



2016 Shell India Press Releases

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1. BIRLA INSTITUTE OF TECHNOLOGY & SCIENCE (BITS), PILANI LIFTS THE PERSEVERANCE AND SPIRIT OF THE EVENT AWARD AT SHELL ECO-MARATHON ASIA 2016

Mar 07, 2016

2016 sees eight winning teams from across the region surpass previous year's mileage achievements

When two team members from Birla Institute of Technology & Science (BITS), Pilani landed in Manila to participate in the seventh and final edition of Shell Eco-marathon Asia 2016, they discovered that the visa applications for the rest of their team members had been rejected. The team constituted a total of eight members who had worked day and night to put together 'The Myriad' - a gasoline UrbanConcept vehicle.

One member managed to re apply and get a visa to join the team in Manila. Now left with three members, the team needed to work against the clock to complete the whole vehicle. However, this was just the beginning of their problems. The team soon realized that due to an error in documentation, a large part of their consignment was still stuck at the customs without which they would not be able to clear technical inspection.

"Two full-days went by in trying to source the consignment from customs. We were still positive that once the consignment reached us, we will be able to put together the vehicle. But the deadline for technical inspection was fast approaching", **Said Rohan Sanghvi, Team Manager, Team BITS.**

Fighting till the last minute, the team approached Shell, logistics partners, custom authorities and other participating teams from India for help. Support poured in from all quarters including DTU Supermileage from Delhi Technological University who moved some of their own team members to Team BITS to work on their vehicle.

Said **Vikash Mishra, Country Head, Shell External Relations**, "Team BITS showed great resilience and perseverance despite facing multiple setbacks. Despite the lack of support – both financially and morally, they remained positive and chose to move forward amidst all the challenges faced, and were focused on preparing whatever they could for their car. The team demonstrated that the event is not just about winning, but is also a platform for them to pursue their passions. We are very proud of them for upholding the spirit of the event and wish them all the best for future".

Other winners at the event include Team HOW MUCH ETHANOL from Panjavidhya Technological College, Thailand. They clinched first place in the Prototype Alternative Fuel category with a mileage of 2,040km/l at the street circuit – the approximate equivalent distance between Manila and Bangkok. Team Sadewa from Universitas Indonesia more than doubled last year's winning result and recorded 275km/l in the UrbanConcept Shell FuelSave Gasoline category.

Ten Indian student teams, including Birla Institute of Technology & Science (BITS), Pilani participated in the seventh and final edition of Shell Eco-marathon Asia at Manila, Philippines last week.

The event welcomed close to 30,000 members of the public over the span of four days, who got up close to the student competition and watched live performances at the Fan Zone. Visitors were also treated to a captivating and educational adventure into the future of energy, cities and sustainability at the Energy Zone, and enjoyed an outdoor festival where they were able to participate in activities and grab a bite to eat.

To access event images, please visit the following

URL: https://www.flickr.com/photos/shell_eco-marathon/.

About Shell Eco-marathon

Shell Eco-marathon began in 1939 at a Shell research laboratory in the United States as a friendly wager between scientists to see who could get the most miles per gallon from their vehicle. The winner of that contest barely achieved 50 mpg (21 km/l), and from these humble origins, a more organized competition evolved. In 1985 in France, Shell Eco-marathon as we know it today was born. In April 2007, the Shell Eco-marathon Americas event was launched in the United States, and in 2010, the inaugural Shell Eco-marathon Asia was held in Malaysia, up until 2013. Since 2014, the event has been held in Manila, Philippines, which will continue to host the event until 2016.

2. MINISTER PRABHU LAUNCHES BOOK ON SHAPING INDIA'S ENERGY FUTURE

Mar 17, 2016

Shri Suresh Prabhu, Hon'ble Minister for Railways, launched the book 'Energizing India: Towards a Resilient and Equitable Energy System.

"I would like to congratulate Shell, CEEW and TERI for the remarkable work that they have done. The book will start a public debate towards developing long term sustainable policies to strengthen the Indian energy sector. It is a challenging time for policy makers with fluctuating fuel prices globally. The entire value chain of the energy sector is in need of innovation. There is a need for investment in exploration of oil and gas fields for a good energy mix", **said Shri Suresh Prabhu, Hon'ble Minister for Railways, at the launch of the book 'Energizing India: Towards a Resilient and Equitable Energy System' in the capital yesterday.**

The book argues that India's energy future would depend on four transitions: from traditional to modern energy, from rural to urban energy demand, greater integration into the global energy system, and technological choices that will be affected by the imperative of battling climate change.

The book (authored by Suman Bery, Arunabha Ghosh, Ritu Mathur, Subrata Basu, Karthik Ganesan and Rhodri Owen-Jones) is the result of a three-year long collaboration between three leading institutions: the **Council on Energy, Environment and Water (CEEW), The Energy and Resources Institute (TERI) and Shell.** The book focuses on India's energy system as a whole and highlights both the demand and supply sides of the energy system, laying special emphasis on the fuel mix dimension which most directly affects both energy security and environmental sustainability between now and 2050.

India is in the midst of a huge transformation as the population and economy grows, incomes rise, manufacturing becomes a bigger part of the economy and the country becomes more urbanised. This growth will drive a sustained expansion of infrastructure for energy, urban development and transportation. If India is to build an energy infrastructure commensurate with ambitions to limit greenhouse gas emissions, it must now also seriously consider infrastructure using natural gas, hydropower and nuclear energy.

Commenting on the initiative, Dr. Yasmine Hilton, Chairman Shell Companies in India said, "A global energy transition is under way as the world seeks to meet rising demand while lowering carbon emissions. Yet energy systems are large, complex and slow to change. India is in the midst of a major transformation as the population and economy grows, incomes rise, manufacturing becomes a bigger part of the economy and the country becomes more urbanised. To ensure that consumers across the country have access to clean and affordable energy, it will be important to de-risk and stimulate long-term investments in the energy sector. Our study illustrates that the private sector will play a key role in building capacity, augmenting skills and developing technology".

Jeremy Bentham, Head of the Scenarios Group at Shell adds, "We have long recognized the critical role energy has in enabling a decent quality of life for people across the world, wherever they live. Given the much-needed spread of prosperity from the minority to the majority world, the big challenge, simply put, for both society and a company like Shell, is how to provide "much more energy and much less CO2". Society needs durable solutions emerging from an informed debate."

Commenting on the book itself, **Suman Bery, Chief Economist and lead author, notes**, “I have been privileged to work with distinguished local partners to explore the technical and political dilemmas and choices that India faces in a time of global energy system transition. I trust our joint effort will contribute to the already lively national debate on these important and difficult issues.”

The book finds that in the short to medium-term, despite a massive renewable energy revolution in India, fossil-based primary energy could increase from 2 to 4 times its current level by 2050.

This is because conventional options like gas, hydro and nuclear along with coal will continue playing an important role in supporting new renewables. Moreover, with renewables having little scope in being able to supply industrial heat, natural gas holds prominence as a cleaner alternative to the use of coal and diesel. The book further suggests that between now and 2050, transportation will continue to rely heavily on oil-based fuels in spite of gradual penetration of electric fuels and an increasing use of biofuels. Therefore, even as it gives a boost to renewable energy, India cannot veer away from fossil fuels significantly, at least in the short to medium term.

In the short term, to provide energy and not hinder economic growth, coal will be the most critical fuel, particularly if the highest priority is providing electricity to all those that require it. But the use of coal could peak by 2040 if cleaner alternatives progress as expected, so the need for assets to mine, handle and transfer coal may decline after that.

For renewables to make a significant contribution, any policy on power generation should go hand in hand with initiatives to electrify end-use technology (electricity currently makes up only a fifth of useful energy consumed). Even at this point, renewables will only diversify the supply mix. That said, when compared against a ‘business as usual’ scenario, India’s projected deployment of energy from renewable sources is significant in terms of scale (potentially supplying up to a quarter of energy demand by 2050), performance of other countries, and the timelines within which current policies aspire to achieve large-scale deployment.

Dr Arunabha Ghosh, CEO, and one of the lead authors of the book, said, “Energy security and an integrated approach should lie at the heart of India’s National Energy Policy. India should not be afraid of high import dependence, but it should intelligently evaluate the benefits and trade-offs from investing in domestic production versus imports over the next few decades in planning its fuel and technology transitions. Achieving energy security for India would mean paying attention to four imperatives: assured supply, safe passage, secure storage, and a seat at one or more international forums involved in international energy trade and governance. India’s transition to robust and inclusive energy systems holds the key to solving several key development challenges such as eradicating poverty, raising living standards, building world-class infrastructure, and meeting global climate commitments in a carbon-constrained world.”

Dr Ajay Mathur, Director General, said, “As India’s demand for energy grows, it will find its energy choices being influenced by both macroeconomic conditions and its policies to mitigate climate change. Further, issues of infrastructural, technological and institutional lock-ins of fossil fuels may impact transitions to renewables, apart from the lack of financially viable and scalable energy storage options. Another dimension of India’s energy security challenge is the demand for clean cooking and lighting fuels, particularly in rural India. This study delves into a range of critical cross-cutting issues to provide a coherent and integrated view of the key challenges facing India’s energy sector. The book therefore seeks to inform the national discourse on energy security.”

Dr Ritu Mathur, Director at TERI and a lead author, adds: “As India scales up its renewable energy capacity, it must invest into conventional fuels wisely in order to ensure it doesn’t advance the existing fossil fuel lock-in, and avoids the risk of infructuous investments into infrastructure and equipment.”

The book has been published by SAGE Publications India and will be available across bookstores in the coming months.

3. SHELL LAUNCHES IT CENTRE IN BENGALURU

Apr 28, 2016

Shell India Markets Pvt. Ltd. today inaugurated its IT centre in Bengaluru. The in-house global information technology centre is expected to recruit close to 1000 professionals by the end of 2016 and several thousand by 2020.



The IT centre was launched in the presence of Chief Guest Shri Ravi Venkatesan, Chairman, Bank of Baroda and Guest of Honour Shrimati K. Ratnaprabha, Additional Chief Secretary, Industries and Commerce.

Speaking at the IT Centre launch, Mr. Jay Crotts, Chief Information Officer, Shell Mr. Jay Crotts, Chief Information Officer, Royal Dutch Shell said “The talent in the Indian market is attractive for Shell’s operations at the global level. Shell and the future of energy are powered by IT and therefore this IT centre becomes an important strategic hub. IT contributes to the bottom line by unlocking business value through technology and innovation. Running our technology estate is a table-stake, something we have to deliver to a high-quality, consistently, day after day. Alongside that, we are providing growth and transformation opportunities to the Business via cutting-edge technology delivery, and the great people here in Bengaluru are pivotal in our ability to do that.”

Speaking about the IT centre, Dr. Yasmine Hilton, Chairman, Shell Companies in India said, “We are pleased to announce the formal launch of our IT centre. India, especially Bengaluru, has proved to be the centre of innovation and delivery over the last decade. With its large concentration of technical institutions and talent in the state of Karnataka, Shell is keen to invest in this market and grow the IT skills required for tomorrow. This will improve our ability to provide top-quality IT project delivery and selected operations support around the world.”

Shell supports the vision of Make in India and Skill India it is contributing towards the initiative by growing its largest IT Delivery engine via the IT Centre in Bengaluru. Shell has had positive offshoring experience in India, which has reinforced its belief in the availability of talent in this market.

Shell IT has a global footprint of enormous scale. The company spends \$4 billion on IT globally. Shell also has 4 IT Hubs including Bengaluru, The Netherlands, London & Houston giving it access to global talent. It also has a smaller presence in a number of other countries governed by business proximity needs.

4. SHELL INDIA ANNOUNCES NEW COUNTRY CHAIRMAN AS DR. YASMINE HILTON COMPLETES ASSIGNMENT

May 16, 2016

New Delhi: Dr Yasmine Hilton, currently Chairman, Shell Companies in India and VP IT Project Excellence, Royal Dutch Shell (Shell) will end her assignment on 30 September 2016, after a distinguished career spanning 37 years with Shell. Mr Nitin Prasad, Country Head, Shell Lubricants will succeed Dr Hilton effective 1 October 2016.

Yasmine Hilton began her career in Shell in 1979 in IT and went on to hold a number of senior posts in the Group including Chief Information Officer for the UK and for Shell's global Retail business, operating in all five continents. In October 2012 she took up a four year assignment as Country Chairman, the first woman leader in the Indian Oil and Gas Industry.

As Chairman, Yasmine Hilton steered the company through a long-running and complex tax dispute, the favourable outcome of which was a positive one for Foreign Investment in India. She transformed the Company with an integrated One Shell India approach and a strong focus on talent development, HSSE and equality in the workplace.

During her stewardship, the Company has doubled in size and achieved an excellent operational record. She personally led the creation of the new global IT Centre in Bangalore, creating thousands of new jobs. These achievements were reflected in her ranking as the ninth most powerful business woman in India by Fortune Magazine.

An electrical engineer from Georgia Institute of Technology, USA and a management graduate from INSEAD, Mr Prasad took up his current appointment in 2011 as General Manager, Shell Lubricants in the third largest lubricants market in the world. He has been instrumental in turning around Lubricants business in India. His previous roles in Shell include Chemicals where he was General Manager APME Supply Chain and Senior Advisor on Downstream Strategy.

5. SHELL LUBRICANTS INDIA CLUSTER APPOINTS MS. MANSI MADAN TRIPATHY AS ITS NEW MANAGING DIRECTOR

Jun 16, 2016

Shell Lubricants India announced the appointment of Mansi Madan Tripathy as the new Managing Director of the company. Mansi, former CMO of Shell Lubricants, would succeed Nitin Prasad, who moves on to take over as the Chairman of Shell Companies in India, with effect from Aug 1.

Mansi brings in 20-years of marketing, sales, insights and strategy experience to the office. In her new role, she shall be responsible for leading all the business activities for the Lubricants business in India, Bangladesh, Sri Lanka and Nepal.

Mansi has been the architect of digital marketing social media footprints for Shell Lubricants in India. Leading the marketing team at Shell Lubricants, Mansi has been an advocate of a new direction; weaving direct consumer connect, industry influencer engagement and greater awareness initiatives intractably into the company's brand marketing strategies. With her in-depth global knowledge of the market structures, consumer psychology and trade dynamic, as MD, her focus shall be to strengthen the company's presence in India, delighting our customers and consumers and building an organisation that's motivated and growing. Building and maintaining relationships with key business stakeholders and streamlining the efforts of Shell Lubricants across the country shall also be an important aspect of her new role.

Prior to Shell Lubricants, Mansi's experience spans across 17 years at PG in key positions like Director for Global Male Grooming, PG and Asia Pacific Head for Consumer and Market Knowledge. As part of her global leadership roles, she has worked across countries like Geneva, Singapore and Boston; working on diverse product categories, new initiatives and equity development of global brands like Pantene, Olay, Vicks, Gillette, Pampers, Whisper, Ariel and Tide.

Mansi is a B. Tech degree holder in Electronics and communication from National Institute of Technology Kurukshetra and an MBA in Marketing from S.P. Jain Institute of Management Research.

6. SHELL CONTINUES ITS GROWTH STRATEGY, OPENS ITS 83RD FUEL STATION AT UTTARAHALLI IN BANGALORE

Aug 30, 2016

Bengaluru, August 30, 2016: Shell India today announced the opening of its fuel station in the Uttarahalli area of Bengaluru city.



The latest development takes Shell's total operational fuel stations in **India** to **83**, of which **30** are in **Karnataka**. With the opening of the Uttarahalli fuel station, Shell now has 28 fuel stations in **Bengaluru**. Shell is currently present across the six key states of Gujarat, Karnataka, Maharashtra, Tamil Nadu, Andhra Pradesh & Assam and prides itself in offering international quality fuels, exact quantity and friendly customer service at each of its outlets.

Commenting on the launch, **Mr. Ravi Sundararajan, General Manager, Shell Retail India** said, "The regulatory environment is getting increasingly conducive for fuel retail business in India. With the diesel price deregulation last year, our fuels are now available at market price across all outlets. We are delighted to launch our services at Uttarahalli and strengthen our footprint in Karnataka in line with our growth strategy for India."

"We are confident that locals from the area along with transient public and long distance travellers will take full advantage of our retail offerings," he added.

The Shell outlet is strategically located at Uttarahalli Main Road – one of the major roads originating from the garden city and with connectivity to Mysore Road, Kanakpura Road and NICE road. The vicinity also includes the Banashankari and Rajarajeshwari residential areas, and educational institutes like Rajarajeshwari Medical College, and JSS Tech Institute.

Shell V-Power, Shell's performance petrol offering is available at the newly opened Uttarahalli outlet. This site will also offer main-grade petrol and diesel at market prices. The fuel station is equipped with a convenience store and a Lube bay for two wheelers. In addition, the outlet will also offer free services like under-bonnet check and windshield cleaning.

In line with Shell's tradition of providing employment opportunities to benefit local communities, most of the employees at the Uttarahalli fuel station will also be hired locally. The company also promotes diversity at the work place by creating favourable conditions for women and differently-abled persons, to work at the outlets.

7. GLOBAL PROJECTS EXCHANGE: INDIA 2022

Oct 10, 2016

Suresh Prabhu, hon'ble minister for railways, talked to leaders from top international and Indian businesses about the critical role business must play in transforming India at an event held in New Delhi.

Endorsing a new business-led coalition for growth – India 2022 – the minister said: “India growing is good for the world, not just India.”

The event – called the global projects exchange – was hosted by Xyntéo, Shell and the IKEA Foundation and saw the launch of a new initiative for organisations committed to aligning the Government of India's development goals with the private sector, to create more opportunities that can contribute positively to India's future. The 'India 2022 coalition' will focus on key development areas, including skills, energy, connectivity, health and rural growth.

The global projects exchange is an annual event run by Xyntéo, which brings together global business leaders and connects them to ideas and opportunities that can contribute positively to global growth.

Other participants this year include Naina Lal Kidwai, former CEO, HSBC India and chairman, Max Financial Services; Sairee Chahal, founder and CEO, SHEROES and Sanjiv Mehta, managing director, Hindustan Unilever.

Harry Brekelmans, projects and technology director, Shell, said: “Access to energy changes the lives and life chances of people. Shell has a long history of investment in India and we remain committed to helping the country meet its energy needs. We believe that leadership and cross-sector collaboration are essential to overcoming the barriers to the energy transition. That's why initiatives like India 2022 are so important for helping Indians gain access to clean and affordable energy.”

Per Heggnes, CEO, IKEA Foundation, said: “We believe that women can be the most important catalysts for change in their children's lives as well as in society more generally. By empowering women, we can improve children's health, education and future – and that's good for everyone in India. This is why we are supporting the innovative collaboration between Xyntéo and the United Nations Development Programme (UNDP) and the India Development Foundation.”

Osvald Bjelland, CEO and chairman, Xyntéo, said: “At Xyntéo we believe that there is a different way to grow, where the biggest opportunities for growth are found in the most complex human problems. Our aim is to incubate leaders and their ideas and then fuse them to generate new growth opportunities. The India 2022 initiative offers an exciting opportunity for businesses from India and internationally to combine forces to meet commercial interests, while at the same time contributing positively to the country's future.”

About the IKEA Foundation

The IKEA Foundation (Stichting IKEA Foundation) is the philanthropic arm of INGKA Foundation, the owner of the IKEA group companies. We aim to improve opportunities for children and youth in some of the world's poorest communities by funding holistic, longterm programmes that can create substantial, lasting change. The IKEA Foundation works with strong strategic partners applying innovative approaches to achieve large-scale results in four fundamental areas of a child's life: a place to call home; a healthy start in life; a quality education; and a sustainable family income. Learn more at www.ikeafoundation.org and www.facebook.com/IKEAfoundation.

About Xyntéo

Xyntéo is a platform for galvanising leaders and catalysing ideas - and fusing them into new projects, for new growth. Follow us on Twitter [@xynteo](https://twitter.com/xynteo).

8. ONLY PUBLIC SECTOR UNIT PETROL, DIESEL AND GAS STATIONS TO ACCEPT RS. 500 AND RS. 1000 NOTES

Nov 09, 2016

Following the Prime Minister's historic announcement of cancelling legal tender of Rs. 500 and Rs. 1000 currency from November 9, 2016, private oil and gas companies are not authorized to accept 500 and 1000 rupee notes from customers at their retail stations.

In his speech Prime Minister Shri Narendra Modi stated that only petrol, diesel and gas stations of PSU oil companies are mandated to accept notes of 500 and 1000 rupee denominations. The government's press release states that: "...on humanitarian grounds notes of five hundred and one thousand rupees will be accepted at government hospitals, pharmacies in government hospitals (with prescription of a doctor), booking counters for railway tickets, government buses, airline ticket counters, petrol, diesel and gas stations of PSU oil companies, consumer cooperative stores authorized by the state or central government, milk booths authorized by state government and crematoria, burial grounds."

Speaking on the announcement, Ravi Sundararajan, Director, Shell India Markets Private Limited & Cluster GM Retail, "Customer satisfaction is our core business principle and Shell aims to meet their expectations by offering the best of services. Basis the recent announcement on demonetisation of currency notes of denomination of Rs. 500 and Rs. 1000, Shell retail stations - like other private fuel retail stations - cannot accept these notes for purchase of fuel. Notes of denominations Rs. 100 and below will continue to be accepted against purchases. We are also accepting all credit and debit cards issued by VISA / MASTERCARD / AMEX. Additionally customers can choose to electronically transfers money to their Shell Cash Card to pay for fuel and other purchases. We hope our valued customers will understand and co-operate with us during this period of transition. Staff at the fuel stations will be assisting customers to minimise inconvenience. We are also ensuring that there is adequate signage at these locations for ease of our customers. Some of our fuel stations are not open for operation. We are reviewing the situation and will open them as and when the situation is under control."

About Shell India

Shell is one of the most diversified international oil company in India's energy sector. It is a major private sector supplier of crude products, chemicals and technology to public/private sector oil companies. With over 4500 staff in the country, Shell has a significant technology centre, a financial business operations centre, an in-house global IT centre and operates a joint venture LNG receiving and re-gasification terminal. Through its subsidiary company- BG Exploration and Production India Limited, Shell holds a 30% interest in, and is joint operator of, the Panna - Mukta oil and gas fields and the Mid and South Tapti gas and condensate fields (PMT fields). Shell also holds a 32.5% equity stake in Mahanagar Gas Limited (MGL). MGL has to its credit the distinction of pioneering the natural gas distribution network in Mumbai and its neighbouring areas.

9. SHELL CONTINUES ITS GROWTH STRATEGY, RE-OPENS TALEGAON FUEL STATION IN PUNE, MAHARASHTRA

Nov 16, 2016

Total operational fuel stations in India now at 84 11th operational site in Pune

Pune, November 16, 2016: Shell India today announced the re-opening of its fuel station in the Talegaon area of Pune city. The latest development takes Shell's total operational fuel stations in **India** to **84**. With the opening of the Talegaon station, Shell now has 11 fuel stations in **Maharashtra**. Shell is currently present across the six key states of Maharashtra, Gujarat, Karnataka, Tamil Nadu, Andhra Pradesh & Assam and prides itself in offering international quality fuels, exact quantity and friendly customer service at each of its outlets.

Commenting on the reopening, **Mr. Ravi Sundararajan, General Manager, Shell Retail India** said, "We are delighted to reconvene our services at Talegaon and strengthen our footprint in Maharashtra in line with our growth strategy for India. With the diesel price deregulation last year, our fuels are now available at market price across all outlets.

Shell is proud of its tradition of providing employment opportunities to the local community, most of the employees at the Talegaon fuel station have been hired locally. We also promote diversity at work place by creating favourable conditions not only for women but also for differently-abled persons to work at the outlets", he added.

The Shell outlet is located at the Talegaon area on the Pune – Mumbai Expressway. Talegaon is not just a city exit but also a commuter transit site. Locals from the area along with transient public and long distance travellers can now take full advantage of Shell's retail offerings. The fuel station is equipped with a convenience store and a Lube bay for two-wheelers. The outlet will also offer free services like under-bonnet check and windshield cleaning.

Shell V-Power, the premium performance petrol from the Shell Fuels portfolio will also be available at the Talegaon outlet along with the main-grade petrol and diesel variants at market