

The Fueling MAGAZINE

Energy on the Move

AfriFueling Expo-26 Edition

Issue 6 Volume 6



NAVIGATE

The Forecourt of the Future

Inside AfriFueling Navigate 2026: **the technology, the money, and the deals** reshaping East Africa's pumps.

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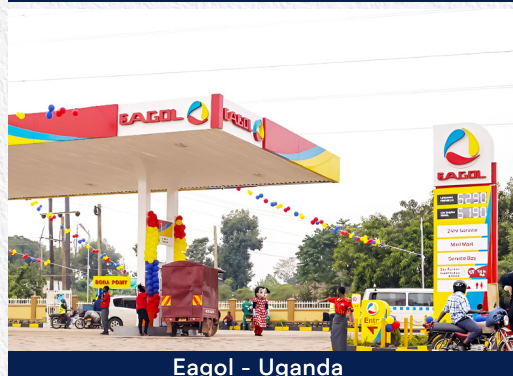
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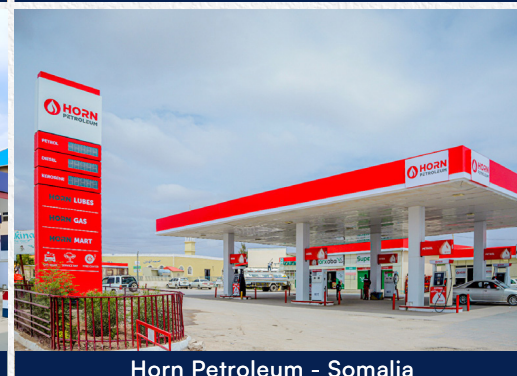
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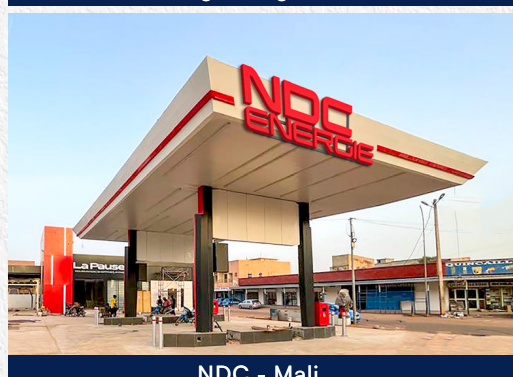
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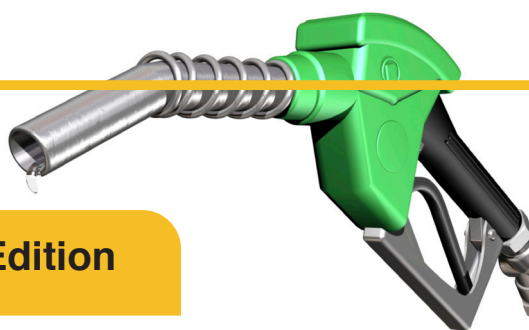
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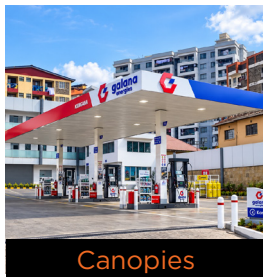
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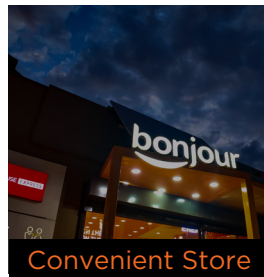
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John Njogu

CEO & National Coordinator, Petroleum Outlets Association of Kenya



Jambo and Welcome,

Following the immense success of our 2025 edition, *Fuels for Today and Tomorrow*, we spent the last year listening to the market. One truth emerged with absolute clarity: the battlefield for growth, resilience, and customer loyalty has shifted entirely to the Forecourt. For those new to our sector, the forecourt is what is known as a petrol station or gas station.

While this is happening, pump prices continue to come under pressure from regulations and country-specific price controls. In addition, geopolitics continue to impact the supply chain, compounding all these at the pump. What do you do when you face squeezed margins, a progressively uncertain geopolitical environment and ever evolving consumer habits? You innovate, you figure out your map to take you into this

uncertain future.

“What do you do when you face squeezed margins, a progressively uncertain geopolitical environment and ever evolving consumer habits? You innovate.”

This year, we welcome you to AfriFueling Navigate 2026, anchored under the definitive theme: “Navigate the Forecourt of the Future.”

The modern forecourt is no longer just a place to pump fuel; it is a dynamic ecosystem. Today, a single site can offer an average of 15 distinct service touchpoints across fuel and non-fuel retail segments.

Forecourts are rapidly transforming into destinations that combine fueling, convenience retail, food and beverage, boda boda swapping stations, electric vehicle charging, parcel collection, financial services, personalised relaxation spaces and customer experiences within one integrated location.

“The modern forecourt is no longer just a place to pump fuel; it is a dynamic ecosystem.”

To give you context on the market size and opportunity right here in our region, the East Africa Community; our population is now approximately 400 million people, with a median age of 18.5 years and one of the fastest growing GDPs globally, averaging 5.5%. Tens

of millions of young people are now entering the job market and looking to consume the services offered by our sector.

AfriFueling Navigate 2026 has been carefully designed to help industry leaders understand these opportunities, embrace innovation, build strategic partnerships and discover technologies that will shape the next generation of East African forecourts.

Whether you are a marketer, station owner, retailer, manufacturer, technology provider, investor or policy maker, this Expo offers an unmatched platform to network, learn and do business with leaders from across Africa and beyond.

Special thanks to the Ministry of Energy and Petroleum, State Department of Petroleum, the Energy and Petroleum Regulatory Authority (EPRA), Kenya Private Sector Alliance (KEPSA), Petroleum Outlets Association of Kenya (POAK), Tanzania Petrol Station Owners Association (TAPSOA), Kenya Transporters Association (KTA), Oil Marketers Association of Kenya (OMAK), Oil Tactical Exchange of Kenya (OTEK), East Africa Petroleum Tankers Association of Kenya (EAPTA) and all our sponsors and exhibitors.

I warmly invite you to Nairobi this September as we explore the future of fueling, mobility and convenience retail together.

Karibu Kenya. Karibu AfriFueling Expo 2026.

The writer is the CEO, Petroleum Outlets Association of Kenya & also the Convener, AfriFueling Expo 2026. Email: njogu@poak.co.ke

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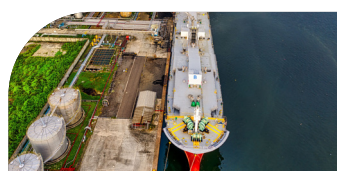
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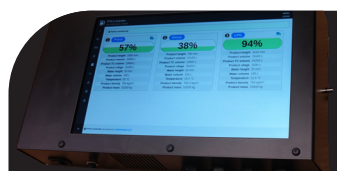
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Navigate: The Forecourt of the Future

Every industry reaches a point where it can no longer talk about the future in the abstract, and this issue finds East Africa's petroleum retail sector at exactly that point. We titled this edition *Navigate: The Forecourt of the Future* because the direction our industry is heading is no longer in question, only the route.

“The direction our industry is heading is no longer in question, only the route.”

That much is clear from the range of voices in these pages. Dr. Eng. Joseph Odongo Oketch writes on what it takes to regulate a forecourt rapidly becoming a multi-energy, multi-service site rather than a simple

fuel stop. Jesse Muniu argues that invisibility, not competition, is the real threat facing East African energy businesses that never reach the platforms investors and partners actually use. Mahfudhi Ally's conversation on TAPSOA's regional vision, anchored by the association's new MoU with POAK, is perhaps this issue's clearest signal that the forecourt of the future will be built across borders, not within them.

Technology runs through nearly every feature here, from Technotrade's forecourt controllers and Odoo's case for a connected back office, to Lillian Nzomo's argument that automation is shifting from monitoring what already happened to predicting what happens next. KPC's bottom-loading rollout at the Nairobi Terminal shows that same shift arriving in steel and concrete, and Lydia Kibunja's guide to commercial contracts reminds us that none of this means much if the legal foundations underneath it are weak.

“What does a petroleum retailer need to become to still matter a decade from now?”

Infrastructure and mobility widen the lens further. OTEK, OMAK and POAK make the case for Mombasa as East Africa's next fuel logistics hub, while Caetano Kenya's profile reminds us that the vehicles and fleets moving through our forecourts are as much a part

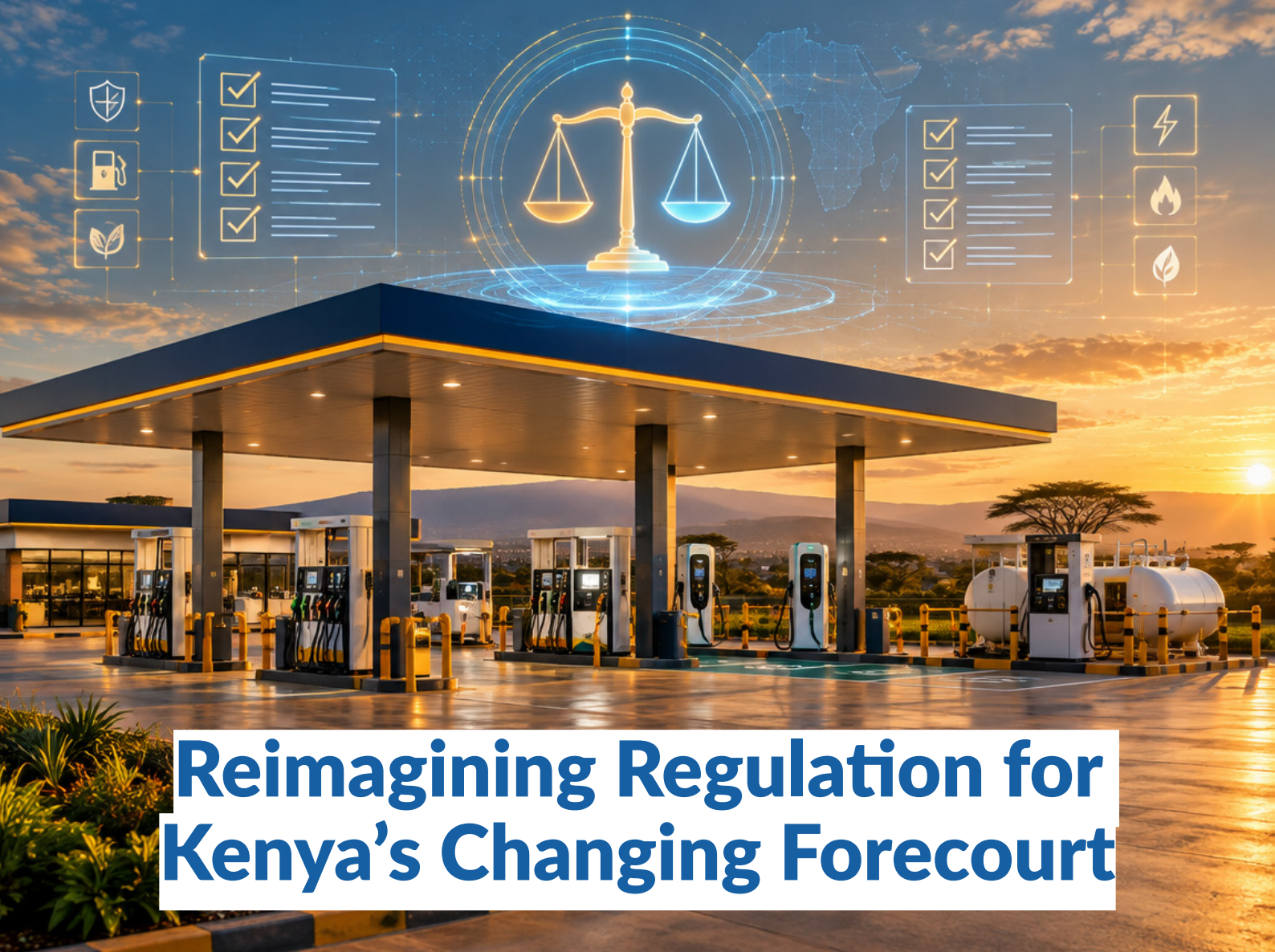
of this story as the fuel itself — a theme we have built part of this issue around: building more than mobility, where infrastructure, skills, industrialisation and opportunity across Africa are inseparable.

What ties these pieces together is not agreement on every point, but a shared refusal to treat the pump as the whole business. Diversification, digitalisation, regional cooperation and regulatory modernisation all show up here as different answers to one question: what does a petroleum retailer need to become to still matter a decade from now?

We have not tried to settle that question in these pages, only to put the people wrestling with it in front of you, in their own words, so you can draw your own map. Karibu, and thank you for navigating with us.

Musa Asubuhi

Chief Editor, Fueling Magazine, 2026



Reimagining Regulation for Kenya's Changing Forecourt

By Energy and Petroleum Regulatory Authority (EPRA)

KEY FIGURES

- 99% compliance rate across 2,305 petroleum retail outlets tested, July–December 2025 (2,282 compliant, 23 non-compliant).
- 152.49% growth in electricity consumption linked to the sector, July–December 2025 (1.81 GWh to 4.57 GWh), with e-mobility contributing a small but rising share.
- Around 15,000 Autogas vehicle conversions since the technology debuted in Kenya in 2018, supported by more than 30 retail LPG refuelling sites.

Kenya's petroleum sector is entering a defining phase. A lot has been achieved with regard to fuel quality, market oversight, and consumer protection. The next phase will require regulatory response to the rapidly changing forecourt; one that is

becoming highly integrated, technologically sophisticated, and increasingly diversified.

“The next phase will require regulatory

response to the rapidly changing forecourt.”

Despite all this, the regulatory priority for the Energy and Petroleum Regulatory Authority (EPRA) remains clear; protect the public interest, uphold safety and quality, promote fair competition, and create an enabling environment for investment and innovation. EPRA’s leading role is to ensure that the principles stay firmly rooted even as the traditional service station evolves.

Current evolution of technology is a clear indicator that tomorrow’s forecourt will increasingly be a multi-energy and multi-service hub. Current services offered at petroleum retail stations are diverse, ranging from electric vehicle charging, battery swapping, LPG, convenience shops, eateries, banking facilities, and other emerging energy solutions. Regulation must, therefore, be dynamic to accommodate the rapidly evolving designs.

EPRA’s responsibility is to ensure that this transformation takes place within a framework that protects consumers, provides certainty to investors, and ensures that safety, quality, or environmental protection remain in high regard with zero compromise.

Petroleum products quality assurance is one of EPRA’s highly ranked consumer protection functions. For the period, July to December 2025, EPRA tested 10,598 samples across 2,305 petroleum retail outlets, of which 2,282 stations, 99% of the tested outlets, were compliant, while 23, 1%, were non-

compliant. The results not only prove the maturation of the downstream petroleum market but also underscores the need for heightened surveillance, testing, and enforcement to curb inherent malpractices. Full, or near full, market compliance should never be taken for granted, but guarded, appreciated, and protected.

“Full, or near full, market compliance should never be taken for granted, but guarded, appreciated, and protected.”

Importantly, regulatory oversight extends beyond the retail pump to the movement of products throughout the value chain — from importation, storage, transportation, retail, and consumption. The goal is to assure consumers that every litre getting into an equipment meets the required quality, safety, and environmental standards and is prudently priced.

The evolving energy landscape has also given rise to a transition which has had a noticeable influence on consumer behaviour. For instance, for the period, July to December 2025, electricity consumption increased by 152.49%, from 1.81 GWh to 4.57 GWh, with a sizeable portion of this increment attributable to e-mobility. Despite e-mobility’s share in the electricity consumption staying

What Is Autogas?

 Autogas is Liquefied Petroleum Gas (LPG) used as a motor fuel, rather than for cooking or heating — vehicles are converted with a dedicated fuel system so they can run on LPG instead of, or alongside, petrol.

 It debuted in Kenya in 2018 and has since reached around 15,000 vehicle conversions, supported by more than 30 retail LPG refuelling sites.

 It is typically cheaper per kilometre than petrol and produces lower tailpipe emissions, which is part of why EPRA sees it as one strand of the forecourt's multi-energy future.

small, its upward trajectory is clear.

EPRA foresees the service station of tomorrow progressively combining conventional petroleum products with Electric Vehicle (EV) charging, battery-swapping hubs, Liquefied Petroleum Gas (LPG) distribution and re-fuelling, Compressed Natural Gas (CNG) re-fuelling, convenience services, and other emerging solutions.

The new assignment for EPRA is how the forecourt should be regulated when it is no longer simply a place to buy petrol or diesel. EPRA will continuously work with all stakeholders in the industry to ensure that the standard of safety is maintained even in the wake of adoption of emerging technologies. One such technological adoption is Autogas, which debuted in Kenya in 2018 and has since evolved to about 15,000 vehicle conversions plus over 30 retail LPG vehicle refuelling sites.

The future forecourt will require a new regulatory mindset. Operators will need to navigate a more diverse energy market, while consumers will expect greater convenience, transparency, reliability and choice. Regulation will need to provide clarity on safety, technical standards, consumer protection, competition and accountability across the integrated services.

This transformation must also be considered within the wider petroleum value chain. Kenya is simultaneously strengthening its upstream petroleum framework and developing its midstream capacity. Developments in these segments have a significant effect on downstream supply security, investment, employment, local content and, ultimately, the consumer.

EPRA has completed public participation on seven draft Upstream Petroleum Regulations, marking a key step in advancing this broader regulatory agenda. Once

published, the regulations will strengthen oversight in upstream petroleum rights management, midstream crude oil and natural gas transport and storage, cost management, upstream petroleum operations, land access for upstream petroleum development, environment, health and safety, and local content. The future of Kenya's petroleum sector will thus be shaped not only by what happens at the forecourt, but by how effectively regulation connects the entire value chain. The forecourt will become the visible meeting point between petroleum, electricity, technology, and consumer services. Regulation must, therefore, be futuristic, innovative and investor-friendly.

the forecourt of today; it is to build a regulatory framework capable of governing the forecourt of tomorrow.”

The task is not simply to regulate the forecourt of today; it is to build a regulatory framework capable of governing the forecourt of tomorrow.

“The task is not simply to regulate



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Why East Africa's Energy Industry Can No Longer Afford to Be Invisible

By Jesse Muniu, Founder & CEO | PetroPal

KEY FIGURES

- More than 90% of East African energy trade still happens offline, undocumented and invisible to the wider market.
- Kenya ranks first globally in average daily social media usage, at just over four hours a day (Source: DataReportal, Digital 2026: Kenya).
- Global social commerce is on a trajectory toward roughly \$6.2 trillion by 2030 — see editor's note below on the earlier-year figures.

There is a quiet irony at the heart of Eastern Africa's energy sector. The region sits on some of the continent's most significant petroleum, gas, and renewable energy resources. Its downstream networks move billions of litres of fuel annually. Its logistics operators, LPG distributors, lubricant suppliers, and engineering service companies collectively constitute a multi-billion-shilling commercial ecosystem. And yet, more than 90% of the trade that happens within this ecosystem happens in the dark, offline, undocumented, and invisible to the wider market.

“In the digital economy, invisibility is indistinguishable from non-existence.”

The Shift That Already Happened

To understand why this matters, you first have to accept a reality that the energy sector has been slow to confront: the world moved online, and procurement moved with it.

When a supply chain manager in Nairobi needs a new fuel supplier, the first place they search is no longer a phone directory or a trade association contact list. They search LinkedIn. They scan WhatsApp groups for recommendations. They look for videos, posts, and social proof that tell them whether a company is credible, active, and worth a

conversation. If they find nothing, no profile, no content, no digital footprint, they move on. In the digital economy, invisibility is indistinguishable from non-existence.

The data behind this shift is striking. Social commerce globally grew from an estimated \$82 billion in 2018 to roughly \$699 billion in 2024, and is on a trajectory that several industry projections put at around \$6.2 trillion by 2030. Africa's own social commerce market is growing at pace — by some estimates at a compound annual rate approaching 38% between 2021 and 2024. A meaningful share of internet users across Kenya, Nigeria and South Africa have already made purchases via social platforms. And Kenya itself now ranks first globally in average daily social media usage, at just over four hours a day.

These are not consumer statistics; they describe the behaviour of decision-makers, procurement officers, fleet managers, logistics directors, and business owners, who are using social and digital platforms to discover, evaluate, and engage commercial partners. The energy sector's B2B buyers are part of this shift, whether or not its suppliers have kept pace.

The consequence of that gap, where more than 90% of East African energy trade remains offline while less than 5% of downstream commerce exists on any digital platform, is not just a missed commercial opportunity. It is an information asymmetry that undermines the efficiency, transparency, and resilience of the region's entire energy supply chain. In the context of Africa's energy security agenda, that matters enormously.

What Digital Visibility Actually Looks Like

- 🔦 A business profile: company details, operating area and services, set up once.
- 🔦 A live news feed: industry updates that keep the business visible to the same buyers who follow it for credibility signals.
- 🔦 A weekly tender bulletin: every open regional tender, so a supplier can respond while a procurement decision is still being made.
- 🔦 A jobs and talent layer: connecting employers in the sector to people who want to work in it.
- 🔦 An events and dialogue layer: the industry conversations that used to happen only within a handful of relationships, now open to a wider field.

What Invisibility Actually Costs

The commercial cost of digital absence is difficult to quantify precisely because it accumulates quietly. A tender not seen. A procurement shortlist a supplier was never considered for. A buyer who searched, found nothing, and called a competitor instead. These are not events that appear in any operational report, but they represent real and recurring revenue loss for businesses that have not established a digital presence.

The structural cost is equally significant. Energy supply chains that operate through personal relationships and informal networks are inherently fragile. They are vulnerable to disruption when key individuals leave an organisation, when new market entrants cannot be discovered, when prices are opaque, and when buyers cannot rapidly assess the credibility of potential partners. The opacity that characterises most of East Africa's downstream energy trade is not merely an inconvenience, it is a systematic inefficiency that inflates transaction costs, concentrates market power among established incumbents, and slows the sector's overall development.

There is also a data dimension. Investors, regulators, and policymakers making decisions about East Africa's energy economy are working with an incomplete picture. When trade happens offline, no records, no patterns, no aggregated intelligence, the informational foundation for sound policy and commercial decision-making is weakened. For a region navigating the complex interplay of energy security, climate transition, and economic development, this matters more than is often acknowledged.

“First-mover advantage in a market that is still largely

offline is, for the moment, significant.”

The Businesses That Moved Early

The most instructive evidence for what digital visibility unlocks in the energy sector comes from the companies that have already made the move, many of them small and medium enterprises for whom the barriers seemed highest.

One petroleum distribution company with no prior digital presence had a short video of its fuel delivery operations produced and posted to social media at zero advertising spend. The response was immediate and commercial: fleet managers, procurement teams, and logistics directors who had never heard of the business began making contact. The company had not changed its operations. It had simply become visible to buyers who were already looking.

A fuel logistics business took a different path. Its social media content did not go viral. Instead, it went durable: two years after its initial posts, its content continues to generate thousands of views every month without any ongoing promotion. Procurement managers searching for reliable fuel transport partners find it, watch it, and make contact. The business invested in content once; the commercial returns continue to compound.

Neither story is exceptional. Both reflect a simple and repeatable dynamic: buyers in the energy sector are using digital platforms to

find suppliers, and the suppliers they find are the ones that have made themselves findable. First-mover advantage in a market that is still largely offline is, for the moment, significant.

Digital Visibility as an Energy Security Issue

The connection between a sector’s digital infrastructure and its energy security function is not immediately obvious, but it is real.

Energy security in its fullest sense is not only a function of how much petroleum a country stores in reserve, how many megawatts of renewable capacity it has commissioned, or how many wells it has drilled. It is also a function of how efficiently and resiliently the commercial infrastructure of the sector operates. A supply chain that is opaque, relationship-dependent, and resistant to new entrants is a supply chain that is brittle. It concentrates risk. It slows response to disruption. It inhibits the kind of market development that deepens and diversifies the energy economy over time.

Digitising the commercial layer of the energy sector, making businesses visible, trade data structured, and procurement accessible to a wider field of participants, directly addresses these vulnerabilities. It does not require new regulation or significant public expenditure. It requires the sector’s businesses to make a decision that every other major commercial sector has already made: to establish a credible, active digital presence, and to use the platforms designed for their industry to engage the market they operate in.

Where PetroPal Fits

This is precisely the gap PetroPal was built to close, and it is worth being specific about what that means.

PetroPal is East Africa's B2B marketplace and professional network, purpose-built for the petroleum, LPG, logistics, and wider energy services sector, not a generic platform this industry happens to use, but infrastructure designed around how this specific market actually buys, sells, and hires. On PetroPal, a supplier's digital presence is not just a profile page. It is a live feed of industry news that keeps a business relevant in front of the same buyers scrolling for exactly that credibility signal. It is a weekly bulletin of every open tender in the region, so a supplier is discoverable at the precise moment a procurement decision is being made. It is a jobs and talent layer connecting the sector's employers to the people who want to work in it. And it is an events and dialogue layer that keeps the industry's real conversations, the ones usually confined to a handful of relationships, ongoing and accessible to a much wider field of participants.

“A business does not need to choose between being known through relationships and being known through data.”

That combination matters for the reason this article opened with. A business does not need to choose between being known through relationships and being known through data. PetroPal makes it possible to be both, discoverable to a buyer with no prior connection to the business, and credible the moment that buyer looks.

The Barrier Is Lower Than It Looks

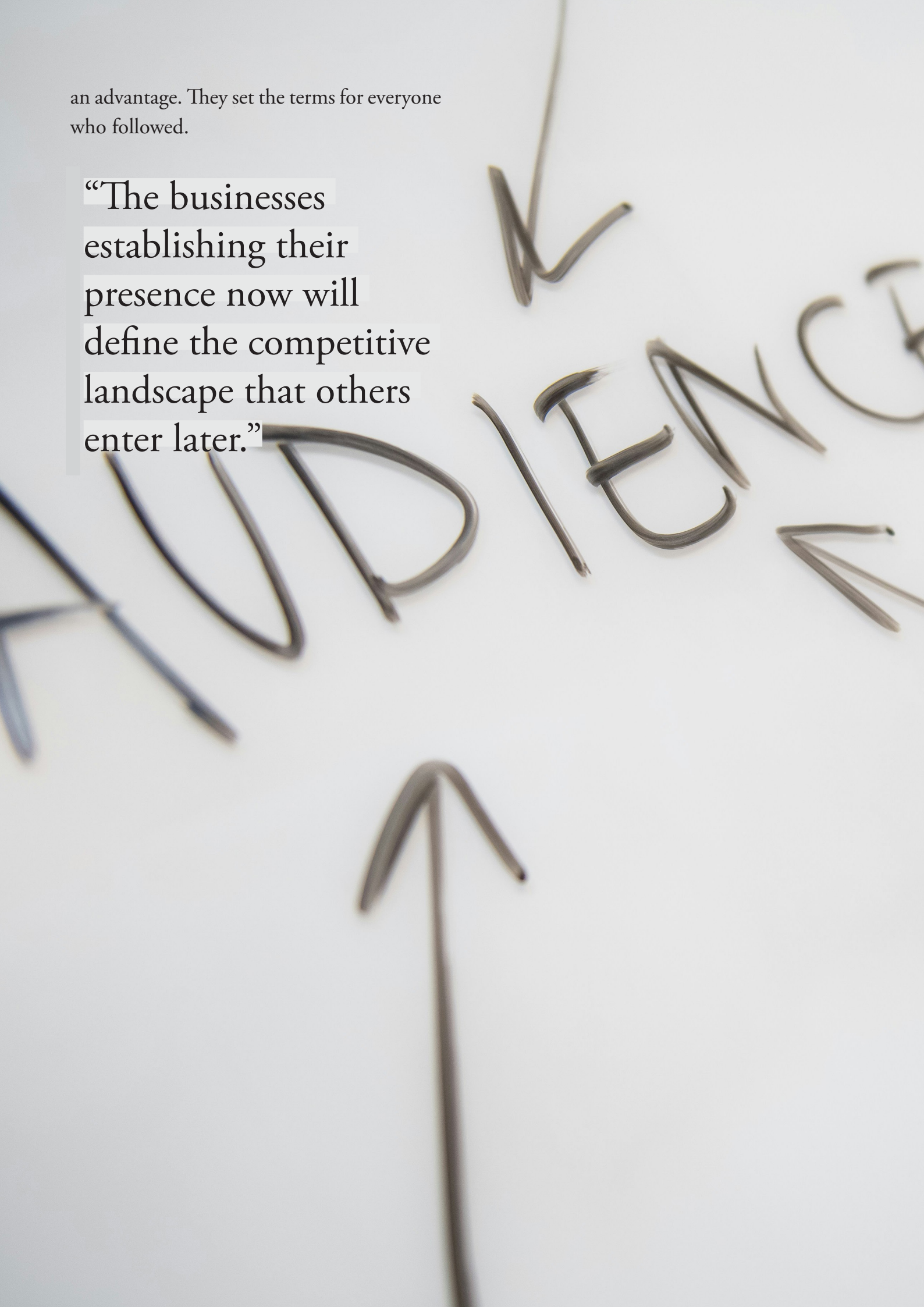
The most common objection raised by energy businesses when confronted with the digital transition is not cost; it is capacity. We know we need to be online, but we don't have the time or the people to manage it.

This concern is legitimate, and the better digital platforms in this space have learned to address it directly. PetroPal pairs businesses with dedicated content and account management professionals, trained specifically in the energy sector, so the business owner sets the direction while execution is handled externally. Getting started requires only a business profile, a description of operations, a service area, and contact details. From that foundation, a business becomes searchable, discoverable, and credible to buyers already using the platform.

The energy sector's digital transition is not a future event; it has already begun. The businesses establishing their presence now will define the competitive landscape that others enter later. In every sector that has gone through this shift, the lesson has been consistent: the first movers did not just gain

an advantage. They set the terms for everyone who followed.

“The businesses establishing their presence now will define the competitive landscape that others enter later.”



Collaborate, Align, Transform: Inside TAPSOA's Vision for a Connected East African Forecourt

By Mahfudhi M. Ally, Deputy General Secretary | TAPSOA

KEY FIGURES & FACTS

- ☀️ Tanzania spends over USD 500 million a month on petroleum imports, according to TAPSOA — see editor's note below on independently confirming this figure.
- ☀️ TAPSOA and POAK (Petroleum Outlets Association of Kenya) signed an MoU at AfriFueling 2026 covering knowledge exchange, regulatory dialogue, capacity building and joint regional platforms.
- ☀️ Tanzania's forecourt digitalisation is already law: Automatic Tank Gauging and electronic fiscal pump systems are required under the Petroleum Act, Cap. 392, and the Petroleum (Wholesale, Storage, Retail and Consumer Installation Operations) Rules, 2022.

TAPSOA — the Tanzania Petrol Stations Operators Association — represents and advances the interests of petrol station owners and operators across Tanzania, working closely with government, regulators and other industry stakeholders to promote a safe, competitive, sustainable and professionally managed downstream petroleum retail sector. Its role goes beyond representation

and advocacy: the association seeks to connect its members and the wider industry with knowledge, technology, investment, partnerships and business opportunities that can strengthen existing businesses and open up new avenues for diversification.

It is in that spirit that TAPSOA came to AfriFueling 2026. “Our invitation, particularly through the TAPSOA Booth,

goes beyond TAPSOA members and beyond petroleum retailers,” says Mahfudhi M. Ally, the association’s Deputy General Secretary. “We welcome the entire petroleum business ecosystem — our members and many other petroleum retailers regionally, the Oil Marketing Companies, regulators, government institutions, technology and petroleum equipment providers, banks, insurers, LPG businesses, lubricants, bitumen, logistics companies, domestic and international investors, engineers, lawyers, consultants, convenience retailers and other service providers — to participate, exhibit, network, gain knowledge, build partnerships and explore new opportunities.” For Ally, the TAPSOA Booth is more than an exhibition stand; it is a meeting point for business, ideas, technology, investment and partnerships, connecting Tanzanian petroleum retailers with the wider East African and international petroleum business community.

“The forecourt of the future is no longer something we should talk about as being twenty years away. The transition has already started.”

A Regional Vision

TAPSOA’s vision, Ally explains, is both domestic and increasingly regional. “The opportunities and challenges facing petroleum retailers do not stop at national borders, and neither should our collaboration,” he says. The association wants to build stronger links with like-minded associations and stakeholders across East Africa, with the long-term aspiration of a common regional platform that can connect petroleum retailers, technology providers, petroleum equipment suppliers, logistics companies, financial institutions, service providers and both local and international investors. Such a platform, Ally argues, would create greater value by giving solution providers and investors a single regional gateway to engage a wider network of petroleum retail players, while helping retailers access technology, finance, knowledge, investment and business opportunities across borders.

That vision took a concrete step forward at AfriFueling 2026 with the signing of an MoU between TAPSOA and POAK (the Petroleum Outlets Association of Kenya), marking what Ally calls an important step toward closer regional cooperation. The partnership will focus on knowledge exchange, policy and regulatory dialogue, capacity building, technology exposure, business-to-business networking, reciprocal industry visits, investment opportunities and joint participation in regional industry platforms. “Our message is simple,” Ally says. “The future of petroleum retail in East Africa will be stronger if we connect, collaborate and grow together.”

What Is the CAT Framework?

🐞 CAT is TAPSOA's shorthand for how it wants regional cooperation to actually work: Collaborate where working together adds value, Align around shared interests and opportunities first, then Transform that cooperation into measurable results for members.

🐞 The TAPSOA–POAK MoU signed at AfriFueling 2026 is offered in this piece as the framework's first live test case.



Technology and the Forecourt of the Future

Ally is emphatic that automation is no longer a distant prospect. “The forecourt of the future is no longer something we should talk about as being twenty years away. The transition has already started, and Tanzania provides a very good example of this,” he says. Tanzania’s downstream petroleum sector is regulated by the Energy and Water Utilities Regulatory Authority (EWURA), and the country already has a regulatory framework supporting technologies such as Automatic Tank Gauging (ATG) and electronic fiscal systems associated with fuel dispensing operations. That means automation, in Ally’s view, should no longer be seen simply as sophisticated equipment for large stations or an optional competitive advantage — it is progressively becoming part of how the modern petrol station is controlled, monitored and managed.

But he is careful to draw a distinction between automation and simply installing machines. “For a petrol station owner, the value of technology is what it does for the business,” he says. “Can I understand my stocks better? Can I detect losses quickly? Can I reconcile sales and payments? Can I reduce fraud? Can I manage several stations from one location? These are

the practical questions that matter.” For Ally, the real value of automation is not the machine itself, but the visibility, accountability and control that technology gives to the business.

“For me, the real value of automation is not the machine itself; it is the visibility, accountability and control that technology gives to the business.”

Building a Connected Forecourt

Asked what a properly automated petrol station looks like, Ally describes it as a “connected forecourt” — one where the tank, the ATG system, the dispenser, the point of sale, the electronic fiscal system, electronic payments, stock management, the back office and the management dashboard are all progressively linked. “A petrol station owner should ideally be able to understand, almost in real time, what product was delivered into the tank, what remains in the tank, what passed through each dispenser, what was sold, what was consumed at petrol stations, the pump tests, what is returned to tanks and how the customer paid, and whether all those numbers reconcile,” he says.

Once that level of integration is achieved, Ally argues, technology starts addressing

real business problems: improved wet-stock management and inventory reconciliation, earlier detection of losses, stronger fraud controls, better sales and payment reconciliation, and far better visibility for management — but, above all, reduced friction with regulators and other government entities over due taxes and levies. Under the Petroleum Act, Cap. 392, the Petroleum (Wholesale, Storage, Retail and Consumer Installation Operations) Rules, 2022, and subsequent EWURA requirements, Tanzania is advancing forecourt digitalisation through systems such as ATG and electronic fiscal pump systems, alongside a recent move toward mandatory electronic payments for specified transactions, including at petrol stations. The challenge, as Ally frames it, is that these statutory requirements bring additional investment, transaction and operating costs while fuel prices and retailer margins remain regulated — raising the question of who should bear the cost of statutory compliance when that cost is not adequately recognised in the regulated price and margin structure.

“So when I talk about a smart forecourt, I am not talking about filling a station with electronic devices,” Ally says. “A truly smart forecourt connects the product, the dispenser, the transaction, the payment and the management information.”

Electronic Payments and Forecourt Digitalisation

Tanzania’s move toward electronic payments, Ally says, fits naturally alongside this transformation. The country is experiencing two developments at once: increasing forecourt

automation and a wider national shift toward electronic transactions and payments. The Government of Tanzania has recently strengthened requirements for electronic payments in specified transactions, while the Bank of Tanzania continues to support the development and adoption of digital payment systems — a direction that complements what is already happening within petroleum retail. “If the tank is monitored digitally, the dispenser communicates digitally, the sale is recorded electronically and the customer pays electronically, then we are progressively moving towards an end-to-end digital forecourt,” he says.

The next challenge, in Ally’s view, is integration. “We do not want five sophisticated systems at one petrol station that cannot communicate with one another,” he says. “The greater value comes when the operational, fiscal and payment systems can work together and provide reliable information for the operator, regulator and other authorised stakeholders.” That, he adds, can significantly improve transparency, reconciliation, accountability and efficiency across the petroleum retail business.

What East Africa Can Learn from Mature Markets

On what East African Oil Marketing Companies and petrol station operators can learn from mature markets, Ally’s approach is simple: benchmark globally, but design locally. One lesson from mature markets, he says, is that a modern petrol station is no longer simply somewhere motorists stop to buy fuel — it is progressively becoming a retail,

service and mobility destination. Fuel remains the anchor business, but around that anchor operators increasingly find convenience retail, food, vehicle services, technology, data-driven customer engagement and, gradually, new energy solutions.

This becomes particularly important, Ally notes, as fuel margins remain under pressure and Tanzania alone spends over USD 500 million per month on petroleum imports.

The sustainability of tomorrow’s petrol station, he argues, will therefore depend not only on what happens at the pump, but increasingly on what happens around it — through convenience retail, supermarkets, food and beverages, car wash, lubricants, LPG, fleet and digital services, and other complementary businesses. Looking further ahead, Ally sees the emerging ecosystem around the East African Crude Oil Pipeline (EACOP), together with proposed refinery developments in Tanga and Mombasa, potentially deepening East Africa’s petroleum value chain, creating opportunities in refining, storage, logistics, equipment, technology and related services. Combined with greater use of locally available compressed and liquefied natural gas and locally available raw materials for emerging electric-vehicle and solar-powered solutions, he sees an opportunity to reduce import dependence, retain more value within the region, and create businesses, investment and jobs that ultimately benefit East African economies. “The principle remains,” he says, “benchmark globally, but design and add value locally.”

“We should benchmark globally, but design locally.”

Diversification Within and Beyond Petroleum

Ally places heavy emphasis on diversification, arguing that a petrol station is actually sitting on more business assets than just its pumps and underground tanks. “It has location, customer traffic, land, visibility, infrastructure, operating hours and an existing relationship with customers,” he says. “The strategic question is how we can create more value from those assets without compromising the core petroleum business.” That may mean convenience retail, restaurants and coffee, car care, vehicle services, logistics, financial services, advertising, parcel collection, digital services or other complementary businesses, depending on the location and market.

But TAPSOA’s idea of diversification extends beyond the physical forecourt, too. “A petroleum entrepreneur should be able to attend a platform such as AfriFueling, meet people from different industries, understand emerging opportunities and possibly identify investments that complement or diversify his or her existing business,” Ally says. “We are not suggesting that petroleum entrepreneurs should abandon petroleum. Quite the opposite. We want to build stronger, more resilient and better-diversified businesses capable of responding to changes

in technology, consumer behaviour and the future energy market.”

International Suppliers: From Vendors to Long-Term Partners

Ally’s message to international companies eyeing East Africa’s downstream petroleum sector is direct: “East Africa does not simply need suppliers; we need long-term partners.” The region presents significant opportunities for equipment manufacturers, technology companies, financial institutions and specialised service providers, he says, but successful market entry requires more than shipping sophisticated equipment into East Africa and expecting the market to adapt to it.

“We need solutions that suit our operating conditions and economics,” he says. “We need reasonable financing structures, local installation capability, training and skills transfer, spare-parts availability, technical support and dependable after-sales service. Increasingly, we also need interoperability, because technology from one supplier must be able to work within a wider digital forecourt environment.” A sophisticated system that stops working and requires an engineer to fly in from another continent every time there is a problem, he adds, is not a sustainable solution for the market. “Technology that cannot be supported, maintained and scaled locally is not sustainable technology. The strongest international companies will therefore be those prepared not simply to sell to the East African market, but to invest in relationships within the market.”

“East Africa does not simply need suppliers; we need long-term partners.”

Why Tanzania?

Tanzania, Ally says, should be looked at from two perspectives: it is an important domestic petroleum market in its own right, but it also occupies a strategic position within the wider East African regional economy. Its geographical position, neighbouring markets and continuing development of transport, logistics, energy and commercial infrastructure create opportunities extending across the petroleum value chain — meaning that for technology providers, equipment manufacturers, banks, insurers, investors, logistics businesses and professional service providers, the opportunity goes beyond simply selling petroleum products. “Part of TAPSOA’s role is to help create those connections,” Ally says. “We want our petrol station owners and operators to meet the businesses that can improve their efficiency and competitiveness, while at the same time exposing investors and solution providers to the opportunities available within Tanzania.”

TAPSOA–POAK Cooperation

On why TAPSOA is strengthening its relationship with POAK, Ally sees considerable value in closer cooperation between the two associations. “Our national regulatory and

commercial environments are not identical, and we should respect those differences,” he says. “But many of the issues affecting our members are similar: retailer economics, technology, regulatory compliance, operating efficiency, financing, non-fuel businesses, customer expectations and the broader transformation of the energy sector.” There is, he argues, much the two associations can learn from one another — exchanging experiences, benchmarking their industries, developing capacity, exposing members to technology and investment opportunities, facilitating business-to-business connections and supporting reciprocal industry visits and relevant regional platforms. “For me, associations should not operate as islands when the markets in which their members operate are becoming increasingly interconnected,” he says. “The important thing, however, is that cooperation should produce practical and measurable value for the members of both associations.”

The East African Opportunity: CAT

Ally sees a clear case for greater regional cooperation within petroleum retail. “Petroleum may be regulated nationally, but many of the factors shaping the business are increasingly regional,” he says. “Products cross borders, technology crosses borders, investment crosses borders, financial institutions operate regionally, and our supply and logistics systems are increasingly interconnected within the East African Community.” Stronger communication between national petroleum retail associations, he stresses, does not mean replacing national associations or interfering

with national regulatory structures — it simply means identifying where members can learn together, build capacity together, create business opportunities together and, where appropriate, engage on common regional matters.

Ally summarises that philosophy through a simple framework he calls CAT: Collaborate, Align, Transform. “We first align around common interests and opportunities. We collaborate where working together adds value. Most importantly, we transform that cooperation into tangible results for our members and the wider industry,” he says. “For us, CAT should not just be an acronym; it should describe what happens after the meetings are over.”

“CAT should not just be an acronym; it should describe what happens after the meetings are over.”

A Closing Message

Asked for a final message to leave with the industry, Ally is direct about the scale of the moment. “The East African petroleum industry is entering a new chapter,” he says. “Tanzania alone spends over USD 500 million every month on petroleum imports, while technology is transforming the forecourt, payments are becoming digital and new compliance requirements continue to emerge. Yet petroleum retail remains a highly regulated, highly capital-intensive business with low margins, and the additional costs created by new laws, technology and statutory compliance

Acronym Glossary for This Interview

 TAPSOA — Tanzania Petrol Stations Operators Association; POAK — Petroleum Outlets Association of Kenya.

 EWURA — Energy and Water Utilities Regulatory Authority, Tanzania’s downstream petroleum regulator; BoT — Bank of Tanzania.

 ATG — Automatic Tank Gauging; POS — Point of Sale; RTT — Returned to Tanks.

 OMC — Oil Marketing Company; LPG/CNG/LNG — Liquefied Petroleum Gas / Compressed Natural Gas / Liquefied Natural Gas; EV — Electric Vehicle.

 EAC — East African Community; EACOP — East African Crude Oil Pipeline; SGR — Standard Gauge Railway.

 TIELTE — Tanzania Integrated Energy Logistics and Trading Ecosystem, as proposed by the interviewee.



are not always reflected in the regulated prices and margins.” That, he argues, raises hard questions: can regulation remain static while technology and compliance costs keep changing? Can tomorrow’s petrol station survive by depending only on the pump? And can East Africa continue primarily importing and consuming energy when it has an opportunity to process, trade and add value locally?

Ally sees enormous opportunity ahead. The East African Crude Oil Pipeline, the proposed Tanga and Mombasa refineries, Tanzania’s natural gas resources, its ports, the Standard Gauge Railway and the concept of a Tanzania Integrated Energy Logistics and Trading Ecosystem (TIELTE) could, in his view, progressively reposition Tanzania within the regional energy value chain. “So perhaps the

bigger question is: where do we want Tanzania and East Africa to be by 2050 — primarily consumers of imported energy, or regional centres for energy processing, logistics, trading, technology and value addition?”

That, Ally says, is the conversation TAPSOA wants to stimulate at AfriFueling 2026 — retailers thinking beyond the pump, regulators moving with the changing business environment, investors and solution providers looking at East Africa as an integrated opportunity, and associations collaborating beyond borders. “Our philosophy is therefore simple,” he concludes. “CAT — Collaborate, Align and Transform. Collaborate across borders, align our opportunities and transform our industry.”

“Can tomorrow’s petrol station survive by depending only on the pump?”





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Mombasa: The Rotterdam of East Africa – A Call for Regional Fuel Security

By OTEK, OMAK & POAK

KEY FIGURE

 The associations are calling for a regional strategic fuel reserve capable of providing at least 90 days of consumption, built up progressively.

The Oil Marketers Associations of Kenya (OMAK), Oil Tactical Exchange of Kenya (OTЕК) and Petroleum Outlets Association of Kenya (POAK) are increasingly working together around issues of common regional interest. Through joint advocacy and engagement with governments, regulators, infrastructure providers and other stakeholders, the associations seek to strengthen regional cooperation, address industry bottlenecks and support the development of efficient, competitive and resilient petroleum markets.

Our cooperation is founded on a simple principle: the growth of the regional market

and the success of local businesses are interconnected. By working together, we can identify practical solutions to cross-border challenges, improve supply-chain efficiency and ensure that the region's petroleum infrastructure and policies support sustainable economic growth.

East Africa is a region of enormous economic potential, with growing populations, expanding trade and increasing demand for energy. Yet, our economies remain highly exposed to global fuel supply shocks. When international disruptions occur, their impact can quickly reach our regional markets and fuel pumps, affecting businesses, transport,

food prices and households.

This vulnerability should compel us to think differently about our region's energy security.

“Mombasa... has the potential to become much more than an entry point for petroleum products.”

East Africa has a strategic advantage that we must fully utilise: our access to the ocean, our land connectivity and our growing regional market. Mombasa, in particular, has the potential to become much more than an entry point for petroleum products. With the right investment, coordination and long-term vision, it can become the Rotterdam of East Africa — a major regional hub for petroleum storage, logistics, trading and strategic reserves.

One of the most important steps we should consider is the development of a regional strategic fuel reserve capable of providing at least 90 days of consumption, implemented progressively and supported by appropriate infrastructure and regional policies.

This is not simply about building more storage tanks. It is about creating an integrated regional energy-security system involving ports, pipelines, storage facilities, Oil Marketing Companies, governments, regulators, financial institutions, investors

and development partners.

“Fuel security is economic security.”

Fuel security is economic security. Fuel powers transport, agriculture, manufacturing, construction, logistics and virtually every productive sector of our economies. When supply is disrupted or prices rise sharply, the consequences extend throughout the economy and ultimately affect ordinary citizens.

We, therefore, need to move from a ‘just-in-time’ mindset to a ‘strategic resilience’ mindset.

The private sector must be part of this transformation. Governments provide policy leadership, regulation and strategic direction, while industry brings investment, operational expertise, market knowledge and infrastructure capabilities. Neither can achieve regional energy resilience alone.

This is why OMAK, OTEK and POAK are strengthening their joint advocacy around a common regional interest. Our objective is not only to represent individual industry concerns, but to contribute to removing bottlenecks, improving regional cooperation and unlocking the full potential of the East African petroleum market.

Our message is a call to all stakeholders — governments, regulators, infrastructure operators, investors, development partners and industry players — to speak with a

What Is a Strategic Fuel Reserve?



A strategic fuel reserve is a stockpile of petroleum products a country or region holds specifically to cushion against supply disruptions, separate from the everyday commercial stock held by fuel companies.



Reserves are typically measured in 'days of cover' — how many days of normal consumption the stockpile could supply if imports stopped. Many established economies target 90 days of cover or more, which is the same benchmark OMAK, OTEK and POAK are proposing for East Africa here.



Building a reserve of this kind requires storage infrastructure, a funding and replenishment mechanism, and clear rules for when and how it can be drawn down — all things this piece argues the region should start building progressively now, rather than after the next shock.

common purpose and recognise the opportunity before us.

“We have the location. We have the market. We have the demand. We have the ocean gateway.”

We have the location. We have the market. We have the demand. We have the ocean gateway.

What we now need is the collective vision and commitment to build the infrastructure and systems that will secure our energy future.

East Africa should not wait for the next global supply shock before acting. Strategic reserves, efficient infrastructure and resilient supply chains are essential to economic security.

It is time for East Africa to act.

Let us turn Mombasa into the Rotterdam of East Africa — not simply as a petroleum import gateway, but as a strategic energy hub capable of supporting the security, competitiveness and sustainable growth of our region.

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Technotrade's PTS-2 IoT Forecourt Controller Unlocks Pan-African Growth for Kenyan Fuel Station Automation Providers

By Technotrade

KEY FIGURES

- ☀️ PTS-2 acts as a single interface for more than 200 brands of fuel dispensers, ATG systems, price displays, RFID readers, AVI systems and various sensors — see editor's note below.
- ☀️ Technotrade has automated more than 30,000 stations in over 120 countries since 1993 — see editor's note below.

Kenya has earned global recognition as one of Africa's premier technology and startup hubs, often referred to as the "Silicon Savannah." The country's innovation ecosystem is driven by fintech and mobile money solutions, rapid cloud adoption, growing demand for digital services, and government-led digitalisation initiatives. This momentum has allowed Kenyan IT businesses to expand across the continent, influencing diverse sectors — including fuel retail.

Technotrade supports the idea of "developed for Africa in Africa." The company provides hardware tools that empower local software developers and system integrators to build solutions for the fuel retail industry such as payment and self-service systems, e-invoicing, POS and ERP platforms, loyalty programmes, and fuel-on-demand applications.

Fuel management software developers need direct, remote, real-time communication with station equipment such as pumps and

ATG systems, without manual input. The challenge lies in handling the wide variety of equipment, scaling across multiple sites, and delivering services at lower cost.

The PTS-2 IoT Forecourt Controller addresses these challenges by serving as a single interface for more than 200 brands of fuel dispensers, ATG systems, price displays, RFID readers, AVI systems, and various sensors. Built by developers for developers, PTS-2 provides a documented API and a JSON-based data exchange protocol, enabling continuous communication with any forecourt equipment through one unified approach.

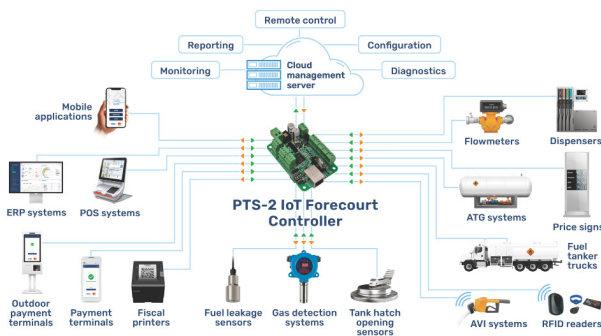


Image caption (for layout): The PTS-2 IoT Forecourt Controller serves as a single interface for more than 200 brands of fuel dispensers, enabling continuous communication with any forecourt equipment through one unified approach. (By Technotrade)

“Built by developers for developers, PTS-2 provides a documented API and a JSON-based data exchange protocol.”

The PTS-2 IoT controller can connect to remote servers without requiring a static IP, using either the server’s IP address or domain name. It transmits all data in JSON format, and supports continuous communication via WebSocket for full remote control. The PTS-2 controller uploads pump transactions, customer tags, tank measurements, deliveries, errors, alarms, GPS records, and real-time equipment status. Remote servers can also send commands such as updating fuel prices, managing attendant tags, authorising or stopping pumps, retrieving tank data, and generating reports.

The PTS-2 IoT forecourt controller acts as the central hub between fuel dispensers and payment systems. It establishes direct communication with dispensers, allowing payment terminals or mobile applications to authorise fuelling sessions securely. Once a transaction is approved, PTS-2 automatically manages the dispenser operation, records the fuelling data, and ensures the payment process is completed.

This setup enables self-service fuelling, where customers can pay at the terminal or via mobile app and immediately start fuelling without staff intervention. For operators, it simplifies control, reduces errors, and integrates all transactions into one streamlined system.

E-Invoicing and Running Alongside Existing Systems

The PTS-2 IoT forecourt controller is well suited for e-invoicing because it automatically captures each fuel sale and transfers the data directly to fiscal software or, where required, to the fiscal server. This process ensures

compliance with regulations, eliminates manual entry of sales information, and guarantees that every transaction is properly recorded in real time.

One of the distinguishing features of the PTS-2 IoT forecourt controller is its ability to operate in parallel with existing fuel management systems. This architecture empowers software developers to deliver add-on solutions to already-automated fuel stations without disrupting current operations. Installed between the available POS or controller, PTS-2 smoothly provides data to the add-on fuel management system while continuing to support the functions of the existing solutions.

What This Means for Oil Marketing Companies

There is a clear trend in the fuel retail sector: oil marketing companies are increasingly developing in-house fuel management systems to gain tighter control over operations. The PTS-2 forecourt controller supports this transformation by providing a unified interface to multiple sites across different geographies, collecting live operational data from each location.

With real-time visibility into dispenser activity, tank levels, and sales transactions, oil marketing companies can achieve better stock planning, accurate sales tracking, and efficient decision-making. By bridging site-level equipment with their own software solutions, PTS-2 empowers companies to optimise resources, reduce costs, and strengthen competitiveness in a rapidly evolving market.

The PTS-2 IoT forecourt controller also performs automatic tank calibration by continuously collecting data from fuel dispensers and ATG probes, without stopping station operations. It automatically calculates and updates calibration charts to reflect the actual state of each tank, ensuring precise fuel volume measurement

Forecourt Tech Glossary

-  **ATG (Automatic Tank Gauging):** sensors that continuously measure fuel levels, temperature and water in underground tanks, feeding that data back digitally instead of requiring manual dipping.
-  **POS (Point of Sale):** the till/payment system at the forecourt where a customer's transaction is captured and processed.
-  **RFID / AVI:** short-range wireless tags and readers used to automatically identify a vehicle, driver or fuel card at the pump without manual entry.
-  **API / JSON / WebSocket:** the technical language two computer systems use to talk to each other automatically and continuously, rather than needing a person to move data between them by hand.

and reliable inventory management. This process eliminates downtime, reduces costs compared to manual calibration, and ensures accuracy for fuel inventory, deliveries, and temperature-compensated volume calculations.

“PTS-2 empowers companies to optimise resources, reduce costs, and strengthen competitiveness in a rapidly evolving market.”

The PTS SiteViewer Console

The PTS SiteViewer console is a compact, all-in-one solution that integrates the PTS-2 forecourt controller, touchscreen display, and computer board into a single metal enclosure. It enables convenient monitoring and control of fuel dispensers and tank gauges directly at the station, while also supporting remote management and reporting.



The PTS SiteViewer console enables convenient monitoring and control of fuel dispensers and tank gauges directly at the station. (By Technotrade)

Technotrade's PTS-2 IoT Forecourt Controller is not just hardware — it's a driver of innovation across Africa's fuel retail industry. By unifying communication with diverse equipment, PTS-2 delivers the flexibility, scalability, and reliability needed to build next-generation solutions.

“Technotrade's PTS-2 IoT Forecourt Controller is not just hardware — it's a driver of innovation across Africa's fuel retail industry.”

Technotrade is a global provider of automation and fuel management solutions for petrol stations, storage depots, and fuel delivery fleets. Since 1993, the company has automated more than 30,000 stations in over 120 countries.



Why the Forecourt of the Future Needs Odoo

By Odoo

AfriFueling Expo 2026 lands in Nairobi at the KICC under a single word: Navigate. The message to station owners, Oil Marketing Companies, and retailers is crystal clear. The forecourt is no longer just about fuel; it now includes charging points, mobile payments, minimarts, car washes, and fast food, all operating under one roof. Among the many trends shaping the modern forecourt, building smooth digital payment systems and expanding into non-fuel retail stand out as immediate daily operational challenges; how do you run a multi-service business without losing your sanity or your profit margins?

“The forecourt is no longer just about fuel; it now includes charging points, mobile payments, minimarts, car washes, and fast food, all operating under one roof.”

Replacing the Patchwork

Most modern stations rely on a fragmented collection of software. They run one system for fuel pumps, another till for the shop, a manual spreadsheet for inventory, and a standalone app for mobile payments. Nothing talks to each other. Odoo solves this problem by offering an integrated business platform where sales, stock, accounting, and customer data sync automatically in one place. Instead of juggling five different logins, an operator manages the whole business through a single dashboard.

“Nothing talks to each other. Odoo solves this problem by offering an integrated business platform where sales, stock, accounting, and customer data sync automatically in one place.”

Mastering Digital and Payment Ecosystems

Handling fast transactions and digital payments requires absolute reliability. Odoo Point of Sale is built specifically for

this pressure point. It accepts cash, cards, and direct Lipa na M-Pesa prompts sent to customer phones, eliminating manual paybill checks. The system is compliant with KRA's eTIMS requirements through Odoo's Kenya fiscalisation tools, automatically generating valid tax invoices with every transaction.

Crucially, Odoo works offline; it continues processing sales even when network connections drop, syncing data once back online. Every sale updates stock levels and accounting ledgers in real time, giving managers full visibility across fuel and shop revenue side by side. Built-in features like cashier PIN access, shift tracking, and cash reconciliation make round-the-clock management simple.

“Odoo works offline; it continues processing sales even when network connections drop, syncing data once back online.”

Creating a Seamless Destination Experience

As stations transform into complete retail destinations with minimarts, coffee counters, and car washes, operators face traditional retail demands. Odoo tackles non-fuel retail by combining Point of Sale, Inventory, and

Invoicing into one seamless system. The platform supports multi-location stock tracking, automated barcode scanning, and promotional product bundling. Head office teams can monitor sales, margins, and stock across an entire station network from a single screen. Whether tracking a fuel sale, selling a soda, or issuing a car wash voucher, Odoo manages every transaction through one unified view.

Navigating the Future

Odoo is not a fuel pump or a hardware payment terminal; it is the smart connected layer that brings all your operations together. For forward-thinking station owners and operators, Odoo delivers a clear path forward; running the complete forecourt, fuel and non-fuel alike, from one system built to grow.

“Odoo is not a fuel pump or a hardware payment terminal; it is the smart connected layer that brings all your operations together.”

Quick Glossary

-  eTIMS (Electronic Tax Invoice Management System): KRA's system for generating and transmitting tax-compliant invoices electronically, replacing manual or paper-based VAT records.
-  POS (Point of Sale): the till/checkout system where a sale — fuel, shop item, or service — is captured and paid for.
-  Lipa na M-Pesa: Safaricom's mobile-money payment method, letting a customer pay directly from their phone rather than cash or card.
-  ERP (Enterprise Resource Planning): a single software platform — which Odoo is one example of — that ties together sales, stock, accounting and operations instead of running each in a separate, disconnected tool.



Navigate: The Future of the Forecourt

By Lillian Nzomo, Forecourt Automation Specialist

The next generation of forecourts will not simply dispense energy. They will sense, predict, connect, and respond.

“They will sense, predict, connect, and respond.”

Charting the Future of Africa's Forecourt

The forecourt of tomorrow may still have pumps. It may still have a convenience store,

underground tanks, and vehicles pulling in for fuel. But beneath that familiar architecture, the way the site operates will be fundamentally different.

The transformation is already underway. Automated tank monitoring, connected dispensers, digital payments, fleet management, and real-time reporting are steadily replacing the manual processes that once defined fuel retail. But these technologies are not the destination. They are becoming the infrastructure upon which the next generation of forecourts will be built.

The real shift will come when these systems

stop operating as individual technologies and begin operating as one intelligent environment.

From Connected to Intelligent

For years, automation has been about giving operators visibility.

A tank gauge can show how much fuel is available. A forecourt controller can capture transactions. A payment platform can record how customers pay. A fleet system can control who is authorised to fuel. The next step is for the forecourt to understand what all that information means.

Instead of simply reporting that a tank is approaching a low level, an intelligent system could anticipate consumption based on historical demand, current sales patterns, planned deliveries, and network activity. It would then recommend when to replenish.

Instead of reporting that a dispenser has experienced repeated interruptions, the system could identify the pattern, predict a potential failure, and trigger maintenance before the equipment becomes a problem.

Instead of discovering a sales variance at the end of a shift, operators could receive an immediate indication that a transaction pattern is unusual and requires attention.

This is the transition from monitoring to prediction, and from prediction to action.

The future forecourt will increasingly operate on intelligence rather than information.

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The Forecourt as an Energy Platform

Fuel will remain central to Africa’s mobility ecosystem for years to come. But the definition of a forecourt is already expanding.

Petrol and diesel will increasingly share the site with electric charging, LPG, solar generation, and battery storage. The important development, however, will not simply be the presence of these technologies. It will be how intelligently they are all managed together.

A future station could determine how much energy should come from the grid, how much from on-site generation, and how much from stored power. Charging demand could be managed around electricity availability and customer behaviour. Energy-intensive operations could be scheduled around periods of lower cost or higher availability.

The forecourt, therefore, becomes more than a place where energy is purchased. It becomes a local energy management platform.



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For Africa, this could be particularly significant. Markets with constrained grids and rapidly growing energy demand may not have the luxury of waiting for a single infrastructure model to mature. The ability to combine multiple energy sources and manage them intelligently could become a competitive advantage.

The Transaction Will Disappear

Another major change will happen at the customer level.

The future customer may not think about the transaction at all.

Today, a driver arrives, selects a pump, fuels, makes a payment, and receives a receipt. Increasingly, those steps are becoming digital. But the next evolution is to make the entire interaction almost invisible.

A vehicle, customer, or fleet account could be recognised as it enters the forecourt. The system could automatically determine the appropriate authorisation, payment method, pricing, and loyalty benefits. The transaction would then reconcile itself across the relevant systems without requiring the customer or attendant to manage each step manually.

For fleet operators, the same principle could extend to fuel controls. Instead of simply allocating a fuel allowance, intelligent systems could understand

From Monitoring to Prediction to Action

-  **Monitoring:** today's systems tell an operator what already happened — a tank level, a completed transaction, a shift's sales total.
-  **Prediction:** the next step is systems that anticipate what's about to happen — a tank running low before it's empty, a dispenser about to fail, a transaction pattern that looks unusual.
-  **Action:** the final step is systems that act on that prediction directly — recommending a delivery, triggering maintenance, or flagging a transaction for review before a human has to ask.

vehicles, routes, driver behaviour, and authorised products, hence creating a much tighter connection between mobility and financial control.

The objective is not simply to make payment faster. It is to remove unnecessary friction from the entire customer journey.

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From Station Management to Network Intelligence

Perhaps the biggest change will be experienced by the people operating these businesses.

The station manager of the future will spend less time collecting information and more time acting on it.

A network operator should not need to open several systems to understand what is happening across hundreds of stations. A unified intelligence layer could identify which locations are performing above or below expectations, where inventory is becoming constrained, which equipment requires attention, where unusual transaction behaviour is occurring, and where customer demand is changing.

The result is a different management

Smarter Today. More Autonomous Tomorrow.

The next generation of forecourts is not just about fuel — it's about people, technology, and a more sustainable future.



AI & DATA
INSIGHTS



CONNECTED
OPERATIONS



SEAMLESS
PAYMENTS



SUSTAINABLE
ENERGY



AUTONOMOUS
SERVICES



TODAY

Connected systems.
Smarter operations.
Better experiences.

TOMORROW

Integrated platforms.
Data-driven decisions.
Greater efficiency.

THE FUTURE

Autonomous forecourts.
Sustainable communities.
A cleaner, greener Africa.



Innovating today
for a stronger,
smarter tomorrow.

philosophy. Instead of asking, “What happened?” the operator begins asking, “What is likely to happen next, and what should we do about it?” That is a fundamental change.

The value of the future forecourt will therefore increasingly lie not in the quantity of data it generates, but in its ability to turn that data into decisions.

The Forecourt Becomes a Customer Platform

The pump may remain the most visible part of the forecourt, but it may no longer be the most important part of the business.

As fuel margins remain under pressure, convenience retail, food, services, loyalty, and other mobility offerings will become increasingly important. The connected forecourt enables understanding of the customer beyond the fuel transaction.

Who visits the station regularly? When do they visit? What do they purchase? Which services do they use? What makes them return?

That intelligence can transform the forecourt from a transactional location into a customer platform. The station of the future could therefore be designed around the customer journey, rather than simply around vehicle throughput.

Africa Has an Opportunity to Leapfrog

There is a temptation to view the future of the forecourt through the lens of mature markets and to assume Africa must follow the same path.

It does not.

Africa’s combination of mobile payments, distributed energy, rapidly expanding urban mobility, diverse vehicle technologies, and relatively young digital infrastructure creates an opportunity to leapfrog some traditional operating models.

The challenge will be integration. The future forecourt will not be created by installing one more device or adding another software package. It will emerge when the different layers — fuel, energy, payments, mobility, customer engagement, compliance, and data — can communicate and operate as one ecosystem.

That requires investment, common standards, reliable connectivity, capable people, and, above all, a willingness to think beyond individual pieces of technology.

The Route Ahead

The forecourt of the future will not arrive as a single dramatic transformation.

It will emerge gradually, as today’s connected systems become tomorrow’s intelligent infrastructure. The technologies are increasingly available. The bigger question is how operators combine them, how quickly they can adapt their business models, and whether they are prepared to move from simply digitising existing processes to fundamentally rethinking how a forecourt operates.

The most successful operators will not necessarily be those with the most technology. They will be those who know what to connect, what to automate, what to predict, and where

human judgement still matters.

“The most successful operators will not necessarily be those with the most technology. They will be those who know what to connect, what to automate, what to predict, and where human judgement still matters.”

For an industry built around moving people and goods from one place to another, the next journey is already taking shape.

The challenge now is not finding the destination. It is knowing how to navigate there.

“The challenge now is not finding the destination. It is knowing how to navigate there.”





Caetano Kenya: Driving Mobility, Partnership and Growth

A Caetano Kenya

KEY FACTS

- ☀️ Part of the Salvador Caetano Group, a Portuguese-founded global automotive and mobility group operating across multiple markets.
- ☀️ Represents 8 automotive and mobility brands in Kenya: Ford, KIA, Hyundai, Renault, JMC, Chery, Renault Trucks and Hyundai (Material Handling) Forklifts.
- ☀️ Offers genuine spare parts and after-sales support alongside vehicle sales, spanning personal, commercial, construction, agriculture and material-handling needs.

Caetano Kenya is steadily strengthening its position in Kenya's automotive and mobility landscape, bringing together

global automotive expertise, a diverse brand portfolio and a customer-focused approach to mobility. Part of the Salvador Caetano Group, a global automotive and mobility

group with operations across multiple markets, the company has established itself as a trusted partner for individuals, businesses and organisations seeking reliable mobility solutions.

“Mobility is not simply about getting a vehicle on the road, but about ensuring that it remains dependable and fit for purpose.”

As an authorised dealer and distributor, Caetano Kenya represents a diverse portfolio of internationally recognised automotive brands, including Ford, KIA, Hyundai, Renault, JMC, Chery, Renault Trucks and Hyundai Forklifts. This broad portfolio enables the company to respond to the various needs of the Kenyan market, from personal mobility and family vehicles to commercial transportation, logistics, construction, agriculture and material handling requirements. The company's offering extends beyond the sale of vehicles. Caetano Kenya provides genuine spare parts and comprehensive after-sales services designed to support customers throughout the ownership journey. Its commitment to professional service, technical expertise and genuine parts helps ensure that customers can continue to rely on their vehicles long after

purchase. This integrated approach reflects the company's understanding that mobility is not simply about getting a vehicle on the road, but about ensuring that it remains dependable and fit for purpose.

“Buyers are increasingly looking beyond the initial purchase price, placing greater value on reliability, safety, efficiency, technology, convenience and long-term ownership support.”

As Kenya's automotive market continues to evolve, so too are customer expectations. Buyers are increasingly looking beyond the initial purchase price, placing greater value on reliability, safety, efficiency, technology, convenience and long-term ownership support. Caetano Kenya continues to respond to these changing expectations by combining global automotive standards with an understanding of the local market. Innovation is also becoming an increasingly important part of the company's journey. With the automotive industry experiencing rapid transformation through new technologies, changing consumer preferences and the growing conversation around sustainable mobility, Caetano Kenya continues to explore opportunities to bring relevant and practical mobility solutions to the Kenyan market. The company also recognises the importance of relationships in driving the automotive sector forward. Through customer engagement initiatives, corporate partnerships, events and industry collaborations, Caetano Kenya continues to build meaningful connections with its customers and stakeholders while creating greater awareness of the solutions within its portfolio.

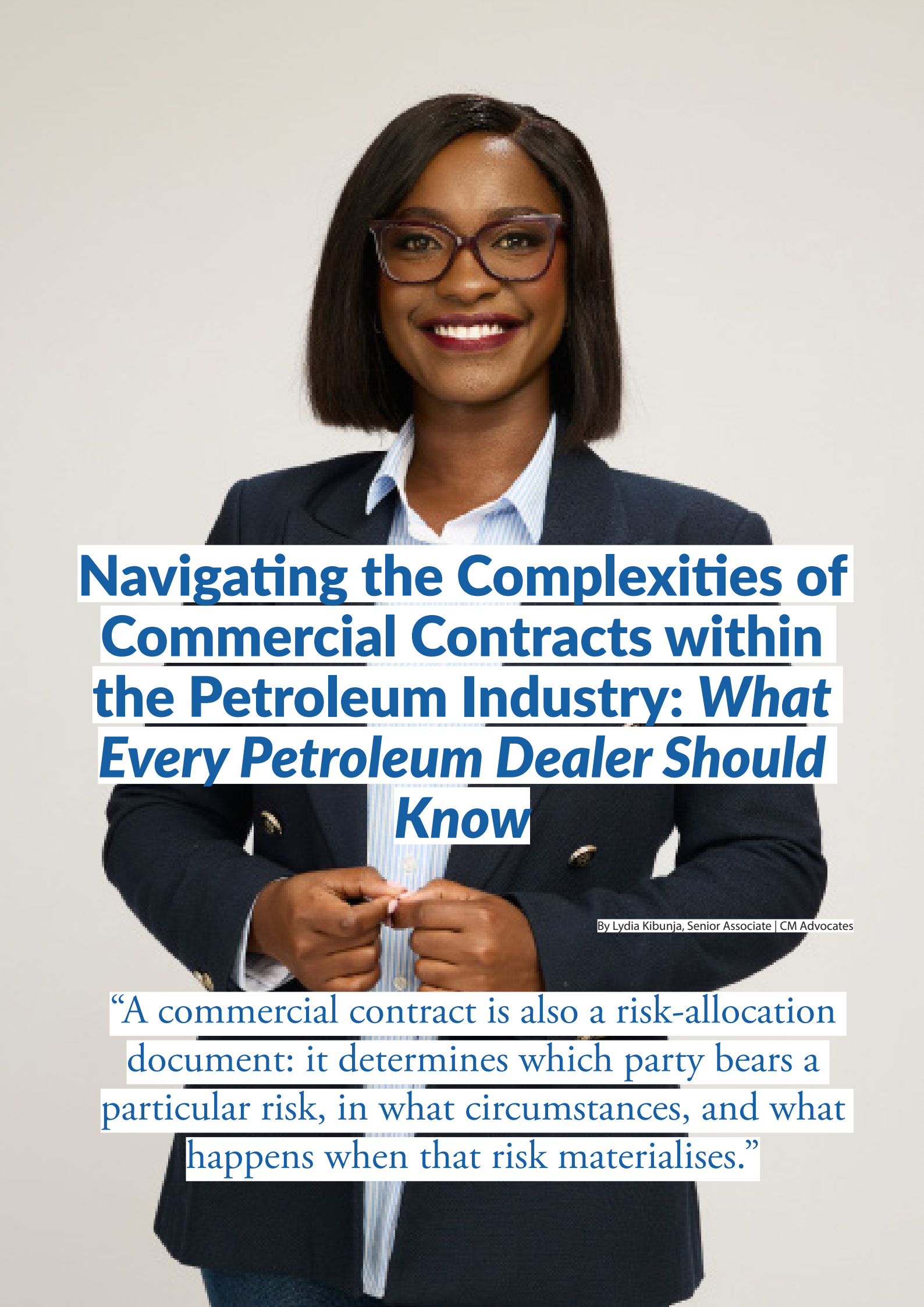
Ultimately, Caetano Kenya's story is one of mobility, partnership and continued evolution. Backed by the experience of the Salvador Caetano Group and supported by an extensive portfolio of global automotive brands, the company remains focused on delivering quality vehicles, genuine parts and dependable after-sales support. As Kenya's mobility needs continue to change, Caetano Kenya is positioned to play an important role in shaping how individuals, businesses and organisations move into the future.

“Caetano Kenya's story is one of mobility, partnership and continued evolution.”

Caetano Kenya's Brand Portfolio

- 🚗 Passenger vehicles: Ford, KIA, Hyundai, Renault, Chery
- 🚚 Commercial vehicles: JMC, Renault Trucks
- 🏗️ Material handling: Hyundai Forklifts
- 🔧 Also offering genuine spare parts and after-sales service across the portfolio.





Navigating the Complexities of Commercial Contracts within the Petroleum Industry: *What Every Petroleum Dealer Should Know*

By Lydia Kibunja, Senior Associate | CM Advocates

“A commercial contract is also a risk-allocation document: it determines which party bears a particular risk, in what circumstances, and what happens when that risk materialises.”

Q1. Why is it important for a petroleum dealer to engage a lawyer who understands the sector when reviewing a dealer agreement?

A: A good contract review does not begin and end with the wording of the document. It begins with understanding the business, the sector and the commercial relationship that the agreement is intended to govern.

At its core, a commercial contract is also a risk-allocation document: it determines which party bears a particular risk, in what circumstances, and what happens when that risk materialises.

In an OMC–dealer relationship, those risks can be particularly sector-specific. They may arise from exclusivity and minimum performance obligations, interruption of fuel supply, regulatory compliance, ownership and maintenance of forecourt equipment, environmental liability, operational standards, termination and dispute resolution.

Sector knowledge therefore matters. A lawyer familiar with the petroleum industry is better placed not only to identify the legal effect of a clause, but also to understand its practical and commercial implications for the operation of the outlet.

The question should not simply be, “Is this clause legally valid?” It should also be, “What risk am I assuming, can I control or

manage that risk, and what happens if it materialises?”

Q2. Dealer agreements may be presented as standard-form contracts. What should a dealer pay particular attention to before signing?

A: A standard-form agreement should not be treated as a formality. The dealer should understand the commercial bargain as a whole and, importantly, where the agreement places responsibility and risk.

Particular attention should be paid to the term and renewal of the agreement, exclusivity, minimum sales or offtake requirements, supply obligations, performance standards, working-capital or security requirements, equipment ownership and maintenance, insurance, indemnities, environmental obligations, events of default, termination rights and the consequences of exit.

An important principle is to identify any disconnect between risk and control. As far as commercially practicable, risk should sit with the party best placed to control, prevent, manage or insure against it.

Not every provision will necessarily be negotiable. However, even where a term cannot be changed, understanding its implications allows the dealer to make an informed commercial decision and, where possible, mitigate the resulting exposure.

Ten Questions to Ask Before You Sign

- What happens if fuel supply is interrupted?
- What happens if I cannot meet the agreed performance targets?
- Who owns and maintains the tanks, pumps and signage?
- Who bears the environmental risk?
- What happens to my investment if the relationship ends?
- What exactly constitutes a default?
- How can either party terminate the agreement?
- Where and under what rules will a dispute be resolved?
- What would it realistically cost to pursue or defend a claim?
- Is there a mechanism to resolve disagreements before formal proceedings?

“As far as commercially practicable, risk should sit with the party best placed to control, prevent, manage or insure against it.”

Q3. Exclusivity, minimum offtake and other performance obligations can be significant features of dealer agreements. What should a dealer consider before accepting them?

A: These obligations should not be considered in isolation from the OMC's corresponding obligations or from the practical operation of the outlet.

Where a dealer undertakes to source fuel exclusively from one OMC, the agreement should clearly address the OMC's supply obligations and what happens if it is unable to supply. Similarly, minimum sales, offtake or other performance targets should be objectively ascertainable, commercially achievable and clearly defined.

The dealer should understand how performance is measured, the consequences of failing to achieve the required targets, whether there is an opportunity to remedy underperformance and whether matters outside the dealer's reasonable control are taken into account.

This is fundamentally about balanced risk allocation. If a dealer assumes the risk of exclusivity or minimum performance obligations, the agreement should also address circumstances in which performance is affected

by the OMC's non-performance or by events outside the dealer's reasonable control.

Q4. Where an OMC provides tanks, pumps, signage or other forecourt equipment, what should the dealer agreement address?

A: The starting point should be clarity on ownership, control and responsibility.

The agreement should identify who owns the equipment, who is responsible for its inspection, maintenance and repair, who bears the associated costs and risks, and what insurance arrangements apply. Where the dealer is required to meet particular operating or maintenance standards, those standards should also be clearly understood.

The same clarity is required when the relationship ends. What happens to the tanks, pumps, signage and other equipment? Who removes them? Within what period? Who bears the cost of removal and reinstatement of the site? Who assumes responsibility for any remediation required as a consequence?

A dealer should be cautious about assuming liability for equipment or infrastructure over which the dealer has limited ownership, control or ability to manage the relevant risk.

Q5. What should a dealer look out for in the default, termination and exit provisions of a dealer agreement?

A: The exit provisions deserve as much attention as the provisions governing commencement of the relationship.

A dealer should understand precisely what constitutes an event of default, which defaults

can result in immediate termination, whether there is a notice and cure period, and whether either party has a right to terminate without cause.

The agreement should also address what happens after termination: outstanding accounts, remaining stock, equipment, branding, possession of the site, reinstatement obligations and any obligations that survive termination.

This is particularly important where the dealer has invested substantial capital in the outlet. Before signing, the dealer should understand the potential consequences of an early termination, including what happens to investments that have not yet been recovered and whether the OMC has any contractual takeover, repossession or step-in rights.

The commercial consequences of exit are considerably easier to address when negotiating the agreement than after the relationship has broken down.

“The commercial consequences of exit are considerably easier to address when negotiating the agreement than after the relationship has broken down.”



Q6. Dispute resolution clauses are often treated as boilerplate. What should a dealer consider before agreeing to an arbitration clause?

A: Dispute resolution provisions should never be an afterthought. Once a dispute arises, they determine where, how and often at what cost contractual rights can be enforced.

A dealer should understand the governing law, whether disputes are referred to the courts or arbitration, the seat of arbitration, the applicable arbitration rules, how the arbitrator or tribunal will be appointed and the likely cost and accessibility of the process.

This becomes particularly important where an agreement provides for international arbitration or a foreign seat of arbitration. A dealer operating in Kenya should consider the practical and financial implications of having to pursue or defend a dispute outside Kenya, including the additional professional and institutional costs that may arise and the practicalities of recognition and enforcement

of an eventual award.

The parties should also consider a tiered dispute resolution mechanism. A dispute could first be escalated to designated senior representatives of the dealer and the OMC for good-faith negotiations and, where appropriate, mediation, before either party commences arbitration. Early escalation creates an opportunity to resolve commercial disagreements before positions become entrenched, preserve the business relationship where possible and avoid the time and significant cost of commencing formal proceedings unnecessarily.

Ultimately, the dealer should ask: Where will the arbitration take place? Under what rules? What will it realistically cost to pursue or defend a claim? And are there effective mechanisms for resolving the dispute before it reaches that stage?

Q7. How should environmental, health and safety obligations, including emerging ESG considerations, be dealt with in a dealer agreement?

A: Environmental, health and safety provisions are a particularly important example of risk allocation in the petroleum sector. Increasingly, they should also be considered within the broader context of Environmental, Social and Governance (ESG) expectations around environmental responsibility, safety, accountability and responsible business practices.

The agreement should clearly identify the parties' respective responsibilities and, as far as commercially practicable, allocate risk to the party best placed to control, prevent, manage or insure against it.

For example, responsibility for inspection, maintenance and testing of tanks, pumps and related infrastructure should take account of who owns or controls the equipment and who is responsible for maintaining it. The agreement should similarly address spills or contamination, environmental remediation, regulatory compliance, health and safety standards, insurance, reporting obligations and indemnities.

Where an OMC requires compliance with its internal ESG policies, codes or operational standards, the dealer should understand what those standards require, how compliance will be measured or monitored, and the contractual consequences of non-compliance. Obligations should, as far as possible, be clear, measurable and practically achievable.

Dealers should also be cautious of broad indemnities that transfer liability without sufficient regard to who caused the event or controlled the relevant risk.

ESG commitments should therefore not simply appear as broad contractual aspirations. Where they create binding obligations, the agreement should clearly establish what is required, who is responsible and what happens if the required standard is not met.

“ESG commitments should not simply appear as broad contractual aspirations.”

Q8. What should a dealer agreement provide for where the OMC is unable to supply fuel?

A: The agreement should deal with supply interruption expressly, particularly where the dealer is simultaneously subject to exclusivity, minimum offtake or minimum performance obligations.

It should be clear whether those obligations are suspended or adjusted during a supply interruption, whether and when the dealer may source fuel from an alternative supplier, and what rights arise if the interruption continues for an extended period.

The force majeure clause should also be read

Quick Glossary

 **OMC (Oil Marketing Company):** the fuel supplier/brand a dealer contracts with — e.g. for exclusivity or minimum-offtake terms.

 **Force majeure:** a contract clause excusing a party from performance when an extraordinary event outside its control prevents it.

 **Seat of arbitration:** the legal 'home' jurisdiction of an arbitration, which governs the procedure and where an award can be enforced — distinct from where hearings physically take place.

 **ESG (Environmental, Social and Governance):** standards covering a business's environmental impact, social responsibility and governance practices, increasingly written into commercial contracts as binding obligations rather than aspirations.

together with the OMC's supply obligations and the dealer's corresponding obligations rather than treated as an isolated boilerplate provision.

The underlying principle is important: the agreement should avoid a situation where the OMC is unable to perform an obligation upon which the dealer's performance depends, while the dealer nevertheless remains fully exposed for failing to meet the corresponding contractual obligation.

Q9. Some contractual challenges may affect petroleum dealers across the industry. When might an issue be better addressed collectively through an industry association?

A: Individual dealer agreements remain contractual arrangements between the respective parties. However, where the same contractual concerns repeatedly arise across the sector, the issue may be broader than the negotiation or interpretation of one dealer's agreement.

An industry association can play an important role in identifying recurring contractual concerns, facilitating dialogue, developing industry positions or good-practice standards and, where appropriate, engaging OMCs, regulators and other relevant stakeholders.

Collective engagement does not replace careful legal review and negotiation of the individual dealer agreement. Rather, it can complement individual contracting by providing a platform for addressing issues that are recurring or structural across the industry, while the particular rights and obligations of each dealer continue to be assessed under its own agreement.

Q10. What is the single most important piece of advice you would give a petroleum dealer before signing a dealer agreement?



A: Do not wait for a dispute to find out what your contract means.

Before signing, understand what you are committing to, what the OMC is committing to, where the principal risks have been allocated and what happens if those risks materialise.

Ask the difficult questions at the beginning: What happens if supply is interrupted? What happens if I cannot meet the agreed performance targets? Who owns and maintains the equipment? Who bears the environmental risk? What happens to my investment if the relationship ends? What

constitutes a default? How can either party terminate? And where and how will a dispute be resolved?

Most importantly, look at the agreement as a whole. An exclusivity obligation cannot properly be understood without considering the OMC's corresponding supply obligations; an indemnity cannot be assessed without considering who controls the underlying risk; and a termination right cannot be understood without considering what happens to the dealer's investment and operations on exit.

This is also where good legal counsel adds real value. The role of counsel is not simply to



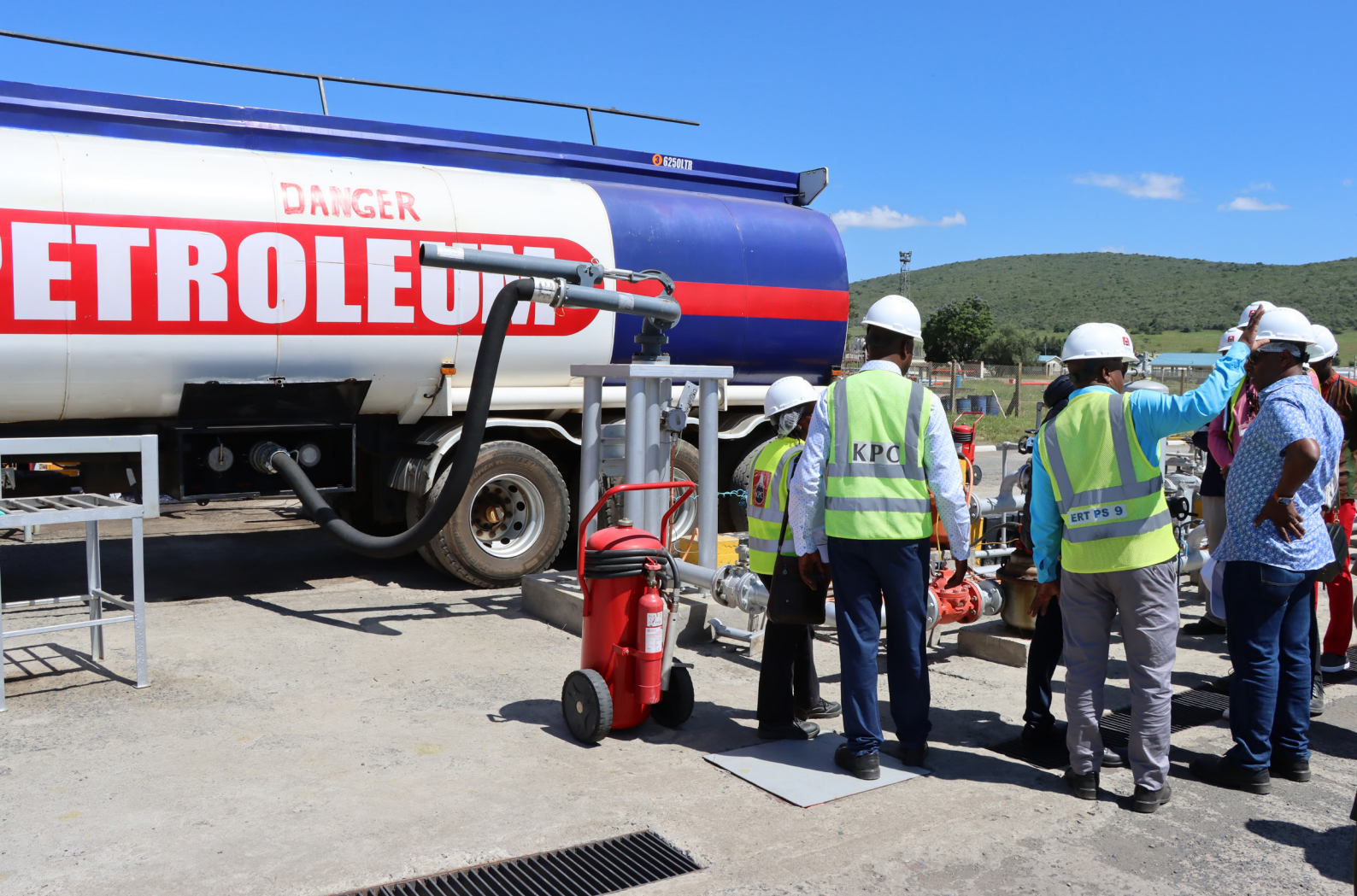
explain what individual clauses say, but to understand the dealer's business, identify how the provisions interact, assess where risk has been allocated and help the dealer determine whether that allocation is commercially appropriate and manageable. Where the

agreement can be negotiated, counsel can help secure appropriate protections; where a provision cannot be changed, the dealer should at least enter the relationship understanding the risk and how it may be mitigated.

“Do not wait for a dispute to find out what your contract means.”

Ultimately, a well-negotiated dealer agreement should not only work when the commercial relationship is going well. It should provide a clear, balanced and commercially workable framework for allocating and managing risk when it is not.

“A well-negotiated dealer agreement should not only work when the commercial relationship is going well.”



Bottom Loading: A Safer, Smarter Way to Fuel the Future

By Kenya Pipeline Company (KPC)

KEY FACTS

- ☀️ Nairobi Terminal (PS 10) has completed a bottom-loading upgrade and is awaiting commissioning.
- ☀️ Once live, Nairobi joins Eldoret, Kisumu and Nakuru as KPC depots with bottom loading.
- ☀️ The finished facility will have six loading bays: three for Motor Spirit Premium (MSP), three for Automotive Gas Oil (AGO).
- ☀️ Delivered in three phases — Civil Works, Material Supply, Equipment Installation — all now complete.
- ☀️ Built largely with in-house KPC manpower across civil, mechanical, electrical, instrumentation, corrosion-protection and ICT disciplines.

Something new has taken shape at the Nairobi Terminal and is set to change how fuel is moved. Known primarily as a storage hub, the Nairobi Terminal (PS 10) has completed a major operational upgrade: the introduction of a bottom-loading system. The facility is now awaiting commissioning soon, marking a bold step forward for KPC as the terminal prepares to join Eldoret, Kisumu and Nakuru in adopting a safer, faster and more efficient way to load fuel trucks. The shift is more than an operational upgrade; it is a strategic move. The initiative was identified as a key opportunity under KPC's Corporate Strategic Plan: Vision 2025, which seeks to modernise operations, enhance safety and improve delivery. By aligning infrastructure development with long-term goals, KPC is not only improving current systems but also laying the foundation for a future-ready organisation.

**“With bottom loading, operators stay on the ground, where they are safest.” —
Eng. Omolo, Project Chairperson and KPC Chief Civil Engineer**

Ground-Level Safety, Faster Turnaround

Unlike traditional top loading, where operators must climb onto tankers to load fuel manually, exposing them to fall risks and potential static-related fires, bottom loading allows operators to remain safely on the ground throughout the process. It also supports high-pressure loading, which helps reduce turnaround times at the bays. “With bottom loading, operators stay on the ground, where they are safest,” said Eng. Omolo, Project Chairperson and KPC Chief Civil Engineer.

Bottom loading is fast becoming the industry standard because it reduces risk and increases efficiency, and KPC is proud to be at the forefront of this change. While the Nairobi Terminal has long served as a key fuel storage facility, the introduction of bottom loading marks a first in its operational history. Once commissioned, the facility will support a shared loading system for multiple Oil Marketing Companies (OMCs), significantly elevating its role in the national petroleum value chain. The project was rolled out in three phases: Civil Works, Material Supply and Equipment Installation. All three phases have now been completed, and the facility is awaiting commissioning soon.

“Using in-house manpower is not just cost-effective; it builds pride in the work and a sense of ownership.”
— Eng. Omolo

Built by KPC's Own Teams

What makes this project stand out is its reliance on internal talent. Much of the work was carried out by KPC staff from various depots, bringing expertise in civil, mechanical, electrical, instrumentation, corrosion protection and ICT disciplines. “Using in-house manpower is not just cost-effective; it builds pride in the work and a sense of ownership,” added Eng. Omolo. This cross-departmental effort highlights the depth of talent within KPC and demonstrates how internal collaboration can drive large-scale transformation. Once commissioned, the facility will have six dedicated loading bays: three for Motor Spirit Premium (MSP) and three for Automotive Gas Oil (AGO).

Built-In Safety and Environmental Compliance

Safety and sustainability have been central pillars of the project from the beginning. The new system complies with National Environment Management Authority (NEMA) and Energy and Petroleum Regulatory Authority (EPRA) regulations. Key features include spill containment systems, foam-based fire suppression and a hydrant firefighting system. These systems ensure operational resilience while minimising environmental impact, aligning with KPC's commitment to responsible energy logistics.

Top Loading vs. Bottom Loading

- Top loading: operator climbs onto the tanker to load fuel manually — exposed to fall risk and static-related fire risk.
- Bottom loading: fuel is loaded from ground level through the tanker's underside — operator stays on the ground throughout.
- Bottom loading also supports higher-pressure loading, cutting turnaround time at the bays.
- KPC depots with bottom loading (on commissioning of Nairobi): Eldoret, Kisumu, Nakuru, Nairobi (PS 10).

With the main works now complete, attention has shifted to final readiness activities, including preparations for commissioning and measures to manage truck inspection flows once operations begin. KPC is addressing these operational requirements through improved traffic management and streamlined inspection processes.

As the Nairobi Terminal awaits commissioning of its completed bottom-loading facility, formal training will be rolled out to support safe and efficient operations. Long-term plans are in place to phase out top loading entirely, making bottom loading the company-wide standard for fuel truck operations.

“The bottom-loading initiative is more than

a technical upgrade; it is a bold statement of intent.”

With the completed facility awaiting commissioning, Nairobi is now set to join Eldoret, Kisumu and Nakuru in this operational transformation. KPC is not only advancing its infrastructure but also setting new benchmarks in fuel logistics. The bottom-loading initiative is more than a technical upgrade; it is a bold statement of intent. It signals how KPC is engineering a safer, faster and more cost-effective future for petroleum logistics in Nairobi and beyond.



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