Working together to meet the energy challenge
Whatever stage you’re at on your journey to lower emissions, Shell can help your fleet move faster towards more sustainable and more efficient ways of working.

We recognise that the energy challenges facing all of us can seem daunting. Energy demand is likely to double by 2050, and society will need to move the people and goods that power economic prosperity. The answer to this challenge lies in finding cleaner, more energy-efficient solutions.

The good news is that there are lots of ways you can move towards creating the fleet of tomorrow, starting today. Working together, we can develop the innovative solutions and service that will help you to transition your fleet for a low-carbon world and enjoy all the business benefits that go with driving change.
Fleet customers today have the challenge to Avoid emissions wherever possible or to Reduce those that can’t currently be avoided. The emissions that are unavoidable based on today’s technologies and products can be Compensated for in the short term.

To help you deliver on each of these goals, we’ve developed a holistic range of cutting-edge tools, fuels, technologies and services to meet the needs of different vehicle types, regulations and mobility challenges. With one supplier, one payment card, and one invoice you can make a more seamless transition to a more sustainable fleet.

01 Avoid emissions

E-mobility
- Electric charging
- Hydrogen

02 Reduce emissions

Innovative fuels and lubricants
- LNG
- GTL
- CNG
- Biofuels
- Shell FuelSave Diesel
- Shell V-Power
- Shell Rimula
- Shell Helix
- AdBlue®

Data analytics
- Fuel consumption data and reports
- Telematics to identify efficiencies

Efficient driving
- Driver training service
- Telematics to track driving behaviour

03 Compensate unavoidable emissions

Carbon compensation
- Opt-in to compensate the CO₂ emissions from your fleet and drive carbon neutral. Your drivers fill up with the Shell Card. We calculate associated ‘well-to-wheel’ CO₂ emissions and purchase carbon credits to compensate these emissions. ‘Tank-to-wheel’ charges will be applied to your account.

80% potential increase in value for companies tackling climate if it is well positioned and proactive

1 Carbon Trust and McKinsey & Co
Matching your needs

We believe that the future of mobility will be created through a mosaic of fuels and technologies. And we recognise that no two fleets are at the same point in their journey towards low emissions mobility. This is why we invest in developing new solutions, working closely with manufacturers, regulatory bodies and our customers to deliver the solutions you need today and tomorrow to help you with your low-carbon transport agenda.

Helping you build a stronger, more responsible business

We continuously invest in technologies to help you lower emissions as we know your business faces various pressures in today’s marketplace.

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Electric mobility, whether supplied by hydrogen or battery, allows your fleet to run with no harmful emissions. And when renewable electricity is used to make the hydrogen or power the battery, you can effectively drive a vehicle without generating any emissions. Shell can help you make the transition to electric mobility in two key ways: battery fueled electric vehicles and hydrogen fuel cell vehicles.

Battery-fuelled electric vehicles

Shell’s state-of-the-art technology and partnerships give you access to an ever-expanding network of Electric Vehicle (EV) charging stations.

NewMotion

NewMotion, a member of the Shell Group, is one of Europe’s largest providers of smart charging solutions for electric vehicles. It is helping to make EVs a practical, affordable option for fleets by giving you access to 100,000+ public charge points and the option to install chargers at your base and employee homes. And you can manage everything from the charging process to invoicing through the Shell Card.

Recharge

A growing number of Shell forecourts across Europe are offering Shell Recharge fast charging service. This service only takes around 30 minutes to fully charge, or an even shorter option if drivers only need to top up to get to their destination.

Ionity

Shell has joined forces with four leading automotive brands – BMW, Daimler, Ford and Volkswagen – to give our fleet customers access to a network of high power charging stations that offer ‘ultrafast’ charging in eight to ten minutes. This service will be available at a number of Shell retail sites and a total of more than 400 motorways site locations across Europe.

Hydrogen fuel cell electric vehicles

Hydrogen vehicles offer similar performance to petrol and diesel cars, they are quick to refuel and can drive similar distances. Shell already operates several hydrogen filling stations from Vancouver to the Netherlands, and we are working on large-scale joint ventures in Germany, the US and the UK.

Avoid

Electric mobility, whether supplied by hydrogen or battery, allows your fleet to run with no harmful emissions. And when renewable electricity is used to make the hydrogen or power the battery, you can effectively drive a vehicle without generating any emissions. Shell can help you make the transition to electric mobility in two key ways: battery fueled electric vehicles and hydrogen fuel cell vehicles.

58%
of light-duty fleets would ideally run their fleets on electric / hybrid power

1 Shell survey of fleet managers in Europe, October 2017

01

Did you know?

A study shows that by 2050, 113 million Fuel Cell Electric Vehicles (FCEVs) could save up to 68 million tonnes of fuel and almost 200 million tonnes of carbon emissions

1 Timing only valid for the latest generation of EVs; older generations may take longer than ten minutes

Smart charging at home, at work and on-the-go

No matter how many electric and hybrid vehicles are currently in your fleet, Shell provides you with a range of charging, payment and management options, helping you to transition simply and effectively, controlling costs and reducing emissions in the process. With your Shell Card, drivers can pay for charging on the go via NewMotion’s roaming network of public charge points across Europe. This allows your fleet to plug into state-of-the-art cloud-connected hardware that has been tested for safety and reliability and is compatible with all electric vehicles.

Charge points for home and office
You can convert employee driveways and company car parks into EV charging locations, and our charge points come with a full installation and maintenance package.

On the go
Access 100,000+ public charge points in 28 countries across Europe, including at a growing number of Shell retail sites.

Electric charging is simple to manage using your Shell Card

- Monitor consumption and optimise energy use
- Set tariffs for your charge points – e.g. free for employees, paid for guests
- Reimburse charge costs automatically – e.g. for employees at home charge points
- Run reports that are tailored to your business, with your activity summarised on a single invoice
- Find public charge points and manage charging through the NewMotion mobile app
- Benefit from advanced security – including Chip and PIN-enabled cards, purchase restrictions and fraud alerts

Offers vary by market
Batteries must be compatible with IEC-61851 MODE 3

Sustainability

Shell Fleet Solutions
As we move towards a low-carbon future, there are many ways to significantly reduce emissions across your fleet today. From adopting alternative fuels through to using data to ensure that your vehicles are driven in the most efficient and economic ways, we can help you take control of your fleet emissions.

**Alternative fuels**

**Gas for transport**
Shell is helping to meet growing global energy demand and limit CO₂ emissions by producing more, cleaner-burning natural gas. Natural gas is the lowest-carbon hydrocarbon – it is odourless, colourless and non-toxic – and is already being widely used as an alternative to diesel.

- **Liquefied Natural Gas (LNG)** is a safe, cost-competitive and emission-reducing option for large trucks and heavy transport. LNG has higher energy density which makes long distance transportation possible.

- **Gas-to-Liquids (GTL)** fuel is a cleaner-burning alternative to diesel which can be used without the need for engine modifications or infrastructure investment. It can contribute to the diversification of the diesel fuel supply, help improve local air quality and be used in various on- and off-road applications.

- **Compressed Natural Gas (CNG)** (methane stored at high pressure) is a fuel which can be used in place of gasoline and diesel fuel. CNG is used in traditional gasoline/internal combustion engine vehicles that have been modified or in vehicles which were manufactured for CNG use, either alone (‘dedicated’), with a segregated gasoline system to extend range (dual fuel) or in conjunction with another fuel such as diesel (bi-fuel).

**Biofuels**
Biofuels are renewable liquid or gaseous fuels that can be made from a broad range of biomass feedstocks. These can be blended with existing fuels such as gasoline and diesel, offering a practical and cost-efficient solution for reducing emissions from transport, particularly in the aviation, marine and heavy-duty sectors.

- **Raízen**, our joint venture with Brazilian company Cosan, is the world’s largest producer of sugar-cane ethanol. From cultivation to use, this biofuel can reduce CO₂ emissions up to 70% compared with petrol. And we’re investing in new ways to produce advanced biofuels from sustainable raw materials such as waste and cellulosic biomass from non-food plants.

Did you know?
Shell began developing GTL technology in the 1970s. We opened the world’s first commercial GTL plant in Bintulu, Malaysia in 1993 and the world’s largest GTL plant, Pearl GTL, in Qatar in 2011.

Liquefied Natural Gas is cleaner, safer and ready for use now across trucks and heavy transport. It offers both financial and environmental benefits, reducing the total costs of ownership for heavy-duty transport through lower fuel prices, producing lower emissions and less noise pollution (meaning that LNG-fuelled trucks can operate longer under noise restrictions), benefiting fleet companies and drivers alike.

Shell has been an LNG pioneer for more than 50 years, and we consider it a key part of the sustainable transport fuel mix of the future. We currently supply LNG from 17 countries, serving customers in 25 countries. And we’re making it easier than ever for our customers to make the switch by investing in supply infrastructure in key global locations and working with truck OEMs to further develop LNG as a fuel for heavy-duty transport.

**Shell LNG offers a compelling value proposition as a fuel**

1. **Cost competitive fuel**  
   Lower fuel costs when compared to conventional diesel

2. **Cleaner burning fuel**  
   Can help reduce greenhouse gas emissions and local exhaust emissions

3. **Proven and reliable LNG engine technology available**  
   Major OEMs have developed LNG engines

4. **Reduced engine noise**  
   LNG fuelled engines can contribute to higher fleet utilization in noise abatement zones. Limited to SI engines with sound intensity measured in watts/m² at peak load and idle conditions.

5. **LNG availability**  
   Safe and reliable supply chain. A LNG network infrastructure is being developed on existing diesel sites, covering the core TransEuropean Transport Network. This will provide an LNG fueling site approximately every 400 km.
Innovative fuels and lubricants

We are continuing to invest in developing fuels and lubricants that work in existing and new vehicle technologies, from petrol and diesel to alternative fuels like LNG.

Fuel efficiency portfolio

Petrol and diesel still dominate the fleet world, so our scientists are constantly working on ways to make them do more to help you improve the efficiency of your operation while reducing its environmental impact.

Our latest generation of world-class fuels, formulated with DYNAFLEX® Technology, and our low-viscosity lubricants drive engine efficiency which delivers less consumption, lower costs and reduced emissions.

- **Shell FuelSave Diesel**
  Works to clean up engines and keep them clean; designed to help provide better fuel economy, cutting costs and CO₂ emissions at the same time.

- **Shell V-Power**
  Our best performance and efficiency fuel, it helps to remove performance-robbing deposits and restore power loss and delivers efficiency, helping to improve engine cleanliness by removing deposits that have already formed.

- **Shell Rimula R6 LME**
  Fully synthetic engine oils for heavy-duty diesel trucks and bus fleets, which can help save up to 2% on fuel consumption.

- **Shell Helix**
  Shell Helix fully synthetic oils are manufactured from 100% synthetic base stock and high-quality additives to provide superior cleansing and protection for today’s hard-working engines.

- **AdBlue®**
  AdBlue® is an additive that reduces nitrogen oxide emissions by converting them into nitrogen gas and water vapour, helping your fleet meet stringent European emissions standards.

*DYNAFLEX Technology is our name for our latest generation of advanced formulations for gasoline and diesel fuels. See www.shell.xxxxx/dynaflex for more information.

*Compared to Shell’s regular FuelSave fuels. Helps to restore power by cleaning key fuel system components such as intake valves and/or fuel injectors from the build up of performance-robbing deposits. No guarantees provided. Actual effects and benefits may vary according to vehicle type, vehicle age, vehicle condition and driving style. See www.shell.xxxxx/dynaflex for more information.

*Our most effective fuel in modern generation engine technology. Helps to clean key fuel system components such as intake valves and/or fuel injectors from the build up of performance-robbing deposits. Actual effects and benefits may vary according to vehicle type, driving conditions and driving style. No guarantees provided. See www.shell.xxxxx/dynaflex for more information.

*Based on a field trial carried out over a 100,000 km oil-drain interval and compared with a typical 10W-40 oil.

*Actual effects and benefits may vary according to vehicle type, driving conditions and driving style. No guarantees provided. See www.shell.xxxxx/dynaflex for more information.

*Actual effects and benefits may vary according to vehicle type, vehicle condition and driving style. No guarantees provided. See www.shell.xxxxx/dynaflex for more information.

*Compared to our previous formulation versus regular diesel without fuel economy formula. Actual savings may vary according to vehicle, driving conditions and driving style.
Health, Safety, Security & Environment services (HSSE)

Our range of HSSE services deliver all kinds of ways to optimise performance across your fleet so that you are working as efficiently and safely as possible.

You may be looking to boost driver well-being and improve your team’s driving skills. You could be focused on fuel efficiency and journey planning. Or perhaps eco-initiatives are a key target for your business. Whatever your focus, our HSSE services give you the expertise and support you need.

Data analytics and efficient driving

Shell offers advanced data tools that help you understand the performance of your fleet so you can make the decisions that will help you cut costs and lower emissions.

Driver training

Drivers are key to helping you reach your sustainability goals and have a significant impact on your total cost of ownership. Our training courses are designed to help your teams improve their driving safety and efficiency. That means everything from planning smart routes to understanding how to respond to different road conditions, with the benefits often including lower emissions and reduced fuel costs.

Telematics

Shell Telematics give you all the insight you need to get the best out of your fleet. This end-to-end solution makes it simple to do everything from tracking your vehicle locations and monitoring driver behaviour to tackling fuel card fraud – and you can choose the package of features that will work best for your business.

Managed through a user-friendly portal and app, it gives you the clear, actionable data you need to make better-informed decisions and bring down your fleet’s total cost of ownership.
However strong your focus on sustainability, your fleet is likely to produce some unavoidable emissions even after adopting new fuels and technology. Mitigating those emissions can play a key role in your low carbon planning and the Shell Card helps to make the process simple.

**Carbon compensation made easy**

Once you opt-in, each time your drivers refuel using the Shell Card, your company will be supporting the protection of forests that absorb carbon, effectively reducing your environmental impact. You don’t even have to change the way you work – Shell automatically calculates your ‘well-to-wheel’ emissions and compensates them using a global portfolio of nature-based solution projects.

**How it works**

1. **Step 1**
   You opt-in to compensate the CO₂ emissions from your fleet. Your drivers use the Shell Card to refuel as usual.

2. **Step 2**
   Shell tracks your fleet’s overall fuel consumption and calculates the associated ‘well-to-wheel’ CO₂ emissions.

3. **Step 3**
   Shell offsets these emissions against our global portfolio of nature-based projects.

4. **Step 4**
   Shell will purchase carbon credits equivalent to the amount of your fleets’ emissions and issue a yearly certificate confirming that the fuel has been offset. ‘Tank-to-wheel’ charges will be applied to your account.

**Did you know?**

Shell’s Cordillera Azul National Park project in Peru has helped 440 communities living in the project zone, including 30 indigenous communities; created 716 jobs, 30% held by women; protected 1.6 million hectares of threatened forest and supported 24 sustainable enterprises.

Offer may be limited; Terms and Conditions apply and are available from your account manager on request.
Shell expertise and continuous innovation, tailored around your needs

**Convenience**
Tap into products designed to make life easier for drivers and Fleet Managers alike

**Control**
Track and improve performance with a wealth of financial and fleet data

**Security**
Get the complete picture with real-time data and services that support your people and assets

**Sustainability**
Safeguard the environment and your business through a range of the best sustainable solutions

**Savings**
Stretch your budget by benefitting from our cost-saving opportunities

To find out more, visit shell.com/fleetsolutions
Get started

To learn more about our Sustainability services and the many other ways we can help your fleet get where it needs to go, please speak to your Shell Account Manager or visit shell.com/fleetsolutions

We’re here to help you achieve your goals in an industry that’s constantly evolving. Your destination might be to discover smarter ways of working, to improve security, to maximise efficiency, to increase savings, or to make more sustainable choices. Wherever you need to go, Shell Fleet Solutions is finding new and better ways to help you get there.

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The terms “Carbon Neutral”, “Carbon Off-set” or “Carbon off-set compensation” are applied in a non-technical way to indicate that Shell has engaged in a transaction to ensure that an amount of carbon dioxide equivalent to that associated with the production, delivery and usage of the fuel has been removed from the atmosphere through a nature-based process or emissions saved through avoided deforestation.