CLEAN ENERGY SOLUTIONS
SHELL ENERGY EUROPE

Energy Solutions for Your Business
GLOBAL ENERGY CHALLENGE

The world needs more, cleaner energy.

Society faces a dual challenge:
how to make a transition to a low-carbon energy future to manage the risks of climate change, while also extending the economic and social benefits of energy to everyone on the planet. This is an ambition that requires a change in the way energy is produced, used and made accessible to more people while drastically cutting emissions.

This transition is under way. It is being driven by many factors, including economic growth, evolving consumer habits, emerging technologies, and the introduction of national policies which focus on reducing carbon dioxide (CO2) emissions and local pollutants.

A transformation of the global economy is required, especially in the power sector, transport, buildings and industry – four main sectors where energy is consumed and that produce a significant proportion of energy-related emissions of CO2.

Shell is already a willing and able player in the energy transition. We see an opportunity in participating in the global drive to provide more and cleaner energy solutions.

Global energy demand is expected to be 60% higher in 2060, as populations grow, living standards rise and more people live in cities.

Increasing use of renewable sources of energy is essential to reducing emissions. But they chiefly produce electricity, which, in 2016, only met 18% of the energy for end use.

Gas, the cleanest-burning hydrocarbon for “difficult to electrify” demand, will play a key role in the energy mix for years to come.

The big challenge for global society is how to provide more and cleaner energy.

GLOBAL COMMITMENT

Call to action towards less CO2

The production and usage of energy accounts for two-thirds of the world’s industrial greenhouse gas emissions. World leaders have recognised the need to meet rising energy demand while acting urgently and effectively against climate change.

COUNTRY LEVEL – PARIS AGREEMENT (COP21)

The Paris Agreement’s central aim is to strengthen the global response to the threat of climate change by keeping a global temperature rise this century well below 2 degrees Celsius. Additionally, the agreement aims to strengthen the ability of countries to deal with the impacts of climate change.

COMPANY LEVEL – RE100/SBT/CDP

Global initiatives have been developed to encourage companies to make commitments towards reducing their carbon footprint. Some examples:

- 119* of the world’s most influential companies, committed to 100% renewable power.
- 337* companies who have set greenhouse gas emission reduction targets in line with climate science to future-proof growth.
- The only global system for companies and cities to measure, disclose, manage, and share vital environmental information.

*Figures as of 19th January 2018
SHELL’S COMMITMENT TOWARDS A LOWER-CARBON FUTURE
We are working to meet the energy challenge in many different ways

“"The world must change the way it uses energy, and Shell must help to make this happen by providing solutions that can help our customers reduce their emissions.”

Ben van Beurden, Shell CEO 2017

AMBITIONS:
- Reduce Net Carbon Footprint of our energy products ~20% by 2035*
- Be in line with society Net Carbon Footprint by 2050
- Providing lower-carbon fuels to customers: like biofuels and hydrogen
- Supplying gas for power
- Providing renewable power from solar and wind
- Pulling through demand by growing the number of charging points for battery electric vehicles
- Developing gas markets for power and transport
- Operational efficiencies
- Developing carbon capture and storage
- And working with nature, such as forests and wetlands, to help compensate for emissions still in the system

*Net Carbon Footprint measured on an aggregate “well to wheel” or “well to wire” basis, from production through to consumption, in grams of CO₂ equivalent per megajoule of energy products consumed, chemicals & lubricants products are excluded. Carbon footprint of the energy system is modelled using Shell methodology aggregating lifecycle emissions of energy products on a fossil-equivalence basis. The methodology will be further reviewed and validated in collaboration with external experts.
It is estimated that tackling climate change could create opportunities for a company to increase its value by up to 80% if it is well positioned and proactive. Conversely, a poor position can threaten up to 65% of value*.

We can help you achieve this value increase.

Shell Energy Europe is one of the major energy supply businesses and a leading marketer and trader of energy commodities, including gas, power and environmental products in Europe.

We have been scaling up our renewables production portfolio enabling us, in combination with our experience, scale and talent, to deliver an innovative range of clean energy solutions that will help you reduce your carbon footprint.

- **Renewable Energy Certificates**
- **Green Power**
- **Corporate Power Purchase Agreements**
- **Voluntary Carbon Offsets**
- **Combined Natural Gas & Voluntary Carbon Offsets**

*Carbon Trust: Climate Change, A Business Revolution

In 2016, we secured 100% of the power output from Offshore Wind Farm Egmond aan Zee, allowing us to develop our expertise in wind management and to strengthen our participation in the renewable electricity market in Europe. The total capacity of the windfarm is 108 MW.

In 2017, we partnered up with Wildlife Works, the world’s leading REDD+ (Reducing Emissions from Deforestation and Degradation), project development and management company to provide market based solutions to the conservation of biodiversity.
RENEWABLE ENERGY CERTIFICATES
An effective tool to reduce your CO₂ emissions

Shell Energy Europe can offer you a variety of renewable energy certificates, which you can use to meet your renewable energy commitments or carbon reduction goals. These include Guarantees of Origin (GoOs) in Europe and Renewable Obligation Certificates (ROCs) and Renewable Energy Guarantees of Origin (REGOs) in the UK.

- We can source a variety of certificates according to your needs, from the most basic ones to more advanced eco-labels with additional sustainability features
- We will take care of all the administration around your renewable energy certificates, ensuring that they are registered, tracked and retired on your behalf in the national registry and provide you with the cancellation statement

Green Power
All-in-one green energy solution

Shell Energy Europe, an established power trader and licensed power supplier with 15 years global trading experience, can offer you Green Power products.

- We can source and supply electricity at competitive prices and give you the opportunity to fix and unfix your commodity price before your power is delivered
- You will receive a bespoke green power contract and access your invoice and power consumption on the Shell Energy Europe Customer Portal
- We will guarantee that the volume of your actual power consumption is the same as the retired renewable energy certificates and provide you with the cancellation statement
- We will take care of all the administrative procedures on your behalf making it a hassle-free product

GoOs document that the energy you consume comes from renewable energy sources. The GoO certificates provide information on the asset type, location and production date of renewable power and thus make it possible to track and trade green electricity. They are effective and recognised tools to reduce your energy greenhouse gas emissions according to the GHG Protocol.

This is a flexible product enabling you to source green energy on a pan-European or global scale where alternative green power options are not available.
CORPORATE POWER PURCHASE AGREEMENTS
The emerging preference for buying renewable power

Shell Energy Europe can partner with you for the most suitable Corporate Power Purchase Agreement (Corporate PPA) for your company:

- You can access a fast-growing global portfolio of renewable power supplies from assets that we either own, are in development or sometimes owned by third parties.
- We can handle the power operations and balancing for you.
- You can fix and manage the power price along the tenor of the PPA.
- We can disclose together the PPA and increase the environmental attributes of your brand.

CORPORATE POWER PURCHASE AGREEMENTS

USE OF RENEWABLE ENERGY

VOLUNTARY CARBON OFFSETS
Helping You to achieve carbon neutrality

Shell works with nature-based projects around the world that help reduce greenhouse gas emissions while improving the livelihoods of local communities and preserving biodiversity and wildlife. These projects – verified by independent organisations with highest internationally recognised standards – generate carbon credits which can be used to compensate for your company’s emissions.

HOW IT WORKS

1. When CO₂ emissions cannot be avoided…
2. …an investment can be made in a project elsewhere.
3. This project captures/reduces CO₂ emissions that otherwise would not be captured.
4. CO₂ CREDIT …and issues Carbon credits that can be retired to demonstrate that an amount of Carbon emissions have been offset.

A Corporate Power Purchase Agreement (Corporate PPA) is a long term agreement that enables a corporation to purchase its electricity from a specific renewable technology.

Voluntary Carbon Offsets are a recognised mechanism which allow individuals and companies to invest in environmental projects that contribute to reducing the amount of CO₂ in the atmosphere and some, at the same time, offer broader value to society including improved social livelihoods and biodiversity, clean water and air quality while balancing out their carbon footprint.

The projects you will invest in generate carbon credits that are used to compensate your CO₂ emissions.
COMBINED NATURAL GAS & VOLUNTARY CARBON OFFSETS

A step further to offset your CO₂ emissions from combustion of natural gas

To help you reach your carbon offset targets, we can tailor a natural gas solution for you, which is completely carbon neutral.

- We can source and supply gas at competitive prices, giving you the opportunity to fix and unfix your commodity price before your gas is delivered.
- You have a choice to calculate your gas emissions or use our independently verified emissions conversion calculation.
- You will receive a bespoke contract and access your invoice and gas consumption on the Shell Energy Europe Customer Portal.
- We guarantee that the consumed volume of natural gas matches voluntary carbon offsets and provide you with the offset certificate.

WHY DO WE NEED NATURAL GAS?

Only 4% of global energy demand is currently met by renewables

Natural gas complements renewables as it is flexible and stable source of energy and provides energy storage

Natural gas will be an essential part of the future energy mix as the world moves to a low-carbon future. It is the fossil fuel that emits the least amount of CO₂.

With Combined Natural Gas & Voluntary Carbon Offsets, you will be an active player in voluntary accredited schemes with sound climate and social benefits.

We will supply natural gas with high quality voluntary carbon offsets.

Your investment in Voluntary Carbon Offsets, whether unbundled or bundled with natural gas, will contribute to the development of nature-based projects around the world such as:

REDD+ KASIGAU PROJECT (KENYA) DEVELOPED BY WILDLIFE WORKS

- Protecting 200,000 hectares of threatened forest
- Planted >60,000 trees in the last 5 years
- Improving livelihoods by building schools
- Providing alternative sources of income
- Protecting wildlife
- And generating 1.2 million CO₂ credits per year

*Projects are audited by independent organizations with the highest internationally recognized standards.

Since early 2017, Shell has partnered with Wildlife Works, the world’s leading REDD+ (Reducing Emissions from Deforestation and Degradation), project development and management company, with an effective approach to applying market-based solutions to the conservation of biodiversity. REDD+ was originated by the United Nations (UN) to help stop the destruction of the world’s forests.
BENEFITS FOR YOUR BUSINESS
We can support you in your carbon neutrality journey

<table>
<thead>
<tr>
<th>SHOWCASE CLIMATE LEADERSHIP</th>
<th>Climate Leaders are those who are pushing the limit for what companies or organisations can do to combat climate change.</th>
</tr>
</thead>
<tbody>
<tr>
<td>APPEAL TO YOUR CUSTOMERS AND EMPLOYEES</td>
<td>Differentiate from less responsible brands, create new sustainable products, inspire your workforce to engage with carbon reduction activities in house. When your solution is linked to voluntary carbon offsets, you will be able to use all the marketing materials related to the project of your choice.</td>
</tr>
<tr>
<td>MEET YOUR GREENHOUSE GAS EMISSIONS COMMITMENTS</td>
<td>Whatever your emission reduction targets are, we can provide you with tailor-made clean energy solutions that help you meet your goals.</td>
</tr>
<tr>
<td>CREATE LONG TERM SUSTAINABILITY VALUE FOR YOUR BUSINESS</td>
<td>Investing in clean energy solutions, you will help to shape a more sustainable energy future.</td>
</tr>
</tbody>
</table>

CHOSE SHELL ENERGY EUROPE FOR YOUR CLEAN ENERGY SOLUTIONS

Shell Energy Europe’s diversified supply portfolio and expertise in gas, environmental products, and power markets, together with a thorough understanding of our customers’ core business and evolving needs, make us the energy supplier of choice for businesses across Europe.

We can provide you with tailored solutions, we guarantee the talent of our professionals and we would like to demonstrate our willingness to work with you.

We can support your business in your carbon neutrality journey.

More energy
Cleaner energy

We will provide You with More and Cleaner Energy Solutions

LET’S MAKE THE FUTURE
Discover more about Shell Energy Europe at:
WWW.SHELL.COM/SEE

HOW TO GET IN TOUCH
We welcome the chance to tell you more. Get in touch for a conversation about how we can find the right clean energy solution for you.

Shell Energy Europe
80 Strand
London WC2R 0ZA
United Kingdom

+44 20 7546 2364
shellenergyeurope@shell.com

Disclaimer: Approved for issue by Shell International Trading and Shipping Company Limited. Shell International Trading and Shipping Company Limited is authorized and regulated in the UK by the Financial Conduct Authority (“FCA”). All financial products and services referred to in this document are offered through Shell Energy Europe Limited, acting through its agent, Shell International Trading and Shipping Company Limited. Shell International Trading and Shipping Company Limited is authorized and regulated in the UK by the Financial Conduct Authority (“FCA”). The products and services referred to are directed exclusively at market professionals and institutional customers and are not available to Retail Clients, as defined by the FCA. Outside the UK, local regulations or restrictions may apply. This information is thought to be reliable; however, Shell and its affiliates make no representation as to the accuracy or completeness of the information contained herein or otherwise provided and accept no responsibility or liability, in contract, in tort, in negligence, or otherwise, should the information be found to be inaccurate or incomplete in any respect. Shell and its affiliates are not acting as an advisor to the recipient of this information, and the ultimate decision to proceed with any transaction rests solely with the recipient of this information. Therefore, prior to entering into any proposed transaction, the recipient of this information should determine, without reliance upon Shell or its affiliates, the economic risks and merits, as well as the legal, tax, and accounting characterizations and consequences, of the transaction and that it is able to assume these risks. This information is neither an offer to sell nor the solicitation of an offer to enter into a transaction.