

David Hone, Chief Climate Change Advisor, Shell International Ltd.

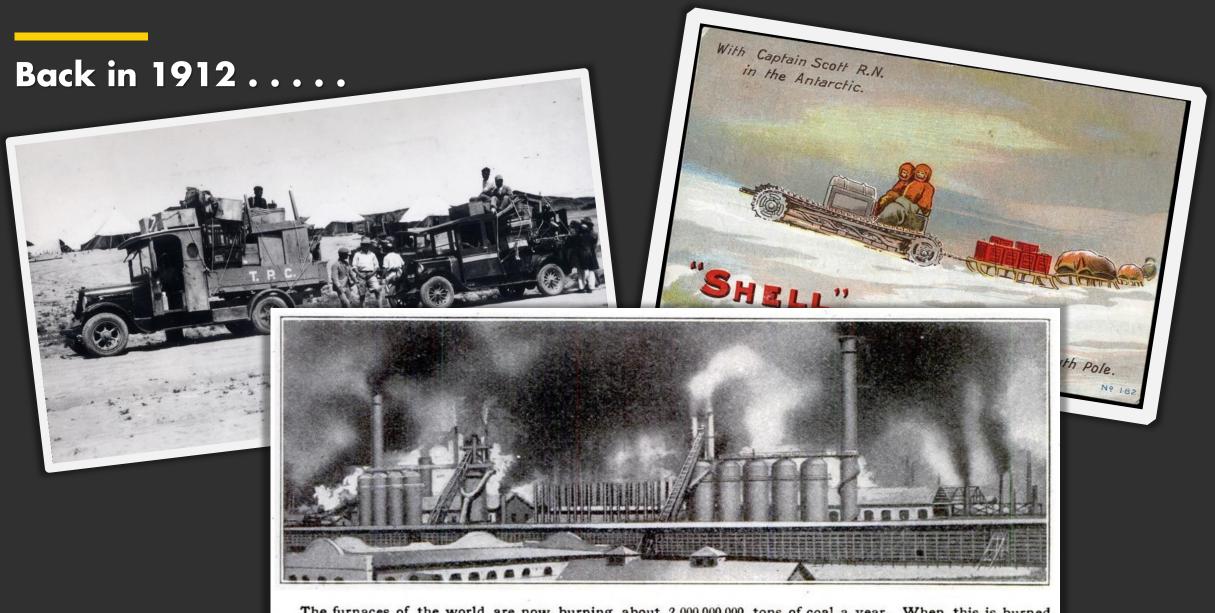
WARNING: Uncertainties ahead

This presentation contains data from Shell's new Sky Scenario. Unlike Shell's previously published Mountains and Oceans exploratory scenarios, the Sky Scenario is targeted through the assumption that society reaches the Paris Agreement's goal of holding global average temperatures to well below 2°C. Unlike Shell's Mountains and Oceans scenarios which unfolded in an open-ended way based upon plausible assumptions and quantifications, the Sky Scenario was specifically designed to reach the Paris Agreement's goal in a technically possible manner. These scenarios are a part of an ongoing process used in Shell for over 40 years to challenge executives' perspectives on the future business environment. They are designed to stretch management to consider even events that may only be remotely possible. Scenarios, therefore, are not intended to be predictions of likely future events or outcomes and investors should not rely on them when making an investment decision with regard to Royal Dutch Shell plc securities.

Additionally, it is important to note that Shell's existing portfolio has been decades in development. While we believe our portfolio is resilient under a wide range of outlooks, including the IEA's 450 scenario (World Energy Outlook 2016), it includes assets across a spectrum of energy intensities including some with above-average intensity. While we seek to enhance our operations' average energy intensity through both the development of new projects and divestments, we have no immediate plans to move to a net-zero emissions portfolio over our investment horizon of 10-20 years. Although, we have no immediate plans to move to a net-zero emissions portfolio, in November of 2017, we announced our ambition to reduce our net carbon footprint in accordance with society's implementation of the Paris Agreement's goal of holding global average temperature to well below 2°C above pre-industrial levels. Accordingly, assuming society aligns itself with the Paris Agreement's goals, we aim to reduce our net carbon footprint, which includes not only our direct and indirect carbon emissions, associated with producing the energy products which we sell, but also our customers' emissions from their use of the energy products that we sell, by 20% in 2035 and by 50% in 2050.

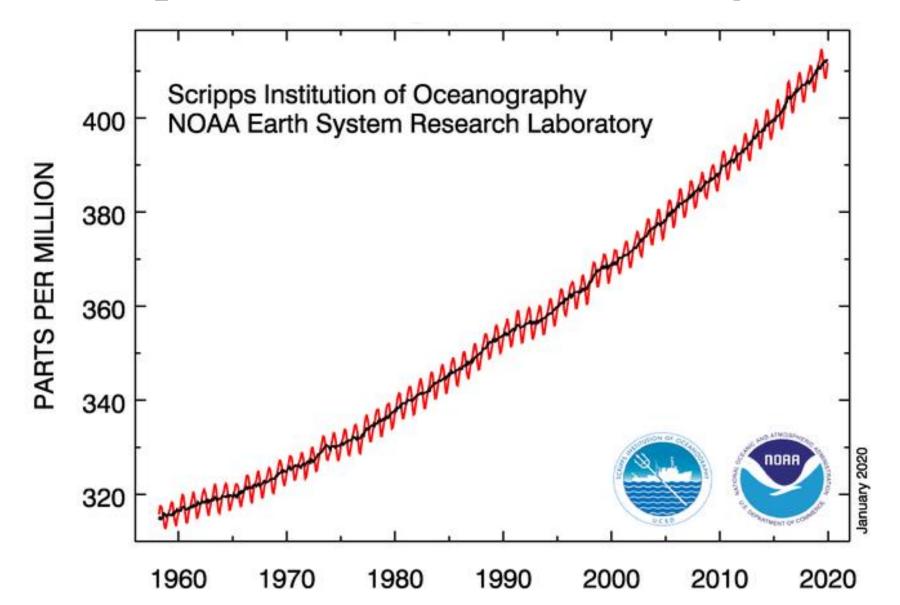
The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate legal entities. In this presentation "Shell", "Shell group" and "Royal Dutch Shell" are sometimes used for convenience where references are made to Royal Dutch Shell plc and its subsidiaries in general. 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 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", "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 web page, 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; (I) 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 Form 20-F for the year ended December 31, 2019 (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 17th January 2020. 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 web page. 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. You can also obtain this form from the SEC by calling 1-800-SEC-0330

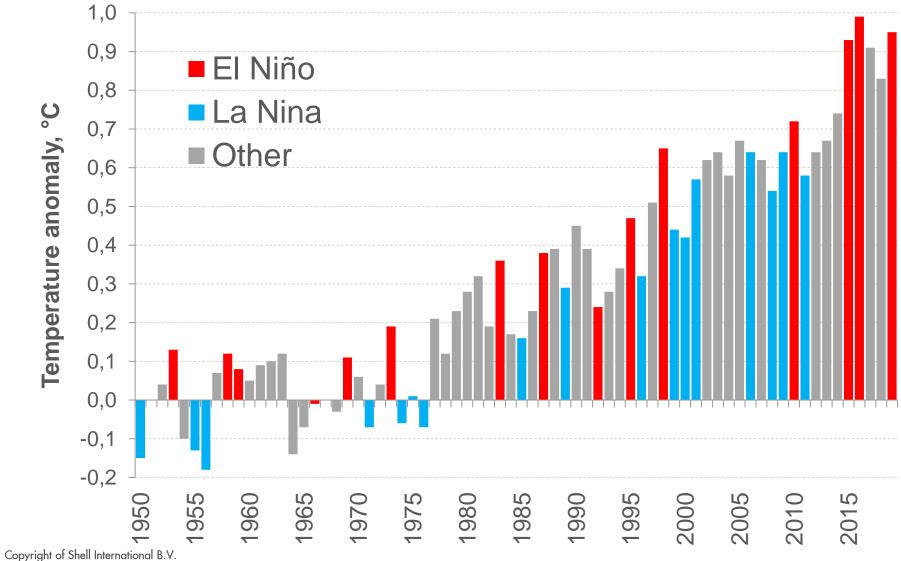


The furnaces of the world are now burning about 2,000,000,000 tons of coal a year. When this is burned, uniting with oxygen, it adds about 7,000,000,000 tons of carbon dioxide to the atmosphere yearly. This tends to make the air a more effective blanket for the earth and to raise its temperature. The effect may be considerable in a few centuries.

Atmospheric CO₂ record at Mauna Loa Observatory



2019: A very weak El Niño brings the second warmest year

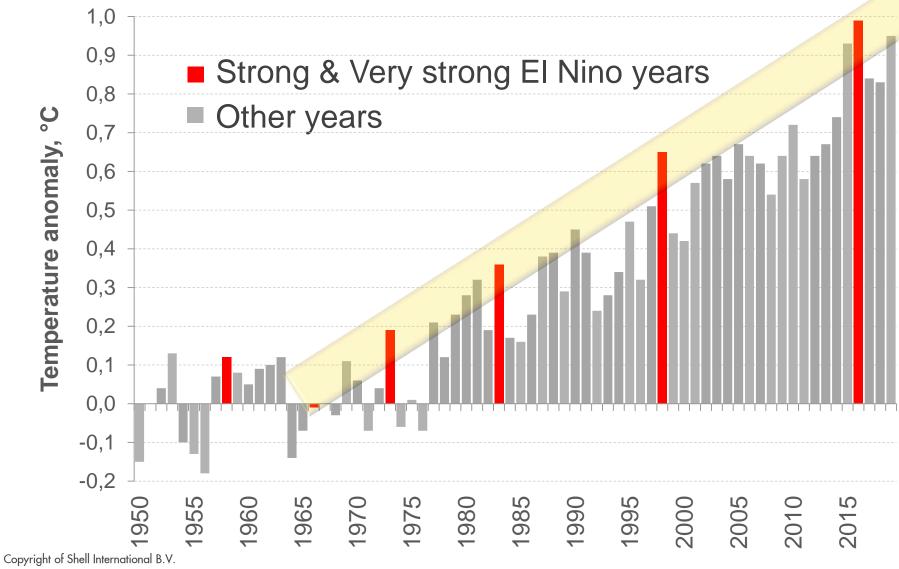


Annual global temperature anomalies

(1950-2019 NOAA NCDC vs. 20th Century Average)

Source: NOAA NCDC

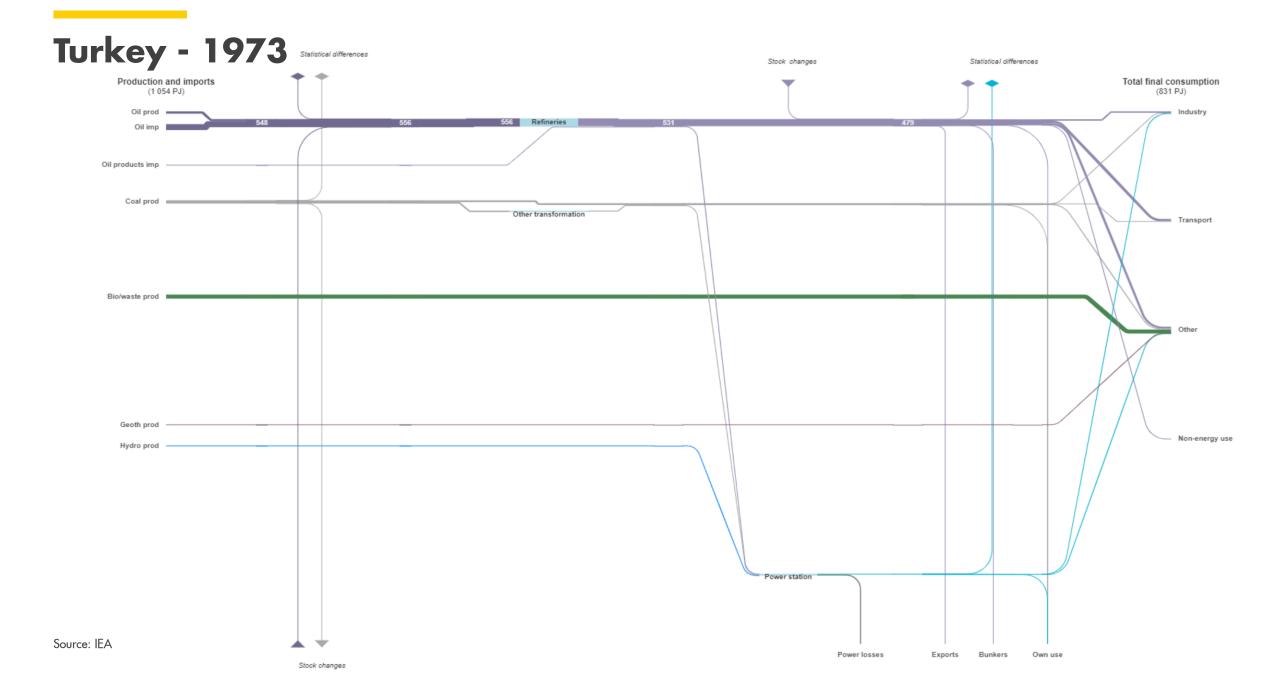
A worrying long term trend of ~0.2°C per decade

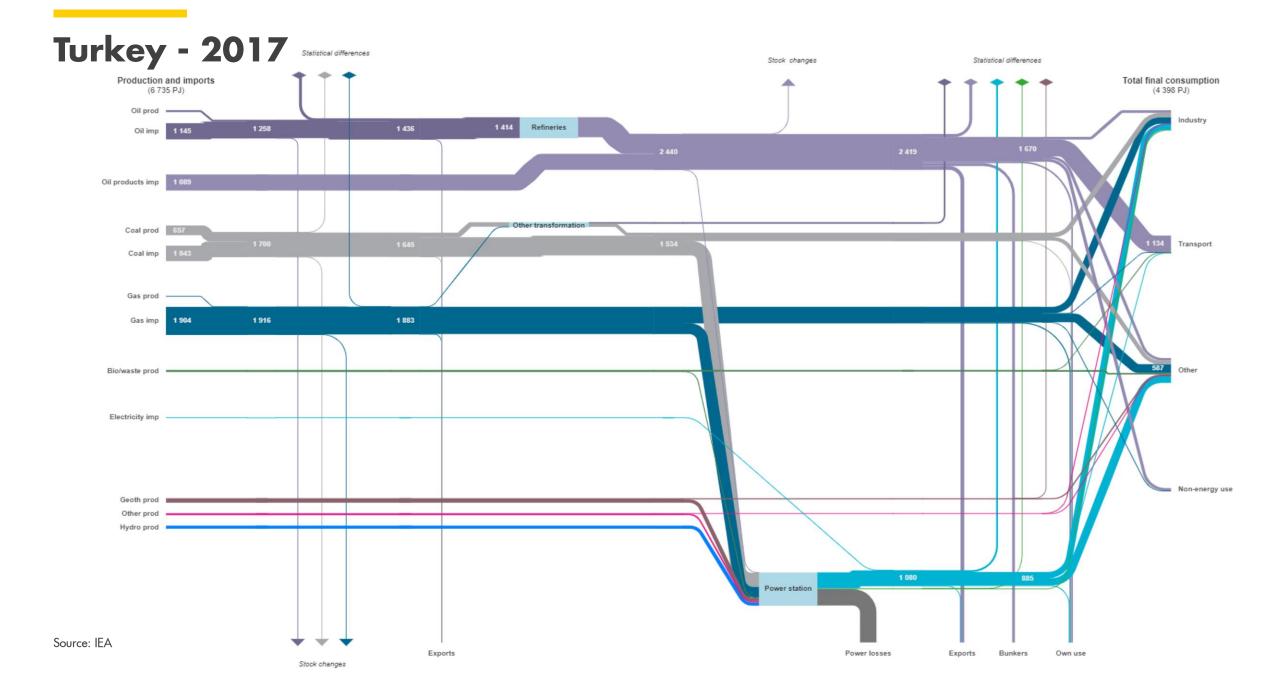


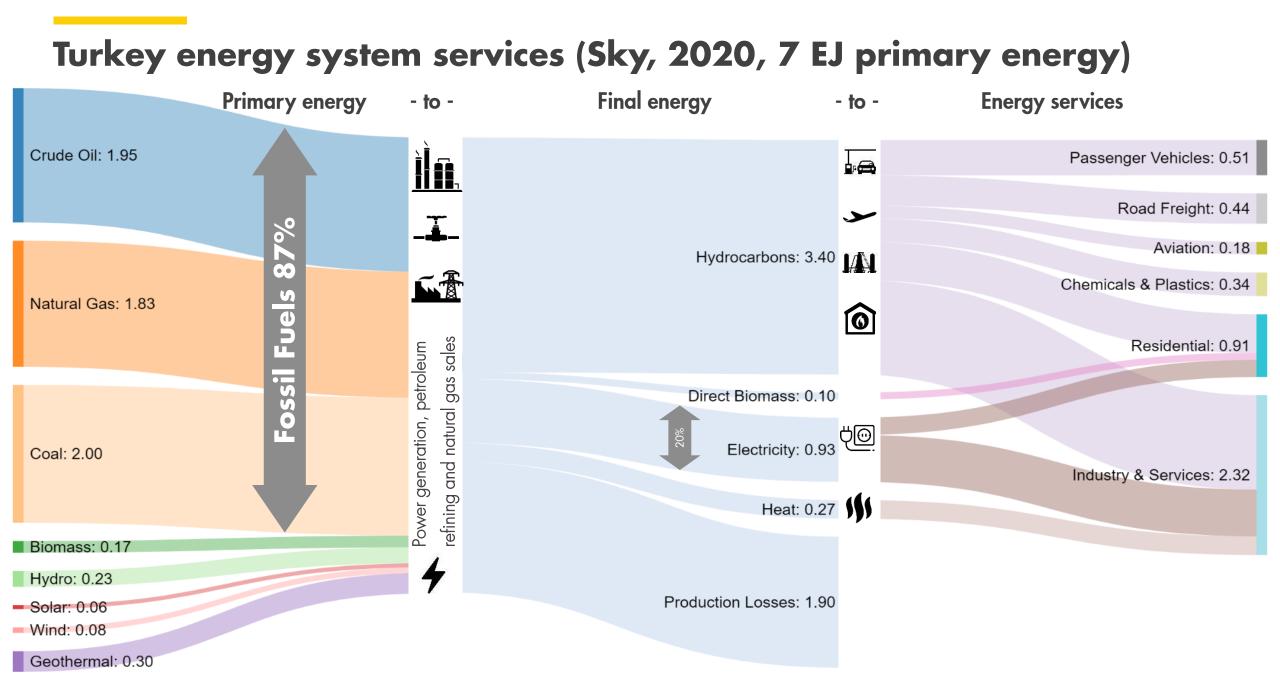
Annual global temperature anomalies

(1950-2019 NOAA NCDC vs. 20th Century Average)

Source: NOAA NCDC







The goals of the Paris Agreement

Holding the increase in the global average temperature to well below 2 °C above pre-industrial levels and pursuing efforts to limit the temperature increase to 1.5 °C above pre-industrial levels

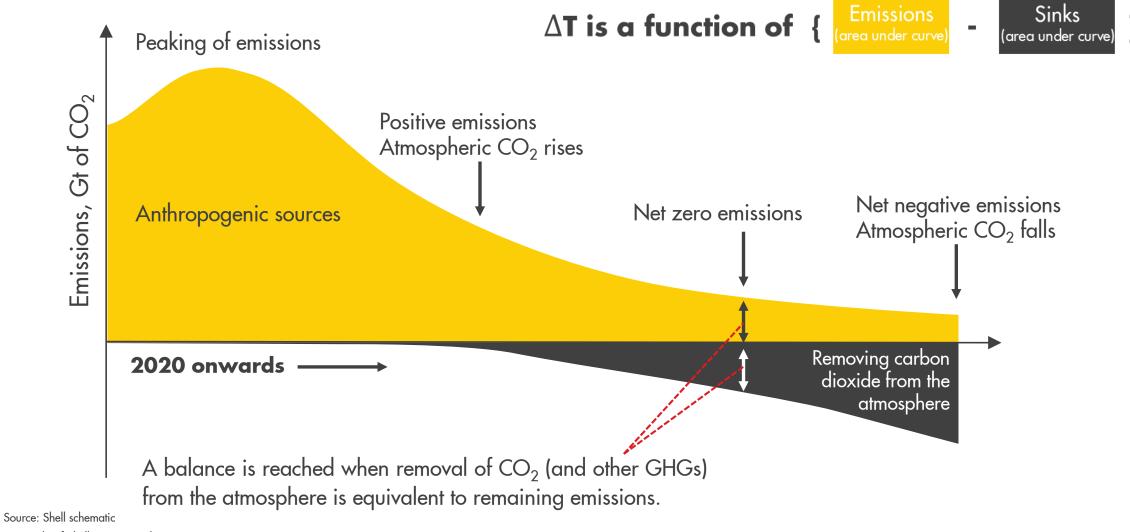
...aim to reach global peaking of greenhouse gas emissions as soon as possible;

> ...achieve a balance between anthropogenic emissions by sources and removals by sinks of greenhouse gases in the second half of this century.

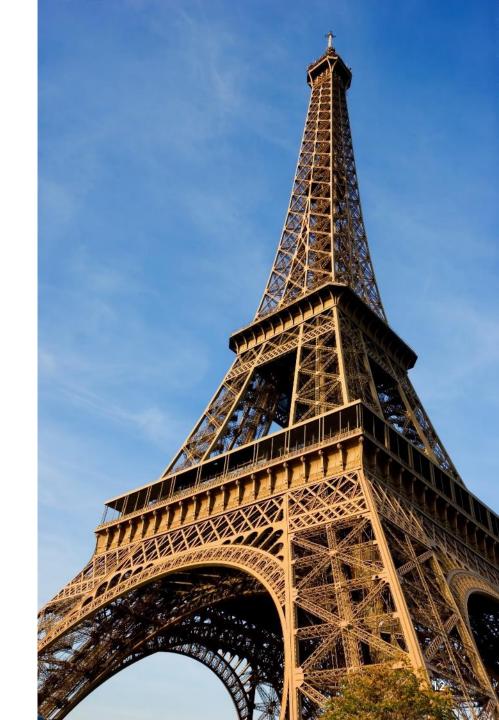
IDENT

(Ecutive conuc

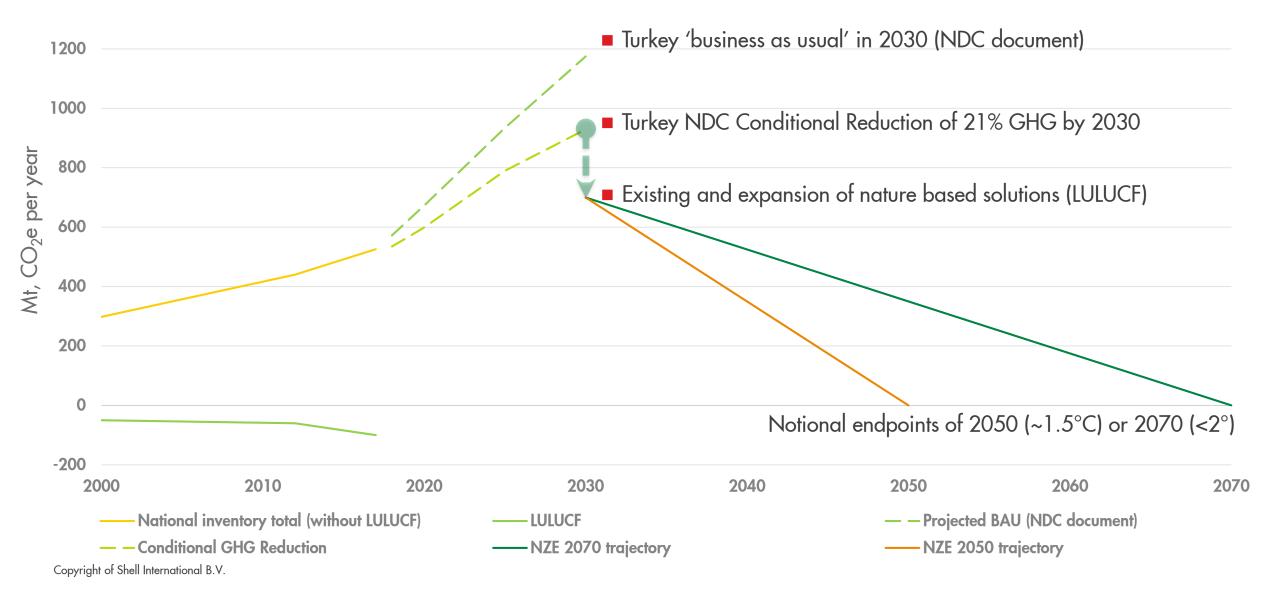
Elements of the Paris Agreement



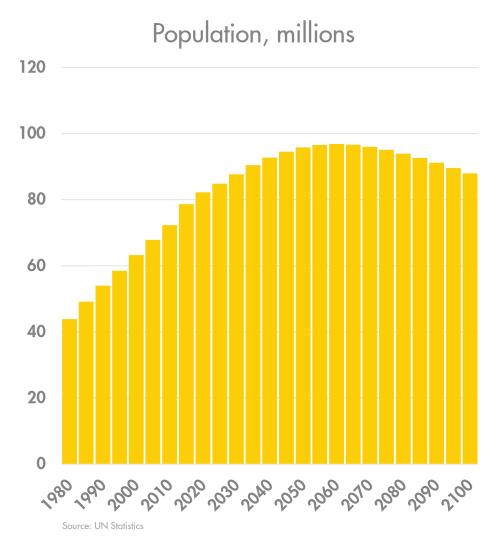


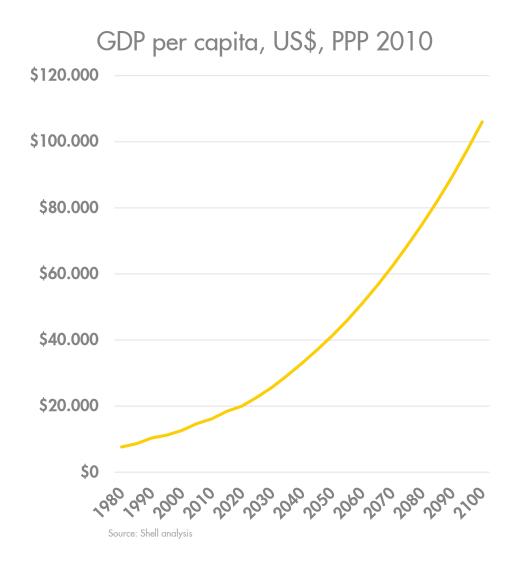


Turkey greenhouse gas emissions progress and NDC projections



Turkey Basic Data





Navigating 21st century turbulence

Difficult Sectors

Coal remains popular

Stalled Technologies

Efficiency rebound

Demand

growth

Time

Copyright of Shell International B.V.

"A Better Life with a Healthy Planet" ¹⁵ The New Lens Scenarios Family

> Looking beyond

Mechanisms to share common interests

Weaker

eaders

-

dth

tren

Stronger

Sky

<2°C

More effective

>2°C

Dceans

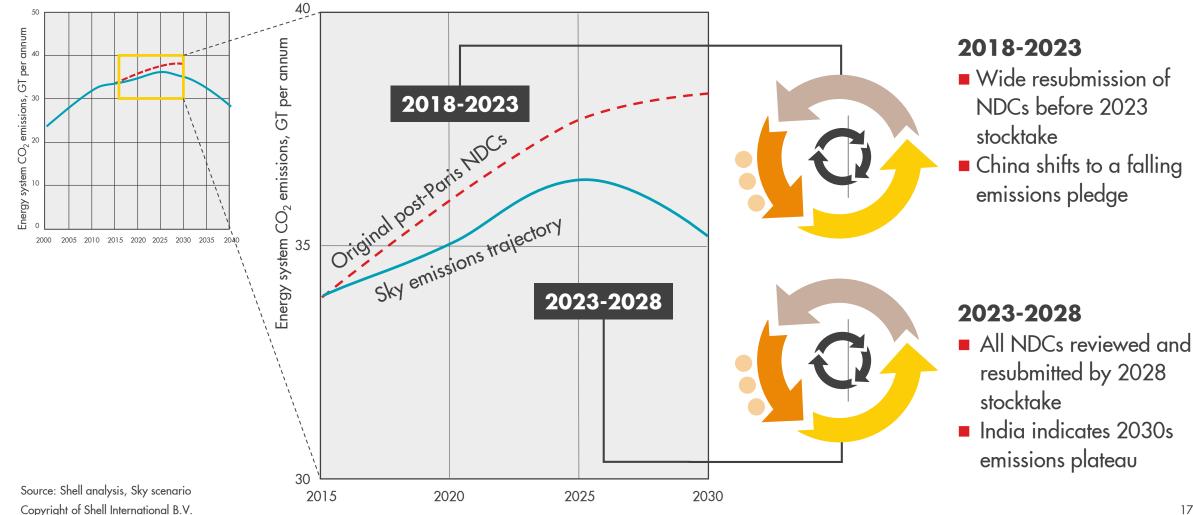
Less effective

2°C

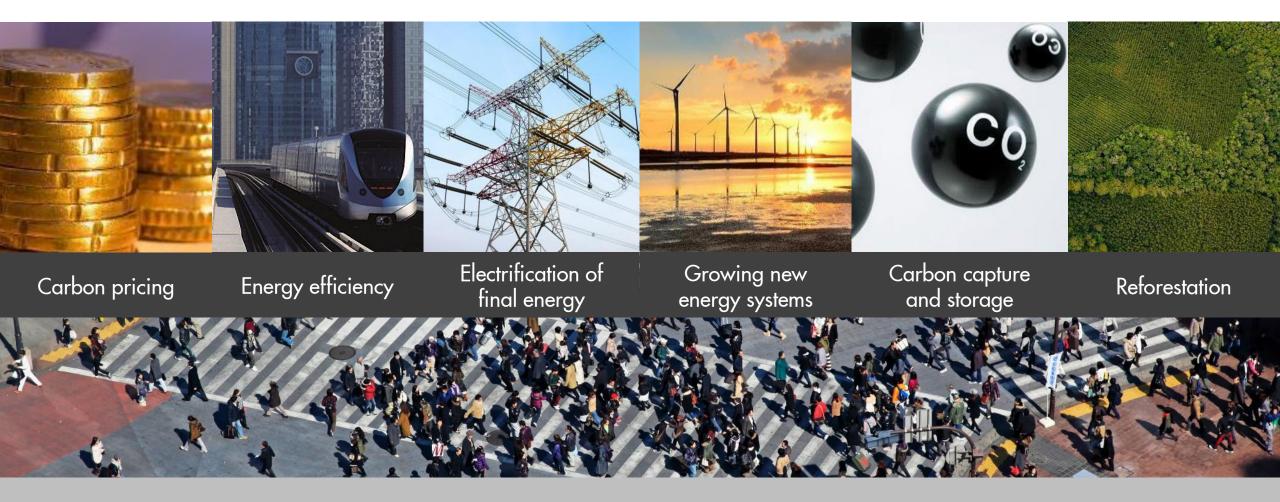
Mountains and Oceans

. . . to **Sky**

Sky begins in today's economic & policy realities, ratchets up action, then goal-seeks within techno-economic possibilities



In Sky, six big steps forward from now to 2070 ...



... underpinned by a changing consumer mind-set and societal license for change.

Step 1 – Carbon pricing is essential within a broad policy framework

	Large point sources (electricity & industry)	Transport	Built environment (commercial & domestic)		Land use & agriculture	
Discovery (R&D)	Significant step-up in clean technology research and development			•	 Adoption of best practices in farming 	
Early & steep cost reductions	Effective government intervention through mandates and deployment supports, etc.			•	(soil carbon) • Widespread	
Rapid long term deployment	such as carbo	ad incentive policies on pricing & growing climate in financial markets.			use of nature based solutions	

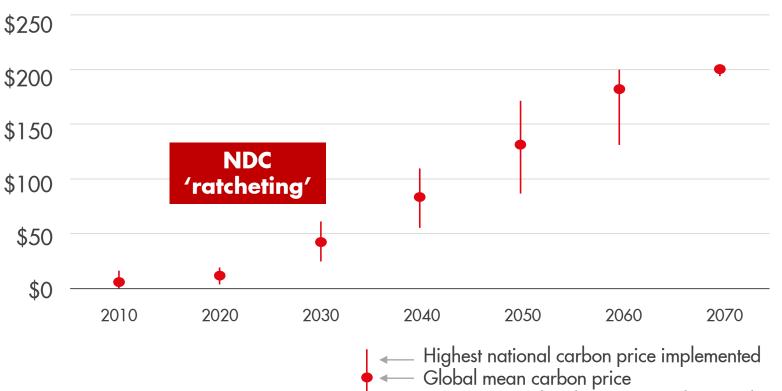


Unwavering acceleration and coordination:

- Market & fiscal mechanisms
- Standards & mandates
- Investments in infrastructure & technology

Globally, the carbon price ramps up during the 2020s

Carbon prices in Sky, \$/tonne CO₂



Lowest national carbon price implemented

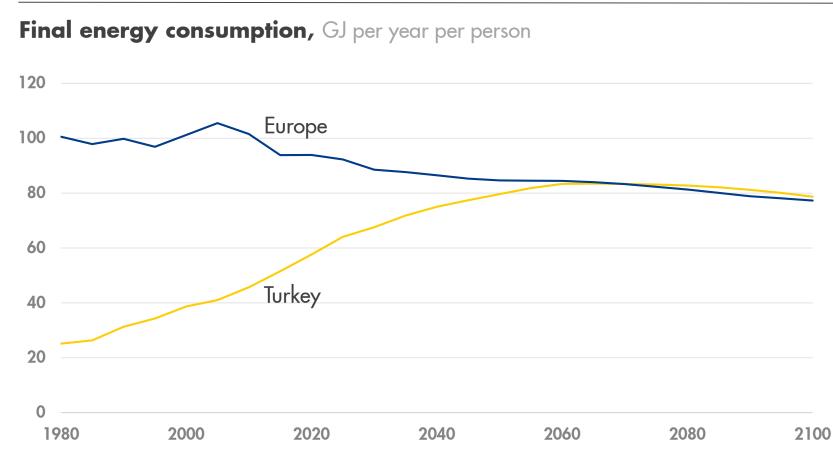
Source: Shell analysis, Sky scenario Copyright of Shell International B.V.



Unwavering acceleration and coordination:

- Market & fiscal mechanisms
- Standards & mandates
- Investments in infrastructure & technology

Step 2 – Efficiency is essential for limiting demand growth as development proceeds



Source: Shell analysis, Sky scenario Copyright of Shell International B.V.

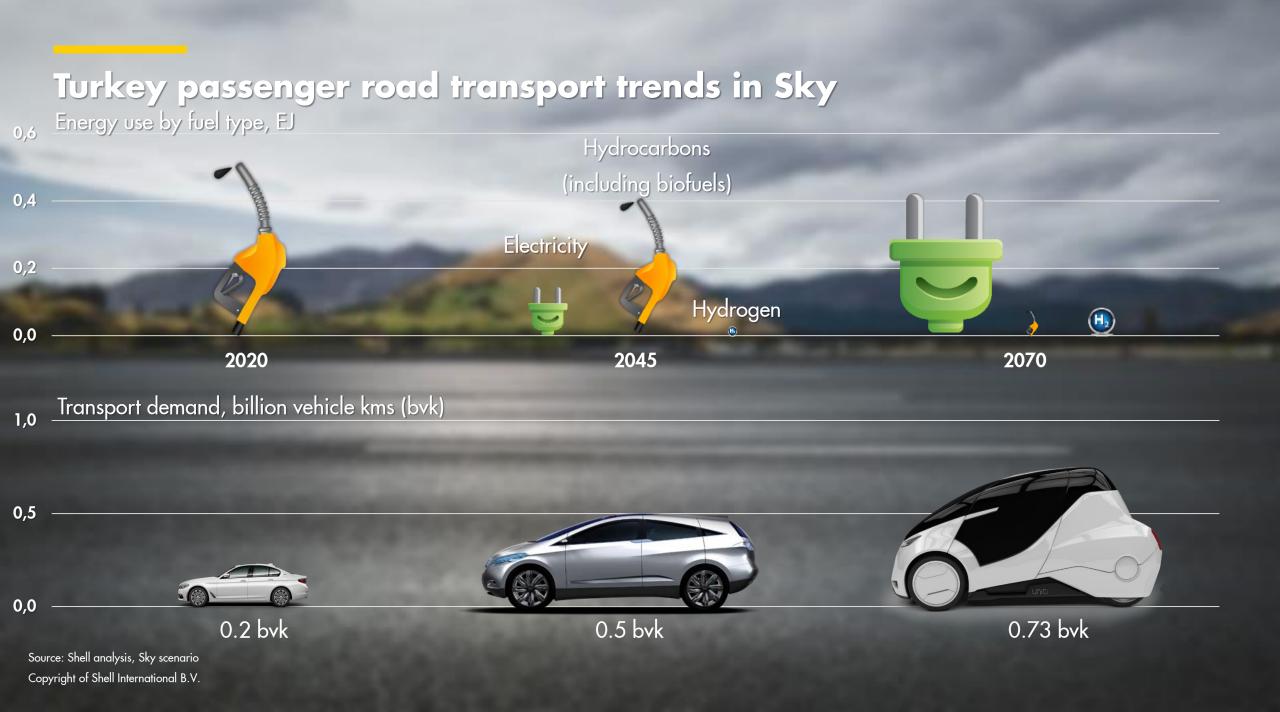


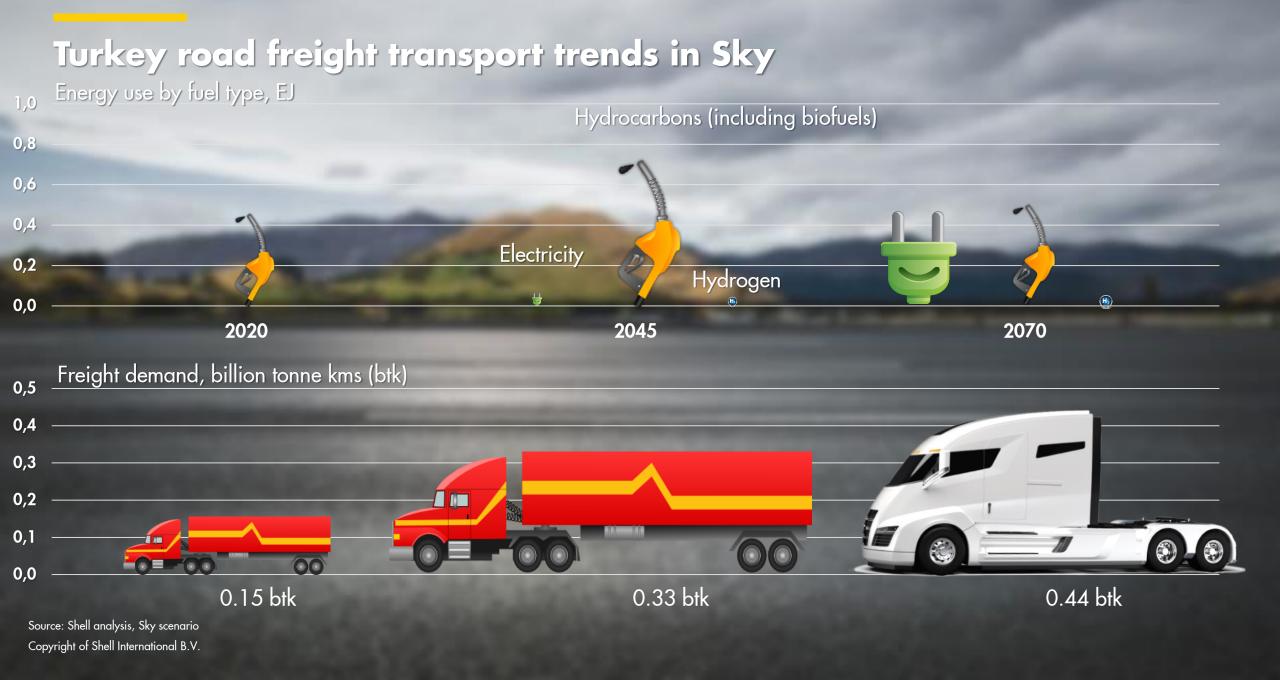
Step 3 – A major ramp-up in electrification

Electricity as a % of final energy use in Turkey 80% Slope of 5%. 60% The transition in **Sky** is more than double the historic rate 40% Slope of 1.9% Historic electrification trend is < 2% points per decade 20% 0% 1980 1990 2000 2010 2020 2030 2050 2060 2070 2080 2040

Source: Shell analysis, Sky scenario Copyright of Shell International B.V.

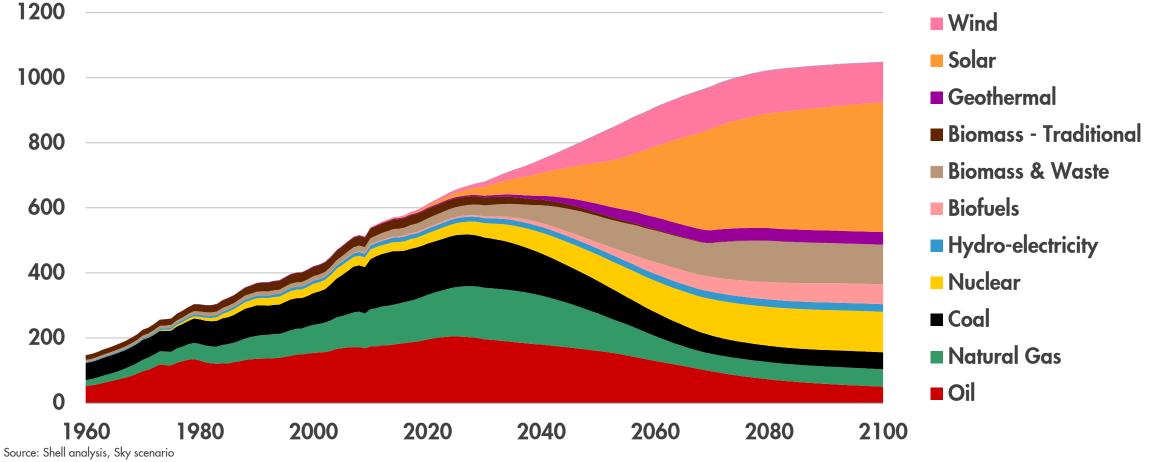






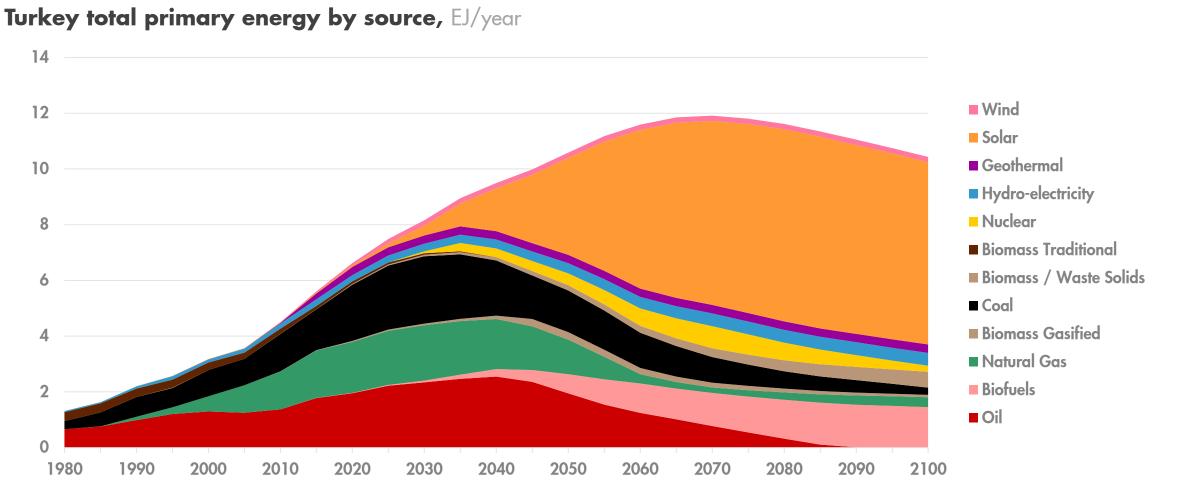
Step 4 – New energy systems emerge The major sources of primary energy shift in Sky

World total primary energy by source, EJ/year



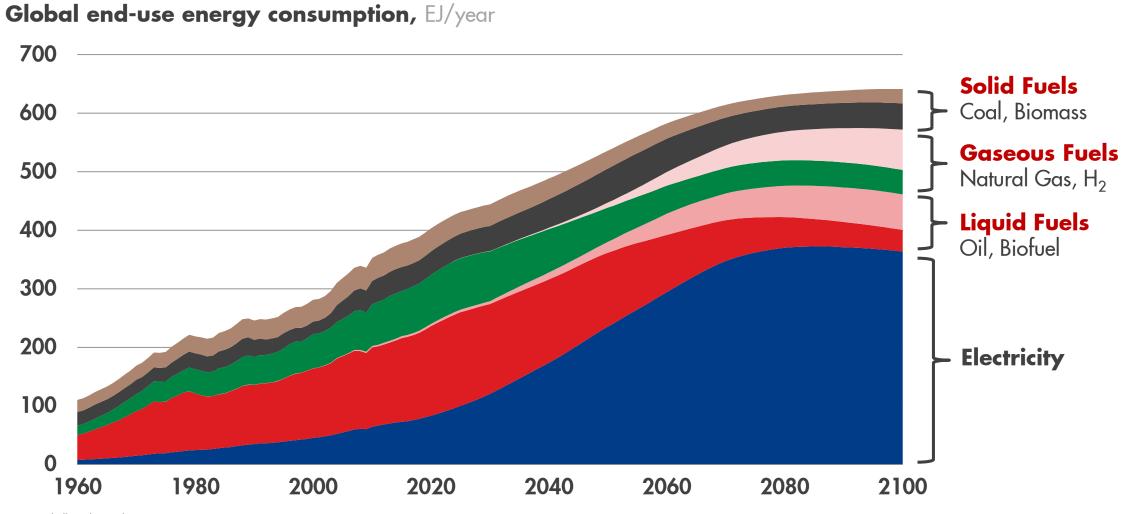
Copyright of Shell International B.V.

In Turkey, solar dominates in the second half of the century



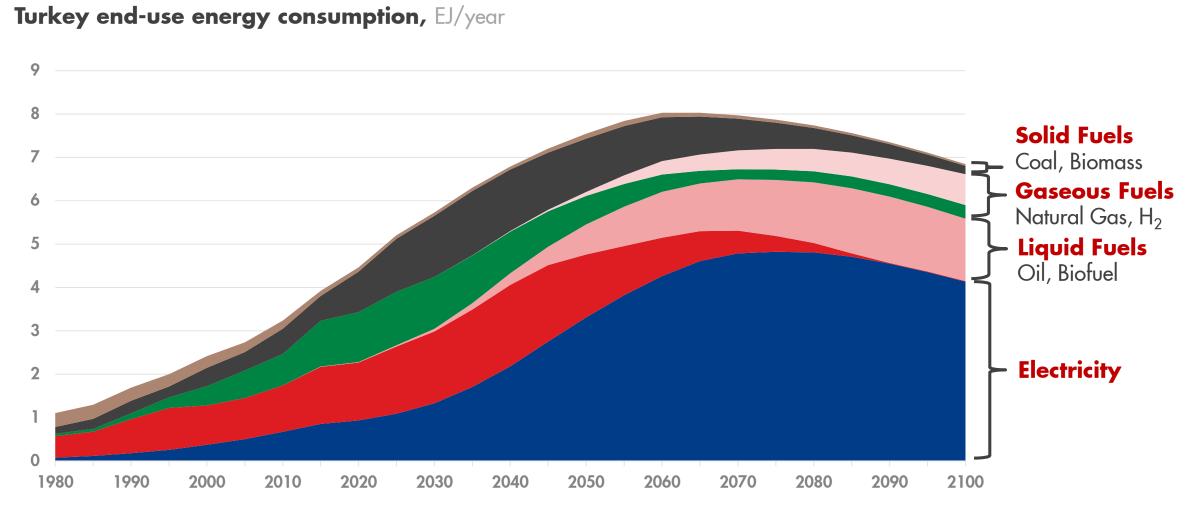
Source: Shell analysis, Sky scenario

In Sky, deep electrification, but molecules remain important



Source: Shell analysis, Sky scenario

Similar trends emerge in Turkey

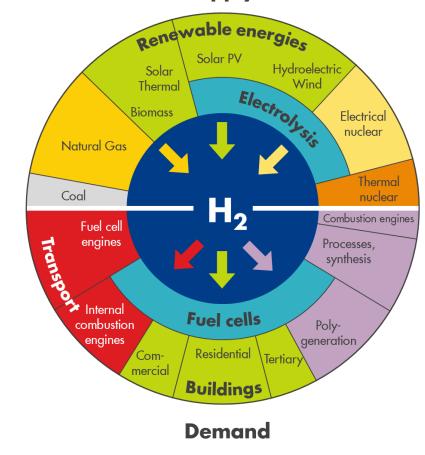


Source: Shell analysis, Sky scenario Copyright of Shell International B.V.

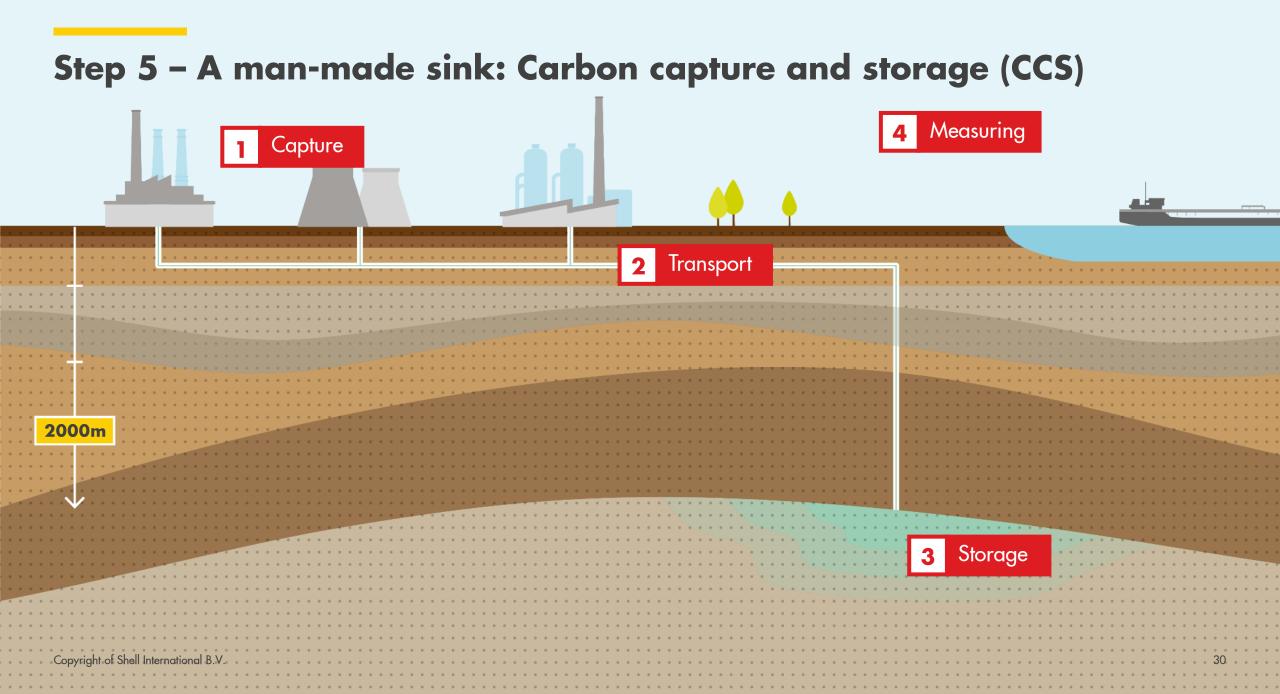
A hydrogen based energy system emerges in Turkey in the 2030s

0,8 0,7 0,6 Aviation Hydrogen use, EJ per year Other industry 0,5 Heavy industry Road freight 0,4 Passenger vehicles 0,3 0,2 0,1 0,0 2025 2035 2075 2085 2095 2015 2045 2055 2065

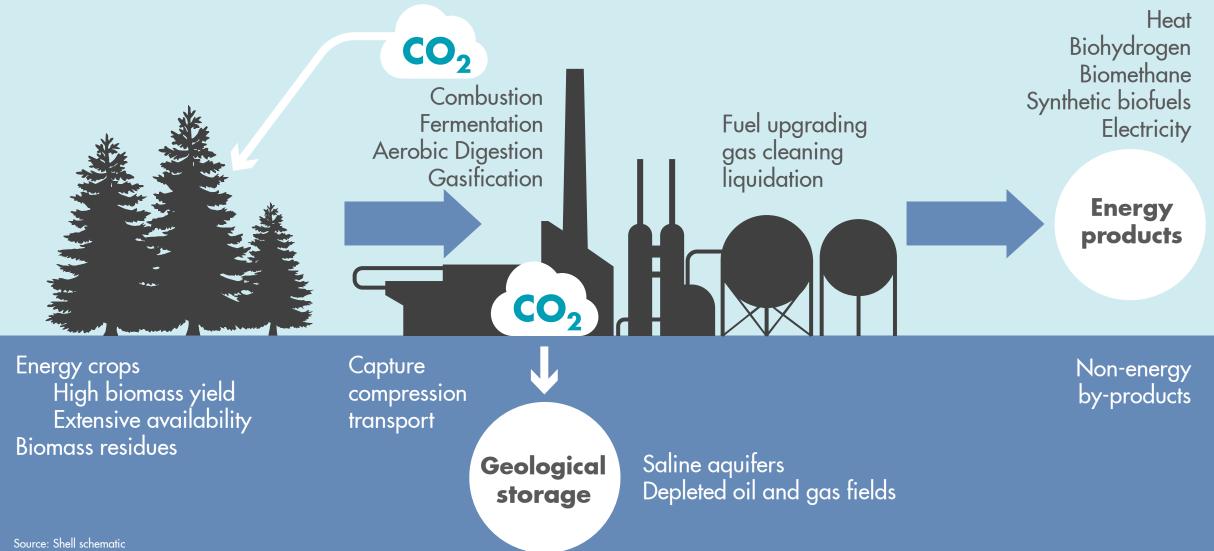
Supply



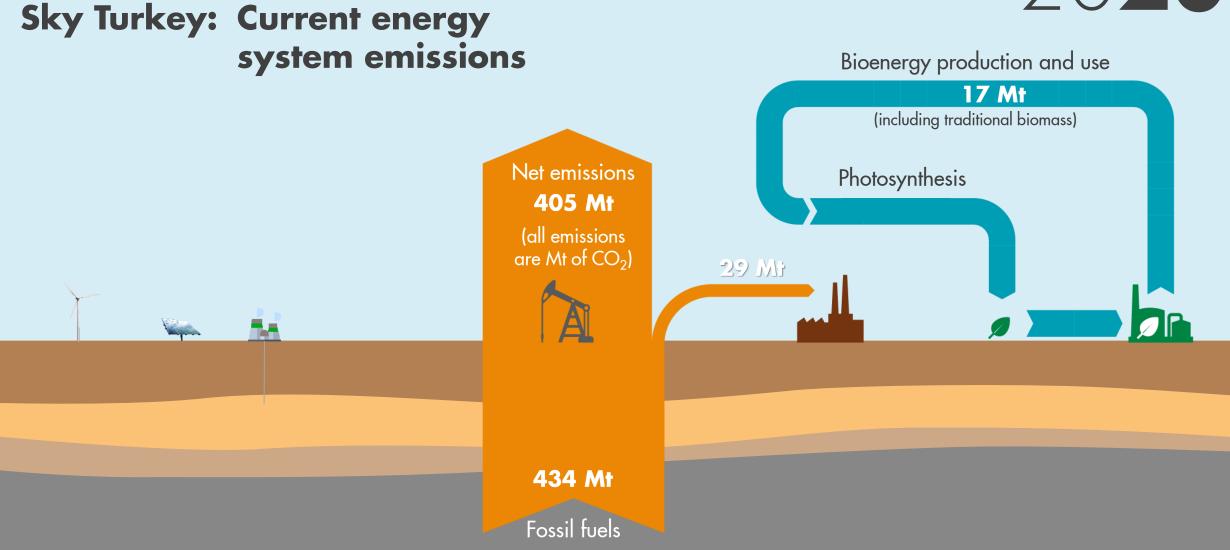
Source: Shell schematic

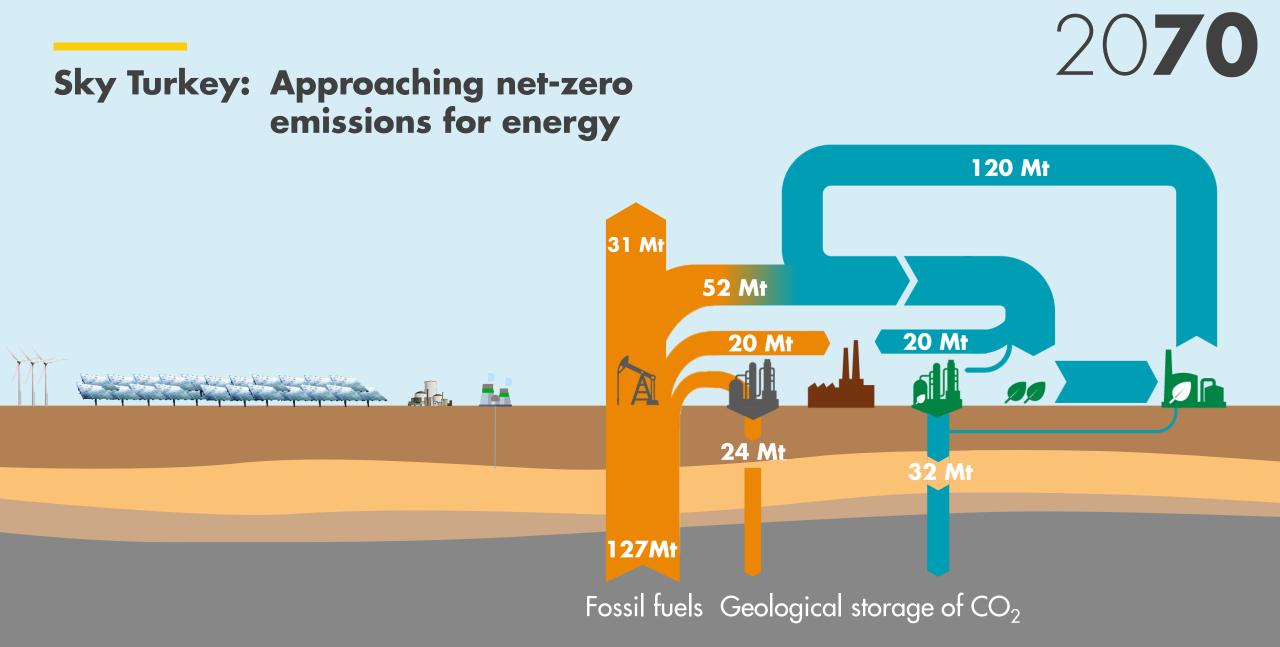


Bioenergy with CCS has a role to play in Turkey









Turkey energy system services (Sky, 2020, 7 EJ primary energy)

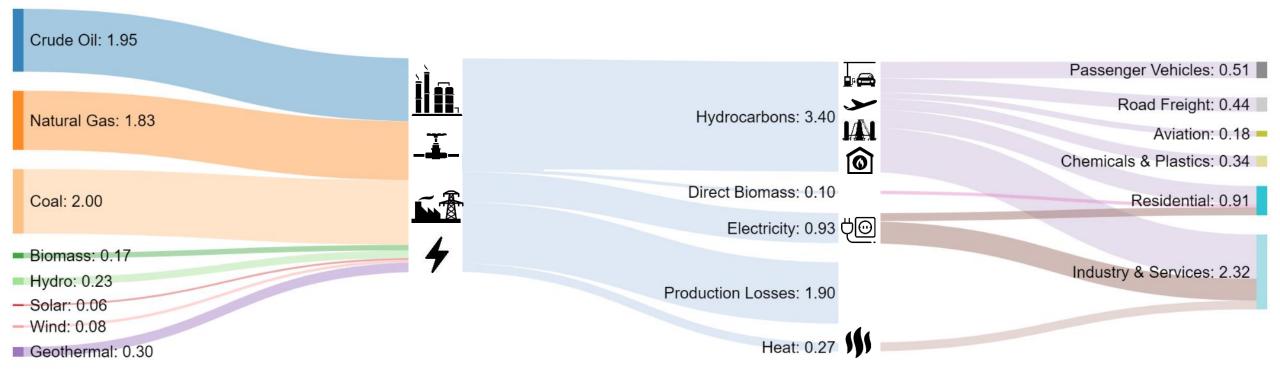
Primary energy

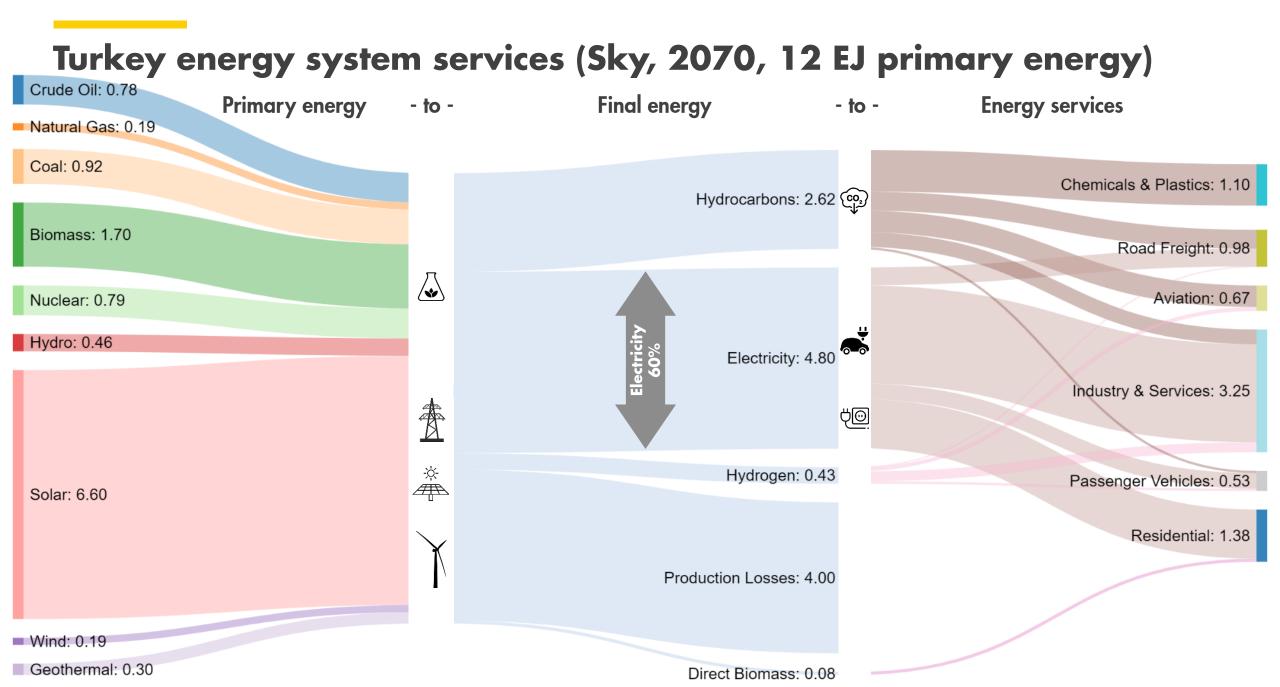
- to -

Final energy

- to -

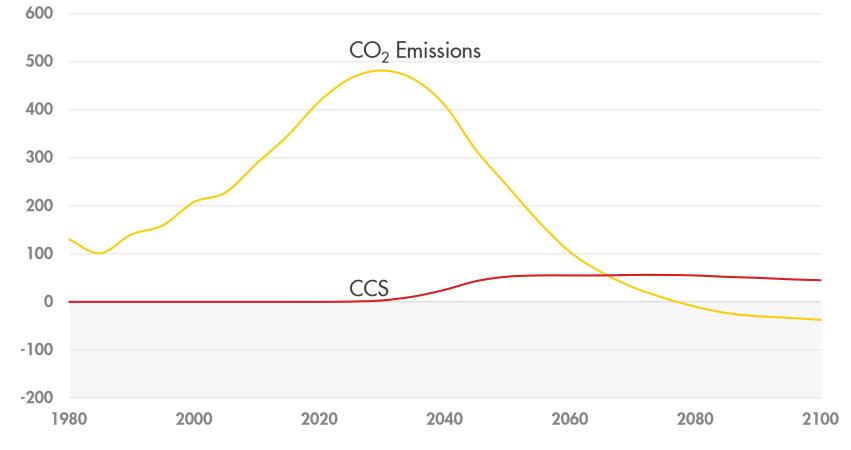
Energy services





Sky Turkey: Energy-related emissions and CCS

Energy-related CO₂ (all energy) and CCS, millions of tons



Source: Shell analysis, Sky scenario Copyright of Shell International B.V.



Step 6 – Widespread reforestation and afforestation

Potential Turkey contribution to global reforestation in Sky 1.5°C (The Nature Conservancy)



Turkey: 78 Mha land area~ 19 Mha reforestation potential~300 million tons CO₂ per year



Sky meets the Paris goal

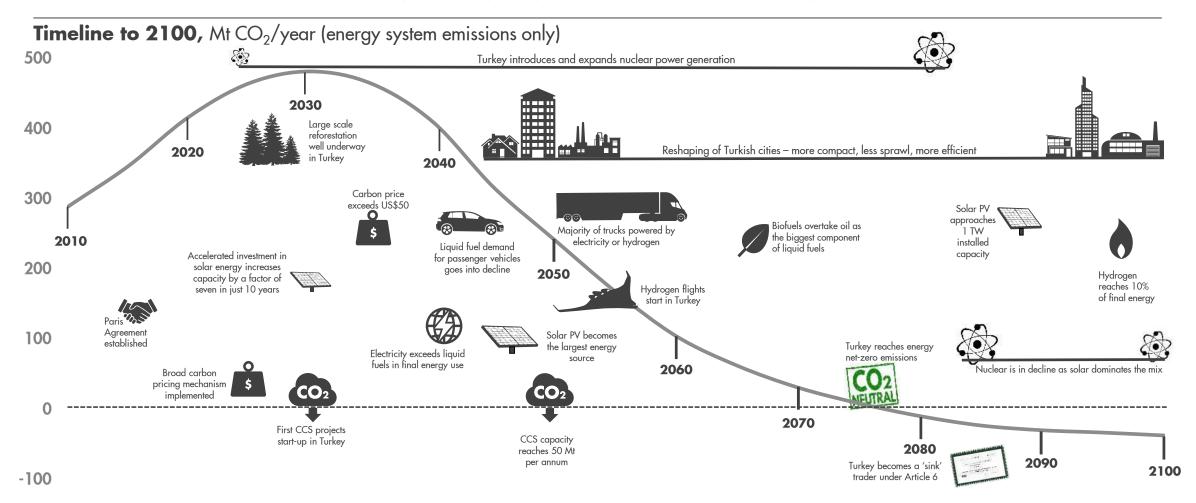
MIT assessment of climate impact

Average global surface temperature rise (°C) 3,0 2,5 2,0 1,5 1,0 0,5 0,0 -0,5 1900 1920 1940 1960 1980 2000 2020 2040 2060 2080 2100 -History -Sky+ Extra naturebased solutions Source: Massachusetts Institute of Technology, Shell Sky data Copyright of Shell International B.V.



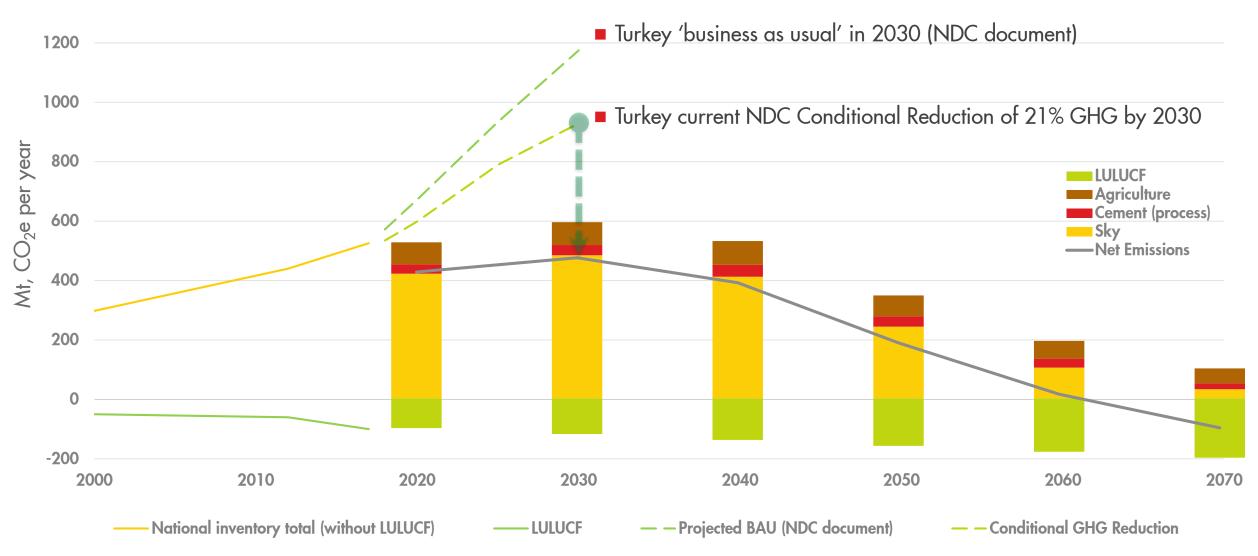
Sky Turkey: Significant changes ahead

Striving for net-zero emissions is underpinned by major technological, economic, political and social breakthroughs



Source: Shell analysis, Sky scenario Copyright of Shell International B.V.

The Sky Scenario and the Turkey National Contribution to Paris



Possible directions from Sky for Turkey NDC submission in 2020

Potential contribution to the Paris Agreement:

Emissions peaking by 2030 (and falling thereafter);

Peak of 600-650 Mt gross emissions, <500 Mt net emissions (with LULUCF)

Indicative year of 2060 for net-zero emissions (with LULUCF)

Supported by:

- Significant expansion of solar PV, ~50 GW by 2030
- Coal peak by 2030 at the latest
- Rapid reforestation
- First industrial CCS projects up and running during the 2020s
- Step up in biofuel production and biomass in energy
- 15% passenger vehicle travel in EVs

Additional reading and the Sky dataset

www.shell.com/skyscenario

