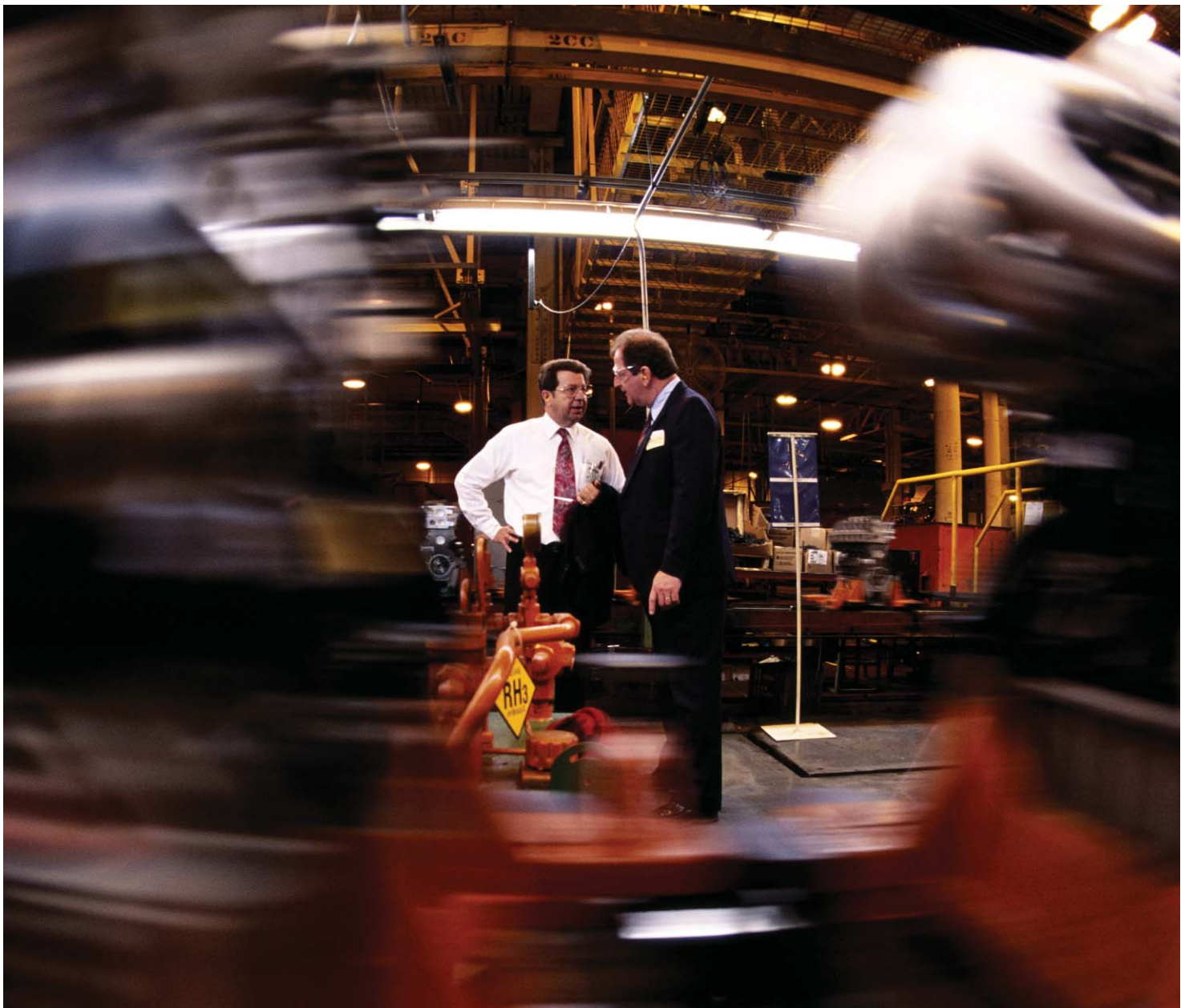


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# DELIVERING INNOVATION TO YOUR ADVANTAGE.

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## **An overview of Shell B2B.**

Commercial Fuels, Aviation, Marine, Bitumen,  
Liquefied Petroleum Gas (LPG), Sulphur.



## Shell B2B. Working hand in hand to help realise your vision.

Shell B2B brings together Shell Commercial Fuels, Shell Aviation, Shell Marine Products, Shell Bitumen, Shell Gas (LPG) and Shell Sulphur Solutions. These businesses excel at serving the diverse needs of more than 30 million customers in over 70 countries.

We bring you the benefit of our formidable technological capabilities with a keen emphasis on partnership and delivery – a combination we believe sets us apart from our competition.

Shell B2B's principal strength lies in our ability to discover breakthrough technologies which are designed to enhance fuel options, secure better performance, and improve the overall sustainability of your business.

As one of the world's leading marketers of oil products globally, Shell has long been a pioneer in innovation. We aim to make a measurable difference to your business performance.

**Partnership.** We work with you to help you deliver on your promises.

**Technology.** We have over 100 years' experience as technology pioneers, with a commitment to helping you realise a successful business future.

**Delivery.** We strive to provide you with what you want, where you want and when you want it.



# Shell B2B. Our businesses at a glance.



## COMMERCIAL FUELS.

**Each year, Shell Commercial Fuels supplies the equivalent of 11 litres of fuel per person on this planet.**

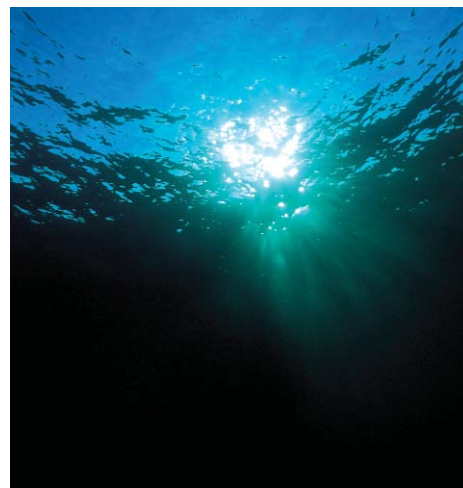
We operate in 63 countries providing fuels and services to more than 750,000 transport, industrial and heating fuel customers. Our Commercial Road Transport business supplies over 100,000 road haulage and bus companies worldwide through a global network of sites offering payment through Shell's modern card system.



## AVIATION.

**Every day, at over 880 airports across 70 countries, Shell Aviation provides fuel for more than 7000 aircraft refuelling a plane every 12 seconds.**

Combining our global reach with local knowledge, we have invested extensively in the future of flying, pioneering advances in formulating better fuels and lubricants, and designing and managing cost effective installations worldwide.



## MARINE PRODUCTS.

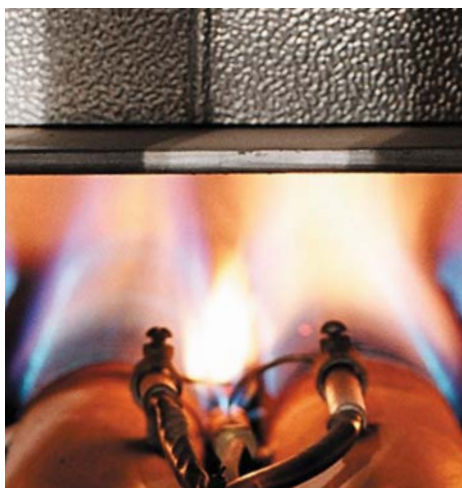
**Shell Marine Products sells and markets a range of marine fuels and around 100 marine lubricants through a global network of around 730 ports spanning more than 70 countries.** We serve more than 20,000 vessels annually, ranging from large ocean going tankers to small fishing boats. Customers rely on us for innovative and sustainable solutions that are designed to provide optimum protection and performance in the toughest operating conditions.



## BITUMEN.

**Operating in 35 countries, Shell Bitumen offers international coverage and experience along with local knowledge in the markets in which we operate.**

We supply 15,000 metric tonnes of products every day to 1,600 customers worldwide, resurfacing 500km of road every 24 hours – or 1km of road every 3mins. In Asia, we pave and maintain 85% of all airport runways, testimony to our ability to deliver innovative, sustainable and reliable solutions.



## LPG.

**With around 40 million customers, Shell Gas (LPG) is a global leader with 3,500 distributors and 100,000 points of sale located in 30 countries.** Choosing Shell LPG for your business means you can draw on the experience of our technical, distribution and logistics professionals, as well as our design and planning specialists - and the support of a dedicated account manager.



## SULPHUR.

**Launched in Sept 2007, Shell Sulphur Solutions reflects Shell's commitment to developing responsible energy solutions.** Backed by Shell's formidable R&D capability, the business is focused on pioneering world-class products and applications which will provide innovative uses for sulphur while being designed to meet social and environmental development targets. Our range of sulphur based products includes Sulphur Cement and Concrete, Sulphur Enhanced Fertilisers and SEAM™ Asphalt Mix Modifier.