ENI 3Q 2025 Results
Friday 24 October 2025, 14:00 CEST

Presentation
Speaker
Francesco Gattei, CTFO

Good afternoon and welcome to our Q3 2025 results call. Our results are a further confirmation of the successful execution of our distinctive and consistent strategy and innovative business model.

We continue to generate growth and value both from our traditional energy activities such as E&P; and also from emerging opportunities in the evolving energy market. In particular, the 8.5% year-on-year growth in production results directly from our consistent long-term focus and investment in E&P. We are delivering material progress against ambitious strategic objectives and Q3 was further proof of tangible momentum in this respect.

I will comment on our financial results in a little more detail shortly.

However, it is very pleasing we have positive news to report from each of our main operating segments. Combining the excellent financial and operating performances and the ongoing progress in valorizing our businesses, we are also able to announce a further improvement of our balance sheet and a higher share buyback.

Focussing on a few of the strategic highlights, I would especially pick out:

- At the beginning of August, Azule Energy, our business combination with bp in Angola and Namibia, began production from its operated Agogo West Hub development, with the FPSO coming onstream only 29 months after FID – almost a year ahead of plan. Indeed, this quarter was notable for the contribution from our Upstream Satellites start-ups with Var reaching 400kboed production, with significant incremental production from the operated Balder X development that started up at the end of Q2 and Johan Castberg ramp up driving 45% year-over-year production growth.
- In October, we announced JV FID on our Coral North floating LNG, offshore Mozambique, with start-up expect in 2028. This leverages our successful Coral South development, in production since 2022 with a remarkable 99.4% availability, and, together with the two vessels in Congo, it will reinforce our leadership in this technology.

- I would also flag the progress we are making with YPF towards FID on Argentina LNG, employing the exact competencies I discussed in terms of floating LNG in Mozambique and Congo to access a material new integrated resource opportunity. A further successful example of Eni skills and strategy is in Cote d'Ivoire, where in September we completed the sale of a 30% stake of our operated Baleine field to Vitol in line with our Dual Exploration approach. The world class Baleine field was only discovered in 2021 but has already reached over 70kboed from the first 2 phases with the planned Phase 3 to take gross production to over 200kboed. Coral N, Argentina LNG and Baleine Phase 3 form just a part of a deep hopper of high-quality projects in our development and pre-FID portfolio.
- In the quarter we signed an agreement with GIP as strategic partner in relation to a 49.99% stake in Eni CCUS Holding, our consolidated global CCUS operation, confirming the significant growth and value creation potential in this transition business, unlocked by a further example of a version of our Satellite Model.
- Finally, in September, Eni received approval for its application to convert part of our Sannazzaro refinery into a biorefinery. It will add, along with the 3 sites in operation, 3 under construction and further identified opportunities, including our Priolo chemicals site, to the targeted tripling of biofuel production capacity by Eni to 2030. This emphasises the meaningful growth in diversified income streams our Transition segment is delivering.

Turning now to our results. Q3 reflects remarkable progress in our key businesses and another excellent financial outcome.

- Proforma adjusted EBIT of €3.0 Bln was 12% higher than Q2, and just -6% down year-on-year in USD terms despite the 14% fall in crude oil prices.
- In the **Upstream** production was 1.76 Mboed, up 6% year-on-year on a reported basis and 8.5% on an underlying, supported by new start-ups and ramp ups, good regularity and production optimization in the base. Proforma EBIT of €2.6 Bln was consistent with the prevailing scenario with EBIT/associate split reflecting the rise in production I highlighted at Var and Azule. In Exploration we have already added over 800 Mboe of new resources year-to-date.
- **GGP** reported another good quarter at €279 Mln in pro-forma EBIT in a quarter that is usually quieter, remaining focussed on maximising value in optimizing the gas and LNG portfolio. Our significantly re-constructed midstream business has become a highly consistent deliverer of financial performance.
- In our **Transition** activities **Enilive** reported €233 Mln of proforma EBIT, corresponding to €317 Mln of EBITDA, around 26% up year-on-year in a quarter that is typically our best one for marketing but also where we saw a recovery in bio margins to pre-2024 levels. **Plenitude's** proforma EBIT of €98 Mln was softer year-on-year reflecting the effect of some of the retail incentives coming off but partially offset by strong growth in Renewables capacity.
- In **Transformation**, refining returned to profit helped by better industry margins and improved utilization, while **Chemicals**, despite the continuing weak scenario, began to show some benefit from the restructuring now underway, albeit it is very early days.
- **Adjusted net income** of €1.25 Bln, effectively in line year-on-year, came despite the $10/bbl fall in crude prices and weaker US dollar. That is testimony to the growth and performance improvement

in the business and a more efficient tax rate at 42% that reflects the impact of high-grading upstream production mix, the transition towards a more sustainably diversified overall income mix and the benefits of our restructuring and performance improvement initiatives.

CFFO once again reflects efficient conversion of our earnings into cash and we saw a Q3 working capital draw reflecting our focus on efficient use of the balance sheet. Indeed, we have already realised a €2.1 Bln benefit to the balance sheet through prompt cash initiatives in response to the weaker scenario.

Gross capex in the quarter was €2.0 Bln taking us to €5.9 Bln year-to-date. Net capex has totalled [less than €1 Bln] year-to-date. Outstanding agreed valorizations yet to close primarily relate to the agreed Ares investment into Plenitude, for which we have completed all the conditions precedent and with closing expected in early November; the sell-down in Congo; and the GIP stake in CCUS, this totals ~€3.4 Bln.

After €560 Mln in share buybacks and paying the Q3 dividend, net debt was €9.9 Bln, down again quarter-on-quarter, and leverage stood at 19%. Taking-into-account the still outstanding announced portfolio actions, pro-forma leverage was 12%, equivalent to 11% gearing, a level at the minimum of the industry range.

Looking ahead towards the full year we are able to further improve some of our targets:

- We now expect FY production to be between 1.710-1.720 Mboed, up from 1.700 Mboed, a 3% underlying increase vs 2024
- We expect GGP proforma EBIT for the full year to be over €1Bln
- We expect cash initiatives and self-help aimed at mitigating the impact of the weaker Scenario to deliver around €4 Bln of benefit, up from €3 Bln, previously
- We confirm gross capex at below €8.5 Bln but we expect net capex on a pro-forma basis to be less than €5 Bln, down from €6.5-€7.0Bln that we previously guided to
- And we are **raising** expected CFFO pre working capital to €12 Bln from €11.5 Bln, previously, representing an underlying €1.3 Bln improvement versus our initial guidance for the year, while **we are narrowing** our expectation of year-end proforma leverage to 15-18%.

Reflecting the strong underlying business performance, the balance sheet metrics, and the proven capability of the company to execute its strategy in a value-accretive way, we are raising the 2025 share buyback to €1.8 Bln from €1.5 Bln of which 840 mln has been completed as end-September and around €1 Bln to date. This, as we have already done since 2022, effectively shares the upside in financial performance we have generated in the year; preserves a conservative position in response to the uncertainty ahead and ensures our ability to invest consistently over the cycle for growth and shareholder value.

In fact, Q3 represents all the major elements of our distinctive strategy in action in one place: we are competitively growing our key businesses; we are launching new projects while also securing further opportunities through our industry-leading exploration and technological know-how in the upstream; and opening up new opportunities in the Transition. Meanwhile we are managing risk/reward - realising value through our Dual Exploration and Satellite strategies allowing us to bringing down debt and share upside with shareholders.

And with that I am ready along with the Eni top management here on the call to reply to your questions.