Q3 2014 results

October 30th 2014

www.eni.com
highlights

- e&p production in line with full year guidance
- exploration track record: 700 Mboe in 9 months
- g&p: EBIT breakeven in 2014 & strong cash flow generation
- continuous restructuring in mid-downstream

record third quarter cash flow from operations
cash flow from operations accelerating towards target

Q3 CFFO

Cumulated CFFO

9M cash

9 month cash covers capex and FY dividends
Q3 consolidated results

**adj. operating profit**

- **Q3 13**: 3,438 million €
- **Q3 14**: 3,032 million €

**Scenario Impact**
- e&p
- g&p
- r&m
- e&c and other: -12%

**adj. net profit**

- **Q3 13**: 1,140 million €
- **Q3 14**: 1,169 million €

Δ YoY:
- +3%
e&p performance

oil & gas production

kboe/d

Q3 13 | Q4 13 | Q1 14 | Q2 14 | Q3 14

1,653* | 1,577 | 1,583 | 1,584 | 1,576

adj. operating profit

million €

Q3 13 | Q4 13 | Q1 14 | Q2 14 | Q3 14

3,916 | 3,320 | 3,450 | 2,981 | 3,088

Δ YoY

Brent

-21%

* 1,619kboed net of Russian assets
Minsala discovery

- 75 mt water depth
- 35 km from the shore
- 1 bln boe of resources in place (80% light oil)
- 65% operated w.i.

Total Resources in Place
3.5 billion boe
g&p performance

**TTF**

€/MWh

**adj. operating profit**

million €

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3 13</th>
<th>Q4 13</th>
<th>Q1 14</th>
<th>Q2 14</th>
<th>Q3 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>TTF</td>
<td></td>
<td></td>
<td>25</td>
<td>241</td>
<td>70</td>
</tr>
<tr>
<td>-344</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>341</td>
<td></td>
<td></td>
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<tr>
<td>241</td>
<td></td>
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<tr>
<td>70</td>
<td></td>
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</table>

Δ YoY

+68%

-109
r&m performance

**Standard Eni Refining Margin (SERM)**

- **$/bbl**

  - Graph showing changes from Q3 13 to Q3 14 with points at Q4 13, Q1 14, Q2 14, and Q3 14.
  - Values range from 0 to 5.

**adj. operating profit**

- **million €**

  - Bar chart showing changes from Q3 13 to Q3 14 with sections for Q1 14, Q2 14, and Q3 14.
  - Values indicated as -55, -92, -223, -219, and 39.
### Other Businesses: Adjusted Operating Profit

<table>
<thead>
<tr>
<th>million €</th>
<th>Q3 2013</th>
<th>Q3 2014</th>
<th>Δ%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Versalis</td>
<td>(111)</td>
<td>(98)</td>
<td>11.7</td>
</tr>
<tr>
<td>Engineering &amp; Construction</td>
<td>220</td>
<td>155</td>
<td>-29.5</td>
</tr>
<tr>
<td>Other activities</td>
<td>(52)</td>
<td>(42)</td>
<td>19.2</td>
</tr>
<tr>
<td>Corporate</td>
<td>(92)</td>
<td>(65)</td>
<td>29.3</td>
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</tbody>
</table>
net debt evolution

billion €

December 2013

- Operating cash flow: 9.7 billion €
- Divestments: 3.2 billion €
- Capex: 8.6 billion €

15.0

September 2014

- Dividends & buy back: 4.3 billion €
- Others: 0.8 billion €
- Total: 15.8 billion €

0.25

- True cost of capital: 10 billion €

leveragable
appendix
## results of operations

<table>
<thead>
<tr>
<th></th>
<th>Q3 13</th>
<th>Q3 14</th>
<th>9M 13</th>
<th>9M 14</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales from operations</strong></td>
<td>28,775</td>
<td>26,600</td>
<td>89,062</td>
<td>83,156</td>
<td></td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>3,302</td>
<td>2,579</td>
<td>8,640</td>
<td>8,480</td>
<td>(1.9)</td>
</tr>
<tr>
<td>(Loss)</td>
<td>(5)</td>
<td>190</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Replacement Cost Operating Profit</strong></td>
<td>3,297</td>
<td>2,769</td>
<td>8,971</td>
<td>8,685</td>
<td>(3.2)</td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted Operating Profit</strong></td>
<td>3,438</td>
<td>3,032</td>
<td>9,143</td>
<td>9,251</td>
<td>1.2</td>
</tr>
<tr>
<td>(Loss)</td>
<td>(209)</td>
<td>(166)</td>
<td>(570)</td>
<td>(639)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>224</td>
<td>107</td>
<td>654</td>
<td>588</td>
<td></td>
</tr>
<tr>
<td><strong>Adj. Profit before income taxes</strong></td>
<td>3,453</td>
<td>2,973</td>
<td>9,227</td>
<td>9,200</td>
<td>(0.3)</td>
</tr>
<tr>
<td>(Loss)</td>
<td>(2,229)</td>
<td>(1,766)</td>
<td>(6,331)</td>
<td>(5,840)</td>
<td></td>
</tr>
<tr>
<td>Tax rate</td>
<td>64.6%</td>
<td>59.4%</td>
<td>68.6%</td>
<td>63.5%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>84</td>
<td>38</td>
<td>246</td>
<td>117</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted Net Profit</strong></td>
<td>1,140</td>
<td>1,169</td>
<td>3,142</td>
<td>3,243</td>
<td>3.2</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Reported Net Profit</strong></td>
<td>2,848</td>
<td>678</td>
<td>5,807</td>
<td>3,675</td>
<td>(36.7)</td>
</tr>
<tr>
<td>Special items</td>
<td>1</td>
<td></td>
<td>2,874</td>
<td>576</td>
<td></td>
</tr>
<tr>
<td>Inventory holding gains (losses)</td>
<td></td>
<td>(133)</td>
<td>(209)</td>
<td>(144)</td>
<td></td>
</tr>
</tbody>
</table>

(Data based on continuing operations)
## main operating data

<table>
<thead>
<tr>
<th></th>
<th>Q3 13</th>
<th>Q3 14</th>
<th>9M 13</th>
<th>9M 14</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hydrocarbon prod. (kboe/d)</td>
<td>1,653</td>
<td>1,576</td>
<td>1,633</td>
<td>1,581</td>
<td>(3.2)</td>
</tr>
<tr>
<td>Production sold* (mmboe)</td>
<td>141.8</td>
<td>138.5</td>
<td>417.9</td>
<td>406.2</td>
<td>(2.8)</td>
</tr>
<tr>
<td>Natural gas sales in Italy** (bcm)</td>
<td>6.13</td>
<td>7.24</td>
<td>25.16</td>
<td>25.69</td>
<td>2.1</td>
</tr>
<tr>
<td>Natural gas sales international*** (bcm)</td>
<td>11.64</td>
<td>11.67</td>
<td>40.53</td>
<td>37.56</td>
<td>(7.3)</td>
</tr>
<tr>
<td>Electricity sales (TWh)</td>
<td>8.45</td>
<td>8.26</td>
<td>26.30</td>
<td>24.26</td>
<td>(7.8)</td>
</tr>
<tr>
<td>Refined product sales (mmtonnes)</td>
<td>6.01</td>
<td>5.87</td>
<td>17.00</td>
<td>16.27</td>
<td>(4.3)</td>
</tr>
<tr>
<td>Chemical production (ktonnes)</td>
<td>1,425</td>
<td>1,185</td>
<td>4,450</td>
<td>3,986</td>
<td>(10.4)</td>
</tr>
</tbody>
</table>

* Including Eni’s share of production of joint venture accounted for with the equity method
** Including self-consumption
*** Consolidated sales; excludes E&P sales in Europe and in the Gulf of Mexico
production by geographical area

kboe/d

Q3 13

Q3 14

RoW

America

Kazakhstan

Sub-Saharan Africa

North Africa

Italy

-4.7%

1,653

1,576

284

294

117

131

90

76

377

317

596

584

189

174

en
oil & gas production

kboe/d

-4.7%

<table>
<thead>
<tr>
<th></th>
<th>Q3 13</th>
<th>Q3 14</th>
<th>Q3 13</th>
<th>Q3 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Italy</td>
<td>1,653</td>
<td>1,576</td>
<td>1,653</td>
<td>1,576</td>
</tr>
<tr>
<td></td>
<td>189</td>
<td>174</td>
<td>851</td>
<td>812</td>
</tr>
<tr>
<td>Abroad</td>
<td>1,464</td>
<td>1,402</td>
<td>802</td>
<td>764</td>
</tr>
</tbody>
</table>

Liquids

Gas
capex

million €

Q3 13

- E&P: 63
- G&P: 103
- R&M: 171
- E&C: 146
- Other: 36

Total: 2,537

Q3 14

- E&P: 77
- G&P: 112
- R&M: 146
- E&C: 36
- Other: 146

Total: 2,712

0.6%
en-ic onsolidated results

* Continuing operations. Average shares: Q3 13 3,622.8 million; Q3 14 3,608.3 million

Note: Cash Flow calculated as net profit + depreciation, depletion and amortization

<table>
<thead>
<tr>
<th></th>
<th>CFPS* Euro per share</th>
<th>EPS* Euro per share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 13</td>
<td>1.75</td>
<td>1.09</td>
</tr>
<tr>
<td>Q3 14</td>
<td>1.15</td>
<td>0.48</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q3 13 adjusted</th>
<th>Q3 14 adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 13</td>
<td>0.31</td>
<td>0.32</td>
</tr>
<tr>
<td>Q3 14</td>
<td>0.96</td>
<td>0.99</td>
</tr>
</tbody>
</table>

28% 14% 3% -56%