



SARAS

First Quarter 2013 results

15th May 2013

AGENDA

- Highlights
- Segments Review
- Financials
- Outlook & Strategy
- Q&A

DISCLAIMER

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



Highlights: Group Results

EUR ml	Q1/13	Q1/12	Var.%	Q4/12
<i>Reported</i> EBITDA	54.4	111.9	-51%	(28.5)
<i>Reported</i> Net Result	(1.8)	14.1	-113%	(82.4)
<i>Comparable</i> ¹ EBITDA	48.2	21.1	128%	17.6
<i>Adjusted</i> ² Net Result	(10.7)	(36.6)	71%	(18.8)

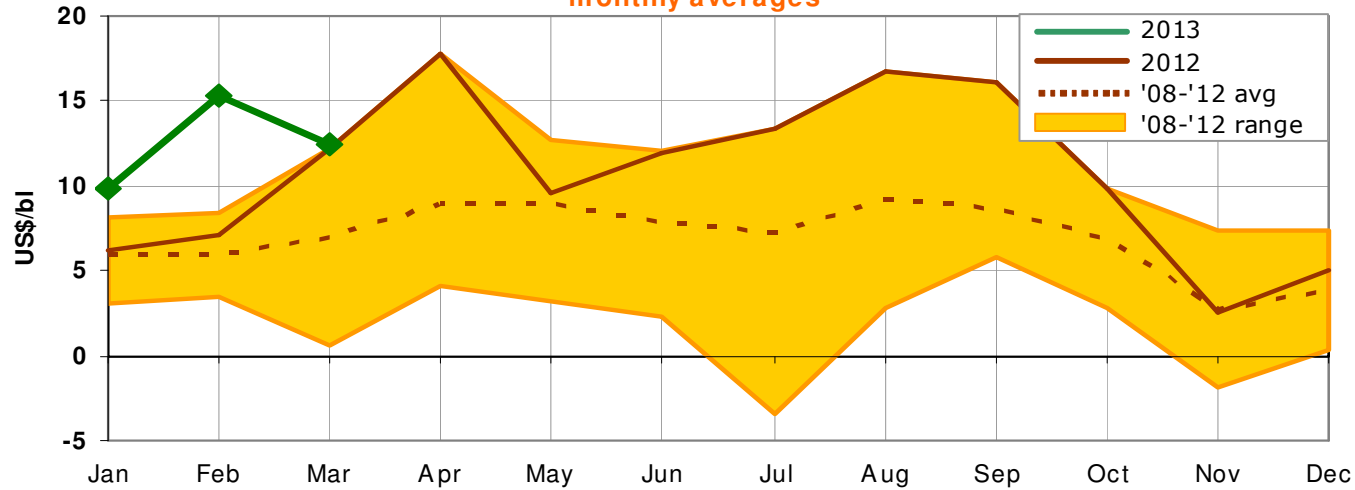
1. Calculated using IFRS principles, deducting non recurring items and based on LIFO methodology (which doesn't include devaluation and revaluation of oil inventories)
2. Adjusted for differences between LIFO and FIFO inventories net of taxes, change of derivatives' fair value net of taxes, and non-recurring items net of taxes

- **Net Financial Position on 31st Mar 2013 equal to EUR -168 ml**, improved vs. EUR -218 ml as of 31st Dec 12, mainly thanks to positive cashflow from operations, due to Working Capital optimisation

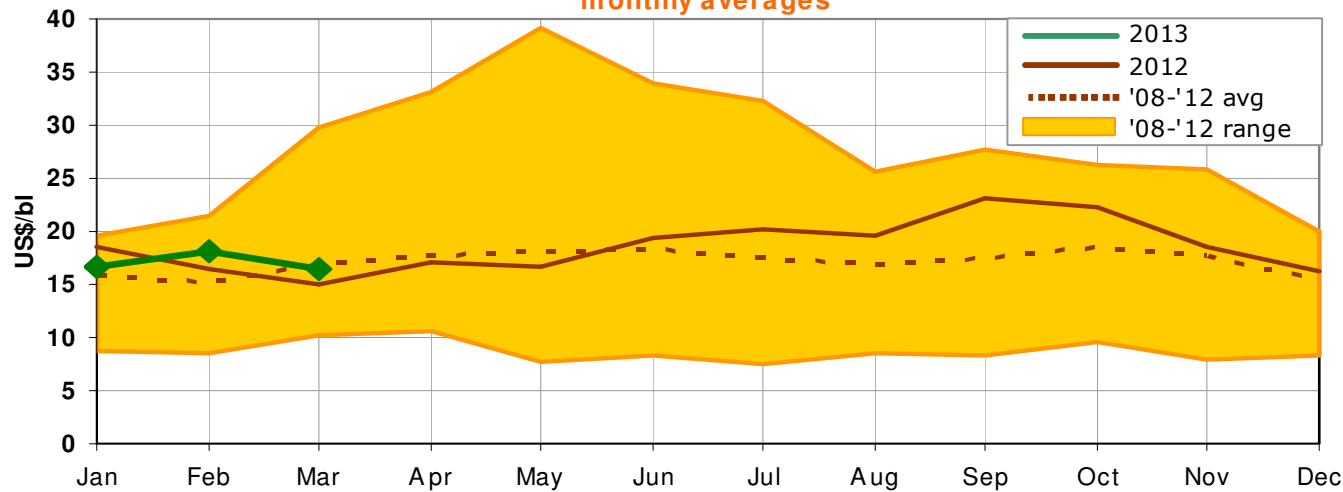


Highlights: Diesel and Gasoline Crack Spreads

Med: Gasoline Crack spread vs Brent
monthly averages

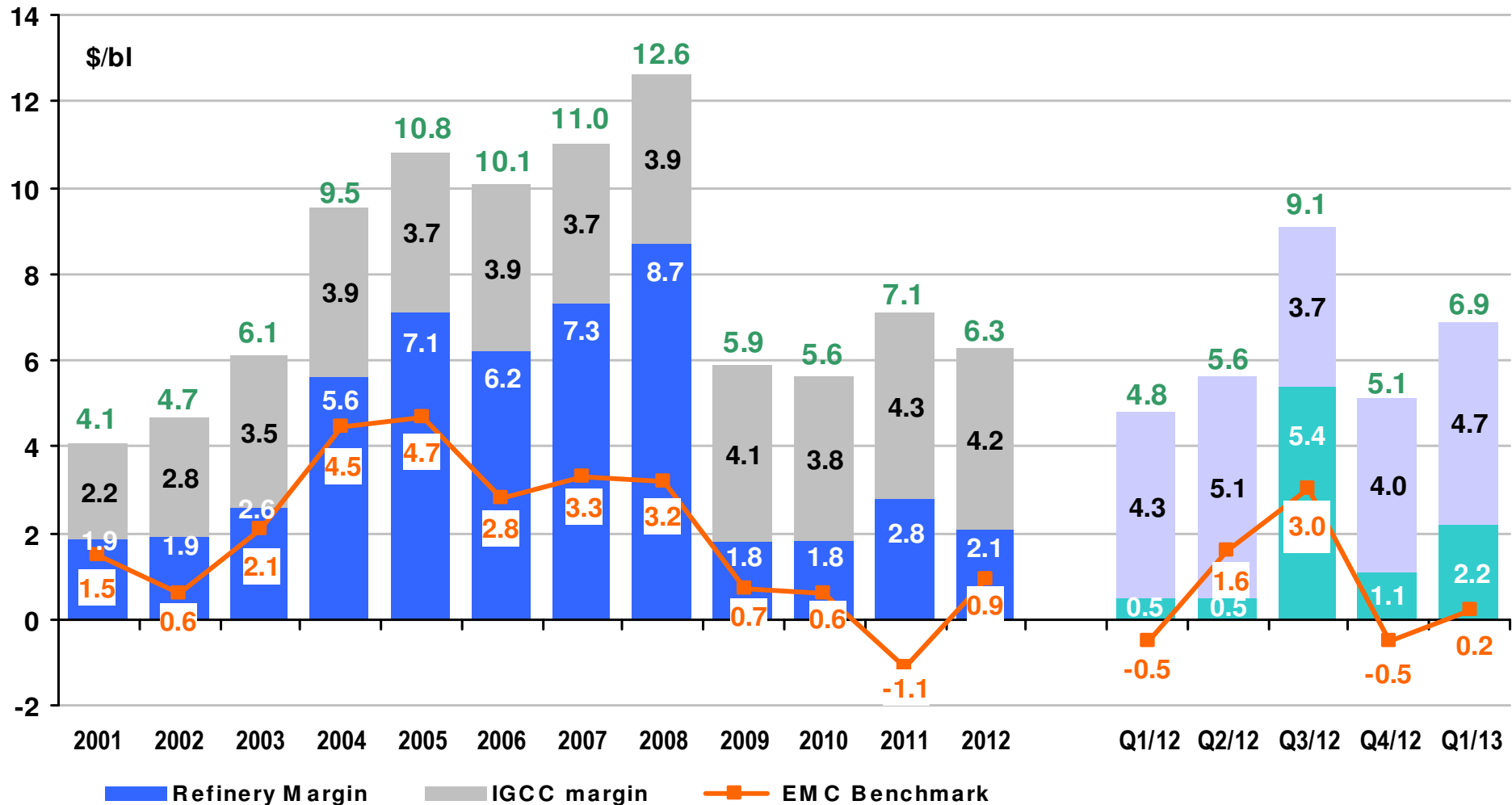


Med: Diesel Crack spread vs Brent
monthly averages





Highlights: Refining and Power Generation Margins



Refinery margins: (comparable Refining EBITDA + Fixed Costs) / Refinery Crude Runs in the period

IGCC margin: (Power Gen. EBITDA + Fixed Costs) / Refinery Crude Runs in the period

EMC benchmark: margin calculated by EMC (Energy Market Consultants) based on a crude slate made of 50% Urals and 50% Brent

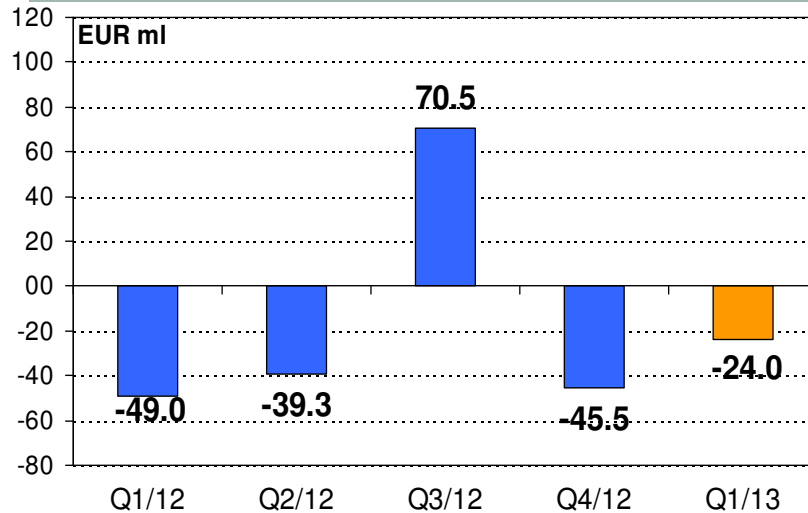
A photograph of an industrial refinery or chemical plant. The image shows several tall distillation columns and complex piping systems against a bright sky. The foreground is dark and somewhat obscured, focusing attention on the industrial structures.

➤ **Segments Review**

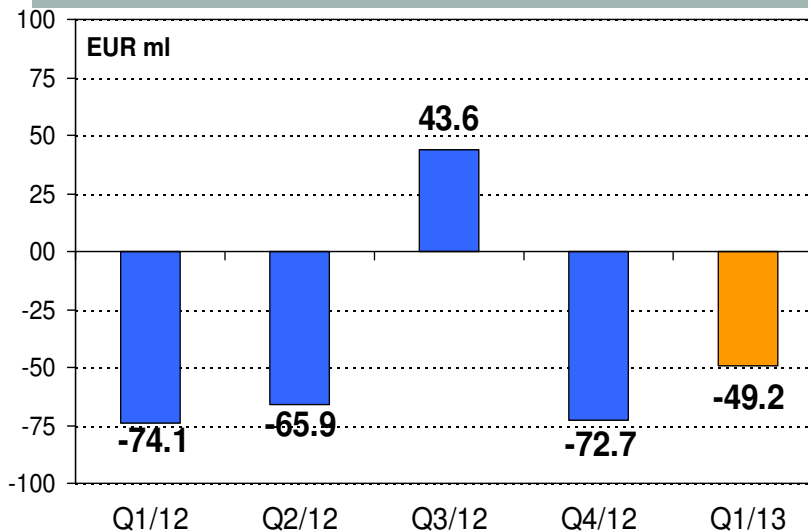


Segment Review: Refining

Comparable EBITDA



Comparable EBIT



Q1/13

- Crude runs at 22.5 Mbl (250 kbd), down 6% vs. Q1/12**
 - ✓ scheduled maintenance on crude distillation unit in Q1/13 lasted longer than in Q1/12
- Comparable EBITDA EUR -24.0ml, up 51% vs. Q1/12**
 - ✓ Although oil markets continued to be under pressure in the Med, the reference refining margin slightly improved in Q1/13 (the EMC Benchmark stood at 0.2\$/bl, vs. -0.5\$/bl in Q1/12)
 - ✓ In Q1/13 maintenance was lighter than in Q1/12, hence causing a lower EBITDA reduction versus same period last year (US Dollars 15ml vs. US Dollars 39ml in Q1/12)
 - ✓ In Q1/13 the result of FOREX and derivative instruments used for hedging of commercial transactions was negligible at EUR -0.2ml (vs. EUR -19.8ml in Q1/12). This is formally included in the "Financial Income/Expense" line

EUR ml	Q1/13	Q1/12	Q4/12
Comparable EBITDA	(24.0)	(49.0)	(45.5)
Comparable EBIT	(49.2)	(74.1)	(72.7)



Segment Review: Refining – Production and Crude Oil Slate

PRODUCTION		2011	2012	Q1/13
LPG	<i>Thousand tons</i>	238	205	80
	<i>Yield</i>	1.7%	1.5%	2.6%
NAPHTHA+GASOLINE	<i>Thousand tons</i>	3,824	4,002	881
	<i>yield</i>	27.3%	30.1%	28.5%
MIDDLE DISTILLATES	<i>Thousand tons</i>	7,415	6,891	1,633
	<i>yield</i>	52.9%	51.8%	52.9%
FUEL OIL & OTHERS	<i>Thousand tons</i>	623	272	54
	<i>yield</i>	4.4%	2.0%	1.7%
TAR	<i>Thousand tons</i>	1,075	1,146	255
	<i>yield</i>	7.7%	8.6%	8.3%

Balance to 100% are Consumption & Losses

CRUDE OIL SLATE		2011	2012	Q1/13
Light extra sweet		46%	51%	49.2%
Light sweet		2%	3%	0.1%
Medium sweet/extra sweet		3%	2%	0.0%
Medium sour		30%	29%	26.5%
Heavy sour/sweet		20%	15%	24.2%
Average crude gravity	°API	32.2	33.1	32.7



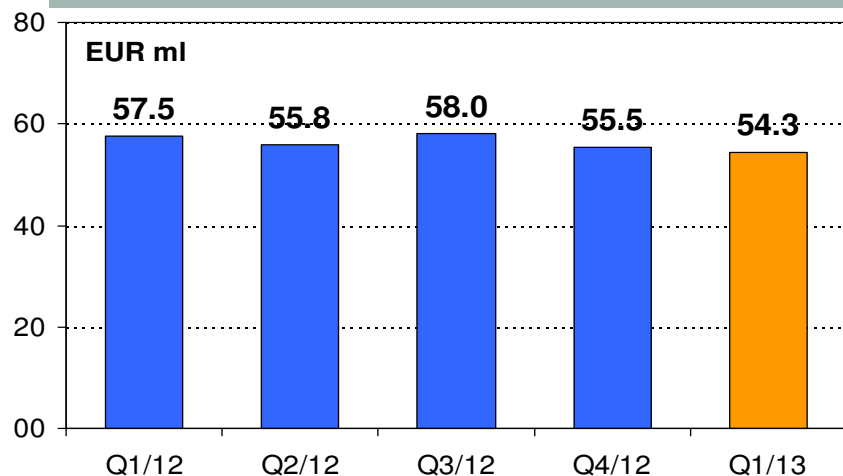
Segment Review: Refining – Fixed & Variable costs

		2011	2012	Q1/13
Refinery RUNS	Million barrels	102.2	97.2	22.5
<i>Exchange rate</i>	<i>EUR/USD</i>	<i>1.39</i>	<i>1.28</i>	<i>1.32</i>
Fixed costs	EUR million	219	221	62
	\$/bl	3.0	2.9	3.6
Variable costs	EUR million	198	219	52
	\$/bl	2.7	2.9	3.0



Segment Review: Power Generation

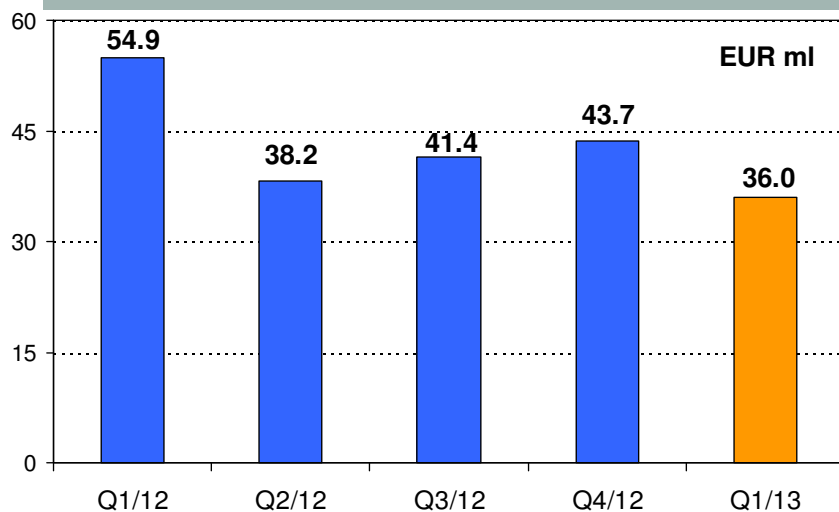
Comparable EBITDA



Q1/13

- **IFRS EBITDA at EUR 54.3ml, vs. EUR 57.5 ml in Q1/12**
 - ✓ In Q1/13 sales of hydrogen and steam were lower than in Q1/12, and these revenues are not subject to the IFRS equalization procedure
- **IT GAAP EBITDA at EUR 36.0ml, vs. EUR 54.9 ml in Q1/12**
 - ✓ Power production significantly lower (0.94TWh vs. 1.18TWh in Q1/12) due to maintenance in Q1/13 (vs. no maintenance in Q1/12)
 - ✓ On the other hand, the higher value of the CIP6/92 power tariff (12.6 EURcent/kWh, +6% vs. Q1/12) partially compensated the effects of the lower electricity production

IT GAAP EBITDA



EUR ml	Q1/13	Q1/12	Q4/12
Comparable EBITDA	54.3	57.5	55.5
Comparable EBIT	34.4	37.8	35.4
IT GAAP EBITDA	36.0	54.9	43.7

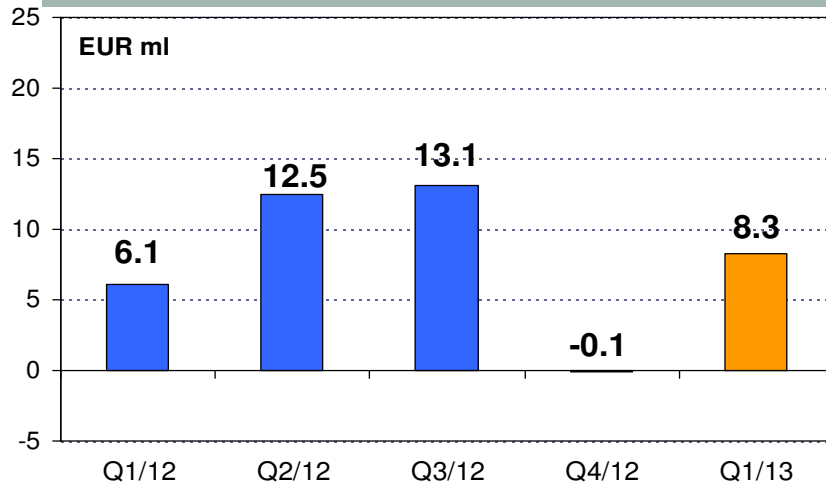


Segment Review: Power Generation – Fixed & Variable costs (IT GAAP)

		2011	2012	Q1/13
Refinery RUNS	Million barrels	102.2	97.2	22.5
Power production	MWh/1000	4,012	4,194	937
<i>Exchange rate</i>	<i>EUR/USD</i>	<i>1.39</i>	<i>1.28</i>	<i>1.32</i>
Fixed costs	EUR million	94	93	25
	\$/bl	1.3	1.2	1.5
	EUR/MWh	23	22	27
Variable costs	EUR million	65	73	17
	\$/bl	0.9	1.0	1.0
	EUR/MWh	16	17	18



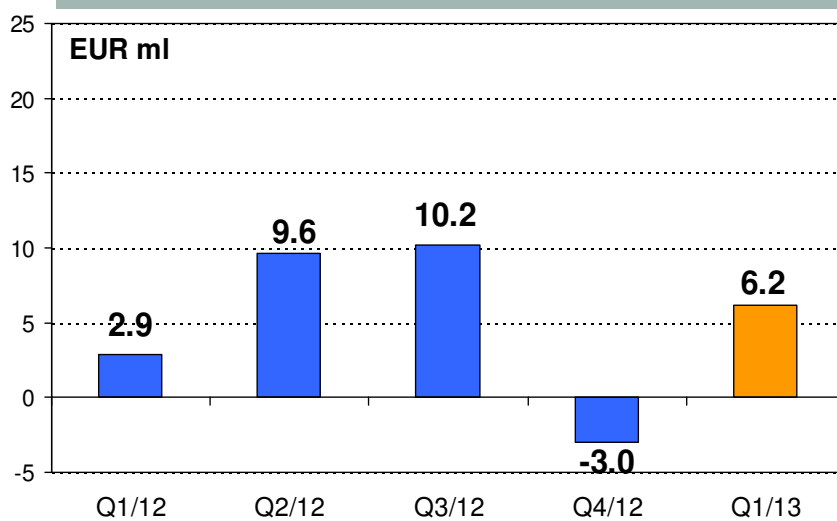
Comparable EBITDA



Q1/13

- Oil products consumption in Southern Europe continued to slide
 - Saras Energia (Spain) decreased sales by 25%, while Arcola Petrolifera (Italy) managed to defend its market share
- Comparable EBITDA at EUR 8.3ml, vs. EUR 6.1ml in Q1/12
 - Gross margins improved both in Italy and in Spain (+5% and +9% respectively) thanks to optimization in the mix of sale channels
 - Positive contribution from biodiesel in Q1/13

Comparable EBIT

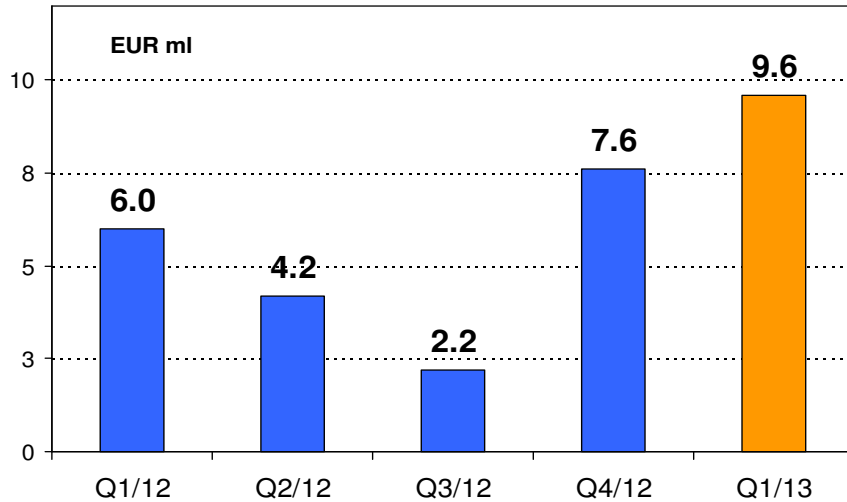


EUR ml	Q1/13	Q1/12	Q4/12
Comparable EBITDA	8.3	6.1	(0.1)
Comparable EBIT	6.2	2.9	(3.0)



Segment Review: Wind Power

Comparable EBITDA

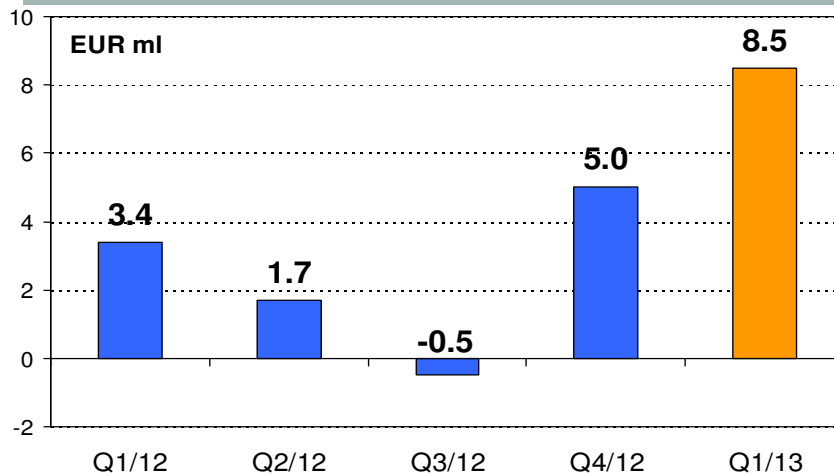


Q1/13

• Comparable EBITDA at EUR 9.6ml, +60% vs. Q1/12

- ✓ very favourable weather conditions, which allowed a production of electricity equal to 78,052 MWh (+66% versus the same period of last year)
- ✓ The decrease in the power tariff (EURcent/kWh 6.1 in Q1/13, down 29% vs. Q1/12) was almost entirely compensated by the higher value of the Green Certificates (EURcent/kWh 9.0 in Q1/13, up 25% vs. Q1/12)

Comparable EBIT

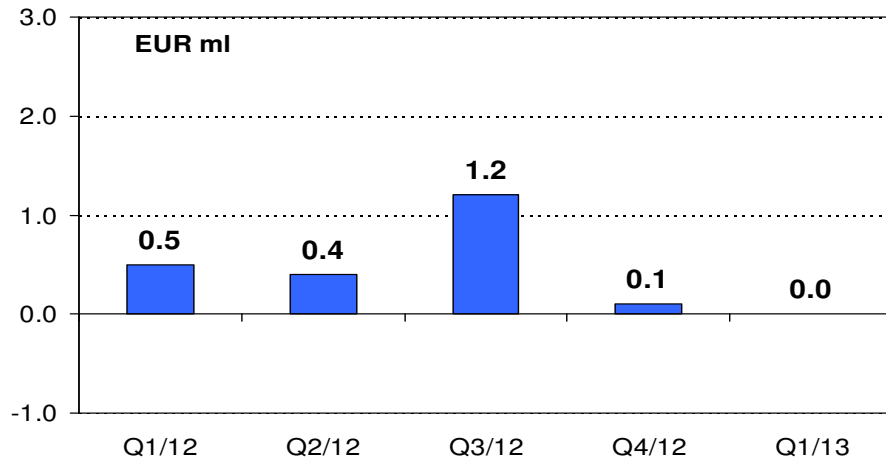


EUR ml	Q1/13	Q1/12	Q4/12
Comparable EBITDA	9.6	6.0	7.6
Comparable EBIT	8.5	3.4	5.0



Segment Review: Others

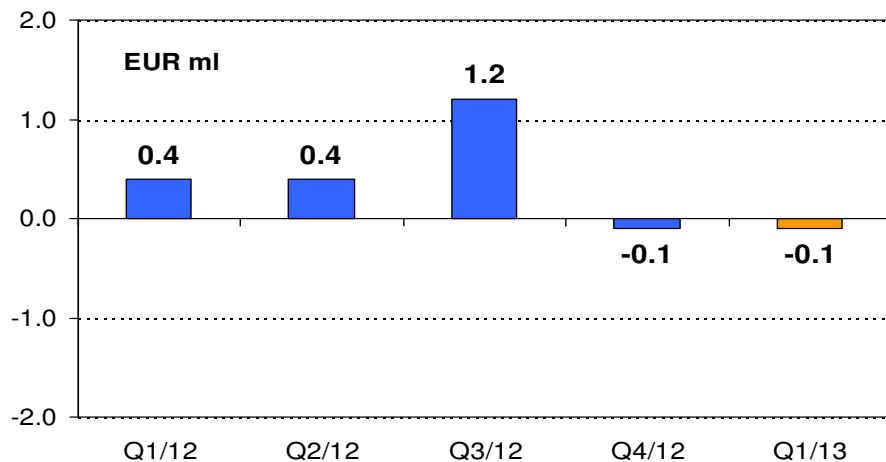
Comparable EBITDA



Q1/13

• Comparable EBITDA at EUR 0.0ml vs. EUR 0.5 ml in Q1/12

Comparable EBIT



EUR ml	Q1/13	Q1/12	Q4/12
Comparable EBITDA	0.0	0.5	0.1
Comparable EBIT	(0.1)	0.4	(0.1)



➤ **Financials**



Financials: Key Income Statement Figures

KEY INCOME STATEMENT (EUR ml)	FY/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/12	Q1/13
EBITDA	394.3	111.9	(147.3)	237.5	(28.5)	173.6	54.4
<i>Comparable</i> EBITDA	267.8	21.1	33.6	145.0	17.6	217.3	48.2
D&A	(213.3)	(50.7)	(52.1)	(52.4)	(89.0)	(244.2)	(48.4)
EBIT	181.0	61.2	(199.4)	185.1	(117.5)	(70.6)	6.0
<i>Comparable</i> EBIT	54.5	(29.6)	(18.5)	92.6	(35.4)	9.1	(0.2)
Interest expense	(33.4)	(10.5)	(8.3)	(5.0)	(6.4)	(30.2)	(4.2)
Other	(28.2)	(26.0)	5.9	(2.7)	1.1	(21.7)	1.4
Financial Income/Expense	(61.6)	(36.5)	(2.4)	(7.7)	(5.3)	(51.9)	(2.8)
Profit before taxes	119.4	24.7	(201.8)	177.4	(122.8)	(122.5)	3.2
Taxes	(60.6)	(10.6)	70.0	(67.4)	40.4	32.4	(5.0)
Net Result	58.8	14.1	(131.8)	110.0	(82.4)	(90.1)	(1.8)
Adjustments	(76.5)	(50.7)	102.5	(60.5)	63.6	54.9	(8.9)
Adjusted Net Result	(17.7)	(36.6)	(29.3)	49.5	(18.8)	(35.2)	(10.7)

DETAILS OF ADJUSTMENTS (EUR ml)	FY/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/12	Q1/13
Net Result	58.8	14.1	(131.8)	110.0	(82.4)	(90.1)	(1.8)
(LIFO – FIFO) inventories net of taxes	(72.7)	(53.2)	107.0	(53.9)	27.1	27.0	(3.1)
non recurring items net of taxes	4.4	0.0	0.0	0.0	25.3	25.3	0.0
change in derivatives fair value net of taxes	(8.3)	2.5	(4.5)	(6.6)	11.2	2.6	(5.8)
Adjusted Net Result	(17.7)	(36.6)	(29.3)	49.5	(18.8)	(35.2)	(10.7)



Financials: Key Balance Sheet Figures

EUR million	Q1/12	Q2/12	Q3/12	Q4/12	Q1/13
Current assets	2,586	2,273	2,656	2,209	2,298
Cash and other cash equivalents (CCE)	152	268	378	342	376
Other current assets	2,434	2,006	2,278	1,867	1,922
Non-current assets	1,783	1,849	1,754	1,731	1,714
TOTAL ASSETS	4,369	4,122	4,410	3,940	4,012
Current Liabilities	2,219	2,130	2,156	1,817	1,930
Short-Term financial liabilities	435	129	135	167	140
Other current liabilities	1,784	2,001	2,021	1,650	1,790
Non-Current Liabilities	852	825	975	926	886
Long-Term financial liabilities	285	281	446	425	424
Other non-current liabilities	567	544	529	501	462
Shareholders Equity	1,298	1,167	1,278	1,197	1,196
TOTAL LIABILITIES & EQUITY	4,369	4,122	4,410	3,940	4,012



Financials: Key Cash Flow Figures

EUR million	FY/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/12	Q1/13
A – CCE at beginning of the period	80.8	139.3	114.2	239.7	351.3	139.3	303.0
B – Cash flow generated from / (used in) operating activities	(8.8)	206.2	434.3	(46.7)	(59.4)	534.3	59.9
<i>Of which: changes in WC</i>	(381.0)	150.6	573.6	(266.9)	(51.1)	406.2	39.8
C – Cash flow from / (to) investment activities	(79.4)	(25.5)	9.3	(14.9)	(21.9)	(52.9)	(13.2)
<i>Of which: tangible and intangible assets</i>	(105.0)	(36.1)	(33.0)	(17.8)	(18.7)	(105.5)	(28.7)
D – Cash flow generated from / (used in) financing activities	146.8	(205.8)	(317.7)	173.2	32.9	(317.4)	(10.5)
<i>Incr./(Decr.) in mid & long-term borrowings</i>	0	0.3	(0.3)	160.6	11.4	172.0	(2.9)
<i>Incr./(Decr.) in short-term borrowings</i>	146.8	(206.1)	(317.4)	12.6	21.5	(489.4)	(7.7)
<i>Dividends</i>	0	0	0	0	0	0	0
E – Cash flow for the period (B+C+D)	58.5	(25.1)	125.9	111.6	(48.4)	164.0	36.2
F – Net Cash from disposals	0	0	(0.4)	0	0	(0.4)	0.0
G – CCE at the end of the period	139.3	114.2	239.7	351.3	303.0	303.0	339.1



Financials: Net Financial Position

EUR Million	31-Dec-11	31-Mar-12	30-Jun-12	30-Sep-12	31-Dec-12	31-Mar-13
Medium/long term bank loans	(37)	(37)	(33)	(197)	(176)	(176)
Bonds	(248)	(248)	(248)	(249)	(249)	(249)
Other financial assets	0	0	5	6	6	6
Total long term Net Financial Position	(285)	(285)	(276)	(440)	(419)	(419)
Short term financing instruments	(198)	(198)	(8)	(16)	(33)	(34)
Short term bank loans	(327)	(115)	(40)	(45)	(82)	(69)
Other short term financial liabilities	(6)	(6)	(14)	(6)	(6)	(12)
Fair value on derivatives	(10)	(14)	(7)	5	(14)	(5)
Other marketable financial assets	11	11	13	15	20	21
Cash and cash equivalents	139	114	240	351	303	339
Warranty deposits for derivative instruments	23	20	10	6	14	10
Total short term Net Financial Position	(369)	(188)	194	310	201	250
Total Net Financial Position	(653)	(473)	(82)	(130)	(218)	(168)

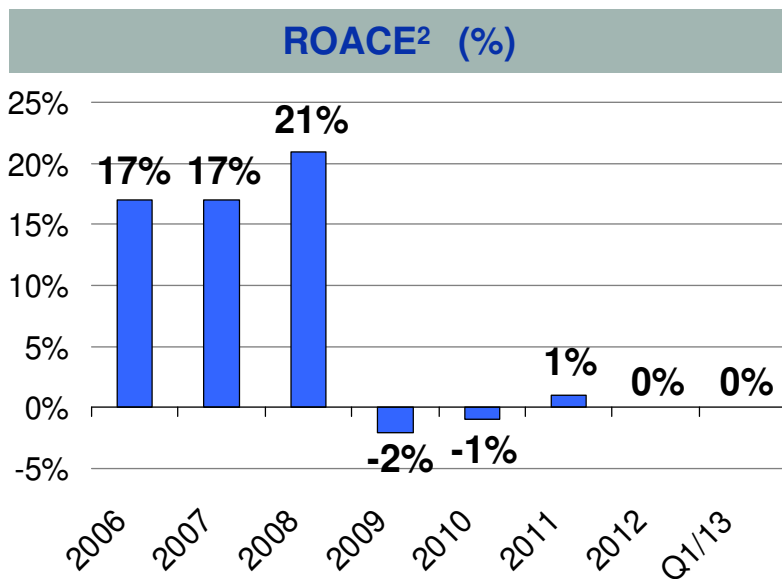
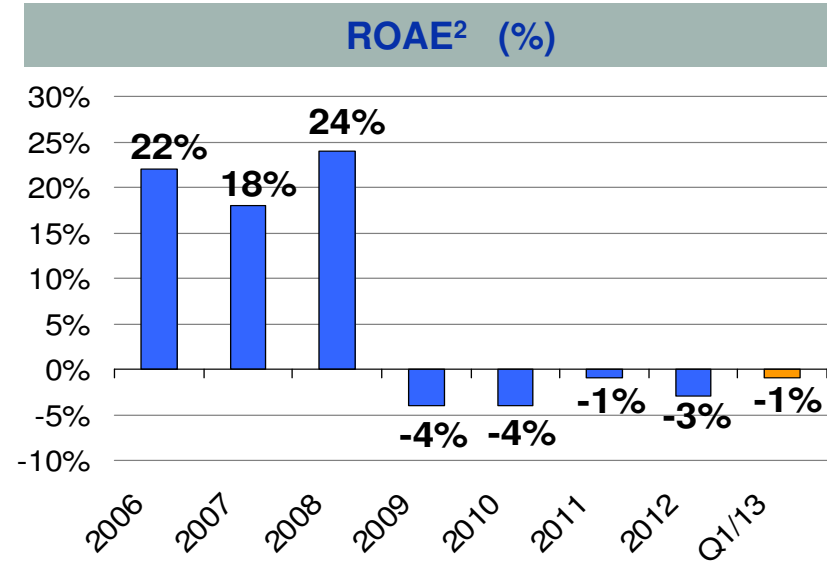
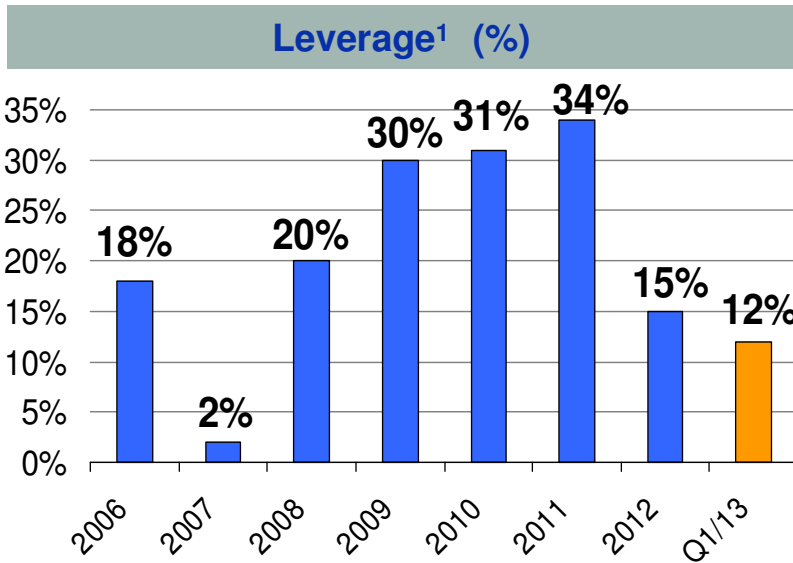


Financials: CAPEX

CAPEX BY SEGMENT (EUR million)	2011	Q1/12	Q2/12	Q3/12	Q4/12	2012	Q1/13
REFINING	64.6	32.4	34.7	16.4	13.5	97.0	26.0
POWER GENERATION	31.2	1.8	1.2	1.1	4.6	8.7	6.0
MARKETING	4.8	1.5	3.6	2.7	0.4	8.2	0.7
WIND	2.5	0.3	0.2	2.1	1.2	3.8	0.1
OTHER ACTIVITIES	1.9	0.1	0.1	1.3	0.1	1.6	0.7
TOTAL CAPEX	105.0	36.1	39.8	23.6	19.8	119.3	33.4



Financials: Key Ratios



1. Leverage = $NFP / (NFP + Equity)$

2. After tax, quarterly figures are 1 year rolling



➤ **Outlook & Strategy**



Outlook: 2013 Maintenance Schedule

- 2013 maintenance programme proceeded according to schedule in Q1/13. Looking forward, further activities will be carried out in Q2/13, and only minor work will be completed in H2/13. Overall, Refinery runs are expected at 101 ÷ 104ml barrels, while EBITDA reduction due to scheduled maintenance shall be approx. 0.4\$/bl
- IGCC scheduled maintenance was carried out in Q1/13 on one of the two “H2S Absorber” Units and one train of “Gasifier – combined cycle Turbine”. In Q4/13 there will be further maintenance to be carried out on another train of “Gasifier – combined cycle Turbine”. Total power production in 2013 is therefore expected at 4.04 ÷ 4.44TWh

		Q1/13	Q2/13 expected	Q3/13 expected	Q4/13 expected	2013 expected
REFINERY						
PLANT		Alky, RT2, U700, V1, VSB	MHC2, T1	MHC2	MHC1	
Refinery runs	Tons (ml) Bbls (ml)	3.1 22.5	3.3 ÷ 3.4 24.1 ÷ 24.8	3.7 ÷ 3.8 27.0 ÷ 27.7	3.7 ÷ 3.9 27.0 ÷ 28.5	13.8 ÷ 14.2 101 ÷ 104
EBITDA reduction due to scheduled maintenance	USD (ml)	15	17 ÷ 20	2 ÷ 4	3 ÷ 5	37 ÷ 44
IGCC						
PLANT		H ₂ S Absorber 1 Gasifier 1 Turbine			1 Gasifier 1 Turbine	
Power production	MWh (ml)	0.94	1.05 ÷ 1.20	1.05 ÷ 1.20	1.00 ÷ 1.10	4.04 ÷ 4.44



- In the Refining segment the main objective of Saras' strategy continues to be the implementation of "Project FOCUS", which is primarily aimed at reducing costs, improving production efficiency and operational effectiveness, and increasing coordination between scheduling of production and supply & trading activities
- Moreover, in order to achieve higher organisational efficiency at Group level and to optimise both the managerial procedures and the operational performance, the Saras Group is implementing a corporate reorganisation which will lead to the transfer of all the refining activities held by Saras S.p.A. to the subsidiary Sarlux S.r.l.. Such consignment of the Refining segment of activities to Sarlux will allow concentrating in a single company all the industrial activities that take place at the Sarroch site
- Finally, looking at growth CAPEX and technological improvement of the site, between the end of Q2/13 and the beginning of Q3/13, the revamping project of the MildHydroCracking2 Unit (MHC2) shall be completed. This project will deliver benefits which can be quantified in approx. 600ktons/year of additional diesel production (instead of heating gasoil), and an increase in refinery runs of approx. 650ktons/year
- In the Wind segment, the Group continues to develop two projects in Sardinia, with a total combined capacity of approx. 100 MW. For both projects, the Environmental Impact Assessment procedure ("V.I.A.") is currently in progress. Moreover, the foreign pipeline, the Group recently obtained full authorisation to start construction of a wind farm in Romania, with a capacity of approx. 100 MW
- Finally, regarding Gas Exploration activities, the Group is currently proceeding along the authorisation path to start drilling in an area located in Sardinia (the "Eleonora" project), where prudentially it estimates to obtain an annual production of 70 up to 170 million cubic meters of natural gas, for a production period of more than 20 years. According to the procedures defined by the local authorities, the authorisation path will be completed with the approval of the Environmental Impact Assessment ("V.I.A.")



➤ **Additional Information**



Additional information: Refining

EUR million	2011	Q1/12	Q2/12	Q3/12	Q4/12	2012	Q1/13
EBITDA	123.7	37.7	(204.3)	162.0	(88.7)	(93.3)	(13.4)
Comparable EBITDA	(9.9)	(49.0)	(39.3)	70.5	(45.5)	(63.3)	(24.0)
EBIT	13.4	12.6	(230.9)	135.1	(115.9)	(199.1)	(38.6)
Comparable EBIT	(120.1)	(74.1)	(65.9)	43.6	(72.7)	(169.1)	(49.2)
CAPEX	64.6	32.4	34.7	16.4	13.5	97.0	26.0
REFINERY RUNS							
Thousand tons	14,006	3,293	2,793	3,793	3,429	13,309	3,088
Million barrels	102.2	24.0	20.4	27.7	25.0	97.2	22.5
Barrels/day	280	264	224	301	272	265	250
REFINERY MARGINS							
EMC benchmark	(1.1)	(0.5)	1.6	3.0	(0.5)	0.9	0.2
Saras margin	2.8	0.5	0.5	5.4	1.1	2.1	2.2



Additional information: Power Generation

EUR million	2011	Q1/12	Q2/12	Q3/12	Q4/12	2012	Q1/13
Comparable EBITDA	219.2	57.5	55.8	58.0	55.5	226.8	54.3
Comparable EBIT	139.9	37.8	35.7	38.1	35.4	147.0	34.4
EBITDA IT GAAP	115.8	54.9	38.2	41.4	43.7	178.3	36.0
EBIT IT GAAP	71.3	43.9	26.9	30.2	32.2	133.2	24.9
CAPEX	31.2	1.8	1.2	1.1	4.6	8.7	6.0
POWER PRODUCTION	<small>MWh/10⁰⁰</small> 4,012	1,176	996	1,048	974	4,194	937
POWER TARIFF	<small>€cent/KWh</small> 10.6	11.9	12.1	12.5	12.5	12.2	12.6
POWER IGCC MARGIN	<small>\$/bl</small> 4.3	4.3	5.1	3.7	4.0	4.2	4.7



Additional information: Marketing

EUR million	2011	Q1/12	Q2/12	Q3/12	Q4/12	2012	Q1/13
EBITDA	37.4	10.2	(3.4)	14.1	(3.0)	17.9	3.9
Comparable EBITDA	44.5	6.1	12.5	13.1	(0.1)	31.6	8.3
EBIT	25.2	7.0	(6.3)	11.2	(41.9)	(30.0)	1.8
Comparable EBIT	32.3	2.9	9.6	10.2	(3.0)	19.7	6.2
CAPEX	4.8	1.5	3.6	2.7	0.4	8.2	0.7
SALES (THOUSAND TONS)							
ITALY	2,367	547	550	556	557	2,210	554
SPAIN	1,791	424	384	391	384	1,584	320
TOTAL	4,158	971	934	947	941	3,794	873



Additional information: Wind and Others

Wind	(EUR million)	2011	Q1/12	Q2/12	Q3/12	Q4/12	2012	Q1/13
Comparable EBITDA		14.0	6.0	4.2	2.2	7.6	20.0	9.6
Comparable EBIT		3.8	3.4	1.7	(0.5)	5.0	9.6	8.5
POWER PRODUCTION	MWh	140,897	47,039	41,262	23,447	59,302	171,050	78,052
POWER TARIFF	€cent/ KWh	7.5	8.6	7.1	8.2	5.6	7.1	6.1
GREEN CERTIFICATES	€cent/ KWh	8.0	7.2	6.9	7.7	9.5	8.0	9.0
CAPEX		2.5	0.3	0.2	2.1	1.2	3.8	0.1

Others	(EUR million)	2011	Q1/12	Q2/12	Q3/12	Q4/12	2012	Q1/13
Comparable EBITDA		0.0	0.5	0.4	1.2	0.1	2.2	0.0
Comparable EBIT		(1.4)	0.4	0.4	1.2	(0.1)	1.9	(0.1)
CAPEX		1.9	0.1	0.1	1.3	0.1	1.6	0.7