



SHELL LNG OUTLOOK 2018



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 (SPE) 2P + 2C definitions.

Operating costs are defined as underlying operating expenses, which are operating expenses less identified items. Organic free cash flow is defined as free cash flow excluding inorganic capital investment and divestment proceeds. Clean CCS ROACE (Return on Average Capital Employed) is defined as defined as the sum of CCS earnings attributable to shareholders excluding identified items for the current and previous three quarters, as a percentage of the average capital employed for the same period. Capital employed consists of total equity, current debt and non-current debt. Capital investment comprises capital expenditure, exploration expense excluding well write-offs, new investments in joint ventures and associates, new finance leases and investments in Integrated Gas, Upstream and Downstream securities, all of which on an accruals basis. In 2016, the capital investment was impacted by the acquisition of BG Group plc. which are included in “Change in non-controlling interest” within “Cash flow from financing (CFFF) activities”. Divestments comprises proceeds from sale of property, plant and equipment and businesses, joint ventures and associates, and other Integrated Gas, Upstream and Downstream investments, reported in “Cash flow from investing activities (CFFI)”, adjusted onto an accruals basis and for any share consideration received or contingent consideration recognised upon divestment, as well as proceeds from the sale of interests in entities while retaining control (for example, proceeds from sale of interest in Shell Midstream Partners, L.P.). This presentation contains the following forward-looking Non-GAAP measures: Organic Free Cash Flow, Free Cash Flow, Capital Investment, CCS Earnings, CCS Earnings less identified items, Gearing, Underlying Operating Expenses, ROACE, Capital Employed and Divestments. We are unable to provide a reconciliation of the above forward-looking Non-GAAP measures to the most comparable GAAP financial measures because certain information needed to reconcile the above Non-GAAP measure to the most comparable GAAP financial measure is dependent on future events some which are outside the control of the company, such as oil and gas prices, interest rates and exchange rates. Moreover, estimating such GAAP measures consistent with the company accounting policies and the required precision necessary to provide a meaningful reconciliation is extremely difficult and could not be accomplished without unreasonable effort. Non-GAAP measures in respect of future periods which cannot be reconciled to the most comparable GAAP financial measure are calculated in a manner which is consistent with the accounting policies applied in Royal Dutch Shell plc’s financial statements. The financial measures provided by strategic themes represent a notional allocation of ROACE, capital employed, capital investment, free cash flow, organic free cash flow and underlying operating expenses of Shell’s strategic themes. Shell’s segment reporting under IFRS 8 remains Integrated Gas, Upstream, Downstream and Corporate.

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 “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 section. 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, February 26, 2018. 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. This presentation may contain references to Shell’s website. These references are for the readers’ convenience only. Shell is not incorporating by reference any information posted on www.shell.com. 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.

CONTENTS



01 EXTERNAL ENVIRONMENT CREATING MORE OPPORTUNITIES FOR GAS AND LNG

The energy challenge

Growing economies need more and cleaner energy

Policy actions for clean energy support gas and LNG

Gas plays growing role to meet energy challenge

Gas supports renewables

OECD leading the move to gas and renewables for power generation

Strong China gas demand driven by growth outside power

LNG is the fastest growing gas supply source

LNG provides new form of energy security

02 STRONG LNG FUNDAMENTALS EXCEEDED EXPECTATIONS IN 2017

Unprecedented LNG capacity expansion 45% complete

Global LNG market continues to defy expectations

29 mt increase in LNG imports in 2017

LNG accommodates China growth and seasonal demand

Spot prices continue to reflect strong demand for LNG

Physical and financial liquidity increases as market evolves

Fast, flexible FSRUs continue to increase LNG imports

Demand for LNG in transport grows globally

03 SUPPLY INVESTMENT REQUIRED TO MEET LONG-TERM DEMAND GROWTH

Lack of supply investment risks future global LNG market growth

LNG buyers and their needs are changing

LNG buyers signing shorter and smaller contracts

Liquefaction investment needed to meet demand growth



01

EXTERNAL ENVIRONMENT CREATING MORE OPPORTUNITIES FOR GAS AND LNG

THE ENERGY CHALLENGE

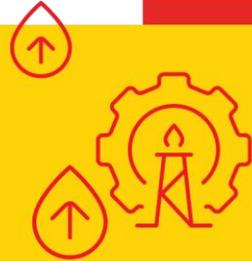
01



Growing Population

According to the World Bank, global population is expected to increase from around 7 billion today to over 9 billion by 2050, with 66% living in cities.

02



Rising Demand

Over a billion people continue to live without electricity while another billion struggle with unreliable supplies of electricity. According to the International Energy Agency (IEA) New Policies Scenario, global energy demand is expected to grow by 30% between 2015 and 2040.

03



Ongoing Supply

As per IEA, it is expected that renewable energy could increase significantly by 2040. However, we will still need large amounts of oil and gas to provide the full range of energy products that the world needs.

04



Mitigating Climate Change

The world currently emits 32 billion tonnes of energy-related CO₂ each year. To limit the rise in global temperature to 2°C, the IEA has calculated that energy related CO₂ emissions need to fall to around 18 billion tonnes a year by 2040.

05

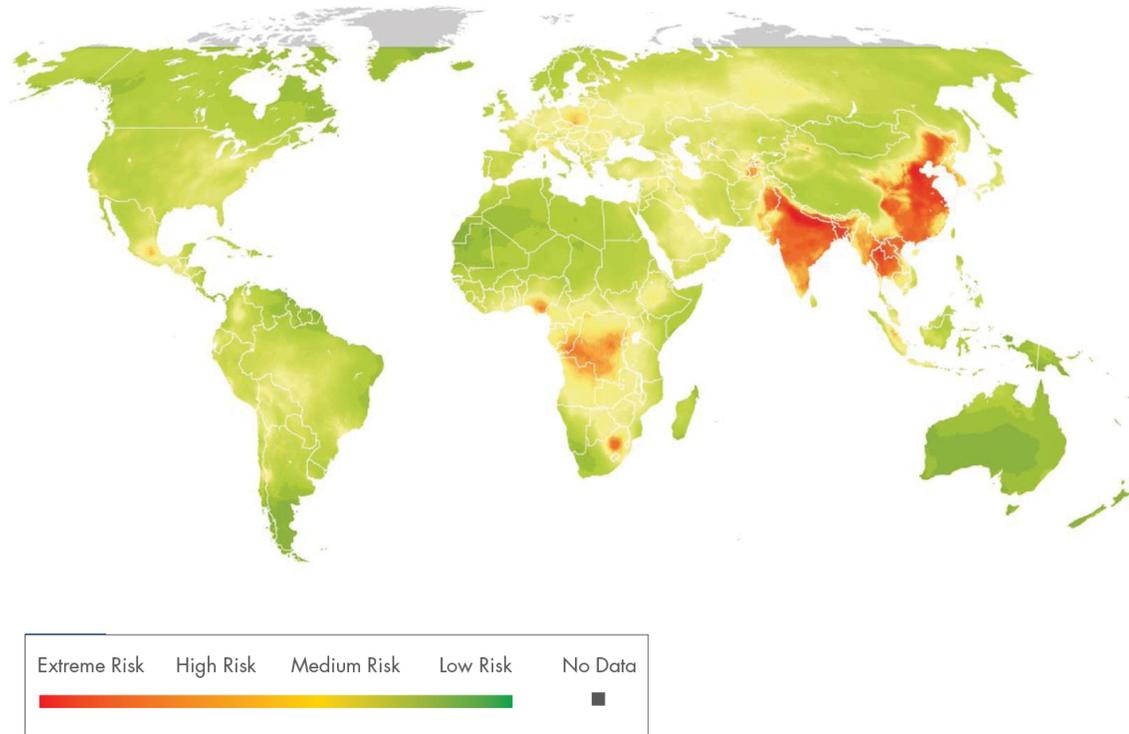


Improving Air Quality

The World Health Organization (WHO) has found that outdoor air pollution in both cities and rural areas is estimated to cause some 3 million premature deaths a year worldwide.

GROWING ECONOMIES NEED MORE AND CLEANER ENERGY

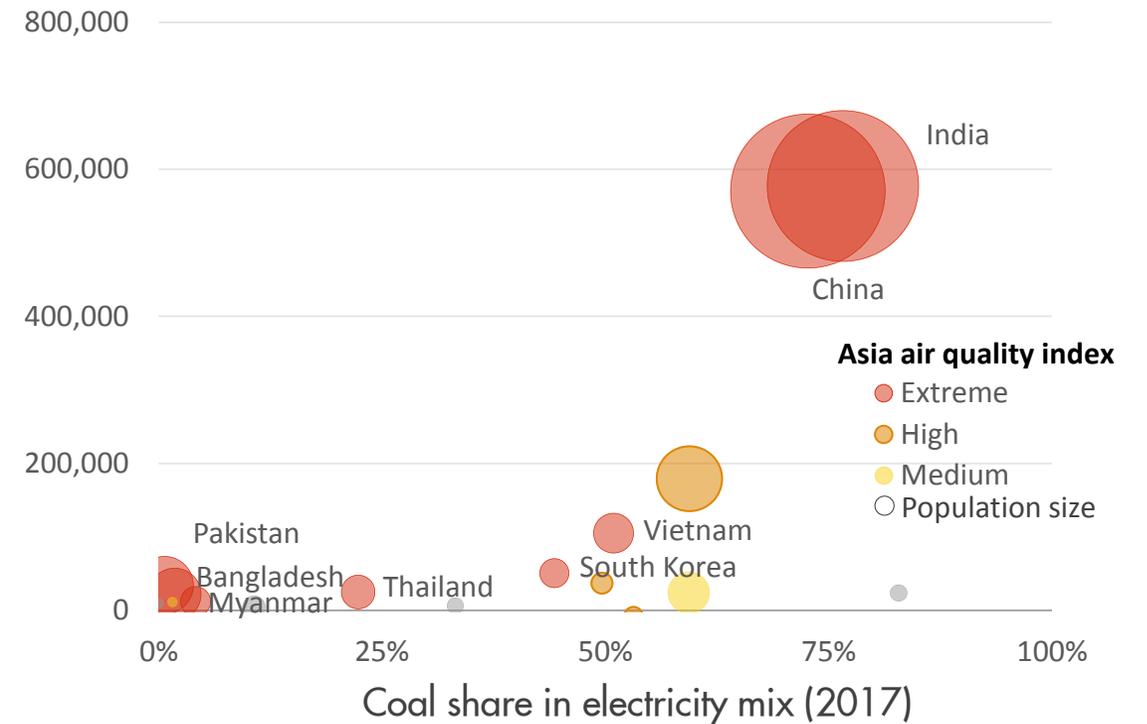
Air quality index 2017



Source: Shell interpretation of Wood Mackenzie and Verisk Maplecroft Q4 2017 data

Energy demand growth vs coal share

Change in energy demand (2017-2035), KTOE



POLICY ACTIONS FOR CLEAN ENERGY SUPPORT GAS AND LNG



GLOBAL

Increasing recognition of environmental benefits

G20 endorses the role of natural gas in energy transition

IEA credits levelling of global CO2 emissions to coal displacement



REGIONAL

EU policies supporting coal phase out

More than 10 countries announce coal phase-out ambitions - 25% of coal power capacity in EU

EU confirms reforms to strengthen EU Emissions Trading Scheme



NATIONAL

Policies favour gas and renewables

China reforms gas market to increase competitiveness of delivered gas

South Korea's 8th Basic Plan for Energy prioritises renewables and gas, while not sanctioning new nuclear and coal



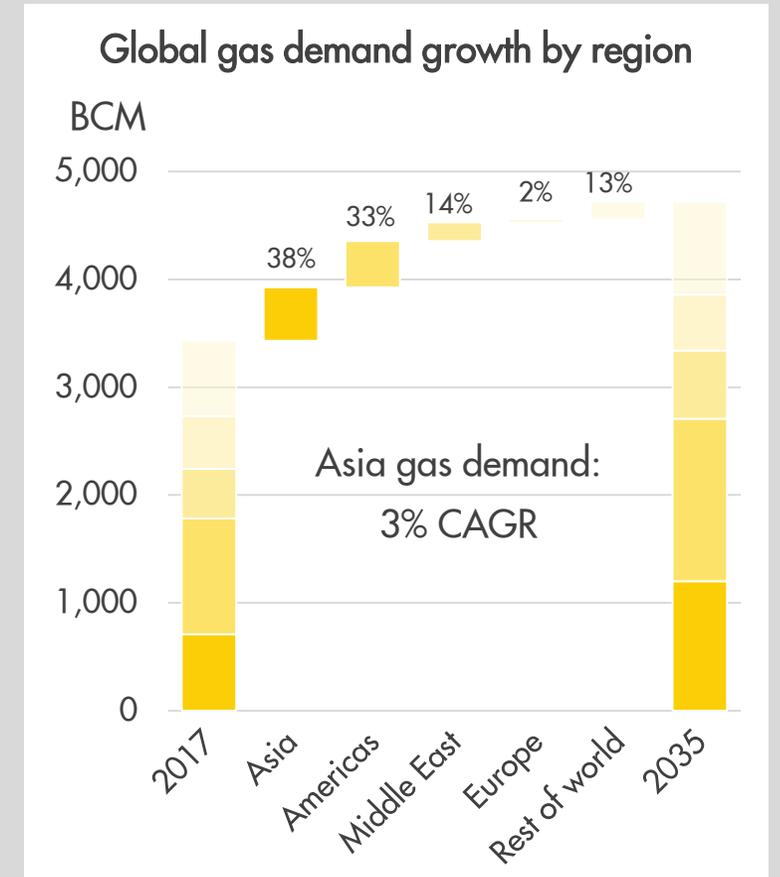
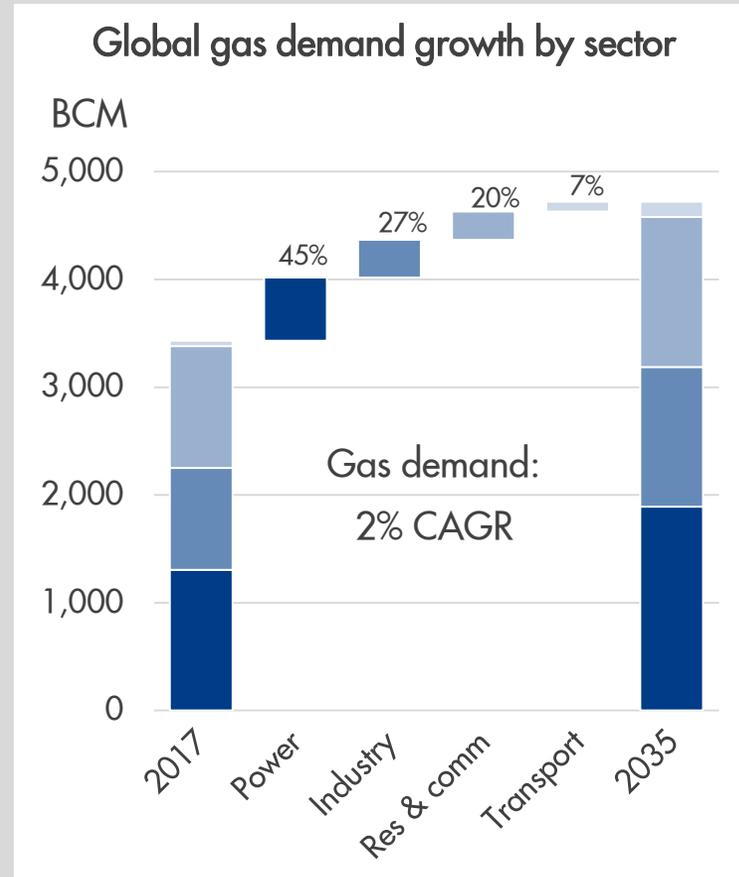
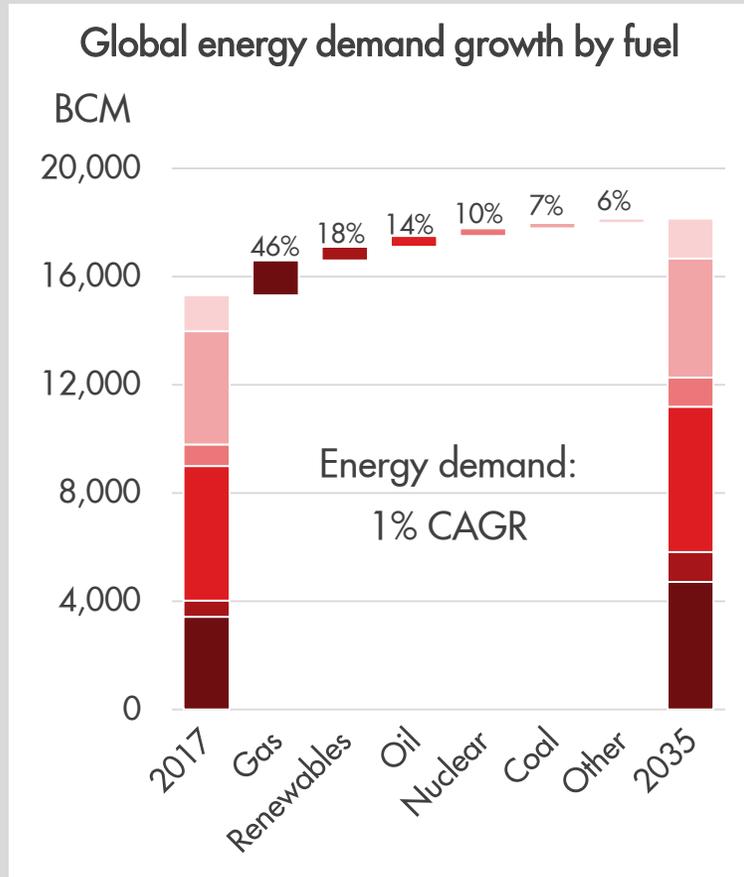
LOCAL

Policymakers targeting air quality

Berlin closes local coal-fired power plants to improve air quality

Beijing meets ambitious 2017 air quality targets, supported by coal to gas switching

GAS PLAYS GROWING ROLE TO MEET ENERGY CHALLENGE

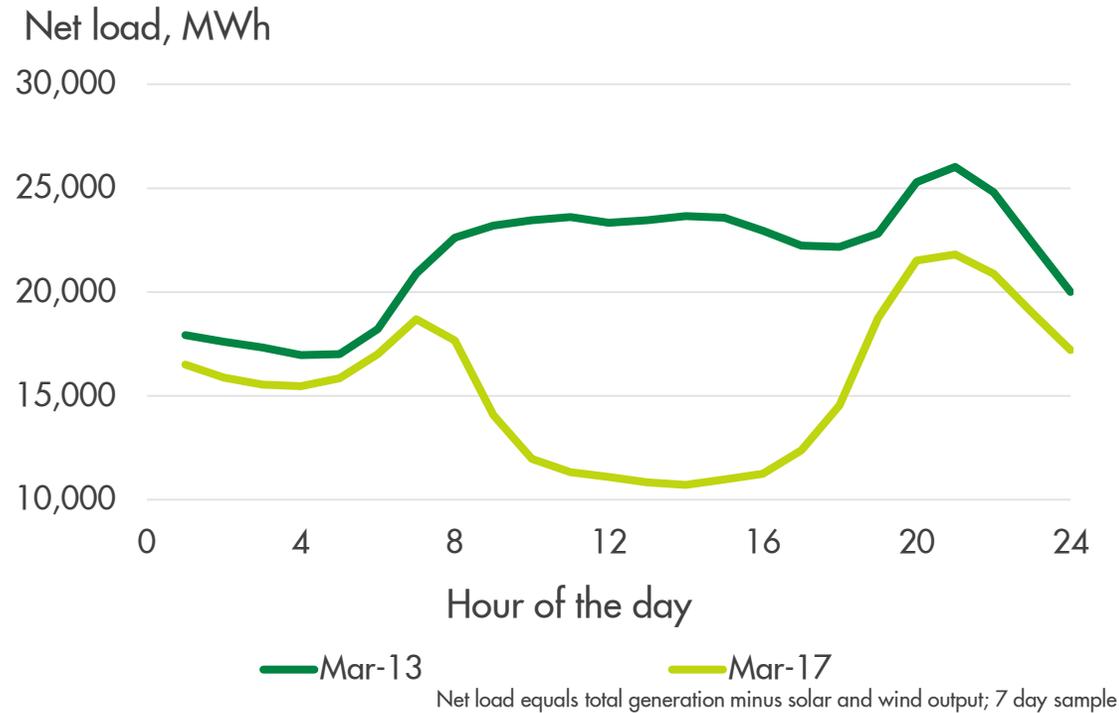


Source: Shell interpretation of Wood Mackenzie Q4 2017 data

CAGR - Compound Annual Growth Rate

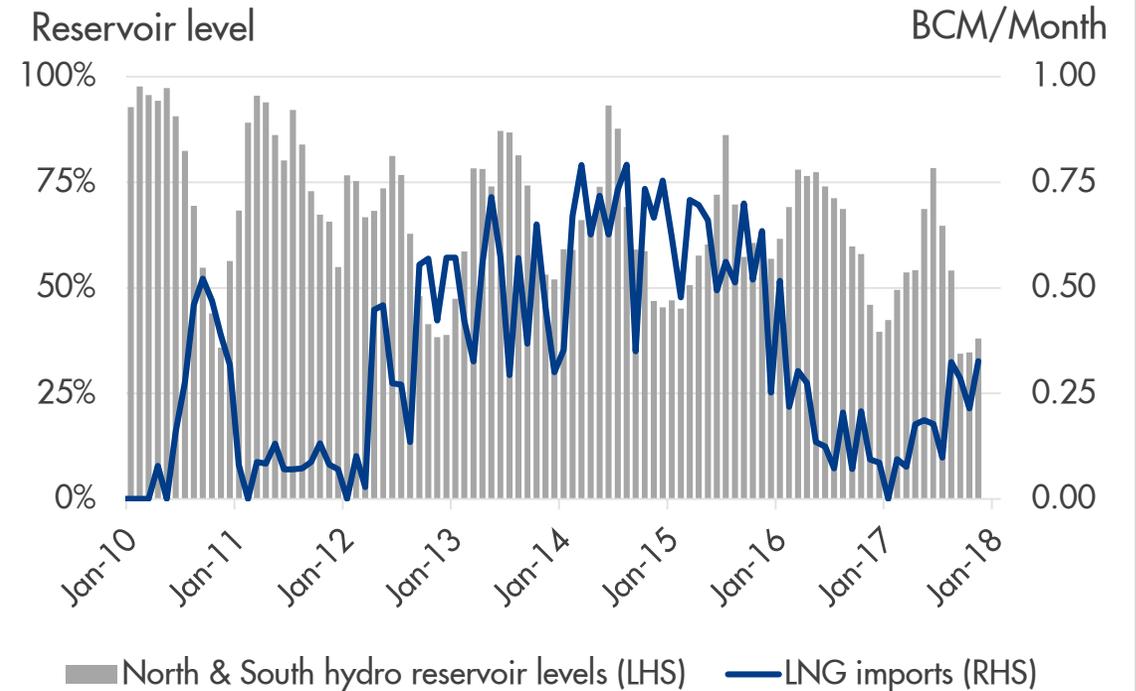
GAS SUPPORTS RENEWABLES

Flexible gas generation complements solar to provide reliable power generation in California



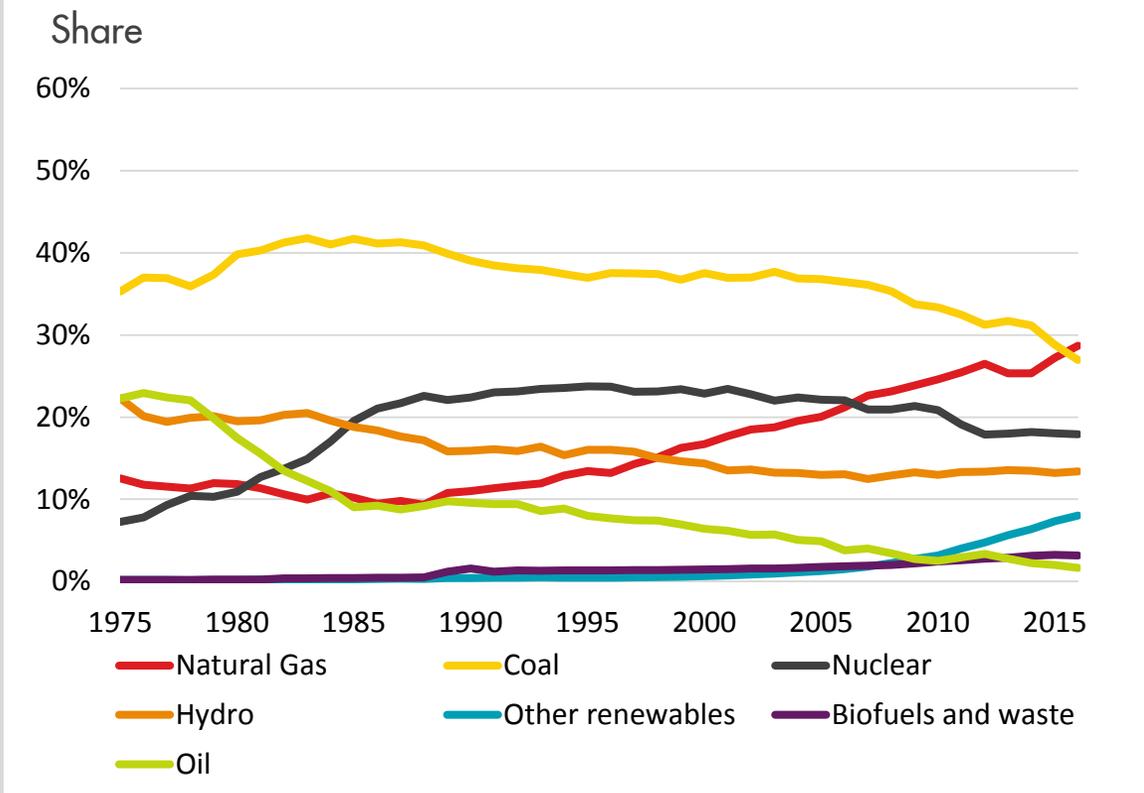
Source: Shell interpretation of Wood Mackenzie Q4 2017, IHS Markit and CAISO data

Flexible LNG supply balances hydro generation to provide reliable power in Brazil

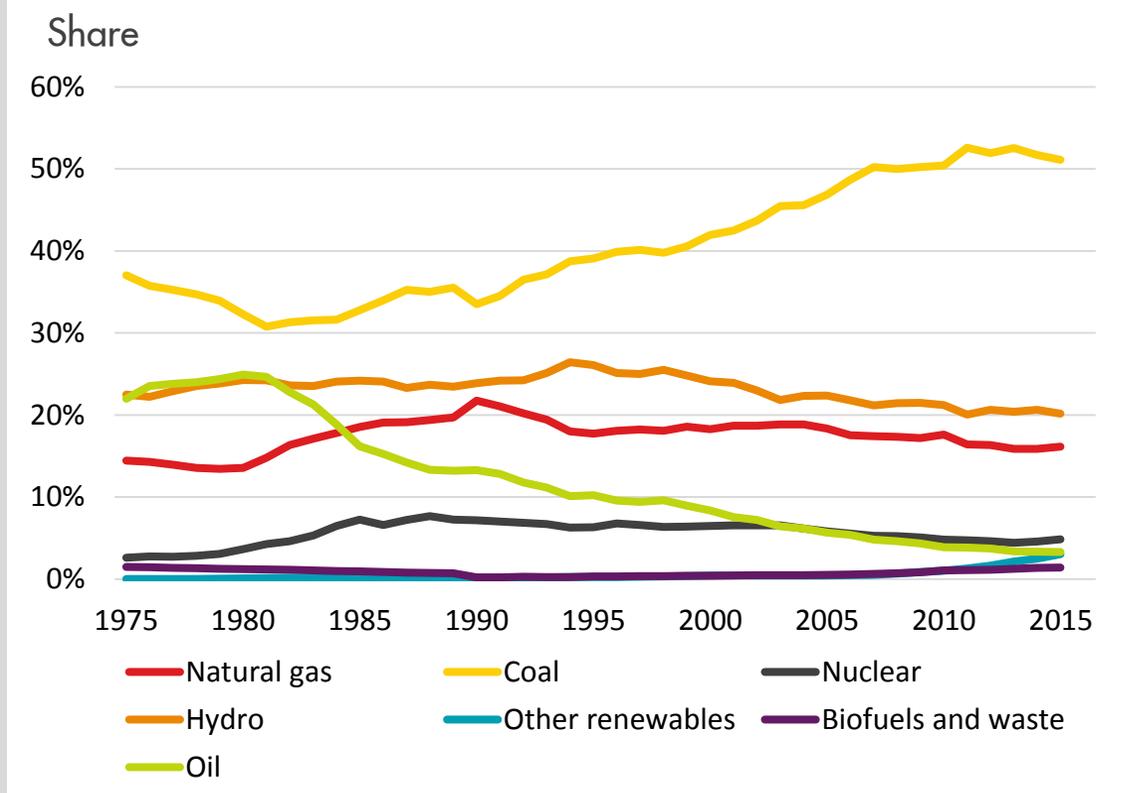


OECD LEADING THE MOVE TO GAS AND RENEWABLES FOR POWER GENERATION

OECD electricity output by source

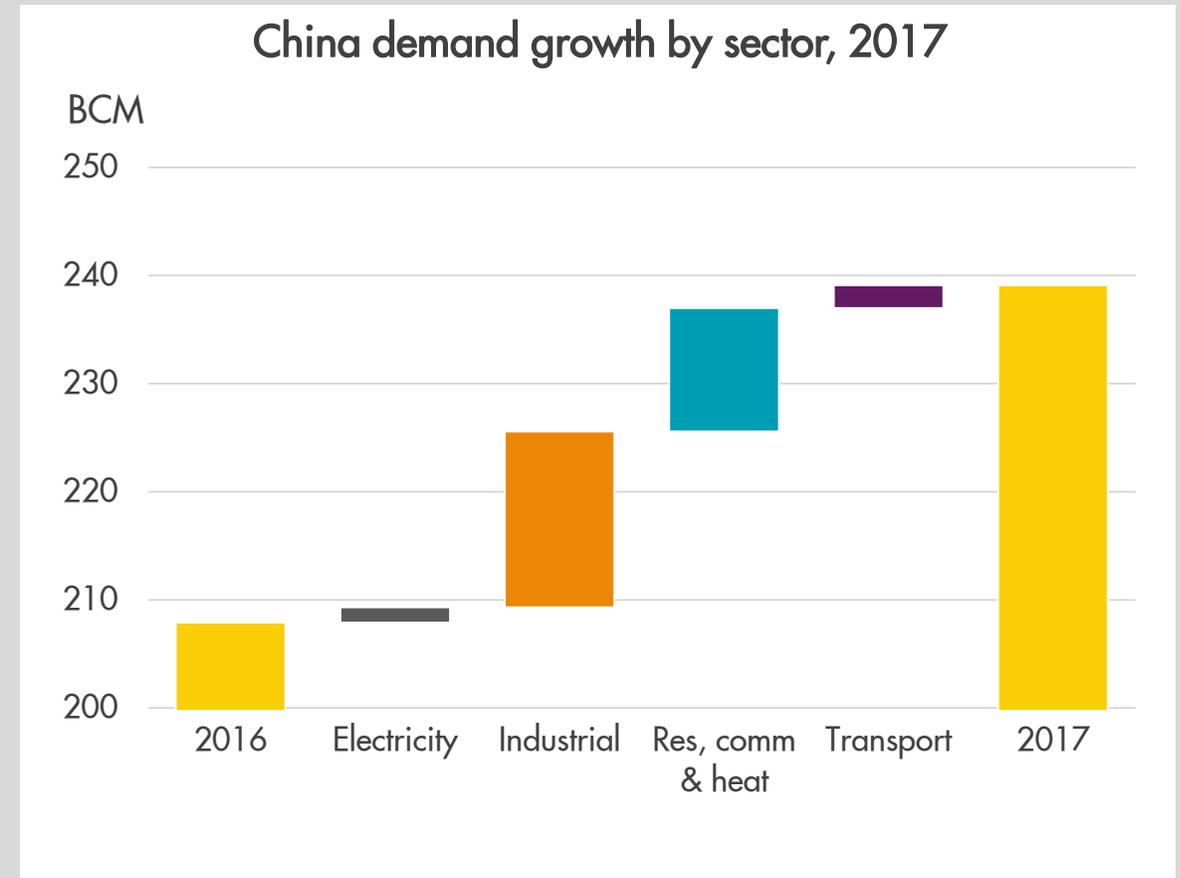
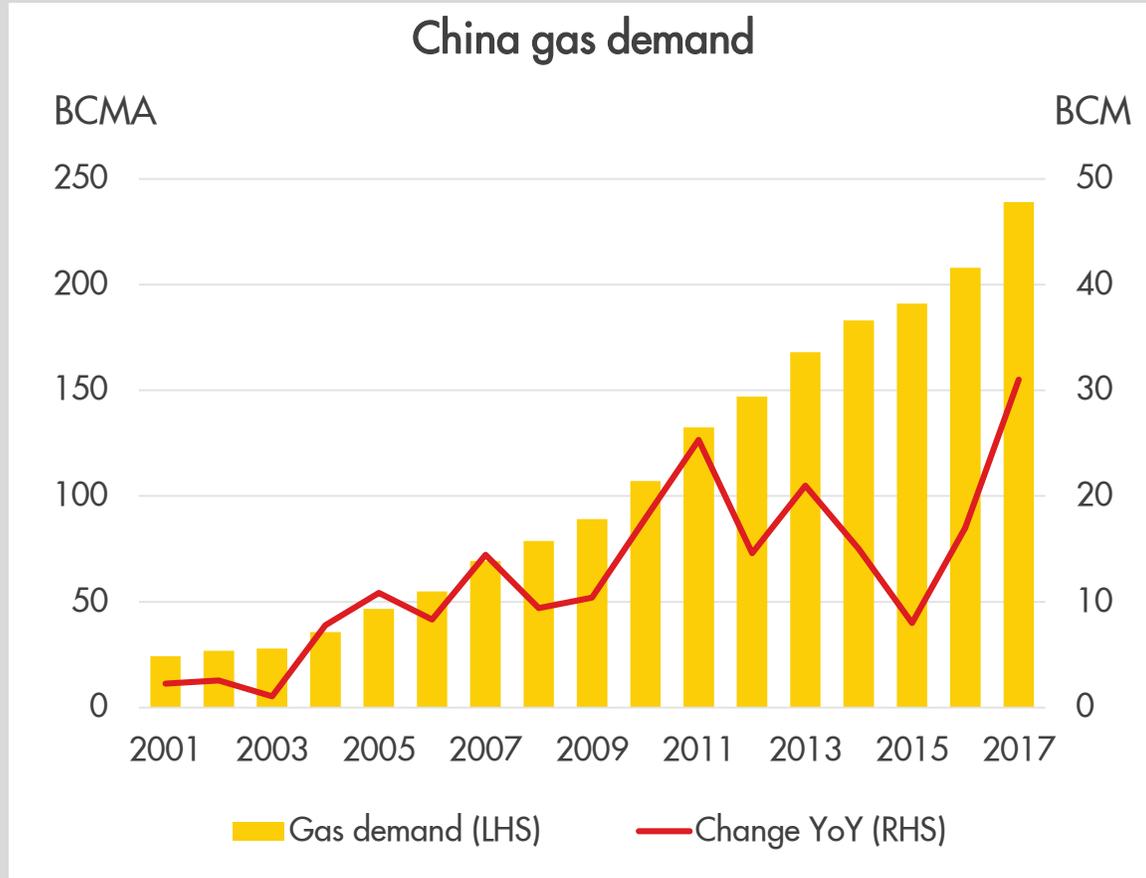


Non-OECD electricity output by source



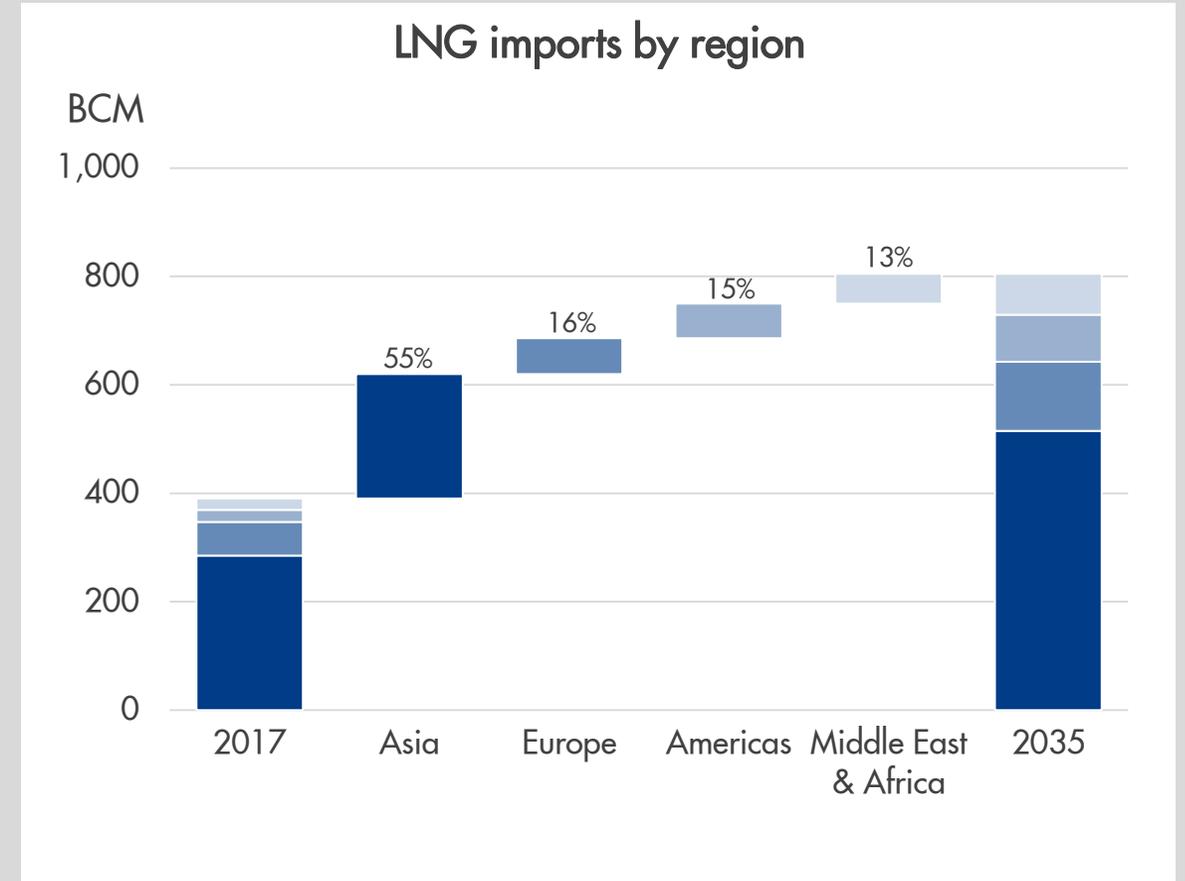
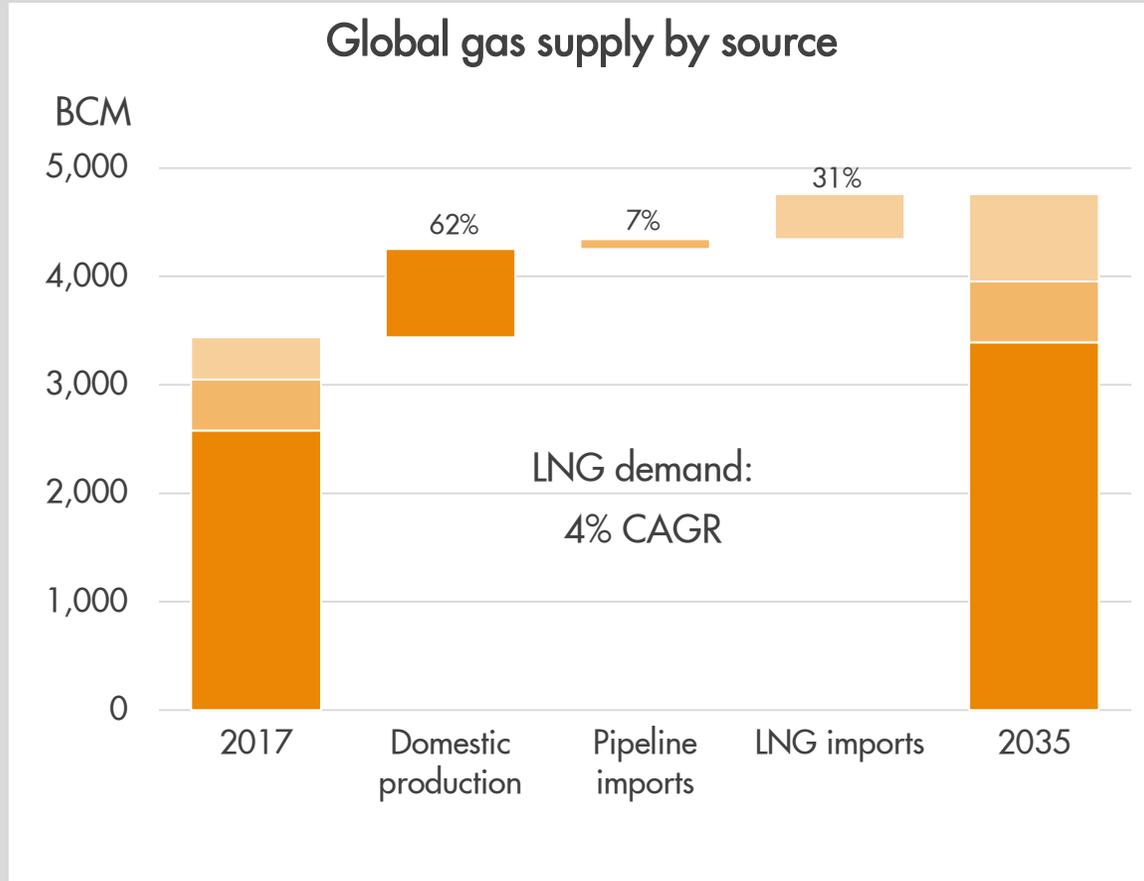
Source: Shell interpretation of International Energy Agency (IEA) data

STRONG CHINA GAS DEMAND DRIVEN BY GROWTH OUTSIDE POWER



Source: Shell interpretation of IHS Markit, China National Bureau of Statistics and Chinese customs data; latest estimates for 2017

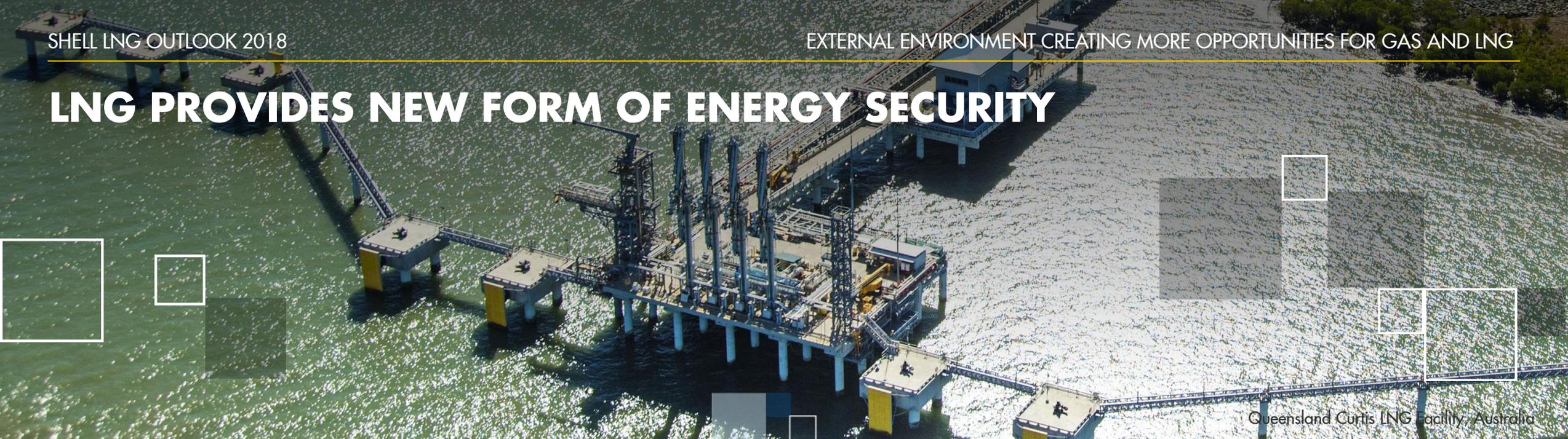
LNG IS THE FASTEST GROWING GAS SUPPLY SOURCE



Source: Shell interpretation of Wood Mackenzie Q4 2017 data

CAGR - Compound Annual Growth Rate

LNG PROVIDES NEW FORM OF ENERGY SECURITY



Queensland Curtis LNG Facility, Australia

LNG SOLVES GAS MARKET UNCERTAINTIES:

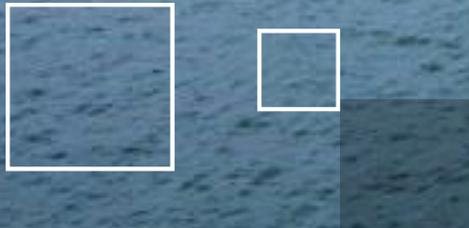
- Declining domestic production
- Pipeline disruptions
- Falling nuclear utilisation and reliability
- Hydroelectric seasonality, renewable intermittency
- Weather disruptions

LNG RESILIENT TO ITS OWN UNCERTAINTIES:

- Geopolitics
- Timing of new supply
- Existing plant output
- Changing trade patterns
- Gas supply and demand uncertainty

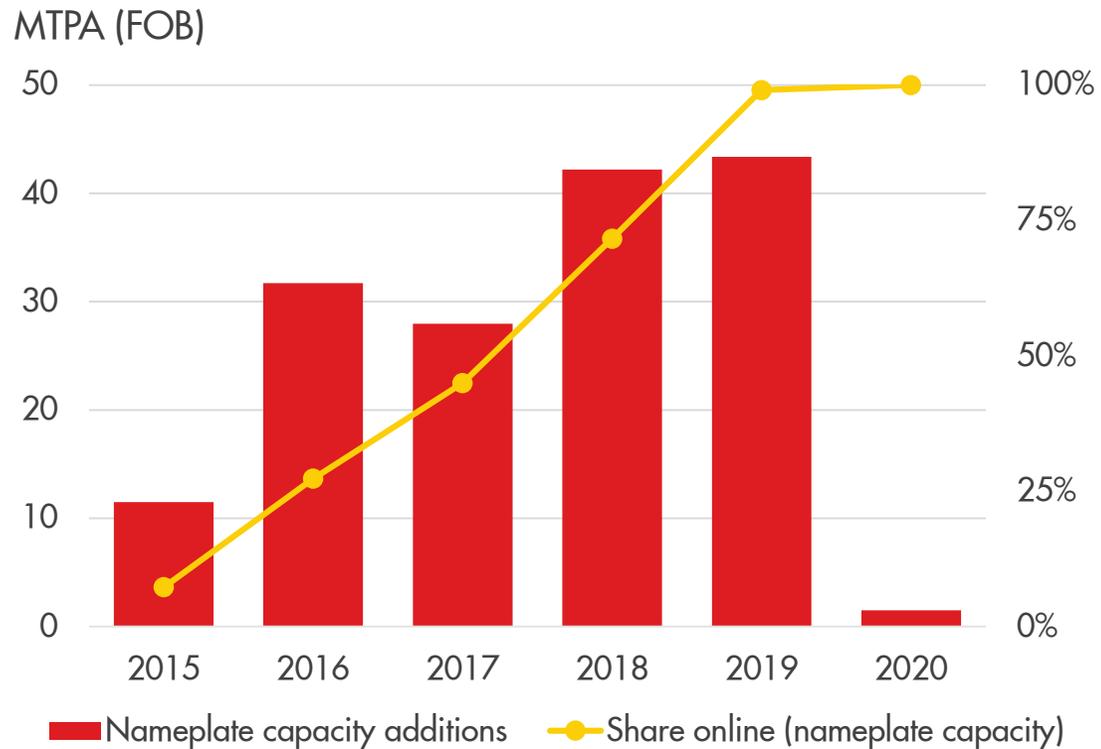
02

STRONG LNG FUNDAMENTALS EXCEEDED EXPECTATIONS IN 2017

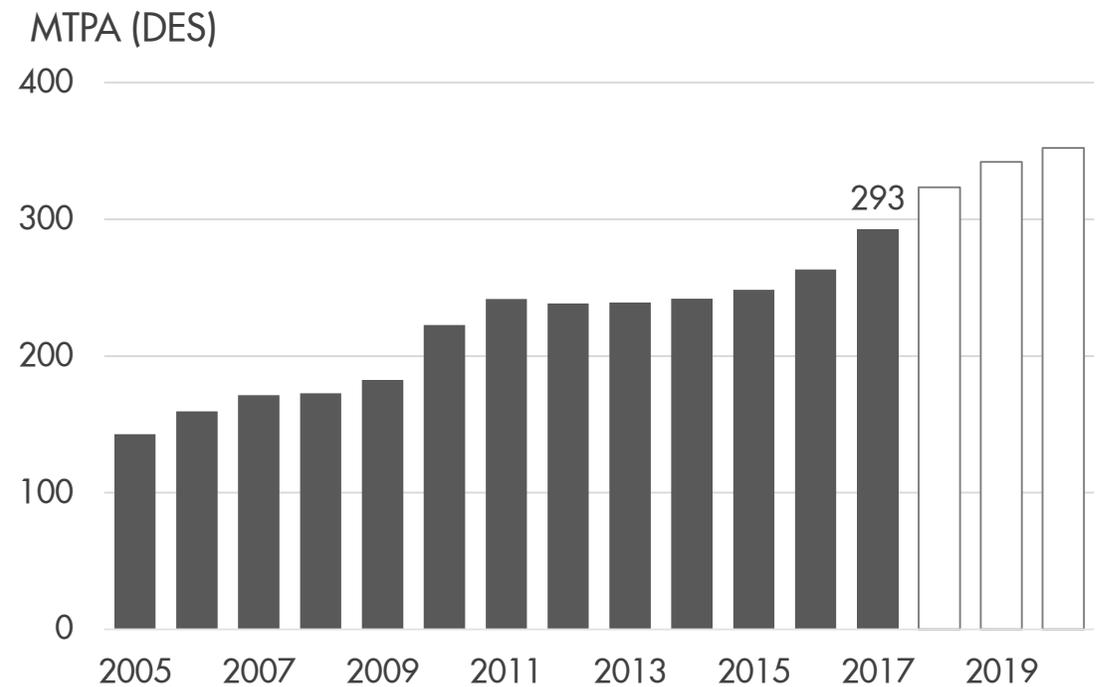


UNPRECEDENTED LNG CAPACITY EXPANSION 45% COMPLETE

LNG liquefaction capacity additions



LNG trade

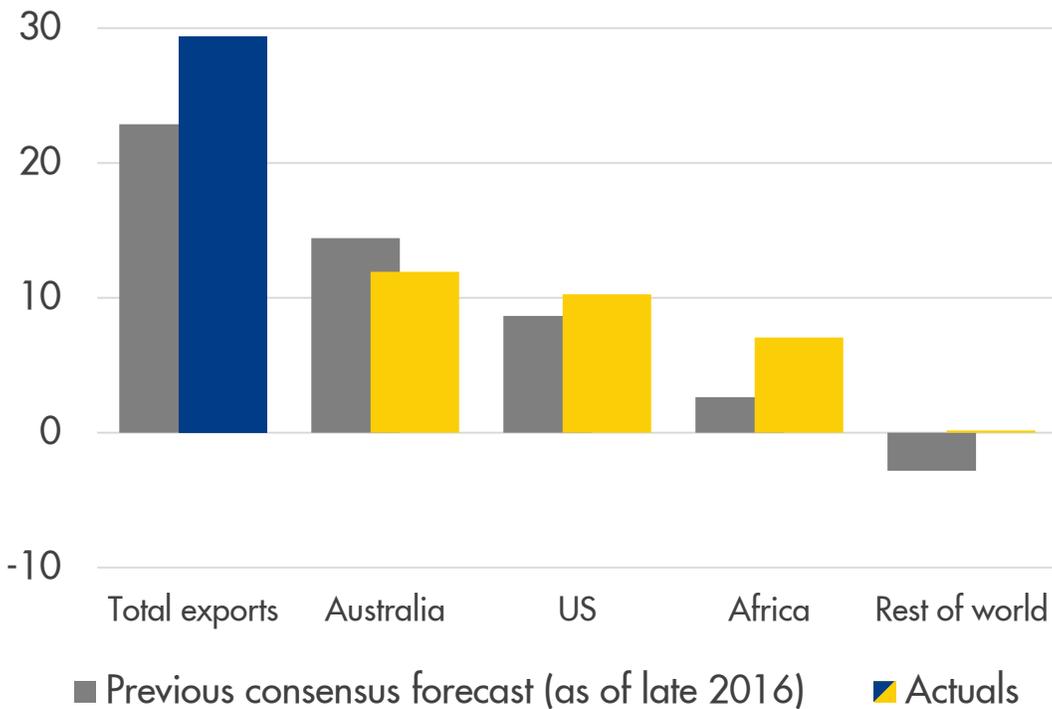


Source: Shell interpretation of IHS Markit Q4 2017 data

GLOBAL LNG MARKET CONTINUES TO DEFY EXPECTATIONS

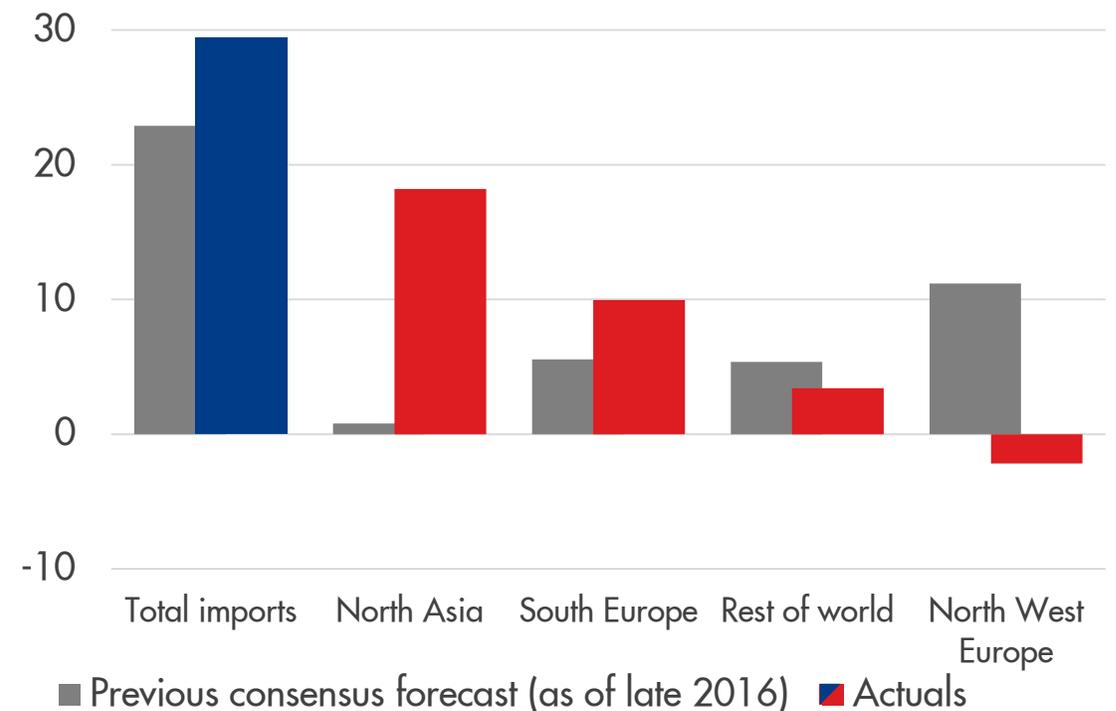
Net exports: 2017 YoY

Million tonnes (DES)



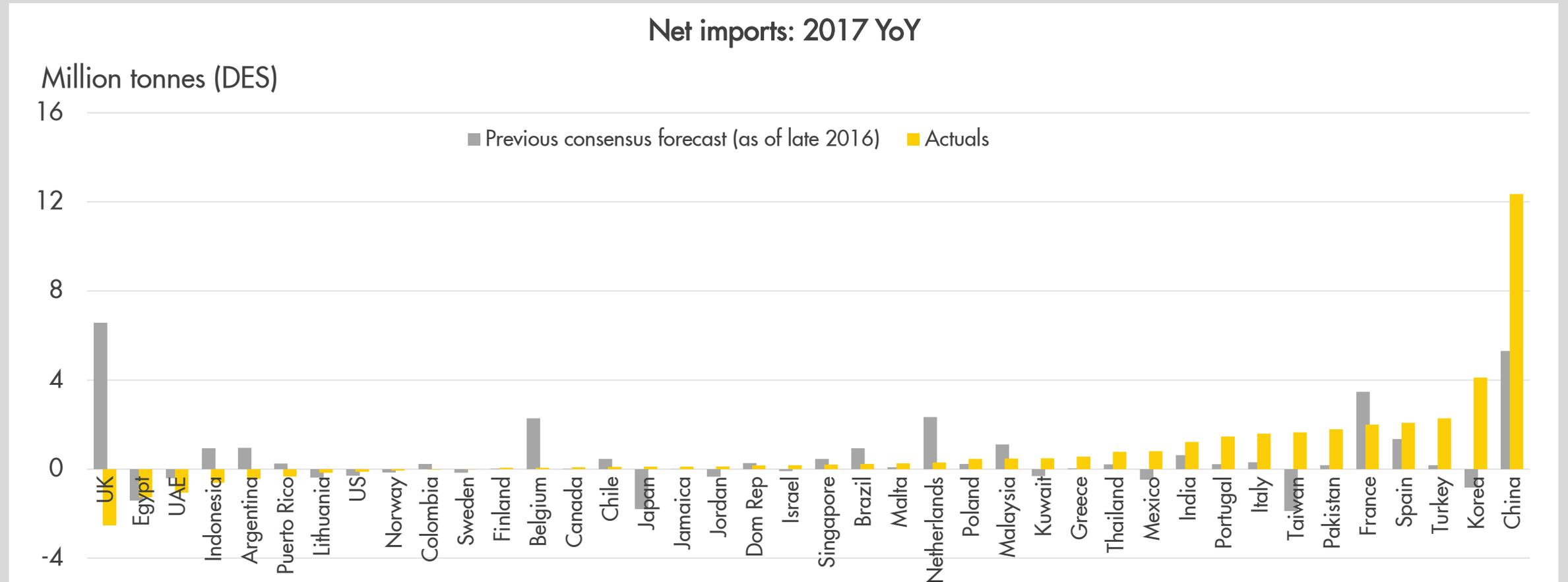
Net imports: 2017 YoY

Million tonnes (DES)



Source: Shell interpretation of IHS Markit, Wood Mackenzie and Poten & Partners 2016 and Q4 2017 data

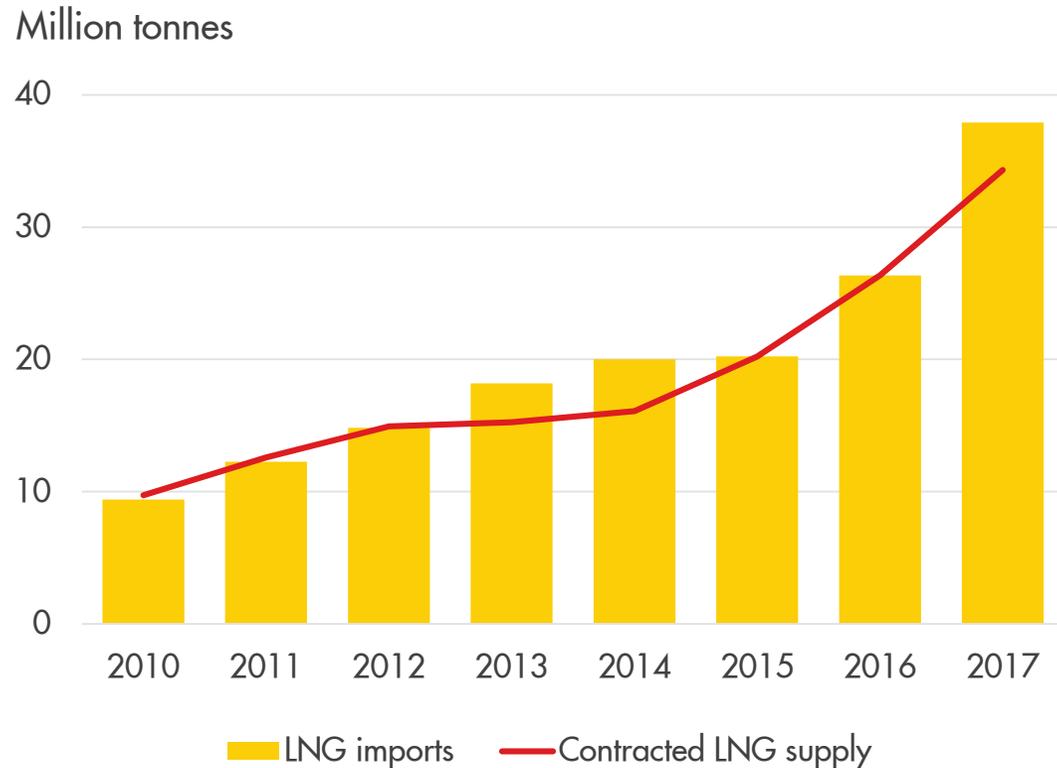
29 MT INCREASE IN LNG IMPORTS IN 2017



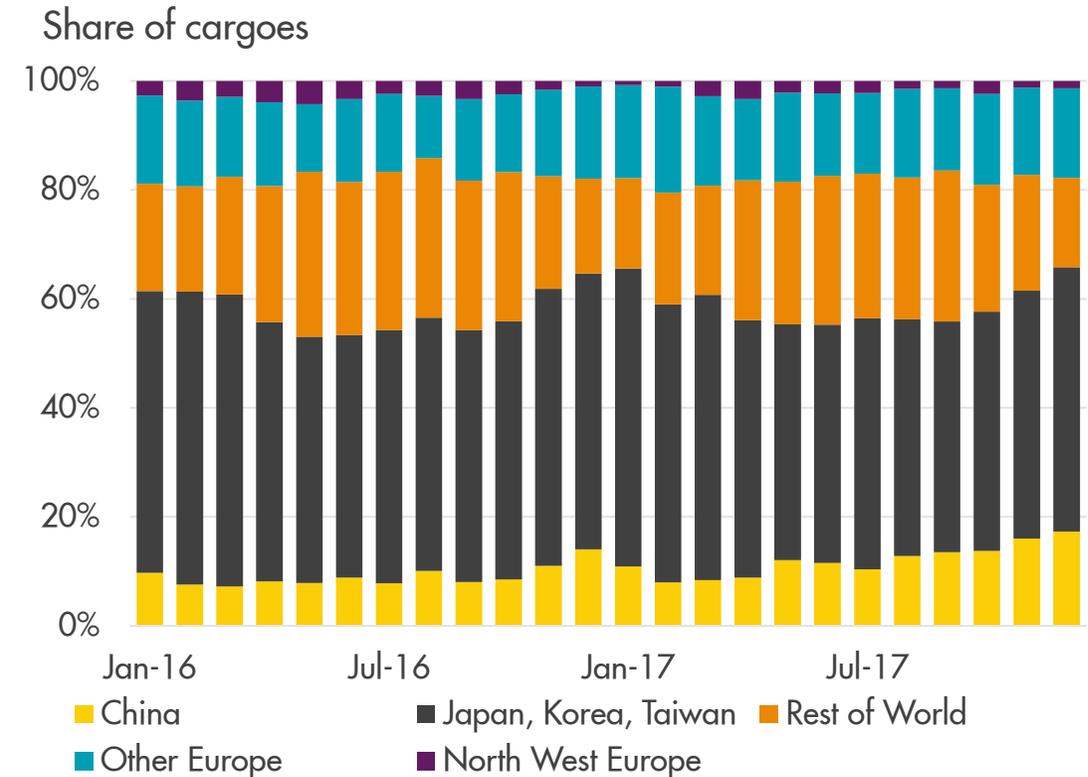
Source: Shell interpretation of IHS Markit, Wood Mackenzie and Poten & Partners data 2016 and Q4 2017

LNG ACCOMMODATES CHINA GROWTH AND SEASONAL DEMAND

China LNG imports

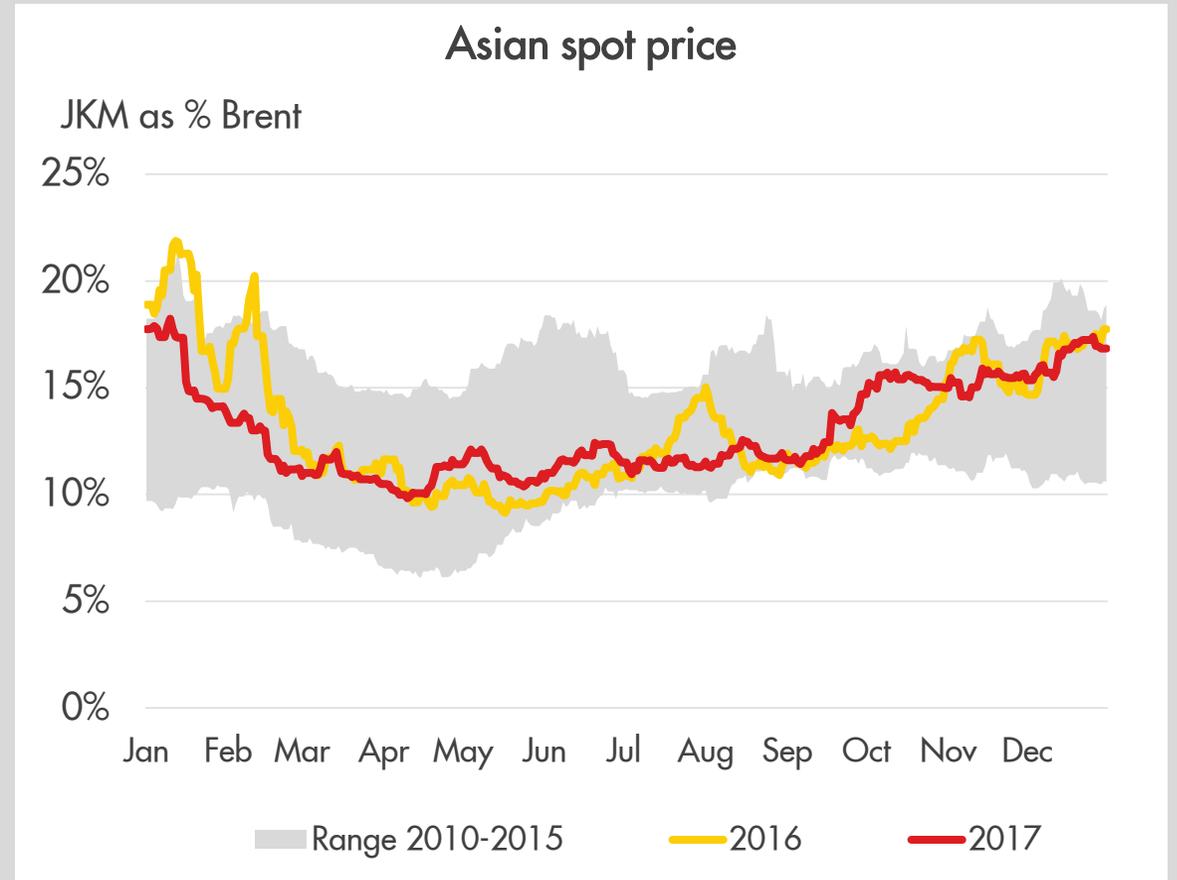
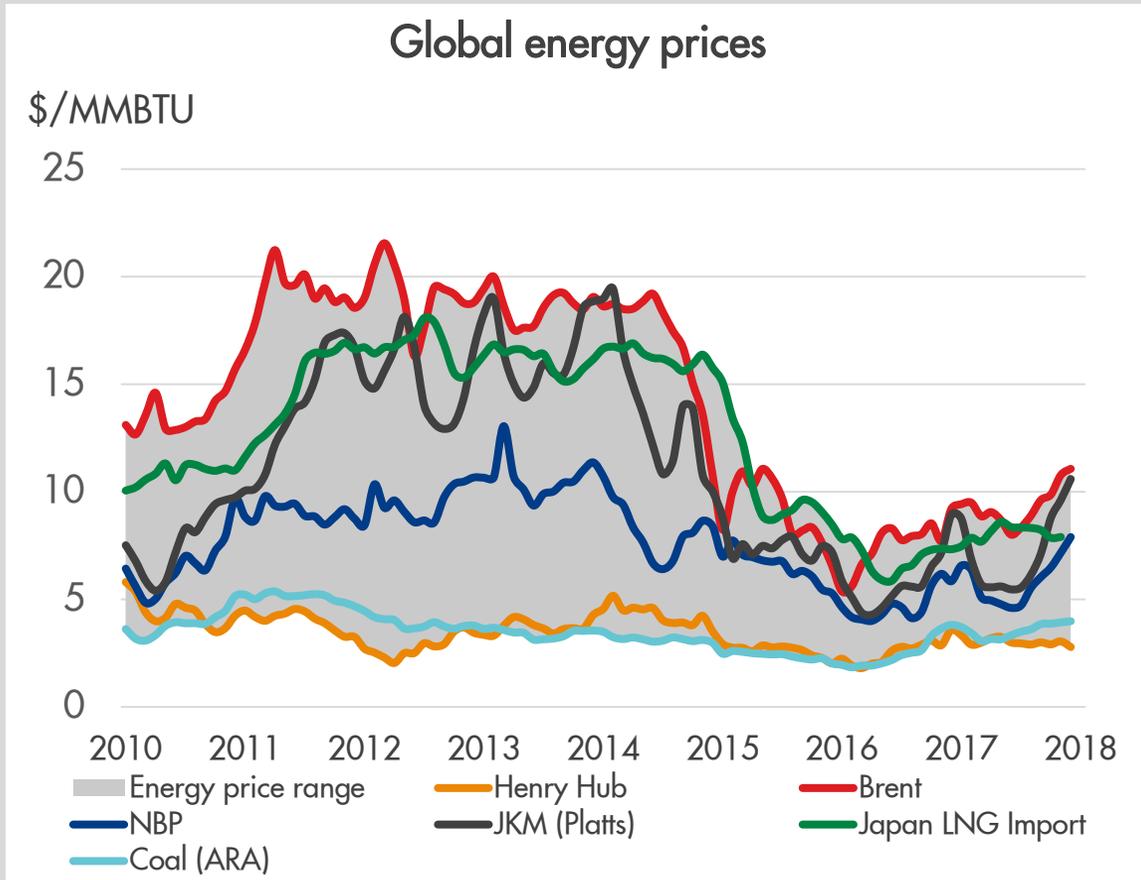


Demand seasonality



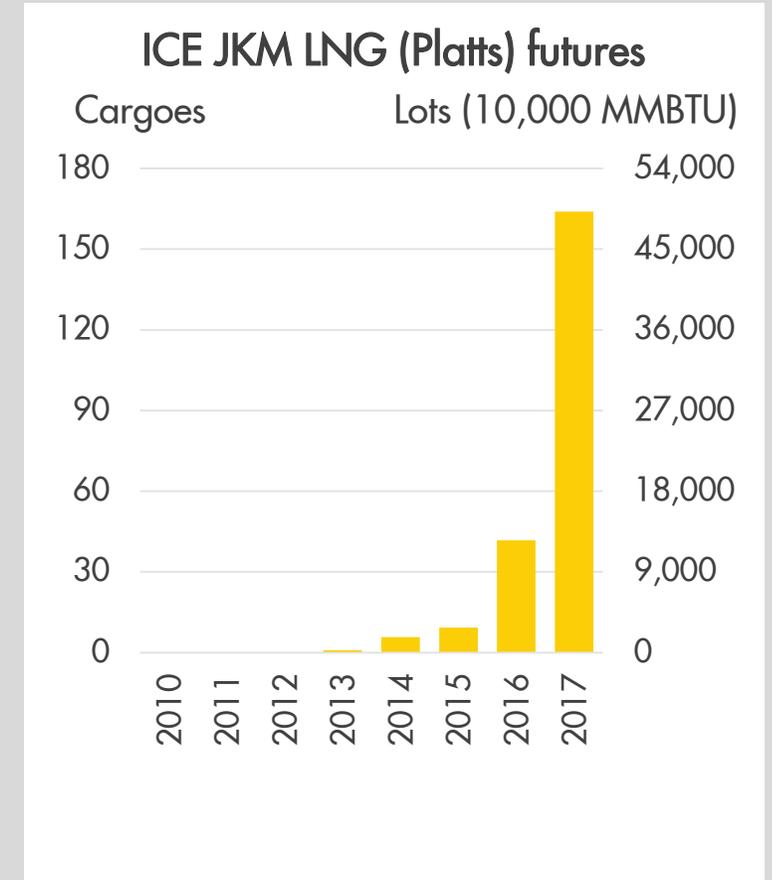
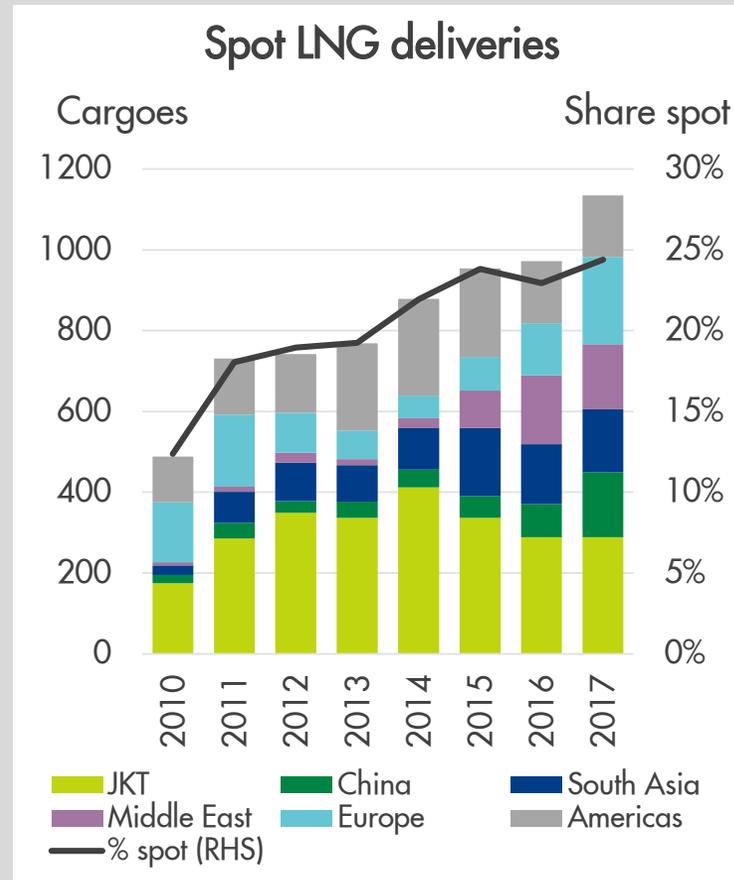
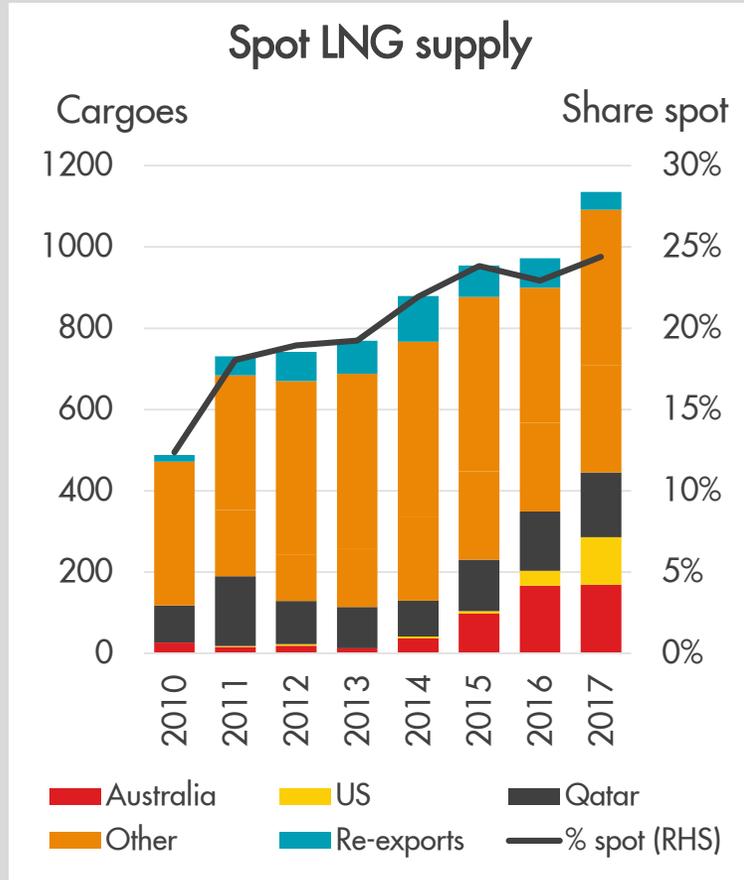
Source: Shell interpretation of IHS Markit Q4 2017, S&P Global Platts, ICE data and Wood Mackenzie Q4 2017 data

SPOT PRICES CONTINUE TO REFLECT STRONG DEMAND FOR LNG



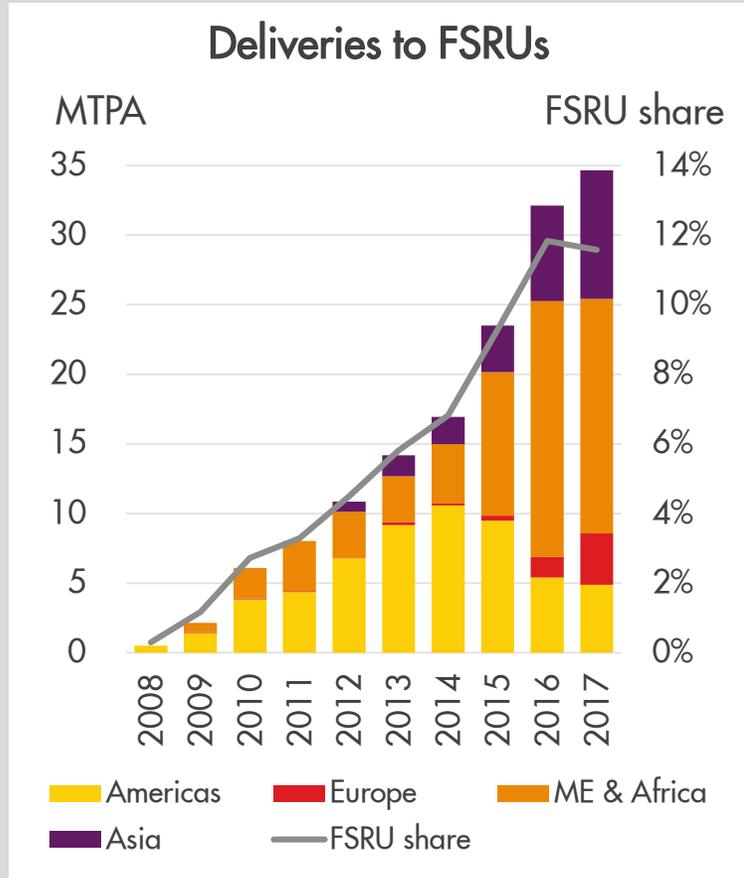
Source: Japanese customs data (Japan LNG import), S&P Global Platts (JKM), ICE (NBP, Brent, ARA coal), NYMEX (Henry Hub)

PHYSICAL AND FINANCIAL LIQUIDITY INCREASE AS MARKET EVOLVES



Source: Shell interpretation of IHS Markit Q4 2017, S&P Global Platts and the ICE data

FAST, FLEXIBLE FSRUs CONTINUE TO INCREASE LNG IMPORTS



FSRU importing markets

Existing				Under Construction & Development		Proposed	
■ Argentina	■ Egypt	■ Jamaica	■ Malta	■ Bahrain	■ Russia	■ Croatia	■ Ivory Coast
■ Brazil	■ Indonesia	■ Jordan	■ Pakistan	■ Bangladesh	■ Panama	■ Cyprus	■ South Africa
■ China	■ Israel	■ Kuwait	■ Turkey	■ Chile		■ El Salvador	■ Sri Lanka
■ Colombia	■ Italy	■ Lithuania	■ UAE	■ Ghana		■ Hong Kong	

Source: Shell interpretation of IHS Markit Q4 2017 data

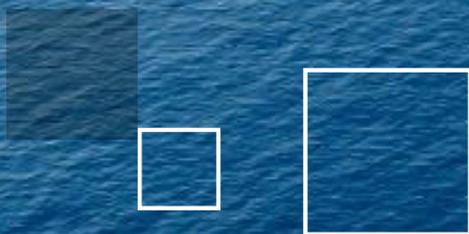
DEMAND FOR LNG IN TRANSPORT GROWS GLOBALLY

- Diverse marine segments choosing LNG
- LNG bunkering network developing globally
- LNG road fuelling network developing in China (2000+ stations) and EU (100+ stations)



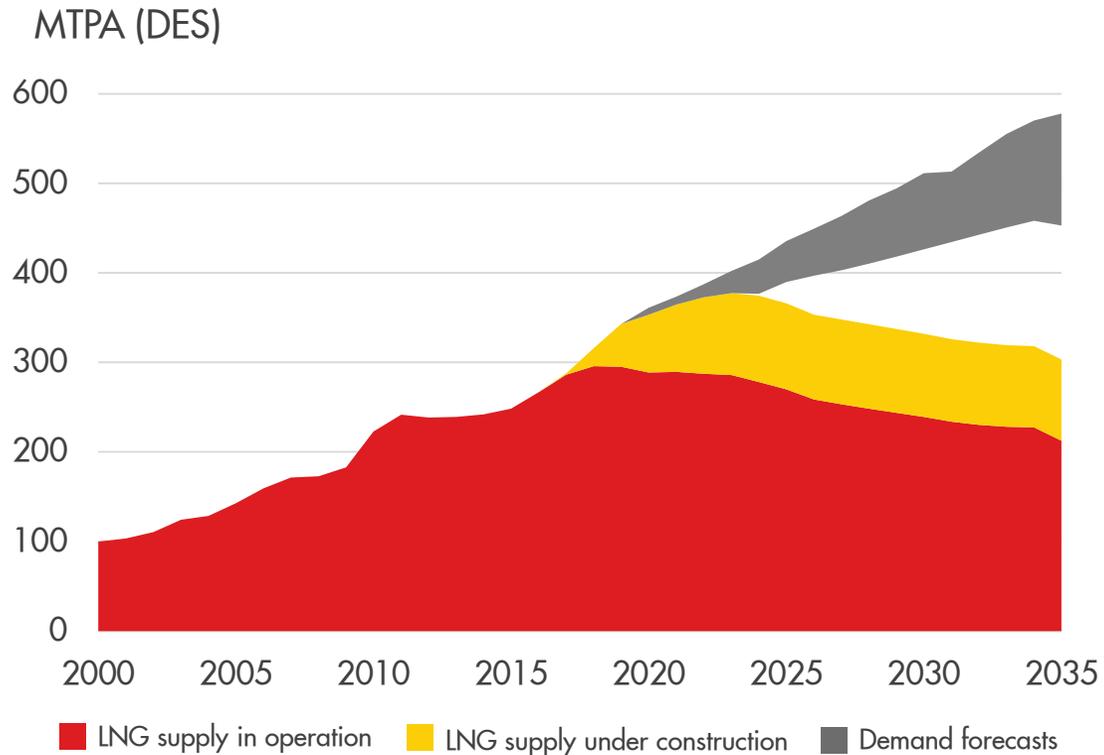
03

**SUPPLY
INVESTMENT
REQUIRED TO
MEET LONG-TERM
DEMAND
GROWTH**

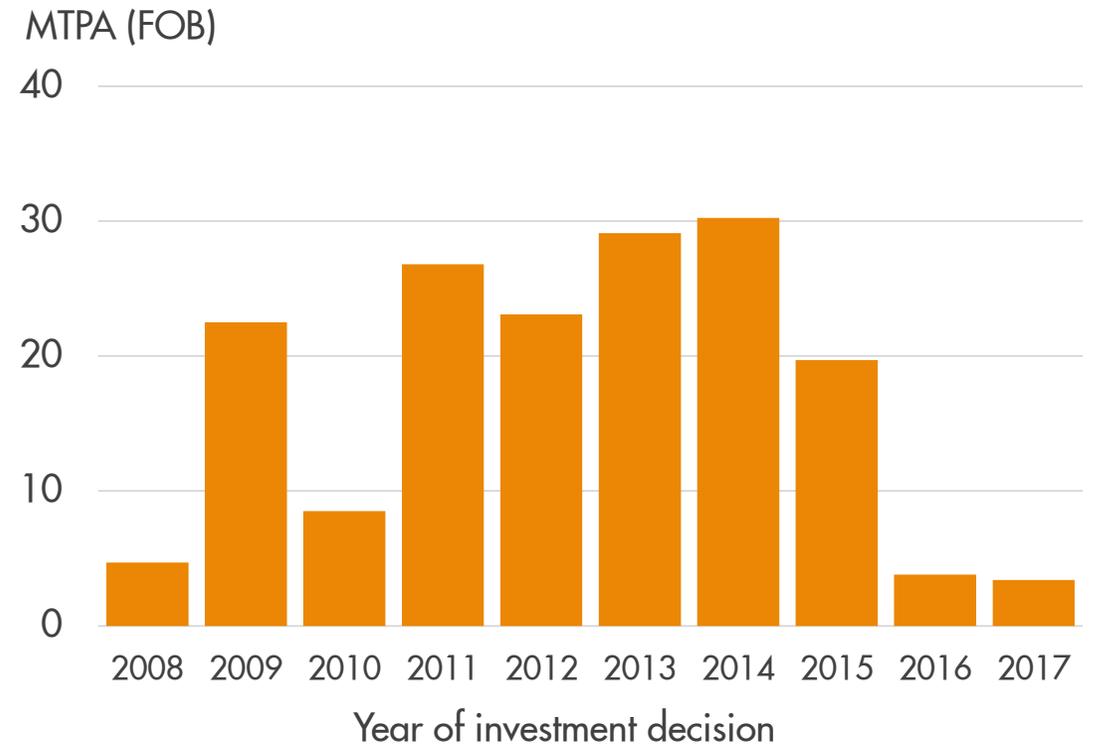


LACK OF SUPPLY INVESTMENT RISKS FUTURE GLOBAL LNG MARKET GROWTH

Emerging LNG supply-demand gap



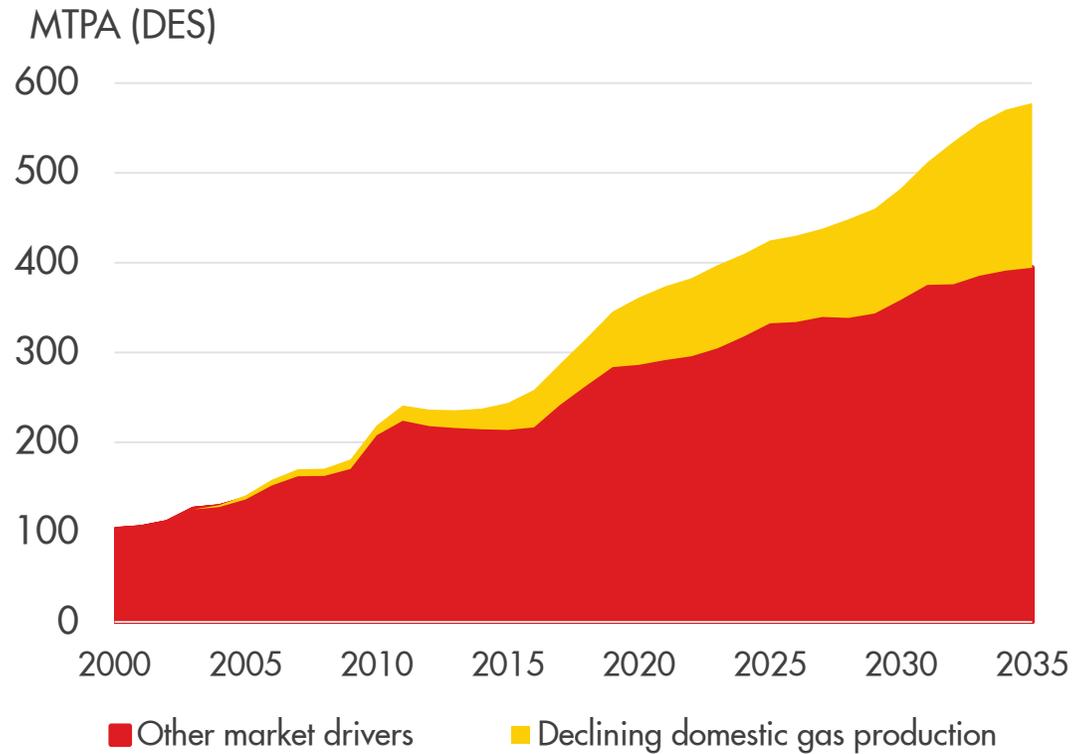
Investment in liquefaction capacity



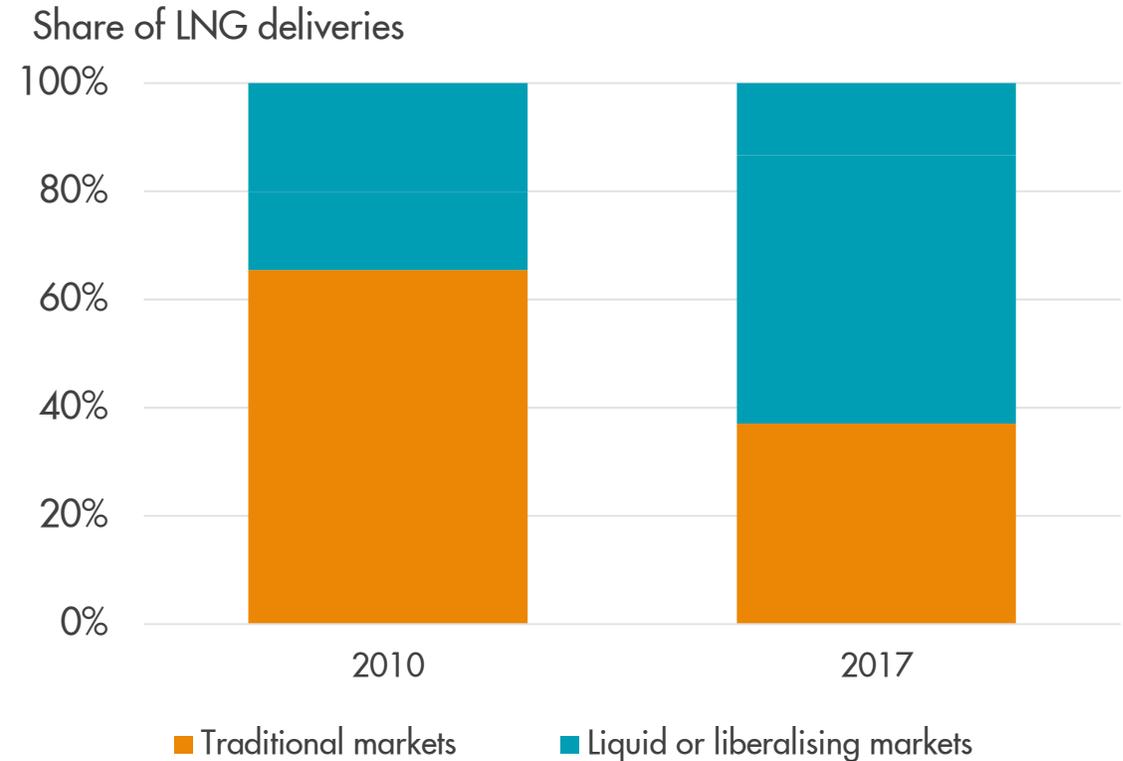
Source: Shell interpretation of IHS Markit, Wood Mackenzie, FGE, BNEF and Poten & Partners Q4 2017 data

LNG BUYERS AND THEIR NEEDS ARE CHANGING

Drivers of LNG demand

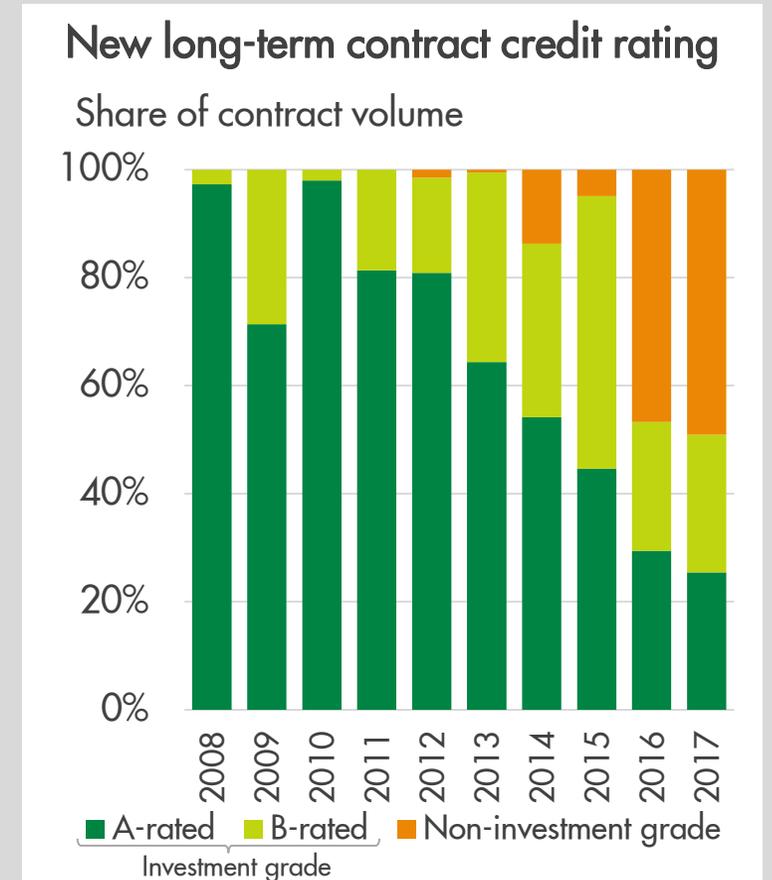
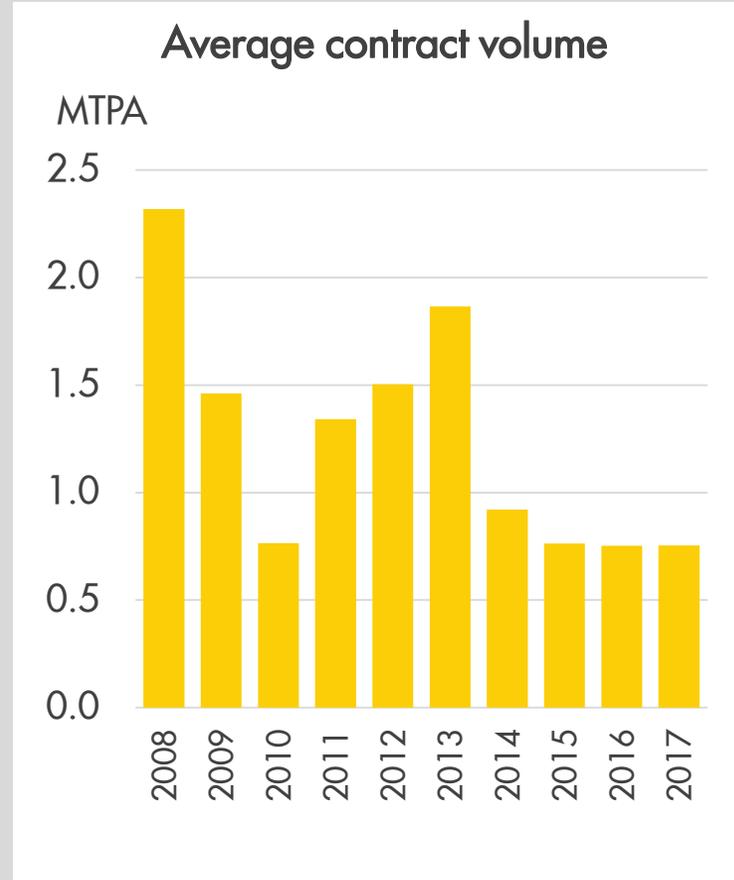
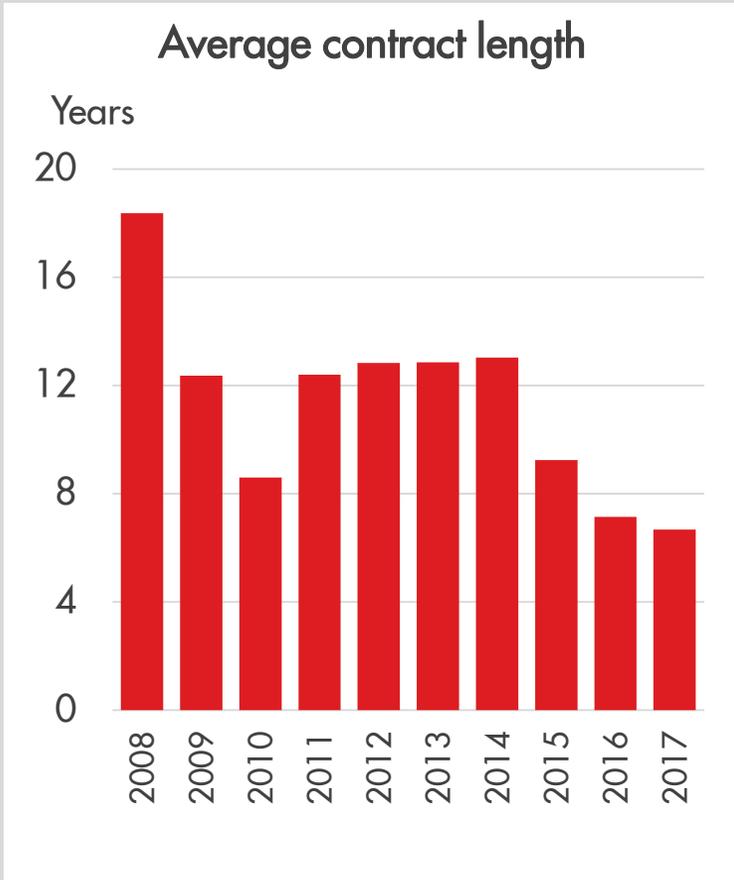


LNG buyers' domestic gas competition



Source: Shell interpretation of Wood Mackenzie Q4 2017 data

LNG BUYERS SIGNING SHORTER AND SMALLER CONTRACTS

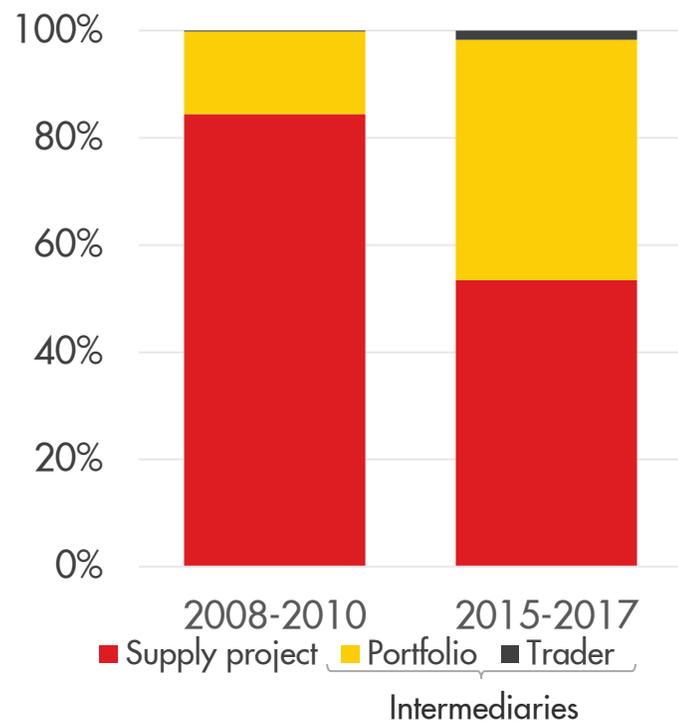


Source: Shell interpretation of IHS Markit Q4 2017, Moody's and Fitch data

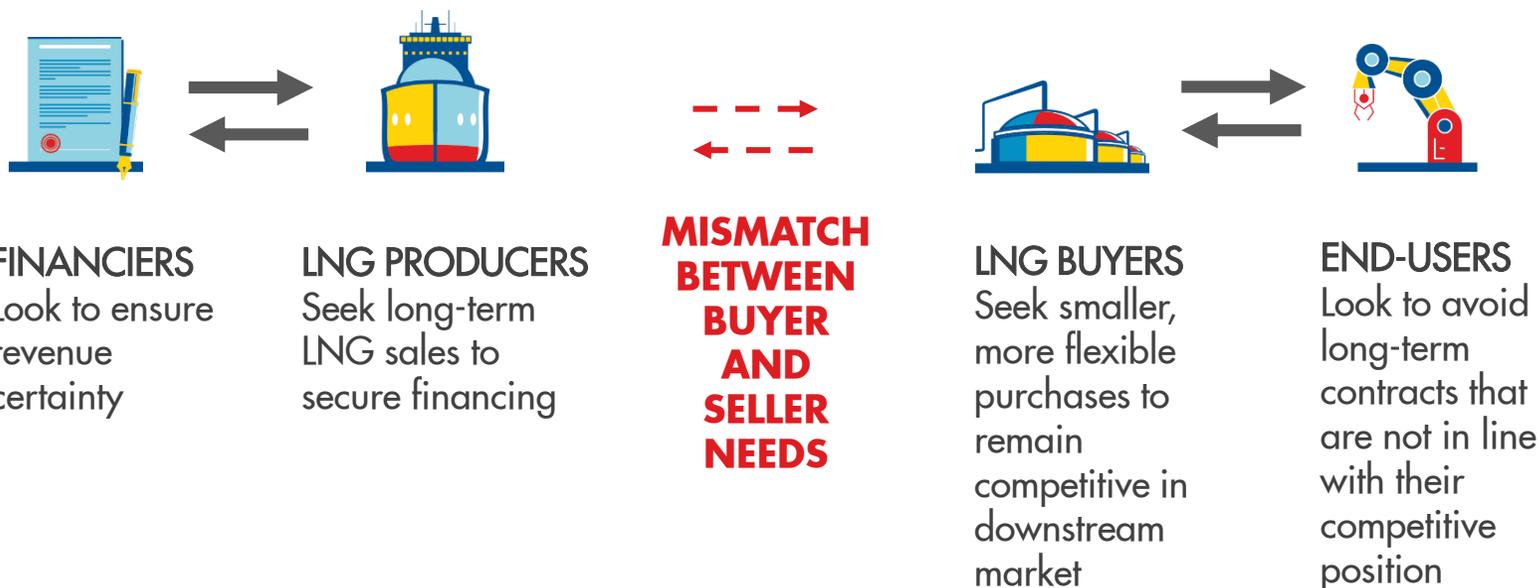
LIQUEFACTION INVESTMENT NEEDED TO MEET DEMAND GROWTH

Term sales to importers by supplier type

Share of total contract volume



STALEMATE CONSTRAINING GROWTH OF LNG SUPPLY



Source: Shell interpretation of IHS Markit Q4 2017 data

SUMMARY

External environment creating more opportunities for gas and LNG

- Multiple levels of policy support gas and LNG demand
- Gas supports renewable power generation and provides cleaner non-power energy supply

Strong LNG fundamentals exceeded expectations in 2017

- 11 % increase in LNG imports
- Physical and financial liquidity increases as market evolves

Supply investment required to meet long-term demand growth

