



Presentation to the Financial Community

2002 1st Half Results and Business Trends

July 31st, 2002





2002 1st Half Highlights

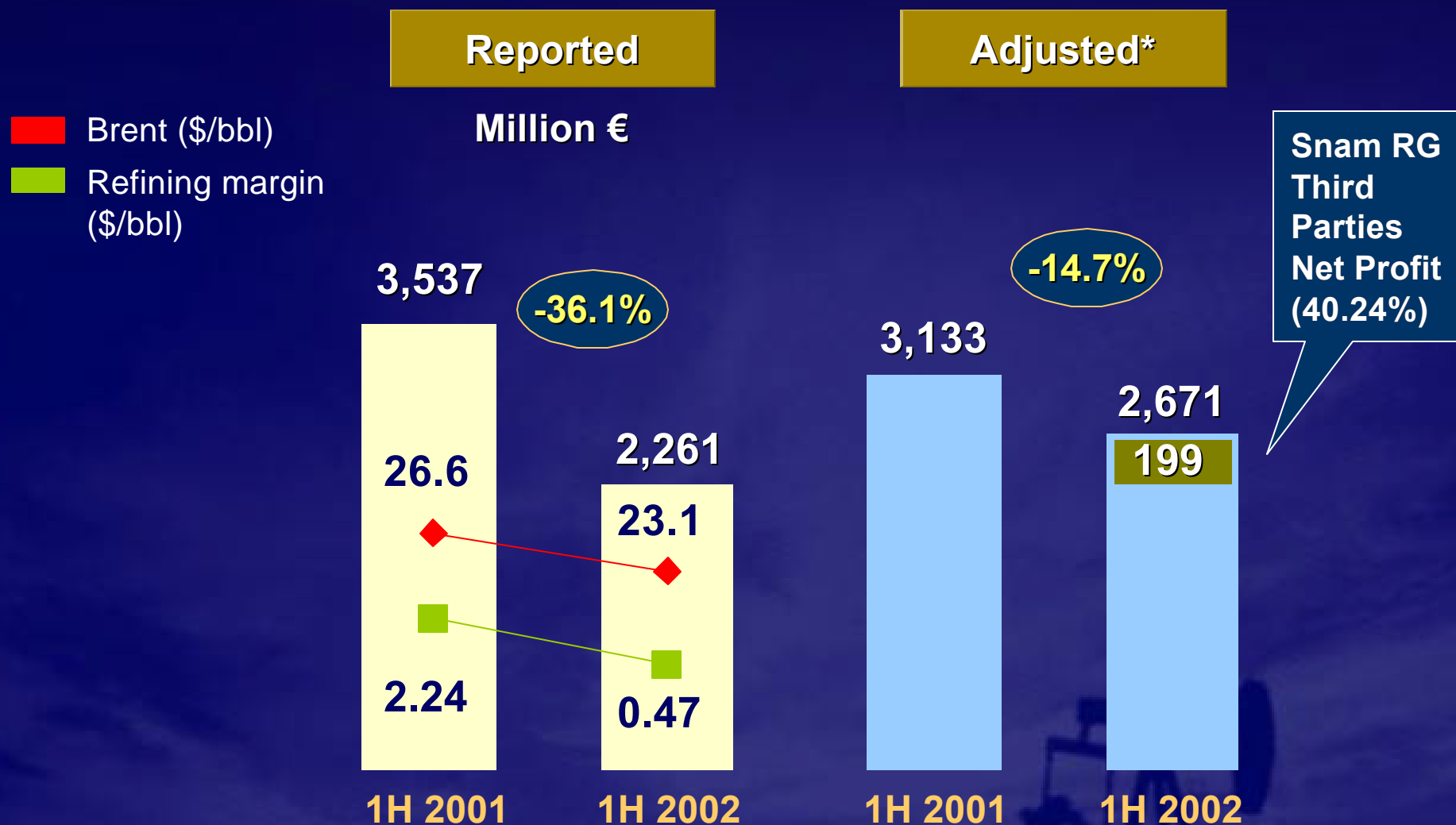
Vittorio Mincato, CEO

July, 31st 2002





Eni consolidated results: net income

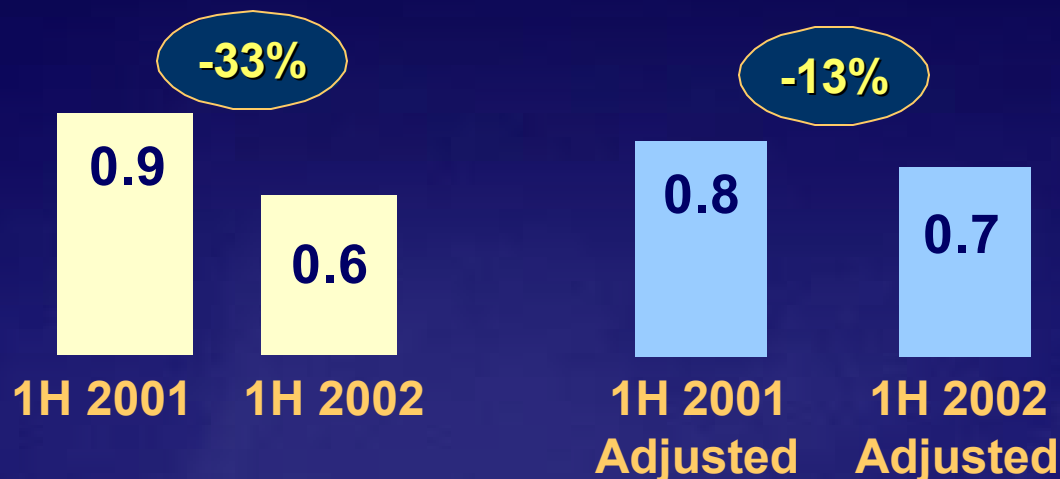




Eni consolidated results

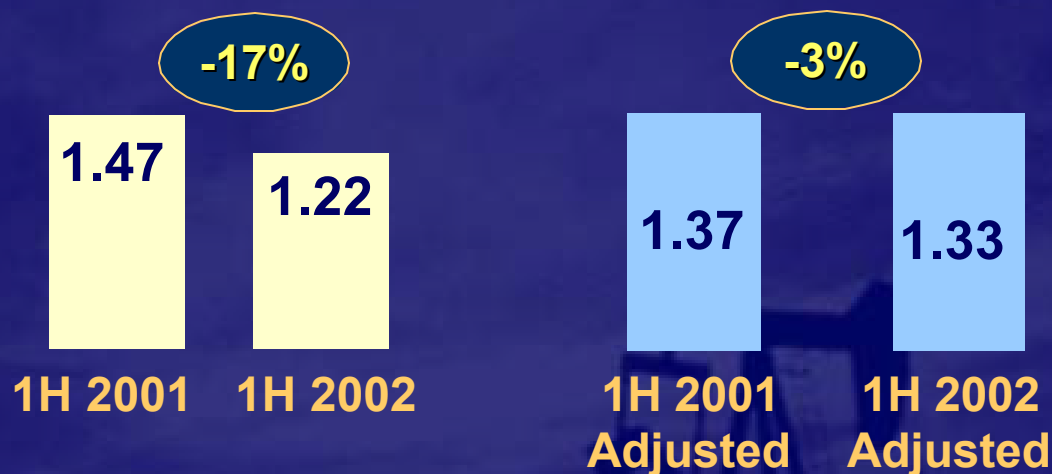
EPS

(Euro per share*)



CFPS

(Euro per share*)



* Average shares:
in 1H02 3,842 million
in 1H01 3,940 million



Maintaining a strong production growth

Thousands boe/d

2002 Production Growth*

1Q 02 / 1Q 01

3.9%

2Q 02 / 2Q 01

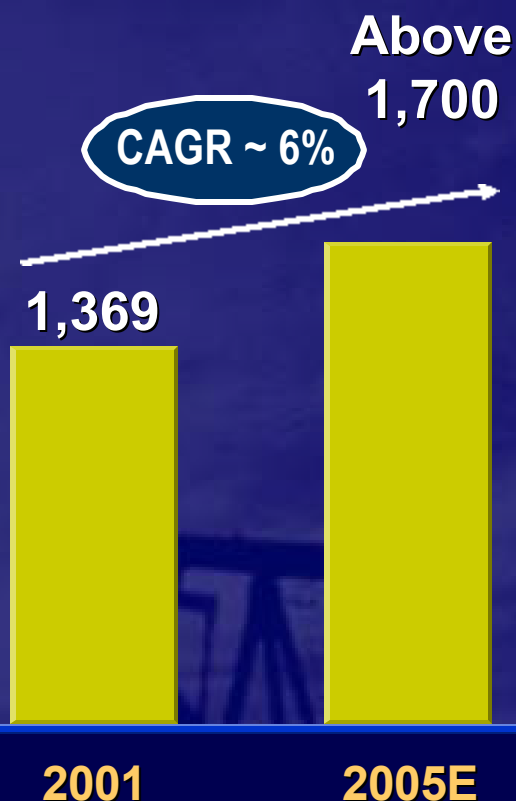
9.1%

1H 02 / 1H 01

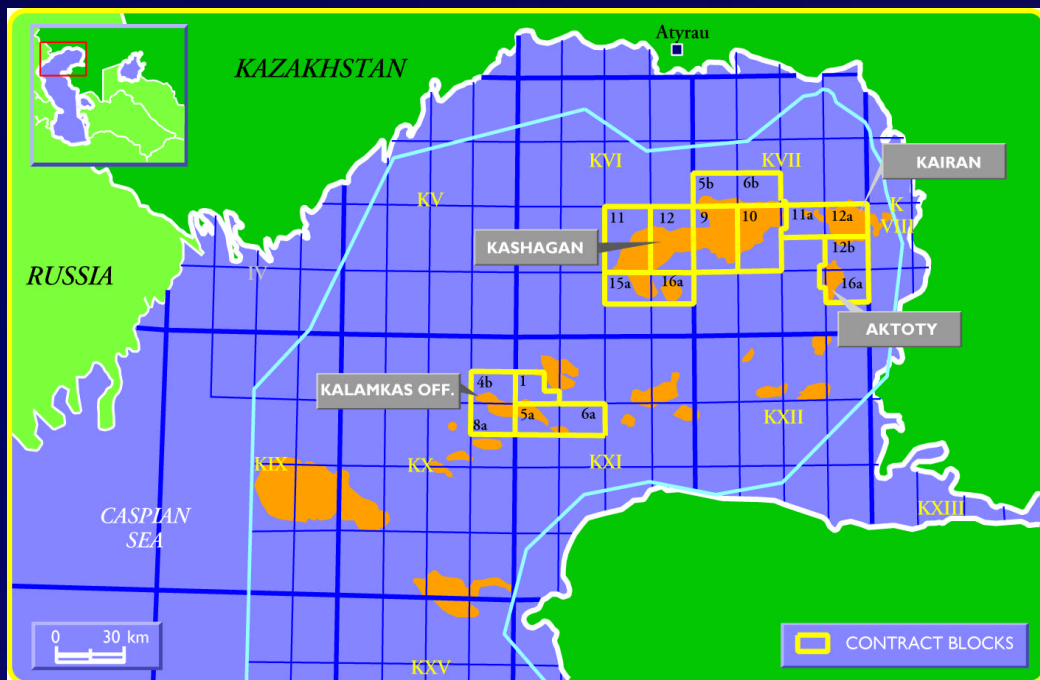
6.5%

**1,503 kboe/d average production
in 2Q 2002 before OPEC cuts**

1st half average production
well in line with
2001-2005 CAGR target



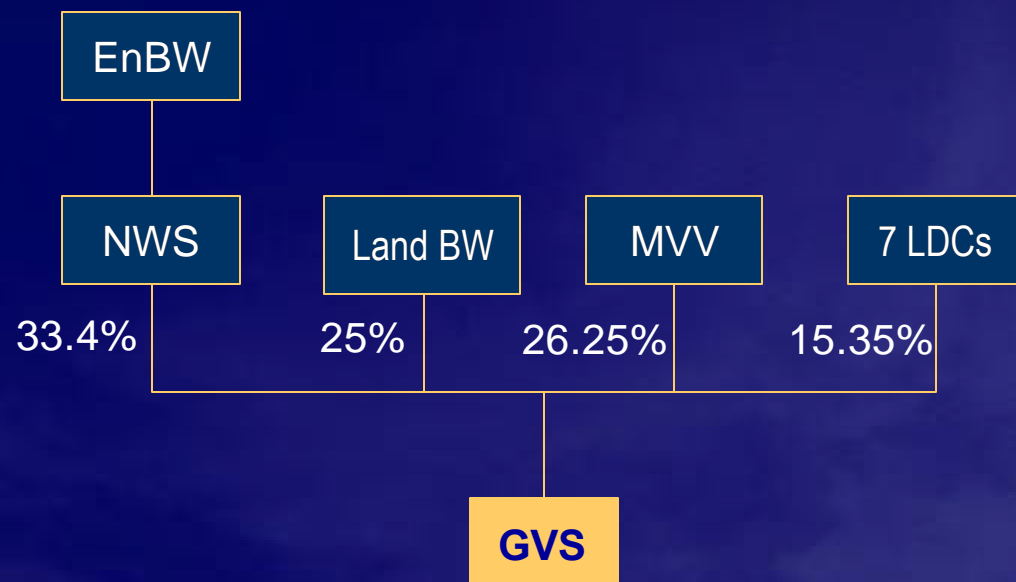
Kashagan – Building beyond 2005



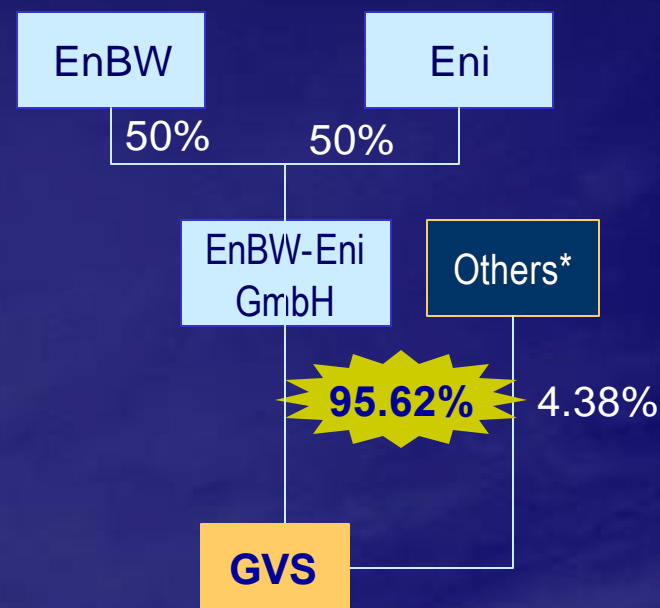
- **Contract Area: 11 blocks (5,500 sq km)**
- **April 1998: PSA Effective date**
- **February 2001: Eni selected as Operator of the NCS Joint Venture**
- **May 2002: Pro-rata transfer of the BP and Statoil interests. Eni stake 16.67%**

**June 2002:
declaration of
Kashagan commercial
discovery 7- 9 bn/boe**

Previous ownership structure



Ownership in July 2002



Deal closing in October 2002



2002 1st Half Results

Marco Mangiagalli, CFO

July, 31st 2002





Results of operations

Million €

2Q '01	2Q '02		IH 2001	IH 2002	D %
12,136	11,199	■ Net sales from operations	26,018	23,904	(8.1)
142	350	■ Other income and revenues	382	535	40.1
(8,716)	(8,319)	■ Operating expenses	(18,021)	(17,323)	(3.9)
(1,149)	(1,355)	■ Depreciation, amortization and writedowns	(2,260)	(2,541)	12.4
2,413	1,875	■ Operating income	6,119	4,575	(25.2)
		■ Net financial income (expense)	(180)	(81)	(55.0)
		■ Net income from investments	11	50	
		■ Net extraord. income (expense)	430	(93)	
		■ Income taxes	(2,745)	(1,822)	(33.6)
		■ Tax rate (%)	43%	41%	
		■ Minority interest	(98)	(368)	275.5
		■ Net income	3,537	2,261	(36.1)



Main operating data

	1H 2001	1H 2002	D %
■ Hydrocarbon prod. (kboe/d)	1,366	1,455	6.5
■ Production sold (million boe)	247.3	256.1	3.6
■ Natural gas sales in Italy (bcm)	31.61	29.39	(7.0)
■ Natural gas sales in Europe (bcm)	0.86	3.87	350
■ Natural gas transported on behalf of third parties in Italy (bcm)	4.87	9.34	91.8
■ Power production sold (gwb)	2,658	2,605	(2.0)
■ Refined product sales (mil.ton.)	25.85	25.64	(0.8)
■ Petrochemical sales (mil.ton.)*	3,249	3,358	3.4

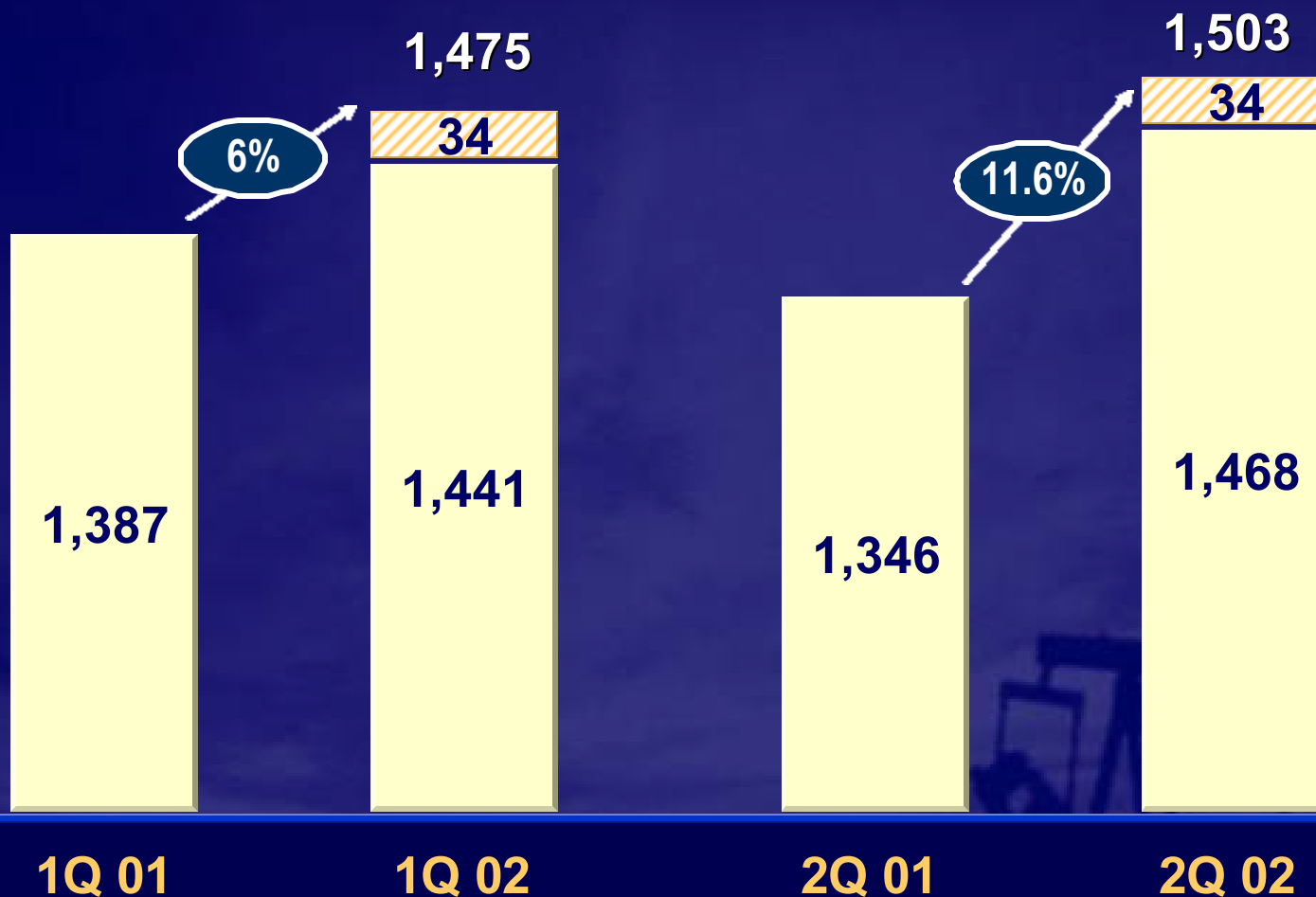


Strong production growth

Kboe/d

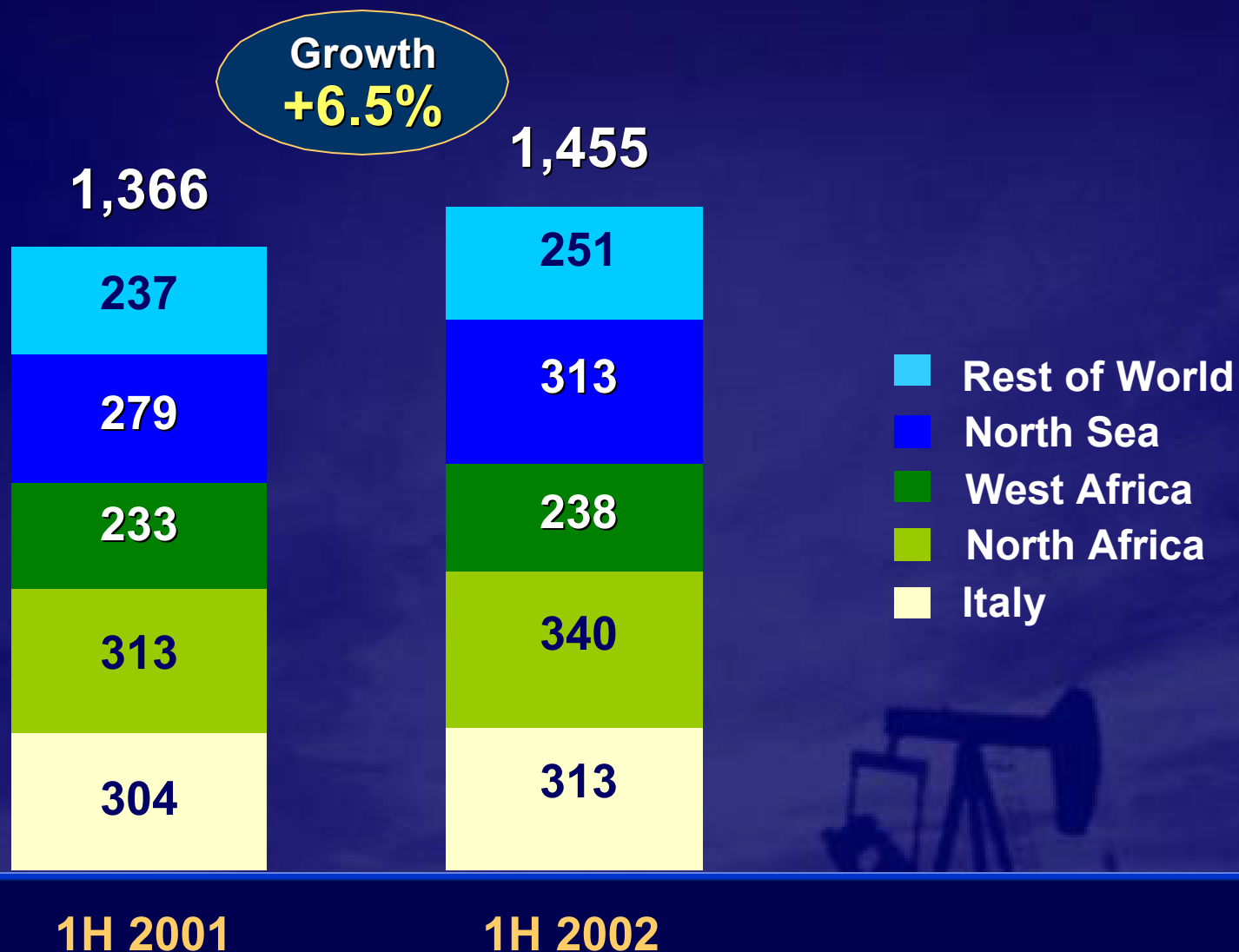
Actual Production

OPEC cut



Production growth by geographical area

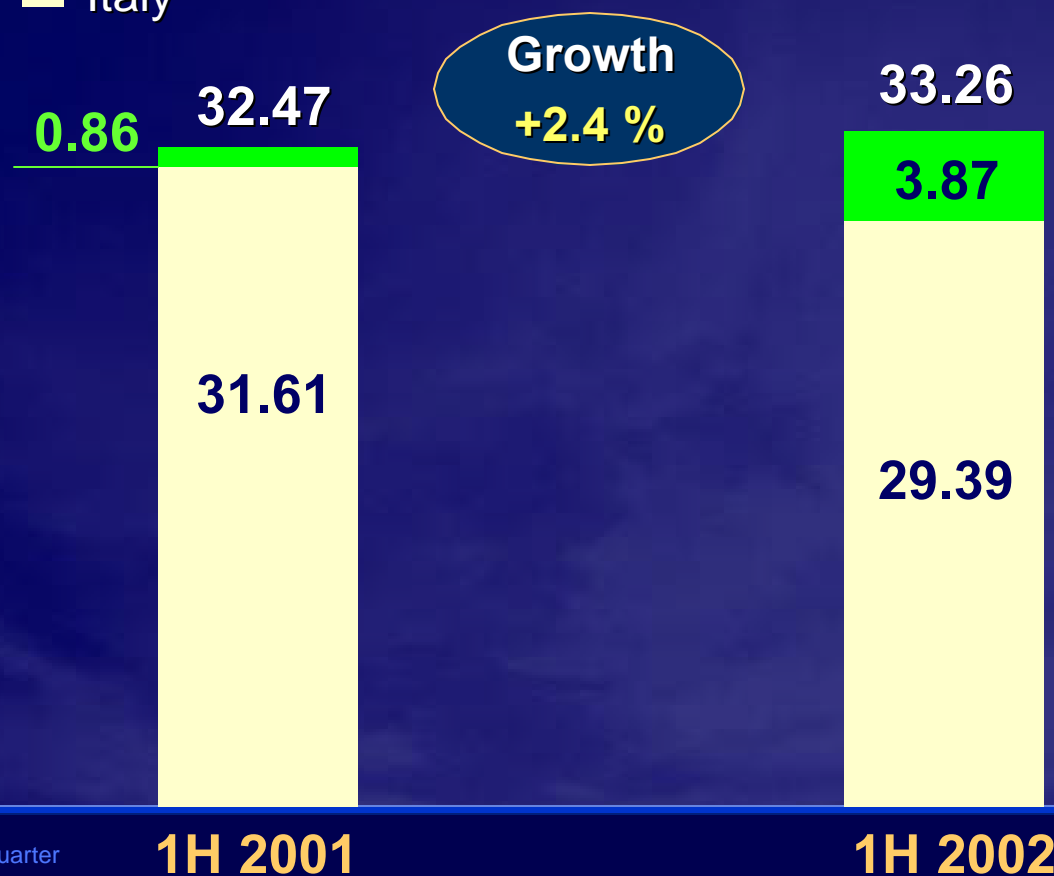
Thousands boe/d



Maximize natural gas sales in Italy and abroad

Billion cubic meters

■ Europe
■ Italy



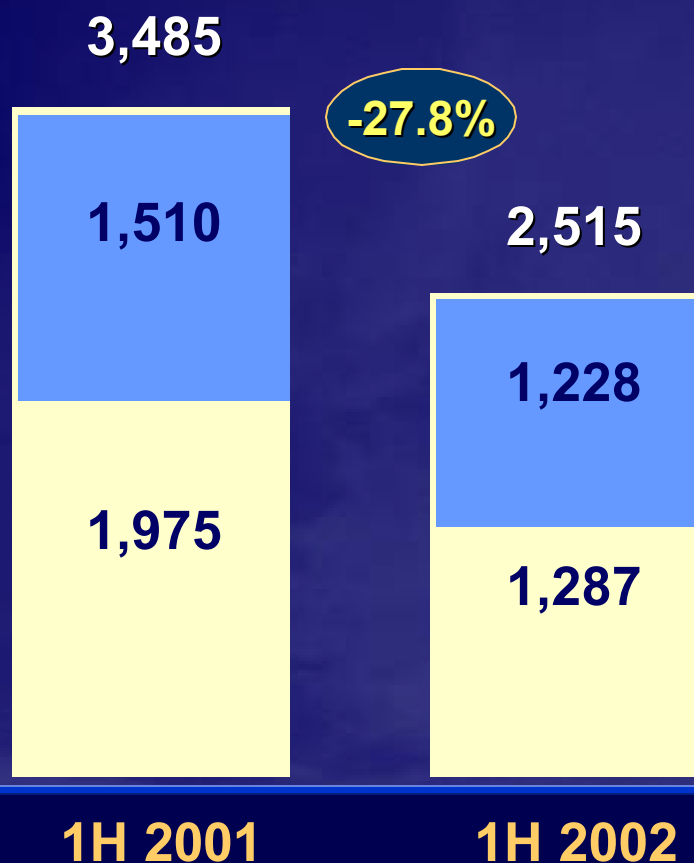
■ 92% Increase in volumes transported in Italy on behalf of third parties



E&P – Operating income analysis

Million €

■ 1st Quarter
■ 2nd Quarter



- Lower prices realised on hydrocarbon production sold
- Lower equity gas sold in Italy
- Higher production sold abroad and oil sold in Italy

E&P – Adjusted operating income analysis

Million €

1H 02 / 1H 01

-26.3%

3,492

2,515

+59

2,574

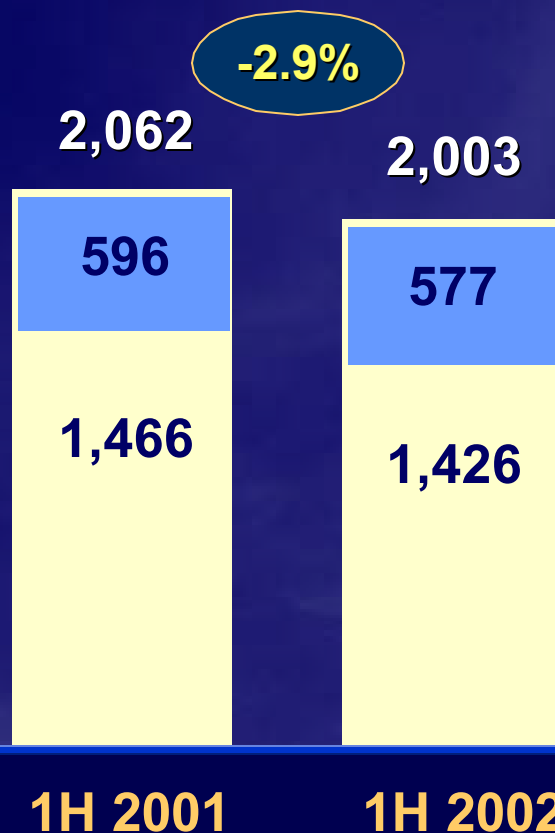
- (85) asset write-downs
- (16) new storage tariff system
- 42 gains from assets disposal



Gas&Power – Operating income analysis

Million €

■ 1st Quarter
■ 2nd Quarter



- Change in sales mix
- Environmental tax
- Higher margins in secondary distribution

Gas&Power – Adjusted operating income analysis

Million €

1H 02 / 1H 01

-3.1%

- (34) assets impairment in secondary distribution in Argentina
- (32) environmental tax in Sicily
- 72 higher commercial marging in secondary distribution

2,062

2,003

-6

1,997

**Adjusted
1H 2001**

**Reported
1H 2002**

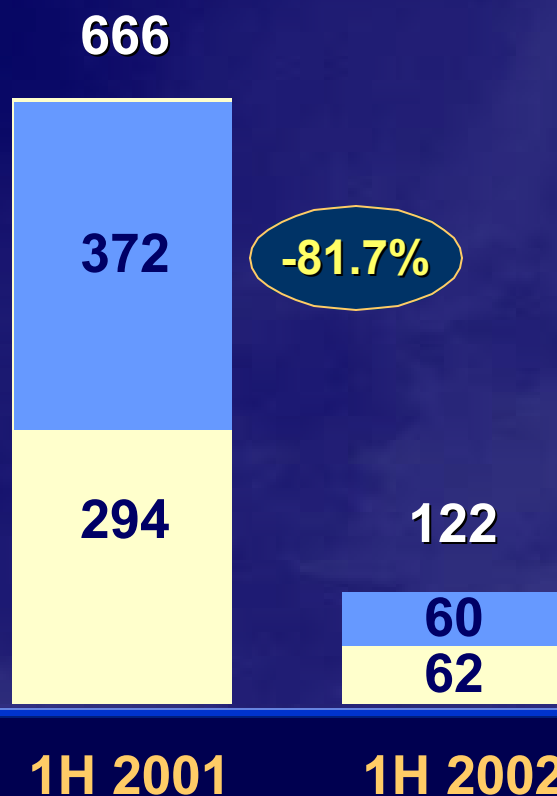
**Non recurring
items**

**Adjusted
1H 2002**

R&M – Operating income analysis

Million €

■ 1st Quarter
■ 2nd Quarter



- Weakness in refining margins
- Anticipated maintenance
- Lower sales due to disposal and closing of stations in 2001

Other businesses: operating income analysis

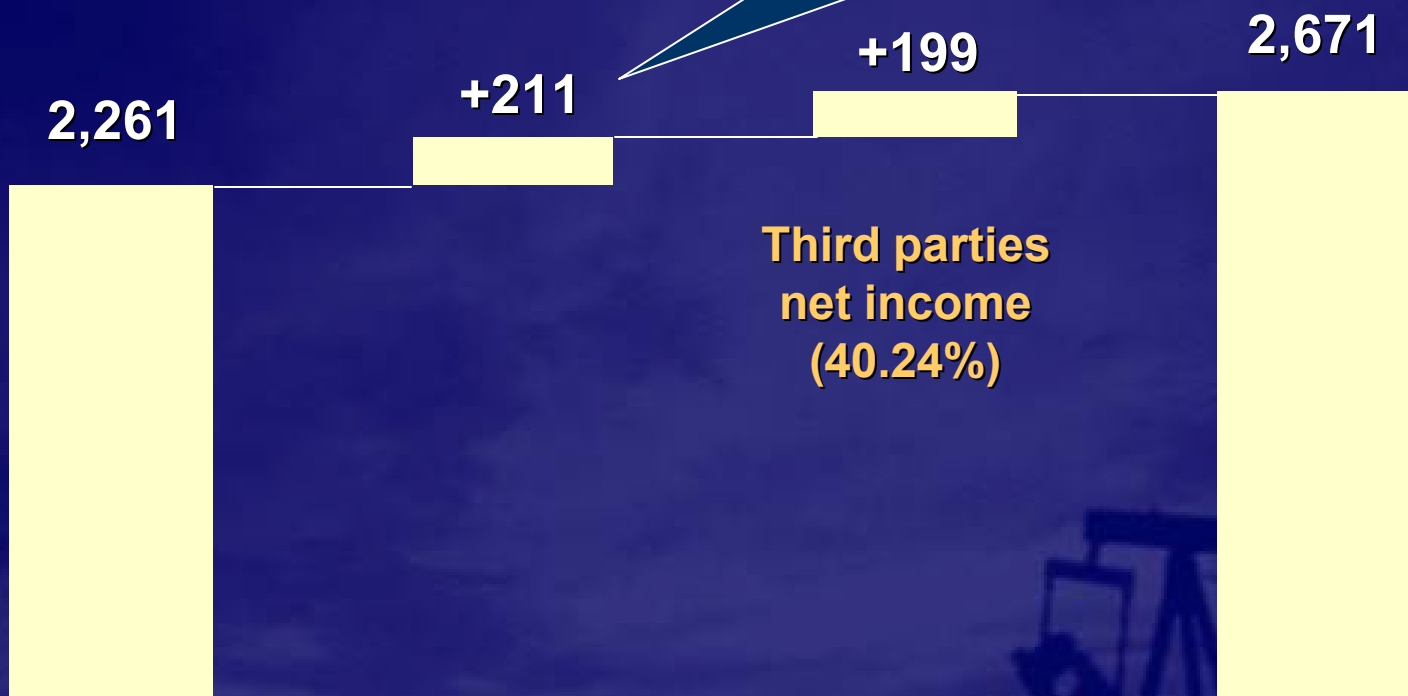
Million €

	1H 2001	1H 2002	D %
■ Petrochemicals*	(96)	(141)	(46.9)
■ Oilfield services & engineering	90	159	76.7
■ Other activities	(88)	(83)	(5.7)

Adjusted net income 1H 2002

Million €

- (28) Non recurring operating items
- (90) Other non recurring items
- (93) Extraordinary charges

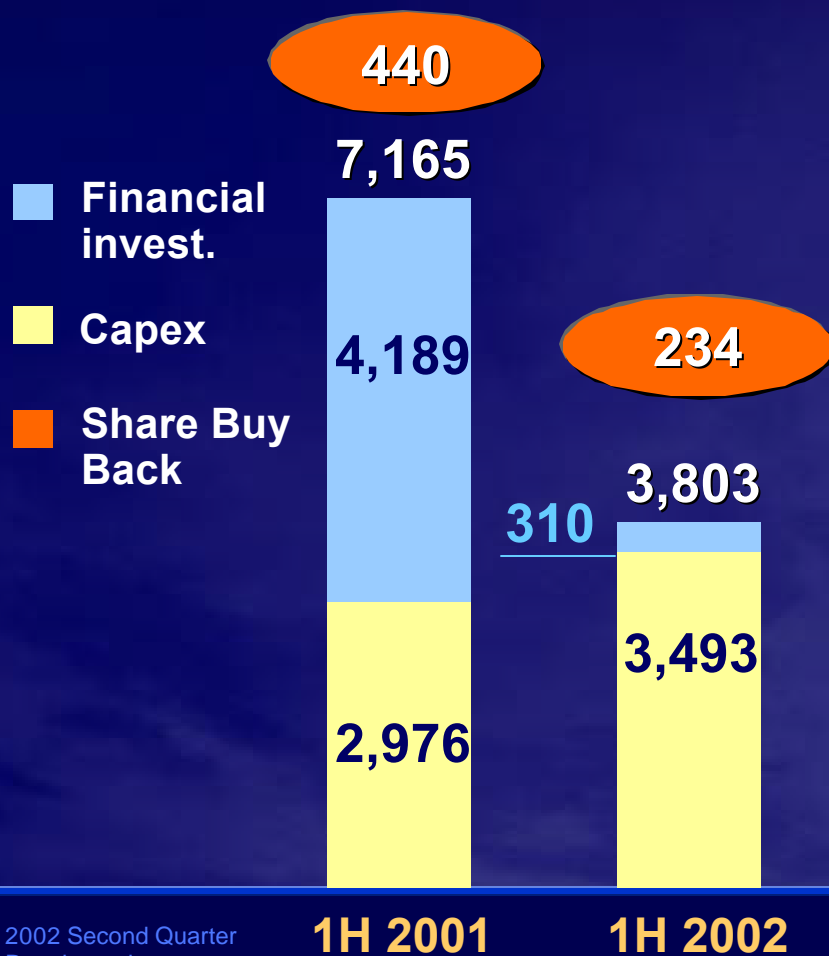




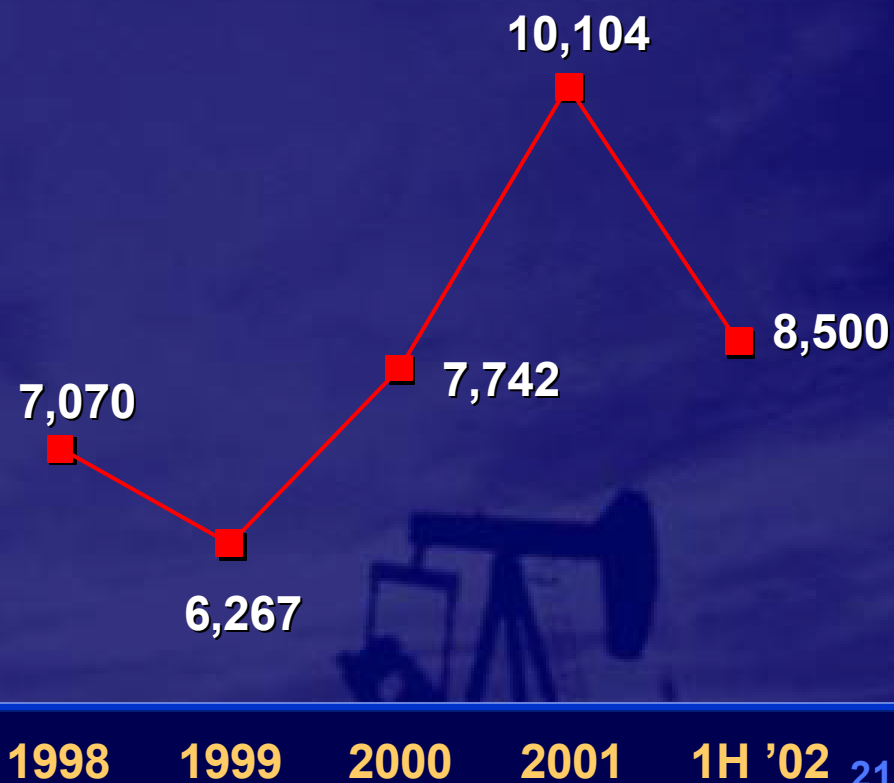
Investments and buy back

Million €

INVESTMENTS AND BUY-BACK



NET FINANCIAL DEBT





BACK UP

July 31st, 2002



Results of operations

Million €

2Q '01	2Q '02		1H 2001	1H 2002	D %
12,136	11,199	▪ Net sales from operations	26,018	23,904	(8.1)
2,413	1,875	▪ Operating income	6,119	4,575	(25.2)
		▪ Net financial income (expense)	(180)	(81)	(55.0)
		▪ Net income from investments	11	50	354.5
		▪ Net extraord. income (expense)	430	(93)	(121.6)
		▪ Income before income taxes	6,380	4,451	(30.2)
		▪ Income taxes	(2,745)	(1,822)	(33.6)
		▪ Tax rate	43%	41%	
		▪ Minority interest	(98)	(368)	275.5
		▪ Net income	3,537	2,261	(36.1)
		▪ Non recurring items	404	(211)	
		▪ Adjusted net profit	3,133	2,472	(21.1)
		▪ Minorities Snam RG net profit	0	(199)	
		▪ Adj. net profit before SRG Min.	3,133	2,671	(14.7)



Proforma consolidated income statement

Eni and Polimeri Europa Srl as of June 30, 2001

Million €	Eni reported	Polimeri Europa	Eni proforma
▪ Net sales from operations	26,208	192	26,400
▪ Operating costs	(17,845)	(176)	(18,021)
GROSS OPERATING MARGIN	8,363	16	8,379
▪ Depreciation, amortization and writedowns	(2,227)	(33)	(2,260)
OPERATING INCOME	6,136	(17)	6,119
▪ Net financial income (expense)	(170)	(10)	(180)
▪ Net income from investments	(31)	42	11
▪ Net extraordinary income (expense)	451	(21)	430
INCOME BEFORE INCOME TAXES	6,386	(6)	6,380
▪ Income taxes	(2,743)	(2)	(2,745)
▪ <i>Tax rate</i>	<i>43.0%</i>		<i>43.0%</i>
▪ Minority interest	(106)	8	(98)
NET INCOME	3,537	0	3,537
NET CAPITAL EMPLOYED	35,280	274	35,554
NET EQUITY	26,449		26,449
NET BORROWINGS	8,831	274	9,105
	35,280		35,554