

# fourth quarter and full year 2009 preliminary results

February 12th, 2010

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## 2009 highlights

#### **Operational**

- Delivered start-up on 27 projects: +180 kboed at plateau
- Record production levels achieved
- Reserve replacement ratio: 109% @ 2008 price
- Natural gas sales: 104 bcm
- Downstream marketing Italian market share: 31.5%

#### **Efficiency**

Further €0.4 billion cost savings added

#### **Financial**

- Adjusted operating profit: € 13.1 billion
- Adjusted net profit: € 5.2 billion
- Full year dividend: € 1/share



# key achievements

#### **E&P** resource base reinforced

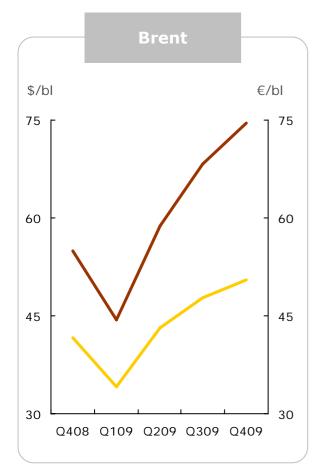
- Access secured to new giant projects (Zubair, Junin 5 and Perla)
- New resources added ~1.0 mmboe
- Exploration portfolio strengthened (Ghana, Angola, GoM, China, Norway)

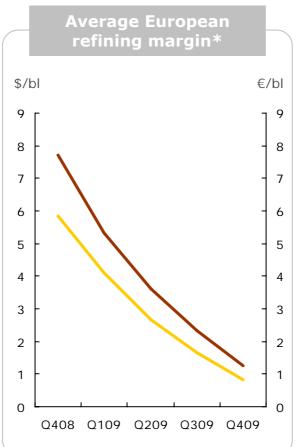
#### **G&P** strengthened prospects for growth

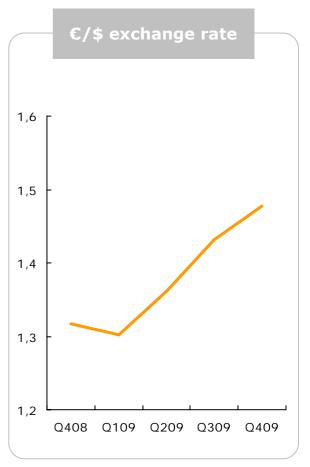
- Italian regulated business reorganization
- Agreement signed with Gazprom on ToP contracts
- Proposed remedies on antitrust inquiry submitted to EC



#### market environment

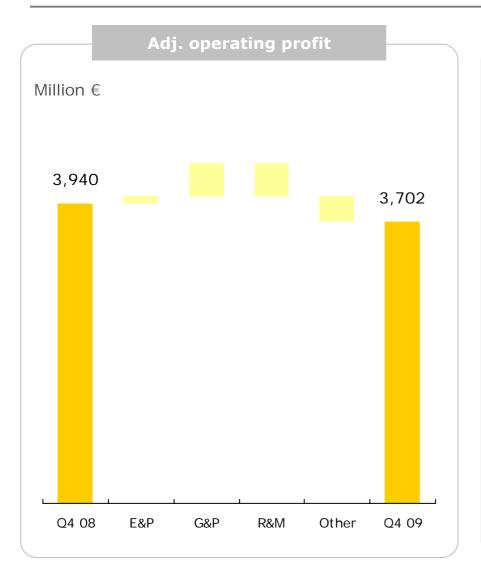


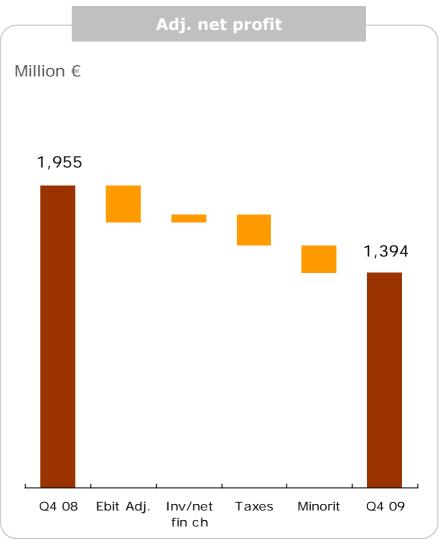






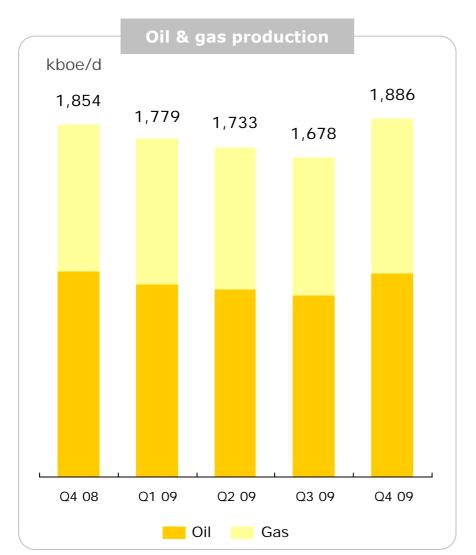
#### Q4 consolidated results

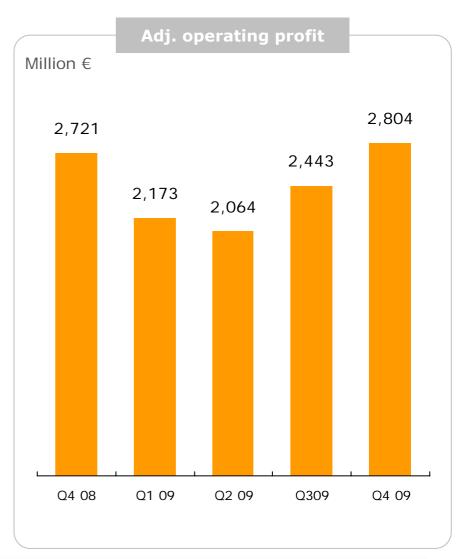






# E&P performance

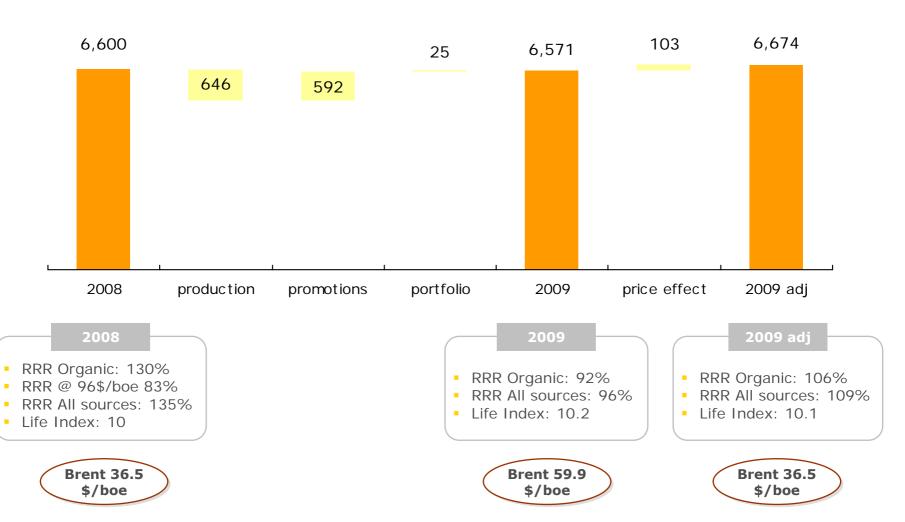






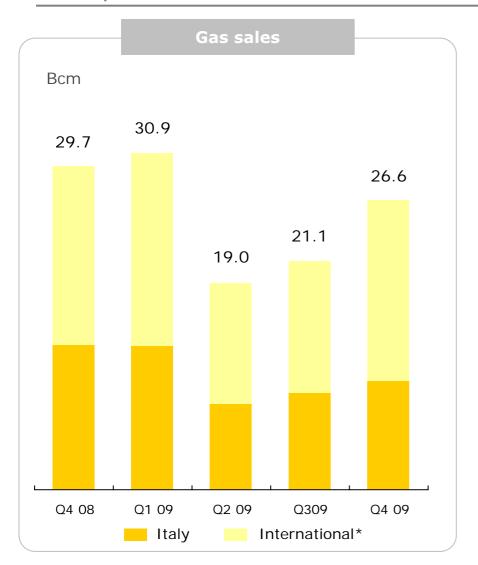
### proved reserves

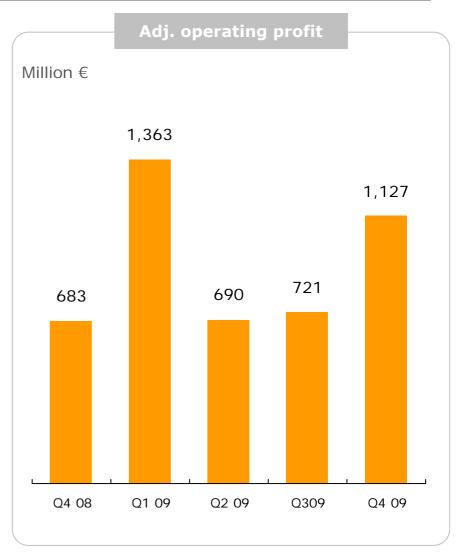
#### mmboe





# **G&P** performance

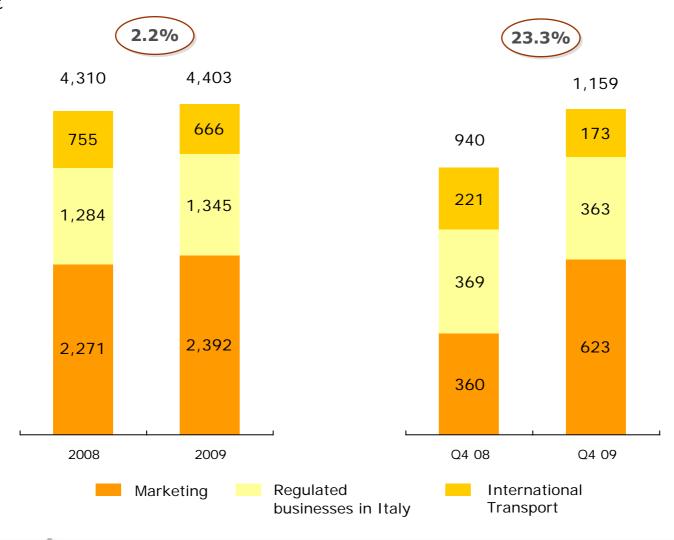






\* Including associates

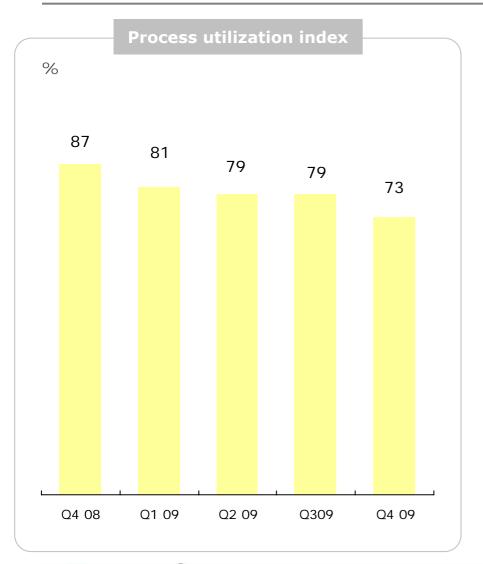
# G&P: ebitda proforma adjusted\*

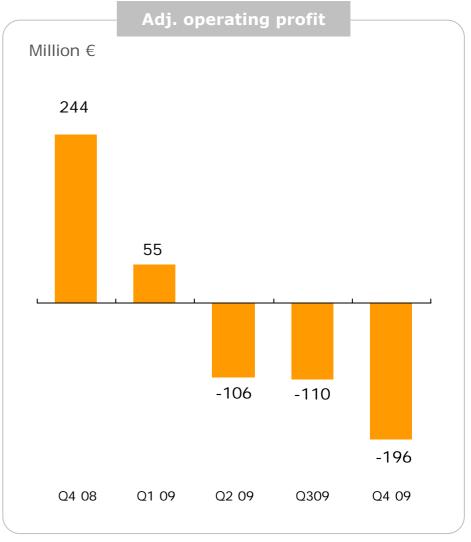




Ebitda pro forma includes: pro-quota ebitda contribution from SRG and associates

# R&M performance







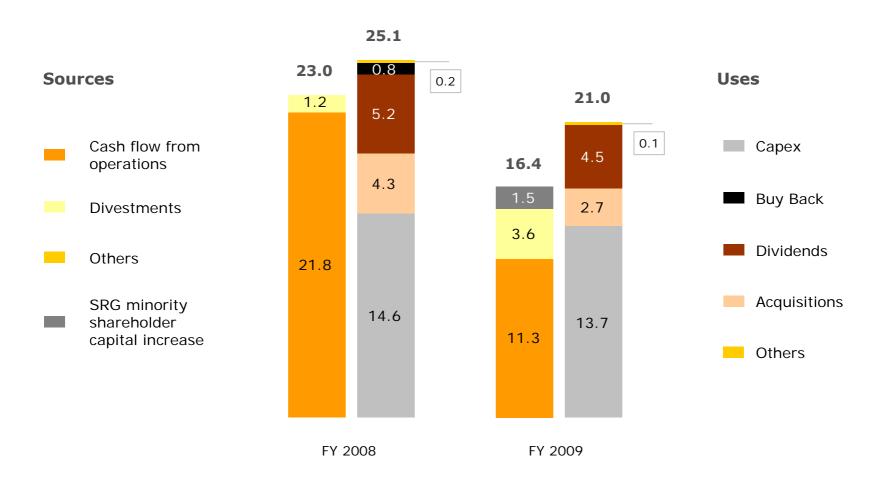
# other businesses: adjusted operating profit

Q4 2008	Q4 2009		FY 2008	FY 2009	Δ %
(112)	(104)	<ul><li>Petrochemicals</li></ul>	(398)	(426)	-7%
298	284	<ul><li>Engineering &amp; Construction</li></ul>	1,041	1,120	+8%
(91)	(66)	<ul><li>Other activities</li></ul>	(244)	(258)	-6%
(104)	(85)	<ul><li>Corporate</li></ul>	(282)	(342)	-21%



#### sources and uses of cash

#### billion €





# 2010: challenging market conditions

#### Exploration & Production

In line with 2009 production @ \$65/bl

#### Gas & Power

Resilient results despite a slow recovery in gas demand

#### Refining & Marketing

Continuing weakness in refining margins

#### Capex

In line with 2009





# **Appendix**

February 12th, 2010

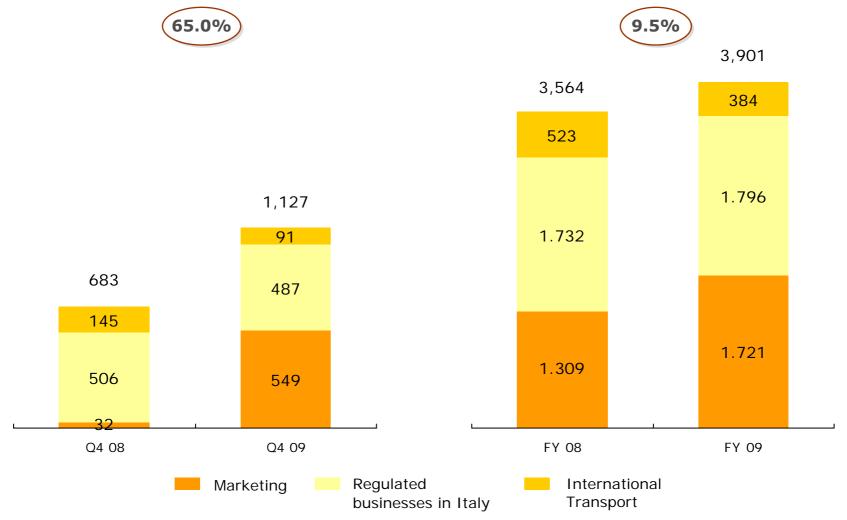
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# results of operations

Q4 08	Q4 09		FY 08	FY 09	Δ %
24,550	22,190	Net sales from operations	108,082	83,340	
308	2,716	Reported Operating Profit	18,517	12,305	(33.5)
2,348	(135)	Inventory holding losses (gains)	936	(345)	
2,656	2,581	Replacement Cost Operating Profit	19,453	11,960	(38.5)
1,284	1,121	Special items	2,155	1,162	
3,940	3,702	Adjusted Operating Profit	21,608	13,122	(39.3)
(349)	(157)	Net financial income (expense)	(640)	(551)	
293	151	Net share of profit from associates (losses)	1,252	700	
3,884	3,696	Profit before income taxes	22,220	13,271	(40,3)
(1,813)	(2,015)	Taxation	(11,425)	(7,114)	
46.7%	54.5%	Tax rate	51.4%	53.6%	
(116)	(287)	Minority interest	(631)	(950)	
1,955	1,394	Adjusted Net Profit	10,164	5,207	(48.8)
(1,693)	31	Inventory holding gains (losses)	(723)	191	
(1,136)	(784)	Special items	(616)	(781)	
(874)	641	Reported Net Profit	8,825	4,617	(47.7)



# G&P: adjusted operating profit by activities





# unrealized profit in stocks (UPIS)

Q4 08	Q4 09		FY 08	FY 09
316	(62)	E&P vs R&M	221	(42)
(5)	8	E&P vs G&P	(57)	80
(10)	(8)	E&C vs Eni Group	(39)	(38)
301	(62)	Total UPIS	125	0

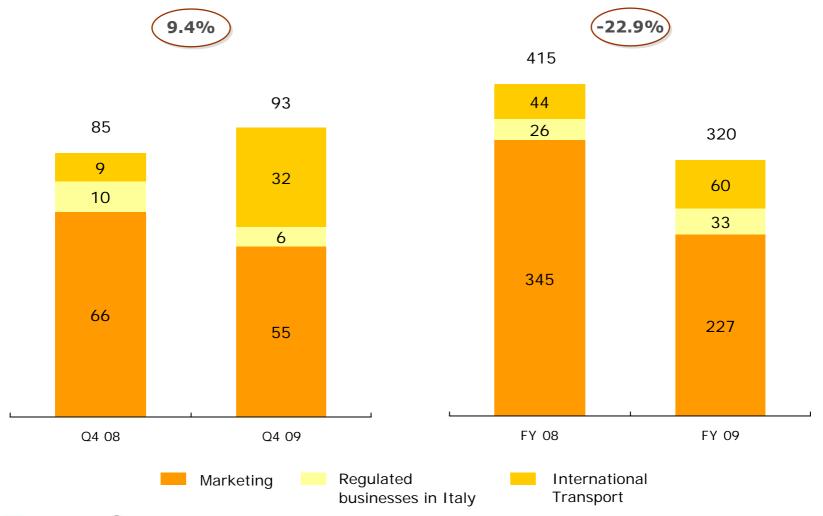


# eni share of profit from associates

Q	4		FY	7
2008	2009		2008	2009
212	148	<b>Equity method accounted for</b>	736	534
9	32	<ul> <li>Gas transportation abroad</li> </ul>	44	60
11	5	<ul><li>EnBw (GVS)</li></ul>	45	19
51	28	<ul><li>Union Fenosa</li></ul>	200	108
10	6	<ul><li>Blue Stream</li></ul>	34	33
131	77	<ul><li>Others</li></ul>	413	314
92	9	Dividends	510	164
(2)	(19)	Disposals	-	(17)
(9)	13	Others	6	19
293	151	Net income from associates	1,252	700



# G&P share of profit from associates





# main operating data

Q4 08	Q4 09		FY 08	FY 09	Δ %
1,854	1,886	- Hydrocarbon prod. (kboe/d)	1,797	1,769	(1.6)
163.2	166.8	Production sold* (mmboe)	632	622.8	(1.5)
13.3	10.0	Natural gas sales in Italy**(bcm)	52.8	40.0	(24.2)
13.8	14.1	• Natural gas sales in Europe*** (bcm)	35.6	48.6	36.6
9.1	11.7	<ul> <li>Natural gas transported on behalf of third parties in Italy (bcm)</li> </ul>	33.8	37.3	10.1
6.9	9.4	Power production sold (TWh)	29.9	34.0	13.5
12.1	12.1	• Refined product sales (mmtonnes)	50.7	45.6	(10.0)
1.4	1.7	Petrochemical production (mmtonnes)	7.4	6.5	(12.2)

<sup>\*</sup> Including Eni's share of production of joint venture accounted for with the equity method

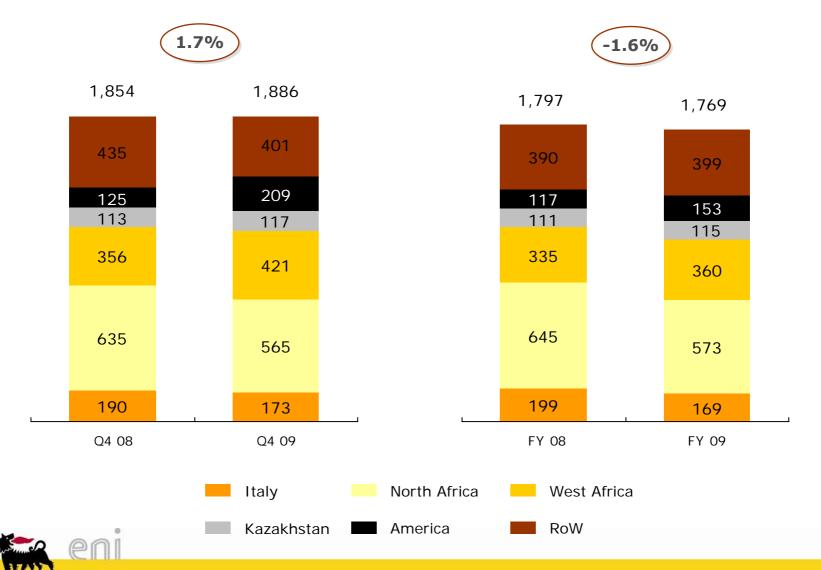


<sup>\*\*</sup> Including self-consumption

\*\*\* Consolidated sales

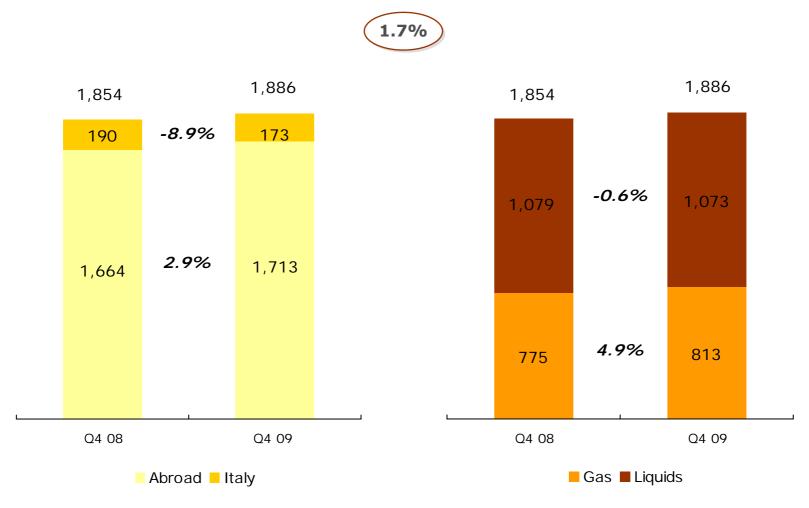
# production growth by geographical area

#### kboe/d



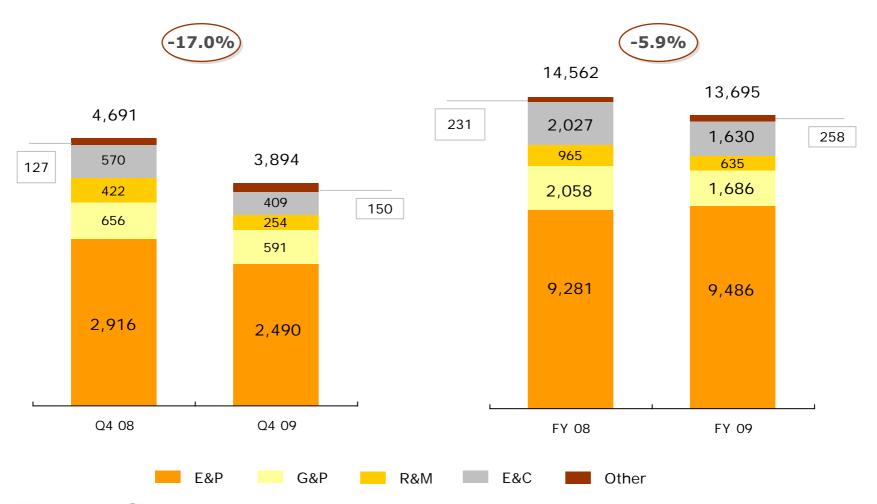
# oil & gas production

#### kboe/d





# capex





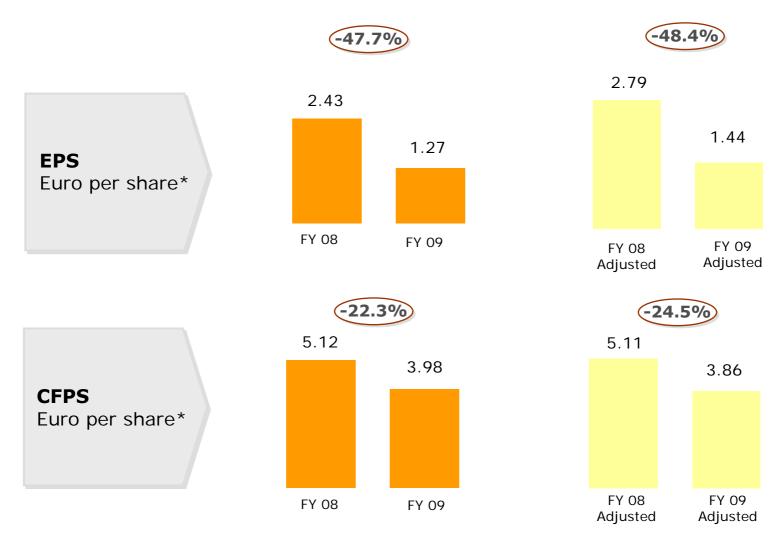
#### eni consolidated results





\* Average shares: Q4 08 3,622.4 million; Q4 09 3,622.4 million Note: Cash Flow calculated as net profit+amortization & depreciation

#### eni consolidated results





\* Average shares: FY 08 3,638.9 million; FY 09 3,622.4 million Note: Cash Flow calculated as net profit+amortization & depreciation

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