



Presentation to the Financial Community

**2002 First Quarter Results
and Business Trends**

May 8th, 2002



2002 Business Trends

Vittorio Mincato, CEO

May 8th, 2002



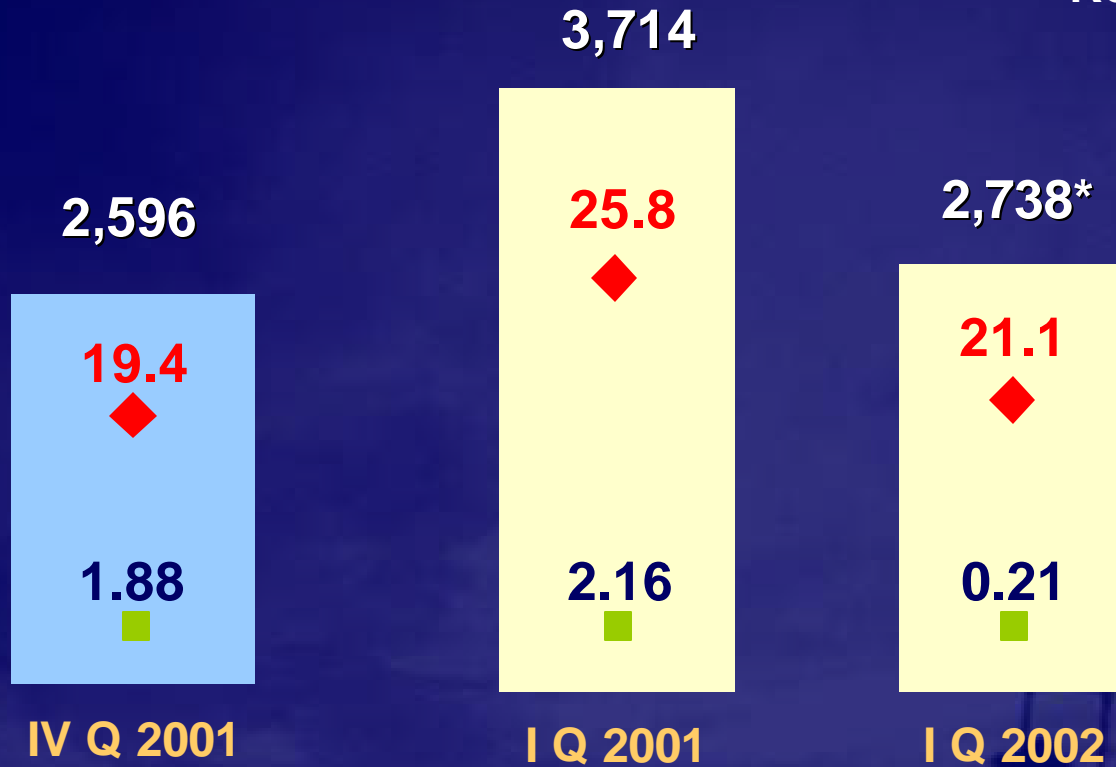


Consolidated operating income

Million €

• I Q '02 / I Q '01	-26.3%
• I Q '02 / IV Q '01	+5.5%

■ Brent (\$/bbl)
 ■ Refining margin (\$/bbl)



* Before provisions due to new storage tariff system (38 M €)

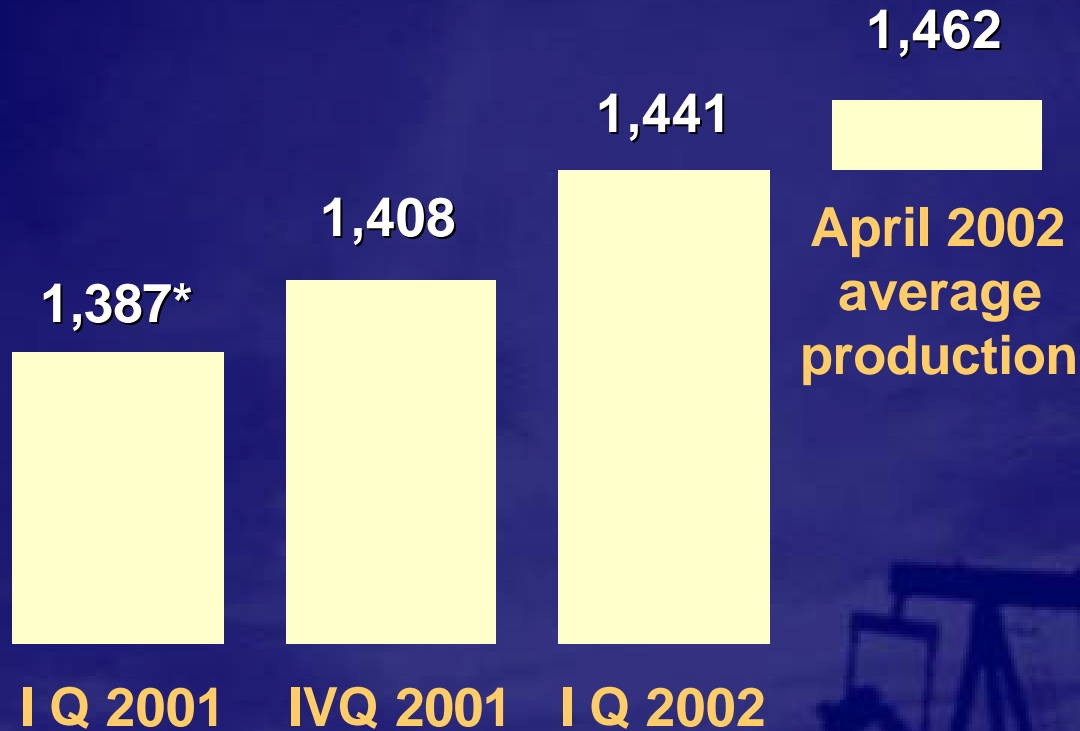


Production growth in 2002

Thousands boe/d

Production growth
IQ02/IQ01: +3.9%

OPEC
reduction
impact in first
quarter 2002 of
~ 34 thousands
boe/d



* Including 16 Kboe/d of self-consumption



Natural gas sales

Billion cubic meters

- Europe destined to Italy
- Italy

■ 87% Increase in volumes transported in Italy on behalf of third parties





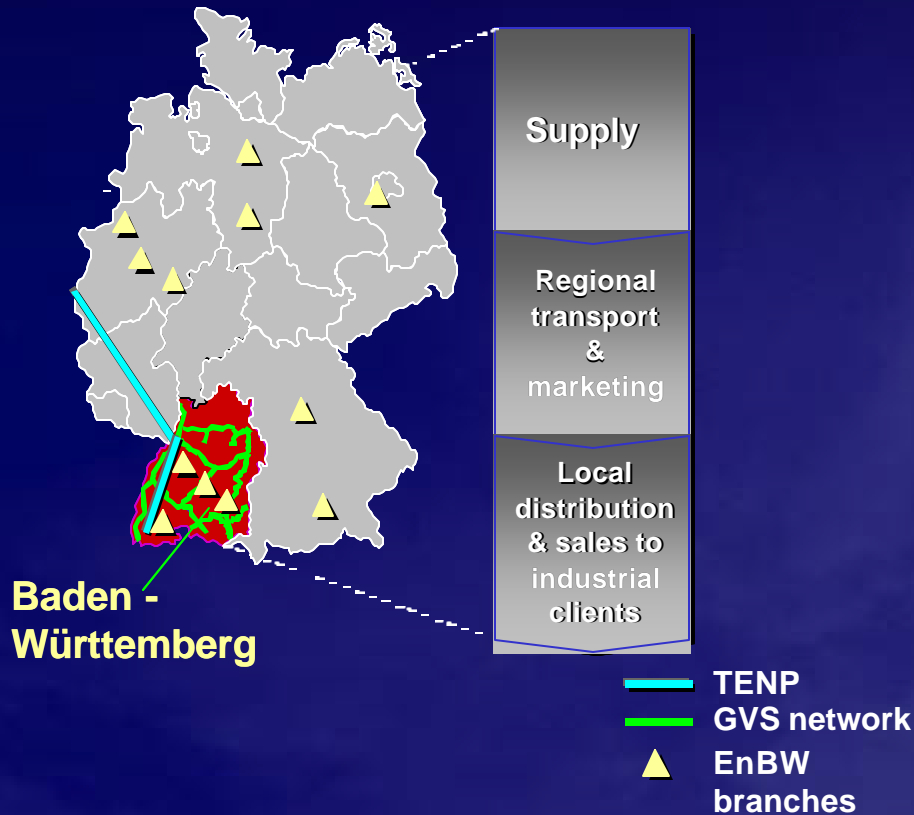
Eni Strategy: focus on core business

Eni Strategy confirmed: complete capital employed reduction in non core business

- **CAPITAL REDUCTION IN CHEMICAL BUSINESS THROUGH A CONTINGENCY PLAN:
BREAK UP AND DISPOSAL OF ASSETS**



Expansion in European Gas Market: GVS- German Regional gas company



Auction:

- Joint-venture EnBW-Eni (50/50) to acquire controlling interest in GVS to develop business
- Selling process under-way: binding offer submitted

- Sales: 8 Bcm/y in 2001
- Over 100 LDCs served directly or indirectly
- Network length: 1,880 km



Regulated activities: Storage

New Regulatory Framework

- **Delibera 26/02:** setting the criteria for storage tariff system (regulated period April 1st 2002- March 31st 2006) - published on March 4th
- **Delibera 49/02:** setting unit tariff - published on March 28th

Storage in Italy

- **Key activity in gas industry: modulation and strategic supply**

Eni Storage business

- **Eni storage capacity: 6.3 bcm for modulation and 5.1 for strategic supply (98% of Italian storage capacity)**
- **Eni storage activity mainly an inter-company business**



Storage Delibera:

	Outcome	Comment
RAB	<ul style="list-style-type: none">■ Implied regulatory asset base of 2.2 bn euro	<ul style="list-style-type: none">■ It doesn't fully reflect Eni's overall assets value■ Independent appraisal: RAB equal to 3 bn euro
WACC	<ul style="list-style-type: none">■ 8.33% real pre-tax	<ul style="list-style-type: none">■ It doesn't fully reflect geological and commercial risk■ Lower than LNG activities (9.15%)
Business development	<ul style="list-style-type: none">■ New storage fields: non regulated	<ul style="list-style-type: none">■ Potential opportunity

Delibera appealed to the Administrative Court



2002 First Quarter Results

Marco Mangiagalli, CFO

May, 8th 2002



Results of operations

Million €

IVQ 2001		I Q 2001	I Q 2002	D%
12,557	▪ Net sales from operations	13,783	12,705	(7.8)
328	▪ Other income and revenues	240	185	(22.9)
(8,914)	▪ Operating expenses	(9,214)	(9,004)	(2.3)
(1,375)	▪ Depreciation, amortization and writedowns	(1,095)	(1,186)	8.3
2,596	▪ Operating income	3,714	2,700^(*)	(27.3)
1,355	▪ Exploration and Production	1,975	1,287 ^(*)	(34.8)
1,240	▪ Natural Gas	1,452	1,402	(3.4)
31	▪ Electricity Generation	14	24	71.4
53	▪ Refining and Marketing	294	62	(78.9)
(149)	▪ Petrochemicals	(17)	(116)	n.m.
113	▪ Oilfield Services and Engineering	42	86	104.8
(47)	▪ Other activities	(46)	(45)	2.2

* Including provisions due to new storage tariff system (38 M €)



Main operating data

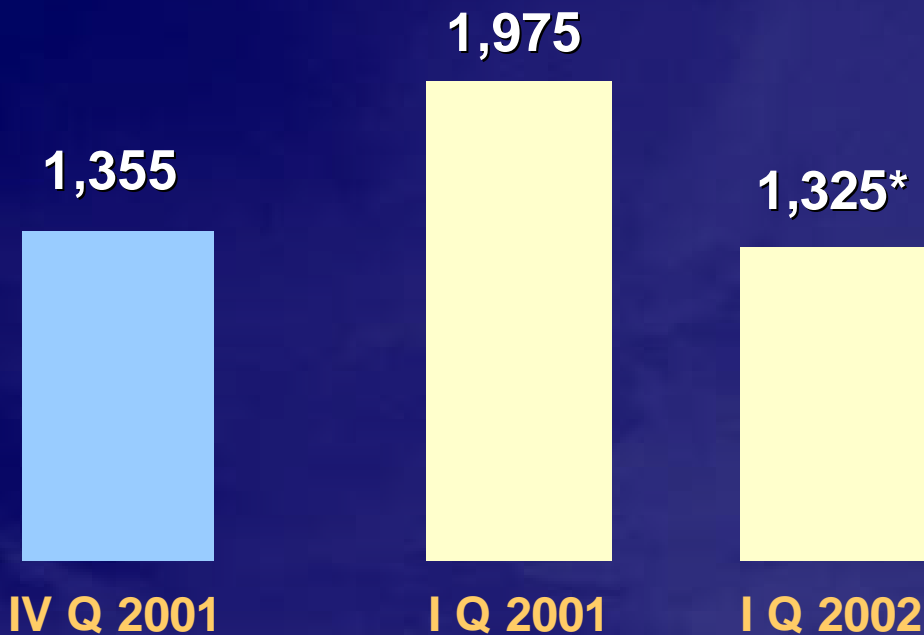
	I Q 2001	I Q 2002	D%
➤ Hydrocarbon production (kboe/d)	1,387 ^(*)	1,441	3.9
➤ Production sold (million boe)	134.4	132.8	(1.2)
➤ Natural gas sales in Italy (bcm)	20.32	19.02	(6.4)
➤ Natural gas sales in Europe directed to Italy (bcm)	0.47	2.00	n.m
➤ Natural gas transported on behalf of third parties in Italy (bcm)	2.43	4.55	87.2
➤ Power production sold (gwb)	1,319	1,366	3.6
➤ Refined product sales (mil.ton.)	12.60	12.22	(3.0)
➤ Petrochemical sales (mil.ton.)	1.33	1.86	40.6



E&P – Operating income analysis

Million €

• I Q '02 / I Q '01	-32.9%
• I Q '02 / IV Q '01	-2.2%



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

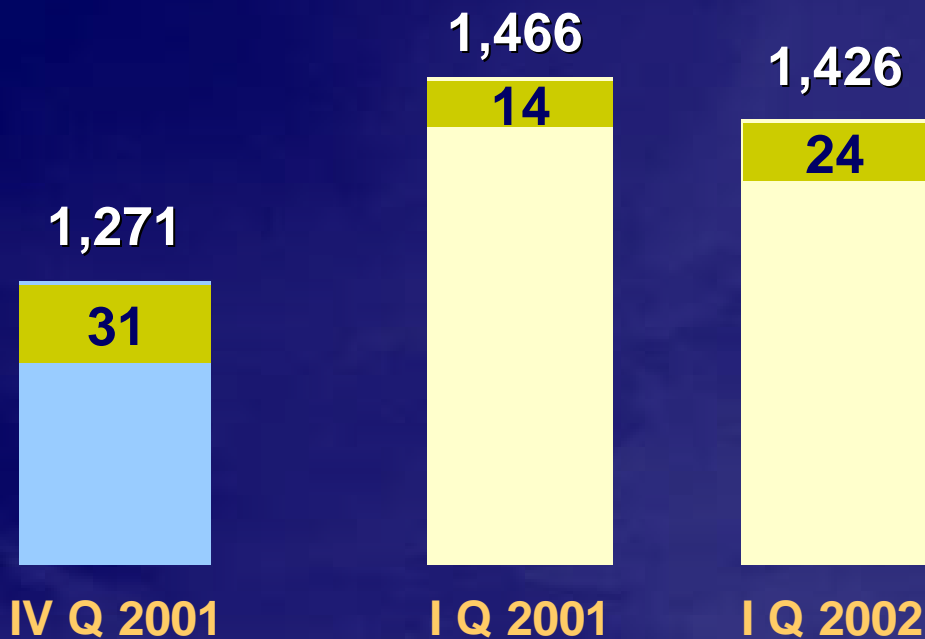


Gas&Power – Operating income analysis

Million €

■ Powergen

• I Q '02 / I Q '01	-2.7%
• I Q '02 / IV Q '01	+12.2%



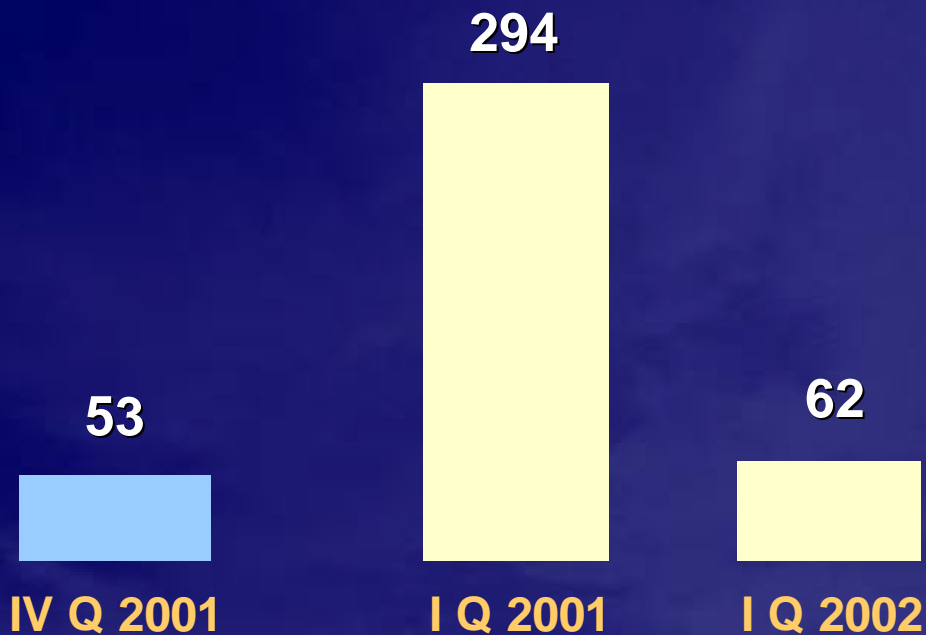
- Change in sales mix
- Lower margins on gas sales
- Increase in volumes transported on behalf of third parties in Italy
- Higher commercial margins in power generation



R&M – Operating income analysis

Million €

• I Q '02 / I Q '01	-78.9%
• I Q '02 / IV Q '01	+17%



- Strong reduction in refining margins
- Lower distribution margins
- Lower volumes sold



Other businesses: operating income analysis

Million €

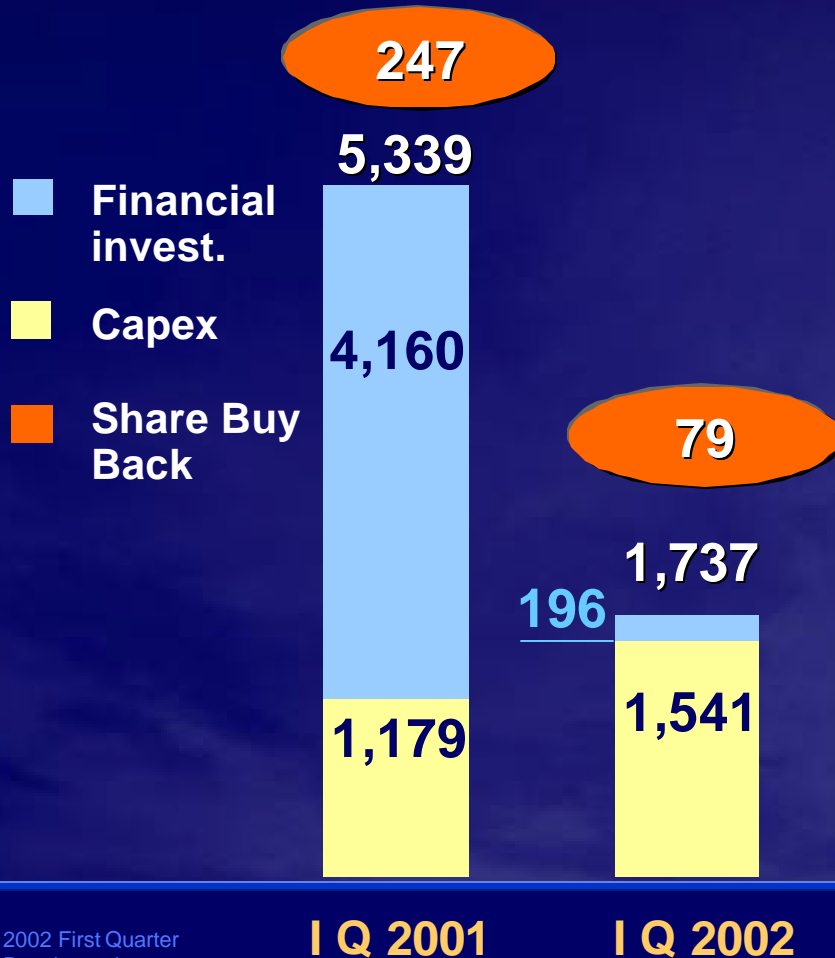
IVQ 2001		I Q 2001	I Q 2002	D%
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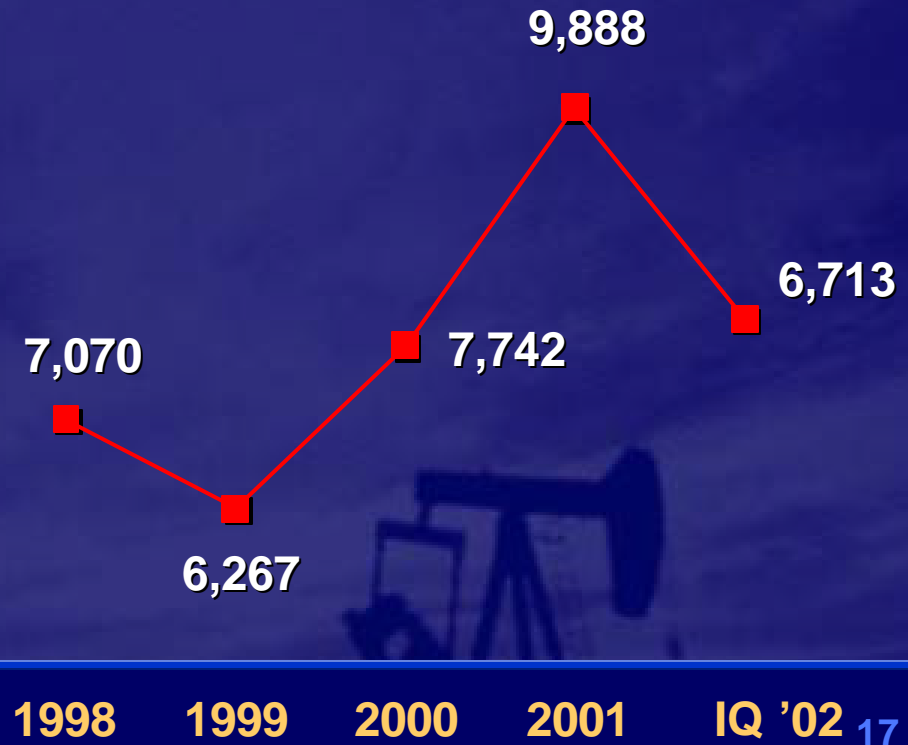
Investments and buy back

Million €

INVESTMENTS AND BUY-BACK



NET FINANCIAL DEBT





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