



# 2020 Shell India Press Releases

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## 1. SHELL LAUNCHES 'SCALE TRACK' FOR MATURE START-UPS UNDER ITS E<sup>4</sup> PROGRAMME

**Bengaluru** - Shell announces the launch of 'Scale Track' under its E<sup>4</sup> programme – Shell's flagship start-up incubation programme. The Scale Track is built for mature, energy-related start-ups who have achieved a product-market fit with their commercial products. The Track is customized to support start-ups in strengthening their strategy and scaling up operations by offering insights from global companies and industry leaders, material resources including full access to their lab at the Shell Technology Centre Bangalore, and access to a focused mentorship programme.

- 10 start-ups selected for the 2020 edition
- Shell E<sup>4</sup> collaborates with Industry Partners to strengthen their strategy and help scale up operations

Partners on board for this track include ABB, AVL, Indian Angel Network, Catapult, Maharashtra State Innovation Society, The World Business Council for Sustainable Development (WBSCD) and Ola to name a few. The collaboration between Shell and these partners will allow start-ups several benefits such as access to a wider network and customer base, subject matter expertise, mentorship and investment opportunities which will help them scale their businesses and market share. The current themes for the 2020 Scale Track are focused on the:

- **Future of Mobility** with advanced startups in “the mobility space” aspiring to bring forward disruptive technologies, business models and differentiated offerings, and,
- **Energy Management Systems** with innovative startups in “the energy management space” ranging from energy auditing to efficiency improvement and overall management

After rigorously examining and evaluating numerous applications, 10 start-ups have been selected for the Scale Track this year. Several of these, namely, **Energos, IOTomation, LogicLadder, Jal Technologies** and **APChemi** are introducing cutting edge innovation to the energy management space to tackle some of the world's most pressing concerns such as pollution control, energy distribution & storage and waste management. Other qualified startups like **Offgrid, Go GreenEOT, Commutec, eee-Taxi,** and **Magenta Power** are making use of advanced technology and innovative business model solutions such as battery technology, Vehicle-As-a-Service, shared mobility, fleet digitization, EV charging with many focusing on the electric vehicle ecosystem.

Speaking on the occasion, **Mr. Nitin Prasad, Chairman, Shell Companies in India,** said, “We are happy to welcome a new batch of startups, the Scale Track cohort, as a part of the well-established E<sup>4</sup> Programme. Along with our partners, we believe that these young professionals will reap significant benefits from the programme which will help them go to the market with a better business strategy and execution capability, leapfrogging their growth. It was a competitive selection process and it was clear that these start-ups will help India in its energy transition journey and contribute to the growing clean energy ecosystem in the country.”

**James Unterreiner, General Manager, Shell E<sup>4</sup> Startup Hub** said “We believe a collaborative approach between corporates is essential to enhance the entrepreneurial ecosystem in the country by linking talent, technology, capital and know-how. The Shell E<sup>4</sup> partnerships aim to provide an enhanced value proposition to start-ups. This is a bespoke program where the start-ups will benefit from a network of industry experts and advisors leveraging Shell and its Partners' global reach.”

Start-ups will be supported to scale their operations through setting up systems and processes; building their teams; and maturing their product in a dedicated environment. The mobility and energy management ecosystem in India can only get more robust with corporates working together on common themes, screening new technologies to help startups grow and scale.

The Shell E<sup>4</sup> Start-up Hub offers world-class programmes to support and enable energy-related start-ups at various levels of maturity. The programmes are tailor-made in ways that suit the unique nature of energy start-ups, which typically require longer gestation periods.

### Enquiries:

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### Notes to Editors

#### About Shell:

Shell is one of the most diversified international energy company in India with over 8500 employees and presence across upstream, integrated gas, downstream, renewable energy, and deep capabilities in R&D, digitalization and business operations. With a retail presence across six states – Karnataka, Tamil Nadu, Telangana, Maharashtra, Gujarat and Assam Shell is expanding its network of fuel stations across the country. It has the entire Lubricants end-to-end value chain in India, from conceptualization and development, to production and distribution. This includes a world class lubricant oil blending plant with a capacity of more than 115 million litres, a distributor network of more than 185 and over 60,000 retailers across the country. The company also fully owns and operates an LNG re-gasification terminal at Hazira. With a focus on digitization and future ready sustainable solutions, the company is nurturing a vibrant ecosystem in India to accelerate energy innovations with Shell E<sup>4</sup> for start-ups, Shell Eco-marathon and investments in new energy companies like Husk Power and Cleantech Solar. Shell also remains committed to making positive contributions to the communities in which it operates through programmes like NXplorers, Access to Energy and Road Safety across India. Follow [@shell India](#) [@makethefuture](#) [@shell ecomar](#) to know how it is redefining the energy space.

## 2. SHELL LUBRICANTS AND PITSTOP PARTNER TO BRING 'ZERO CONTACT' DOORSTEP VEHICLE SERVICING AND SAFE MOBILITY TO INDIAN CONSUMERS

Jun 09, 2020

Initiative to enable safe mobility experience for consumers and generate employment opportunities for mechanics affected by the COVID-19 pandemic.

**National** - Shell Lubricants, the global leader in finished lubricants has partnered with Pitstop, a Bengaluru-based start-up, to enable zero-contact doorstep servicing of vehicles for consumers, who at this time are looking for convenient, safe and trustworthy services, which minimise contact with others.

The initiative comes as a nimble solution to help consumers and mechanics alike. It aims to tackle the growing need for safety and mobility as the nation-wide lockdown eases, minimizing exposure for both consumers and mechanics. It also aims to generate additional business opportunity for the mechanic community whose livelihood has been affected over the past couple of months, in the wake of COVID-19.

The initiative will create a unique ecosystem comprising of 500 operational vans for doorstep services and will generate employment for mechanics across 20 cities including Delhi-NCR, Bangalore, Mumbai, Pune and Hyderabad. All the mechanics will be trained to follow relevant safety protocols, including the use of PPE and ensuring that everything is sanitized.

Consumers are increasingly seeking convenience and professional handling of their vehicles in a more sanitized environment. They are hesitant to venture out due to a fear of lack of sanitization and cleanliness. They are looking for options which give them peace of mind, convenience and trust. Independent garage owners, on the other hand, are also apprehensive about their safety and are facing a challenge in terms of consumer inflow. Enrolling as a partner of Shell Pitstop network provides them easy access to consumers, assures steady business, and allows access of training to work in a safe manner.

### How will this work?

- Consumers can book the service listed in the Pitstop app & choose a time slot for which a doorstep team will be assigned to them.
- The team of mechanics will perform the car inspection, oil change and complete the service using all safety guidelines and sanitise the car.
- Payment will be facilitated online.

**Raman Ojha, Country Head, Shell Lubricants India**, said, "The COVID-19 pandemic has resulted in a fundamental shift in our lives. Consumers are looking for different options to meet their emerging needs driven by social distancing norms. At Shell India, we wanted to provide a trustworthy and convenient solution for their mobility needs. At the same time, we also wanted to ensure both safety as well as steady business opportunities for our mechanic partners, an intrinsic part of our community. The Shell-Pitstop partnership will create a new ecosystem through which consumers will be able to avail Safe Zero-Contact Doorstep services for their cars via an app-based platform and mechanic partners will get access to jobs and training through it".

**Mihir Mohan, Founder & CEO of Pitstop** further added, "We are delighted to have Shell as our lubricant partner as we strive to serve customers across India during these tough times. Our partnership will help us serve people at large during this pandemic. COVID-19 has changed the services industry worldwide. The consumer is demanding and receiving services at home, and this trend is observing unprecedented growth. We are receiving a huge demand for doorstep car

services and with our vans, we bring the garage to your doorstep, at your convenience. We are humbled to serve the society in these special times and are committed to providing quality service. We feel great synergies with Shell in delivering the best car and service maintenance experience across the country.”

The partnership will provide sanitized, zero contact and affordable car service pan-India. To know further, please visit <https://www.getpitstop.com/>.

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#### Royal Dutch Shell plc:

Royal Dutch Shell plc is incorporated in England and Wales, has its headquarters in The Hague and is listed on the London, Amsterdam, and New York stock exchanges. Shell companies have operations in more than 70 countries and territories with businesses including oil and gas exploration and production; production and marketing of liquefied natural gas and gas to liquids; manufacturing, marketing and shipping of oil products and chemicals and renewable energy projects. For further information, visit [www.shell.com](http://www.shell.com).

#### About Pitstop:

Launched in 2015 by Mihir Mohan, Pitstop is India's most trusted doorstep car service, repair and maintenance provider. With its wide network of 200+ garages, 80+ vans, and a doorstep inspection and service model in 8 cities – Bangalore, Mumbai, Delhi, Pune, Hyderabad, Noida, Gurgaon and Faridabad, Pitstop offers a complete value chain solution for car owners. The company has delivered over 100,000 car services pan-India.

With trained technicians, quality spare parts, automated processes, and a real-time update on the car condition and status, Pitstop aims to disrupt the \$ 6 billion car service and repair industry in India with its omnichannel strategy to make car care a convenient and transparent process. Pitstop aims to expand its services' network to 15 cities within this year.

The move allows Shell to build an integrated gas value chain: supply from its global LNG portfolio, regasification at the Hazira facility, and downstream customer sales. It further enables Shell to contribute towards India's long-term need for more and cleaner energy solutions.

Shell Energy India was established in 2017, to aggregate demand from downstream customers and secure competitive international supply to meet such demand. Having commercial and operational flexibility over Hazira will further enable Shell to offer better customer value propositions and build a pan-India gas business.

“Fifteen years ago, Shell invested in the Hazira project – the single largest foreign direct investment for India in the energy sector at the time. I am very proud that as a 100% shareholder, we will now be able to utilize this great infrastructure asset to its full potential and help provide much needed gas to serve the growing energy needs of India,” said Ajay Shah, Vice President Shell Energy Asia.

### About Shell in India:

Shell is one of the most diversified international energy company in India with over 7000 employees, 200,000 retail customers and a 250 - strong distribution network. It brings world-class energy solutions across traditional, new energies and its derivatives to individuals and enterprises. Shell's Lubricants business is active across the full lubricant supply chain - manufacturing base oils, blending base oils with additives to make finished lubricants, and distributes, markets and sells lubricants in over 100 countries. Shell's retail presence in India spans five states – Karnataka, Tamil Nadu, Telangana, Maharashtra and Gujarat. Shell operates a LNG re-gasification terminal at Hazira. Through its subsidiary, BG Exploration and Production India Limited, Shell holds a 30% interest in, and is joint operator of the Panna - Mukta oil and gas fields. India is home to Shell's world class centres carrying out operations, IT and innovation mandates in Bangalore and Chennai. The company is nurturing a vibrant ecosystem in India to accelerate energy innovations with the Shell E4 programme for startups, and investments in new energy companies like Cleantech Solar, Husk Power. Shell remains committed to making positive contributions to the communities in which we operate through NXplorers, Access to Energy and Road Safety across India. Visit [Shell E4](#) and follow @shell\_India to know how we are redefining the energy space.

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### Note to Editor

Hazira LNG & Port venture comprises two companies; Hazira LNG Pvt Ltd (“HLPL”) that operates a LNG (Liquefied Natural Gas) regasification terminal in the State of Gujarat; and Hazira Port Pvt Ltd (“HPPL”), which manages a direct berthing multi-cargo port at Hazira.

### **3. FOUR INDIAN TEAMS WIN BIG IN FIRST EVER VIRTUAL SHELL ECO-MARATHON ASIA OFF-TRACK AWARDS**

Jun 11, 2020

Shell India is proud to announce that teams from India have bagged awards in four out of six categories at the first virtual Shell Eco-marathon Asia Off-Track Awards. While the on-track event was cancelled in lieu of the COVID-19 pandemic, students were evaluated online for the off-track awards in categories Technical Innovation, Vehicle Design (Prototype and Urban Concept), Communications, Safety and Circular Economy.

Student teams from India walked away with a \$3000 prize money each, by winning awards in four out of six categories, as follows:

- Team Eco Titans from VIT University won the Communications Award for their notably integrated communications efforts including elements like cross-nation seminars, exhibitions, rallies, radio segments and social media outreach.
- Team Pravega from the Government Engineering College, Barton Hill won the Circular Economy Award for their successful creation of an eco-friendly prototype made from 100% bamboo fabric combined with glass fibre and powered by electrical energy.
- Team DTU E-Supermileage from the Delhi Technological University won the Vehicle Design Award in the Prototype category for their innovative aerodynamic and fuel-efficient vehicle design which includes a carbon fibre (G1CM) body structure.
- Team Inferno from the Sir M Visvesvaraya Institute of Technology won the Safety Award for their remarkable approach to safety including standardised protocols for drivers, vehicle transportation, battery management, risk assessments and several other on-site best practices.

*"We are proud of the student teams representing India in the 2020 Shell Eco-marathon Asia Off-Track Awards. I would like to congratulate all the winners and participants who have done a remarkable job in demonstrating future-ready, innovative and energy efficient vehicles. It is inspiring to see the enthusiasm and passion in these students despite the unprecedented and trying times. We will continue to empower talented minds to make our country a destination for efficient and sustainable mobility solutions",* **said Mr Nitin Prasad, Chairman, Shell Companies in India**

The first edition of the virtual Shell Eco-marathon Asia Off-Track Awards witnessed exemplary participation by 8 student teams from across India. The winners were announced in a virtual ceremony live on Shell Eco-marathon's Instagram and Twitter on June 3, 2020, led by Shell Eco-marathon Global General Manager Norman Koch. Scuderia Ferrari Formula 1 Driver Charles Leclerc joined the ceremony as a special guest.

**Talking about their journey, Sanjeev Poduri, Team Manager, Team Eco Titans, VIT University said,** *"This victory is special as 2020 has been a difficult year for us. We had put in everything in preparation for the event and we are so glad to have seen this come to fruition. As the team manager all I can say, no matter what adversities occur, hard-work and dedication always pay off. We would like to thank Shell for giving us this wonderful opportunity by finding a virtual solution, not letting our efforts go to waste and rewarding our work."*

**Sree Tejas S, Team Manager, Team Inferno, Sir M Visvesvaraya Institute of Technology, said,** *"Team Inferno is happy to register its first off-track award win and would like to take this as a motivation to strive harder for future wins at SEM competitions. Congratulations to the entire team for its continuous and unrelenting efforts towards Inferno. A special thanks to all our seniors and our respected guide Mr. Khalique Ejaz Ahmed for their efforts in shaping this win. A huge congratulations and many thanks to Shell for successfully conducting the first ever virtual SEM. We are happy to be a part of this historical event and immensely proud to represent and even more so to win an award for India at a prestigious international competition!"*

The decision to host the off-track awards is an effort by Shell to honour the work put in by students and ensure the continuity of the programme in these uncertain times. Around 50 teams from 16 different countries participated in the virtual Shell Eco-marathon Off-Track Awards for the Asia region. Students submitted their entries with video content to show their work in action. Jury members connected online to select the winners for the six award categories: Vehicle Design (Prototype and Urban Concept), Technical Innovation, Communications, Safety and Circular Economy.

This year also marks the 35<sup>th</sup> anniversary of Shell Eco-marathon. Every year brings new stories of human endeavour and technical excellence, as teams push the boundaries of what's possible. In these extraordinary times, Shell Eco-marathon continued to find ways to keep the spirit of innovation alive among its student participants.

### 2020 Shell Eco-marathon Asia Off-track Awards

#### **Technical innovation Award, presented by Southwest Research Institute**

Winner: Team #201, TP Eco-Flash, Temasek Polytechnic High School – Singapore

#### **Communications Award:**

Winner: Team #17, Eco Titans, VIT University – India

Honourable mention: Team #504, Semar Urban UGM, Universitas Gadjah Mada – Indonesia

#### **Circular Economy Award:**

Winner: Team #316, Pravega, Government Engineering College, Barton Hill – India

#### **Vehicle Design Award (Prototype), presented by Altair:**

Winner: Team #315, DTU E-Supermileage, Delhi Technological University – India

Honourable mention: Team #308, Politeknik Brunei SSE, Politeknik Brunei – Brunei Darussalam

#### **Vehicle Design Award (Urban Concept), presented by Altair:**

Winner: Team #709, NV11 Nanyang Autonomous Venture, Nanyang Technological University – Singapore

Honourable mention: Team #615, Averera, Indian Institute of Technology, Banaras Hindu University - India

#### **Safety Award:**

Winner: Team #320 Inferno, Sir M Visvesvaraya Institute of Technology – India

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## 4. SHELL LUBRICANTS PARTNERS WITH HOOPY FOR CONVENIENT, ZERO-CONTACT DOORSTEP VEHICLE SERVICING SOLUTIONS FOR TWO-WHEELERS IN INDIA

Aug 28, 2020

Aims to create greater self-reliance for mechanics while providing a trusted solution for consumers

**National, August 28 2020:** Shell Lubricants, the global leader in finished lubricants, has partnered with Hoopy, a unique technology-driven business to bring contactless, easily accessible, and immensely reliable two-wheeler doorstep servicing to India - the world's largest two-wheeler market.

The concept of the service arose out of the need to create a steady source of income for the mechanic community, impacted severely by the COVID-19 pandemic while also creating a safe and trusted service for consumers. The pandemic created severe repercussions for the Indian mechanic community in the form of disrupted business and uncertainty as many chose to move back to their hometowns.

“During the thousands of virtual interactions that we have had with two-wheeler mechanics over the past few months, we realized that footfalls to their business and hence, their income itself has become very inconsistent. Many of them urged us to do something in this regard and this is an idea that stuck with us, an initiative to not just create better livelihood opportunities for them, but also to create greater self-reliance amongst them,” said **Raman Ojha, Country Head, Shell Lubricants India.**

Shell and Hoopy, as partners, are keen to help with the safe recovery of the mechanic community as they gradually return to their workspace. In the coming days, the partnership will be focused on training and generating business for up to 5,000 mechanics, with an aim to support them in overcoming adversities that have risen due to the pandemic's impact on their livelihoods. This would help in creating a community of empowered, self-sustaining mechanics equipped with the latest know-how from experts in the automotive industry. The partnership and programme will also ensure a steady business flow for mechanics with the possibility of making 30-40% higher income than they would in garages.

In this new normal, more customers are demanding contactless services while also ensuring affordability. Our collaboration offers a convenient option to avail economical services on a technology-driven platform where they can make bookings, track service request journeys on a real-time basis, and pay on the app and website, hassle-free from the comfort of their homes. Most importantly, get their vehicle serviced anywhere, anytime from a reliable and well-trained professional.

“The society at large has been going through one of its most trying times. As a company, we are very happy to be able to contribute by creating better opportunities and working environment for the mechanic community, an intrinsic part of the country's mobility ecosystem, while also ensuring that our consumers have access to trusted home-based options for safe servicing,” said Ojha.

**Shashank Dubey, Co-founder, and COO, Hoopy added,** “We are thrilled to have Shell as our exclusive expansion and lubricant partner. Shell is synonymous with trust and quality, and this collaboration will enable us to deliver a much-desired combination of convenience, care, and quality to people's doorstep in these trying times. Our partnership will set a benchmark for how customers can enjoy a safe and high-quality two-wheeler servicing experience amidst COVID-19.”

To know further, please visit <https://www.hoopy.in/>

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### NOTES TO EDITORS

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#### About Hoopy:

Hoopy is a technology firm focusing on a 2-wheeler servicing industry, headquartered in Bangalore. Launched in Feb 2016 by Abhinav Shrivastava, Shashank Dubey and Vedic Choubey, Hoopy provides periodic maintenance and repair services to customers at their place, their time, with its team of highly skilled and trained professionals.

Hoopy is disrupting a \$6Bn two-wheeler maintenance market bringing in the transparency using technology. With strict check on genuine spare parts and check points, Hoopy's trained technicians deliver standardized service delivery every single time at the best rates.

## 5. THIRTEEN BREAKTHROUGH ENERGY START-UPS GRADUATE AT SHELL E<sup>4</sup> DEMO DAY 2020

NOV 10, 2020

Shell E<sup>4</sup> incubates and supports start-ups via various modules of linking talent, technology, capital, and know-how to accelerate India's transition to a sustainable energy future.

**India** - Post the remarkable success of two editions of the Shell E<sup>4</sup> (Energizing and Enabling Energy Entrepreneurs) programme, Shell's third cohort of 13 start-ups graduated on this year's Demo Day - the largest Energy Entrepreneurship Conference in India. Hosted virtually from November 3-5, the graduation brought together a unique energy entrepreneur ecosystem of investors, start-ups, corporates and academia to support energy entrepreneurs and their solutions. The 2020 event saw about 2,000 participants join in.

The 13 graduating start-ups include **Energos, Magenta Power, eee Taxi, GoGreen EOT, APChemi, Commutec, Logic Ladder, OffGrid, Jal Technologies, IOTomation, Nirvana, Stelae Technologies and Rezlytix** which operate in diverse domains and backgrounds. These start-ups are making use of advanced technology and innovative business model solutions such as battery technology, vehicle-as-a-service, shared mobility, fleet digitization, with many focusing on the electric vehicle ecosystem. Some of them are also working on introducing cutting edge innovation to the energy management space to tackle some of the world's most pressing concerns such as pollution control, energy distribution & storage, and waste management.

**Mr. James Unterreiner, General Manager, Shell E<sup>4</sup> Programme, said,** "Keeping in mind the energy challenges and current ecosystem, we decided to include more sectors and empower start-ups in the mobility and digital space in this edition. We hope to keep identifying and engaging with start-ups that have the talent and vision to innovate technology and accelerate India's transition to a sustainable energy future."

Shell continues to nurture the relationship with all its incubated start-ups under the E<sup>4</sup> programme through the Shell E4 alumni network, bringing together groups of start-ups in key areas such as E-Mobility, Digital, Renewable Energy, Waste to Fuel, among others.

There are several success stories defining this year's start-ups: Magenta Power has recently signed a contract with Stumpp Schuele & Somappa Springs for designing, developing and manufacturing EV charging sockets in India. Another start-up OffGrid has been recently recognized by the government of India, BIRAC, and Tata Power for its exceptional work in the energy space. APChemi, while part of the E<sup>4</sup> programme, secured a 50-ton-per-day chemical recycling plant for plastic waste for London, to name a few.

With the 2020 Demo Day, a total of 30 start-ups have graduated from Shell's E<sup>4</sup> programme since its inception. The company aims to incubate at least 20-25 start-ups starting next year. Shell has ramped up the selection for the upcoming Digital Track, which is due to kick off in January 2021. This track will primarily focus on smart digital technologies and disrupt the new energy business both in India and globally.

Shell also has an international track for foreign energy-related start-ups looking to enter the Indian market and establish operations here. The program aims to support these start-ups in establishing an in-country presence and scaling their business in India. The Shell E<sup>4</sup> Start-up Hub offers world-class programmes to support and enable energy-related start-ups at various levels of maturity. The programmes are tailor-made in ways that suit the unique nature of energy start-ups, which typically require longer gestation periods.

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## 6. UBER PARTNERS WITH SHELL TO SUPPORT THEIR DRIVERS WITH A RANGE OF BENEFITS IN KARNATAKA

Nov 19, 2020

Benefits across fuel, lubricants, coolants, car care products and beverages at 65 Shell stations across the State to enhance average net savings for drivers by 10%-20%.

**Bengaluru:** Uber today announced a partnership with Shell, one of India's most diversified global energy companies, to provide exclusive benefits across fuel, lubricants, coolants, car care products and beverages for Uber drivers at 65 Shell stations across Karnataka.

In continuation of its efforts to support the wellbeing of drivers, those who enrol in the benefits scheme will get Shell's new QR-code based virtual fuel card within seconds, allowing them to easily pay for fuel and access special rebates at a network of 65 sites. In addition, once activated, the first 10,000 drivers in the State can also avail pre-loaded and a one-time amount of INR 200, which can be used towards making purchases at any of the city based Shell stations in Bengaluru, Mysore, Hubli, Mangalore, Belgaum, Dharwad, and Tumkur.

This will enable savings of upto INR 1,000 to 1,500 per month per driver and will further help drivers to enhance their average monthly net savings by 10%-20%. Apart from Karnataka, the Uber and Shell partnership will also extend support to drivers from Tamil Nadu, Maharashtra and Gujarat.

Shell's Fleet Solutions business in India gives drivers access to a range of benefits, from consolidating payments and invoices through fuel cards to telematics. Telematics provide actionable insights through a combination of vehicle and fueling data, to improve operations, security and efficiency.

Speaking about the partnership, **Abhilekh Kumar, Head, Business Development, Uber India & South Asia**, said, "Drivers are integral to our business, and supporting them during the pandemic is mission critical. In view of the impact of COVID-19 on the livelihoods of drivers, we're sure our partnership with Shell, which provides them several discounted products and services, will provide them further relief. Our drivers have always gone the extra mile for us and this partnership acknowledges that they continue to remain at the heart of our business."

Speaking about the partnership, **Deepti Behl, National Head, Shell Fleet Solutions for India** said, "We are delighted to welcome Uber's drivers as new customers of our Fleet Solutions programme in India. Ride-hailing is an important area of growth for India's mobility market and COVID-19 has accelerated digitalisation and its value amongst our customers. Our partnership with Uber not only gives their drivers ease of fuel payment but access to a wide range of products and services at our retail stations like ready-to-eat meals and a safe place to refresh themselves during a day on the road. Shell's new QR-code based virtual card, developed during the lockdown, caters to the changing customer needs to provide the added benefit of convenience and safety. This partnership will help Uber's driver partners realize further efficiencies in their operations"

Over the past few years, Uber has taken multiple initiatives to support drivers, including - a first-of-its-kind comprehensive platform, **Uber Care**, through which thousands of drivers received easy access to benefits including life insurance, free online medical consultations and micro-loans.

Under **Uber Care**, micro-loans of INR 500 million have been facilitated to date to driver partners, and over 120,000 driver partners have signed up with partner DocsApp for free medical consultations.

More recently, the **Uber Care Driver Fund** disbursed grants to approximately 100,000 drivers. Uber is also providing **financial assistance** to those drivers who've either been diagnosed with COVID-19 or have been placed in quarantine by health officials.

### About Uber

Uber's mission is to create opportunity through movement. We started in 2010 to solve a simple problem: how do you get access to a ride at the touch of a button? More than 15 billion trips later, we're building products to get people closer to where they want to be. By changing how people, food, and things move through cities, Uber is a platform that opens up the world to new possibilities.

### About Shell

Shell is one of the most diversified international energy company in India with over 9500 employees and presence across upstream, integrated gas, downstream, renewable energy, and deep capabilities in R&D, digitalization, and business operations. With a retail presence across six states – Karnataka, Tamil Nadu, Telangana, Maharashtra, Gujarat, and Assam Shell is expanding its network of fuel stations across the country. It has the entire Lubricants end-to-end value chain in India, from conceptualization and development, to production and distribution. Serving 50000 consumers through a robust network of 200+ distributors across B2C and B2B lines of Sales. The company also fully owns and operates an LNG re-gasification terminal at Hazira. With a focus on digitization and future ready sustainable solutions, the company is nurturing a vibrant ecosystem in India to accelerate energy innovations with Shell E<sup>4</sup> for start-ups, Shell Eco-marathon and investments in new energy companies like Husk Power, d.light, Orb Energy and Cleantech Solar. Shell also remains committed to making positive contributions to the communities in which it operates through programmes like NXplorers, Access to Energy and Road Safety across India.

**<https://www.shell.in/business-customers/fleet-solutions.html>**

## 7. NAYARA ENERGY AND SHELL LUBRICANTS INK STRATEGIC PARTNERSHIP TO PROVIDE WORLD-CLASS OFFERINGS FOR CUSTOMERS ACROSS INDIA

Dec 14, 2020

Nayara Energy, a new-age integrated downstream energy company and Shell, the global leader in finished lubricants, announced a strategic partnership that will provide customers access to Shell Lubricants' best-in-class products, including the premium range of Ultra engine oils at Nayara and Essar fuel stations.

**National** - Nayara Energy, the fastest growing pan-India private fuel retail network, operates an extensive network of over 5,900 fuel stations across the country.

**According to B. Anand, CEO, Nayara Energy**, "The partnership of Nayara Energy and Shell Lubricants will leverage the combined strength of both brands to offer world-class products and services to cater to evolving needs of our customers across the country, while reinforcing Nayara Energy's commitment to excellence across the value chain."

"We are delighted to partner with Shell Lubricants to cater to the growing need of mobility and convenience in India. This partnership will enable Nayara Energy to elevate customer experience across our extensive network in India.", added **Stephan Beyeler, Chief Marketing Officer, Nayara Energy**.

**Raman Ojha, Country Head, Shell Lubricants India**, said, "Our customers are always at the heart of all our efforts. Our partnership with Nayara Energy is a testimony to our shared principles and like-minded approach towards delivering maximum satisfaction, in line with the evolving needs of our consumers. With this partnership, we will also expand our presence in the lubricants market across India bringing our world-class technology, products and service offerings to a much larger number of consumers. There is great potential for further growth in the Indian market, especially in non-metro cities, which we intend to service through this partnership."

Since October 1, 2020, Nayara Energy is launching new retail outlets with Nayara brand and has already unveiled over 200 new Nayara fuel stations in the country.

### Notes to editors

#### About Shell:

Shell is one of the most diversified international energy company in India with over 8500 employees and presence across upstream, integrated gas, downstream, renewable energy, and deep capabilities in R&D, digitalization, and business operations. It has the entire Lubricants end-to-end value chain in India, from conceptualization and development, to production and distribution. This includes a world class lubricant oil blending plant with a capacity of more than 115 million litres, a distributor network of more than 185 and over 60,000 retailers across the country. The company also fully owns and operates an LNG re-gasification terminal at Hazira. Through its subsidiary, BG Exploration and Production India Limited, Shell holds a 30% interest in, and is joint operator of the Panna - Mukta oil and gas fields. With a focus on digitization and future ready sustainable solutions, the company is nurturing a vibrant ecosystem in India to accelerate energy innovations with Shell E<sup>4</sup> for start-ups, Shell Eco-marathon, and investments in new energy companies like Husk Power and Cleantech Solar. Shell also remains committed to making positive contributions to the communities in which it operates through programmes like NXplorers, Access to Energy and Road Safety across India.

Follow [@shell\\_india](#) [@makethefuture](#) [@shell\\_ecomar](#) to know how it is redefining the energy space.

### **Royal Dutch Shell plc**

Royal Dutch Shell plc is incorporated in England and Wales, has its headquarters in The Hague and is listed on the London, Amsterdam, and New York stock exchanges. Shell companies have operations in more than 70 countries and territories with businesses including oil and gas exploration and production; production and marketing of liquefied natural gas and gas to liquids; manufacturing, marketing and shipping of oil products and chemicals and renewable energy projects. For further information, visit [www.shell.com](#).

### **About Nayara Energy**

Nayara Energy is a new-age downstream company of international scale with strong presence across the hydrocarbon value chain from refining to retail and is geared up to the vision of delivering crude to chemicals. In August 2017, the company was acquired by international investors, Rosneft and an investment consortium comprising of global commodity trading firm Trafigura and UCP Investment Group. The company owns and operates India's second largest single-site, state-of-the-art and one of the most modern and complex refineries in the world at Vadinar, Gujarat with a current capacity of 20MMTPA. The company has a robust and fastest growing private fuel retail network of over 5900 fuel stations in India. The company envisions to expand its network to 7300 stations by 2022. Nayara is committed to reimaging the future through social investments and creating opportunities for people to access healthcare and education to build sustainable communities. For more information, logon to [nayaraenergy.com](#).

## 8. STUDENT TEAM FROM THE DELHI TECHNOLOGICAL UNIVERSITY WINS SHELL GLOBAL PITCH THE FUTURE COMPETITION

Dec 14, 2020

DTU Supermileage Won with their Idea for the 'Decarbonising Road Freight Transport' Challenge.

**National** - Shell today announced that a team of students from the Delhi Technological University has been crowned champion of Shell's Pitch the Future competition, a series of competitions that bring together student teams from all over the world to tackle real-world energy challenges. The series is part of a new Virtual League Shell has introduced as part of its iconic global Shell Eco-marathon programme.

The student team, which includes students from a range of disciplines, won the 'Decarbonising Road Freight Transport' challenge, supported by Shell Lubricants. For the challenge, the team had to develop an innovative concept that helps decarbonise road freight transport without compromising customer expectations of timely distribution and delivery. The team presented its ideas live to a panel of industry experts, which effectively focused on three key areas of improvement: logistics and supply chain; onboard carbon capturing and utilisation; and vehicle efficiency. These solutions stood out owing to their practical applicability, namely – cost and time effectiveness, positive impact on the social benefit for companies active in this sector, and compliance with industrial and public interest. [The live pitches can be found here.](#)

**Mayank Dawar, Team Manager, DTU Supermileage**, said, "Working on solving this real-world energy challenge was exciting and a great learning experience for our team. We are thrilled that all our hard work has been recognised and appreciated at both regional and global levels - a testimony to how we've strode in the right direction, and are eager to see what comes next! We are keen on continuing our endeavours to utilize our knowledge and skill to find practical solutions for the benefit of the environment."

[A summary of the DTU Supermileage team's idea can be found here.](#)

**Norman Koch, Global General Manager, Shell Eco-marathon**, said: "We congratulate DTU Supermileage for winning one of the categories in our inaugural Pitch the Future competition. They brought great energy, innovative thinking, and creativity to the competition and the judges were extremely impressed with their idea."

"I am proud of everyone involved in the Pitch the Future competition. The team here at Shell worked tirelessly to ensure it could go ahead in the new normal and allow students from around the world to apply their STEM skills and passion to some of the world's most pressing energy challenges."

More than 130 teams from across Asia, Europe and the Americas submitted entries for one or more Pitch the Future challenges. A total of 13 teams were selected to advance to the finals in four challenge categories, with three finalists in each category and a wild card entry for best newcomer team in e-mobility challenge. In addition to the Decarbonising Road Freight Transport category, challenges included Decarbonising the Home, with Shell Energy; Tracking and Reducing CO<sub>2</sub> Emissions from Vehicles, with Microsoft; and Electric Vehicle Battery Recharging, with Shell Recharge. Shell also partnered with Adobe to offer participating teams access to Adobe Creative Cloud for six months, and with Shell's NXplorers team to host webinars to help teams think through best practices for problem solving.

## Notes to editors

- Shell Eco-marathon is one of the world's leading student engineering competitions. Over the past 35 years, the programme has consistently brought to life Shell's mission of powering progress together by providing more and cleaner energy solutions.
- The global academic programme brings together Science, Technology, Engineering and Maths (STEM) students from across the globe to design, build and operate some of the world's most energy-efficient vehicles. All in the name of collaboration and innovation, as students' bright ideas help to shape a lower carbon future for all.
- The top five entries per region per challenge will receive 25 Shell Eco-marathon Virtual League points. Regional winners of each mini-challenge will be awarded \$750 plus 50 Virtual League points. The global winner of each challenge will receive an additional \$1,500 and a further 100 Virtual League points.

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## About Shell:

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## 9. CAUTIONARY NOTE

We may have used certain terms, such as resources, in this announcement 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](http://www.sec.gov).

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate legal entities. In this announcement “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 Royal Dutch Shell plc and 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 announcement refer to entities 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 an entity or unincorporated joint arrangement, after exclusion of all third-party interest..

This announcement 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 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 “aim”, “ambition”, “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 announcement 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 announcement 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, 2017 (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 announcement and should be considered by the reader. Each forward-looking statement speaks only as of the date of this announcement, December 14, 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 announcement.

We may have used certain terms, such as resources, in this announcement 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](http://www.sec.gov).