

1 MARCH 2017

TINFO
DIGITAL
SIGN

2016 results and 2017-2020 strategy

*A year of records
Our path to long term value*



2016 RESULTS



Goliat FPSO

Highlights 2016: a year of records

UPSTREAM



- Exit rate at **1.86 Mboe/d**
- **Exp: 1.1 Bboe** @UEC \$0.6/boe
- Organic **RRR: 193%**
- **Zohr 40% disposal**
- **2017 startups** ahead of schedule

MID-DOWNSTREAM



- **FCF: €2.3 bln**
- EBIT adj. **R&M+Chem** €0.6 bln
- **G&P set to breakeven in 2017**

EFFICIENCY



€ 3 bln saving (vs 2015) :

- **Capex:** - € 2.2 bln (-19%)
- **Opex:** \$ 6.2 /boe (-14%)
- **G&A:** -€ 150 mln

FINANCIALS



- **CFFO: € 8.3 bln**
- **CFFO = CAPEX @ \$46 /bbl**
- **Leverage 24%***

* proforma including
40% of Zohr disposal

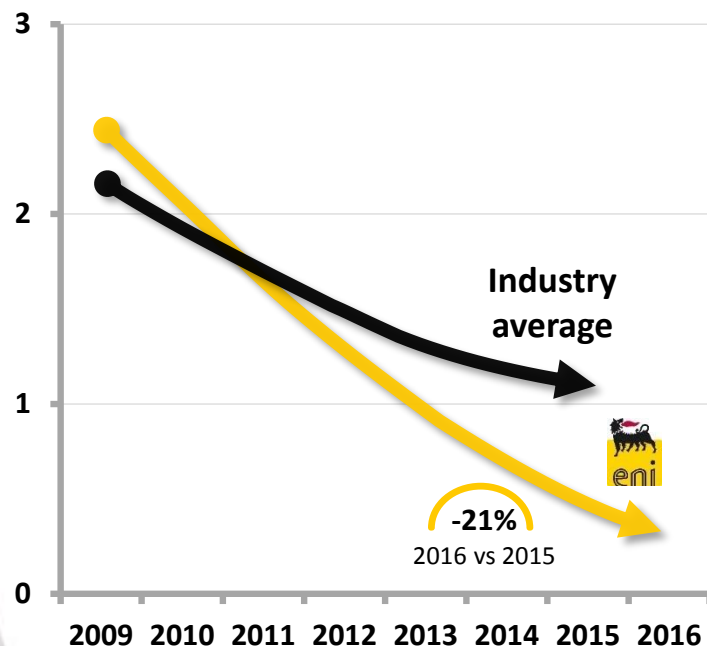
BEATING TARGETS AND FUELLING GROWTH



HSE performance

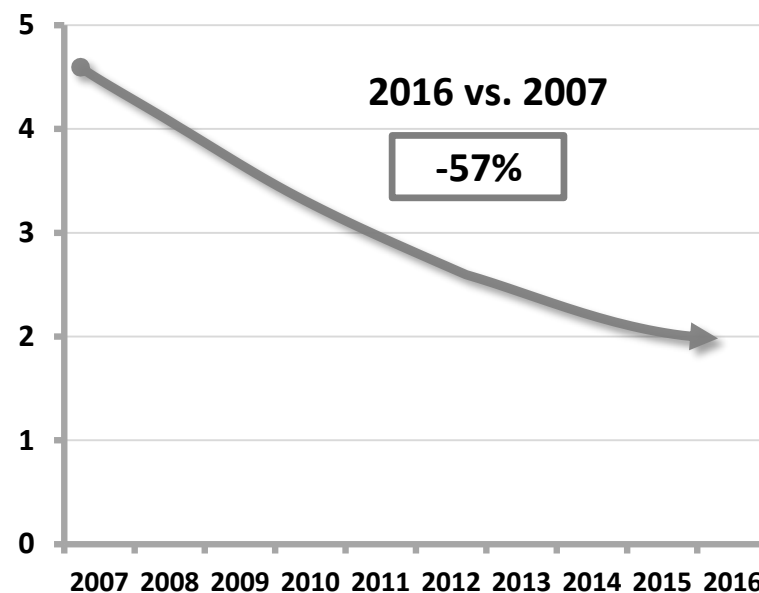
People Safety – TRIR

Eni top performer since 2013

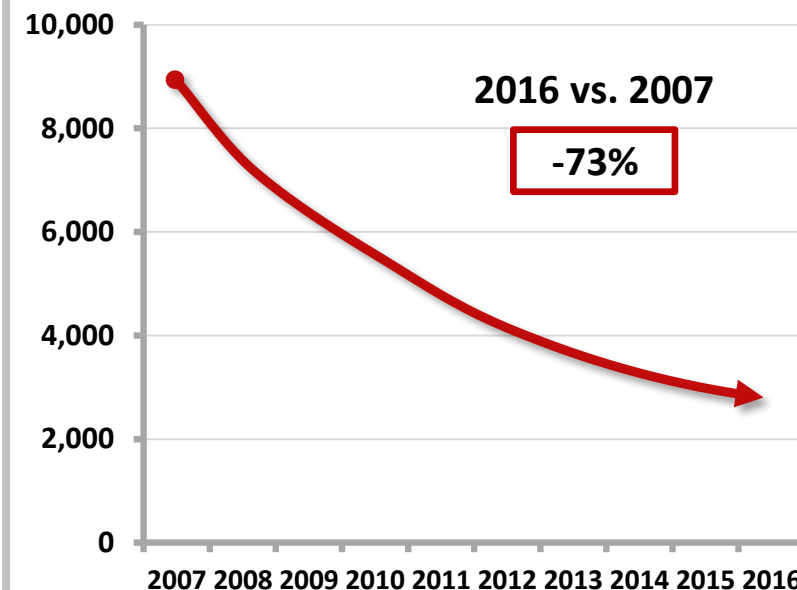


Upstream Methane Emissions | MtCO₂ eq.

-9% TCO₂_{eq}/Tep: on track to reach 2025 target (-43% since 2014)



Flaring down | MSmc

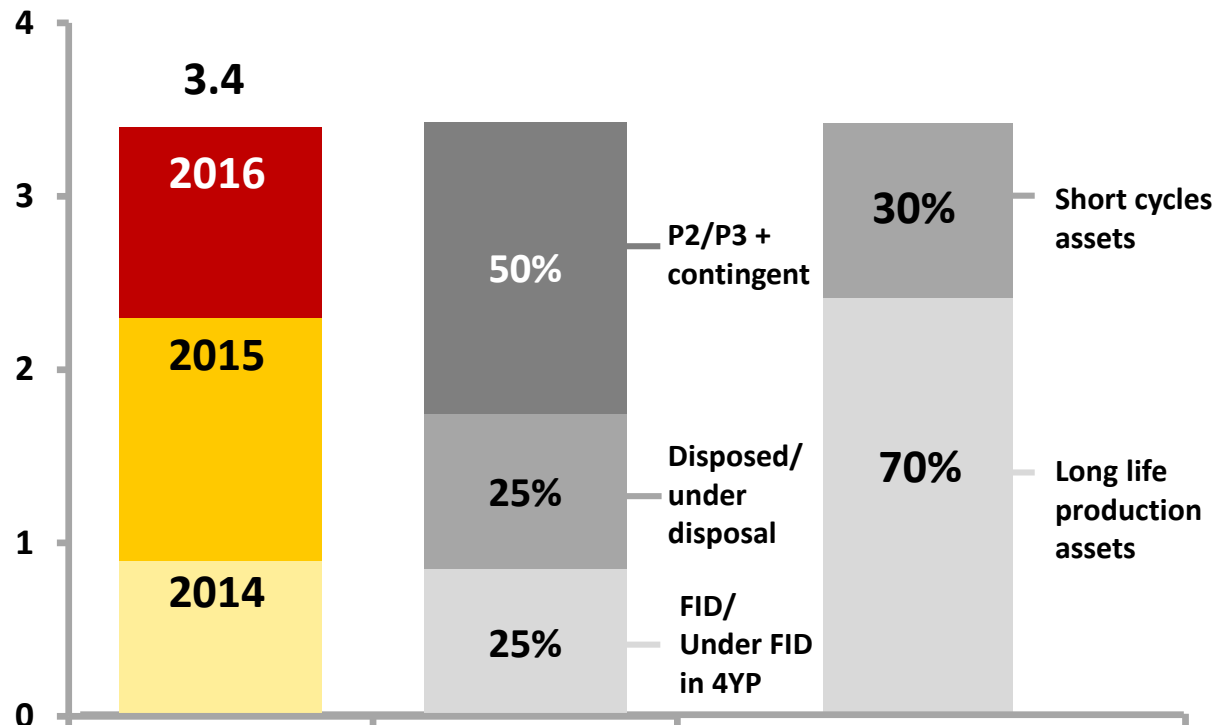


HSE OUR TOP PRIORITY



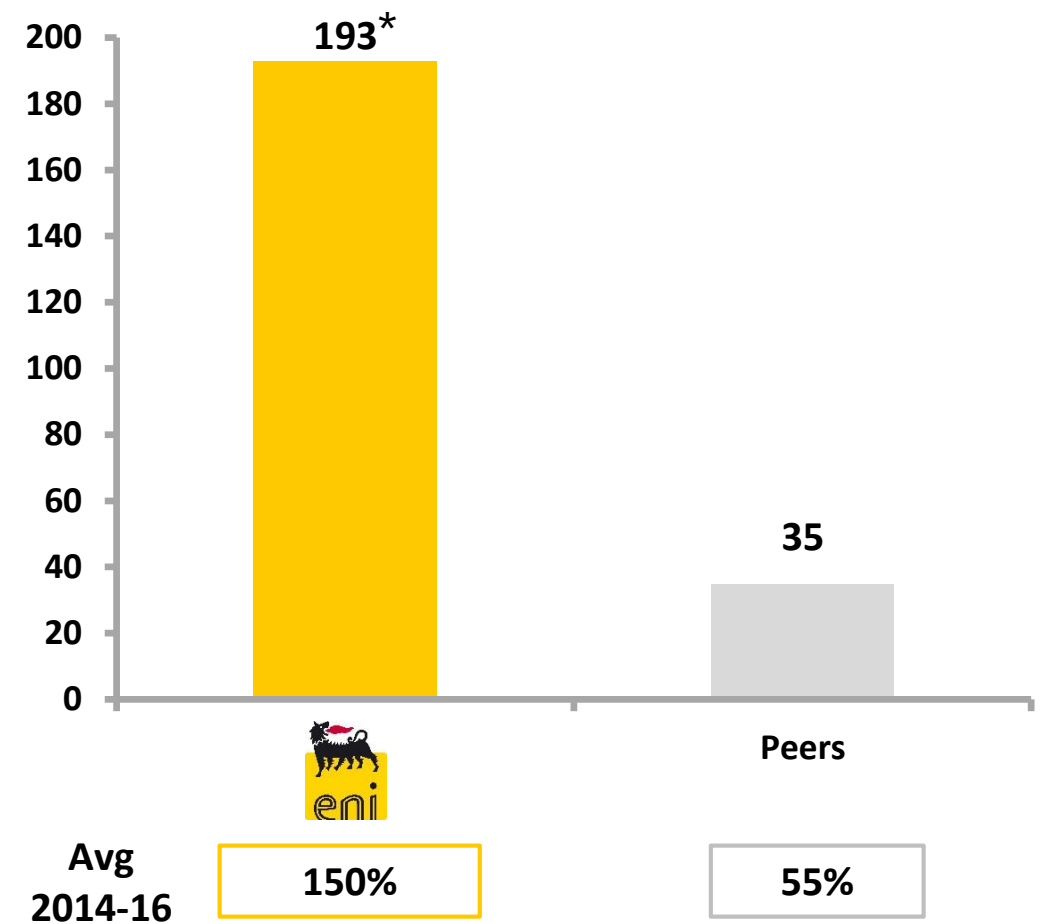
Exploration successes fuelling future production

Cumulative discovered resources 2014-2016 | bln boe



AVG 2014-2016 UEC < \$1 /BOE

2016 RRR | %



Peers: Total, Chevron, Statoil, BP, Shell, Conoco Philips, Exxon

*139%, considering 40% of Zohr disposal



2017 start ups ahead of schedule

East Hub – Angola



IN PRODUCTION
8th February 2017

Execution Time 39 months



Project details

- Eni working interest: 37%
- Hydrocarbon: oil
- Gross Volumes in place Block 15/06 (West + East) > 1.2 bln boe
- Peak production Bl 15/06 (West + East) 100%: 150 kboe/d

OCTP – Ghana



Execution Time 30 months



June 2017

Project details

- Eni working interest: 44%
- Hydrocarbon: oil & gas
- Gross Volumes in place: 750 mln boe
- Peak production 100%: 85 kboe/d

JANGKRIK - Indonesia



Execution Time 42 months

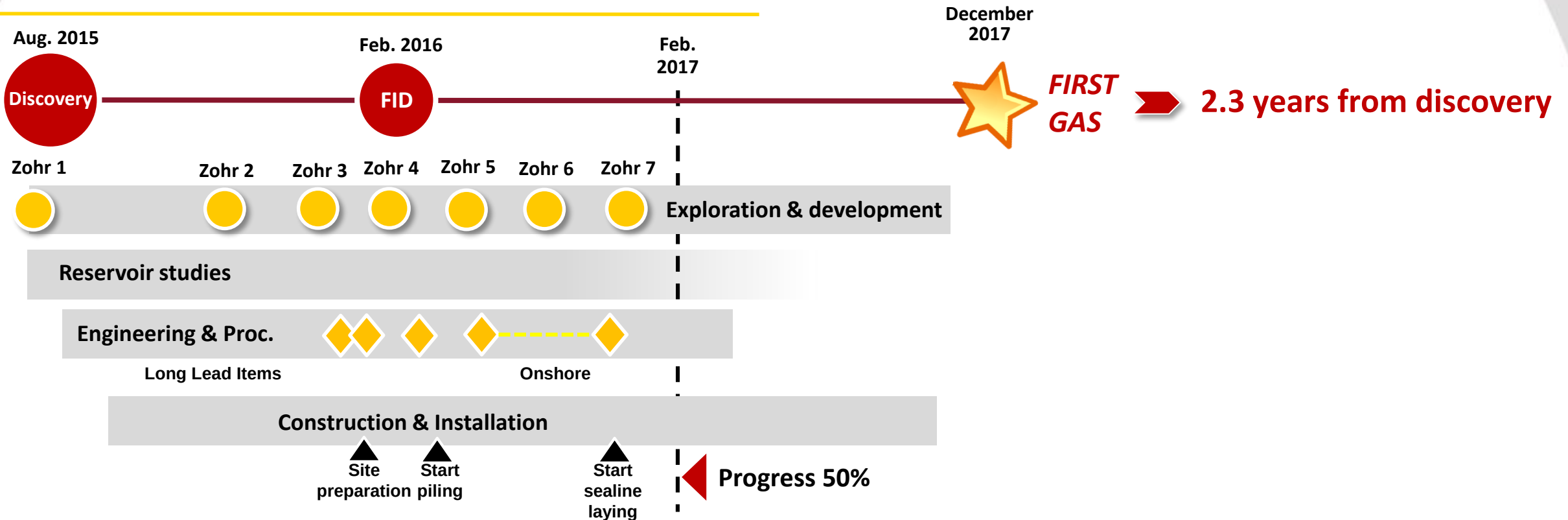


June 2017

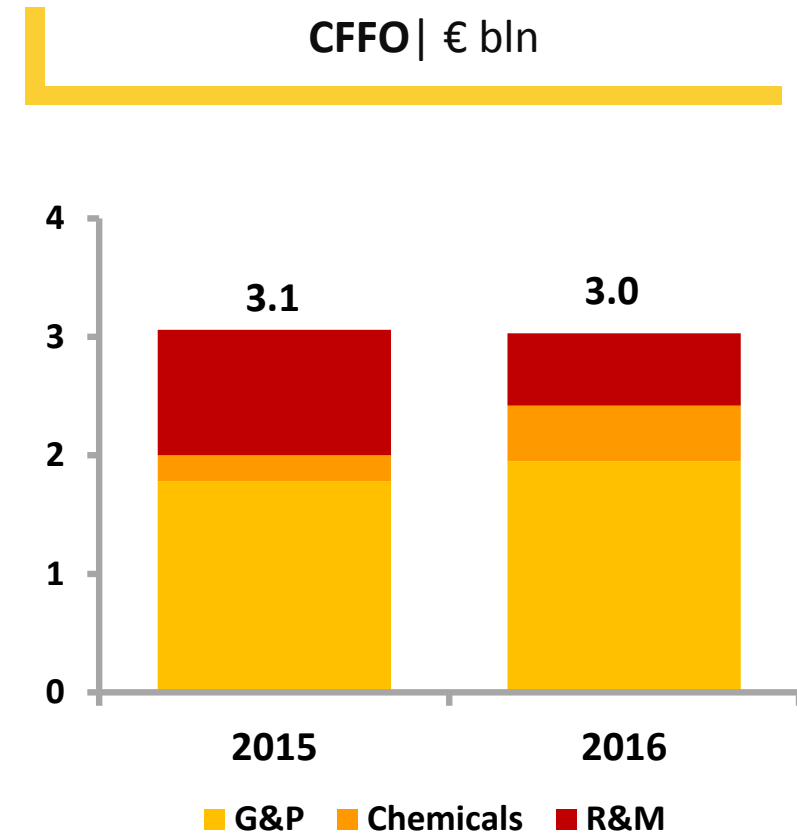
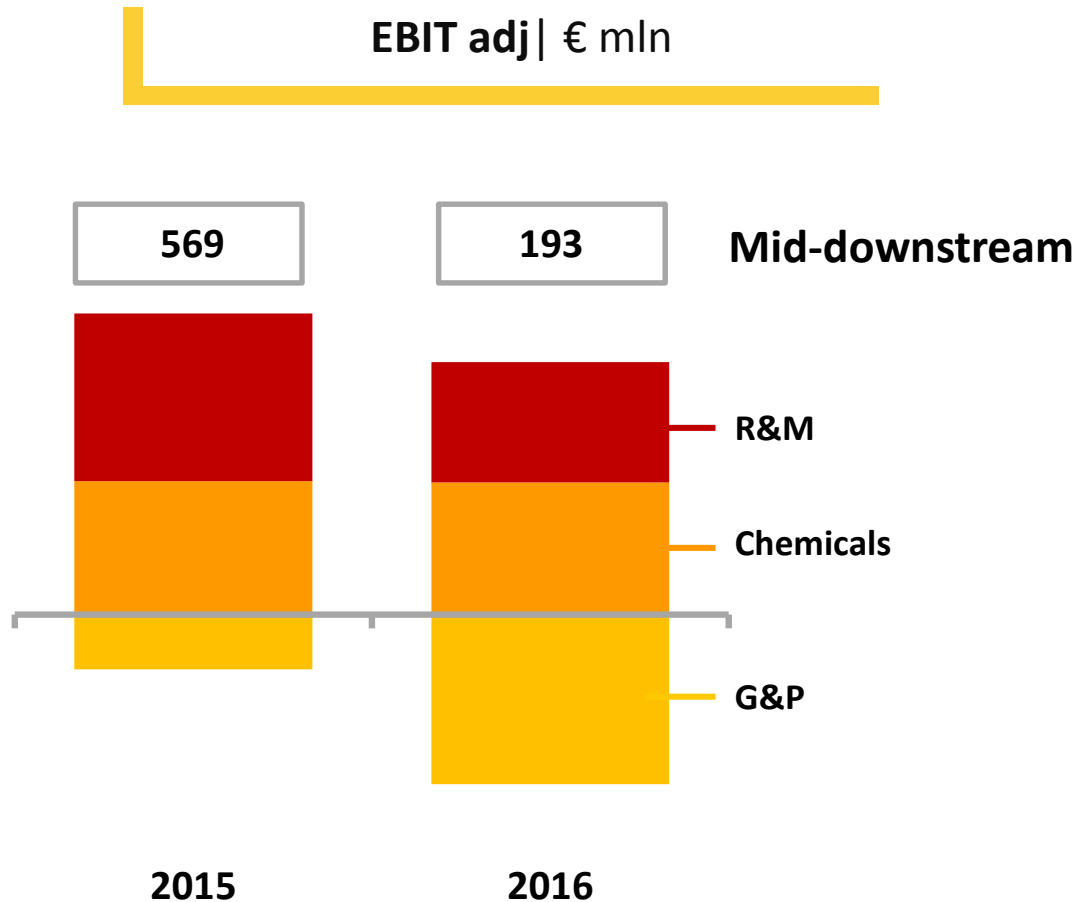
Project details

- Eni working interest: 55%
- Hydrocarbon: gas
- Gross Volumes in place: 470 mln boe
- Peak production 100%: 80 kboe/d

Zohr: countdown to first gas



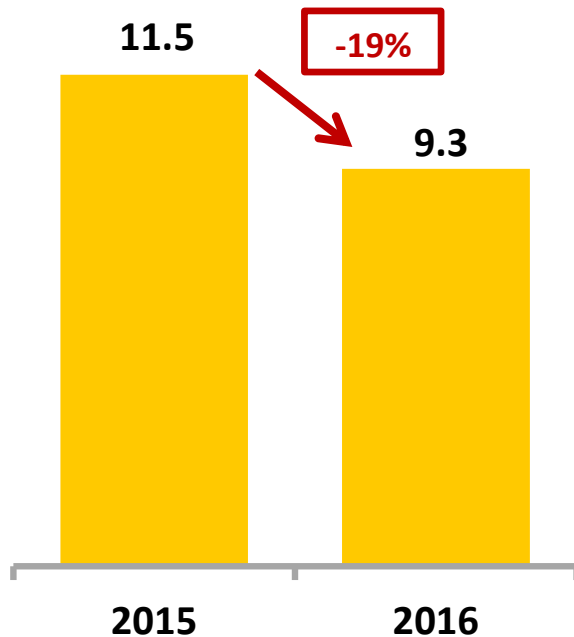
Strong cash generation from mid-downstream



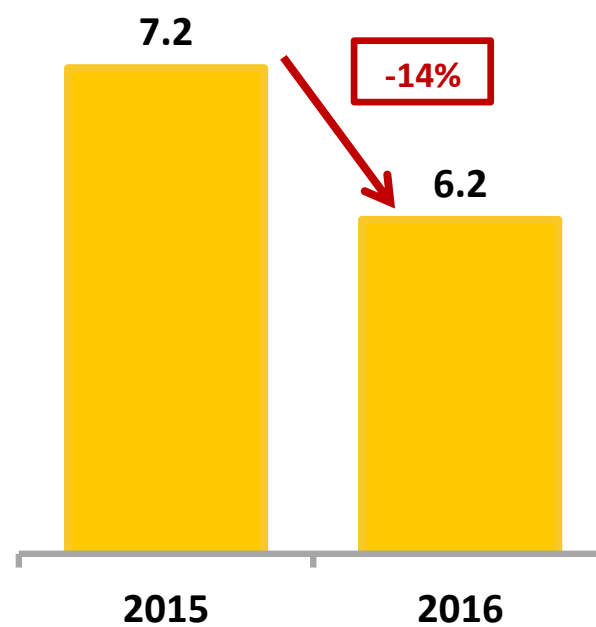
ALL BUSINESSES FREE CASH FLOW POSITIVE

Relentless focus on cost efficiency

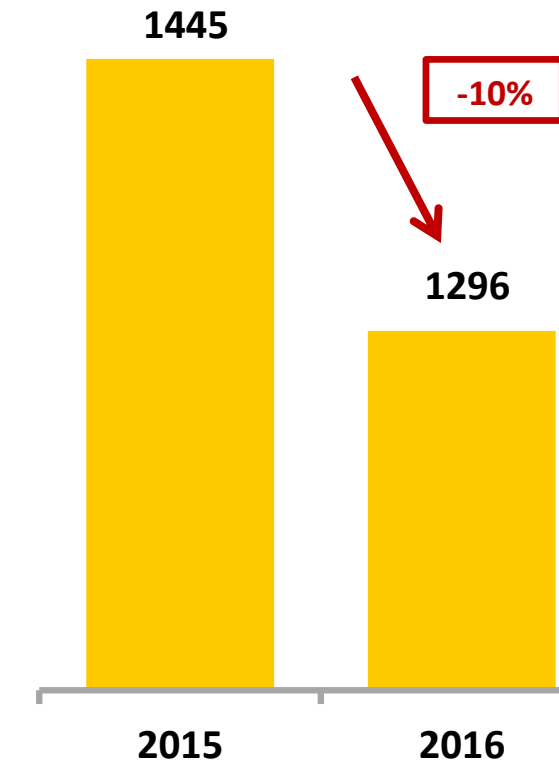
Group Capex* | € bln



Opex | \$/boe



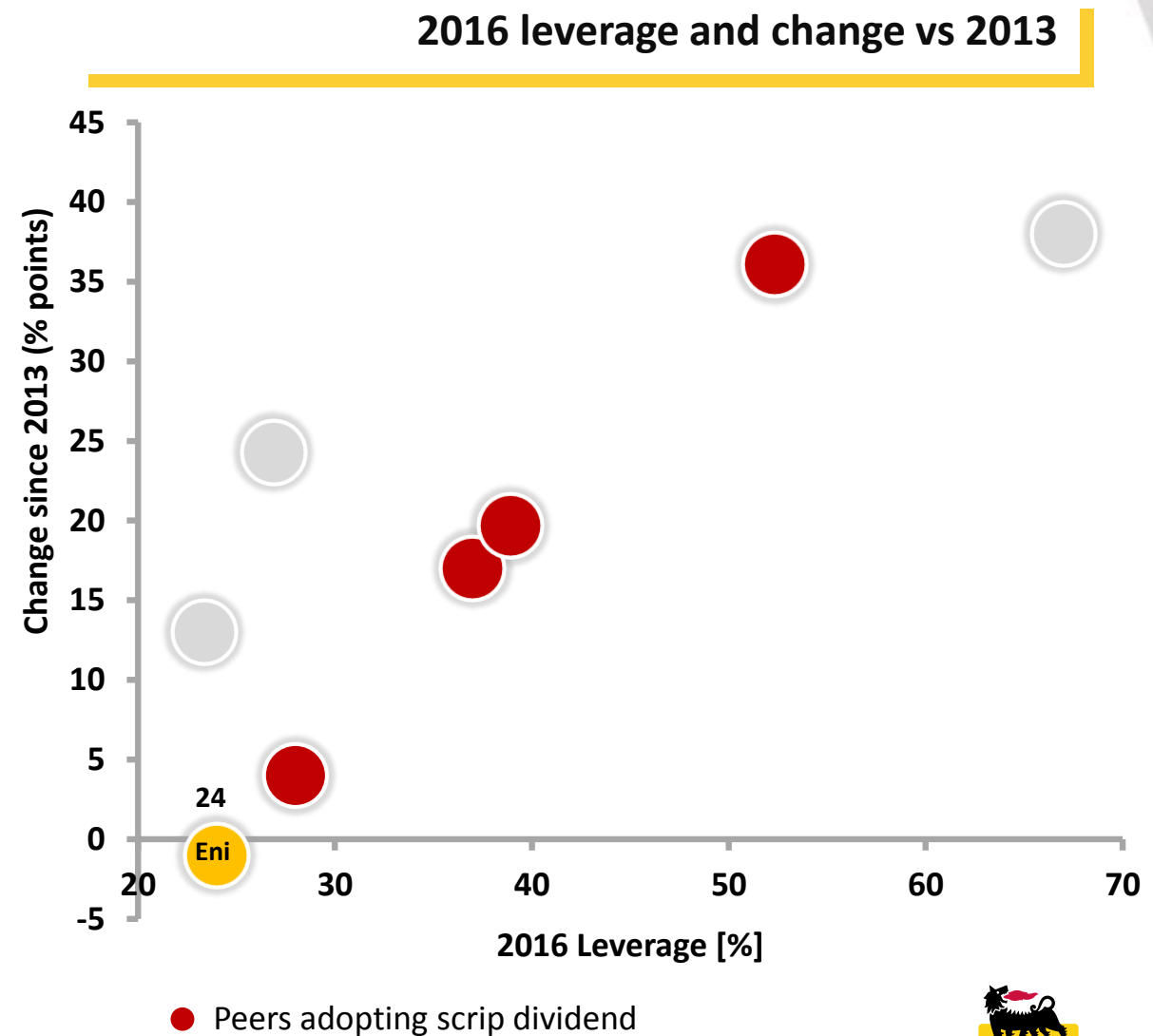
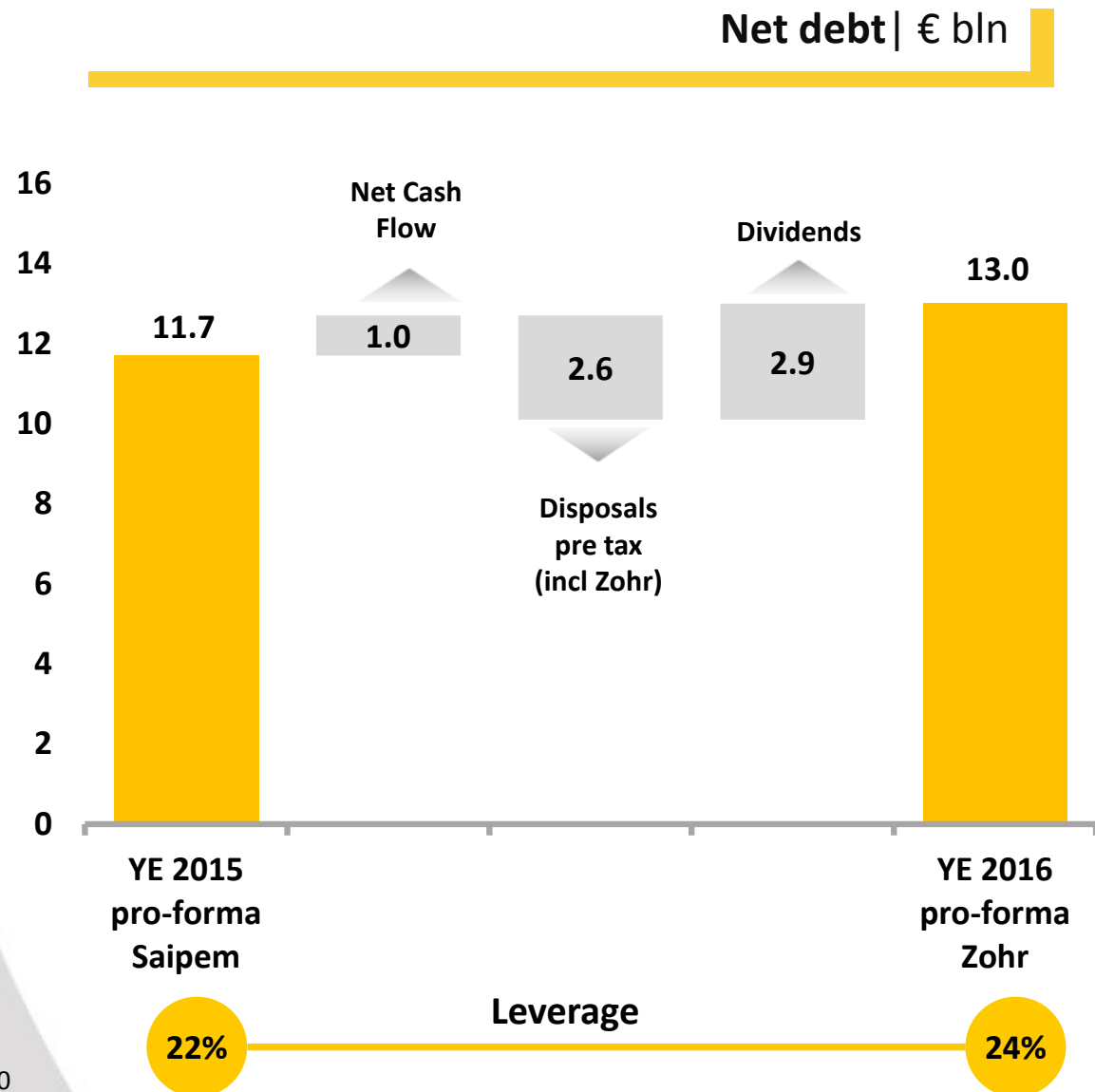
G&A | € Mln



OVERALL COST OPTIMISATION 2016 vs 2015 € 3 BLN

* Including JV financing

Best-in-class for financial discipline



Peers: Total, Chevron, Statoil, BP, Shell, Conoco Philips, Exxon



An outstanding result in 2016

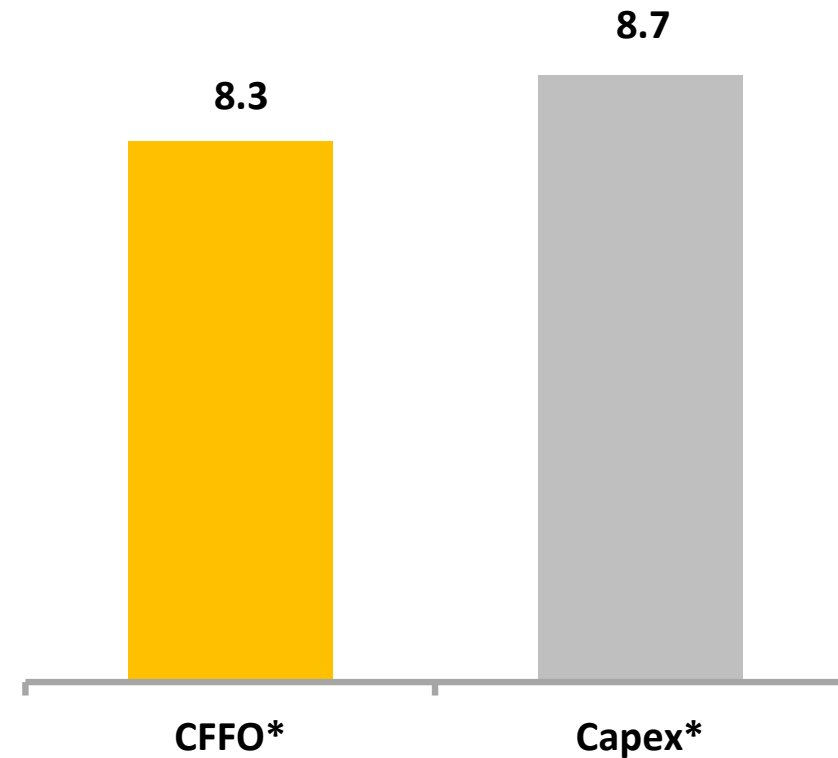


CFFO = CAPEX
\$ 46 /bbl



vs targets \$ 50 /bbl

2016 Cash balance | € bln



SLASHING CASH NEUTRALITY SINCE 2013



A FITTER COMPANY

2017-2020 Strategy



Exploration and long term organic growth are the engine of our strategy

Resources



- High impact and conventional exploration
- Long term organic growth
- Integrated with E&P assets and close to final market

Operations



- High level of operatorship
- Design to cost
- Fast track

Value



- Upstream and G&P integration
- Enhancement in the downstream
- Active portfolio management

BUILDING A HIGH MARGIN PORTFOLIO

Best positioned to capture upside

Upstream

- Production growth CAGR 3%
- Exploration resources 2-3 bln boe

Mid downstream

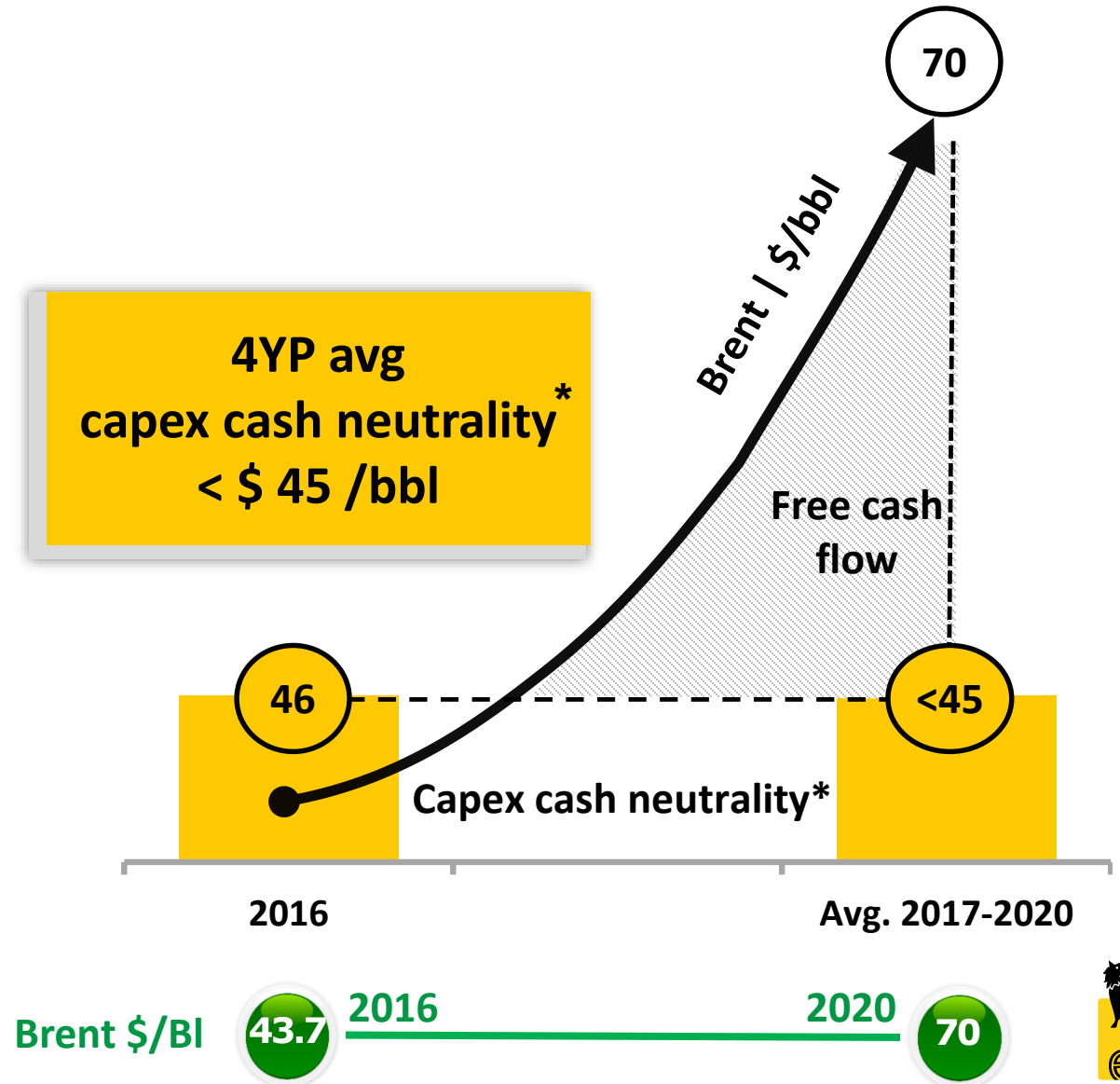
- G&P breakeven in 2017
- Refining breakeven at \$3/bbl margin in 2018

Efficiency

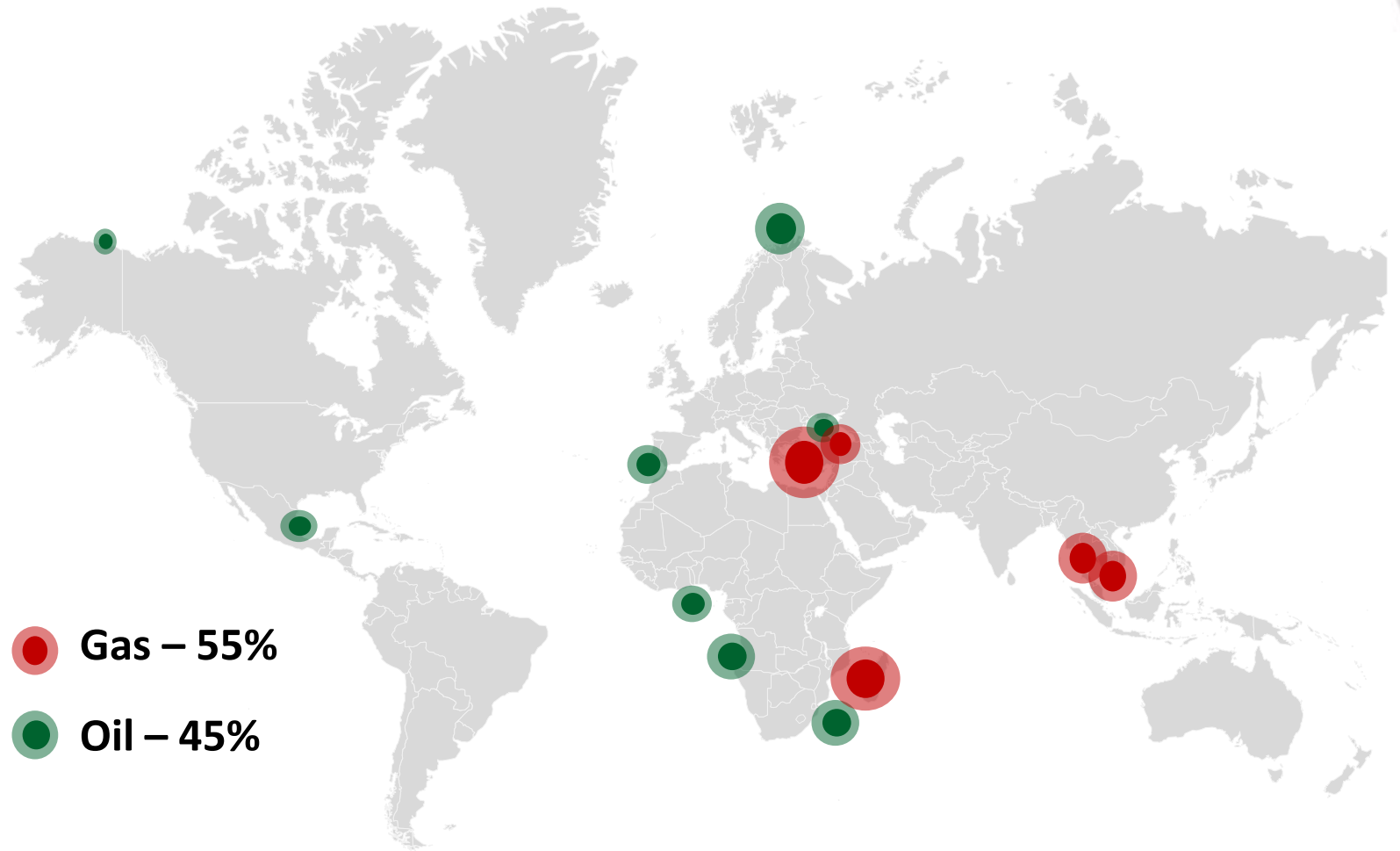
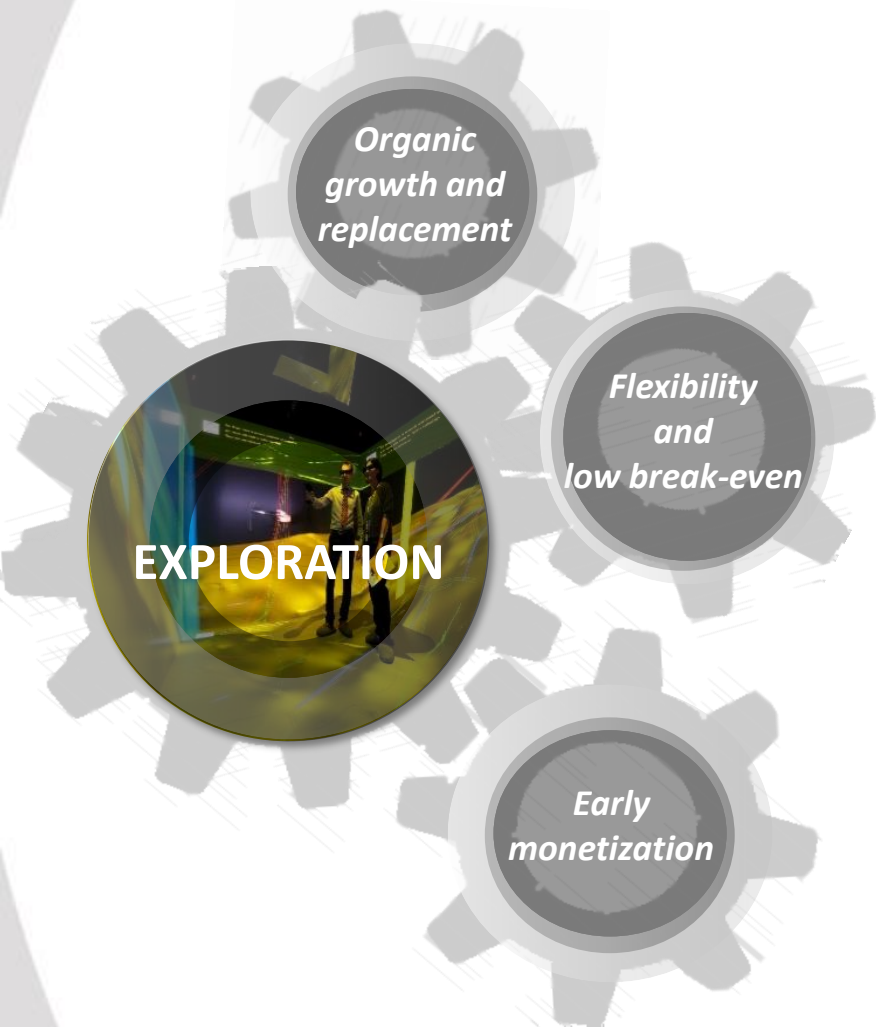
- Capex vs previous plan: -8%
- New projects BEP around \$30/bbl

Financials

- New 4YP disposal target ~€ 5-7 bln
- 4YP CFFO € 47 bln



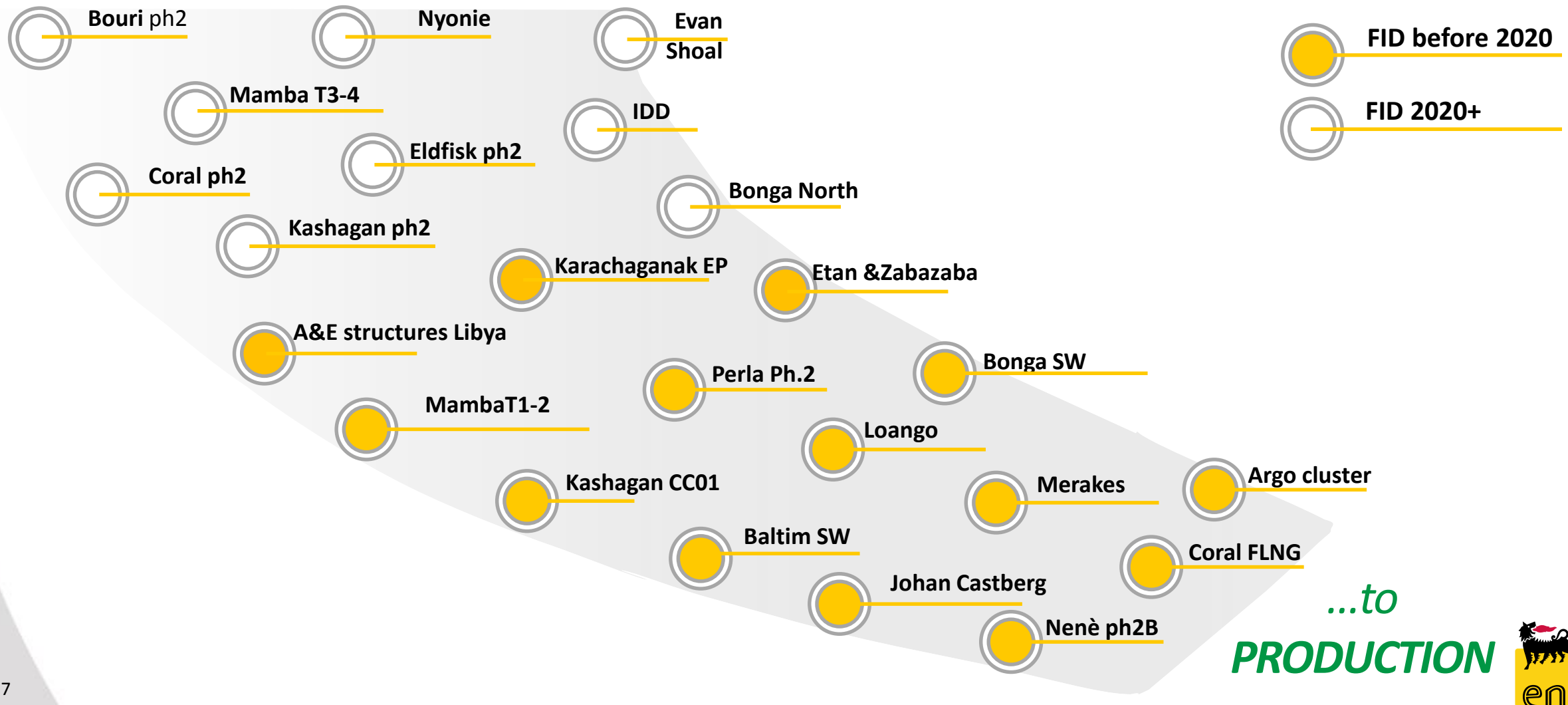
A rich set of exploration opportunities



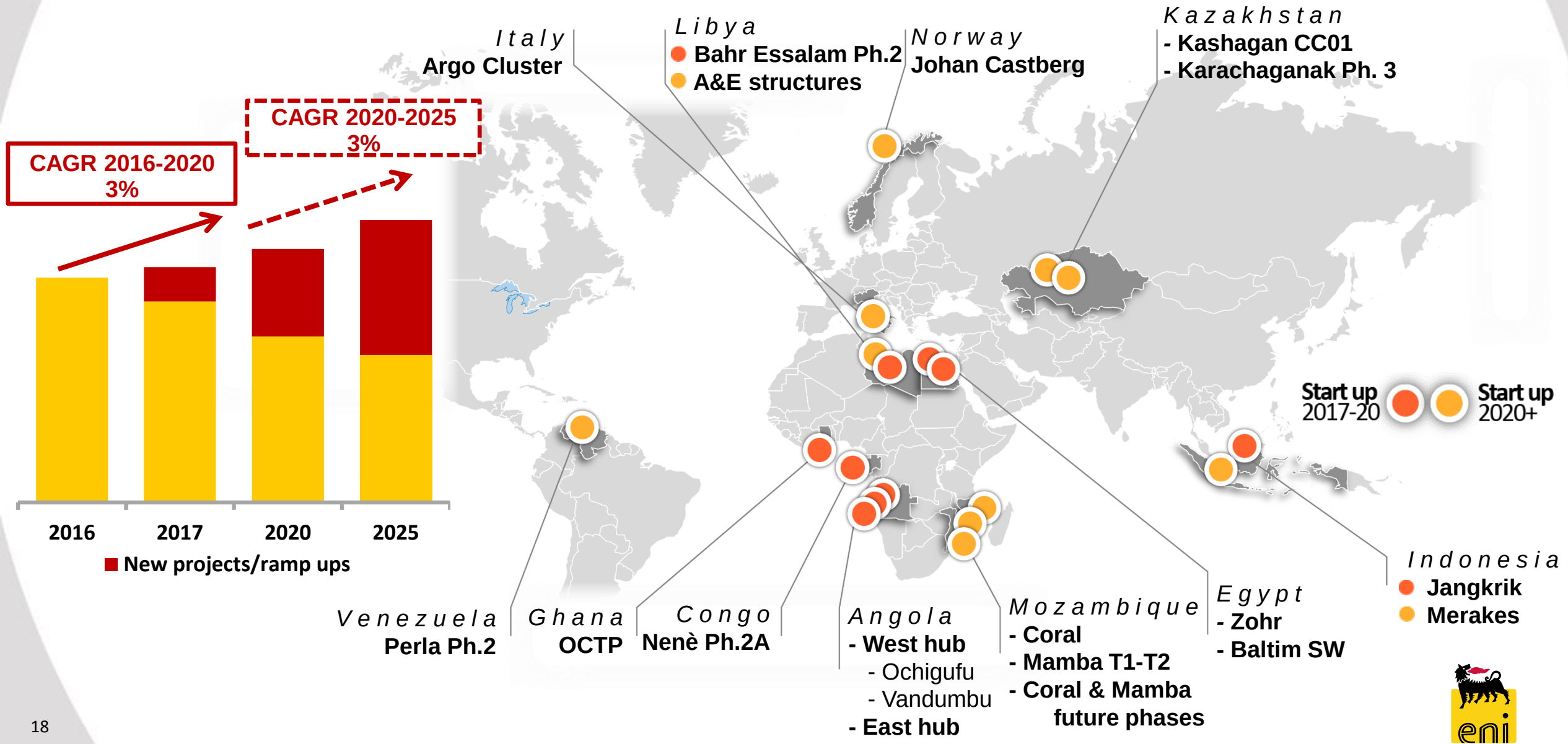
2-3 BLN BOE EQUITY RESOURCES

A large portfolio for the long term

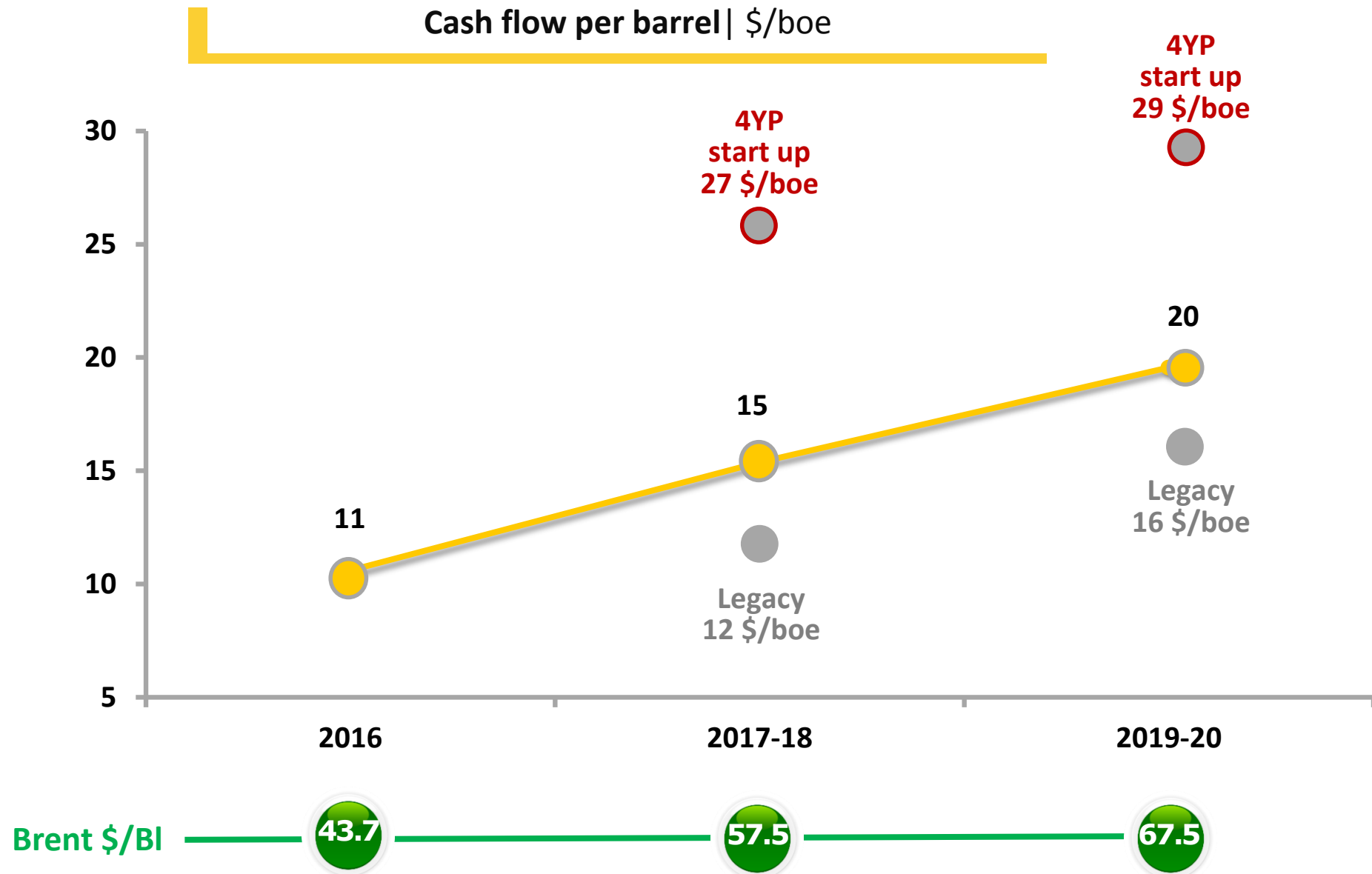
New EXPLORATION successes...



An unrivalled inventory

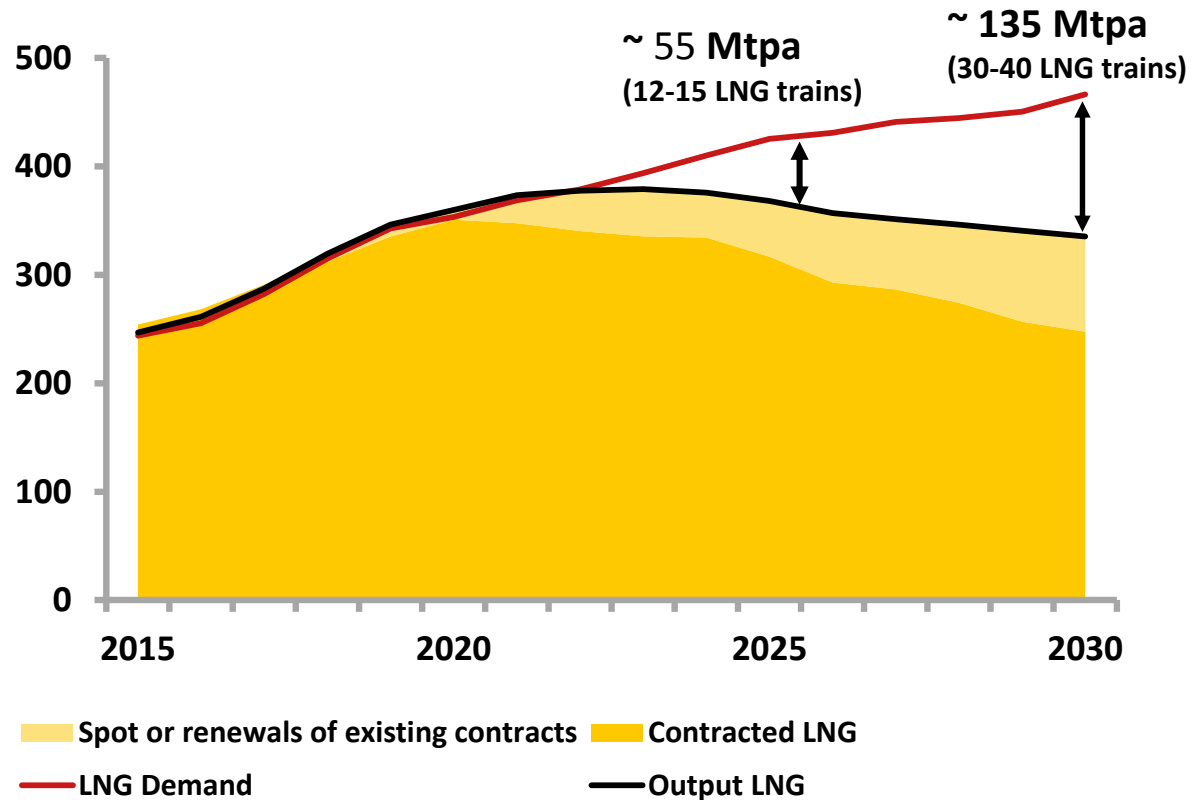


High quality long term cash flow

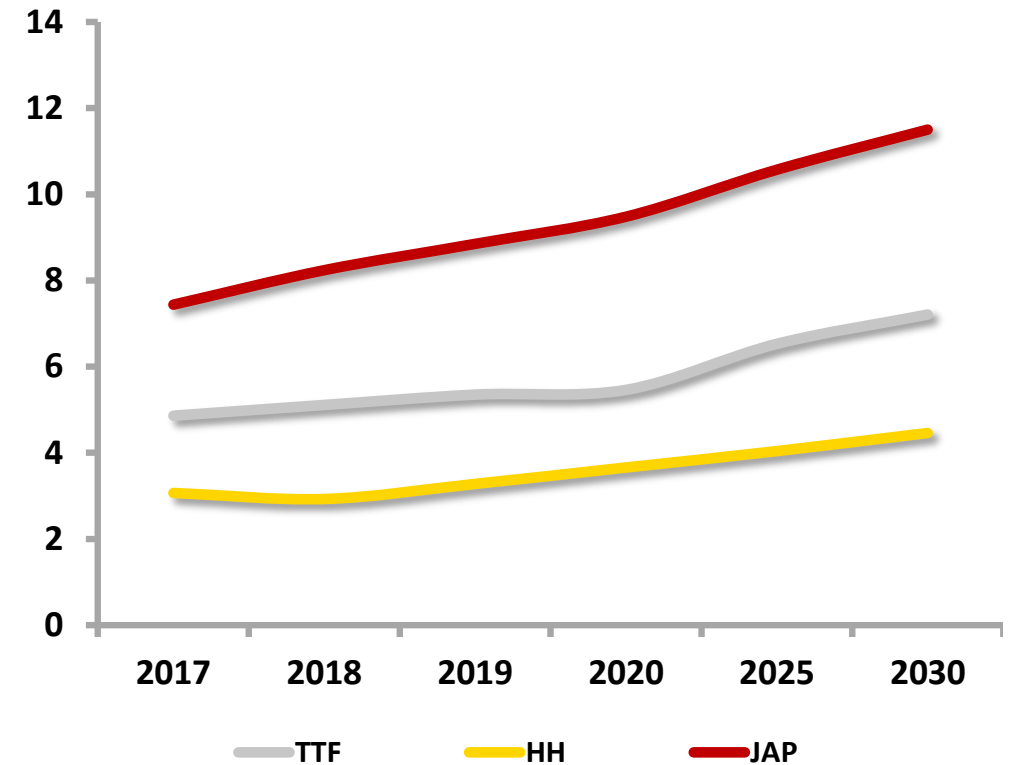


Gas demand continuous growth and market rebalancing

Supply/Demand LNG | Mtpa



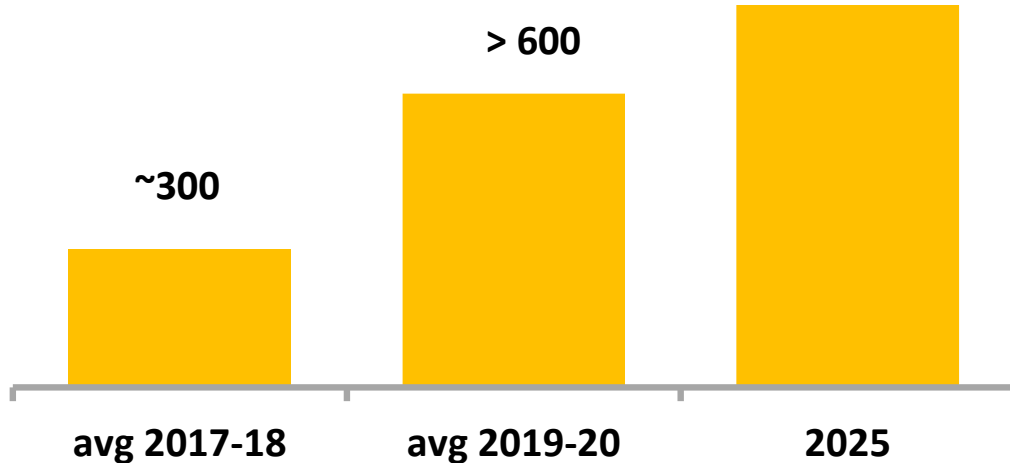
International prices | \$/MMBtu



NEW LNG REQUIRED EARLY NEXT DECADE

A turning point for G&P

Ebit adj| € mln



4YP Action plan

- Gas supply contracts aligned to the market
- Logistic costs reduction
- Equity gas/LNG monetization

CUMULATIVE CFFO € 2.6 BLN IN THE 4YP

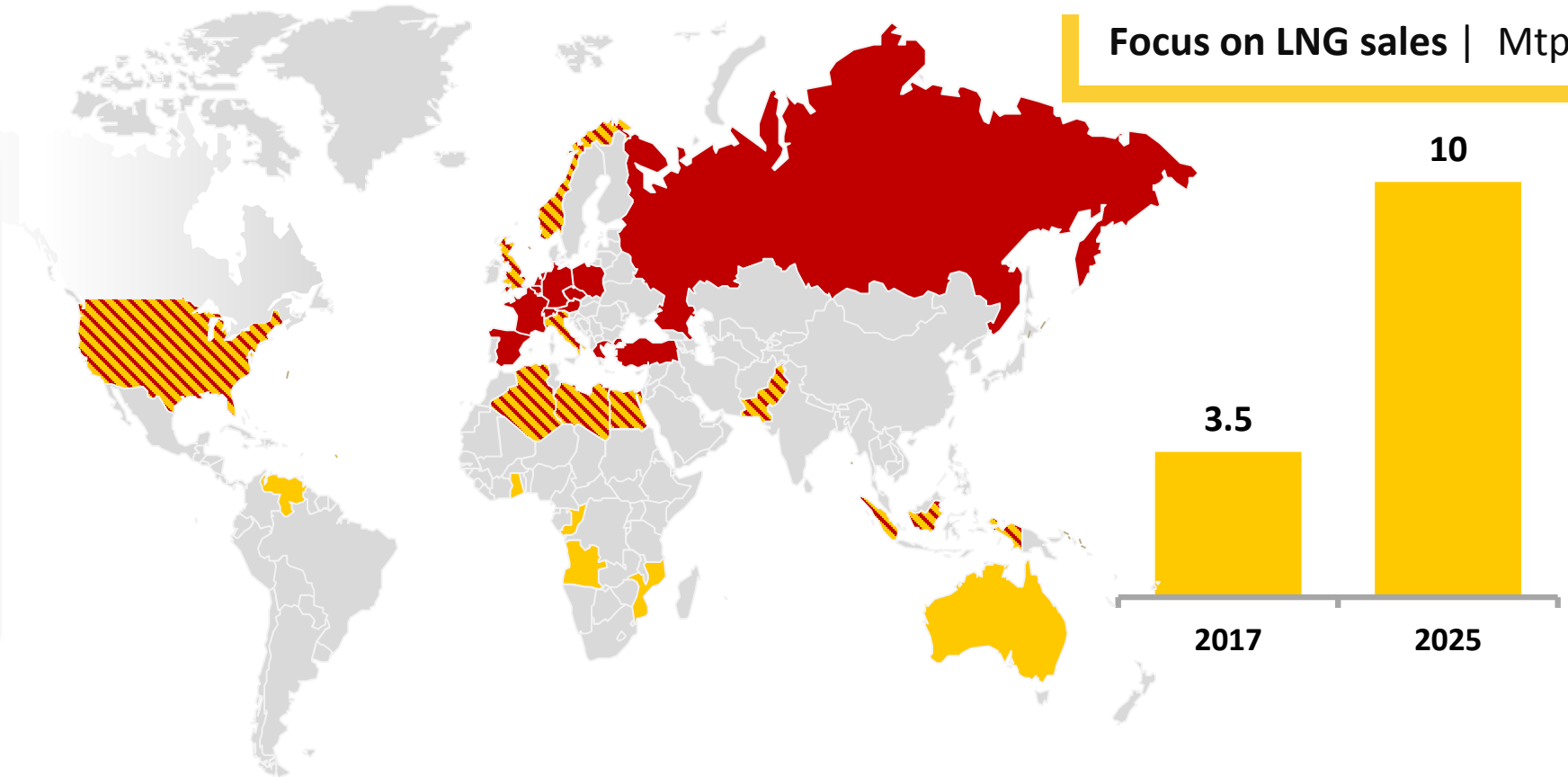
Extracting value from integration

Targets

- Maximizing value of equity gas
- Developing a competitive LNG portfolio
- Leadership position in European and emerging markets

■ Upstream gas productions
■ Midstream Positions

Focus on LNG sales | Mtpa

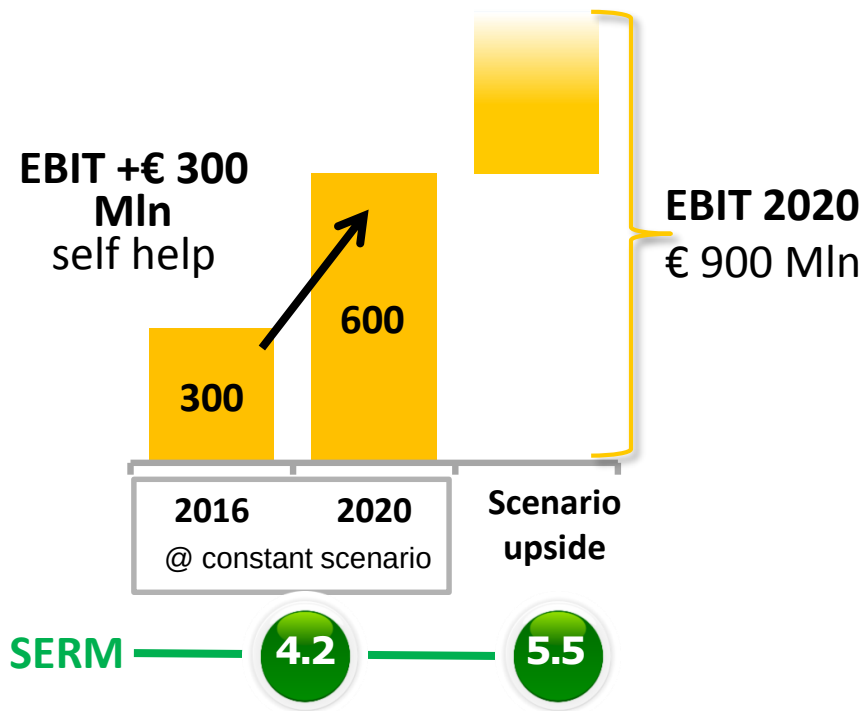
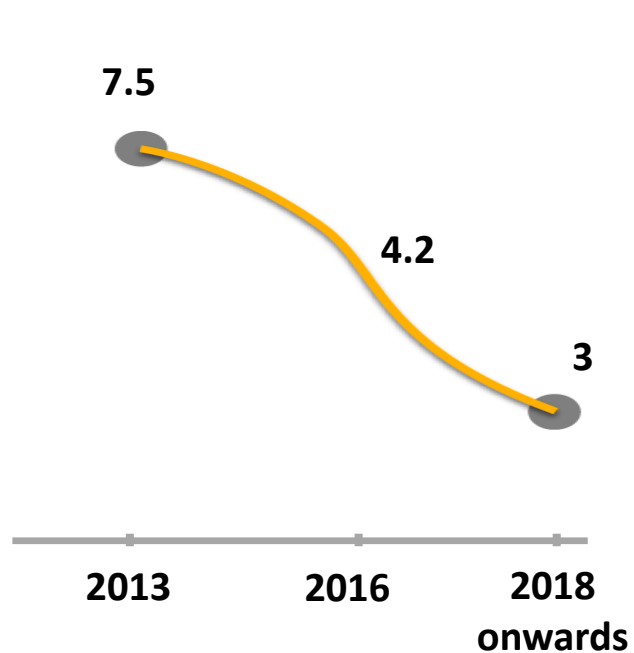


A PORTFOLIO PLAYER INTEGRATED WITH UPSTREAM

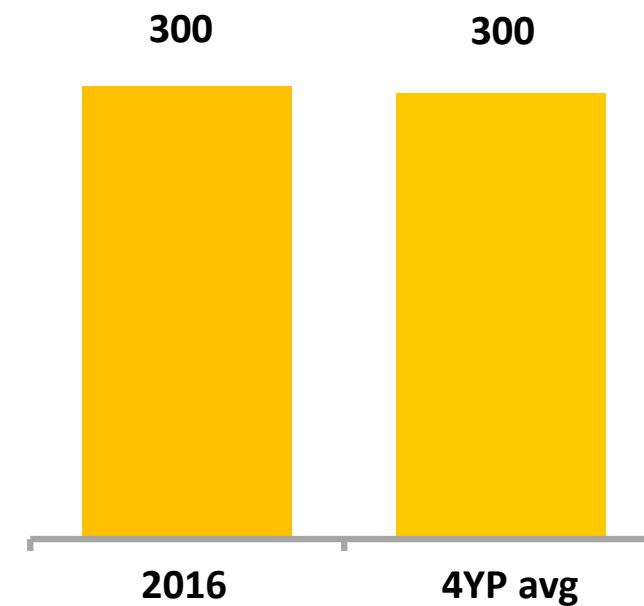
Downstream: building on the restructuring

Refining & Marketing

Breakeven Refining margin | \$/bl

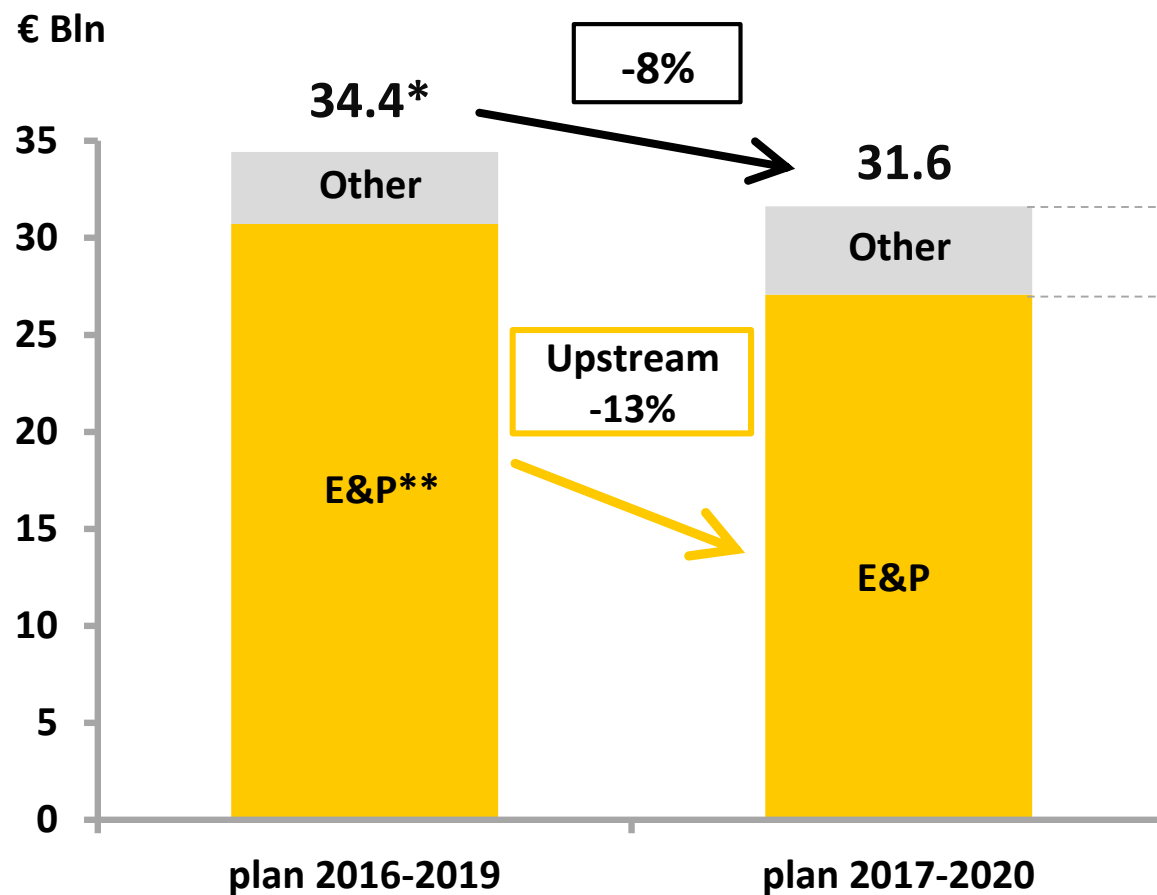


EBIT Chemicals | € Mln

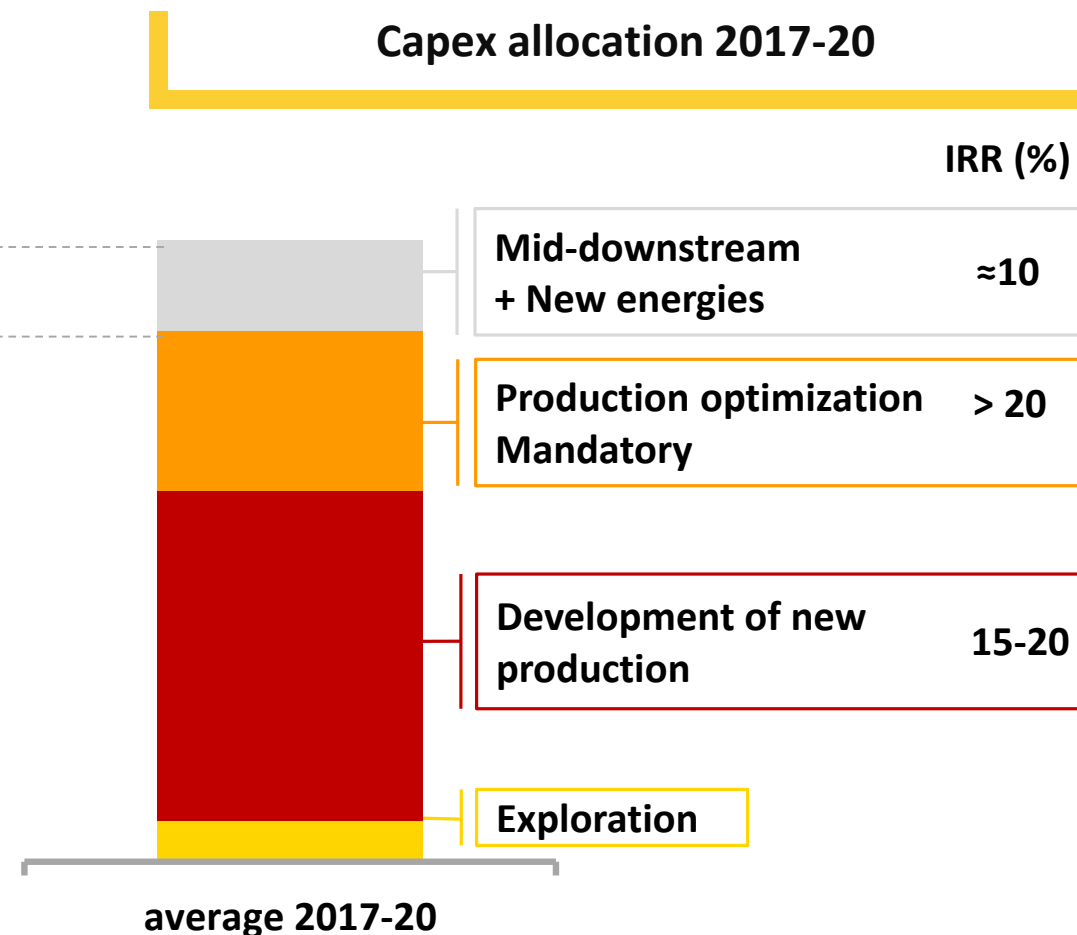


4YP CUMULATIVE CFFO > € 4.5 BLN

Capex plan



CAPEX 2017 VS 2016 -18%

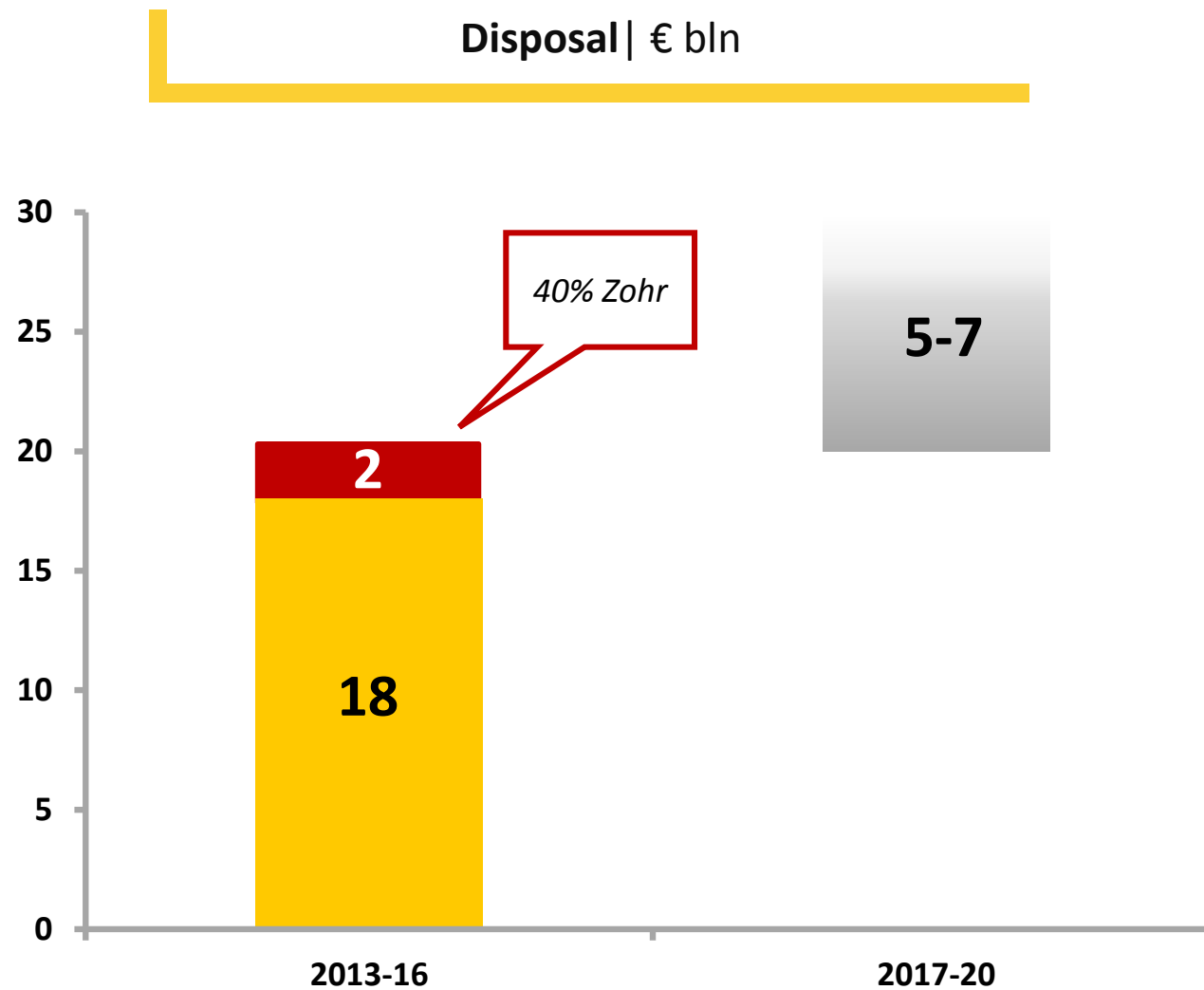


55% UNSANCTIONED IN 2019-20

* Excluding JV financing and post SEM application @ constant FX;

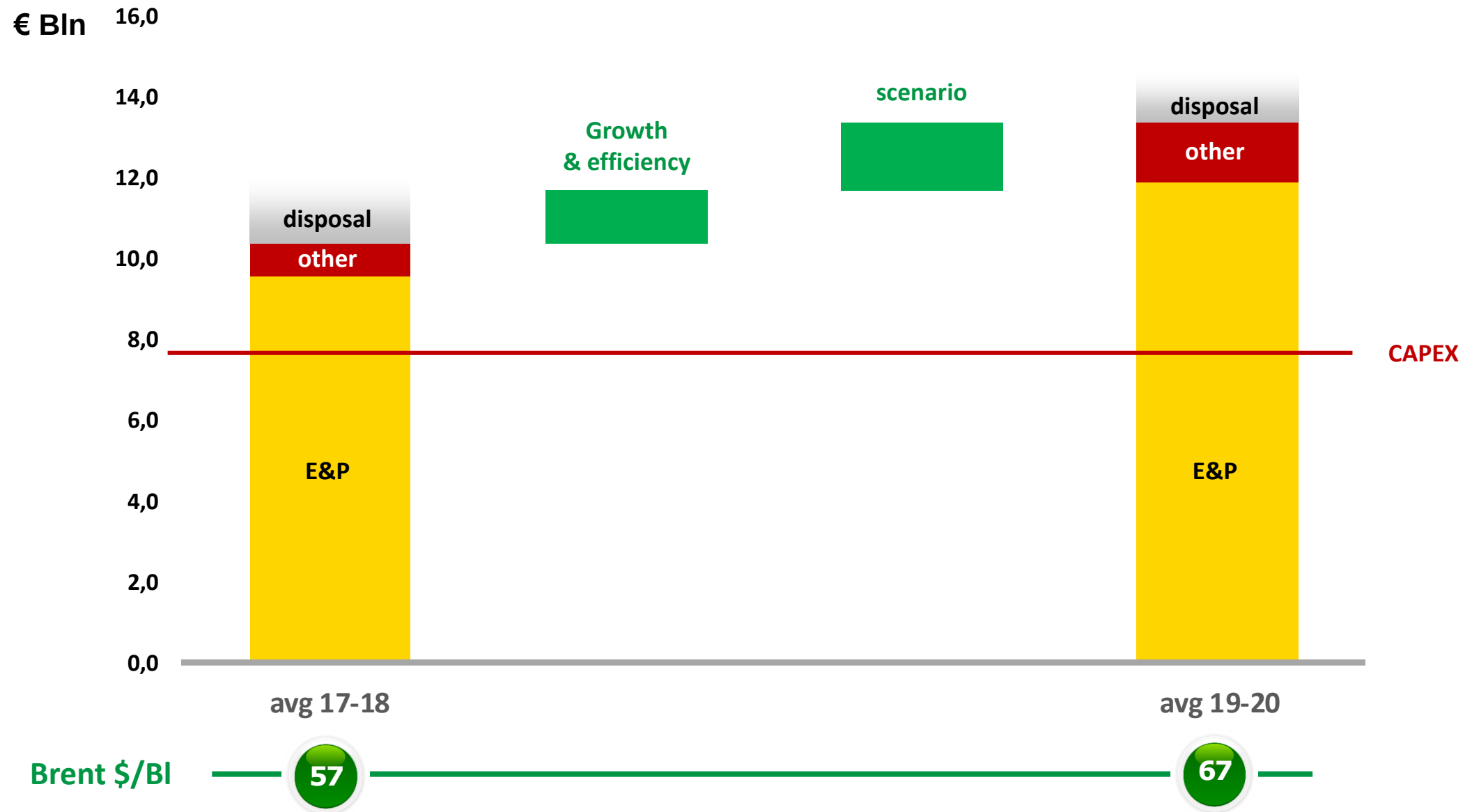
** E&P post portfolio

Our enhanced disposal programme



- Proved successful portfolio mgmt
- Dual exploration model
- E&P portfolio rationalization
- Further financial flexibility

Cash Flow plan



Remuneration - dividend policy confirmed

**Competitive distribution policy
progressive with underlying earnings growth and scenario**

**Floor dividend
cash sustainability**

Cash neutrality

- \$50/bbl including disposals in 2016
- \$60/bbl organic in 2017
- <\$60/bbl organic 2018-20

Additional financial flexibility



2017 DIVIDEND €0.8/SHARE (FULLY CASH)

Our pathway to long term value

Unrivalled exploration

Fast cash generation

Low breakeven portfolio

Highly leveraged to oil price

Strong balance sheet

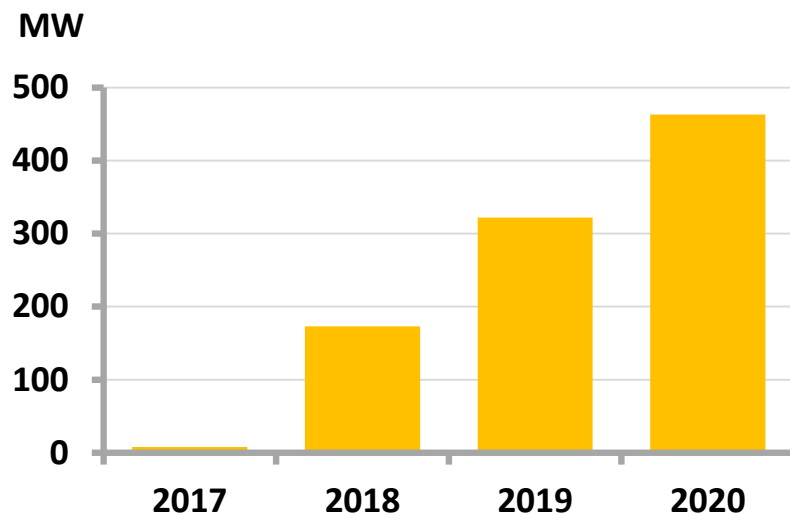


BACK UP

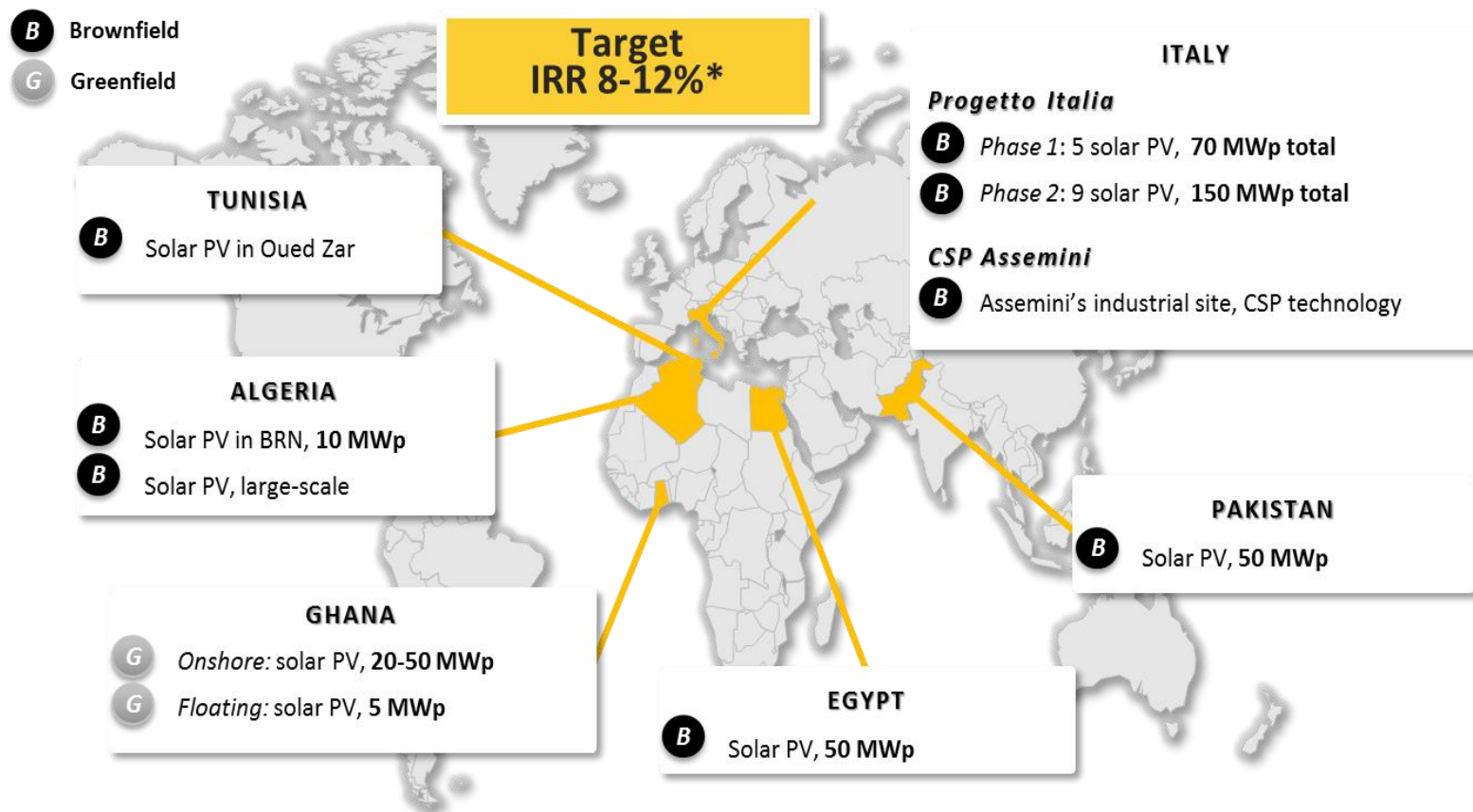
New energy solutions

2017-2030 Guidelines

- Significant growth of installed capacity
- Technology neutral, with focus on hybrid projects
- Technological and geographical synergy with other Eni business lines



■ Energy Solutions installed capacity



* After financing and considering synergies with upstream

Assumptions and sensitivity

<u>4YP Scenario</u>	2017	2018	2019	2020
Brent dated (\$/bl)	55	60	65	70
FX avg (€/\$)	1.08	1.13	1.15	1.20
Std. Eni Refining Margin (\$/bl)	4.0	4.0	4.3	5.5
NBP (\$/mmbtu)	5.2	5.3	5.5	5.5
Cracker Contribution Margin (€/ton)	270	260	254	255

<u>4YP sensitivity*</u>	Ebit adj (bln €)	Net adj (bln €)	FCF (bln €)
Brent (-1\$/bl)	-0.3	-0.2	-0.2
Std. Eni Refining Margin (+1\$/bl)	+0.2	+0.1	+0.2
Exchange rate €/€ (\$ +0.05 \$/euro)	-0.4	-0.2	-0.2

Main start ups

Main start ups 2017-2018	country	op	start up	Equity peak in 4 YP (kboed)	Working Interest	Liquids/Gas
Nenè Ph.2A	Congo	yes	Achieved	20	65%	Liquids
Block 15-16 East Hub	Angola	yes	Achieved	20	37%	Liquids
OCTP Oil	Ghana	yes	1H17	20	56%	Liquids
Jangkrik	Indonesia	yes	2H17	45	55%	Gas
Zohr	Egypt	yes	2H17	175	60%	Gas
OCTP Gas	Ghana	yes	1H18	20	56%	Gas
West Hub (Ochigufu)	Angola	yes	1H18	<10	37%	Liquids
Bahr Essalam Ph. 2	Libya	yes	2H18	70	50%	Liquids/gas
Baltim SW (Barakish)	Egypt	yes	2H19	20	50%	Gas
West Hub (Vandumbu)	Angola	yes	2H19	<10	37%	Liquids

Start ups post 2020	country	op	start up	Equity peak (kboed)	Working Interest	Liquids/Gas
Argo Cluster	Italy	yes	>2020	<10	60%	Gas
Marine XII Full Field	Congo	yes	>2020	30	65%	Liquids
Coral FLNG	Mozambique	yes	>2020	50	50%	Gas
Johan Castberg	Norway	no	>2020	55	30%	Liquids
Mamba T1-T2	Mozambique	yes	>2020	135	50%	Gas
Merakes	Indonesia	yes	>2020	30	85%	Gas
Bonga SW	Nigeria	no	>2020	20	10%	Liquids
Karachaganak EP	Kazakhstan	yes	>2020	40	29%	Liquids/Gas
Kashagan CC01	Kazakhstan	no	>2020	15	17%	Liquids/Gas
Loango	Congo	yes	>2020	<10	43%	Liquids
A-E structures	Libya	yes	>2020	70	50%	Liquids/Gas
Perla ph2	Venezuela	yes	>2020	85	50%	Gas
Mamba next trains	Mozambique	yes	>2020	>100	50%	Gas
Coral Phase 2	Mozambique	yes	>2020	50	50%	Gas