



# CCA Advanced Program & Services

March 2016



Shell Energy North  
America

# Disclaimer

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate entities. In this presentation “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 presentation 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 presentation, 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 ownership interest held by Shell in a venture, partnership or company, after exclusion of all third-party interest.

This presentation 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 presentation, including (without limitation): (a) price fluctuations in crude oil and natural gas; (b) changes in demand for Shell’s products; (c) currency fluctuations; (d) drilling and production results; (e) reserves estimates; (f) loss of market share and industry competition; (g) environmental and physical risks; (h) risks associated with the identification of suitable potential acquisition properties and targets, and successful negotiation and completion of such transactions; (i) the risk of doing business in developing countries and countries subject to international sanctions; (j) legislative, 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 presentation are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Additional factors that may affect future results are contained in Royal Dutch Shell’s 20-F for the year ended 31 December, 2014 (available at [www.shell.com/investor](http://www.shell.com/investor) and [www.sec.gov](http://www.sec.gov) ). These factors also should be considered by the reader. Each forward-looking statement speaks only as of the date of this presentation, 4 March, 2016. 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 presentation. There can be no assurance that dividend payments will match or exceed those set out in this presentation in the future, or that they will be made at all.

We use certain terms in this presentation, such as discovery potential, 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](http://www.sec.gov). You can also obtain this form from the SEC by calling 1-800-SEC-0330.

# Overview

## ❖ Shell Energy North America

- An experienced provider of energy services to CCAs
- Rated A by S&P and A2 by Moody's
- Certified by the CAISO as a Schedule Coordinator
- Licensed by the FERC as a U.S. power marketer
- Top energy marketer at major California market hubs and in the US
- Managing current western portfolio of ~5,000MW is ~2/3 hydro, wind, and solar and 1/3 natural gas.
- Provides services locally from offices located in San Diego & Spokane
- Active in local and regional regulatory proceedings in support of customer choice initiatives and fair rate treatment for costs that affect market participants, including CCAs.
- Member of LEAN Energy and a supporter of today's symposium.

# CCA Products & Services

## ❖ **Foundation CCA Products (since 2010)**

- Firm Energy Supply
- Resource Adequacy Capacity
- Renewable Energy Supply
- Schedule Coordination Services (CCA interface to the grid)

## ❖ **Advanced Products**

- Carbon Neutral Energy
- Carbon Allowances/Offsets under California Cap & Trade
- Battery Storage (with Advanced Microgrid Solutions)

# Battery Storage

## ❖ Shell Energy and Advanced Microgrid Solutions

- In 2015, executed an MOU to design, finance and build up to 20MW of customer-sited storage capacity in California.
- Collaboratively identifying strategic customers for on-site battery storage installation.



Photo courtesy of AMS

# Battery Storage Host Customer Benefits

## ❖ Host Financial Benefits

- Zero capital outlay
- Guaranteed energy savings
- Points toward LEED® certification
- Brand & asset value enhancement as a Hybrid Electric Building®
- Enhanced participation in Demand Response programs

## ❖ Shell Energy Participation

- Long-term stability
- Capture & monetize market benefits
- Potential benefit enhancement

## ❖ Host Operational Benefits

- Reduced greenhouse gas emissions
- Coordination with other onsite generation systems
- Emergency generation / backup power
- Improved power quality

## ❖ CCA Benefits

- Regulatory compliance
- Advanced customer program

# Battery Storage Host Customer Benefits

## ❖ Shell Energy

Robert Pierce

509.951.1456

Robert.Pierce@Shell.com

Mike Davis

858.526.2184

Mike.Davis@Shell.com

## ❖ Advanced Microgrid Solutions

Katherine Ryzhaya

415.722.4894

katheriner@advmicrogrid.com

John Crosson

202.460.2565

john@advmicrogrid.com

