

our refineries



In Italy, **eni refining & marketing** is the leading operator in the refining industry and owns five refineries: Sannazzaro de' Burgondi (PV), Livorno, Porto Marghera (VE), Taranto and Gela.

It has shares in the Milazzo Refinery and in the European companies Bayern Oil and PCK (Germany) and in Ceska Rafinerska (Czech Republic). In addition, it produces lubricants and oxygenated products for fuels.

Through **eni trading & shipping, r&m** operates in the crude oil and product trading market, both with fixed-term contracts and in the spot market, in order to ensure the supply of raw materials to meet the needs of the entire refining system and to ensure the marketing of the entire equity crude production of the **exploration & production** sector.

For the transportation and storage of onshore products, **eni** has an integrated logistical structure made up of a network of oil pipelines and a system of directly-managed proprietary storage sites in Italy.

The refined products are sold through a network of sales outlets targeted at drivers (over 4,500 service stations in Italy and over 1,600 in Europe) and through the wholesale sales force, targeted at residential, transportation, industrial and agricultural market segments.

eni is a major integrated energy company, committed to growth in the activities of finding, producing, transporting, transforming and marketing oil and gas. The company has global operations in 90 countries and employs about 78 thousand people.

eni's strong presence in the gas market and in the liquefaction of natural gas, consolidated skills in the power generation and refinery activities, strengthened by world class skills in engineering and project management, allow the company to catch opportunities in the market and to realize integrated projects.

eni's activities

exploration & production

eni explores, develops and produces oil and natural gas mainly in Italy, Norway, North and West Africa, the North Sea, the United States, Latin America, Australia and in high potential areas such as Mozambique, the Caspian Sea, the Middle and Far East, Kenya, Liberia, Vietnam, Cyprus, and Russia. In 2012 hydrocarbon production averaged 1.701 million boe/day. Net proved reserves at December 2012 amounted to 7.17 billion boe.

gas & power

eni engages in natural gas supply, regasification, transport, trading and marketing, power generation and electricity sales. In 2012 overall sales amounted to 95.32 billion cubic meters of natural gas and 42.58 terawatt-hours of electricity.

refining & marketing

eni engages in oil product refining and marketing mainly in Italy and Europe. With the **eni/agip** brand, it is the Italian market leader in the distribution sector. In 2012 retail sales in Europe of refined products totalled 10.87 million tonnes. In the same period, refining throughputs were 30.01 million tons.

eni's business model for the creation of sustainable value is based on assets and strategic guidelines in a framework of clear rules of governance, with the highest ethical standards and rigorous enterprise risk management. When implementing its strategy and running its day-to-day operations, **eni's** efforts are inspired by these key drivers: cooperation, integration, innovation, excellence, inclusion, responsibility

In 2013, **eni** confirmed its presence in the Dow Jones Sustainability World and Europe indexes. In addition, **eni** entered the 2012 Carbon Performance Leadership Index, the only company present from the Energy sector.

syndial

syndial, an **eni** company, carries out remediation and environmental recovery activities, promoting the use of advanced and sustainable technologies. The mission is to provide an integrated service in the field of environmental remediation through procurement, engineering and project implementation and waste logistics. Today, **syndial** operates in about 50 proprietary brownfield areas, some of which are of national interest.

enipower

enipower (100% **eni**) with an installed capacity of 5.3 GW, is among the leading national producers of electricity, thanks to the eight plants at the petrochemical sites in Brindisi, Ferrara, Mantua and Ravenna, and in the refineries of Ferrara Erbognone (PV), Livorno and Taranto and at the cogeneration site in Bolgiano.

chemicals

versalis (**eni** 100%) produces and sells a wide range of chemical products and holds a significant market share in Europe where it owns technologically-innovative third-generation plants. It also boasts an efficient international distribution network. In 2012, production reached over 6 million tonnes; **versalis** operates on an international scale and is committed to chemistry from renewable sources for the production of organic products which will add to and expand the company's portfolio.



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eni refining & marketing Sannazzaro Refinery

Il mondo va avanti,
ma a ritmo sostenibile



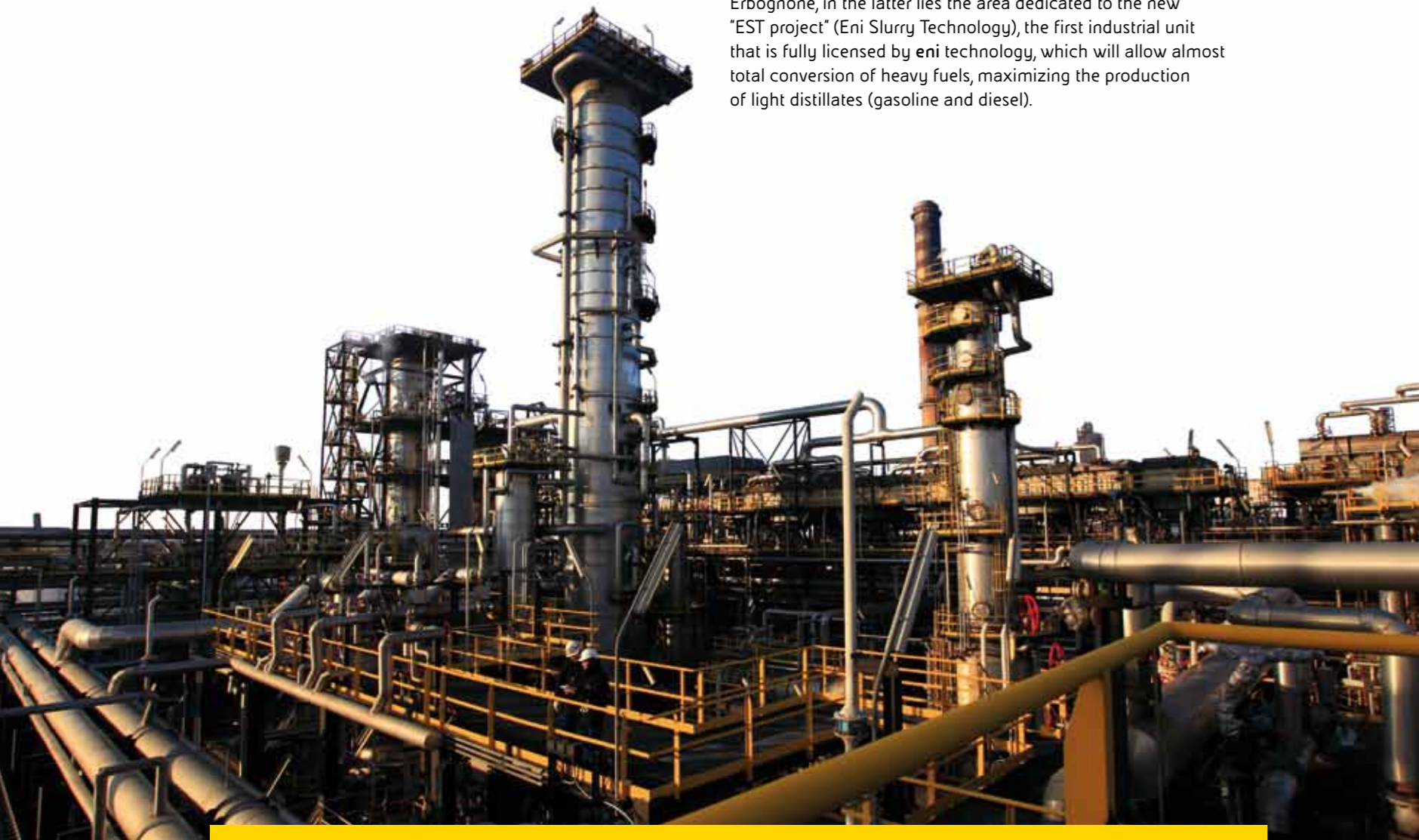
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Sannazzaro Refinery

The Sannazzaro de' Burgondi Refinery was built in 1963 with an initial capacity to process 5 million tons of crude oil per year. Over the years it has been upgraded with technological improvements, increasing processing capacity to 10 million tonnes per year and with a level of complexity and conversion capabilities that are among the highest in Europe.

Technology, efficiency, a convenient logistical location and the flexibility to meet the demands of the market and the environment make the Sannazzaro Refinery an asset to the eni refining & marketing division.

The Refinery extends over an area of about 320 hectares in the municipalities of Sannazzaro de' Burgondi and Ferrera Erbognone, in the latter lies the area dedicated to the new "EST project" (Eni Slurry Technology), the first industrial unit that is fully licensed by eni technology, which will allow almost total conversion of heavy fuels, maximizing the production of light distillates (gasoline and diesel).



our strengths: towards total conversion

The market of petroleum products for energy use is increasingly made up of high-quality fuels that have a low environmental impact, and less and less of heavy fuels with a greater impact on the environment and are therefore gradually being replaced by other energy sources.

The increase in conversion capacity of the Refinery comes in response to this dual market and environmental demand, because increasing the conversion means turning heavier oil products, such as fuel oil, into more valuable products, such as gasoline and diesel.

Therefore, Sannazzaro has become what is known as a "White Refinery" in the technical jargon, with minimum production of heavy products.

The commissioning of the Gasification plant in 2006 (which, from heavy fuel oil, produces synthesis gas free of sulphur and pollutants intended to fuel the Eni Power Plant)

and of the Deasphalting plant in 2008 already allowed us to reduce the percentage of heavy fuels to below 10%. The launch of the EST Unit (Eni Slurry Technology), the first industrial unit with eni's proprietary technology, will allow us to further reduce heavy fuels until it is below 4%

our commitments

The Refinery's commitment is not, however, only focused on production needs, in line with eni's corporate policies; it also ensures the health and safety of its activities, safeguards the environment and ensures a good relationship with the area. The Refinery is certified according to the UNI EN ISO 14001 standard for Environmental Management Systems (EMS) and obtained EMAS registration in 2007. As of November 2012, the site is also certified according to the OHSAS 18001:2007 standard, which defines the best practice to properly manage health, safety, risk prevention and reduction. All this, together with a targeted investment policy and the involvement of all

employees, has allowed the Refinery to achieve important goals not only in the technology and production sectors, but also in the field of accident prevention and environmental impact reduction.

sustainability

Safety and respect for the environment are the main components of the daily running of the factory. Plants are designed, managed and constantly monitored to provide production that is compatible with the ecosystem and maximum safety for employees and the wider community.

The key component is the system to control and monitor wastewater and emissions, the protection of the soil and subsoil, particularly through preventive action on sewer systems and storage tanks. The Refinery also pays particular attention to managing and disposing of waste, maximizing recovery, where possible.

resources

One of the Refinery's greatest strengths is without doubt the wealth of skills of its human resources, both in professional terms and in its commitment to tackling issues regarding safety, the environment and sustainability with the area.

Above all, the 700 people who work on the site every day pay constant attention to issues regarding health and safety in the workplace, supported by increasing investments both in terms of specific training activities and in using and researching increasingly advanced and innovative technologies to support business processes.

eni's system of values, internalized particularly in the Refinery's human resources, completes the wealth of industrial assets by positioning the site at levels of excellence in the R&M Division.