



San Donato Milanese (Mi)  
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Registered Head Office  
 Piazzale Enrico Mattei, 1  
 00144 Rome  
 Tel.: +39 06598.21  
 eni.com

## Eni: third quarter and nine months of 2015 results

Yesterday, Eni's Board of Directors approved group results for the third quarter and nine months of 2015<sup>1</sup> (unaudited)

### Third Quarter Highlights and FY 2015 outlook

- Divestment of interest in Saipem: agreed the terms of the sale of a 12.5% interest to FSI. At closing, expected in first quarter of 2016, Saipem will be derecognized and Eni will be reimbursed of its financing receivables by €6.1 billion net. Pro-forma leverage as of September 30 decreasing by 8 percentage points.
- Exploration success: discovered more than 1.2 bn boe resources, at an average cost of 0.6 \$/boe versus a planned target of 500 mm boe in 2015 at an average cost of more than 2 \$/boe. Giant Zohr discovery in the Mediterranean Sea.
- Strong hydrocarbon production growth: up 8.1% to 1.703 million boe/d in the quarter (up 8.7% in the nine months). Excluding price effects, production increased by 4.3% (up 4.9% in the nine months). FY 2015 production is now seen growing by about 9%, up from a prior guidance of more than 7%.
- Robust R&M and Chemicals performance: best adjusted EBIT<sup>2</sup> since the third quarter of 2006 due to the restructuring plan and a favourable trading environment. FCF<sup>3</sup> is projected to be positive as early as in 2015, anticipating the original plan by two years.
- Improved G&P performance: enhanced adjusted EBIT guidance, now expected to substantially break even in 2015, in spite of delayed settlement of ongoing arbitrations.
- Further cost reduction: raised the target reduction of FY capex<sup>4</sup> to 17% from a prior guidance of a 14% cut; opex per barrel expected to decrease by 12% to 7.3 \$/bl (previous guidance was down by 7%).
- Self-financed capex: when excluding Saipem, capex organically financed as early as in 2015 at a Brent scenario of 55 \$/b.
- Entrance in new countries: upstream of Mexico with the operatorship of three offshore oilfields.

### Results

- Cash flow<sup>5</sup>: €1.71 billion for the quarter (€7.39 billion in the nine months).
- Adjusted operating profit excluding Saipem: €0.6 billion in the quarter (down 79%); €3.51 billion for the nine months (down 60%).
- Adjusted net profit excluding Saipem: loss of €0.29 billion in the quarter; €0.76 billion for the nine months (down 76%).
- Net loss: €0.95 billion for the quarter; €0.36 billion in the nine months.
- Net borrowings: €18.41 billion at the end of September; leverage at 0.30 (0.22 as of December 31, 2014).

[1] This press release represents the quarterly report prepared in compliance with Italian listing standards as provided by article 154-ter of the Italian code for securities and exchanges (Testo Unico della Finanza).

[2] Operating profit.

[3] Free cash flow: net cash provided by operating activities less capex.

[4] Capital expenditure and investments; outlook normalized to consider exchange differences and other changes.

[5] Net cash provided by operating activities.

Claudio Descalzi, Chief Executive Officer, commented:

"Saipem's stake sale and deconsolidation marks another significant step in Eni's transformation as we refocus on our core business. It increases our financial flexibility, freeing up resources to support our strategic plan. In the meantime we retain a significant share in Saipem and we will participate in its capital increase, strengthening its financial solidity and the execution of its new business plan. In the quarter, despite a weak oil price environment, Eni continued to deliver strong growth in upstream and important progress in restructuring the mid and downstream businesses. In E&P, we have increased our full year production guidance for the second time this year, almost doubling our original target. We have also more than doubled our resources target after discovering 1.2 billion barrels of new resources over the past nine months. This has all been achieved at a lower exploration cost. Meanwhile, we have improved our guidance for G&P, while R&M and Chemicals are on track to deliver an excellent performance and positive cash generation in 2015. These businesses continue to benefit from the restructuring and efficiency initiatives we have been implementing and from the favourable pricing environment. These actions, along with the further optimization of our investments during the year and the improvement of our operational cost structure, will allow us to cover our investments in 2015 with organic cash flow, excluding Saipem and considering a 55 \$/b oil price scenario."

| Third Quarter 2014 | Second Quarter 2015 | Third Quarter 2015 | % Ch. III Q. 15 vs. III Q. 14 | SUMMARY GROUP RESULTS <sup>(a)</sup>       | (€ million) | Nine months |        |        |
|--------------------|---------------------|--------------------|-------------------------------|--|-------------|-------------|--------|--------|
|                    |                     |                    |                               |  |             | 2014        | 2015   | % Ch.  |
| 3,032              | 762                 | 752                | (75.2)                        | Adjusted operating profit <sup>(b)</sup>   |             | 9,251       | 3,081  | (66.7) |
| 2,877              | 1,502               | 604                | (79.0)                        | Adjusted operating profit excluding Saipem |             | 8,803       | 3,513  | (60.1) |
| 1,169              | 139                 | (257)              | ..                            | Adjusted net profit                        |             | 3,243       | 530    | (83.7) |
| 0.32               | 0.04                | (0.07)             | ..                            | - per share (€) <sup>(c)</sup>             |             | 0.90        | 0.15   | ..     |
| 0.85               | 0.09                | (0.16)             | ..                            | - per ADR (\$) <sup>(c) (d)</sup>          |             | 2.44        | 0.33   | ..     |
| 1,127              | 448                 | (289)              | ..                            | Adjusted net profit excluding Saipem       |             | 3,108       | 759    | (75.6) |
| 1,714              | (113)               | (952)              | ..                            | Net profit                                 |             | 3,675       | (361)  | ..     |
| 0.48               | (0.04)              | (0.26)             | ..                            | - per share (€) <sup>(c)</sup>             |             | 1.02        | (0.10) | ..     |
| 1.27               | (0.09)              | (0.58)             | ..                            | - per ADR (\$) <sup>(c) (d)</sup>          |             | 2.76        | (0.22) | ..     |
| 3,984              | 3,374               | 1,710              | (57.1)                        | Net cash provided by operating activities  |             | 9,724       | 7,388  | (24.0) |

(a) Attributable to Eni's shareholders.

(b) For a detailed explanation of adjusted operating profit and net profit see paragraph "Reconciliation of reported operating and net profit to results on an adjusted basis" of the Interim consolidated report as of June 30, 2015 and of the Integrated Annual Report 2014. Adjusted operating profit and adjusted net profit are non-GAAP measures.

(c) Fully diluted. Dollar amounts are converted on the basis of the average EUR/USD exchange rate quoted by the ECB for the periods presented.

(d) One ADR (American Depositary Receipt) is equal to two Eni ordinary shares.

## Adjusted operating profit

In the third quarter of 2015, adjusted operating profit was €0.6 billion, down by 79% from the third quarter of 2014 (excluding Saipem, which reported a profit of €0.15 billion). This reflected a lower contribution from the E&P segment (down by €2.3 billion, or 76%) driven by sharply lower oil prices (down by approximately 51%), partly offset by production growth, cost efficiencies and the depreciation of the euro against the dollar (down 16%). The G&P segment reported a greater loss (down by €0.29 billion) mainly due to the reversal of gas prepaid in previous years at prices higher than the current cost of supplies and an unfavourable trading environment impacting certain sales to large clients.

The R&M and Chemicals segment reported a marked improvement (up by €0.32 billion) due to an ongoing recovery in both margins and volumes which coupled with efficiency measures and capacity optimizations strengthened the profitability of both businesses. The Group's consolidated adjusted operating profit for the third quarter of 2015 was €0.75 billion, down by €2.3 billion or 75% y-o-y. In the first nine months of 2015, adjusted operating profit excluding Saipem was €3.51 billion, down by €5.3 billion or 60% due to a negative commodity environment (€6.1 billion), partially offset by production growth and efficiency and optimization gains of €0.8 billion. Group's consolidated adjusted operating profit for the first nine months amounted to €3.1 billion, down by €6.2 billion or 67% y-o-y, due to Saipem declining performance because of the extraordinary loss accounted in the second quarter of 2015.

## Adjusted net profit

In the third quarter of 2015, adjusted net profit excluding Saipem was €0.29 billion, down by €1.42 billion y-o-y. The reduction was driven by lower operating profit and a higher consolidated tax rate, which increased to 143% due to the E&P segment. This was impacted by a deteriorating price scenario, which resulted in the segment taxable profit being earned in countries with higher rates of taxes and being impacted to a larger extent by certain expenses that could not be deducted from taxable profit among which successful exploration costs relating to projects yet to be sanctioned. The Group's consolidated adjusted net loss for the third quarter was €0.26 billion, from an adjusted net profit of €1.17 billion reported a year ago.

In the first nine months of 2015, adjusted net profit excluding Saipem amounted to €0.76 billion, down by 76% y-o-y. Group's consolidated adjusted net profit for the first nine months was €0.53 billion, 83.7% lower compared to the first nine months of 2014; the tax

rate registered an increase of 30 percentage points driven by the trends previously disclosed for the quarter and the circumstance that Saipem loss was non-deductible for tax purposes.

## Operating cash flow

In the first nine months of 2015, cash flow from operating activities of €7.39 billion and divestment proceeds of €0.91 billion relating to non-strategic assets mainly in the Exploration & Production segment funded a fair share of capital expenditure incurred in the period (€8.65 billion). Eni's shareholders remuneration amounted to €3.43 billion relating to the balance dividend for the year 2014 and the interim dividend for the year 2015. As of September 30, 2015 net borrowings had increased by €4.73 billion to €18.41 billion, compared to December 31, 2014.

Compared to June 30, 2015, net borrowings increased by €1.94 billion due to cash outflows relating to the interim dividend for 2015 (€1.42 billion) and capital expenditure incurred in the period (€2.42 billion). These were partially offset by cash flow from operations (€1.71 billion) which was negatively influenced by lower receivables due beyond the end of the reporting period being transferred to financing institutions compared to the amount transferred at the end of the previous reporting period (down by €0.21 billion from June 30, 2015).

As of September 30, 2015, the ratio of net borrowings to shareholders' equity including non-controlling interest – leverage<sup>6</sup> – increased to 0.30, compared to 0.22 as of December 31, 2014. This trend was due to increased net borrowings partly offset by higher total equity, which was helped by a sizable appreciation of the US dollar against the euro in the translation of the financial statements of Eni's subsidiaries that use the US dollar as functional currency, resulting in an equity gain of €3.33 billion. The US dollar was up by 7.7% compared to the closing of the previous reporting period at December 31, 2014 and September 30, 2015.

## Business developments

Eni made a world-class gas discovery at the Zohr exploration prospect in the deep waters of the Egyptian section of the Mediterranean Sea. This field is estimated to retain 30 trillion cubic feet of gas in place. The discovery could grant energy independence to the Country for many years to come.

Eni made an important gas and condensates discovery in the Nooros exploration prospect, located in the Abu Madi West licence in the shallow waters of the Nile Delta. The discovery was put into production in two months time through a tie-in to the existing Abu Madi gas treatment plant, located 25 kilometers far from the field.

Eni made a gas and condensates discovery in the prospection permit Nkala Marine in the Marine XII block in the shallow waters of Congo. The discovery is the latest of a strong track record which includes Litchendjili, Nené Marine and Minsala Marine.

Eni's move into the upstream sector of Mexico was signaled by the Production Sharing Contract as operator (Eni's interest 100%) of the Block 1 to develop the oilfields of Amoca, Miztón e Tecoailli, in the shallow waters of the Southern section of the Gulf of Mexico. These fields are estimated to retain 800 million barrels of oil and 480 billion cubic feet of associated gas in place.

Eni licensed to Total the use of the Eni's Slurry Technology (EST) for converting heavy and extra-heavy feedstock in the refining process.

Eni started production at the giant Perla gas field, offshore Venezuela, holding a potential of up to 17 Tcf of gas in place (or 3.1 billion boe). Perla is one of Eni's most important start-ups of 2015 and has been developed in just 5 years, an industry-leading time-to-market. A production plateau of approximately 1,200 mmcf/d is expected by 2020. Gas is sold to the national oil and gas company PDVSA under a Gas Sales Agreement running until 2036.

Eni finalised a preliminary agreement with KazMunayGas to acquire 50% of the mineral rights in the Isatay block in the Caspian Sea.

Eni signed agreements to sell 1.4 mmt/tonnes/y of liquefied natural gas from the Eni-operated Jangkrik field (Eni's interest 55%) to the Indonesian state-run company PT Pertamina, starting from 2017. These agreements will support the development of Jangkrik.

In Ghana, the final investment decision for the integrated Offshore Cape Three Points (OCTP) oil and gas project (Eni 47.22%, operator) was sanctioned. The first oil is expected in 2017.

Eni finalised an agreement in Egypt to invest up to \$5 billion (at 100%) in the development of the Country's oil and gas reserves. In addition, Eni revised certain ongoing oil contracts, with the economic effects retroactive to January 1, 2015. The agreement also comprised new measures to reduce overdue amounts of trade receivables relating to hydrocarbon supplies to Egyptian state-owned companies.

Eni was awarded three Concession Agreements in Egypt, for the Southwest Melehia block in the western desert, as well as the Karawan and North Leil blocks in the Mediterranean Sea. In October 2015, Eni was awarded two offshore blocks, North El Hammad

(6) Non-GAAP financial measures disclosed throughout this press release are accompanied by explanatory notes and tables to help investors gain a full understanding of said measures in line with guidance provided for by CESR Recommendation No. 2005-178b. See page 26 for leverage.

(operated by Eni with a 37.5% interest) and North Ras El Esh (Eni's interest 50%).

Eni made a gas discovery in the Latif block (Eni 33.3%) in Pakistan.

In Myanmar, Eni was awarded two Production Sharing Contracts (PSCs) for the exploration of the offshore blocks MD-02 and MD-04.

In Norway, Eni acquired the 40% interest and the operatorship of the exploration licence PL 806 in the Barents Sea and the 13.12% interest in PL 044C licence in the North Sea.

In the United Kingdom, Eni was awarded four licences in the Central North Sea and finalized the acquisition of three licences in the southern area of the North Sea.

In Angola, Eni sanctioned a three-year extension of the exploration period of the Block 15/06, where the first oil from the West Hub development project was achieved at the end of 2014.

## Outlook

The outlook 2015 features a slowdown in the global economic growth caused by the reduced pace of activity in China and other emerging economies. These trends drove downwards the prices of commodities. Against this backdrop, crude oil prices have contracted markedly, falling below the 50 \$/b mark during summer months. The fundamentals of the oil market remain weak due to oversupplied global markets and uncertainties about the resilience of demand, which in the course of 2015 has shown a noticeable recovery till now. Crude oil prices for the FY 2015 are forecasted to be significantly lower than the previous year. In the Exploration & Production segment, management will carry out efficiency initiatives relating to operating costs and optimize investments, while retaining a strong focus on project execution and time-to-market delivery in order to cope with the negative impact of a lower oil price environment. In the downstream sectors of gas, refining and chemicals, considering the structural issues of overcapacity and competitive pressure on a global scale, management has targeted executed efficiency measures, contract renegotiations and capacity optimizations in order to achieve structurally positive results and cash flows.

Management expects the following production and sales trends for Eni's businesses:

- **Hydrocarbon production:** production is expected to achieve strong growth, increasing by approximately 9% from 2014 driven by new field start-ups and ramp-ups in 2014 mainly in Venezuela, Norway, the United States, Angola, Egypt and Congo in additions to projected higher volumes in Libya;

- **Gas sales:** excluding the impact of the divestment of Eni's assets in Germany and the unusual weather conditions in 2014, natural gas sales are expected to remain stable compared to 2014. Management intends to leverage on marketing innovation in the wholesale and retail markets in order to mitigate competitive pressures. Based on the marketing initiatives and the renegotiations performed till now, a substantial recovery of prepaid gas volumes in previous reporting periods is expected compared to amounts outstanding as of December 31, 2014;

- **Refining throughputs on Eni's account:** excluding the impact of the divestment of the Company's share of capacity in the CRC refinery in the Czech Republic, completed in April 30, 2015, volumes are expected to increase from 2014 driven by a favourable trading environment and better plant performance on the back of yield ramp-up at the EST conversion unit of the Sannazzaro refinery. Production of bio-fuels is projected to increase at the restructured Venice plant;

- **Retail sales of refined products in Italy and the Rest of Europe:** retail sales in Italy are expected to slightly decline compared to 2014 due to strong competitive pressure, against the backdrop of improving trends in fuel demand. The proprietary network is expected to perform well. Outside Italy, retail sales are expected to slightly increase, excluding the impact of the divestment of the Company's retail networks in Eastern Europe.

In 2015, in the context of lower oil prices, Eni's management plans to implement capital project optimization and rescheduling which will reduce expenditure compared to the 2014 levels by approximately 17%, excluding the impact of the US dollar exchange rate and other changes. These initiatives are estimated to have a limited impact on our production growth outlook in the near to medium term. When excluding Saipem, capex is expected to be self-financed through operating cash flow as early as in 2015 at a Brent scenario of 55 \$/b. Leverage is expected well below the 0.30 threshold thanks to the Saipem transaction.

In this press release on the Group consolidated accounts for the nine-month period ended September 30, 2015, results and cash flow are presented for the third and second quarter of 2015, and for the third quarter of 2014 and for the nine months 2015 and 2014. Information on liquidity and capital resources relates to the period ends as of September 30, 2015, June 30, 2015, and December 31, 2014. Statements presented in this press release are comparable with those presented in the management's disclosure section of the Company's annual report and interim report. Quarterly accounts set forth herein have been prepared in accordance with the evaluation and recognition criteria set by the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and adopted by the European Commission according to the procedure set forth in Article 6 of the European Regulation (CE) No. 1606/2002 of the European Parliament and European Council of July 19, 2002. These criteria are unchanged from the 2014 annual report on form 20-F filed with the US SEC on April 2, 2015 which investors are urged to read.

#### New segmental reporting of Eni

Eni's segmental reporting is established on the basis of the Group's operating segments that are evaluated regularly by the chief operating decision maker (the CEO) in deciding how to allocate resources and in assessing performance. Effective January 1, 2015, Eni's segment information was modified to align Eni's reportable segments to certain changes in the organization and in profit accountability defined by Eni's top management. The main changes adopted compared to the previous setup of the segment information related to:

- Results of the oil and products trading activities and related risk management activities were transferred to the Gas & Power segment, consistently with the new organizational setup. In previous reporting periods, results of those activities were reported within the Refining & Marketing segment as part of a reporting structure which highlighted results for each stream of commodities;
- R&M and Chemicals operating segments are now combined into a single reportable segment because a single manager is accountable for both the two segments and they show similar long-term economic performance;
- The previous reporting segments "Corporate and financial companies" and "Other activities" have been combined being residual components of the Group.

The comparative reporting periods of this press release have been restated consistently with the new segmental reporting adopted by the Group. In the table below the key performance indicators of segmental reporting are furnished with reference to the full year 2014 and quarterly reporting periods presented herein as restated in accordance with the new reportable segments adopted by Eni.

(€ million)

| <b>AS REPORTED</b>                  | <b>E&amp;P</b> | <b>G&amp;P</b> | <b>R&amp;M</b> | <b>Versalis</b> | <b>E&amp;C</b> | <b>Corporate and financial companies</b> | <b>Other activities</b> | <b>Impact of unrealized intragroup profit elimination</b> | <b>GROUP</b>   |
|-------------------------------------|----------------|----------------|----------------|-----------------|----------------|--|-------------------------|---|----------------|
| <b>Third quarter 2014</b>           |                |                |                |                 |                |  |                         |   |                |
| Net sales from operations           | 7,285          | 5,533          | 14,539         | 1,285           | 3,509          | 308                                      | 17                      | (5,876)   | <b>26,600</b>  |
| Operating profit                    | 3,072          | (352)          | (219)          | (120)           | 150            | (69)                                     | (27)                    | 144   | <b>2,579</b>   |
| Adjusted operating profit           | 3,088          | (109)          | 39             | (98)            | 155            | (65)                                     | (42)                    | 64  | <b>3,032</b>   |
| <b>Nine months 2014</b>             |                |                |                |                 |                |  |                         |   |                |
| Net sales from operations           | 22,087         | 20,315         | 43,225         | 4,089           | 9,475          | 979                                      | 51                      | (17,065)  | <b>83,156</b>  |
| Operating profit                    | 9,293          | 301            | (842)          | (406)           | 441            | (212)                                    | (172)                   | 77  | <b>8,480</b>   |
| Adjusted operating profit           | 9,519          | 202            | (403)          | (280)           | 448            | (204)                                    | (130)                   | 99  | <b>9,251</b>   |
| <b>Full year 2014</b>               |                |                |                |                 |                |  |                         |   |                |
| Net sales from operations           | <b>28,488</b>  | <b>28,250</b>  | <b>56,153</b>  | <b>5,284</b>    | <b>12,873</b>  | <b>1,378</b>                             | <b>78</b>               | <b>(22,657)</b>   | <b>109,847</b> |
| Operating profit                    | <b>10,766</b>  | <b>186</b>     | <b>(2,229)</b> | <b>(704)</b>    | <b>18</b>      | <b>(246)</b>                             | <b>(272)</b>            | <b>398</b>  | <b>7,917</b>   |
| Adjusted operating profit           | <b>11,551</b>  | <b>310</b>     | <b>(208)</b>   | <b>(346)</b>    | <b>479</b>     | <b>(265)</b>                             | <b>(178)</b>            | <b>231</b>  | <b>11,574</b>  |
| <b>Assets directly attributable</b> | <b>68,113</b>  | <b>16,603</b>  | <b>12,993</b>  | <b>3,059</b>    | <b>14,210</b>  | <b>1,042</b>                             | <b>258</b>              | <b>(486)</b>  | <b>115,792</b> |

(€ million)

| <b>AS RESTATED</b>                  | <b>E&amp;P</b> | <b>G&amp;P</b> | <b>R&amp;M and Chemicals</b> | <b>E&amp;C</b> | <b>Corporate and other activities</b> | <b>Impact of unrealized intragroup profit elimination</b> | <b>GROUP</b>   |
|-------------------------------------|----------------|----------------|------------------------------|----------------|---------------------------------------|---|----------------|
| <b>Third quarter 2014</b>           |                |                |                              |                |                                       |   |                |
| Net sales from operations           | 7,285          | 17,311         | 7,859                        | 3,509          | 318                                   | (9,682)   | <b>26,600</b>  |
| Operating profit                    | 3,072          | (414)          | (277)                        | 150            | (96)                                  | 144   | <b>2,579</b>   |
| Adjusted operating profit           | 3,088          | (180)          | 12                           | 155            | (107)                                 | 64  | <b>3,032</b>   |
| <b>Nine months 2014</b>             |                |                |                              |                |                                       |   |                |
| Net sales from operations           | 22,087         | 55,252         | 22,314                       | 9,475          | 1,009                                 | (26,981)  | <b>83,156</b>  |
| Operating profit                    | 9,293          | 178            | (1,125)                      | 441            | (384)                                 | 77  | <b>8,480</b>   |
| Adjusted operating profit           | 9,519          | 76             | (557)                        | 448            | (334)                                 | 99  | <b>9,251</b>   |
| <b>Full year 2014</b>               |                |                |                              |                |                                       |   |                |
| Net sales from operations           | <b>28,488</b>  | <b>73,434</b>  | <b>28,994</b>                | <b>12,873</b>  | <b>1,429</b>                          | <b>(35,371)</b>   | <b>109,847</b> |
| Operating profit                    | <b>10,766</b>  | <b>64</b>      | <b>(2,811)</b>               | <b>18</b>      | <b>(518)</b>                          | <b>398</b>  | <b>7,917</b>   |
| Adjusted operating profit           | <b>11,551</b>  | <b>168</b>     | <b>(412)</b>                 | <b>479</b>     | <b>(443)</b>                          | <b>231</b>  | <b>11,574</b>  |
| <b>Assets directly attributable</b> | <b>68,113</b>  | <b>19,342</b>  | <b>13,313</b>                | <b>14,210</b>  | <b>1,300</b>                          | <b>(486)</b>  | <b>115,792</b> |

Non-GAAP financial measures and other performance indicators disclosed throughout this press release are accompanied by explanatory notes and tables to help investors to gain a full understanding of said measures in line with guidance provided by recommendation CESR/05-178b. Management evaluates Group and business performance on the basis of adjusted operating profit and adjusted net profit in order to facilitate a comparison of base business performance across periods, and to allow financial analysts to evaluate Eni's trading performance on the basis of their forecasting models.

*Eni's Chief Financial and Risk Management Officer, Massimo Mondazzi, in his position as manager responsible for the preparation of the Company's financial reports, certifies that data and information disclosed in this press release correspond to the Company's evidence and accounting books and records, pursuant to rule 154-bis paragraph 2 of Legislative Decree No. 58/1998.*

#### **Other information**

**Article No. 36 of Italian regulatory exchanges (Consob Resolution No. 16191/2007 and subsequent amendments). Continuing listing standards about issuers that control subsidiaries incorporated or regulated in accordance with laws of extra-EU Countries**

Certain provisions have been enacted to regulate continuing Italian listing standards of issuers controlling subsidiaries that are incorporated or regulated in accordance with laws of extra-EU Countries, also having a material impact on the consolidated financial statements of the parent company. Regarding the aforementioned provisions, as of September 30, 2015, Eni's subsidiaries - Burren Energy (Bermuda) Ltd, Eni Congo SA, Eni Norge AS, Eni Petroleum Co Inc, NAOC-Nigerian Agip Oil Co Ltd, Nigerian Agip Exploration Ltd, Burren Energy (Congo) Ltd, Eni Finance USA Inc, Eni Trading & Shipping Inc and Eni Canada Holding Ltd – fall within the scope of the new continuing listing standards. Eni has already adopted adequate procedures to ensure full compliance with the new regulations.

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#### **Disclaimer**

*This press release, in particular the statements under the section "Outlook", contains certain forward-looking statements particularly those regarding capital expenditure, development and management of oil and gas resources, dividends, allocation of future cash flow from operations, future operating performance, gearing, targets of production and sales growth, new markets and the progress and timing of projects. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that will or may occur in the future. Actual results may differ from those expressed in such statements, depending on a variety of factors, including the timing of bringing new fields on stream; management's ability in carrying out industrial plans and in succeeding in commercial transactions; future levels of industry product supply; demand and pricing; operational issues; general economic conditions; political stability and economic growth in relevant areas of the world; changes in laws and governmental regulations; development and use of new technology; changes in public expectations and other changes in business conditions; the actions of competitors and other factors discussed elsewhere in this document. Due to the seasonality in demand for natural gas and certain refined products and the changes in a number of external factors affecting Eni's operations, such as prices and margins of hydrocarbons and refined products, Eni's results from operations and changes in net borrowings for the third quarter of the year cannot be extrapolated on an annual basis.*

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#### **Company Contacts**

**Press Office:** +39.0252031875 - +39.0659822030

**Freephone for shareholders (from Italy):** 800940924

**Freephone for shareholders (from abroad):** +80011223456

**Switchboard:** +39-0659821

**ufficio.stampa@eni.com**

**segreteria.societaria.azionisti@eni.com**

**investor.relations@eni.com**

**Website:** [www.eni.com](http://www.eni.com)

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#### **Eni**

Società per Azioni Rome, Piazzale Enrico Mattei, 1

Share capital: €4,005,358,876 fully paid

Tax identification number 00484960588

Tel.: +39 0659821 - Fax: +39 0659822141

This press release for the third quarter and the first nine months of 2015 results (unaudited) is also available on Eni's website [eni.com](http://eni.com).

## Quarterly consolidated report

### Summary results for the third quarter and the first nine months of 2015

(€ million)

| Third Quarter<br>2014 | Second Quarter<br>2015 | Third Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |   | Nine months<br>2014 | 2015           | % Ch.         |
|-----------------------|------------------------|-----------------------|-------------------------------------|---|---------------------|----------------|---------------|
| 26,600                | 22,193                 | 18,807                | (29.3)                              | <b>Net sales from operations</b>  | 83,156              | 64,786         | (22.1)        |
| 2,579                 | 394                    | 61                    | (97.6)                              | <b>Operating profit</b>   | 8,480               | 2,006          | (76.3)        |
| 190                   | (66)                   | 486                   |                                     | Exclusion of inventory holding (gains) losses   | 205                 | 545            |               |
| 263                   | 434                    | 205                   |                                     | Exclusion of special items  | 566                 | 530            |               |
| <b>3,032</b>          | <b>762</b>             | <b>752</b>            | <b>(75.2)</b>                       | <b>Adjusted operating profit</b>  | <b>9,251</b>        | <b>3,081</b>   | <b>(66.7)</b> |
|                       |                        |                       |                                     | Breakdown by segment:   |                     |                |               |
| 3,088                 | 1,533                  | 757                   | (75.5)                              | Exploration & Production  | 9,519               | 3,245          | (65.9)        |
| (180)                 | 31                     | (469)                 | ..                                  | Gas & Power   | 76                  | (144)          | ..            |
| 12                    | 105                    | 335                   | ..                                  | Refining & Marketing and Chemicals  | (557)               | 561            | ..            |
| 155                   | (740)                  | 148                   | (4.5)                               | Engineering & Construction  | 448                 | (432)          | ..            |
| (107)                 | (123)                  | (56)                  | 47.7                                | Corporate and other activities  | (334)               | (268)          | 19.8          |
| 64                    | (44)                   | 37                    |                                     | Impact of unrealized intragroup profit elimination and other consolidation adjustments <sup>(a)</sup> | 99                  | 119            |               |
| <b>2,877</b>          | <b>1,502</b>           | <b>604</b>            | <b>(79.0)</b>                       | <b>Adjusted operating profit excluding Saipem</b>   | <b>8,803</b>        | <b>3,513</b>   | <b>(60.1)</b> |
| (166)                 | (256)                  | (214)                 |                                     | Net finance (expense) income <sup>(b)</sup>   | (639)               | (655)          |               |
| 107                   | 152                    | 4                     |                                     | Net income from investments <sup>(b)</sup>  | 588                 | 455            |               |
| (1,766)               | (965)                  | (775)                 |                                     | Income taxes <sup>(b)</sup>   | (5,840)             | (2,717)        |               |
| 59.4                  | 146.7                  | 143.0                 |                                     | Tax rate (%)  | 63.5                | 94.3           |               |
| <b>1,207</b>          | <b>(307)</b>           | <b>(233)</b>          | <b>..</b>                           | <b>Adjusted net profit</b>  | <b>3,360</b>        | <b>164</b>     | <b>(95.1)</b> |
| <b>1,714</b>          | <b>(113)</b>           | <b>(952)</b>          | <b>..</b>                           | <b>Net profit attributable to Eni's shareholders</b>  | <b>3,675</b>        | <b>(361)</b>   | <b>..</b>     |
| 133                   | (46)                   | 332                   |                                     | Exclusion of inventory holding (gains) losses   | 144                 | 373            |               |
| (678)                 | 298                    | 363                   |                                     | Exclusion of special items  | (576)               | 518            |               |
| <b>1,169</b>          | <b>139</b>             | <b>(257)</b>          | <b>..</b>                           | <b>Adjusted net profit attributable to Eni's shareholders</b>   | <b>3,243</b>        | <b>530</b>     | <b>(83.7)</b> |
| <b>1,127</b>          | <b>448</b>             | <b>(289)</b>          | <b>..</b>                           | <b>Adjusted net profit attributable to Eni's shareholders excluding Saipem</b>                        | <b>3,108</b>        | <b>759</b>     | <b>(75.6)</b> |
|                       |                        |                       |                                     | <b>Net profit attributable to Eni's shareholders</b>  |                     |                |               |
| 0.48                  | (0.04)                 | (0.26)                | ..                                  | per share (€)   | 1.02                | (0.10)         | ..            |
| 1.27                  | (0.09)                 | (0.58)                | ..                                  | per ADR (\$)  | 2.76                | (0.22)         | ..            |
|                       |                        |                       |                                     | <b>Adjusted net profit attributable to Eni's shareholders</b>   |                     |                |               |
| 0.32                  | 0.04                   | (0.07)                | ..                                  | per share (€)   | 0.90                | 0.15           | (83.3)        |
| 0.85                  | 0.09                   | (0.16)                | ..                                  | per ADR (\$)  | 2.44                | 0.33           | (86.5)        |
| <b>3,608.3</b>        | <b>3,601.1</b>         | <b>3,601.1</b>        |                                     | <b>Weighted average number of outstanding shares <sup>(c)</sup></b>                                   | <b>3,612.7</b>      | <b>3,601.1</b> |               |
| <b>3,984</b>          | <b>3,374</b>           | <b>1,710</b>          | <b>(57.1)</b>                       | <b>Net cash provided by operating activities</b>  | <b>9,724</b>        | <b>7,388</b>   | <b>(24.0)</b> |
| <b>3,083</b>          | <b>3,338</b>           | <b>2,416</b>          | <b>(21.6)</b>                       | <b>Capital expenditure</b>  | <b>8,607</b>        | <b>8,653</b>   | <b>0.5</b>    |

(a) Unrealized intragroup profit elimination mainly pertained to intra-group sales of commodities, services and capital goods recorded in the assets of the purchasing business segment as of the end of the period.

(b) Excluding special items.

(c) Fully diluted (million shares).

### Trading environment indicators

| Third Quarter<br>2014 | Second Quarter<br>2015 | Third Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |   | Nine months<br>2014 | 2015  | % Ch.  |
|-----------------------|------------------------|-----------------------|-------------------------------------|---|---------------------|-------|--------|
| 101.85                | 61.92                  | 50.26                 | (50.7)                              | Average price of Brent dated crude oil <sup>(a)</sup> | 106.57              | 55.39 | (48.0) |
| 1.325                 | 1.105                  | 1.112                 | (16.1)                              | Average EUR/USD exchange rate <sup>(b)</sup>          | 1.355               | 1.114 | (17.8) |
| 76.87                 | 56.04                  | 45.20                 | (41.2)                              | Average price in euro of Brent dated crude oil        | 78.65               | 49.72 | (36.8) |
| 4.39                  | 9.13                   | 10.04                 | ..                                  | Standard Eni Refining Margin (SERM) <sup>(c)</sup>    | 2.62                | 8.91  | ..     |
| 7.03                  | 6.84                   | 6.42                  | (8.7)                               | Price of NBP gas <sup>(d)</sup>                       | 8.18                | 6.84  | (16.4) |
| 0.20                  | (0.01)                 | 0.00                  | ..                                  | Euribor - three-month euro rate (%)                   | 0.30                | 0.00  | ..     |
| 0.20                  | 0.28                   | 0.31                  | 55.0                                | Libor - three-month dollar rate (%)                   | 0.20                | 0.28  | 40.0   |

(a) In USD dollars per barrel. Source: Platt's Oilgram.

(b) Source: ECB.

(c) In USD per barrel FOB Mediterranean Brent dated crude oil. Source: Eni calculations. It gauges the profitability of Eni's refineries against the typical raw material slate and yields.

(d) In USD per million BTU (British Thermal Unit). Source: Platt's Oilgram.

## Group results

### Reported

In the third quarter of 2015 Eni reported an **operating profit** of €61 million and a **net loss** of €952 million, compared to an operating profit and net profit of €2,579 million and €1,714 million respectively in the third quarter of 2014. Operating performance was negatively impacted by sharply lower Brent prices (down by 51%) reflected in lower revenues from the E&P segment and lower carrying amounts of oil and products inventories under the weighted-average cost accounting. Furthermore, the Gas & Power segment reported a negative performance (an operating loss of €577 million) due to the reversal of natural gas volumes prepaid in previous years, whose carrying costs were higher than the current average supply cost of the Eni gas portfolio, and an unfavourable trading environment impacting certain sales to large clients.

These negatives were partly offset by higher production volumes, the depreciation of the euro against the dollar and progress made in efficiency programmes and capacity optimization, mainly in the Chemical business (up €236 million). The net loss reported in the third quarter of 2015 was significantly impacted by a higher consolidated tax rate mainly in the E&P segment.

In the first nine months of 2015 Eni reported a lowered operating performance (down by 76%) and a net loss of €361 million. These trends were affected by the same drivers disclosed for the quarterly results, as well as by the extraordinary loss incurred by Saipem (down €1,076 million) in the second quarter of 2015.

### Adjusted

In the third quarter of 2015 **adjusted operating profit** excluding Saipem profit was €604 million, declining by 79% from the third quarter of 2014 (€3,513 million, down by 60.1% in the nine months). **Adjusted net loss attributable to Eni's shareholders** excluding Saipem contribution, was €289 million in the third quarter of 2015, down by €1,416 million from the third quarter of 2014 (in the first nine months of 2015 adjusted net loss declined by €2,349 million compared to same period of the previous year, or down by 75.6%). Group's adjusted operating profit for the third quarter of 2015 was €752 million, down by 75.2%; adjusted net loss of €257 million was down by €1,426 million compared to an adjusted net profit reported in the same quarter of the previous year.

Positive adjustments to adjusted net profit of €695 million related to an inventory loss of €332 million and special charges of €363 million, net of tax. Furthermore, adjusted operating profit also takes into account exchange rate differences and exchange rate derivatives, which are entered into to manage exposure to exchange rate risk in commodity pricing formulas and trade receivables or payables denominated in a currency other than the functional currency (a gain of €20 million).

In the nine months of 2015, Group's adjusted operating profit of €3,081 million declined by 66.7%; adjusted net profit of €530 million was 83.7% lower than the previous year. The net result excluded an inventory loss (€373 million) and special charges (€518 million), resulting in an overall positive adjustment of €891 million.

**Special items of the operating profit** (net charges of €205 million and €530 million, in the third quarter and the first nine months of 2015, respectively) comprised: (i) gains on the divestment of non-strategic oil&gas assets (€385 million in the first nine months of 2015), mainly in Nigeria; (ii) the effects of the fair-value evaluation of certain commodity derivatives lacking the formal criteria to be accounted as hedges under IFRS (gains of €134 million and charges of €23 million in the third quarter and the first nine months of 2015, respectively); (iii) impairment losses (€29 million and €380 million in the two reporting periods, respectively) mainly relating to vessels and logistical hubs in the Engineering & Construction segment (€211 million) due to expected lower utilization rates, an oil&gas property in the United Kingdom and investments made for compliance and stay-in-business purposes at cash generating units that were completely written-off in previous reporting periods in the Refining & Marketing and Chemicals segment; (iv) environmental provisions (€32 million and €176 million in the quarter and the first nine months, respectively) and provisions for redundancy incentives (€13 million and €29 million, respectively); (v) a charge of €205 million accounted for in the third quarter of 2015 due to an estimate revision of revenues accrued on the sale of electricity to retail customers in Italy along the latest five exercises. A comparable review of the same estimation procedure is ongoing and relates to the sale of gas to retail customers in Italy. The outcome of this review, which is expected to be finished by the fourth quarter of 2015, could result in significant adjustments to the estimation of gas revenues accrued and yet to be billed to end customers.

**Non-operating special items** excluded from the adjusted results mainly comprised of the negative fair-value evaluation of certain exchange rate derivatives to hedge Saipem's future exposure on acquired contracts for the parts yet to be executed (charge of €49 million in the first nine months of 2015). Special items on income taxes related to the tax effects of special gains/charges in operating profit and a reversal of deferred taxation due to changes in the United Kingdom tax law.



## Summarized Balance Sheet<sup>7</sup>

(€ million)

|  | Dec. 31, 2014  | June 30, 2015  | Sept. 30, 2015 | Change vs.<br>Dec. 31, 2014 | Change vs.<br>June 30, 2015 |
|--|----------------|----------------|----------------|-----------------------------|-----------------------------|
| <b>Fixed assets</b>  |                |                |                |                             |                             |
| Property, plant and equipment                                | 71,962         | 76,845         | 75,894         | 3,932                       | (951)                       |
| Inventories - Compulsory stock                               | 1,581          | 1,571          | 1,330          | (251)                       | (241)                       |
| Intangible assets  | 3,645          | 3,551          | 3,465          | (180)                       | (86)                        |
| Equity-accounted investments and other investments           | 5,130          | 5,575          | 5,394          | 264                         | (181)                       |
| Receivables and securities held for operating purposes       | 1,861          | 2,196          | 2,305          | 444                         | 109                         |
| Net payables related to capital expenditure                  | (1,971)        | (2,037)        | (1,823)        | 148                         | 214                         |
|  | <b>82,208</b>  | <b>87,701</b>  | <b>86,565</b>  | <b>4,357</b>                | <b>(1,136)</b>              |
| <b>Net working capital</b>                                   |                |                |                |                             |                             |
| Inventories  | 7,555          | 7,386          | 7,642          | 87                          | 256                         |
| Trade receivables  | 19,709         | 18,293         | 15,842         | (3,867)                     | (2,451)                     |
| Trade payables   | (15,015)       | (14,253)       | (12,453)       | 2,562                       | 1,800                       |
| Tax payables and provisions for net deferred tax liabilities | (1,865)        | (2,314)        | (1,586)        | 279                         | 728                         |
| Provisions   | (15,898)       | (16,387)       | (16,217)       | (319)                       | 170                         |
| Other current assets and liabilities                         | 222            | 1,121          | 1,123          | 901                         | 2                           |
|  | <b>(5,292)</b> | <b>(6,154)</b> | <b>(5,649)</b> | <b>(357)</b>                | <b>505</b>                  |
| <b>Provisions for employee post-retirement benefits</b>      | <b>(1,313)</b> | <b>(1,304)</b> | <b>(1,337)</b> | <b>(24)</b>                 | <b>(33)</b>                 |
| <b>Assets held for sale including related liabilities</b>    | <b>291</b>     | <b>106</b>     | <b>9</b>       | <b>(282)</b>                | <b>(97)</b>                 |
| <b>CAPITAL EMPLOYED, NET</b>                                 | <b>75,894</b>  | <b>80,349</b>  | <b>79,588</b>  | <b>3,694</b>                | <b>(761)</b>                |
| Eni shareholders' equity                                     | 59,754         | 61,891         | 59,155         | (599)                       | (2,736)                     |
| Non-controlling interest                                     | 2,455          | 1,981          | 2,019          | (436)                       | 38                          |
| <b>Shareholders' equity</b>                                  | <b>62,209</b>  | <b>63,872</b>  | <b>61,174</b>  | <b>(1,035)</b>              | <b>(2,698)</b>              |
| <b>Net borrowings</b>  | <b>13,685</b>  | <b>16,477</b>  | <b>18,414</b>  | <b>4,729</b>                | <b>1,937</b>                |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>            | <b>75,894</b>  | <b>80,349</b>  | <b>79,588</b>  | <b>3,694</b>                | <b>(761)</b>                |
| <b>Leverage</b>  | <b>0.22</b>    | <b>0.26</b>    | <b>0.30</b>    | <b>0.08</b>                 | <b>0.04</b>                 |

The Summarized Group Balance Sheet was affected by a sharp movement in the EUR/USD exchange rate which determined an increase in net capital employed and total equity of €3,227 million and €3,325 million respectively, while net borrowings decreased by €98 million. This was due to translation into euros of the financial statements of US-denominated subsidiaries reflecting a 7.7% appreciation of the US dollar against the euro (1 EUR= 1.12 USD at September 30, 2015 compared to 1.214 at December 31, 2014).

**Fixed assets** (€86,565 million) increased by €4,357 million from December 31, 2014. This trend was attributable to favourable currency movements, capital expenditure (€8,653 million) partly offset by depreciation, depletion, amortization and impairment charges of €8,505 million.

**Net working capital** (negative €5,649 million) decreased by €357 million. This reflected a lower balance of trade receivables and trade payables (down by €1,305 million) mainly in the G&P segment. This was offset by increased other current assets and liabilities (up by €901 million) following the increase in net balances due to Eni by joint venture partners in the Exploration & Production segment, partly offset by the reversal of the deferred costs related to pre-paid gas volumes in previous reporting periods in the G&P segment.

**Shareholders' equity including non-controlling interest** was €61,174 million, representing a decrease of €1,035 million from December 31, 2014. This was due to dividend distribution and other changes of €3,485 million (€3,457 million being the 2014 balance dividend and the interim dividend for 2015 paid to Eni's shareholders and dividends to non-controlling interests). This was offset by comprehensive income for the period (€2,450 million) related to a net loss from the profit and loss account (€855 million) more than offset by other items of the comprehensive income, notably the positive foreign currency translation differences (€3,325 million).

(7) The summarized Group balance sheet aggregates the amount of assets and liabilities derived from the statutory balance sheet in accordance with functional criteria, which consider the enterprise conventionally divided into the three fundamental areas focusing on resource investments, operations and financing. Management believes that this summarized Group balance sheet is useful information in assisting investors to assess Eni's capital structure and to analyze its sources of funds and investments in fixed assets and working capital. Management uses the summarized Group balance sheet to calculate key ratios such as the proportion of net borrowings to shareholders' equity (leverage) intended to evaluate whether Eni's financing structure is sound and well-balanced.

## Summarized Group Cash Flow Statement<sup>8</sup>

(€ million)

| Third Quarter 2014 | Second Quarter 2015 | Third Quarter 2015 |  | Nine months  |                |                |
|--------------------|---------------------|--------------------|--|--------------|----------------|----------------|
|                    |                     |                    |  | 2014         | 2015           | Change         |
| <b>1,596</b>       | <b>(561)</b>        | <b>(912)</b>       | <b>Net profit</b>  | <b>3,514</b> | <b>(855)</b>   | <b>(4,369)</b> |
|                    |                     |                    | <i>Adjustments to reconcile net profit to net cash provided by operating activities:</i> |              |                |                |
| 2,608              | 3,343               | 2,854              | - depreciation, depletion and amortization and other non monetary items                  | 7,546        | 8,502          | 956            |
| (86)               | (22)                | (99)               | - net gains on disposal of assets  | (106)        | (449)          | (343)          |
| 791                | 1,003               | 912                | - dividends, interest, taxes and other changes   | 5,004        | 2,714          | (2,290)        |
| 1,069              | 802                 | 79                 | Changes in working capital related to operations   | (620)        | 1,297          | 1,917          |
| (1,994)            | (1,191)             | (1,124)            | Dividends received, taxes paid, interest (paid) received                                 | (5,614)      | (3,821)        | 1,793          |
| <b>3,984</b>       | <b>3,374</b>        | <b>1,710</b>       | <b>Net cash provided by operating activities</b>   | <b>9,724</b> | <b>7,388</b>   | <b>(2,336)</b> |
| (3,083)            | (3,338)             | (2,416)            | Capital expenditure  | (8,607)      | (8,653)        | (46)           |
| (91)               | (47)                | (63)               | Investments and purchase of consolidated subsidiaries and businesses                     | (284)        | (171)          | 113            |
| 217                | 97                  | 261                | Disposals  | 3,231        | 905            | (2,326)        |
| 44                 | 220                 | (315)              | Other cash flow related to capital expenditure, investments and disposals                | (47)         | (691)          | (644)          |
| <b>1,071</b>       | <b>306</b>          | <b>(823)</b>       | <b>Free cash flow</b>  | <b>4,017</b> | <b>(1,222)</b> | <b>(5,239)</b> |
| 60                 | 197                 | 52                 | Borrowings (repayment) of debt related to financing activities                           | 96           | 77             | (19)           |
| (143)              | (267)               | 2,169              | Changes in short and long-term financial debt  | 205          | 3,332          | 3,127          |
| (2,075)            | (2,019)             | (1,435)            | Dividends paid and changes in non-controlling interest and reserves                      | (4,310)      | (3,454)        | 856            |
| 40                 | (21)                | 3                  | Effect of changes in consolidation and exchange differences                              | 32           | 85             | 53             |
| <b>(1,047)</b>     | <b>(1,804)</b>      | <b>(34)</b>        | <b>NET CASH FLOW</b>   | <b>40</b>    | <b>(1,182)</b> | <b>(1,222)</b> |

## Change in net borrowings

(€ million)

| Third Quarter 2014 | Second Quarter 2015 | Third Quarter 2015 |   | Nine months  |                |                |
|--------------------|---------------------|--------------------|---|--------------|----------------|----------------|
|                    |                     |                    |   | 2014         | 2015           | Change         |
| <b>1,071</b>       | <b>306</b>          | <b>(823)</b>       | <b>Free cash flow</b>   | <b>4,017</b> | <b>(1,222)</b> | <b>(5,239)</b> |
|                    |                     |                    | Net borrowings of acquired companies                                | (19)         |                | 19             |
|                    |                     | 65                 | Net borrowings of divested companies                                |              | 83             | 83             |
| (232)              | 376                 | 256                | Exchange differences on net borrowings and other changes            | (562)        | (136)          | 426            |
| (2,075)            | (2,019)             | (1,435)            | Dividends paid and changes in non-controlling interest and reserves | (4,310)      | (3,454)        | 856            |
| <b>(1,236)</b>     | <b>(1,337)</b>      | <b>(1,937)</b>     | <b>CHANGE IN NET BORROWINGS</b>                                     | <b>(874)</b> | <b>(4,729)</b> | <b>(3,855)</b> |

In the first nine months of 2015, **net cash provided by operating activities** amounted to €7,388 million. Proceeds from disposals were €905 million and mainly related to the divestment of non-strategic assets in the Exploration & Production segment. These inflows funded a fair share of the capital expenditure for the period (€8,653 million) and the payment of the 2015 interim dividend and the balance dividend for 2014 (€3,434 million) to Eni's shareholders. The Group's net debt increased by €4,729 million from December 31, 2014 to €18,414 million as of September 30, 2015.

*Financial and operating information by segment for the third quarter and the first nine months of 2015 is provided in the following pages.*

(8) Eni's summarized Group cash flow statement derives from the statutory statement of cash flows. It enables investors to understand the link existing between changes in cash and cash equivalents (deriving from the statutory cash flows statement) and in net borrowings (deriving from the summarized cash flow statement) that occurred from the beginning of the period to the end of period. The measure enabling such a link is represented by the free cash flow which is the cash in excess of capital expenditure needs. Starting from free cash flow it is possible to determine either: (i) changes in cash and cash equivalents for the period by adding/deducting cash flows relating to financing debts/receivables (issuance/repayment of debt and receivables related to financing activities), shareholders' equity (dividends paid, net repurchase of own shares, capital issuance) and the effect of changes in consolidation and of exchange rate differences; (ii) changes in net borrowings for the period by adding/deducting cash flows relating to shareholders' equity and the effect of changes in consolidation and of exchange rate differences. The free cash flow is a non-GAAP measure of financial performance.

# Exploration & Production

| Third Quarter<br>2014 | Second Quarter<br>2015 | Third Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 | RESULTS   | (€ million) | Nine months   |               |               |
|-----------------------|------------------------|-----------------------|-------------------------------------|---|-------------|---------------|---------------|---------------|
|                       |                        |                       |                                     |   |             | 2014          | 2015          | % Ch.         |
| 7,285                 | 6,200                  | 5,047                 | (30.7)                              | <b>Net sales from operations</b>                                  |             | <b>22,087</b> | <b>16,459</b> | <b>(25.5)</b> |
| 3,072                 | 1,471                  | 701                   | (77.2)                              | <b>Operating profit</b>   |             | <b>9,293</b>  | <b>3,470</b>  | <b>(62.7)</b> |
| 16                    | 62                     | 56                    |                                     | Exclusion of special items:                                       |             | 226           | (225)         |               |
| (4)                   | 49                     |                       |                                     | - asset impairments   |             | 183           | 49            |               |
|                       | (4)                    | (38)                  |                                     | - gains on disposal of assets                                     |             | 2             | (376)         |               |
|                       |                        |                       |                                     | - risk provisions   |             | (5)           |               |               |
| 1                     | 9                      | 7                     |                                     | - provision for redundancy incentives                             |             | 21            | 17            |               |
| 1                     | 20                     | (5)                   |                                     | - commodity derivatives   |             | 3             | 26            |               |
| 15                    | (3)                    | 12                    |                                     | - exchange rate differences and derivatives                       |             | 22            | (8)           |               |
| 3                     | (9)                    | 80                    |                                     | - other   |             |               | 67            |               |
| 3,088                 | 1,533                  | 757                   | (75.5)                              | <b>Adjusted operating profit</b>                                  |             | <b>9,519</b>  | <b>3,245</b>  | <b>(65.9)</b> |
| (87)                  | (69)                   | (73)                  |                                     | Net financial income (expense) <sup>(a)</sup>                     |             | (221)         | (210)         |               |
| 92                    | 123                    | 6                     |                                     | Net income (expense) from investments <sup>(a)</sup>              |             | 238           | 153           |               |
| (1,869)               | (1,016)                | (760)                 |                                     | Income taxes <sup>(a)</sup>                                       |             | (5,848)       | (2,569)       |               |
| 60.4                  | 64.0                   | 110.1                 |                                     | Tax rate (%)  |             | 61.3          | 80.6          |               |
| 1,224                 | 571                    | (70)                  | ..                                  | <b>Adjusted net profit</b>  |             | <b>3,688</b>  | <b>619</b>    | <b>(83.2)</b> |
|                       |                        |                       |                                     | Results also include:   |             |               |               |               |
| 2,018                 | 2,498                  | 2,238                 | 10.9                                | - amortization and depreciation                                   |             | 6,279         | 6,980         | 11.2          |
|                       |                        |                       |                                     | of which:   |             |               |               |               |
| 352                   | 238                    | 280                   | (20.5)                              | exploration expenditure   |             | 1,168         | 799           | (31.6)        |
| 275                   | 167                    | 214                   | (22.2)                              | - amortization of exploratory drilling expenditure and other      |             | 933           | 597           | (36.0)        |
| 77                    | 71                     | 66                    | (14.3)                              | - amortization of geological and geophysical exploration expenses |             | 235           | 202           | (14.0)        |
| 2,712                 | 3,194                  | 2,185                 | (19.4)                              | <b>Capital expenditure</b>  |             | <b>7,400</b>  | <b>7,980</b>  | <b>7.8</b>    |
|                       |                        |                       |                                     | of which:   |             |               |               |               |
| 287                   | 205                    | 246                   | (14.3)                              | - exploratory expenditure <sup>(b)</sup>                          |             | 984           | 693           | (29.6)        |
|                       |                        |                       |                                     | <b>Production</b> <sup>(c) (d)</sup>                              |             |               |               |               |
| 812                   | 903                    | 868                   | 6.9                                 | Liquids <sup>(e)</sup>  | (kbb/d)     | 815           | 877           | 7.6           |
| 4,197                 | 4,676                  | 4,582                 | 9.2                                 | Natural gas   | (mmcf/d)    | 4,204         | 4,618         | 10.1          |
| 1,576                 | 1,754                  | 1,703                 | 8.1                                 | <b>Total hydrocarbons</b>   | (kboe/d)    | <b>1,581</b>  | <b>1,718</b>  | <b>8.7</b>    |
|                       |                        |                       |                                     | <b>Average realizations</b>                                       |             |               |               |               |
| 92.61                 | 55.60                  | 43.97                 | (52.5)                              | Liquids <sup>(e)</sup>  | (\$/bbl)    | 97.46         | 49.59         | (49.1)        |
| 6.49                  | 4.63                   | 4.45                  | (31.5)                              | Natural gas   | (\$/kcf)    | 6.95          | 4.72          | (32.0)        |
| 66.39                 | 41.96                  | 34.57                 | (47.9)                              | <b>Total hydrocarbons</b>   | (\$/boe)    | <b>69.98</b>  | <b>38.37</b>  | <b>(45.2)</b> |
|                       |                        |                       |                                     | <b>Average oil market prices</b>                                  |             |               |               |               |
| 101.85                | 61.92                  | 50.26                 | (50.7)                              | Brent dated   | (\$/bbl)    | 106.57        | 55.39         | (48.0)        |
| 76.87                 | 56.04                  | 45.20                 | (41.2)                              | Brent dated   | (€/bbl)     | 78.65         | 49.72         | (36.8)        |
| 97.48                 | 57.84                  | 46.37                 | (52.4)                              | West Texas Intermediate   | (\$/bbl)    | 99.76         | 50.92         | (49.0)        |
| 3.94                  | 2.73                   | 2.75                  | (30.2)                              | Gas Henry Hub   | (\$/mmbtu)  | 4.57          | 2.78          | (39.2)        |

(a) Excluding special items

(b) Includes exploration licences, acquisition costs and exploration bonuses.

(c) Supplementary operating data is provided on page 33.

(d) Includes Eni's share of production of equity-accounted entities.

(e) Includes condensates.

## Results

In the **third quarter of 2015**, the Exploration & Production segment reported an adjusted operating profit of €757 million, down by €2,331 million or 75.5% from the third quarter of 2014. This result was driven by lower oil and gas realizations in dollar terms (down by 52.5% and 31.5%, respectively), reflecting the lower price for Brent (down by 50.7%) and lower gas prices in Europe and in the United States, while being only partially offset by a favourable exchange rate environment, higher production volumes, opex efficiencies and lower exploration costs.

Considering the marked decline in the prices of commodities recorded in the course of 2015, Eni calculated the DD&A charge of its oil&gas properties for the third quarter of 2015 on the basis of a reviewed unit-of-production rate. This was determined by estimating the impact of price changes on entitlements of proved developed reserves at all of Eni's PSAs contracts. The reference price for this review was \$63 per barrel of Brent price corresponding with the average rolling prices registered for the twelve months ended as of September 30, 2015 (unweighted arithmetic average of the first-day-of-the-month price for each of the twelve months).

Adjusted net loss for the quarter amounted to €70 million. This represented a decrease of €1,294 million from the €1,224 million profit registered in the same period of the previous year, due to lower operating performance and a higher tax rate (110.1%). This was impacted by a deteriorating price scenario, which resulted in the segment taxable profit being earned in countries with higher rates of taxes and being impacted to a larger extent by certain expenses that could not be deducted from taxable profit among which successful exploration costs relating to projects yet to be sanctioned.

In the **first nine months of 2015**, the Exploration & Production segment reported an adjusted operating profit of €3,245 million, down by €6,274 million or 65.9% y-o-y, due to the same drivers of the quarter.

Adjusted operating profit for the first nine months of 2015 excluded a negative adjustment of €225 million. This was due to gains on asset disposals (€376 million) mainly in Nigeria, partly offset by asset impairment in the United Kingdom (€49 million) and losses on fair-valued derivatives embedded in the pricing formulas of long-term gas supply agreements (€26 million).

Adjusted net profit of the first nine months of 2015 amounted to €619 million, down by €3,069 million or 83.2% y-o-y. This was due to lower operating performance and a higher tax rate.

## Operating review

In the **third quarter of 2015**, Eni's hydrocarbon production was 1.703 million boe/d, 8.1% higher than in the third quarter of 2014 (1.718 million boe/d in the first nine months; up by 8.7% from the corresponding period of the previous year). Excluding the price effects reported in Production Sharing Agreements, production increased by 4.3% (up 4.9% in the first nine months). The increase was driven by new field start-ups and the continuing ramp-up of production at fields started in 2014, mainly in Angola, Venezuela, the United States, the United Kingdom and Egypt, which added an estimated 142 kboe/d of new production, as well as higher production in Libya. These positive effects were partly offset by declines in mature fields. The share of oil and natural gas produced outside Italy was 90% in the quarter and in the first nine months of the year (compared to 89% in the corresponding periods a year ago).

Liquids production was 868 kbb/d, up by 56 kbb/d or 6.9% from the third quarter of 2014, with major increases registered in Angola and Egypt. Natural gas production was 4,582 mmcf/d, up by 385 mmcf/d or 9.2% y-o-y. The declines in the mature fields were more than offset by the contribution of new fields and the ramping up of production at fields started at the end of 2014, mainly in the United Kingdom, Venezuela and the United States, as well as higher production in Libya.

In the **first nine months of 2015**, liquids production amounted to 877 kbb/d, up by 62 kbb/d or 7.6% compared to the nine months of 2014, mainly due to the start-up of new fields and the ramping up of production at existing fields during the period. Natural gas production for the first nine months of 2015 was 4,618 mmcf/d, up by 414 mmcf/d or 10.1% compared to the same period a year ago.

The following start-ups were achieved in the first nine months: i) Kizomba Satellite Phase 2, in Block 15, off Angola, with recoverable resources of 190 million barrels and an expected plateau of 70 kbb/d; (ii) Cinguvu, in the West Hub Development project in Block 15/06 in Angola. Cinguvu was the second field to come on stream after Sangos in 2014. These two fields are currently producing about 60,000 barrels/d; (iii) Nené Marine field, in Marine XII block in Congo, which started production just eight months after obtaining the production permit. The early production phase is yielding 7.5 kboe/d; (iv) the Hadrian South field, in the Gulf of Mexico flowing at 16 kboe/d net to Eni and the Lucius field with 7 kboe/d net to Eni; (v) other field start-ups were West Franklin Phase 2 in the United Kingdom, Perla in Venezuela and Eldfisk 2 Phase 1 in Norway.

## Gas & Power

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 | RESULTS   | (€ million) | Nine months   |               |               |
|--------------------------|---------------------------|--------------------------|-------------------------------------|---|-------------|---------------|---------------|---------------|
|                          |                           |                          |                                     |   |             | 2014          | 2015          | % Ch.         |
| <b>17,311</b>            | <b>14,263</b>             | <b>10,851</b>            | <b>(37.3)</b>                       | <b>Net sales from operations</b>                    |             | <b>55,252</b> | <b>41,487</b> | <b>(24.9)</b> |
| <b>(414)</b>             | <b>27</b>                 | <b>(577)</b>             | <b>(39.4)</b>                       | <b>Operating profit</b>                             |             | <b>178</b>    | <b>(364)</b>  | <b>..</b>     |
| 29                       | 48                        | (43)                     |                                     | Exclusion of inventory holding (gains) losses       |             | (79)          | 36            |               |
| 205                      | (44)                      | 151                      |                                     | Exclusion of special items:                         |             | (23)          | 184           |               |
|                          | 17                        | (2)                      |                                     | - asset impairments                                 |             | 1             | 15            |               |
| 1                        | 3                         | 4                        |                                     | - provision for redundancy incentives               |             | 2             | 7             |               |
| (6)                      | 6                         | (68)                     |                                     | - commodity derivatives                             |             | (285)         | (54)          |               |
| 210                      | (94)                      | 9                        |                                     | - exchange rate differences and derivatives         |             | 224           | (16)          |               |
|                          | 24                        | 208                      |                                     | - other   |             | 35            | 232           |               |
| <b>(180)</b>             | <b>31</b>                 | <b>(469)</b>             | <b>..</b>                           | <b>Adjusted operating profit</b>                    |             | <b>76</b>     | <b>(144)</b>  | <b>..</b>     |
| 2                        | 3                         | 1                        |                                     | Net finance income (expense) <sup>(a)</sup>         |             | 6             | 6             |               |
| 2                        |                           | (10)                     |                                     | Net income from investments <sup>(a)</sup>          |             | 37            | (7)           |               |
| 65                       | (30)                      | 124                      |                                     | Income taxes <sup>(a)</sup>                         |             | (67)          | 13            |               |
| ..                       | 88.2                      | ..                       |                                     | Tax rate (%)  |             | 56.3          | ..            |               |
| <b>(111)</b>             | <b>4</b>                  | <b>(354)</b>             | <b>..</b>                           | <b>Adjusted net profit</b>                          |             | <b>52</b>     | <b>(132)</b>  | <b>..</b>     |
| <b>36</b>                | <b>26</b>                 | <b>36</b>                |                                     | <b>Capital expenditure</b>                          |             | <b>111</b>    | <b>80</b>     | <b>(27.9)</b> |
|                          |                           |                          |                                     | <b>Natural gas sales <sup>(b)</sup></b>             | (bcm)       |               |               |               |
| 7.24                     | 10.58                     | 7.82                     | 8.0                                 | Italy   |             | 25.69         | 28.93         | 12.6          |
| 12.38                    | 11.81                     | 12.67                    | 2.3                                 | International sales                                 |             | 39.78         | 39.57         | (0.5)         |
| 10.14                    | 9.48                      | 10.08                    | (0.6)                               | - Rest of Europe                                    |             | 33.11         | 32.53         | (1.8)         |
| 1.53                     | 1.51                      | 1.88                     | 22.9                                | - Extra European markets                            |             | 4.45          | 4.73          | 6.3           |
| 0.71                     | 0.82                      | 0.71                     |                                     | - E&P sales in Europe and in the Gulf of Mexico     |             | 2.22          | 2.31          | 4.1           |
| <b>19.62</b>             | <b>22.39</b>              | <b>20.49</b>             | <b>4.4</b>                          | <b>Worldwide gas sales</b>                          |             | <b>65.47</b>  | <b>68.50</b>  | <b>4.6</b>    |
|                          |                           |                          |                                     | of which:   |             |               |               |               |
| 18.23                    | 20.84                     | 19.10                    | 4.8                                 | - Sales of consolidated subsidiaries                |             | 59.67         | 64.17         | 7.5           |
| 0.68                     | 0.73                      | 0.68                     |                                     | - Eni's share of sales of natural gas of affiliates |             | 3.58          | 2.02          | (43.6)        |
| 0.71                     | 0.82                      | 0.71                     |                                     | - E&P sales in Europe and in the Gulf of Mexico     |             | 2.22          | 2.31          | 4.1           |
| <b>8.26</b>              | <b>8.35</b>               | <b>9.00</b>              | <b>9.0</b>                          | <b>Electricity sales</b>                            | (TWh)       | <b>24.26</b>  | <b>25.82</b>  | <b>6.4</b>    |

(a) Excluding special items.

(b) Supplementary operating data is provided on page 34.

## Results

In the **third quarter of 2015**, the Gas & Power segment reported an adjusted operating loss of €469 million, down by €289 million with respect to the adjusted operating loss of €180 million reported in the corresponding period of 2014. This declining performance reflected the reversal of gas prepaid in previous years with a book value higher than the current average supply cost of the Eni gas portfolio and an unfavourable trading environment impacting certain sales to large clients.

Adjusted operating loss for the quarter was calculated by including a positive adjustment of €151 million (€184 million for the first nine months of the year) relating to: (i) a charge of €205 million accounted for in the third quarter of 2015. This was due to an estimate revision of revenues accrued on the sale of electricity to retail customers in Italy in the past five years. A comparable review of the same estimation procedure is ongoing and relates to the sale of gas to retail customers in Italy. The outcome of this review, which is expected to be closed by the fourth quarter of 2015, could result in significant adjustments to the estimation of gas revenues accrued and yet to be billed to end customers; (ii) gains on the fair-value evaluation of certain commodity derivatives contracts (€68 million in the quarter; €54 million in the first nine months); and (iii) a gain of €9 million in the quarter (a charge of €16 million in the first nine months) which was due to the reclassification in adjusted results of exchange rate differences and exchange rate derivatives, which are entered into to manage exposure to exchange rate risk in commodity pricing formulas and trade receivables or payables denominated in a currency other than the functional currency.

In the third quarter of 2015, the adjusted net loss amounted to €354 million. This represented a decrease of €243 million from the same period of the previous year, driven by the same drivers described in the operating profit disclosure.

In the **first nine months of 2015**, the Gas & Power segment reported an adjusted operating loss of €144 million, down by €220 million from the €76 million profit reported in the first nine months of 2014 due to the same drivers described in the quarter as well as higher one-off effects relating to the renegotiations performed in the corresponding period of 2014 partially offset by higher sales in the retail market.

The Gas & Power segment reported an adjusted net loss of €132 million in the first nine months of 2015, down by €184 million compared to the €52 million net profit reported in the same period of a year ago due to the weaker operating performance and lower results of equity-accounted entities.

## Operating review

In the **third quarter of 2015**, Eni's natural gas sales were 20.49 bcm, up by 4.4% from the same period of the previous year. Sales in Italy increased by 8% to 7.82 bcm driven by higher spot sales partially offset by slightly lower sales in thermoelectric, medium sized enterprises and services and industrial segments. Sales in the European markets decreased by 3.6% to 8.88 bcm due to lower sales in Benelux, due to lower spot sales and UK due to increasing competitive pressure. These negatives were partly offset by higher sales in Germany/Austria due to higher volumes marketed in the "large" segment and higher sales in Turkey to Botas. Sales to long-term buyers amounted to 1.20 bcm, up by 29% from the corresponding period a year ago. Sales in extra-European markets increased due to higher international LNG sales (up by 22.9%).

In the **first nine months of 2015**, Eni's natural gas sales were 68.50 bcm (including Eni's own consumption, Eni's share of sales made by equity-accounted entities and upstream sales in Europe and in the Gulf of Mexico), up by 3.03 bcm or 4.6% from the same period of the previous year. Sales in Italy increased by 12.6% to 28.93 bcm due to higher spot sales and more typical weather conditions compared to the corresponding period of the previous year. These positive performances were partially offset by lower volumes marketed to thermoelectric segment due to the competition of other sources (in particular renewables) and a contraction in electricity demand registered in particular in the first part of the year. Sales in the European markets amounted to 29.09 bcm, down by 4.2% from the same period of the previous year. This can be attributed to lower spot sales in Benelux and the United Kingdom as well as Germany/Austria due to the divestment of GVS joint venture occurred in 2014. These issues were partially offset by higher spot sales in France and Turkey due to higher sales to Botas. Sales to long-term buyers amounted to 3.44 bcm, up by 24.6% from the corresponding period a year ago.

**Electricity sales** were 9 TWh in the third quarter of 2015, increasing by 9% (25.82 TWh, up by 6.4% in the first nine months) compared to the same period a year ago due to better weather conditions and lower hydroelectric production.

## Refining & Marketing and Chemicals

| Third Quarter 2014 | Second Quarter 2015 | Third Quarter 2015 | % Ch. III Q. 15 vs. III Q. 14 | RESULTS  | (€ million) | Nine months    |               |               |
|--------------------|---------------------|--------------------|-------------------------------|--|-------------|----------------|---------------|---------------|
|                    |                     |                    |                               |  |             | 2014           | 2015          | % Ch.         |
| <b>7,859</b>       | <b>6,695</b>        | <b>5,710</b>       | <b>[27.3]</b>                 | <b>Net sales from operations</b>                     |             | <b>22,314</b>  | <b>17,761</b> | <b>[20.4]</b> |
| <b>(277)</b>       | <b>120</b>          | <b>(256)</b>       | <b>7.6</b>                    | <b>Operating profit</b>                              |             | <b>(1,125)</b> | <b>(37)</b>   | <b>96.7</b>   |
| 241                | (151)               | 594                |                               | Exclusion of inventory holding (gains) losses        |             | 262            | 310           |               |
| 48                 | 136                 | (3)                |                               | Exclusion of special items:                          |             | 306            | 288           |               |
| 5                  | 60                  | 32                 |                               | - environmental charges                              |             | 53             | 112           |               |
| 34                 | 43                  | 25                 |                               | - asset impairments                                  |             | 219            | 95            |               |
|                    | (4)                 | (3)                |                               | - gains on disposal of assets                        |             |                | (8)           |               |
|                    | 7                   | (14)               |                               | - risk provisions                                    |             |                | (7)           |               |
| 2                  | (4)                 | 1                  |                               | - provision for redundancy incentives                |             | 9              | 1             |               |
| 2                  | 27                  | (60)               |                               | - commodity derivatives                              |             | (2)            | 57            |               |
| (2)                | (2)                 | (1)                |                               | - exchange rate differences and derivatives          |             | 7              | 11            |               |
| 7                  | 9                   | 17                 |                               | - other  |             | 20             | 27            |               |
| <b>12</b>          | <b>105</b>          | <b>335</b>         | <b>..</b>                     | <b>Adjusted operating profit</b>                     |             | <b>(557)</b>   | <b>561</b>    | <b>..</b>     |
| 111                | 39                  | 163                | 46.8                          | - Refining & Marketing                               |             | (276)          | 294           |               |
| (99)               | 66                  | 172                |                               | - Chemicals  |             | (281)          | 267           |               |
| (2)                | (3)                 | 3                  |                               | Net finance income (expense) <sup>(a)</sup>          |             | (9)            | (1)           |               |
| 28                 | 3                   |                    |                               | Net income (expense) from investments <sup>(a)</sup> |             | 66             | 38            |               |
| (14)               | (26)                | (87)               |                               | Income taxes <sup>(a)</sup>                          |             | 81             | (172)         |               |
| 36.8               | 24.8                | 25.7               |                               | Tax rate (%)   |             | ..             | 28.8          |               |
| <b>24</b>          | <b>79</b>           | <b>251</b>         | <b>..</b>                     | <b>Adjusted net profit</b>                           |             | <b>(419)</b>   | <b>426</b>    | <b>..</b>     |
| <b>186</b>         | <b>152</b>          | <b>131</b>         | <b>(29.6)</b>                 | <b>Capital expenditure</b>                           |             | <b>540</b>     | <b>386</b>    | <b>(28.5)</b> |
| 4.39               | 9.13                | 10.04              | ..                            | <b>Global indicator refining margin</b>              |             |                |               |               |
|                    |                     |                    |                               | Standard Eni Refining Margin (SERM) <sup>(b)</sup>   | (\$/bbl)    | 2.62           | 8.91          | ..            |
| <b>5.48</b>        | <b>5.77</b>         | <b>5.84</b>        | <b>6.6</b>                    | <b>REFINING THROUGHPUTS AND SALES</b>                | (mmtonnes)  |                |               |               |
| <b>6.71</b>        | <b>6.59</b>         | <b>6.51</b>        | <b>(3.0)</b>                  | <b>Refining throughputs in Italy</b>                 |             | <b>15.05</b>   | <b>17.39</b>  | <b>15.5</b>   |
| 5.36               | 5.64                | 5.75               | 7.3                           | <b>Refining throughputs on own account</b>           |             | <b>18.40</b>   | <b>20.01</b>  | <b>8.8</b>    |
| 1.35               | 0.95                | 0.76               | (43.7)                        | - Italy  |             | 14.62          | 17.07         | 16.8          |
| <b>0.03</b>        | <b>0.05</b>         | <b>0.05</b>        | <b>66.7</b>                   | - Rest of Europe                                     |             | 3.78           | 2.94          | (22.2)        |
| <b>2.41</b>        | <b>2.29</b>         | <b>2.33</b>        | <b>(3.3)</b>                  | <b>Green refining throughputs</b>                    |             | <b>0.06</b>    | <b>0.14</b>   | <b>..</b>     |
| 1.58               | 1.50                | 1.56               | (1.3)                         | <b>Retail sales</b>                                  |             | <b>6.95</b>    | <b>6.66</b>   | <b>(4.2)</b>  |
| 0.83               | 0.79                | 0.77               | (7.2)                         | - Italy  |             | 4.63           | 4.41          | (4.8)         |
| <b>3.35</b>        | <b>2.99</b>         | <b>3.07</b>        | <b>(8.4)</b>                  | - Rest of Europe                                     |             | 2.32           | 2.25          | (3.0)         |
| 2.12               | 2.01                | 2.17               | 2.4                           | <b>Wholesale sales</b>                               |             | <b>9.00</b>    | <b>8.85</b>   | <b>(1.7)</b>  |
| 1.23               | 0.98                | 0.90               | (26.8)                        | - Italy  |             | 5.59           | 5.89          | 5.4           |
| <b>0.11</b>        | <b>0.11</b>         | <b>0.11</b>        |                               | - Rest of Europe                                     |             | 3.41           | 2.96          | (13.2)        |
| <b>1,185</b>       | <b>1,327</b>        | <b>1,521</b>       | <b>28.4</b>                   | <b>Wholesale sales outside Europe</b>                |             | <b>0.32</b>    | <b>0.32</b>   |               |
| <b>1,285</b>       | <b>1,275</b>        | <b>1,240</b>       | <b>(3.5)</b>                  | <b>Production of petrochemical products</b>          | (ktonnes)   | <b>3,986</b>   | <b>4,278</b>  | <b>7.3</b>    |
|                    |                     |                    |                               | <b>Sales of petrochemical products</b>               | (€ million) | <b>4,089</b>   | <b>3,610</b>  | <b>(11.7)</b> |

(a) Excluding special items.

(b) In USD per barrel FOB Mediterranean Brent dated crude oil. Source: Eni calculations. It gauges the profitability of Eni's refineries against the typical raw material slate and yields.

## Results

In the **third quarter of 2015**, the Refining & Marketing and Chemicals segment reported an adjusted operating profit of €335 million, up by €323 million y-o-y. This positive performance was driven by the improved results of the Refining & Marketing business, which recorded an adjusted operating profit of €163 million, up by €52 million from the third quarter of 2014. The performance was driven by the improved refining margin scenario, as well as efficiency and optimization initiatives that helped lower the breakeven margin to around \$5.5 per barrel. Thanks to these measures, the Company will break even in its refining activity a year earlier than planned, i.e. in 2015 at the current forward scenario. Marketing activity registered a slightly better performance due to efficiency initiatives, which absorbed the effects of competitive pressure.

The Chemical business reported an adjusted operating profit of €172 million, up by €271 million from the operating loss of €99 million reported in the third quarter of 2014. This result was driven by efficiency and optimization initiatives, through the closure/reconversion of loss-making plants and shutdown of non-competitive production lines. Thanks to these measures, the Company has found itself well positioned to leverage an ongoing recovery in the trading environment, particularly in the ethylene, polyethylene and styrene businesses. The latter benefitted by a temporary shortage of certain products, unscheduled facility shutdowns and lower competitiveness of imported products reflecting the euro devaluation. In the nine months of 2015 the restarting of production at the Porto Marghera site, following commercial agreements with Shell, also drove the positive performance.

Special charges excluded from adjusted operating profit of the third quarter of 2015 amounted to a net negative of €3 million (a net positive amounting to €288 million in the nine months). This comprised fair-value evaluation of certain commodity derivatives (gains of €60 million in the quarter and charges of €57 million in the nine months) lacking the formal criteria to be accounted as hedges under IFRS. Other charges related to impairment losses to write down capital expenditure of the period made at CGUs totally impaired in previous reporting periods (€25 million in the quarter and €95 million in the nine months of the year) and environmental charges (€32 million and €112 million in the quarter and in the nine months of the year, respectively).

Adjusted net profit for the third quarter of 2015 amounted to €251 million, up by €227 million from the third quarter of 2014 due to improved operating performance.

In the **first nine months of 2015**, the Refining & Marketing and Chemicals segment reported an adjusted operating profit of €561 million, up by €1,118 million from an adjusted net loss of €557 million reported in the nine months of 2014.

Adjusted net profit amounted to €426 million, up by €845 million from the €419 million net loss reported in the same period of 2014.

## Operating review

In the third quarter of 2015, the **Standard Eni Refining Margin (SERM)** more than doubled from the level of the third quarter of 2014 (from 4.4 \$/bl in the third quarter of 2014 to 10\$/bl in the quarter 2015). This trend reflected lower marker Brent price. However, structural headwinds in the European refining sector remain due to overcapacity and increasing competitive pressure from cheaper streams of products imported from Russia, Asia and the United States.

In this context, **Eni's refining throughputs on own account** for the third quarter of 2015 were 6.51 mmt tonnes (20.01 mmt tonnes in the first nine months of 2015), down by 3% from the third quarter 2014. On a homogeneous basis when excluding the impact of the disposal of the refining capacity in Czech Republic and the reconversion shutdown at Gela refinery, Eni's refining throughputs increased by 6.9% (19.28 mmt tonnes, up by 18.4%, in the first nine months of 2015). Volumes processed in Italy increased by 7.3% and 16.8% in the quarter and in the first nine months of the year, respectively, reflecting a favourable trading environment. On a homogeneous basis volumes increased by 20.1% in the first nine months. The volumes of green feedstock processed at Venice facility reported an increase from 2014 (year of the operations start-up). Outside Italy, Eni's refining throughputs on a homogeneous basis increased in Germany due to lower facility downtime (up 4.1% in the quarter and up 6.8% in the nine months).

**Retail sales in Italy** were 1.56 mmt tonnes in the third quarter of 2015 (4.41 mmt tonnes in the nine months) were barely unchanged from the corresponding period of 2014 (down by approximately 20 ktonnes, or 1.3%). In the first nine months of 2015 retail sales in Italy decreased by approximately 220 ktonnes, or 4.8%, due to increasing competitive pressure. In the third quarter of 2015 Eni's market share amounted to 24.3%, down by 1 percentage point from the corresponding period of the previous year (25.3%).

**Wholesale sales in Italy** (2.17 mmt tonnes and 5.89 mmt tonnes in the third quarter and the first nine months of 2015, respectively) increased by approximately 50 ktonnes or 2.4% in the quarter; up by 5.4% in the first nine months of 2015, mainly due to higher sales of gasoil and bunkering driven by higher demand. This was partly offset by lower volumes sold of minor products and kerosene. Average market share in the third quarter of 2015 increased by 0.8 percentage points to 27.6%.

**Retail sales in the rest of Europe** were 0.77 mmt tonnes in the third quarter of 2015 (2.25 mmt tonnes in the first nine months of 2015), decreased by 7.2% y-o-y (down by 3% in the first nine months) due to the assets disposal in Czech Republic, Slovakia and Romania, partly offset by higher sales in Germany, Austria and Switzerland.

**Petrochemical production** were 1.52 mmt tonnes (4.28 mmt tonnes; up 7.3% in the first nine months), increasing by 28.4% from the third quarter of 2014 mainly due to higher intermediates sales.



## Summarized Group profit and loss account

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |   | Nine months  |              |               |
|--------------------------|---------------------------|--------------------------|-------------------------------------|---|--------------|--------------|---------------|
|                          |                           |                          |                                     |   | 2014         | 2015         | % Ch.         |
| 26,600                   | 22,193                    | 18,807                   | (29.3)                              | Net sales from operations   | 83,156       | 64,786       | (22.1)        |
| 247                      | 118                       | 34                       | (86.2)                              | Other income and revenues   | 439          | 715          | 62.9          |
| (21,791)                 | (18,465)                  | (16,044)                 | 26.4                                | Operating expenses  | (67,853)     | (54,610)     | 19.5          |
| (50)                     | (276)                     | (82)                     | (64.0)                              | Other operating income (expense)  | 353          | (380)        | ..            |
| (2,427)                  | (3,176)                   | (2,654)                  | (9.4)                               | Depreciation, depletion, amortization and impairments                       | (7,615)      | (8,505)      | (11.7)        |
| <b>2,579</b>             | <b>394</b>                | <b>61</b>                | <b>(97.6)</b>                       | <b>Operating profit</b>   | <b>8,480</b> | <b>2,006</b> | <b>(76.3)</b> |
| (318)                    | (69)                      | (160)                    | 49.7                                | Finance income (expense)  | (811)        | (742)        | 8.5           |
| 114                      | 157                       | 34                       | (70.2)                              | Net income from investments   | 735          | 488          | (33.6)        |
| <b>2,375</b>             | <b>482</b>                | <b>(65)</b>              | <b>..</b>                           | <b>Profit before income taxes</b>   | <b>8,404</b> | <b>1,752</b> | <b>(79.2)</b> |
| (779)                    | (1,043)                   | (847)                    | (8.7)                               | Income taxes  | (4,890)      | (2,607)      | 46.7          |
| 32.8                     | ..                        | ..                       | ..                                  | Tax rate (%)  | 58.2         | ..           | ..            |
| <b>1,596</b>             | <b>(561)</b>              | <b>(912)</b>             | <b>..</b>                           | <b>Net profit</b>   | <b>3,514</b> | <b>(855)</b> | <b>..</b>     |
|                          |                           |                          |                                     | of which attributable:  |              |              |               |
| <b>1,714</b>             | <b>(113)</b>              | <b>(952)</b>             | <b>..</b>                           | <b>- Eni's shareholders</b>   | <b>3,675</b> | <b>(361)</b> | <b>..</b>     |
| (118)                    | (448)                     | 40                       | ..                                  | - Non-controlling interest  | (161)        | (494)        | ..            |
| <b>1,714</b>             | <b>(113)</b>              | <b>(952)</b>             | <b>..</b>                           | <b>Net profit attributable to Eni's shareholders</b>                        | <b>3,675</b> | <b>(361)</b> | <b>..</b>     |
| 133                      | (46)                      | 332                      | ..                                  | Exclusion of inventory holding (gains) losses                               | 144          | 373          | ..            |
| (678)                    | 298                       | 363                      | ..                                  | Exclusion of special items  | (576)        | 518          | ..            |
| <b>1,169</b>             | <b>139</b>                | <b>(257)</b>             | <b>..</b>                           | <b>Adjusted net profit attributable to Eni's shareholders<sup>(a)</sup></b> | <b>3,243</b> | <b>530</b>   | <b>(83.7)</b> |

(a) For a detailed explanation of adjusted operating profit and adjusted net profit see the paragraph "Reconciliation of reported operating profit and reported net profit to results on an adjusted basis".

# Non-GAAP measures

## Reconciliation of reported operating profit and reported net profit to results on an adjusted basis

(€ million)

Nine months 2015

|   | Exploration & Production | Gas & Power  | Refining & Marketing and Chemicals | Engineering & Construction | Corporate and other activities | Impact of unrealized intragroup profit elimination | GROUP        |
|---|--------------------------|--------------|------------------------------------|----------------------------|--------------------------------|--|--------------|
| <b>Reported operating profit</b>                                | <b>3,470</b>             | <b>(364)</b> | <b>(37)</b>                        | <b>(635)</b>               | <b>(348)</b>                   | <b>(80)</b>  | <b>2,006</b> |
| Exclusion of inventory holding (gains) losses                   |                          | 36           | 310                                |                            |                                | 199  | 545          |
| <b>Exclusion of special items:</b>                              |                          |              |                                    |                            |                                |  |              |
| environmental charges   |                          |              | 112                                |                            | 64                             |  | 176          |
| asset impairments   | 49                       | 15           | 95                                 | 211                        | 10                             |  | 380          |
| net gains on disposal of assets                                 | (376)                    |              | (8)                                | 1                          | (2)                            |  | (385)        |
| risk provisions   |                          |              | (7)                                |                            | (9)                            |  | (16)         |
| provision for redundancy incentives                             | 17                       | 7            | 1                                  | 4                          |                                |  | 29           |
| commodity derivatives   | 26                       | (54)         | 57                                 | (6)                        |                                |  | 23           |
| exchange rate differences and derivatives                       | (8)                      | (16)         | 11                                 |                            |                                |  | (13)         |
| other   | 67                       | 232          | 27                                 | (7)                        | 17                             |  | 336          |
| <b>Special items of operating profit</b>                        | <b>(225)</b>             | <b>184</b>   | <b>288</b>                         | <b>203</b>                 | <b>80</b>                      |  | <b>530</b>   |
| <b>Adjusted operating profit</b>                                | <b>3,245</b>             | <b>(144)</b> | <b>561</b>                         | <b>(432)</b>               | <b>(268)</b>                   | <b>119</b>   | <b>3,081</b> |
| Net finance (expense) income <sup>(a)</sup>                     | (210)                    | 6            | (1)                                | (4)                        | (446)                          |  | (655)        |
| Net income from investments <sup>(a)</sup>                      | 153                      | (7)          | 38                                 | (20)                       | 291                            |  | 455          |
| Income taxes <sup>(a)</sup>                                     | (2,569)                  | 13           | (172)                              | (76)                       | 119                            | (32)   | (2,717)      |
| <i>Tax rate (%)</i>   | <i>80.6</i>              | <i>..</i>    | <i>28.8</i>                        | <i>..</i>                  |                                |  | <i>94.3</i>  |
| <b>Adjusted net profit</b>                                      | <b>619</b>               | <b>(132)</b> | <b>426</b>                         | <b>(532)</b>               | <b>(304)</b>                   | <b>87</b>  | <b>164</b>   |
| <i>of which:</i>  |                          |              |                                    |                            |                                |  |              |
| - Adjusted net profit of non-controlling interest               |                          |              |                                    |                            |                                |  | (366)        |
| <b>- Adjusted net profit attributable to Eni's shareholders</b> |                          |              |                                    |                            |                                |  | <b>530</b>   |
| <b>Reported net profit attributable to Eni's shareholders</b>   |                          |              |                                    |                            |                                |  | <b>(361)</b> |
| Exclusion of inventory holding (gains) losses                   |                          |              |                                    |                            |                                |  | 373          |
| Exclusion of special items                                      |                          |              |                                    |                            |                                |  | 518          |
| <b>Adjusted net profit attributable to Eni's shareholders</b>   |                          |              |                                    |                            |                                |  | <b>530</b>   |

(a) Excluding special items.

(€ million)

**Nine months 2014**

|   | Exploration & Production | Gas & Power | Refining & Marketing and Chemicals | Engineering & Construction | Corporate and other activities | Impact of unrealized intragroup profit elimination | GROUP        |
|---|--------------------------|-------------|------------------------------------|----------------------------|--------------------------------|--|--------------|
| <b>Reported operating profit</b>                                | <b>9,293</b>             | <b>178</b>  | <b>(1,125)</b>                     | <b>441</b>                 | <b>(384)</b>                   | <b>77</b>  | <b>8,480</b> |
| Exclusion of inventory holding (gains) losses                   |                          | (79)        | 262                                |                            |                                | 22   | 205          |
| <b>Exclusion of special items:</b>                              |                          |             |                                    |                            |                                |  |              |
| environmental charges   |                          |             | 53                                 |                            | 5                              |  | 58           |
| asset impairments   | 183                      | 1           | 219                                |                            | 9                              |  | 412          |
| net gains on disposal of assets                                 | 2                        |             |                                    | 1                          | (1)                            |  | 2            |
| risk provisions   | (5)                      |             |                                    |                            | 7                              |  | 2            |
| provision for redundancy incentives                             | 21                       | 2           | 9                                  | 2                          | 3                              |  | 37           |
| commodity derivatives   | 3                        | (285)       | (2)                                | 4                          |                                |  | (280)        |
| exchange rate differences and derivatives                       | 22                       | 224         | 7                                  |                            |                                |  | 253          |
| other   |                          | 35          | 20                                 |                            | 27                             |  | 82           |
| <b>Special items of operating profit</b>                        | <b>226</b>               | <b>(23)</b> | <b>306</b>                         | <b>7</b>                   | <b>50</b>                      |  | <b>566</b>   |
| <b>Adjusted operating profit</b>                                | <b>9,519</b>             | <b>76</b>   | <b>(557)</b>                       | <b>448</b>                 | <b>(334)</b>                   | <b>99</b>  | <b>9,251</b> |
| Net finance (expense) income <sup>(a)</sup>                     | (221)                    | 6           | (9)                                | (4)                        | (411)                          |  | (639)        |
| Net income from investments <sup>(a)</sup>                      | 238                      | 37          | 66                                 | 27                         | 220                            |  | 588          |
| Income taxes <sup>(a)</sup>                                     | (5,848)                  | (67)        | 81                                 | (157)                      | 184                            | (33)   | (5,840)      |
| <i>Tax rate (%)</i>   | <i>61.3</i>              | <i>56.3</i> | <i>..</i>                          | <i>33.3</i>                |                                |  | <i>63.5</i>  |
| <b>Adjusted net profit</b>                                      | <b>3,688</b>             | <b>52</b>   | <b>(419)</b>                       | <b>314</b>                 | <b>(341)</b>                   | <b>66</b>  | <b>3,360</b> |
| <i>of which:</i>  |                          |             |                                    |                            |                                |  |              |
| - Adjusted net profit of non-controlling interest               |                          |             |                                    |                            |                                |  | 117          |
| <b>- Adjusted net profit attributable to Eni's shareholders</b> |                          |             |                                    |                            |                                |  | <b>3,243</b> |
| <b>Reported net profit attributable to Eni's shareholders</b>   |                          |             |                                    |                            |                                |  | <b>3,675</b> |
| Exclusion of inventory holding (gains) losses                   |                          |             |                                    |                            |                                |  | 144          |
| Exclusion of special items                                      |                          |             |                                    |                            |                                |  | (576)        |
| <b>Adjusted net profit attributable to Eni's shareholders</b>   |                          |             |                                    |                            |                                |  | <b>3,243</b> |

(a) Excluding special items.

(€ million)

**Third quarter 2015**

|   | Exploration & Production | Gas & Power  | Refining & Marketing and Chemicals | Engineering & Construction | Corporate and other activities | Impact of unrealized intragroup profit elimination | GROUP        |
|---|--------------------------|--------------|------------------------------------|----------------------------|--------------------------------|--|--------------|
| <b>Reported operating profit</b>                                | <b>701</b>               | <b>(577)</b> | <b>(256)</b>                       | <b>153</b>                 | <b>(62)</b>                    | <b>102</b>   | <b>61</b>    |
| Exclusion of inventory holding (gains) losses                   |                          | (43)         | 594                                |                            |                                | (65)   | 486          |
| <b>Exclusion of special items:</b>                              |                          |              |                                    |                            |                                |  |              |
| environmental charges   |                          |              | 32                                 |                            |                                |  | 32           |
| asset impairments   |                          | (2)          | 25                                 |                            | 6                              |  | 29           |
| net gains on disposal of assets                                 | (38)                     |              | (3)                                | 1                          | (1)                            |  | (41)         |
| risk provisions   |                          |              | (14)                               |                            | (11)                           |  | (25)         |
| provision for redundancy incentives                             | 7                        | 4            | 1                                  | 2                          | (1)                            |  | 13           |
| commodity derivatives   | (5)                      | (68)         | (60)                               | (1)                        |                                |  | (134)        |
| exchange rate differences and derivatives                       | 12                       | 9            | (1)                                |                            |                                |  | 20           |
| other   | 80                       | 208          | 17                                 | (7)                        | 13                             |  | 311          |
| <b>Special items of operating profit</b>                        | <b>56</b>                | <b>151</b>   | <b>(3)</b>                         | <b>(5)</b>                 | <b>6</b>                       |  | <b>205</b>   |
| <b>Adjusted operating profit</b>                                | <b>757</b>               | <b>(469)</b> | <b>335</b>                         | <b>148</b>                 | <b>(56)</b>                    | <b>37</b>  | <b>752</b>   |
| Net finance (expense) income <sup>(a)</sup>                     | (73)                     | 1            | 3                                  | (1)                        | (144)                          |  | (214)        |
| Net income from investments <sup>(a)</sup>                      | 6                        | (10)         |                                    | (10)                       | 18                             |  | 4            |
| Income taxes <sup>(a)</sup>                                     | (760)                    | 124          | (87)                               | (63)                       | 20                             | (9)  | (775)        |
| <i>Tax rate (%)</i>   | <i>110.1</i>             | <i>..</i>    | <i>25.7</i>                        | <i>46.0</i>                |                                |  | <i>143.0</i> |
| <b>Adjusted net profit</b>                                      | <b>(70)</b>              | <b>(354)</b> | <b>251</b>                         | <b>74</b>                  | <b>(162)</b>                   | <b>28</b>  | <b>(233)</b> |
| <i>of which:</i>  |                          |              |                                    |                            |                                |  |              |
| - Adjusted net profit of non-controlling interest               |                          |              |                                    |                            |                                |  | 24           |
| <b>- Adjusted net profit attributable to Eni's shareholders</b> |                          |              |                                    |                            |                                |  | <b>(257)</b> |
| <b>Reported net profit attributable to Eni's shareholders</b>   |                          |              |                                    |                            |                                |  | <b>(952)</b> |
| Exclusion of inventory holding (gains) losses                   |                          |              |                                    |                            |                                |  | 332          |
| Exclusion of special items                                      |                          |              |                                    |                            |                                |  | 363          |
| <b>Adjusted net profit attributable to Eni's shareholders</b>   |                          |              |                                    |                            |                                |  | <b>(257)</b> |

(a) Excluding special items.

(€ million)

**Third quarter 2014**

|   | Exploration & Production | Gas & Power  | Refining & Marketing and Chemicals | Engineering & Construction | Corporate and other activities | Impact of unrealized intragroup profit elimination | GROUP        |
|---|--------------------------|--------------|------------------------------------|----------------------------|--------------------------------|--|--------------|
| <b>Reported operating profit</b>                                | <b>3,072</b>             | <b>(414)</b> | <b>(277)</b>                       | <b>150</b>                 | <b>(96)</b>                    | <b>144</b>   | <b>2,579</b> |
| Exclusion of inventory holding (gains) losses                   |                          | 29           | 241                                |                            |                                | (80)   | 190          |
| <b>Exclusion of special items:</b>                              |                          |              |                                    |                            |                                |  |              |
| environmental charges   |                          |              | 5                                  |                            | (21)                           |  | (16)         |
| asset impairments   | (4)                      |              | 34                                 |                            | 4                              |  | 34           |
| net gains on disposal of assets                                 |                          |              |                                    |                            | (1)                            |  | (1)          |
| risk provisions   |                          |              |                                    |                            | 1                              |  | 1            |
| provision for redundancy incentives                             | 1                        | 1            | 2                                  | 1                          | 2                              |  | 7            |
| commodity derivatives   | 1                        | (6)          | 2                                  | 4                          |                                |  | 1            |
| exchange rate differences and derivatives                       | 15                       | 210          | (2)                                |                            |                                |  | 223          |
| other   | 3                        |              | 7                                  |                            | 4                              |  | 14           |
| <b>Special items of operating profit</b>                        | <b>16</b>                | <b>205</b>   | <b>48</b>                          | <b>5</b>                   | <b>(11)</b>                    |  | <b>263</b>   |
| <b>Adjusted operating profit</b>                                | <b>3,088</b>             | <b>(180)</b> | <b>12</b>                          | <b>155</b>                 | <b>(107)</b>                   | <b>64</b>  | <b>3,032</b> |
| Net finance (expense) income <sup>(a)</sup>                     | (87)                     | 2            | (2)                                | (1)                        | (78)                           |  | (166)        |
| Net income from investments <sup>(a)</sup>                      | 92                       | 2            | 28                                 | 12                         | (27)                           |  | 107          |
| Income taxes <sup>(a)</sup>                                     | (1,869)                  | 65           | (14)                               | (67)                       | 139                            | (20)   | (1,766)      |
| <i>Tax rate (%)</i>   | <i>60.4</i>              | <i>..</i>    | <i>36.8</i>                        | <i>40.4</i>                |                                |  | <i>59.4</i>  |
| <b>Adjusted net profit</b>                                      | <b>1,224</b>             | <b>(111)</b> | <b>24</b>                          | <b>99</b>                  | <b>(73)</b>                    | <b>44</b>  | <b>1,207</b> |
| <i>of which:</i>  |                          |              |                                    |                            |                                |  |              |
| - Adjusted net profit of non-controlling interest               |                          |              |                                    |                            |                                |  | 38           |
| <b>- Adjusted net profit attributable to Eni's shareholders</b> |                          |              |                                    |                            |                                |  | <b>1,169</b> |
| <b>Reported net profit attributable to Eni's shareholders</b>   |                          |              |                                    |                            |                                |  | <b>1,714</b> |
| Exclusion of inventory holding (gains) losses                   |                          |              |                                    |                            |                                |  | 133          |
| Exclusion of special items                                      |                          |              |                                    |                            |                                |  | (678)        |
| <b>Adjusted net profit attributable to Eni's shareholders</b>   |                          |              |                                    |                            |                                |  | <b>1,169</b> |

(a) Excluding special items.

(€ million)

**Second quarter 2015**

|   | Exploration & Production | Gas & Power | Refining & Marketing and Chemicals | Engineering & Construction | Corporate and other activities | Impact of unrealized intragroup profit elimination | GROUP        |
|---|--------------------------|-------------|------------------------------------|----------------------------|--------------------------------|--|--------------|
| <b>Reported operating profit</b>                                | <b>1,471</b>             | <b>27</b>   | <b>120</b>                         | <b>(950)</b>               | <b>(193)</b>                   | <b>(81)</b>  | <b>394</b>   |
| Exclusion of inventory holding (gains) losses                   |                          | 48          | (151)                              |                            |                                | 37   | (66)         |
| <b>Exclusion of special items:</b>                              |                          |             |                                    |                            |                                |  |              |
| environmental charges   |                          |             | 60                                 |                            | 64                             |  | 124          |
| asset impairments   | 49                       | 17          | 43                                 | 211                        | 3                              |  | 323          |
| net gains on disposal of assets                                 | (4)                      |             | (4)                                |                            | (1)                            |  | (9)          |
| risk provisions   |                          |             | 7                                  |                            | 2                              |  | 9            |
| provision for redundancy incentives                             | 9                        | 3           | (4)                                | 1                          | 1                              |  | 10           |
| commodity derivatives   | 20                       | 6           | 27                                 | (2)                        |                                |  | 51           |
| exchange rate differences and derivatives                       | (3)                      | (94)        | (2)                                |                            |                                |  | (99)         |
| other   | (9)                      | 24          | 9                                  |                            | 1                              |  | 25           |
| <b>Special items of operating profit</b>                        | <b>62</b>                | <b>(44)</b> | <b>136</b>                         | <b>210</b>                 | <b>70</b>                      |  | <b>434</b>   |
| <b>Adjusted operating profit</b>                                | <b>1,533</b>             | <b>31</b>   | <b>105</b>                         | <b>(740)</b>               | <b>(123)</b>                   | <b>(44)</b>  | <b>762</b>   |
| Net finance (expense) income <sup>(a)</sup>                     | (69)                     | 3           | (3)                                | (1)                        | (186)                          |  | (256)        |
| Net income from investments <sup>(a)</sup>                      | 123                      |             | 3                                  | (17)                       | 43                             |  | 152          |
| Income taxes <sup>(a)</sup>                                     | (1,016)                  | (30)        | (26)                               | 41                         | 56                             | 10   | (965)        |
| <i>Tax rate (%)</i>   | <i>64.0</i>              | <i>88.2</i> | <i>24.8</i>                        | <i>..</i>                  |                                |  | <i>146.7</i> |
| <b>Adjusted net profit</b>                                      | <b>571</b>               | <b>4</b>    | <b>79</b>                          | <b>(717)</b>               | <b>(210)</b>                   | <b>(34)</b>  | <b>(307)</b> |
| <i>of which:</i>  |                          |             |                                    |                            |                                |  |              |
| - Adjusted net profit of non-controlling interest               |                          |             |                                    |                            |                                |  | (446)        |
| <b>- Adjusted net profit attributable to Eni's shareholders</b> |                          |             |                                    |                            |                                |  | <b>139</b>   |
| <b>Reported net profit attributable to Eni's shareholders</b>   |                          |             |                                    |                            |                                |  | <b>(113)</b> |
| Exclusion of inventory holding (gains) losses                   |                          |             |                                    |                            |                                |  | (46)         |
| Exclusion of special items                                      |                          |             |                                    |                            |                                |  | 298          |
| <b>Adjusted net profit attributable to Eni's shareholders</b>   |                          |             |                                    |                            |                                |  | <b>139</b>   |

(a) Excluding special items.

## Breakdown of special items

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |   | Nine months  |             |
|--------------------------|---------------------------|--------------------------|---|--------------|-------------|
|                          |                           |                          |   | 2014         | 2015        |
| (16)                     | 124                       | 32                       | Environmental charges   | 58           | 176         |
| 34                       | 323                       | 29                       | Asset impairments   | 412          | 380         |
| (1)                      | (9)                       | (41)                     | Net gains on disposal of assets   | 2            | (385)       |
| 1                        | 9                         | (25)                     | Risk provisions   | 2            | (16)        |
| 7                        | 10                        | 13                       | Provisions for redundancy incentives  | 37           | 29          |
| 1                        | 51                        | (134)                    | Commodity derivatives   | (280)        | 23          |
| 223                      | (99)                      | 20                       | Exchange rate differences and derivatives                                       | 253          | (13)        |
| 14                       | 25                        | 311                      | Other   | 82           | 336         |
| <b>263</b>               | <b>434</b>                | <b>205</b>               | <b>Special items of operating profit</b>  | <b>566</b>   | <b>530</b>  |
| <b>152</b>               | <b>(187)</b>              | <b>(54)</b>              | <b>Net finance (income) expense</b>   | <b>172</b>   | <b>87</b>   |
|                          |                           |                          | <i>of which:</i>  |              |             |
| (223)                    | 99                        | (20)                     | - exchange rate differences and derivatives                                     | (253)        | 13          |
| <b>(7)</b>               | <b>(5)</b>                | <b>(30)</b>              | <b>Net income from investments</b>  | <b>(147)</b> | <b>(33)</b> |
|                          |                           |                          | <i>of which:</i>  |              |             |
|                          | (5)                       | (30)                     | - gains on disposal of assets   | (96)         | (33)        |
|                          |                           |                          | <i>of which: Galp</i>   | (96)         |             |
| 2                        |                           |                          | - impairments of equity investments   | (27)         |             |
| <b>(930)</b>             | <b>58</b>                 | <b>226</b>               | <b>Income taxes</b>   | <b>(889)</b> | <b>62</b>   |
|                          |                           |                          | <i>of which:</i>  |              |             |
| 22                       |                           |                          | - impairment of deferred tax assets of Italian subsidiaries                     | 22           |             |
| (812)                    |                           |                          | - other net tax refund  | (824)        |             |
| (12)                     |                           |                          | - deferred tax adjustment on PSAs   | 33           |             |
| (12)                     | 96                        | 65                       | - re-allocation of tax impact on intercompany dividends and other special items | 30           | 28          |
| (116)                    | (38)                      | 161                      | - taxes on special items of operating profit                                    | (150)        | 34          |
| <b>(522)</b>             | <b>300</b>                | <b>347</b>               | <b>Total special items of net profit</b>  | <b>(298)</b> | <b>646</b>  |
|                          |                           |                          | <i>Attributable to:</i>   |              |             |
| 156                      | 2                         | (16)                     | - Non-controlling interest  | 278          | 128         |
| <b>(678)</b>             | <b>298</b>                | <b>363</b>               | <b>- Eni's shareholders</b>   | <b>(576)</b> | <b>518</b>  |

## Net sales from operations

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |  | Nine months   |               |               |
|--------------------------|---------------------------|--------------------------|-------------------------------------|--|---------------|---------------|---------------|
|                          |                           |                          |                                     |  | 2014          | 2015          | % Ch.         |
| 7,285                    | 6,200                     | 5,047                    | (30.7)                              | Exploration & Production                           | 22,087        | 16,459        | (25.5)        |
| 17,311                   | 14,263                    | 10,851                   | (37.3)                              | Gas & Power  | 55,252        | 41,487        | (24.9)        |
| 7,859                    | 6,695                     | 5,710                    | (27.3)                              | Refining & Marketing and Chemicals                 | 22,314        | 17,761        | (20.4)        |
| 6,757                    | 5,628                     | 4,584                    | (32.2)                              | - Refining & Marketing                             | 18,737        | 14,583        | (22.2)        |
| 1,285                    | 1,275                     | 1,240                    | (3.5)                               | - Chemicals  | 4,089         | 3,610         | (11.7)        |
| (183)                    | (208)                     | (114)                    |                                     | - Consolidation adjustment                         | (512)         | (432)         |               |
| 3,509                    | 2,353                     | 3,072                    | (12.5)                              | Engineering & Construction                         | 9,475         | 8,445         | (10.9)        |
| 318                      | 351                       | 373                      | 17.3                                | Corporate and financial companies                  | 1,009         | 1,077         | 6.7           |
| 7                        | 153                       | 81                       |                                     | Impact of unrealized intragroup profit elimination | (24)          | 206           |               |
| (9,689)                  | (7,822)                   | (6,327)                  |                                     | Consolidation adjustment                           | (26,957)      | (20,649)      |               |
| <b>26,600</b>            | <b>22,193</b>             | <b>18,807</b>            | <b>(29.3)</b>                       |  | <b>83,156</b> | <b>64,786</b> | <b>(22.1)</b> |

## Operating expenses

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |   | Nine months   |               |               |
|--------------------------|---------------------------|--------------------------|-------------------------------------|---|---------------|---------------|---------------|
|                          |                           |                          |                                     |   | 2014          | 2015          | % Ch.         |
| 20,494                   | 17,070                    | 14,716                   | (28.2)                              | Purchases, services and other                             | 63,840        | 50,468        | (20.9)        |
| (15)                     | 133                       | 212                      |                                     | of which: - other special items                           | 60            | 365           |               |
| 1,297                    | 1,395                     | 1,328                    | 2.4                                 | Payroll and related costs                                 | 4,013         | 4,142         | 3.2           |
| 7                        | 10                        | 24                       |                                     | of which: - provision for redundancy incentives and other | 37            | 40            |               |
| <b>21,791</b>            | <b>18,465</b>             | <b>16,044</b>            | <b>(26.4)</b>                       |   | <b>67,853</b> | <b>54,610</b> | <b>(19.5)</b> |

## Depreciation, depletion, amortization and impairments

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |   | Nine months  |              |              |
|--------------------------|---------------------------|--------------------------|-------------------------------------|---|--------------|--------------|--------------|
|                          |                           |                          |                                     |   | 2014         | 2015         | % Ch.        |
| 2,022                    | 2,449                     | 2,238                    | 10.7                                | Exploration & Production                              | 6,096        | 6,931        | 13.7         |
| 82                       | 87                        | 90                       | 9.8                                 | Gas & Power   | 246          | 266          | 8.1          |
| 92                       | 115                       | 115                      | 25.0                                | Refining & Marketing and Chemicals                    | 281          | 340          | 21.0         |
| 67                       | 88                        | 86                       | 28.4                                | - Refining & Marketing                                | 207          | 259          | 25.1         |
| 25                       | 27                        | 29                       | 16.0                                | - Chemicals   | 74           | 81           | 9.5          |
| 187                      | 190                       | 171                      | (8.6)                               | Engineering & Construction                            | 549          | 553          | 0.7          |
| 17                       | 19                        | 19                       | 11.8                                | Corporate and financial companies                     | 50           | 56           | 12.0         |
| (7)                      | (7)                       | (8)                      |                                     | Impact of unrealized intragroup profit elimination    | (19)         | (21)         |              |
| <b>2,393</b>             | <b>2,853</b>              | <b>2,625</b>             | <b>9.7</b>                          | <b>Total depreciation, depletion and amortization</b> | <b>7,203</b> | <b>8,125</b> | <b>12.8</b>  |
| <b>34</b>                | <b>323</b>                | <b>29</b>                | <b>(14.7)</b>                       | <b>Impairments</b>                                    | <b>412</b>   | <b>380</b>   | <b>(7.8)</b> |
| <b>2,427</b>             | <b>3,176</b>              | <b>2,654</b>             | <b>9.4</b>                          |   | <b>7,615</b> | <b>8,505</b> | <b>11.7</b>  |

## Net income from investments

(€ million)

| Nine Months 2015  |                             |                |  |                               |                                   |            |
|---|-----------------------------|----------------|--|-------------------------------|-----------------------------------|------------|
|   | Exploration &<br>Production | Gas &<br>Power | Refining &<br>Marketing and<br>Chemicals | Engineering &<br>Construction | Corporate and<br>other activities | Group      |
| Share of gains (losses) from equity-accounted investments | (2)                         | (7)            | (2)                                      | (20)                          | (1)                               | (32)       |
| Dividends   | 148                         |                | 39                                       |                               | 95                                | 282        |
| Net gains on disposal                                     |                             | (47)           | 67                                       | 13                            | 38                                | 71         |
| Other income (expense), net                               | 7                           |                | 1  |                               | 159                               | 167        |
|   | <b>153</b>                  | <b>(54)</b>    | <b>105</b>                               | <b>(7)</b>                    | <b>291</b>                        | <b>488</b> |



## Income taxes

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |                                   | Nine months  |              |                |
|--------------------------|---------------------------|--------------------------|-----------------------------------|--------------|--------------|----------------|
|                          |                           |                          |                                   | 2014         | 2015         | Change         |
|                          |                           |                          | <b>Profit before income taxes</b> |              |              |                |
| (375)                    | (262)                     | (756)                    | Italy                             | (75)         | (1,148)      | (1,073)        |
| 2,750                    | 744                       | 691                      | Outside Italy                     | 8,479        | 2,900        | (5,579)        |
| <b>2,375</b>             | <b>482</b>                | <b>(65)</b>              |                                   | <b>8,404</b> | <b>1,752</b> | <b>(6,652)</b> |
|                          |                           |                          | <b>Income taxes</b>               |              |              |                |
| (1,037)                  | (160)                     | 22                       | Italy                             | (823)        | (133)        | 690            |
| 1,816                    | 1,203                     | 825                      | Outside Italy                     | 5,713        | 2,740        | (2,973)        |
| <b>779</b>               | <b>1,043</b>              | <b>847</b>               |                                   | <b>4,890</b> | <b>2,607</b> | <b>(2,283)</b> |
|                          |                           |                          | <b>Tax rate (%)</b>               |              |              |                |
| ..                       | ..                        | ..                       | Italy                             | ..           | ..           | ..             |
| 66.0                     | ..                        | ..                       | Outside Italy                     | 67.4         | 94.5         | 27.1           |
| <b>32.8</b>              | <b>..</b>                 | <b>..</b>                |                                   | <b>58.2</b>  | <b>..</b>    | <b>..</b>      |

## Adjusted net profit

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |   | Nine months  |            |               |
|--------------------------|---------------------------|--------------------------|-------------------------------------|---|--------------|------------|---------------|
|                          |                           |                          |                                     |   | 2014         | 2015       | %Ch.          |
| 1,224                    | 571                       | (70)                     | ..                                  | Exploration & Production  | 3,688        | 619        | (83.2)        |
| (111)                    | 4                         | (354)                    | ..                                  | Gas & Power   | 52           | (132)      | ..            |
| 24                       | 79                        | 251                      | ..                                  | Refining & Marketing and Chemicals                                | (419)        | 426        | ..            |
| 91                       | 21                        | 111                      | 22.0                                | - Refining & Marketing  | (199)        | 203        | ..            |
| (67)                     | 58                        | 140                      | ..                                  | - Chemicals   | (220)        | 223        | ..            |
| 99                       | (717)                     | 74                       | (25.3)                              | Engineering & Construction  | 314          | (532)      | ..            |
| (73)                     | (210)                     | (162)                    | ..                                  | Corporate and financial companies                                 | (341)        | (304)      | 10.9          |
| 44                       | (34)                      | 28                       | ..                                  | Impact of unrealized intragroup profit elimination <sup>(a)</sup> | 66           | 87         | ..            |
| <b>1,207</b>             | <b>(307)</b>              | <b>(233)</b>             | <b>..</b>                           |   | <b>3,360</b> | <b>164</b> | <b>(95.1)</b> |
|                          |                           |                          |                                     | Attributable to:  |              |            |               |
| <b>1,169</b>             | <b>139</b>                | <b>(257)</b>             | <b>..</b>                           | - Eni's shareholders  | <b>3,243</b> | <b>530</b> | <b>(83.7)</b> |
| 38                       | (446)                     | 24                       | (36.8)                              | - Non-controlling interest  | 117          | (366)      | ..            |

(a) This item concerned mainly intragroup sales of commodities, services and capital goods recorded in the assets of the purchasing business segment as of end of the period.

## Leverage and net borrowings

Leverage is a measure used by management to assess the Company's level of indebtedness. It is calculated as a ratio of net borrowings - which is calculated by excluding cash and cash equivalents and certain very liquid assets from finance debt to shareholders' equity, including non-controlling interest. Management periodically reviews leverage in order to assess the soundness and efficiency of the Group balance sheet in terms of optimal mix between net borrowings and net equity, and to carry out benchmark analysis with industry standards.

(€ million)

|  | Dec. 31, 2014 | June 30, 2015 | Sept. 30, 2015 | Change vs.<br>Dec. 31, 2014 | Change vs.<br>June 30, 2015 |
|--|---------------|---------------|----------------|-----------------------------|-----------------------------|
| Total debt   | 25,891        | 27,460        | 29,281         | 3,390                       | 1,821                       |
| Short-term debt  | 6,575         | 9,114         | 9,987          | 3,412                       | 873                         |
| Long-term debt   | 19,316        | 18,346        | 19,294         | (22)                        | 948                         |
| Cash and cash equivalents  | (6,614)       | (5,466)       | (5,432)        | 1,182                       | 34                          |
| Securities held for trading and other securities held for non-operating purposes | (5,037)       | (5,054)       | (5,054)        | (17)                        |                             |
| Financing receivables for non-operating purposes                                 | (555)         | (463)         | (381)          | 174                         | 82                          |
| <b>Net borrowings</b>  | <b>13,685</b> | <b>16,477</b> | <b>18,414</b>  | <b>4,729</b>                | <b>1,937</b>                |
| <b>Shareholders' equity including non-controlling interest</b>                   | <b>62,209</b> | <b>63,872</b> | <b>61,174</b>  | <b>(1,035)</b>              | <b>(2,698)</b>              |
| <b>Leverage</b>  | <b>0.22</b>   | <b>0.26</b>   | <b>0.30</b>    | <b>0.08</b>                 | <b>0.04</b>                 |

Net borrowings are calculated under Consob provisions on Net Financial Position (Com. no. DEM/6064293 of 2006).

## Bonds maturing in the 18-months period starting on September 30, 2015

(€ million)

| Issuing entity               | Amount at September<br>30, 2015 <sup>(a)</sup> |
|------------------------------|--|
| Eni SpA                      | 3,315  |
| Eni Finance International SA | 54   |
|                              | <b>3,369</b>                                   |

(a) Amounts include interest accrued and discount on issue.

## Bonds issued in the nine months of 2015 (guaranteed by Eni Spa)

| Issuing entity | Nominal amount<br>(million) | Currency | Amount at<br>Sept. 30, 2015 <sup>(a)</sup><br>(€ million) | Maturity | Rate  | %    |
|----------------|-----------------------------|----------|---|----------|-------|------|
| Eni SpA        | 1,000                       | EUR      | 1,002   | 2026     | fixed | 1.50 |
| Eni SpA        | 750                         | EUR      | 743   | 2024     | fixed | 1.75 |
|                |                             |          | <b>1,745</b>  |          |       |      |

(a) Amounts include interest accrued and discount on issue.

# Consolidated financial statements

## GROUP BALANCE SHEET

(€ million)

|  | Dec. 31, 2014  | June 30, 2015  | Sept. 30, 2015 |
|--|----------------|----------------|----------------|
| <b>ASSETS</b>  |                |                |                |
| <b>Current assets</b>  |                |                |                |
| Cash and cash equivalents  | 6,614          | 5,466          | 5,432          |
| Other financial activities held for trading  | 5,024          | 5,038          | 5,036          |
| Other financial assets available for sale  | 257            | 265            | 270            |
| Trade and other receivables  | 28,601         | 28,131         | 25,544         |
| Inventories  | 7,555          | 7,386          | 7,642          |
| Current tax assets   | 762            | 743            | 757            |
| Other current tax assets   | 1,209          | 988            | 911            |
| Other current assets   | 4,385          | 3,336          | 3,588          |
|  | <b>54,407</b>  | <b>51,353</b>  | <b>49,180</b>  |
| <b>Non-current assets</b>  |                |                |                |
| Property, plant and equipment  | 71,962         | 76,845         | 75,894         |
| Inventory - compulsory stock   | 1,581          | 1,571          | 1,330          |
| Intangible assets  | 3,645          | 3,551          | 3,465          |
| Equity-accounted investments   | 3,115          | 3,395          | 3,389          |
| Other investments  | 2,015          | 2,180          | 2,005          |
| Other financial assets   | 1,022          | 1,094          | 1,085          |
| Deferred tax assets  | 5,231          | 5,651          | 5,783          |
| Other non-current receivables  | 2,773          | 2,570          | 2,445          |
|  | <b>91,344</b>  | <b>96,857</b>  | <b>95,396</b>  |
| <b>Assets held for sale</b>  | <b>456</b>     | <b>159</b>     | <b>9</b>       |
| <b>TOTAL ASSETS</b>  | <b>146,207</b> | <b>148,369</b> | <b>144,585</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>  |                |                |                |
| <b>Current liabilities</b>   |                |                |                |
| Short-term debt  | 2,716          | 5,099          | 6,017          |
| Current portion of long-term debt  | 3,859          | 4,015          | 3,970          |
| Trade and other payables   | 23,703         | 23,147         | 20,576         |
| Income taxes payable   | 534            | 595            | 500            |
| Other taxes payable  | 1,873          | 2,504          | 2,107          |
| Other current liabilities  | 4,489          | 2,997          | 3,764          |
|  | <b>37,174</b>  | <b>38,357</b>  | <b>36,934</b>  |
| <b>Non-current liabilities</b>   |                |                |                |
| Long-term debt   | 19,316         | 18,346         | 19,294         |
| Provisions for contingencies   | 15,898         | 16,387         | 16,217         |
| Provisions for employee benefits   | 1,313          | 1,304          | 1,337          |
| Deferred tax liabilities   | 7,847          | 7,805          | 7,651          |
| Other non-current liabilities  | 2,285          | 2,245          | 1,978          |
|  | <b>46,659</b>  | <b>46,087</b>  | <b>46,477</b>  |
| <b>Liabilities directly associated with assets held for sale</b>                     | <b>165</b>     | <b>53</b>      |                |
| <b>TOTAL LIABILITIES</b>   | <b>83,998</b>  | <b>84,497</b>  | <b>83,411</b>  |
| <b>SHAREHOLDERS' EQUITY</b>  |                |                |                |
| <b>Non-controlling interest</b>  | <b>2,455</b>   | <b>1,981</b>   | <b>2,019</b>   |
| <b>Eni shareholders' equity:</b>   |                |                |                |
| Share capital  | 4,005          | 4,005          | 4,005          |
| Reserve related to the fair value of cash flow hedging derivatives net of tax effect | (284)          | (166)          | (297)          |
| Other reserves   | 57,343         | 58,042         | 57,829         |
| Treasury shares  | (581)          | (581)          | (581)          |
| Interim dividend   | (2,020)        |                | (1,440)        |
| Net profit   | 1,291          | 591            | (361)          |
| <b>Total Eni shareholders' equity</b>  | <b>59,754</b>  | <b>61,891</b>  | <b>59,155</b>  |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>  | <b>62,209</b>  | <b>63,872</b>  | <b>61,174</b>  |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                    | <b>146,207</b> | <b>148,369</b> | <b>144,585</b> |

## GROUP PROFIT AND LOSS ACCOUNT

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |   | Nine months<br>2014 | 2015          |
|--------------------------|---------------------------|--------------------------|---|---------------------|---------------|
|                          |                           |                          | <b>REVENUES</b>   |                     |               |
| 26,600                   | 22,193                    | 18,807                   | Net sales from operations   | 83,156              | 64,786        |
| 247                      | 118                       | 34                       | Other income and revenues   | 439                 | 715           |
| <b>26,847</b>            | <b>22,311</b>             | <b>18,841</b>            | <b>Total revenues</b>   | <b>83,595</b>       | <b>65,501</b> |
|                          |                           |                          | <b>OPERATING EXPENSES</b>   |                     |               |
| 20,494                   | 17,070                    | 14,716                   | Purchases, services and other                                     | 63,840              | 50,468        |
| 1,297                    | 1,395                     | 1,328                    | Payroll and related costs   | 4,013               | 4,142         |
| <b>(50)</b>              | <b>(276)</b>              | <b>(82)</b>              | <b>OTHER OPERATING (EXPENSE) INCOME</b>                           | <b>353</b>          | <b>(380)</b>  |
| <b>2,427</b>             | <b>3,176</b>              | <b>2,654</b>             | <b>DEPRECIATION, DEPLETION, AMORTIZATION AND IMPAIRMENTS</b>      | <b>7,615</b>        | <b>8,505</b>  |
| <b>2,579</b>             | <b>394</b>                | <b>61</b>                | <b>OPERATING PROFIT</b>   | <b>8,480</b>        | <b>2,006</b>  |
|                          |                           |                          | <b>FINANCE INCOME (EXPENSE)</b>                                   |                     |               |
| 2,755                    | 1,212                     | 1,470                    | Finance income  | 6,116               | 7,871         |
| (3,100)                  | (1,705)                   | (1,911)                  | Finance expense   | (6,937)             | (8,803)       |
| 6                        | 1                         | (5)                      | Income (expense) from other financial activities held for trading | 22                  | 12            |
| 21                       | 423                       | 286                      | Derivative financial instruments                                  | (12)                | 178           |
| <b>(318)</b>             | <b>(69)</b>               | <b>(160)</b>             |   | <b>(811)</b>        | <b>(742)</b>  |
|                          |                           |                          | <b>INCOME (EXPENSE) FROM INVESTMENTS</b>                          |                     |               |
| 32                       | 10                        | (66)                     | Share of profit (loss) of equity-accounted investments            | 143                 | (32)          |
| 82                       | 147                       | 100                      | Other gain (loss) from investments                                | 592                 | 520           |
| <b>114</b>               | <b>157</b>                | <b>34</b>                |   | <b>735</b>          | <b>488</b>    |
| <b>2,375</b>             | <b>482</b>                | <b>(65)</b>              | <b>PROFIT BEFORE INCOME TAXES</b>                                 | <b>8,404</b>        | <b>1,752</b>  |
| (779)                    | (1,043)                   | (847)                    | Income taxes  | (4,890)             | (2,607)       |
| <b>1,596</b>             | <b>(561)</b>              | <b>(912)</b>             | <b>Net profit</b>   | <b>3,514</b>        | <b>(855)</b>  |
|                          |                           |                          | Attributable to:  |                     |               |
| <b>1,714</b>             | <b>(113)</b>              | <b>(952)</b>             | - Eni's shareholders  | <b>3,675</b>        | <b>(361)</b>  |
| (118)                    | (448)                     | 40                       | - Non controlling interest  | (161)               | (494)         |
|                          |                           |                          | <b>Net profit per share (€ per share)</b>                         |                     |               |
| 0.48                     | (0.04)                    | (0.26)                   | - basic   | 1.02                | (0.10)        |
| 0.48                     | (0.04)                    | (0.26)                   | - diluted   | 1.02                | (0.10)        |

## COMPREHENSIVE INCOME

(€ million)

|  | Nine Months  |              |
|--|--------------|--------------|
|  | 2014         | 2015         |
| <b>Net profit</b>  | <b>3,514</b> | <b>(855)</b> |
| <b>Other items of comprehensive income:</b>  |              |              |
| <i>Other comprehensive income to be reclassified to profit or loss in subsequent periods</i> |              |              |
| Foreign currency translation differences   | 3,758        | 3,325        |
| Fair value evaluation of Galp  | (77)         |              |
| Change in the fair value of cash flow hedging derivatives                                    | 203          | (17)         |
| Change in the fair value of available-for-sale securities                                    | 6            | (2)          |
| Share of "Other comprehensive income" on equity-accounted entities                           | 3            | (8)          |
| Taxation   | (61)         | 7            |
| <b>Total other items of comprehensive income</b>   | <b>3,832</b> | <b>3,305</b> |
| <b>Total comprehensive income</b>  | <b>7,346</b> | <b>2,450</b> |
| attributable to:   |              |              |
| - <b>Eni's shareholders</b>  | <b>7,459</b> | <b>2,879</b> |
| - Non-controlling interest   | (113)        | (429)        |

## CHANGES IN SHAREHOLDERS' EQUITY

(€ million)

|  |                |
|--|----------------|
| <b>Shareholders' equity at December 31, 2014:</b>  | <b>62,209</b>  |
| Total comprehensive income                         | 2,450          |
| Dividends distributed to Eni's shareholders        | (3,457)        |
| Dividends distributed by consolidated subsidiaries | (21)           |
| Other changes                                      | (7)            |
| <b>Total changes</b>                               | <b>(1,035)</b> |
| <b>Shareholders' equity at September 30, 2015</b>  | <b>61,174</b>  |
| attributable to:                                   |                |
| - <b>Eni's shareholders</b>                        | <b>59,155</b>  |
| - Non-controlling interest                         | 2,019          |

## GROUP CASH FLOW STATEMENT

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |  | Nine Months    |                |
|--------------------------|---------------------------|--------------------------|--|----------------|----------------|
| 1,596                    | (561)                     | (912)                    |  | 2014           | 2015           |
|                          |                           |                          | <b>Net profit</b>  | <b>3,514</b>   | <b>(855)</b>   |
|                          |                           |                          | <i>Adjustments to reconcile net profit to net cash provided by operating activities:</i>     |                |                |
| 2,393                    | 2,853                     | 2,625                    | Depreciation, depletion and amortization   | 7,203          | 8,125          |
| 34                       | 323                       | 29                       | Impairments of tangible and intangible assets, net   | 412            | 380            |
| (32)                     | (10)                      | 66                       | Share of (profit) loss of equity-accounted investments                                       | (143)          | 32             |
| (86)                     | (22)                      | (99)                     | Gain on disposal of assets, net  | (106)          | (449)          |
| (116)                    | (181)                     | (59)                     | Dividend income  | (290)          | (282)          |
| (45)                     | (37)                      | (41)                     | Interest income  | (120)          | (128)          |
| 173                      | 178                       | 165                      | Interest expense   | 524            | 517            |
| 779                      | 1,043                     | 847                      | Income taxes   | 4,890          | 2,607          |
| 208                      | 171                       | 113                      | Other changes  | 65             | (44)           |
|                          |                           |                          | Changes in working capital:  |                |                |
| (239)                    | 331                       | (29)                     | - inventories  | (521)          | 483            |
| 1,713                    | 2,732                     | 2,479                    | - trade receivables  | 3,287          | 4,299          |
| (404)                    | (1,547)                   | (1,636)                  | - trade payables   | (2,445)        | (2,731)        |
| 106                      | 111                       | 38                       | - provisions for contingencies   | 134            | (228)          |
| (107)                    | (825)                     | (773)                    | - other assets and liabilities   | (1,075)        | (526)          |
| 1,069                    | 802                       | 79                       | <i>Cash flow from changes in working capital</i>   | (620)          | 1,297          |
| 5                        | 6                         | 21                       | Net change in the provisions for employee benefits   | 9              | 9              |
| 96                       | 243                       | 56                       | Dividends received   | 440            | 325            |
| 52                       |                           | 33                       | Interest received  | 78             | 64             |
| (313)                    | (125)                     | (149)                    | Interest paid  | (638)          | (567)          |
| (1,829)                  | (1,309)                   | (1,064)                  | Income taxes paid, net of tax receivables received   | (5,494)        | (3,643)        |
| <b>3,984</b>             | <b>3,374</b>              | <b>1,710</b>             | <b>Net cash provided by operating activities</b>   | <b>9,724</b>   | <b>7,388</b>   |
|                          |                           |                          | Investing activities:  |                |                |
| (2,769)                  | (3,112)                   | (2,146)                  | - tangible assets  | (7,521)        | (7,899)        |
| (314)                    | (226)                     | (270)                    | - intangible assets  | (1,086)        | (754)          |
|                          |                           |                          | - consolidated subsidiaries and businesses   | (36)           |                |
| (91)                     | (47)                      | (63)                     | - investments  | (248)          | (171)          |
| (9)                      | (61)                      | (32)                     | - securities   | (57)           | (130)          |
| (271)                    | (64)                      | (125)                    | - financing receivables  | (790)          | (567)          |
| 129                      | 394                       | (274)                    | - change in payables and receivables in relation to investments and capitalized depreciation | 287            | (436)          |
| (3,325)                  | (3,116)                   | (2,910)                  | <i>Cash flow from investments</i>  | (9,451)        | (9,957)        |
|                          |                           |                          | Disposals:   |                |                |
| 2                        | 9                         | 13                       | - tangible assets  | 9              | 404            |
|                          | 4                         | 28                       | - intangible assets  |                | 49             |
|                          | (1)                       | 38                       | - consolidated subsidiaries and businesses   |                | 71             |
| 215                      | 85                        | 182                      | - investments  | 3,222          | 381            |
| 153                      |                           | 1                        | - securities   | 193            | 11             |
| 57                       | 87                        | 102                      | - financing receivables  | 365            | 375            |
| 45                       | 61                        | 65                       | - change in payables and receivables in relation to disposals                                | 51             | 133            |
| 472                      | 245                       | 429                      | <i>Cash flow from disposals</i>  | 3,840          | 1,424          |
| <b>(2,853)</b>           | <b>(2,871)</b>            | <b>(2,481)</b>           | <b>Net cash used in investing activities<sup>(1)</sup></b>                                   | <b>(5,611)</b> | <b>(8,533)</b> |

## GROUP CASH FLOW STATEMENT *(continued)*

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |   | Nine Months    |                |
|--------------------------|---------------------------|--------------------------|---|----------------|----------------|
|                          |                           |                          |   | 2014           | 2015           |
| 301                      | 985                       | 985                      | Proceeds from long-term debt  | 1,528          | 2,989          |
| (303)                    | (2,311)                   | (88)                     | Repayments of long-term debt  | (1,846)        | (2,854)        |
| (141)                    | 1,059                     | 1,272                    | Increase (decrease) in short-term debt  | 523            | 3,197          |
| <b>(143)</b>             | <b>(267)</b>              | <b>2,169</b>             |   | <b>205</b>     | <b>3,332</b>   |
|                          | 1                         |                          | Net capital contributions by non-controlling interest   | 1              | 1              |
| (1,985)                  | (2,017)                   | (1,417)                  | Dividends paid to Eni's shareholders  | (3,971)        | (3,434)        |
|                          | (3)                       | (18)                     | Dividends paid to non-controlling interests   | (48)           | (21)           |
| (90)                     |                           |                          | Net purchase of treasury shares   | (292)          |                |
| <b>(2,218)</b>           | <b>(2,286)</b>            | <b>734</b>               | <b>Net cash used in financing activities</b>  | <b>(4,105)</b> | <b>(122)</b>   |
|                          | 1                         |                          | Effect of change in consolidation (inclusion/exclusion of significant/insignificant subsidiaries) | 2              | (2)            |
| 40                       | (22)                      | 3                        | Effect of exchange rate changes on cash and cash equivalents and other changes                    | 30             | 87             |
| <b>(1,047)</b>           | <b>(1,804)</b>            | <b>(34)</b>              | <b>Net cash flow for the period</b>   | <b>40</b>      | <b>(1,182)</b> |
| <b>6,518</b>             | <b>7,270</b>              | <b>5,466</b>             | <b>Cash and cash equivalents - beginning of the period</b>  | <b>5,431</b>   | <b>6,614</b>   |
| <b>5,471</b>             | <b>5,466</b>              | <b>5,432</b>             | <b>Cash and cash equivalents - end of the period</b>  | <b>5,471</b>   | <b>5,432</b>   |

(\*) Net cash used in investing activities included investments and divestments (on net basis) in held-for-trading financial assets and other investments/divestments in certain short-term financial assets. Due to their nature and the circumstance that they are very liquid, these financial assets are netted against finance debt in determining net borrowings. Cash flows of such investments were as follows:

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |   | Nine Months |           |
|--------------------------|---------------------------|--------------------------|---|-------------|-----------|
|                          |                           |                          |   | 2014        | 2015      |
| <b>60</b>                | <b>197</b>                | <b>52</b>                | <b>Net cash flows from financing activities</b> | <b>96</b>   | <b>77</b> |

## SUPPLEMENTAL INFORMATION

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |  | Nine Months |           |
|--------------------------|---------------------------|--------------------------|--|-------------|-----------|
|                          |                           |                          |  | 2014        | 2015      |
|                          |                           |                          | <b>Effect of investment of companies included in consolidation and businesses</b>    |             |           |
|                          |                           |                          | Current assets   | 96          |           |
|                          |                           |                          | Non-current assets   | 265         |           |
|                          |                           |                          | Net borrowings   | (19)        |           |
|                          |                           |                          | Current and non-current liabilities  | (291)       |           |
|                          |                           |                          | <b>Net effect of investments</b>   | <b>51</b>   |           |
|                          |                           |                          | Fair value of investments held before the acquisition of control                     | (15)        |           |
|                          |                           |                          | <b>Purchase price</b>  | <b>36</b>   |           |
|                          |                           |                          | less:  |             |           |
|                          |                           |                          | Cash and cash equivalents  |             |           |
|                          |                           |                          | <b>Cash flow on investments</b>  | <b>36</b>   |           |
|                          |                           |                          | <b>Effect of disposal of consolidated subsidiaries and businesses</b>                |             |           |
|                          |                           | 37                       | Current assets   |             | 44        |
|                          |                           | 106                      | Non-current assets   |             | 125       |
|                          |                           | (60)                     | Net borrowings   |             | (77)      |
|                          | 2                         | (39)                     | Current and non-current liabilities  |             | (45)      |
|                          | <b>2</b>                  | <b>44</b>                | <b>Net effect of disposals</b>   |             | <b>47</b> |
|                          |                           | (34)                     | Reclassification of exchange rate differences included in other comprehensive income |             | (34)      |
|                          | (3)                       | 33                       | Gain on disposal   |             | 64        |
|                          | <b>(1)</b>                | <b>43</b>                | <b>Selling price</b>   |             | <b>77</b> |
|                          |                           |                          | less:  |             |           |
|                          |                           | (5)                      | Cash and cash equivalents  |             | (6)       |
|                          | <b>(1)</b>                | <b>38</b>                | <b>Cash flow on disposals</b>  |             | <b>71</b> |

## CAPITAL EXPENDITURE

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |   | Nine Months  |              |               |
|--------------------------|---------------------------|--------------------------|-------------------------------------|---|--------------|--------------|---------------|
|                          |                           |                          |                                     |   | 2014         | 2015         | % Ch.         |
| 2,712                    | 3,194                     | 2,185                    | (19.4)                              | Exploration & Production                            | 7,400        | 7,980        | 7.8           |
| 287                      | 205                       | 246                      | (14.3)                              | - exploration                                       | 984          | 693          | (29.6)        |
| 2,405                    | 2,975                     | 1,923                    | (20.0)                              | - development                                       | 6,349        | 7,244        | 14.1          |
| 20                       | 14                        | 16                       | (20.0)                              | - other expenditure                                 | 67           | 43           | (35.8)        |
| 36                       | 26                        | 36                       |                                     | Gas & Power   | 111          | 80           | (27.9)        |
| 186                      | 152                       | 131                      | (29.6)                              | Refining & Marketing and Chemicals                  | 540          | 386          | (28.5)        |
| 112                      | 82                        | 79                       | (29.5)                              | - Refining & Marketing                              | 341          | 234          | (31.4)        |
| 74                       | 70                        | 52                       | (29.7)                              | - Chemicals   | 199          | 152          | (23.6)        |
| 146                      | 118                       | 139                      | (4.8)                               | Engineering & Construction                          | 475          | 407          | (14.3)        |
| 21                       | 8                         | 17                       | (19.0)                              | Corporate and other activities                      | 74           | 32           | (56.8)        |
| (18)                     | (160)                     | (92)                     |                                     | Impact of unrealized intragroup profit elimination  | 7            | (232)        |               |
| <b>3,083</b>             | <b>3,338</b>              | <b>2,416</b>             | <b>(21.6)</b>                       | <b>Capital expenditure</b>                          | <b>8,607</b> | <b>8,653</b> | <b>0.5</b>    |
| <b>3,474</b>             | <b>3,312</b>              | <b>2,422</b>             | <b>(30.3)</b>                       | <b>Capital expenditure at current exchange rate</b> | <b>9,788</b> | <b>8,653</b> | <b>(11.6)</b> |

In the nine months of 2015, capital expenditure amounted to €8,653 million (€8,607 million in the nine months of 2014) and mainly related to:

- development activities deployed mainly in Angola, Norway, Egypt, Kazakhstan, Congo, Italy, the United States and Indonesia and exploratory activities of which 97% was spent outside Italy, primarily in Egypt Libya, Cyprus, Gabon, Congo, the United States, the United Kingdom and Indonesia;
- upgrading of the fleet used in the Engineering & Construction segment (€407 million);
- refining activity (€171 million) with projects designed to improve the conversion rate and flexibility of refineries, as well as the upgrade of the refined product retail network (€63 million);
- initiatives to improve flexibility of the combined cycle power plants (€39 million).

## EXPLORATION & PRODUCTION CAPITAL EXPENDITURE BY GEOGRAPHIC AREA

(€ million)

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |                       | Nine Months  |              |            |
|--------------------------|---------------------------|--------------------------|-------------------------------------|-----------------------|--------------|--------------|------------|
|                          |                           |                          |                                     |                       | 2014         | 2015         | % Ch.      |
| 246                      | 215                       | 154                      | (37.4)                              | Italy                 | 681          | 567          | (16.7)     |
| 438                      | 381                       | 293                      | (33.1)                              | Rest of Europe        | 1,224        | 1,125        | (8.1)      |
| 285                      | 738                       | 377                      | 32.3                                | North Africa          | 707          | 1,504        | ..         |
| 879                      | 1,027                     | 718                      | (18.3)                              | Sub-Saharan Africa    | 2,559        | 2,525        | (1.3)      |
| 116                      | 223                       | 217                      | 87.1                                | Kazakhstan            | 358          | 617          | 72.3       |
| 494                      | 363                       | 257                      | (48.0)                              | Rest of Asia          | 967          | 1,020        | 5.5        |
| 230                      | 238                       | 162                      | (29.6)                              | America               | 838          | 591          | (29.5)     |
| 24                       | 9                         | 7                        | (70.8)                              | Australia and Oceania | 66           | 31           | (53.0)     |
| <b>2,712</b>             | <b>3,194</b>              | <b>2,185</b>             | <b>(19.4)</b>                       |                       | <b>7,400</b> | <b>7,980</b> | <b>7.8</b> |



# Exploration & Production

## PRODUCTION OF OIL AND NATURAL GAS BY REGION

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |   |          | Nine Months        |
|--------------------------|---------------------------|--------------------------|---|----------|--------------------|
|                          |                           |                          |   |          | 2014 2015          |
| <b>1,576</b>             | <b>1,754</b>              | <b>1,703</b>             | <b>Production of oil and natural gas</b> <sup>(a) (b)</sup> | (kboe/d) | <b>1,581 1,718</b> |
| 174                      | 173                       | 168                      | Italy   |          | 178 169            |
| 179                      | 181                       | 182                      | Rest of Europe  |          | 189 183            |
| 584                      | 681                       | 647                      | North Africa  |          | 559 655            |
| 317                      | 343                       | 336                      | Sub-Saharan Africa  |          | 320 340            |
| 76                       | 98                        | 82                       | Kazakhstan  |          | 89 93              |
| 93                       | 113                       | 117                      | Rest of Asia  |          | 98 113             |
| 131                      | 140                       | 148                      | America   |          | 123 139            |
| 22                       | 25                        | 23                       | Australia and Oceania                                       |          | 25 26              |
| <b>138.5</b>             | <b>153.6</b>              | <b>149.8</b>             | <b>Production sold</b> <sup>(a)</sup>                       | (mmboe)  | <b>406.2 447.9</b> |

## PRODUCTION OF LIQUIDS BY REGION

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |   |         | Nine Months    |
|--------------------------|---------------------------|--------------------------|---|---------|----------------|
|                          |                           |                          |   |         | 2014 2015      |
| <b>812</b>               | <b>903</b>                | <b>868</b>               | <b>Production of liquids</b> <sup>(a)</sup> | (kbb/d) | <b>815 877</b> |
| 69                       | 72                        | 71                       | Italy                                       |         | 72 69          |
| 89                       | 82                        | 83                       | Rest of Europe                              |         | 93 85          |
| 263                      | 288                       | 261                      | North Africa                                |         | 248 266        |
| 217                      | 255                       | 254                      | Sub-Saharan Africa                          |         | 225 255        |
| 46                       | 58                        | 49                       | Kazakhstan                                  |         | 53 55          |
| 34                       | 55                        | 58                       | Rest of Asia                                |         | 35 54          |
| 89                       | 88                        | 88                       | America                                     |         | 83 88          |
| 5                        | 5                         | 4                        | Australia and Oceania                       |         | 6 5            |

## PRODUCTION OF NATURAL GAS BY REGION

| Third<br>Quarter<br>2014 | Second<br>Quarter<br>2015 | Third<br>Quarter<br>2015 |   |          | Nine Months        |
|--------------------------|---------------------------|--------------------------|---|----------|--------------------|
|                          |                           |                          |   |          | 2014 2015          |
| <b>4,197</b>             | <b>4,676</b>              | <b>4,582</b>             | <b>Production of natural gas</b> <sup>(a) (b)</sup> | (mmcf/d) | <b>4,204 4,618</b> |
| 576                      | 557                       | 532                      | Italy   |          | 584 546            |
| 497                      | 544                       | 543                      | Rest of Europe                                      |          | 525 540            |
| 1,767                    | 2,154                     | 2,122                    | North Africa  |          | 1,705 2,137        |
| 549                      | 485                       | 451                      | Sub-Saharan Africa                                  |          | 523 469            |
| 165                      | 222                       | 182                      | Kazakhstan  |          | 201 213            |
| 321                      | 319                       | 319                      | Rest of Asia  |          | 343 322            |
| 230                      | 285                       | 329                      | America   |          | 217 280            |
| 92                       | 110                       | 104                      | Australia and Oceania                               |          | 106 111            |

(a) Includes Eni's share of production of equity-accounted entities.

(b) Includes volumes of gas consumed in operation [390 and 402 mmcf/d in the third quarter 2015 and 2014, respectively, 393 and 453 mmcf/d in the nine months of 2015 and 2014, respectively and 392 mmcf/d in the second quarter 2015].

## Gas & Power

(bcm)

| Third Quarter<br>2014 | Second Quarter<br>2015 | Third Quarter<br>2015 | % Ch.<br>III Q. 15<br>vs. III Q. 14 |  | Nine Months  |              |              |
|-----------------------|------------------------|-----------------------|-------------------------------------|--|--------------|--------------|--------------|
|                       |                        |                       |                                     |  | 2014         | 2015         | % Ch.        |
| <b>7.24</b>           | <b>10.58</b>           | <b>7.82</b>           | <b>8.0</b>                          | <b>ITALY</b>   | <b>25.69</b> | <b>28.93</b> | <b>12.6</b>  |
| 0.48                  | 0.61                   | 0.50                  | 4.2                                 | - Wholesalers  | 2.91         | 2.83         | (2.7)        |
| 3.27                  | 6.26                   | 3.89                  | 19.0                                | - Italian exchange for gas and spot markets              | 9.63         | 12.90        | 34.0         |
| 1.15                  | 1.15                   | 1.11                  | (3.5)                               | - Industries   | 3.57         | 3.62         | 1.4          |
| 0.27                  | 0.37                   | 0.23                  | (14.8)                              | - Medium-sized enterprises and services                  | 1.20         | 1.15         | (4.2)        |
| 0.33                  | 0.18                   | 0.28                  | (15.2)                              | - Power generation                                       | 1.12         | 0.72         | (35.7)       |
| 0.30                  | 0.73                   | 0.30                  |                                     | - Residential  | 3.07         | 3.38         | 10.1         |
| 1.44                  | 1.28                   | 1.51                  | 4.9                                 | - Own consumption  | 4.19         | 4.33         | 3.3          |
| <b>12.38</b>          | <b>11.81</b>           | <b>12.67</b>          | <b>2.3</b>                          | <b>INTERNATIONAL SALES</b>                               | <b>39.78</b> | <b>39.57</b> | <b>(0.5)</b> |
| <b>10.14</b>          | <b>9.48</b>            | <b>10.08</b>          | <b>(0.6)</b>                        | <b>Rest of Europe</b>                                    | <b>33.11</b> | <b>32.53</b> | <b>(1.8)</b> |
| 0.93                  | 1.11                   | 1.20                  | 29.0                                | - Importers in Italy                                     | 2.76         | 3.44         | 24.6         |
| 9.21                  | 8.37                   | 8.88                  | (3.6)                               | - European markets                                       | 30.35        | 29.09        | (4.2)        |
| 1.13                  | 1.45                   | 1.26                  | 11.5                                | <i>Iberian Peninsula</i>                                 | 3.99         | 3.85         | (3.5)        |
| 1.71                  | 0.96                   | 2.29                  | 33.9                                | <i>Germany/Austria</i>                                   | 5.49         | 4.86         | (11.5)       |
| 2.82                  | 1.68                   | 1.68                  | (40.4)                              | <i>Benelux</i>   | 7.33         | 6.20         | (15.4)       |
| 0.11                  | 0.19                   | 0.10                  | (9.1)                               | <i>Hungary</i>   | 1.01         | 1.01         |              |
| 0.76                  | 0.43                   | 0.38                  | (50.0)                              | <i>UK</i>  | 2.29         | 1.53         | (33.2)       |
| 1.65                  | 1.80                   | 1.83                  | 10.9                                | <i>Turkey</i>  | 5.18         | 5.70         | 10.0         |
| 0.99                  | 1.81                   | 1.04                  | 5.1                                 | <i>France</i>  | 4.78         | 5.38         | 12.6         |
| 0.04                  | 0.05                   | 0.30                  | ..                                  | <i>Other</i>   | 0.28         | 0.56         | ..           |
| <b>1.53</b>           | <b>1.51</b>            | <b>1.88</b>           | <b>22.9</b>                         | <b>Extra European markets</b>                            | <b>4.45</b>  | <b>4.73</b>  | <b>6.3</b>   |
| <b>0.71</b>           | <b>0.82</b>            | <b>0.71</b>           |                                     | <b>E&amp;P sales in Europe and in the Gulf of Mexico</b> | <b>2.22</b>  | <b>2.31</b>  | <b>4.1</b>   |
| <b>19.62</b>          | <b>22.39</b>           | <b>20.49</b>          | <b>4.4</b>                          | <b>WORLDWIDE GAS SALES</b>                               | <b>65.47</b> | <b>68.50</b> | <b>4.6</b>   |

## Chemicals

| Third Quarter<br>2014 | Second Quarter<br>2015 | Third Quarter<br>2015 |  | Nine Months  |              |
|-----------------------|------------------------|-----------------------|--|--------------|--------------|
|                       |                        |                       |  | 2014         | 2015         |
|                       |                        |                       | <b>Sales of petrochemical products</b> | (€ million)  |              |
| 547                   | 525                    | 517                   | Intermediates                          | 1,782        | 1,480        |
| 695                   | 698                    | 690                   | Polymers                               | 2,172        | 2,037        |
| 43                    | 52                     | 33                    | Other revenues                         | 135          | 93           |
| <b>1,285</b>          | <b>1,275</b>           | <b>1,240</b>          |  | <b>4,089</b> | <b>3,610</b> |
|                       |                        |                       | <b>Production</b>                      | (ktonnes)    |              |
| 658                   | 763                    | 907                   | Intermediates                          | 2,246        | 2,492        |
| 527                   | 564                    | 614                   | Polymers                               | 1,740        | 1,786        |
| <b>1,185</b>          | <b>1,327</b>           | <b>1,521</b>          |  | <b>3,986</b> | <b>4,278</b> |

## Engineering & Construction

(€ million)

| Third Quarter<br>2014 | Second Quarter<br>2015 | Third Quarter<br>2015 |                                     | Nine Months   |              |
|-----------------------|------------------------|-----------------------|-------------------------------------|---------------|--------------|
|                       |                        |                       |                                     | 2014          | 2015         |
|                       |                        |                       | <b>Orders acquired</b>              |               |              |
| 1,056                 | 620                    | 666                   | Engineering & Construction Offshore | 9,294         | 3,408        |
| 154                   | 175                    | 934                   | Engineering & Construction Onshore  | 4,482         | 1,365        |
| 402                   | 180                    | 6                     | Offshore drilling                   | 544           | 195          |
| 244                   | 126                    | 251                   | Onshore drilling                    | 668           | 389          |
| <b>1,856</b>          | <b>1,101</b>           | <b>1,857</b>          |                                     | <b>14,988</b> | <b>5,357</b> |

(€ million)

|                      | Dec. 31, 2014 | Sept. 30, 2015 |
|----------------------|---------------|----------------|
| <b>Order backlog</b> | <b>22,147</b> | <b>17,750</b>  |