2006-2009 Strategy

Paolo Scaroni
CEO
E&P: grow oil and gas production and replace reserves

G&P: grow internationally and preserve Italian gas business

R&M: upgrade refining capacity and strengthen competitive position in marketing
Oil and Gas Outlook

**E&P**
- High oil prices in 2006-07 gradually declining
- Focus on organic growth
- Expand LNG business

**G&P**
- Growing gas market in Europe (+3% pa)
- Tight market, high gas prices
- Growing need for European infrastructure

**R&M**
- Refining margins declining from record high
- No green field in traditional markets
- Opportunity to increase complexity and flexibility
E&P Positioning

- Large and established player in the fastest growing areas
- Exposure to world leading projects
- Widespread portfolio of producing assets

WORLD OIL CAPACITY INCREASE
2005-2010

Middle East
Africa
Caspian area
Russia & Far East
Latin America
Canada
USA
Western Europe

mln bl/d

Source: CERA/IHS

Optimal portfolio for further growth
E&P Targets

Organic Production Growth

- 2005: 1,737 Kboe/d
- 2009 Target: >2,000 Kboe/d
- CAGR: ~4%

LNG sales

- 2005: 7.0 bcm
- 2009 Target: ~13 bcm
- CAGR: ~16%

Reserve Replacement

- CAGR: >100%
- Period: 2006 - 2009
Long Term Growth

Production growth 2009-12
CAGR ~3%

LNG sales in 2012
>20 bcm

MAIN CONTRIBUTIONS

- Long life assets
  - Kashagan, Karachaganak, Gas Libya, West Africa
- Integrated LNG projects
  - North Africa, West Africa
- Successful exploration
  - Barents Sea, North Africa, deepwater Brazil
- New opportunities
  - Gas projects, access to large oil reserves, non conventional
G&P Positioning

- Long term gas availability (equity and contracted)
- Widespread and integrated infrastructure
- Direct access to customers

N° 1 international player in the European market

European Gas Demand

- 2005: Eni market share 18% on 531 Bcm
- 2009: ~600 Bcm

Continued growth and strong cash generation
Sales in Europe

Growth in rest of Europe 05/09: CAGR 8%

Robust free cash flow generation leveraging on:

- Growth in gas sales in Europe
- Increased contribution from transportation abroad
- Cash flow maximization from regulated gas business
- Cash contribution from power generation

2005

~ 1.9 Bn €

2009 Target

Rest of Europe

Italy

2005

94

~50%

>100

~50%

>110

2012 Estimate
R&M Positioning and Targets

Positioning
- Complex and efficient refining system
- Integrated infrastructure
- Strong domestic retail market share

Targets
- Grow refinery throughput to 42Mton
- Increase conversion capacity and flexibility
- Improve integration with upstream

Maximize profitability

<table>
<thead>
<tr>
<th>Year</th>
<th>Refinery throughput</th>
<th>Conversion Index (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>40.6</td>
<td>56.0</td>
</tr>
<tr>
<td>2009 Target</td>
<td>42.4</td>
<td>58.0</td>
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</table>
Oilfield Services and Technology

- Unique and complementary business portfolio:
  - Exploit synergies
  - Enhance competitive position in a growing market
  - Access to human and intellectual capital
  - Technological edge and innovation

Saipem / Snamprogetti deal

- Leverage on Eni proprietary technology:
  - EST (heavy oil and tar sands processing)
  - TAP (High Pressure Transmission)
  - Advanced drilling technologies

Create a world class E&OS leader