

# ENERGIEWENDE GESTALTEN ZWISCHEN KLIMA – KAPAZITÄTEN - KOSTEN



## ASPHALTTAGE 2023

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# Definitions & cautionary note

The companies in which Shell plc directly and indirectly owns investments are separate legal entities. In this **presentation** “Shell”, “Shell Group” and “Group” are sometimes used for convenience where references are made to Shell plc and its subsidiaries in general. Likewise, the words “we”, “us” and “our” are also used to refer to Shell plc and its subsidiaries in general or to those who work for them. These terms are also used where no useful purpose is served by identifying the particular entity or entities. “Subsidiaries”, “Shell subsidiaries” and “Shell companies” as used in this **presentation** refer to entities over which 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. “Joint ventures” and “joint operations” are collectively referred to as “joint arrangements”. 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 an entity or unincorporated joint arrangement, after exclusion of all third-party interest.

## Forward Looking Statements

This **presentation** contains forward-looking statements (within the meaning of the U.S. Private Securities Litigation Reform Act of 1995) concerning the financial condition, results of operations and businesses of 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 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 “aim”, “ambition”, “anticipate”, “believe”, “could”, “estimate”, “expect”, “goals”, “intend”, “may”, “milestones”, “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 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, judicial, 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; (m) risks associated with the impact of pandemics, such as the COVID-19 (coronavirus) outbreak; and (n) 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 Shell plc’s Form 20-F for the year ended December 31, 2021 (available at [www.shell.com/investor](http://www.shell.com/investor) and [www.sec.gov](http://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**, 08. Feb. 2023. Neither 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**.

## Shell’s net carbon footprint

Also, in this **presentation** we may refer to Shell’s “Net Carbon Footprint” or “Net Carbon Intensity”, which include Shell’s carbon emissions from the production of our energy products, our suppliers’ carbon emissions in supplying energy for that production and our customers’ carbon emissions associated with their use of the energy products we sell. Shell only controls its own emissions. The use of the term Shell’s “Net Carbon Footprint” or “Net Carbon Intensity” are for convenience only and not intended to suggest these emissions are those of Shell plc or its subsidiaries.

## Shell’s net-Zero Emissions Target

Shell’s operating plan, outlook and budgets are forecasted for a ten-year period and are updated every year. They reflect the current economic environment and what we can reasonably expect to see over the next ten years. Accordingly, they reflect our Scope 1, Scope 2 and Net Carbon Footprint (NCF) targets over the next ten years. However, Shell’s operating plans cannot reflect our 2050 net-zero emissions target and 2035 NCF target, as these targets are currently outside our planning period. In the future, as society moves towards net-zero emissions, we expect Shell’s operating plans to reflect this movement. However, if society is not net zero in 2050, as of today, there would be significant risk that Shell may not meet this target.

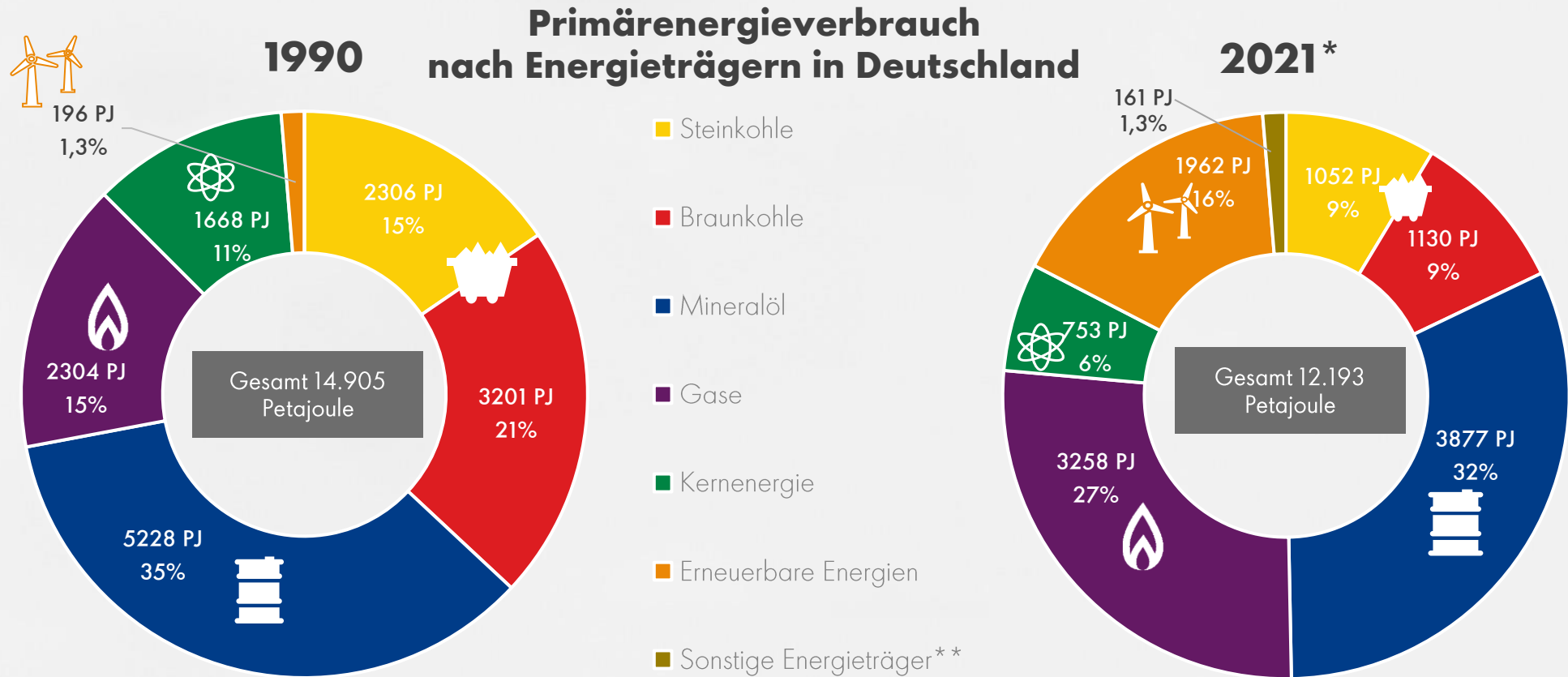
## Forward Looking Non-GAAP measures

This **presentation** may contain certain forward-looking non-GAAP measures such as **cash capital expenditure** and **divestments**. We are unable to provide a reconciliation of these forward-looking Non-GAAP measures to the most comparable GAAP financial measures because certain information needed to reconcile those Non-GAAP measures to the most comparable GAAP financial measures is dependent on future events some of which are outside the control of Shell, such as oil and gas prices, interest rates and exchange rates. Moreover, estimating such GAAP measures with 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 Shell plc’s consolidated financial statements.

The contents of websites referred to in this **presentation** do not form part of this **presentation**.

We may have used certain terms, such as resources, in this **presentation** that the United States Securities and Exchange Commission (SEC) strictly prohibits us from including in our filings with the SEC. 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](http://www.sec.gov).

# ERNEUERBARE IMMER WICHTIGER, ABER DEFOSSILISIERUNG DAUERT



Quelle: Umweltbundesamt: Primärenergieverbrauch, 25.03.2022

Primärenergieverbrauch | Umweltbundesamt

\*vorläufige Angaben

\*\*bis 1999 Erneuerbare Energien mit sonstigen Energieträgern, ab 2000 getrennte Erfassung, Sonstige Energieträger sind: Nichterneuerbare Abfälle, Abwärme und Außenhandelssaldo von Fernwärme und Strom

# SHELL STRATEGIE

## POWERING PROGRESS



Wert für Aktionäre schaffen, um attraktiv für Investoren zu sein und so die notwendige finanzielle Stärke für die Transformation von Shell zu haben.



Netto-Null-Emissionen erreichen – dazu wollen wir unsere eigenen Emissionen senken sowie die unserer Kunden, wenn sie unsere Produkte verbrauchen, und gleichen verbleibende Emissionen aus.



Energie für das tägliche Leben liefern, um das Leben und die Lebensgrundlagen der Menschen durch unsere Produkte und Tätigkeiten zu verbessern und indem wir den Zusammenhalt der Gesellschaft fördern.



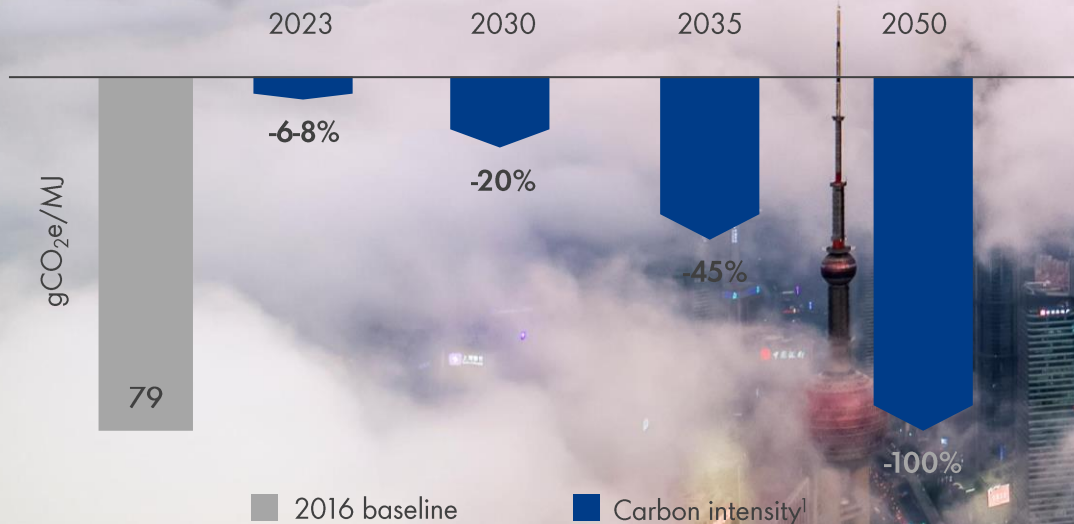
Respekt für die Natur haben, um die Umwelt zu schützen, indem wir unseren Abfall reduzieren und zur Arten- und Pflanzenvielfalt (Biodiversität) beitragen.



# SHELL ZIEL: NETTO NULL EMISSIONEN BIS 2050

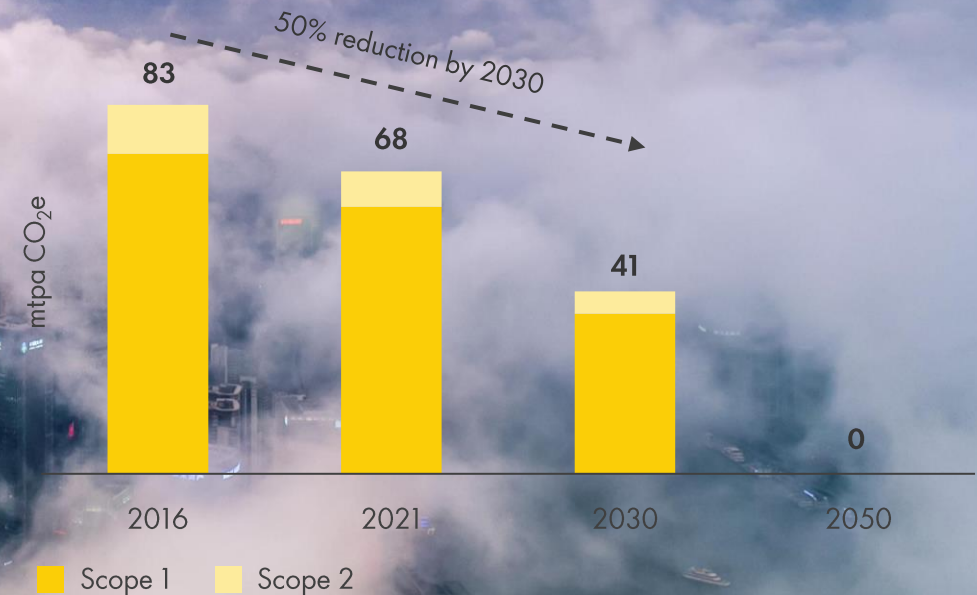
## Intensity targets (Scopes 1, 2 and 3)

Covers emissions associated with the production, processing, transport and end use of our energy products



## Absolute target (Scopes 1 and 2)

Covers all Scope 1 and 2 emissions under Shell's operational control



<sup>1</sup> Carbon intensity of our energy products is measured by our Net Carbon Footprint (NCF) methodology, available on our website.



# ENERGIETRILEMMA: CO<sub>2</sub> – BEZAHLBARKEIT - SICHERHEIT



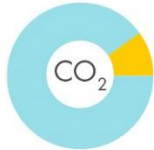


# SHELL DEUTSCHLAND: MIT UNSEREN STAKEHOLDERN UNTERWEGS ZUM SAUBEREN UND ATTRAKTIVEN ENERGIEMIX DER ZUKUNFT



**Netto-Null**  
CO<sub>2</sub>-neutral bis 2050

## UNSERE VERANTWORTUNG



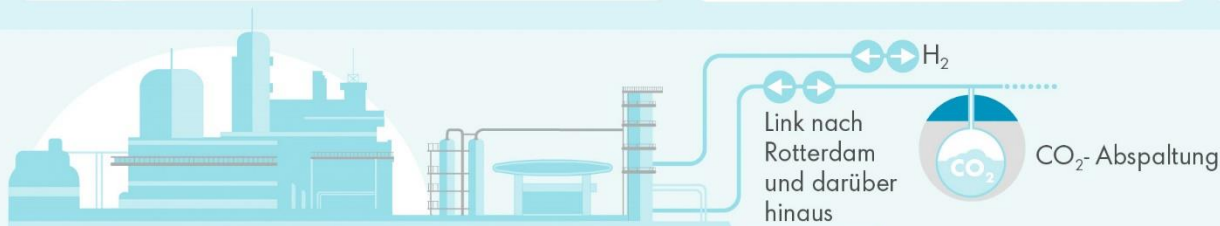
**10%** der deutschen CO<sub>2</sub>-Emissionen  
10% Resultat unser eigenen Aktivitäten  
90% Nutzung unserer Produkte

## UNSER ANSPRUCH



**30%** Reduktion bis 2030  
mit einem wachsenden und  
profitablen Geschäft

Ein führender  
Partner für  
Dekarbonisierung  
und Wasserstoff



## ENERGY AND CHEMICALS PARK RHEINLAND

Dekarbonisierte und nachhaltige Produkte für Endkunden & Industrie

### Mobility

(Bio)-Kraftstoffe ■ Ladestationen ■ Schmierstoffe ■ Wasserstoff  
■ Digitale Services ■ Nature Based Solutions

### Hausenergie und Home Solutions

Gas ■ Heizöl ■ Erneuerbarer Strom

### ENDKUNDEN

Dekarbonisiert leben

Integrierte Konzepte  
für alle Sektoren  
und Segmente



Auf der Basis eigener Infrastruktur wie Pipelines

### Construction

■ Erneuerbarer Strom ■ (Bio)-Kraftstoffe

■ Chemische Grundstoffe ■ (Bio)-LNG

■ Erdgas ■ Schmierstoffe

■ CO<sub>2</sub>-Kompensation ■ Bitumen

■ Nachhaltige Flugkraftstoffe ■ Digitale Services

### Chemie

### Industrie

### Transport

### GESCHÄFTSKUNDEN

Dekarbonisiert und effizient



# AUF DEM WEG





# CUSTOMER-BACK: VERBRAUCHER ALS HERZSTÜCK DER DEKARBONISIERUNG



## VERSTEHEN & BEWERTEN

Dekarbonisierungs-  
herausforderungen und  
Bedürfnisse der Kunden



## ENTWICKELN

Passende  
Dekarbonisierungspfade



## ANBIETEN

CO<sub>2</sub>-arme Produkte und  
Lösungen aus Shell  
Energieökosystem und  
Partnerschaften







# INTENSIVE ZUSAMMENARBEIT MIT KUNDEN – SEKTOR FÜR SEKTOR

Da Scope-3-Emissionen außerhalb der operativen Kontrolle von Shell liegen, ist es wichtig, dass wir mit anderen als Partner für nachhaltige Veränderungen zusammenarbeiten, um Netto-Null-Emissionen zu erreichen.

**LAUFENDE MAßNAHMEN** zur Bekämpfung von Emissionen im Rahmen unserer Strategie Powering Progress

- Kundenangebote für CO<sub>2</sub>-arme und- freie Produkte und Lösungen zur Vermeidung, Reduzierung und Kompensation von Emissionen aus dem Energieverbrauch
- Einführung sektorbasierter Bereiche, die für die Förderung der Dekarbonisierung verantwortlich sind
- Integrierte Zusammenarbeit über alle Geschäftsbereiche mit Kunden, um Dekarbonisierungslösungen zu identifizieren und zu pilotieren
- Teilnahme an sektoralen Koalitionen zur Beschleunigung tragfähiger Dekarbonisierungspfade
- Auf Paris ausgerichtete politische Interessenvertretung, direkt und indirekt

## ZUSAMMENARBEIT

### SEKTOR FÜR SEKTOR



Aus einer Herausforderung eine Chance machen

