



# Eni 9M 2020 Results



Eni biorefinery in Venice

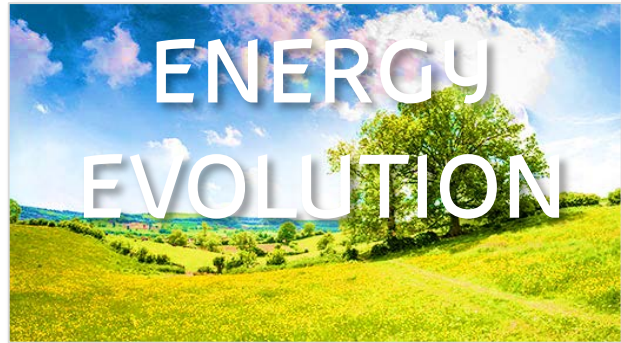
October 28, 2020



# 9M HIGHLIGHTS



- **Production:** 1.74 Mboed. Main start ups in Algeria and Congo
- **Exploration:** success in Egypt, Angola, Mexico, Vietnam, UAE
- **Global Gas & LNG:** € 0.6 Bln FCF, despite a challenging scenario
- **CCS:** Carbon Storage Licence for Liverpool Bay Fields (potential 195 mt CO<sub>2</sub>)



- **Business Group EBIT adj:** € 323 mln (25% of Eni Group)
- **Retail G&P:** resilient contribution with over €200 mln Ebit adj
- **Bio-refineries:** positive contribution thanks to Gela ramp-up
- **Renewables:** 0.3 GW capacity installed



- **Adj CFFO @ RC pre WC:** € 5.1 Bln, in line with guidance
- **Capex:** € 3.8 Bln, in line with guidance
- **FCF:** positive in a challenging scenario
- **Hybrid Bonds:** €3bn successful emission (7 times the original offer)
- **Leverage:** significantly strengthened to 0.29 post hybrid bonds



# RATINGS CONFIRM ENI'S LEADERSHIP IN ESG

2019



Eni confirmed leadership position in 2019 for the 3rd consecutive year with A- rating; CDP 2020 questionnaire submitted and under evaluation



Aug 20

Eni inserted in the highest "advanced" band



"A" ESG rating, leader in Carbon Emissions and Health and Safety amongst peers



Aug 20

Eni has achieved a ESG Risk Rating in the top 3% amongst peers

Bloomberg ES

Eni 1<sup>st</sup> for Environmental Score amongst peers



Aug 20

Aug 20

Oct 20



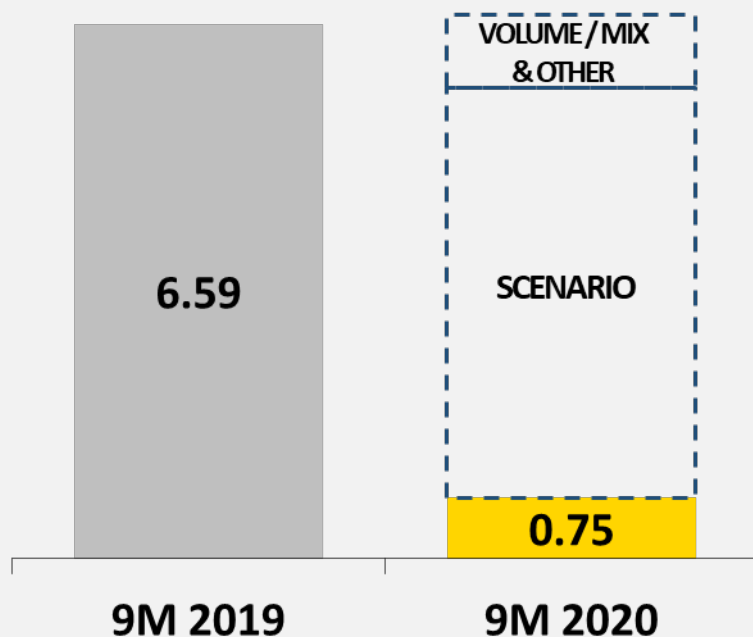
Top Level 4 Star Strategic Assessment for Management Quality

Eni 1<sup>st</sup> amongst peers for competitiveness of unsanctioned portfolio economics, emission reduction targets and medium-long term price scenario



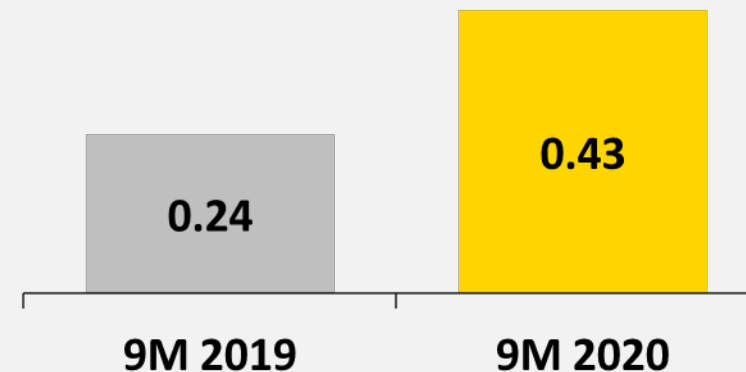
# NATURAL RESOURCES

## UPSTREAM | EBIT Adj € BLN



Brent (\$/bbl)	64.7	40.8
PSV (€/kmc)	175	97
FX	1.124	1.125

## GLOBAL GAS & LNG PORTFOLIO | EBIT Adj € BLN



TTF (€/kcm)	146	81
Spread PSV-TTF (€/kcm)	29	16
JKM (\$/Mbtu)	5.4	3.1

**2020 PRODUCTION CONFIRMED**

**1.72 – 1.74 Mboed**



# CCS – CARBON CAPTURE & STORAGE

## ADRIATIC BLUE



RAVENNA, ITALY

**2022**

DEMO STARTUP

**2026**

STARTUP

FIRST CCS PROJECT IN THE MEDITERRANEAN

## UK PROJECTS



LIVERPOOL BAY

**OCT '20: LICENCE AWARDED**

**2025: EXPECTED STARTUP**



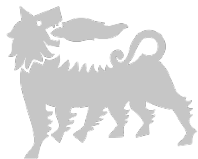
TEESSIDE

**OGCI FIRST CCUS HUB**

**2025: EXPECTED STARTUP**

THIRD PARTY EMISSIONS

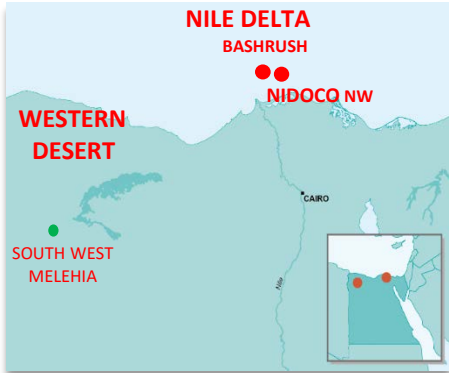
**DECARBONISING HARD-TO-ABATE INDUSTRIAL EMISSIONS  
+ GENERATING NEW BUSINESS OPPORTUNITIES**





# EXPLORATION – CONTINUES TO BUILD OPTIONALITY DESPITE COVID-19

## EGYPT | Nile Delta & Western Desert



### NEAR FIELD

Discovery: **Gas & Oil**

#### Results:

- «Great Nooros Area» upgraded at 4 Tcf
- South West Melehia 12'000 boe/d

## MEXICO | Block 10 (w.i. 65%) Saasken



### PROVEN BASIN

Discovery: **Oil**

#### Results:

- 200-300 Mbbl
- Large Nearby Potential

#### Way Forward:

- To be appraised

2020 TARGET  
**EXPLORATION DISCOVERY**

**> 300 MBOE EQUITY**  
UEC ~ 2 \$/bbl

## VIETNAM | (w.i. 55%) Ken Bau



### PLAY OPENER

Discovery:

**Gas & Condensate**

#### Results:

- 7-9 Tcf
- 400-500 Mbbl

#### Way forward:

- Upside to be appraised

## UAE SHARJAH | (w.i. 50%) Mahani



### PROVEN BASIN

Discovery:

**Gas & Condensate**

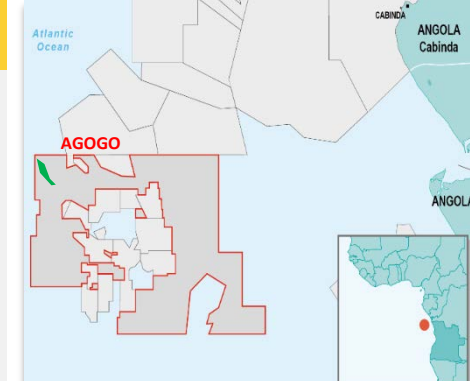
#### Results:

- Significant discovery with short time-to-market

#### Way forward:

- Upside to be appraised

## ANGOLA | (w.i. 37%) Agogo 3



### PROVEN BASIN & INCREMENTAL EXPLORATION

Discovery: **Oil**

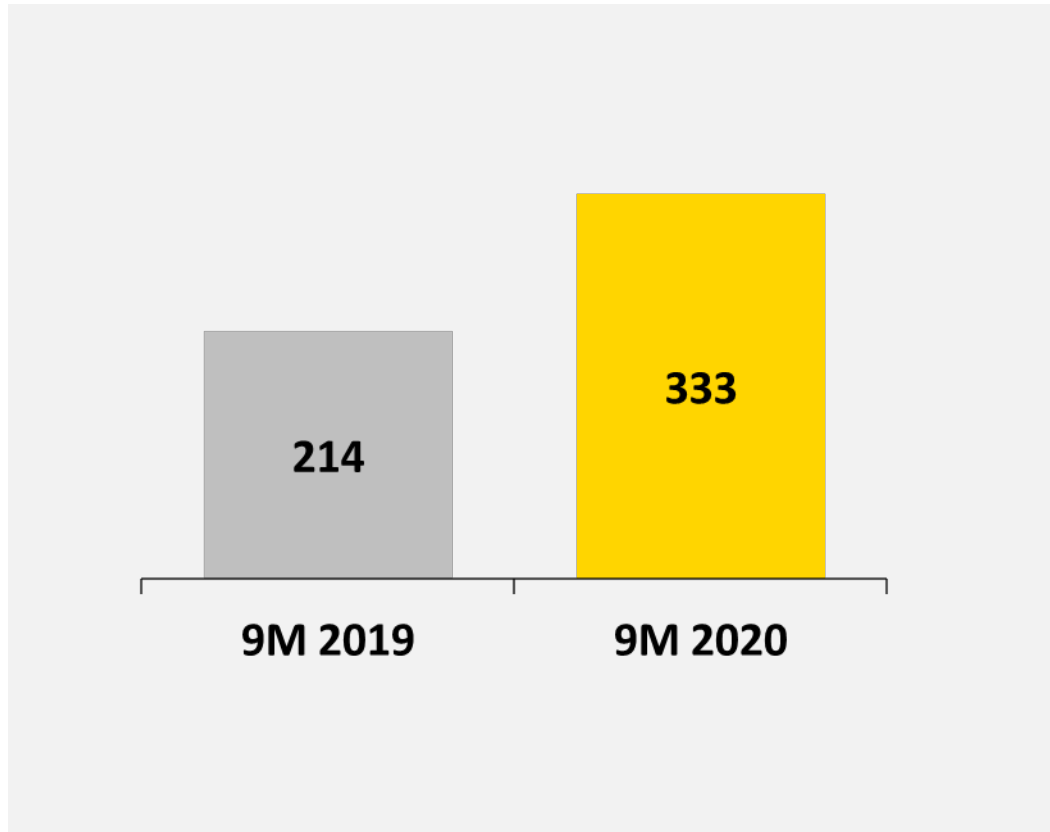
#### Results:

- Upgraded field potential to 1 Bbbl

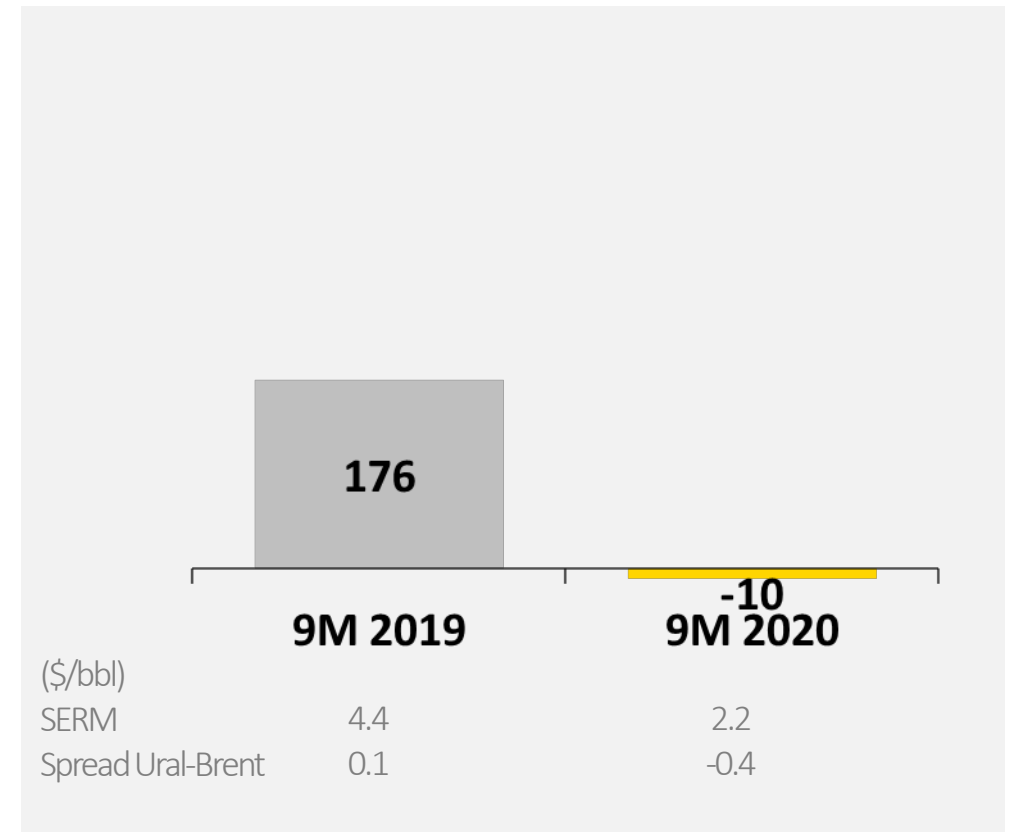


# ENERGY EVOLUTION

## ENI GAS E LUCE, POWER & REN | EBIT Adj €Mln



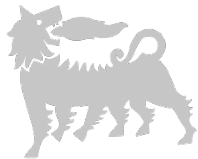
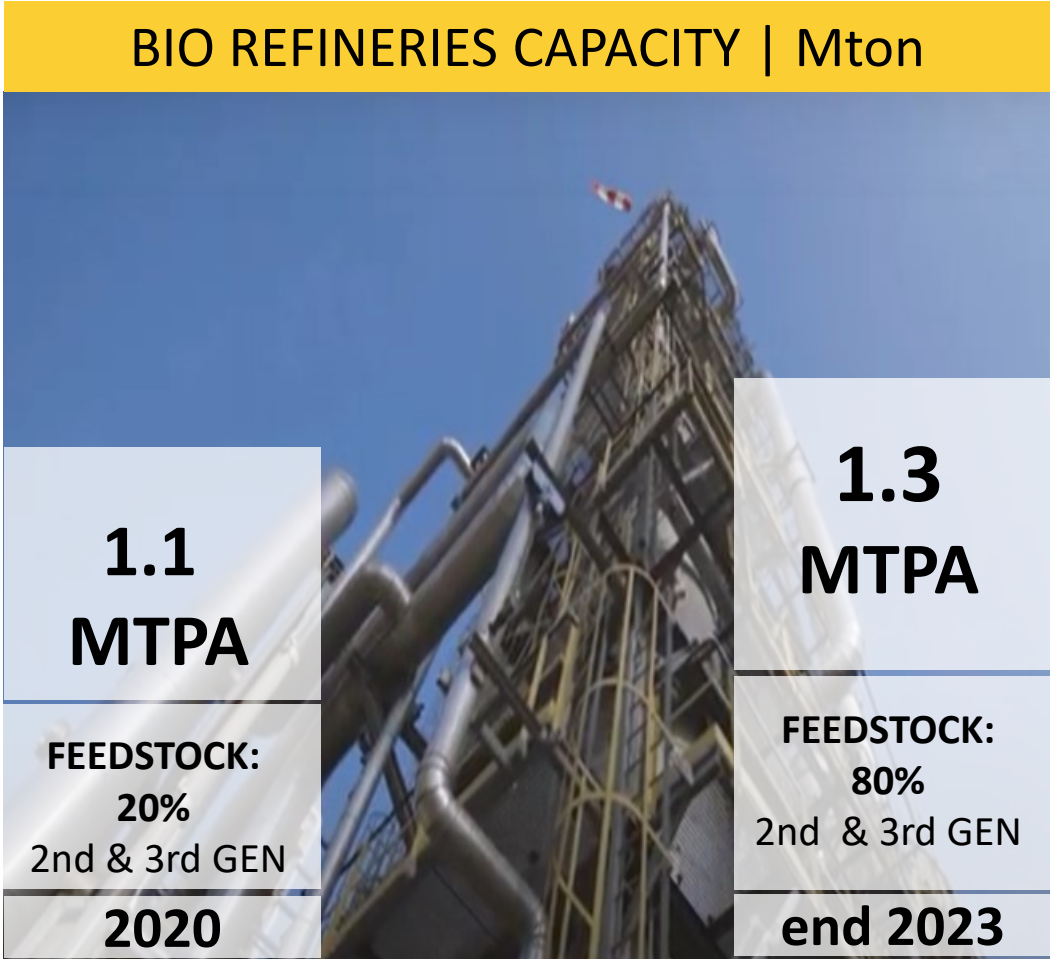
## R&M AND CHEMICALS | EBIT Adj € Mln



**2020 GUIDANCE: > € 0.3 bln**

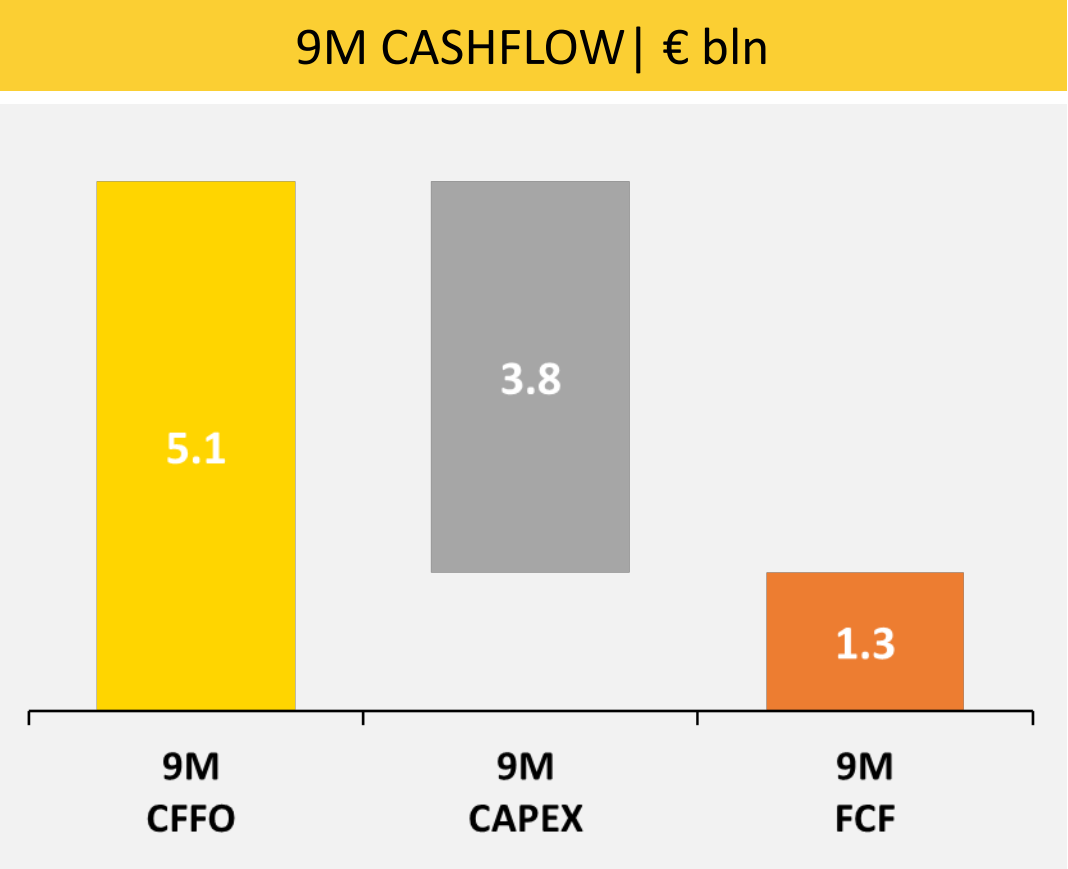


# REFINING – FOCUS ON BIO





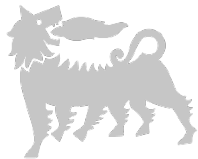
# CASH RESULTS



CONFIRMED  
**2020 CFFO**

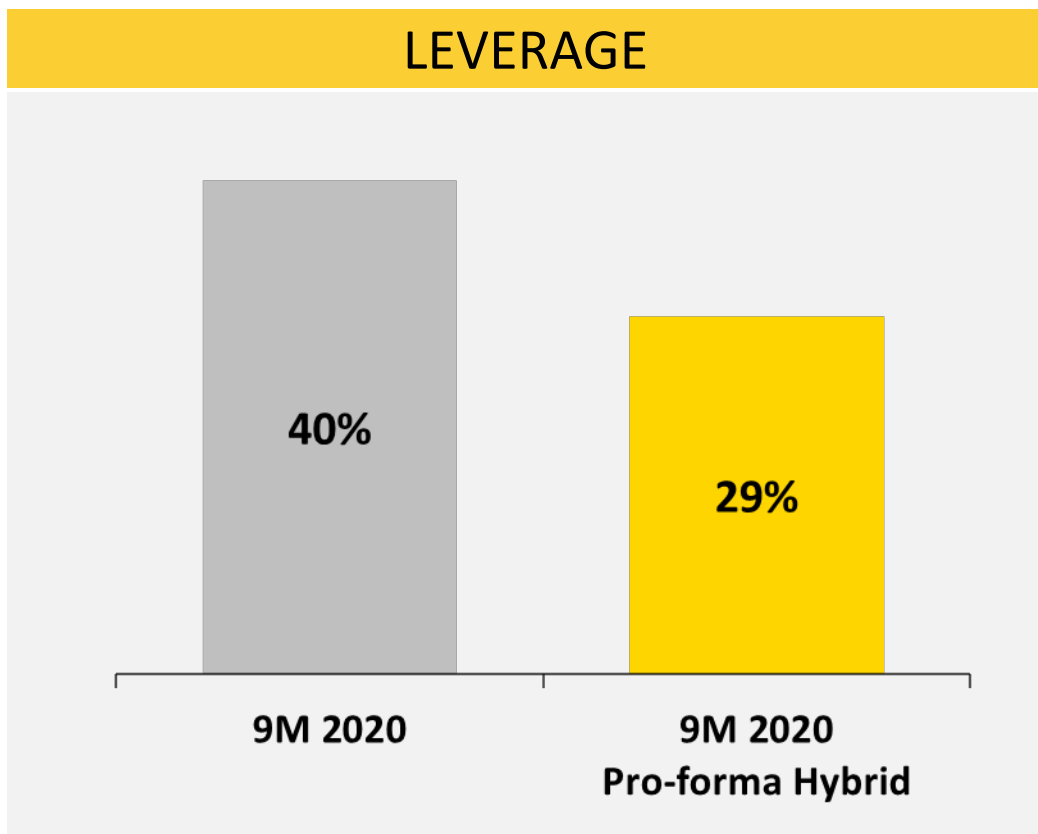
**€ 6.5 bln**  
@ \$ 40/BBL

*CFFO & FCF are adjusted and pre working capital at replacement cost*



# HYBRID BOND: DIVERSIFYING AND STRENGTHENING FINANCIAL POSITION

**2 PERPETUAL HYBRID BONDS FOR A TOTAL OF €3BN  
LARGEST EVER HYBRID ISSUANCE IN ITALY & 7X DEMAND VS ORIGINAL OFFER**



- **Significantly strengthened balance sheet**
- **Further diversified our capital structure**
- **Supports our strong investment grade rating**
- **Further enhanced our strong liquidity position**



## RATIONALE

**Non core Upstream assets**

**Optimisation of non-upstream assets**

**Asset mergers to optimise portfolio**



**2020 GROSS DISPOSALS : ~ €1 bln**





# 2020 GUIDANCE

<b>Production</b>	1.72 - 1.74 mboed
<b>Exploration discoveries</b>	> 300 mln boe
<b>GGP Adj EBIT</b>	€ 0.2 bln
<b>Energy Evolution Adj EBIT</b>	> € 0.3 bln
<b>CFFO @ 40 \$/bl</b>	~ € 6.5 bln
<b>CAPEX</b>	~ € 5.2 bln
<b>Gross Disposals</b>	~ € 1 bln
<b>Leverage</b> (pre IFRS 16 lease liabilities)	< 0.3



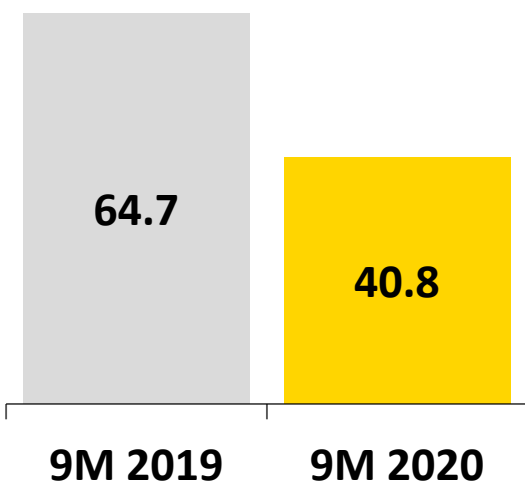


# ANNEX

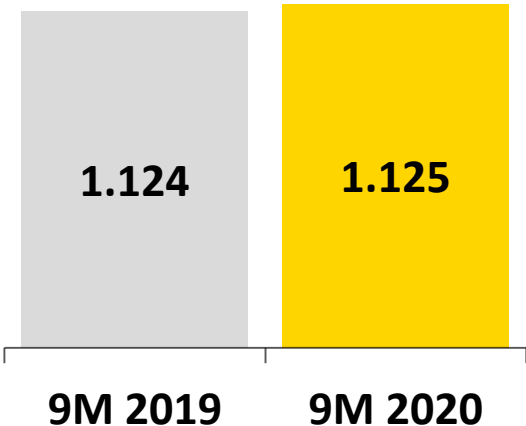
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# MARKET SCENARIO

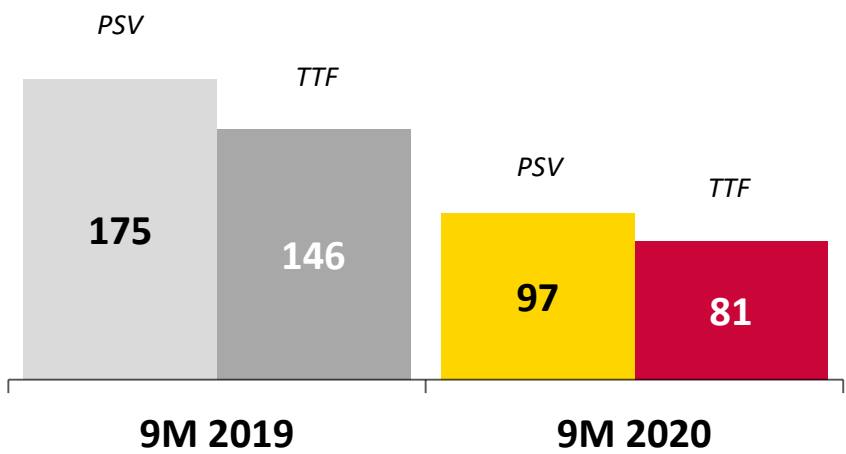
**BRENT | \$/bbl**



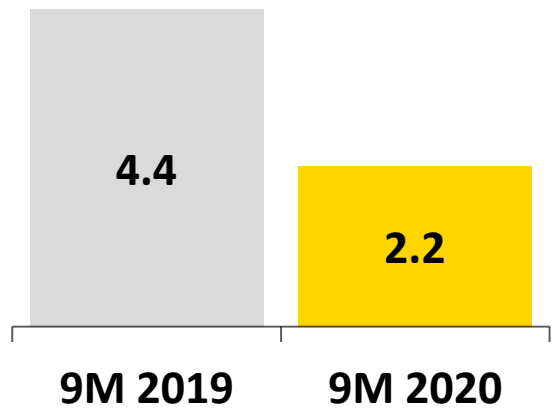
**EXCHANGE RATE | €/€**



**EUROPEAN GAS PRICES | €/kcm**



**STANDARD ENI REFINING MARGIN | \$/bbl**





# ASSUMPTIONS AND SENSITIVITY

<u>4YP Scenario</u>	2020	2021	2022	2023
Brent dated (\$/bbl)	42	48	55	60
FX avg (\$/€)	1.143	1.130	1.150	1.180
Ural MED c.i.f. - Med Dated Strip (\$/bbl)	-0.4	-1.3	-1.4	-1.5
Std. Eni Refining Margin (\$/bbl)	2.4	4.3	4.5	4.6
NBP (\$/mmbtu)	2.8	4.1	4.8	5.1
PSV (€/kcm)	104	147	163	167

<u>Sensitivity 2020</u>	EBIT adj (€ bln)	Net adj (€ bln)	FCF (€ bln)
Brent (+1 \$/bbl)	0.23	0.16	0.17
Std. Eni Refining Margin (+1 \$/bbl)	0.13	0.09	0.13
Exchange rate \$/€ (-0.05 \$/€)	0.09	0.02	0.1

*Brent sensitivity assumes oil and gas prices move proportionally.  
It is applicable for \$5-\$10/bbl moves in Brent.*

