

Shell lubricants India chosen as BMW group's recommended oil supplier

2014-11-13

Shell premium engine and motorcycle oils to be supplied for BMW service-fills in more than 140 countries globally

New Delhi, November 4, 2014: Shell Lubricants, the global market share leader in finished lubricants, today announced its collaboration with BMW as the recommended supplier for service fills in more than 140 countries including India starting January 2015.

Shell Lubricants will be the recommended manufacturer and supplier for aftermarket engine oils for BMW brands including BMW, BMW i, BMW M, MINI and BMW Motorrad. The premium engine oils manufactured by Shell Lubricants will be available to customers at BMW Group's network of more than 3,500 dealers, in more than 140 countries, including India, China, Germany, Russia, South Africa, South Korea, the UK and the USA.

The collaboration means that Shell Lubricants will produce and supply BMW's branded engine oils. These products will meet the latest BMW engine specifications and are underpinned by Shell's PurePlus Technology. Shell PurePlus Technology is a breakthrough in how engine oils are formulated. It is a patented gas-to-liquid (GTL) process, developed over 40 years of research, which converts natural gas into a crystal-clear base oil.

Base oil, usually made from crude oil, is the main component of finished oils and plays a vital role in the quality of the finished engine oil. The base oil is produced at the Pearl GTL plant in Qatar, a partnership between Shell and Qatar Petroleum. From 2015, BMW service customers can benefit from the integration of Shell's global lubricants supply chain with its gas value chain in Qatar.

We are honoured to be chosen as BMW's recommended oil supplier for aftermarket engine oils. There are different levels of partnership with OEMs – right from offering off-the-shelf products to providing a bespoke product to the level of co-engineering. BMW has high quality standards when it comes to engine oil and require engine oils designed to bring out the full potential of BMW engines and meet the latest specifications. We look forward to jointly supplying, distributing and marketing these oils, starting January 2015.

Nitin Prasad, Managing Director, Shell Lubricants India, said

In India, Hyundai is Shell Lubricants' customer for service fill. Our customers for both service fill and factory fill include Ford, Maruti Suzuki India Limited, General Motors and Nissan.

Other Shell Lubricants customers for service fill include Hyundai on a global level, the Chrysler group in North America covering the provision of Mopar, Pennzoil, and Rotella products to the Chrysler dealership network, Kia Motors Europe and parts of the VW group, most especially in Germany and China. Shell Lubricants' existing customers for factory fill include Renault, Nissan, Ferrari, Daimler, Maserati, Kia Motors Europe and the Chrysler group in North America.

Notes to Editors

- Aftermarket or service-fill oils refers to any oils put in any vehicles such as a car or motorcycle, during the after-sales service for the general upkeep of a vehicle in its lifetime.
- Genuine (parts) Oils are OEM owned branded oils such as Original BMW, Motorrad and MINI Engine Oils. They are specially formulated to meet specific needs of a given OEMs different vehicle components.
- The motor oil industry is moving towards increased use of synthetic oils over mineral oils because of the improved performance benefits offered in line with stringent emission regulations and fuel efficiency demands. Synthetic oils are manufactured from crude oil or gas using advanced chemical processes. This is in contrast to mineral base oils, which are complex mixtures of naturally occurring hydrocarbons found in crude oil.
- Base oil produced using Shell PurePlus Technology is a high-quality API Group III synthetic base oil. This innovative component provides a superior molecular structure which can help to: extend engine life, reduce maintenance costs, reduce oil consumption, maintain fuel economy and enable better cleanliness.
- Shell Lubricants world-class engine oil technology has enabled the development of oils that improve performance, help to improve fuel economy and extend engine life. Oils with lower viscosity can help lower fuel consumption, but they must also provide the right levels of engine protection and durability. Premium engine oils, containing Shell PurePlus Technology and proprietary advanced additive technology, are specifically designed to allow drivers to get the most from their modern engines.
- Shell Lubricants provides global accessibility to its leading products with a strong global lubricants supply chain network of 9 base oil manufacturing plants, 50 lubricant blending plants and 18 specialist grease plants. To provide Shell PurePlus Technology enabled motor oils around the world, Shell integrated its supply chain with its gas value chain in Pearl GTL, Qatar. This world-scale facility is the largest source of GTL products and the only commercial source of GTL base oil today.
- After three years of intense testing, the Scuderia Ferrari F1 teams' new Ferrari V6 engine is racing on a bespoke Shell Helix Ultra motor oil containing Shell PurePlus Technology. It cleans and lubricates the engine, which helps to minimise frictional losses and ensures that the maximum amount of fuel energy reaches the wheels throughout the race. It also helps to deliver improved fuel economy – which has become even more important with the limitation on fuel (100kg per race) enforced by the 2014 technical regulations. Shell Helix Ultra with PurePlus Technology is also the only motor oil recommended by Ferrari for all of its road cars.

ABOUT SHELL LUBRICANTS

The term “Shell Lubricants” collectively refers to Shell Group companies engaged in the lubricants business. Shell sells a wide variety of lubricants to meet customer needs across a range of applications. These include consumer motoring, heavy-duty transport, mining, power generation and general engineering. Shell’s portfolio of lubricant brands includes Shell Helix, Pennzoil, Quaker State, Shell Rotella, Shell Tellus and Shell Rimula. We are active across the full lubricant supply chain. We manufacture base oils in eight plants. blend base oils with additives to make lubricants in over 50 plants, distribute, market and sell lubricants in over 100 countries.

We also provide technical and business support to customers. We offer lubricant-related services in addition to our product range. These include: Shell LubeMatch –the market leading product on-line recommendation tool, Shell LubeAdvisor - helps customers to select the right lubricant through highly trained Shell technical staff as well as online tools, and Shell LubeAnalyst - an early warning system that enables customers to monitor the condition of their equipment and lubricant, helping to save money on maintenance and avoid potential lost business through equipment failure.

Shell's world-class technology works to deliver value to our customers. Innovation, product application and technical collaboration are at the heart of Shell lubricants. We have lubricants research centres in China, Germany, Japan (in a joint venture with Showa Shell), and the USA.

We invest significantly in technology and work closely with our customers to develop innovative lubricants. We have a patent portfolio with 150 + patent series for lubricants, base oils and greases; more than 200 scientists and lubricants engineers dedicated to lubricants research and development.

Customer benefits include lower maintenance costs, longer equipment life and reduced energy consumption. One of the ways we push the boundaries of lubricant technology is by working closely with top motor racing teams such as Scuderia Ferrari. These technical partnerships enable us to expand our knowledge of lubrication science and transfer cutting-edge technology from the racetrack to our commercial products.

ABOUT SHELL LUBRICANTS INDIA

Shell is one of the most diversified international oil company in India's energy sector with nearly US\$1 billion invested. It is a major private sector supplier of crude products and chemicals to India. With over 3000 staff in the country, Shell has a significant Technology center, a financial business services center and operates an LNG receiving and re-gasification terminal.

It also has a downstream business marketing fuels, lubricants and specialty products. Shell Lubricants' India operation is part of Shell's long-term commitment to India and its support for the country's increasing energy needs. Shell Lubricants' customers in India include Wartsila, Maruti Suzuki, Hyundai, Ford and Thermax.

For media enquiries, please contact:

Edelman India

Jyoti Rai, Jyoti.Rai@edelman.com, +91-9650591553

CAUTIONARY NOTE

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate entities. In this release "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 release refer to companies in which Royal Dutch Shell either directly or indirectly has control, by having either a majority of the voting rights or the right to exercise a controlling influence.

The companies in which Shell has significant influence but not control are referred to as "associated companies" or "associates" and companies in which Shell has joint control are referred to as "jointly controlled entities". In this release, associates and jointly controlled entities are also referred to as "equity-accounted investments".

The term “Shell interest” is used for convenience to indicate the direct and/or indirect (for example, through our 23% shareholding in Woodside Petroleum Ltd.) ownership interest held by Shell in a venture, partnership or company, after exclusion of all third-party interest. This release 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”, “intend”, “may”, “plan”, “objectives”, “outlook”, “probably”, “project”, “will”, “seek”, “target”, “risks”, “goals”, “should” 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 release, 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 potential litigation and regulatory measures as a result of climate changes;
- (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.

All forward-looking statements contained in this release 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 factors that may affect future results are contained in Royal Dutch Shell's 20-F for the year ended 31 December, 2013 (available at www.shell.com/investor and www.sec.gov)

These factors also should be considered by the reader. Each forward-looking statement speaks only as of the date of this release, 10 February 2014. Neither Royal Dutch Shell 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 release.

There can be no assurance that dividend payments will match or exceed those set out in this release in the future, or that they will be made at all. We use certain terms in this release, such as resources, that the United States Securities and Exchange Commission (SEC) guidelines strictly prohibit us from including in 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 these forms from the SEC by calling 1-800-SEC-0330