



CAPITAL

MARKETS DAY

18 MARCH 2022 CAPITAL

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#### ENI DISTINCTIVE APPROACH

Delivering value through the transition



# PROPRIETARY AND BREAKTHROUGH TECHNOLOGIES

expanding a diversified portfolio of decarbonized products

LEADING EDGE COMPETITIVE BUILDING SCALE

#### **NEW BUSINESS MODELS**

matching business growth with dedicated leadership team and capital structure

LEANER & FIT GROWTH & VALUE-ORIENTED

#### STAKEHOLDER ALLIANCES

partnering and jointly contributing to an inclusive transition

OUR PEOPLE CUSTOMERS INDUSTRIES CITIZENS

#### PROPRIETARY AND BREAKTHROUGH TECHNOLOGIES

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A portfolio of technologies to meet decarbonized energy needs



RENEWABLES & NEW ENERGIES

MAGNETIC FUSION ENERGY STORAGE WAVE ENERGY

on the path to clean and reliable energy



# DECARBONIZED SOLUTIONS

CARBON CAPTURE
UTILIZATION & STORAGE

deploying safe, easy to apply and costeffective solutions for CO2 capture, utilization and storage



# CIRCULAR & BIO PRODUCTS

ADVANCED BIOFUELS BIO-FEEDSTOCK HYDROGEN WASTE VALORIZATION

for a rapid transition to low-carbon mobility and circularity

# NEW BUSINESS MODELS

Through dedicated satellite companies

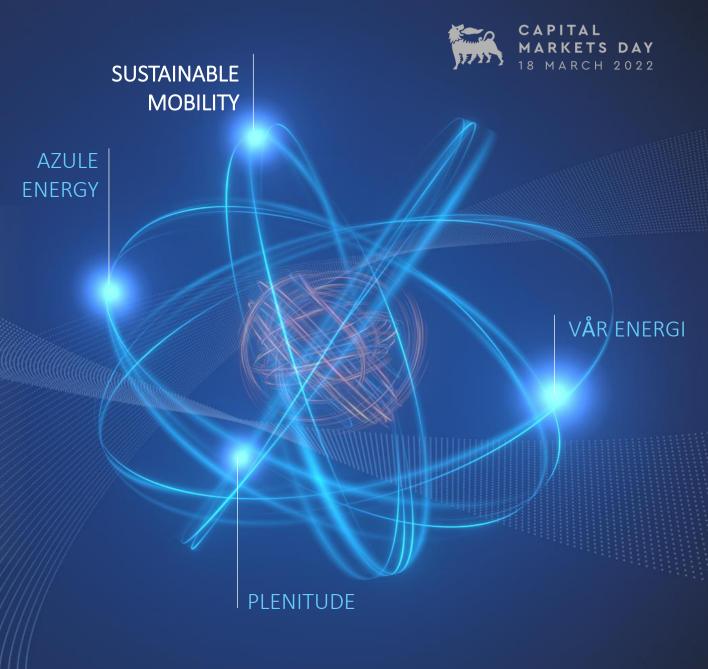
Accelerating growth and decarbonization

Deeper operational focus

Access to diversified capital markets

Tailored capital allocation

Strategic and financial flexibility



#### STAKEHOLDER ALLIANCES

Leveraging a strong network of collaborations





### Our People

>30 thousand people fully engaged in the transition leveraging experience and skills



### Industrial partners

Working with long term industrial partners to help create new low carbon ecosystems



#### Customers

- >10 million customer base supplied with green power and services
- >5 thousand service stations across Europe with ~1.5 million touchpoints per day



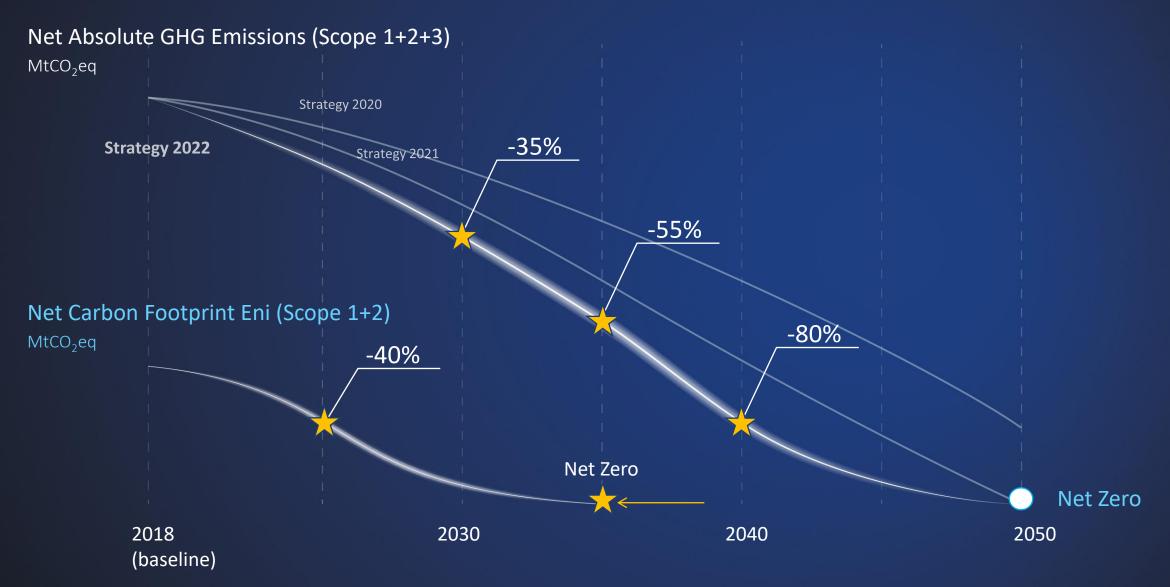
# Communities, Institutions & Citizens

advocating and contributing to a just energy transition

#### TOWARDS A NET ZERO ENERGY BUSINESS



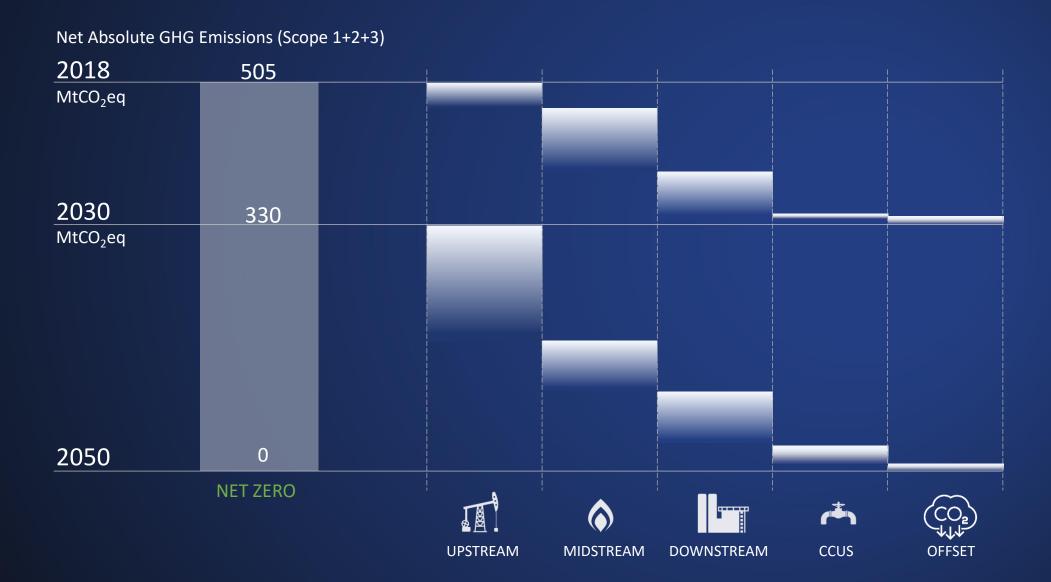
Accelerating our GHG emission reduction targets



### TOWARDS A NET ZERO ENERGY BUSINESS



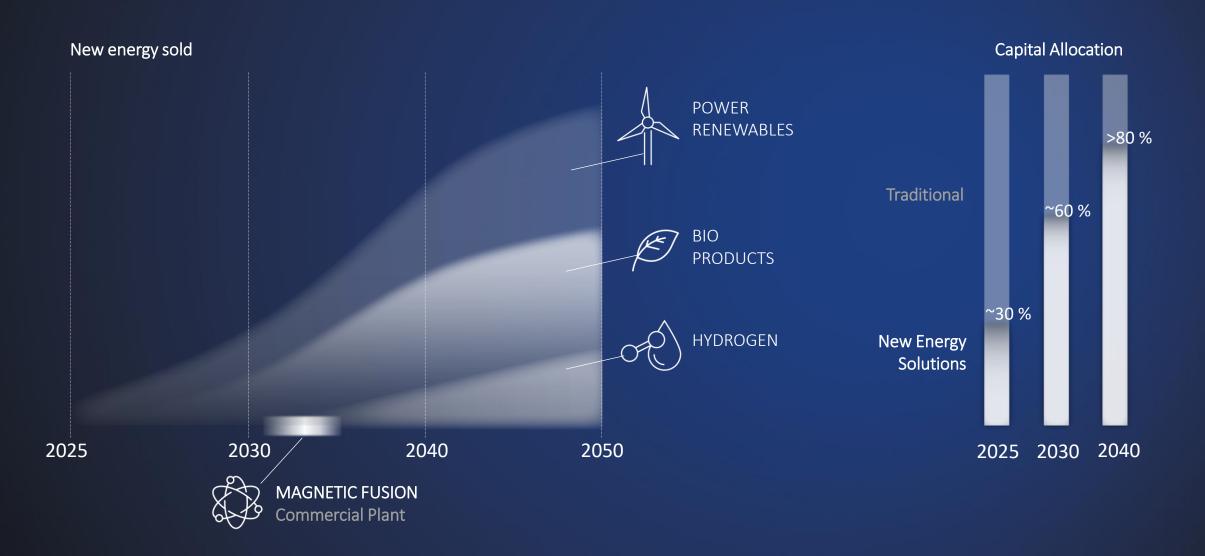
Multiple business levers to reach targets



### NEW ENERGY SOLUTIONS



A growing and balanced new energies and services portfolio





DECARBONIZING
AND ENHANCING
OUR UPSTREAM PORTFOLIO



# **2022-2025 HIGHLIGHTS**



#### **DECARBONIZING AND ENHANCING OUR UPSTREAM PORTFOLIO**



#### **UPSTREAM CAPEX**

€~4.5 BLN

AVERAGE 2022-2025



# UPSTREAM CASH NEUTRALITY

25 \$/BBL

AVERAGE 2022-2025



#### **LNG GROWTH**

>15 MTPA in 2025 CONTRACTED VOLUMES



#### -65% NET SCOPE 1+2

BY 2025 (vs 2018)

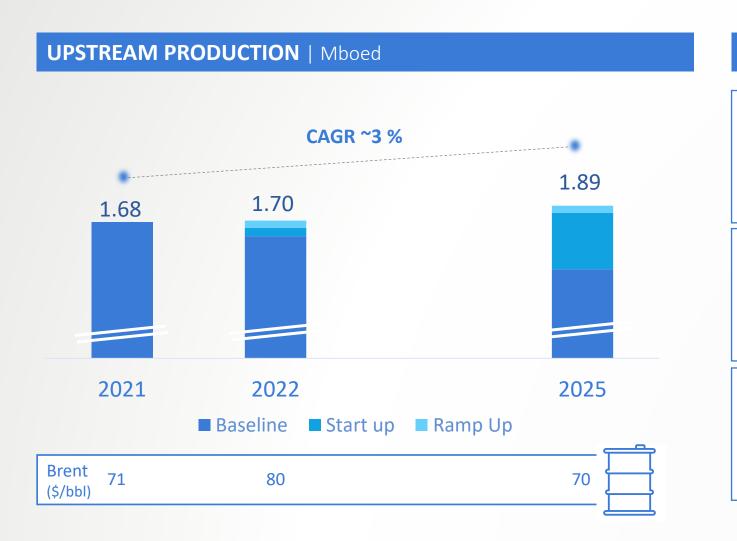
REDUCING BREAKEVEN AND CARBON FOOTPRINT

VEDOCUA DVEVVEAEM VMD CVVDOM LOOLLIVIM L

### **DECARBONIZING UPSTREAM**



# Growing production while reducing carbon footprint



#### **KEY METRICS**

€ 29 Bln

CUMULATIVE FCF 2022-25

€ 4.5 BLN

2022-25 CAPEX AVERAGE PER YEAR

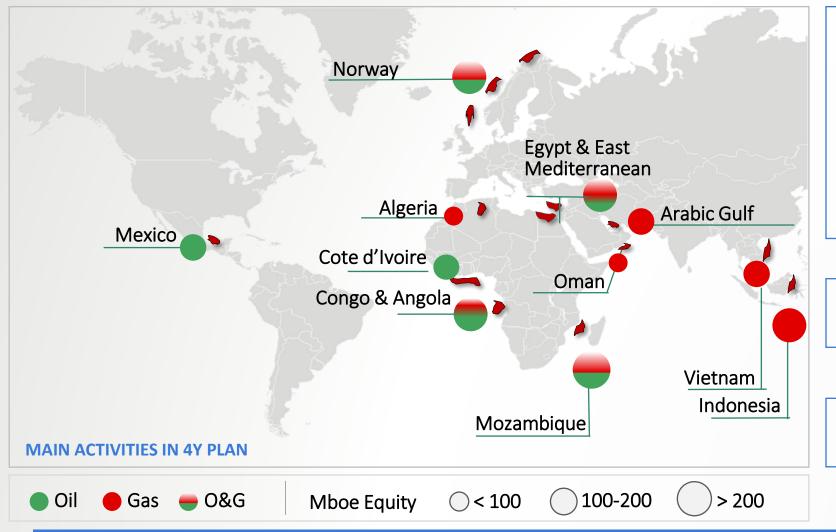
**-65** %

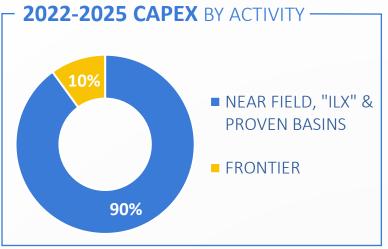
NET CARBON FOOTPRINT (SCOPE 1+2) BY 2025 (vs 2018)

### **EXPLORATION**



# Accelerating time to market through discovery of advantaged barrels









#### INTEGRATED NATURAL GAS

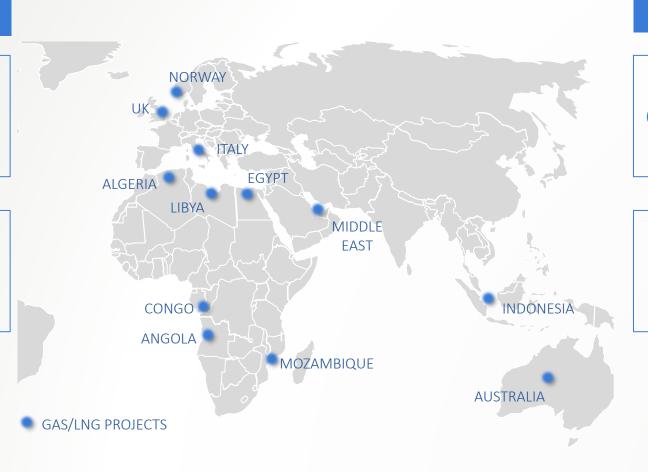


A competitive portfolio to secure supply to key markets

#### **UPSTREAM GAS**

**~50 TCF** RESERVES & RESOURCES

~40 TCF\* RISKED
EXPLORATION POTENTIAL



**GGP** 

>15 MTPA LNG
CONTRACTED VOLUMES
BY 2025

€ 2.7 BLN 2022-2025 CUMULATIVE FCF

GROWING OUR INTEGRATED GAS PORTFOLIO THROUGH
FAST TRACK PROJECTS

### ANGOLA BUSINESS COMBINATION

Azule Energy: a bp-Eni Company



#### **GETTING BIGGER AND STRONGER**



#### **AZULE ENERGY**

>200 KBOED PRODUCTION
2 BLN BOE NET RESOURCES

CONTRIBUTING TO UNLOCK NEW GROWTH OPPORTUNITIES

# NEW GAS CONSORTIUM DEVELOPMENT

OPERATING ANGOLA'S FIRST NON-ASSOCIATED GAS PROJECT

#### **ENHANCING GROWTH AND EFFICIENCY**



#### **INTEGRATED OPERATING MODEL:**

DIVERSIFIED & SYNERGIC PORTFOLIO ~15% COST REDUCTION



#### **GOVERNANCE:**

INDEPENDENT - 50/50 bp-ENI EQUITY
EQUAL REPRESENTATION AT BOARD LEVEL



#### **FINANCIAL BENEFITS:**

DEBT DECONSOLIDATION
THIRD-PARTY INVESTMENT ACCESS

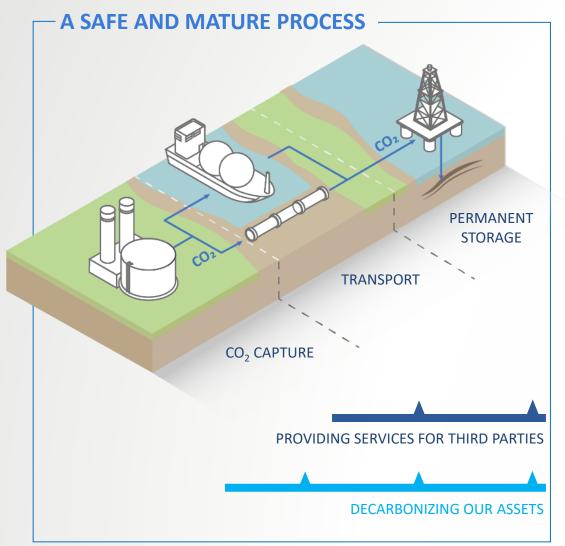
#### **BOOSTING OUR INTEGRATED GAS PORTFOLIO**

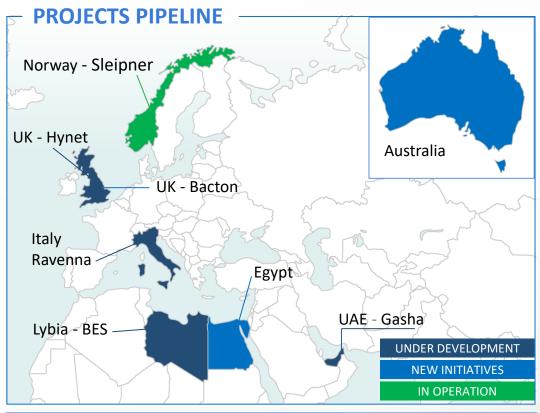
#### **RELIABLE DIVIDEND STREAM**

# CCS

# Becoming a leader in carbon management







PROJECTS IN OPERATION AT 2025
SLEIPNER, HYNET (start-up), RAVENNA PHASE 1

**CARBON GROSS VOLUME STORED AT 2030**~30 MTPA





# **2022-2025 HIGHLIGHTS**



#### **GREEN VALUE CHAIN & SUSTAINABLE MOBILITY**



#### **PLENITUDE** AT 2025

- > 6 GW RES CAPACITY
- > 11 MLN CUSTOMERS
- ~30k CHARGING POINTS



#### **BIOREFINERY CAPACITY**

~2 MTPA

BY 2025



#### LOW CARBON BUSINESSES

>25 % GROUP INVESTMENTS

IN 4YP



#### LOW CARBON BUSINESSES

€ 2.3 BLN EBITDA

BY 2025

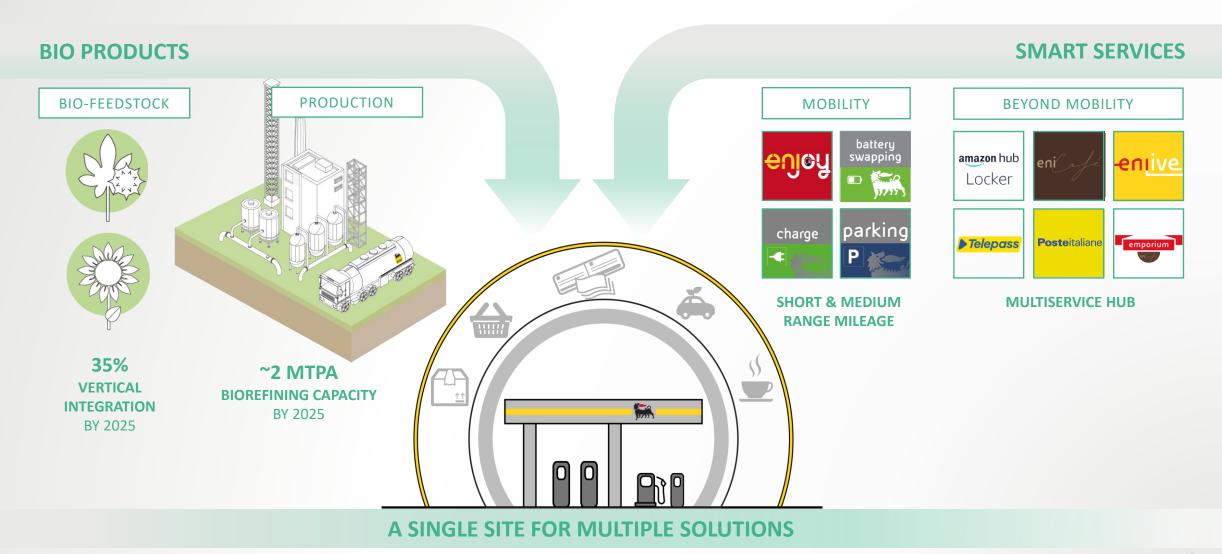
**GROWING PROFITABLE NEW ENERGY BUSINESSES** 

OVO ANIMO LIVOLLIVOEE MEAN FINEMO L DOCUMENCES

# SUSTAINABLE MOBILITY



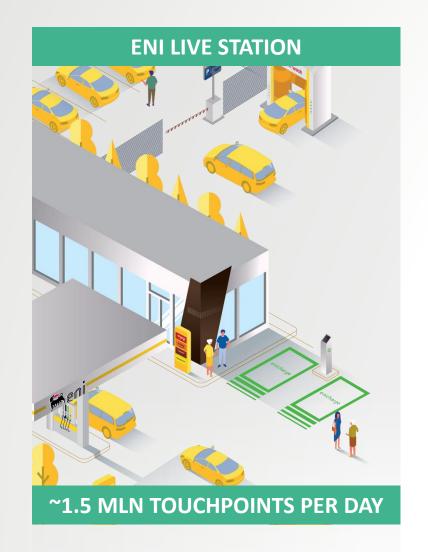


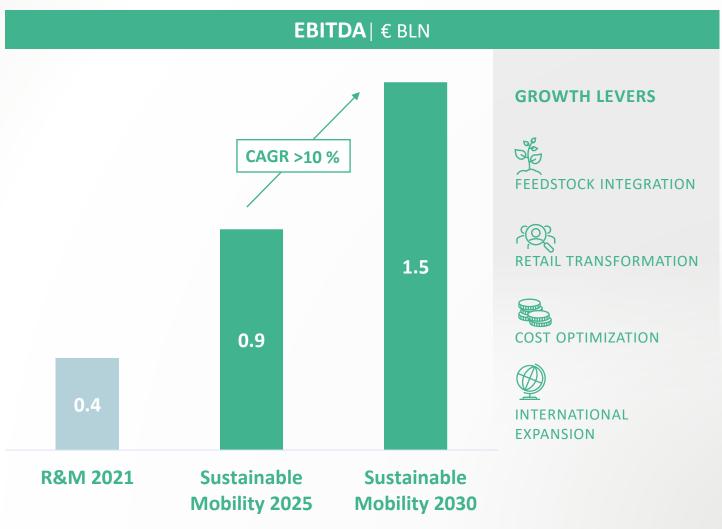


### SUSTAINABLE MOBILITY



A profitable customer-centric and integrated proposition



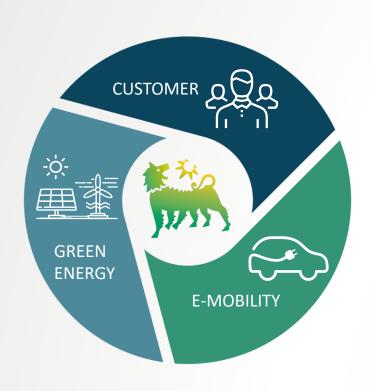


### **PLENITUDE**

# Towards upcoming IPO

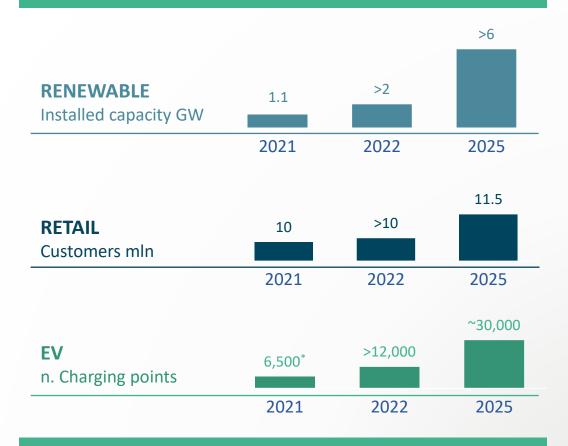


#### **IPO RATIONALE**



TARGETING NET ZERO BY 2040 & BOOSTING STAKEHOLDER VALUE

#### **BUSINESS DIVISION TARGETS**



EBITDA 2022 € > 0.6 BLN EBITDA 2025 € 1.4 BLN



### **FINANCIALS**

# Aligning industrial and financial strategy





#### **CAPITAL DISCIPLINE**

AVG CAPEX 2022-2025

~ € 7 BLN



# SUSTAINABLE INSTRUMENTS

REACHING € >13 BLN BY 2025



# PORTFOLIO OPTIMIZATION

BUSINESS COMBINATIONS, ASSETS RATIONALIZATION SELECTIVE M&A



# STRONG BALANCE SHEET

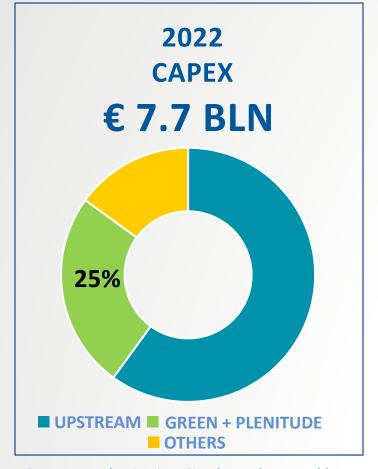
AVG LEVERAGE 2022–2025

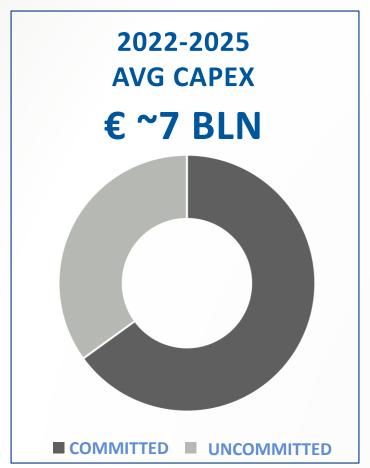
~10%

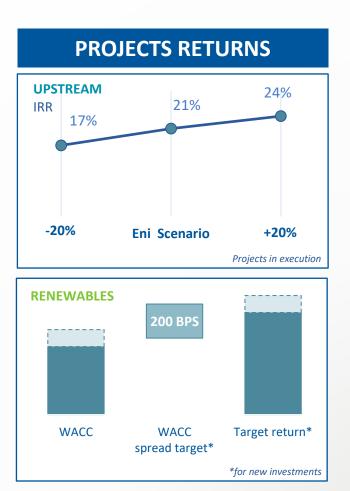
#### **OUR FINANCIAL PLAN**



# Balancing strict capital discipline and valuable growth







Green: Decarbonisation, Circular and Renewables

**SELECTIVE** 

**FLEXIBILE** 

**HIGH VALUE** 

#### PORTFOLIO MANAGEMENT



New business models and M&A to speed up transformation

NEW BUSINESS MODELS

**BUSINESS COMBINATIONS** 

**SPIN OFF/IPO** 

**SPAC** 

PORTFOLIO HIGH-GRADING

RATIONALIZATION
OF NON-CORE
ASSETS

SELECTIVE ACQUISITIONS

**OPTIMIZATION** 

€3 BLN

NET CONTRIBUTION 2022-2025



#### SUSTAINABLE FINANCE



# A structural core component in the execution of our plan

# **SUSTAINABLE INSTRUMENTS** | € BLN >13 2019 2021 2025

Sustainable instruments include: bond, loans, bank credit lines and rates derivatives

#### **KEY FIGURES**

CREDIT LINES

100% SUSTAINABLE SINCE 2022

SENIOR BONDS NEW ISSUANCE

100% SUSTAINABLE

>25% SUSTAINABLE GROSS DEBT BY 2025

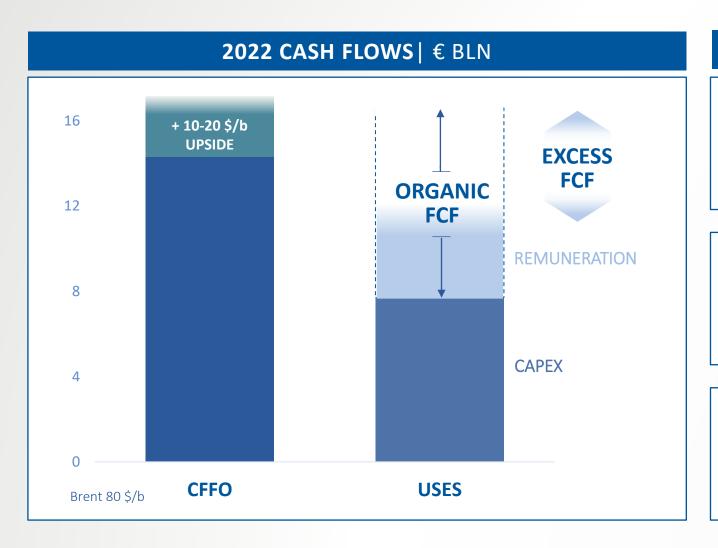
**CONTRIBUTING TO SDGs** 





# CASH FLOW GROWTH A solid FCF generation





2022-2025

€ ~55 BLN

**4YP CUMULATIVE CFFO** 

€ >25 BLN

**4YP CUMULATIVE FCF** 

< 45 \$/BBL

AVG CASH NEUTRALITY

CFFO = CAPEX + FLOOR DIV.

Figures at Eni scenario

# **DISTRIBUTION POLICY**





#### SHARING VALUE CREATION

#### 2022 DISTRIBUTION

€ 0.88 DIVIDEND PER SHARE € 1.1 BLN BUYBACK

BRENT REFERENCE PRICE

@ 80 \$/BBL

#### **UPSIDE**

ADDITIONAL BUYBACK
30% OF INCREMENTAL FCF
FOR BRENT ABOVE 90 \$/BBL

(NEW PRICE ASSESSMENT IN JULY AND OCTOBER)

#### **RESILIENCE**

DPS SLIDING SCALE

**VS PREVIOUS POLICY** 

DIVIDEND PAID ON A QUARTERLY BASIS STARTING 3Q 2022



CONCLUSIONS



#### CONCLUSIONS





A DISTINCTIVE STRATEGY

Offering clean, affordable and secure energy



ACCELERATED NET ZERO PATH

Bringing forward our intermediate GHG emission targets



INTEGRATED -NATURAL GAS GROWTH

Securing supply to premium markets through our global gas portfolio



ROBUST CASH GENERATION

Capital discipline and an innovative portfolio management



IMPROVED —— SHAREHOLDER REMUNERATION

Enhancing our dividend and buyback program



# BACK UP

# **SCENARIO ASSUMPTIONS**



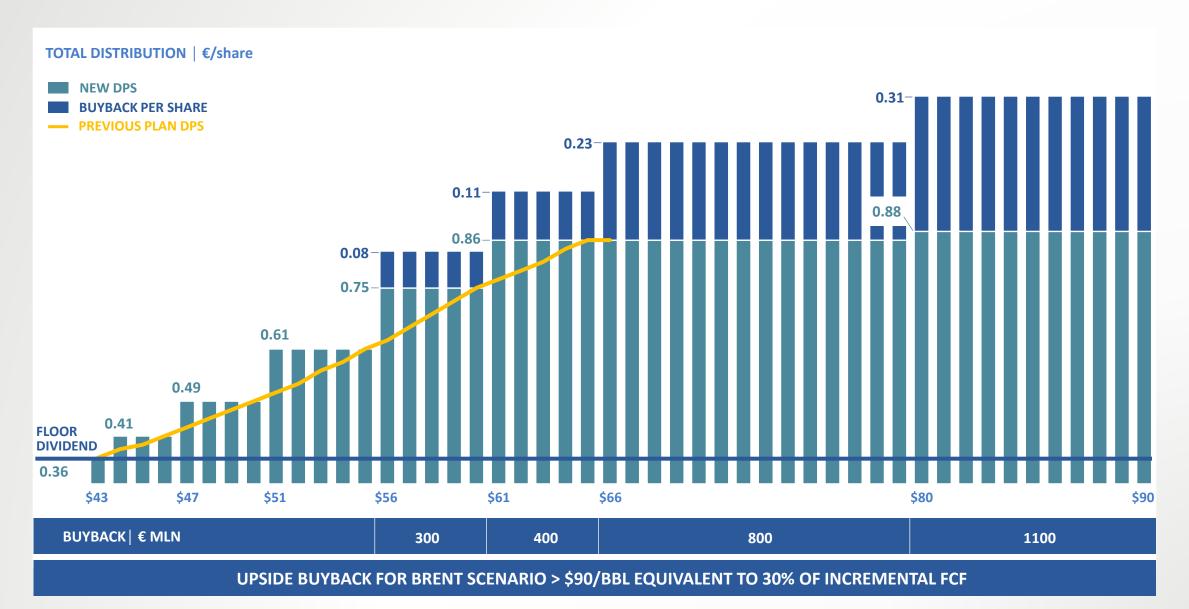
4YP SCENARIO	2022	2023	2024	2025
Brent dated (\$/bbl)	80	<b>75</b>	70	70
FX avg (\$/€)	1.15	1.18	1.21	1.24
Ural MED c.i.f Med Dated Strip (\$/bbl)	-1.5	-1.4	-1.5	-1.5
Std. Eni Refining Margin (\$/bbl)	-0.3	1.5	2.6	3.2
NBP (\$/mmbtu)	21.1	14.4	11.7	9.6
PSV (€/kcm)	688	452	363	293

SENSITIVITY 2022	EBIT ADJ (€ BLN)	Net adj (€ bln)	FCF (€ BLN)
Brent (+1 \$/bbl)	0.21	0.14	0.14
Std. Eni Refining Margin (+1 \$/bbl)	0.12	0.08	0.12
<b>Exchange rate \$/€</b> (-0.05 \$/€)	0.59	0.37	0.46

Brent sensitivity assumes oil and gas changes are directional and proportional. Sensitivity is valid for limited price variation.

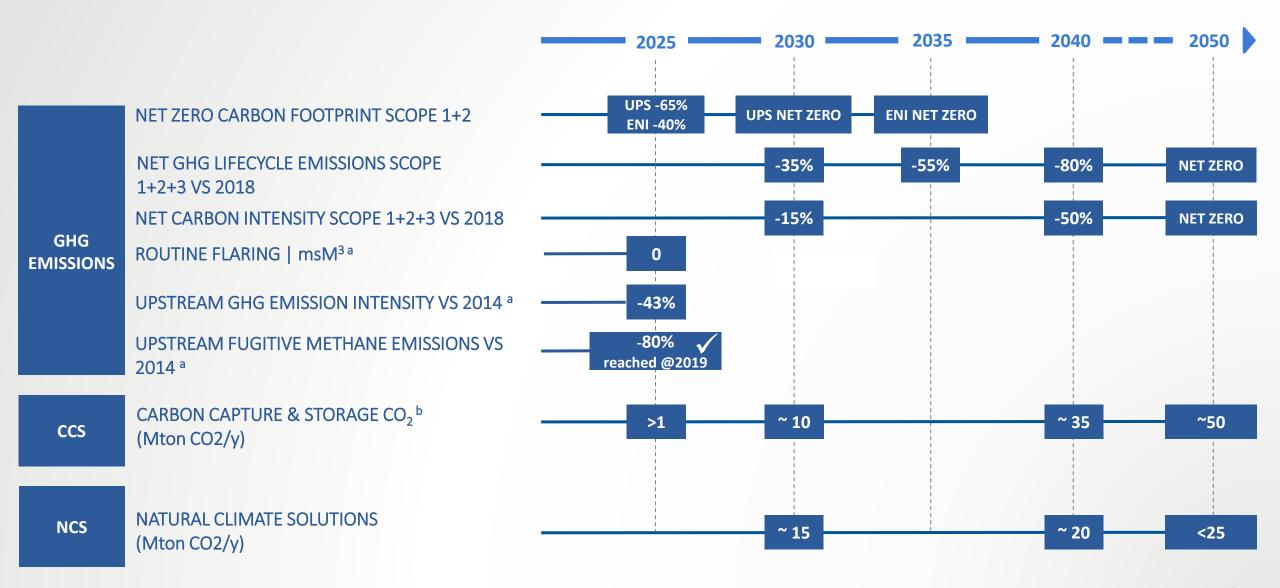
# **DISTRIBUTION POLICY**





#### MAIN DECARBONISATION TARGETS



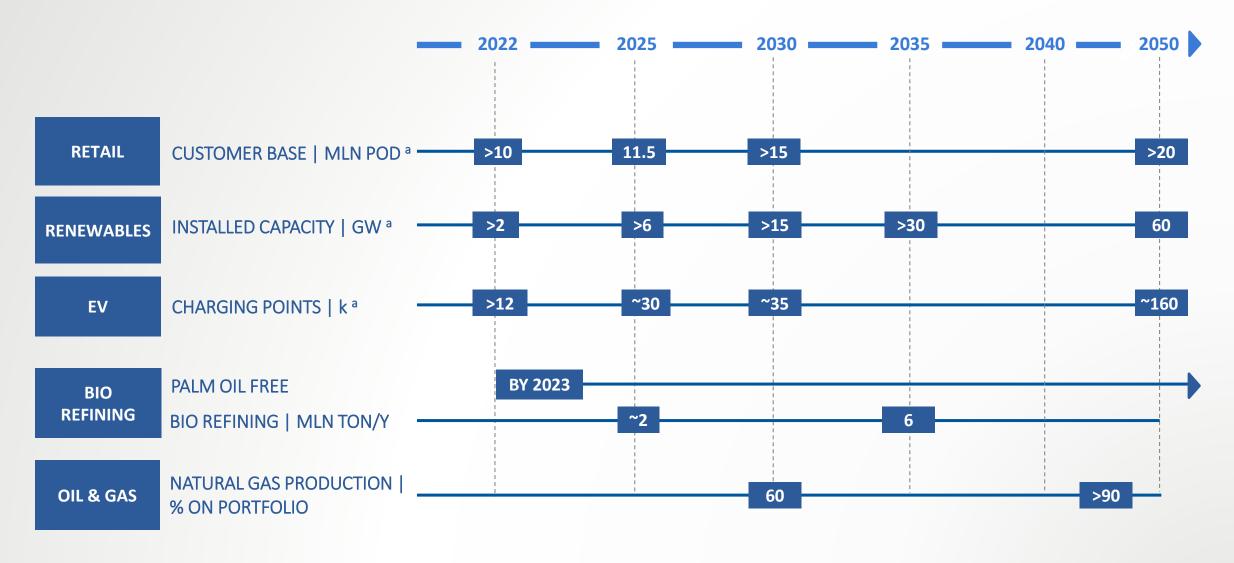


a) 100% according to operatorship

b) Including CCUS services for third parties

#### MAIN BUSINESS TARGETS





a) Plenitude 100%

# KEY PROJECTS STARTING UP IN 2022-25 [1/2]





#### **Area 1 Full Field** 100% WI

LIQ

LIQ

Start up: February 2022 **2022 Equity: 35 kboed** FF Progress: 68% **Production (kboed):** 

98 (100%) @ 2025 - 35 (eq.) @2022



#### **Coral FLNG**

25% WI GAS

**Start up:** H2 2022 **2022 Equity:** 10 kboed

**Progress:** 97% **Production (kboed):** 

106 (100%) – 28 (equity) @2023



#### Agogo EP ph.2

37% WI

**Start up:** H2 2022 (Ph.1: Dec '19)

2022 Equity: 1 kboed

**Progress:** 43% **Production (kboed):** 

29 (100%) - 5 (equity) @2023



#### **Berkine South**

75% WI

LIQ/GAS

**Start up:** H2 2022 2022 Equity: 3 kboed **Production (kboed):** 

49 (100%) - 18 (equity) @2025



#### **Balder X**

58% WI

LIQ

**Start up: 2023 Progress:** 46%

**Production (kboed):** 

71 (100%) - 41 (equity) @2024



#### Baleine ph.1

83% WI

LIQ/GAS

**Start up: 2023** 

**Production (kboed):** 

15 (100%) - 12 (equity) @2024



#### **Marine XII LNG**

65% WI

GAS

**Start up: 2023 Production (kboed):** 

72 (100%) - 51 (equity) @2025



#### **Johan Castberg**

19% WI

LIQ

**Start up: 2024 Progress:** 66%

**Production (kboed):** 

184 (100%) - 36 (equity) @2025



# KEY PROJECTS STARTING UP IN 2022-25 [2/2]





**Merakes East/Maha** 65%/40% WI

**Start up: 2024 Production (kboed):** 

32 (100%) – 13 (equity) @2025



Cassiopea

60% WI

GAS

LIQ

**Start up: 2024** Progress: 23%

**Production (kboed):** 

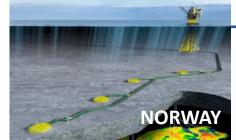
27 (100%) – 16 (equity) @2025



50% WI **A&E Structure** 

Start up: 2024 (Struct. A) **Production (kboed):** 

205 (100%) - 120 (equity) @2027



22% WI Breidablikk

**Start up: 2024 Production (kboed):** 

57 (100%) - 13 (equity) @2026



Melehia ph.2

76% WI

LIQ/GAS

GAS

GAS

**Start up:** 2025 (Gas)

2022 Equity: 7 kboed (oil)

**Production (kboed):** 

50 (100%) – 27 (equity) @2025 [oil & gas]



**Dalma Gas** 

25% WI

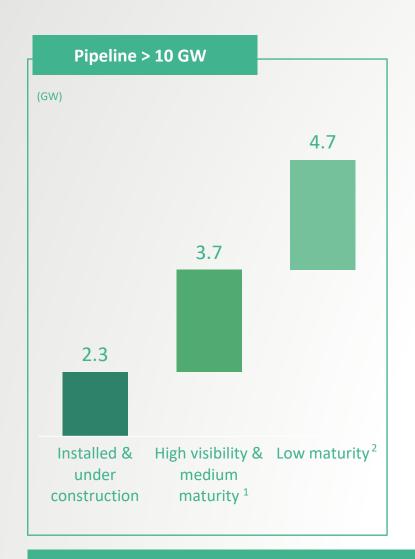
**Start up: 2025** 

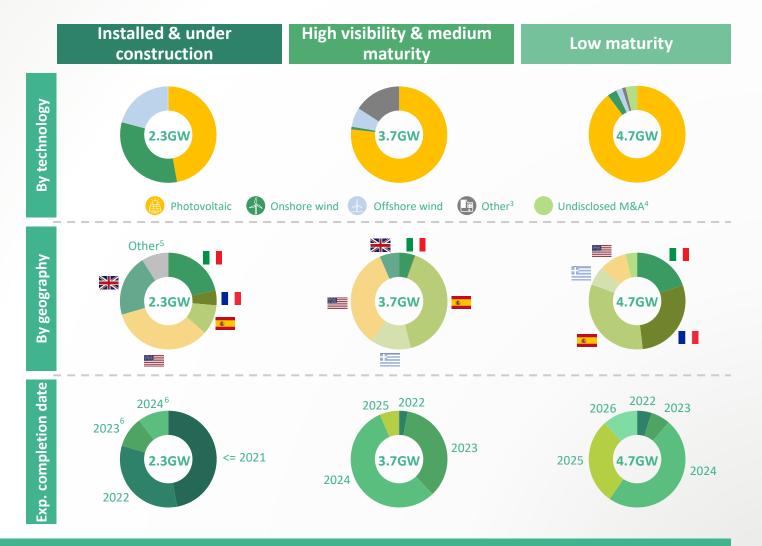
**Production (kboed):** 

56 (100%) – 14 (equity) @2025

#### PLENITUDE: RENEWABLES PIPELINE







#### **EXPANDING AND DE-RISKING OUR PIPELINE**

<sup>&</sup>lt;sup>1</sup> High visibility and medium maturity pipeline contains projects that have already secured land rights, demonstrated feasibility and have connection rights and/or permitting process already completed or in an advanced stage.

<sup>&</sup>lt;sup>2</sup> The majority of projects in this category have land already secured or about to be secured and the feasibility confirmed.

<sup>&</sup>lt;sup>3</sup> Includes storage and other technologies.

<sup>&</sup>lt;sup>4</sup> Undisclosed M&A already risked.

<sup>&</sup>lt;sup>5</sup> Includes Australia and Kazakhstan.

<sup>&</sup>lt;sup>6</sup> Mainly offshore wind.