

## LNG IMPORTERS NEGOTIATING FOR BETTER PRICES

New Delhi, Jan. 26:

India's liquefied natural gas (LNG) importers are holding up some deals spanning decades as they push to lock in cheaper prices, hoping that a surge in supply will tilt negotiations in their favour.

Major buyers including Gail India and Bharat Petroleum Corp. have been pushing for lower prices and more flexible long-term contracts, leaving discussions with LNG producers stalled for more than a year, according to people familiar with the matter. That approach could be rewarded if prices drop as new projects from the US to Qatar come online.

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However, the country has struggled to progress toward the target due in part to LNG being too expensive for consumers.

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"India's LNG imports to have upside from upcoming supply wave. As affordable LNG becomes available, the city gas sector will lead consumption growth along with non-fertilizer industrial demand," said Keshav Sumeet, a LNG analyst at Energy Aspects. — *Bloomberg*

# LNG buyers stall deals as they await record supply wave

**Bloomberg**

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The talks will be a key topic at the India Energy Week, which kicks off on Tuesday and will be attended by major producers, including Abu Dhabi National Oil Co and TotalEnergies SE. These companies have invested billions of dollars in export plants and new supply on the bet that demand in Asia, including India, will rise for years as the region powers fast-growing industries and transitions away from dirtier fossil fuels.

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That dynamic could begin to shift. Global LNG capacity is set to rise by about 50 per cent by the end of the decade. Indian buyers are looking for long-term supply contracts from around 2028, near when that wave peaks, according to the people who asked not to be named as they aren't authorized to speak with media.

Gail and BPCL didn't respond to a request for comment. India's LNG imports have a "meaningful upside from the upcoming supply wave," said Keshav Sumeet, a senior LNG analyst at Energy Aspects. "The city gas sector will lead consumption growth along with non-fertilizer industrial demand, as affordable LNG becomes available."