



Eni enters the retail natural gas market in France

Paris, 9 October 2012 – Eni will sell natural gas through its brand to retail clients of the French market, with the target of becoming one of the major players in this market segment in the country.

In France, Eni had been operating directly in the retail market through the brand Altergaz, selling gas with its own brand to the industrial and wholesale clients. Since 1st October, Eni has enhanced its direct presence in the country gathering under its brand also the retail segment, aiming to achieve up to 500 thousand residential customers, equivalent to three times the current portfolio of clients.

The strength of the company and its expertise makes Eni a challenger to historical French suppliers, offering consumers a real alternative. Eni is launching four new retail products:

- Horizon, a 3-year fixed-price offer providing budget stability in the long term;
- Oxygène, a carbon-neutral 3-year fixed-price offer for environment-friendly costumers;
- Préférence, a customizable offer providing options such as the length of fixed-price contract, the carbon-neutrality and the payment terms;
- Essentiel, an offer providing a discount on regulated tariffs.

Eni , which has officially entered the French gas market in 2003 signing its first gas contract with a French industrial customer, since 2011, Eni is the second largest gas supplier in France, with total gas deliveries of 74 TWh, representing 14% of the overall market share.

Eni is one of the largest integrated energy companies in the world, operating in oil and gas exploration & production, international gas transportation and marketing, power generation, refining and marketing, chemicals and oilfield services. Eni is active in 85 countries with 79,000 employees. In France, it operates in fuel supply, the gas market, petrochemical (Versalis) and oil & gas industry engineering (Saipem).

For more information: <http://www.eni.com/fr>

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