

# Kpler Insight

Commodities Research,  
Analytics & News

[www.kpler.com](http://www.kpler.com)

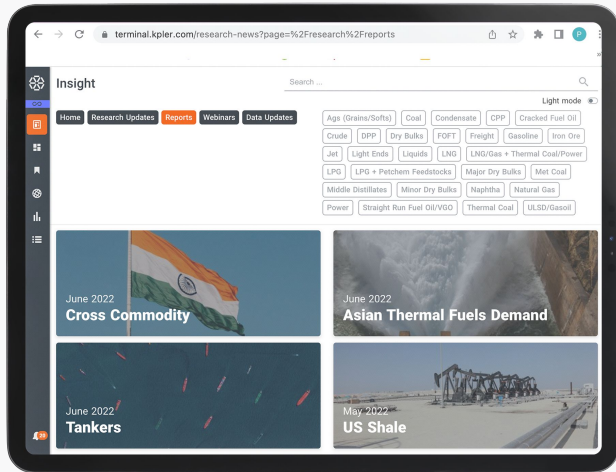
The leading data & analytics firm providing real time transparency in commodity markets, enabling market players to remain one-step ahead in their business decisions.



# Meet the team



**30+** team members and **100+** years of experience covering the full commodity and energy value chain



### Trusted by hundreds

Kpler has become the industry benchmark for extensive and reliable commodity data and insights.

# Kpler Insight Service

- 1 Incorporates the tried & tested SuDeP data models & analytics developed over 20 years by JBC Energy.
- 2 Leverages in-house proprietary data only available to Kpler analysts to identify real trading opportunities.
- 3 Driven by commodity market experts who offer balanced, impartial, & actionable market views.
- 4 Our Insight portal allows clients to access critical news, research & analysis in one easily accessible location.
- 5 Offers complete market coverage including difficult to reach regions, often ignored by our competitors.
- 6 Provides fully integrated supply, demand & price forecasts for crude oil, refined product, natural gas and LNG.



Research updates



Advisory



News



Data access



Webinars & podcasts

# Industry benchmark



"exports averaged 70,000 barrels per day in April, down from 287,000 bpd in March **according to Kpler**, which tracks the flows"

**Bloomberg**

"the U.S. exported 504kt/month of petrochemicals and LPG in March and April to China as the phase 1 trade deal incentivized Chinese companies to buy American cargoes, **Kpler said in a note**"

**S&P Global**

"there's at least one cargo of jet fuel in floating storage off the coast of Fujairah, according to cargo **tracking data from Kpler**"

**The Economist**

"even as covid-19 depressed global energy demand, seaborne oil exports to China in April reached a record level, **according to Kpler**"

**WSJ**

"there is also a large amount of oil floating at sea with nowhere to go, **according to cargo tracker Kpler**"

Quoted daily in respected news sources

# Powered by hundreds of sources

## Enhance decision making

Optimise trading & risk management decisions

## Deep market knowledge

Outlooks from short-term to mid-term and long-term across all key commodities

## Benchmark internal views

Check your internal market views against an independent source, with direct access to our key analysts

## Easily accessed

Directly available via the Insight portal on the Kpler terminal and via tablet or mobile app

## Proprietary data

Leveraging proprietary data in market analysis unique to Kpler

## Competitive edge

Interpret critical market trends from our analysts before anyone else

**10+ M**

data points/day

≈

**120+**

data points/second

**150+**

treated reports/day

**500+**

data sources



# Our Services

Kpler Insight has 4 services each with an Entry, Standard, and Premium level offer



## Crude Oil

**Expert-driven**

Unbiased expert-driven research & analysis for robust market projections and forecasts that support your real-time trading, risk management and investment decision making.



## Refined Products

**Gain crucial foresight**

Leverage across-the-barrel coverage of supply, demand, & pricing for truly unparalleled insights and take your decision-making capabilities to a new level.



## Refining & Margins

**Unravel complexities**

Ramp up your capabilities to plan, trade, & hedge with detailed outlooks of the global refining landscape including forecasts for refining expansions and consolidation.



## Gas & Thermal Coal

**Increase transparency**

Understand the critical interplay of gas, LNG, and coal in the thermal fuels mix to support your marketing, purchasing, and trading decisions.





# Crude Oil

# Includes:

## **Crude Market Daily**

Stay on top of the latest developments impacting global crude oil benchmarks.

Each day our analysts will get to the heart of the key short term drivers of the global markets in an easily digestible and insightful market update.

## **Crude Oil Weekly**

Monthly expert insight on crude market developments in the North Sea, the Med, the FSU, WAF and Latin America.

Focusing on regional crude supply, demand, pricing, and trade flows and highlighting arbitrage opportunities.

## **East of Suez Crude Monthly**

Our analysts delve monthly into regional crude oil supply and demand trends in the Middle East and Asian crude markets with particular attention paid to the latest OPEC announcements and implications for the broader market.

Includes commentary on crude pricing and official selling prices (OSPs), in addition to regional trade flows.

## **West of Suez Crude Monthly**

Monthly expert insight on crude market developments in the North Sea, the Med, the FSU, WAF and Latin America.

Focusing on regional crude supply, demand, pricing, and trade flows and highlighting arbitrage opportunities.

## **North America Crude Monthly**

This monthly report provides analysis and commentary on the latest developments in the US, Canada and Gulf of Mexico.

Focus will be on the most pertinent supply and demand dynamics, be it US production, crude in- and outflows, or the impact of refining demand on the regional crude balance and how they are influenced by pricing.

## **Crude Oil Global Review**

Stay on top of the latest developments impacting global crude oil benchmarks.

Each day our analysts get to the heart of the key short term drivers in an easily digestible market update.



# Includes:

## **Exploration & Production Monthly**

We focus on a single player or region to analyse our data in line with company investment & strategy

## **Tankers Monthly**

A detailed report on the latest developments and outlooks for shipping and freight economics.

The report covers tankers within the crude markets with individual coverage of supply and demand for VLCC, Suezmax and Aframax segments.

## **EIA Flows Forecast**

Each week our analysts provide forecasts for US crude oil trade flows utilising proprietary data.

## **Analyst Access**

Client access to our in-house experts for follow-up questions on our outlooks and analysis.

Dedicated meetings are also possible featuring detailed discussions with relevant analysts on topics covered by the team. Agenda defined in advance of the meetings.

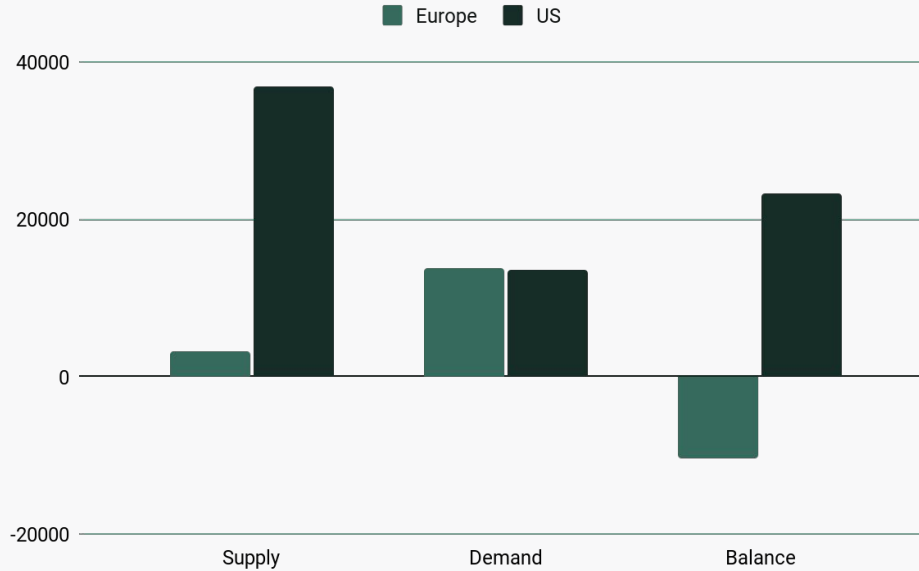
## **Annual Crude Oil Production & Demand Outlook**

Clients subscribed to our long term service can access annual crude oil production and demand forecasts for the coming 15 years.

## **Annual Long Term Price Forecast**

Annual price forecast for key crude oil benchmarks for 15 years forward.

# Crude S/D + Price Forecasts



12 Month  
Price

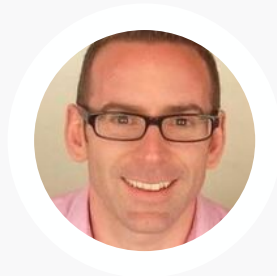
18 Month  
S&D

5 Year  
S&D



Kpler Insight's Crude Oil Services is delivered by a team of crude market and upstream oil analysts based across the globe. The team is jointly lead by Matt Smith and Viktor Katona.

# Crude Leads



## **Matt Smith**

### **Lead Analyst Sweet Crude**

Matt started his career at Royal Bank of Canada in the UK, working his way up to portfolio manager in the London investment management team.

He then moved to the US and has spent the last 16 years in the energy industry. He was Director of Commodity Research at ClipperData before joining Kpler last year as Lead Oil Analyst, Americas.



## **Viktor Katona:**

### **Lead Analyst Sour Crude**

Viktor started his career at MOL as a Crude Trader, managing Russian pipeline crude flows to Central Europe, then leading the same company's seaborne crude trading operations.

Having joined JBC Energy in early 2021, he was head of crude analysis before Kpler's purchase of JBC saw him become Lead Sour Crude Analyst within the newly-formed Kpler Insight team.

# Refining & Margins



# Refining & Margins

Available in addition to Crude or Product services - our Refining & Margins Service is available as an additional service for clients subscribed to either of our crude or refined products services offering customer greater flexibility when accessing our analysis.

## Quarterly Refining Outlook

An extensive quarterly publication that offers clients a synopsis of the latest and projected developments on global petroleum products.

Subscribers receive detailed petroleum product-by-product outlook for the next quarter including outlooks for refinery maintenance and upcoming expansions.

## Refining Margins Weekly

A weekly report, analysing the underlying complexities of the global refining market, presenting product-by-product updates for key regions.

We analyse movements in crack spreads and provide a short-term outlook on prices, informed by arbitrage calculations, refinery maintenance updates as well as primary and secondary unit margins. The report provides a weekly update on benchmark refining margins.



**Refining Operations Forecasts** →

**Global Refining  
Operations  
Forecasts**

**Primary &  
Secondary  
Capacity  
Outlooks by Unit**

**Global, Regional,  
& Country-Level**

**Historical data  
Current Month  
-12 Months**

**Refining Capacity Forecasts** →

**Annual Refinery  
Capacity  
Forecasts**

**Primary Capacity  
Crude &  
Condensate**

**Secondary  
Capacities  
Reforming/  
Hydrocracking/  
Desulphurisation  
/Conversion/  
FCC/Coking**

**Global, Regional,  
& Major  
Countries**



# Corporate and Macro Coverage\*

\*included across all commodities

# Includes:

## **Weekly Updates**

Regular analysis through the month covering macroeconomic, geopolitical and corporate topics relevant to the market at the time

## **Cross Commodity Monthly**

Monthly report that combines geopolitics, energy fundamentals and the latest global economic trends to provide subscribers an overview of energy markets that can be used to guide investment in commodity and equity markets.

## **Renewables Corporate Monthly**

A monthly comprehensive assessment of the rapid developments in the alternative energy sector from a corporate point of view. A main focus lies on alternative fuels such as hydrogen, biofuels, synthetic fuels, and electricity.

## **Energy Security Monthly**

Our objective commentary on short- and long-term aspects of ensuring stable and affordable energy supplies, an increasing challenge as the world is shifting towards low-carbon alternatives.

# Includes:

## **Corporates Quarterly**

With coverage of listed energy companies, we give an overview with the key industry trends, company strategies and business environment based on the latest update from company management.

## **Quarterly Corporate Equity Update**

With coverage of listed companies, we track company guidance and compare with our data.

Examples include iron ore exports volumes, crude oil export from main offshore fields, imports from refineries.

## **Events in Focus**

All Kpler Insight clients receive our critical snap analysis of major geopolitical or macroeconomic events that have the potential to move commodity markets as these events unfold.

## **Webinars & Podcasts**

Access to a minimum of 6 webinars and upcoming podcasts per year featuring the latest cross commodity market outlooks from Kpler's leading analysts.



**Thank you!**

**Get your free trial  
for **Kpler** Insight**

Contact: [sales@kpler.com](mailto:sales@kpler.com)

[www.kpler.com](http://www.kpler.com)