



**Shell**  
**ENERGY**

**NEWS RELEASE**

## **SHELL ENERGY RETAIL LEADS A UK-FIRST TRIAL, IN PARTNERSHIP WITH GEO, TO CHALLENGE THE WAY WE CONSUME ENERGY AND REDUCE ENERGY WASTE**

- Customer trial aims to understand how smart thermostats, combined with energy insights, can help change customer behaviour and reduce energy wastage
- The geo device is an ‘energy-aware’ thermostat, meaning it combines a smart thermostat with an In-Home Display (IHD) to give customers more control over their energy usage
- In addition Shell Energy is using the trial to understand the role connected home technology can play in helping the UK achieve its net zero carbon target

**30th March 2021:** Shell Energy Retail has partnered with geo, the Cambridge-based smart energy specialist, to deliver a trial of its Trio + Heating system to Shell Energy customers’ homes after successfully being selected as part of the Smart Energy Savings (SENS) Innovation Competition run by BEIS (UK Government Department for Business, Energy & Industrial Strategy).<sup>1</sup>

The trial will understand whether better insights about customers, their energy usage and the direct impact that heating and hot water has on their bills, will help customers make decisions that can reduce energy consumption and their bills.

Shell Energy is running the trial with 600 customers until September 2022 and with a full year of data, the results will help Shell, BEIS and geo to understand how smart thermostats and energy insights can change customer behaviour and in turn reduce energy consumption.

The geo device is unique to the market as it combines a smart thermostat with an IHD, allowing customers to control their heating and hot water via a smart phone and understand how much it costs. They can also set an energy budget to manage their heating within a certain price range.

**Elvin Nagamootoo, Head of Product at Shell Energy said:** “We hope to understand whether combining insights and control together in a single device can lead to effective energy saving improvements for customers, without impacting comfort. Adding more flexibility and control into homes and improving energy efficiency is one part of the journey to Net Zero. But we need to bring customers on the journey and make it a compelling and beneficial experience for them.”

**Rik Temmink, Chief Product Officer at geo said:** “Smart devices can play a huge role in helping customers save energy, but they need to be used in the right way. Our Trio + Heating solution gives customers visibility of their energy cost and consumption and helps them to understand the direct impact that their heating and hot water control settings have on their overall energy consumption.”

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### **NOTES TO EDITORS:**

<sup>1</sup>BEIS is sponsoring this trial through its SENS competition

**About geo** ([www.geotogether.com](http://www.geotogether.com))

geo is creating a sustainable future where homes automatically and seamlessly manage their overall consumption and carbon footprint, without impacting householders’ lives. In addition to providing management and optimization systems and data analysis for solar, EVs, batteries and home heating, the company is the leading supplier of in-home displays to the UK Smart Metering programme and has deployed +6 million units

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to date. A recipient of the Queen's Award for Innovation, geo combines its smart energy automation, control and display capabilities with leading edge data science, AI, cloud, firmware, UX, UI and customer insight to create complete carbon management systems.

## **ENQUIRIES**

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### **About Shell Energy Retail Ltd**

Shell Energy Retail Ltd, trading under the Shell Energy brand, supplies 100% renewable electricity, as well as gas, smart home technology and broadband to households across Britain. The Shell Energy brand is also shared by Shell's energy marketing and trading business. This separate entity provides more and cleaner energy solutions across a global portfolio of gas, power, environmental products and energy efficiency offers to meet current and future energy needs of Shell's large-scale customers: energy producers, asset owners, traders, wholesalers, and large industrial customers.

### **About Royal Dutch Shell plc**

Royal Dutch Shell plc is incorporated in England and Wales, has its headquarters in The Hague and is listed on the London, Amsterdam, and New York stock exchanges. Shell companies have operations in more than 70 countries and territories with businesses including oil and gas exploration and production; production and marketing of liquefied natural gas and gas to liquids; manufacturing, marketing and shipping of oil products and chemicals and renewable energy projects. For further information, visit [www.shell.com](http://www.shell.com).

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This release contains forward-looking statements concerning the financial condition, results of operations and businesses of Royal Dutch Shell. 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 Royal Dutch Shell 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 Royal Dutch Shell and could cause those results to differ materially from those expressed in the forward-looking statements included in this release, 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)

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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. There can be no assurance that future dividend payments will match or exceed previous dividend payments. All forward-looking statements contained in this release are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Additional risk factors that may affect future results are contained in Royal Dutch Shell's 20-F for the year ended December 31, 2018 (available at [www.shell.com/investor](http://www.shell.com/investor) and [www.sec.gov](http://www.sec.gov) ). These risk factors also expressly qualify all forward looking statements contained in this release and should be considered by the reader. Each forward-looking statement speaks only as of the date of this release, April 19, 2019. Neither Royal Dutch Shell plc 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 release.

We may have used certain terms, such as resources, in this release that United States Securities and Exchange Commission (SEC) strictly prohibits us from including in our filings with the SEC. U.S. 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](http://www.sec.gov).