

## SolarTech Power Solutions

# Cambodia energy storage tank price comparison



## Overview

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Why is Cambodia struggling to access affordable LNG supplies?

Other countries in the region, reliant on LNG imports, have seen global market disruptions impair energy security and affordability. As a potential new market entrant with limited bargaining power, uncertain gas requirements, and a lower demand profile, Cambodia could struggle to access affordable LNG supplies.

How do new buyers buy LNG in Cambodia?

New buyers like Cambodia typically acquire LNG in two ways. LNG can be purchased from spot markets or through multi-year contracts, which establish volumes and pricing methods over the contract term. Each option entails various risks for energy security and cost that are critical for Cambodia.

Will LNG compete with other energy sources in Cambodia?

Even if global prices fall, LNG is highly unlikely to compete with other sources of energy in Cambodia, including solar, wind, hydropower, and coal. Cambodia is especially likely to pay above-market rates for its LNG supplies as a potential new market entrant with limited bargaining power, uncertain LNG requirements, and lower demand.

Should Cambodia scale its LNG project aspirations?

Cambodia must scale its LNG project aspirations so that LNG-fired power does not put the government's energy goals out of reach. Doing so would allow stakeholders to pursue LNG contracts and infrastructure plans that are best-suited to deliver Cambodia's energy objectives.

Will Cambodia pay a premium on gas prices in 2022?

This exceeds Cambodia's entire 2022 coal import bill. Cambodia could pay a premium on current prices and struggle to access affordable LNG supplies because it's a new market entrant with limited bargaining power, uncertain

gas requirements and a lower demand profile.

Why does Cambodia have a 'take-or-pay' policy on LNG deliveries?

This reduces price volatility, narrowing the cost range of LNG cargo deliveries. However, contracts also stipulate rigid “take-or-pay” terms, meaning Cambodia must either “take” the LNG or “pay” a penalty if the LNG is not needed.

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