



# LOW CARBON ENERGIES AND TECHNOLOGY FIELD TRIP

14 September 2023  
Venice

LOW CARBON ENERGIES  
AND TECHNOLOGY FIELD TRIP



# INTRODUCTION

Giuseppe Ricci  
Jon Rigby

14 September 2023  
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# DISCLAIMER



- This document contains forward-looking statements regarding future events and the future results of Eni that are based on current expectations, estimates, forecasts, and projections about the industries in which Eni operates and the beliefs and assumptions of the management of Eni. In addition, Eni'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', 'targets', '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, Eni'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:
- Fluctuations in the prices of crude oil, natural gas, oil products and chemicals;
- 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;
- Risks associated with the exploration and production of oil and natural gas, including the risk that exploration efforts may be unsuccessful and the operational risks associated with development projects;
- Uncertainties in the estimates of natural gas reserves;
- The time and expense required to develop reserves;
- Material disruptions arising from political, social and economic instability, particularly in light of the areas in which Eni operates;
- Risks associated with the trading environment, competition, and demand and supply dynamics in the natural gas market, including the impact under Eni take-or-pay long-term gas supply contracts;
- 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 Eni speak only as of the date they are made. Eni does not undertake to update forward-looking statements to reflect any changes in Eni'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 may make in documents it files with or furnishes to the SEC and Consob.

An aerial photograph of Venice, Italy, taken during sunset. The sun is low on the horizon, casting a warm orange glow over the city and the Venetian Lagoon. The Grand Canal winds through the dense, historic buildings of the city. The sky is filled with soft, wispy clouds, and the water reflects the colors of the sky. In the top right corner, there is a small, faint logo of a lion.

# LOW CARBON ENERGIES & TECHNOLOGIES FIELD TRIP

## AGENDA

### 14 SEPTEMBER

- 08.00** Transfer from Venice to Porto Marghera
- 09.00** Welcome & refreshments
- 09.15** Introduction
- 09.45** Biorefining
- 10.45** Break
- 11.00** Agri Feedstock Initiatives
- 11.30** Q&A session
- 12.00** Transfer to canteen and lunch
- 13.30** Tour of the biorefinery
- 14.30** Satellites and closing comments
- 15.00** Q&A Session
- 15.30** End of event & tour to the bunker

# ENI'S ULTIMATE GOAL

OUR TRIPLE MANDATE: SUSTAINABILITY, ENERGY SECURITY & VALUE CREATION



“

... To provide effective answers to the energy trilemma and contribute to providing abundant, affordable and environmentally sustainable energy, Eni has developed an innovative business and financial model that allows us to solve the problem of capital allocation, striking the right balance between investments and returns.

Claudio Descalzi, CEO Eni

”



# OUR APPROACH TO THE ENERGY TRILEMMA



# ENI AT A GLANCE



## NATURAL RESOURCES

Decarbonizing and value enhancing our upstream portfolio



### EXPLORATION

**750 MBOED** discovered in 2022  
**700 MBOED** targeted in 2023



### O&G PRODUCTION

**1.6 MBOED** in 2022  
**1.63-1.67 MBOED** in 2023



### STRONG FINANCIALS

E&P portfolio breakeven at **~\$20/BBL**  
GGP 2023 EBIT **€2.7-3.0 bln**

## ENERGY EVOLUTION

Growing profitably while transforming



### PLENITUDE

**>3 GW** RES CAPACITY by end 2023  
**>7GW** by end 2026  
**10 MLN** CUSTOMERS  
**13,000** CHARGING POINTS



### BIO REFINING CAPACITY

**1.1 MTPA** growing to **>3 MTPA** by 2025  
and **>5 MTPA** by 2030

### TRADITIONAL REFINING CAPACITY

**0.7 MBOE/D\***

## FINANCIALS

Aligning industrial and financial strategy



### CAPITAL DISCIPLINE

**2023 <€9BLN**



### CASH FLOW FROM OPERATIONS

**€15.5-16 €BLN**  
2023 at \$80/bbl



### STRONG BALANCE SHEET

**15% leverage** (10-20% target range)

# 70

YEARS OF INNOVATION HISTORY  
FOUNDED IN 1953

# 32K

NUMBERS OF STAFF AT THE END OF 2021

# 62

COUNTRIES WE WORK IN

# 1995

LISTED SINCE 1995  
E NYSE  
ENI MIB

# OUR TRANSITION



## OUR LEGACY



## OUR PRESENT



MEDIUM TERM GROWTH WITH SHIFT TO GAS  
ORGANIC, DUAL EXPLORATION MODEL  
PHASED DEVELOPMENT WITH FOCUS ON TIME TO MARKET  
DE-RISKED PORTFOLIO

## OUR FUTURE



IMPROVED RISK-RETURN PROFILE  
60% GAS WEIGHTED PORTFOLIO AT 2030  
CCS AT SCALE TO TACKLE UNABATED  
EMISSIONS



RESHAPE EQUITY BASE MODEL  
INFRASTRUCTURE BASED GROW LNG



A GLOBAL LEADER IN RELIABLE AND SECURE  
GAS AND LNG SUPPLY



BUILD RENEWABLES  
LEVERAGE CUSTOMERS  
ADDRESS CUSTOMER EMISSIONS



ACCELERATING FURTHER GROWTH AND  
CRYSTALLIZING VALUE THROUGH MARKET  
VALORIZATION



FIRST MOVER IN THE EMERGING BIOREFINING BUSINESS IN  
2014  
SUSTAINABLE MOBILITY COMBINING BIO WITH ADVANTAGED  
RETAIL NETWORK



MULTIPLE PLATFORMS  
HIGH GROWTH SAF+HVO  
UNIQUE INTEGRATION ON FEEDSTOCKS



RESHAPING BUSINESS THROUGH DEVELOPMENT OF  
INNOVATIVE PROCESSES AND TECHNOLOGIES



FULLY SUSTAINABLE & DIFFERENTIATED  
FOCUS ON CIRCULARITY & BIOCHEMICALS,  
WITH STRONG PARTICIPATION IN END-USER  
MARKETS



HIGH PERFORMANCE COMPUTING CAPABILITIES  
ENI-NEXT  
TECH LED BUSINESS GROWTH

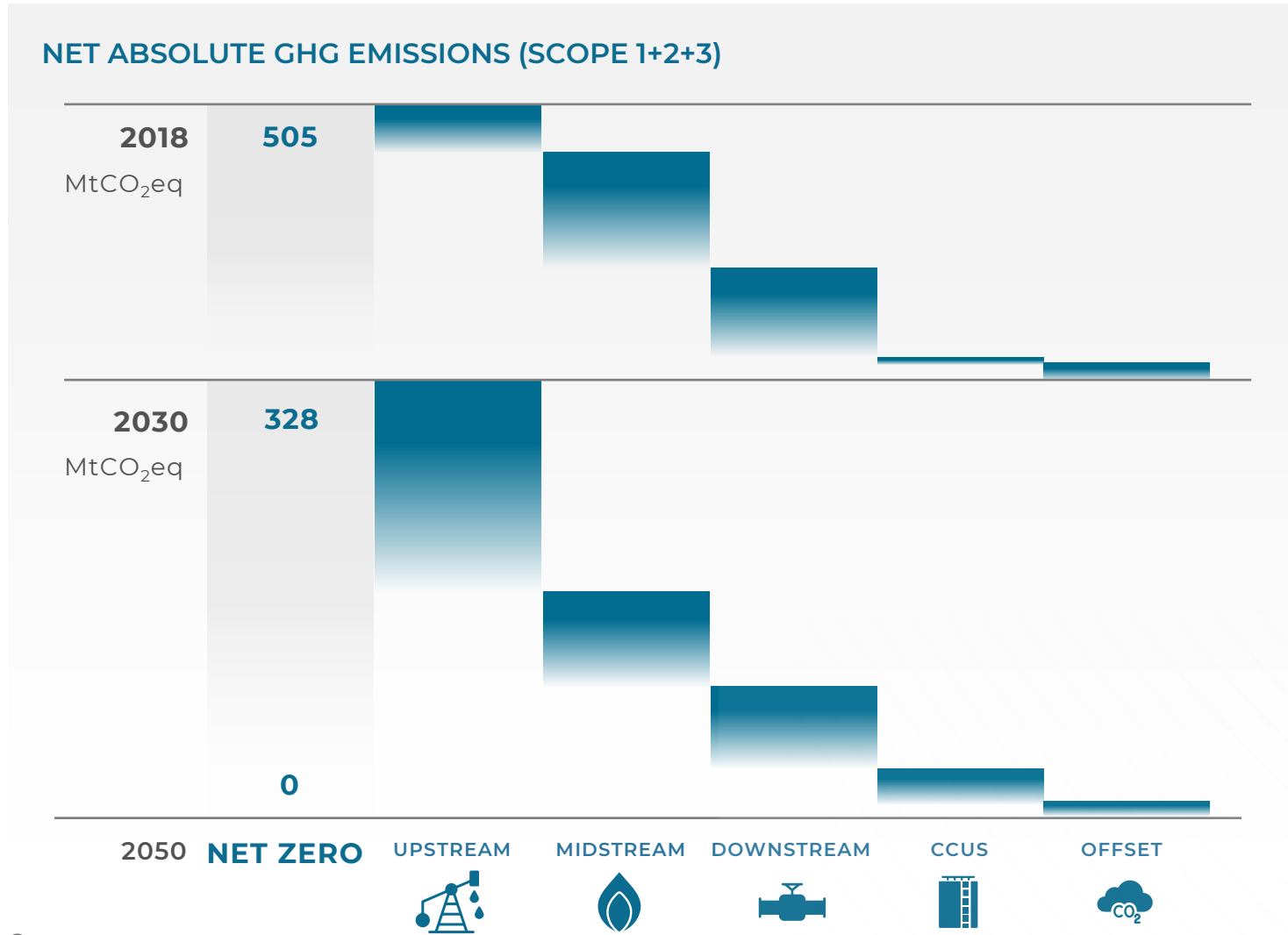


PERFORMANCE IMPROVEMENT IN EXISTING  
BUSINESS  
BREAKTHROUGH TECHNOLOGIES E.G.  
FUSION



# TOWARDS A NET ZERO ENERGY BUSINESS

Bio and CCUS crucial in delivering our emissions targets



## UPSTREAM

Production plateauing and gas share growing to 60% by 2030



## BIOENERGY

Capacity to reach >5 MTPA by 2030  
(>20% CAGR 2022-2030)



## RENEWABLES

Capacity to reach >15 GW by 2030  
(~30% CAGR 2022-2030)



## CCS

CO<sub>2</sub> volumes stored to reach 30 MTPA by 2030



## FUSION

SPARC net energy pilot plant in 2025

ARC first industrial fusion power plant by early 30s

# ENERGY EVOLUTION

Our key pillars

## STRENGTHENING OUR OFFER OF LOW CARBON PRODUCTS AND SOLUTIONS

TO REACH NET ZERO TARGET IN 2050

## CONTINUING TRANSFORMATION OF TRADITIONAL BUSINESSES

TO LEAD BIOREFINING AND SUSTAINABLE CHEMISTRY BY LEVERAGING PROVEN INDUSTRIAL CONVERSION SUCCESS EXPERIENCE

## FOCUSING ON AMBITIOUS TARGETS WHILE WORKING IN A VERY VOLATILE MARKET

BOOSTING BIOREFINING CAPACITY AND RENEWABLE GENERATION

## BALANCING OUTWARD AND INWARD FORCES

FINANCIAL INDEPENDENCE TOGETHER WITH ENI CORE VALUES, COMPETENCE AND RESOURCES



GENERATING VALUE WHILE TRANSFORMING

HIGHER GROWTH

**2X**

EBIT

OVER THE 4YP

IMPORTANT CASH GENERATION

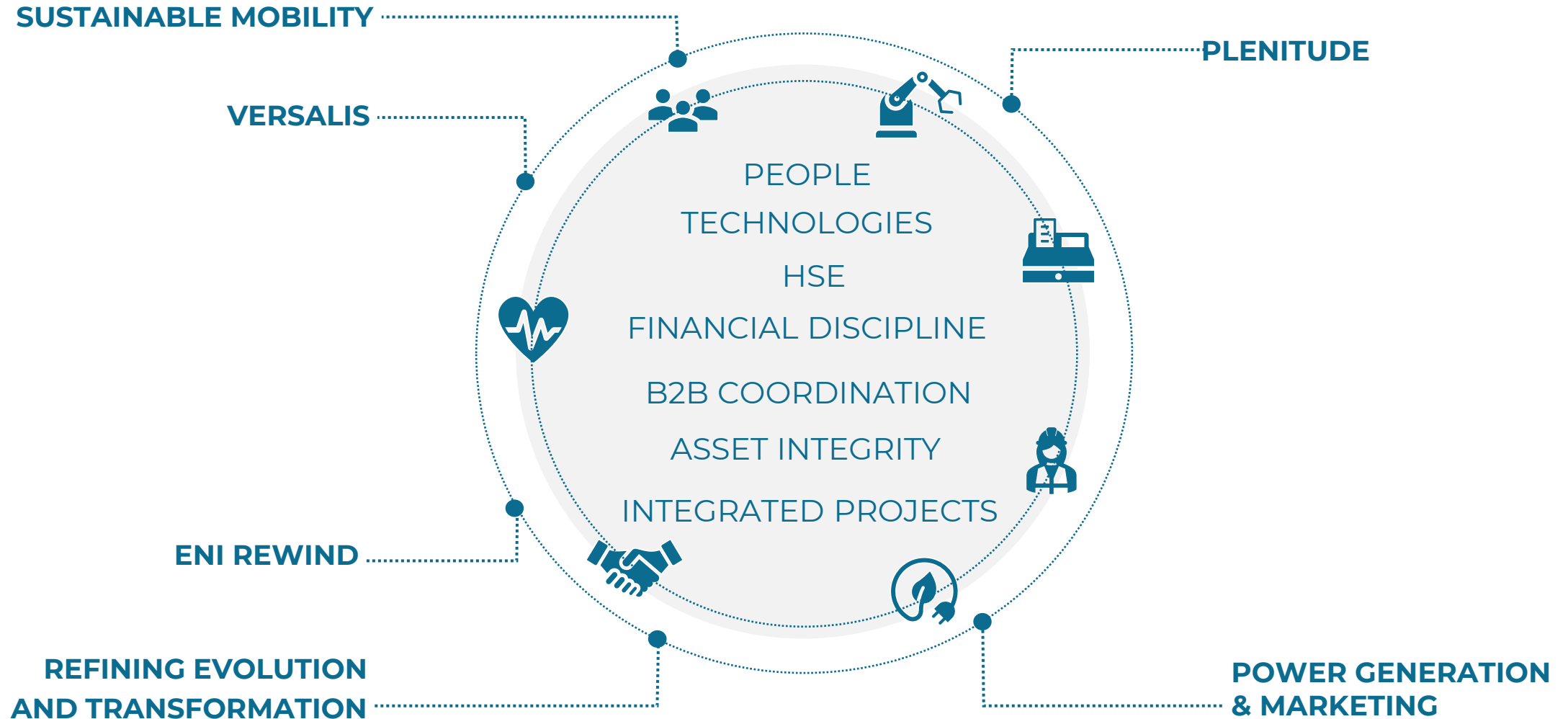
**>20%**

OF GROUP CFFO

BY THE END OF PLAN

# ENERGY EVOLUTION

A global portfolio of transforming businesses



# PORTO MARGHERA INDUSTRIAL SITE

An example of industrial reconversion



## OUR HISTORY AND REBIRTH...



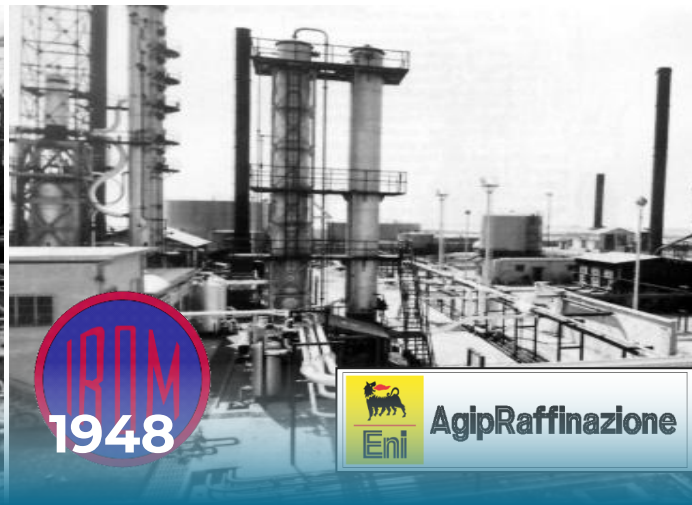
1926

START UP OF VENICE REFINERY



1944

THE WAR



1948

RECONSTRUCTION



2014

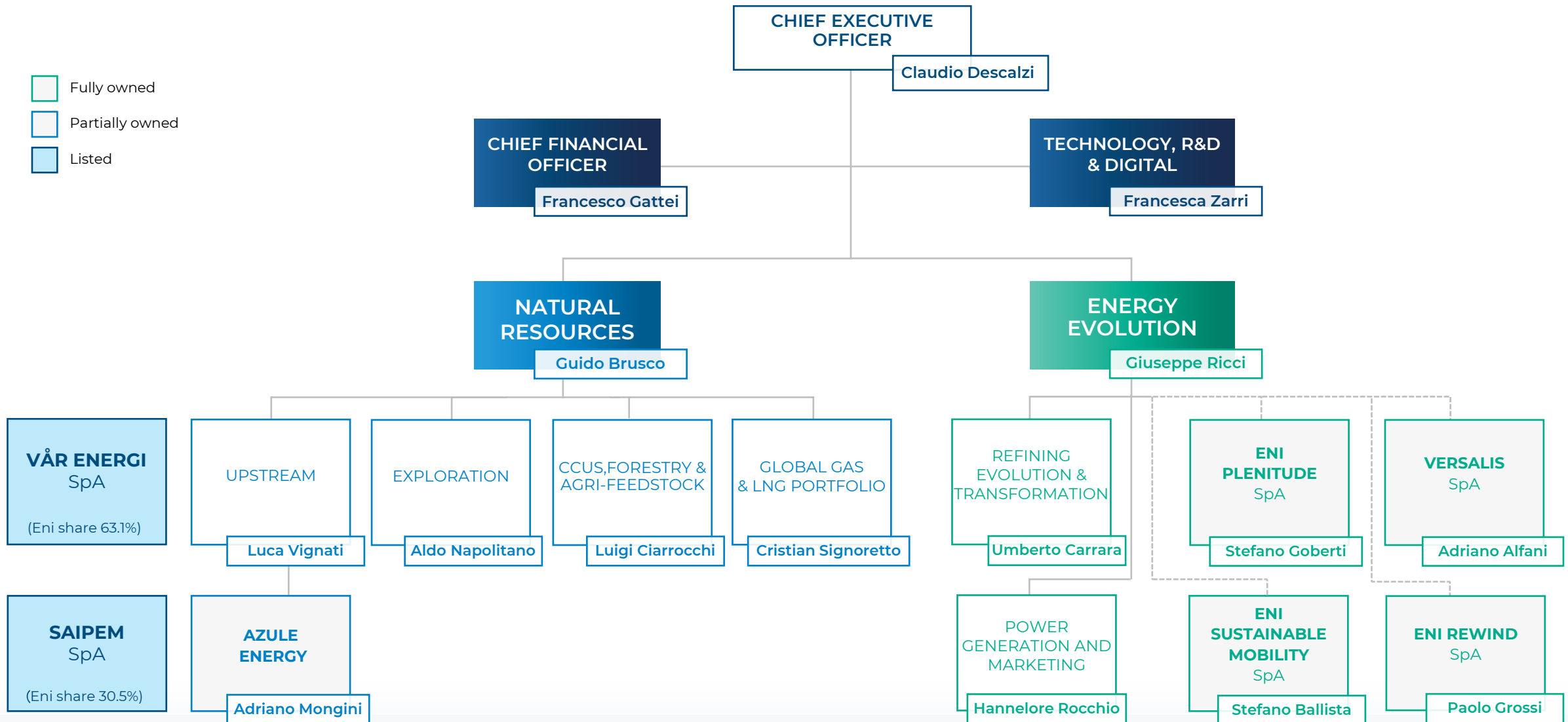
VENEZIA BIOREFINERY



...WHAT'S NEXT?

BACK UP

# COMPANY BUSINESS STRUCTURE\*



# TODAY'S SPEAKERS



## Giuseppe Ricci – Energy Evolution

He was appointed Chief Operating Officer of Energy Evolution on January 1, 2021. He joined Eni in 1985 initially working in the study and development of new refining processes at the Sannazzaro refinery. In 2000 he became responsible for Refining Processes Development. He took over in 2004 as director of the Gela Refinery, a challenging assignment both from a managerial perspective and in terms of the refining cycle and plant complexity. In 2006 he was appointed managing director of the refinery.

In June 2010 he was made Senior Vice President of the Industrial Sector for Refining & Marketing, holding also chairmanship of Gela and Milazzo.

In 2012 he took on the delicate role of Eni's Executive Vice President HSEQ.



## Stefano Ballista – Eni Sustainable Mobility

He is currently CEO and Chairman of Eni Sustainable Mobility.

He has been with Eni for 15 years and in 2016 he became CEO of Enipower and SVP Business Unit Power Eni S.p.A.. During his experience, he led the Gas Business Unit Eni S.p.A., rising to the position of Managing Director Eni Trading & Shipping at the end of 2018. Following the new-organisation of Eni Trading & Shipping, he became Managing Director of Eni Trade & Biofuels and Head of the Portfolio Management & Supply Department of Eni S.p.A.

Over the years, he has held various positions on the Board of Directors of Eni's subsidiaries and investee companies.



## Raffaella Lucarno – Biorefining & Supply

She had worked in refinery sector for 18 years, 5 years in a different company, holding various positions till 2021 when she concluded her experience as Sannazzaro refinery manager. In 2022 she passed to R&D department, as Business Partner for Energy Evolution that means to acknowledge the business needs in order to address the technological paths, manage strategic activities and set up new initiatives properly, in the field of bio feedstock/bioprocesses/bioproductions, hydrogen and e-fuels, and renewables. In 2023 she passed to Eni Sustainable Mobility, with the full responsibility of biorefining sector including the supply activities. Since March 2023 she has also taken the responsibility of Biomethane business.



## Jon Rigby – Investor Relations & Strategic Analysis

Jon joined Eni in 2022. He has extensive professional experience in capital markets and the energy sector built over many years handling energy market research and transactions.

Previously, He was a Managing Director at UBS where he led European oil and gas research, was the bank's global coordinator for the sector and was also responsible for European and US integrated oil and gas coverage.



## Luigi Ciarrocchi – CCUS, Forestry & Agro-feedstock

He joins Eni in 1990. He currently holds the position of Director of CCUS, Forestry & Agro-Feedstock. In 1992 he begins his international career, moving first to the UK as a Petroleum Engineer and then to Nigeria and Congo as an Operations Manager. In 2006 he moves to Croatia as MD of Eni Croatia, while in 2007 he moves in Pakistan. He returns to Eni's HQ in 2008 initially as VP of Management Coordination of Turkmenistan, Iran, Saudi Arabia and China, and then as SVP Management Coordination Far East and Pacific. In 2014 he is appointed Chairman and CEO of Tecnomare S.p.A. In 2015 he becomes Head of the "Gela Area Development Initiatives" Program. In 2020 he held the position of Director of Italian Upstream Activities. He is president of Assorisorse since July 2018.



## Federico Maria Grati – Agroenergy Services

He has 20+ years experience in the bio-energy sector and circular economy. Before Eni, he worked as general manager in AgriGeorgia – a Ferrero Group subsidiary – focusing on sustainable and socially responsible food origination through circular economy.

He has joined Eni in 2020 in the Sustainability function, developing initiatives within the framework of Local Development Projects in agriculture. In 2021, he has been appointed as Head of the new-born function Agroenergy Services (AGROS), with the responsibility of developing and managing agribusiness projects finalized to production of vegetable oils for Eni bio-refineries. AGROS is active in Italy, Kenya, Congo, Ivory Coast, Mozambique, Angola, Rwanda and is preparing operations with a global footprint.

LOW CARBON ENERGIES  
AND TECHNOLOGY FIELD TRIP



# BIOREFINING

Stefano Ballista  
Raffaella Lucarno

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# Eni Sustainable Mobility

A Multi-energy, Multi-service Company: Creating the Leading Future Mobility

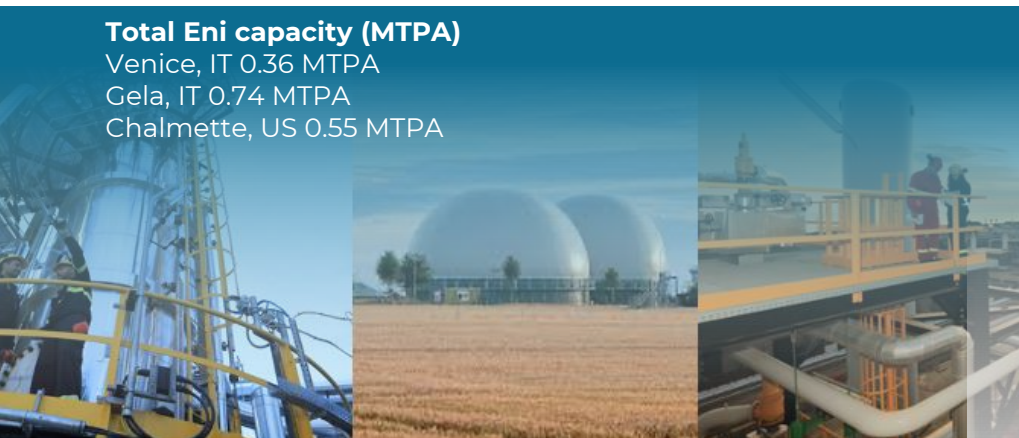


## BIOENERGY

2<sup>nd</sup> in HVO production in Europe &  
3<sup>rd</sup> largest operator globally for bio capacity  
22 biogases plants

### Total Eni capacity (MTPA)

Venice, IT 0.36 MTPA  
Gela, IT 0.74 MTPA  
Chalmette, US 0.55 MTPA



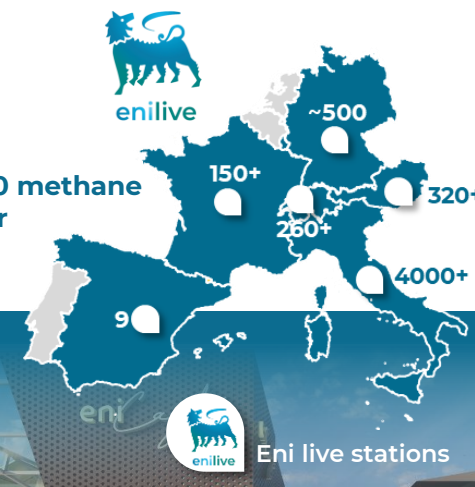
Eni Agri-hubs provides biofeedstock integration

Eni Trade & Biofuels for biofeedstock & product trading

## MARKETING & SALES

Global presence:

- EU: 5.300 stations, of which ~200 methane
- Other: Egypt, China and Ecuador
- ~22% market share in Italy
- 1.5 mln touchpoints per day



A WINNING PROPOSITION  
BACKED BY  
TECHNOLOGICAL  
COMPETITIVE EDGE

DRAWING ON STRENGTHS  
TO ENHANCE  
PERFORMANCE

GROWTH OPPORTUNITY  
AND ATTRACTIVE RETURNS



5.4 Mt 2022 sales in Italy  
2.1 Mt 2022 sales in EU

MOBILITY  
PRODUCTS AND SERVICES

BEYOND  
MOBILITY



3,000 available vehicles  
~ 1.5 mln clients subscribed

TARGETING SCOPE 3 EMISSIONS REDUCTION  
LOWEST CARBON FOOTPRINT FEEDSTOCK  
FUTURE OPTIONS TO UNLOCK  
AND CRYSTALLIZE FURTHER VALUE FROM THE COMPANY

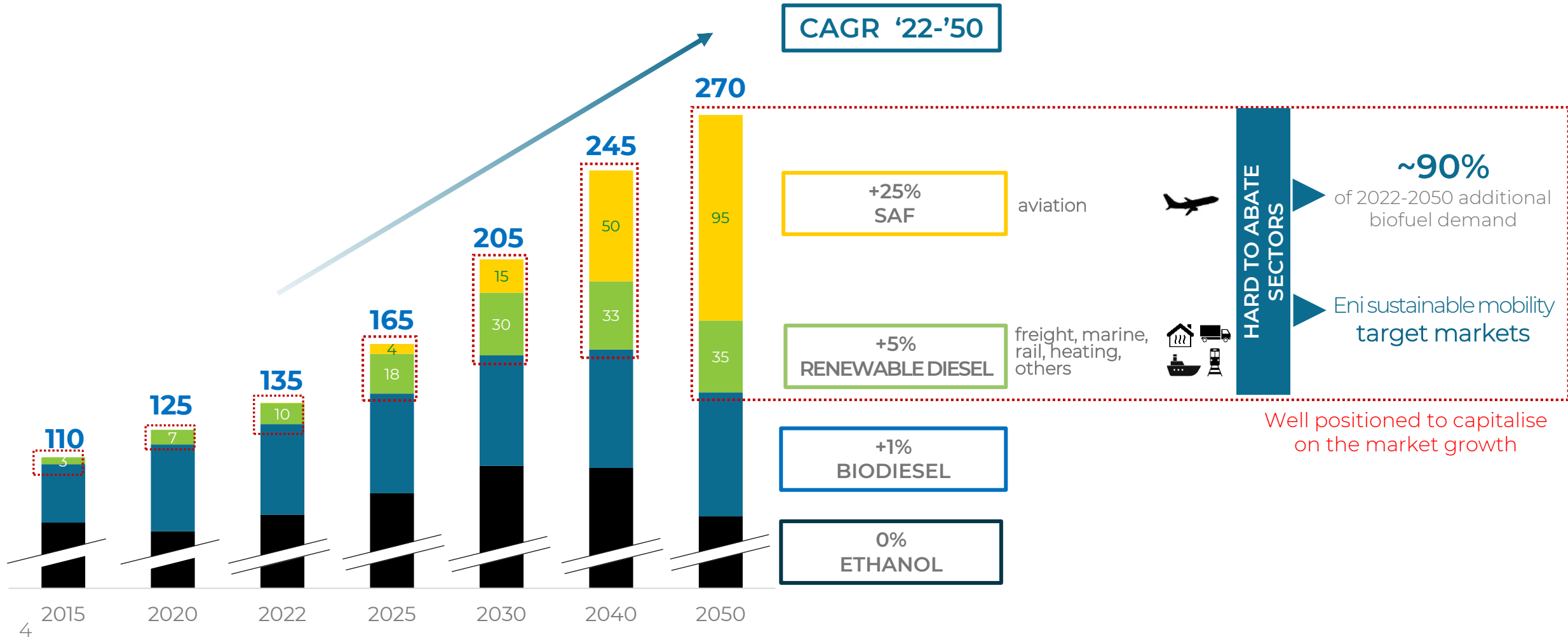
# BUSINESS ENVIRONMENT

# SAF and RD demand will upsurge in the next decades...



SAF and RD as key pillars for decarbonization

## WORLD LIQUID BIOFUELS DEMAND | Mton/y



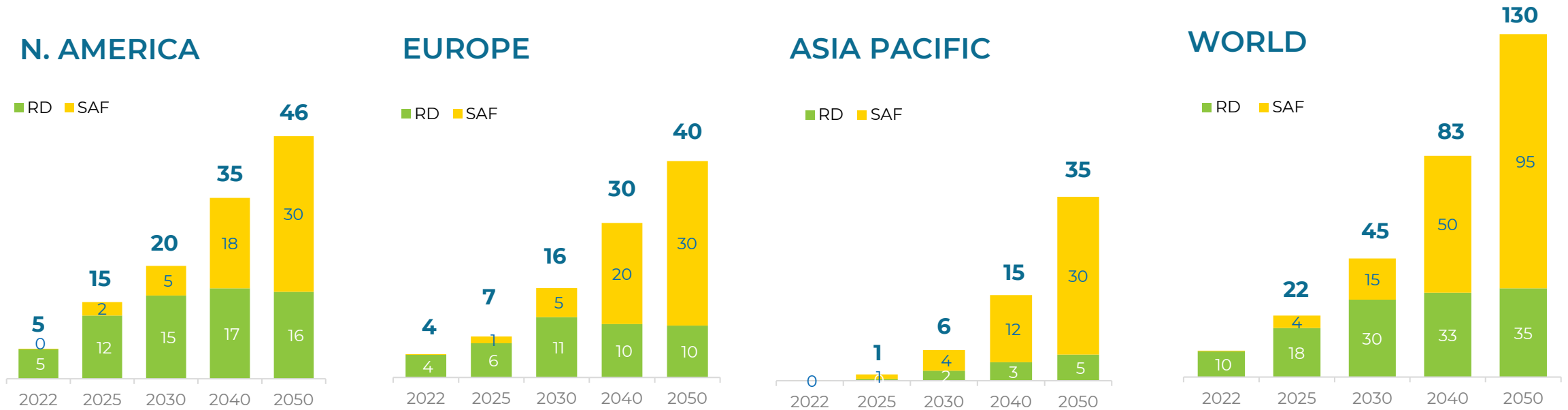
Source: Eni elaborations on data from third parties

# ...with a focus in Europe, North America and Asia...



**Short/Medium term** market concentrated in Europe / N. America  
**Long term** growth expected also in Asia especially for SAF

## WORLD RENEWABLE DIESEL / SAF DEMAND | MTON/Y



**CAGR**  
2022-2050

+8%

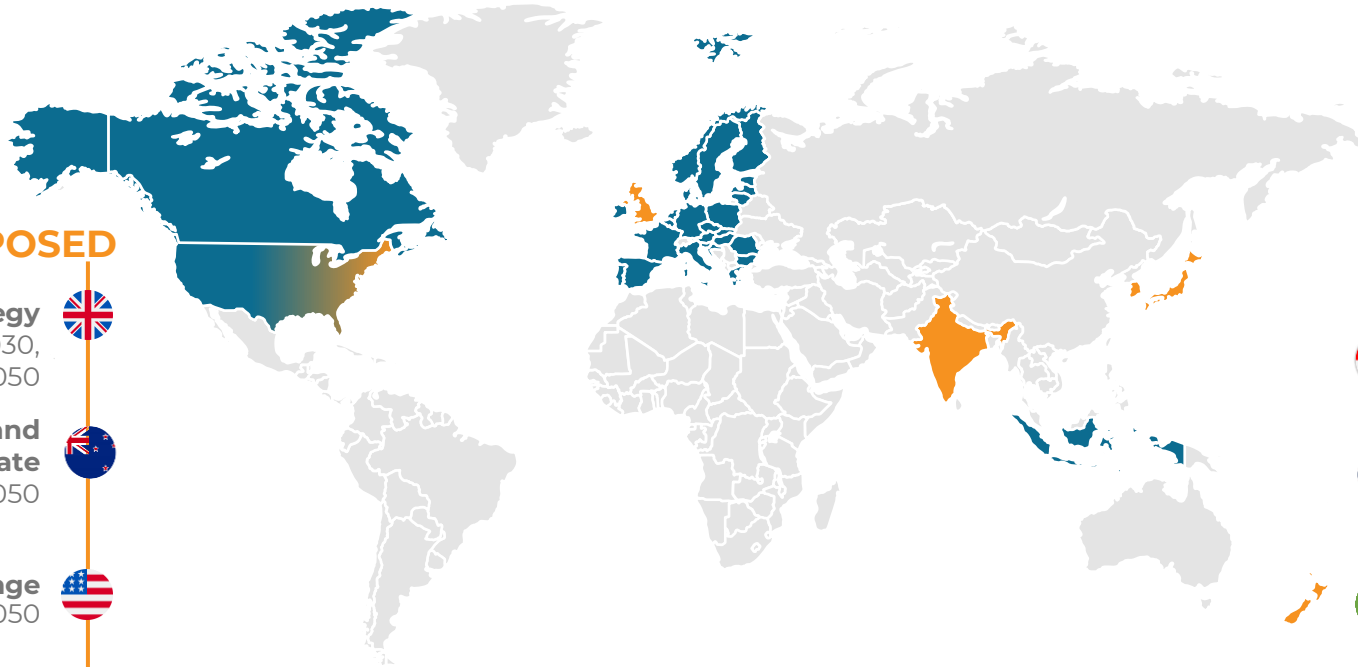
+8%

+45%

+10%

# ...boosted mainly by strong policies support

Renewable diesel/SAF proposed targets and regulation will drive demand increase



## PROPOSED

**UK Jet Zero Strategy**  
10% SAF 2030,  
75% 2050



**N. Zealand SAF mandate**  
7.5% SAF 2030, 50% 2050



**SAF Grand Challenge**  
3 bn gal 2030, 100% 2050



**India SAF Mandate**  
1% SAF 202z5 domestic airlines



**Eco-Friendly Biofuel Measures**  
8% biodiesel/HVO road 2030  
SAF targets from 2026



**Japan SAF mandate**  
10% SAF 2030



**World ICAO Corsia SAF program**  
2024-2026 1° Phase (voluntary)  
2027-2035 2° Phase (binding)  
Carbon neutral growth (2019 level)

**60+ AIRLINES OFFTAKE AGREEMENTS**

## IN PLACE



**Clean Fuel Regulations**  
-15% Fuel Carbon intensity 2030

**B.C. LCFS**  
-30% Fuel Carbon intensity 2030



**Renewable Fuel Standard (RFS2)**  
Annual volume obligations and D4 RINs

**Blender Tax Credit (BTC)**  
1 \$/gal RD / 1.25-1.75 \$/gal SAF

**Clean Fuel Production Credit (CFPC)**  
(from 2025)  
Up to 1 \$/gal RD / 1.75 \$/gal SAF

**Low Carbon Fuel Standards (LCFS)**  
-20% Fuel Carbon intensity 2030 **California**  
-20% Fuel Carbon intensity 2030 **Oregon**  
-20% Fuel Carbon intensity 2034 **Washington**



**Indonesia**  
5% SAF 2025 (dom. airlines)  
35% biodiesel from 2023



**Norway**  
17% biofuels 2023  
30% SAF 2030



**Pure biofuels mandate**  
300 kton 2023, 1 Mton 2030



**RED III directive**  
29% renewable fuels  
in transport 2030

**Refuel EU aviation**  
6% SAF 2030, 70% 2050

**Fuel UE Maritime**  
-6% Carbon Intensity 2030  
-80% Carbon Intensity  
GHG 2050

+ single countries regulations



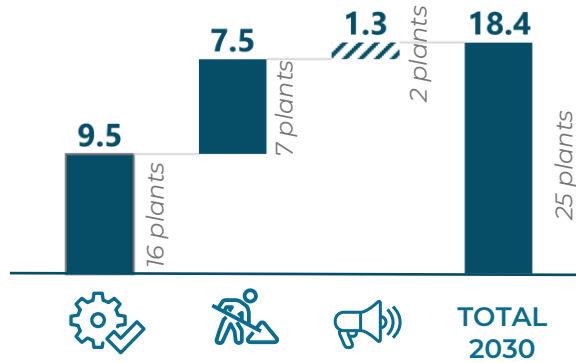
# Many players have decided to invest in new capacity...

HVO/HEFA<sup>1</sup> capacity will more than double by 2026, mainly thanks to N. America projects



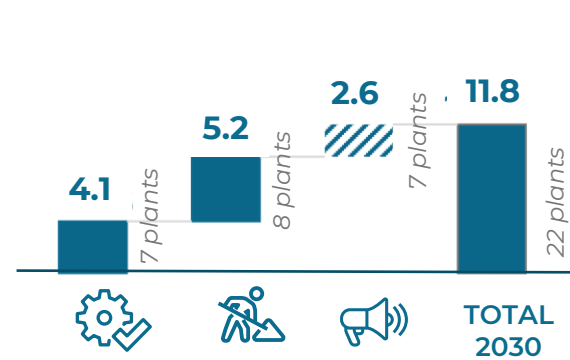
## N. AMERICA

Mton/y



## EUROPE

Mton/y



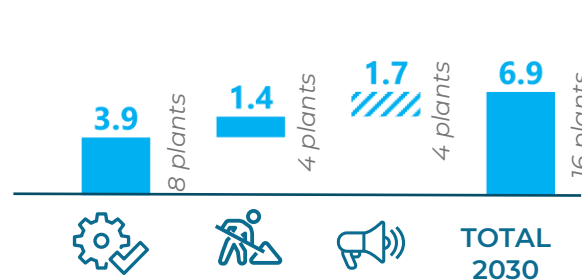
## LATIN AMERICA

Mton/y



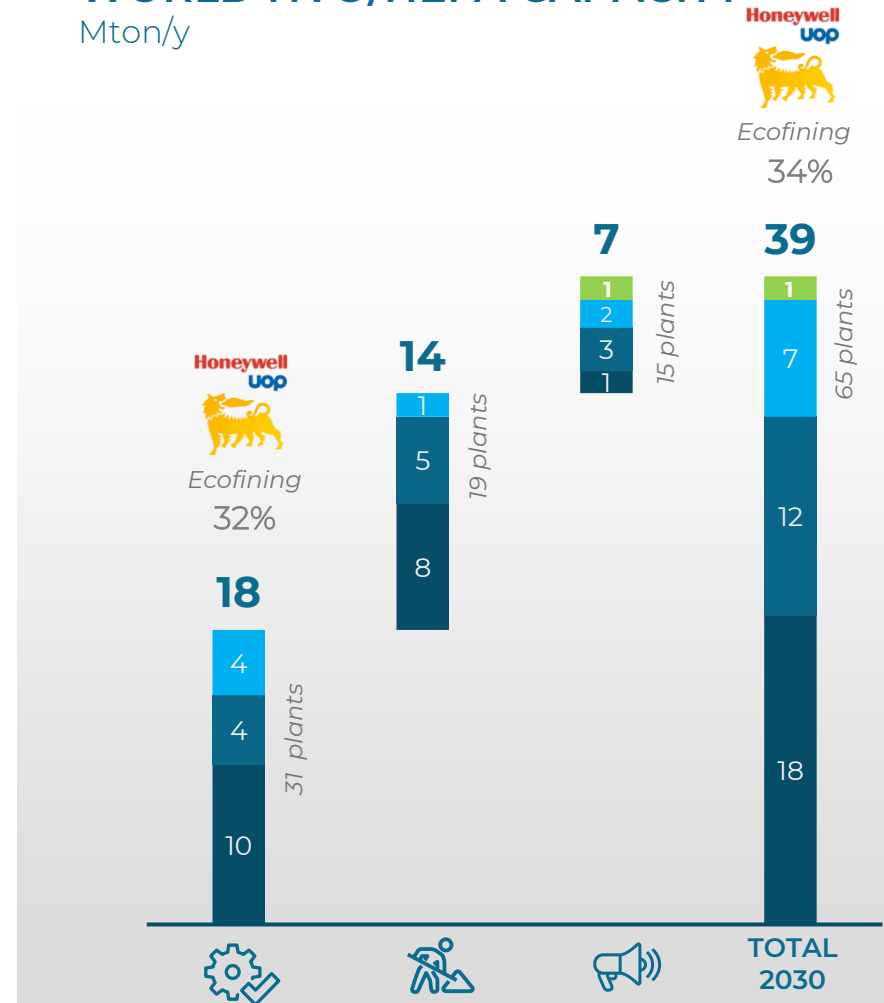
## ASIA PACIFIC

Mton/y



## WORLD HVO/HEFA CAPACITY

Mton/y



OPERATIONAL



UNDER CONSTRUCTION (2023-2026)



MAIN ANNOUNCED (2027-2030)

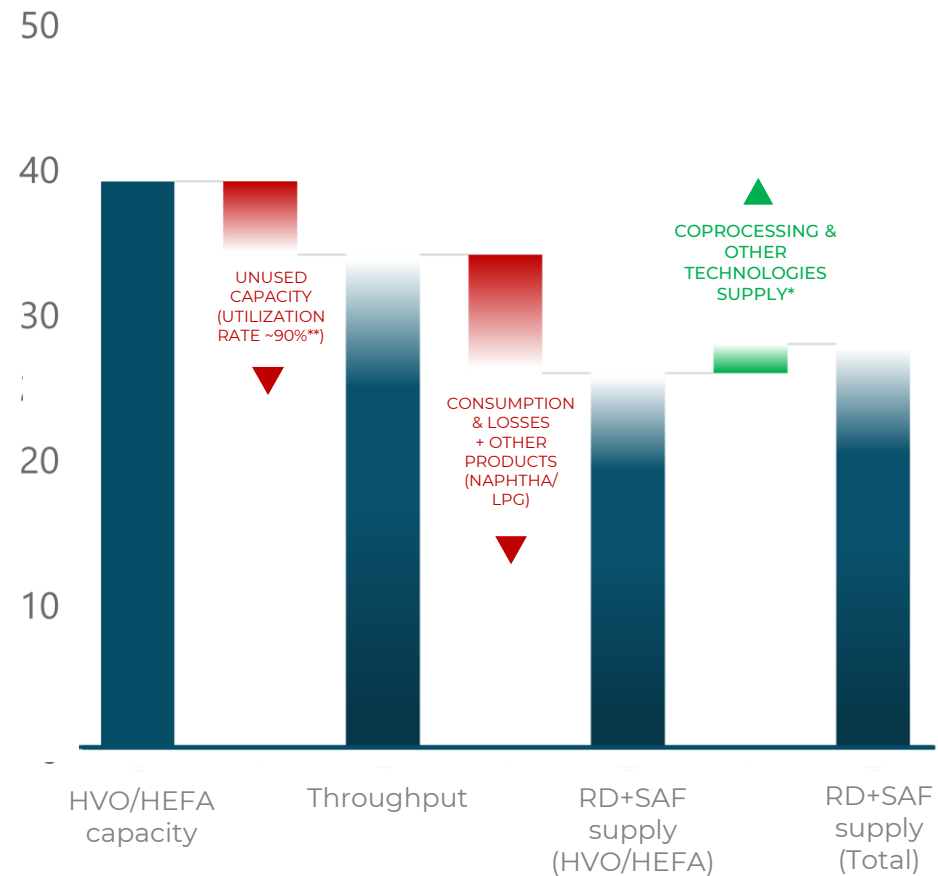
<sup>(1)</sup> = Hydrotreated vegetable oils (HVO) or hydroprocessed esters and fatty acids (HEFA) are produced via hydroprocessing of oils and fats.

# ...but there is still room for further investments in 2030

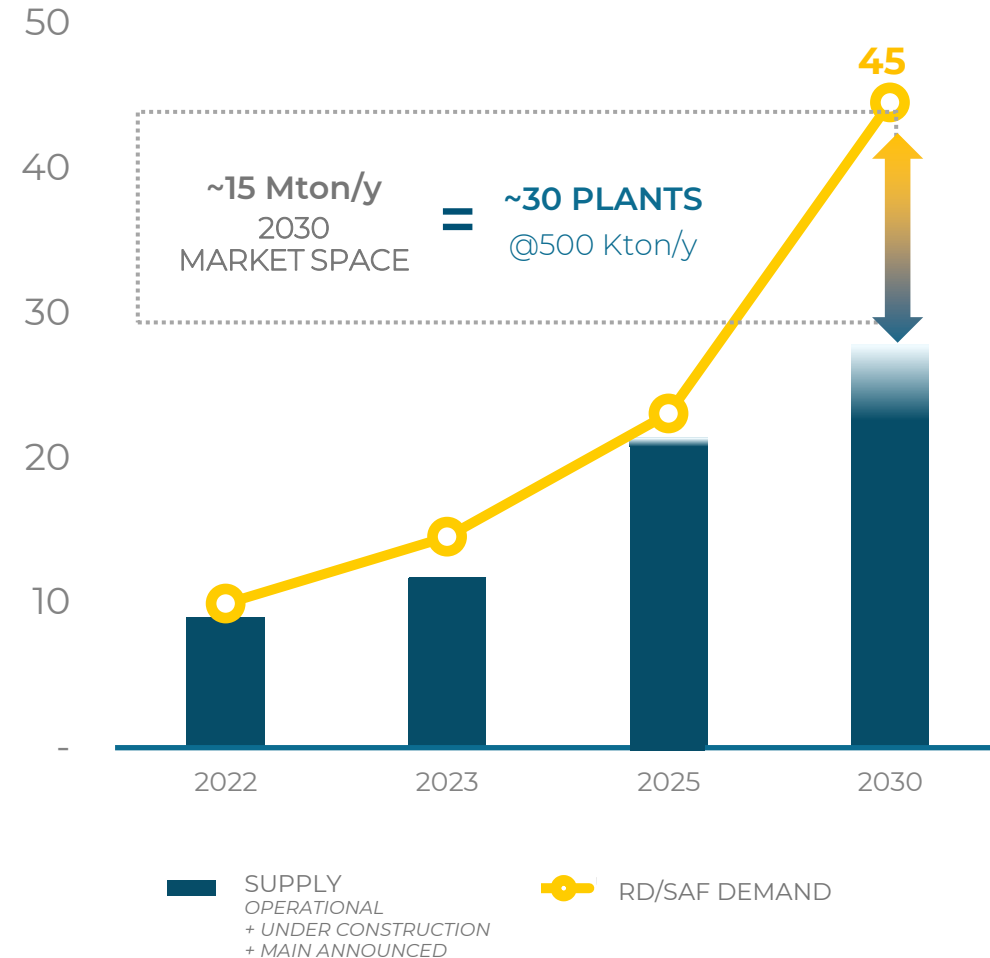
Big gap between demand and supply in 2030, even including main announced projects



## FROM CAPACITY TO SUPPLY 2030 | Mton/y



## WORLD RENEWABLE DIESEL/SAF SUPPLY vs DEMAND | Mton/y



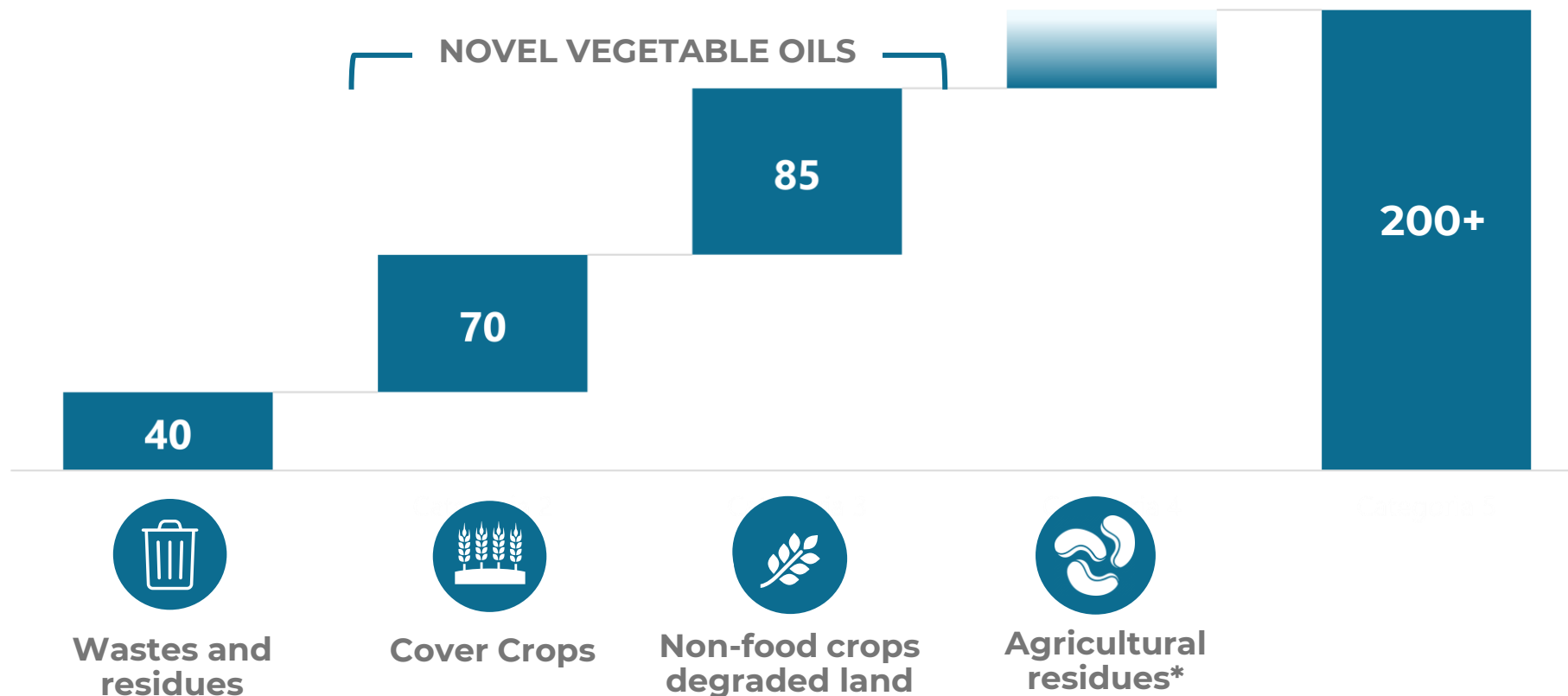
\* = E-fuels, Alcohol-to-Jet, Gasification/Fischer-Tropsch  
 \*\* = 90% greenfield units, 85% brownfield units

# HVO/HEFA sustainable feedstock availability

Novel vegetable oils support the rising biofuels demand



## POTENTIAL HVO/HEFA SUSTAINABLE FEEDSTOCK AVAILABILITY 2050 | MTON/Y

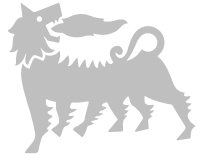




# OUR GROWTH PLAN

# Eni sustainable mobility distinctive elements ...

Investing in our strengths to drive business and earnings growth



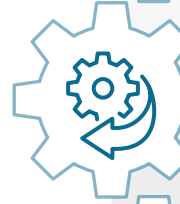
FIRST MOVER INTO  
**BIOREFINERY CONVERSION**



**3<sup>rd</sup> largest HVO/SAF operator in the world, 2<sup>nd</sup> in Europe and 1<sup>st</sup> among energy majors**

Almost 10 years of successful biorefining operations and conversion track record

STRONG **TECHNOLOGY INNOVATION** CAPABILITIES



**Co-developer for innovative Ecofining™ process**

Continuous improvement through ongoing joint collaboration with UOP. SAF production boost. Supply flexibility (pre-treatment enhancements)

WORLDWIDE FOOTPRINT ON **BIOFUEL** MARKET



**Global presence with distinctive supply**, extensive trading and commercial capabilities as opposite to a more localised traditional R&M business

**AGRI-HUBS** VERTICAL INTEGRATION



**Upstream vertical integration with equity feedstock through Agri-hubs** providing higher control vs market through direct access to derisked, traceable feedstock

**VERTICAL INTEGRATION WITH DOWNSTREAM**



**Downstream vertical integration leveraging on:**

- wholesale/retail (5.300 stations) and chemicals (Versalis) as captive outlets for bioproducts, stabilizing margins
- globalisation of the bioproducts market, thanks to the expansion of the biorefining system (North America, Asia)

BEING PART OF “**ENI WORLD**”



**Eni global energy player with diversified geographic scope**

(60+ countries), **diversified presence in the energy value chain** (e.g. chemicals, CCUS, e-mobility, H2). Significant R&D and strategic agreements in place

SIGNIFICANT GROWTH IN EBITDA GENERATION

# ...and strategic drivers/targets for a world-class biorefiner

Focusing on key levers for value creation



## FEEDSTOCK & RAW MATERIALS



## PRODUCTION



## END-USE PRODUCTS

### STRATEGIC GROWTH DRIVERS

INCREASE FEEDSTOCK SECURITY OF SUPPLY AND COST COMPETITIVENESS THROUGH AGRI-HUBS AND TRADING

INCREASE BIOREFINING CAPACITY AND ENHANCE PRE-TREATMENT FLEXIBILITY

STRENGTHENING MARKET PRESENCE THROUGH INTERNATIONAL EXPANSION

MARKET AND PRODUCT OFFER DIVERSIFICATION AND DOWNSTREAM VERTICAL INTEGRATION

### MAIN TARGETS

**>700 KTON**  
AGRI FEEDSTOCK BY 2026

**>>1 MTON**  
AGRI FEEDSTOCK BY 2030

**>3 MTPA**  
CAPACITY BY 2025

**>5 MTPA**  
CAPACITY BY 2030

**>1 MTPA**  
SAF OPTIONALITY BY 2030

**UP TO 2 MTPA**  
SAF UPSIDE BASED ON DEMAND

**DOUBLE DIGIT**  
PROJECT IRR

CONTRIBUTING TO NET-ZERO ABSOLUTE EMISSIONS TARGET AT 2050

# Eni vertical integration strategy

Agri-hubs security of supply vs W&R M&A



Vertical Integration Strategy

VS



Alternative Supply Chain Options

## NOVEL VEGETABLE OILS

PLANTING SEEDS SUPPLY + SERVICES  
(e.g. mechanization, training)

farmer cooperatives,  
small farmers, agro-industries

**PRODUCERS**

▼ HARVEST

Agri-hubs

**OIL EXTRACTION**

**HORECA / MEAT PRODUCER** waste generation

**UCO/ANIMAL FATS**

**COLLECTOR / RENDERER**

local collection

**AGGREGATORS / TRADER**

volumes bulk up/  
trading activities

Full value chain **control**



**SECURITY OF SUPPLY**

Partial value chain control: waste **out of ownership**

**Low price volatility**



**PRICE VOLATILITY**

**Higher price volatility** (waste prices)

**Low development costs**



**COSTS**

**High M&A prices** with risk of losing volumes/resources

**Up to carbon neutral or negative**



**GHG SAVING**

Up to 90%

Socio-economic development of  
local communities. Open opportunities for organic  
W&R collection (e.g. Kenya)



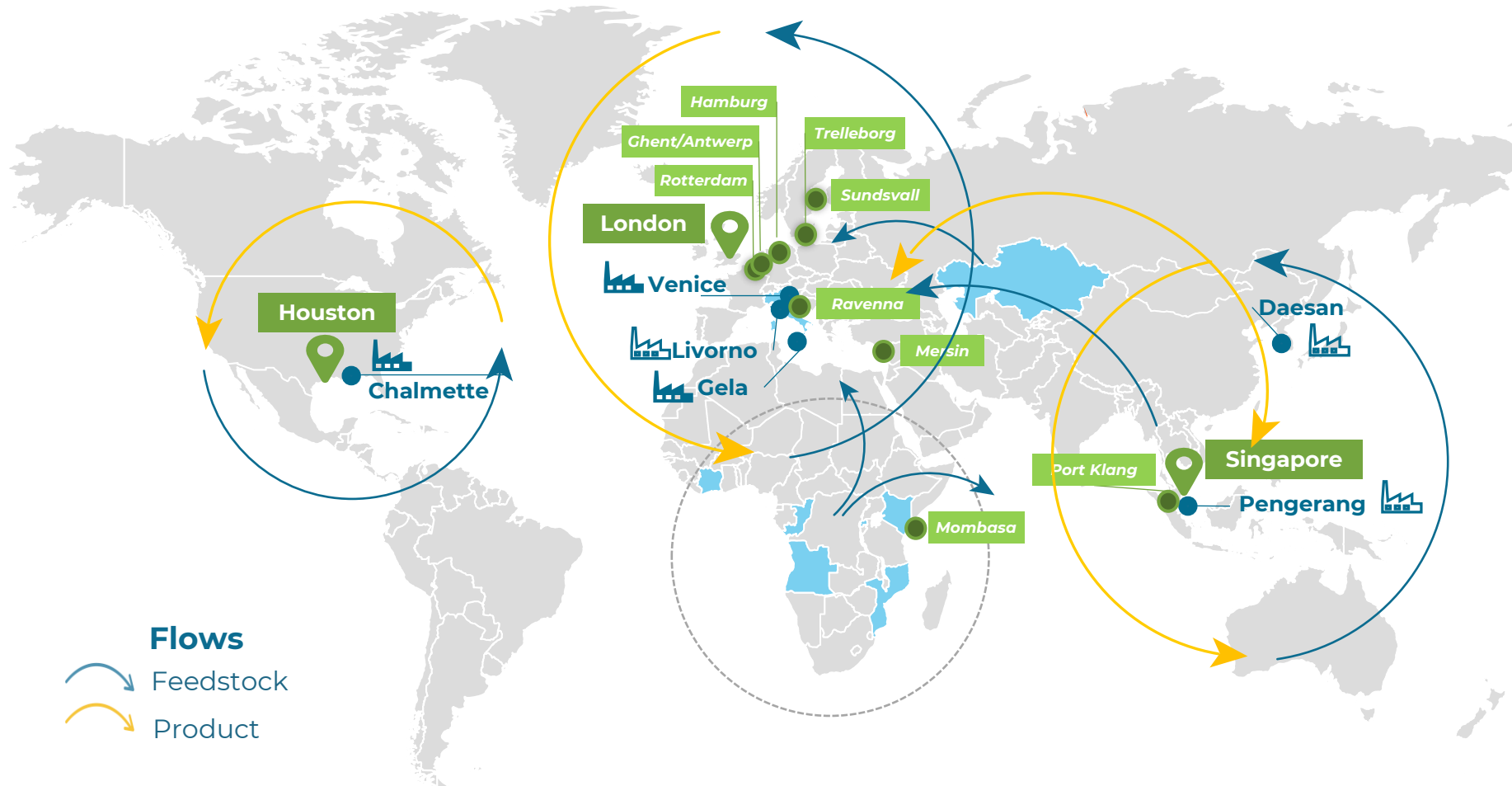
**LOCAL CONTENT/  
NEW INITIATIVES**

V.I. NOVEL VEG OILS

INORGANIC V.I. W&R

# On top of agri-hub, biorefineries supported by trading

Worldwide presence and strategic positioning



**Flows**  
 Feedstock  
 Product

## Bio-refineries

- Bio-refineries (existing)
- Bio-refineries (planned)

## Logistics

- trading office
- storage capacity

## Agri-hubs

- Eni Agri-hubs

## TRADING KEY DATA

### MANAGING FLEXIBILITY

with cost competitive feedstock supply & strong marketing capabilities

### FEEDSTOCKS PORTFOLIO

~200 suppliers with a total capacity of >4.3 Mton/y

### A GLOBAL SUPPLY & TRADING TEAM

based across 4 continents

### CONTRACTED STORAGE CAPACITY

Europe, Far East, Africa  
 ~125,000 cbm

**1** Mton bio feedstocks and products traded

**3** Trading Desks (London, Singapore, Houston)

# Maintaining leadership in biorefining capacity

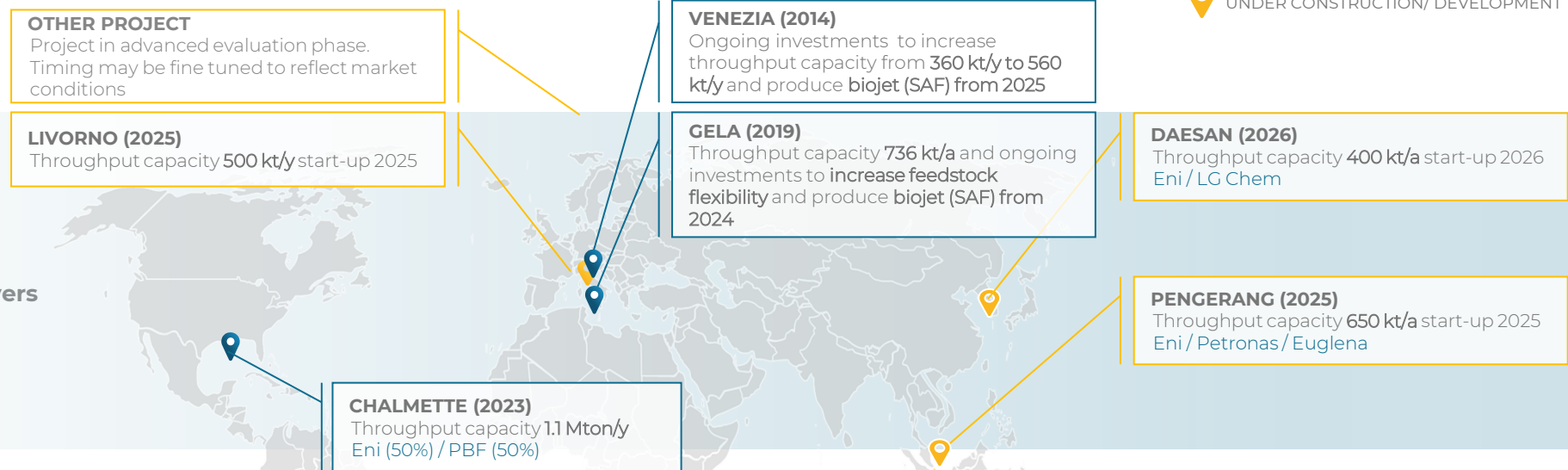
Roadmap to >3 Mton/y by 2025 and >5 Mton/y by 2030



- OPERATIONAL
- UNDER CONSTRUCTION/ DEVELOPMENT

Focus in 3 key areas  
(N. America, Europe  
and Asia) for **biofuel demand**  
and **feedstock availability**

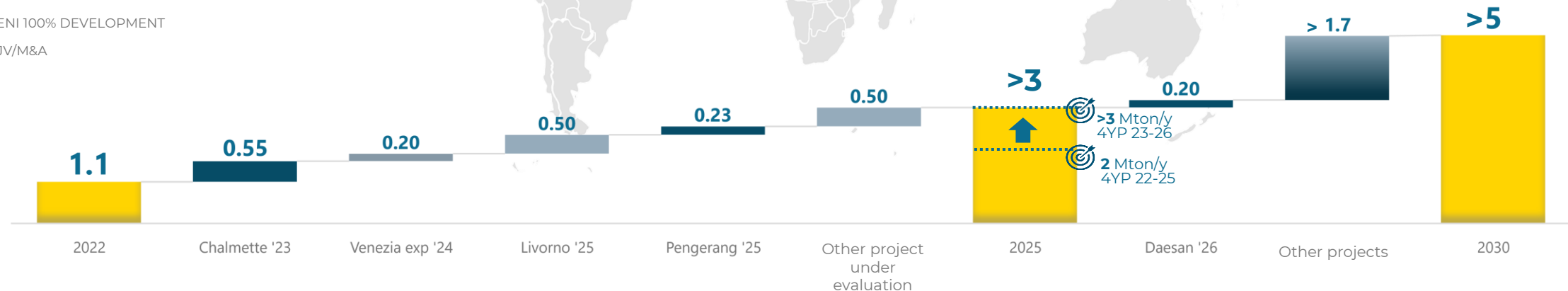
Out of Italy **partnerships**  
with **strong domestic industrial players**  
(eg. PBF in US /Petronas in Malaysia/  
LG Chem in S. Korea)



## ENI BIOREFINING CAPACITY

Mton/y

- ENI 100% DEVELOPMENT
- JV/M&A



# Eni sustainable mobility growing bio-product portfolio



Focus on high-value added products optionality in a flexible production system

## HVO DIESEL



Pure HVO already available in 500 retail stations

**Arctic diesel**  
from 2024

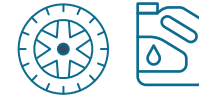
Invested to improve cold properties to target other markets (e.g. Northern Europe)



Partnerships to target new or niche markets (e.g. ships, rail, diesel power gens, data centers)



## HVO NAPHTHA



Integration with Versalis crackers and JV with international chem partners

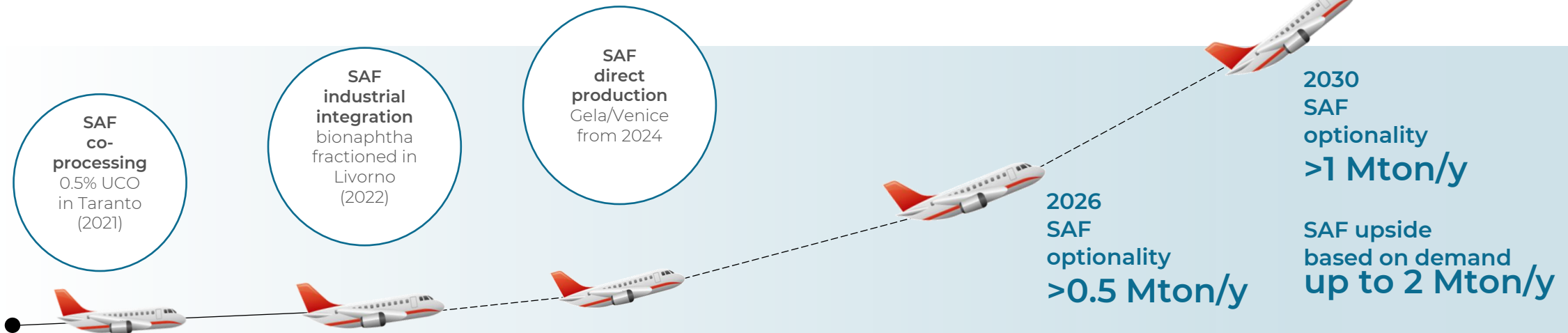


Gasoline blending optionality



Autoconsumption optionality to improve product GHG saving

## SAF



# Enilive

A new name and logo to mark the transformation



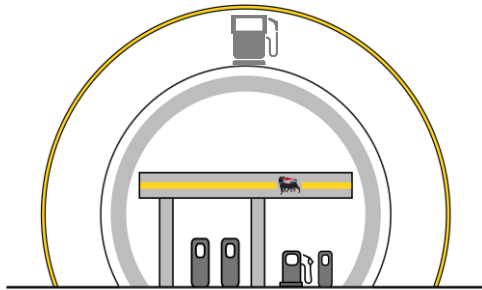


# Marketing: evolution from service station to mobility hub

Customer value resilience and downstream vertical integration



From fuel distribution to mobility hub by integrating new energy vectors, smart mobility services, quality catering (Alt "stazione del gusto") and many attractive services for our Customers



NEW SERVICES  
INCREASING STATION ATTRACTIVENESS



Smart Mobility



Food



Services

NEW LOYALTY  
HIGHLY REWARDING  
HVO REFUEL



App EniLive

# A world-class player in biorefining

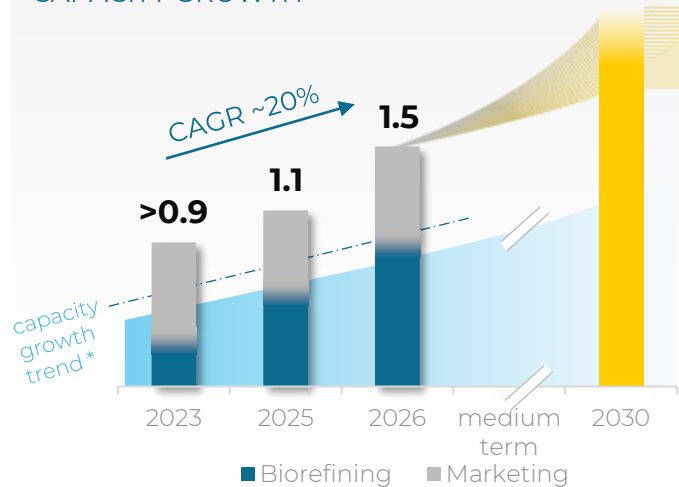
Attractive growth potential with a well-controlled cost profile



## Strong EBITDA increase in the 4YP

EBITDA ADJ | BLN €

EBITDA CAGR 2023-26  
UNDERPINNED BY  
CAPACITY GROWTH



## SIZEABLE UPSIDE

BOLSTERED BY COMPETITIVE ADVANTAGE

UNIQUE FEEDSTOCK STRATEGY  
OF VERTICAL INTEGRATION THROUGH  
AGRI-HUB

STRONG TECHNOLOGY &  
INNOVATION CAPABILITIES

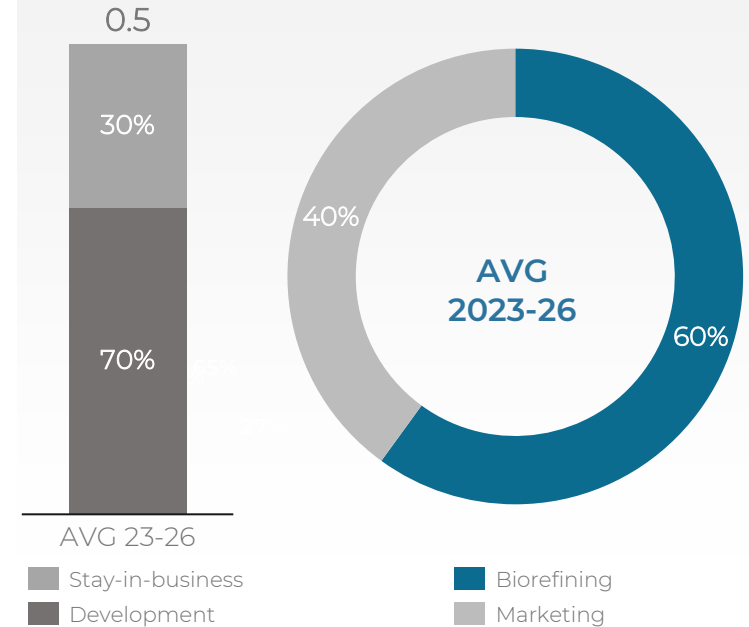
WORLDWIDE FOOTPRINT

DOWNSTREAM VERTICAL INTEGRATION:

- ✓ CAPTIVE MARKET AVAILABLE
- ✓ GLOBALIZATION OF BIOPRODUCTS MARKET

## Disciplined Investments

ORGANIC CAPEX | BLN €



Bio throughput to almost triple over the plan driving growth in profitability

Marketing provides a steady EBITDA contribution

**Average ROACE (2023-26): ~20%**

Retrofitting, economy of scale and maturing technology to benefit CAPEX

ORGANICALLY SELF-FUNDING  
SELECTIVE M&A FITS WITHIN OVERAL GROWTH STRATEGY

# BASICS OF BIOREFINING

# Biorefining value chain

Enhancing value across processes



## BIOFEEDSTOCK

A wide variety of raw materials such as:

- vegetable oils
- tallow
- waste or used cooking oil (UCO)
- wastes or residues such as nonfood-grade vegetable oils, animal fats, sludge palm oil mill effluent (POME)

## BIOMASS TREATMENT

Pretreatment unit is necessary to remove impurities such as phosphorous, metals, polyethylene, nitrogen and chlorine-containing components that are naturally present in some raw materials

## ECOFINING

Ecofining™ is proprietary technology to convert cooking oil, tallow and non-edible vegetable oils to produce biofuels

## BIOFUELS

Hydrotreated vegetable oil (HVO) is a newly developed renewable diesel that uses renewable feedstocks via the hydrotreatment process

# Ample and flexible feedstocks

Raw materials for Ecofining™ technology



Wide range of waste and by-products from oil and fats processing

Eni biorefinery Palm Oil free

Significant future role of waste & residue, rotational crops and crops cultivated in marginal lands

In house R&D competence center fully equipped for testing of new feedstocks and for process optimization and development

## WASTE GREASES

- Used Cooking Oil\*
- Yellow Grease

## BY-PRODUCTS

- PFAD\*
- POME\*
- Tall Oil
- Technical Corn Oil
- SBEO\*

## ALGAS AND MICROBIAL OILS

## ANIMAL FATS

- Tallow \*
- Choice White Grease (pork)
- Poultry Fat

## PLANTS OILS

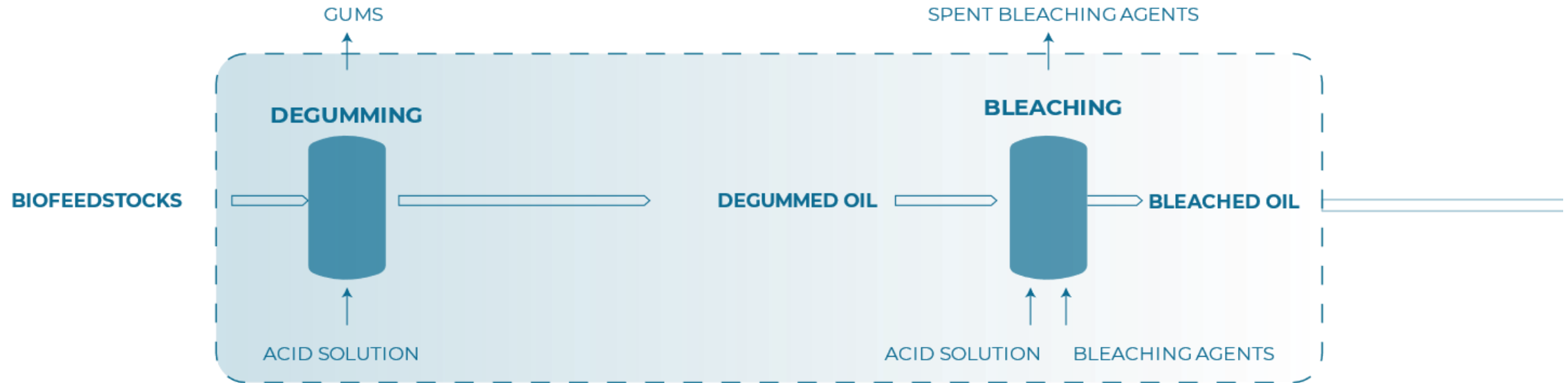
- Palm\*
- Rapeseed/Canola
- Soybean\*
- Carinata\*
- Camelina
- Jatropha
- Tobacco Oil
- Salicornia
- Castor oil

## UNRIVALLED R&D

Unique bio crude assay database with more than 400 characterized feedstocks

# Biomass Pre-Treatment Processes

Enhancing our feedstock processing flexibility

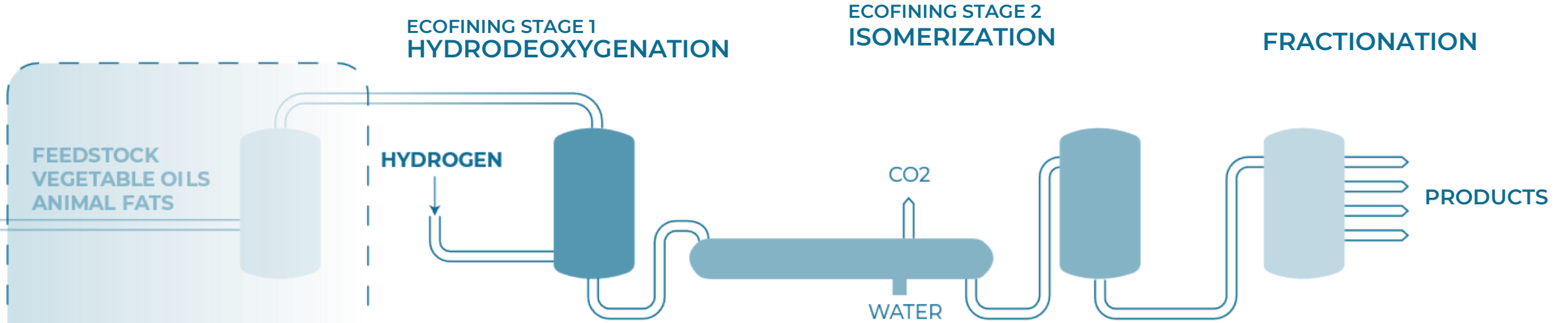


The main purpose of degumming section is to remove, adding water and acid, hydratable and non-hydratable gums (phospholipids, proteins, carbohydrates, nitrogen compounds, chlorides and insoluble impurities) from crude vegetable oils and fats.

Bleaching is a complex physical and chemical process employed in the pretreatment of vegetable oils and fats. The objective of bleaching is to reduce the levels of colored pigments (carotenoids and chlorophylls) and removes residue traces of phosphatide, soap, phospholipid contaminants, Nitrogen, metal and other impurities, as these elements are well-known catalyst poisons.

Developing advanced pre-treatment to enable wider and more complex feedstock pool

# Ecofining process <sup>TM</sup>



Catalytic Hydrodeoxygenation is a chemical process which is specifically used for the production of biofuels by upgrading its quality.

The main reactions are Deoxygenation and Saturate the double bonds, producing linear paraffins and by-products (Biopropane, H<sub>2</sub>O and CO<sub>2</sub>).

These hydrocarbons have a high cetane number but poor cold flow properties.

Catalytic hydroisomerization is an effective approach that transforms linear paraffins into branched ones or isoparaffins, thereby improving cold flow properties.

In the case of the vegetable oil diesel, isomerization needs a balanced action of hydroisomerization.

Lastly, a dedicated separation section to split vegetable oil in biofuel fractions:

- HVO GPL
- HVO Naphtha
- HVO Jet
- HVO diesel

Remove oxygen  
Linear paraffins  
Biopropane, H<sub>2</sub>O and CO<sub>2</sub> are by products

Isomerization improves cold properties of Diesel

Final stage to split products

# Biorefinery products

A premium, sustainable portfolio



## HVOlUTION: CHARACTERISTICS OF ENI'S HVO<sup>1</sup> MADE FROM OUR ECOFINING TECHNOLOGY

### 100% of renewable component

a mixture of stable non-hygroscopic paraffins & free of aromatics & polyaromatics (compounds with environmental impact)

### Mixable with fossil diesel fuel in till 100%

Instead, max 7% allowed by EU standards for the traditional biodiesel (FAME<sup>2</sup>)

### Usable as a drop-in fuel

as it is compatible with existing engines & infrastructure (no extra investments required)

### Excellent engine qualities of the product

due to the high cetane number & the absence of aromatics

## BIOFUELS



HVO GPL

HVO NAPHTA

HVO DIESEL



BIOJET

## BIOFUELS IN COMPARISON

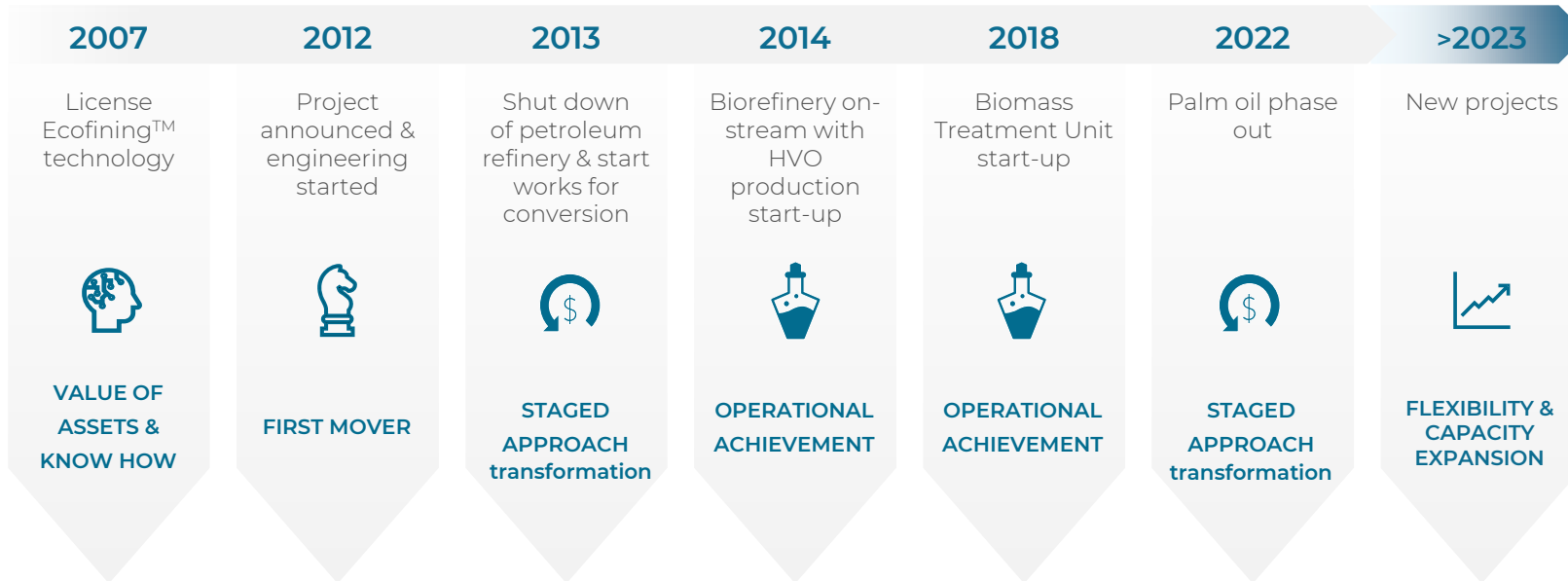
HVO	FAME
<b>High stability &amp; total absence of deposits</b> O <sub>2</sub> replaced by H <sub>2</sub>	<b>High fouling power</b> formation of deposits due to presence of O <sub>2</sub>
<b>High energy content</b> (+15% in terms of MJ/kg)	<b>Low energy content</b>
<b>High cetane number &amp; lower density</b>	<b>Lower cetane number</b>
<b>Usable in purity with no mixing limits</b>	<b>Usable only if mixed</b> (7% blending wall)
<b>Excellent cold weather performance</b> (cloud point up to -30°C)	<b>Cold performance depending on raw materials used</b> (cloud point from -5 to +15°C)
<b>Excellent oxidation stability</b>	<b>Poor oxidation stability</b>
<b>0% polyaromatics</b>	
<b>Sulphur ppm &lt;1</b>	



# Venice Biorefinery Case-study

Venice biorefinery conversion model

## MILESTONES AND TIMELINE



## INTEGRATING ECONOMICAL, SOCIAL AND ENVIRONMENTAL SUSTAINABILITY



TURNING A LOWER-PROFITABILITY CONVENTIONAL ASSET INTO A SUCCESSFUL WORLD-FIRST BIOREFINERY

MAXIMISED REUSE OF EXISTING ASSETS AND REDUCED EMISSIONS IN A COMPETITIVE TIME-TO-MARKET

CONTINUOUS TRANSFORMATION AND TECHNOLOGICAL IMPROVEMENT

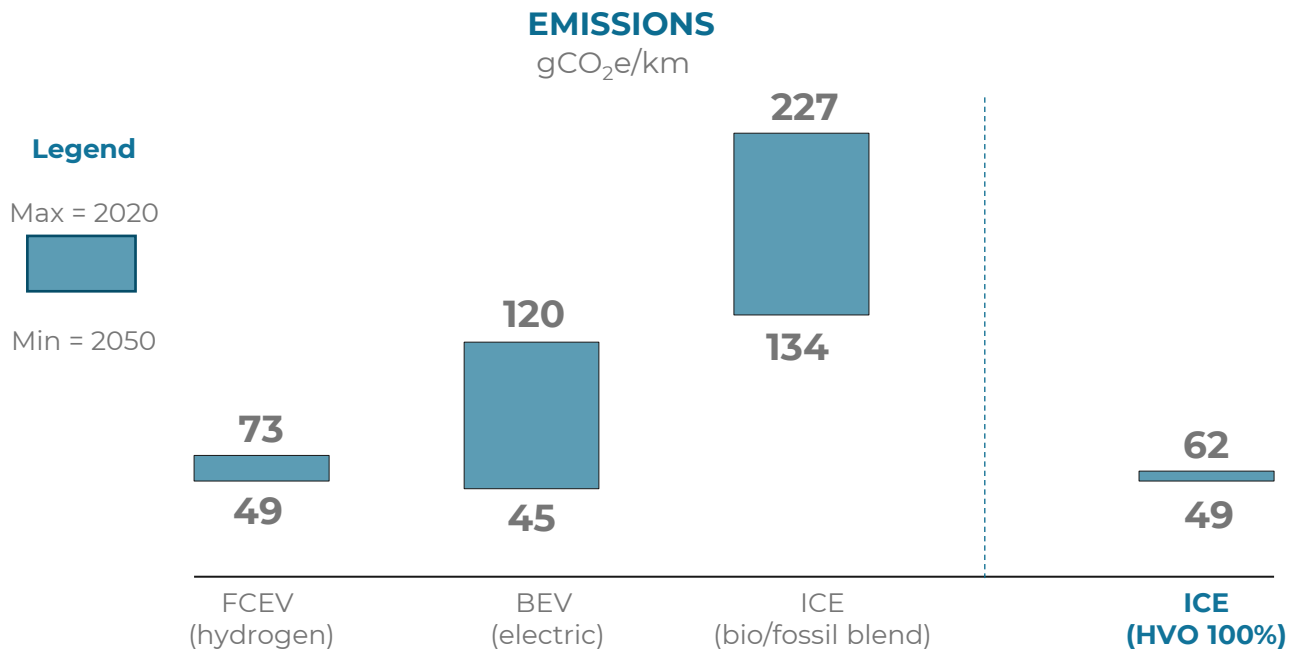
WINNING CIRCULAR ECONOMY EXAMPLE TO REPLICATE ELSEWHERE IN DOWNSTREAM

# Emissivity

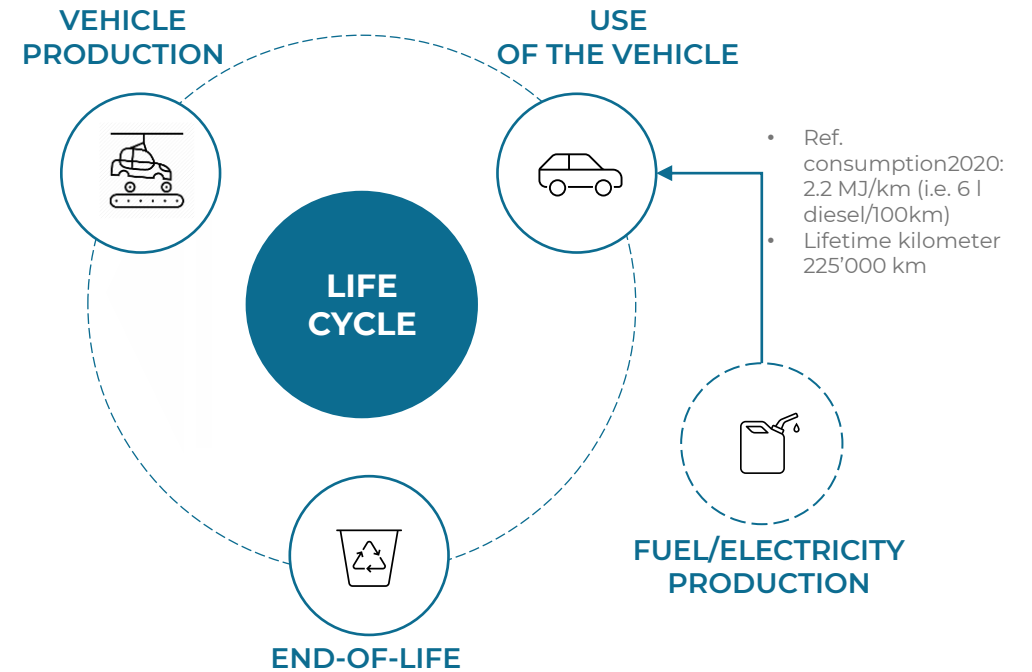
## Life Cycle Assessment (LCA)



The calculation of emissions over the entire life cycle shows that even in the long term, a 100% HVO vehicle is comparable to an electric or hydrogen car.



### MAIN EMISSION SOURCES IN LCA PERSPECTIVE



On the basis of the Ricardo study, the Commission stated that the ICE engine is more polluting than the BEV/FCEV engines; this evaluation assumes the use of a blend of fossil diesel and alternative fuels with low 'GHG savings'

**Using the same evaluation framework as Ricardo, but considering an ICE car powered by 100% HVO the emissivity values would be in line with BEV / FCEV engines, both in the short and long term**

# CONCLUSIONS AND FINAL REMARKS

# CONCLUDING REMARKS

WELL POSITIONED TO CAPITALISE ON HVO/SAF  
MARKET UPSURGE

A WORLD-CLASS BIOREFINING PLAYER WITH  
TECHNOLOGY-BACKED COMPETITIVE ADVANTAGES

DISTINCTIVE VERTICAL INTEGRATION BOTH ON  
SUPPLY AND DOWNSTREAM TO OFFER  
SIZEABLE UPSIDE

UNIQUE OPPORTUNITY WITH SOLID GROWTH  
PROFILE AND ATTRACTIVE RETURNS



# ANNEX

# VENICE BIO-REFINERY

WORKING INTEREST  
 100%



## Increasing capacity

from 400 to 600 kton/y at 2025 with new steam reforming & Ecofining upgrading



## Enhancement of biomass pre-treatment

with creation of new degumming sections



## New products

like Biojet and Arctic diesel, together with HVOs (Diesel, Naphtha, LPG)



## € 250 mln

Capital invested in biorefinery conversion and other development project at July 2023

## Timeline



## Strategic highlights

Synergy with existing assets (utilities, logistics, ...)

Increase decarbonized products production focusing mainly on biojet

Feedstock flexibility

# GELA BIO-REFINERY



700 kton/Y



## Feedstock flexibility

with pre-treatment upgrade (degumming)



## Products

Biojet, Arctic diesel, HVOs (Diesel, Naphtha, LPG)



€ 450 mln

Capital invested in biorefinery conversion and other development project at July 2023

## Timeline

START-UP ECOFINING



2019

START-UP BTU



2021

START-UP DEGUMMING



Q1 2024

START-UP BIOJET PRODUCTION



Q3 2024

WORKING INTEREST

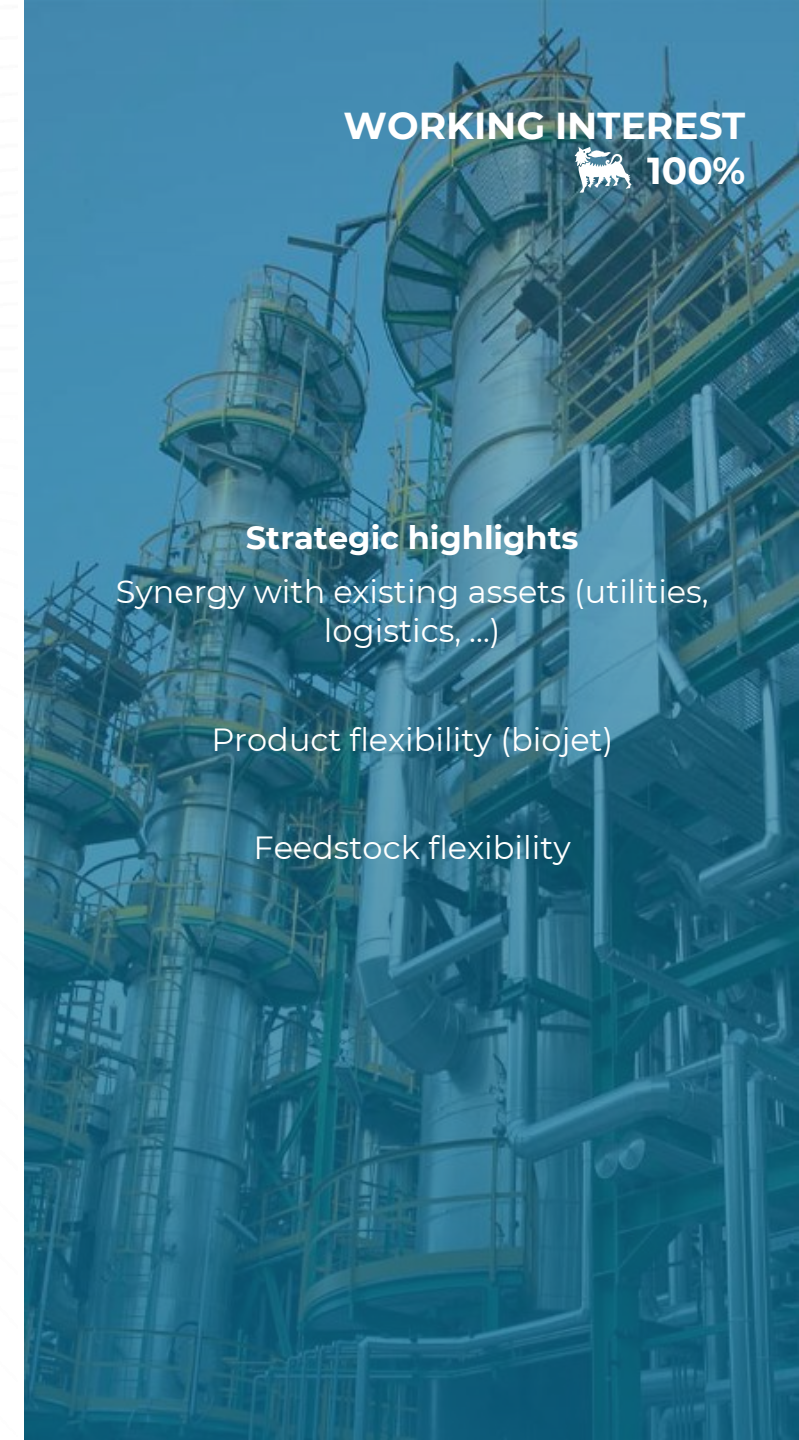
 100%

## Strategic highlights

Synergy with existing assets (utilities, logistics, ...)

Product flexibility (biojet)

Feedstock flexibility



# CHALMETTE BIO-REFINERY



**550 Kton/y**  
Eni Capacity



**Renewable Fuel  
production & Pre  
Treatment units**

Respectively based on  
Ecofining™ & Desmet-  
Ballestra technology



**Products**

HVOs (Diesel, Naphtha,  
LPG)  
SAF (under evaluation)



Eni contribution

\$ 835 Mln plus  
additional up to \$ 50  
Mln subject to  
milestones achievement

## Timeline

**SIGNING**

*Feb 2023*

**MAIN PROCESS UNIT  
STARTUP**

*June 2023*

**CLOSING**

*June 2023*

**PTU  
STARTUP**

*July 2023*

JV - WORKING INTEREST



50%

## Strategic highlights

Strategically located on Mississippi river close to Gulf of Mexico with wide range of optionality both for feedstock supply & products marketing

Perfect fitting partnership with PBF and platform for possible future joint initiatives in North America



# LIVORNO BIO-REFINERY

WORKING INTEREST

 100%



**500 kton/Y**  
Capacity



**Renewable Fuel  
production & Pre  
Treatment units**

Respectively based on  
Ecofining™ &  
TechnOilogy



**Products**

HVOs (Diesel, Naphtha,  
LPG)  
SAF (under evaluation)



**€ ~500 Mln**

Capital expenditure

## Timeline



## Strategic highlights

Synergy with existing assets (utilities,  
logistics, ...)

Vertical integration (50% slate Agroenergy  
feedstock from Natural Resources)

# PENGERANG BIO-REFINERY

UNDER STUDY



~230 Kton/y  
Eni Capacity



**Renewable Fuel  
production**  
based on Ecofining™

**Pre Treatment unit**



**Products**  
SAF and HVOs (Diesel,  
Naphtha, LPG)

## Timeline

**PUBLIC  
ANNOUNCEMENT**

Dec 2022

**FID**

2023

**PLANT  
COMPLETED**

2025

JV



## Strategic highlights

Strategic location close to Singapore on major international aviation and shipping routes, with easy access to Asian market expected to grow (esp. in SAF)

Full flexibility both in terms of processing feedstocks and production will grant margins maximization

Perfect fitting partnership with leading players in fuel market (Petronas) and bio-feedstock (Euglena, algae)

# DAESAN BIO-REFINERY

UNDER STUDY



~200 Kton/y  
Eni Capacity



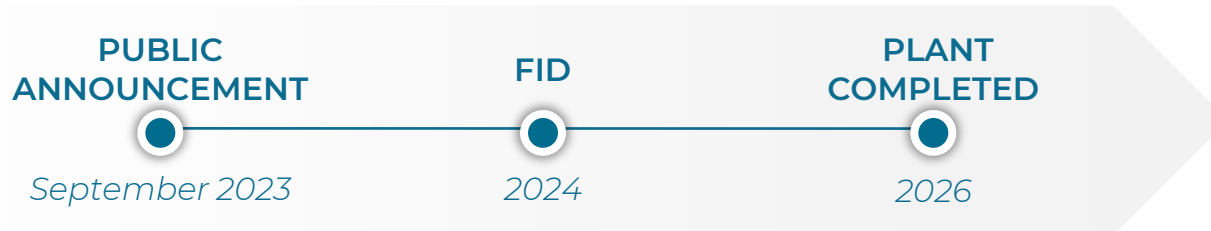
**Renewable Fuel  
production**  
based on Ecofining™

**Pre Treatment unit**



**Products**  
SAF and HVOs (Diesel,  
Naphtha, LPG)

## Timeline



JV



## Strategic highlights

Strategic location within the existing LG Chem industrial complex in Daesan ensuring reduced CAPEX and improved time to market

Full flexibility both in terms of processing feedstocks and production will grant margins maximization

Perfect match between ESM and LG Chem: Eni to supply 100% of bio-feedstocks and to offtake 100% SAF, while LG Chem will offtake HVOs to produce bio-polymers

# Abbreviations and Acronyms



## **HEFA**

Hydroprocessed Esters and Fatty Acid

## **HVO**

Hydrotreated Vegetable Oil

## **ILUC**

Indirect Land Use Change

## **LCA**

Life Cycle Assessment

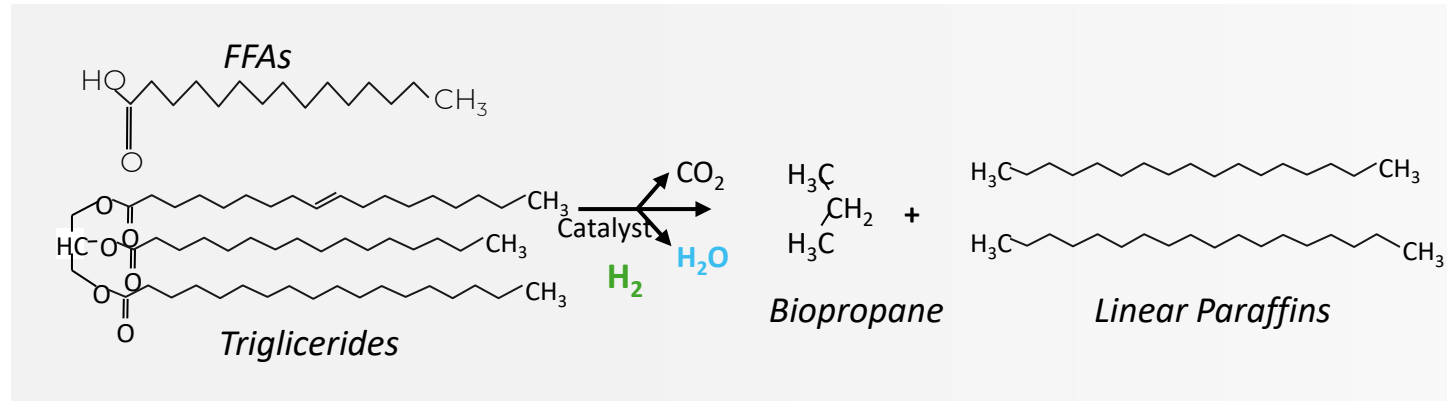
## **SAF**

Sustainable Aviation Fuel

# Fundamentals of Chemical reactions in Eco-finishing



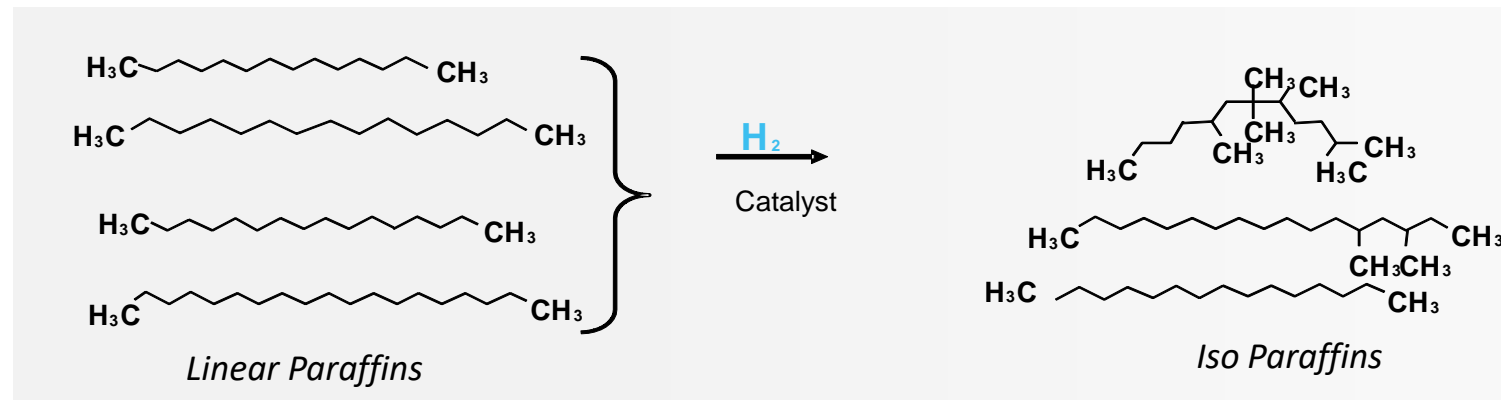
## Ecofining stage 1- Hydrotreating Stage: deoxygenation and decarboxylation



Vegetable oils mainly consist of triglycerides with typically 1-2% free fatty acid content

In the stage 1 Deoxygenation and Decarboxylation reactions of vegetable oil involves, producing linear paraffins but also gaseous byproducts including biopropane (C<sub>3</sub>H<sub>8</sub>), carbon dioxide (CO<sub>2</sub>), in varying degrees depending on the source feedstock

## Ecofining stage 2- Isomerization/ Cracking Stage



In the stage 2 cracks the linear paraffins to smaller, highly branched molecules

LOW CARBON ENERGIES  
AND TECHNOLOGY FIELD TRIP



# AGRI FEEDSTOCK INITIATIVES

Luigi Ciarrocchi  
Federico Maria Grati

14 September 2023  
Venice

# ENI UNIQUE MODEL OF AGRI FEEDSTOCK

Vertical integration of agribusiness for bio refining



## THE VALUE OF OUR INTEGRATED VALUE CHAIN

### **SECURITY OF SUPPLY**

Stable volumes of bio feedstock

### **COMPETITIVE AND STABLE COST**

Vs market price and volatility of bio feedstock

### **QUALITY**

Low carbon emissions (carbon neutrality target), eligibility for BioJet production

### **TIME TO MARKET**

Fast track approach and program aligned with bio refining expansion

### **CIRCULAR ECONOMY**

Animal feed, fertilizers, bio-economy, industrial symbiosis

### **SUSTAINABILITY**

Socio economic development, just transition

# HVO/HEFA BIO FEEDSTOCK AVAILABILITY

Novel vegetable oils support the rising biofuels demand



**Food vegetable oil**  
**~250**  
Mton/y

POTENTIAL AVAILABILITY 2050



**Wastes and residues**  
**>40** Mton/y



**Cover Crops**  
**70** Mton/y



**Non-food crops degraded land**  
**85** Mton/y



**Agricultural residues\***  
Up to **40** Mton/y

**COMPETITIVE LANDSCAPE**

UCO      Animal fats

*POME, SBEO, Tall oil, others*

**COMPETITIVE LANDSCAPE**

Camelina      Sunflower

*Brassica carinata, Sunflower, others*

**FIRST MOVER**

Castor

*Others*

**FIRST MOVER**

Rubber seed      Waste from dried fruit

*Others*

## FIRST GENERATION

~25% biofuel use in producing countries (e.g. Indonesia) in conflict with food chain  
**High ILUC banned in EU from 2030**  
Impact on food prices  
De-forestation risk/land use change

## SECOND GENERATION

### ADVANCED AND LOW ILUC (INDIRECT LAND USE CHANGE)

#### Large potential for biofuel/industrial use

~67% biofuel use  
W&R collection avoid improper waste disposal

Intermediate crops after production of cereals or other food crop, additionality

Land with low organic content, abandoned or contaminated

Residues and wastes from agro-industry and agro-forestry



# A DISTINGUISHING MODEL

## AGRICULTURAL PRODUCTION



## AGRI HUB (OIL EXTRACTION PLANTS)



### AGRICULTURAL SUPPLY CHAIN

**Cultivation entrusted to farmers**  
(access to land)

Land and crops **not in competition**  
**with food production**

Promotion of best agricultural practices  
and **carbon farming**

**Access to market** & socio-economic  
development in rural areas



### INDUSTRIAL PLANTS

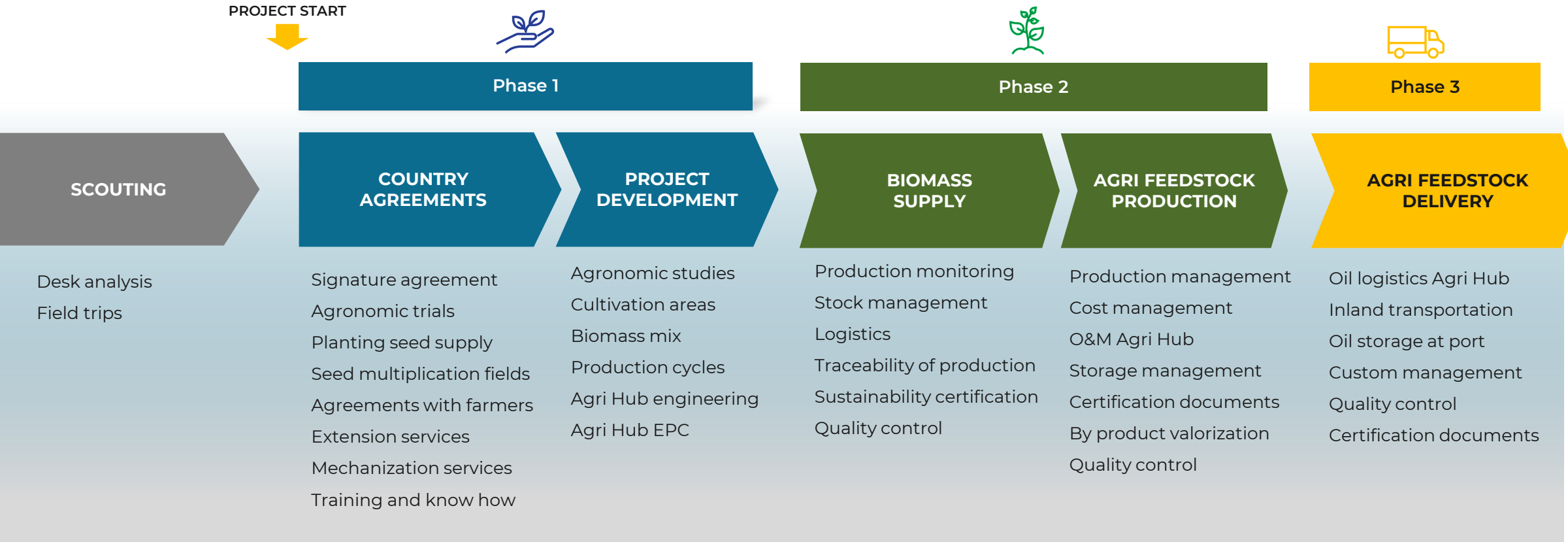
**Food security** with animal feed  
& fertilizer

Local content and transfer  
of **industrial know-how**

**Capacity building** targeting the  
best agricultural practice

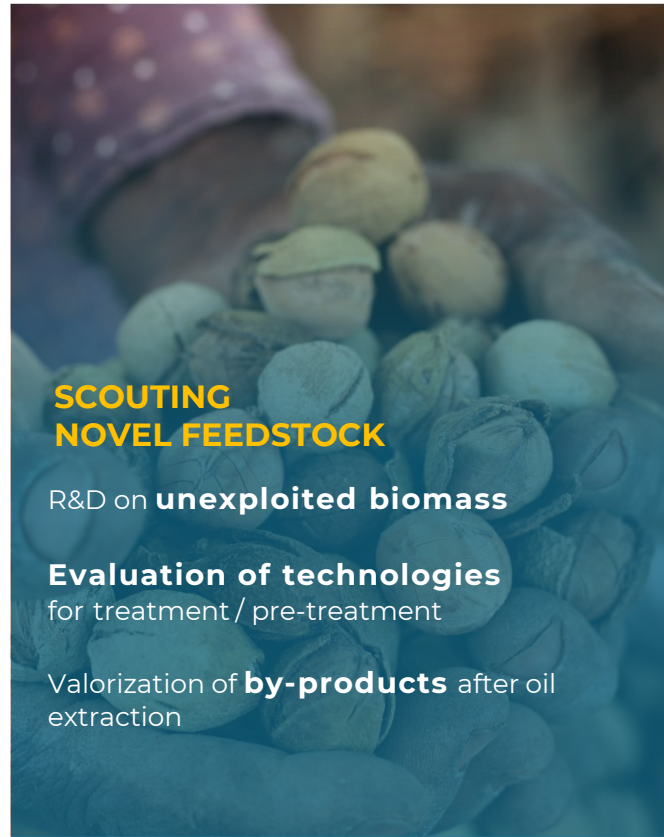
# AGRI FEEDSTOCK DESIGN AND DEVELOPMENT

A global value chain across geographies



# INNOVATION AND R&D

Our added value



**SCOUTING  
NOVEL FEEDSTOCK**

R&D on **unexploited biomass**

**Evaluation of technologies**  
for treatment / pre-treatment

Valorization of **by-products** after oil  
extraction



**DEVELOPMENT  
NEW CROPS**

R&D on **innovative oil crops**  
for biofuel production

**Agronomic trials** in all target geographies

Production of improved **planting seeds,**  
**breeding**



**SUSTAINABLE SOURCING  
VALUE CHAIN**

**Digitalization** (AI, drones) of the  
agricultural value chain to ensure  
traceability and certification

Extension services for farmers,  
**derisking facilities**

**Human Rights,** labour standards



# SUSTAINABLE BIOMASS

No competition with the food value chain

## NOVEL VEGETABLE OILS



### CASTOR DEGRADED LAND

non-food crop drought resistant, suitable for inter-cropping, high oil content, synergies with carbon farming



### COVER CROPS

intermediate crops after primary production cycle: camelina, brassica c, sunflower, other. Animal feed as by-product



### AGRO-FORESTRY

Trees planted by farmers in agricultural areas, in synergy with carbon offset program. Stimulate land regeneration

## RESIDUES



### FOOD AND AGRO INDUSTRIES

residual biomass from food processing industries, and ginneries; circular economy and industrial symbiosis



### FORESTRY RESIDUES

residual oilseed from plantations or spontaneous trees; synergy with cooperatives and large agribusiness



### OTHER BIO FEEDSTOCK

residues from animal husbandry, fishing and other agro-industrial processing; UCO and organic wastes



## CERTIFIED RAW MATERIALS

Whole value chain certified according to European highest standards (ISCC EU)

Agricultural production not in competition with food production nor with forest ecosystems

Traceability of agricultural production

Guarantee of labour human rights according to ILO standards



## CONTINUOUS IMPROVEMENT

Security of supply for **planting seeds** (mother fields)

Carbon farming, **biochar**, regenerative agriculture

# CULTIVATION ON DEGRADED LAND

The Agri-Energy program in Kenya



EXAMPLE OF DEGRADED LAND (2022)



EXAMPLE OF LAND CULTIVATED WITH CASTOR (2023)

## KENYA AGRI-ENERGY PROGRAM



**START UP  
ACTIVITIES  
JULY 2021**



**FIRST OIL  
AGRI HUB  
MAKUENI  
AUG 2022**



**SECOND  
AGRI HUB  
4Q 2023**



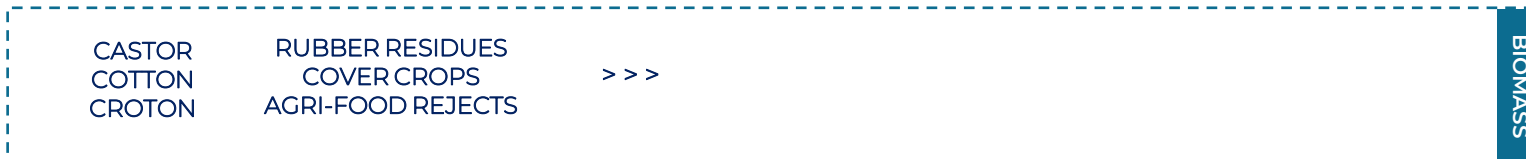
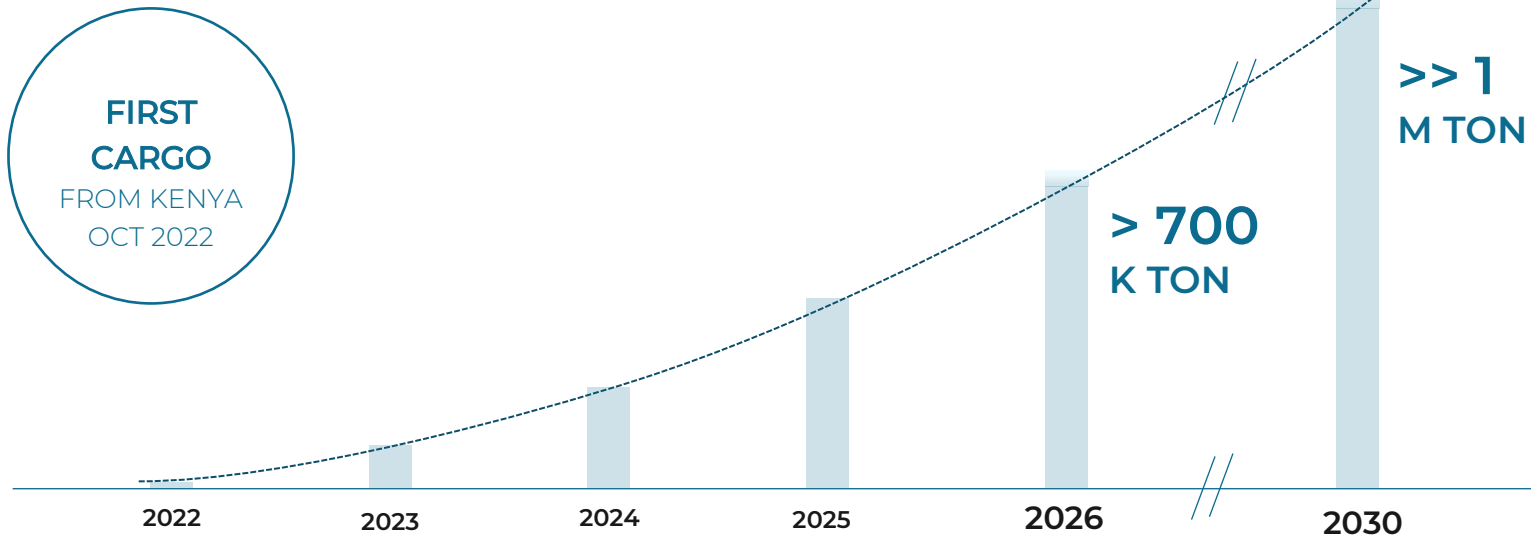
**80,000  
FARMERS  
INVOLVED  
DEC 2023**



# PROJECT KPIs AND TARGETS



## PRODUCTION



2026



### PRODUCTION

> 700 thousand tons vegetable oil for biorefining

>> 1 million tons animal feed and fertilizers



### FARMERS

~ 700 thousand families of farmers involved with opportunity for long term, stable additional revenues



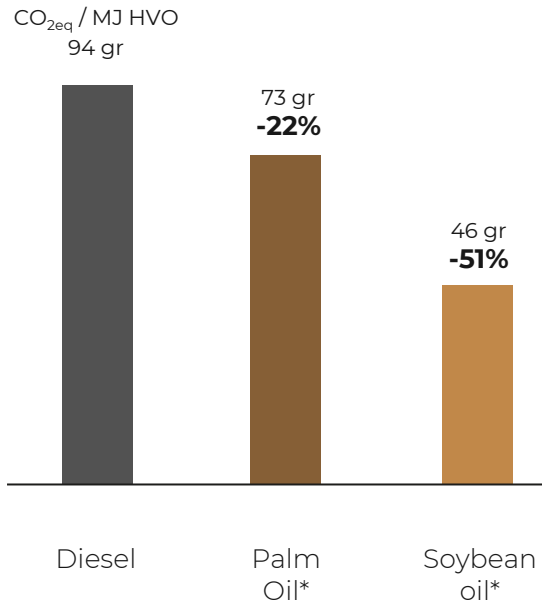
### CULTIVATED LAND

~ 1 million hectares regenerated and valorized

# CARBON INTENSITY OF ENI BIOFUELS

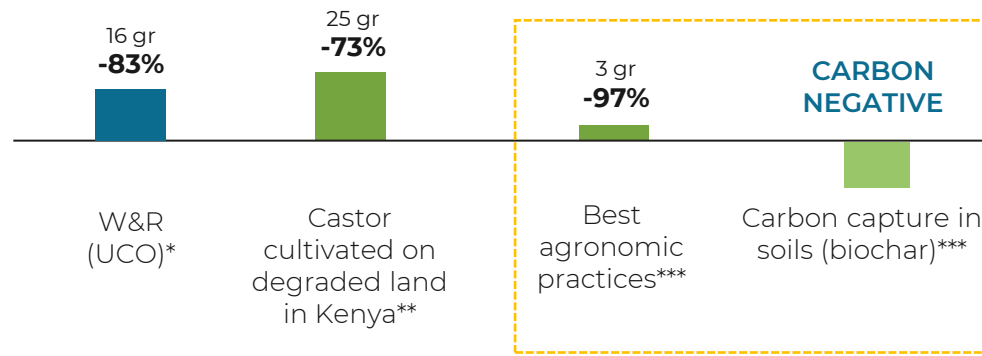
Targeting lowest emissions

## MARKET BENCHMARK



**HIGH RISK OF LAND USE CHANGE  
CONFLICT WITH FOOD PRODUCTION**

## ENI DISTINGUISHING MODEL



**TARGET**

## REFERENCED AND PROVED FIGURES

Validation of the Eni distinguishing model thanks to EU Funded projects by academic/R&D partners



Bio-Jet produced by Eni from cover crops and carbon farming in EU (+110% carbon reduction vs diesel)



HVO produced by Eni from castor in degraded areas and carbon farming in Kenya (+114% carbon reduction vs diesel)

\* Standard GHG saving values for HVO defined by EU RED II Directive

\*\* HVO reference carbon saving certified by ISCC EU

\*\*\* Verified estimation, under development



# CONCLUDING REMARKS

SECURING SUPPLY OF QUALITY FEEDSTOCKS  
IN A HIGHLY COMPETITIVE MARKET

OFFERING COMPETITIVE AND STABLE  
COST AGAINST MARKET VOLATILITY

TO PRODUCE SAF AND OTHER  
LOW EMISSION BIOFUELS

WITH THE UPSIDE TO SUPPLY-CHAIN CARBON  
INTENSITY REDUCTION THROUGH CARBON  
FARMING

Target 2026

>700  
K TON

- 20/30%

2030

>> 1  
M TON

- 30%

LOW CARBON ENERGIES  
AND TECHNOLOGY FIELD TRIP



# SATELLITES AND CLOSING COMMENTS

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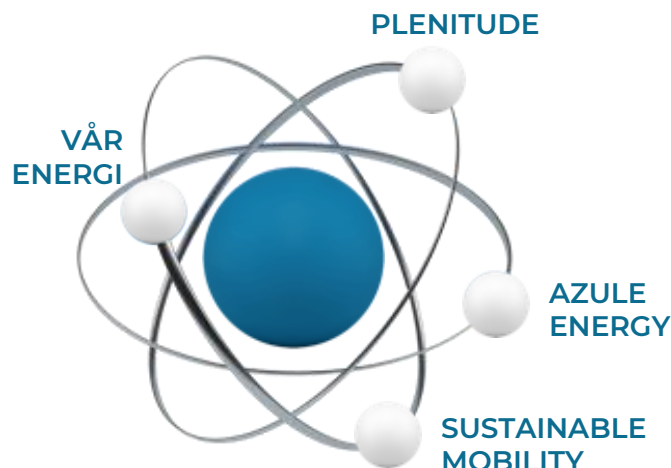
14 September 2023  
Venice

# THE SATELLITE MODEL

Addressing the Challenges of Capital & Energy Markets

## Our distinctive approach

Unlocking value through dedicated satellite companies



Striking right balance between investments & returns through access to specialized capital & financial structure optimization

## Our satellites

### VÅR ENERGI

Initially created in 2018. Acquired XOM assets in 2019. IPO in 2022 with follow on placing. 63% Eni ownership. Participated in Neptune transaction in 2023. #2 independent E&P

### PLENITUDE

Formed in 2021 from Eni gas e luce. Announced intention to float in 2022. Confirmed in negotiations with a strategic investor as a prelude to moving towards IPO when markets allow

### AZULE ENERGY

Formed in 2022 combining Angolan operations of Eni and bp into a 50:50 JV that is the country's largest independent producer. Secured \$2.5 bln of debt financing

### ENI SUSTAINABLE MOBILITY

Incorporated in Jan 2023 as a vertically integrated developer of bio-refining, biomethane and seller of mobility products. Intent to move forward towards a monetisation within the 4YP period

### OTHER OPPORTUNITIES

Additional E&P opportunities where scale and capital profile are suitable; CCUS; Versalis, new and emerging technologies



## KEY FEATURES OF THE SATELLITE MODEL

### Accesses and matches capital

New pools of capital; avoids dilutive flow of internal cashflows

### Adds visibility on value

Important where businesses have a wide range of return/growth/risk characteristics and significantly different investor appetite

### Governance

Balances access to the resources of Eni with value of independence

### A dynamic activity

Eni continues to generate new opportunities that will feed further satellite structures

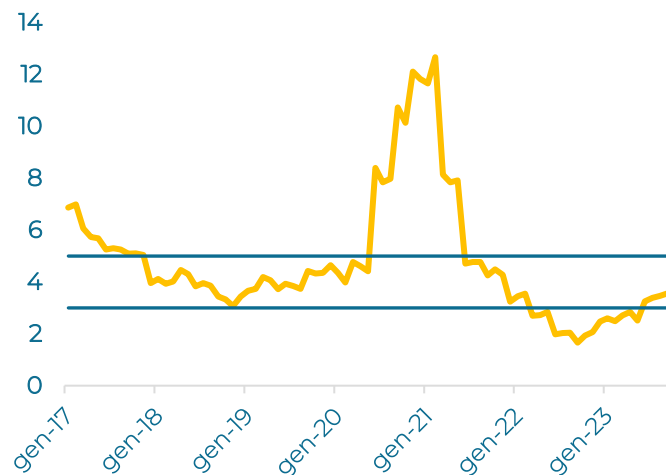
# THE VALUATION OPPORTUNITY

Generating visibility on valuation



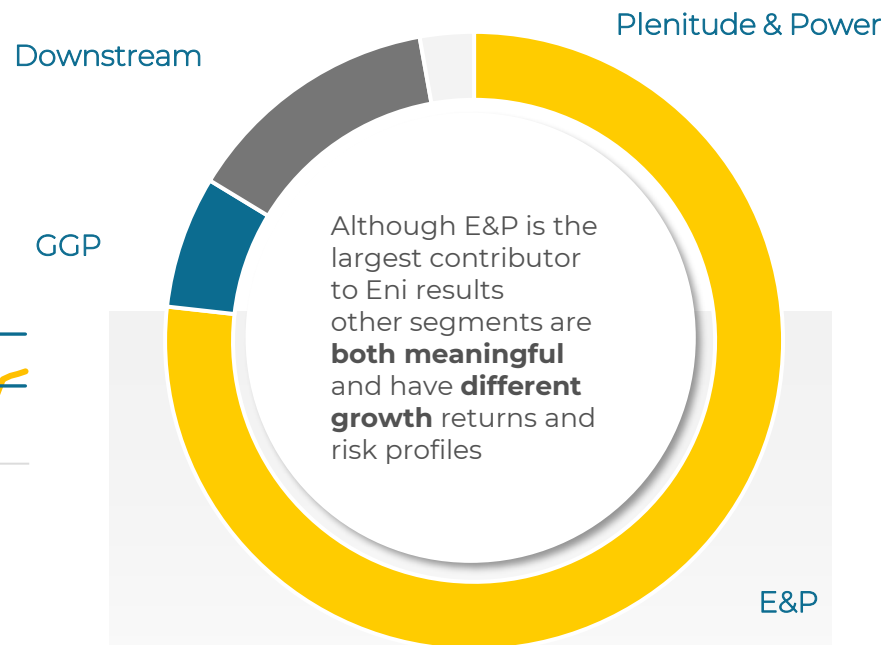
## ENI MULTIPLE <sup>1</sup>

EV/EBITDA



## ENI EARNINGS BY SEGMENT

2022 - Post-tax segmental income



## FOCUS IN: ADDRESSING THE VALUATION OPPORTUNITY

### Eni shares

Impacted by ESG concerns, macro volatility, perception of long-term challenges to business model

### E&P

Low costs organic growth, leading explorer, time to market and dual exploration de-risks capital; 2022 NPV<sub>10</sub> €82Bln

### GGP

Unique,infrastructure and market position, capital light cashflows

### Downstream

Transformation to high growth, competitive returning, globally relevant bio-refining can command premium multiples

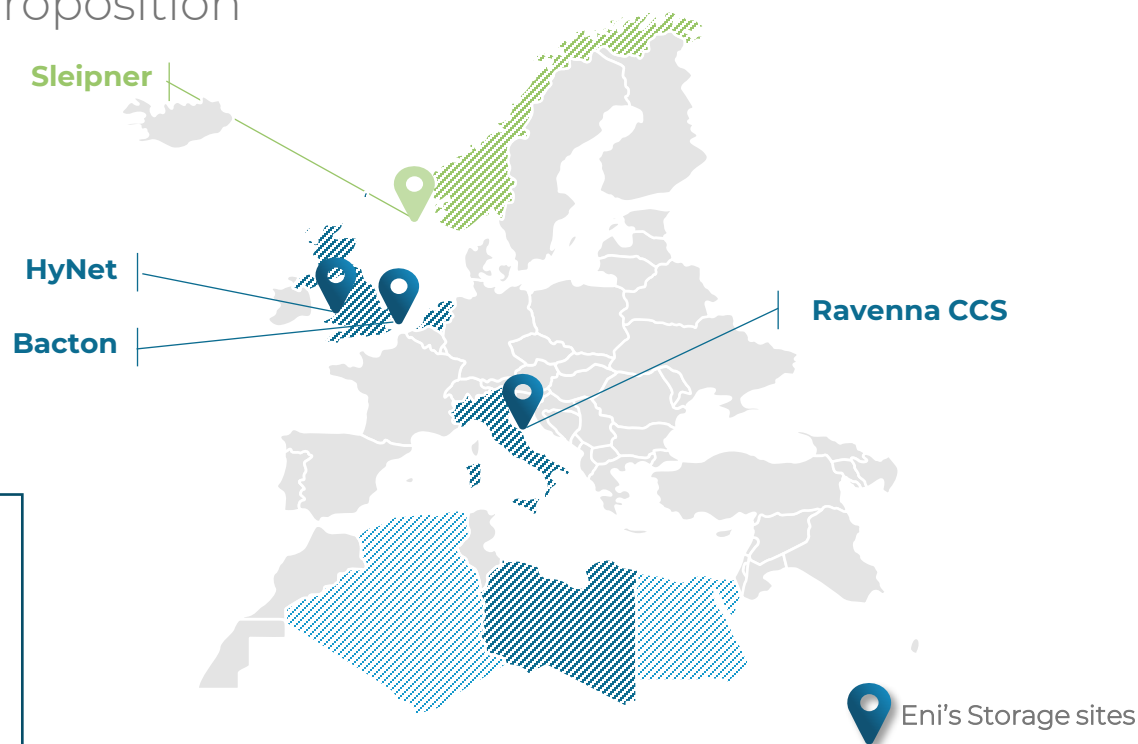
### Plenitude

Materially scaled, high growth business with unique advantage of its customer base and a strong track-record of execution also supports an attractive multiple




<sup>3</sup> <sup>1</sup>EV/EBITDA sourced from Bloomberg  
2022 segmental income based on EBIT plus income from investments and associates less tax for income generating segments

# CCUS, AN EMERGING OPPORTUNITY

Value and capital proposition



## ENI MAIN PROJECTS

-  UNDER DEVELOPMENT
-  IN OPERATION
-  UNDER EVALUATION

## KEY FEATURES

### Emerging business opportunity

Target to store 30MTPA by 2030 in depleted reservoirs

### T&S operating regulated market

RAB based business model

### Exploit existing infrastructure

Large portfolio of real estate. Deferred decommissioning of depleted fields for additional cost optimization

### Competitive portfolio

Close to industrial emitters in Liverpool Bay and Thames Estuary in the UK and Po Valley in Italy. Neptune transaction would add further prospects

### Value and capital proposition

No existing income stream. Investment opportunity with clear long-term capital/risk-return profile

## MAIN PROJECTS

COUNTRY	GROSS STORAGE CAPACITY	PROJECT
UK	200 MTONS	HYPNET NORTH WEST
UK	330 MTONS	BACTON - HEWITT
ITALY	500 MTONS	RAVENNA CCS

# SHAREHOLDER DISTRIBUTION

A priority commitment funded from organic cashflow



## A SIMPLIFIED POLICY

Target  
**~25-30%**  
OF CFFO

Via a combination of  
**dividends** and **buyback**

The **first priority for CFFO**.  
Balances distribution with  
re-investment

A clear commitment – recurring  
CFFO pre-working capital

## GROWING DIVIDEND

Scope to raise dividend  
as underlying business grows  
& share count reduces

## ENHANCED DISTRIBUTION

**€0.94**  
2023 DPS

7% increase vs 2022;  
distributed quarterly

**€2.2 BLN**  
2023 BUYBACK

Commenced in May;  
completion by April 2024;  
scope to accelerate and  
expand if CFFO outlook  
improves

## SHARING VALUE

**~12% YIELD**

Competitive policy  
4 year return ~40%  
of market capitalisation<sup>1</sup>

## RESILIENT

At bottom of the cycle

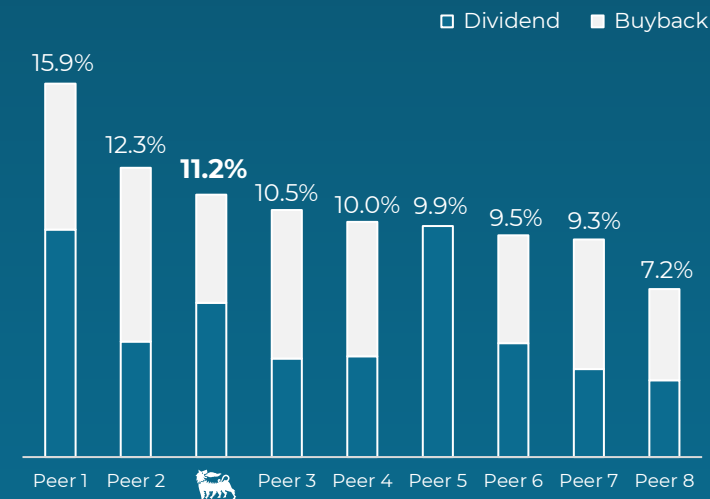
Dividend fundable at ~\$55/bbl  
Balance Sheet, timing and  
business flexibility underpins  
buyback

## FLEXIBLE BY DESIGN

**35% of upside** to buyback  
where CFFO exceeds the plan

## ONE OF THE HIGHEST REMUNERATION YIELD IN THE SECTOR

(remuneration yields 2023, estimated %)





# LOW CARBON ENERGIES FIELD TRIP

Venice 14 September 2023

- An emerging, material, high growth, and globally relevant earnings stream
  - **Confirm EBITDA** of €1.5Bln for Sustainable Mobility by 2026. **New** ~20% ROACE guidance for Plan period
  - Confirm biorefining capacity target of >3MTPA by 2025 and >5MTPA by 2030
    - **Raised outlook for SAF** output to >0.5MTPA by 2026, >1MTPA by 2030 with upside to 2MTPA
    - Agri-hubs a significant differentiator. **Raised agri-hub supply target** to >>1MTPA by 2030
    - New agreement signed with LG Chem for potential biorefinery in South Korea
    - **New** EBITDA and capex splits provide **additional visibility**
  - Sustainable Mobility Ideally for a satellite combining stand-alone and group competencies and resources; accessing new pools of capital; differentiated valuation
  - Satellite model intrinsic to our success and shareholder value as energy markets and capital markets evolve. A dynamic strategy
  - **Shareholder returns a priority**
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