



## **LNG SUPPLIES FOR ASIAN MARKETS (LNGA) 2019**

*From Regional to Global: Convergence of LNG Markets and  
Implications for Asia*

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### **Press Clipping**

The West Australian- 6 March 2019

#### **Woodside backs Perth LNG trading start-ups GLX and Gastrayda**

**Peter Milne** The West Australian  
Wednesday, 6 March 2019

Woodside is promoting the LNG market's move to smaller, shorter and more flexible contracts by backing two Perth trading start-ups.

Woodside chief executive Peter Coleman told an LNG conference in Singapore today that the trend for LNG to be sold to large portfolio players such as Shell, ExxonMobil and BP had helped projects get sanctioned but could shut smaller buyers out of the market.

"If the commoditisation of the market is overtaken by consolidation, there is a risk that the lowest cost supply will be soaked up by the large portfolio players," he said.

Mr Coleman said trading platforms could help smaller buyers find LNG and Woodside has decided to support two of these platforms.

The LNG specialist today announced it had taken an equity interest in the Damien Criddle-led GLX, an LNG trading platform launched in 2016 which now has 55 members from around the world.

Woodside has also bought the option to invest in Gastrayda, which is preparing to launch a platform that caters for the complex pricing associated with LNG cargoes and enables real-time comparison of competing cargo options.

Mr Coleman said as the LNG market evolved Woodside saw a place for long-term and mid-term contracts as well as efficient spot trading on technologically advanced platforms.

"These sorts of platforms provide an additional tool for producers to market and manage their volumes and for buyers to manage their supply requirements," he said.