



Kurzvortrag

LNG als Teil der Mobilität in Europa

Emissionen im Schwerlastverkehr
wirtschaftlich senken

Jens Müller-Belau

Energy Transition Manager Germany



Definitions & cautionary note

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate legal entities. In this presentation “Shell”, “Shell group” and “Royal Dutch Shell” are sometimes used for convenience where references are made to Royal Dutch Shell plc and its subsidiaries in general. Likewise, the words “we”, “us” and “our” are also used to refer to subsidiaries in general or to those who work for them. These expressions are also used where no useful purpose is served by identifying the particular company or companies. “Subsidiaries”, “Shell subsidiaries” and “Shell companies” as used in this presentation refer to companies over which Royal Dutch Shell plc either directly or indirectly has control. Entities and unincorporated arrangements over which Shell has joint control are generally referred to as “joint ventures” and “joint operations” respectively. Entities over which Shell has significant influence but neither control nor joint control are referred to as “associates”. The term “Shell interest” is used for convenience to indicate the direct and/or indirect ownership interest held by Shell in a venture, partnership or company, after exclusion of all third-party interest.

This presentation contains forward-looking statements concerning the financial condition, results of operations and businesses of Royal Dutch Shell. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. Forward-looking statements are statements of future expectations that are based on management’s current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. Forward-looking statements include, among other things, statements concerning the potential exposure of Royal Dutch Shell to market risks and statements expressing management’s expectations, beliefs, estimates, forecasts, projections and assumptions. These forward-looking statements are identified by their use of terms and phrases such as “anticipate”, “believe”, “could”, “estimate”, “expect”, “goals”, “intend”, “may”, “objectives”, “outlook”, “plan”, “probably”, “project”, “risks”, “schedule”, “seek”, “should”, “target”, “will” and similar terms and phrases. There are a number of factors that could affect the future operations of Royal Dutch Shell and could cause those results to differ materially from those expressed in the forward-looking statements included in this presentation, including (without limitation): (a) price fluctuations in crude oil and natural gas; (b) changes in demand for Shell’s products; (c) currency fluctuations; (d) drilling and production results; (e) reserves estimates; (f) loss of market share and industry competition; (g) environmental and physical risks; (h) risks associated with the identification of suitable potential acquisition properties and targets, and successful negotiation and completion of such transactions; (i) the risk of doing business in developing countries and countries subject to international sanctions; (j) legislative, fiscal and regulatory developments including regulatory measures addressing climate change; (k) economic and financial market conditions in various countries and regions; (l) political risks, including the risks of expropriation and renegotiation of the terms of contracts with governmental entities, delays or advancements in the approval of projects and delays in the reimbursement for shared costs; and (m) changes in trading conditions. No assurance is provided that future dividend payments will match or exceed previous dividend payments. All forward-looking statements contained in this presentation are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Additional risk factors that may affect future results are contained in Royal Dutch Shell’s Form 20-F for the year ended December 31, 2017 (available at www.shell.com/investor and www.sec.gov). These risk factors also expressly qualify all forward-looking statements contained in this presentation and should be considered by the reader. Each forward-looking statement speaks only as of the date of this presentation, April, 11th 2018. Neither Royal Dutch Shell plc nor any of its subsidiaries undertake any obligation to publicly update or revise any forward-looking statement as a result of new information, future events or other information. In light of these risks, results could differ materially from those stated, implied or inferred from the forward-looking statements contained in this presentation.

We may have used certain terms, such as resources, in this presentation that United States Securities and Exchange Commission (SEC) strictly prohibits us from including in our filings with the SEC. U.S. investors are urged to consider closely the disclosure in our Form 20-F, File No 1-32575, available on the SEC website www.sec.gov. You can also obtain this form from the SEC by calling 1-800-SEC-0330.

Möglichkeiten für Shell als aktiver Partner in der Energiewende

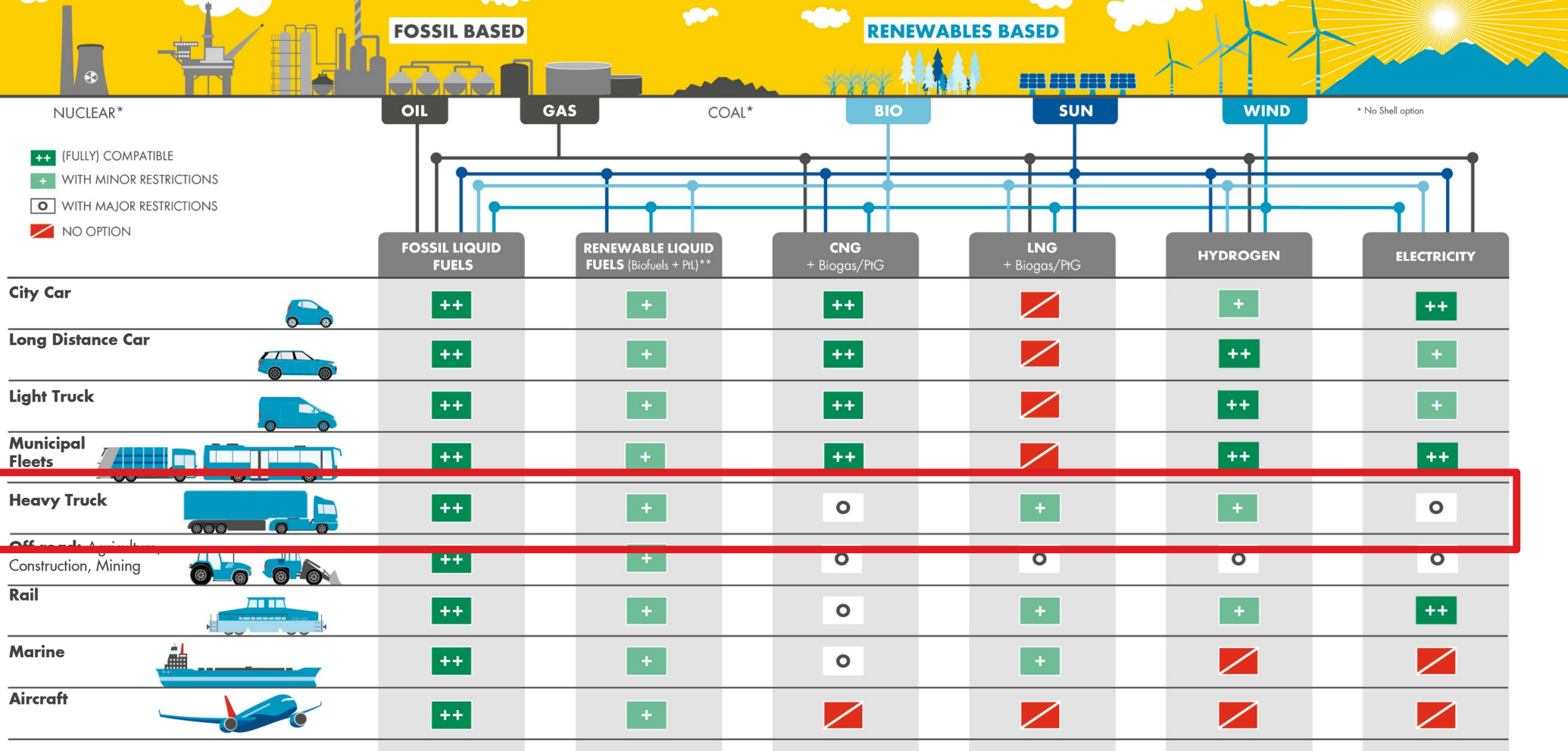
- Potenziale von Gas eröffnen
- Neue Energien
- Erforschung und Entwicklung von innovativen Lösungen zur CO₂-Minderung
- Verbesserung unserer eigenen CO₂-Effizienz

Copyright Shell Deutschland Oil GmbH



July 2017

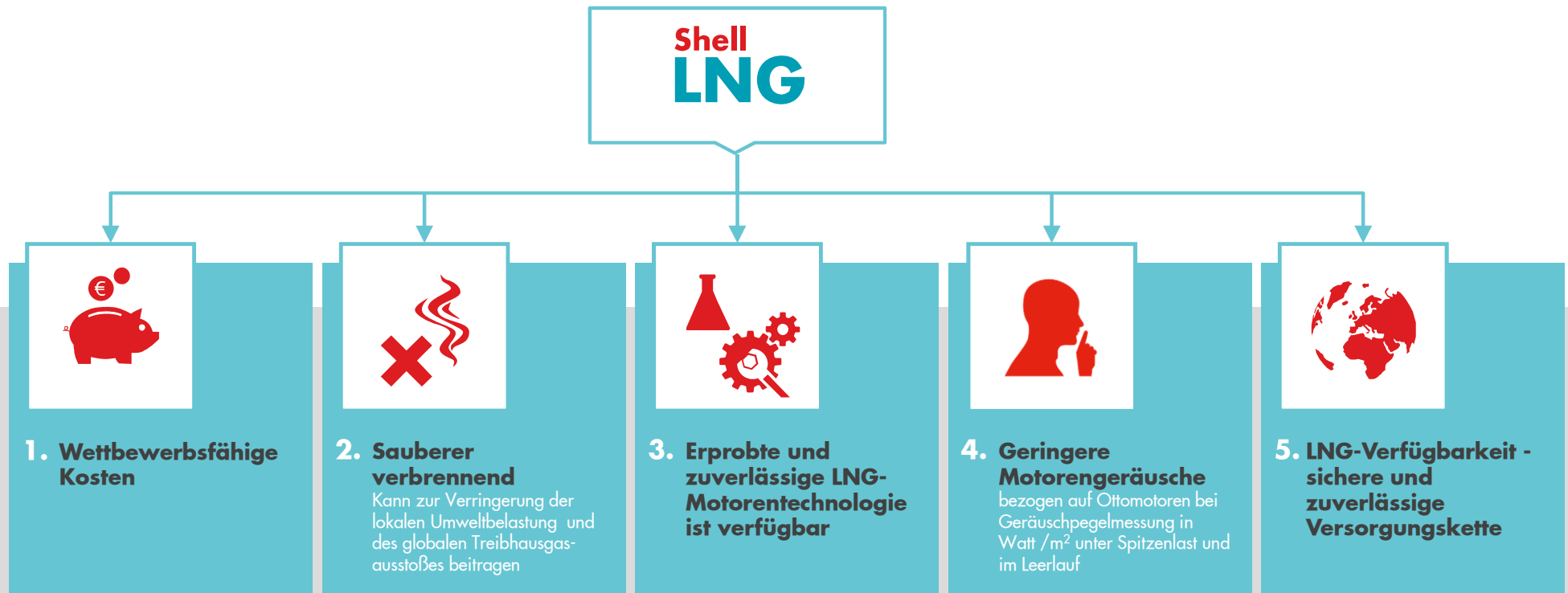
LNG ist ein wichtiger Baustein für die CO₂ Reduzierung im Transport



** Engines to be designed for Bio and PtL fuels

* No Shell option

LNG – ein überzeugender Wertbeitrag



LNG als Kraftstoff im Transportsektor

TREIBER

VERSORGUNG

Weltweite
Gasvorkommen



Umwelt

Geringere Emissionen
von Schwefeloxiden
(SOx), Stickoxiden
(NOx) und Feinstaub**



Kosten

Kostengünstige
Alternative*



HERAUSFORDERUNGEN

Infrastruktur

Ausbau der Infrastruktur
im Zusammenspiel mit der
Nachfrage-Entwicklung



Motoren-Technologie

Mehrere Lösungen von
Herstellern verfügbar

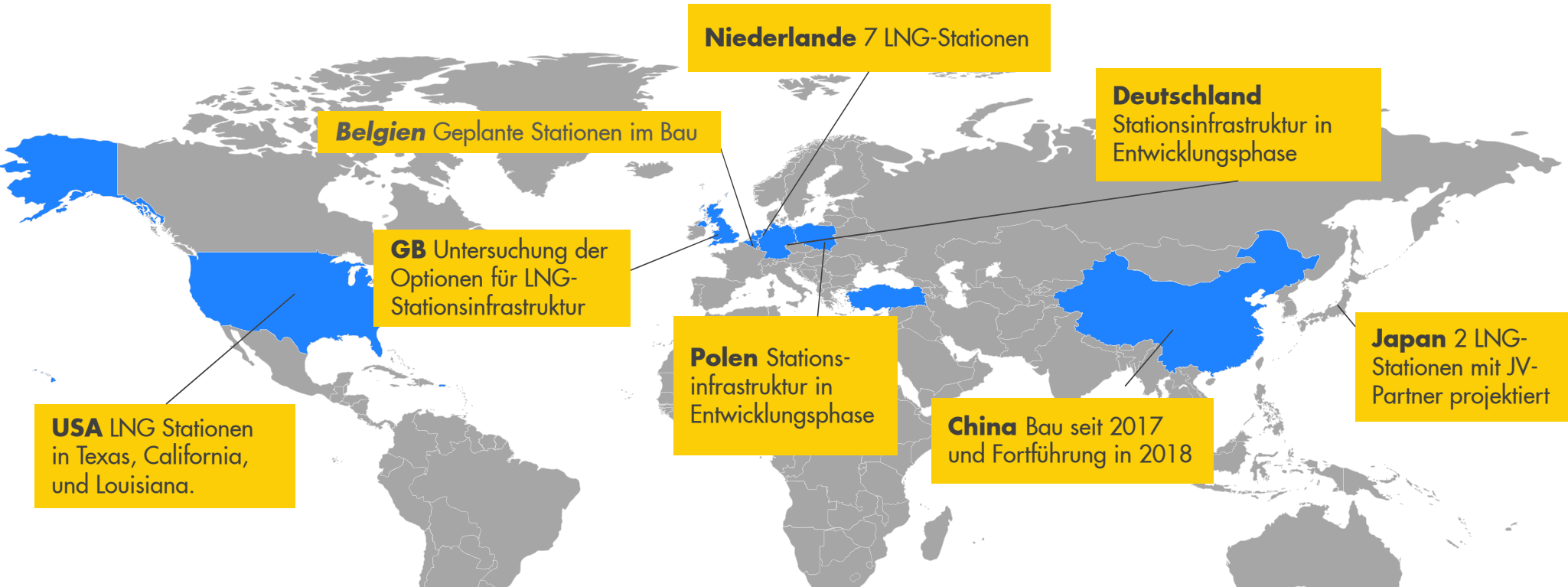


Regulierung

Nachhaltige Netz-und
Marktentwicklung bedarf
unterstützender
behördlicher und
gesetzlicher
Rahmenbedingungen



Shell Fokus ist zunächst auf EU und China



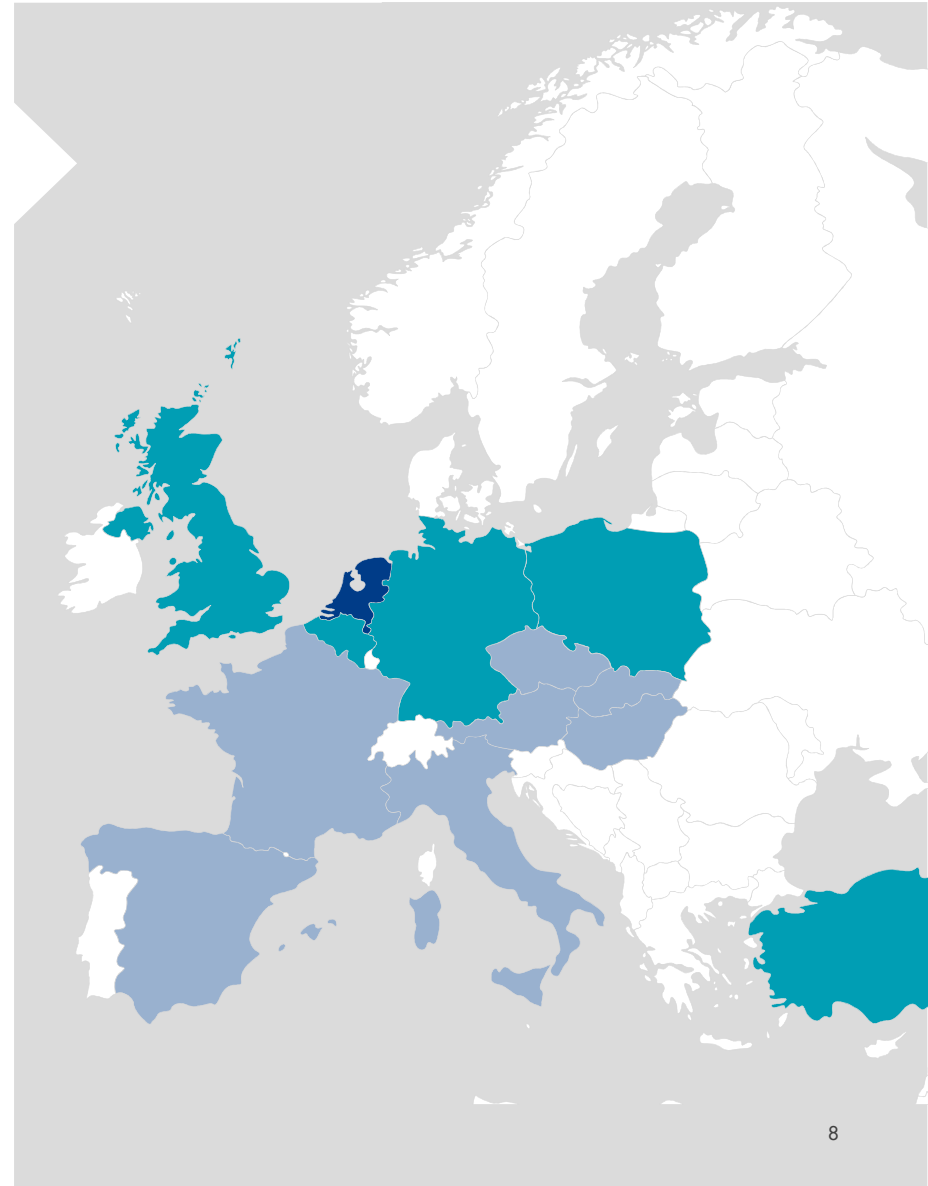
KEY CRITERIA FOR D-LNG TARGET ROAD MARKETS:					
1	Fokus auf bevorzugte LNG-Supply Hubs (multiple Nachfragesegmente)	2	CRT Network & Card Angebote	3	Günstige regulatorische Leitlinien & OEM-Angebot

Retail Network Planung in Europa

LNG-Tankstellen Footprint

- In Betrieb**
Niederlande
- Planungs- & Entwicklungsphase**
Belgien, Deutschland, GB, Polen, Türkei
- Künftige Expansion + 3P-Kartenakzeptanz**
Ungarn, Frankreich, Spanien, Italien, Tschechische Republik, Österreich, Slowakei

Shell plant 2018 in Deutschland 3 LNG Tankstellen zu bauen



Danke!

Q&A

