

# AFRICAN LP GAS SUMMIT 2014



DEFINING LPG GROWTH, USAGE AND SUSTAINABLE DEVELOPMENT IN AFRICA

02 - 04 JULY 2014 | Safari Park Hotel, Nairobi, Kenya



## POST SHOW REPORT

ORGANISED BY:



EXHIBITORS:



MEDIA PARTNERS:



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## IT'S TIME FOR AFRICA, KARIBU!

Where else in the world can your business grow by another 3500%? With a mere penetration rate of 3%, Africa is the last untapped continental marketplace for LPG and its potential is tremendous!

With this as a backdrop, Kenya plays host to the inaugural **AFRICAN LP GAS SUMMIT 2014!**

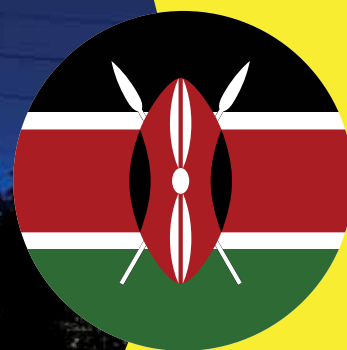
Over the past decade, Africa has been growing rapidly, giving rise to an emerging middle class that is driving demand for a convenient, clean, modern fuel to replace the use of biomass, kerosene and charcoal. LPG's potential in Africa is tremendous, and we are here to harness it.

The inaugural **AFRICAN LP GAS SUMMIT 2014** brought together over 211 industry participants hungry for information and development stories that could inspire greater growth within their countries. From the urgent need to reform policies and enforcement efforts to combat illegal refilling, to the introduction of the first LPG Autogas vehicle in Kenya, the **AFRICAN LP GAS SUMMIT 2014** lived up to its promise of being the platform of choice for the debate, discussion and sharing of LPG bottlenecks and challenges in Africa.

We are also very happy to report that as a result of the summit, the Ministry of Energy in Kenya has agreed to support efforts to remove taxes on LPG and LPG Appliances and impose taxes on Kerosene instead, making LPG more affordable and bringing LPG to a new level of development. The government has also declared action on the illegal storage and filling facilities, which will be raided and closed off permanently. All regulatory and security agencies have been briefed and change is in the air.

There was a lot of emphasis on action needed to promote Africa's LPG consumption following the discussions at the Summit. Using data from the presentations by the speakers from the conference, the government has also agreed to fast track the Global LPG implementation requirements.

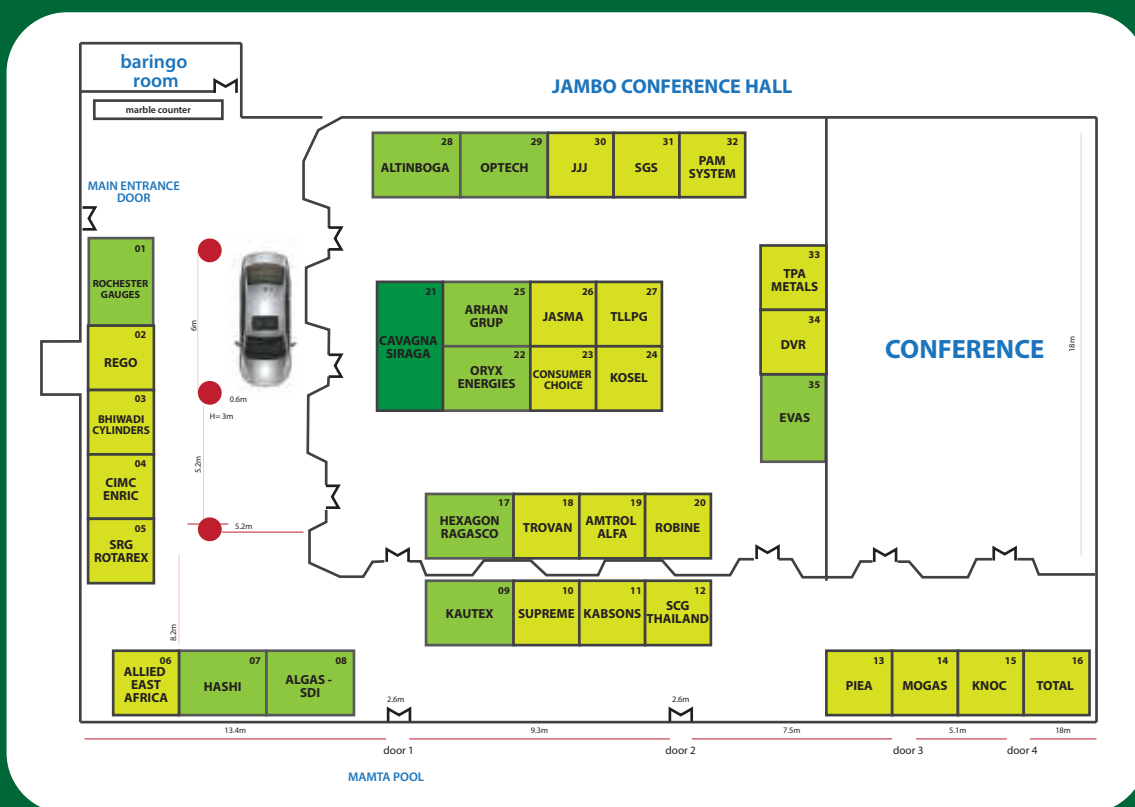
All in all, the conference was very successful and I invite everyone to join us again in 2015!



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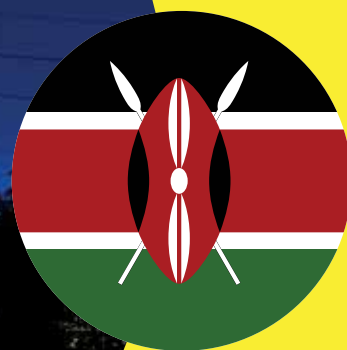
## FLOOR PLAN



## EXHIBITORS:







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## KEY INFORMATION

Dates	: Main Conference 02 - 03 July 2014
	Site Tour 04 July 2014
Venue	: Safari Park Hotel, Nairobi, Kenya
Number of Delegates	: 224
Organized By	: LP Gas Summit Petroleum Institute of East Africa (PIEA)
Media Partners	: Asia Monitor Gazeo.eu Oxford Business Group Shash Marketing World LP Gas Association
No. of Exhibitors	: 32

## SOME OF THE PEOPLE YOU WOULD HAVE MET

Energy Commissioner  
**MINISTRY OF ENERGY, KENYA**

Managing Director  
**TOTAL KENYA LTD**

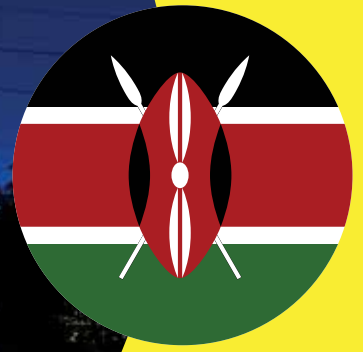
Managing Director  
**VIVO ENERGY, KENYA**

Managing Director  
**HASHI ENERGY**

Managing Director  
**ORYX ENERGIES, KENYA**

Chairman  
**THE GLOBAL LPG PARTNERSHIP**

Managing Director  
**PANONE AND COMPANY**



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## SPEAKERS & TOPICS | Day 01, 02<sup>nd</sup> July 2014



Opening Remarks  
Polycarp Igathe, *Chairman*  
**PETROLEUM INSTITUTE OF EAST AFRICA (PIEA)**



Welcome Remarks  
Martin Mwaisakenyi Heya, *Commissioner for Petroleum*  
**MINISTRY OF ENERGY & PETROLEUM**



**OVERVIEW OF LPG MARKETS IN KENYA: POLICY, DEMAND AND BOTTLENECKS**  
Joseph Wafula, *Petroleum Economist,*  
on behalf of Eng. Joseph Njoroge, *Principal Secretary*  
**MINISTRY OF ENERGY AND PETROLEUM**



**AFRICA'S DEVELOPING ROLE IN THE WORLD LPG MARKETS**  
Paula Joubert, *General Manager, Regional Business Development, East & Southern Africa*  
**ORYX ENERGIES KENYA LTD**



**LEGAL AND REGULATORY FRAMEWORK FOR LPG IN EAST AFRICA**  
Erza K. Terer, *Technical Officer, Petroleum*  
on behalf of Dr. Fredrick Nyang, *Director General*  
**ENERGY REGULATORY COMMISSION (ERC)**

Panel Discussion:  
**WHAT WOULD MAKE LPG CYLINDERS SAFER?  
- MANUFACTURING BEST PRACTICES AND LIFE CYCLE MANAGEMENT**



Panelist:  
Emrah T. Sak,  
*Assistant General Manager*  
**EVAS EV ALETIERI SANAYL LTD**



Panelist:  
Jean Marie Loison,  
*Regional Export Manager,*  
*Africa & Middle East*  
**HEXAGON RAGASCO AS**



Panelist:  
Ada Eze,  
*Managing Director*  
**TOTAL KENYA**



Panelist:  
Charles Ongwae,  
*Managing Director*  
**KENYA BUREAU OF STANDARDS**



**INDONESIA'S SUCCESS STORY: PERTAMINA'S SUCCESSFUL KEROSENE TO LPG CONVERSION PROGRAMME**  
Muhammad Yasir Arofah, *SAsst. Manager Gas Product Application Marketing*  
**PT PERTAMINA**



**ADDRESSING THE ISSUE OF ILLEGAL REFILLING: BEST PRACTICES AND ENHANCED MONITORING - CASE STUDY FROM MALAYSIA**  
Dr. Mohamad Akbar Noor Bin Mohamad Noor,  
*Compliance Officer*  
**NGC ENERGY SDN. BHD.**



**RFID FOR LPG ASSET MANAGEMENT AND CYLINDER TRACKING**  
Barbara Masin, *EID, Ltd., Vice President,* on behalf of  
**TROVAN LTD**



**CHALLENGES IN ESTABLISHING AUTOGAS IN KENYA - A CASE STUDY FROM HASHI ENERGY**  
Said Adan, *Group Business Development & Strategy Director*  
**HASHI ENERGY**

# AFRICAN LP GAS SUMMIT

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## SPEAKERS & TOPICS | Day 02, 03rd July 2014



### ENSURING SAFE AND RELIABLE REFILLING - CASE STUDY

Christian Fredberg, *Group Manager*  
**KOSAN CRISPLANT**



### VAPORISATION TECHNIQUE USING EMPLOYING GAS, ELECTRICITY, AND HOT WATER

John Hartfield, *International Sales Manager*  
**ALGAS-SDI INTERNATIONAL LLC**



### ADDRESSING INFRASTRUCTURE CHALLENGES AND BOTTLENECKS TO LPG GROWTH IN AFRICA

Alex Evans, *Chairman*  
**OPERATING COMMITTEE, GLOBAL LPG PARTNERSHIP**



### TECHNOLOGY SPOTLIGHT - CAVAGNA GROUP

Manuel Sguazzi, *Sales Director*  
**CAVAGNA GROUP**



### TECHNOLOGY SPOTLIGHT - SIGARA

Richard Daudon, *Area Sales Manager Africa*  
**SIRAGA**



### TECHNOLOGY SPOTLIGHT: REGO

Freddy Deyk, *Operations Manager*  
**REGO GmbH**

## TESTIMONIALS

Over the last few years, we are pleased to see that the various editions of LP GAS SUMMIT organized by All Events Group Pte Ltd have grown in stature. They now play a significant role in providing various stakeholders in the LP Gas industry a wonderful opportunity to meet and develop their networks in emerging and important markets.

The events are always well-organized and the exhibition package provided by All Events Group Pte Ltd is comprehensive and has lots of value-added features. Supporting service is friendly, efficient and professional.

We are happy to continue our participation in upcoming events in 2015.

Geoffrey K W Lee, *Sales & Marketing Manager*  
**KOSEL INDUSTRIES SDN BHD** (Member of Elpiji Group)

We had a booth at the 2014 African LPG Summit and were very pleased with the event. Having the opportunity to personally meet and speak with so many potential customers from Kenya and surrounding countries made it very worthwhile attending, as there was a good turnout and we made quite a few new connections. The show was well organized, and the venue was attractive. We appreciate all the hard work that went into planning such an impressive event. We will be back!

**- TROVAN -**



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## SITE TOUR

Over 40 participants joined the site tour to TOTAL's LPG Refilling Station in Nairobi.

Total Kenya Ltd is a leading oil company in Kenya, and markets LPG under the brand name TOTALGAZ: trusted, safe and reliable.

TotalGaz is marketed in five different pack sizes. These are 3, 6, 13, 22.5 and 50 kg cylinder sizes.

- The 3-kg range is mostly used for lighting as well as cooking.
- The 6-kg range can be used for cooking and lighting. This range was introduced to make gas affordable to the lower income groups in the market.
- The 13 kg range is best for domestic use, while the 22.5 and 50 kg ranges are suitable for restaurants, hotels and industrial usage.

TotalGaz is filled and distributed from three ISO 9000 certified depots, i.e. Mombasa, Nairobi and Kisumu.

The main outlets for TotalGaz are Total Service Stations, which are a network of over 170 stations strategically located countrywide. Other outlets include authorized reseller outlets like the TotalGaz Container kiosks, chain stores and supermarkets all over the country.

For Total Kenya Ltd, the safety of our stake holders (customers, neighbors, contractors and staff) is paramount. Similar concern is given to health, safety and environmental issues associated with our business and this is reflected in our Health, Safety and Environment Policy

### Supply Reliability

To increase Liquefied Petroleum Gas (LPG) capacity, Total Kenya Limited, the leading Oil Company in Kenya, has installed two more bulk LPG storage tanks (referred to as bullets in petroleum industry) at its Nairobi LPG plant in Industrial Area. This cost over one million US dollars and has doubled the storage capacity from 150 tones to 300 tones and will improve availability of bottled (Cylinders) and bulk LPG to consumers. The additional storage capacity was unveiled on Friday 30th November 2012.



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## MEDIA REVIEWS

### State to up taxes on kerosene to fund gas, cut fuel adulteration

By James Anyanzwa  
Updated Wednesday, July 2nd 2014 at 23:14 GMT +3

Share this story:  



Pupils from the Samburu confirm they have completed their home work correctly using a kerosene lamp. Increasing taxes on the fuel will hurt the poor more. [Photo: George Mulata]

Government will impose heavy taxes on kerosene in a move that could hurt low-income urban and rural households. Most of them use the fuel for cooking and lighting. The Energy Ministry expects to raise \$17 billion from the planned taxes and duties on kerosene that will be used to develop the Liquefied Petroleum Gas (LPG) sub-sector.

The Senior Petroleum Economist at the Ministry of Energy and Petroleum, Mr Joseph Wafula, said taxes on kerosene are meant to discourage cartels from using the fuel to adulterate diesel and super petrol. It is also expected to grow the use of LPG, whose uptake in Kenya has for years stagnated at about 80,000 tonnes per year. This has been blamed on the high cost of acquiring equipment such as the gas cylinders and cookers.

"We are thinking of putting taxes on kerosene and removing the same from LPG so that we can minimise the element of people doing adulteration," said Wafula. "We also want to impose taxes on Kerosene to make it more expensive so that we can deviate the use of Kerosene in cooking to LPG."

Wafula was addressing a conference of both local and international LPG players during the First African LPG summit in Nairobi yesterday. The three-day event organised by the Petroleum Institute of East Africa (PIEA) brings together key

players in the sector, who will define LPG growth, use as well as promote sustainable development in African.

**Urban areas**

Wafula noted that the penetration of LPG in Kenya is still low, at about seven per cent, with most consumption of the product concentrated in the urban areas.

**See Also: Why Kenya's growth target is ambitious**

"A huge percentage of LPG is used majority for cooking of which 90 per cent is in urban areas," he said, adding that majority of Kenyans still use kerosene and biomass for cooking and lighting.

Statistics from the Ministry of Energy and Petroleum show that on the national level, wood fuel and other biomass account for about 68 per cent of the total primary energy consumption followed by petroleum fuels at 23 per cent, electricity at nine per cent and solar at less than one per cent. Wafula said consumption of LPG in Kenya is constrained by the availability because the demand, which is estimated at 200,000 metric tonnes annually, is greater than available supply.

It is estimated that if the constraints on LPG supply were removed, consumption would peak to 735,217 tonnes in 2035. According to PIEA, imposing taxes on kerosene would deter more Kenyans from using the fuel and take up LPG.

PIEA Chairman Polycarp Igathe noted that the necessity of clear policy shift from unsustainable energy options like biomass to cleaner modern options like LPG cannot be over-emphasised. "About 80 per cent of Sub-Saharan Africa households use wood fuel and charcoal for their primary domestic energy so the greater number of premature deaths especially among women and children happens in SSA," said Igathe.

"We are looking at how to promote greater penetration of LPG in the country. We want more Kenyans to use LPG as opposed to biomass. We are proposing to the Government to remove all taxes from LPG and lump them to kerosene. We should not have Kenyans using kerosene."

D/Minister 3/7/2014

### Meeting to boost cooking gas use

BY NATION REPORTER

The cooking gas industry will hold talks with the Ministry of Energy and Petroleum next week to find a way of cutting cost of the product, its appliances and accessories.

Kenya is among the five African countries that have been chosen for the US-led bid to increase the use of cooking gas globally that was launched in June 2012.

Other countries are Ghana, Cameroon, Tanzania and Uganda.

According Kenya uses very little gas due to high cost brought about by hitches in the supply chain.

"My ministry is engaging with the industry and other arms of government to chart a sustainable way forward in reducing the cost. A meeting has been scheduled in the coming week to discuss the issue," said Energy and Petroleum Cabinet Secretary Davis Chirchir.

He spoke in Nairobi yesterday while addressing participants of the Africa cooking gas summit organised by the Petroleum Institute of East Africa.

DN, July 3, 2014





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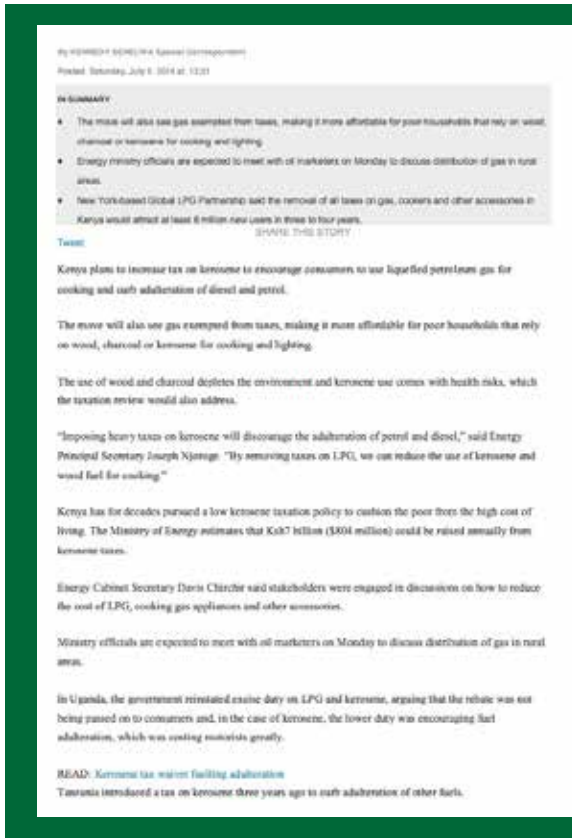
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The EA Standard April 17, 2014



DN, May 22, 2014



The East African, July 5, 2014