tanzania and Kenya in attempting to make clean cooking gas more affordable and accessible for both East African countries.

"We are investing in infrastructure as an incentive to promote the use of cooking gas," said Davis Chirchir, Cabinet Secretary for Energy and Petroleum.

At the same time, a Mombasa-based gas and petroleum company Fossil Supplies Ltd. is constructing a new liquefied petroleum gas (LPG) terminal near the port of Mombasa for $16,000,000.

The terminal will act as a common user facility for storage and loading for LPG dealers.

It will be built on a 3.5 acres piece of land leased from the Kenya Railways Corporation near the government-owned Kenya Pipeline Company depot and Kenya Petroleum Refineries Ltd.
"The LPG facility, being a common user will enable the oil marketers access an alternative for importation and supply of liquefied petroleum gas at a competitive price to the end users," said the firm in regulatory filings seeking the nod for the project.

"The proposed project will cost approximately $16,000,000 (Sh1.97 billion)."

Fossil Supplies through its sister company Petrocity Group of companies already operates 94 petrol service stations spread across Kenya and Uganda.

Fossil distributes its LPG through its brand of Cylinders PETGAS through its affiliates Petrocity in Kenya and Uganda. Its new import handling and storage unit is expected to help relieve demand pressures in the country through the reduction of stock-outs.

Fossil's expansion plans will also take the battle for the LPG market to dominant firms like Proto Energy, the supplier of Pro Gas, associated with local Kenyan billionaire businessman Mohammed Jaffer.

Construction of LPG filling plants comes amidst Kenya's bid to achieve universal access to clean cooking energy by 2030, with the Government had implemented plans to invest more than $200 million – in addition to $400 million in investments and tax relief – into the development of facilities designed to store and manage LPG.

The Taifa Gas storage facility in the Special Economic Zone in Dongo Kundu, near the port of Mombasa, could see a reduction in the cost of handling and evacuating cooking gas from ships to the mainland, allowing dealers to pass on cost savings to customers.

These infrastructure developments will see the sector lower the cost of cooking gas in the absence of price controls.

Government of Tanzania, Shell, Equinor Complete Negotiations on $30 bln LNG Project

Negotiations for the construction of a $30 billion liquefied natural gas (LNG) terminal between Tanzania, Norway's Equinor (EQNR.OL) and Britain's Shell (SHEL.L) are complete and contract preparations are underway, Tanzania's energy ministry said.

The development of Tanzania's vast offshore gas resources has been held up for years due to regulatory delays.

Last June, all three parties involved signed a framework agreement aimed at bringing closer the start of the project's construction. The government aims to reach a final investment decision in 2025 for the facility.

"Minister January Makamba said negotiations on the construction of the LNG project were complete, and now experts are at work drafting contracts," the energy ministry said on its Twitter account late Monday.

"Of these contracts, one is about the Host Government Agreement and another is on joining blocks 1, 2 and 4, which will provide natural gas for the LNG project," it said without giving a timeline for when the contracts will be signed.

Shell operates Tanzania's Block 1 and Block 4, which hold 16 trillion cubic feet in estimated recoverable gas.

Norwegian oil and gas producer Equinor also operates Block 2, in which ExxonMobil (XOM.N) holds a stake and is estimated to hold more than 20 trillion cubic feet of gas. Equinor and Shell, along with Exxon Mobil, Ophir Energy and Pavilion Energy, plan to build the LNG plant in Tanzania's southeast Lindi region.

Tanzania already uses some of its natural gas discoveries for power generation and to run manufacturing plants. It also plans to build a fertiliser plant.
The government has put the country's total estimated recoverable gas at 57.54 trillion cubic feet, as of June 2022.

Natural Gas Stations

The government of Tanzania through Tanzania Petroleum Development Corporation (TPDC) has given the go-ahead to 20 companies to build Compressed Natural Gas (CNG) stations as part of a larger initiative to deliver cleaner and more affordable energy.

While speaking to the press, TPDC's Oil and Gas director Dr Wellington Hudson stated that some of these companies are entirely owned by local investors, while others are joint ventures involving local and foreign investors.
He added that nine natural gas filling stations for vehicles will be built and completed over the next 24 months.

"Two stations, which are being constructed by Taqa (Taqa Arabia) and Dalbit (Dalbit Petroleum) around the airport and Sinza opposite Sam Nujoma Road, will be ready before the end of this year," said Dr Hudson.

These stations, he explained, will have workshops for converting vehicles to CNG systems. To make it even more interesting, he said, authorities have started to receive raw materials for the construction activities.

Within the set timeframe of two years, TPDC also intends to build a CNG mother station at Mlimani City that will enable large vehicles to pick up the gas from the station and distribute it to various regions where infrastructure has not yet been reached.

In the long run, we anticipate having enough CNG stations within 24 months and addressing the current issues to enable more individuals to take advantage of the service

Dr Hudson added that this centre will be able to fill six vehicles with natural gas at once and enhance six lorries to pick up gas from the station and distribute it to other areas.

The mother station will also have a workshop for converting vehicles to CNG fuel. The government has already procured the contractor for the construction of the centre, he announced.

Other stations will be constructed in Bagamoyo by Turky Petroleum, two at Mkuranga by Anric Company and Dangote, and Goba by BQ Company.

Dr Hudson also used the press conference to explain the reason behind the current high queue at the Ubungo-based natural gas filling station.

He attributed the challenge to the faults in the CNG tanker that picks up the gas from the Ubungo station and distributes it to the Tazara-based Anric station.

This suggests that only one filling station in Ubungo is now working and all-natural gas consumers have to get services from the same.

"We are working on the problem and we expect the services to resume at the end of next week. In the long run, we anticipate having enough CNG stations within 24 months and addressing the current issues to enable more individuals to take advantage of the service," Dr Hudson said.

Awareness of the benefits of using compressed natural gas (CNG) to power vehicles is gaining momentum in Tanzania and thus, service providers now find it hard to keep pace with growing demand.

Petroleum Taxes

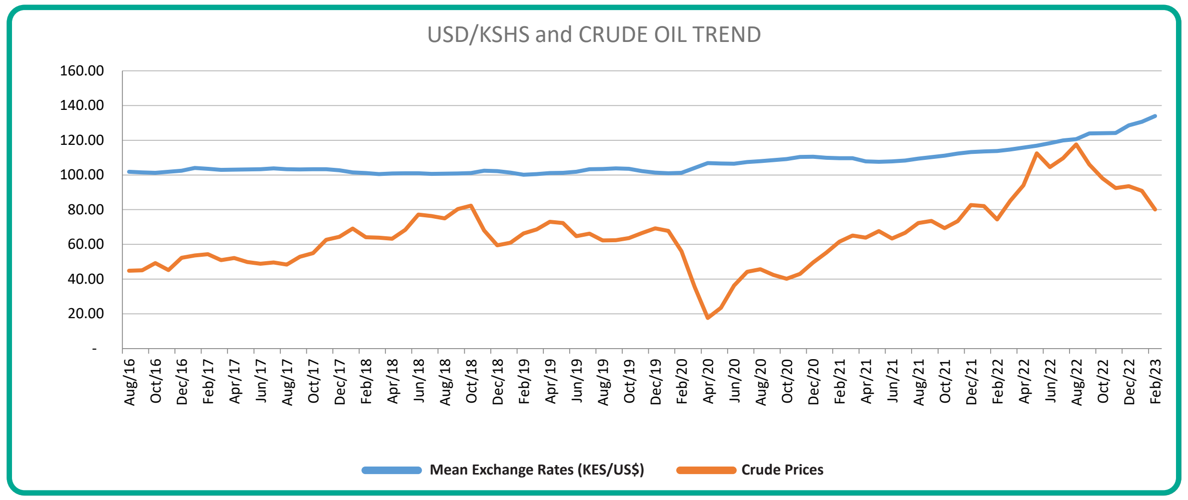
	Import Duty	" Former Rate of Excise Duty Kshs/Litre "	" Current Rate of Excise Duty Kshs/Litre "	VAT	Road Mainten. Levy	" Petroleum Devel. Levy Kshs/Litre "	Current Rate of Import Decl. Fee	Railway Development Levy	Remission Kshs/Litre	" Adulteration Levy Kshs/Litre "
Motor Spirit (Gasoline) Regular	-	20.5095	21.5227	8%	18.00	5.40	3.50%	2.00%	0.45	-
Motor Spirit (Gasoline) Premium	-	20.9196	21.9530	8%	18.00	5.40	3.50%	2.00%	0.45	-
Aviation Spirit	-	20.9196	21.9530	8%	-	0.40	3.50%	2.00%	0.45	-
Spirit Type Jet Fuel	-	20.9196	21.9530	8%	-	0.40	3.50%	2.00%	0.45	-
Special Boiling Point & White Spirit	-	8.9378	9.3793	8%	-	-	3.50%	2.00%	0.30	-
Other Light Oils and Preparations	-	8.9378	9.3793	8%	-	-	3.50%	2.00%	0.30	-
Partly refined (including topped crudes)	-	1.5247	1.6000	8%	-	-	3.50%	2.00%	0.30	-
Kerosene type Jet Fuel	-	6.0514	6.3503	8%	-	0.40	3.50%	2.00%	0.45	-
Illuminating Kerosene (IK)	-	10.8357	11.3710	8%	-	0.40	3.50%	2.00%	0.45	18.00
Other Medium oils and preparations	-	5.5730	5.8483	8%	-	0.40	3.50%	2.00%	0.30	-
Gas Oil (automotive, light, amber for high speed engines).	-	10.8357	11.3710	8%	18.00	5.40	3.50%	2.00%	0.30	-
Diesel Oil (ind heavy,black for low speed marine and stationery engines).	-	3.8906	4.0827	8%	-	0.40	3.50%	2.00%	0.30	-
Other Gas Oils	-	6.6245	6.9517	8%	-	0.40	3.50%	2.00%	0.30	-
Liquiefied Petroleum Gas(LPG)				8%	-	0.40	3.50%	2.00%	0.30	
Residual Fuel oils 125 cst.	-	0.3155	0.3310	16%	-	0.40	3.50%	2.00%	0.30	-
Residual Fuel oils 180 cst.	-	0.6309	0.6621	16%	-	0.40	3.50%	2.00%	0.30	-
Residual Fuel oils 280 cst.	-	0.6309	0.6621	16%	-	0.40	3.50%	2.00%	0.30	-
Other residual fuels	-	0.6309	0.6621	16%	-	0.40	3.50%	2.00%	0.30	-
Lubricating oils	25%			16%	-	-				-
Lubricating greases	25%			16%	-	-				-
Batching oils	25%			16%	-	-				-
Butanes (Petroleum gases)	-			-	-	0.40				-
Petroleum Bitumen	10%			16%	-	0.40				-
Bituminous or oil shale and tar sands	10%			16%	-	0.40				-
Bituminous mixures	10%			16%	-	0.40				-

Excise duty rates remained unchanged after the High Court suspended the anticipated 4.97 percent increase on petroleum products - in line with average annual inflation.
The increase was anticipated to be effective from October 1, 2021.

SOURCE: KRA

Crude Oil Price Trend

Crude Oil Analysis		
Year 2020 - 2023	Mean Exchange Rates (KES/US$)	Crude Prices
Oct/20	109.14	40.16
Nov/20	110.36	43.04
Dec/20	110.52	49.57
Jan/21	109.89	55.27
Feb/21	109.67	61.61
Mar/21	109.63	65.16
Apr/21	107.84	63.94
May/21	107.61	67.71
Jun/21	107.82	63.35
Jul/21	108.26	66.7
Aug/21	109.46	72.34
Sep/21	110.21	73.5
Oct/21	111.1	69.37
Nov/21	112.33	73.41
Dec/21	113.14	82.73
Jan/22	113.58	82.03
Feb/22	113.79	74.36
Mar/22	114.6	85.11
Apr/22	115.74	93.99
May/22	116.89	112.48
Jun/22	118.32	104.48
Jul/22	119.92	109.68
Aug/22	120.64	117.53
Sep/22	123.88	105.96
Oct/22	124.06	98.06
Nov/22	124.2	92.45
Dec/22	128.58	93.53
Jan/23	130.64	90.9
Feb/23	133.98	80.11



Pump Prices

Maximum pump prices (15th March 2023 to 14th April 2023)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	176.98	179.30	178.62	179.50	179.50
Automotive Diesel	159.76	162.00	161.83	162.72	162.70
Kerosene	143.69	145.94	145.79	146.67	146.66

Maximum pump prices (15th February 2023 to 14th March 2023)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	174.98	177.30	176.62	177.50	177.50
Automotive Diesel	159.76	162.00	161.83	162.72	162.70
Kerosene	143.69	145.94	145.79	146.67	146.66

Maximum pump prices (15th January 2023 to 14th February 2023)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	174.98	177.30	176.62	177.50	177.50
Automotive Diesel	159.76	162.00	161.83	162.72	162.70
Kerosene	143.69	145.94	145.79	146.67	146.66

Maximum pump prices (15th December 2022 to 14th January 2023)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	174.98	177.30	176.62	177.50	177.50
Automotive Diesel	159.76	162.00	161.83	162.72	162.70
Kerosene	143.69	145.94	145.79	146.67	146.66

Maximum pump prices (15th November 2022 to 14th December 2022)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	174.98	177.30	176.62	177.50	177.50
Automotive Diesel	159.76	162.00	161.83	162.72	162.70
Kerosene	143.69	145.94	145.79	146.67	146.66

Maximum pump prices (15th October 2022 to 14th November 2022)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	175.98	178.30	177.62	178.50	178.50
Automotive Diesel	160.76	163.00	162.83	163.72	163.70
Kerosene	144.69	146.94	146.79	147.67	147.66

Maximum pump prices (15th September 2022 to 14th October 2022)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	176.98	179.30	178.62	179.50	179.50
Automotive Diesel	162.76	165.00	164.83	165.72	165.70
Kerosene	145.69	147.94	147.79	148.67	148.66

Maximum pump prices (15th August 2022 to 14th September 2022)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	156.86	159.12	158.64	159.53	159.53
Automotive Diesel	137.76	140.00	139.83	140.72	140.70
Kerosene	125.69	127.94	127.79	128.67	128.66

Maximum pump prices (15th July 2022 to 14th August 2022)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	156.86	159.12	158.64	159.53	159.53
Automotive Diesel	137.76	140.00	139.83	140.72	140.70
Kerosene	125.69	127.94	127.79	128.67	128.66

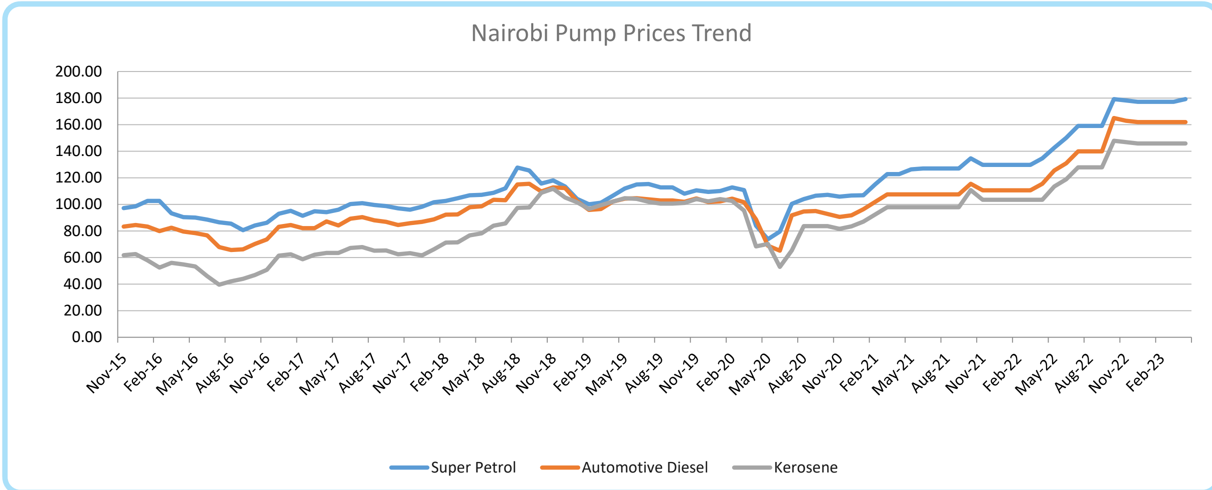
Maximum pump prices (15th June 2022 to 14th July 2022)					
PRODUCT	MOMBASA	NAIROBI	NAKURU	ELDORET	KISUMU
Super Petrol	156.86	159.12	158.64	159.53	159.53
Automotive Diesel	137.76	140.00	139.83	140.72	140.70
Kerosene	125.69	127.94	127.79	128.67	128.66

Notes:

a) In the period March 15th 2023 – April 14th 2023 pricing cycle, the maximum allowed pump prices for Super Petrol increased by KShs. 2/-, while that for Diesel and Kerosene remain unchanged from the previous cycle.

b) The price of Diesel was cross-subsidized with that of Super Petrol while a subsidy of Kshs. 23.49/litre was maintained for Kerosene inorder to cushion consumers from the otherwise high prices.

c) The Government will utilise the Petroleum Development Levy to compensate oil marketing companies for the difference in cost.



EPRA Petroleum Prices

Breakdown of the costs of Super Petrol (PMS), Diesel (AGO) and Kerosene (DPK) in Nairobi: 15th March 2023 to 14th April 2023				
Cost Item	**Cost Description**	**Super Petrol**	**Diesel**	**Kerosene**
		Kshs/Litre	**Kshs/Litre**	**Kshs/Litre**
Landed Cost (a)	Weighted average cost for all imports	90.39	103.01	105.38
Pipeline Transport (Msa - Nrb)	Pipeline (100% PMS, AGO & IK)	2.53	2.53	2.53
Road Transport (Msa-Nrb) - Bridging	Road (0% PMS, AGO & IK)	0.00	0.00	0.00
Pipeline Losses	Pipeline (0.25%)	0.06	0.06	0.06
Depot Losses	0.5% PMS, 0.3% For DPK & AGO)	0.70	0.43	0.42
Delivery within 40kms of Nairobi	Delivery to petrol stations	0.54	0.54	0.54
Storage and distribution (b)		3.83	3.56	3.55
Importers Margin	Wholesale			
Dealers Margin	Retail Investment Margin			
	Retail Operating Margin			
Supplier Margins (C)		12.39	2.89	0.00
Price Stabilization Deficit (d)		9.01	0.00	-9.39
Excise Duty	Tax	21.95	11.37	11.37
Road Maintenance Levy	Levy	18.00	18.00	0.00
Petroleum Development Levy	Levy	5.40	5.40	0.40
Petroleum Regulatory Levy	Levy	0.25	0.25	0.25
Railway Regulatory Levy	Levy	1.73	1.99	2.01
Anti-adulteration Levy	Levy	0.00	0.00	18.00
Merchant Shipping Levy	Levy	0.03	0.03	0.03
Import Declaration Fee	Levy	3.04	3.50	3.53
Value Added Tax (VAT)	Tax	13.28	12.00	10.81
Taxes and Levies (d)		63.68	52.54	46.40
Retail Prices in Nairobi (a) + (b) + (c) + (d)		179.30	162.00	145.94
Summary		Super Petrol	Diesel	Kerosene
		KShs/Litre	KShs/Litre	KShs/Litre
Product Costs (a)		90.39	103.01	105.38
Distribution and Storage Costs (b)		3.83	3.56	3.55
Margins (c)		12.39	2.89	0.00
Price Stabilization Deficit (d)		9.01	0.00	-9.39
Taxes and Levies (e)		63.68	52.54	46.40
Retail Prices in Nairobi		179.30	162.00	145.94

SOURCE: EPRA

Petroleum and Petroleum Products Data and Market Share Reports are Accessible from the Data and Information Centre at the PIEA Secretariat.

For more information kindly send an email to:
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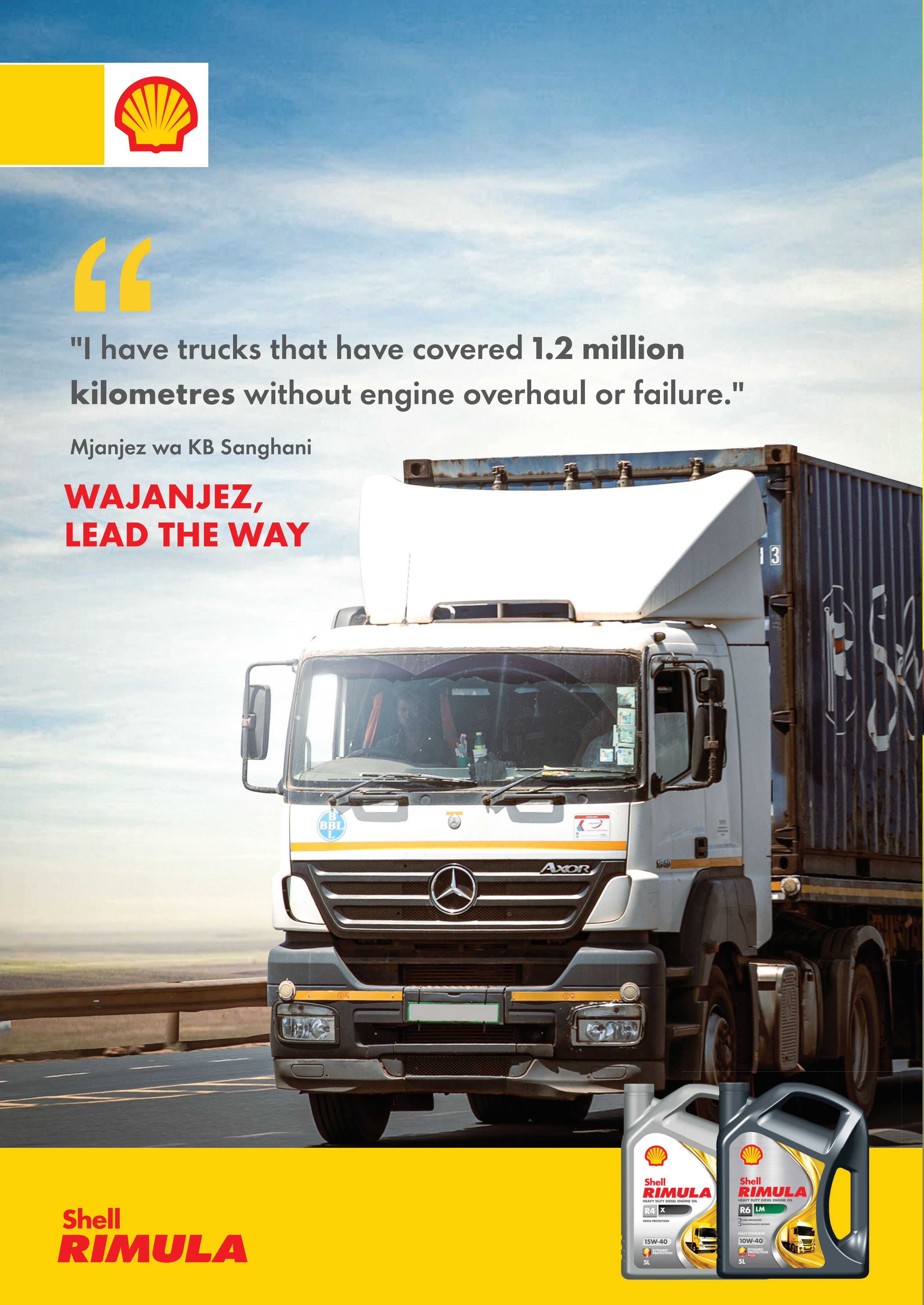
The Women in LPG (WINLPG) Kenya Chapter is going to collaborate with the Jamhuri Energy Centre under the Ministry of Energy (MOE) Rural Electrification and Renewable Energy Corporation(REREC) to carry out a sensitization and awareness workshop on clean energy cooking solutions that will include the provision of 6kg LPG cylinders with gas for the members at the center that will be provided by the Vivo Energy Kenya (VEK). This is in line with one of the WINLP Kenya Chapter's objective of moving LPG to every home in Kenya that is currently using charcoal, firewood, kerosene and and enabling women to participate in the LPG value chain. These Clean Cooking Fuel Drive and Sensitization and Awareness workshops will be carried out with Community Based Organizations across the Country in collaboration with the 6 Energy Centres under MOE.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