

**From:** [REDACTED]  
**Sent:** 12 June 2018 17:22  
**To:** [REDACTED]  
**Subject:** Meeting with ExxonMobile, 12 June 2018

*Participants*

ExxonMobile: [REDACTED]

DG MOVE: H. Hololei, [REDACTED]

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**From:** [REDACTED]  
**Sent:** Tuesday, June 12, 2018 3:58 PM  
**To:** HOLOLEI Henrik (MOVE)  
**Cc:** [REDACTED]  
**Subject:** ExxonMobile

[REDACTED] meetings in Europe incl Rome, with pope, to discuss on the investments in sustainable and how important climate change is. Conclusion: policy and technology are both needed; not one single measure will do it. Need for complete package of measures. Investors were present as well.

[REDACTED]: ExxonMobile is not only oil, but also petrochemical and research. Now in a discussion where to go next: electric, fuel cell (to be installed end of this year on their installation as a pilote)

HH asking for their opinion relating to his earlier visit to their plant in Antwerpen; informing on his discussions with BP. This is important to us, to have your vision. He informs on the recent developments, which in sector of transport are not necessarily very good: no reduction in emissions so far with a further growth foreseen. Look at air transport with 4bn passengers last year and growing to 8bn expected; but with limited emissions (2%). Biofuels have been area where we may not have been regulating very positively. Our legislation has not always been very efficient. Relates to the Corsia discussions ongoing in Montreal. Points also at emissions reductions in shipping (with LNG as the major alternative), with urban where there are many alternatives; with trucking with LNG and possibly CNG and hydrogen. Electrical: we have to be careful that it is green and not from coal. Even if EVs will grow like 300%, then it is still a relatively limited part of the fleet. Meanwhile, we have to continue working on the traditional fuels. So we are firmly fuel neutral. But you saw the proposals that came out last two years.

[REDACTED]: you need to decarbonise the power sources first. You need high density power sources first, for trucks, planes, ships etc. Hydrogen and biofuels need to be

further developed. But biofuels are probably not sufficient for large ships. There are many solutions that are needed. Dependent on the various uses and even geographical differences.

HH: we need indeed to encompass all alternatives together.

■: we want to keep to Paris. Very engaged into CCS. EVs mainly in California, but pick-up trucks and SUV are biggest grow markets. And gas remains the main. But Paris gives us a clear framework. EVs are a bit more present in cities. Batteries are not sufficiently strong in density. It will have to be the next generation. Energy density will be the real next step. Energy storage is key.

HH: market will regulate - economics will remain important. HH points at the change in car ownership. China is also to be looked after: they roll out very fast and at high scale. Let's see what this will bring. Will it lead to export? Solar and batteries have been two recent examples.

■: not into these developments with equity - too complicated. But we are engaging in some funds that may develop such technologies. We have several ongoing initiatives. We may even have one in Europe.

HH: please keep the contact line open. Thanking for the open discussion.