



## Securing the nation's growth with clean fuel

### Omera LPG

The LPG industry serves as a cornerstone of Bangladesh's energy security, supporting millions of households and a rapidly growing industrial sector. Omera LPG COO Matheendra De Zoysa discusses navigating current market challenges and future strategic plans.

**The Daily Star (TDS):** How does Omera perceive the current competitive landscape in Bangladesh?

**Matheendra De Zoysa (MDZ):** Bangladesh's LPG industry is in crisis due to global supply shortages and the ongoing geo-political tension, which has caused major disruptions to global shipping routes. Recently, the global market experienced an unexpected price hike of \$240 per metric ton, resulting in a nearly 40% increase in local LPG prices. This volatility forces consumers to look for alternatives considering the switching cost, yet LPG will remain the most convenient and fastest mode of cooking for households. Additionally, the nation faces a severe supply gap: Bangladesh consumes 140,000-150,000 MTs monthly, but current supply averages only 90,000-110,000 MT.

**TDS:** Could you share Omera's current percentage split between household, commercial, and industrial users?

**MDZ:** Omera's current consumption split is heavily weighted toward the B2C (business-to-consumer) segment, which accounts for over 80% of sales. While the industrial and commercial sectors represent approximately 12% and 8%, respectively. Additionally, the B2B (business-to-business) segment remains promising due to ongoing natural gas supply constraints and growing expansion in the industrial sector.

**TDS:** What are the operational challenges in expanding the Auto-gas station network across the country?

**MDZ:** The rising price of fuel has led to a massive increase in the cost of logistics. As 16-ton tankers take 2-3 days for 300-400km trips to scattered AGS. Additionally, fuel accessibility has become a major hurdle. Beyond logistics, the industry faces a serious challenge regarding the unauthorized filling of consumer cylinders at auto gas stations.

**TDS:** What is your vision for Omera's role in Bangladesh's energy mix by 2030?

**MDZ:** Omera's vision is to establish itself as the pre-eminent energy corporation in Bangladesh through aggressive infrastructure development and strategic long-term investments. Omera recently acquired the French owned Totalgaz operation under its wings further strengthening the network and resource operations. The company recently launched the unique 5.5 kg "Omera Shohoj" an affordable, portable option for low-income users and students. Omera also provides rare 425 kg cylinders for bulk industrial use. Despite current market volatility and high costs, Omera remains confident in LPG's future and its commitment to ensuring a reliable national energy supply.

Interview conducted by Adrin Sarwar



**MATHEENDRA DE ZOYSA**

Chief Operating Officer  
Omera LPG

Safety is treated as a way of life with non-negotiable standards, particularly because the highly inflammable nature of LPG means even minor deviations can result in major disasters. To ensure the highest safety standards are maintained across the entire operation the company has deployed specialised safety teams at every plant to provide 24/7 oversight.

## Fresh LP Gas: Fuelling Bangladesh

Fresh LP Gas started operations in 2019 with a vision to provide uninterrupted, safe and reliable LPG solutions in Bangladesh. It established strong infrastructure with European technology, including a refilling and cylinder plant with 100,000 pcs monthly cylinder production capacity, two 2,000 MT LPG vessels and 6,000 MT LPG storage. By December 2026, storage will expand to 20,000 MT with two additional 2,000 MT vessels enhancing resilience.

Since 2019, the company has expanded across household, industrial, hotel & restaurant, and autogas segments. It ensures seamless supply to nearly 100 autogas stations and serves key industries such as textiles, garments, pharmaceuticals, ceramics, glass and steel. Continuing this growth trajectory, Meghna Fresh LPG Limited recorded the highest LPG import volume in the country in first six and a half months of FY 2025-26 (1 July 2025 to 14 January 2026), reflecting its strong market presence and operational capability.

Even during the challenging

crisis period over the past couple of months, uninterrupted LPG supply was ensured by fully utilising production and distribution capacity to serve consumers efficiently. Currently the company operates 4 refilling plants, 7 regional distribution centres, 3 direct distribution hubs and over 300 distributors nationwide, ensuring doorstep availability from Teknaf to Tetulia.

Fresh LP Gas ensures accurate cylinder weight and complies with American DOT-4BA-240 standards in cylinder production. Each cylinder undergoes stringent quality inspections and safety checks throughout production and maintenance cycles to ensure consistent reliability and safety.

"Fresh" is a reputed brand in

Bangladesh, backed by one of the leading business conglomerates, Meghna Group of Industries (MGI), which has helped Fresh LP Gas achieve notable awareness and acceptance among consumers across the country, further strengthening its credibility. Consistency in service delivery, quality assurance, safety, and strong market presence have positioned Fresh LP Gas as one of the most trusted LPG brands in Bangladesh.

With a continuous cylinder supply in the market, Fresh LP Gas is expanding into Bangladesh's untapped segment still dependent on traditional cooking fuels that are harmful to health and the environment. This initiative is driven by awareness campaigns and affordable pricing, supported from the beginning by significant subsidies on cylinder sales to encourage adoption.

With ongoing expansion and nationwide doorstep delivery at competitive pricing, growth of Fresh LP Gas is expected to continue. LPG will play a vital role in environmental balance and Bangladesh's shift toward cleaner energy.



# Powering THE PEOPLE PROPELLING THE ECONOMY

**Network:**  
Integrated Sea-River-Road Logistics

**Capacity:**  
Highest Import Capacity in Bangladesh  
**500,000 MT**

**Range:**  
Widest Range of SKUs Industrial Supplies & Autogas

**Fleet:**  
4 LPG Barges & 90+ Road Tankers

**OMERA SHOHOJ SMALL SIZE BIG IMPACT**