WLPGA Asia LPG Summit
5 February, 2019, New Delhi

David Appleton, Lead Analyst
Argus Media, Singapore
david.appleton@argusmedia.com

illuminating the markets
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900 (+) staff in 25 countries; 18,000 (+) daily prices
Argus is most-used price reference for waterborne LPG:
   NGL – cif ARA (NW Europe)
   Far East Index (east Asia)
   Middle East Index (AMEI)
Deep North American price history:
   Daily Mt Belvieu pricing for 20 (+) years;
   daily Edmonton prices since 2009
Consulting
Conferences
Training
More than NGLs:
   Crude and refined
   products
   Petrochemicals
   Fertilizers
   Gas and power
   Metals

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Snapshot 2017: Transport demand accounts for around 9pc of total global demand

Total demand in 2017 was around 26.8 million tonnes

LPG Demand by sector 2017

- Residential: 33%
- Agricultural: 40%
- Industrial: 7%
- Commercial: 7%
- Transport: 9%
- Refinery fuel: 1%
- Non-Energy: 3%

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Snapshot 2017: Autogas demand is concentrated in three regions

Europe, Asia-Pacific, and Russia/Central Asia account for almost 90% of global autogas demand.

Autogas is available in around 80 countries globally – around 120 countries/territories have never used LPG as a transport fuel.
Top consumers of autogas, 2017

- Korea
- Turkey
- Russia
- Poland
- Italy
- Ukraine
- Thailand
- Mexico
- China
- Japan
- Rest of the World
Longer-term trend: Global autogas demand is flattening

- Average growth of total autogas demand since the beginning of the decade is 3pc
- 2017 saw the first decline at -1pc – some key markets are now flat/declining
- 2018 data likely to show a similar trend
Why are markets flattening?

• Some key markets are mature and do not have much room for growth

• Transport fuel demand in many developed countries is declining – with energy efficient vehicles, and a move away from the personal vehicle

• Electric vehicles are the focus of both policy-makers and vehicle manufacturers – there is a direct correlation between increased electric vehicle demand and decreasing autogas demand in the OECD

• The industry has not invested enough or has not controlled quality

• But: Some countries continue to see strong demand growth
**Algeria**: +7-8 mn tonne annual net surplus – autogas uptake is strategic objective of the government.

**Ukraine**: Price sensitive market plays well for LPG - along with robust fuel and vehicle availability

**US**: Regional approach focusing on the fleet market
Final thoughts

• Autogas has long been the world’s leading alternative fuel – but will the market continue to grow? And if so, what needs to be done?

• Can a fossil fuel be central to long-term transport policy, or is bio/renewable LPG essential?

• Is a discounted retail price sufficient to build a market?

• Is the investment case for autogas strong enough?

• A great alternative – but winning a market has proven to be complex
Thank You!

David Appleton, Lead Analyst, Argus Media, Singapore
David.appleton@argusmedia.com