



NEW YORK INVESTOR DAY

10 April 2018

Disclaimer

This document contains forward-looking statements regarding future events and the future results of Eni that are based on current expectations, estimates, forecasts, and projections about the industries in which Eni operates and the beliefs and assumptions of the management of Eni. In addition, Eni's management may make forward-looking statements orally to analysts, investors, representatives of the media and others. In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on capital, risk management and competition are forward looking in nature. Words such as 'expects', 'anticipates', 'targets', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', variations of such words, and similar expressions are intended to identify such forward-looking statements. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties, and assumptions that are difficult to predict because they relate to events and depend on circumstances that will occur in the future. Therefore, Eni's actual results may differ materially and adversely from those expressed or implied in any forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, those discussed in Eni's Annual Reports on Form 20-F filed with the U.S. Securities and Exchange Commission (the "SEC") under the section entitled "Risk factors" and in other sections. These factors include but are not limited to:

Fluctuations in the prices of crude oil, natural gas, oil products and chemicals;

- Strong competition worldwide to supply energy to the industrial, commercial and residential energy markets;*
- Safety, security, environmental and other operational risks, and the costs and risks associated with the requirement to comply with related regulation, including regulation on GHG emissions;*
- Risks associated with the exploration and production of oil and natural gas, including the risk that exploration efforts may be unsuccessful and the operational risks associated with development projects;*
- Uncertainties in the estimates of natural gas reserves;*
- The time and expense required to develop reserves;*
- Material disruptions arising from political, social and economic instability, particularly in light of the areas in which Eni operates;*
- Risks associated with the trading environment, competition, and demand and supply dynamics in the natural gas market, including the impact under Eni take-or-pay long-term gas supply contracts;*
- Laws and regulations related to climate change;*
- Risks related to legal proceedings and compliance with anti-corruption legislation;*
- Risks arising from potential future acquisitions; and*
- Exposure to exchange rate, interest rate and credit risks.*

Any forward-looking statements made by or on behalf of Eni speak only as of the date they are made. Eni does not undertake to update forward-looking statements to reflect any changes in Eni's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based. The reader should, however, consult any further disclosures Eni may make in documents it files with or furnishes to the SEC and Consob.



Eni Investor day New York



1

2014-17 COMPANY POSITIONED FOR A LOWER SCENARIO

2

2018-21 VALUE EXPANSION IN ALL BUSINESSES

3

FINANCIAL PLAN AND DISTRIBUTION POLICY

COMPANY POSITIONED FOR A LOWER SCENARIO



TRANSFORMATION
into a fully integrated O&G



UPSTREAM
enhancement



MID-DOWNSTREAM
restructuring



FINANCIAL
resilience



FIT to GROW

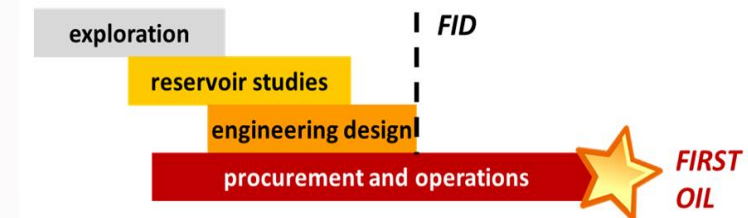
UPSTREAM enhancement

Dual
EXPLORATION

Cash in from disposal
since 2013

\$ 10.3 bln

Integrated
MODEL

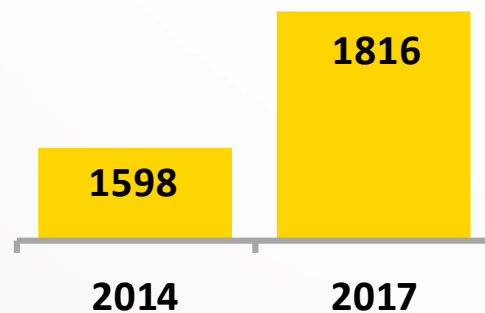


NPV of Projects
from exploration since 2014

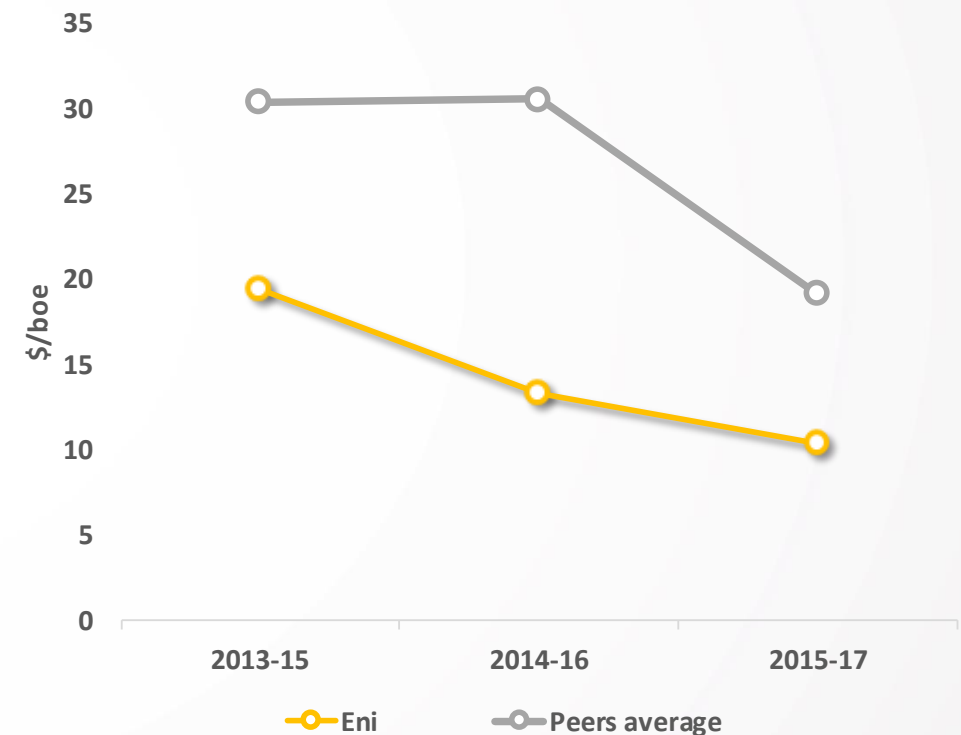
\$ 8.8 bln

Production
RECORD

kboed



F&D Costs | \$/boe



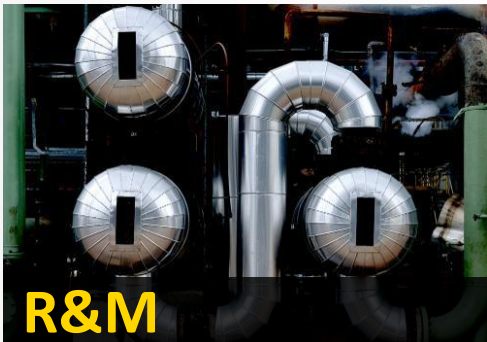
Peers: BP, RDS, CVX, TOT, STO, APC, MRO



MID-DOWNSTREAM restructuring



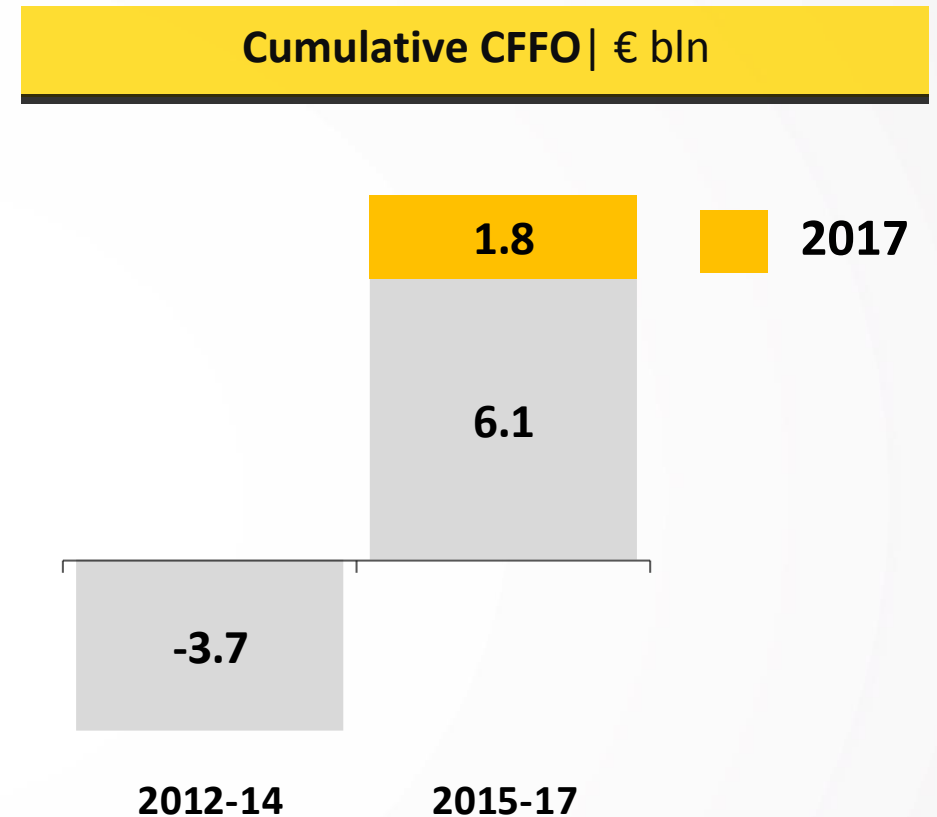
- Structurally underlying positive
- Long-term contracts alignment to market level
- Take or Pay recovery
- Cost reduction



- Production efficiency
- Logistics rationalization
- 2 sites converted to bio- plants
- Halved refining breakeven



- Consolidation of industrial footprint
- Focus on differentiated products
- International development



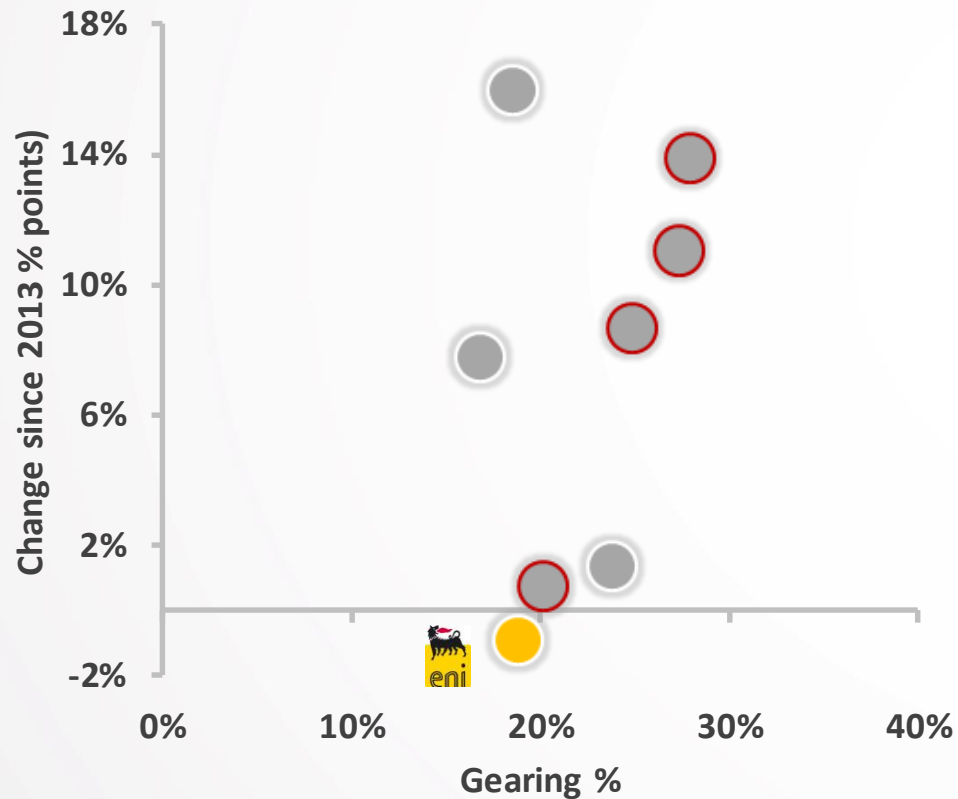
**Δ CFFO 2015-2017
vs 2012-2014**

~€ 12 bln

FINANCIAL discipline

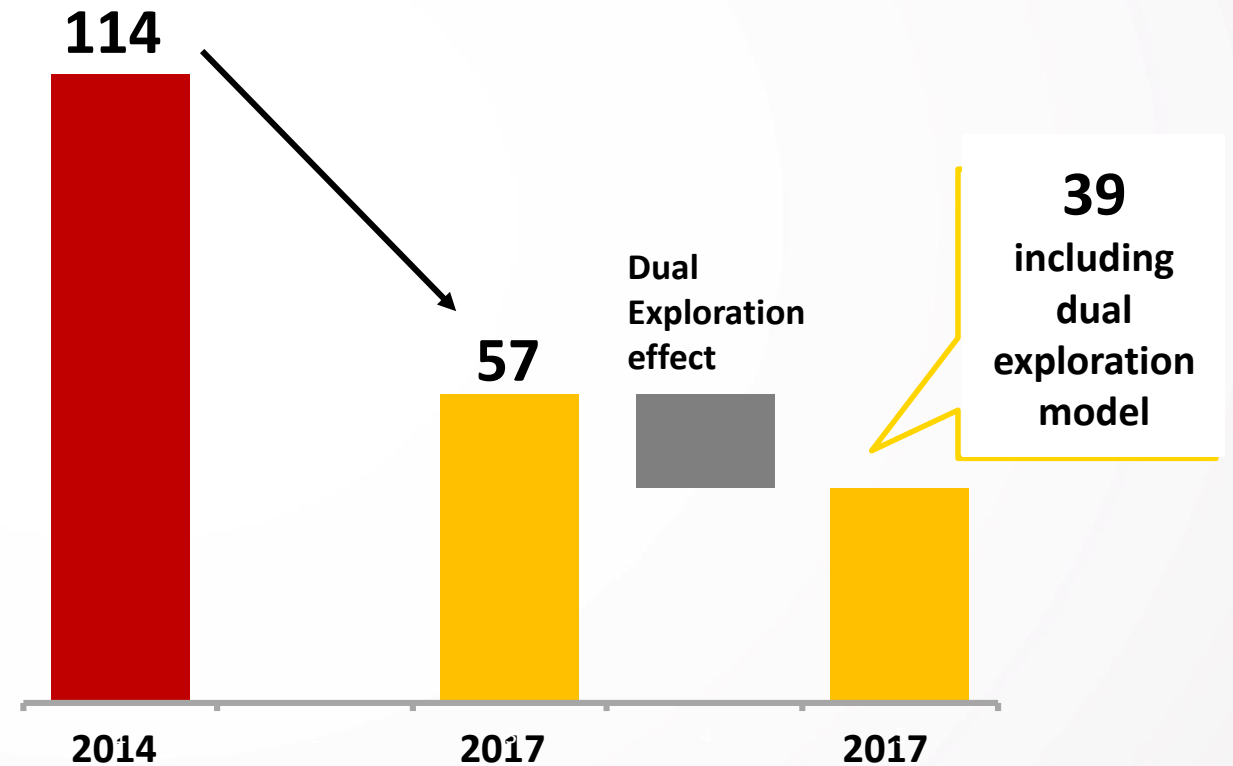
GEARING

● Peers adopting scrip dividend



DIVIDEND CASH NEUTRALITY* | \$/bbl

WHILE PRESERVING BUSINESS GROWTH



Peers: Total, Chevron, Statoil, BP, Shell, ConocoPhillips, Exxon

* Organic coverage of Capex and Dividend through CFFO





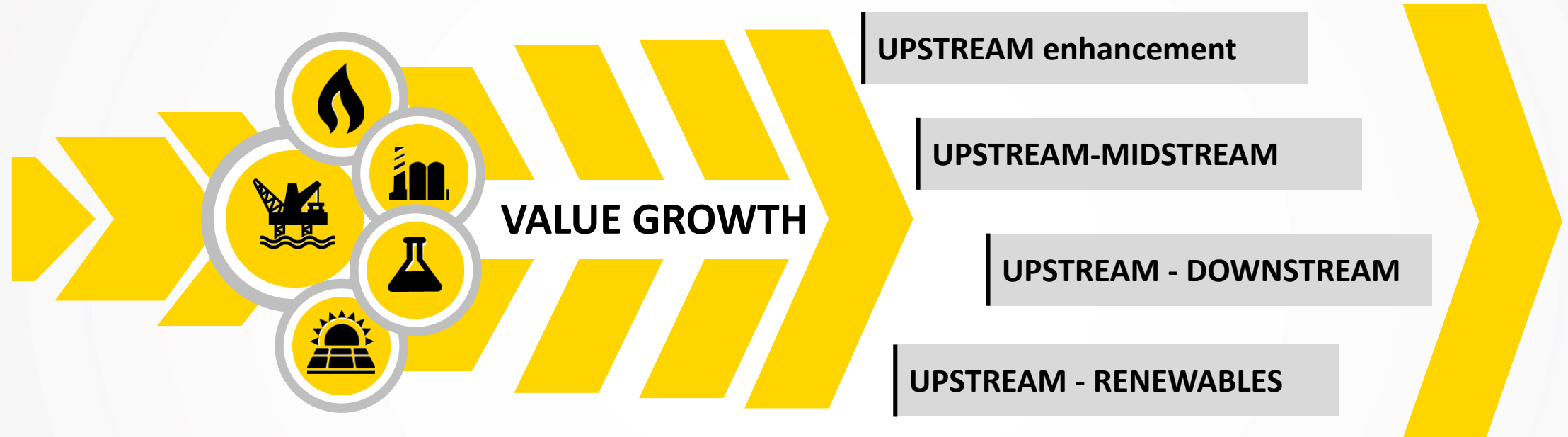
2018-21 VALUE EXPANSION IN ALL BUSINESSES

3

FINANCIAL PLAN AND DISTRIBUTION POLICY

Eni strategic evolution

BUSINESS INTEGRATION along the value chain



EFFICIENCY



FINANCIAL DISCIPLINE



DECARBONIZATION PATH
& GREEN ENERGIES



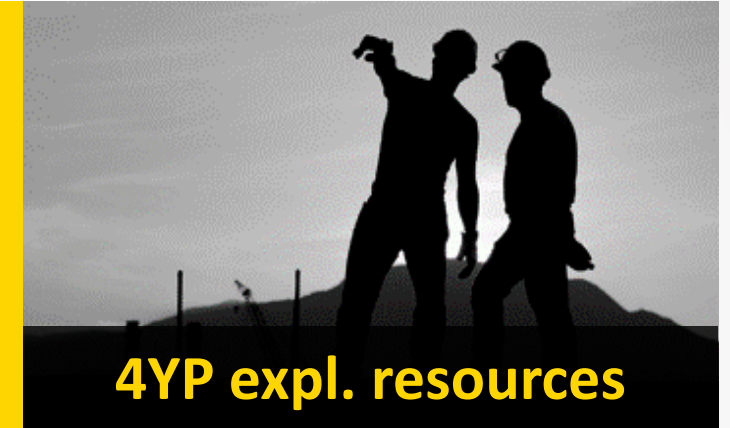
DIGITALIZATION &
INNOVATION

Upstream key targets in the 4YP



3.5%
organic

2 bln
boe

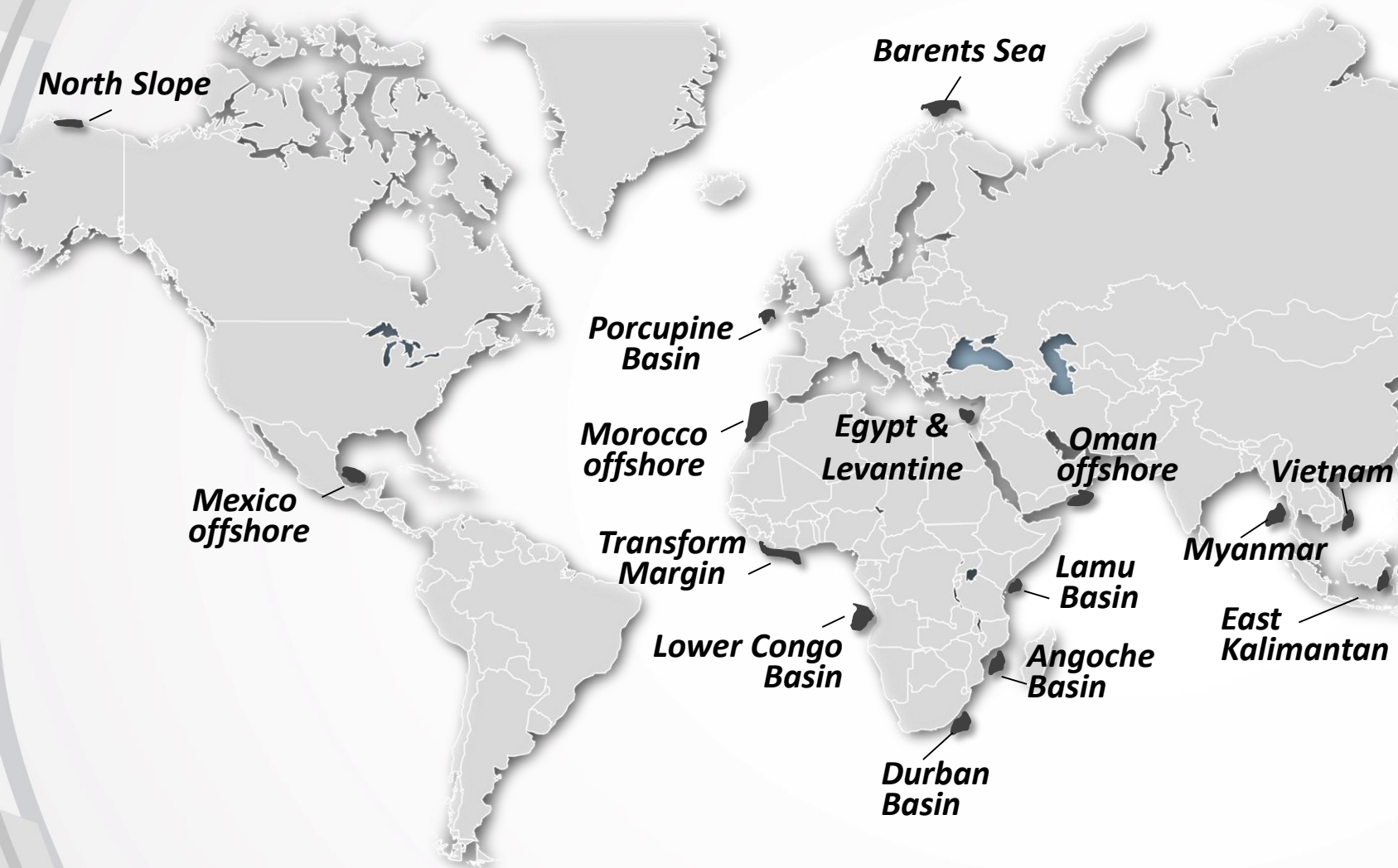


~40
\$/bbl

22
€ bln



A global range of exploration opportunities



Net Acreage



100

Mln acres
at YE 2017

Equity Risked Potential



10

bln boe

4YP Spending *



3.5

€ bln

* Including G&G costs

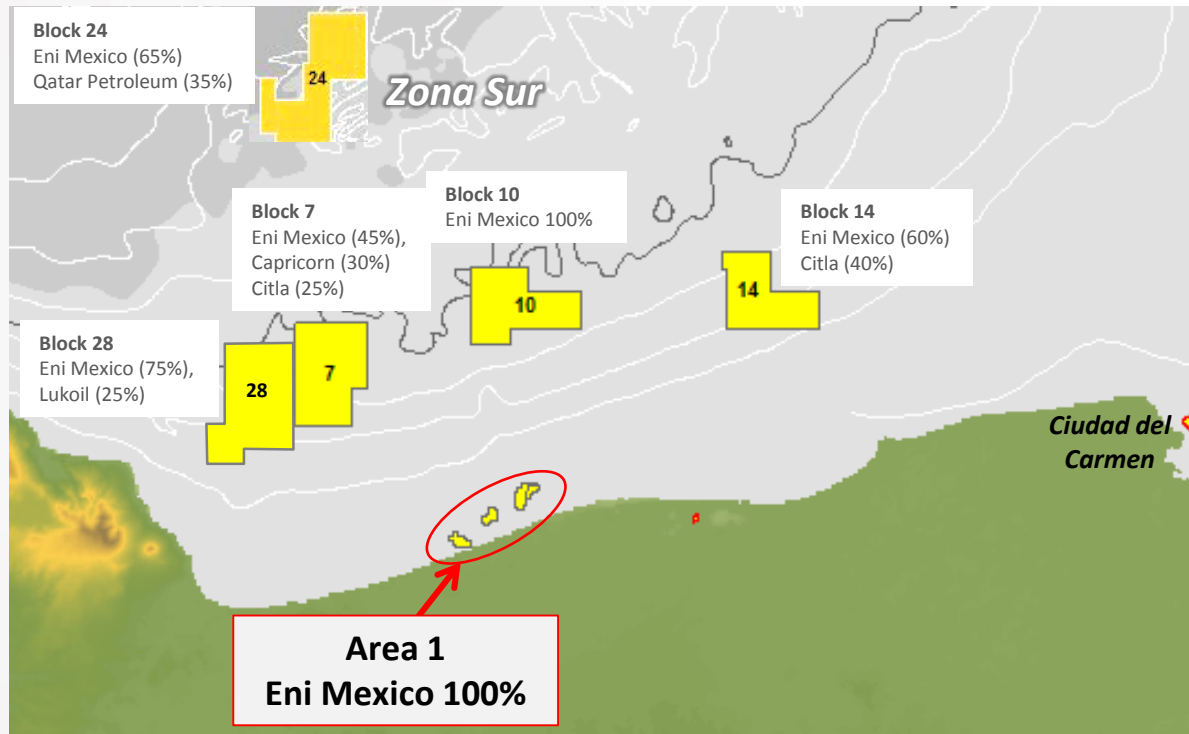
4YP EXPLORATION TARGET

2 BILLION BOE EQUITY



Mexico: the power of exploration

A rapidly-growing / high-quality portfolio, coupled with a fast track development of material resources



Area 1

- Eni Operator with 100% working interest
- Fields: Amoca, Miztón, Tecoalli
- Shallow water
- 2 Billion boe OHIP (+ 1.2 vs original estimate)
- Progress: PoD under authorization
- Production start-up: 1H 2019
- Plateau 100%: 90 kboed @2022

New blocks recently acquired in Sureste – Cuenca Salina Basin

- Operator of **Blocks 7, 10, 14, 28** in Campeche Bay
- Operator of Deep Water **Block 24**
- Two exploration wells planned in 1H 2019 in the new blocks

High Prospectivity

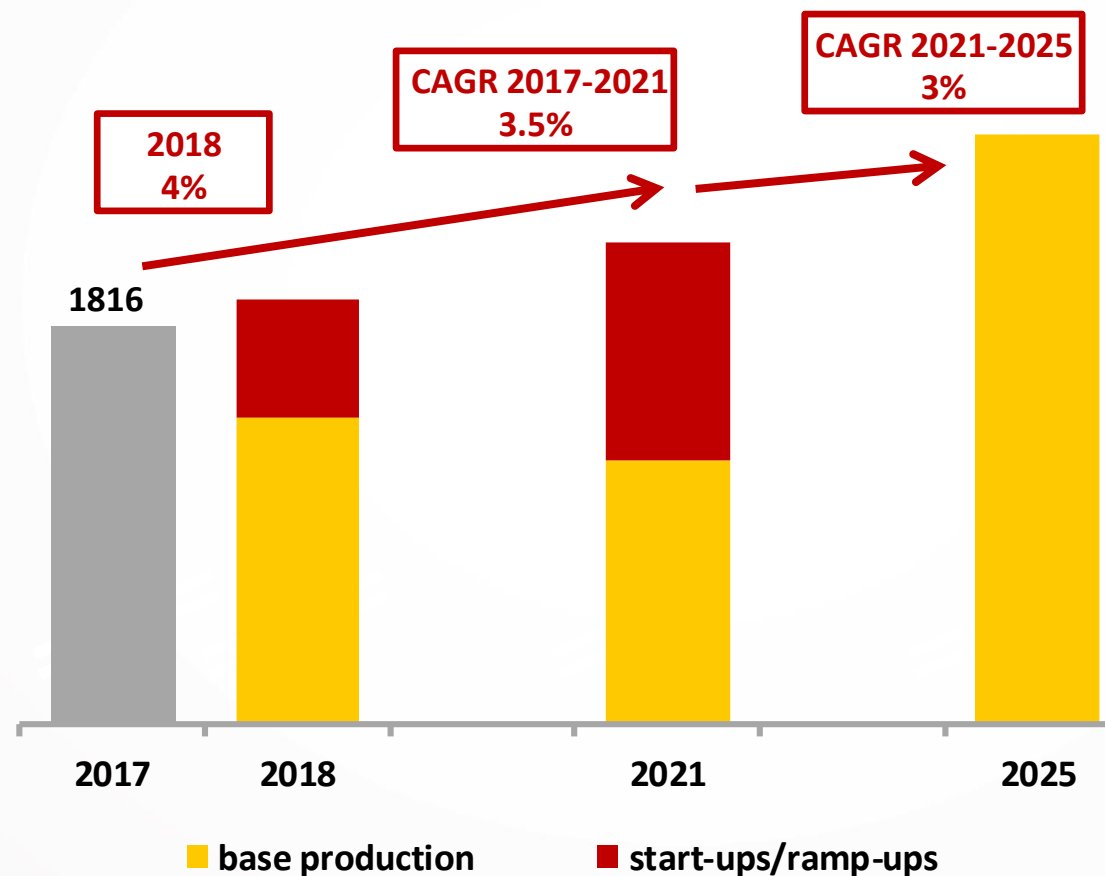
Low cost development

Ramp-ups and start-ups driving growth

MAIN ONSTREAM PROJECTS

- Zohr
- Jangkrik Complex
- Nidoco Ph. 2/3
- East Hub
- OCTP Oil
- Nenè Ph. 2A
- CAFC
- Abu Dhabi fields

OIL & GAS PRODUCTION | kboed



15 MAJOR START-UPS

2018

- OCTP Gas
- West Hub - Ochigufu
- Bahr Essalam Ph.2
- Wafa Compression

2019

- Area 1 Mexico
- Baltim SW (Barakish)
- West Hub - Vandumbu
- Trestakk

2020

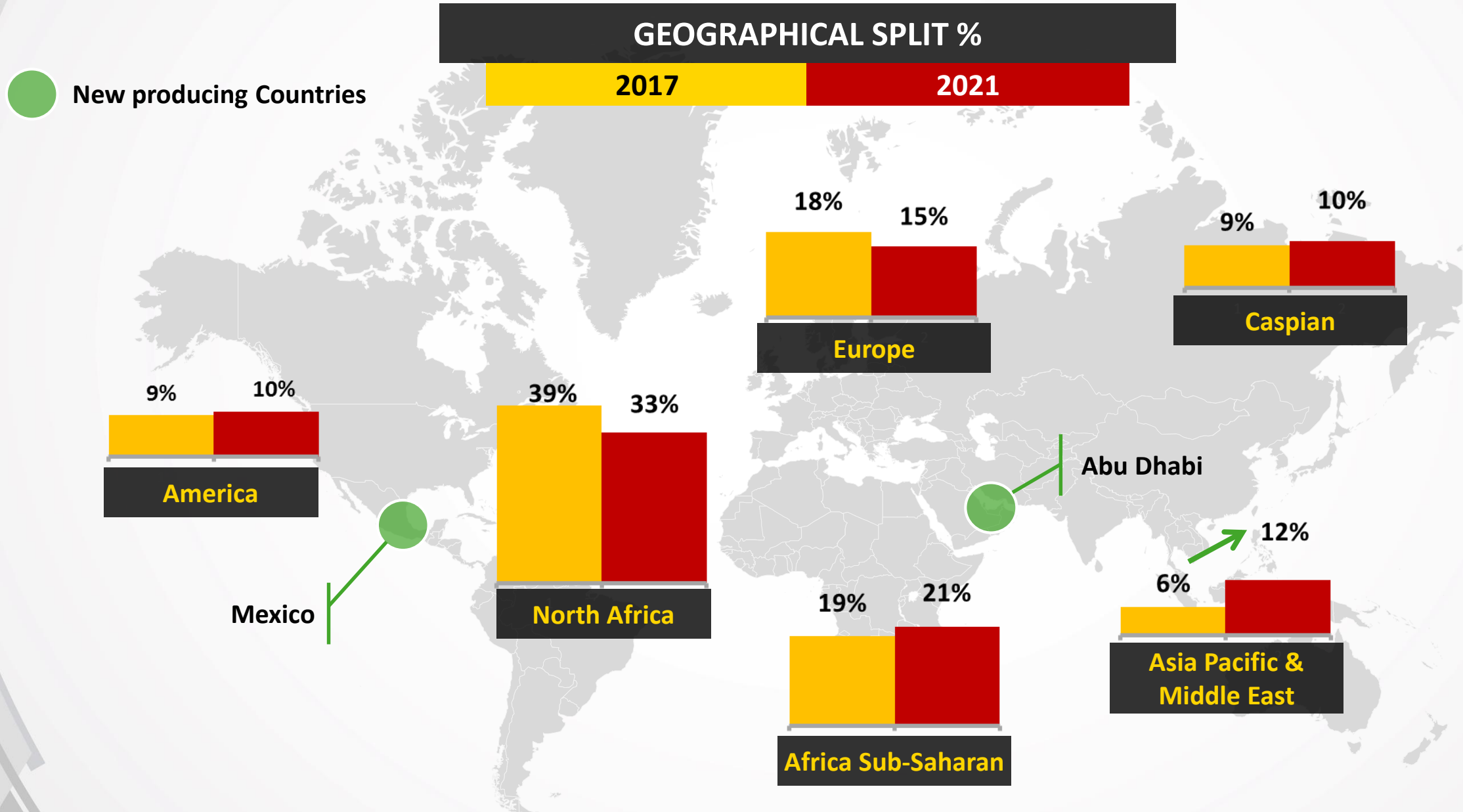
- Nenè ph. 2B
- Smorbukk North
- Cassiopea
- KPC Debottlenecking
- BRN New Pipeline
- Merakes

2021

- Melehia deep Ph. 2



Production trends



Asia Pacific & Middle East: an expanding high-potential area

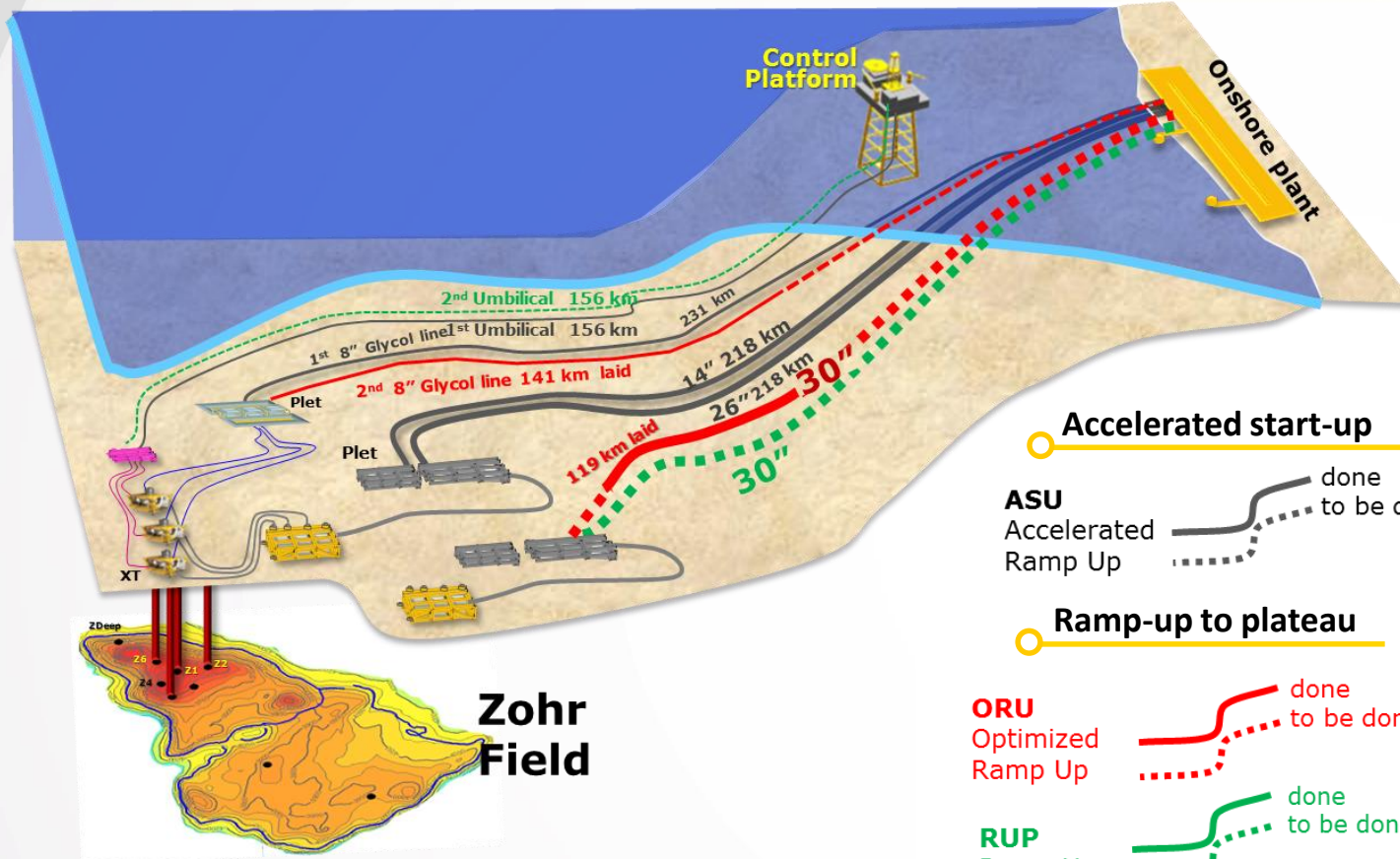
Asia Pacific and Middle East
Production contribution @ 2021

>250 kboed

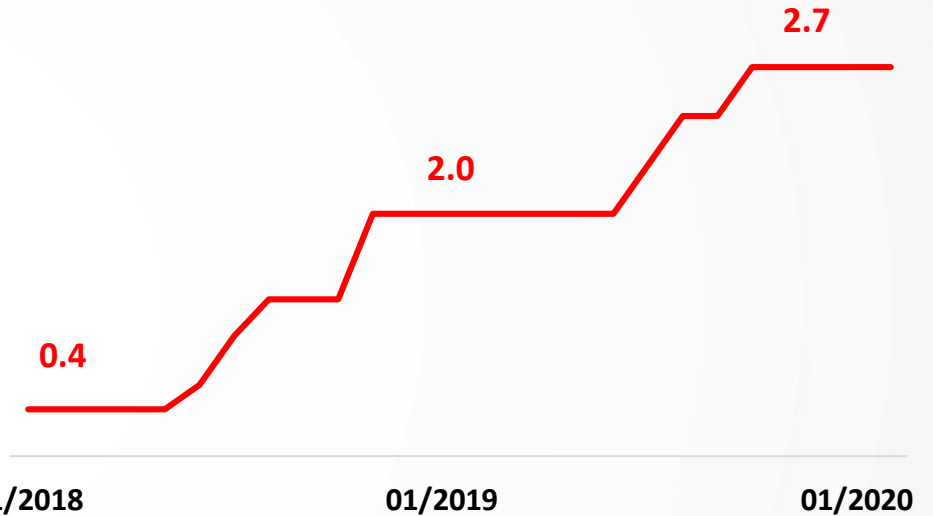
Exploration activity



Zohr is ramping up



RAMP UP BCF/D



Accelerated start-up

ASU
Accelerated
Ramp Up

done
to be done

Ramp-up to plateau

ORU
Optimized
Ramp Up

done
to be done

RUP
Ramp Up

done
to be done

Accelerated start-up

- 6 wells + 26" line + 14" line
- 1 control platform + 1 umbilical
- New onshore plant (EPF + 3 trains)
- Current gross production: 400 Mcfd

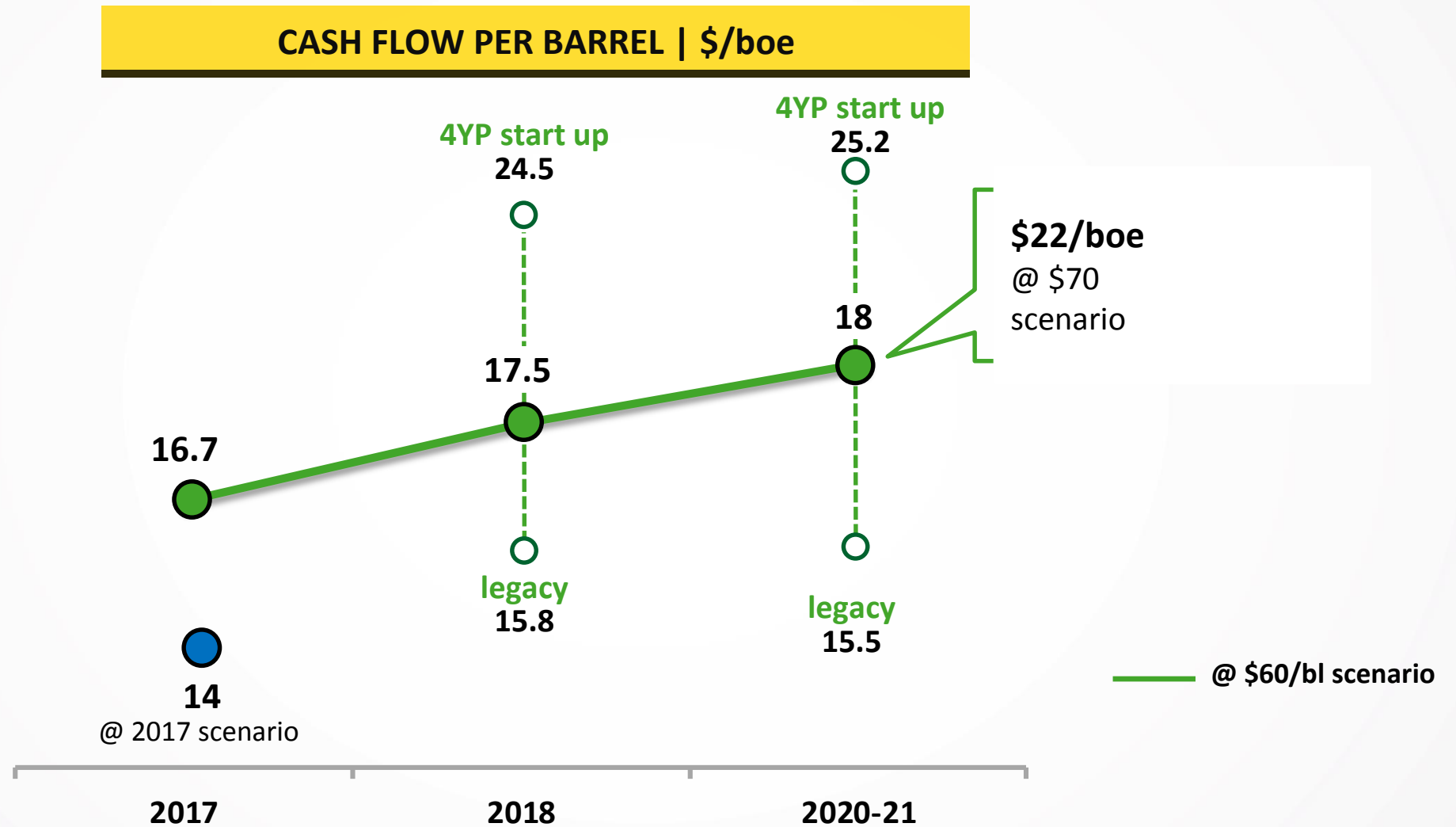
Ramp-up to plateau

- 14 additional wells + 2x30" export lines
- 1 umbilical
- Onshore plant extension (4 trains)
- Gross Plateau 2.7 Bcfd by 2019

Plateau Extension

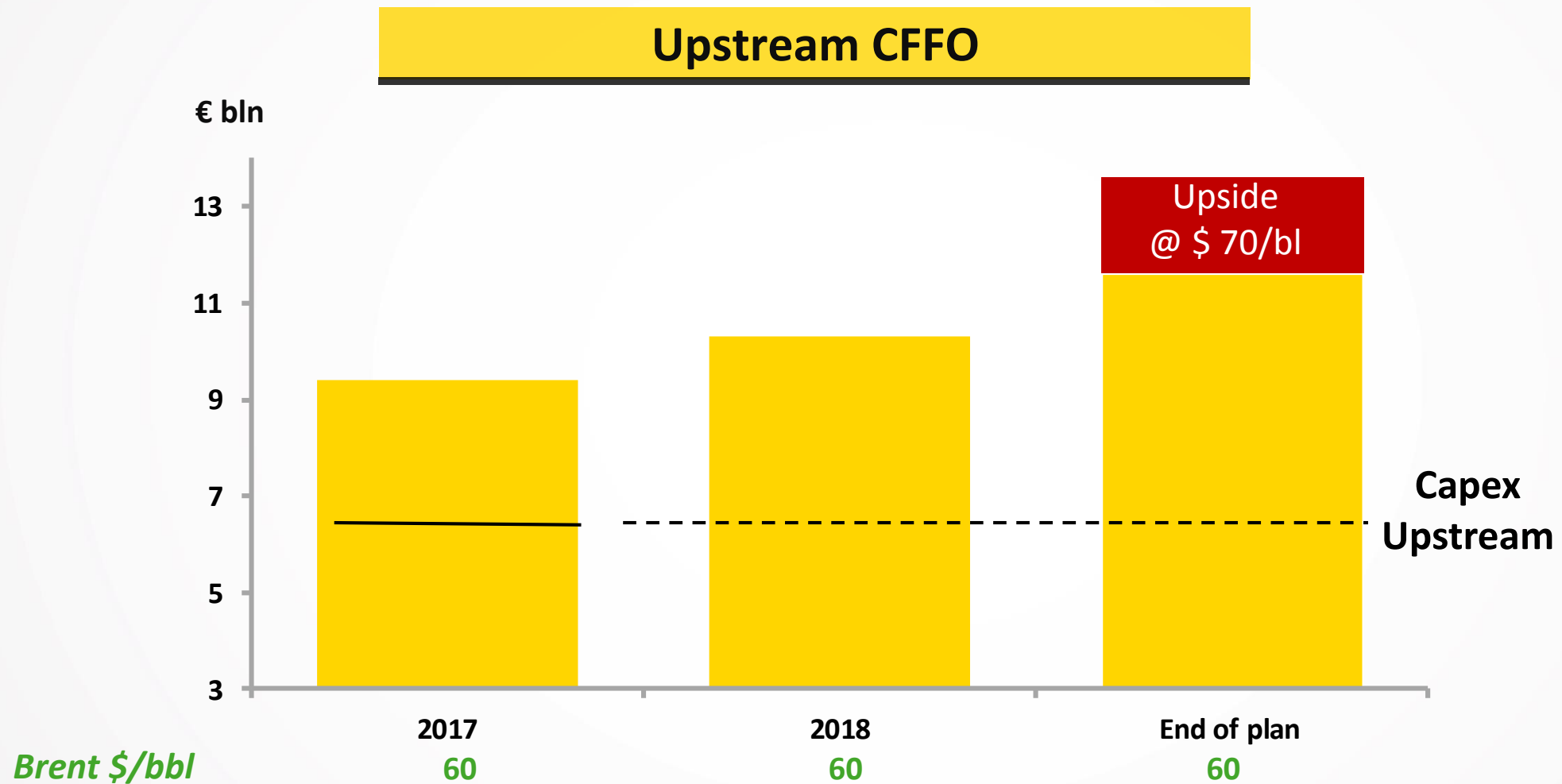
- 5 additional wells + 2x30" export lines
- 1 umbilical
- Onshore compression
- Total of 8 gas treatment trains

Value expansion of production growth



HIGH QUALITY LONG TERM CASH FLOW

The rise of upstream cash flow



FULL COVERAGE OF DIVIDEND WITH UPSTREAM FCF

Mid-downstream key targets



2
€ bln

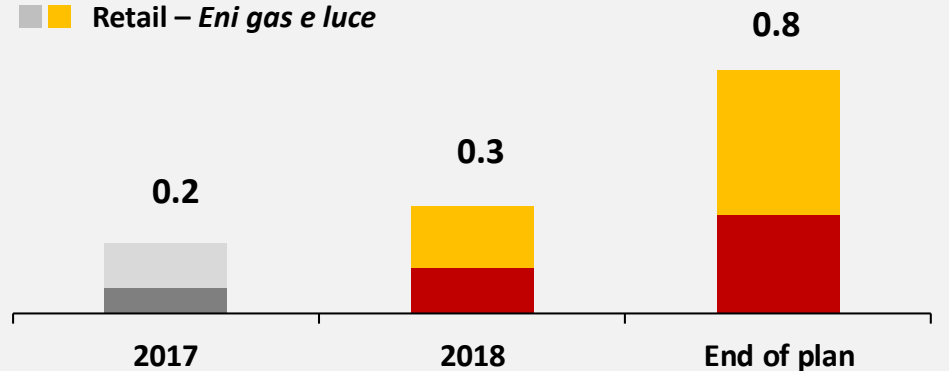
4.7
€ bln



Gas & Power - bigger and stronger

EBIT | € bln

■ Gas & LNG Marketing and Power
■ Retail – *Eni gas e luce*



FCF 2018-21

€ 2.4 bln

Gas & LNG Marketing and Power



- **Integration** with upstream
- Focus on **Asia and new markets**
- 2025 contracted volumes: **14 MTPA**
- **Contract modernization** with key gas suppliers
- **Maximizing returns** from power assets in Italy

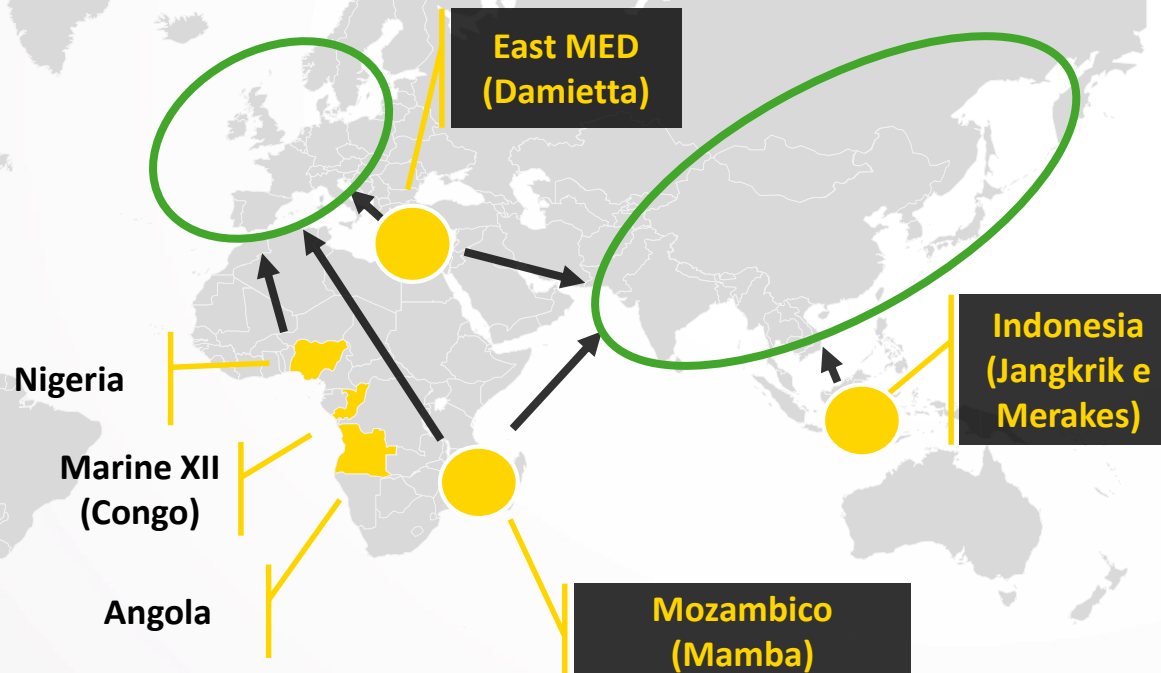
Retail



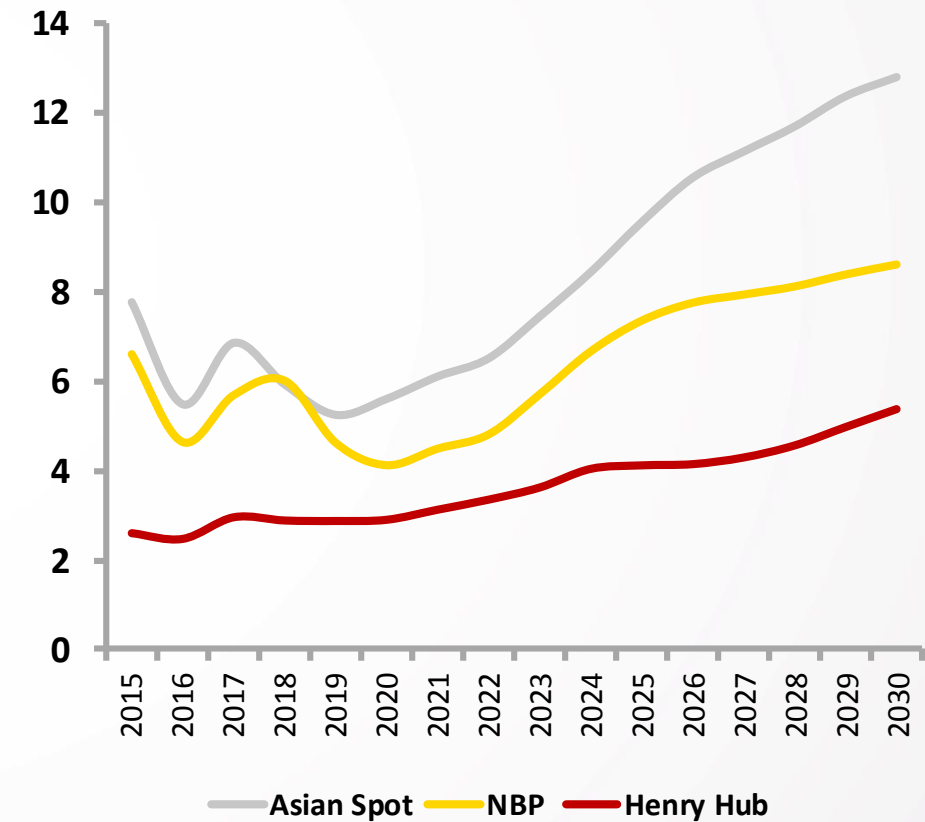
- **2021 clients: 11 mln** (+25% vs 2017)
- Focus on **high-growth customer-tailored services**

G&P and Upstream integrated projects

- New integrated projects
- Sales Destination market



International gas prices | \$/MMbtu

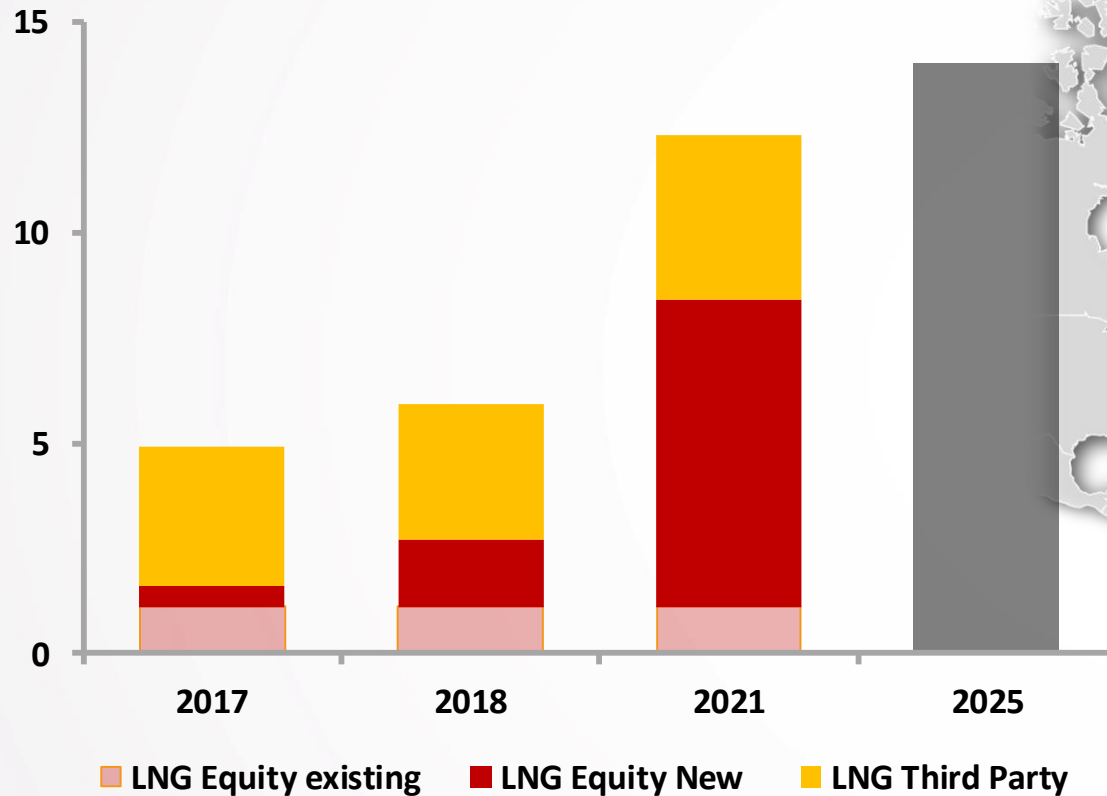


Source: IHS Feb-18

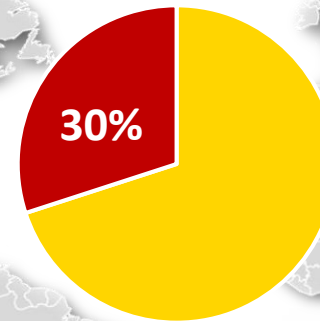


A top player in the LNG market

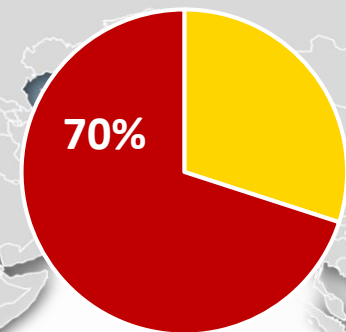
LNG SUPPLY - EQUITY VS THIRD PARTY



2017



2021



■ Equity ■ Third Party

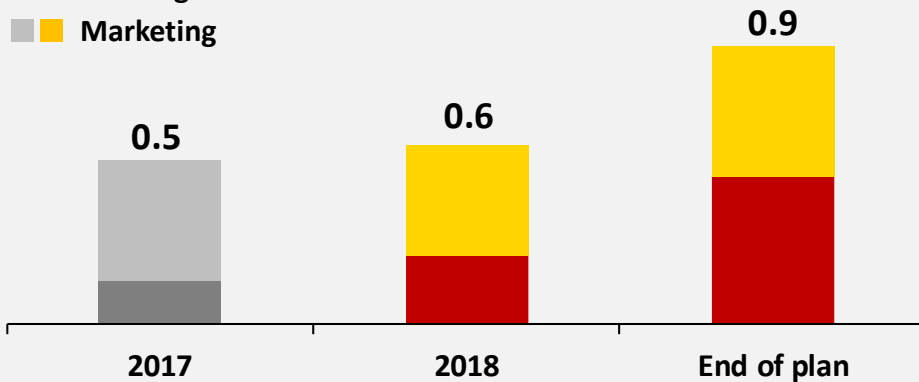
LNG contracted volumes

12 MTPA @ 2021

R&M – leaner and greener

EBIT | € bln

■ Refining
■ Marketing



FCF 2018-21

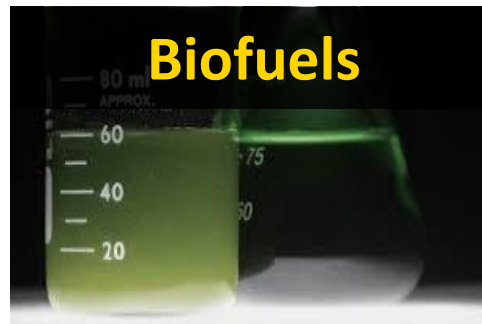
€ 2.1 bln

Refining



- Breakeven margin \$3/bbl end 2018
- Deep conversion **proprietary technology licensing**
- **Asset optimization**

Biofuels



- Venice and Gela plants onstream
- **Ecofining** proprietary technology
- 2021: **1 Mton/y green** production
- **Feedstock diversification** and “circular” economy

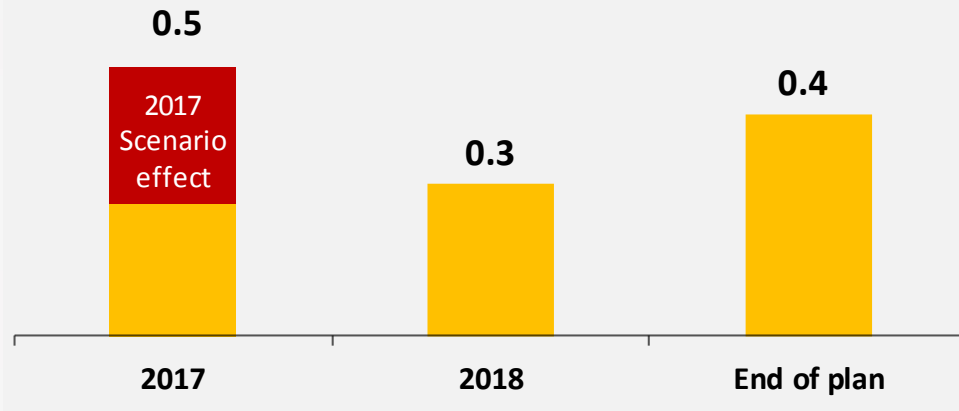
Marketing



- Focus on **wholesale**
- **Digital Transformation** and **Sustainable Mobility**
- **Stable retail market share**

Versalis – an international player

EBIT | € bln



FCF 2018-21

~ € 300 mln

Chemicals



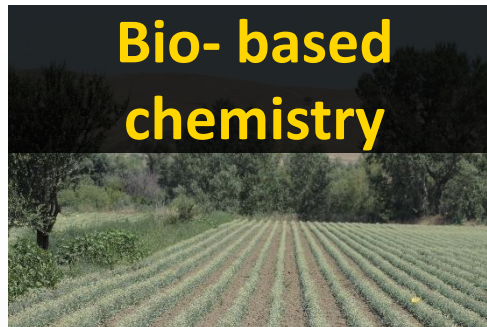
- **Consolidation** industrial footprint
- Strengthening **international presence**
- **Business integration**

Differentiated products



- **New products'** development
- Focus on **high margin products**
- **Acquisitions/partnerships** on new technologies

Bio- based chemistry



- **New industrial platforms** from renewable sources
- **"Circular economy"** projects

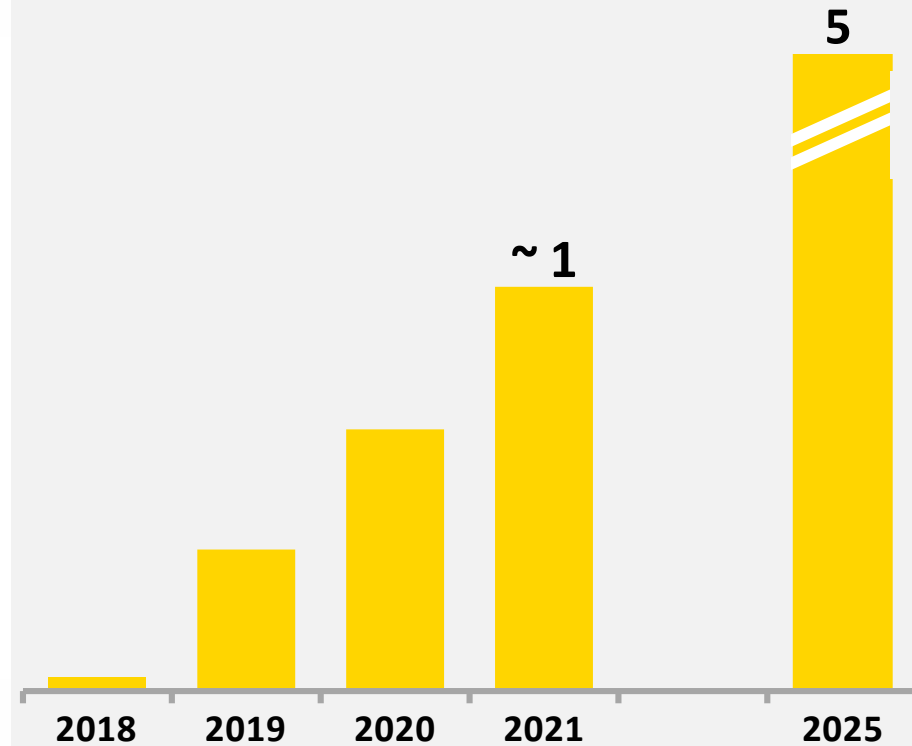
New energy solutions

AN INTEGRATED MODEL



- ✓ Synergies with Eni assets and activities
- ✓ International expansion in Eni Countries
- ✓ Solar, Wind and Hybrid Technologies
- ✓ R&D Deployment

Capacity end year | GWp



4YP CAPEX

€ 1.2 Bln

Digital transformation

2017

2021

BUILD ON OUR SUCCESSFUL DIGITAL HISTORY



INVESTMENT IN
TECHNOLOGY



INTEGRATION WITH
COMPETENCES

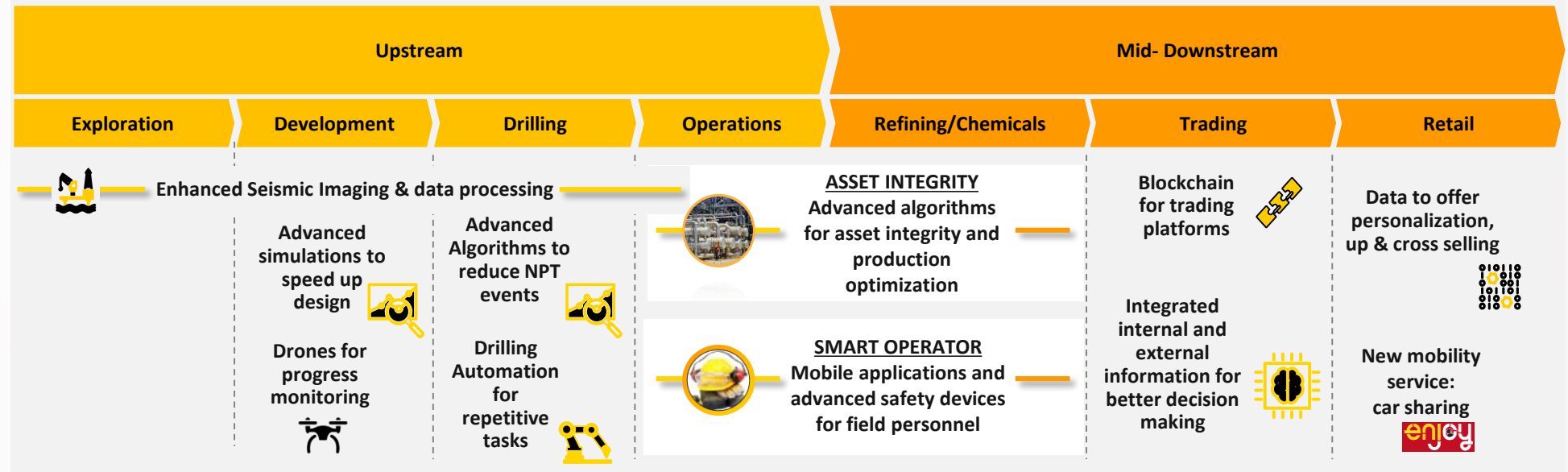


SUBSURFACE
BIG DATA



PROPRIETARY
ALGORITHMS
(SINCE EARLY 2000'S)

DIGITAL ACCELERATION along our value chain



**Green Data Center –
HPC4**

Top 10 World Supercomputer

150+

GLOBAL PROJECTS



Carbon footprint reduction

TARGETS @ 2025

UPS UNITARY
DIRECT EMISSIONS

-43%
vs 2014

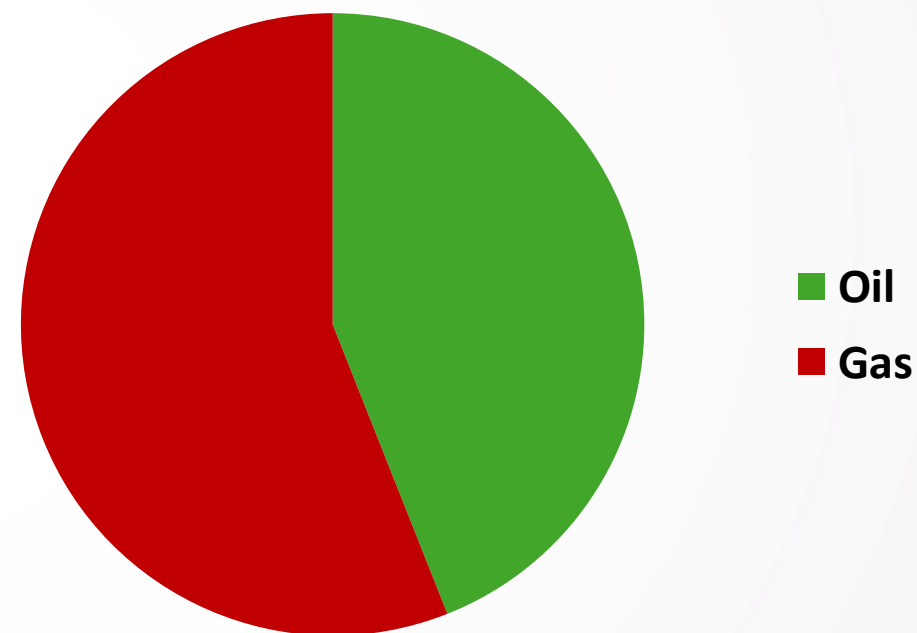
ROUTINE
GAS FLARING

zero

FUGITIVE METHANE
EMISSIONS | MtCH₄

-80%
vs 2014

O&G resources | %

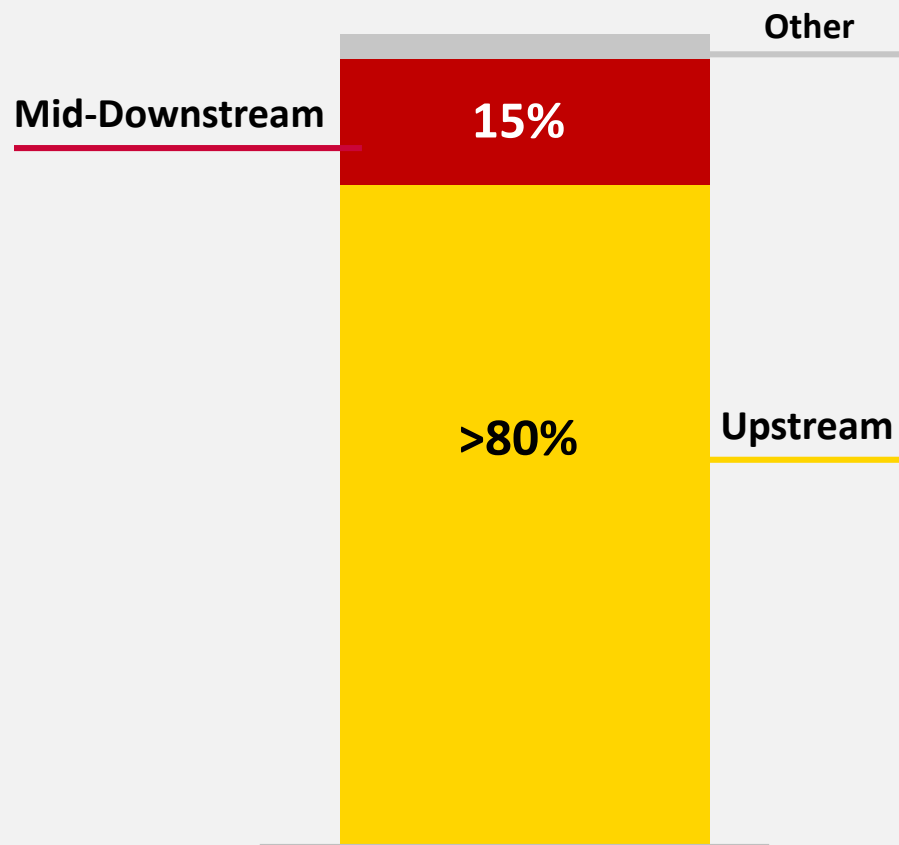




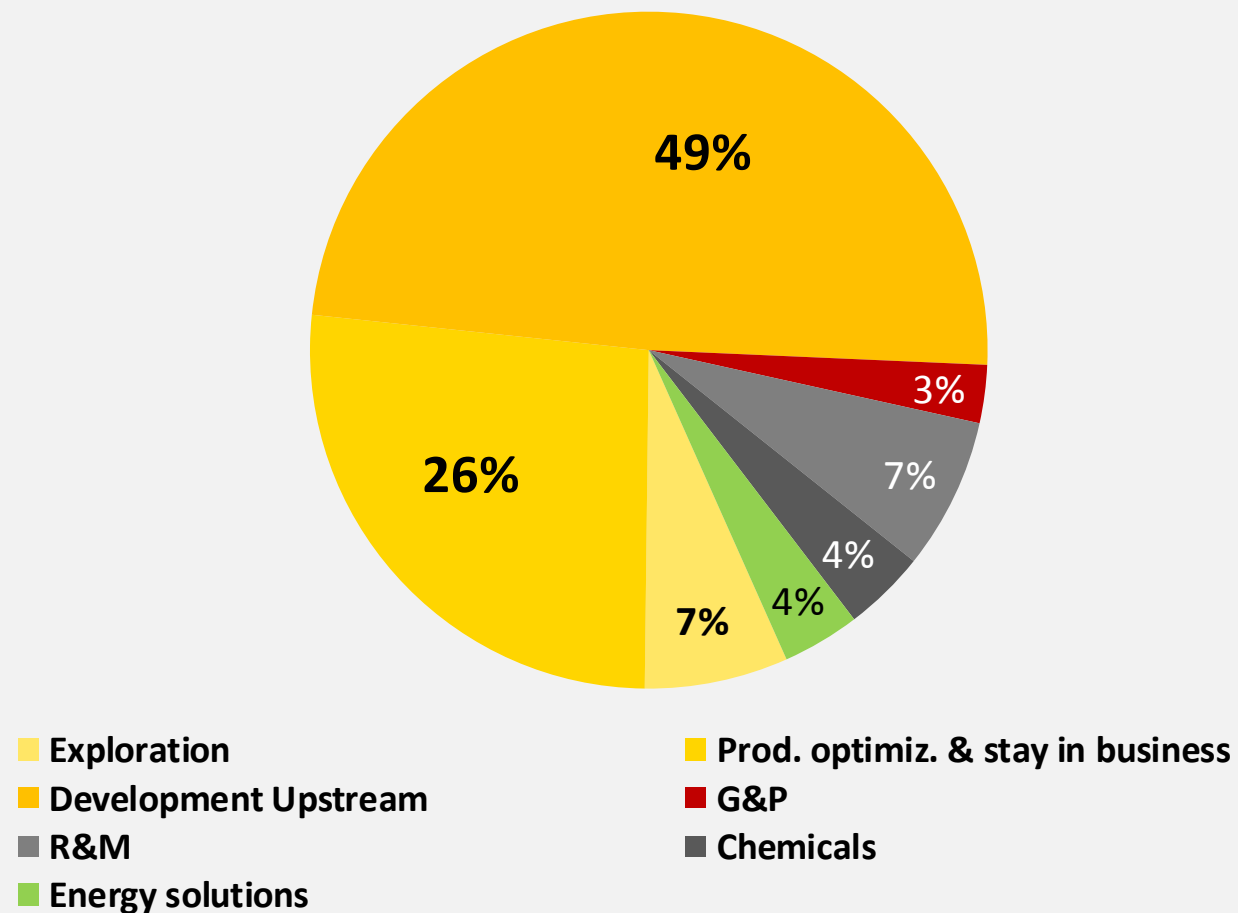
FINANCIAL PLAN AND DISTRIBUTION POLICY

CAPEX Plan

2018 capex: ~ € 7.7 bln

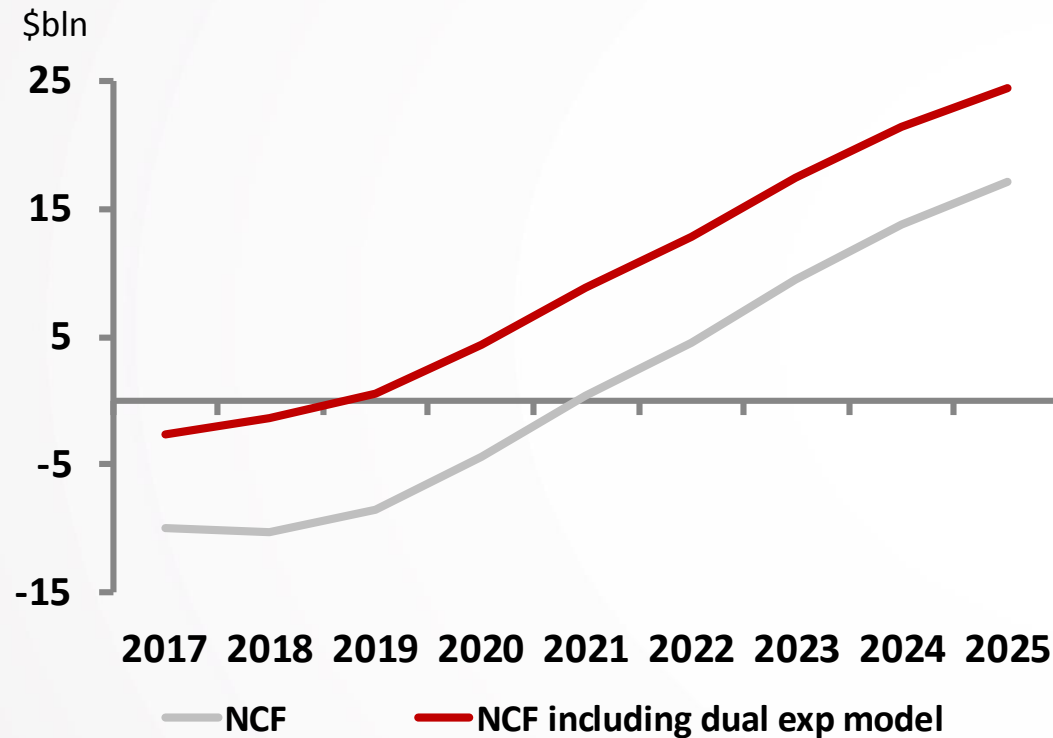


2018-2021 capex: < € 32 bln



Upstream: focus on projects under development

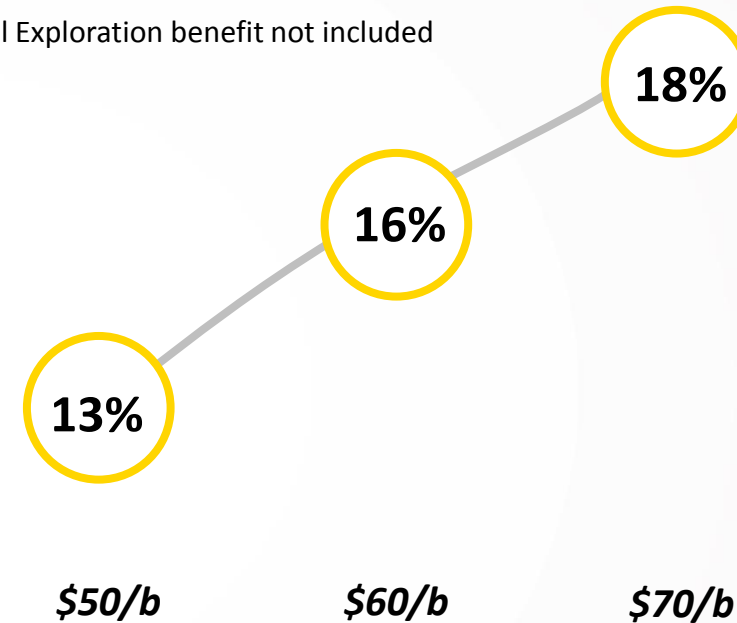
Cumulative Net Cash flow



Anticipated payback

IRR

Dual Exploration benefit not included

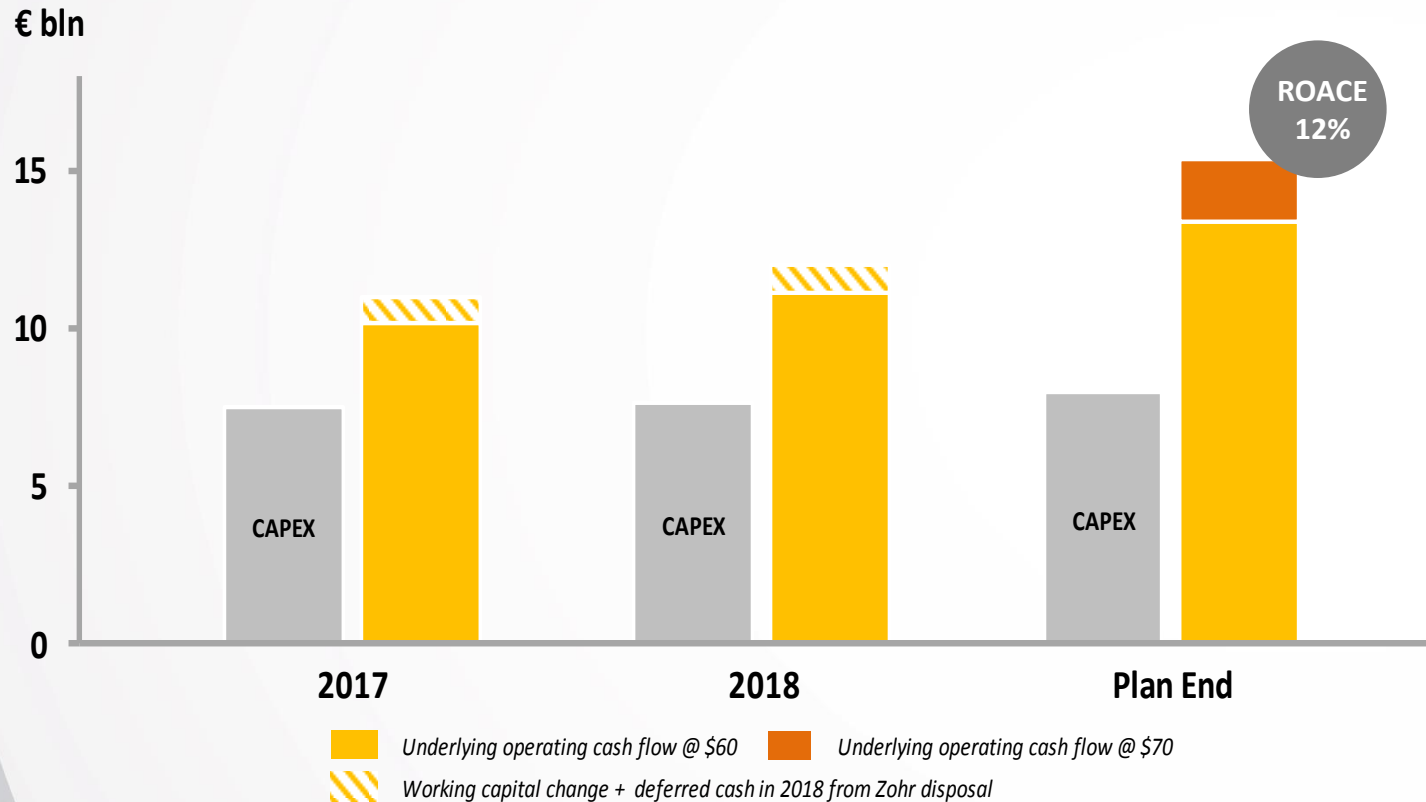


BREAKEVEN

< \$30/bbl

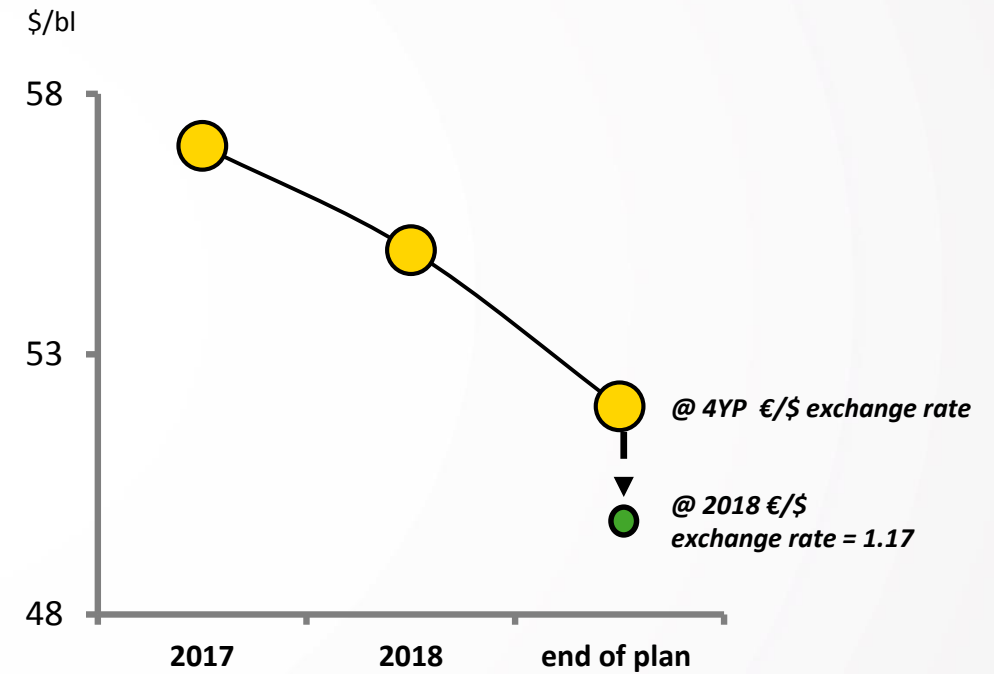
Upside exposure and downside resilience

Free Cash flow



Data @ 1.17 €/€ exchange rate

Cash Neutrality



Remuneration policy and cash allocation

Committed to

DIVIDEND POLICY PROGRESSIVE WITH
UNDERLYING EARNINGS AND **FCF**

€ 0.83 in 2018

+ 3.75 % vs 2017

Preserving

BALANCE SHEET
STRENGTH

Leverage target

0.2 – 0.25

Upside

SHARE
BUY BACK

**Excess cash
distribution**

Conclusions

DEEPER INTEGRATION

High margin growth
in **Upstream**

Sustainable
portfolio

CAPITAL DISCIPLINE

Sizeable and
competitive **LNG**

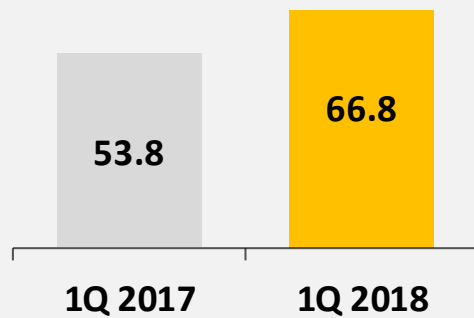
Mid-downstream
upgrade

ENHANCED RETURN TO SHAREHOLDERS

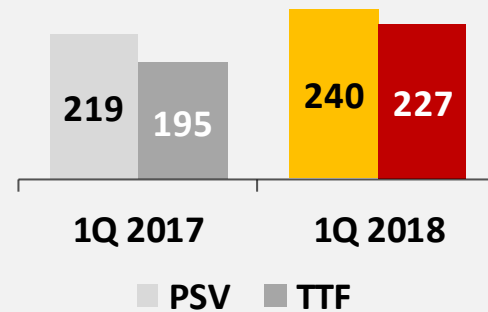


1st Quarter 2018 Preview

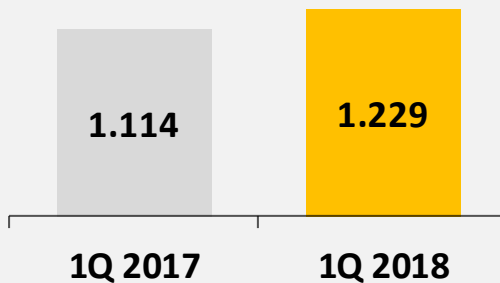
Brent | \$/bbl



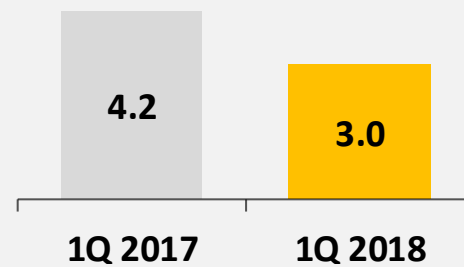
European gas prices | €/kcm



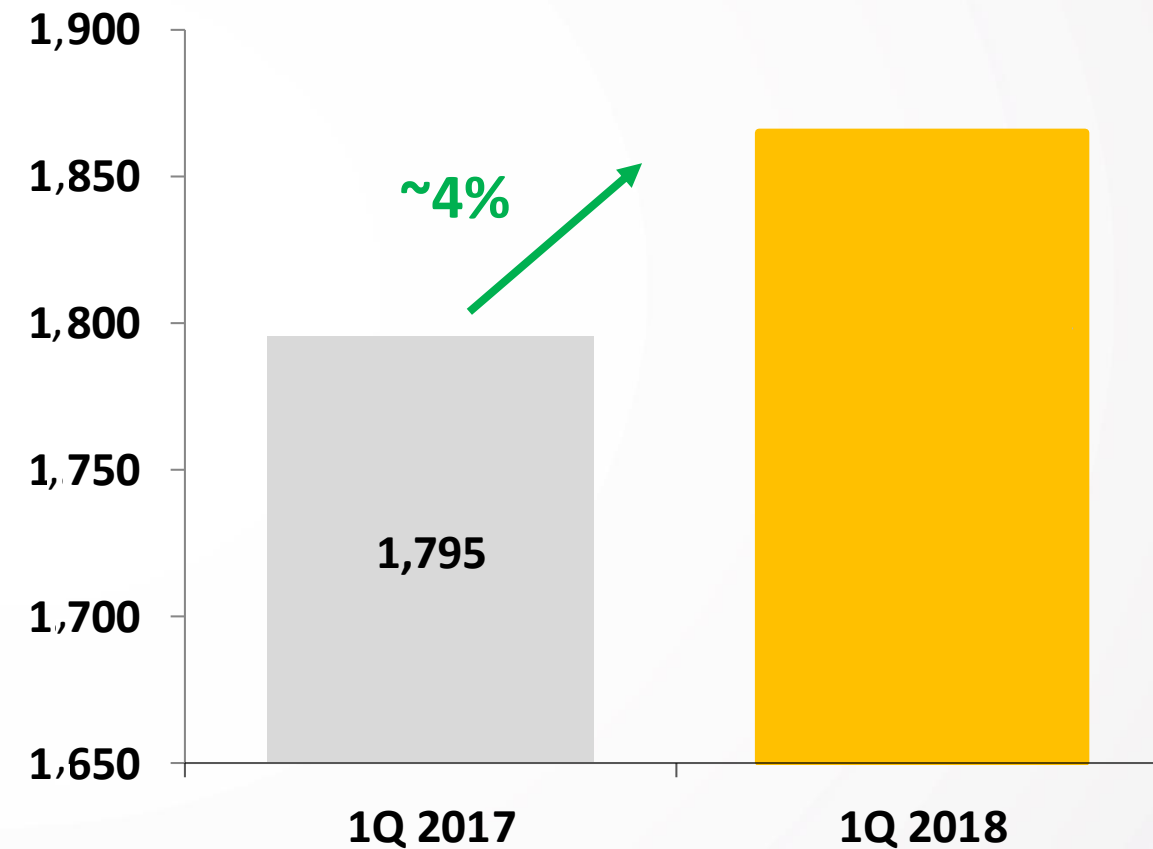
Exchange rate | €/€



Std. Eni Refining Margin | \$/bbl



Oil & Gas Production | kboed





Back up



Assumptions and sensitivity

<u>4YP Scenario</u>	2018	2019	2020	2021
Brent dated (\$/bl)	60	65	70	72
FX avg (\$/€)	1.17	1.18	1.20	1.25
Std. Eni Refining Margin (\$/bl)	5.0	5.0	5.0	5.0
NBP (\$/mmbtu)	5.8	5.6	5.5	5.8
PSV (€/kmc)	188	178	171	175

<u>Sensitivity*</u>	EBIT adj (€ mln)	net adj (€ mln)	FCF (€ mln)
Brent (-1 \$/bl)	-310	-175	-205
Std. Eni Refining Margin (-1 \$/bl)	-160	-115	-160
Exchange rate \$/€ (+0.05 \$/€)	-310	-120	-200

** sensitivity 2018. Sensitivity is applicable for limited variations of prices*

Main start ups 2018-21

OCHIGUFU - ANGOLA



OCTP GAS - GHANA



1H 2018

Wafa Compression – Bahr Essalam ph.2 LIBYA



1H 2018

AREA 1 - MEXICO



1H 2019

BALTIM SW - EGYPT



2H 2019

MERAKES - INDONESIA



2H 2020

WEST HUB - ANGOLA

2H 2019

CASSIOPEA - ITALY

2H 2020

NENÈ PH.2B - CONGO

2H 2020

MELEHIA DEEP - EGYPT

2H 2021



Main start-ups in the 4YP

Main start ups 2018-2021	Country	Op	Start-up	Equity peak in 4 YP kboed	Working Interest	Liquids/Gas
Zohr	Egypt	yes	Achieved 12/2017	200	50%	Gas
West Hub (Ochigufu)	Angola	yes	Achieved 03/2018	<10	37%	Liquids
Wafa Compression	Libya	yes	1H18	25	50%	Liquids/Gas
OCTP Oil+Gas	Ghana	yes	Oil: 5/17 Gas:1H18	49	44%	Liquids/Gas
Bahr Essalam Ph. 2	Libya	yes	1H18	45	50%	Liquids/Gas
Mexico Area 1	Mexico	yes	1H19	60	100%	Liquids
Baltim SW (Barakish)	Egypt	yes	2H19	29	50%	Liquids/Gas
West Hub (Vandumbu)	Angola	yes	2H19	<10	37%	Liquids
Merakes (Jangkrik area)	Indonesia	yes	2H20	50	85%	Gas
Cassiopea	Italy	yes	2H20	16	60%	Gas
Nenè phase 2B	Congo	yes	2H20	14	65%	Liquids
Melehia deep phase 2	Egypt	yes	2H21	<10	100%	Liquids/Gas