Group Investment Proposal

Summary Information

	Imomation										
Business unit and company	The Shell Petroleum Development Con	mpany of	Nigeria	Limited	(SPDC)						
Group equity interest	100% in SPDC. SPDC is the JV operatinterest.	tor of an	unincorp	orated Jo	oint Vent	ure with a	ı 30%				
Other shareholders / partners	Nigerian National Petroleum Corpora Agip Oil Company (NAOC: 5%).	tion (NN	IPC: 55%	%); Totall	FinaElf (10%); and	l Nigeria				
Business or Function	Exploration & Production (EP)										
Amount	The headline size of USD\$213.1 mln S approval is made up by US\$95.6 mln a in the incremental proposal. It is funded by Shell Equity CAPEX US\$113.33 mln Shell Share.	approved	in the pr	revious p	proposal and US\$117.5 mlr						
	100% JV Shell Share										
	DESCRIPTION	Revised IP (USD mln)	Initial IP (USD mln)	Shell Share Current IP Request (USD mln)	Revised IP (USD mln)						
	TOTAL COST (CAPEX + OPEX)	318.6	391.7	710.3	95.6	117.5	213.1				
	CAPEX TOTAL	115.02	217.5	332.53	34.51	65.3	99.76				
	Flowline Replacement	57.02	10.3	67.29	17.11	3.1	20.19				
	Pipeline Replacement (Oil)	58.00	73.2	131.24	17.40	22.0	39.37				
	Pipeline Replacement (Gas)	0.00	67.0	67.00	0.00	20.1	20.10				
	Power Generation Systems	0.00	42.0	42.00	0.00	12.6	12.60				
	Compressor Stations Sub Total	0.00	25.0	25.00	0.00	7.5	7.50				
	OPEX TOTAL	203.53	174.2	377.76	61.06	52.3	113.33				
	Community Support Total	40.69	34.8	75.50	12.21	10.4	22.65				
	JIV & Clean Up	10.27	2.6	12.83	3.08		3.85				
	Repairs Total	32.90		112.91	9.87	24.0	33.87				
	Re-Entry Support Total	41.85	77.1	118.97	12.56	23.1	35.69				
	Dredging Piling and Shore Protection Total	27.80	29.7	57.55	8.34	8.9	17.26				
	Damaged assets yet to be covered by JIV's - estimate	20.00	-20.0	0.00	6.00	-6.0	0.00				
	Contingency	30.02	-30.0	0.00	9.01	-9.0	0.00				
Project	SPDC-WEST Re-entry project.										
Main commitments	1 - Restore the License to Operate thro 2 - Full re-instatement of those SPDC- crisis starting January/February 2006, v pre-crisis levels. Detailed breakdown is in Appendix 1	West fac	ilities tha	t were da	ımaged d	uring the					
Source and form of financing	This investment will be financed by JV	funding	arrangen	nent.							
Summary cash flow	See Cashflow plot in Figure 1 below.										

Summary		
economics	At Ranking PSV (\$60/bbl RT09)	NPV7% (\$ mln)
	Base Project	120.3
	High CAPEX (+10%)	118.8

Section 1: The Proposal (Management summary)

Low Reserves (P90)

This proposal is a revised Investment Proposal that seeks business support/approval for the funding of \$213 mln (up by \$117 mln from earlier approved \$96.0 mln - Shell share, 50/50, MOD) for the SPDC West Re-entry Project activities. These activities include rehabilitation and restoration of all facilities vandalized in SPDC-Western Division during the security crisis that commenced on 11/01/2006.

RTEP (%)

51

49

31

56.2

VIR

2.00

1.79

0.93

It would be recalled that SPDC West Production facilities were forcefully de-manned in early 2006 following violent attacks on her infrastructure by armed insurgents. An initial assessment of the damages indicated that it would require a total of \$99.0mln (Shell Share, 50/50) to repair and restore the affected facilities to pre-crises operational status. A Re-entry IP (see attachment) for funding to the tune of \$99.0mm (Shell Shares) based on the level of damage known then (2007) was subsequently sought and received.

In line with the execution strategies laid out in the earlier IP (such as: use of competent community based contractors, a dedicated West Re-entry Tender Board, implementation of sustainable community development projects and spill clean-ups before damaged facilities repair) the Re-entry project team has restored 26 facilities with production of about 260 mbopd at a cost of \$95mln (Shell share) from 2006 to 2009.

There are however, some 7 facilities (and associated pipeline/flowline networks) with (16.42 mln boe) oil and gas generations potential yet to be restored. These facilities with associated damages will require some \$117 mln (Shell share) to execute.

The extra cost requirement is mainly due to extensive level of damages observed from detailed assessment of these facilities upon gaining full Licence To Operate.

Cost Phasing (\$mln Shell share MOD).

Year	Prior Years (already spent)			2010	2011	2012	2013	Total	
	2006	2007	2008	2009					
Total	7.00	30.00	42.00	15.66	31.05	27.91	45.62	13.62	213.1

Section 2: Value proposition and strategic and financial context

The proposal is consistent with Shell EP Priorities of having a production between 3.5 – 3.8 mln boe/d. Out of this target, SPDC Western Division can deliver 0.104 mln bopd (Shell share) of which ca 0.078 mln bopd has since been delivered by the West Re-entry project.

Successful completion of the West Re-entry Project will improve SPDC's Cash flow and make possible further development and growth activities in the Division. The completion of the 7 outstanding facilities (and associated pipelines/flowlines networks) is also critical to the continued production of oil from the Western Division, the continued building of community contractors' capacity and development of local content. The Project thus far has served to foster partnership with the communities in resolving Niger Delta crises. Furthermore, it would contribute to the realization of the Federal Government's aspiration of increased production, make SPDC and the

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Group be viewed favorably by Stakeholders as being able to manage her Community challenges and benefit from the positive impact in Shareholder Value.

Summary Economics

The economics analysis was carried out on an incremental basis using the estimated re-entry cost of the 7 facilities and no-further activity (NFA) production of the facilities. The base case assumes gas sales to the Domgas network. Funding for this request is to be provided via the JV funding. 1 facility (Ogbotogbo) would require AG solution and its production was truncated by end 2012. However the sensitivity of delaying the entry into this facility was delayed until AG solution is provided was evaluated.

Other sensitivities carried out include:

- high CAPEX,
- high OPEX,
- high and low reserves,
- cost-only scenario where re-entry fails,
- 1-year production schedule delay
- concession expiration in 2019 (Shell JV)
- Full Life Cycle, and
- PIB Impact

Details of the results are in table 1 below. The Tornado plot is shown in figure 2 below.

PV Reference Date: 1/7/2010		5/S \$ mln)	VIR	RTEP		T \$/boe	Payout-Time (RT)	Maximum Exposure (RT)
Cash flow forward from: 1/1/2010	0%	7%	7%	%	0%	7%		
Base Case			4	1				
SV (\$50.73bbl & \$0.22/mmbtu RT10)	162.7	91.2	1.51	43	11	11		
RV (\$61.04bbl & \$0.22/mmbtu RT10)	211.4	120.3	2.00	51	11	11	2014	\$41.7mln in 2012
HV (\$8.66bbl & \$0.50/mmbtu RT10)	311.7	179.8	2.98	67	11	11		
Oil BEP (RT \$/bbl)						12.5		
Sensitivities (using RV)								
High Capex +10%		118.8	1.79				2014	\$46.0mln in 2012
Low Capex -10%		121.9	2.25				2014	\$37.3mln in 2012
High Opex +10%		117.6	1.95				2014	\$42.3mln in 2012
Low Opex -10%		123.0	2.04				2014	\$41.0mln in 2012
High Reserves (P10)		177.4	2.94				2014	\$41.0mln in 2013
Low Reserves (P90)		56.2	0.93				2014	\$47.1mln in 2012
Cost Only (Non-oil Generating) Re-entry failure		-36.2	-0.60				N/A	\$51.5mln in 2013
1-Yr Production Schedule Delay		110.0	1.84				2014	\$47.8mln in 2012
Concession Expiration (2019)		93.8	1.56				2014	\$41.7mln in 2012
Ogbotogbo_2 year delay		120.4	2.02				2014	\$39.8mln in 2012
Full Life Cycle (Capex - \$320.6mln MOD 100%, OPEX - \$300.9mln MOD 100%)		ТВА	ТВА				ТВА	ТВА
PIB Sensitivity		108.3	1.79					

Key Project Parameter Data Ranges (Shell Share)

Parameter	Unit	BP10 / Re- entry	Low	Mid	High	Comments
Capex (MOD)	US\$ mIn	66.84	60.16	66.84	73.52	Incremental CAPEX from 2010, inclusive of unspent balance from previous IP
Opex (MOD)	US\$ mIn	50.52	45.47	50.52	55.57	Incremental OPEX from 2010
Production Volume	mIn boe	40.39	22.4	40.39	65 79	Production volume forecast till end of fields' lives
Start Up Date	mm/yy	Jan-11	Jan-12	Jan-11	Jan-11	Base re-start Up production
Production in first 12 months	mln boe	and an entered and a		2.41	one contract	Production vloume from Jan - Dec, 2011

Figure 1: West Re-entry Project GIP Cashflow (Shell Share)

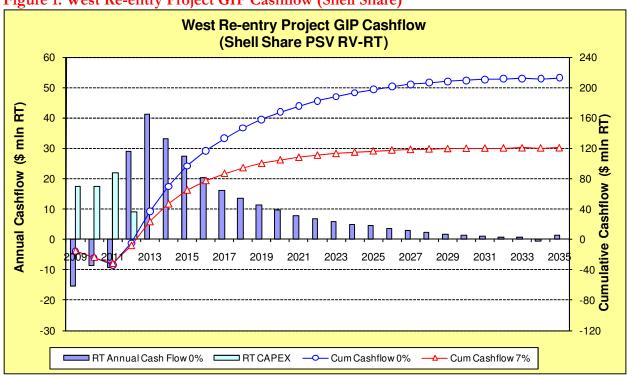
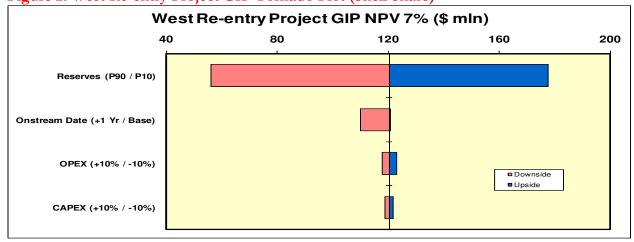


Figure 2: West Re-entry Project GIP Tornado Plot (Shell Share)



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Economics Assumptions

The following assumptions were used in the evaluations:

- The forecast volumes used have been taken from the BP10 submission.
- All re-entry costs (CAPEX/OPEX) were treated as oil costs.
- The incremental request was treated under JV Funding.
- Gas Supply to Domgas in facilities with gas gathering infrastructure while the facilities without AG solution were truncated by end 2012.
- Flare penalty of \$3.5/Mscf applied.
- NDDC Levy of 3% of total expenditure, excluding flare penalty.
- Education Tax of 2% assessable profit.
- ARPR 31/12/2009 OPEX for each facility utilized.
- 10% of total project CAPEX assumed as abandonment cost
- Assumption specific to the Full Life Cycle economics is:
 - o actual production volumes from 2007 and forecast volumes thereafter used.

PIB assumptions:

- NHT depreciation schedule is 4x20%, 19% for qualifying expenditure.
- CIT depreciation schedule is 3x25%, 24%, for qualifying expenditure.
- Royalty rates based on product (value) prices and production rates per PML (assumed equal to a field).
- Education tax calculated as 2% of its assessable profit and it is not deductible for CIT, but deductible for NHT.
- NDDC levy calculated as 3% of expenditure
- Withholding tax is applicable at a rate of 7.5% for IAT version but not for the alternate version
- Flaring penalty is calculated at \$3.5/Mscf flat and it is not tax deductible for both CIT and NHT
- 20% of overseas cost is non-deductible for determination of NHT taxable income
- NHT rate is 50% for onshore and shallow water, and 30% for frontier acreages and Deep Water.
- CIT is 30% of taxable income and is not deductible from NHT

Nembe is an existing field hence no production allowances are applicable

Section 3: Opportunities, Risks and alternatives. Opportunities:

The successful completion of this project creates the opportunity for SPDC to restore all Western Division oil production (about 350 Mb/d) shut-in due to the Niger Delta security crisis. It also restores the option to strive to achieve targeted and aspired growths in reserves and production.

Throughout the Re-Entry activities, continuous optimization has been pursued and will continue for the 7 outstanding facilities and associated pipeline/flowline networks in the following areas:

- **Economics:** To provide a more rational basis for allocating the expenditure at field/well level, the individual facility and well repairs will be executed on the basis of forward looking economics, taking into account production capacity, developed and undeveloped reserves, flares-out considerations and re-entry cost per field/wells.
- Well open-up sequence: Well repairs will be prioritized to deliver maximum production at
 minimum effort and cost. Focus will initially be on wells capable of natural production,
 followed by wells that can be kicked-off with gaslift and thereafter wells that require rig-less
 re-entry. A detailed bean-up sequence will be prepared to ensure wells to reach their full
 potentials.
- **Data gathering:** The opportunity will be taken to obtain static and dynamic performance data of the wells for proper well and reservoir management. Adequate provisions will be

- made for well testing and fluid sampling, ensuring shortest possible Production Chemistry laboratory turn around times.
- **Pipelines:** Along the main trunk line systems, the design of every single Block Valve Station (BVS), whether damaged or not, has been reviewed with the aim to simplify, increase flexibility and reduce the sensitivity to sabotage.
- New Ways of Working: The current crisis situation provides an opportunity to change SPDC's approaches and lay a foundation for more sustainable, more secure ways to operate in the future. Issues such as increased Community participation in our business, payment conditions to Community contractors, delivery of CD projects, delivery of GMoU's, and an "arm's length" approach with the JTF, will be pursued. The CAST (Communities And Shell Together) pilot initiative, currently tested in the East, will form part of the improved surveillance strategy for pipelines, flowlines and wells. The CAST initiative is aimed at reduced sabotage, reduced bunkering and improved community participation and income.

Risks:

S/ N	Risk Description	Mitigation/Remedial Effort
1	Non acceptance as JV cost	Top-level engagements with JV Partners including NAPIMS have been done and are still on going to secure Partners' approval for the total Re-entry budget based on 90/10 estimates of the cost of repairing damages identified to date. Of the total re-entry budget of USD 710 mln NAPIMS have approved and funded their equity of \$174 mln expended between 2006 and 2009. They have also indicated willingness to fund their equity (ca \$217 mln) of outstanding works.
2	Delay in obtaining NAPIMS approval to Award	Constant engagements with NAPIMS ongoing, and to continue throughout contracting process.
3	Inadequate budget to meet the project execution phasing	Total revised IP budget is F\$710.3 mln, to be phased and funded as follows: 2006: F\$ 23.35 mln (Spent) 2007: F\$100.28 mln (Spent) 2008: F\$140.45 mln (Spent) 2009: F\$ 52.21 mln (Spent) 2010: F\$103.51 mln 2011: F\$ 93.02 mln 2012: F\$152.07 mln 2013: F\$ 45.38 mln
4	The deliverables do not ensure LTO from communities	Re-entry activities / contracts using SPDC contracting process were and are still awarded largely to Local Community based Contractors who have influence within the communities to secure LTO during execution.
5	Lack of local contractors' capacity to deliver.	Capacity to deliver was and will continue to be assured through training and adequate site supervision by SPDC. Contracts have also been limited to manageable sizes that can be executed by community contractors.
6	Lack of adequate performance monitoring	Expenditures and Projects are constantly being subjected to continuous onsite QA/QC.
7	Delays in procurement/ delivery of long lead	Contracting process ongoing – NAPIMS engagement ongoing, to ensure quick contract approvals.

	items.	
8	Security Issues	 Re-entry security strategy/plan, which aligns with our corporate security strategy, has been developed to reduce risks to personnel and guarantee LTO during and after re-entry. A multi-disciplinary and independent Security Risk Management Team (RMT) to support the re-entry activities was set up and has been providing objective risk assessment at every stage of the project.
9	HSE Risk due to high number of contractors	 Detailed HSE Re-entry strategies and Plan/Risk Assessment were developed and used to mitigate associated risks to ALARP. This will continue to be deployed for outstanding works Re-entry site HSE implementation strategies and compliance monitoring Matrix also developed for each activity.
10	Risk of cost overrun and schedule slippages for outstanding works	- The Re-entry Project cannot be compared to a "normal" project where scope can be fully defined before work starts. At inception of this project, SPDC didn't have full access to all damaged sites; hence the earlier approved IP was 50/50 estimate based on assessment of 70% sites. This revised IP is based on assessment of all SPDC-W damaged sites and therefore cost overrun is seen as very unlikely. The multi-disciplinary and independent Security Risk Management Team (RMT) would continue to provide the necessary support for security issues timely resolution and consequently reduce security impact on the project schedule.
11	Community contractors are not actual accredited representatives of the Host communities.	- Involve Legal in working out a Document of Nomination before contract is awarded to community contractors, to ensure that only actual accredited Community contractors get the contracts allocated for the Host communities.

Alternatives Considered:

Discontinuation of re-entry efforts in outstanding 7 facilities and associated pipelines/flowlines network.

This is not considered a responsible or economically viable solution as the geographical axis for the outstanding work is home to a major source of LTO/FTO on which re-entry rode from inception. This option is not considered as a viable one.

No Further Investment:

- a. NFI means SPDC would be unable to unlock ca 90mbopd from 7 outstanding facilities which may become subjected to further vandalization forcing SPDC to carry out proper abandonment and possible de-booking of associated reserves. The outstanding re-entry works were only considered last in the decision matrix because of the high investment required.
- b. Restored production of ca 260mbopd may be lost through another wave of militant attacks as the stakeholders in the geographical axis of the 7 outstanding facilities have greater influence over those in the restored locations.

Section 4: Corporate structure, and governance

The existing corporate structure and governance arrangements of SPDC-JV with SPDC as operator will subsist for this investment

Section 5: Functional Support and consistency with Group and Business Standard

This proposal complies with Group Business Principles, policies and standards. Functional support for this proposal has been provided by finance, sustainable development, supplies chain management, HSE, operations /maintenance, legal, treasury and tax functions.

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Section 6: Project management, monitoring and review

Whereas a project normally identifies, develops and executes a new business opportunity, with the West Re-Entry Project, this is not the case. The Re-entry Project consists of numerous smaller restoration, replacement, repair, maintenance and community support activities that under normal conditions individually would not require a full project approach. Due to the sheer magnitude of the number of similar activities to be executed throughout the West Re-Entry effort and the overriding security measures to be established, requiring a central coordination of these activities, the activities were combined into one single Re-Entry Project with the corresponding controls put in place.

For the West Re-Entry Project, the Project Governance Structure as defined in the Shell EP Opportunity and Project management Guide (2006 OPMG) has been enforced and will continue to be applied for the outstanding works. The most significant Governance roles for this project have been as follows:

- Decision Executive (DE) Vincent Holtam, General Manager, Onshore Assets
 - o Single point accountable for the Re-Entry Project
- Business Opportunity Mgr (BOM) Muhammad Shittu, General Manager, Flared Gas and West Re-entry
 - o Responsible for protecting the business case,
 - Liaison with all relevant external stakeholders to secure and maintain "Green Light" in the West Operations areas.
- Project Manager (PM) Stephen Oruerio, Manager, West Re-entry Project
 - o Responsible for the safe and effective technical execution of the Project
 - o Generate Project Execution Plans and schedules
 - Lead the West Re-Entry Team consisting of all activity owners and disciplines required to successfully execute the Project
 - o Responsible for continuous security risk assessment of all individual activities

Section 7: Budget provision

- o Top-level engagements with JV Partners including NAPIMS have been done and are still on going to secure Partners' approval for the total Re-entry budget based on 90/10 estimates of the cost of repairing damages identified to date. Of the total re-entry budget of USD 710 mln NAPIMS have approved and funded their equity of \$174 mln expended between 2006 and 2009. They have also indicated willingness to fund the balance of their equity (ca \$217 mln).
- o Total IP budget is F\$710.3 mln, to be phased and funded as follows:

o For the 2010 budget, USD 103.5 mln has been allocated to re-entry.

Section 8: Group financial reporting impact

The financial impact is as shown below.

US\$ mln	Prior Years	2007	2008	2009	2010	2011	Post 2011
Commitment Phasing	+0.0	+19.0	+0.0	+0.0	+0.0	+0.0	+0.0
Cash Flow							
Exploration expenditure	-	-	-	-	-	-	-
Capital expenditure	+0.0	+19.0	+0.0	+0.0	+0.0	+0.0	+0.0
Cash Flow from Operations	-1.3	-15.7	+13.2	+3.2	+3.2	+3.1	+0.5
Cash Surplus*	-2.6	-34.7	+13.2	+3.2	+3.2	+3.1	+0.5
Profit and Loss							
NIBIAT +/-	-1.3	-9.5	-0.2	-0.2	-0.2	-0.2	-2.1
Balance Sheet							
Average Capital Employed	+0.0	+13.8	+19.7	+11.2	+7.8	+4.4	+0.5
Impact on ROACE (EP)	+0.0	-0.42%	-0.07%	-0.03%	-0.02%	-0.02%	n/a
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^{*}Financial cash surplus

Section 9: Disclosure

Disclosures where required will be done in line with existing Group and SPDC policies and guidelines.

Section 10: Financing:

The project will be funded from SPDC's own generation of funds and existing shareholder facility.

Section 11: Taxation.

No specific Group, regional or country sensitivities exist. There are no unusual tax considerations.

Section 12: Key Parameters.

The following are the main aspects of this proposal for a funding of F\$213 mln (up by F\$117 mln from earlier approved IP of F\$96.0 mln) for which approval is sought:

- The complete re-instatement of the SPDC-West facilities that were damaged during the security crisis that started in January/February 2006, with the aim to restore hydrocarbon production to pre-crisis levels.
- Community Support activities to facilitate the restoration of SPDC's License to Operate in the outstanding Western Assets in order to execute the rest of the re-entry activities.

Section 13: Signatures

Supported	l By:	For shareholder approval:
Simon He	enry, EPF	Malcolm Brinded, RDS-ECMB
Date/.	/	Date//
Initiator:	Mutiu Sunmonu (SPDC-EPG-P)	
	Date/	

APPENDIX 1 (DETAILED BREAKDOWN OF THE COMMITMENTS)

		100%JV			Shell Share	
DESCRIPTION	Initial IP (USD mln)	Current IP Request (USD mln)	Revised IP (USD mln)	Initial IP (USD mln)	Current IP Request (USD mln)	Revised IP (USD mln)
TOTAL COST (CAPEX + OPEX)	318.6	391.7	710.3	95.6	117.5	213.1
CAPEX TOTAL	115.0	217.5	332.5	34.5	65,3	99.8
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Pipeline Replacement (Oil)	58.0	73.2	131.2	17.4	22.0	39.4
Pipeline Replacement (Gas)	0.0	67.0	67.0	0.0	20.1	20.1
Power Generation Systems	0.0	42.0	42.0	0.0	12.6	12.6
Compressor Stations	0.0	25.0	25.0	0.0	7.5	7.5
OPEX TOTAL	203.5	174.2	377.8	61.1	52.3	113.3
Community Support Total	40.7	34.8	<i>7</i> 5.5	12.2	10.4	22.7
SCD - Ranked Legacy Projects	19.3	3.8	23.0	5.8	1.1	6.9
Micro-Credits	3.6	1.5	5.1	1.1	0.5	1.5
SCD - Relief Packages & Engagements	6.3	-0.6	5.8	1.9	-0.2	1.7
Installation of 21 Gen Sets	11.5	-1.6	9.9	3.5	-0.5	3.0
Operations and Maintenance of Generator Sets	0.0	6.6	6.6	0.0	2.0	2.0
Generator Set Storage Tanks	0.0	3.8	3.8	0.0	1.1	1.1
SPDC-West Interdependency/ Electrification Project	0.0	21.3	21.3	0.0	6.4	6.4
JIV & Clean Up	10.3		12.8	3.1	0.8	3.8
JIV's and Clean Up	10.3	2.6	12.8	3.1	0.8	3.8
Repairs Total	32.9	80.0	112.9	9.9	24.0	33.9
CLP Repair Works	18.4	-2.9	15.5	5.5	-0.9	4.7
Damaged Production Asset Repairs	5.6	38.3	43.9	1.7	11.5	13.2
Asset Team A internal repair works	3.5	0.7	4.2	1.1	0.2	1.2
Asset Team B internal repair works	2.0	9.9	12.0	0.6	3.0	3.6
Asset Team C internal repair works	2.3	4.8	7.1	0.7	1.4	2.1
Howline/Pipeline Repairs	0.0	17.8	17.8	0.0	5.3	5.3
CCTV	1.0	-1.0	0.0	0.3	-0.3	0.0
WELLHEAD REPAIRS & BHP SURVEY	0.0	12.4	12.4	0.0	3.7	3.7
Re-Entry Support Total	41.9	77.1	119.0	12.6	23.1	35.7
Logistics	27.4	52.9	80.4	8.2	15.9	24.1
JUB and Service Boats	0.0	9.2	9.2	0.0	2.8	2.8
Security	9.2	14.1	23.3	2.8	4.2	7.0
П	2.7	1.0	3.7	0.8	0.3	1.1
Media & Publicity	0.0	1.0	1.0	0.0	0.3	0.3
HSE	2.5	-1.1	1.4	0.8	-0.3	0.4
Dredging Piling and Shore Protection Total	27.8	29.7	57.5	8.3	8.9	17.3
Wellhead Slot Dredging in PWB/PWC	22.3	34.2	56.5	6.7	10.3	17.0
Piling and Shore Protection	5.5	-4.5	1.0	1.7	-1.4	0.3
Damaged assets yet to be covered by JIV's - estimat	20.0	-20.0	0.0	6.0	-6.0	0.0