

2 May 2024

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Publication date: 08 January 2015

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ISSN: 0964-8496

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The Gas Strategies Interview: Jean Abiteboul, president of Cheniere Supply & Marketing

Cheniere began 2015 on a positive note after US regulators approved its 13.5 mtpa Corpus Christi LNG plant, leap-frogging the project ahead of its competitors. Corpus Christi, together with Sabine Pass – Cheniere's flagship project and the first to liquefy abundant, cheap US shale gas for export – are testament to a new form of business in the LNG industry. According to Cheniere Supply and Marketing president Jean Abiteboul, these projects have introduced a higher degree of offtaking flexibility, which will help companies to better hedge against demand or price risks. These new flexible options, plus the allure of cheap US gas, have attracted less experienced players to the LNG game. But entering the industry has its challenges – not least operational, as the US has learnt. However, at a time when even traditional European utilities are willing to gamble on LNG trade, those who embrace change could emerge as the new winners.



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