



20 - 22 September 2010 | Shangri-La Hotel | Singapore

Demand Recovery 

Partnerships
Growth Opportunities

KUALA LUMPUR 2012 WORLD GAS CONFERENCE

"The International Buyers and Sellers meet in Asia"

# "Changing Market Dynamics – Challenges & Opportunities"

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> 21<sup>st</sup> September 2010 Singapore





- 1. Introduction Brief on IGU
- 2. Global Energy Scenario until 2030
- 3. Changing Market Dynamics
- 4. Challenges & Opportunities
- 5. Closing Remarks





- Worldwide and non-profit organisation established in1931
- Promotes technical and economic progress of the gas industry
- Emphasising sound environmental performance worldwide
- Increased focus on strategic and policy issues
- Cooperation with IEA, United Nations, World Bank, IEF and others

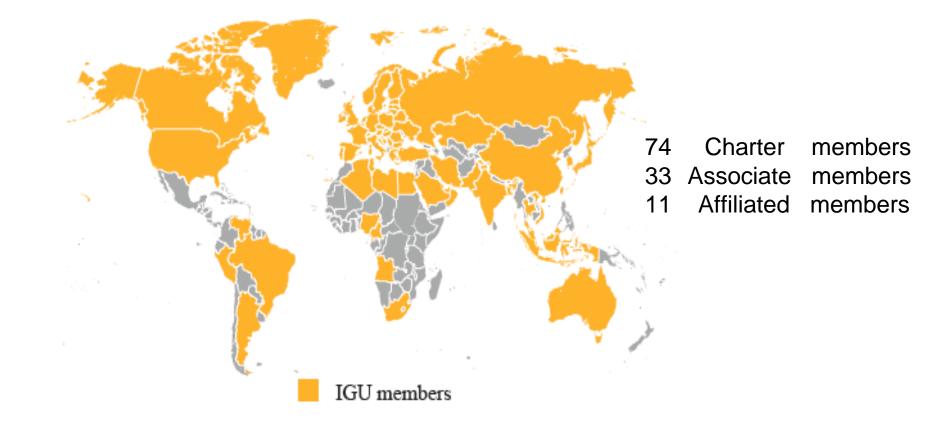


1. Introduction – Brief on IGU

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### IGU Members responsible for 95% of Global Gas Sales





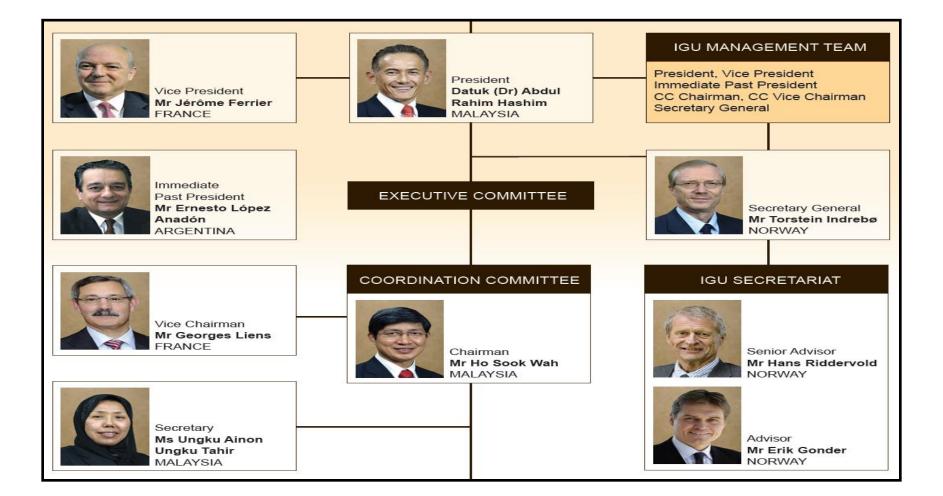


As of April 2010

1. Introduction - Brief on IGU

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### IGU Organisation Chart for the 2009 – 2012 Malaysian Triennium





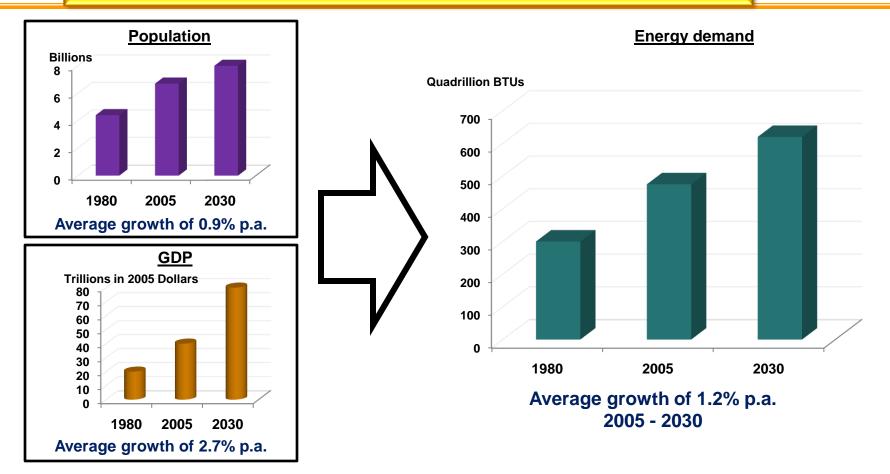
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#### Energy demand is expected to grow in the foreseeable future



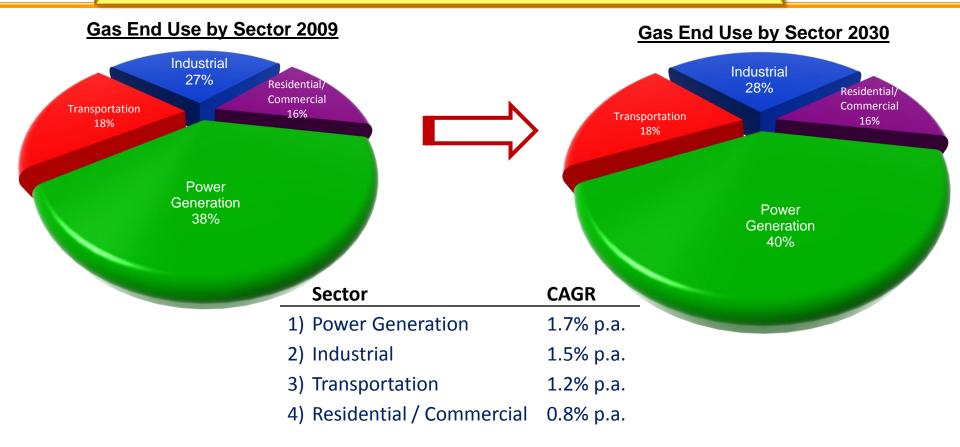


- World's population to increase from 6.7 billion today to 8.0 billion by 2030
- GDP to expand from USD 20 Trillion in 1980 to USD 80 Trillion by 2030
- The world will use 35% more energy by 2030 than in 2005 level!



### Power generation represents the largest and fast-growing sector





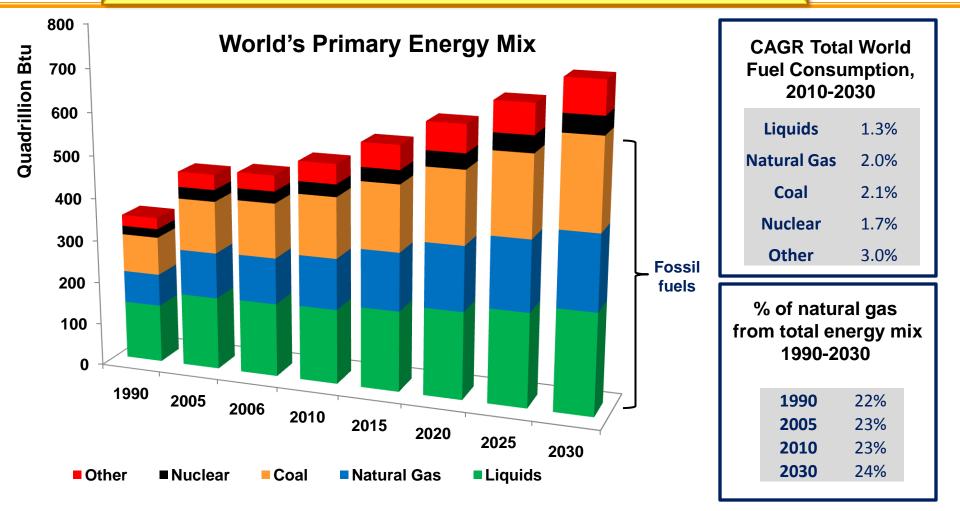
- This is due to a radical shift to use less-carbon-intensive fuels such as natural gas to generate electricity
- By 2030, it will account for 40% of all energy demand, representing 55% of the total growth in energy demand





### Fossil fuels will still dominate the 2030 energy mix





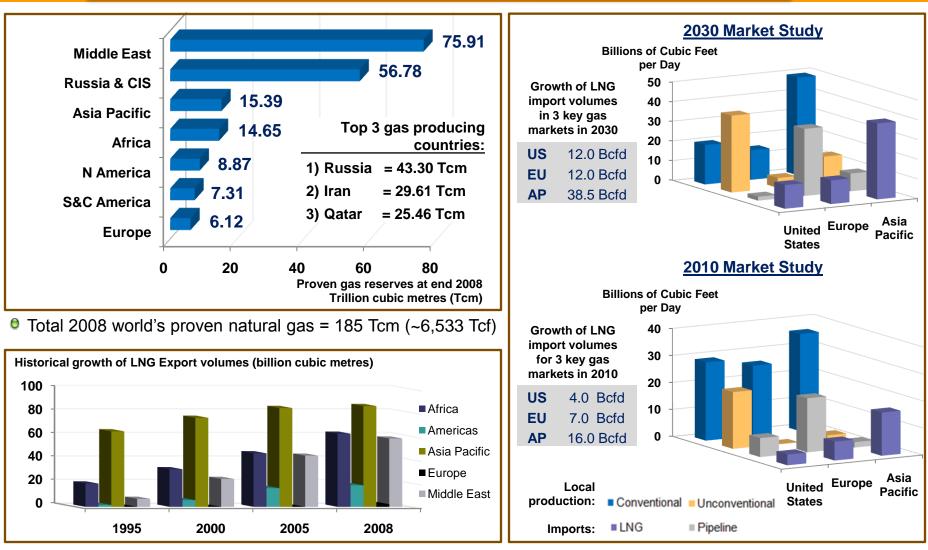
Natural gas is the fastest growing energy source.

By 2030, global natural gas demand will be 55% higher than it was in 2005!



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#### The world's outlook of natural gas supply - demand balance



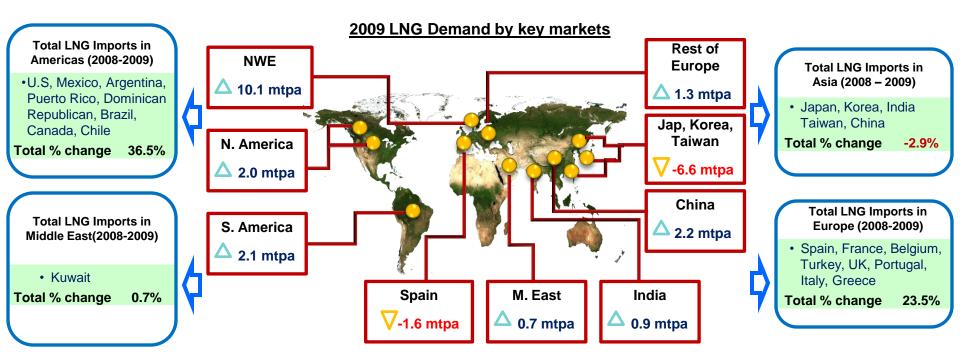
The global rise of LNG business is imperative to satisfy the world's rising energy demand!



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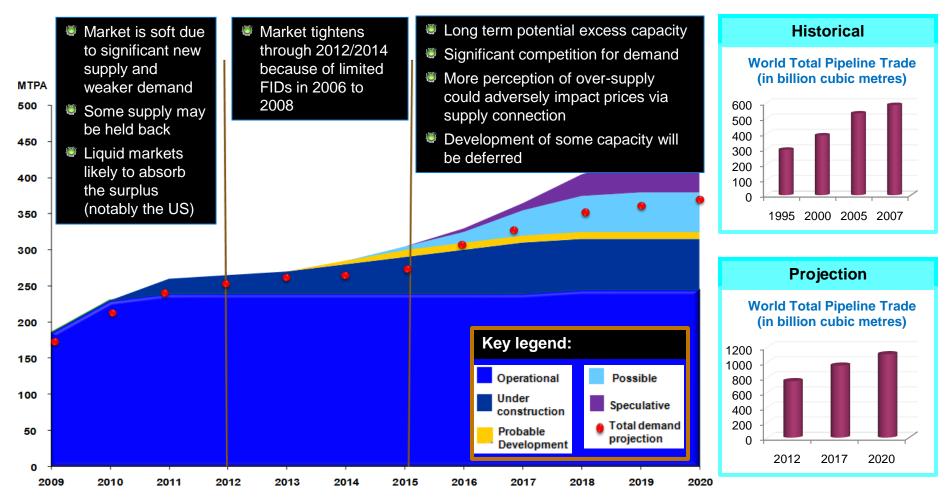
- Modest growth in total LNG imports of 5% was registered in 2009, notably in the Americas and Europe.
- The U.S market was seen as a safe anchor for LNG. Despite the robust U.S shale gas production, LNG cargoes still flowing notably in the north east enjoying a significant basis premium.
- Middle East has became an LNG demand centre.
- Spanish LNG demand has dropped significantly due to reduced consumption.
- The relatively strong LNG import growth in China and India (+3.1 MTPA combined) were insufficient to cushion the plunge in Japan, Korea & Taiwan (JKT) LNG imports.

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### The outlook of long term LNG supply – demand balance and its potential implications





The long-term view of the LNG industry especially in the LNG demand side looks more bearish than bullish!

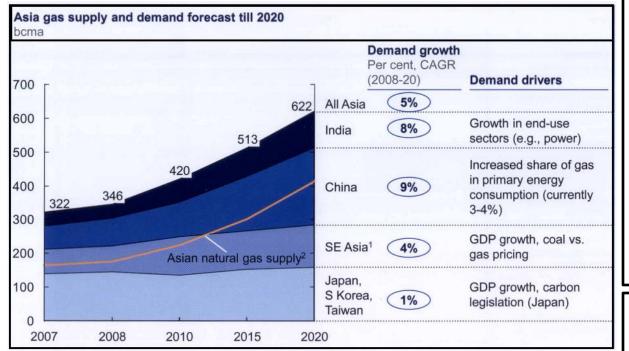
Could the LNG industry be classified as a cyclical business that has a habit of changing?



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### Asia will remain as key avenue to drive potential growth of gas demand and LNG

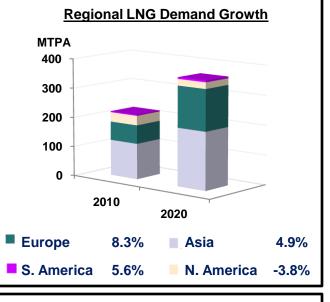




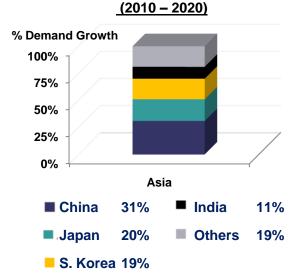
<sup>1</sup> Indonesia, Malaysia and Singapore

<sup>2</sup> Includes pipeline imports to China; excludes gas from Malaysia and Indonesia dedicated to intra-ASEAN LNG export

- Emerging Asia is likely to be the main growth market for gas globally, notably India and China with growth rate of 8% and 9% respectively.
- Asia is expected to remain the largest LNG consumer while Europe will experience the fastest pace of LNG growth.



Asia LNG Incremental Demand Growth



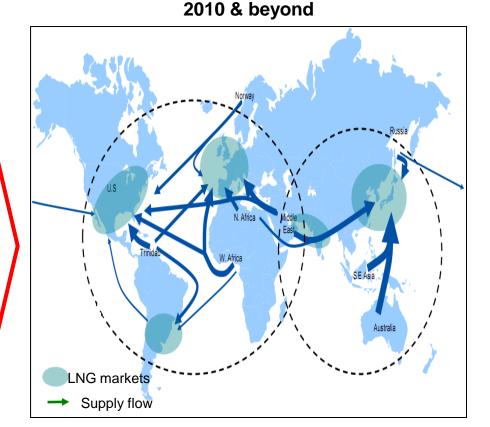


## The global LNG market is undergoing the transitional state of change



2009 LNG markets Supply flow

- Clear linkage between American, European, Middle East & Asian gas markets.
- Starting to open up access to LNG worldwide

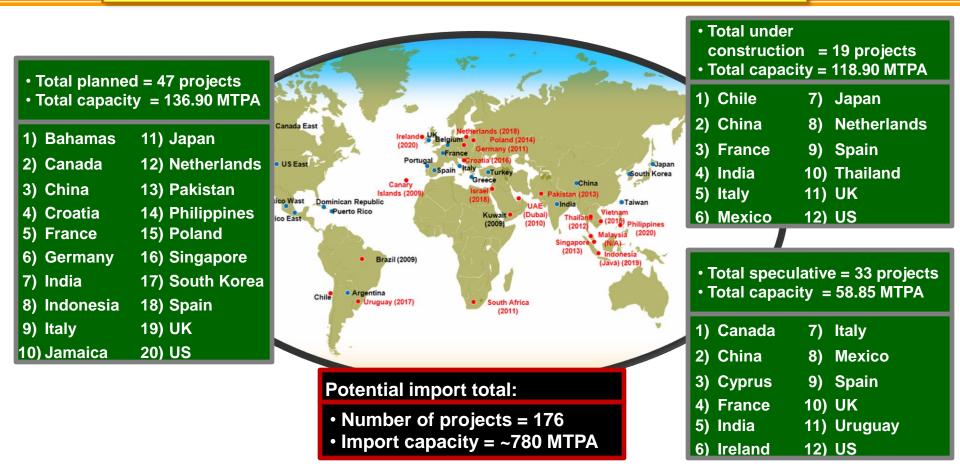


- Greater overlap between global LNG markets with ample LNG supply
- Wider access to gas market through LNG established



## The rising interest of developing regasification facilities worldwide





- Interest of importing LNG has increased significantly. Current regas capacity is about 470 MTPA. To date, a number of 75 projects which are located in 22 countries, exist and are in operation.
- If all project proposals come online, the figure could go as high as 780 MTPA by 2020 with an overall import terminals of 176 projects that are located in a total of 36 countries.







- Unprecedented demand growth and import needs are greater than expected.
- Potential impact from the unconventional gas development in key gas importing countries especially Asia and Europe.
- Unsure on the pace of LNG projects coming online.
- Uncertainty over the supplier's behaviour in channelling gas/LNG volume to end-customers



4. Challenges & Opportunities: Mitigating risks & challenges



### Strategic insights to ponder



- Opportunities to become LNG volume offtakers that may bolster supply position.
- Enhance capabilities towards unconventional gas sector through selective pursuit of regional opportunities.
- Continuously build and enhance technical know-how in stranded gas technologies (particularly FLNG) to broaden global gas portfolio



4. Challenges & Opportunities: Harnessing potential opportunities



5. Closing Remarks

### **IGU Messages on Natural Gas**



It is abundant, affordable and acceptable
Clean, efficient, versatile and environmental friendly fuel
Continue to play a substantial role in global energy demand
Basis for sustainable economic growth







Natural gas – major part of the long term energy solution





#### 5. Closing Remarks

### The 25<sup>th</sup> World Gas Conference







### **THANK YOU FOR YOUR KIND ATTENTION !**

