



# Shell Energy Inside™

**Comprehensive Energy Solutions for  
Commercial and Industrial Businesses**

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## Shell is strengthening its position as a leading energy company

- Aim to make **power** a significant business for the company
- Investing up to **\$2 billion annually** in New Energies business
- Executive compensation tied to **GHG reduction** from company operations

**“The world must change the way it uses energy, and Shell must help to make this happen by providing solutions that can help our customers reduce their emissions.”**

- Ben van Beurden, Shell CEO

# Shell Energy Inside™ helps customers reduce costs, increase reliability of energy systems, and achieve sustainability goals



## Cost Reduction

Shell Energy Inside™ unlocks **energy and operational savings** with limited investment of time and capital



## Reliability

Shell Energy Inside™ provides upgraded energy systems with **guaranteed performance** and **maintenance included** at no additional cost



## Sustainability

Shell Energy Inside™ helps customers **achieve sustainability goals** that are good for the planet and the bottom line

# Shell Energy Inside™ comprises a wide range of light-touch, high-value energy solutions



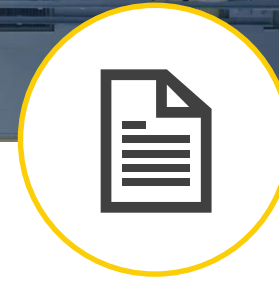
**Metering &  
Controls**



**HVAC  
Systems**



**LED  
Lighting**



**Utility Bill  
Management**



**Sustainability  
Reporting**



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## Our approach

1

**Assess**

2

**Recommend**

3

**Implement**

4

**Optimize and Report**

# Collect and analyze customer inputs to make informed, data-driven recommendations

- Predictive energy spend and savings calculator
- Utility bill intake and analysis
- Targeted on-site energy audits
- Submetering and HVAC performance reporting



# Provide recommendations for multi-phase deployment of energy solutions

- Start with light-touch, high-value solutions with immediate payback
- Develop replacement schedule based on age and performance of individual assets
- Evaluate additional energy solutions to meet specific customer needs

## Example deployment plan:





Implement solutions at a lower, more-predictable cost than traditional asset ownership/maintenance



**\$0 upfront investment**



**Fixed monthly payment** can be treated as operating expense (off balance sheet)



Preventative and reactive **maintenance included** at no additional cost



**Guaranteed equipment performance** for entire contract term

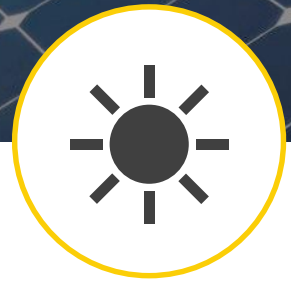


# Provide savings updates and ongoing recommendations to optimize site performance



- Monthly energy savings reporting
- Quarterly comprehensive account review
- System optimization through advanced analytics, reporting, and alarms
- 24/7 technical support

# Explore additional opportunities delivered by Shell New Energies



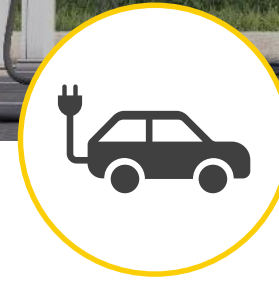
**Solar**



**Green Power Supply**



**Demand Response**



**EV Charging Infrastructure**



**Backup Generation**

Our deliver partner solutions have been deployed at nearly 20,000 customer sites



