



Kingdom of the Netherlands



ADIPEC webinar

ADAPTION & GROWTH, LIVING WITH COVID-19 IN THE ENERGY SECTOR & DIPLOMATIC WORLD

Benelux Business Council

**Embassy of the Kingdom of the
Netherlands in the UAE**

10 November 2020

WORD OF WELCOME

H.E. Lody Embrechts, Ambassador
of The Kingdom of the Netherlands in
Abu Dhabi





DR. THOMAS POLS

Health Manager Middle East &
North Africa at Shell



MR. ROELAND KOLLEN

Head of Regional Business
Development at the
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Dealing with risk, change and uncertainty

Thomas A.H. Pols, MD
Health Manager Middle East & North Africa

Definitions and Cautionary Note

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate legal 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 Royal Dutch Shell plc and its 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 presentation 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.

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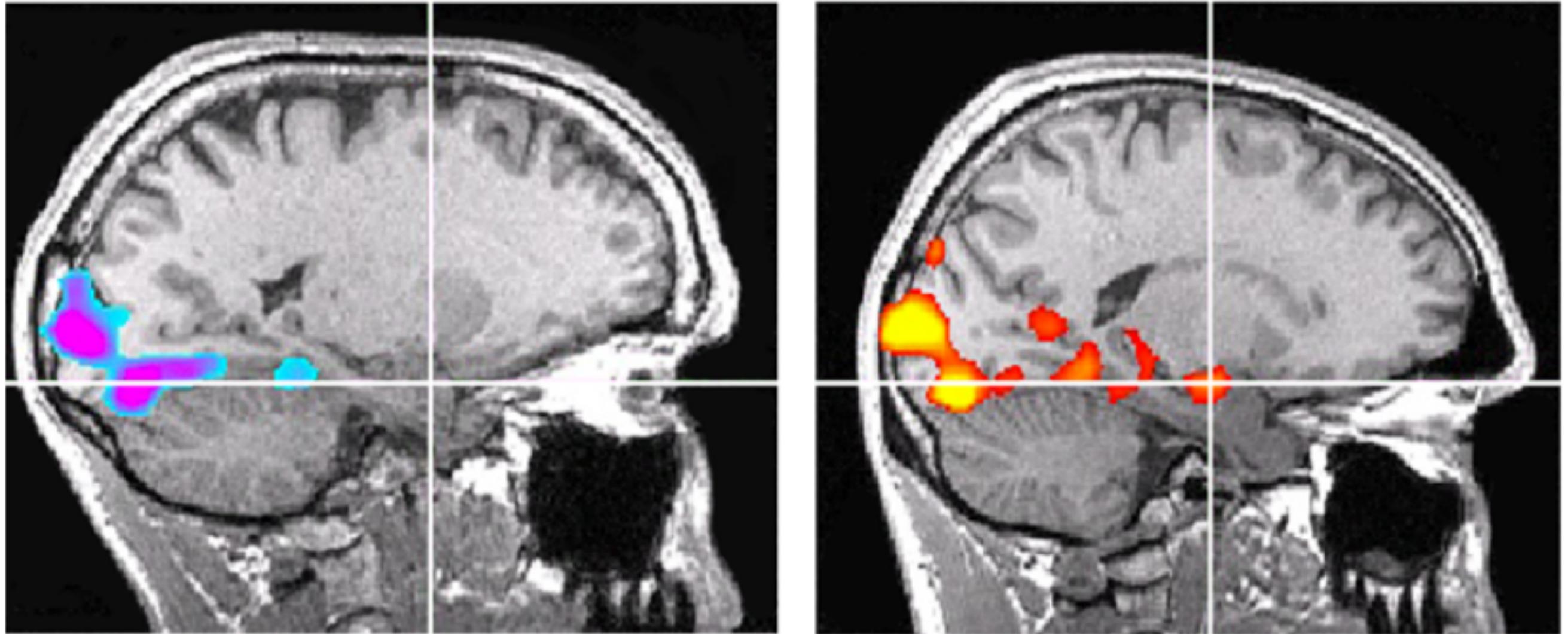
We may have used certain terms, such as resources, in this presentation that the United States Securities and Exchange Commission (SEC) strictly prohibits us from including in our filings with the SEC. Investors are urged to consider closely the disclosure in our Form 20-F, File No 1-32575, available on the SEC website www.sec.gov.



FREE SOLO

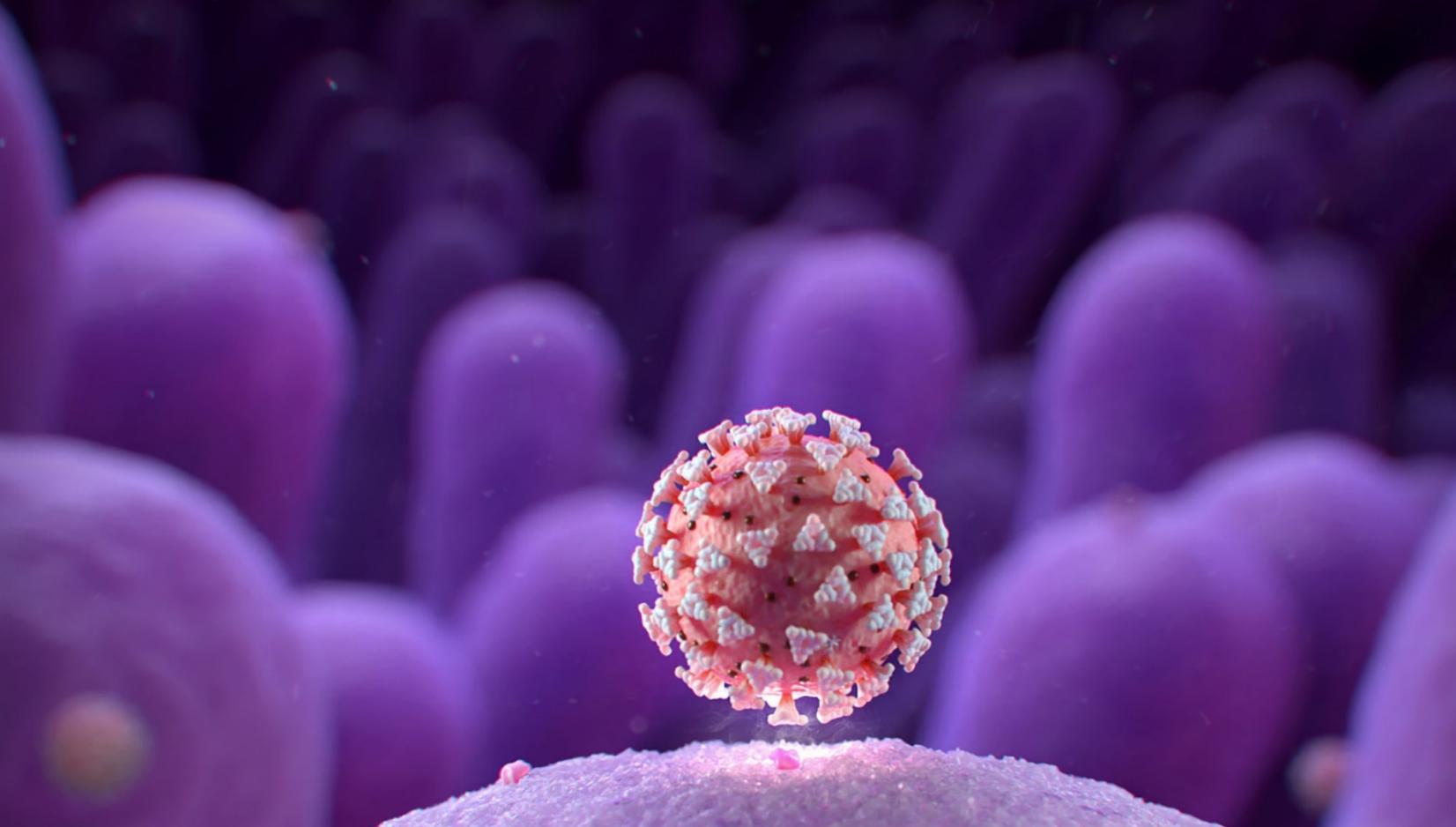
A FILM BY ELIZABETH CHAI VASARHELYI & JIMMY CHIN

Alex's brain

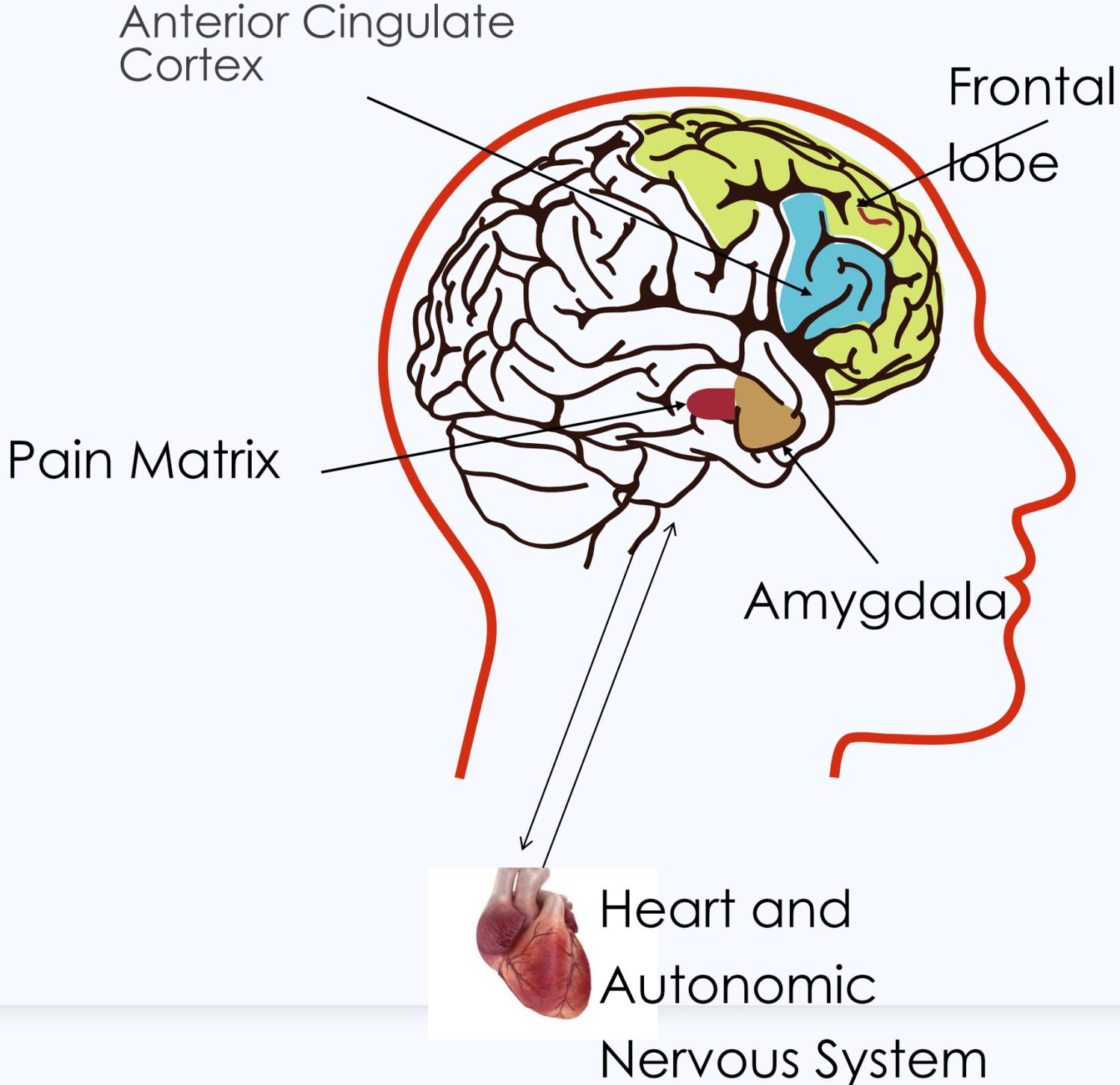


ABSENCE OF FEAR: Scans compare Honnold's brain (left) with a control subject's (right), a rock climber of a similar age. Crosshairs mark the amygdala, a group of nuclei involved in generating fear. As both climbers look at the same arousing images, the control subject's amygdala glows, while Honnold's remains inert, showing no activity whatsoever.

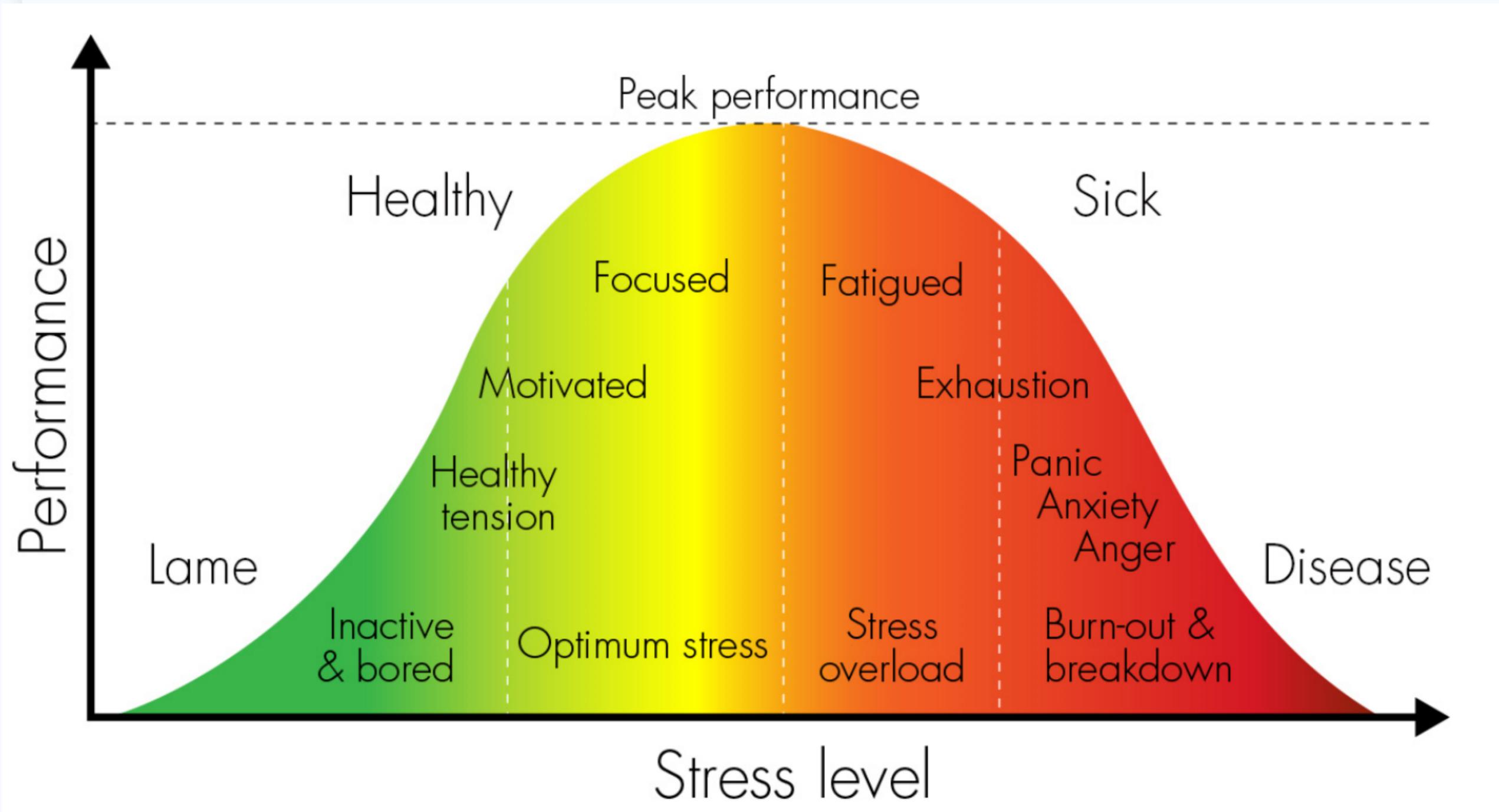
Jane Joseph



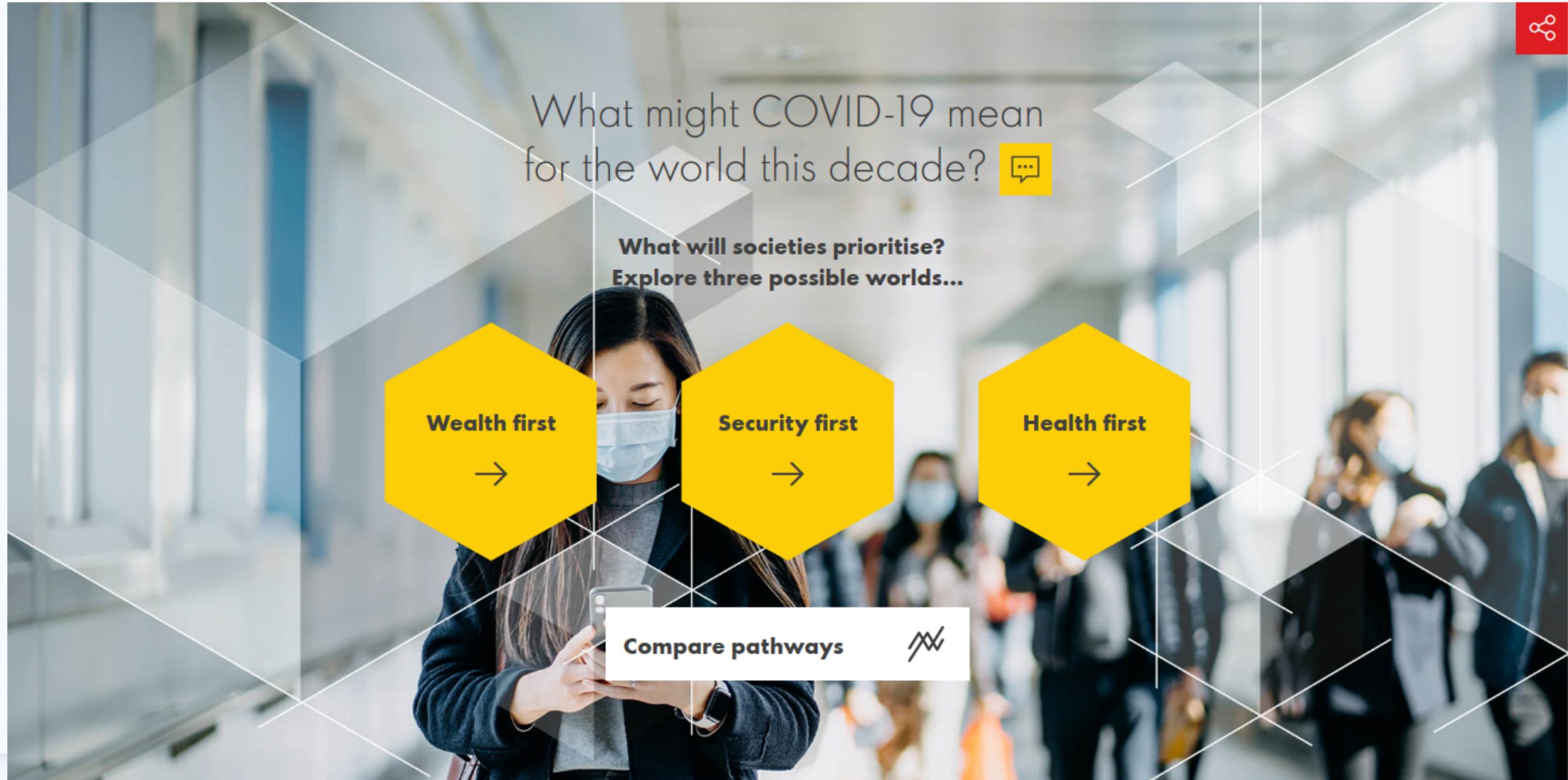
Neuroscience of Risk



The impact in practice



Shell Scenarios: Rethinking the 2020's



Shell Scenarios: Rethinking the 2020's

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Compare pathways Comment

Energy CO₂ GDP

Primary energy demand

Year	Wealth (%)	Security (%)	Health (%)
2020	-5	-8	-6
2021	1	-2	0
2025	7	4	6
2030	14	6	12

Source: Shell analysis, Rethinking the 2020s (2020)

As the COVID-19 crisis unfolds, there continues to be uncertainty around the economic recovery and starting point for these models. These charts are indicative only.

Wealth Security Health

Navigation: Energy CO₂ GDP

Future energy demand will grow again as populations increase and economies develop, but growth will be slower than in the past and will vary in all pathways.

COVID-19 has reset the starting point for growth, and the nature of that growth will depend on economic recovery, government policy and consumer choices.

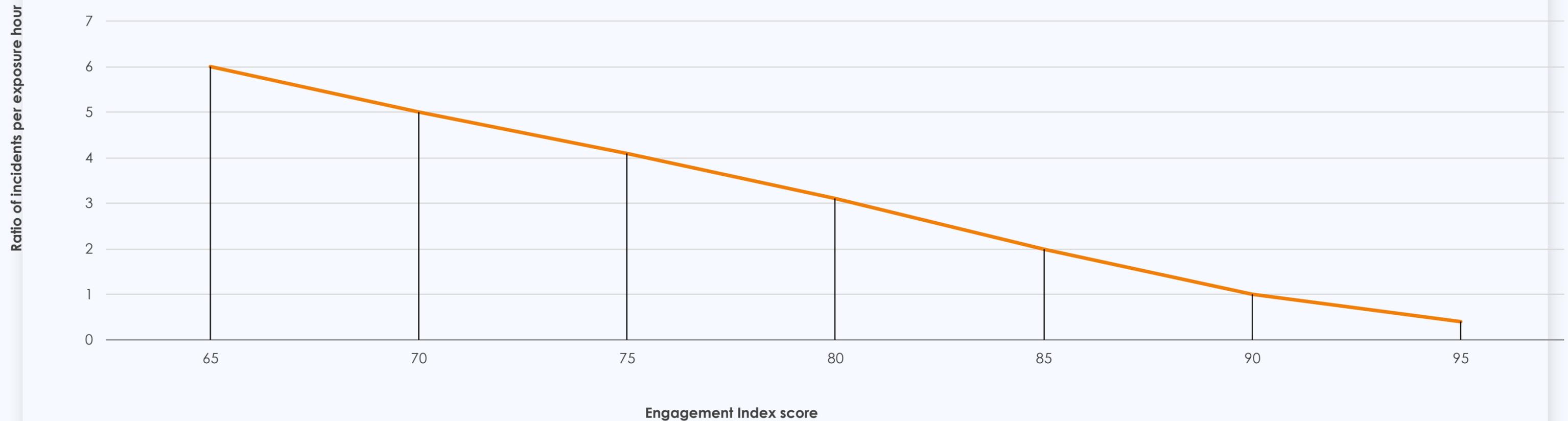
For example, in a world that prioritises security, relatively depressed economic development puts growth in demand for total primary energy over the decade at only around half the level of the other pathways.

Select the arrow to explore demand for different energy sources

Why? Engagement drives better performance!

Engagement and ratio of incidents per exposure hour

A 10 point increase in employee engagement score is associated with a 30-40% drop in the number of incidents*



**Engagement is a key lever for change at RDS,
as safety and quality performance plateau**

*Based on external scientific research from the last two decades

International Association of Oil & Gas Producers

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Upcoming Events

Virtual Extraordinary General Meeting (EGM) event
November 18 - November 19

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Health Health Position Papers Newsroom Position Statements

IOGP-IEPCA Health Committee statement on COVID-19 testing in the oil and gas industry

29 September 2020



Questions and Answers

Q&A





Digital Economic Diplomacy

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REGIONAL BUSINESS DEVELOPMENT™

GULFREGEN



1 NIEUWE MARKTEN & KLANTEN



- Gasbronniekafhindbare informatie over kansen in de regio op het gebied van handel, investeringen en R&D
- Verbinding tussen ambassadeurs in de regio en bedrijven in Nederland
- Actief faciliteren van business-to-business communicatie met het Nederlandse bedrijfsleven
- Identificeren of vormen van aansluiting van Nederlandse bedrijven voorgerelateerde projecten
- Acties over investeringsmogelijkheden (banken, de EU, lokale overheden of investeringsfondsen)
- Uitgebreid netwerk in Nederland

2 WAT DOET DER ODS?



3 VOOR WIE?



Voor het Nederlandse bedrijfsleven, ondernemers, universiteiten en onderzoeksinstituten met internationale ambitie op het gebied van water, duurzame energie en andere innovatieve technologieën te passen in de Gulfregio.

4 THEMA & SECTOREN

Dit raakt van Nederland en de ontwikkelingen in de regio komen samen in het thema NLCB Water, Energy and Food

- Water
 - Waterkwaliteit
 - Drinkwater
 - Duurzame energie
 - Solar
 - Hydrogen
- Food & Agri (bij het landbouw in de Gulfregio)
- Energy
- Geotechnologie



5 PROJECTEN

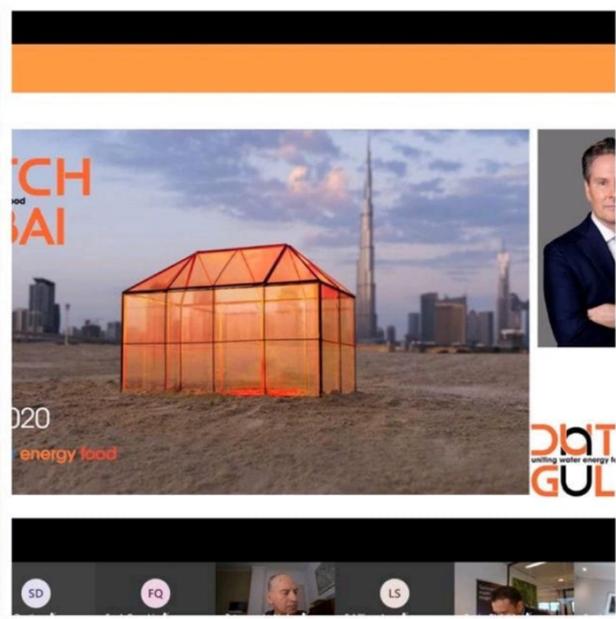
- Water drinkwaterzuivering installaties
- Water projecten drinkwater netwerk
- Water missies vanuit Gulfregio naar Nederland
- Hydrogen hydrogen missie vanuit de Golf landen naar Nederland
- Hydrogen toepassingen in de Golf landen
- Nether Tech Sector Technology Catalogue Portal
- Grootschalige duurzame energie projecten



6 NEEM CONTACT OP

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* De informatie op deze pagina is bedoeld als een richtlijn en is niet bedoeld als een garantie of een aansprakelijkheid van de Gulfregio.



NL Water & Energy pavilion
Digital version of Wetex 2020



NETHERLANDS ENERGY TECHNOLOGY PLATFORM

Accelerating the Energy Transition

Powered by [Technology Catalogue.com](https://www.technologycatalogue.com)

THE OUTLINE

- About the Netherlands Energy Technology Platform
- Benefits for technology suppliers
- FREE Technology page
- How to join?

WHAT IF...

Why do many companies nowadays stick to old-school technologies, while there are amazing new technologies available?

People often struggle with the overwhelming choice, and have no idea how and if the technology would work for their business.

What if... finding the right technology for your company would be as easy as finding a nice restaurant to eat with your loved ones?



NETHERLANDS ENERGY TECHNOLOGY PLATFORM

In the challenging environment created by the global shift towards a sustainable energy system, society looks to technological innovation to succeed in the balancing act between ever-growing energy demands and the need for competitive renewable energy sources.

The NL Energy Technology Platform, an initiative from the diplomatic networks in Brazil, the Gulf Area (GCC), Canada, Mexico, Norway, and the RVO, catalogues and presents Dutch-grown inventions across all facets of the energy sector, stimulating the deployment of technologies to help businesses thrive in a changing world.



BENEFITS FOR SUPPLIERS



B2B catalogue supports Dutch technology suppliers to create international awareness & facilitates matchmaking – for free



Highlights Dutch solutions in the energy transition -creating business opportunities abroad.



Structured overview of Dutch technologic capabilities helps economic diplomacy, trade & investment promotion



Bridges information gap between suppliers and potential clients – facilitating market entry

Adding Technologies is FREE

- A **unique page for technology suppliers** to highlight their technologies
- **Reviews** from experts & users
- Suppliers can showcase **deployment track record**
- Suppliers and their technology can be **referred to as a potential partner** for inquiring companies worldwide.
- The moment a technology is on the NL Technology Platform, it is also included on TechnologyCatalogue.com – **Increasing further visibility for Technology suppliers**
- Click here to register:
netp.technologycatalogue.com

Motion Compensated Gangway Systems

Ampelmann's fully motion compensated gangway systems

Safe access for personnel is a major challenge in the offshore energy industries. Ampelmann's Walk to Work (W2W) solutions are fully motion compensated and are tailor-made to make clients' offshore operations safer and more efficient.

Ampelmann moves people from ships as well as shores to offshore structures. The company's gangway systems are designed for different wave heights, weather conditions and vessel sizes.



[WATCH WEBINAR](#)

About Ampelmann

[VISIT WEBSITE](#)

Ampelmann is the industry leader in providing global offshore solutions and services for safe personnel and cargo transfers. Over the years, Ampelmann has changed the world of offshore access in terms of safety, efficiency and reliability.

With a track record of > 4 millions of people transfers, > 8 millions kg of cargo transfers, and more than 290 projects, Ampelmann is present in every major oil, gas and offshore wind market, including Europe, Africa, Asia Pacific, the Americas and the Middle East.

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LASTNAME *

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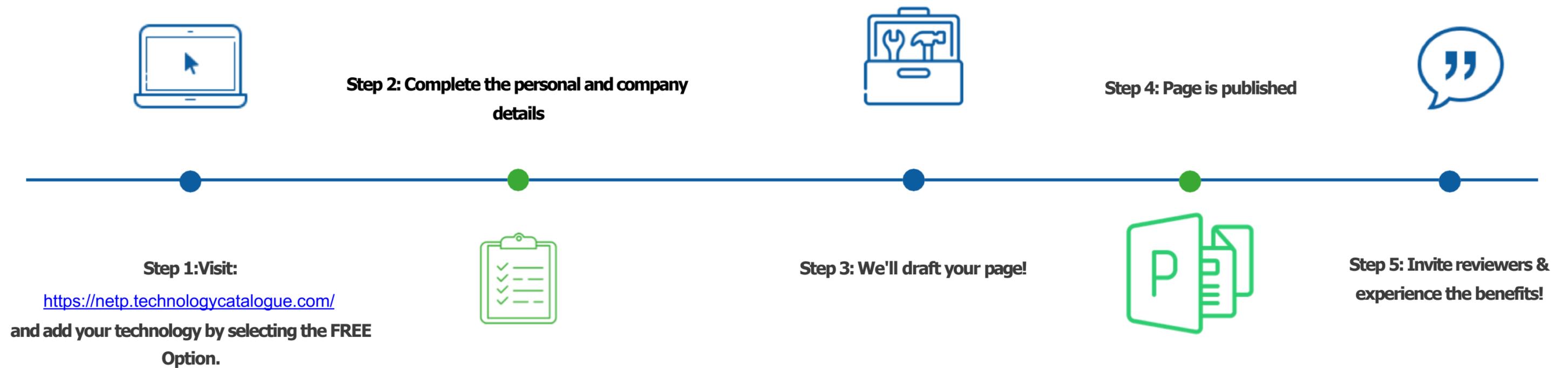
Pro/con

- + Active motion compensation
- + Proven track record & reliability
- + 24/7 h service
- + Fast mobilisation
- + User comfort
- Not fully integrated in vessel's design concept

Specification

Areas of Application	✓	Oil & Gas, Wind, Decommissioning (incl. Well services) and Crew Change.
Capabilities	✓	Active motion compensation, stepless approach, switch between people & cargo transfer mode in 1 min.
Cargo handling	✓	E1000 system: ability to transfer cargo up to 1000kg Other cargo handling: trolley
Certifications / licences	✓	System: Lloyd's certified Sea fastening: DNV approved
Implementation time	✓	No modifications to landing location needed "Plug and play" with mobilisation within 24 hours
Motion compensation	✓	Six degrees of freedom and fully motion compensated.
Versatility	✓	Ability to transfer fluids, people and cargo.
Workability	✓	Safe transfers up to 4.5m Hs.
Working at height	✓	Flexible landing heights and pedestals available as an add-on.

How to Join?





ADD YOUR TECHNOLOGY

Accelerating the energy transition

The Netherlands Energy Technology Platform thrives to help end-users abroad to find available Dutch technology for the 'Energy transition' and helps promising Dutch suppliers across all facets of the energy sector to create international awareness, as well as, connect with potential clients abroad.

Initially, an initiative from the RVO and the diplomatic networks in Brazil and the Gulf Area, now also available for other countries!



I'M A SUPPLIER

I'M AN END USER

Click one of the modules below or use the search bar to start exploring!



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Kingdom of the Netherlands



QUESTIONS?

THANK YOU!