

Siemens Gas and Power GmbH & Co. KG, Wolfgang-Reuter-Platz 4,  
47053 Duisburg

Shell Global Solutions International B.V.  
Attn. Mr. Gert Hoefakker  
Global Category Manager  
Rotating Equipment Aftermarket  
Lange Kleiweg 40  
2288GS Rijswijk

The Netherlands

Name M. Trienen  
Department Global Program Management

Mobil: +31 65393 8588  
E-mail [michel.trienen@siemens.com](mailto:michel.trienen@siemens.com)

Your reference PT1154 / 46-2871  
Our reference Price Letter EFA 2020  
Date 22-01-2020

Page 1 of 3

**Subject: Enterprise Framework Agreement for Rotating Equipment Aftermarket  
Pricing Letter - 2020**

Dear Mr. Hoefakker,

As per the Shell Siemens GFA contract number 46-2871 and EFA contract number PT1154, we are pleased to submit the price letter for 2020. The complete price book will be issued to you separately by e-mail.

The Siemens order intake under the contract in year 2018 was in total of EURO 59,389,161.  
The Siemens order intake under the contract in year 2019 is totaled to EURO 50,722,172.  
The average of 2018 and 2019 is EURO 55,055,666.

The overview of OU's contributing to the total can be found on page 3 of this letter.

This entitles the Shell OU's that have signed either the GFA or EFA to a discount of 13.5% in the calendar year 2020.

It is assumed that you will inform the respective Shell companies participating into the EFA / GFA accordingly, while we will ensure that from Siemens all involved parties will apply this discount for all orders received on and after 1<sup>st</sup> of January, 2020 and on or before 31<sup>st</sup> December, 2020.

Siemens Gas and Power GmbH & Co. KG

Wolfgang-Reuter-Platz 4  
47053 Duisburg  
Germany

Registered office: Munich, Germany; Commercial registry: Munich, HRA 111200;  
Personally liable partner: Siemens Gas and Power Management GmbH;  
Managing Directors: Jochen Eickholt, Tim Oliver Holt, Klaus Patzak;  
Registered office: Munich, Germany; Commercial registry: Munich, HRB 241345