

**Capital employed and Return on Average Capital Employed (ROACE)**

\$ million	
	Q3 2017
Capital employed – opening	286,558
Capital employed – closing	286,889
Of which:	
Integrated Gas	89,920
Upstream	121,340
Conventional Oil & Gas	39,429
Deepwater	62,823
Shales	17,888
Others	1,200
Downstream	55,947
Oil Products	41,340
Refining & Trading	23,265
Marketing	18,075
Chemicals	14,607
Corporate	19,682
<b>Capital employed – average</b>	<b>286,723</b>
<b>CCS earnings excluding identified items for current and previous three quarters</b>	<b>13,256</b>
<b>ROACE on a CCS basis excluding identified items</b>	<b>4.60%</b>
Of which:	
Integrated Gas	5.1%
Upstream	1.2%
Downstream	16.8%
Oil Products	16.0%
Refining & Trading	10.2%
Marketing	24.5%
Chemicals	19.1%

**Organic Free Cash Flow**

\$ million				
Q3 2017		Q4 2016		Nine months 2017
7,582	Cash flow from operating activities	9,170		28,375
-3,912	Cash flow from investing activities	-3,429		-7,364
<b>3,670</b>	<b>Free cash flow</b>	<b>5,741</b>		<b>21,011</b>
	Of which:			
	Downstream			
-211	Marketing	3,445		2,084
-826	Inorganic capital investment* and divestments proceeds	-2,717		-6,841
<b>2,844</b>	<b>Organic free cash flow</b>	<b>3,024</b>		<b>14,170</b>
	Of which:			
1,875	Upstream	879		4,960

\* amounts included in the statements of cash flow from investing activities

**Operating Expenses**

\$ million				
Q3 2017		Q4 2016		Nine months 2017
6,497	Production and manufacturing expenses	6,703		20,089
2,750	Selling, distribution and administrative expenses	2,912		7,556
230	Research and development	280		662
<b>9,477</b>	<b>Operating expenses</b>	<b>9,895</b>		<b>28,307</b>
	Of which:			
	Upstream	3,176		9,705
1,513	Conventional Oil & Gas	1,852		5,312

Further reconciliations, definitions and notes to financial statements can be found in the Quarter Results Announcement at <http://www.shell.com/investors/financial-reporting/quarterly-results/2017/q3-2017/>.