GAS UTILIZATION – GAS TO LIQUIDS
Adding value and creating jobs

Onno van Kessel, Business Opportunity Manager
Shell Upstream International
Gas Competence Seminar
Maputo, 22 September 2015
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 document “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 document refer to companies over which Royal Dutch Shell plc either directly or indirectly has control. Companies over which Shell has joint control are generally referred to as “joint ventures” and companies over which Shell has significant influence but neither control nor joint control are referred to as “associates”. 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, 2014 (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, 22 September, 2015. 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 1-800-SEC-0330.
DIVERSIFIED ECONOMIC GROWTH FROM GAS IN MOZAMBIQUE

- Enhance economic growth
- Reduce dependency on foreign oil
- Diversify revenue base away from gas only
- Enable power and agriculture development

- Regional and global export potential for Mozambique
- Joint infrastructure attracts industrial investments
- Multiplier effect across supply chain

- Sustainable capacity development
- Develop local oil product export and trading capacity
- Create opportunities for local companies
- Enable investments in training capacity
Gaz Roda's Gas Master Plan and GTL

Rovuma 150Tcf

40%

LNG (10 trains)

Petrochemicals

Energy

GTL

MOZAMBIQUE’S GAS MASTER PLAN AND GTL
WHAT IS GAS TO LIQUIDS (GTL)?

GTL converts gas into high quality liquid products

Natural Gas

GTL plants process natural gas using Fischer-Tropsch process

Products include transport fuels, lubricants, waxes and chemicals

GTL Gasoil to blend into diesel

GTL Naphtha for chemical industry

GTL Kerosene to blend in Jet A.
Unique CVP continues to create opportunities

Source: Zeus Intelligence, Company releases, Shell internal analysis
SHELL LEADERSHIP BASED ON 40-YEAR JOURNEY OF INNOVATION

1973
Laboratory Amsterdam
3 bbl/d

1983
Pilot plant Amsterdam

Chemistry developed

1993
Bintulu Malaysia
14,700 bbl/d

Process demonstrated

2011
Pearl GTL Qatar
140,000 bbl/d

Industrial scale proven

2020+
Mozambique

Design optimised

Vision

Continuous Technology Improvement

Copyright Shell International Exploration and Production B.V.
Bintulu, Malaysia in 1979
- 5,000 people
- Capacity building (welder and operator training to international accreditation)
- Limited infrastructure and port

Bintulu today
- 114,000 people
- Regional industrial development
- Development of local enterprises (construction, fabrication, pipelines)
- Port: initially set up for LNG trade, now handles container cargo, liquid/dry bulk
MEETING DOMESTIC AND REGIONAL DEMAND

MZ diesel supply/demand balance (million metric ton per annum)

1 GTL Train assumes use of only ~2% of discovered Rovuma Basin gas

<table>
<thead>
<tr>
<th>Year</th>
<th>Total end user demand</th>
<th>Local production GTL (blended)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth to 2025 (E)*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth to 2030 (E)*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Growth to 2030 (E)*

Potential Train 1 (2023+)

Potential Train 2 (2025+)

Diesel Trade Balance by country (million metric ton per annum)

- **Kenya**
  - 2014
  - 2030

- **Tanzania**
  - 2014
  - 2030

- **South Africa**
  - 2014
  - 2030

• Shell Analysis based on PFC data
Capability building

- Capability building partnerships
- Training programs, secondment opportunities
- Knowledge sharing

Development of skilled workforce & local SMEs

- Creating jobs with similar profile as needed for LNG development
- Vocational training
- Developing local small and medium enterprises

Supporting regional development

- Infrastructure partnerships
- Catalysing economic growth
- Attracting Foreign Direct Investors
STRENGTHEN REGIONAL LEADERSHIP

- Build Competitive Megaproject
- Enable Industrial hub
- Improve Balance of Trade
- Develop Local Content
- Increase Regional Leadership
- GTL National Project