



SARAS
investor update

Milan, 18 October 2006



Disclaimer



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Saras business model



- Focussed high margin refining integrated with power production
- Third most complex supersite in Western Europe
 - ✓ Complexity included 100% Sarlux ownership and Petrochemical : **8.7** (*)

“High complexity means that a refinery has had a continuous historical capital investment and as a result should have an above average yield quality and hence higher value products”. (Wood Mackenzie)

- Full integration with Power production and Petrochemical plant = superior site margins and more stable cash flows
- Unique business model
 - ✓ Processing contracts
 - ✓ 65% of non standard crudes

(*) source Wood Mackenzie, February 2006 plus Saras further elaboration

Strategy



- Saras planned CAPEX investment program will continue to ensure Saras's superiority of complexity:
 - ✓ Total planned CAPEX 600 m€ in the period 06-09
 - ✓ Incremental EBITDA at completion of program of US\$ 230-300 million
- Saras well ahead of regulatory requirements:
 - ✓ already fully compliant with 2009 EU Diesel specs, only 45m€ needed to become fully compliant with 2009 EU Gasoline specs
- Optimization of processing contracts
- Focus on improving operational performance
- Additional growth drivers:
 - ✓ Further step changes in refining
 - ✓ Opportunities for external growth in core business areas
 - ✓ Biodiesel/wind
 - ✓ GALSI/SAPEI

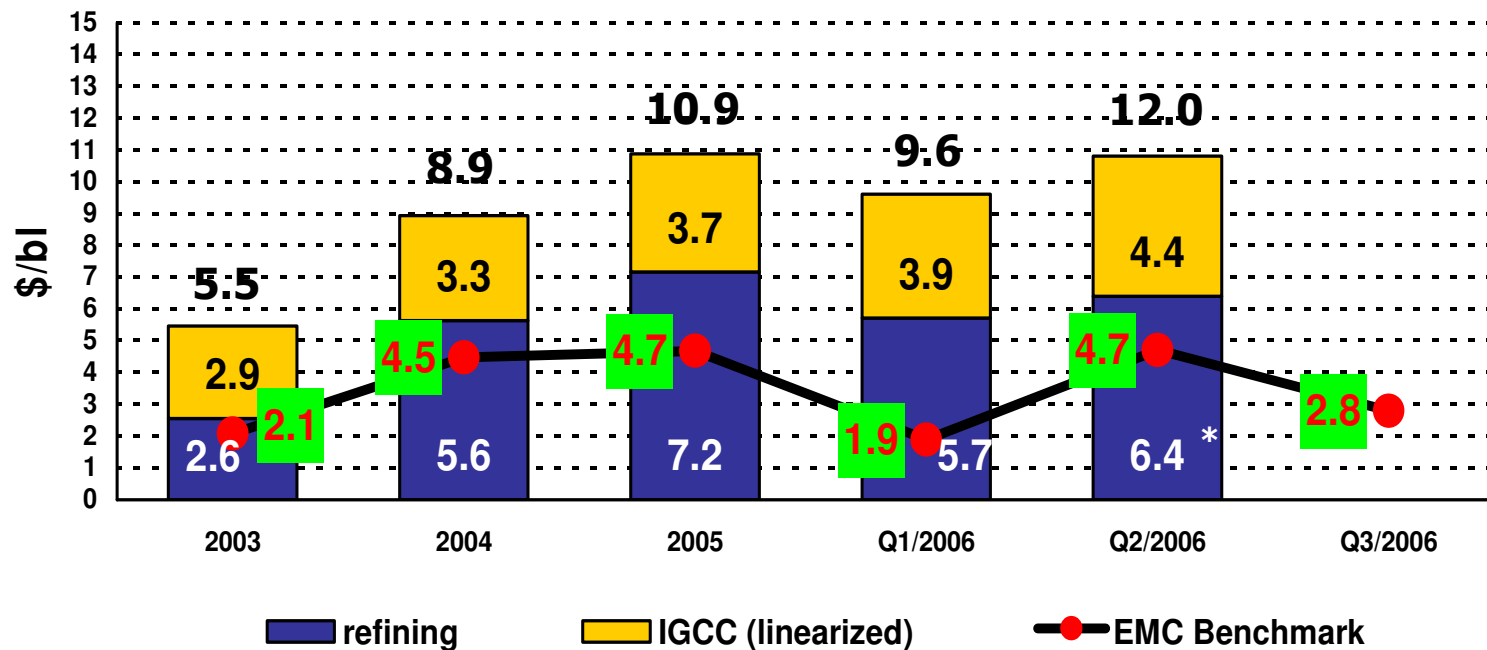
Medium term strategy – progress update



Plan	Target (base year 2005)	notes
Increasing conversion capacity	350,000 t/y of ULSD by 2008	<p>200,000 t/y by Q3/06 and 150,000 t/y by Q3/07 (ahead of schedule)</p> <p>50,000 t/y of high octane gasoline component by Q3/06 (additional achievement)</p> <p>Approx. 200,000 t/y of Heating oil converted into ULSD thanks to increased Hydrogen production by Q3/06 (additional achievement)</p>
Efficiency recovery	0.5% reduction C&F* by 2009	Engineering phase
Heavy up crude slate	-2 deg API by 2009	Engineering phase – in effect in 06 will run a lighter crude slate exploiting market opportunities (Caspian)
Increase refinery runs	15,1 million t in 2008 (from 14.4 in 05)	Runs in 2006 similar to 2005 despite significant maintenance

* Consumption & fuel

Track record of superior margins



(*) Q2/2006 : margin would have been **1.2 \$/bl** higher without major maintenance

Superior site margins:

- Significant increase of premium above benchmark in refining segment
- Stability from power generation

Use of funds – maximizing value creation



- Rational for IPO
 - ✓ immediate effect reduction of debt
 - ✓ increased financial flexibility for growth
- Dividend payout policy vs. M&A / refinery step change opportunities
 - ✓ Payout in the range 40-60%
 - ✓ Evaluating M&A / refinery step change opportunities but stringent investments criteria/hurdle rate 10% (after tax project IRR)
- Best practice in communication

Final remarks



- Role of family in day-to-day operational decision making
 - Family involved in strategic decisions
 - Interests aligned with those of minority shareholders
- Focus of new General Manager / CFO team
 - accelerating the pace of modernisation
 - improving operational efficiency
 - ensuring a continuation of our best-in-class status