

# **Presentation to investors**



Last update: Oct 2008



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- Vision and Strategic goals

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Certain statements contained in this presentation are based on the belief of the Company, as well as factual assumptions made by any information available to the Company. In particular, forward-looking statements concerning the Company's future results of operations, financial condition, business strategies, plans and objectives, are forecasts and quantitative targets that involve known and unknown risks, uncertainties and other important factors that could cause the actual results and condition of the Company to differ materially from that expressed by such statements.







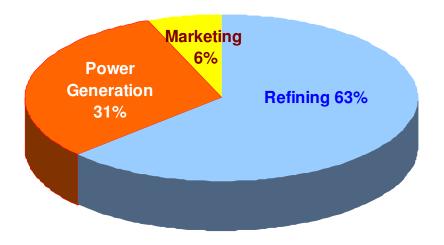


- Investing also in renewable energy
  - 72 MW wind farm located in Sardinia
  - Pipeline of projects in Southern Italy

- 300,000 bl/day high complexity refinery integrated with petrochemical & power
  - diesel yield above 50%, the highest amongst European listed refiners
  - flexible operations to exploit market opportunities
  - World's largest liquid fuel gasification plant, converting heavy bottoms into clean gas, fed into a 575 MW CCGT
    - stable cashflows
    - fuel oil yield close to zero
    - Marketing activities based in the high diesel demand regions of Italy and Spain
    - Sales of 4 mtons/ year (mainly diesel), in wholesale market
    - 200 kton/year biodiesel plant near Cartagena, integrated with existing depot (ready in Q4/2008)
    - New depot in Sagunto (260,000 mc, 14 tanks), in final permitting phase (expected completion by H2/2011)



# **EBITDA BY BUSINESS SEGMENT (2007 data)**



EUR ml	2007	2006
REFINING	372	324
POWER GENERATION	182	220
MARKETING	33	25
OTHER	0	-1
Group Comparable <sup>1</sup> EBITDA	587	568
WIND <sup>2</sup> (100%)	26	26

<sup>1.</sup> Calculated evaluating inventories at LIFO and deducting non recurring items

<sup>2.</sup> Until 30.06.2008, WIND was a Joint Venture Consolidated under the equity method (Saras share 70%). Subsequently, Saras acquired from Babcock & Brown its minority share, and therefore WIND will be fully consolidated starting from 30.06.2008



#### **VISION**

Best in class refiner, through sustainable technological excellence

## **STRATEGIC GOALS**

- Prioritize organic growth in our core business, moving towards a "ZERO FUEL OIL" configuration
- Grow selectively in marketing & renewables
- Maintain top of the industry return on investment







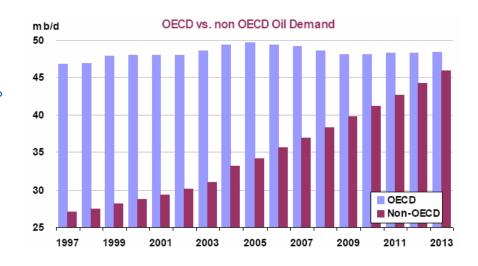
## OIL PRODUCTS GLOBAL DEMAND GROWTH

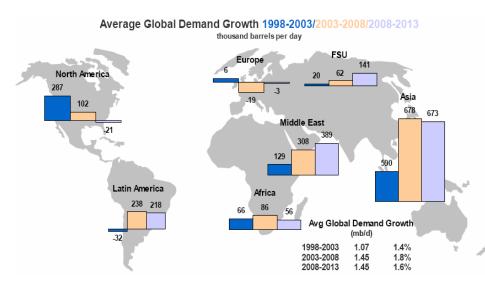
#### Geographic differences in demand growth:

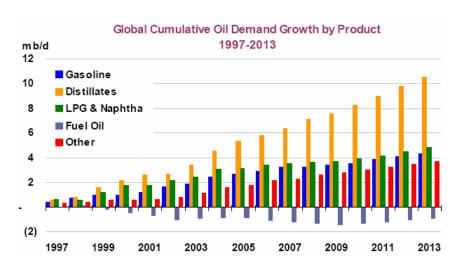
- ✓ OECD expected to decrease by 0.1% on average per year, from 48.6 mb/d in 2008 to 48.3 mb/d in 2013
- ✓ Non-OECD, by contrast, forecasted to increase by 3.7% per year, from 38.2 mb/d in 2008 to 45.8 mb/d in 2013

# Diverging trends for individual products:

- ✓ Gasoline, LPG & Naphtha will grow approx. by 1% p.a.
- ✓ Middle Distillates expected to grow approx. 2% p.a.
- ✓ Fuel Oil demand forecasted to shrink





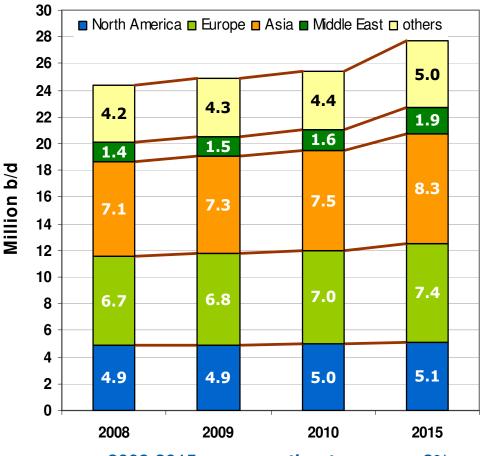




#### MIDDLE DISTILLATES WILL CONTINUE TO BE THE LEADING FUELS

- Diesel is primary transportation fuel
  - √ commercial use key driver
  - ✓ private cars in Europe
  - ✓ greater fuel efficiency
  - ✓ more stringent CO₂ emissions targets
  - √ possible "dieselisation" of US car fleet
- · Jet for aviation is growing
- Gasoil is an important power source in emerging economies
- Shipping industry will progressively switch from bunker fuel oil to gasoil

# Middle Distillates demand forecast source EMC World Refining Outlook



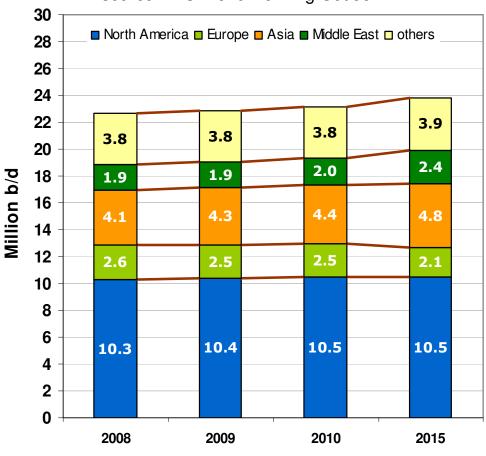
2008-2015 avg. growth rate approx. 2%



#### LIMITED GROWTH FOR GASOLINE

- North America remains main market for gasoline, without growth:
  - ✓ slowing US consumption
  - √ political pressure for higher fuel efficiency
  - √ impact of bio-ethanol
- Significant growth expected from North Africa, Middle East and Asia

# Gasoline demand forecast source EMC World Refining Outlook



2008-2015 avg. growth rate approx. 1%



#### DECLINING DEMAND AND CHANGING SPECS FOR FUEL OIL

- Declining power generation demand due to fuel switch (gas, coal) and renewables
- Increasing consumption of higher quality bunker fuel, but in a changing environment:
  - ✓ cap of 4.5% sulphur in marine bunker oil reduced to 3.5% from 2012, then down to 0.5% from 2020
  - ✓ in the SECAs(\*) current 1.5% sulphur cap reduced to 1% from 2010, and then down to 0.1% from 2015
- Ship owners will have two options:
  - ✓ use gasoil (more likely and practical)
  - ✓ install "scrubbers" to reduce sulphur content in exhaust gas (complex and environmentally unfriendly)

(\*) Currently there are only two Sulphur Emission Control Areas (SECAs) - in the Baltic Sea and the North Sea – more are expected to be imposed in due course, particularly off the coasts of North America and Med Europe





#### **HIGH ENTRY BARRIERS**

- Construction costs of 25,000 35,000 USD/bpd estimated for a state of the art refinery
- "NIMBY" and environmental issues make new refining sites unlikely in OECD countries
- Very high long-term margins are required to achieve reasonable returns, therefore construction of greenfield refineries could be delayed/cancelled

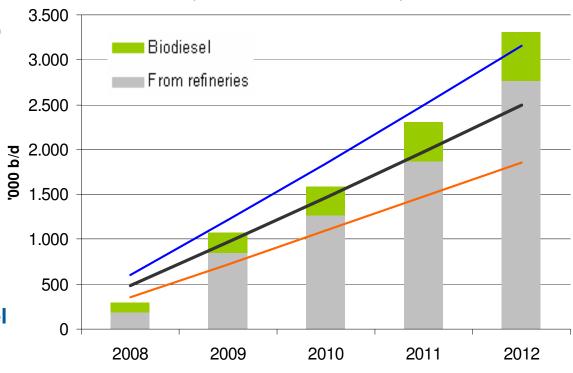




#### MIDDLE DISTILLATES SUPPLY/DEMAND BALANCE

- Market tight in next few years
  - ✓ strong demand
  - √ change of specs (10ppm sulphur)
- Upgrading projects affected by
  - ✓ high engineering, materials & construction costs
  - ✓ increasing lead times in project delivery
  - √ lack of skilled manpower
  - √ inflated budgets
- Uncertain outlook for bio-diesel

# Middle distillates incremental supply & demand (Kerosene, Jet fuel, Diesel, Gasoil)



Source: Saras elaboration on Wood Mackenzie, EMC, Oil & Gas journal and other industry data

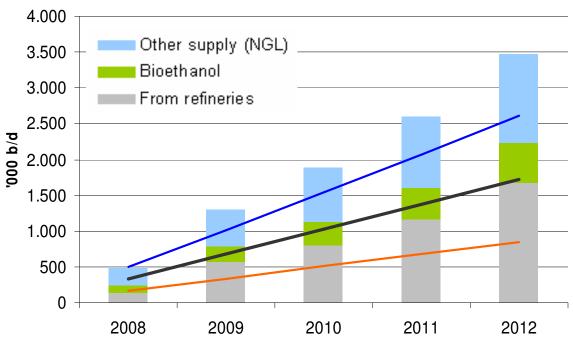
Base case for demand growth at 2.0% p.a.
Avg demand growth 2.5% p.a.
Avg demand growth 1.5% p.a.



# LIGHT DISTILLATES SUPPLY/DEMAND BALANCE

- Potential for gasoline oversupply in future years
  - ✓ mostly affecting inland refineries in low growth markets
- Difficult for gasoline refineries to switch to diesel
- Additional supply of NGL\* to balance petrochemical demand (Middle and Far East)

# Light distillates incremental supply & demand (LPG, Naphtha, Gasoline)



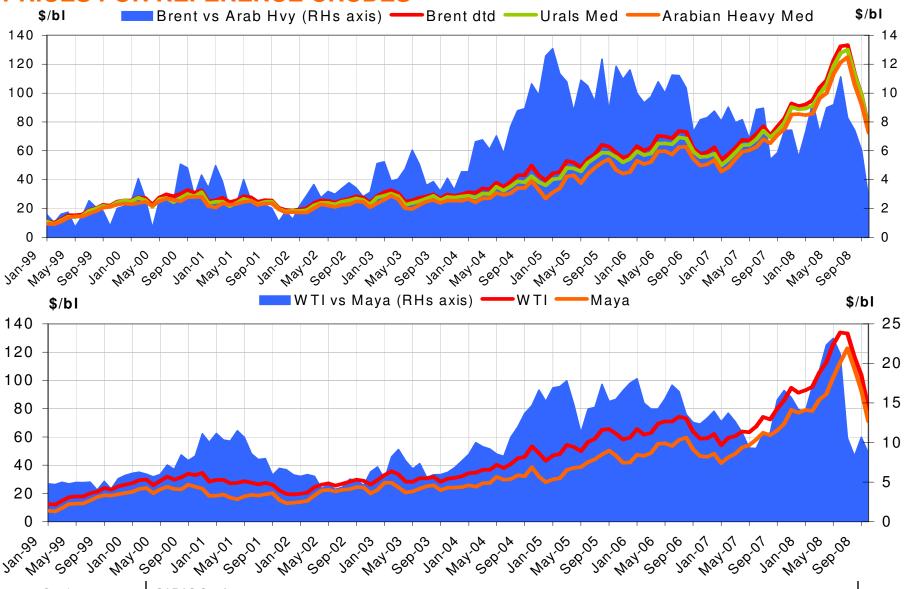
Source: Saras elaboration on Wood Mackenzie, EMC, Oil&Gas journal and other industry data

(\*) Natural Gas Liquids: the liquid fraction of natural gas extracted from underground gas fields and then purified into finished by-products. Typically NGL are made of heavier gaseous hydrocarbons (e.g. ethane, propane, butane, pentanes and even higher molecular weight hydrocarbons)

Base case for demand growth at 1,0% p.a.
Avg demand growth 1.5% p.a.
Avg demand growth 0.5% p.a.



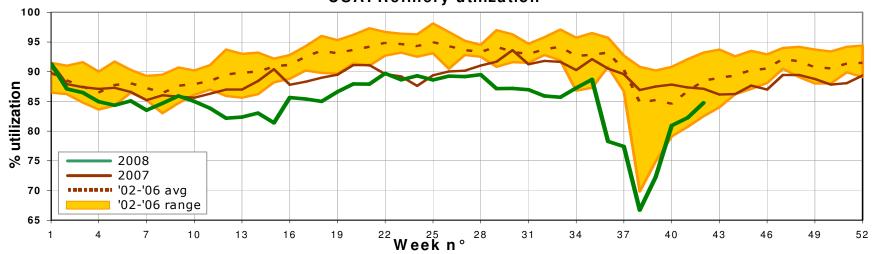
#### PRICES FOR REFERENCE CRUDES



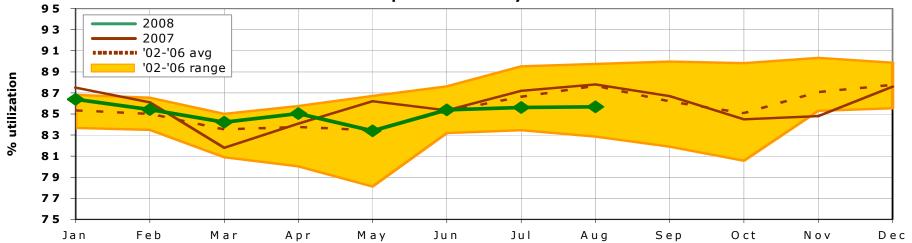


# REFINERY UTILISATION IN EUROPE AND USA





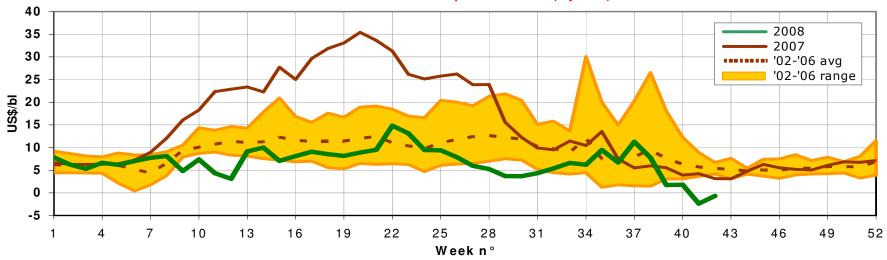
#### **OECD** Europe: Refinery utilization



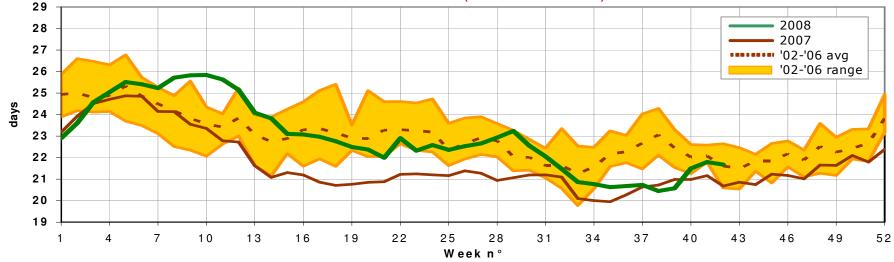


## **US GASOLINE CRACK SPREADS AND STOCKS**



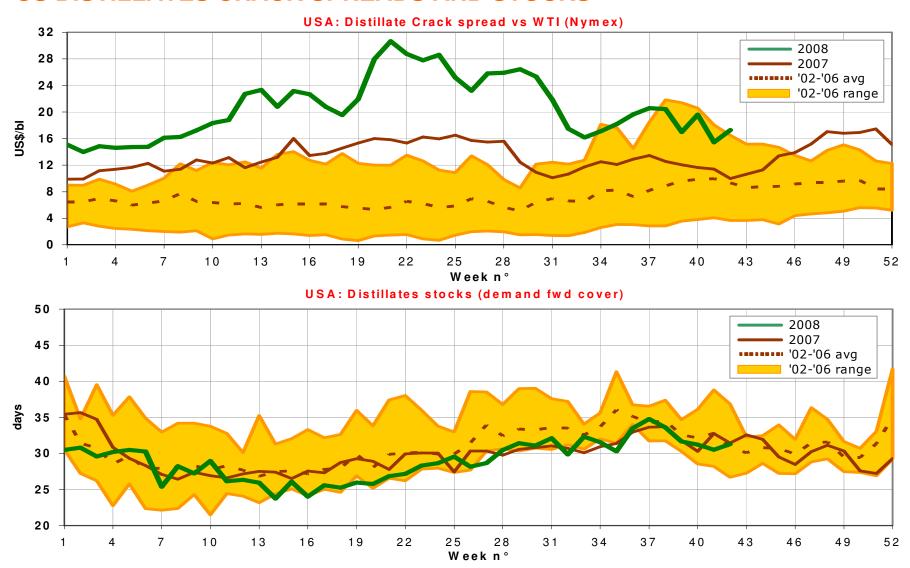


#### USA: Gasoline stocks (demand fwd cover)





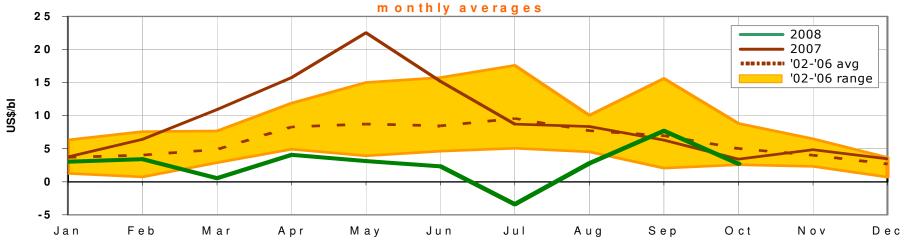
## **US DISTILLATES CRACK SPREADS AND STOCKS**



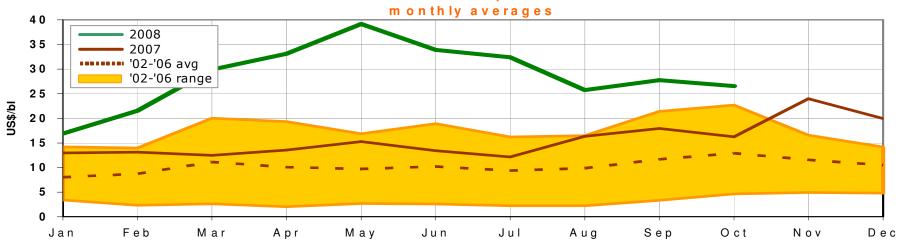


# **EUROPEAN GASOLINE AND DIESEL CRACK SPREADS**





#### Med: Diesel Crack spread vs Brent





# **REFINING MARGINS RECAP – GLOBAL**

Crude prices and crack spreads vs. Brent [\$/bl]	Week ended 17 Oct	MTD	QTD	YTD	2007
Dated Brent (BFOE)	69,7	78,8	78,8	109,1	72,4
Urals Med	68,1	77,0	77,0	106,1	69,4
BRENT-URALS differential	1,6	1,8	1,8	3,0	3,0
Diesel FOB Med crack	26,8	26,9	26,9	28,8	15,5
Gasoline FOB Med crack	2,3	2,9	2,9	2,6	9,1
HSFO FOB Med crack	-13,3	-11,9	-11,9	-26,4	-18,6

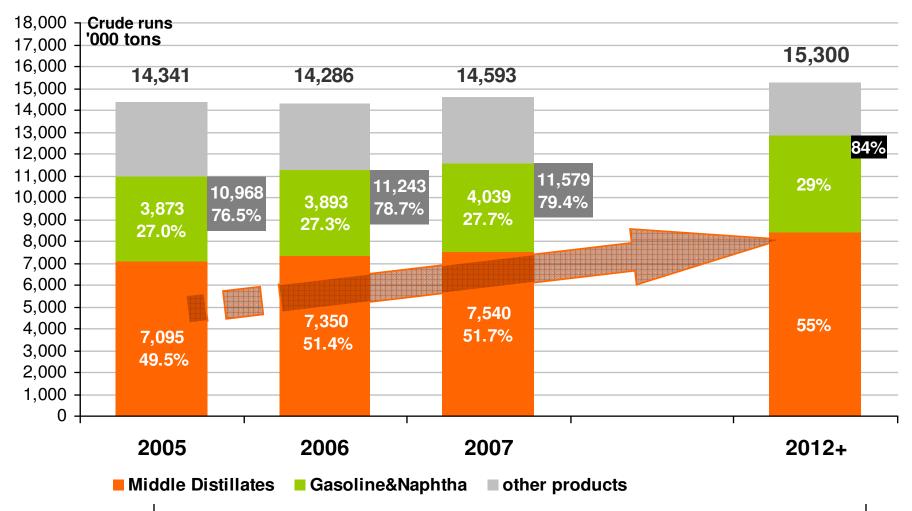
Benchmark refining margins [\$/bl]	Week ended 17 Oct	MTD	QTD	YTD	2007
EMC (benchmark for Saras) 50%Urals-50%Brent	5,0	4,8	4,8	3,1	3,3
NWE Cracking Brent	7,5	7,5	7,5	5,8	5,5
CIF Med Cracking Urals	9,0	9,3	9,3	6,8	6,0
USGC Cracking WTI	2,9	3,9	3,9	5,7	8,6
Singapore Cracking Dubai	2,5	2,7	2,7	4,2	6,2

Source: EMC - Last update 17th Oct 2008



#### SARAS COMPLEXITY AND HIGH CONVERSION CAPACITY

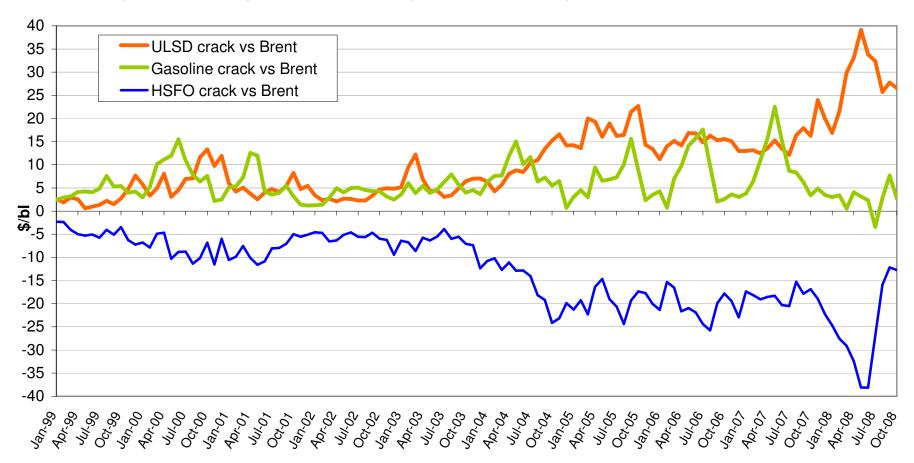
 Continuous investments in organic growth allowed Saras to become a very complex refinery, with high conversion of fuel oil in middle and light distillates





#### EXPOSURE TO THE DIFFERENTIAL BETWEEN DIESEL AND FUEL OIL CRACKS

- Large differentials between middle distillates and fuel oil prices play in favour of Saras
- Over the past years, the above mentioned differential has progressively widened, thus enhancing Saras competitive advantage vs. less complex refiners



# Competitive Positioning

#### **EMC BENCHMARK**

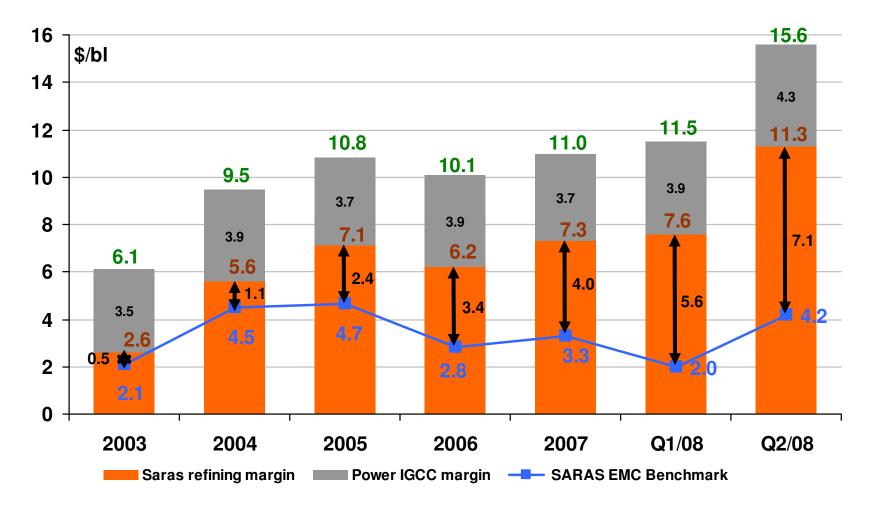
- In order to monitor and compare its performance, Saras has chosen a refining margin benchmark produced by EMC(\*)
- This EMC benchmark <u>represents the profitability of a mid-complexity coastal refinery in</u> the Med, and is based on the following assumptions:
  - ✓ crude slate: 50% Urals, 50% Brent
  - ✓ crude oil pricing: Urals MED and Brent DTD quotations
  - ✓ products pricing: FOB MED quotations
  - ✓ yields: EMC estimate for a mid-complexity refinery in the MED area
  - ✓ variable costs: EMC estimate for a mid-complexity refinery in the MED area.
- It is important to highlight that the EMC benchmark is a refining margin after variable costs

(\*) EMC Energy Market Consultants, is a company based in London and founded in 1989 by a group of dedicated consultants with extensive experience in their respective fields (<a href="https://www.fgenergy.com">www.fgenergy.com</a>)



## SARAS PERFORMANCE VS. EMC BENCHMARK

- Premium above benchmark has been increasing over the years
- Power generation and processing contracts provide stability of returns

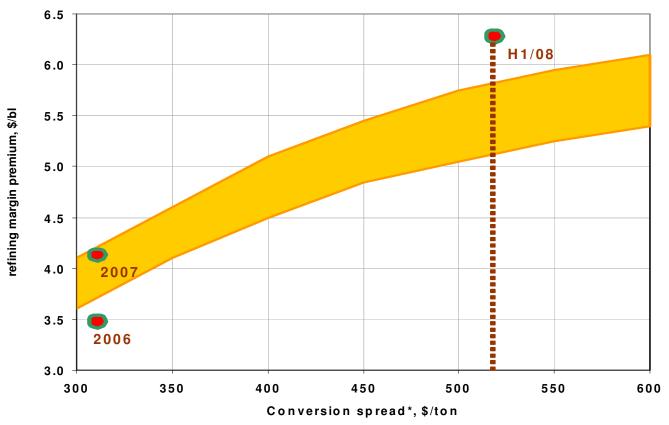




#### **GUIDANCE FOR REFINING MARGINS**

- Saras premium above the EMC benchmark is strongly linked to the diesel-fuel oil price differential, although this is not the only factor
- The graph below provides guidance on Saras refining premium

# Saras: updated guidance for refining margin premium above the EMC benchmark



 $<sup>^{\</sup>star}$  spread betw een ULSD and the average of LSFO&HSFO

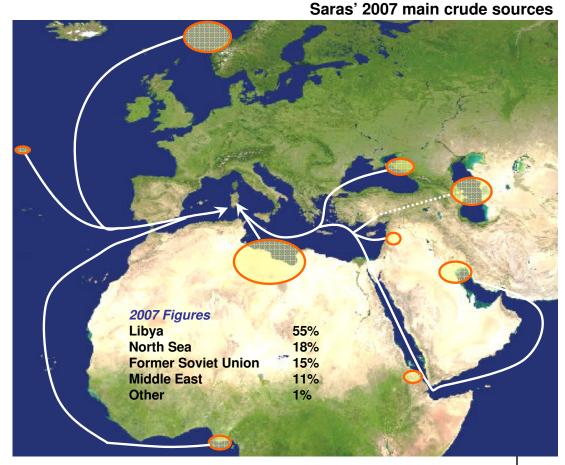


#### FLEXIBILITY AS A FURTHER SOURCE OF COMPETITIVE ADVANTAGE

- Flexible refinery configuration allows to run simultaneously up to 5 different crudes
- Technological enhancements to our processing units and improved logistic infrastructure offer the possibility to run "unconventional" crudes (higher value)
- Strategic location, in the center of the Mediterranean Sea, enhances flexibility of supply

 During 2007, Saras run twenty types of crude, very different in nature and origin

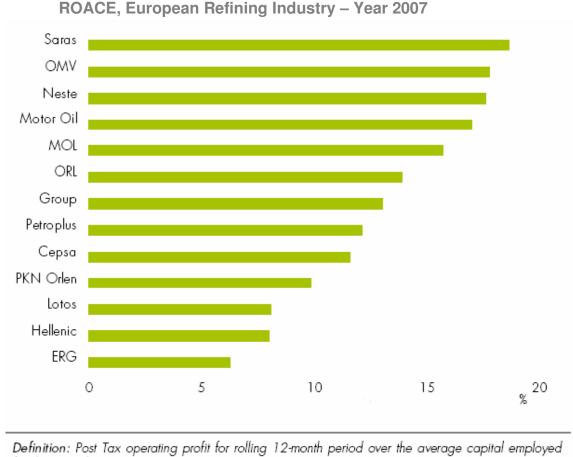
...crude supply is not a constraint but an opportunity and an important way to maximize returns





#### TOP OF THE INDUSTRY RETURNS FROM OUR LONG TERM STRATEGY

- Continue to Invest in Growth **Projects at Sarroch refinery**
- Focus on reliability and energy savings
- Using balanced approach to allocate cash
- Continuing to monitor the market for acquisition opportunities that meet our stringent criteria



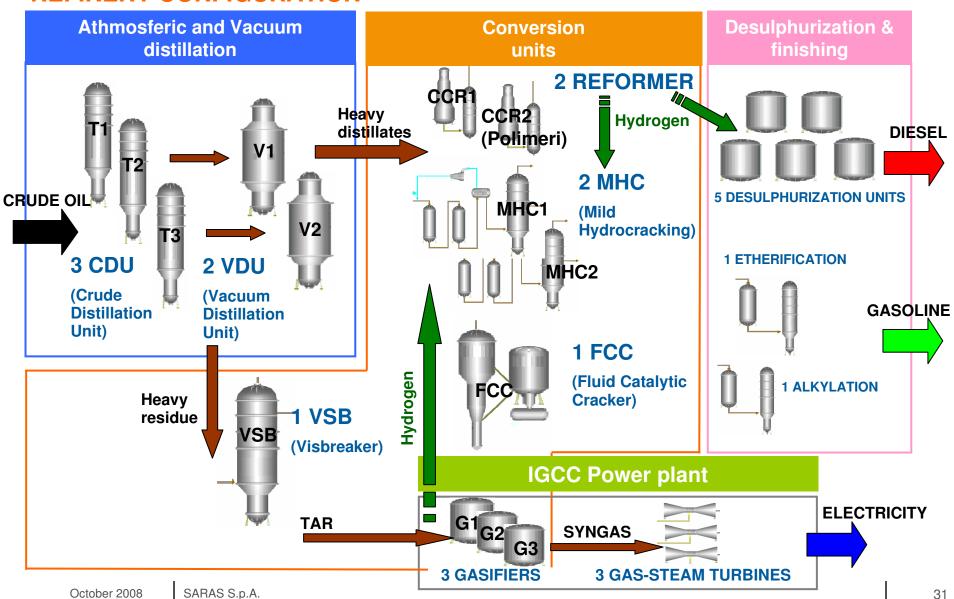
for the period.

Source: Lehman Brothers, March 2008



# Business Segments – Refining

#### REFINERY CONFIGURATION



#### REFINERY STRUCTURE AND NELSON COMPLEXITY INDEX

Process Unit	Capacity (barrels per calendar day)	Nelson Complexity Index (*)	Complexity barrels
Atmospheric Distillation	300,000	1.0	300,000
Vacuum Distillation	105,000	2.0	210,000
Visbreaking	41,000	2.75	112,750
Distillate Cracking (FCC)	86,000	6.0	516,000
Cat Reforming (CCR)	29,000	5.0	145,000
Distillate Hydrocracking	115,000	6.0	690,000
Hydrotreating	107,000	2.5	267,500
Alkylation	8,000	10.0	80,000
Oxygenates (TAME)	7,000	10.0	70,000
Hydrogen/PSA (MMcfd)	62,000	1.0	62,000
TOTAL COMPLEXITY		8.2	2,453,250
Gasification	20,000	12.0	240,000
TOTAL with Gasification		9.0	2,693,250
BTX Plant	12,000	15.0	180,000
Semi-rigenerative Reformer	17,000	5.0	85,000
TOTAL with Gasification & PetChem		9.9	2,958,250

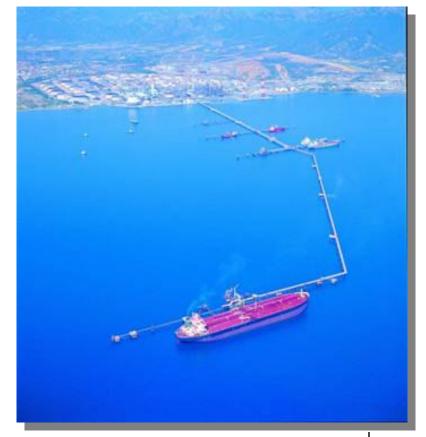
<sup>(\*)</sup> Nelson Complexity Index is a measure of secondary conversion capacity in comparison to the primary distillation capacity of any refinery. It is an indicator of the investment intensity of a refinery (and consequently its value addition potential). Atmospheric distillation units have a factor of one, while all other units are rated in terms of their costs relative to the primary distillation

## STORAGE AND MARINE TERMINAL

	Nr. of tanks	barrels	Cubic metres
CRUDE OIL	13	8,114,100	1,290,000
GASOLINE	35	5,012,500	796,900
KEROSENE	11	713,900	113,500
GASOIL	35	4,365,260	694,000
FUEL OIL	31	5,541,490	881,000
LPG AND PENTANES	37	375,500	59,700
TOTAL	162	24,122,800	3,835,100

#### **11 BERTHS:**

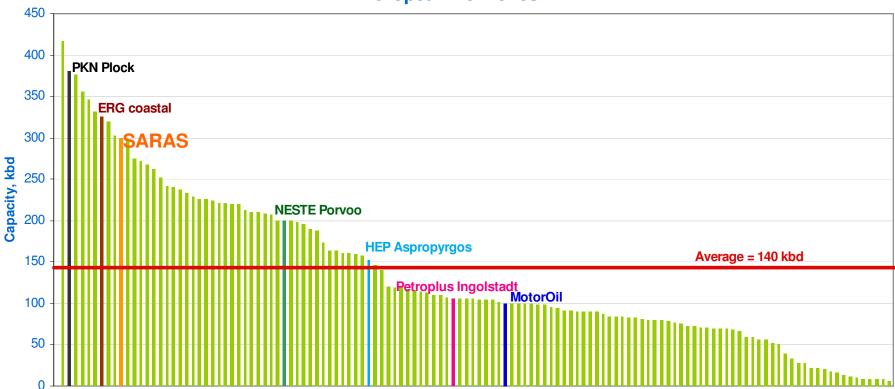
- 9 berths for product loadings & discharge
- 2 deep sea berths (crude oil vessels up to 300,000 SDWT)



#### REFINERY RANKING BY CAPACITY

The 10th largest European refinery with its 300,000 bcd capacity, more than twice the average European size

#### **European Refineries**

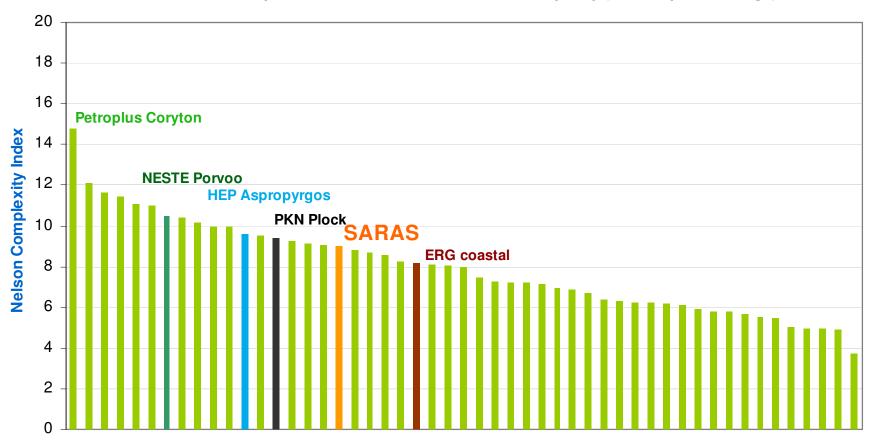




#### REFINERY RANKING BY COMPLEXITY

The 18<sup>th</sup> most complex refinery according to Nelson Complexity Index (9.0), among European refineries with above-average capacity (>140,000 bcd)

Nelson Index for European refineries with at least 140 kbd capacity (i.e. European average)



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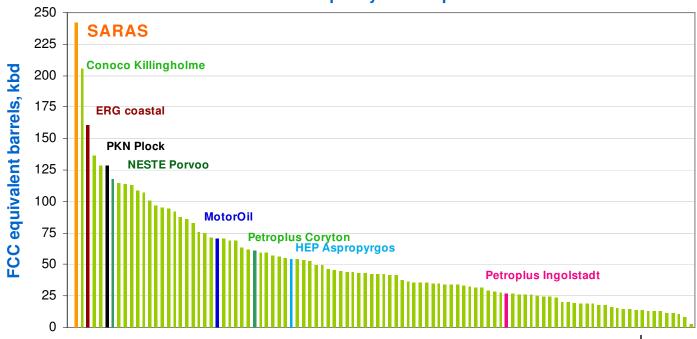


## REFINERY RANKING BY "FCC EQUIVALENT" INDEX

Process Unit	Capacity (bpcd)	FCC Equivalent Factor %	FCC Equivalent barrels	FCC Equivalent % on Distillation
FCC	86,000	100	86,000	28.6
Visbreaking	41,000	40	16,400	5.5
Distillate Hydrocracking	115,000	80	92,000	30.7
Gasification	20,000	240	48,000	16.0
TOTAL			242,400	80.8

Source: WoodMackenzie

#### Residue conversion capacity of European refineries



(\*) The FCC complexity index is a more appropriate representation of a refinery's conversion capacity

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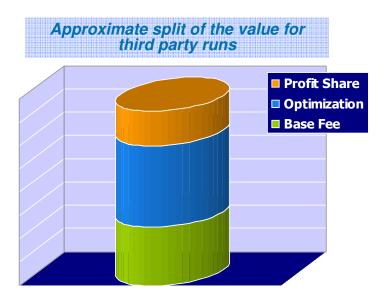
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#### PROCESSING CONTRACTS REDUCE WC AND STABILISE RETURNS

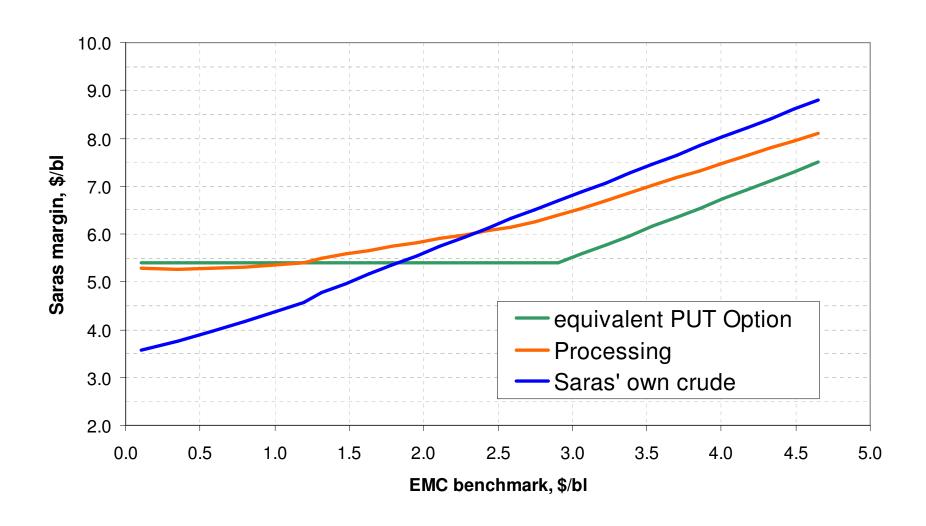
- A processing contract is an agreement to process 3rd party crude oil under predetermined conditions (i.e. product yields, processing fee, storage & delivery terms)
- Saras' processing contracts are grade specific and focused on certain families for which Saras has specific need/interest

## **Advantages of processing:**

- Access to special crude oils otherwise difficult to acquire
- Long term stability of supply
- Reduced Working Capital
- Stabilization of returns (equivalent to a put option on the refining margins at fraction of cost)



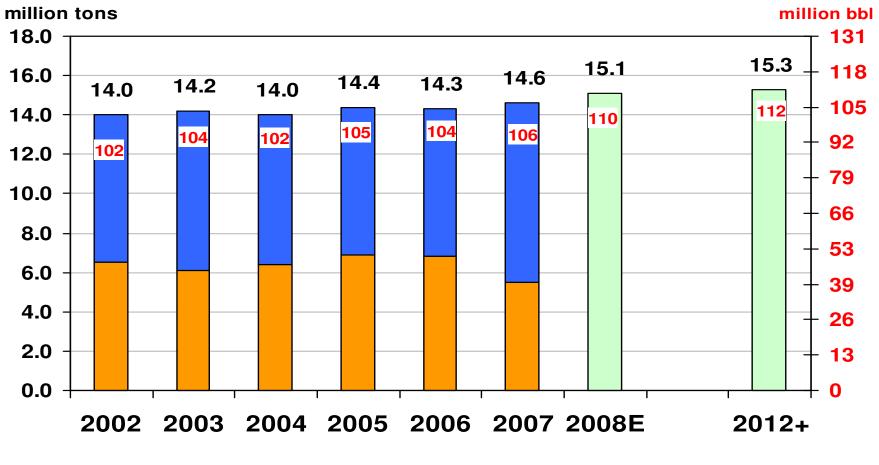
## **EFFICIENT PROTECTION IN CASE OF MARGIN DOWNTURN**



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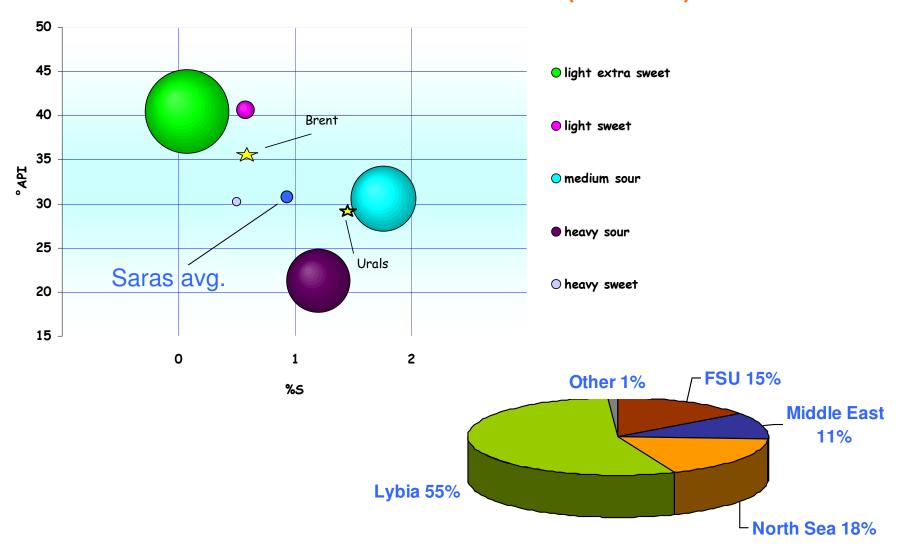
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## **HISTORICAL RUNS AND 2008 ESTIMATES**

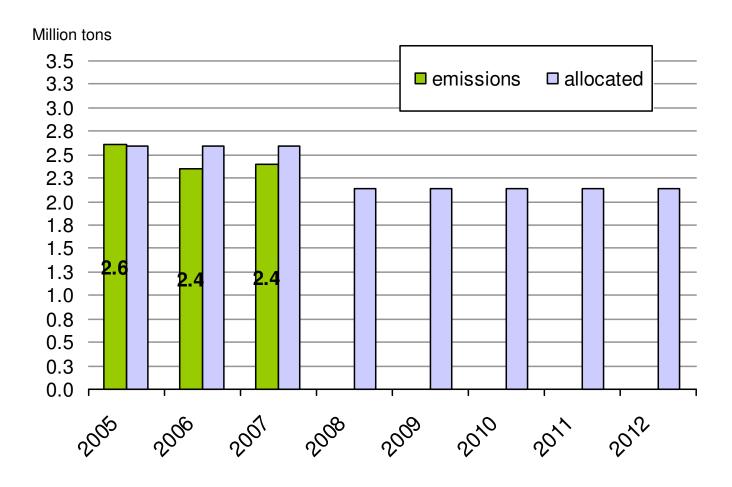


■ Processing for third parties
■ Own crude

# **CRUDE OIL SLATE BY GRADE AND BY ORIGIN (2007 data)**



# REFINERY CO<sub>2</sub> EMISSIONS AND ALLOCATED QUOTAS



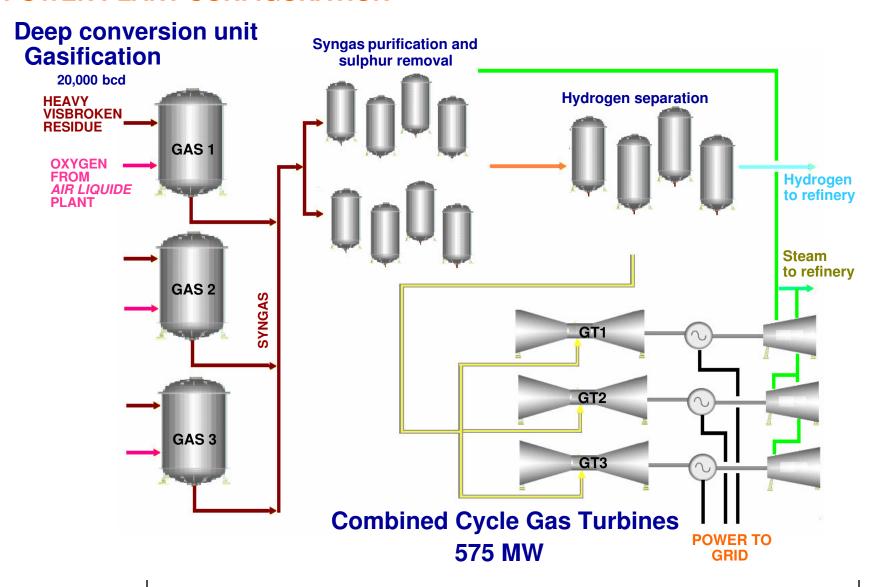
## **VARIABLE AND FIXED COSTS**

		H1/08	2007	2006
Refinery RUNS	million barrels	56.2	106.5	104.3
Exchange rate	EUR/USD	1.53	1.37	1.26
Fixed costs	EUR million \$/bl	110 3.0	198 2.5	194 2.4
Variable costs	EUR million \$/bl	88 2.4	140 1.8	145 1.8

## **MAJOR MAINTENANCE SCHEDULE**

		Q1/08	Q2/08	Q3/08 expected	Q4/08 expected	2008 expected
REFINERY						
PLANT		MHC2, Alky,	Visbreaking			
Estimated runs	million tons million bbl	3.92 28.6	3.78 27.6	3.75-3.85 27.4-28.1	3.75-3.85 27.4-28.1	15.2-15.4 111-112
Loss on EBITDA due to lower conversion capacity	USD million		30			30
IGCC			ı	Į.		
PLANT		1 Gas 1 Tur			1 Gasifier 1 Turbine	2 Gasifier 2 Turbine
Estimated power production	million MWh	1.121	1.084	1.10-1.20	1.05-1.10	4.36 - 4.51

## POWER PLANT CONFIGURATION



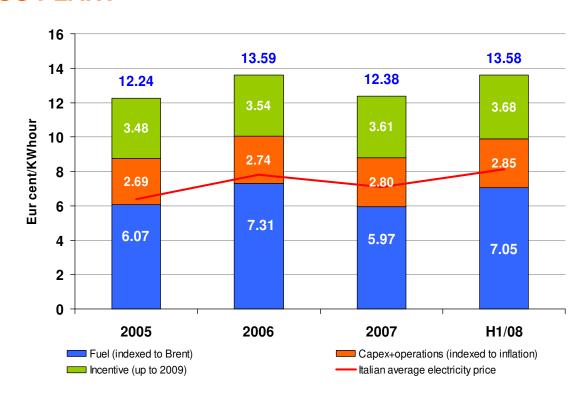
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#### CIP6/92 AND THE SARLUX IGCC PLANT

- SARLUX economics based on regulated incentive scheme (CIP6/92 tariff). 20 year sale contract with National Grid operator (GSE) and priority of dispatching
- The tariff has 3 components:
  - ✓ CAPEX+Operations Costs: inflation indexed and valid until 2021
  - ✓ Incentive Fee: indexed with inflation and valid until beginning of 2009
  - ✓ Fuel Cost: indexed with oil prices, and valid until 2021
- In Nov '06, the Authority for Electric & Gas Energy (AEEG) changed the indexation mechanism of the Fuel Cost component
- Consequently, in 2007 the Fuel Cost component was down to 59.7 EUR/MWh, versus 70.3 EUR/MWh based on the old formula, with the following impact:
  - ✓ 2007 IT GAAP EBITDA: negative impact of EUR 47 ml
  - 2007 IFRS EBITDA: negative impact of EUR 29 ml (linearisation revised with new tariff methodology & updated crude oil forward curve)

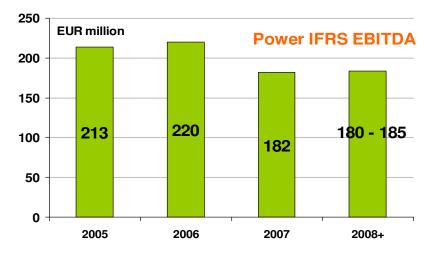


	2005	2006	2007	H1/08
BRENT DTD	54.6	65.2	72.4	109.1
USD/EUR exchange rate	1.2450	1.2560	1.3705	1.5304



#### **GUIDANCE FOR FUTURE YEARS**

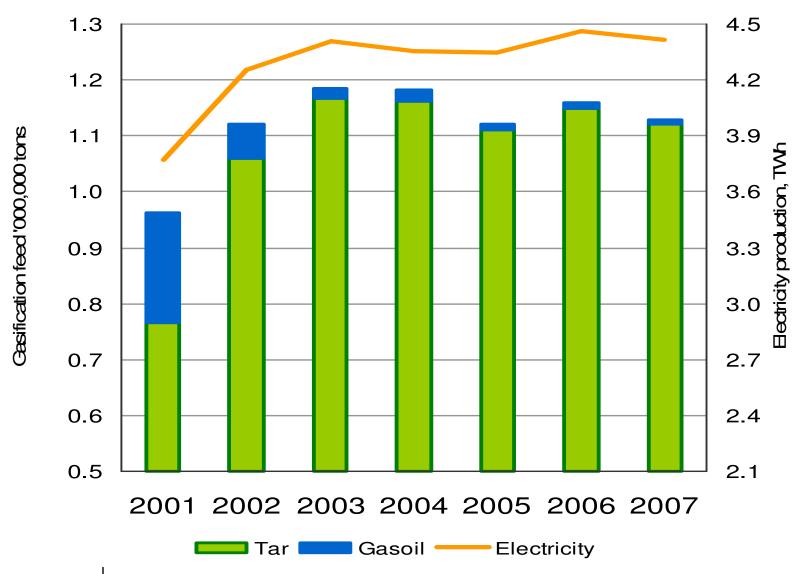
- Sarlux activities have been classified under IFRS as an operating lease. Results are "linearised" for the duration of the contract, and are therefore very steady, not reflecting the proper cash generation
- 2008 IFRS EBITDA: expected to be around EUR 180-185 million, in line with 2007 (on the basis of a 80-85\$/bl crude oil price)
- 2008 IFRS EBIT: around EUR 105-110 million, improved by abt EUR 6-7 ml vs 2007 (depreciation reduced by approx EUR 6-7 ml per year, due to the reduction in the fair value of the power purchase agreement between Sarlux and the Italian grid operator)



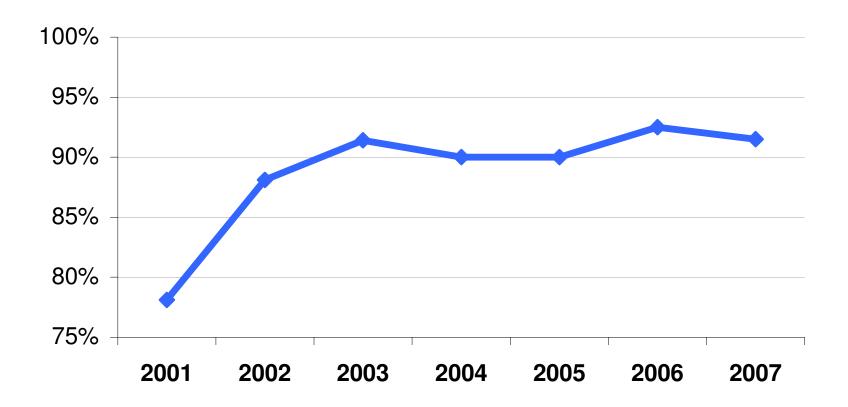
- IT GAAP EBITDA: in the table below we have projected the Fuel Cost component of the tariff and the EBITDA on the basis of a 80-85\$/bl crude oil price
  - total tariff is expected to be significantly higher than 2007 (about EUR +20 ml in 2008) and in the following years; this explains why the impact of the new tariff on 2007 IT GAAP EBITDA (EUR 47 ml) is significantly higher than that on IFRS EBITDA (EUR 29 ml) considering that the linearization procedure takes into account the tariff expected for future years

estimates	2008	2009	2010+
Crude oil price (\$/bl)	85	82	82
Fuel component, EUR/MWh	70	71	70
Total Avg. Tariff, EUR/MWh	136	108	100
IT GAAP EBITDA, EUR ml	275-285	135-145	115-125

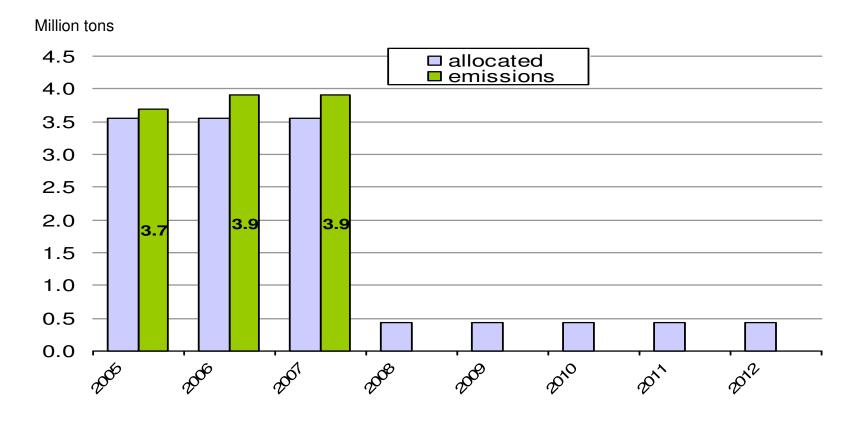
## PRODUCTION AND FEEDSTOCK CONSUMPTION



## **MECHANICAL AVAILABILITY**



## POWER PLANT CO<sub>2</sub> EMISSIONS AND ALLOCATED QUOTAS



- Article 7bis of CIP6/92 law state: "the sale price of electricity will be updated in case of changes of regulations implying higher or additional costs for the producers"
- The Energy Authority subsequently <u>confirmed reimbursement of CO2 costs</u>, for the entire duration of the CIP6 contract, with the Resolution n. 77/08 issued on 11th Jun 2008

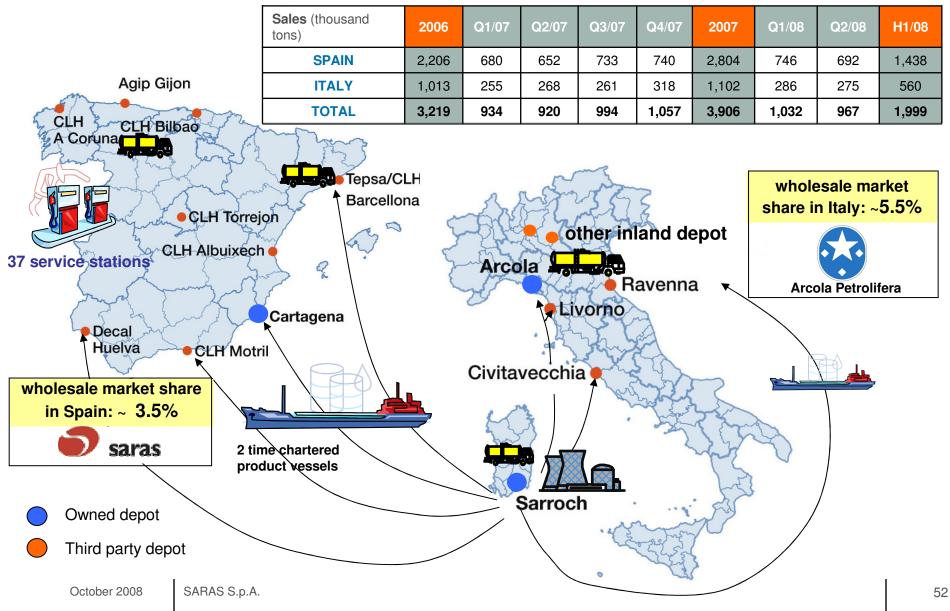
## **VARIABLE AND FIXED COSTS – IT GAAP**

		H1/08	2007	2006
Refinery RUNS	million barrels	56.2	106.5	104.3
Power production	MWh/1000	2,205	4,414	4,467
Exchange rate	EUR/USD	1.53	1.37	1.26
Fixed costs	EUR million \$/bl EUR/MWh	<b>54 1.5</b> 24	104 1.3 24	107 1.2 24
Variable costs	EUR million	39	67	65
	\$/bl EUR/MWh	<b>1.1</b> 18	<b>0.9</b> 15	<b>0.8</b> 15

# **REVENUES AND COSTS PER Megawatt-hour – IT GAAP**

		H1/08	2007	2006
REVENUES FROM POWER	€/MWh	135.8	123.8	135.9
Incentive (up to 2009) Other tariff components	€/MWh €/MWh	36.8 99.0	36.1 87.7	35.4 100.5
REVENUES FROM UTILITIES	€/MWh	15.6	11.4	13.7
FEEDSTOCKS FOR GASIFICATION	€/MWh	(48.5)	(38.0)	(38.1)
VARIABLE COSTS	€/MWh	(17.7)	(15.2)	(14.6)
FIXED COSTS	€/MWh	(24.5)	(23.5)	(24.0)
EBITDA	€/MWh	60.7	58.5	73.0
D&A	€/MWh	(12.3)	(12.2)	(12.1)
EBIT	€/MWh	48.4	46.3	60.9

## LOGISTIC OF WHOLESALE/RETAIL OPERATIONS IN ITALY & SPAIN





#### **DEPOTS AND RETAIL NETWORK**

Cartagena (Spain): 112,000 cubic meters

Arcola (Italy): 200,000 cubic meters

Sagunto (Spain): 260,000 cubic meters – in final permitting phase (ready in H2/2011)

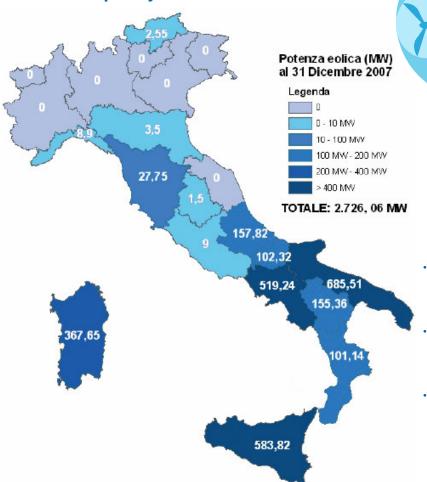


A retail network of 40 high throughput service stations (abt. 3.5 million litre per year) located in Spanish med area



#### WIND IN ITALY

#### Italian Capacity installed at 31.12.2007



## WIND IN EUROPE

Installed Capacity at 31.12.2007	MW
DENMARK	3,125
FRANCE	2,454
GERMANY	22,247
ITALY	2,726
NETHERLANDS	1,746
PORTUGAL	2,150
SPAIN	15,145
UNITED KINGDOM	2,389
TOTAL EU	56,535

#### **Green Certificates**

- Electric energy created by renewable energy plants are entitled to receive GC, related to the KWh produced, for the first 12 years of production since their last inspection. Said GC are securities issued by the Administrator at the beginning of a given year in accordance with the foreseeable quantity of energy that will be produced during that year by the requesting operator.
- Specifically, all operators of the field, whether producers or traders, must possess and subsequently file a certain number of GC equal to 2% of the energy used/produced in the course of the previous year. Noteworthy is the fact that the Administrator issues the GC and is then required to annul them, thus entitling the operators to comply with the above indicated Green Portfolio requirements.
- GC may be traded independently from the related renewable energy. Further, there is no legal limitation on the possibility to freely and repeatedly trade GC before they are annulled by the Administrator. The only limit is given by the need of using certificates representing the past year's production by March of the subsequent year. By way of example, if a GC is issued at the beginning of the year 2007, referring to energy that will be produced in the year 2007, its annulment must occur by March 31, 2009. Therefore, throughout the entire period running from the date of issuance to the date of annulment, operators are entitled to trade the GC, privately or within the Energy Stock Market, without any legal limitations whatsoever, except to the possibility of exporting the certificates abroad. In particular, as briefly mentioned above, GC do not necessarily have to be traded in connection with the energy they represent, as long as the relative sale takes place in Italy. Contrarily, GC can be sold abroad only in conjunction with the sale of energy.



#### **ULASSAI WIND FARM**



	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08	H1/08
Electricity production (MWh)	157,292	54,910	31,789	29,885	51,631	168,185	49,773	47,761	97,534
Power tariff (€cent/KWh)	7.4	7.6	9.9	8.4	8.2	8.6	8.5	9.4	8.9
Green certificates (€cent/KWh)	12.1	9.7	9.7	9.7	9.7	9.7	8.0	7.1	7.1

## **Ulassai wind farm**





- production started end 2005
- GC granted until 2016
- 72 MW (42 Vestas aero generators)
- upgradeable to 96 MW
- production of approx 160,000 MWh per year

55

- investment of EUR 100 million
- fully owned from 30/06/2008



## **SARROCH SITE: SIGNIFICANT GROWTH OPPORTUNITIES**

## In line with our long term vision, the investment plan for 2008-2011 will focus on:

- increasing conversion capacity, switching fuel oil to diesel
- improving energy efficiency
- exploiting unconventional crudes
- enhancing overall refinery performance

## Our approach will remain based on:

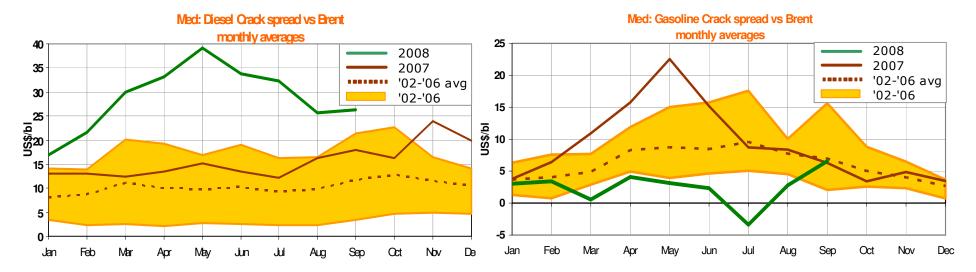
- continuous improvement
- integrated but independent projects
- mitigated investment risk
- operational and HSE excellence

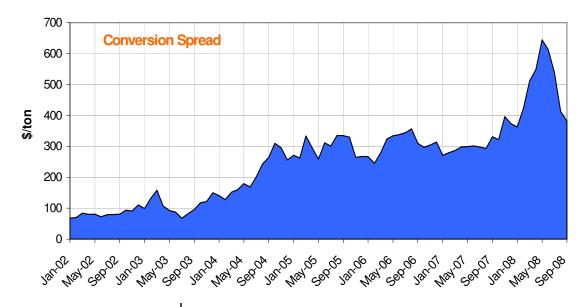


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## REFERENCE MARKET SCENARIO





		2008-12
Brent dtd	\$/bl	100
Urals Med	\$/bl	96
Diesel crack	\$/bl	25
Gasoline crack	\$/bl	4
Fuel Oil crack	\$/bl	-30
Diesel – Avg HS/LS FO (conversion spread)	\$/ton	500
EMC benchmark	\$/bl	3.5
Exchange rate	Eur/Usd	1.50



#### **INCREASE CONVERSION CAPACITY**

# MildHydroCracking2 revamping & new Steam Reforming Unit

- ✓ MHC 2 increase capacity from 60,000 to 65,000 b/d
- ✓ MHC 2 increase conversion by about 5%

## **Visbreaking Revamping**

✓ conversion increased by about 5%

CAPEX: EUR 190 ml

DELIVERY: H2 2010

+5,500 b/d of diesel (270 kton/year)

CAPEX: EUR 155 ml

**DELIVERY: H2 2011** 

+2,000 b/d of diesel (100 kton/year)

#### **IMPROVE ENERGY EFFICIENCY**

## **Energy recovery projects**

- ✓ Improved thermal integration
- ✓ Energy recovery from exhaust gas
- ✓ Upgrade combustion processes

CAPEX: EUR 55 ml

**DELIVERY: 2009-11** 

-1,300 b/d (75 kton/year) of fuel consumptions

#### **ENHANCE REFINERY PERFORMANCE**

# Process optimisation and increase in throughput

- ✓ FCC and Alky
- ✓ Tank farm.

# Flexibility to further increase runs of unconventional crudes

✓ Light waxy, Condensate, Extra heavy, etc.

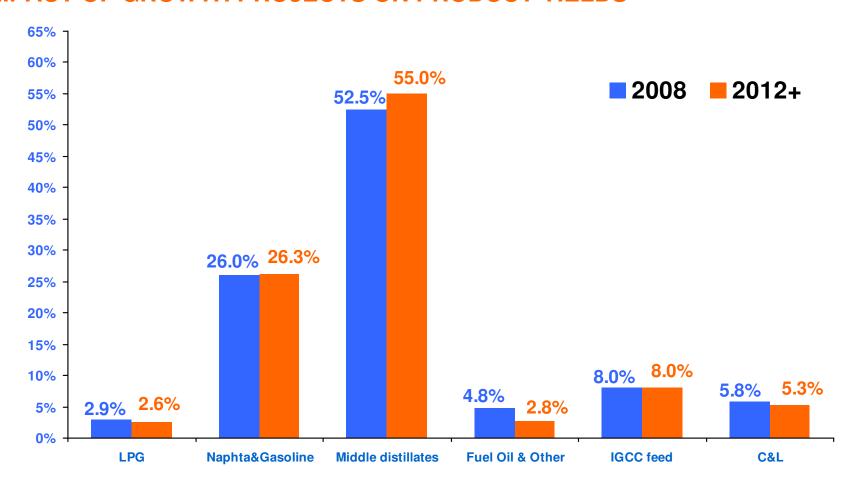
CAPEX: EUR 220 ml

**DELIVERY: 2009-11** 

+10,000 b/d (500 kton/year) of total runs and unconventional crudes

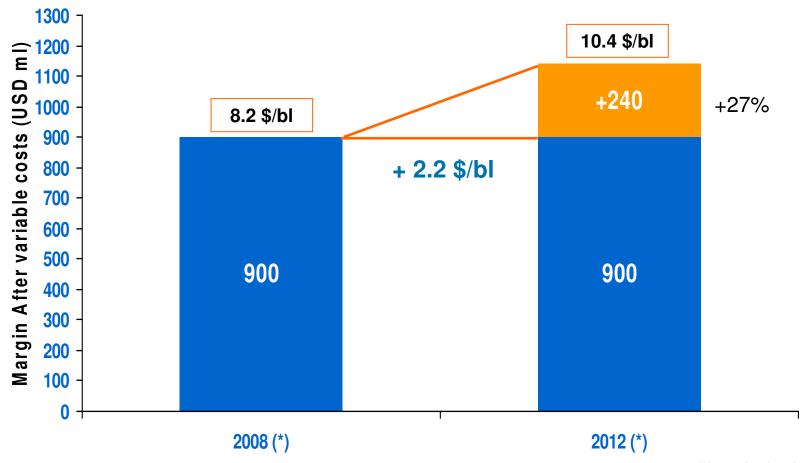
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#### IMPACT OF GROWTH PROJECTS ON PRODUCT YIELDS



- Increased diesel production at expense of fuel oil (yield up by 2.5%)
- Reduction of C&L by 0.5%

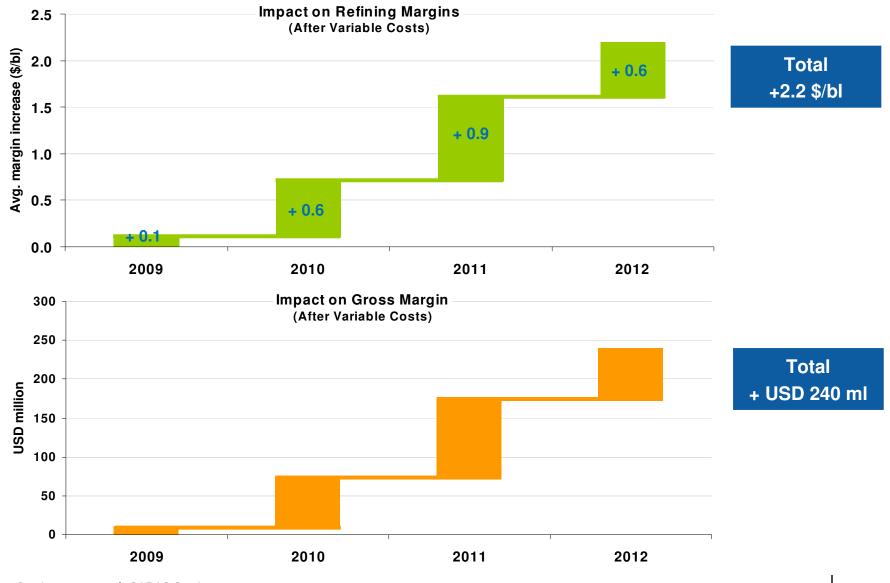
#### **MARGIN GROWTH & RETURNS**



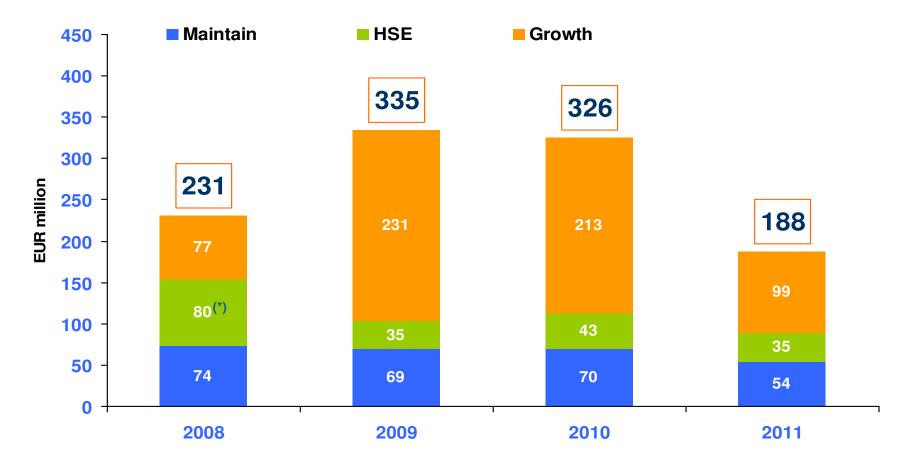
- 2012 is the first year of full contribution from all the projects
- (\*) on the basis of the reference scenario

• 2008-11 Growth Projects: IRR after tax in excess of 15%

## **MARGIN GROWTH: TIMING**



## **TOTAL CAPEX**

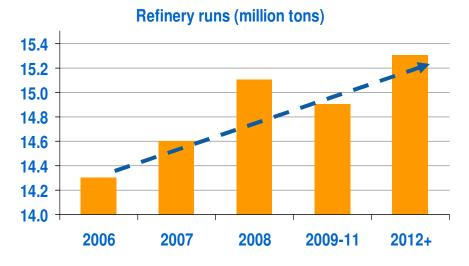


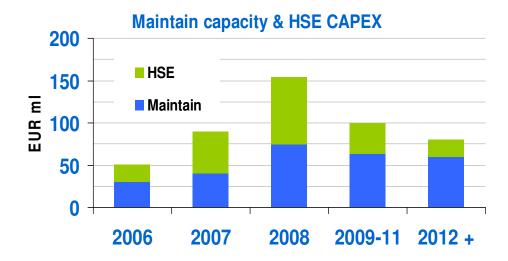
• 2008-2011 total CAPEX: EUR 1080 ml of which EUR 620 ml for growth projects

(\*) 2008 HSE CAPEX mainly refers to completion of new gasoline desulphurization unit (10 ppm) and tail gas treatment unit (environmental improvement)

#### REFERENCE LONG TERM RUNS AND CAPEX

- Refinery average throughput 2012+ about 15.3 million t/y (306,000 bpd) up 0.5 million t/y (10,000 bpd) when compared to the 2006-08 average
- 2009-2011: scheduled turnarounds and growth projects will reduce:
  - ✓ average throughput
  - ✓ refining margins by 0.5-0.7 \$/bl
- 2012+: Long term CAPEX at EUR 80 ml per year (maintain & HSE)





#### FURTHER UPGRADINGS AND MAINTAINING BEST IN CLASS EFFICIENCY

#### CAPEX

- √ 2008: increase H2 production
- ✓ 2010-11: upgrades for performance improvement after 10-year inspection
- ✓ 2012+: EUR 10 million per year

## CO<sub>2</sub> reimbursement confirmed

 ✓ cost reimbursement for entire duration of CIP6 contract confirmed by Energy Authority(\*)



		2008	2009	2010	2011	2012+
CAPEX	EUR million	33	8	18	19	10

(\*) Resolution n. 77/08 issued on  $11^{th}$  Jun 2008

#### **NEW DEPOT OF SAGUNTO IN SPAIN**



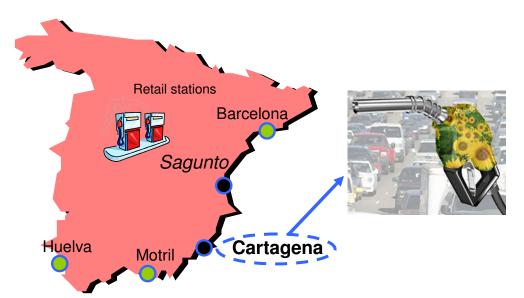
- Sagunto, 30 km from Valencia
- 30 years concession
- Capacity 260,000 mc, with 14 tanks

EUR ml	2008	2009	2010
CAPEX	3	22	10

Owned depotThird party depot

- High diesel demand area (12% of Spanish consumption)
- Limited logistics
- Final construction permits by Q3/2008
- Start of operations by H2/2011
- EBITDA contribution of about EUR 5 ml on yearly basis
- IRR after taxes 10-15%

#### **BIODIESEL PLANT**



- Integrated with existing Saras depot
- Production of 200,000 ton/year (4,500 kbd)
- · Feedstock: palm, rapeseed, soy

EUR ml	2007	2008
CAPEX	8	34

- Owned depot
- Third party depot

- Consistent to EU targets
  - √ 5.75% of bio-diesel into marketed diesel by 2010
- Start up in Q4/2008
- Economics still positive despite high feedstock prices
  - √ favourable taxation in Spain
  - ✓ low OPEX thanks to integration with existing logistics.
- EBITDA contribution of about EUR 5 ml by 2009



## PEU FULLY OWNED FROM 30/06/2008

- On 30/06/2008, Saras acquired from Babcock & Brown Wind Energy SrI its 30% of the share capital of Parchi Eolici Ulassai SrI for a total consideration of around EUR 30 million
- Saras now owns 100% of Parchi Eolici Ulassai, which in turn fully owns Sardeolica Srl, whose wind parks in 2007 produced a total of 168 thousands MWh with an EBITDA of EUR 26 million. At end 2007 Sardeolica non recourse net debt amounted to EUR 77 million (reduced to EUR 60 million on 30.06.2008)
- A pipeline of projects in Sardinia and the South of Italy are in the permitting phase, and other investments in Eastern Europe are under consideration



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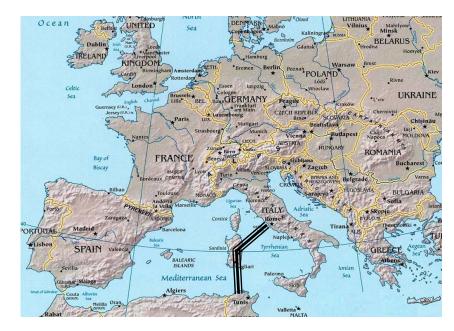
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# Investment Plan 2008-11 – Gas Exploration

## **GAS EXPLORATION**

- On shore seismic tests completed
- Data processed with promising results
- Off-shore seismic tests in permitting phase
- Evaluating next steps



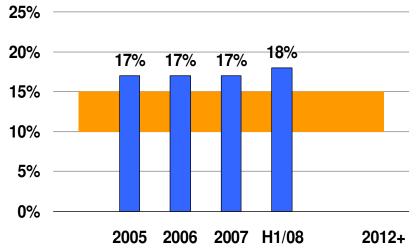
**GALSI Pipeline:** new infrastructure connecting Algeria with Italy through Sardinia, total capacity of 8 bcm/y with start-up expected by 2012

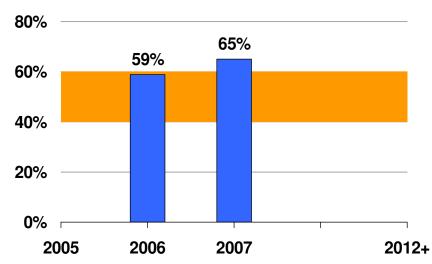




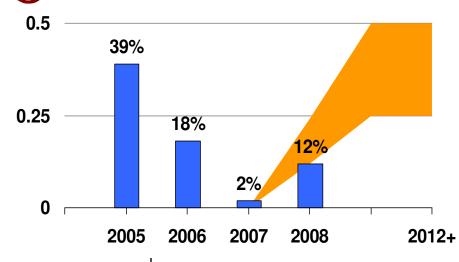












**ROACE:** return on average capital employed after tax

**Leverage:** Net debt /(net debt + equity)

Payout: calculated on adjusted net income



# **INCOME STATEMENT (1)**

EUR million	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
EBITDA	526.2	145.3	265.7	180.8	168.3	760.1	151.4	316.0
Refining	292.2	88.5	197.2	105.3	120.5	511.5	91.4	217.9
Marketing	15.1	3.0	17.3	20.6	14.5	55.4	12.7	48.0
Power	220.0	53.7	52.3	53.2	22.9	182.1	47.7	49.7
Other activities	-1.1	0.1	-1.0	1.7	10.4	11.1	-0.4	0.4
Comparable EBITDA	567.5	147.1	191.7	130.6	118.1	587.5	148.1	192.1
Refining	323.8	95.7	140.8	73.7	61.4	371.6	94.4	131.4
Marketing	24.8	5.5	7.2	10.4		33.2	6.4	10.6
Power	220.0	45.8	44.5	44.8		182.1	47.7	49.7
Other activities	-1.1	0.1	-1.0	1.7	-0.4	0.4	-0.4	0.4
EBIT	363.4	105.3	225.9	140.0	37.6	508.8	113.3	275.6
Refining	223.8	70.7	179.6	86.7	100.4	437.4	73.8	198.2
Marketing	11.7	1.7	16.1	19.3	13.2	50.3	11.5	46.6
Power	131.7	33.4	31.8	32.9	-85.8	12.3		30.9
Other activities	-3.7	-0.5	-1.6	1.1	9.8	8.8	-0.9	-0.1
Comparable EBIT	404.8	107.1	151.6	89.8	75.2	423.7	110.0	151.7
Refining	255.4	77.9	123.2	55.1	41.3	297.5	76.8	111.7
Marketing	21.5	4.2	6.0	9.1	8.8	28.1	5.2	9.2
Power	131.7	25.5	24.0	24.5	26.2	100.2	28.9	30.9
Other activities	-3.7	-0.5	-1.6	1.1	-1.1	-2.1	-0.9	-0.1

Comparable EBITDA: calculated evaluating inventories at LIFO and excluding non recurring items Comparable EBIT equal to comparable EBITDA less depreciation & amortization



# **INCOME STATEMENT (2)**

EUR million	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
Comparable EBIT	404.8	107.1	151.6	89.8	75.2	423.7	110.0	151.7
Interest expenses	-22.0	-5.1	-3.2	-2.3	-3.8	-14.5	-1.6	-3.8
derivatives gains/losses	2.1	3.6	-11.8	-0.9	-3.4	-12.6	2.7	8.0
derivatives fair value	10.1	-22.0	+5.9	+4.8	-1.0	-12.3	1.4	-1.3
Net Financial expenses	-9.9	-23.5	-9.2	1.6	-8.2	-39.3	2.5	-4.3
Equity interest	6.5	2.6	1.3	0.3	8.0	5.0	0.0	1.5
Profit before taxes	360.0						115.8	272.8
Net income	208.1	51.0	136.0	89.5	46.2	322.8	78.3	251.5
Adjustments	33.7	15.2	-51.6	-34.7	-2.0	-73.1	-2.9	-154.8
Adjusted net income	241.8	66.2	84.4	54.8	44.2	249.6	75.4	96.7

Comparable EBITDA: calculated evaluating inventories at LIFO and excluding non recurring items Comparable EBIT equal to comparable EBITDA less depreciation & amortization



## **BALANCE SHEET AND NET FINANCIAL POSITION**

EUR million		2006	Q1/07	Q2/07	Q3/07	2007	Q1/08	Q2/08
<b>Current assets</b>		1,514	1,682	1,672	1,887	1,773	2,006	2,041
Cash and other cash	Α	231	395	472	330	323	484	155
equivalents Other current assets		1,282	1,287	1,200	1,557	1,450	1,522	1,886
Non current assets		1,707	1,705	1,723	1,737	1,669	1,688	1,820
TOTAL ASSETS		3,220	3.386	3.396	3.624	3,442	3,693	3,862
Non interest bear liabilities		1,410	1,507	1,598	1,732	1,618	1,739	1,864
Interest bear liabilities	В	525	542	466	472	357	410	381
Equity		1,285	1,336	1,331	1,420	1,466	1,545	1,616
TOTAL LIABILITIES		3,220	3,386	3,396	3,624	3,442	3,693	3,862
Intercompany to unconsolidated subsidiaries	С	8.5	12.6	5.6	6.3	7.4	3.3	2.5
Net Financial Position (A-B+C)		-285	-135	12	-136	-27	77	-223



# **CASHFLOW**

EUR million	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
Initial net financial position	-573	-285	-135	12	-136	-285	-27	77
CF FROM OPERATIONS	277	185	347	-82	172	610	162	43
of which working capital	-216	78	54	-272	80	-72	20	-183
<b>CF FROM INVESTMENTS</b>	-161	-36	-57	-54	-63	-210	-59	-101
in tangible&intangible assets	-133	-36	-57	-54	-63	-210	-59	-69
acquisitions	-28	0	0	0	0	0	0	32
CF FROM FINANCING	172	0	-143	0	0	-143	0	-182
capital increase	342	0	0	0	0	0	0	0
buyback own shares	0	0	0	0	0	0	0	-21
dividends	-170	0	-143	0	0	-143	0	-161
TOTAL CASHFLOW	289	149	147	-148	109	258	104	-240
Wind net debt @ 30.06.2008								-61
Final net financial position	-285	-135	12	-136	-27	-27	77	-223

# **CAPEX BY BUSINESS SEGMENT**

EUR million	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
REFINING	108	30	51	43	54	177	38	50
MARKETING	9	0	1	5	5	11	11	15
POWER GENERATION	12	4	6	7	3	20	9	4
OTHER ACTIVITIES	1	0	1	0	1	2	0	0
TOTAL CAPEX	130	36	57.4	54	63	210	58	69

October 2008

SARAS S.p.A.

## **REFINING**

EUR million	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
EBITDA	292.2	88.5	197.2	105.3	120.5	511.5	91.4	217.9
Comparable EBITDA	323.8	95.7	140.8	73.7	61.4	371.6	94.4	131.4
EBIT	223.8	70.7	179.6	86.7	100.4	437.4	73.8	198.2
Comparable EBIT	255.4	77.9	123.2	55.1	41.3	297.5	76.8	111.7
CAPEX	108	30	51	43	54	177	38	50
REFINERY RUNS								
Thousand tons	14,286	3,809	3,415	3,839	3,530	14,593	3,920	3,777
Million barrels	104.3	27.8	24.9	28.0	25.8	106.5	28.6	27.6
Barrels/day	286	309	274	305	280	292	314	303
Of which for third parties	48%	36%	40%	32%	43%	38%	31%	39%
EMC benchmark, \$/bl	2.8	3.0	5.4	2.5	2.4	3.3	2.0	4.2
Saras refining margin, \$/bl	6.2	6.7	9.9	5.9	7.0	7.3	7.6	11.3

### **POWER GENERATION**

EUR million		2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
Comparable EBITDA		220.0	45.8	44.5	44.8	47.0	182.1	47.7	49.7
Comparable EBIT		131.7	25.5	24.0	24.5	26.2	100.2	28.9	30.9
Comp.EBITDA IT GAAP		323.8	85.4	44.3	70.0	58.5	258.2	70.5	63.3
Comp.EBIT IT GAAP		270.0	72.2	30.9	56.6	44.7	204.4	57.0	49.7
Adj NET INCOME IT GAAP		160.9	43.1	16.0	26.8	34.8	120.7	37.4	17.8
CAPEX		12	4	6	7	3	20	9	4
ELECTRICITY PRODUCTION	Mwh/ 1000	4,467	1,215	934	1,169	1,095	4,414	1,121	1,084
POWER TARIFF	€cent/ Kwh	13.59	11.61	11.91	12.34	13.64	12.34	13.42	13.70
POWER IGCC MARGIN	\$/bI	3.9	3.3	4.0	3.3	4.2	3.7	3.9	4.3

# **MARKETING**

EUR million	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
EBITDA	15.1	3.0	17.3	20.6	14.5	55.4	12.7	48.0
Comparable EBITDA	24.8	5.5	7.2	10.4	10.1	33.2	6.4	10.6
EBIT	11.7	1.7	16.1	19.3	13.2	50.3	11.5	46.6
Comparable EBIT	21.5	4.2	6.0	9.1	8.8	28.1	5.2	9.2
CAPEX	9	0	1	5	5	11	11	15
SALES (THOUSAND TONS)								
ITALY	1,013	255	268	261	318	1,102	286	275
SPAIN	2,204	680	652	733	740	2,804	746	692
TOTAL	3,217	934	920	994	1,057	3,906	1,032	967

## **WIND**

EUR million		2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
EBITDA		25.7	9.4	5.9	5.0	5.4	25.6	4.4	5.1
EBIT		17.4	7.1	3.6	3.1	2.0	15.8	2.1	3.0
NET INCOME		8.9	3.8	2.0	0.2	1.0	7.0	0.1	2.3
Adjusted NET INCOME		8.1	3.4	1.4	0.4	1.0	6.2	0.6	1.4
ELECTRICITY PRODUCTION	Mwh	157,290	54,910	31,789	29,885	51,631	168,185	49,773	47,761
POWER TARIFF	€cent/Kwh	7.4	7.6	9.9	8.4	8.2	8.6	8.5	9.4
GREEN CERTIFICATES	€cent/Kwh	12.1	9.7	9.7	9.7	9.7	9.7	8.0	7.1

# **OTHER ACTIVITIES**

EUR million	2006	Q1/07	Q2/07	Q3/07	Q4/07	2007	Q1/08	Q2/08
EBITDA comparable	-1.1	0.1	-1.0	1.7	-0.4	0.4	-0.4	0.4
EBIT comparable	-3.7	-0.5	-1.6	1.1	-1.1	-2.1	-0.9	-0.1
CAPEX	1	0	1	0	1	2	0	0



### **CHANGES IN TAXATION**

#### "ROBIN HOOD" TAX

- Corporate tax (IRES+IRAP) back to 2007 level, i.e. about 37% from 1st Jan 2008
  - √ negative impact on current taxes of EUR 11.3 ml in H1/08
- Inventory taxation (16% of FIFO-LIFO at 31/12/08) estimated at around EUR 50 ml
  - ✓ release of approx EUR 75 ml of deferred taxes previously calculated at 31.4%
  - ✓ negative impact on cash flow diluted during the period 2009-11

### **ACCELERATED DEPRECIATION FOR TAX PURPOSES**

- 2008 Budget law eliminated the use of accelerated depreciation for tax purposes
  - ✓ Such accelerated depreciation until 2007 caused posting of deferred taxes for approx EUR 56 ml
- Saras opted to pay a substitute tax amounting to EUR 32 ml payable in 3 years
  - ✓ positive impact on cash flow about EUR 33 million based on new statutory tax rate



# **ANALYST RECOMMENDATIONS AND 2008 / 2009 / 2010 ESTIMATES**

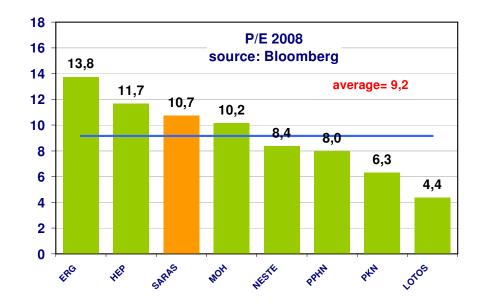
Last update 16th September 2008

LAST UPDATE	BROKER	ANALYST	REC	Target Price	EBITDA 2008	EBITDA 2009	EBITDA 2010	EBIT 2008	EBIT 2009	EBIT 2010	NET INCOME 2008	NET INCOME 2009	NET INCOME 2010
07/08/08	UBS	Anish Kapadia	BUY	4,50	678	712	742	521	547	569	330	338	347
08/08/08	LEHMAN BROTHERS	Lydia Rainforth	OVW	5,00	628	650	561	457	474	384	296	303	247
04/08/08	JP MORGAN	Kim A. Fustier	NEUT	3,50	716	706	600	550	520	404	300	288	222
17/10/07	MORGAN STANLEY	Michael Alsford	EQW	4,70	756	770		587	602		365	377	
08/08/08	MERRIL LYNCH	Hootan Yazhari	BUY	4,25	674	652	584	510	487	420	326	312	275
07/08/08	GOLDMAN SACHS	Henry Morris	NEUT	3,90	642	579	601	490	423	436	325	284	287
08/08/08	NATIXIS	Hager Bouali	BUY	4,90	680	672	677	533	524	529	325	316	317
08/08/08	CHEUV REUX	Stefano Simonelli	OUTP	4,75	646	614	624	472	441	457	294	273	282
07/08/08	BANCA IMI	Roberto Ranieri	BUY	3,83	652	742	595	482	562	427	307	358	270
08/08/08	INTERMONTE	Paolo Citi	NEUT	3,60	643	639	617	466	444	408	297	258	229
07/07/08	EUROMOBILIA RE	Domenico Ghilotti	BUY	4,40	627	614	653	458	439	469	303	283	299
08/07/08	UNICREDIT	Sergio Molisani	BUY	4,30	651	683		484	505		303	314	
08/08/08	EXANE BNP	Alexandre Marie	OUTP	5,10	683	774	766	620	601	685	327	378	370
17/07/08	CREDIT SUISSE	Will Forbes	NEUT	3,50	647	553	586	495	388	409	288	220	239
07/08/08	CITI GROUP	Marianna Primiceri	BUY	4,11	589	591	640	417	407	442	250	252	279
27/08/08	SANTANDER	Armando lobbi	BUY	4,71	615	593	653	446	406	455	281	247	269
			MIN	3,5	589	553	561	417	388	384	250	220	222
			AVG	4,3	658	659	636	499	486	464	307	300	281
			MAX	5,1	756	774	766	620	602	685	365	378	370

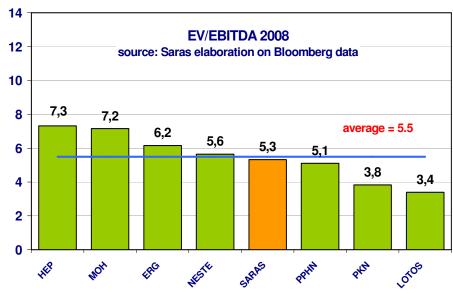
EUR million EUR million EUR million

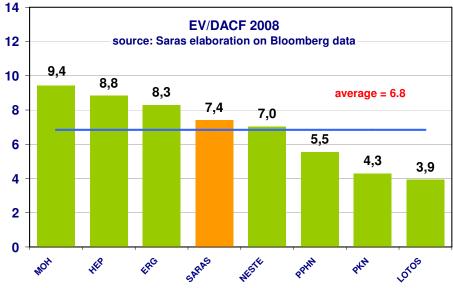


### **MARKET MULTIPLES**



Last update 3<sup>rd</sup> September 2008; Saras share price EUR 3,51

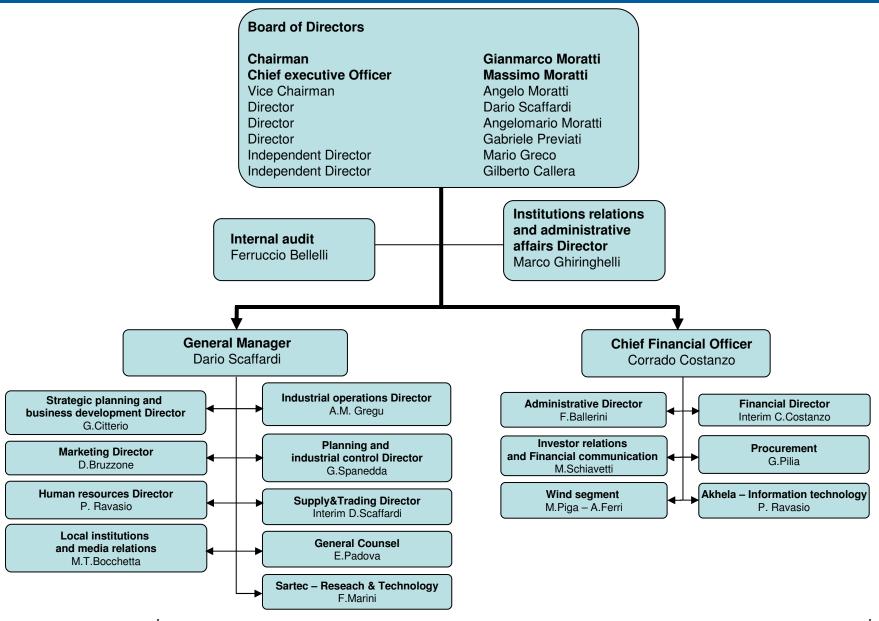








# Board of Directors and Top Management



October 2008

SARAS S.p.A.

Annual salary and fringe benefits

- Annual incentive bonuses
  - based on both Company's financial performance vs. budget and individual performance
- Medium term Stock grant incentive plan
  - period 2007-2009
  - based on Saras' stock performance vs. peers and Company's financial performance

The Company is structured according to the traditional business administration and audit model as follows:

**Board of Directors** charged with overseeing business management within which various committees have been set up, namely

- · remuneration committee
- internal control committee

the Board includes two independent non-executive directors, Mr Mario Greco and Mr Gilberto Callera, who, together with another non-executive director, Mr Gabriele Previati, make up the above mentioned remuneration committee and the internal control committee.

**Board of Statutory Auditors** charged with supervising the compliance with laws and statutes, and monitoring the adequacy of the organisational structure, the internal control system and the Company's accounting-administrative system.

The Board has nominated the Chairman of the Board of Directors as the executive in charge of surveying internal control system functions.



2007

Male 80% 1,523 Female 20% 382

Average age: 40 years

### Average time at the company 9 years

The Saras Group has around 1,900 staff. Approximately 80% of these are employed in Sardinia, mostly at the Sarroch refinery. Some 230 people work in Spain, in distribution and marketing.

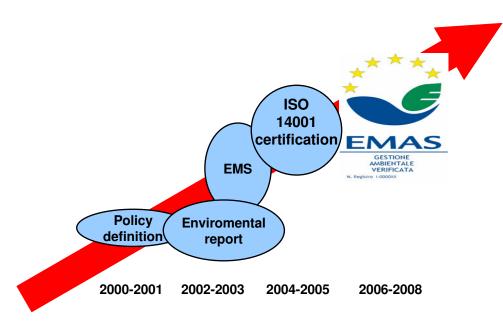
In over 40 years of activity, Saras has successfully built a reputation that has enabled it to attract the best employees, and to develop and retain talented and motivated personnel, who share the company's values of honesty, respect, excellence and responsibility. Saras has promoted these values by creating and constantly improving a safe and stimulating work environment, which encourages respect for the individual and offers attractive opportunities for staff development.

October 2008 SARAS S.p.A.

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### Saras certification pattern



The Eco-Management and Audit Scheme (EMAS) is the EU voluntary instrument which acknowledges organisations that improve their environmental performance on a continuous basis. EMAS registered organisations are legally compliant, run an environment management system and report on their environmental performance through the publication of an independently verified environmental statement. They are recognised by the EMAS logo, which guarantees the reliability of the information provided.

The Saras Group has always paid particular attention to the environmental issues connected with its activities. Investments in environmental and safety initiatives stood at EUR 17.6 million in 2006. This was approximately 16% of total investments made in the year

Saras' environmental objectives include **transparency of information**. It has always made company data and the results of studies available to the authorities and the public. In keeping with this policy, Saras draws up an *Environment and Safety Report* each year.

The Saras Group has a programme aimed at ensuring the safety of all its employees at work. The company introduced a specific safety policy in 1996, and since then has achieved positive results in safeguarding both its workers and the environment.

The Group's Safety Management System for the prevention of major accidents was developed pursuant to Legislative Decree 334/99. The main components of this system are a Safety Report, an Internal Emergency Plan and an External Emergency Plan.

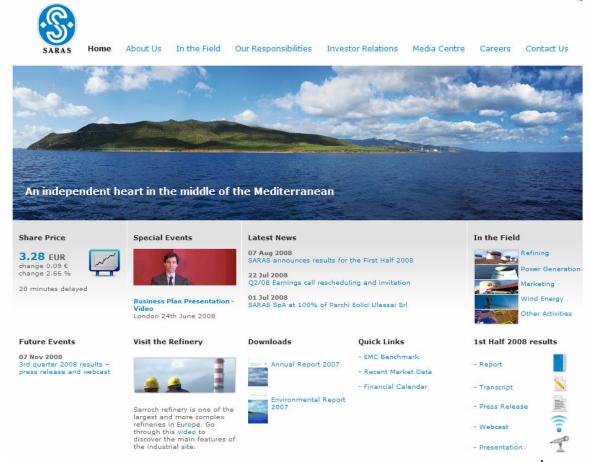


#### **NEW WEBSITE**

### www.saras.it

### Including a comprehensive market section updated weekly:

- EMC margin benchmark
- Crude oil and products prices
- Crack spreads



Languages: EN IT I Search

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