

# How to buy energy more competitively in Singapore

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# How to buy energy more competitively in Singapore

This archived webinar addressed energy purchasing for large users in Singapore. It was held on 23 June 2020, so its market observations are historical rather than a current price forecast.

## What the webinar covered

The programme discussed oil and gas market conditions, their effect on electricity prices, solar power purchase agreements and approaches to contracting for electricity. Energy cost and emissions goals were considered together for industrial users.

Open the webinar archive for its recording and presentation material . Check current market terms before using historical examples in a procurement decision.

## Related pages

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### What was the topic of Northmore Gordon's webinar covered on this page?

The webinar was titled 'Energy outlook for large users in Singapore.' It covered market trends in oil and gas, how those trends affect electricity prices in Singapore, solar power purchase agreements, and ways to better contract for electricity. The session brought together expertise in commodity markets, renewable energy solutions, and energy procurement strategy to help industrial businesses understand the forces shaping Singapore's energy market and identify practical levers for improving their purchasing outcomes within the island's regulated electricity environment.

### Why does energy purchasing matter so much for businesses in Singapore's industrial sector?

The industrial sector in Singapore accounts for over 70% of the nation's final energy consumption. For businesses competing in this sector, energy represents a significant operating cost, and there is added pressure to do more with less while also reducing greenhouse gas emissions. Strategic purchasing decisions directly affect profitability and competitiveness. Combined with mandatory energy-management obligations under the Energy Conservation Act, industrial businesses must align purchasing strategy with efficiency improvements and regulatory reporting requirements to optimize total energy costs and maintain compliance.

### What key topics were discussed in the webinar?

The webinar covered three key topics: (1) Oil and gas market trends and their impact on Singapore electricity prices; (2) Solar power purchase agreements for large users in Southeast Asia, including cost-effectiveness, success factors, and how energy-as-a-service models can integrate energy

efficiency and demand management; and (3) Electricity contract options for large users in Singapore, exploring smarter and cheaper contracting approaches that go beyond simple fixed-price comparison and discount-off-tariff approaches. This integrated view helps businesses understand both renewable alternatives and conventional purchasing optimization.

### Who were the featured speakers at the webinar?

The featured speakers were Clyde Russell covering Asia commodities; Tony Fullelove, Director of Delivery at Blueleaf Energy; and Cheryl Bowler, Principal Consultant, Energy Markets at Northmore Gordon. This combination of expertise brought together commodity market analysis, renewable energy and energy-as-a-service delivery experience, and specialized knowledge of Singapore's energy market conditions and purchasing opportunities. The speaker panel reflected the multidisciplinary approach required to advise industrial businesses on competitive energy purchasing within Singapore's specific regulatory and commercial context.

### When was the webinar held and where can I access the recording and slides?

The webinar was held on Tuesday 23 June 2020 from 1:00–2:00 PM (SGT). Although the event is over, the speaker presentation PDF and a Zoom recording are available on the page. These materials remain valuable reference resources for understanding the energy market context, solar procurement options, and electricity contracting strategies discussed by the speakers. Accessing the archived materials allows businesses to review specific topics at their own pace and use the content to inform their purchasing strategy development.

### How can Northmore Gordon help industrial businesses in Singapore improve their energy purchasing strategy?

We provide Singapore energy-efficiency assessments, energy audits, feasibility studies, and procurement strategy development tailored to facility operating constraints. We connect engineering assessment of efficiency opportunities with market knowledge and purchasing options, helping businesses understand how operational improvements affect energy requirements and contract negotiations. Beyond webinar insights, we work with facilities to establish baselines, identify competitive purchasing opportunities aligned with efficiency gains, and develop contracts that support both cost reduction and mandatory energy-management compliance under NEA requirements.

### What are Singapore's industrial energy-management obligations, and how do they relate to energy purchasing?

Singapore's Energy Conservation Act requires existing industrial facilities with energy use reaching 54 terajoules in at least two of the preceding three calendar years to register with the National Environment Agency, appoint an energy manager, report energy use, and plan efficiency improvements. These mandatory obligations establish a framework within which purchasing strategies must operate. Understanding registration requirements, reporting responsibilities, and efficiency-improvement obligations is essential when developing procurement contracts, as they influence data collection needs, performance monitoring requirements, and the business case for energy efficiency investments that reduce total consumption and purchasing costs.

### What is the relationship between energy efficiency and competitive energy purchasing for Singapore businesses?

Energy-as-a-service models discussed in the webinar integrate energy efficiency improvements, demand management, and renewable energy procurement into coordinated strategies. By reducing consumption through efficiency measures, businesses lower their total energy spend and improve their negotiating position in purchasing discussions. Our approach combines engineering assessment of efficiency opportunities with procurement strategy and market knowledge, helping businesses understand how investments in audits, equipment upgrades, and operational improvements directly

support competitive purchasing outcomes and create a stronger foundation for contract negotiations in Singapore's energy market.