



INNOVATIONS IN LNG SHIPPING

Karrie Trauth
Technical Shipping Manager for LNG Marine Fuel Projects



DEFINITIONS AND 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.

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”, “intend”, “may”, “plan”, “objectives”, “outlook”, “probably”, “project”, “will”, “seek”, “target”, “risks”, “goals”, “should” 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 potential litigation and regulatory measures as a result of climate changes; (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. 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 factors that may affect future results are contained in Royal Dutch Shell’s 20-F for the year ended 31 December, 2013 (available at www.shell.com/investor and www.sec.gov). These factors also should be considered by the reader. Each forward-looking statement speaks only as of the date of this presentation, **15 March, 2016**. Neither Royal Dutch Shell 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. There can be no assurance that dividend payments will match or exceed those set out in this presentation in the future, or that they will be made at all.

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 1-833-SEC-0330.

PROJECTED ENERGY OUTLOOK BY 2050



9 BILLION people, **75%** living in cities

(**2 BILLION** more than today)



2 BILLION vehicles
(**800 MILLION** at the moment)



Many **MILLIONS** of people will rise out of energy poverty; with higher living standards energy use rises



Energy demand could **DOUBLE** from its level in 2000... while **CO₂** emissions must be **HALF** today's to avoid serious climate change



Twice as efficient, using **HALF** the energy to produce each dollar of wealth



Renewables could supply up to **30%** of the world's energy

NO SINGLE SOLUTION FOR OIL BASED TRANSPORT

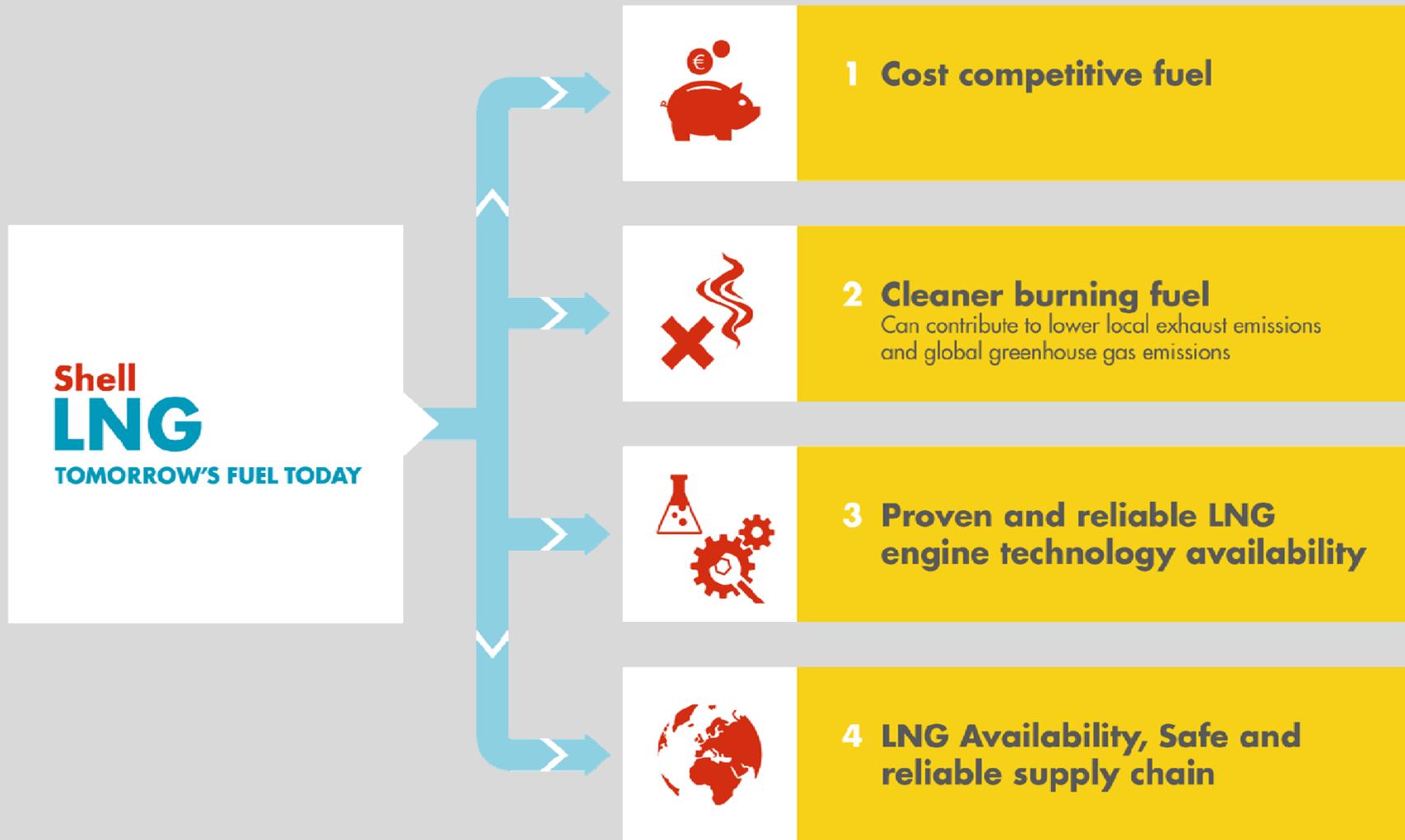


THERE IS NO
"SILVER BULLET"

LNG IS ONE OPTION
IN AN EVOLVING
FUEL MIX

AVAILABLE
ACCEPTABLE
AFFORDABLE

LNG CAN OFFER A COMPELLING VALUE PROPOSITION



LNG FROM REALITY TO MATERIALITY: TIPPING THE BALANCE

STANDARDS

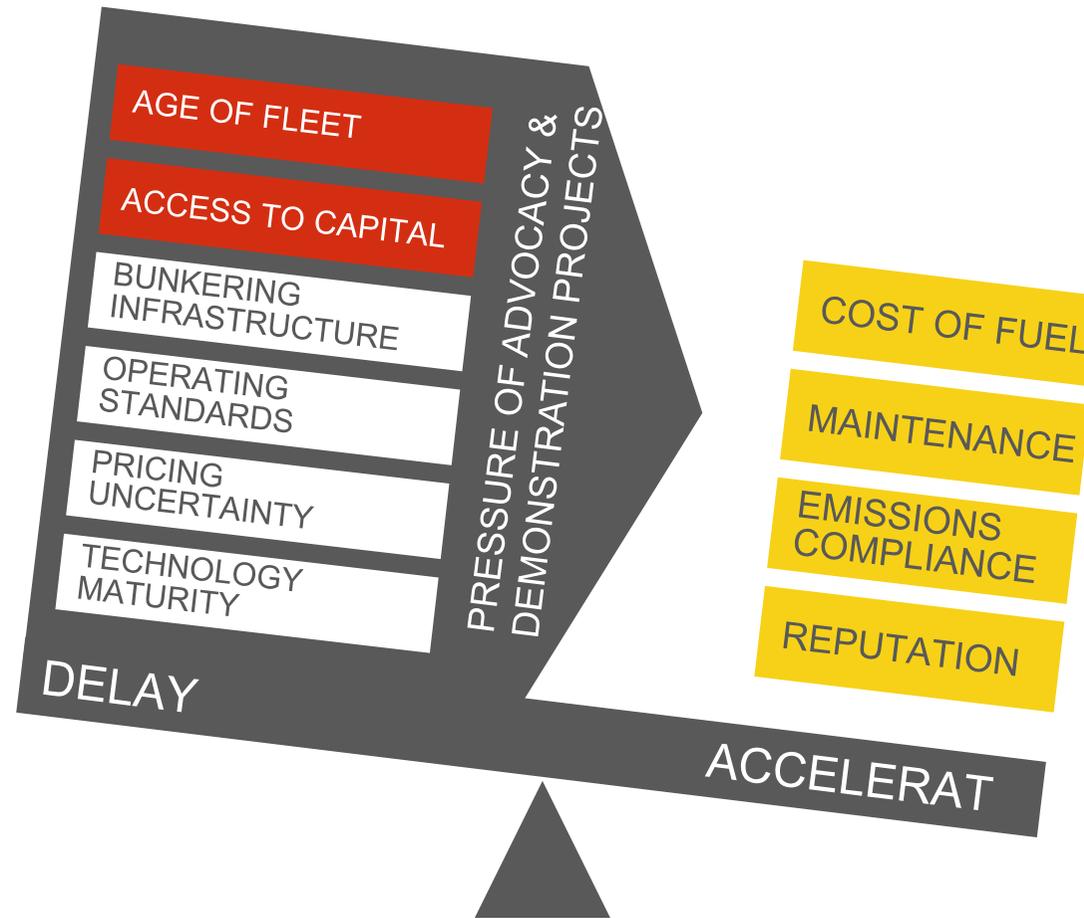
REGULATIONS

INFRASTRUCTURE

INNOVATION

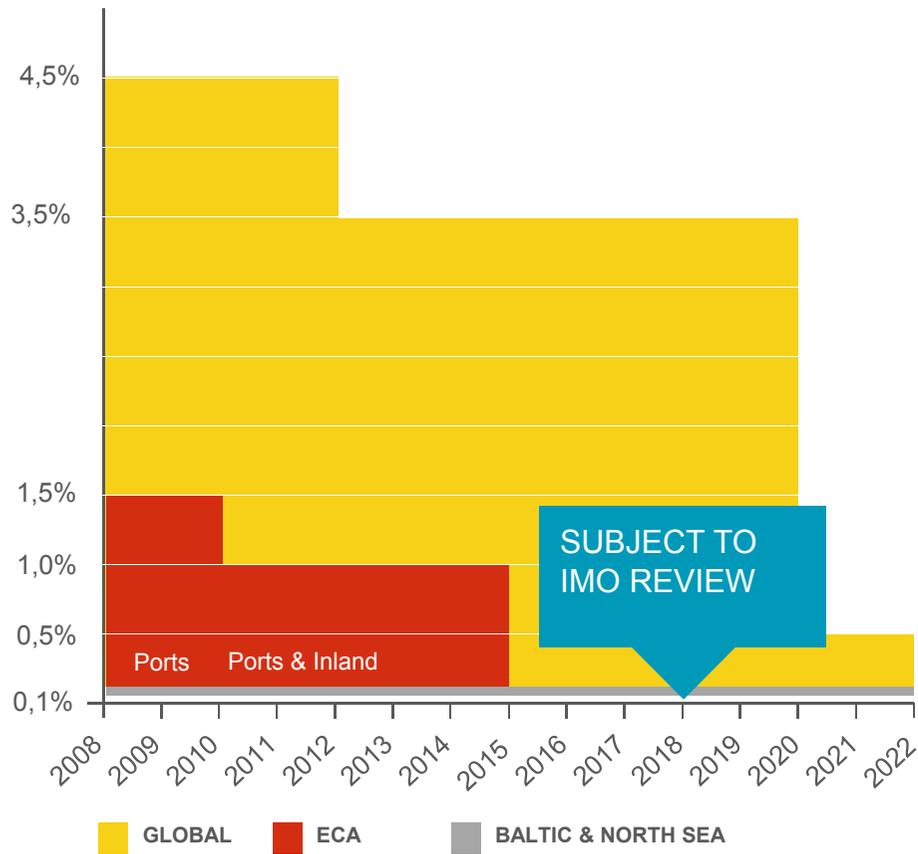
PARTNERSHIPS

ECONOMICS

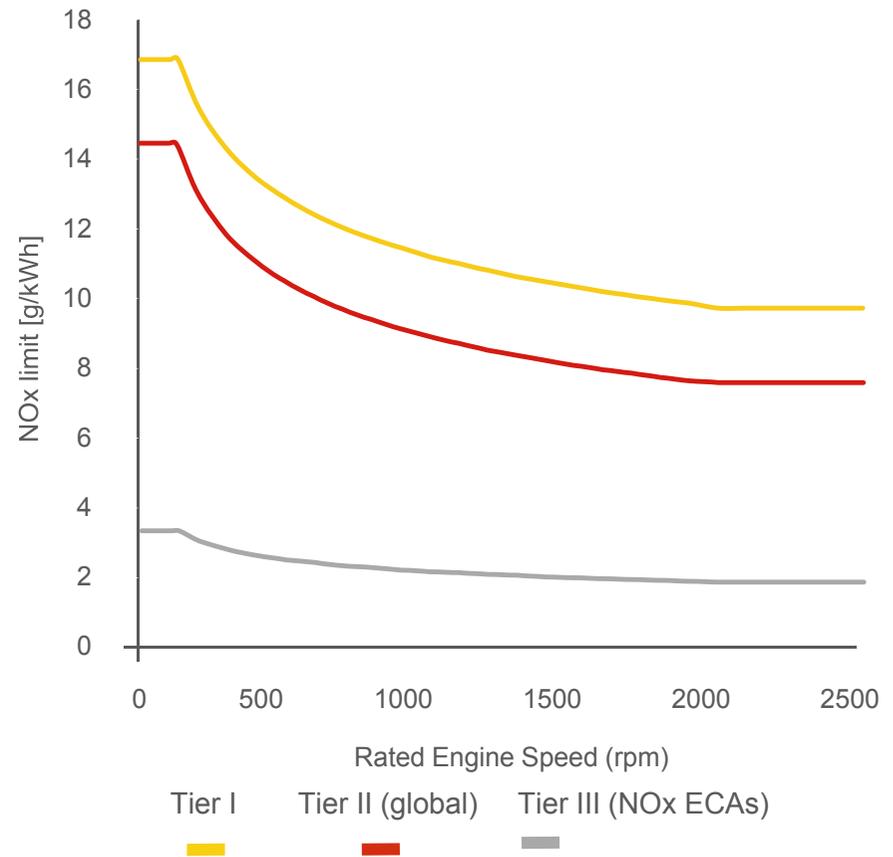


EMISSION CONTROL AREAS (ECAS)

SOx Regulations



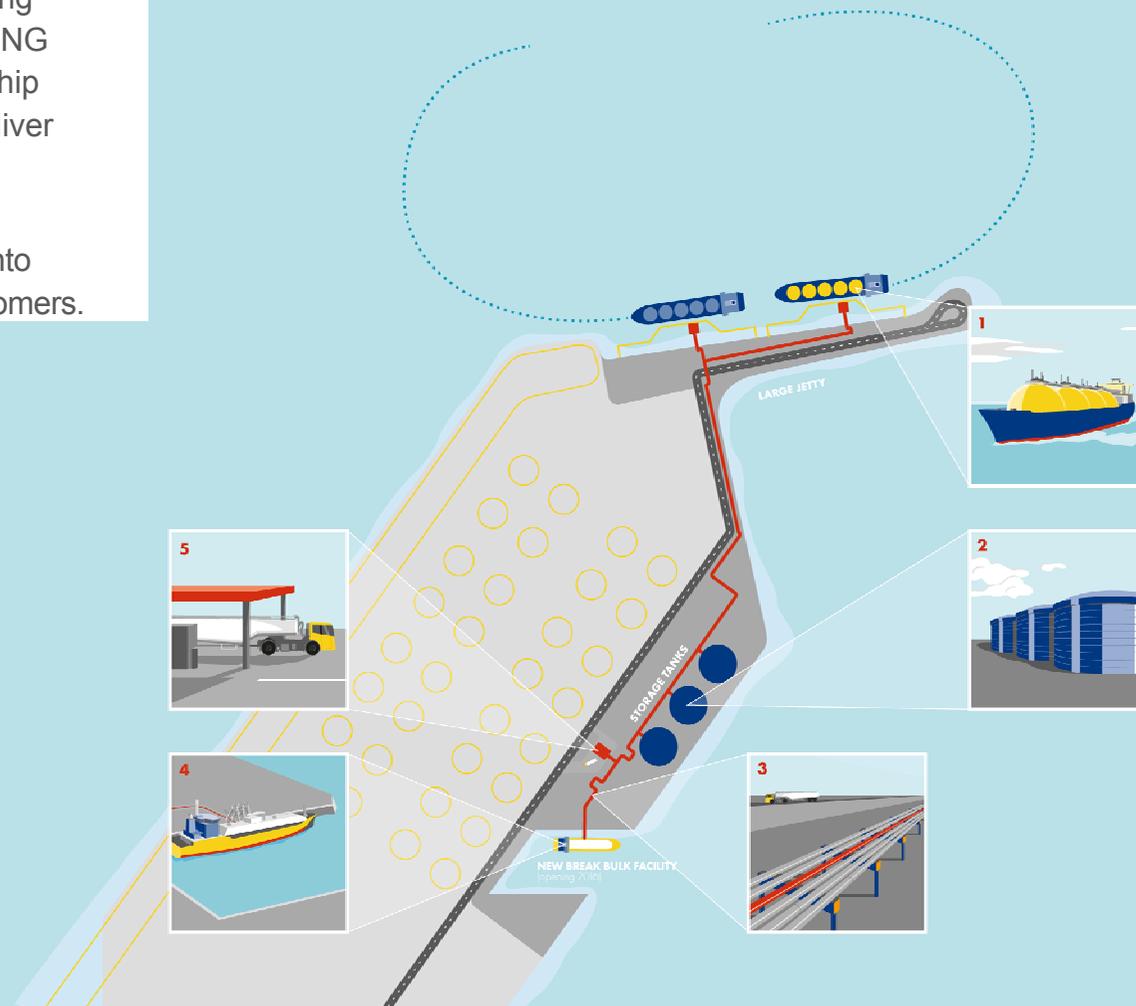
NOx Regulations



Source: IMO

GATE: LONG-TERM LNG FOR TRANSPORT

- Shell has announced investment into a break bulk jetty at the GATE (Gas Access To Europe) terminal.
- To serve marine customers in the port of Rotterdam, Shell is constructing together with STX shipyard an LNG bunker vessel facilitate ship to ship transfer operations, and also deliver LNG to secondary distribution terminals outside the port area.
- In addition, LNG will be loaded onto trucks and delivered to road customers.



AN INNOVATION IN THE LNG BUNKERING MARKET

Potential customers include container ships, coastal vessels, and ferries.

FEATURES: Cutting-edge shipping design and technology with a special loading arm for ship-to-ship transfers and sub-cooling unit to keep LNG at sub atmospheric pressure.

CAPACITY:
6,500 cubic metres

LENGTH: ~120 metres



The new vessel will be built by STX Offshore & Shipbuilding. It will be based at the port of Rotterdam in the Netherlands, and will load from the new LNG break bulk terminal and jetty to be constructed by the Gas Access to Europe (Gate) terminal. It will also be sea-going and, therefore, able to bunker customers at other locations.

CONSTRUCTION OF INNOVATIVE LNG BUNKER VESSEL

Sea Going Capability

Dual Fuel Engines

Sub cooler Unit

High & Low Manifold

Highly Manoeuvrable



Transfer Arm System

Efficient Hull Design

Custody Transfer

Capacity 6.500 m3

Electric Propulsion



Co-financed by the European Union
Connecting Europe Facility

LNG BUNKER VESSEL – KEY PROJECT DATES



Milestone	Date
Contract Signing	✓ Nov 2014
Steel Cutting	✓ Dec 2015
Launching	Q3 2016
Delivery	Q1 2017
Ready for Service Rotterdam	Q2 2017

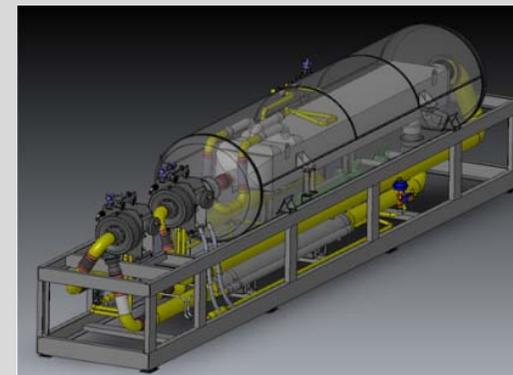
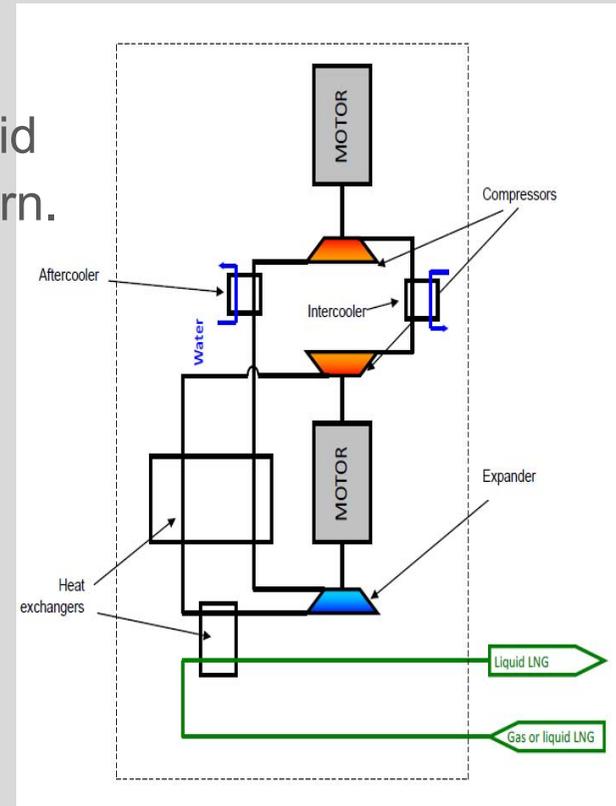


DESIGN FEATURES – SUB COOLER UNIT

Features

Prevention of BOG by heat extraction, taking liquid from the bottom of the tank and spraying the return.

Product range	TBF-175	TBF-350	TBF-700	TBF-1050	TBF-1400
LNG reliquefaction flow rate	0.15 t/h	0.5 t/h	1 t/h	1.5 t/h	2 t/h
Footprint (L*W*H)	9.5*1.7*3 m	11*1.7*3 m	Layout to be confirmed during the project		
Motor mechanical power	175 kW	350 kW	700 kW	1050 kW	1400 kW
Weight	15T	17T	34T	51T	68T

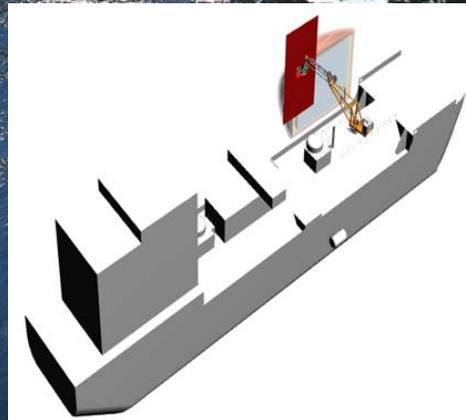


DESIGN FEATURES – TRANSFER ARM, SYSTEM



Features

- Capable of 1,100m³ / hr transfer rate
- 8" liquid line, 6" vapour
- 13m height range and 16m horizontal connection range relative to LBV
- Remote operation – less manual handling than hose solutions = less personal risk exposure

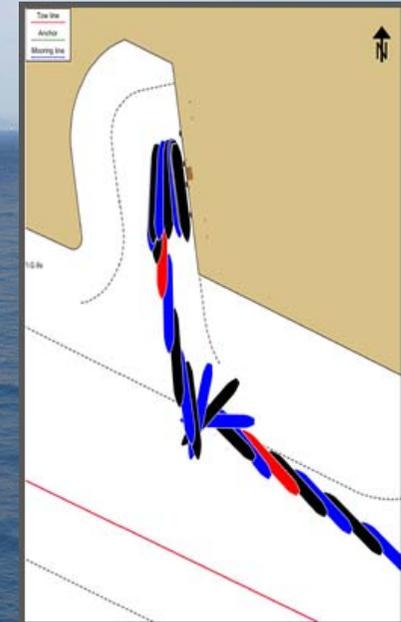


DESIGN FEATURES – HIGHLY MANEUVERABLE



Features

- Analytical manoeuvring studies carried out for GATE to simulate jetty approach under various weather conditions.
- Twin screw with High Lift Rudders coupled with a bow thruster provided safe manoeuvring for required conditions.
- Manoeuvring model tests carried out at Sept 2015



TODAY, A NUMBER OF INLAND WATERWAY VESSELS ARE IN OPERATION



2012 "Argonon"
2x CAT DF conversion



2013 "Greenstream" & "Greenrhine"
"Scania" – Gas-Electric



2014 "Eiger" - Refit
Wärtsilä 2x 6L20DF -FPP



2014 "Sirocco"
Wärtsilä 1 x 8L20DF -FPP

GREENSTREAM AND GREENRHINE

Shell's support helped launch Greenstream and GreenRhine, the world's first LNG-powered barges to carry goods along Europe's River Rhine.



SHELL WILL CHARTER 15 NEW LNG-POWERED BARGES OPERATING ON THE RHINE

- Shell Trading Rotterdam BV (Shell) has signed a time-charter agreement with Plouvier Transport NV and Intertrans Tankschiffahrt AG for 15 new inland dual-fuel barges.
- These state-of-the-art barges, built by the Dutch shipyard VEKA Shipbuilding BV, will support Shell's growing business in trading and transporting mineral oil products in the ARA (Amsterdam-Rotterdam-Antwerp) and Rhinetrack (Germany/Switzerland) regions.
- The 110m long barges
- Designed for improved environmental performance, safety and optimal cargo carrying capacity in various water conditions.
- Their main engines provided by Wärtsilä will run on 95- 98% LNG fuel with a small proportion of diesel used for ignition.
- A staggered delivery of the barges is expected to take place between late-2016 and mid- 2018.



LNG INNOVATIONS- SUMMARY

DRIVERS

SUPPLY



ENVIRONMENT

COST



CHALLENGES

INFRASTRUCTURE



ENGINE & FUEL SYSTEM COST

REGULATORY



