



Tier-2 Chinese LNG Player Profiles

The emerging second tier Chinese LNG players have increasingly become the targeted customers of new global LNG supply. In contrast to Asian legacy buyers, these emerging players have different sets of demand characteristics, infrastructure challenges and professional capabilities.

In this service, SIA provides insights and intelligence on leading Tier-2 Chinese LNG buyers, based on dozens of consulting engagements in this market and unparalleled contacts with policy makers and frontier industry players.

This service will help clients understand Tier-2 players' gas value chain positions, growth strategies, infrastructure access, import appetite, execution capability, partnership opportunities and suggested risk mitigation plans.

Understand Tier-2 Chinese LNG players' portfolios, strategies and challenges today and tomorrow

At a Glance

The service delivers analytical reports in PowerPoint presentations, data in Excel and concise commentaries in PDF, and includes year-round access to our team in Beijing.

Company Coverage (A-Z)*

Beijing Energy	Guanghui Energy
Beijing Gas	Guangzhou Gas
ENN	Huadian
GCL	JOVO
Guangdong Yudean	Shenzhen Gas

* SIA Energy will adjust the above company coverage by adding or removing players as the industry competitive landscape change over time.

Service Deliverables

Service deliverables include an Overview Report as well as 10 detailed companies profiles and datasheets updated on annual basis, and ad hoc SIA Commentaries. All deliverables are in English only.

Overview of Tier-2 Chinese LNG Players

- Tier-2 players by peer group
- Tier-2 players' strengths and weaknesses versus Chinese NOCs
- Policy support of Tier-2 players: LNG terminal approval and imports
- Tier-2 players' third-party access summary
- Benchmarking Tier-2 players' LNG import terminal conditions—expected online time, LNG storage size, whether it can receive standard-sized ships
- Benchmarking Tier-2 players' gas value chain presence
- Tier-2 players' long-term import contracts summary
- 2030 LNG import forecast: existing contracts and additional demand

Deep Dive on Leading Tier-2 Chinese LNG Players

- Company overview: background, organizational structure, presence in gas value chain, gas sector development strategy
- Upstream strategy: conventional E&P, shale gas
- LNG import strategy: effective HOAs/SPAs (contract type, entered year, contract period, volume, gas source, pricing, shipping, destination terms), LNG procurement appetite and capability
- Gas infrastructure investment: LNG receiving terminals, pipelines, land-based LNG
- Downstream strategy: city-gas, gas power, refueling
- Power mapping and key personnel in LNG business (contact information will be provided at Client's request)
- Summary and conclusion: strengths and weaknesses; import appetite; execution capability; partnership opportunities and suggested risk mitigation plans

Company Datasheets

- Data behind all the graphs in each player profile

SIA Commentary

Concise memos covering the following topics:

- Key milestones of infrastructure development and LNG contracting
- Major shifts in the competitive landscape and company strategies
- Highlights in company operational and financial performance

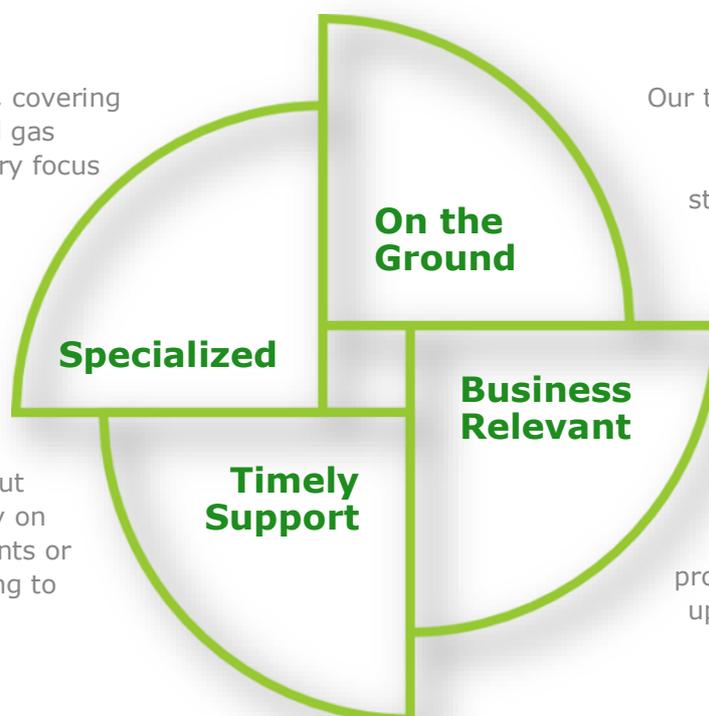
How the Company Strategy Service can help you

- Understand drivers, priorities, business models, asset portfolios, strengths and weaknesses of Tier-2 Chinese LNG players
- Follow milestones of infrastructure development and LNG contracting of Tier-2 Chinese LNG players
- Identify partnership opportunities with Tier-2 Chinese LNG players and develop effective engagement strategies

Why SIA Energy

Founded in Beijing, covering the Chinese oil and gas sector is our primary focus

Our team interacts regularly with policy makers and industry players—state-owned and private, large and small, foreign and domestic



Whether sending out timely commentary on market developments or promptly responding to your inquiries, we understand time is important

In both our analysis and follow-up to client inquiries, we aim to provide you with the most up-to-date and business-relevant insights

About SIA Energy

Unparalleled insight — from China, for China

SIA Energy is a professional service firm providing insightful analysis on the Chinese energy market, policy and company strategies. We advise on the entire oil and gas value chain of activities for foreign firms looking to enter or grow in China and Chinese firms expanding abroad.

Active in the oil and gas industry, we interact daily with market players and policy makers. Our Beijing team of internationally-experienced professionals is dedicated to providing clients with local insight and perspective that is supported by trusted data and adds unique value to your business.

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