

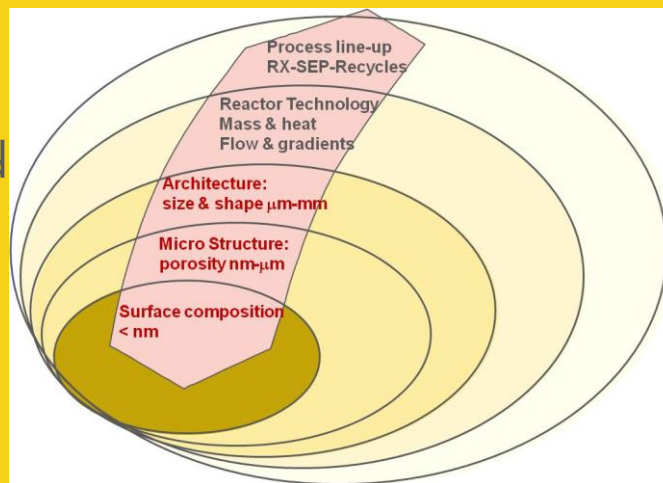


A FUTURE FOR MOLECULES IN THE ENERGY SUPPLY?

Challenges and Opportunities
for Sustainable Production
of Chemicals and Fuels beyond
the Shale Gale

UCSB

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DEFINITIONS & CAUTIONARY NOTE

Reserves: Our use of the term “reserves” in this presentation means SEC proved oil and gas reserves.

Resources: Our use of the term “resources” in this presentation includes quantities of oil and gas not yet classified as SEC proved oil and gas reserves. Resources are consistent with the Society of Petroleum Engineers 2P and 2C definitions.

Organic: Our use of the term Organic includes SEC proved oil and gas reserves excluding changes resulting from acquisitions, divestments and year-average pricing impact.

Resources plays: our use of the term ‘resources plays’ refers to tight, shale and coal bed methane oil and gas acreage.

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate 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 in which Royal Dutch Shell either directly or indirectly has control, by having either a majority of the voting rights or the right to exercise a controlling influence. The companies in which Shell has significant influence but not control are referred to as “associated companies” or “associates” and companies in which Shell has joint control are referred to as “jointly controlled entities”. In this presentation, associates and jointly controlled entities are also referred to as “equity-accounted investments”. 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.

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We use certain terms in this presentation, such as discovery potential, that the United States Securities and Exchange Commission (SEC) guidelines strictly prohibit us from including in 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.

THE WORLD IN 2050 – THE ENERGY CHALLENGE

9 billion
people

4-5 times
richer

Double the
energy

Need to
reduce CO₂
emissions

Increasing
role for
Renewables

Hydrocarbons
remain
indispensable

MOUNTAINS & OCEANS – OVERVIEW

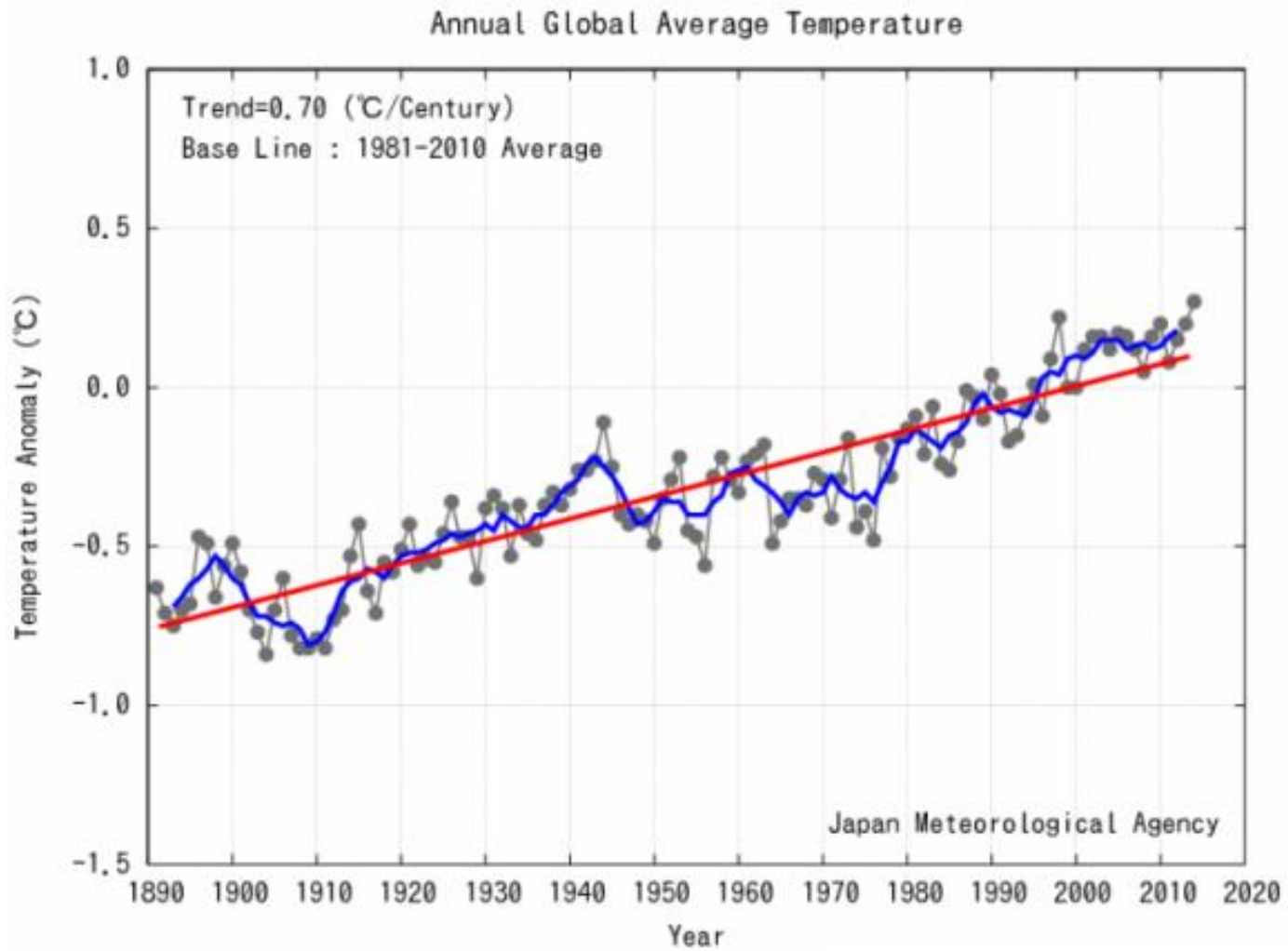
MOUNTAINS

- Power remains concentrated in economic and political elites/governments
- Top Down policy making in
 - Renewables
 - Hydrogen
 - Gas with CCS as a low carbon alternative to Coal

OCEANS

- Power devolves away from governments and elites
 - Spurs (local) innovation and economic growth
- Less consensus building:
 - Transition from Coal to Gas will be slower
 - Slow adoption to Efficient energy usages measures and CCS

ANNUAL GLOBAL TEMPERATURE



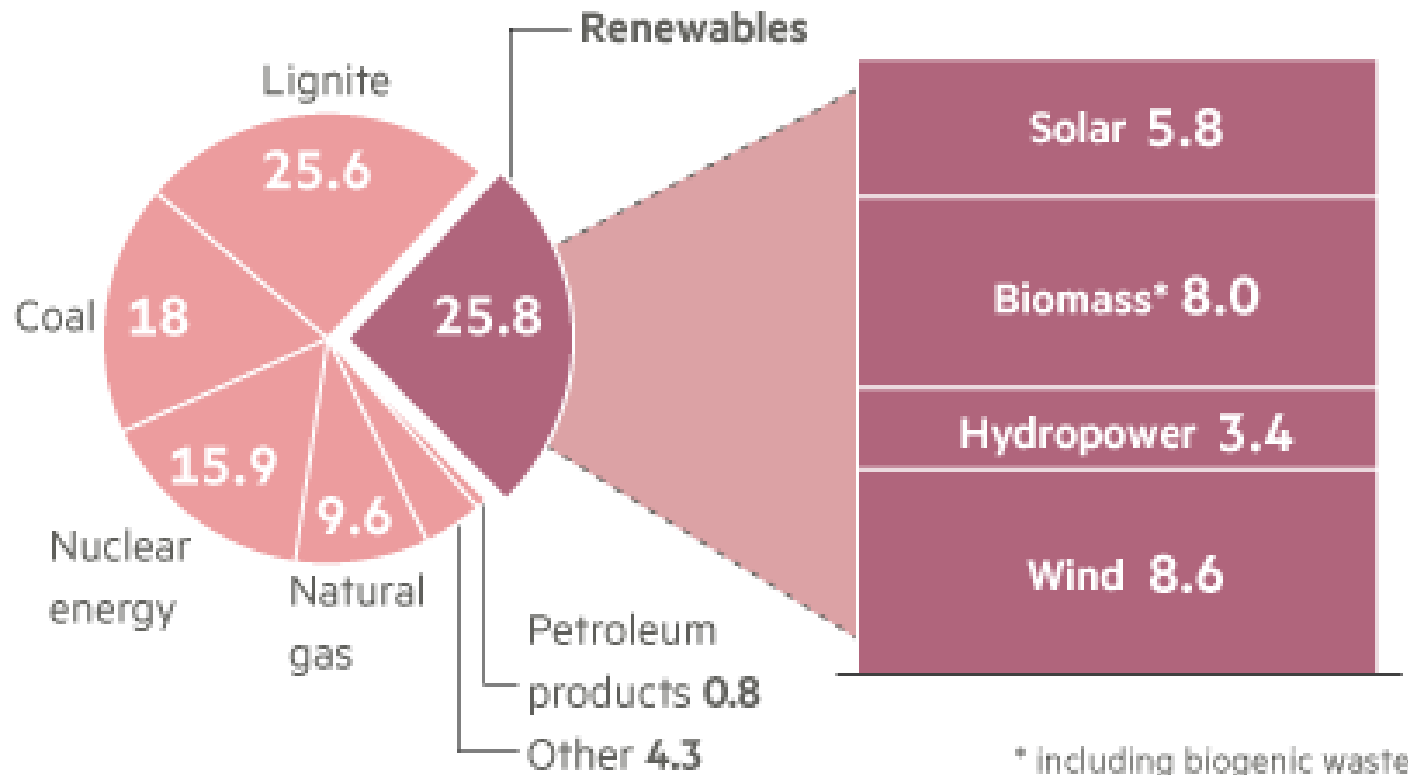
GERMAN ENERGY MIX 2014

German energy mix

2014 (% of total)

Renewables

(% of total energy mix)



Source: Agora Energiewende

CO2 EMISSION PER HYDROCARBON FUEL SOURCE

Rational for LNG substituting

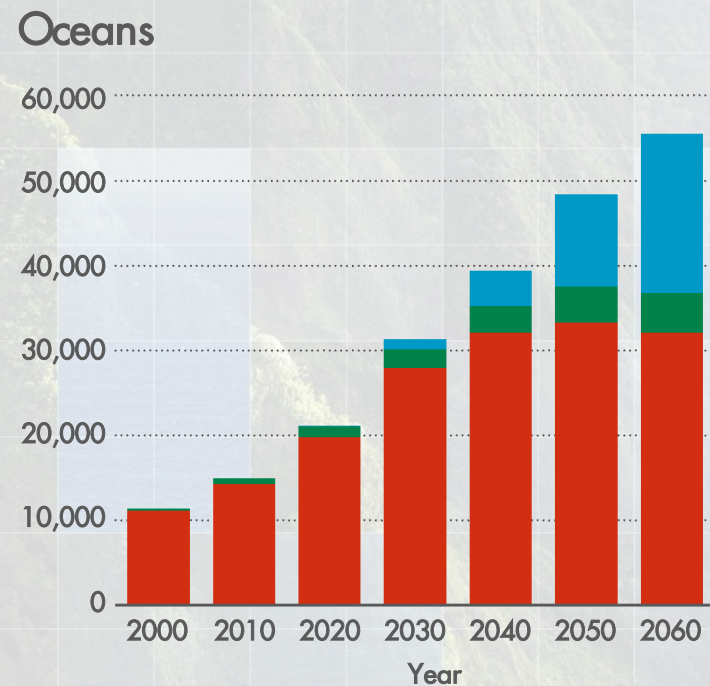
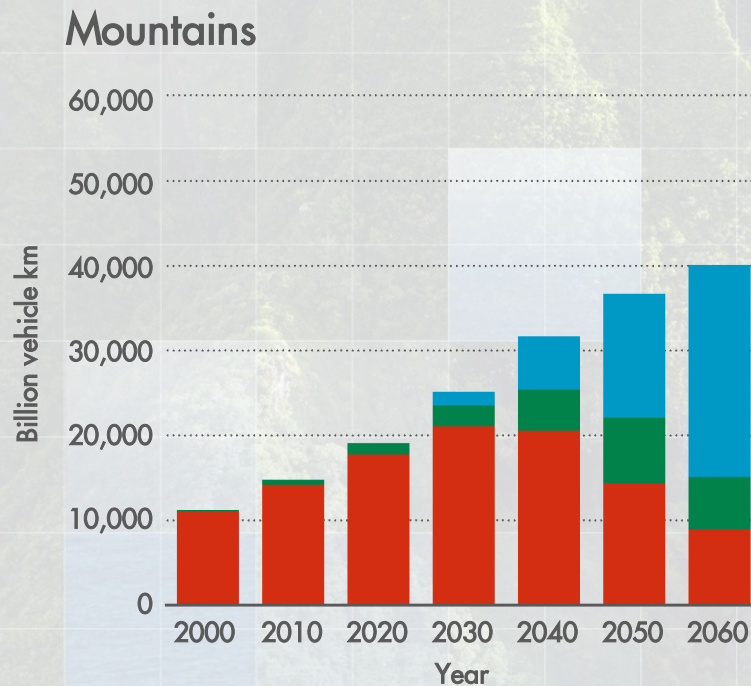
- coal (power)
- gasoline/diesel (transportation)

Fuel Source	CO2 Emission (lb/MM BTU)
Coal (anthracite)	228.6
Coal (bituminous)	205.7
Coal (lignite)	215.4
Coal (subbituminous)	214.3
Diesel fuel & heating oil	161.3
Gasoline	157.2
Propane	139.0
Natural gas	117.0

<http://www.eia.gov/tools/faqs/faq.cfm?id=73&t=11>

SCENARIO CONTRAST

WORLD PASSENGER TRANSPORT



- Electricity and Hydrogen
- Gaseous Hydrocarbon Fuels
- Liquid Hydrocarbon Fuels & Biofuels

Combined with the impact of higher economic development, *Oceans* sprawling suburbs lead to higher travel needs than *Mountains* compact cities

Source: www.shell.com – new lens scenarios

SHELL – FUTURE TRANSPORTATION FUELS



Premium Fuels

GTL Fuel

CNG/LNG

Biofuels

Hydrogen

Electricity



V-Power fuels:

Best performance in Latest engine technology

- In 60 markets since 1998
- VP-Diesel with unique GTL component
- V-Power racing with 100 Octane and FMT-Technology
- Shell Fuel Save for improved Fuel Economy

Pioneer in the development of Gas to Liquid technology

Premium diesel containing GTL Fuel launched in:

Austria, Germany, Greece, Italy, Netherlands, Switzerland and Thailand

Natural gas will account for over half of Shell's total production in 2012

- Established CNG offers in dedicated markets
- LNG for large engines (heavy duty on road / off-road, rail, marine)

Leading in current and future biofuels

First-generation

- 9,5 billion litres (2010) e.g. Brazilian Sugarcane Ethanol (COSAN JV)

Second-generation

- Several R&D projects

World's largest public transport joint venture

Concentration of Demonstration projects in EU/D and USA, China

Evaluation of Options

Performance fuels

Energy Diversification

... based on CO₂ solutions

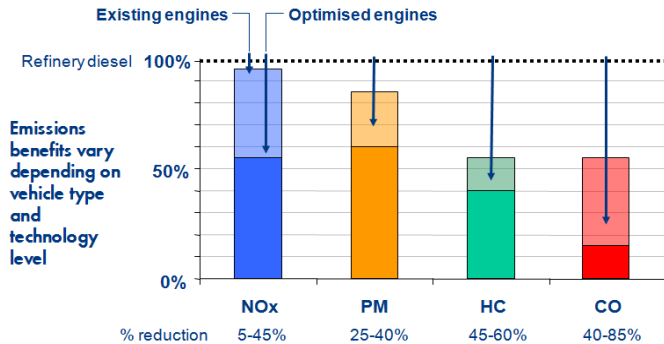
FUEL OPTIONS FOR MODES OF TRANSPORT

Mode of Transport		Liquid Fuels	Gaseous Fuels				Electricity
			LPG	CNG	LNG	H ₂	
Car	Short distance	++	+	+	-	+	+
	Long distance	++	+	+	-	+	-
Truck	Light	++	+	+	-	+	○
	Heavy	++	-	○	+	-	-
Rail		++	-	○	+	-	++
Ship		++	-	○	+	-	-
Aircraft		++	-	-	-	-	-

++ (Fully) compatible
 + With minor restrictions
 ○ With major restrictions
 - Not compatible

UNIQUE QUALITIES OF GTL PRODUCTS

Emissions reduction in heavy diesel engines



Mack T 12	HDDEO low SAPs SAE 5W-30 current	HDDEO low SAPs SAE 5W-30 Shell GTL	API CJ-4 limits
av. top ring weight loss (mg)	85	54	105 max.
av. liner wear (micro meters)	21.3	14.5	24 max.
Oil consumption (grams/hour)	64.3	54	85 max.

GTL Gasoil

GTL Gasoil in new diesel fuel formulations to address market requirements for:

- improved engine durability
- reduced emissions
- less noise and smell



GTL Base Oils

GTL Base Oils in new engine oil formulations to address market requirements for :

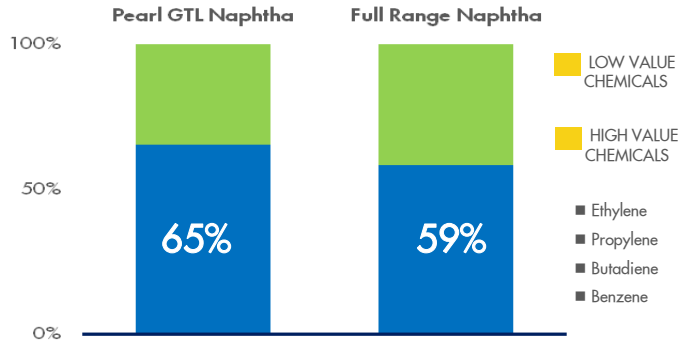
- energy conserving/ low viscosity lubricants
- improved engine durability
- reduced emissions
- improved after-treatment device durability



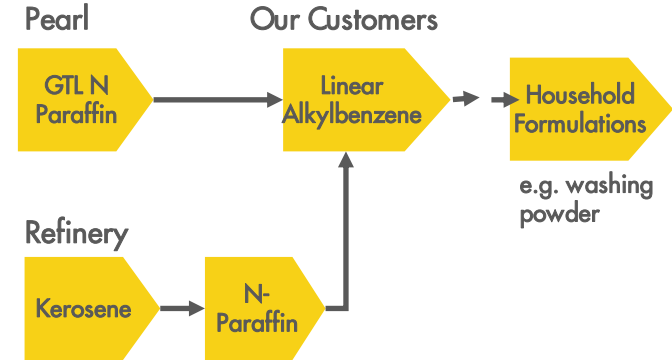
	Shell G III	Mineral G III
Vk Kinematic cSt (100°C) - 5.6 to 9.3	7.45	7.22
Vd Cold Crank m.Pa.s (-35°C) - max. 6200	5722	6119
Noack % weight	8.0	10.5
Base Oil Viscosity (BoV) cSt (100°C)	4.59	4.45

UNIQUE QUALITIES OF GTL PRODUCTS

HIGHER VALUE NAPHTHA FEEDSTOCK



GTL N-PARAFFIN: A COST EFFECTIVE FEEDSTOCK



GTL Naphtha

GTL Naphtha is a highly paraffinic premium steam cracker feedstock:

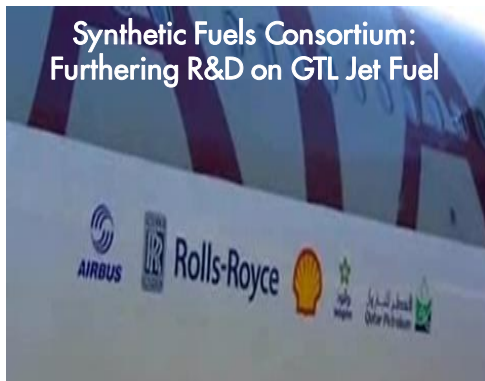
- Enables feed slate optimization to fully utilize existing hardware

GTL N-Paraffin

GTL N-Paraffin is a premium feedstock for the production of LAB / LAS, widely used in detergents

- More cost effective than from kerosene extraction
- Allows freedom of location

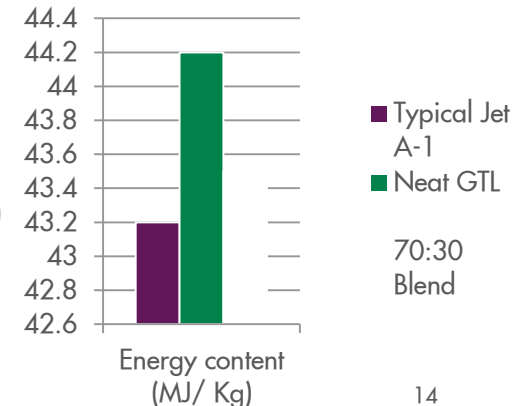
Synthetic Fuels Consortium: Furthering R&D on GTL Jet Fuel



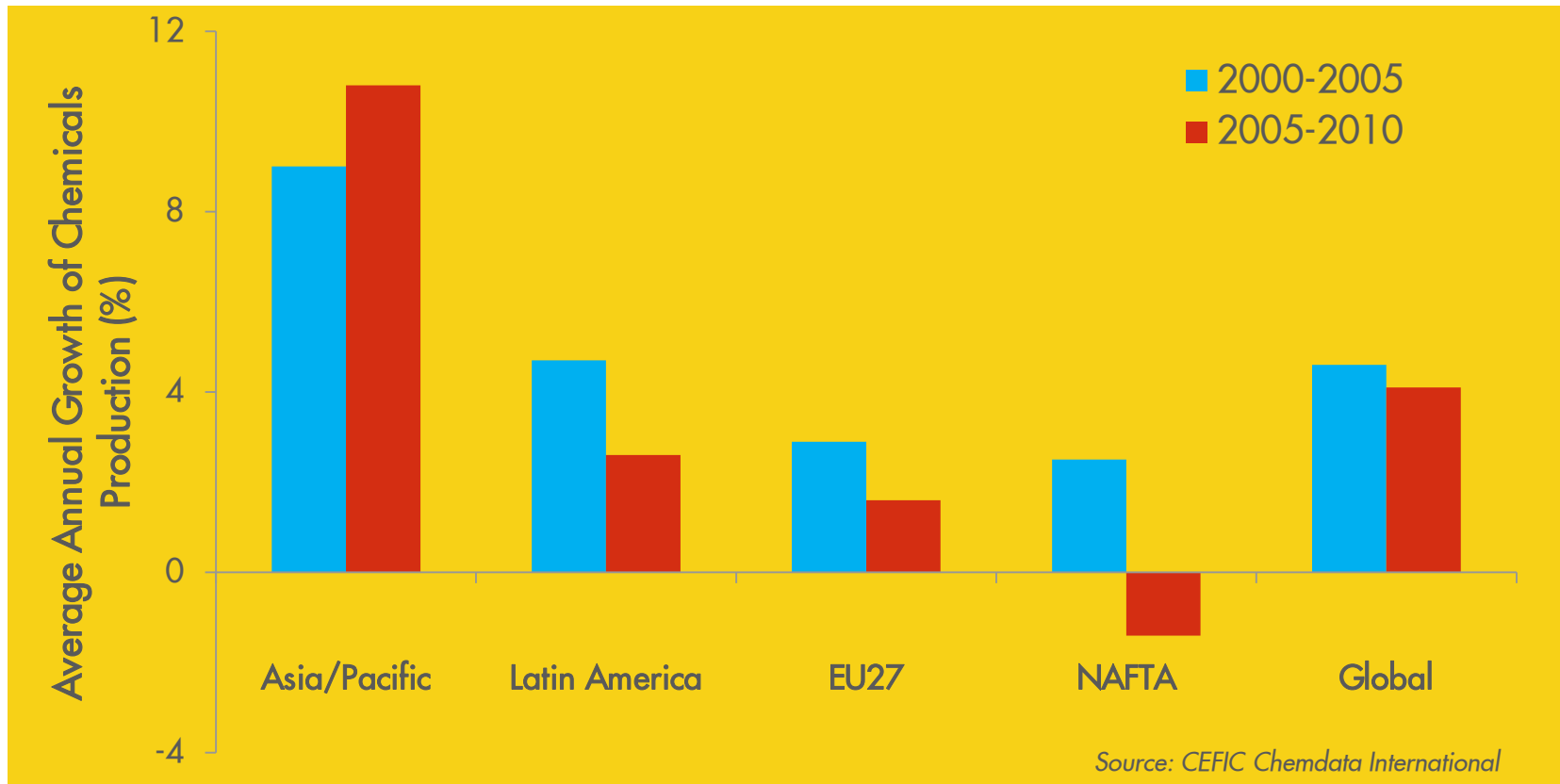
GTL Kerosene

GTL Jet Fuel is approved for use in commercial aviation, delivering:

- Lower emissions (Sox, NOx, CO, soot particles)
- Less smell and smoke
- Better eco-toxicity
- Higher take-off load or better fuel economy
- Better thermal stability and less soot



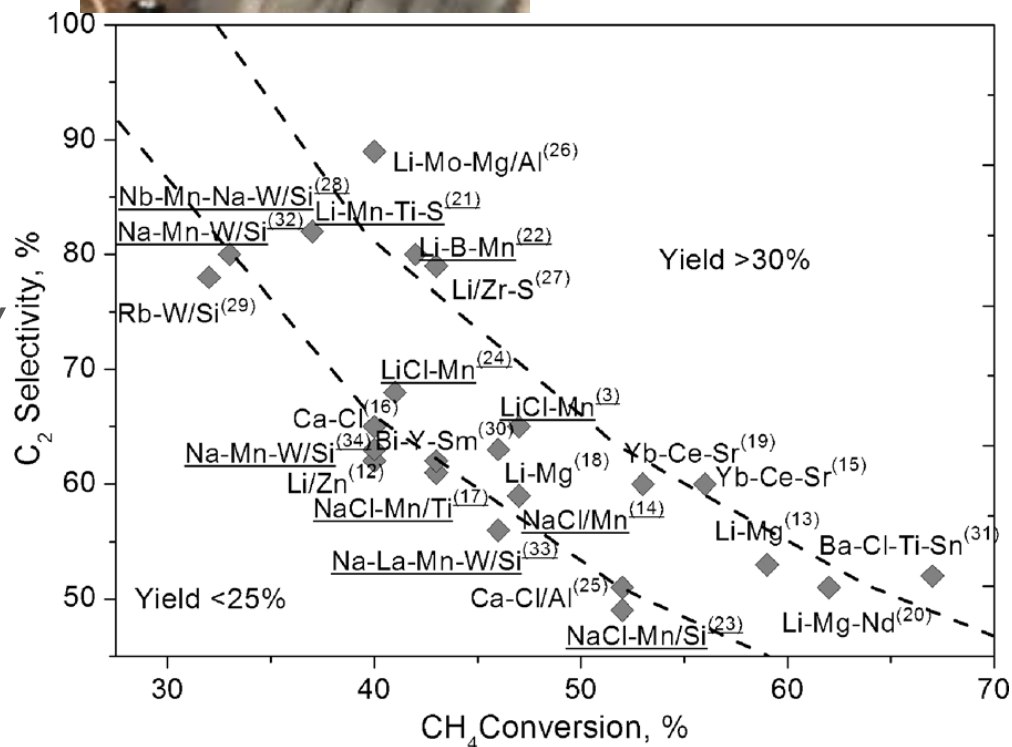
Average Annual Growth of Chemicals Production (%)



Global average annual chemical production has grown at 1.5 x global energy consumption

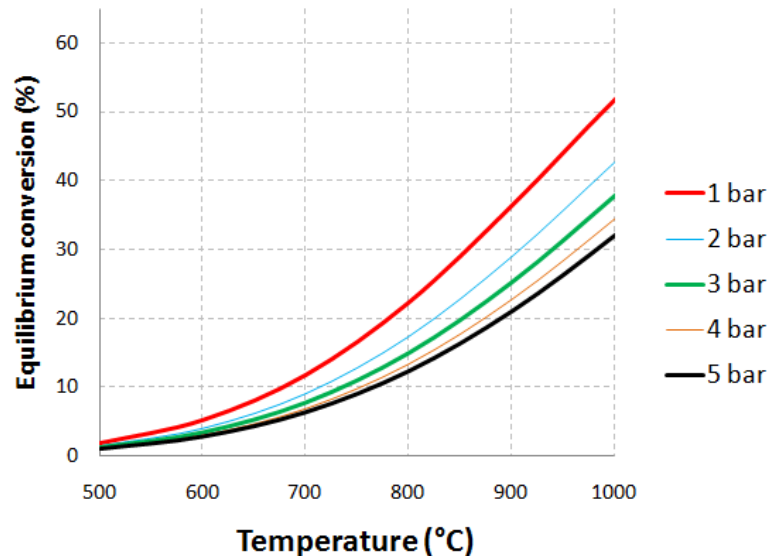
NATURAL GAS-TO-CHEMICALS

- Natural Gas:
 - Affordable-Acceptable-Abundance
- Advantaged feedstock (ref hydrocarbon liquids) for base chemicals
 - Olefins C2= and C3=
 - Aromatics (BTX)
- Alternative C-H activation limited by
 - Reactivity products - Oxidative Coupling
 - Thermodynamics - Methane-to-Benzene

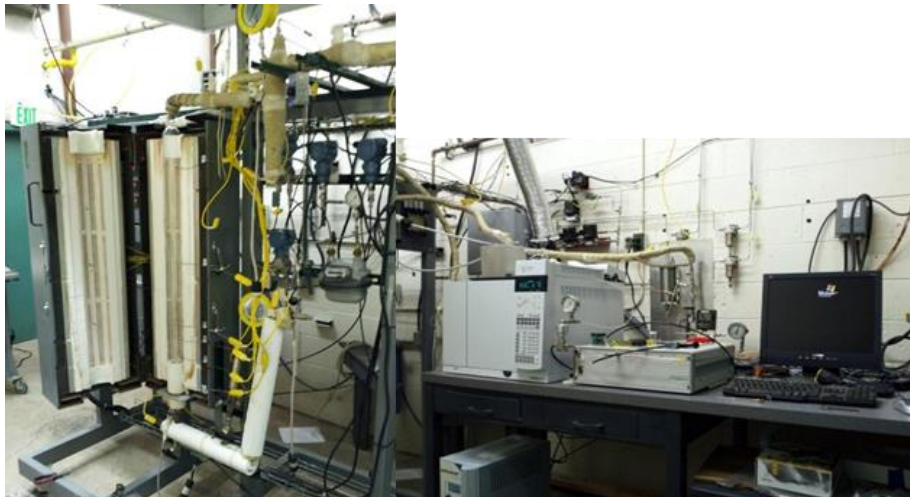


Methane to Benzene

Equilibrium methane conversion for
 $6 \text{ CH}_4 \rightarrow \text{C}_6\text{H}_6 + 9 \text{ H}_2$



EMR (3rd Party) Fluidized-bed M2B Testing Rig



Fixed Bed Experimental Results

T, °C	CH ₄ Conv*, % w
700	11.0
800	23.8

* Normalized for Coke. Test Conditions: 100 %v CH₄ Feed , Standard M2B Catalyst Pretreatment, GHSV = 1000 h⁻¹, 1 bar, 700-800 deg. C

- Increasing temperature to 800°C increases (doubles) CH₄ Conversion
- A Fluidized reactor enables higher operation temperature (short cat cycles)
- Very endothermic $\Delta H=530$ kJ/mole benzene

Methane to Benzene Program Structure/Activities

Catalyst Development & Experimental Work

STCH M2B R&D



Hazen Research

hte Company EE

Reactor Engineering

CRI Kataleuna

Separations

IP

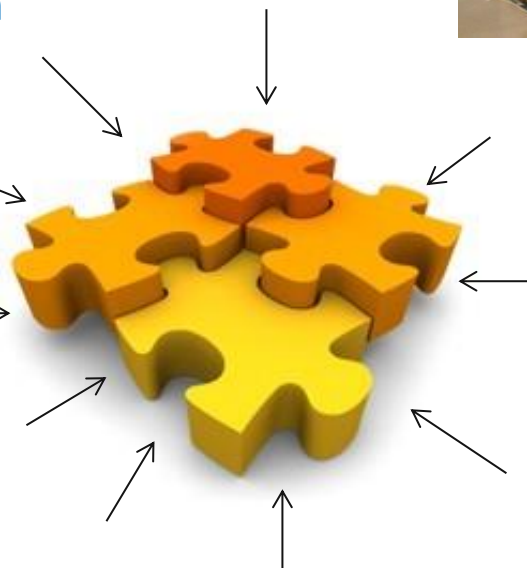
Process Development

Process Design & Development

Economics Evaluation

Process Integration/Deployment

Activity Carried out at 4 Locations



The Future for Molecules in the Energy Supply

Natural Gas

- Transportation Fuel
 - As is (LNG, CNG)
- CH₄ activation: no alternative yet for synthesis gas
 - GTL Liquids
- Chemicals: Making C-C bonds from CH₄
 - No full conversion routes (except C-products)
 - Limited yield valuable products requires expensive separation & recycles

Shell Grand Challenges

Chemistry & Catalysis :

Shell needs to continue developing technology that can monetize Natural Gas as a fuel or chemical products and further exploit gas from stranded sources



Q & A

