

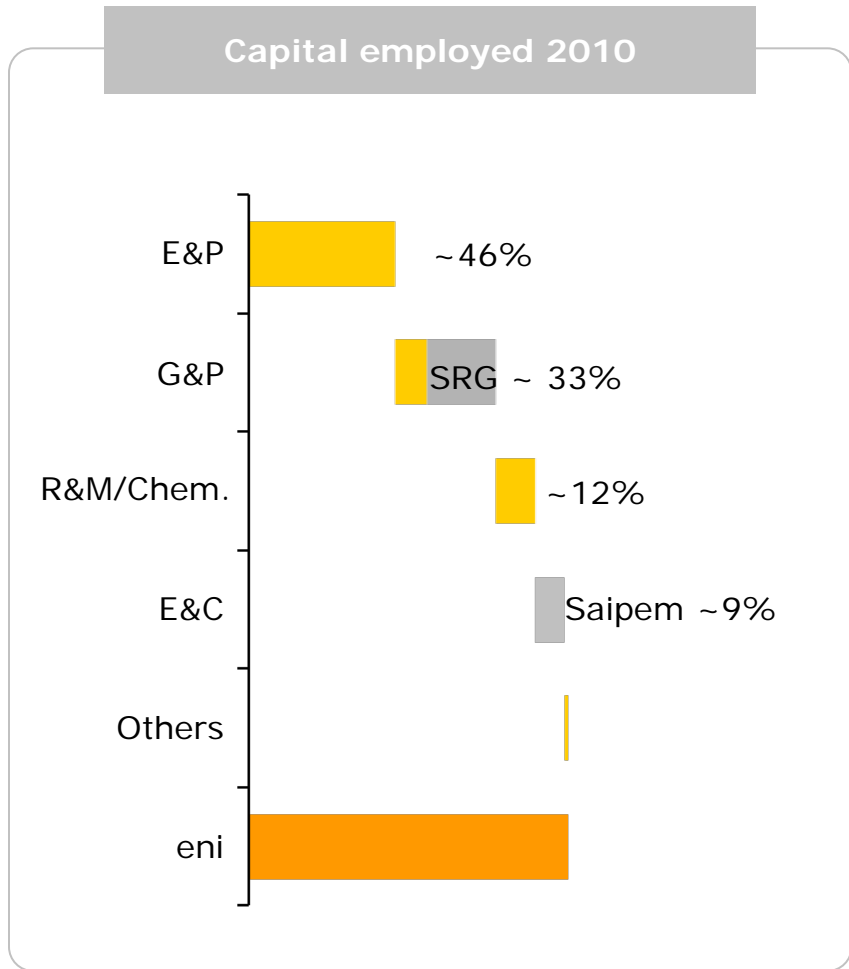


# Barclays Energy Conference

Claudio Descalzi, COO E&P  
New York, 7 September 2011

[eni.com](http://eni.com)

# eni: our main divisions and targets



E&P: growth accelerating over the plan period

- >3% CAGR 2011-2014

G&P: medium-term recovery opportunity

- €4.2bn adj proforma ebitda by 2014

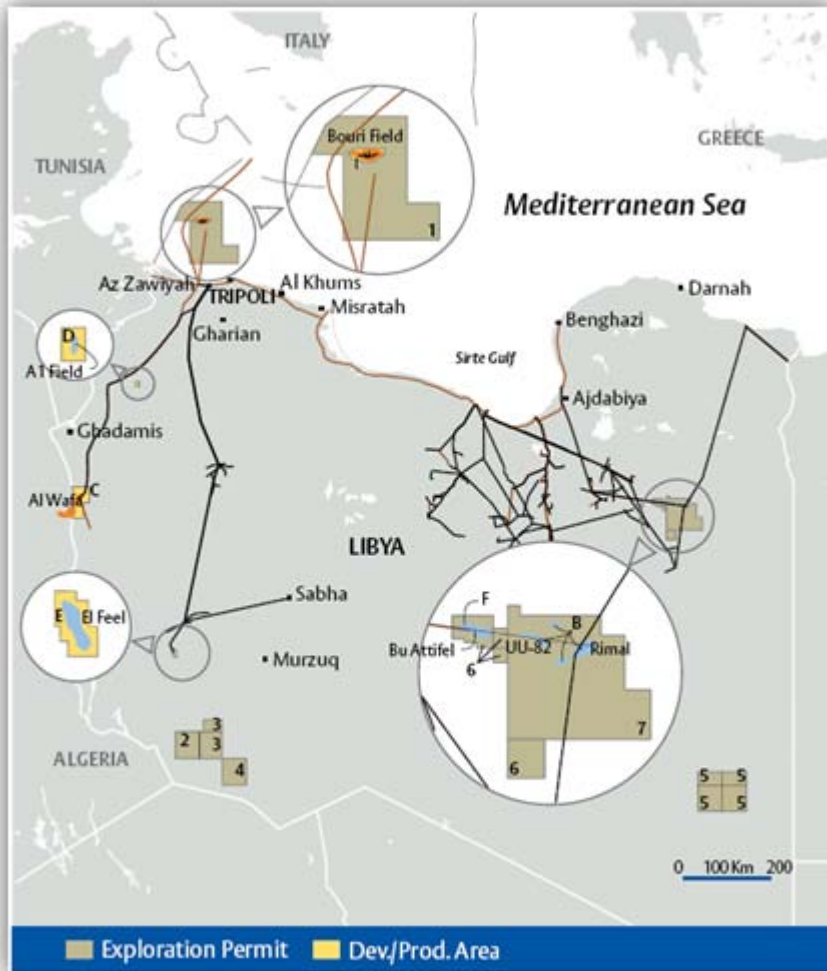
R&M: enhanced efficiency in difficult market

- €200m of ebit by 2014 at 2010 scenario

eni division      eni subsidiary



# update on Libya



- National Transitional Council (NTC) has been recognized as new government of Libya
- Existing contracts confirmed
- Consolidated relationship with NTC
- Currently defining plan to resume production



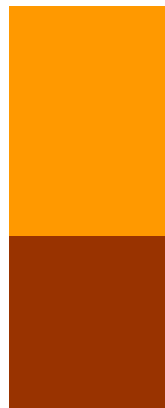
# Exploration & Production focus

# enhanced asset base: the foundation of long-term growth

## 2010 total resources\*

Bln boe

31



■ 2P reserves
 ■ Other reserves/resources

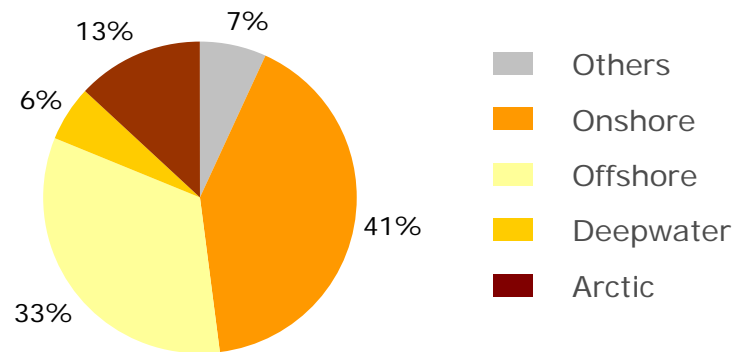
**Brent**  
(\$/boe)

79

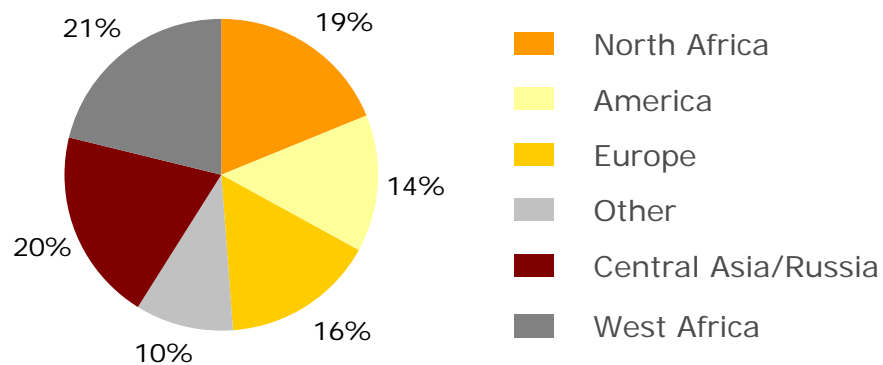
**Life Index**  
(years)

47

## By category



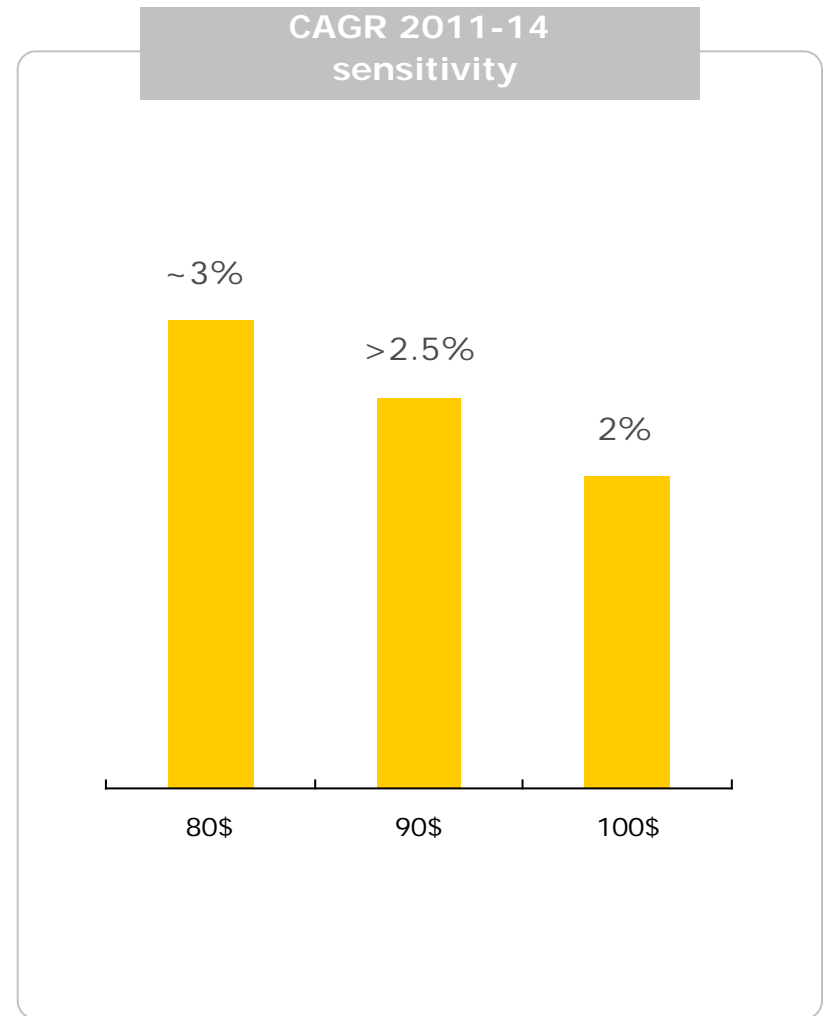
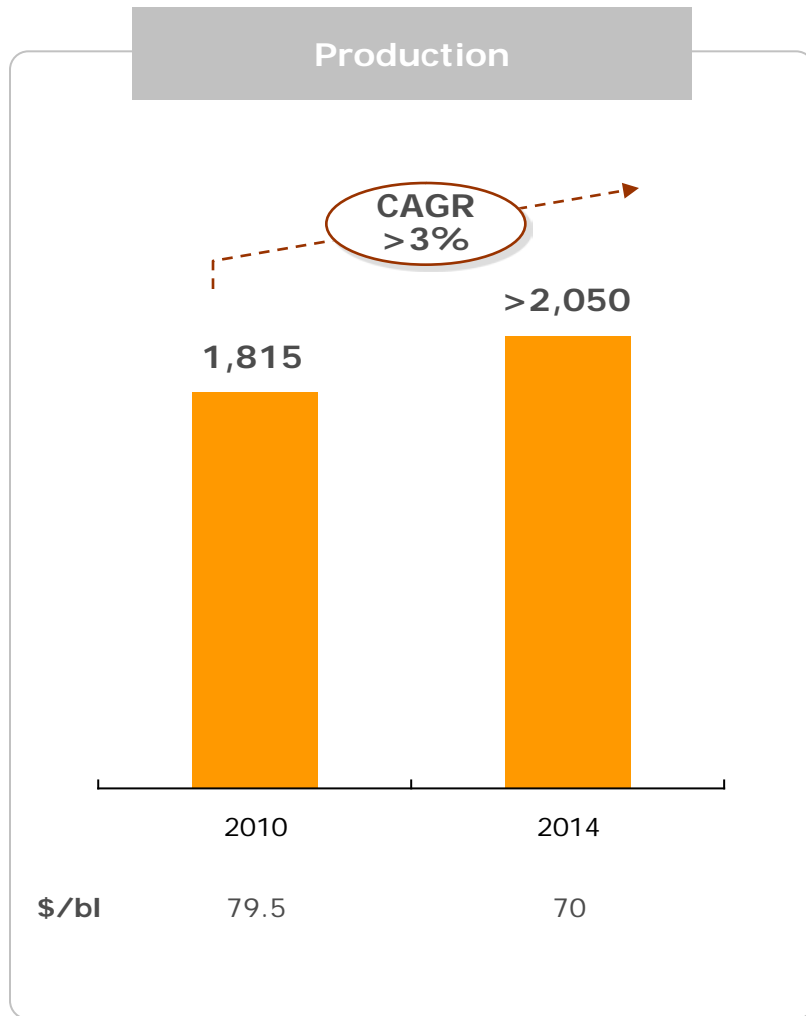
## By area



\* P1 + P2 + P3 + Contingent Resources + Risked exploration



# 2011-2014: accelerating growth



price scenario 2011-14: 70\$/bbl flat

# longer term growth: promising exploration portfolio

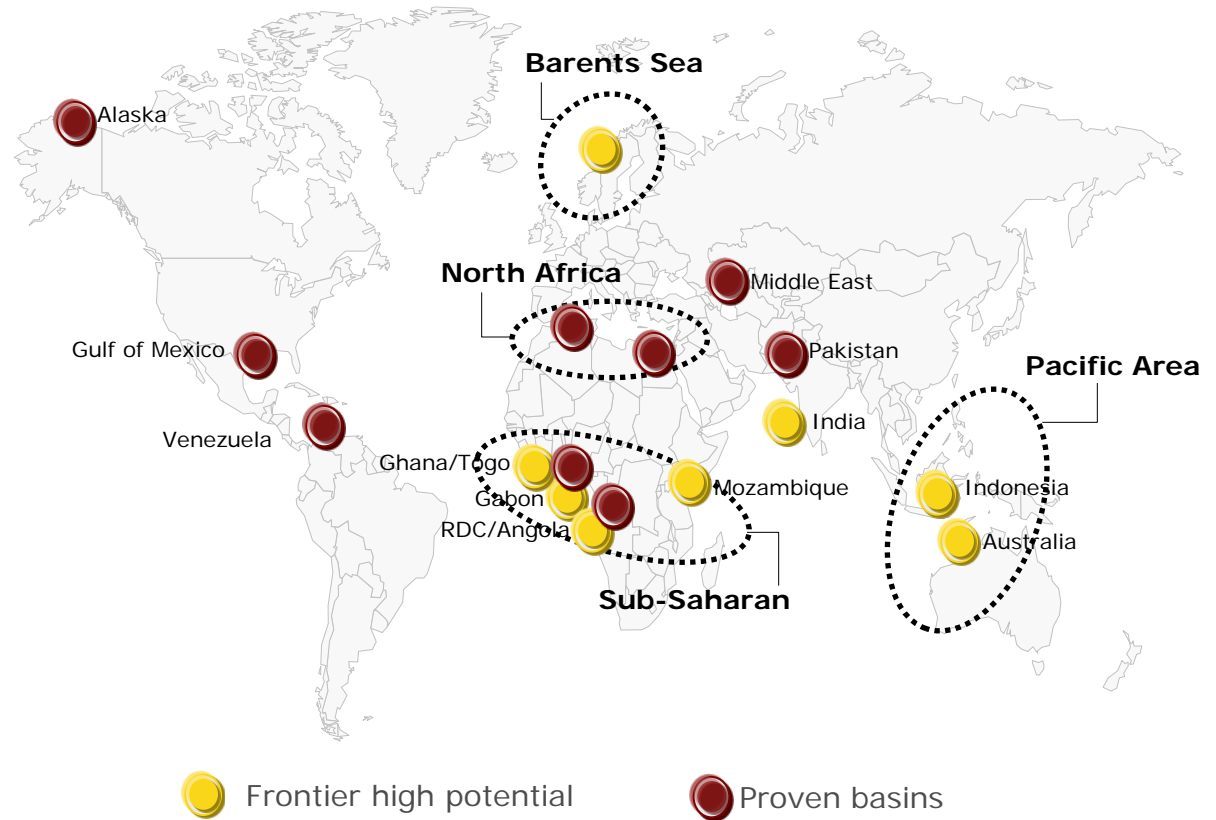
Capex 2011-14

~ 3.6 Bln €

30%  
frontier &  
new basins

40%  
proven basins  
& plays

30%  
near field



# excellent exploration performance

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- Main discoveries H1

- Skrugard: new potential hub in Barents Sea
- Jangkrik: substantial upside in Indonesia
- Sankofa and Gye Nyame: significant gas discoveries in Ghana
- Additional resources in new giants (Perla, Block 15/06)

- Key prospects H2

- Mozambique: excellent potential in Block "Area 4"
- Algeria: new play of Kerzaz
- Angola/Indonesia: appraisal campaign

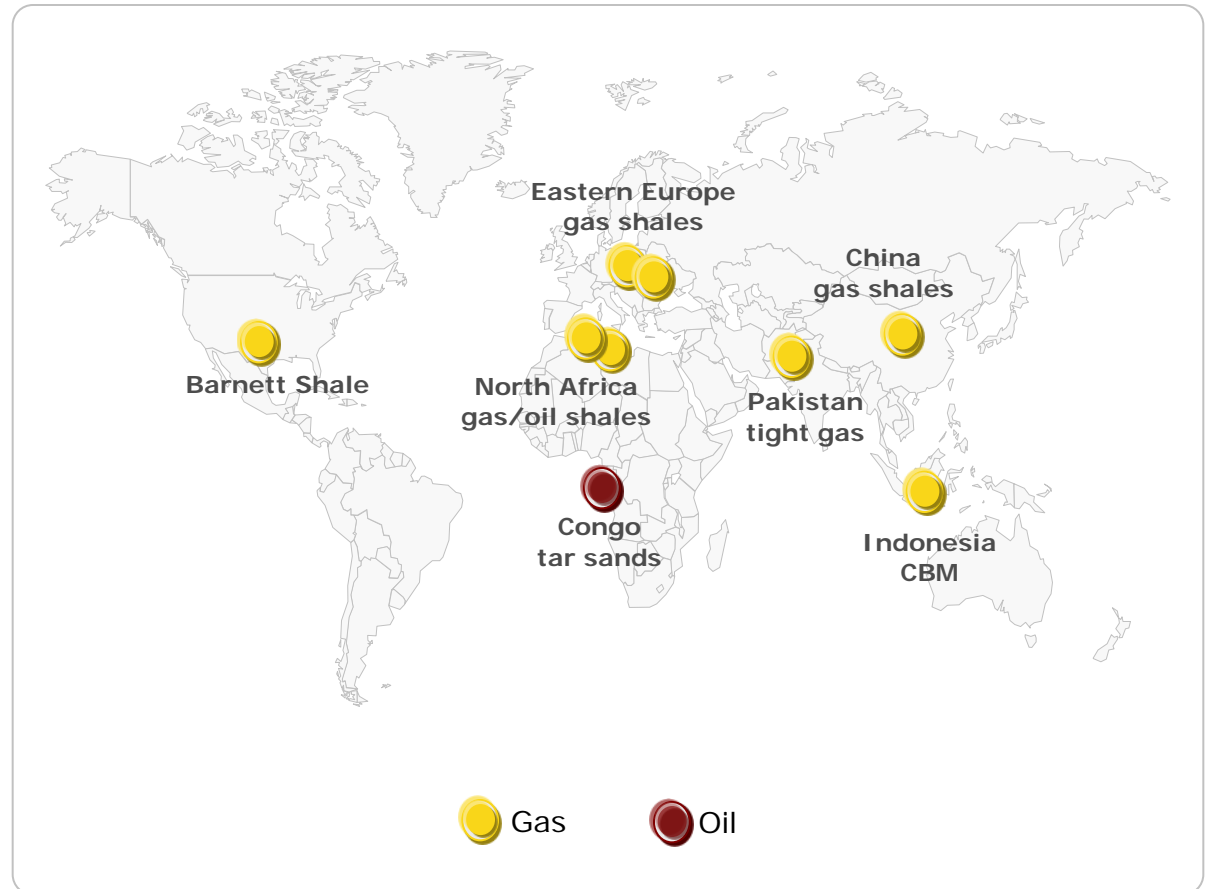




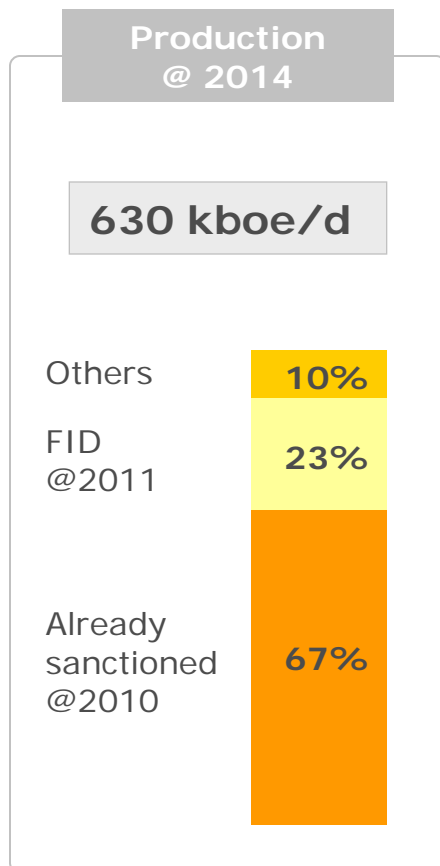
# strategic position in unconventionalals

## Exploration drivers

- Low entry costs
- Profitable gas market
- Developed infrastructures
- Technology transfer from US market



# 2011-2014: a strong pipeline of new start-ups



15 major projects for growth					
Fields	Country	Op.	FID	Start-up	2014 equity prod. (kboed)
▪ Nikaitchuq	USA	✓	✓	✓	22
▪ MLE	Algeria	✓	✓	2011	15
▪ CAFC	Algeria	✓	✓	2012	18
▪ El Merk	Algeria		✓	2012	15
▪ Kashagan EP	Kazakhstan		✓	2012	51
▪ Samburgskoye	Russia		FID 2011	2012	42
▪ Jasmine	UK		✓	2012	26
▪ Angola LNG	Angola		✓	2012	23
▪ Mavacola/Clochas	Angola		✓	2012	19
▪ Goliat	Norway	✓	✓	2013	58
▪ BI. 15/06 East hub	Angola	✓	FID 2011	2013	35
▪ Junin 5	Venezuela	✓	✓	2013	28
▪ BI. 15/06 West hub	Angola	✓	✓	2013	22
▪ Perla	Venezuela	✓	FID 2011	2013	18
▪ Burun Phase 2	Turkmenistan	✓	FID 2011	2014	19

Visible and diversified growth



# H1 2011: good progress on main projects

## Venezuela



Perla



Junin 5

### Perla

- Defined main terms of GSA agreement
- Confirmed FID Q3 2011 (start up 2013)

### Junin-5

- Defined technical and commercial agreements
- EP start up confirmed in 2013

## Russia



### Sambursgkoye

- Main terms of GSA agreed with Gazprom
- Confirmed FID H2 2011 and start-up by 2012

### Urengoskoye

- Main terms of GSA agreed with Gazprom
- Brought forward FID to H2 2011

## Angola BI. 15/06



### Sangos & Ngoma

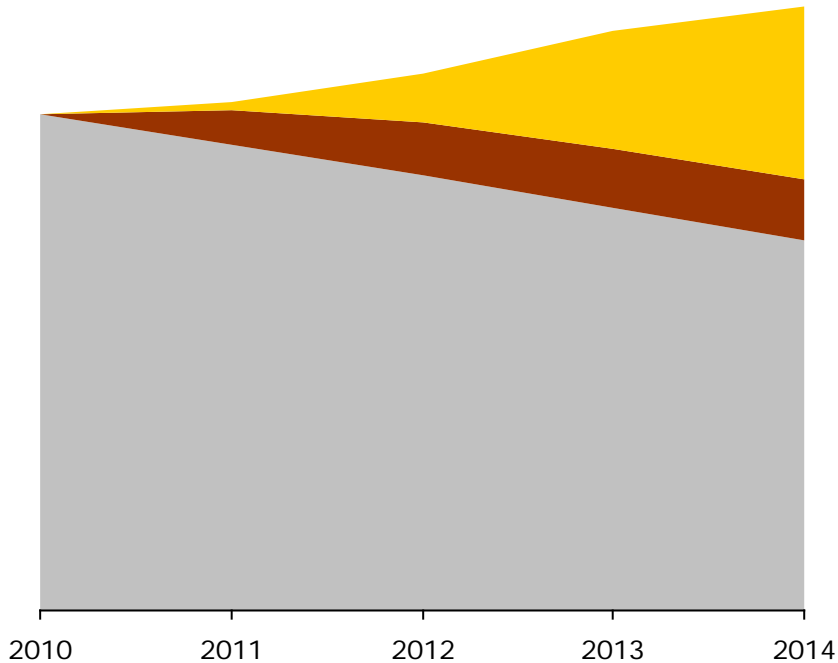
- Project sanctioned
- Confirmed start up in 2013

### East Hub

- Confirmed FID in Q4 2011

# low decline rate

## 4-year plan production



Start-ups    Production optimization    Producing fields

## Production optimization

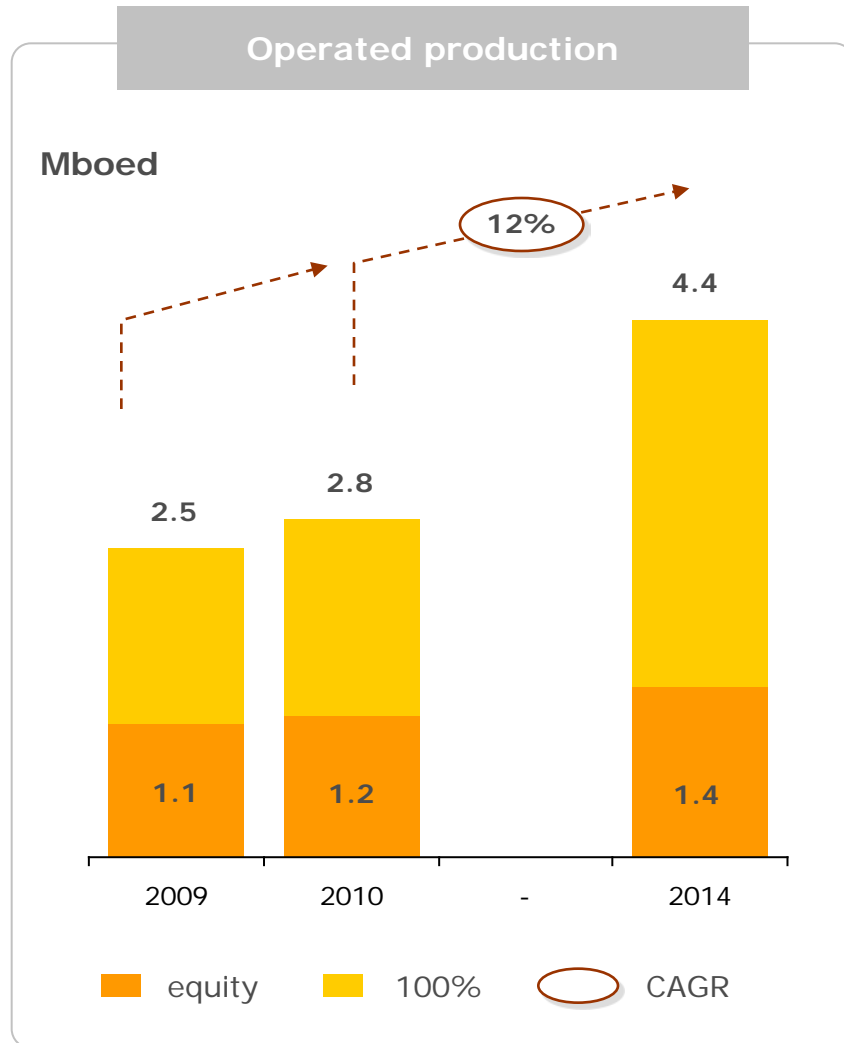
- 20% of total 4Y plan capex
- **1,300 actions in 4Y plan**
  - ~ 500 infilling & workover
  - ~ 800 facilities' upgrading



- **Reducing decline rate**
  - ~ 220 kboed @ 2014
- **Value generation**
  - IRR > 40%
  - payback < 24 months



# new production increasingly operated...



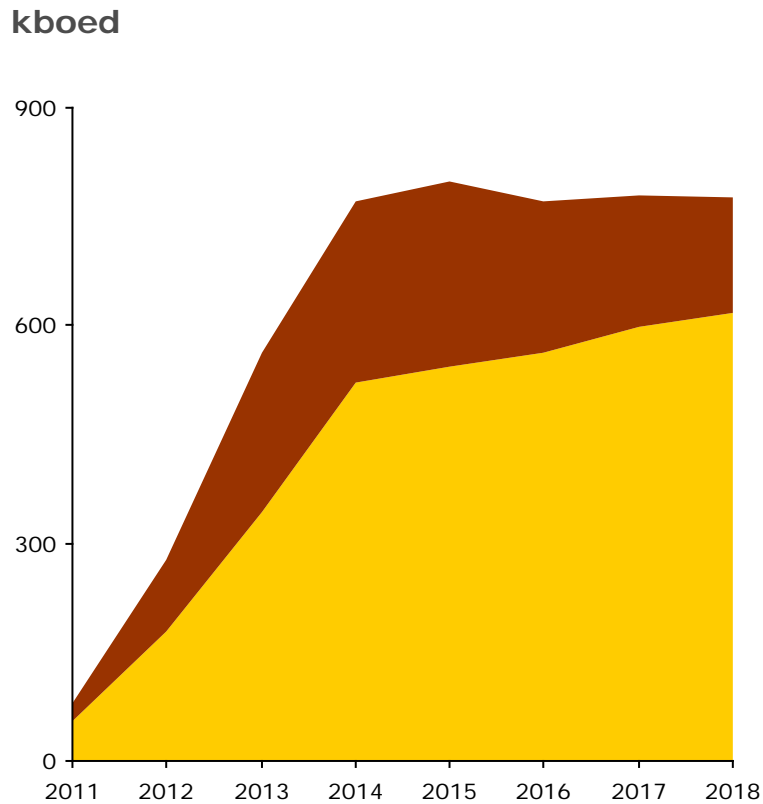
- Competences & know how
- Cost efficiency
- HSE rules
- Technical standards

**Improved performance & risk management**

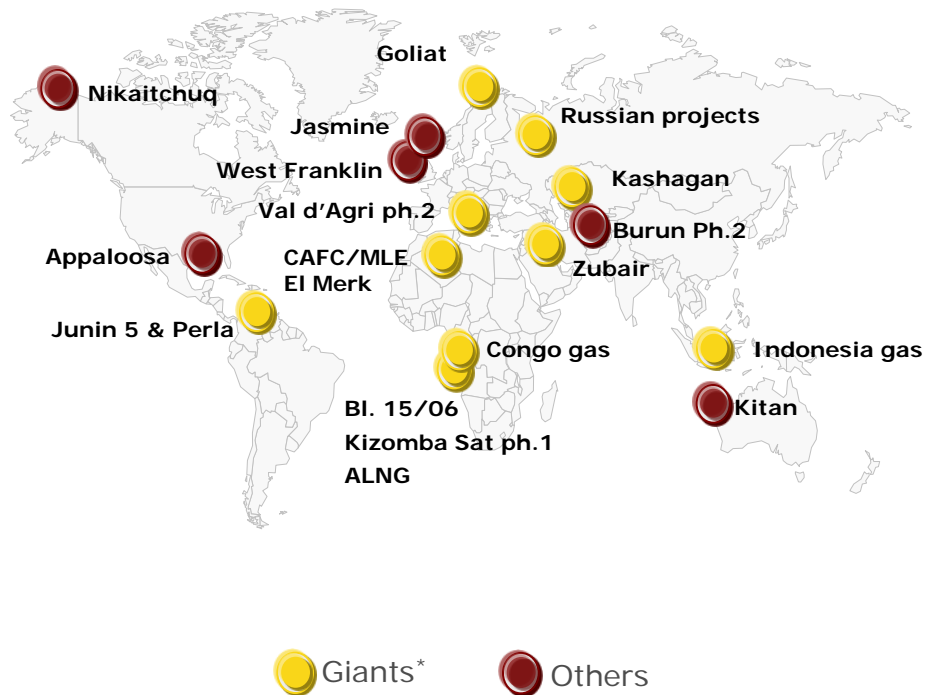


# ... and focused on giant projects

Contribution from new giants



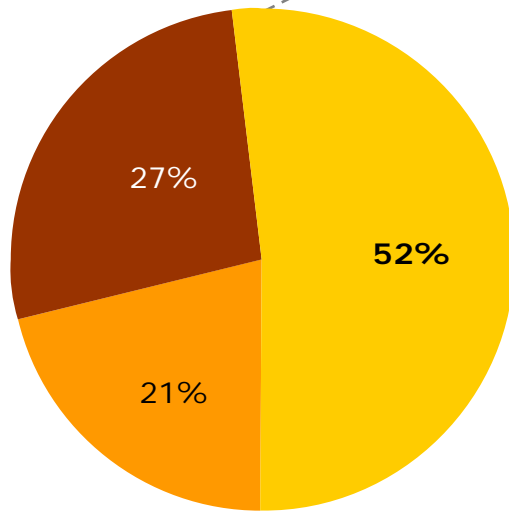
Main start-ups



\* gross reserves > 300 Mboe and material equity stake

# short time-to-market crucial for returns

Time-to-market of resources discovered in 2008-2010



- < 4 years
- 5-8 years
- > 8 years

## Australia – Kitan



**2.5 years**

Discovery date: 2008

Start-up: 2011

## Venezuela – Perla

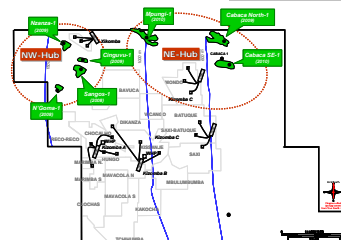


**3 years**

Discovery date: 2010

Start-up: 2013

## Angola – Block 15/06



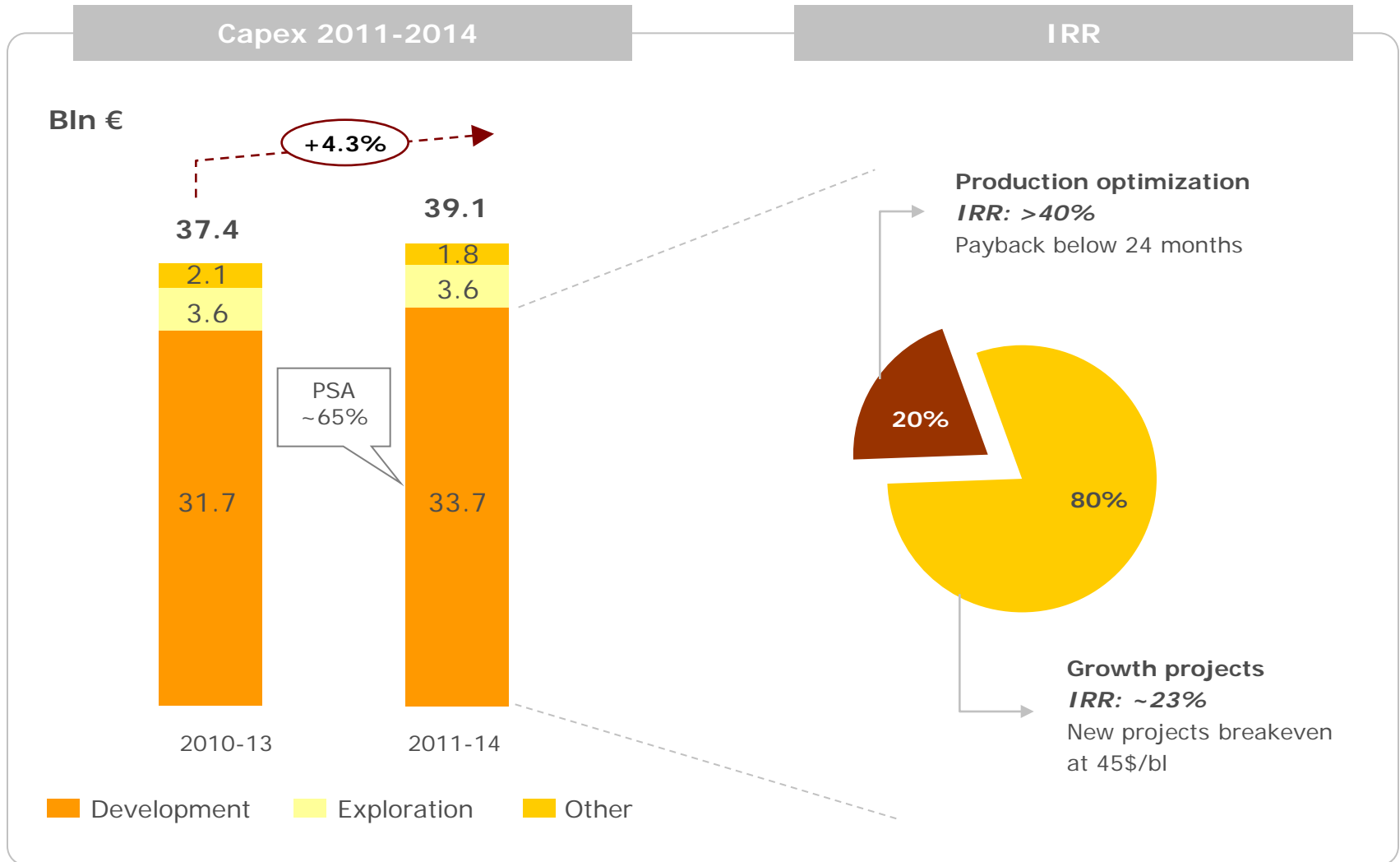
**4 years**

Discovery date: 2008-10

Start-up: 2013

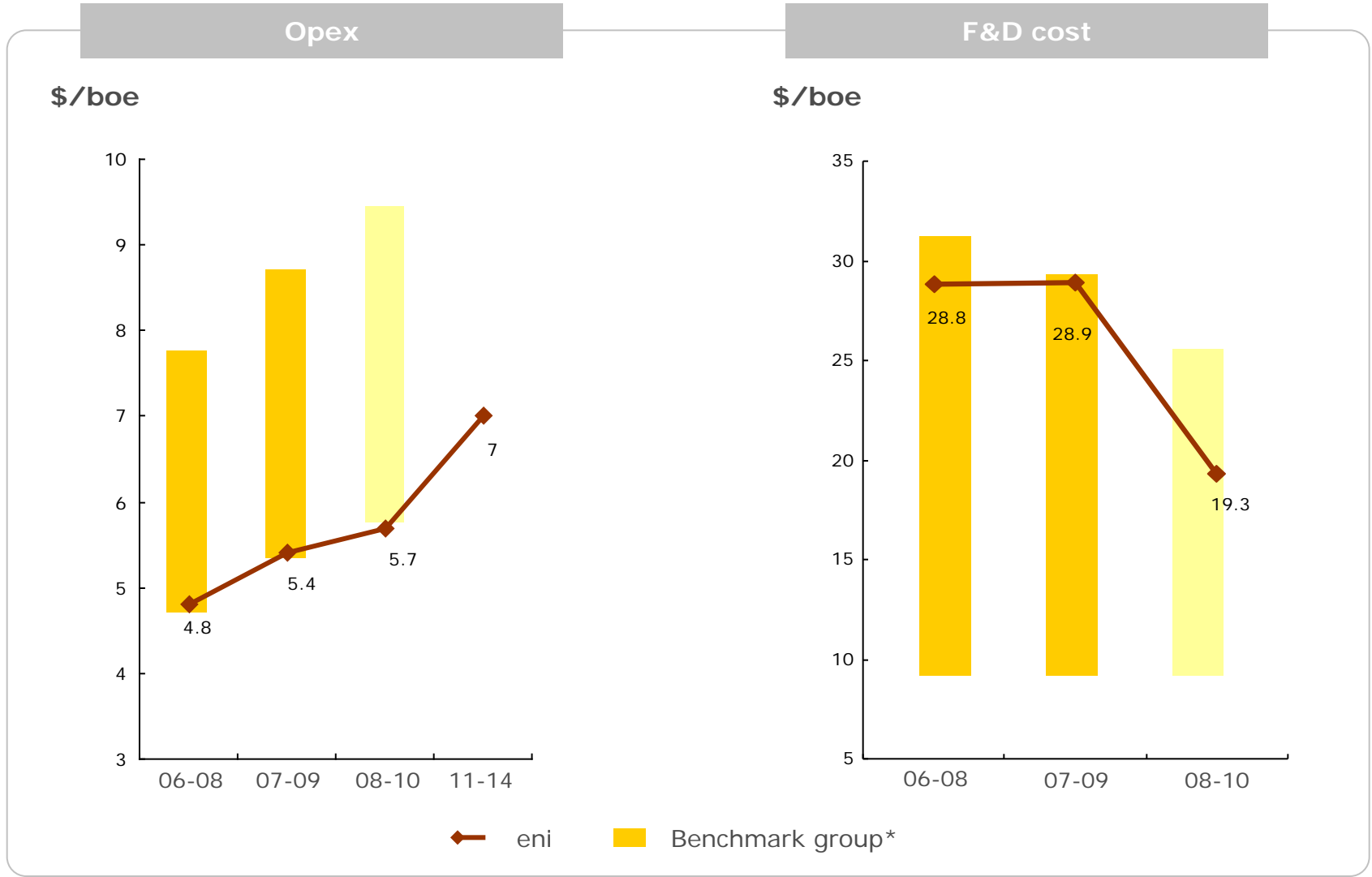


# high-return capex plan





# confirmed leadership in efficiency

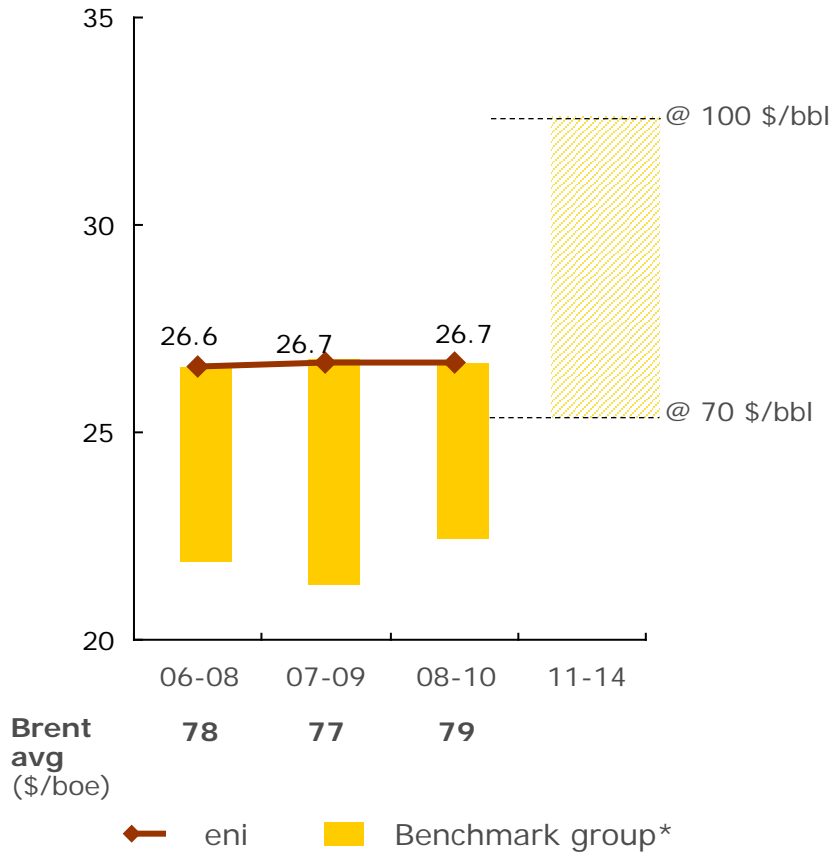


\* XOM, CVX, COP, BP, RDS, TOT, eni. (no RDS for 2010)

# leading cash generation and value

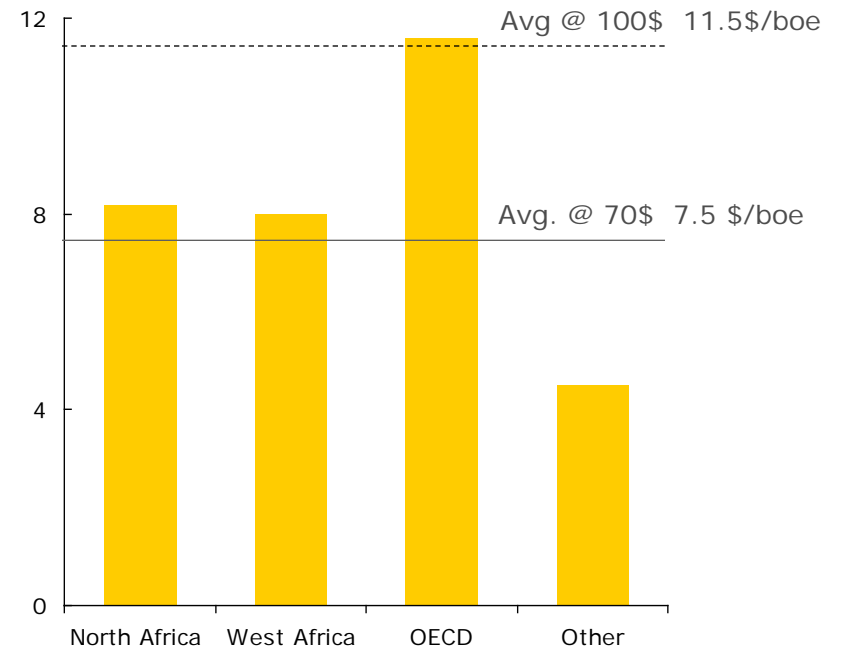
Cash Flow

\$/boe



eni 2P NPV/boe by region

\$/boe



\* XOM, CVX, COP, BP, RDS, TOT, eni. 2010 only eni, RDS, TOT and COP

# E&P operating model

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