



US LNG vs Russian pipe gas: impact on prices



Energetika – St Petersburg – 9 Nov. 17

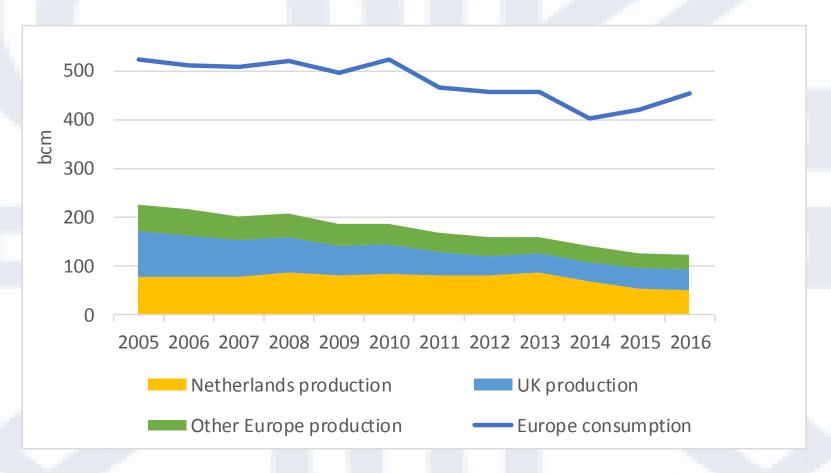


Facts vs Fake news

		Facts	Fake News
Production	Russian gas: the least costly	\	
	US LNG: more costly than Russian gas		
Prices	Always linked to the cost of marginal unit		×
Nord Stream 1	Cheaper than transiting via Ukraine	\	
	Lower European prices in 2011		×
US LNG	Lower European prices in 2016	\	
Nord Stream 2	Cheaper than transiting via Ukraine		
	Higher market share for Gazprom	\	
	Higher market power for Gazprom		
	Lower prices?		



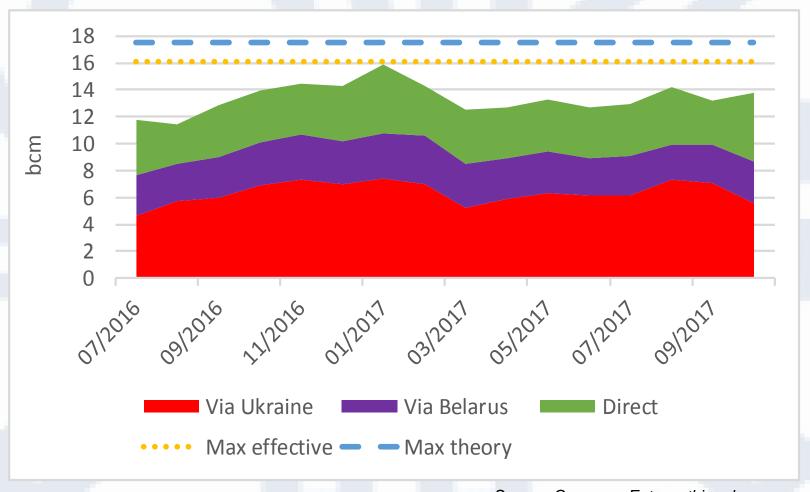
Europe import needs at record high



Source: IEA, JODI, thierrybros.com



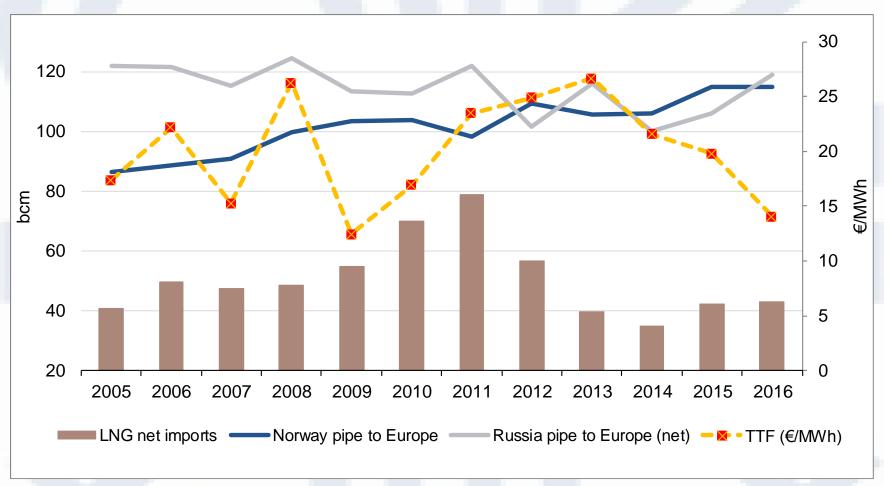
Gazprom doesn't flood EU



Source: Gazprom, Entsog, thierrybros.com



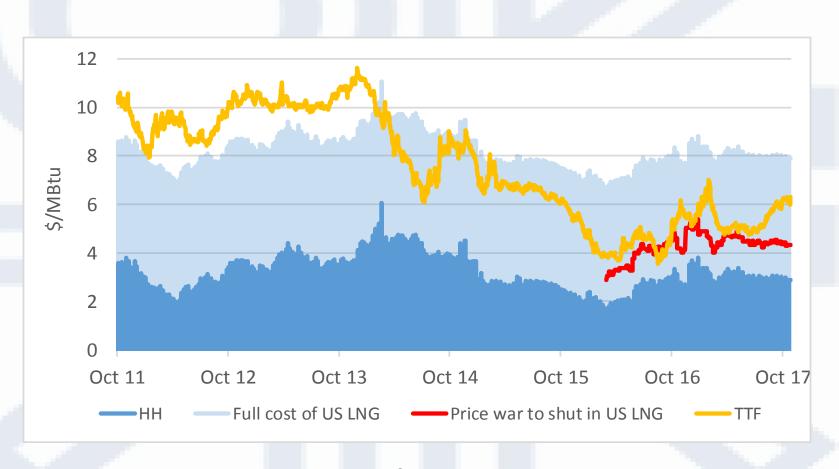
LNG, pipe imports & prices



Source: thierrybros.com, IEA, Argus



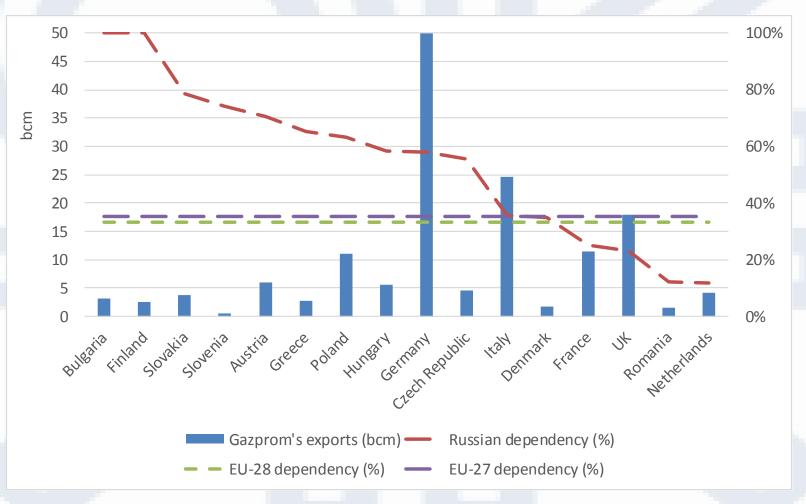
US LNG vs Russian pipe - Prices



Source: Argus, thierrybros.com



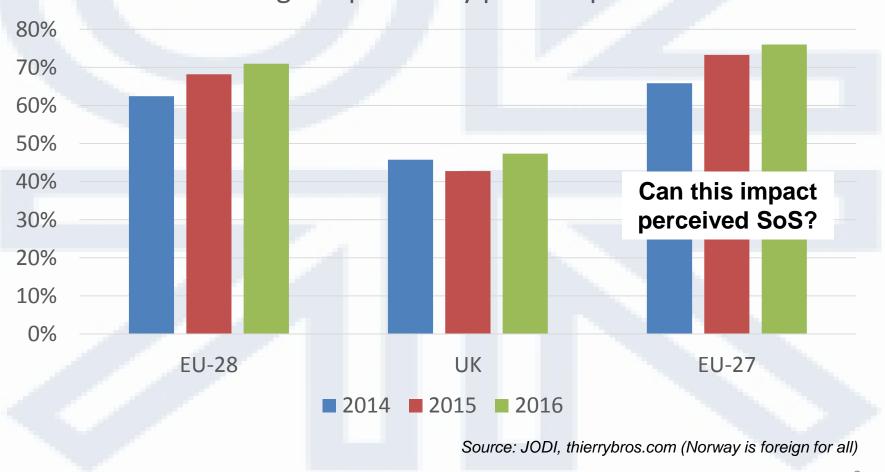
Gazprom exports and Europe dependency





Brexit's impact on foreign dependency

Total foreign dependency pre and post-Brexit





3 options for the Norway/Russia duopoly to manage prices

High

7\$/Mbtu min

- Tightening supply Increasing producers' rent
- Demand destruction but no impact on exports
- 2012-2013
- Prompted new FIDs

Med.

c.5.5\$/Mbtu

- Swinging supply
- Since 2014
- Most profitable in the long term

Low

4.5\$/Mbtu max

- Use of spare capacity
- Price war to shut in US LNG
- Lower revenues
- Can be done sporadically



Thank you



Source: Gazprom, thierrybros.com