

Bulgarian LPG Market Overview

**ARGPL Congress 2010
Constanta/Mamaia
15th – 17th September 2010**

**Peter Kiselov
VITOGAZ BULGARIA EAD**



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Country Overview

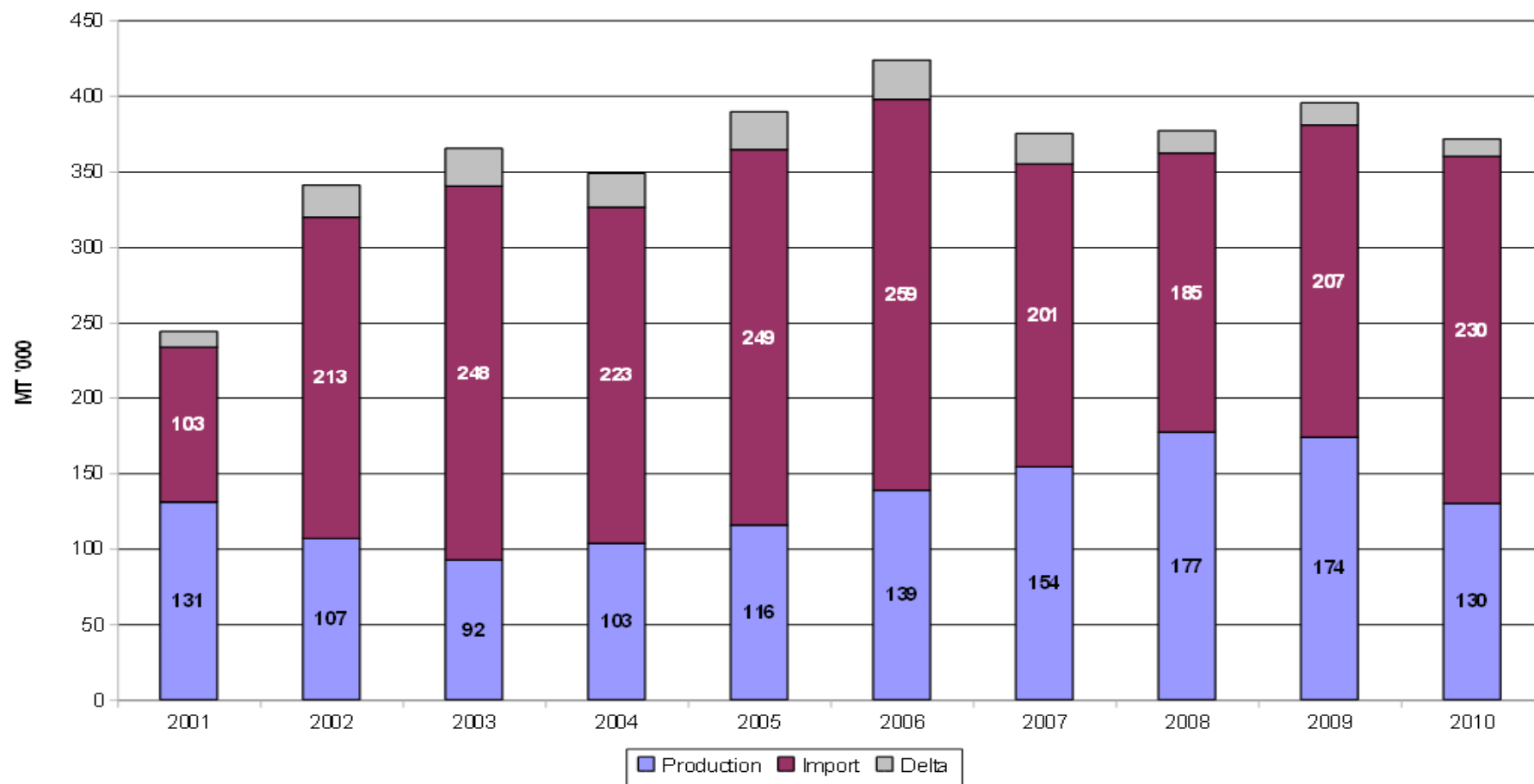
Yearly data						
	2005	2006	2007	2008	2009	2010 estimated
GDP (%)	6.3	6.3	6.2	6	-5	-2
Inflation Rate (%)	6	7.4	7.6	12	2.5	2
Unemployment (%)	10.7	9.1	6.9	6.3	9.1	11.4
Population '000	7719	7679	7640	7607	7564	7488
Registered vehicles '000	n/a	n/a	2645	2984	3004	3020
Ratio vehicles/population '000	n/a	n/a	346	392	397	403
Exchange rate USD/BGN	1.634	1.461	1.33	1.387	1.34	1.49
Exchange rate EUR/BGN (pegged)	1.95583	1.95583	1.95583	1.95583	1.95583	1.95583



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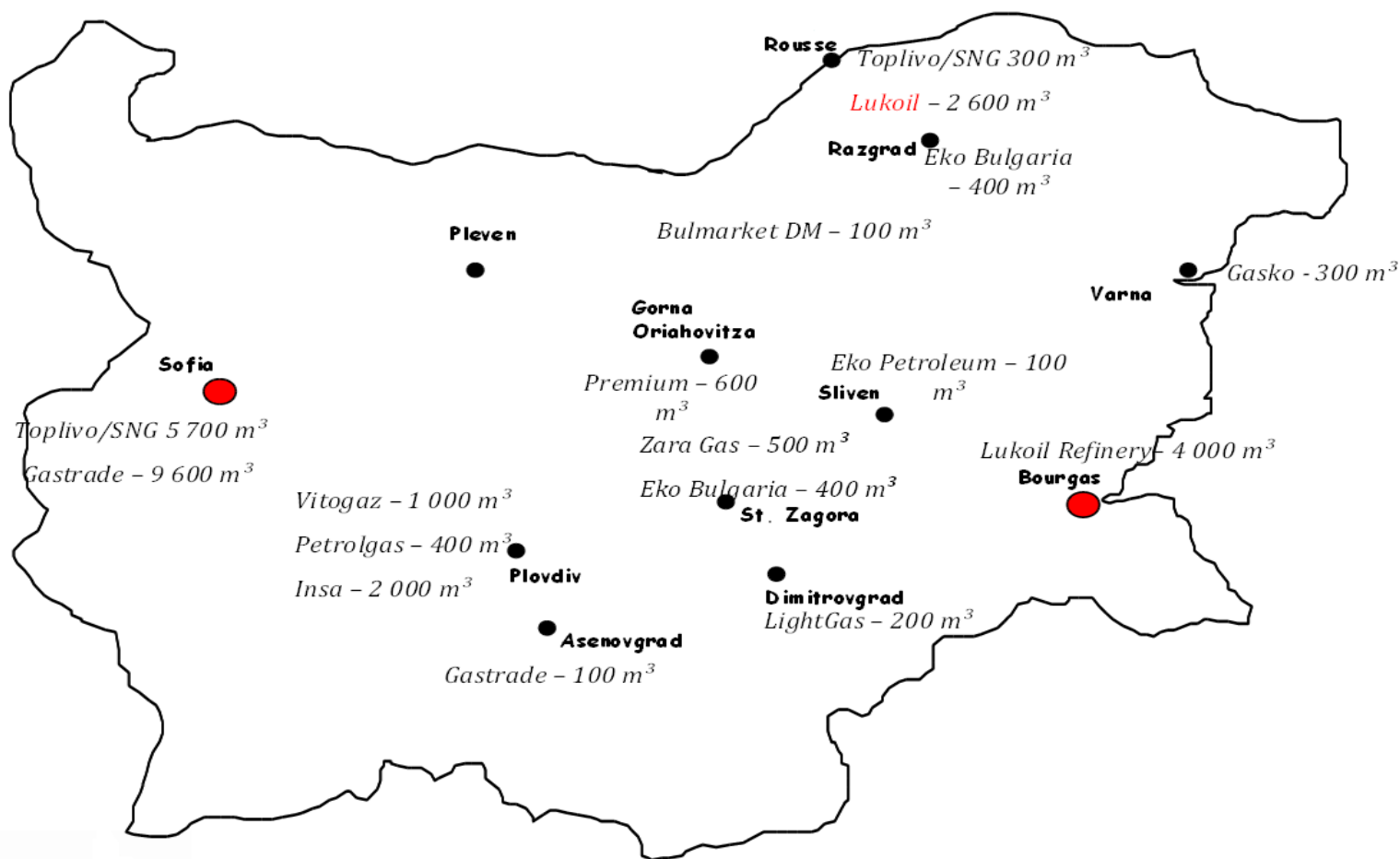
LPG market in Bulgaria 2001 - 2010



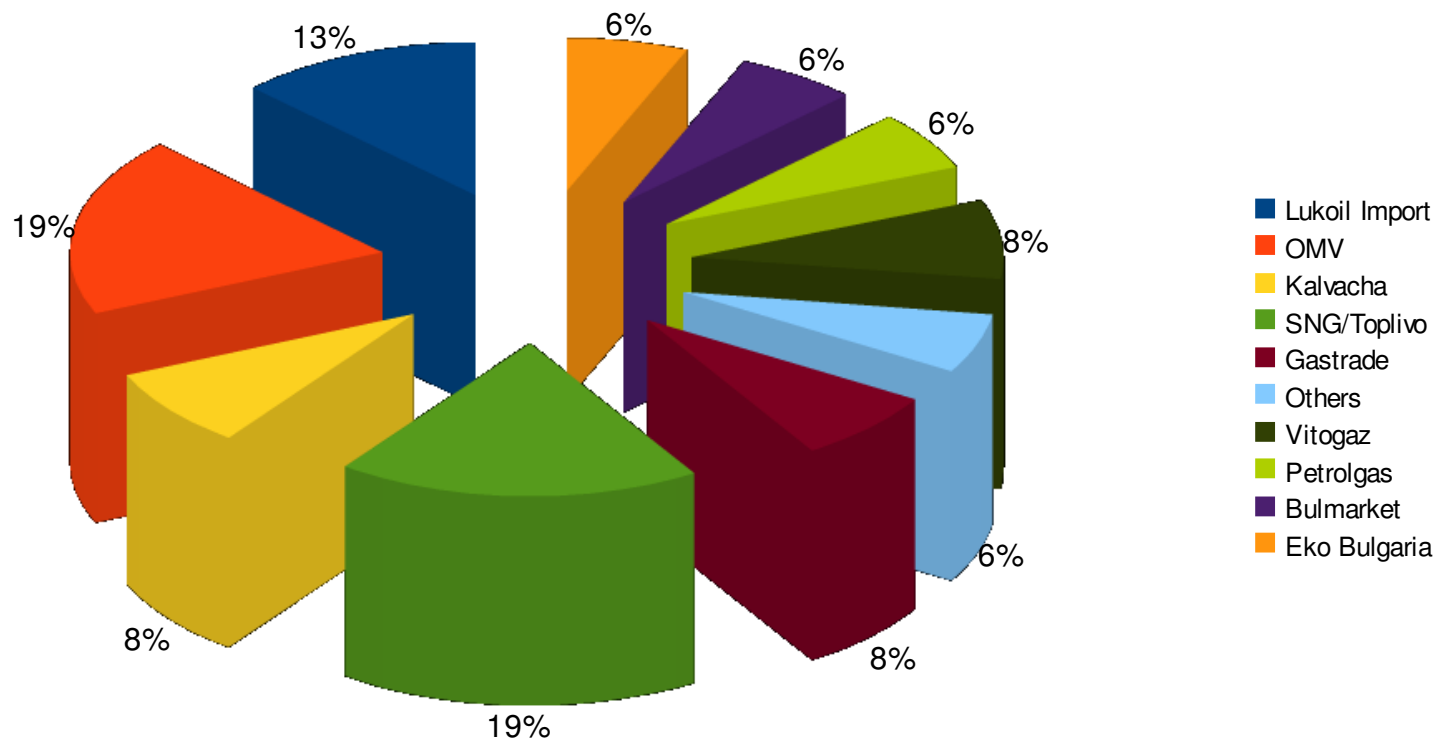
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Storage Capacity

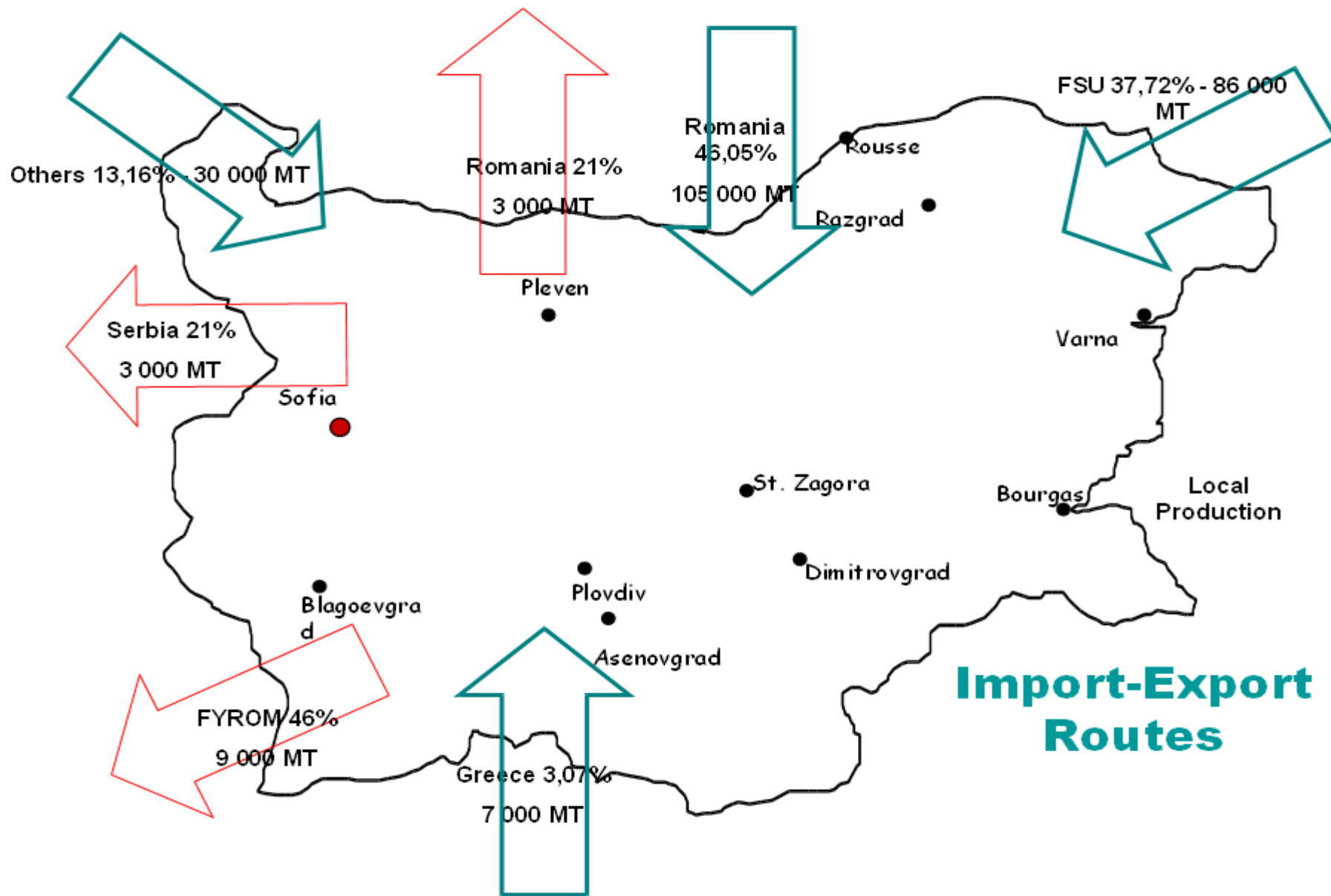


Import Share 2010



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Logistics

Primary:

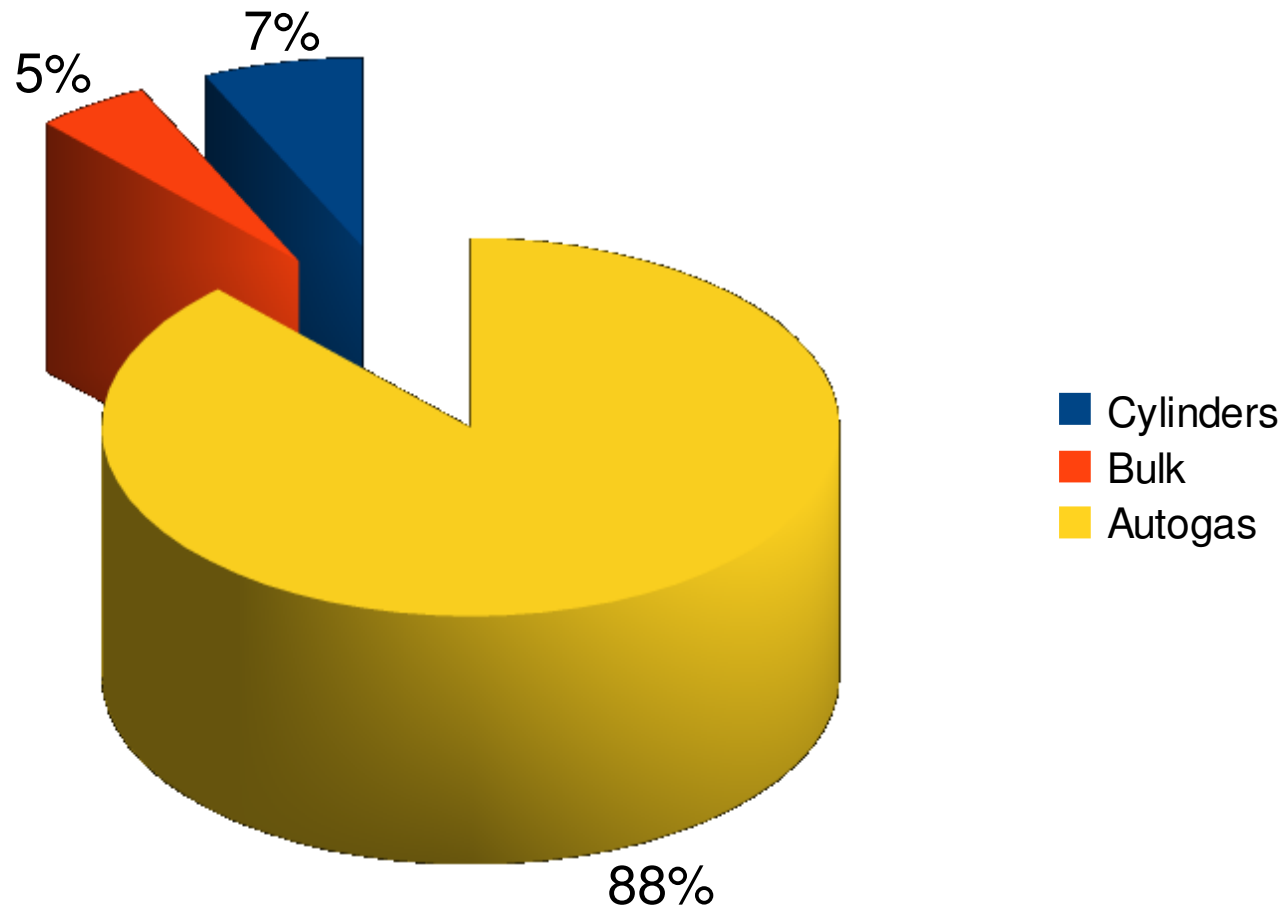
- RTC – 76%
- Marine transport – 5%
- Combined RTC by ferry – 14%
- Road transport mainly from Greece – 5%

Secondary:

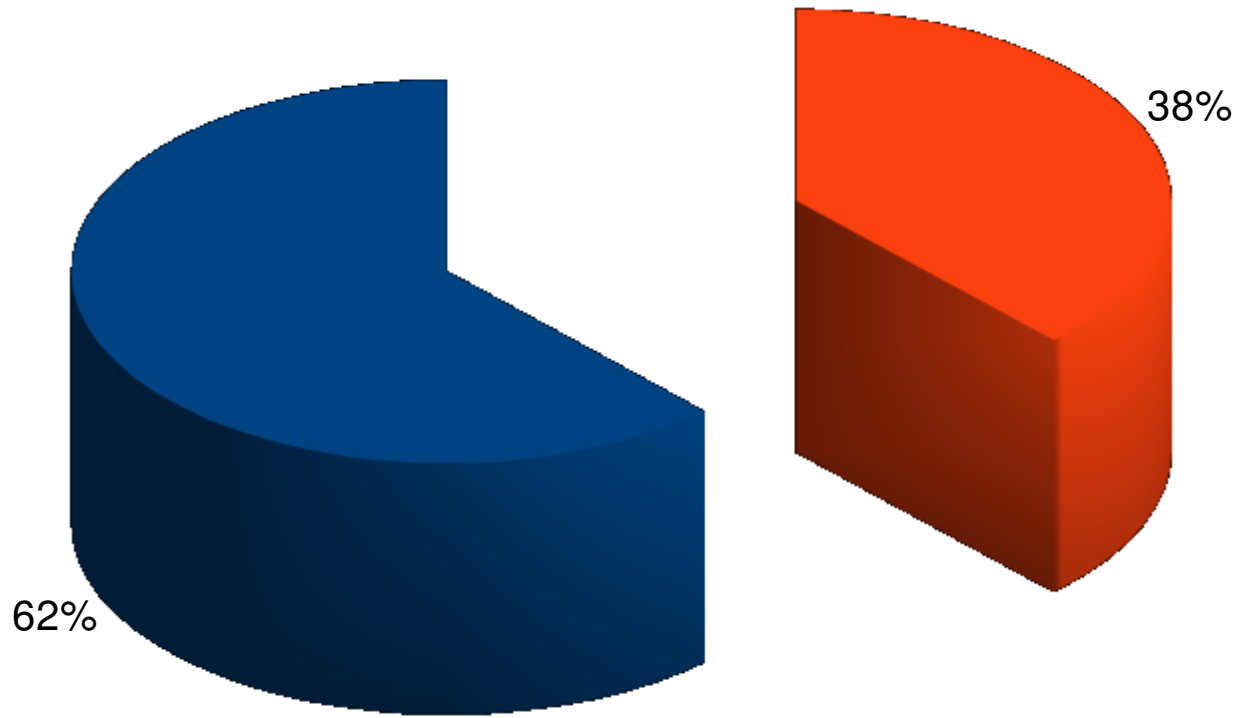
- Road transport 99%
- RTC 1%



LPG Market Segments



Autogas Market Share 2010



■ Retail Chains
(Lukoil, OMV,
Shell, Eko, Petrol,
Rompetrol)

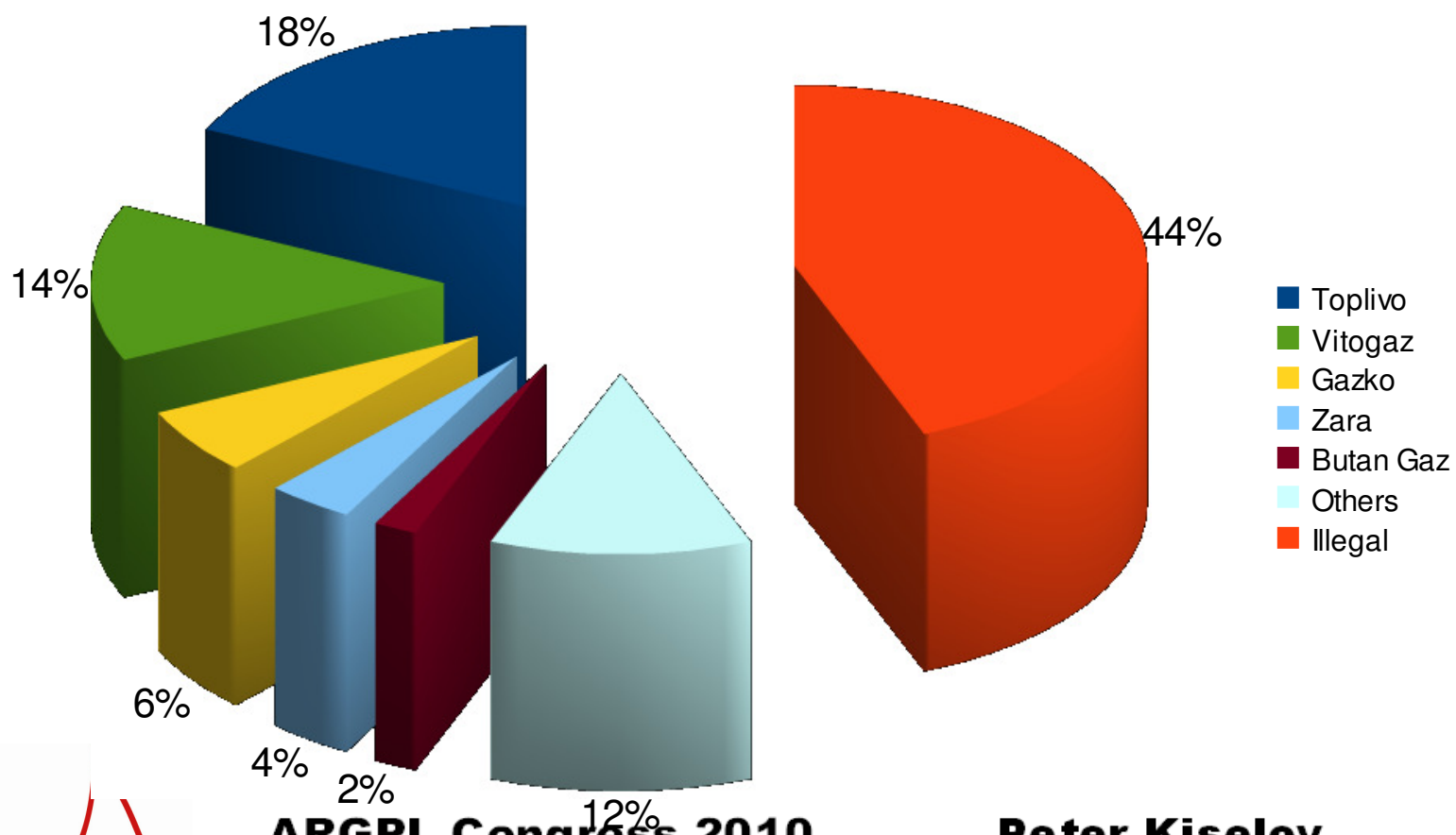
■ Independent Retail
Sites



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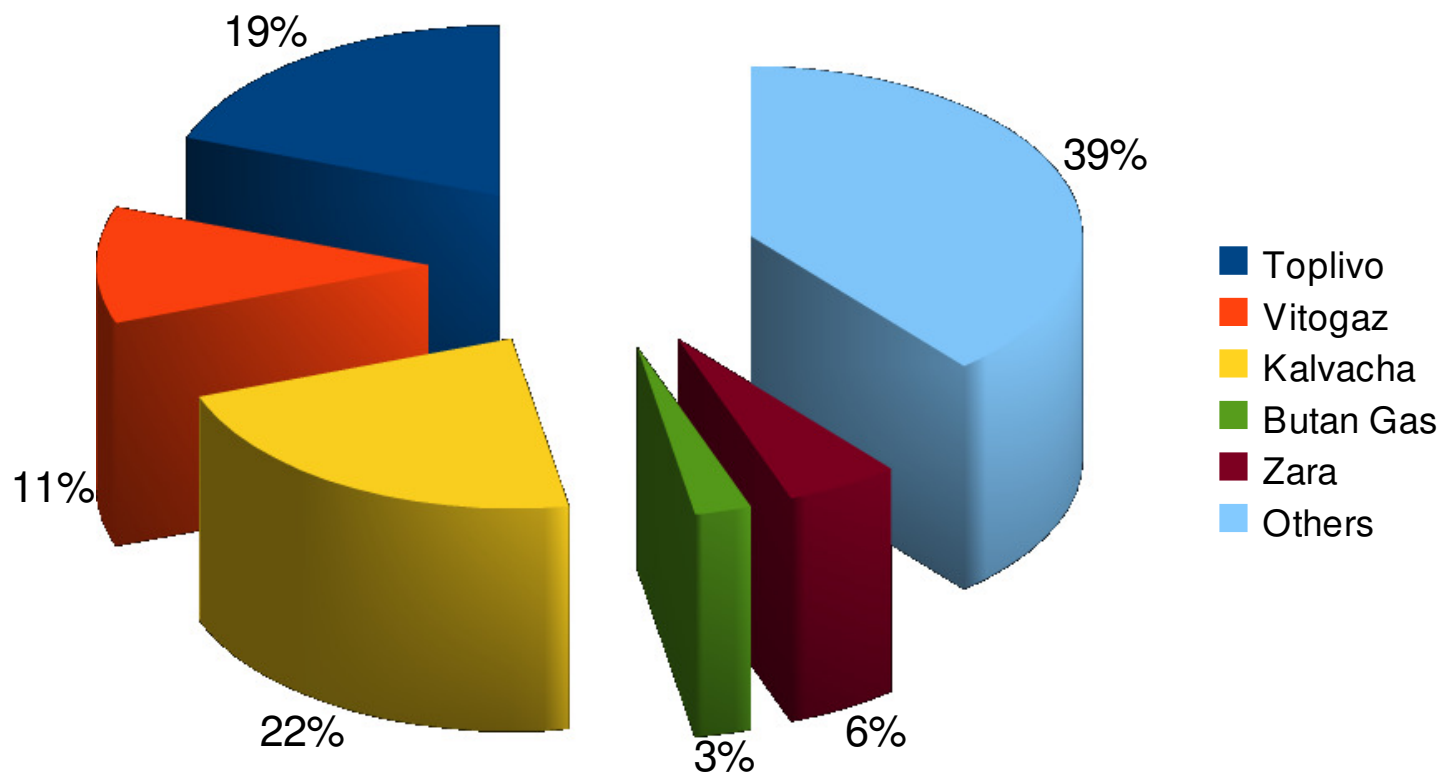
Cylinders Market Share 2010



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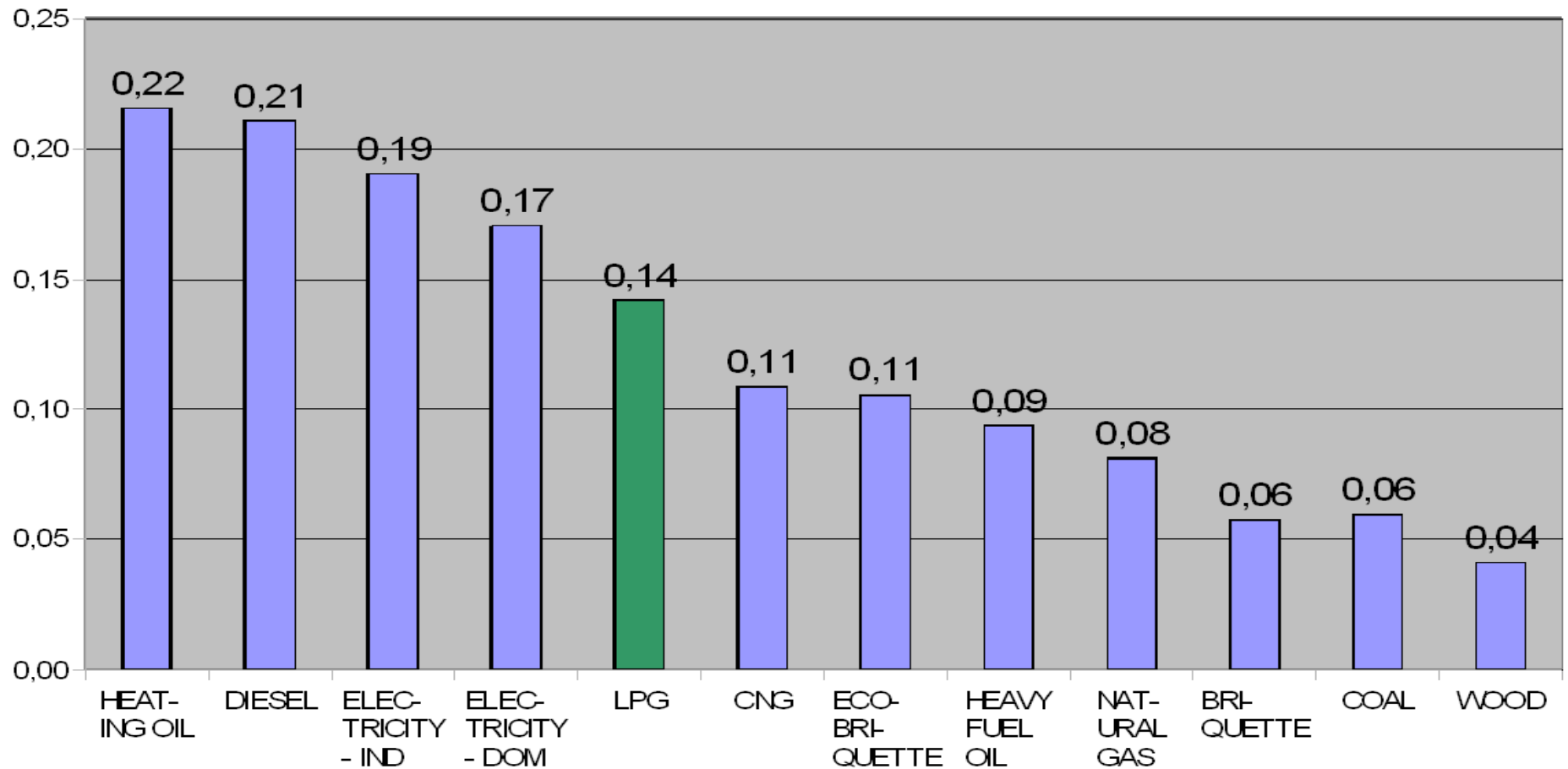
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Bulk Market Share 2010



Energy Comparison Prices 2010

Price of 1 kW



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Thank you for your attention!



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