



FY 2021 RESULTS

A RESET AND REFOCUSED STRATEGY

March 28, 2021

Pilipinas Shell Petroleum Corporation

#PoweringProgress

Definitions and cautionary note

References in this presentation to “our Company” or the “Corporation” and to “PSPC” refer to SHLPH. The words “we”, “us” and “our” are used to refer to SHLPH or to those who work for SHLPH.

This presentation contains forward-looking statements concerning the financial condition, results of operations and businesses of SHLPH.

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 SHLPH 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”, “goals”, “intend”, “may”, “objectives”, “outlook”, “plan”, “probably”, “project”, “risks”, “schedule”, “seek”, “should”, “target”, “will” and similar terms and phrases. There are a number of factors that could affect the future operations of SHLPH 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 regulatory measures addressing climate change; (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. No assurance is provided that future dividend payments will match or exceed previous dividend payments. All forward-looking statements contained in this presentation are expressly qualified in their entirety by the disclaimer contained or referred to herein. Audience should not place undue reliance on forward-looking statements. Additional risk factors that may affect future results are contained in SHLPH Annual Report for the year ended 31 December 2020 (available at <http://pilipinas.shell.com.ph/investors/financial-reports.html> and <http://edge.pse.com.ph>). These risk factors also expressly qualify all forward looking statements contained in this presentation and should be considered by the audience. Each forward-looking statement speaks only as of the date of this Report. Neither SHLPH 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.

Summary



Key Messages

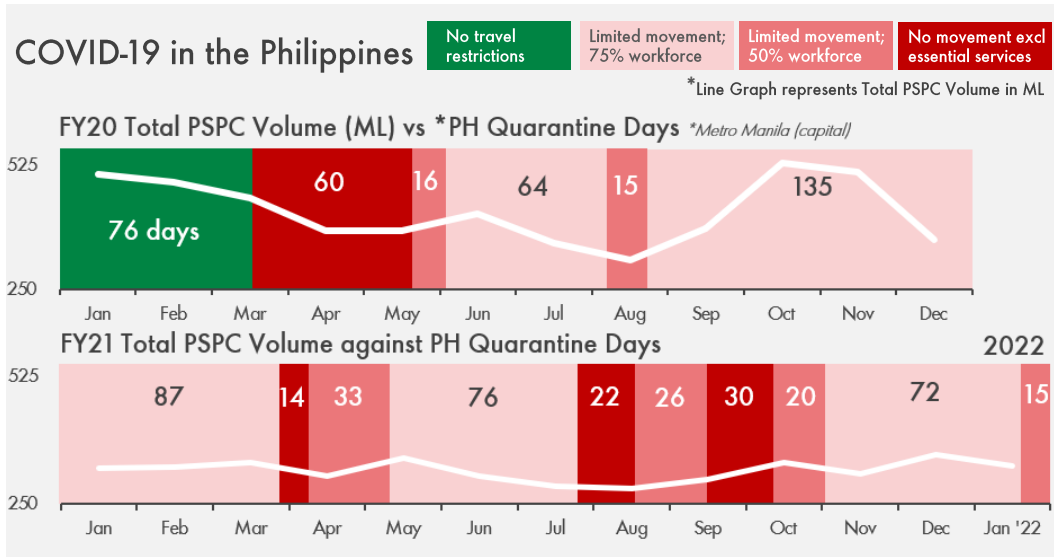
- Reset & refocused strategy working - 2021 a promising step towards recovery & growth
- Focus on value delivery continues. High premium product penetration retained across all sectors
- Future-forward, customer-centric investments resume. Innovative mobility site offerings & integrated B2B offers supported by an efficient supply chain model
- Low carbon alternatives implemented in multiple assets; sustainable product segment leadership maintained

FY 2021

- Delivered PHP3.9b Net Income from PY PHP16.2b loss
- Core Income at PHP2.3b significantly up from PY's PHP0.36b
- Cash conservation remains a priority; gearing at 46%

COVID-19 pandemic continues to influence PSPC's delivery

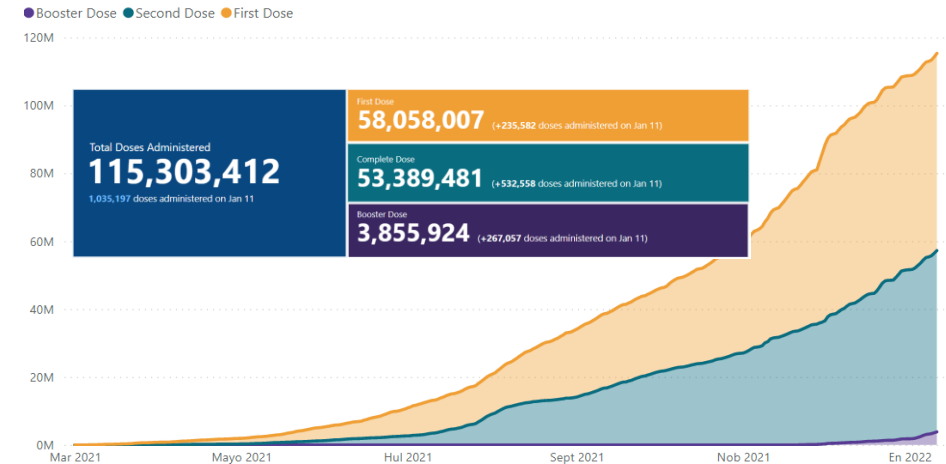
PH accelerates Vaccination Program; active cases spiked in Jan 2022 due to OMICRON variant



- ✓ **Highest all-time active cases experienced in Jan (~30k/day)**
Government imposed heightened mobility restrictions in January
- ✓ **Inbound travel now open to all fully-vaccinated foreigners with valid PH visas.** Improvement vs last year's restrictions on RED-listed countries.
- ✓ **Metro Manila, *38 other areas moved to Alert Level 1 from March 1-15; 'no vaccination no ride' policy lifted**
Local city government has the authorization to implement restrictions in their city.

*Places in Luzon under Alert Level 1 in the first 15 days of March are: Abra, Apayao, Baguio City, Kalinga, Dagupan City, Ilocos Norte, Ilocos Sur, La Union, Pangasinan, Batanes, Cagayan, City of Santiago, Isabela, Quirino, Angeles City, Aurora, Bataan, Olongapo City, Pampanga, Tarlac, Marinduque, Puerto Princesa City, Romblon, Naga City and Catanduanes. Six areas in Visayas will also shift to the lowest alert level status: Aklan, Bacolod City, Capiz, Guimaras, Siquijor, and Biliran. In Mindanao, four places will be under Alert Level 1 from March 1-15: Zamboanga City, Cagayan De Oro City, Davao City, and Camiguin.

TOTAL VACCINE DOSES ADMINISTERED



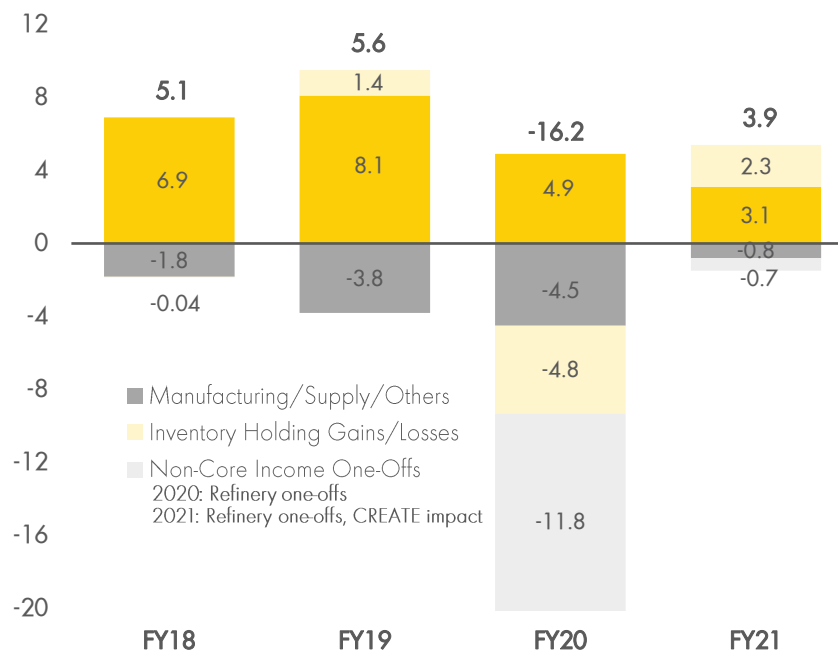
- ✓ **54M Filipinos (~50% of population).**
At par with world inoculation rate of ~50%.
- ✓ **Vaccination Targets by the PH Gov: 77M by 1Q22, 99M by 2Q22**
Equivalent to DOH' 100% of target population by DOH. Booster shots given simultaneously. Vaccination for ages 5-11 started in Feb.
- ✓ **As per Vaccine Czar¹, Metro Manila target population already 100% vaccinated**
*10 regions surpassed the 70% mark.

*Metro Manila (114.1%), Ilocos region (86.4%), Cagayan Valley (83.58%), Central Luzon 83.4%, Cordillera Administrative Region (82.51%), CALABARZON (79.77%), Western Visayas (79.09%), Davao region (74.72%), Northern Mindanao (74.68%) and Zamboanga Peninsula (70.83%).

Financial Highlights

- Net income at PHP3.9b vs PY's PHP16.2b, driven by resilient marketing delivery
- NFR profitability back to pre-pandemic levels; double digit growth seen across all segments
- PHP2.3b core net income up from PY's PHP0.36b

2021: Promising step towards recovery & growth



Note: (1) Inventory holding gains/losses driven by changes in crude/finished products prices is removed to reflect the underlying performance of the Company. This methodology calculates the cost of goods sold as the monthly average of goods purchased and is consistent with the basis of reporting used by other oil refining groups. (2) Core Income defined as Net Income after Tax less Inventory Holding Gains/Losses & Non-Core Income One-Offs (e.g. refinery impairment, D&R provisions). (3) CREATE bill was signed into law last March 26, 2021 effective July 1, 2020. This requires deferred tax assets adjusted from 30% to 25% resulting in remeasurement losses of PHP1.0b

2.3

Core Earnings (PHPb)

Excluding one-off items & inventory gains

3.9

NIAT (PHPb)

Excl. CREATE impact, NIAT at 4.9b

3.9

Total volume (Bn litres)

1.1

Cash flow from operations (PHPb)

Excl. working capital, CFFO at +13.8b

18

ROACE (%)

46

Gearing (%)

1.3

Retained Earnings (PHPb)

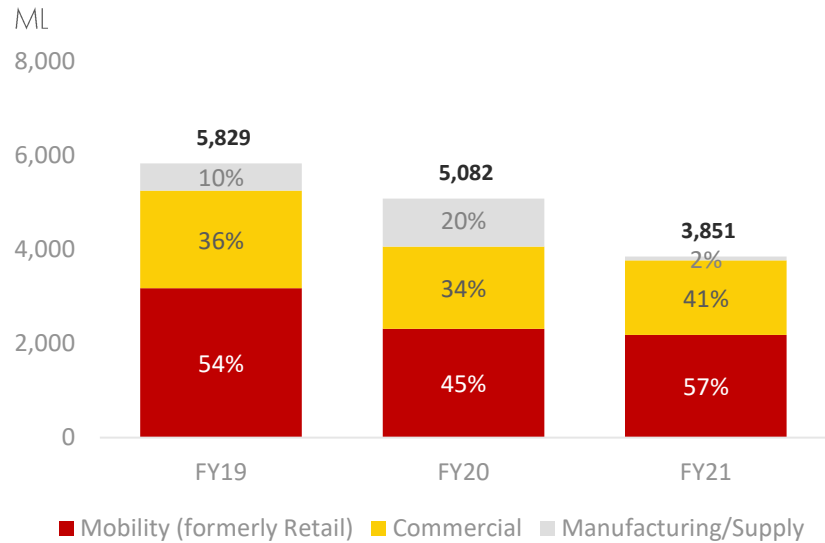
Unappropriated

^a Increase in gearing driven by lower equity arising from the recognition of one-off items of the refinery operations cessation



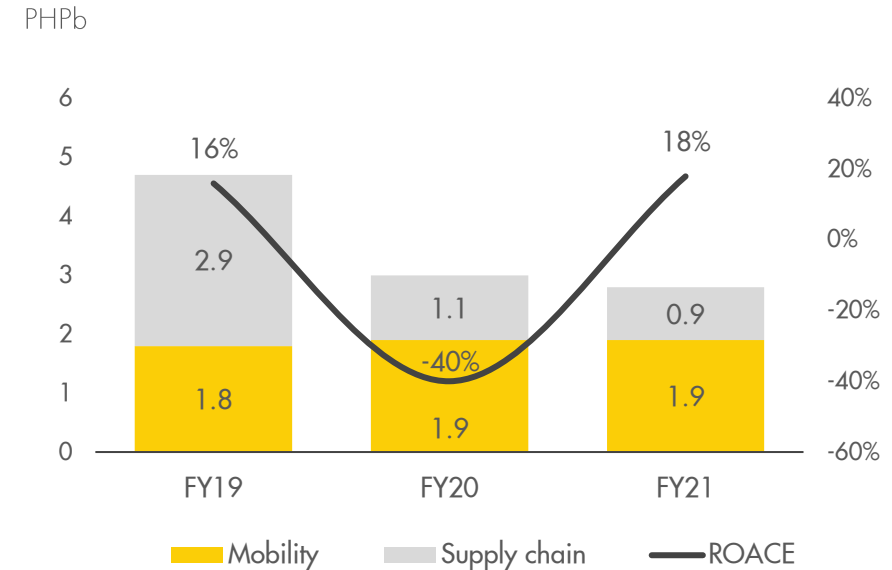
COVID-19 restrictions still impacted mobility; maximized value through premium products push and non-fuel retail products and services

Volume Split (ML)



Excluding Refinery sales, FY21 volume delivery at -7% vs PY. Continued focus on value delivery through premium penetration push delivered across all segments

Capital Investments + Rolling ROACE



ROACE higher than 2019 level. Delivered CAPEX spending of PHP2.8b to grow our mobility (formerly retail) footprint (67%) and strengthen supply chain (33%).

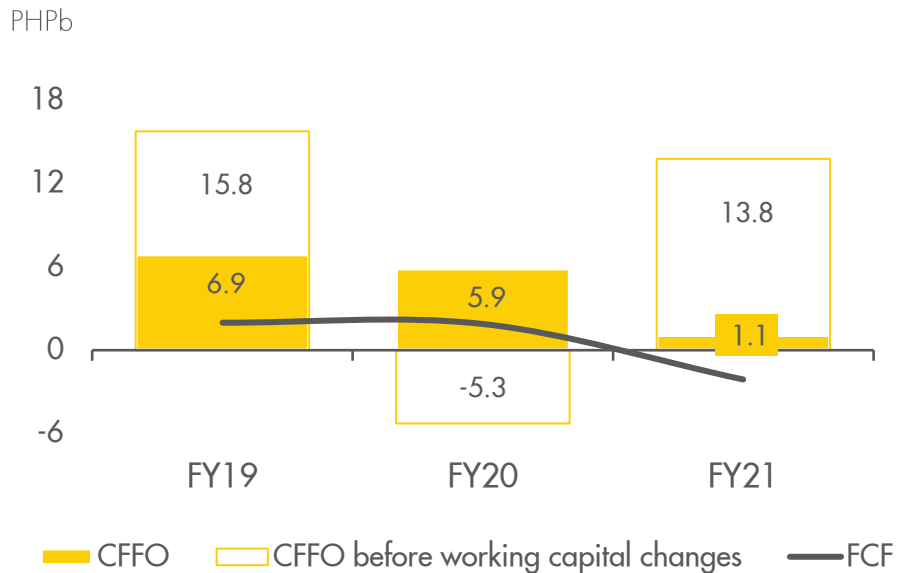
Notes: Return on average capital employed is defined as EBIT as a percentage of the average capital employed for the period. Capital employed consists of short-term borrowings and loans payable, and total equity. Average capital is calculated as the mean of the opening and closing balances of capital employed for that period. Net earnings based on net income after tax.



Excl. working capital, CFFO significantly up at PHP13.8b from PY's -PHP5.3b

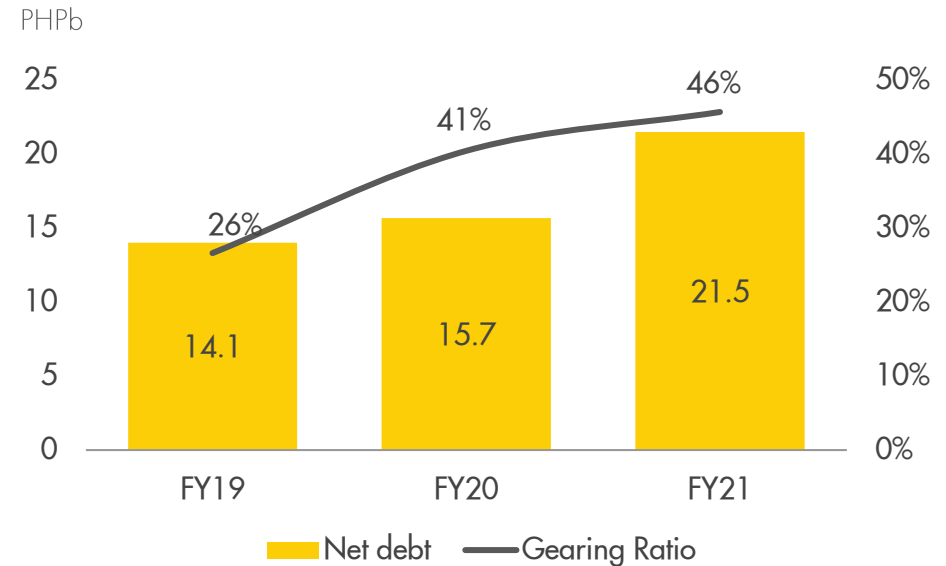
CFFO ended at positive territory (vs 9M21 at PHP-3.0b)

Cash flow from operations



Strong net earnings drive positive CFFO before working capital at PHP13.8b. ~65% increase in finished products prices vs Dec 2020 drives higher working capital requirements

Net debt + Gearing

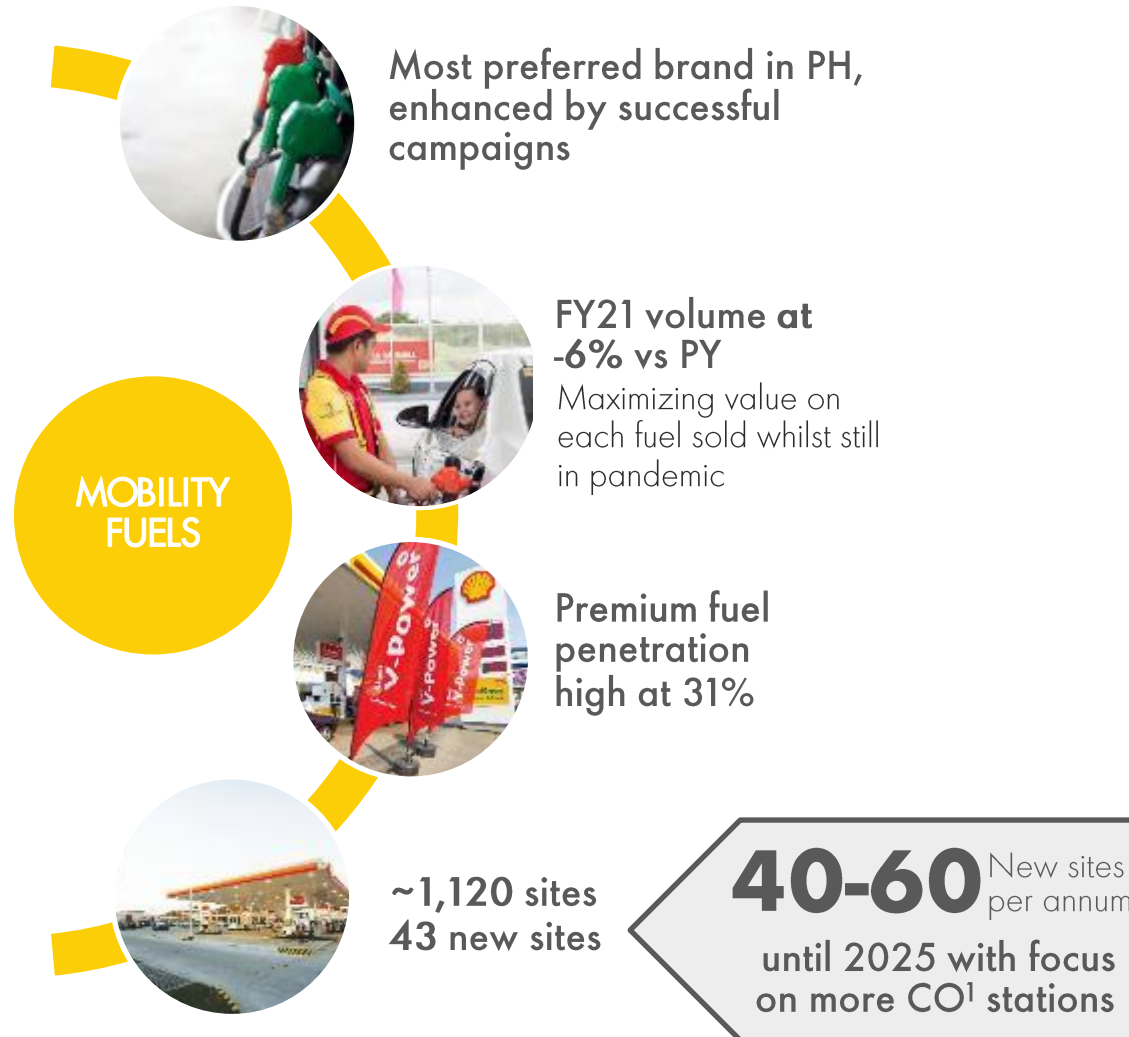


Net debt up to bridge working capital requirements due to increase in product prices

Notes: Gearing ratio is defined as net debt (total debt less cash and cash equivalents) as a percentage of total capital (net debt plus total equity).

Increasing value delivery; transitions investments from fuel stations to mobility destinations

Maximizing value through more Company-Owned sites



Note: (1) Company-Owned Stations – Pilipinas Shell shoulders CAPEX (pumps, fixtures, etc.). Typically, the big sites located in highways / express ways are company-owned stations. The big lot sizes leased are designed to accommodate multiple famous fastfood and lifestyle brand locators. These stations are still dealer-operated.



100 V-Power BIDA BIKER LANES



FIRST SITE OF THE FUTURE



HIGHEST V-POWER PENETRATION

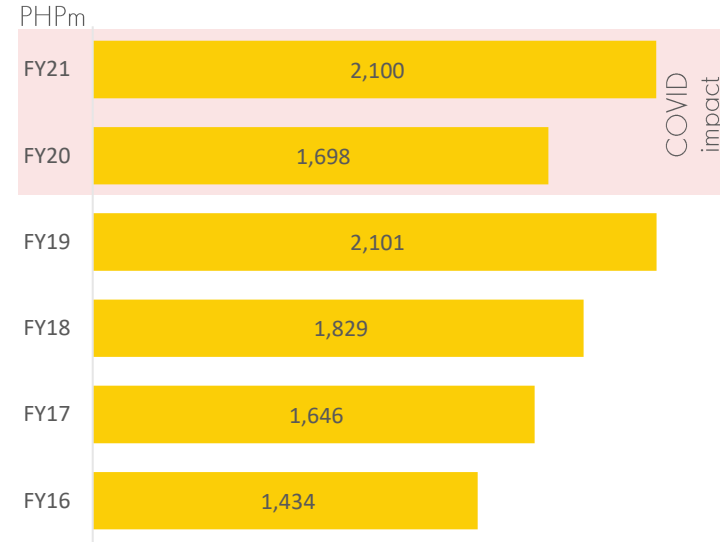
SHELL GO+ NOW AT 1M MEMBERS!



Purposeful customer-centric sites result to successful business recovery

Profitability back to pre-pandemic level - double digit growth seen across all segments

Gross Profit Contribution to Mobility



+46% Increase in Non-Fuel Retail Income since FY16
Up 23% vs PY

Total convenience retail stores

Store format	Total
Select Express	~225
Select & Deli2go	~187
SHOC+/HSC	~455

Note: Shell Helix Oil Change (SHOC+) & Helix Service Center (HSC)



COMMUNITY HUBS



REDEFINING CONVENIENCE



KEY PARTNERSHIPS



VALUE MAXIMIZATION



Preferred energy partner across focus sectors providing reliable supply

Commercial fuels

- Growth in construction sector captured
- Supply reliability remains our biggest competitive advantage
- Maximized value realized on differentiated volumes; including creating innovative CVPs for essential B2B growth sectors

Aviation

- Volume remain challenged given varying global restrictions
- Supply chain ready for demand resurgence

Lubricants

- FY21 volume up ~31% vs PY, 3rd consecutive growth year
- Premium product growth, deeper consumer penetration through strengthened distributorship
- Preferred lubricants partner of industry leaders

Unique value propositions and unmatched premium products improve market competitiveness



Specialities (Bitumen + Sulphur)

- Triples 2021 delivery vs PY through multiple infrastructure projects won, volume up 12%
- Remains aggressive in pushing its sustainability-focused product, BitumenFreshAir, by developing the customer/sector's decarbonization journey with Shell

NEW PRODUCTS

Fit-for-purpose Fuel Oil grade

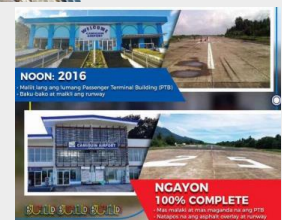


Shell Coolant, Oil Filters

KEY B2B PROJECTS



Cebu Cordova Link Expressway (CCLEX)



Camiguin Airport



Road Rehab Projects in Luzon

STRENGTHENED CVPs

- Sustainability
- Industry Expertise
- Disrupted Premium Growth
- Digitalization

More competitive and reliable supply chain post-refinery transformation

Operated safely & reliably throughout the year

Tabangao transformation to full Import mode:
Continuing CAPEX development for long term volume growth requirements.

YTD SAVINGS via E2E Optimizations, Collaborations & use of Renewable Energy
PHP900m

- **Strong HSSE Performance.** 897 days of goal zero
- **98% on-time and in-full** pick-up and road delivered
- Operations remain resilient against the demand variation from quarantine-led travel restrictions from quarantines to natural calamities
- **100% compliant on Fuel Marking initiatives**
Prepared for further innovations initiated by the government



400,000 hours on the road
69,654 road transport trips
12,128,576 km travelled



408 local vessel movements
127 imports received



73 ongoing & implemented projects
1,304,028 contractor manhours



STRONG MITIGATIONS ON FUEL SUPPLY CONCERNS AGAINST RUSSIA-UKRAINE TENSION

- **Reliable supply of high-quality fuels from various refineries c/off Shell Group's global trading and supply team**
- Compliant with the mandatory 15-day stock cover for importers. (on top of the stock cover we have for mobility stations nationwide)

TYPHOON ODETTTE RESPONSE



Unhampered gantry and vessel receiving operations; agile delivery response; no hydrocarbon penalties incurred



Advancing our Sustainability Agenda this 2021

LOWER CARBON PRODUCTS & SERVICES

Voluntary Carbon Offset Offers to Customers

3 Fleet Solution Customers Inc. Automobile & Tech sector



LUBRICANTS: Shell Helix 0W

>2x
Volume
(FY21 vs FY20)



SPECIALITIES: BituFreshAir

>2x
Volume
(FY21 vs FY20)



LOWER CARBON OPERATIONS

LOW CARBON MOBILITY HUB INSTALLATIONS @ 2025

LED lights	345	500
Solar panels	103	400
Inverter technology	143	400
Ecobrick Installation	35	180
Greenwall	75	200
Paint	ALL SITES painted with non-harmful Knox-out paints	



5,220-solar panel farm partially powers our ~160 hectare Tabangao Import Facility

First building made of Ecobrick or bricks coming from used lubricant bottles and plastics in site of the future in Bulacan



Villanueva Bitumen Depot installed solar panels this year; can produce 200MwH power or equivalent to PHP2m annual savings

GOVERNANCE



Pilipinas Shell's Head Office Earns LEED Certification

TCFD TASK FORCE on CLIMATE-RELATED FINANCIAL DISCLOSURES

Board CSR Committee to Sustainability Committee
- expanded charter to include oversight on ESG-related risks and opportunities of the Company

CIRCULAR ECONOMY



EcoBrick Hub in North Mindanao can recycle ~3000 to 6000 kilos of plastic producing 60,000 bricks/mo.

2022 ONWARDS

- ✓ More customer engagements on lower carbon products and services
- ✓ Best practice lower carbon alternatives to be implemented in more assets nationwide
- ✓ Strengthened in/external community engagements

Awards and recognitions received in 2021

8.2
10
TRUST RATING

#1 Trust Score rating in
all top drivers of
trust vs PH peers

Highest scores in all trust drivers:

- High quality products and offers
- Operational Safety
- Highest standards of business Ethics

Source: 2021 IPSOS Shell Brand and Reputation Tracker



ASIA-PACIFIC
STEVIE® AWARDS
2021

**G
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D**

Innovation in Investor Relations

"Pilipinas Shell Managing Investor Morale Through Digitalization"

**S
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- Innovation in Customer Service Management, Planning & Practice: "From Biker to Bida (Hero): Shell Elevates Consumer Experience for Motorcycle Riders in the Philippines"
- COVID-19 Response- Most Exemplary Employer: "Care, Continuity and Cash: Three-Fold Strategy in the Better Normal"
- COVID-19 Response - Most Valuable Corporate Response: "Continuing to Power the Nation Amid COVID-19"



ACES Green Innovation Award
Bronze: Shell Ecobrick (Mobility) Corporate & Community Employee Engagement Event Category



2021 Global Economics Awards

- Best Oil & Gas Company - Philippines
- Best CSR Company - Utility - Philippines



Top Employer:
Mining, Oil & Gas category

PILIPINAS SHELL PETROLEUM CORPORATION

STRATEGIC INTENT

Strong partner in nation building

Powering progress

Meeting the country's energy needs today and tomorrow



Attractive dividends

Generating strong cash flow at competitive returns



Protect the environment

Moving towards lower carbon operations, products, and solutions



STRATEGIC LEVERS

Customer centricity

Competitive supply chain network

Disciplined cost and capital management

COMPETITIVE ADVANTAGES

World-class talent

Shell brand and integration

Leading corporate governance and reputation

Q&A

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