July 2025

# Company Presentation





### **LEGAL DISCLAIMER**

This document contains forward-looking statements regarding future events and the future results of Plenitude that are based on current expectations, estimates, forecasts, and projections about the industries in which Plenitude operates and the beliefs and assumptions of the management of Plenitude. In addition, Plenitude's management may make forward-looking statements orally to analysts, investors, representatives of the media and others. In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on capital, risk management and competition are forward looking in nature. Words such as 'expects', 'anticipates', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', variations of such words, and similar expressions are intended to identify such forward-looking statements. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties, and assumptions that are difficult to predict because they relate to events and depend on circumstances that will occur in the future. Therefore, Plenitude's actual results may differ materially and adversely from those expressed or implied in any forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, those discussed in Eni's Annual Reports on Form 20-F filed with the U.S. Securities and Exchange Commission (the "SEC") under the section entitled "Risk factors" and in other sections. These factors include but are not limited to:

- Strong competition worldwide to supply energy to the industrial, commercial and residential energy markets;
- Safety, security, environmental and other operational risks, and the costs and risks associated with the requirement to comply with related regulation, including regulation on GHG emissions;
- Material disruptions arising from political, social and economic instability, particularly in light of the areas in which Plenitude operates;
- Risks associated with the trading environment, competition, and demand and supply dynamics in the natural gas market;
- Laws and regulations related to climate change;
- Risks related to legal proceedings and compliance with anti-corruption legislation;
- Risks arising from potential future acquisitions; and
- Exposure to exchange rate, interest rate and credit risks.

Any forward-looking statements made by or on behalf of Plenitude speak only as of the date they are made. Plenitude does not undertake to update forward-looking statements to reflect any changes in Plenitude's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based. The reader should, however, consult any further disclosures Eni or Plenitude may make in documents it files with or furnishes to the SEC and Consob.

### **INVESTMENT CASE**

#### A LEADING EMERGING PLAYER IN THE ENERGY TRANSITION



### **INDUSTRIAL FOOTPRINT**



**GLOBAL PRESENCE WITH MATURE ORGANIZATION** 

plenitude

Note: Data at 30/06/2025, unless otherwise specified. installed capacity figure is in Plenitude share.

### **RESULTS TRACK RECORD**

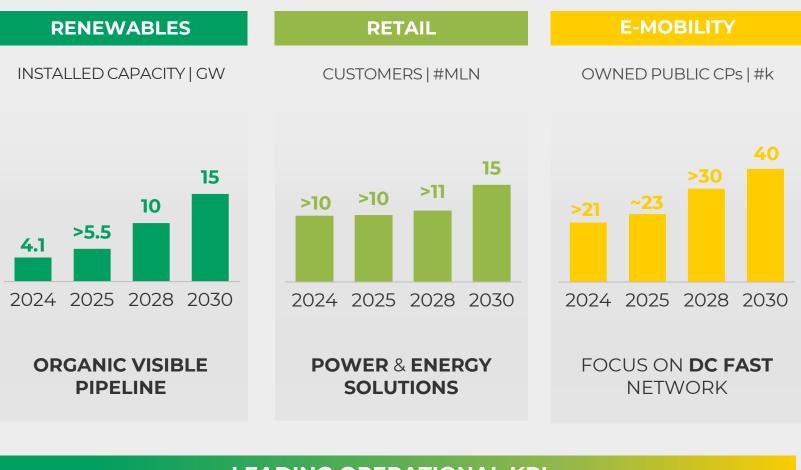




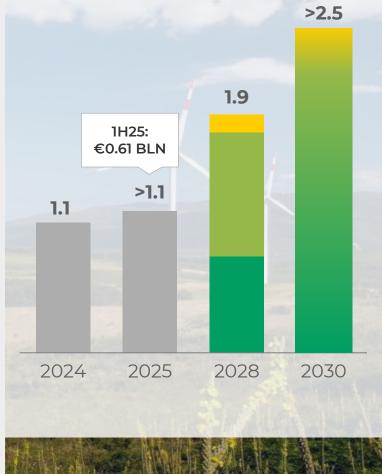
### MARKET GUIDANCE MET OR BEAT IN 2018-2024 PERIOD

EBITDA is adjusted and includes 100% of the consolidated companies and the pro-quota of the non-consolidated companies.

### **GROWTH TO 2030**



EBITDA | € BLN



**LEADING OPERATIONAL KPIS** EBITDA GROWTH WITH SOLID FINANCIAL STRUCTURE

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Installed capacity figure is in Plenitude share.

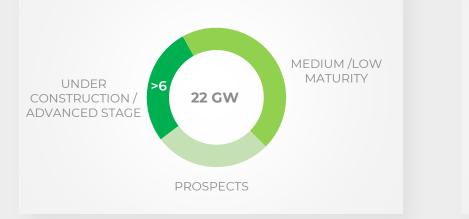
EBITDA is adjusted and includes 100% of the consolidated companies and the pro-quota of the non-consolidated companies.

### RENEWABLES

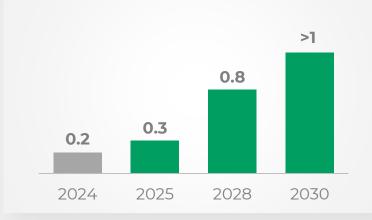
### 10 >5.5 4.1 2024 2028 2030 2025

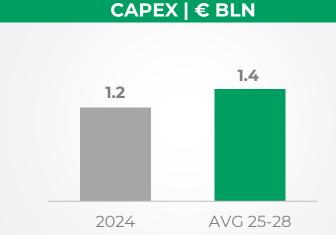
**INSTALLED CAPACITY | GW** 

**PIPELINE BREAKDOWN** 



### EBITDA | € BLN







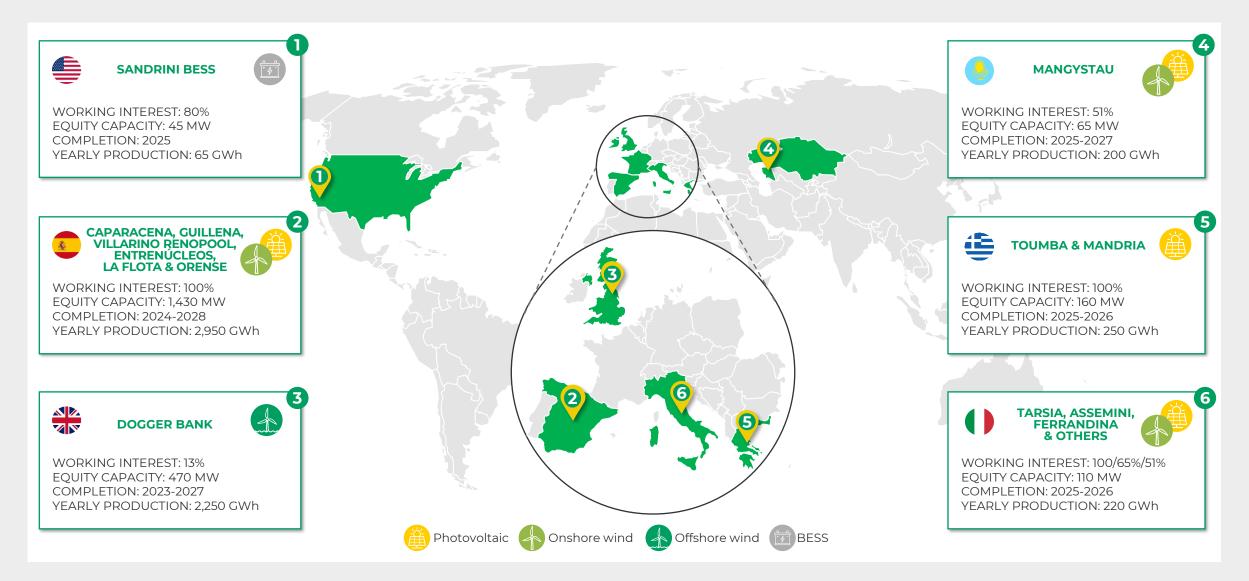
- Focus on profitability: growth driven by organic pipeline and integration with retail
- Geographical diversification in **OECD** countries
- Strengthening technology mix: offshore wind and BESS
- JVs development acceleration

<sup>7</sup> Installed capacity and pipeline figures are in Plenitude share.

EBITDA is adjusted and both EBITDA and CAPEX include 100% of the consolidated companies and the pro-quota of the non-consolidated companies. CAPEX include M&A.

Badamsha, Kazakhstan (96 MW)

### **RENEWABLES KEY PROJECTS**



<sup>8</sup> For Storage, the yearly production refers to annual energy dispatched.

Completion represents the final construction stage excluding the grid connection, meaning that all principal components have been installed. Pre-commissioning activities fall within the construction phase.

### RETAIL



**ENERGY MIX** 

**15 MLN** 

@2030

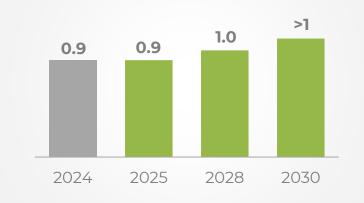
GAS

-1 MLN

vs 2024

#### **CUSTOMERS | MLN**





#### **EBITDA FROM SOLUTIONS**

### 20%

avg on 25-28 EBITDA retail

20k PLANTS @YE2024 IN DISTRIBUTED GENERATION, EQUIVALENT TO 150 MW



# Focus on valuable customers vs volume

Lean and effective operations

 Different market positioning across countries: incumbent vs challenger | power vs gas

 Dynamic commercial approach, adapting to the changing environment

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POWER

+6 MI N

vs 2024

EBITDA figure is adjusted. Solar distributed generation refers to plants under management.

## **E-MOBILITY**

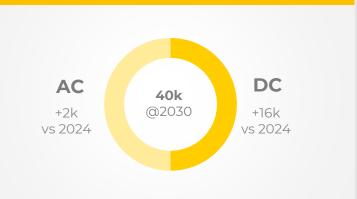


**INSTALLED MIX** 

#### SHARE OF CPs IN OPERATION | %



CAPEX | € BLN





#### UTILIZATION RATE FOR DC CAPEX BREAKEVEN: 1.5h FOR 3 YEARS

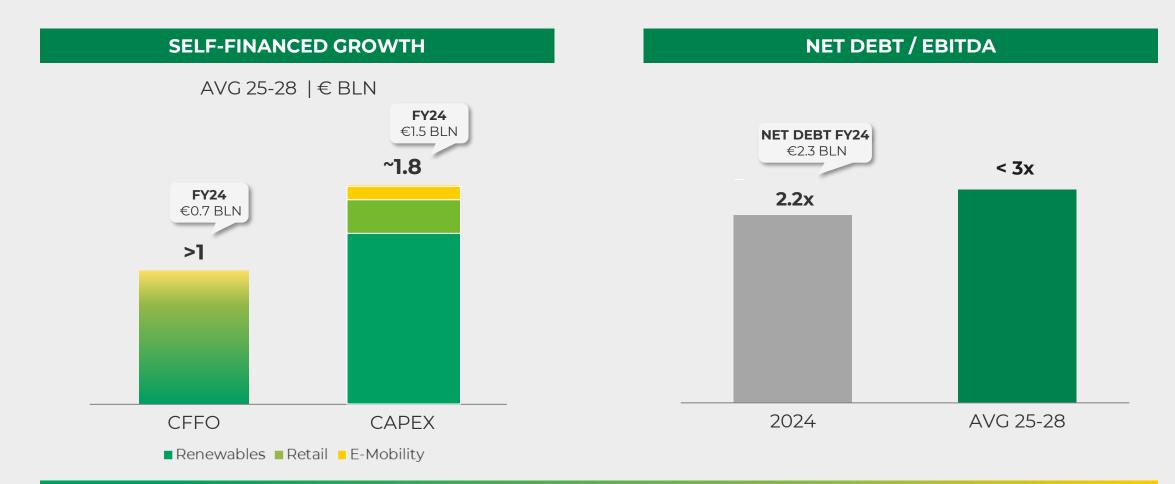
CSO: Charging Station Owner. Capex breakeven is subject to margins assumptions. Utilization rate refers to DC and is at nominal capacity. 1715 A

 Leading proprietary network in Europe; 100% locations with public access

 Italy: expanding the capillary network; Europe: focus on ultra fast CPs

 Synergies with Retail and Enilive stations; partnerships with GDOs, car makers, corporations and fleets

## **KEY CONSOLIDATED DATA**



#### SOLID FINANCIAL STRUCTURE: 60% CAPEX COVERED BY CFFO IN 4YP

Capex include M&A and both capex and CFFO include 100% of the consolidated companies and the pro-quota of the non-consolidated companies. CFFO before Working Capital variations. Net debt/EBITDA calculated with statutory figures.

## **ESG MODEL AND RATINGS**

#### **5 KEY PILLARS: TARGETING NET ZERO EMISSIONS BY 2040 & BOOSTING STAKEHOLDER VALUE**



#### PLENITUDE ESG RATINGS



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Note: ESG Ratings are solicited, and more details are available at the following link: <u>https://corporate.eniplenitude.com/en/investors/reports-and-statements.</u>