

SARAS First Quarter 2018 results

14th May 2018

AGENDA

- > Highlights
- > Segments Review
- > Financials
- > Outlook
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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

EUR million	Q1/18	Q1/17	Change %
Reported EBITDA	72.2	160.4	-55%
Reported Net Result	22.5	92.1	-76%
Comparable ¹ EBITDA	71.6	124.1 ²	-42%
Comparable 1 Net Result	8.5	52.5 ²	-84%
Net Financial Position	(1)	21	
			·



Q1/18 Group *comparable* EBITDA at EUR 71.6M mainly due to less favourable market conditions and lower operating performance of Refining.



Refinery runs at 23.4 mbl down 7% vs Q1/17. Electricity production at 0.9 TWh up 21% vs Q1/17.



Front-loaded maintenance in 2018. Q1/18 activities carried out according to plans. Refinery ready to capture improving market opportunities for the rest of the year.

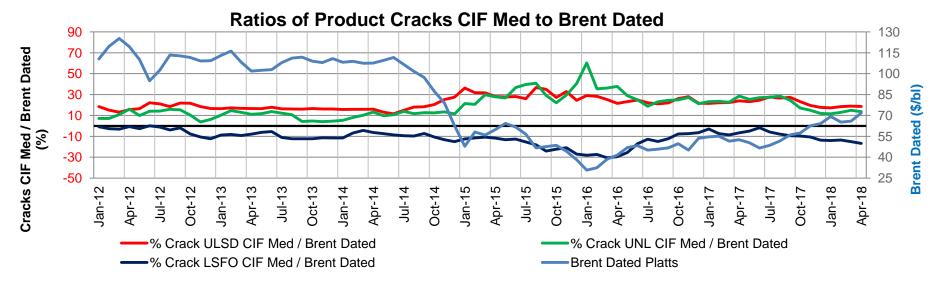


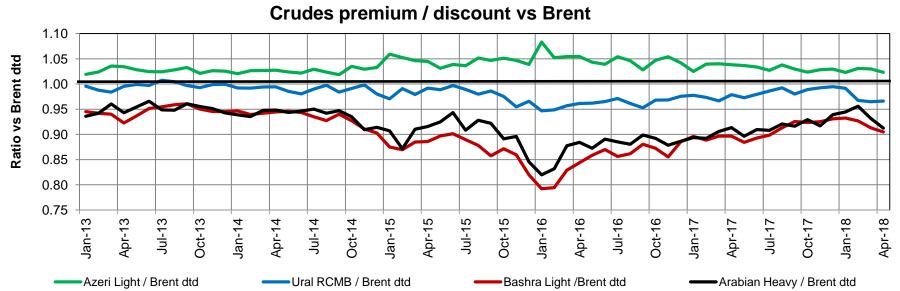
Net Financial Position at EUR -1M mainly due to temporary increase of inventories.

- 1. In order to give a better representation of the Group's operating performance, and in line with the standard practice in the oil industry, EBITDA and the Net Result are displayed valuing inventories with FIFO methodology, excluding unrealised inventories gain and losses, due to changes in the scenario, by valuing beginning-of-period inventories at the same unitary value of the end-of-period ones. Moreover the realised and unrealised differentials on oil and exchange rate derivatives with hedging nature which involve the exchange of physical quantities, are reclassified in the operating results, as they are related to the Group industrial performance, even if non accounted under the hedge accounting principles. Non-recurring items by nature, relevance and frequency and derivatives related to physical deals not of the period under analysis, are excluded by the operating results and the Net Result. EBITDA and Net Result calculated as above are called "comparable".
- Comparable results calculation from H1/17 changed with reference to inventories and derivatives compared. Therefore Q1/17 results have been reclassified on the base of the new criteria.



Highlights: Historical Crack Spreads and Ratios to Brent

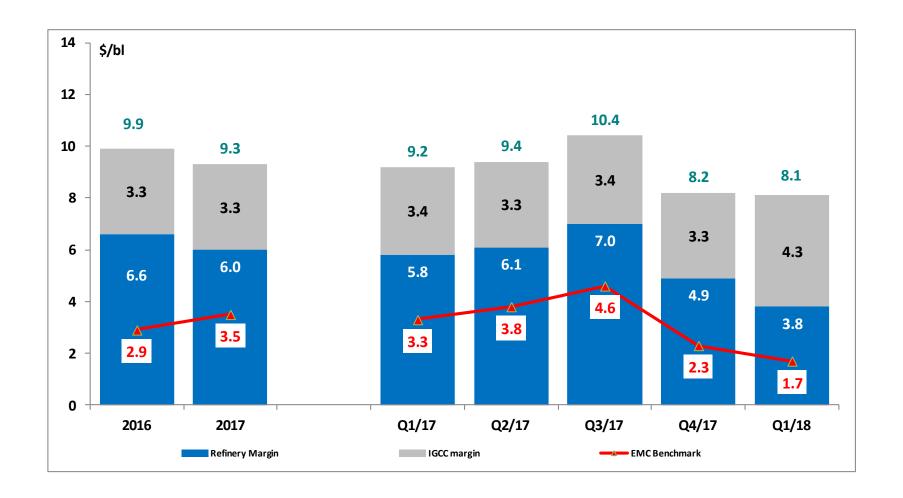




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Highlights: Refining and Power Generation Margins



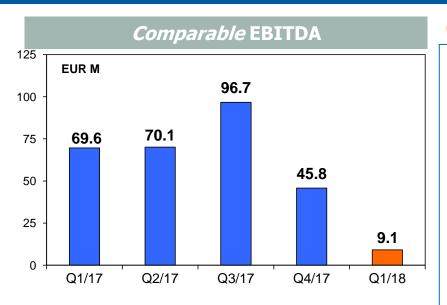
Refinery margins: (*comparable* Refining EBITDA + Fixed Costs) / Refinery Crude Runs in the period **IGCC margin:** (Power Gen. EBITDA + Fixed Costs) / Refinery Crude Runs in the period

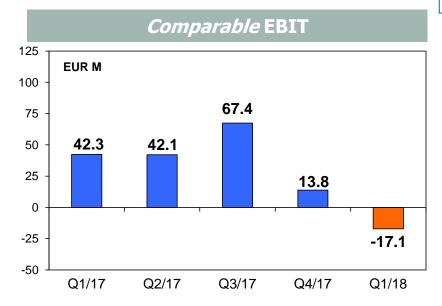
EMC benchmark: margin calculated by EMC (Energy Market Consultants) based on a crude slate made of 50% Urals and 50% Brent

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Segment Review: Refining





Q1/18

- Comparable EBITDA at EUR 9.1M (vs. EUR 69.6M in Q1/17)
 - ✓ Crude throughput at 23.4Mbl (-7% vs. Q1/17) due lower operating performance
 - ✓ Market scenario less favourable, due to higher crude prices and weaker gasoline crack, only partially offset by stronger diesel crack. Negative effect of EUR/USD exch. rate (1.229 vs. 1.065 in Q1/17). Overall scenario impact worth EUR -80M vs. Q1/17
 - Operating performance in line with Q1/17, while production planning was influence by less favourable crude mix available (worth approx. EUR -5M) and commercial performance by fewer trading opportunities (approx. EUR -5M)
 - √ Q1/18 results supported by lower fixed costs and higher revenues from energy efficiency certificates (TEE)

EUR million	Q1/18	Q1/17	FY/17
Comparable EBITDA	9.1	69.6	282.2
Comparable EBIT	(17.1)	42.3	165.6



Segment Review: Refining - Crude Oil Slate and Production

REFINERY RUNS		Q1/17	2017	Q1/18
Crude oil	K tons	3,436	14,060	3,207
Complementary feedstock	K tons	377	1,291	262

Lower crude runs, due to lower operating performance

CRUDE OIL SLATE	Q1/17	2017	Q1/18
Light extra sweet	32%	36%	39%
Light sweet	15%	12%	13%
Medium sweet/extra sweet	0%	0%	0%
Medium sour	34%	37%	32%
Heavy sour/sweet	19%	15%	17%
Average crude gravity °	API 33.0	33.7	34.2

Changes in crude slate (more light sweet and extra sweet and less medium sour) to take benefit from the different supply mix in the market

PRODUCTION (From crude runs and fee		Q1/17	2017	Q1/18
LPG	k tons	66	318	73
	Yield	1.7%	2.1%	2.1%
Naphtha + gasoline	k tons	1,003	4,152	1,000
	yield	26.3%	27.0%	28.8%
Middle distillates	k tons	1,882	7,742	1,684
	yield	49.4%	50.4%	48.5%
Fuel oil & others	k tons	411	1,077	240
	yield	10.8%	7.0%	6.9%
TAR	k tons	208	1,085	231
	yield	5.4%	7.1%	6.7%

Higher gasoline yield and lower middle distillates yield due to the maintenance activity carried out in Q1/18

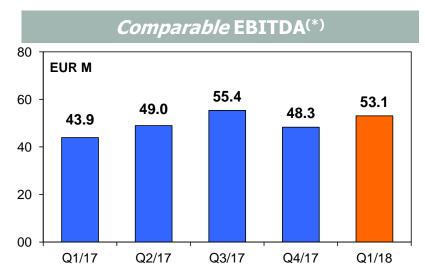
Balance to 100% are Consumption & Losses



Segment Review: Refining – Fixed & Variable costs

		Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
Refinery RUNS	Million barrels	25.1	25.4	26.3	25.8	102.6	23.4
Exchange rate	EUR/USD	1.06	1.10	1.17	1.18	1.13	1.23
Fixed costs	EUR million	67.2	70.1	61.1	60.6	259.0	63.6
	\$/bl	2.9	3.0	2.7	2.8	2.9	3.3
Variable costs	EUR million	41.1	35.5	47.5	37.5	161.6	44.0
	\$/bl	1.7	1.5	2.1	1.7	1.8	2.3

Segment Review: Power Generation



(*): Comparable EBITDA of Power Generation segment is often coincident with IFRS EBITDA, but it does not include non-recurring items

Q1/18

- Comparable EBITDA at EUR 53.1M (vs. EUR 43.9M in Q1/17)
 - ✓ Lower fixed costs due to lighter maintenance cycle in Q1/18 and higher value of CIP6/92 tariff (+4%).
 - ✓ Sales of steam & hydrogen in line with Q1/17
- The heaviest part of the annual maintenance program for the IGCC plant has been completed in Q1/18

		IT G	AAP EBIT	ΓDA	
60	EUR M				
45	_		36.4	32.5	
30	_	25.8		32.5	
15					8.2
0	3.0 Q1/17	Q2/17	Q3/17	Q4/17	Q1/18

-
196.6
145.5
97.7

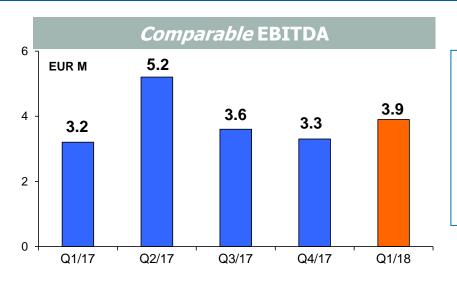
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Segment Review: Power Generation – Fixed & Variable costs (IT GAAP)

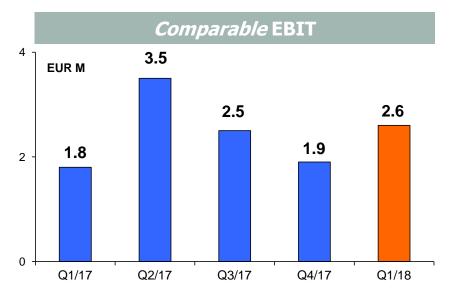
		Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
Refinery RUNS	Million barrels	25.1	25.4	26.3	25.8	102.6	23.4
Power production	MWh/1000	735	1,021	1,203	1,127	4,085	886
Exchange rate	EUR/USD	1.06	1.10	1.17	1.18	1.13	1.23
Fixed costs	EUR million	35	28	20	23	106	30
	\$/bl	1.5	1.2	0.9	1.1	1.2	1.6
	EUR/MWh	48	27	17	21	26	33
Variable costs	EUR million	14	12	15	13	54	13
	\$/bl	0.6	0.5	0.7	0.6	0.6	0.7
	EUR/MWh	19	12	13	11	13	15

Segment Review: Marketing



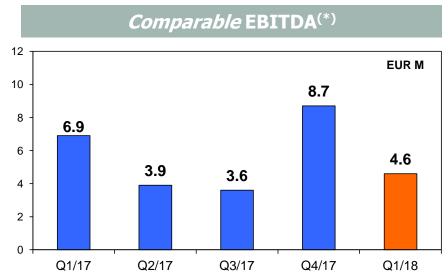
Q1/18

- Comparable EBITDA at EUR +3.9M (vs. EUR 3.2M in Q1/17)
 - ✓ Demand slightly growing in Italy (+0.6% but with gasoline and gasoil declining by 0.9%). Consumption in Spain posted a robust 3.8% increase.
 - ✓ Sales increased by 1% in Italy and by 7% in Spain
 - ✓ Better margins and stabilization of costs led to an increase of profitability

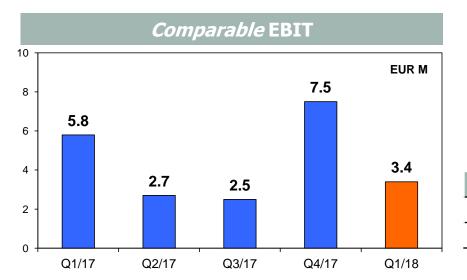


Q1/18	Q1/17	FY/17
3.9	3.2	15.2
2.6	1.8	9.7
	3.9	3.9 3.2

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(*): Comparable EBITDA of Wind segment is often coincident with IFRS EBITDA, but it does not include non-recurring items



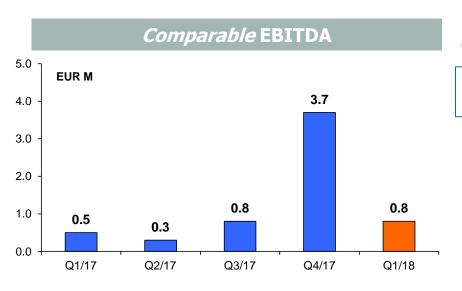
Q1/18

- Comparable EBITDA at EUR 4.6M (vs. EUR 6.9M in Q1/17)
 - √ Higher electricity production (+32%) due to more favourable wind conditions
 - ✓ Lower value of Power Tariff (-0.1EURcent/kWh vs. Q1/17) and of Incentive Tariff (-0.8EURcent/kWh vs. Q1/17)
 - ✓ Incentives expired on 60% of the production

EUR million	Q1/18	Q1/17	FY/17
Comparable EBITDA	4.6	6.9	23.1
Comparable EBIT	3.4	5.8	18.5

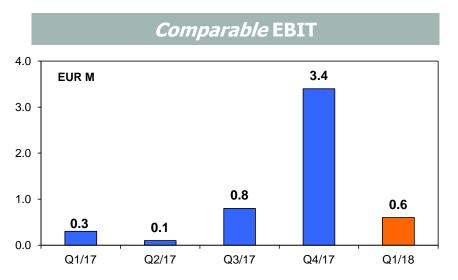
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Segment Review: Others



Q1/18

• Comparable EBITDA at EUR +0.8M (vs. EUR 0.5M in Q1/17)



EUR million	Q1/18	Q1/17	FY/17
Comparable EBITDA	0.8	0.5	5.3
Comparable EBIT	0.6	0.3	4.6

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KEY INCOME STATEMENT (EUR million)	Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
EBITDA	160.4	(19.1)	161.8	201.2	504.3	72.2
Comparable EBITDA	124.1	128.5	160.1	109.8	522.5	71.6
D&A	(52.9)	(54.1)	(56.8)	(14.7)	(178.4)	(41.8)
EBIT	107.5	(73.2)	105.0	186.4	325.8	30.4
Comparable EBIT	71.1	73.9	103.8	95.0	344.0	29.8
Interest expense	(3.7)	(1.4)	(3.2)	(3.9)	(12.2)	(3.5)
Other	26.8	28.2	(26.0)	(11.3)	17.7	3.4
Financial Income/Expense	23.1	26.8	(29.3)	(15.1)	5.6	(0.1)
Profit before taxes	130.6	(46.4)	75.7	171.3	331.4	30.3
Taxes	(38.5)	8.7	(20.8)	(39.9)	(90.5)	(7.8)
Net Result	92.1	(37.6)	54.9	131.4	240.8	22.5
Adjustments	(39.6)	95.0	(3.2)	(75.7)	(23.5)	(14.0)
Comparable Net Result	52.5	57.4	51.7	55.8	217.4	8.5

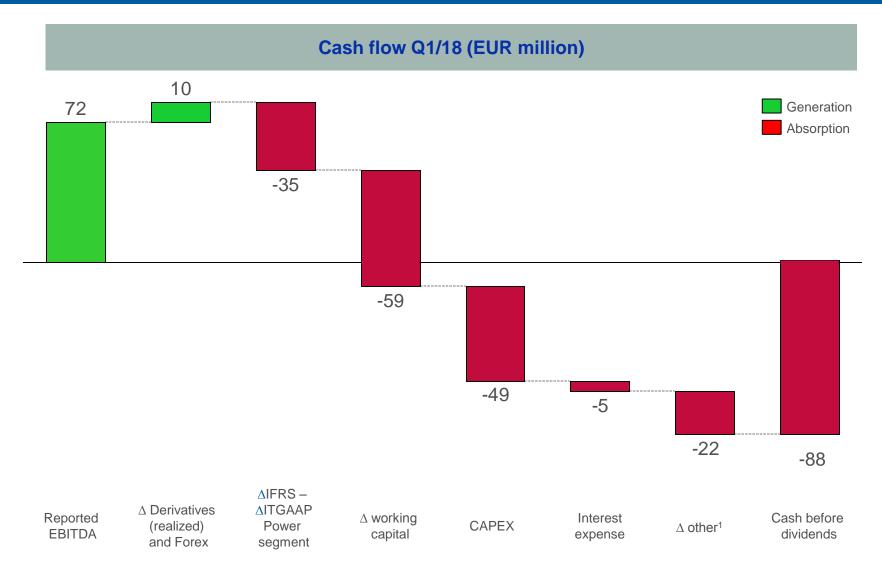
EBITDA Adjustment (EUR million)	Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
EBITDA	160.4	(19.1)	161.8	201.2	504.3	72.2
Gain / (Losses) on inventories	(57.3)	101.1	0.9	(98.7)	(54.0)	(20.1)
Non-recurring items	(4.0)	16.4	7.8	3.7	23.8	9.7
Realized and unrealized hedging derivatives and net Forex	25.0	30.1	(10.5)	3.7	48.3	9.7
Comparable EBITDA (*)	124.1	128.5	160.1	109.8	522.5	71.6

Net Result Adjustment (EUR million)	Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
Net Resul	t 92.1	(37.6)	54.9	131.4	240.8	22.5
Gain / (Losses) on inventories net of taxes	s (41.3)	72.6	0.9	(71.2)	(39.0)	(14.5)
Non-recurring items net of taxes	o.0	19.8	0.0	(5.1)	14.7	0.0
Derivatives related to future deals	s 1.8	2.5	(4.1)	0.5	0.7	0.5
Comparable Net Result(*	52.5	57.4	51.7	55.8	217.3	8.5

EUR million	Q1/17	Q2/17	Q3/17	Q4/17	Q1/18
Current assets	1,617	1,432	1,709	1,960	2,019
CCE and financial assets held for trading	296	255	408	470	307
Other current assets	1,321	1,177	1,301	1,490	1,712
Non-current assets	1,176	1,172	1,163	1,197	1,195
TOTAL ASSETS	2,794	2,604	2,873	3,157	3,214
Current Liabilities	1,310	1,259	1,477	1,530	1,613
	•	•	•	•	,
Short-Term financial liabilities	158	178	233	183	109
Other current liabilities	1,153	1,081	1,245	1,347	1,504
Non-Current Liabilities	468	460	455	554	504
Long-Term financial liabilities	176	176	169	257	256
Other non-current liabilities	292	284	287	297	248
Shareholders Equity	1,015	885	940	1,072	1,096
TOTAL LIABILITIES & EQUITY	2,794	2,604	2,873	3,157	3,214



Additional information: Group Key Cash Flow Figures



^{1.} Includes CO_2 , Energy Efficiency certificates and Taxes paid in the period

CAPEX BY SEGMENT (EUR million)	Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
REFINING	41.4	46.6	35.1	63.0	186.1	41.5
POWER GENERATION	4.0	7.1	2.6	2.8	16.6	7.2
MARKETING	0.2	0.3	0.1	0.3	0.9	0.2
WIND	0.0	0.0	0.1	0.5	0.5	0.1
OTHER ACTIVITIES	0.1	0.2	0.4	0.3	0.9	0.2
TOTAL CAPEX	45.8	54.1	38.3	66.8	205.0	49.1



- Refining: positive scenario expected also in 2018 even if with margins slightly below previous year.
 - Maintenance broadly in line with 2017 and concentrated in H1/18
 - EMC Benchmark estimated at approx 2.5 \$/bl.
 - Saras expects to deliver a premium above the Benchmark of 2.5 ÷ 3.0 \$/bl (post maintenance)
- <u>Power</u>: Standard maintenance activities. Expected a recovery of power production compared to 2017 thanks to better operating performance

		Q1/18A	Q2/18E	Q3/18E	Q4/18E	2018E
REFINERY						
Maintenance activity on:		T2, V2, North Plants	T1, RT2, VSB, MHC2		CCR	
Crude runs	Tons (M) Barrels (M)	3.2 23.4	3.3 ÷ 3.5 24.0 ÷ 26.0	3.6 ÷ 3.8 26.0 ÷ 28.0	3.7 ÷ 3.9 27.0 ÷ 29.0	13.8 ÷ 14.4 100 ÷ 106
Complementary feedstock	Tons (M)	0.3	0.2 ÷ 0.4	0.1 ÷ 0.3	0.1 ÷ 0.3	0.6 ÷ 1.3
EBITDA reduction due to scheduled maintenance	USD (M)	30	16 ÷ 20	-	1 ÷ 3	47 ÷ 53
IGCC						
Maintenance activity on:		1 Gasifier, 1 Turbine, 1 H ₂ S Absorber	1 Gasifier, 1 Turbine		sifier, rbine	
Power production	MWh (M)	0.90	1.00 ÷1.10	1.10 ÷1.20	1.10 ÷1.20	4.10 ÷4.40



EUR million	Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
EBITDA	103.3	(75.1)	103.4	145.3	276.9	19.6
Comparable EBITDA	69.6	70.1	96.7	45.8	282.2	9.1
EBIT	76.1	(103.2)	74.1	113.3	160.3	(6.6)
Comparable EBIT	42.3	42.1	67.4	13.8	165.6	(17.1)
CAPEX	41.4	46.6	35.1	63.0	186.1	41.5
REFINERY RUNS						
Crude oil (ktons)	3,436	3,481	3,608	3,536	14,060	3,207
Crude oil (Mbl)	25.1	25.4	26.3	25.8	102.6	23.4
Crude oil (bl/d)	279	282	286	281	281	260
Complementary feedstock (ktons)	377	297	354	263	1,291	262
REFINERY MARGINS						
EMC benchmark	3.3	3.8	4.6	2.3	3.5	1.7
Saras margin	5.8	6.1	7.0	4.9	6.0	3.8

EUR million		Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
Comparable EBITDA		43.9	49.0	55.4	48.3	196.6	53.1
Comparable EBIT		20.9	25.6	30.6	68.4	145.5	40.2
EBITDA IT GAAP		3.0	25.8	36.4	32.5	97.7	8.2
EBIT IT GAAP		(11.5)	10.8	20.1	61.0	80.4	3.7
CAPEX		4.0	7.1	2.6	2.8	16.6	7.2
POWER PRODUCTION	MWh/1000	735	1,021	1,203	1,127	4,085	886
POWER TARIFF	€cent/KWh	8.7	8.7	8.7	8.7	8.7	9.2
POWER IGCC MARGIN	\$/bl	3.4	3.3	3.4	3.3	3.3	4.3

EUR million	Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
EBITDA	1.8	3.9	6.4	1.8	13.9	3.8
Comparable EBITDA	3.2	5.2	3.6	3.3	15.2	3.9
EBIT	0.4	2.7	4.9	0.4	8.4	2.5
Comparable EBIT	1.8	3.5	2.5	1.9	9.7	2.6
CAPEX	0.2	0.3	0.1	0.3	0.9	0.2
SALES (THOUSAND TONS)						
ITALY	496	547	592	534	2,169	499
SPAIN	374	368	344	399	1,484	401
TOTAL	870	914	936	932	3,653	901



Wind	(EUR million)		Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
	Comparable EBITDA		6.9	3.9	3.6	8.7	23.1	4.6
	Comparable EBIT		5.8	2.7	2.5	7.5	18.5	3.4
	POWER PRODUCTION	MWh	51,268	31,452	28,587	57,166	168,473	67,777
	POWER TARIFF	€cent/k Wh	5.2	4.1	4.4	5.6	5.0	5.1
	INCENTIVE	€cent/k Wh	10.7	10.7	10.7	10.7	10.7	9.9
	CAPEX		0.0	0.0	0.1	0.5	0.5	0.1

Others (EUR million)	Q1/17	Q2/17	Q3/17	Q4/17	2017	Q1/18
Comparable EBITDA	0.5	0.3	8.0	3.7	5.3	0.8
Comparable EBIT	0.3	0.1	8.0	3.4	4.6	0.6
CAPEX	0.1	0.2	0.4	0.3	0.9	0.2