

# Kpler Insight

Commodities Research,  
Analytics & News

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

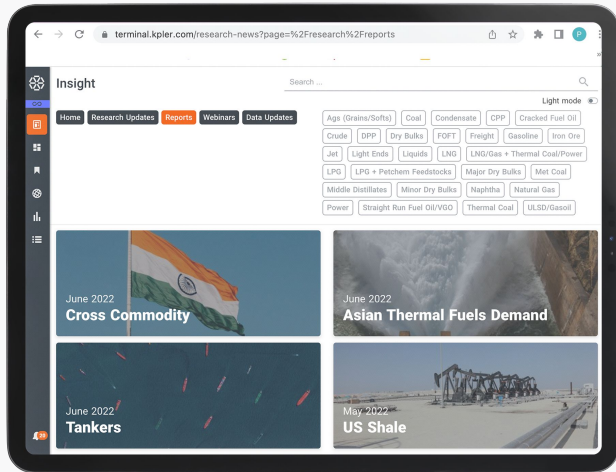
The leading data & analytics firm providing real time transparency in commodity markets, enabling market players to remain one-step ahead in their business decisions.



# 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.

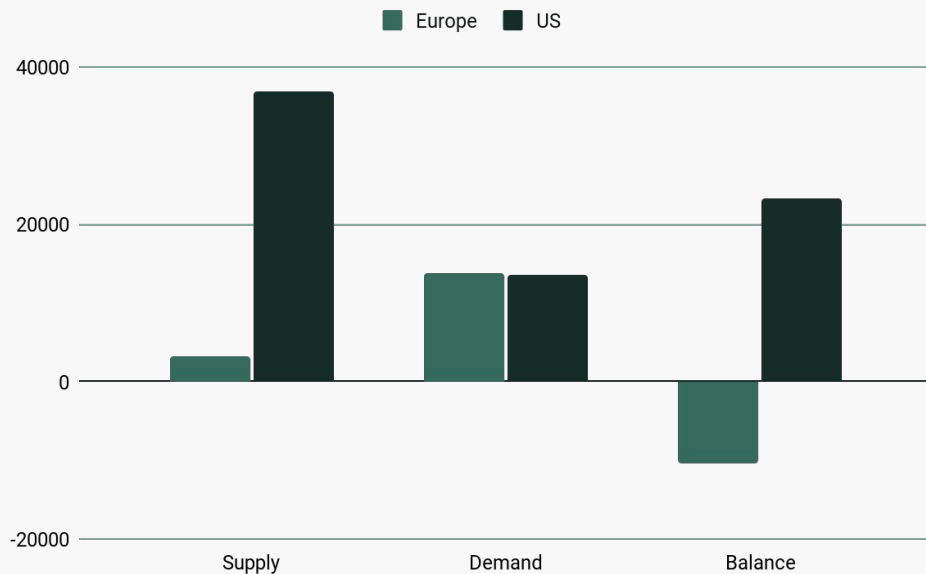
## **Annual Crude Oil Production & Demand Outlook**

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.



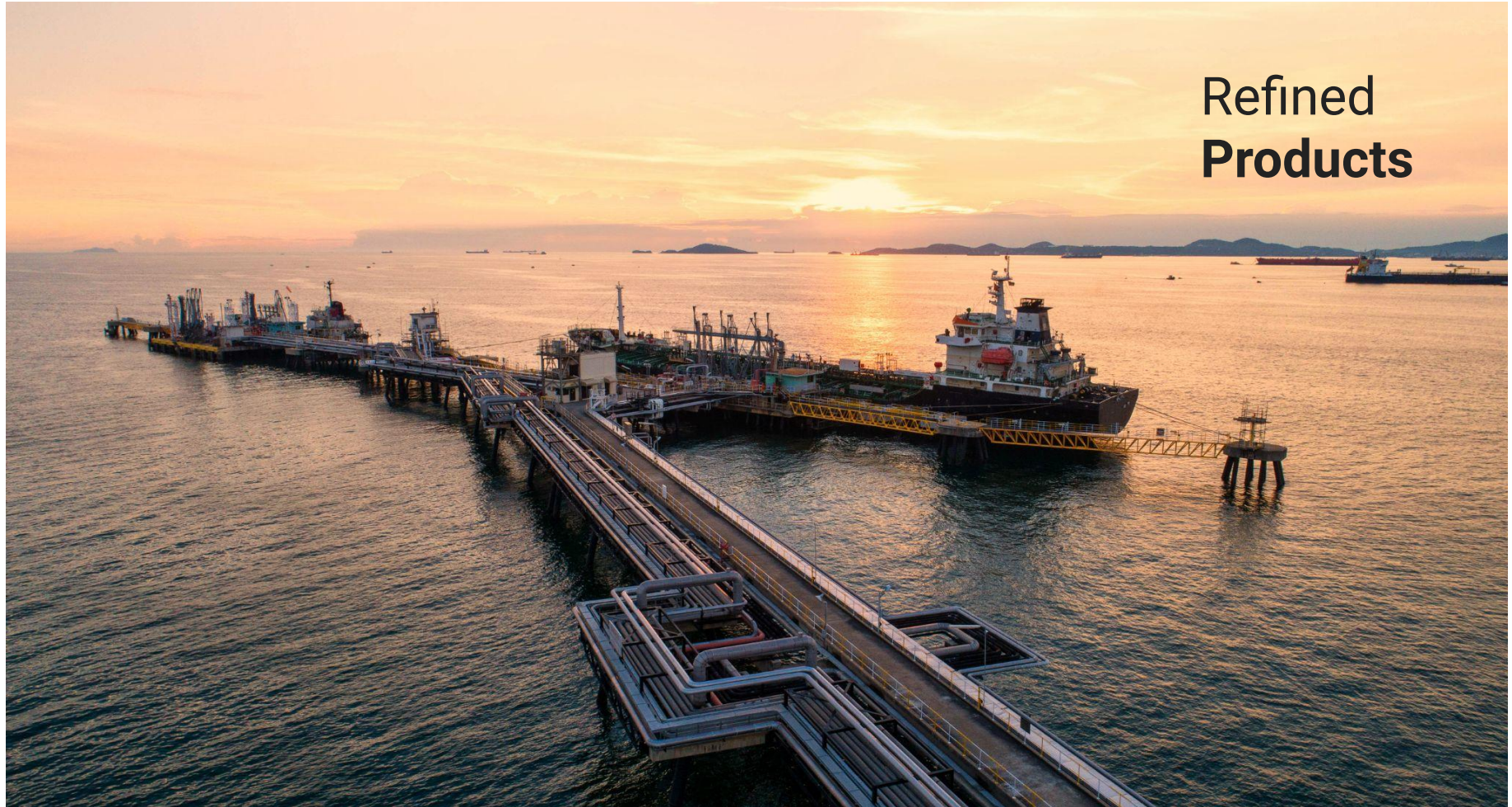
## **Viktor Katona:**

### **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.

# Refined Products



# Includes:

## Product Market Daily

Covering key developments in global refined product markets across the barrel, from NGLs and naphtha all the way down to secondary feedstocks, including analysis of changes in benchmark product prices, arbs and trade flows.

## Refined Products Weekly

Our weekly refined product report offers global coverage of key product market developments with a focus on East-West gasoil, West-East fuel oil, West-East naphtha and Transatlantic gasoline/feedstocks.

## Top of the Barrel Monthly

Monthly fundamental report on the latest developments in gasoline and for petrochemical feedstocks.

This report helps subscribers navigate this increasingly complex, but ever important segment of the market. Covers LPG, naphtha, and gasoline.

## Middle of the Barrel Monthly

A fundamental monthly report that offers comprehensive coverage of global middle distillate markets.

Each report starts with key messages for the month on gasoil/diesel and jet/kero markets where we highlight opportunities and threats in the coming months for the middle distillate cut of fuels.

Covers gasoil/diesel, MGO, jet fuel, kerosene and more.

## Bottom of the Barrel Monthly

A monthly report that covers supply and demand for various residues and the ensuing interplay along with detailed forecasts of implications for bunker fuels, secondary feedstocks, and demand from the power segment.

Covers VLSFO, HSFO, LSSR, HSSR, LSVG0, HSVGO, and bitumen markets.

## Refined Products Global Review

A monthly report covering the latest data and analysis on global refined product supply, demand, inventories, and pricing.

The report examines the latest market trends and factors that are impacting refined product fundamentals along with actionable forward supply and demand forecasts and analysis.

# Includes:

## **Tankers Monthly**

Covering key developments in global refined product markets across the barrel, from NGLs and naphtha all the way down to secondary feedstocks, including analysis of changes in benchmark product prices, arbs and trade flows.

## **EIA Flows Weekly**

Each week our analysts provide forecasts for US oil product 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 Refined Product Supply & Demand Outlook**

Clients subscribed to our long term service can access annual LPG, naphtha, gasoline, jet/kero, gasoil/diesel and fuel oil supply and demand forecast for the coming 15 years.

## **Annual Long Term Price Forecast**

Annual price forecast for key refined product benchmarks for 15 years forward.

# Refined Product S/D Forecasts

Refined Product S/D Forecasts  
Refined Product Price Forecasts

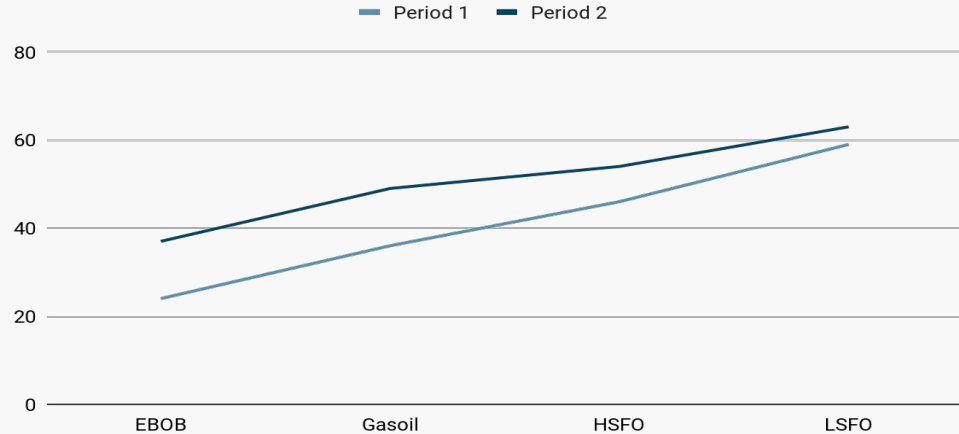


Global, Regional,  
& Country-Level

Full Barrel  
Coverage:  
LPG Naphtha  
Gasoline Jet-Kero  
Gasoil/Diesel Fuel  
Oil

Historical data  
Current Month -12

Refined Product Supply & Demand Monthly Forecasts



Monthly  
Refined  
Product  
Price  
Forecasts

Outright  
Price Levels  
& Cracks for  
Key Refined  
Products by  
Region

12 Month  
Price  
Horizon



Kpler Insight's Refined Product Service is delivered by a team of product market and downstream oil analysts across the globe. The team is jointly lead by Kevin Wright and Andon Pavlov.

# Refined Products Leads



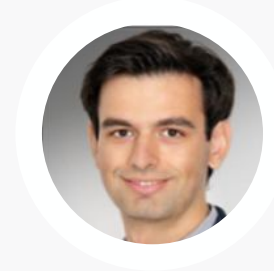
**Kevin Wright**

**Lead Analyst Clean Products**

Kevin began his career with BP in London, where he traded LPG.

He subsequently moved to Singapore and traded all clean products, specialising in gasoil and jet fuel across Asia, East Africa and the Middle East. He left trading in 2014 and began working in business development for Argus in Singapore before moving to Rio Tinto as a diesel and fuel oil procurement consultant.

He joined Kpler in 2020 and is our Lead Analyst for Clean Products.



**Andon Pavlov**

**Lead Analyst Dirty Products**

Andon has been part of the JBC Energy research team since early 2017, being the primary point of reference regarding FSU and CEE topics, whilst building and expanding the company's supply and demand models.

Since then he has gradually grown into the role of Head of Downstream at JBC Energy, before taking over the Lead Analyst Dirty Products position at Kpler.

Andon has worked in corporate finance and data management at the World Bank as well as Zobelev Group.

# 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**

A large Liquefied Natural Gas (LNG) carrier ship is shown sailing on a calm body of water. The ship features five large, white, spherical storage tanks. In the background, a range of green mountains is visible under a sky with scattered white clouds. The lighting suggests it might be late afternoon or early morning.

# Gas & Thermal Coal

# Includes:

## **Thermal Fuels Weekly**

The latest developments in thermal fuels markets, highlighting key factors driving the interplay between natural gas, LNG, and coal.

This includes supply and demand fundamentals, as well as a short-term forecast.

## **LNG & Natural Gas Monthly**

Focusing on natural gas and LNG supply, demand and price fundamentals.

Each month our analysts provide short term forecasts for supply and demand as well as for the Henry Hub, TTF and JKM price benchmarks.

## **Thermal & Met Coal Monthly**

Focusing on supply and demand market fundamentals in the thermal and metallurgical coal markets.

Key thermal and metallurgical coal benchmark price forecasts are included for the next 12-18 months.

## **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 Supply & Demand Outlook**

Our longer term service provides annual natural gas, LNG and thermal coal supply and demand forecast for the coming 10 years.

## **Annual Long Term Price Forecast**

Annual price forecast for key natural gas, LNG and thermal coal benchmarks for 10 years forward.

# LNG News

Available as part of our Gas & Thermal Coal service, LNG News coverage provides important up-to-the-minute reporting on market moving events to keep you a step ahead.

## **Up-to-the-minute**

News and updates on market-moving developments

## **Covers a broad range of stories**

Under supply, demand, price, energy transition and carbon neutrality

## **Objective, well-sourced and thorough.**

**Kpler News** gets you up to speed on what's happening in the market and why.

Draws on the **well-established market reporting expertise and experience** of journalists that have written for price reporting agencies



Kpler Insight's Gas & Thermal Coal Services is delivered by a team of gas/ LNG and thermal coal analysts across the globe. The team is lead by Matthew Boyle.

# Gas & Thermal Coal Lead



**Matthew Boyle**

**Lead Analyst - Dry Bulk, Gas & LNG**

Matthew has over 20 years of dedicated dry bulk, gas and power commodities experience, specialising in research, analysis and commodities marketing.

Matthew has worked across the full spectrum of the commodities industry, including for Vale, Goldman Sachs and Oldendorff, as well as for research and analytics firms including Wood Mackenzie, CRU and S&P Global Commodity Insights Analytics. Currently based in Singapore, Matthew has also worked in Tokyo, London as well as Sydney and Brisbane in Australia.

Matthew has a Bachelor of Arts (Hons) degree in Economic Geography from the University of Sydney, as well as technical qualifications in iron and steel making from McMaster University.



# 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)