



Being Responsible: Sustainability at Shell

CSR Forum, Cairo, Egypt

Moataz Darwish
Deputy Chairman
Shell Egypt N.V.

Definitions and Cautionary Note

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate legal 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 over which Royal Dutch Shell plc either directly or indirectly has control. Entities and unincorporated arrangements over which Shell has joint control are generally referred to as “joint ventures” and “joint operations” respectively. Entities 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”, “goals”, “intend”, “may”, “objectives”, “outlook”, “plan”, “probably”, “project”, “risks”, “schedule”, “seek”, “should”, “target”, “will” 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 regulatory measures addressing climate change; (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. No assurance is provided that future dividend payments will match or exceed previous dividend payments. All forward-looking statements contained in this presentation are expressly qualified in their entirety by the cautionary statements contained or referred to in this presentation. Readers should not place undue reliance on forward-looking statements. Additional risk factors that may affect future results are contained in Royal Dutch Shell’s 20-F for the year ended December 31, 2016 (available at www.shell.com/investor and www.sec.gov). These risk factors also expressly qualify all forward looking statements contained in this presentation and should be considered by the reader. Each forward-looking statement speaks only as of the date of this presentation, May 8, 2017. Neither Royal Dutch Shell plc 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.

We may have used certain terms, such as resources, in this presentation that United States Securities and Exchange Commission (SEC) strictly prohibits us from including in our 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.

The world needs more energy

- Energy has enhanced our lives:
we have never been more connected
- Today, more people have better opportunities, better health and better living conditions
- This progress has been dependent on reliable, accessible energy
- As global population increases and incomes rise, demand for energy will grow



The energy future


At Shell, we believe

- The world needs to produce more energy and emit less greenhouse gases if society is to meet its development and environmental goals
- Achieving these goals requires an energy transition
- Our long-term success relies on our ability to provide energy and related products people need, in a way that is commercially competitive and socially & environmentally responsible



Sustainability and our business strategy

- Sustainability is essential to our being a valued and respected member of society
- Our commitment to **safety**, the **environment** and to **communities** plays a crucial role in how we plan, design and operate projects
- We **integrate** economic, social and environmental considerations into our business decisions from the earliest stages



“ We need to fulfil the growing demand for energy, with more natural gas and cleaner energy products ”

Ben van Beurden, CEO, Royal Dutch Shell
Shell Sustainability Report 2016

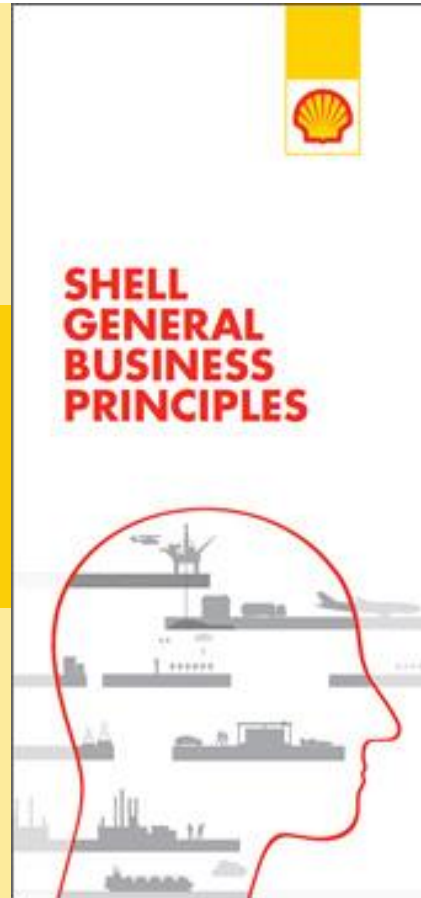
Living by our principles

A commitment to contribute to sustainable development is in our Business Principles

“Long-term profitability is essential...”

“...balancing short and long-term interests...”

“...integrating economic, environmental and social considerations into business decision-making...”



“...reduce the environmental impact of our operations, products and services...”

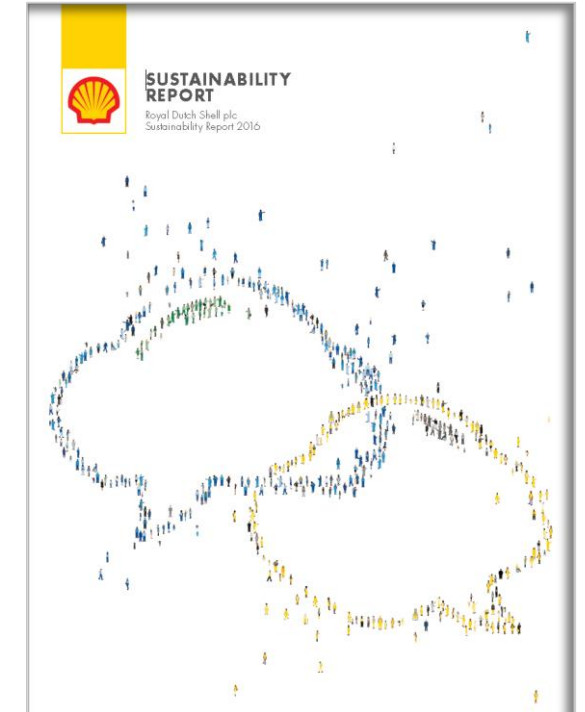
“...be good neighbours...manage the social impacts of our activities...enhance benefits to local communities...”

“...regular dialogue and engagement with our stakeholders is essential...”

The Shell Sustainability Report 2016

- 20 years annual Shell Sustainability Report.
- It is a **voluntary** public disclosure.
- It is reviewed by an **external committee**, consisting of six experts from a range of professional backgrounds.
- One of the main mediums for Shell to detail our **HSSE&SP performance, strategy and approach to sustainability**.
- Our reporting follows the **guidelines** that have been set up by industry associations (e.g. IPIECA*), and the Global Reporting Initiative.
- We support the **United Nations Global Compact** and its 10 principles.

*IPIECA=global oil & gas industry association for environmental and social issues



To learn more, visit www.shell.com/sustainability

It makes business sense

Earn license to operate and grow



Earn support from communities where we operate to reduce risks and delays and share benefits Attract investors, partners, customers and employees

Drive innovation in technology



Unlock business opportunities through lower-carbon technologies

Win market share with better products



Attract customers by anticipating their demands for affordable energy with lower environmental and social credentials

It's the right thing to do and makes business sense

How sustainability works at Shell

It runs across our activities on three levels...

Put simply, it's about providing energy in a responsible way



Responsible means: **sharing wider benefits where we operate**

It's about:

- Helping to develop local economies by creating jobs and sourcing from local suppliers
- Supporting community projects that are based on the needs of the local communities
- Contributing to a country's economic development through the taxes and royalties we pay





To learn more, visit www.shell.com/sustainability