

AGENDA

- □ Q1'24 Highlights
- Market Scenario
- ☐ Financial Review
- Outlook



Q1'24 Highlights

◆ EBITDA comparable at 198.1€m, with Saras Industrial & Marketing margin at 12.1\$/bl and NET
 RESULTS comparable at 96.9€m with solid refining scenario

◆ Net Financial Position positive at 138.7€m (ante IFRS 16)

◆ Group Capex at 31€m, with a light maintenance plan in the quarter

◆ Constructive margin outlook for FY'24 confirmed, despite the recent weakness of diesel crack

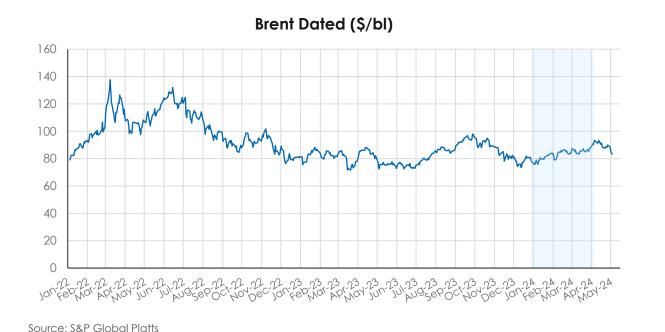


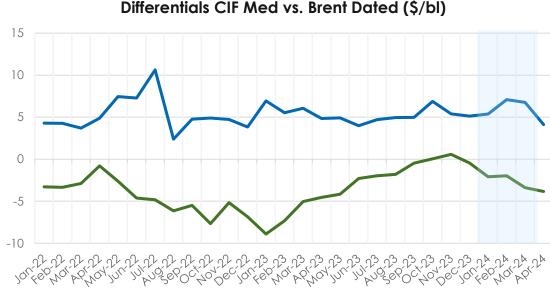


Market Scenario



Brent price and Crude differentials





Azeri Light CIF Med

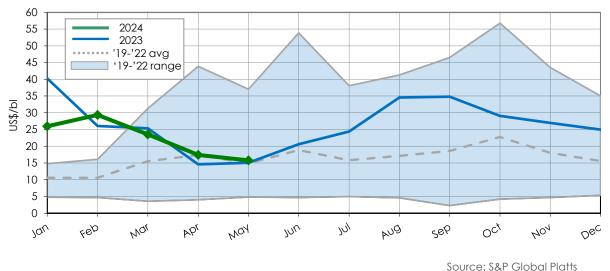
- Brent Dtd price averaged 83.2\$/bl in Q1'24 (vs. 81.3\$/bl in Q1'23), with an upward trend along the quarter, sustained by resilient demand and, on the supply side, by the confirmation of OPEC+Russia cuts as well as by limited operations in some large North American sites, hit by extreme weather conditions. Increased freight costs added pressure on oil prices, due vessels rerouting away from the Red Sea
- ◆ Basrah Medium CIF Med differential to Brent averaged -2,5\$/bl in Q1'24 (-7.1\$/bl in Q1'23), still compressed by the OPEC+ production cuts, even if improved versus Q4'23
- ◆ Azeri Light CIF Med premium was +6.4\$/bl in Q1'24 (+6.2\$/bl in Q1'23), reflecting healthy cracks of middle distillates, recovery in naphtha crack spreads and higher freight cost, also for cross-Med voyages



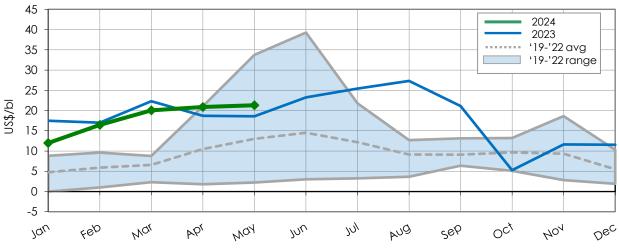
Basrah Medium CIF Med

Diesel and Gasoline crack spreads

Diesel Crack spread FOB Med vs Brent (\$/bl, monthly avg)



Gasoline Crack spread FOB Med vs Brent (\$/bl, monthly avg)



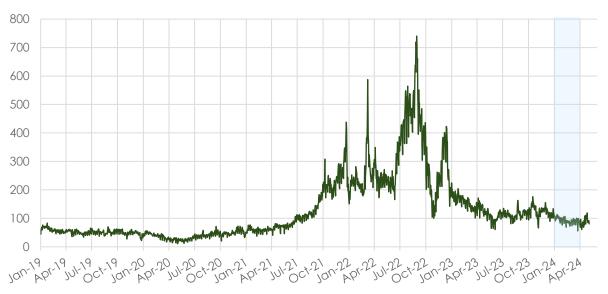
Source: S&P Global Platts

- Q1'24: Diesel crack (ULSD) was +26.3\$/bl (+30.6\$/bl in Q1'23) in line with Q4'23 average, and still above historical averages, due to structurally higher logistic costs to supply Europe, and OPEC+ cuts of middle-distillate rich crude grades
- Q1'24: Gasoline crack averaged +16.4\$/bl (+19.2\$/bl in Q1'23), strong compared to the historical averages and up 60% vs. Q4'23 average, thanks to robust private mobility and reduced import flows from North American refineries, hit by severe weather conditions



Energy costs (Power and CO2)

Electricity price (PUN Prezzo Unico Nazionale €/MWh)



Source: MGP («Mercato del Giorno Prima»)

Q1'24: PUN price averaged 92€/MWh (157€/MWh in Q1'23), decreased by 26% compared to Q4'23, as a mild winter and weaker macroeconomic conditions negatively affected natural gas demand and quotations

CO2 (EUA certificates; €/ton)



Source: ICEDEU3 Index

 Q1'24: CO2 EUA certificates averaged 60€/ton (87€/ton in Q1'23), down 16% compared to Q4'23 average, reflecting a slowdown of industrial activities in the EU area



Refining Market outlook 2024

- ✓ Oil global demand confirmed to grow by +1.2Mbl/d in 2024, mainly driven by non-OECD countries
- ✓ Supply/demand to remain substantially balanced thanks to a higher production of non-OPEC countries, while OPEC+ could extend cuts
 - ✓ Higher import costs, even amplified by the current Middle East crisis, should support diesel cracks
 - ✓ Gasoline cracks expected strong throughout the rest of 2024, also thanks to upcoming driving season

Oil Demand & Product cracks

- ➤ Global oil demand confirmed to grow and reach new highs at above 103Mbl/d in 2024 (+1.2Mbl/d vs. 2023), mainly driven by non-OECD countries (China, Brasil, India), while OECD countries will further reduce consumption due to restrictive monetary policies, growing mobility switch to EV, efficiency and energy transition measures
- > Diesel crack expected to recover above 20\$/bl, after the drop recorded in April, attributable to a temporary oversupply from US and Middle East and a slowdown of gasoil consumption for heating use. Higher freight rates (also due to recent Red Sea disruptions) increase EU imports cost, and support crack spread
- > Gasoline crack confirmed to remain strong, thanks to the upcoming driving season, with the return of summer specifications and the persistent tightness in high-octane components



- ➤ Global oil supply is projected to expand by 0.8Mbl/d in 2024, thanks mainly to higher production of non-OPEC countries (US, Brasil, Guyana and Canada), and notwithstanding the probable extension of OPEC+Russia cuts
- Availability of sour grades could remain limited, since these grades are mostly affected by OPEC+Russia decisions



Source: Saras view based on latest market report of IEA; Platts; WoodMacKenzie and FGE



Financial Review



Group Financial Highlights

€m	Q1'24	Q1'23
Reported EBITDA	177.5	246.4
Comparable EBITDA	198.1	285.3
Reported Net Result	77.4	139.1
Comparable Net Result	96.9	162.0

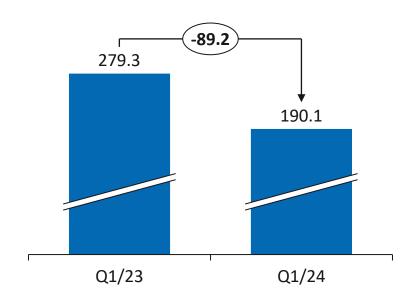
	Mar 31 st 2024	Dec 31 st 2023
Net Financial Position ante IFRS16	138.7	202.7
Net Financial Position post IFRS16	104.8	166.8

- Reported Q1'24 EBITDA at 177.5€m, with a positive scenario, albeit at lower levels than last year
- Comparable Q1'24 EBITDA at 198.1€m, not including scenario effects on inventories evaluations
- ◆ Reported Net Results at 77.4€m, with higher financial charges due to the increase in interest rate and higher foreign exchange differences
- Comparable Net Result at 96.9€m, not including scenario effects on inventories evaluations
- Net Financial Position (ante IFRS16) as of Mar 31st, 2024, positive at 138.7€m



Industrial & Marketing Q1'24

Comparable EBITDA (€m)



		Q1'24	Q1'23
Crude oil runs	ktons	3,432	3,415
Electricity production	GWh	1,114	1,089
Capex	€m	27.2	39.8

Q1'24 Comparable EBITDA at 190.1€m, -89.2€m vs Q1'23 (279.3€m)

- -92€m due to less favourable scenario: lower crack spreads for diesel and gasoline compared to high level of Q1'23, and squeezed heavy sour crude differentials
- -28€m overall operating performances¹ mainly due to a weaker Supply & Trading performance amid less favourable market conditions
- -17€m higher variable costs^{2,3} due to rolling back of "Sostegni Ter" Decree for Energy consumers
- +12€m lower fixed costs³ due to a different cost distribution throughout the year
- o -8€m from Marketing (EBITDA at 6,4€m vs. 14,5€m in Q1'23) on lower margins in Spain

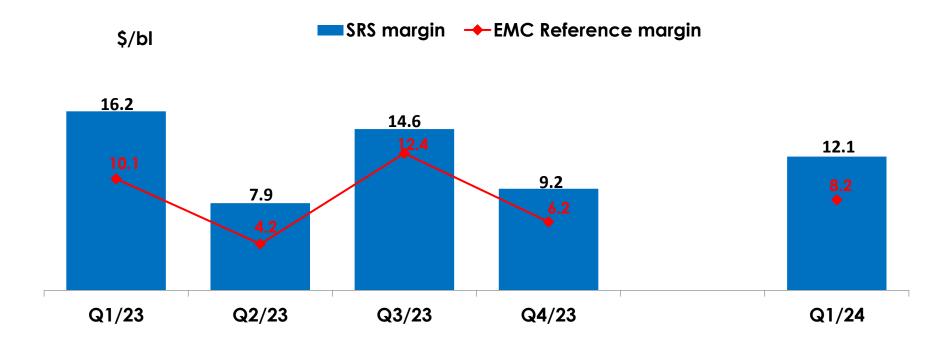


^{1.} Operating performances include the contribution from the sales of electricity, under the "Essentiality Regime"

^{2.}Industrial & Marketing power consumption (net of reimbursed quota from Essentiality) in Q1'24 was 0.20 TWh (0.17 TWh in Q1'23) while CO₂ shortage (net of reimbursed quota from Essentiality) was 264 ktons in Q1'24 (156 ktons in Q1'23). Both values do not include IGCC production needs (covered by reimbursement under the "Essentiality Regime")

^{3.} Variable and fixed costs are net of the reintegration from the "Essentiality Regime"

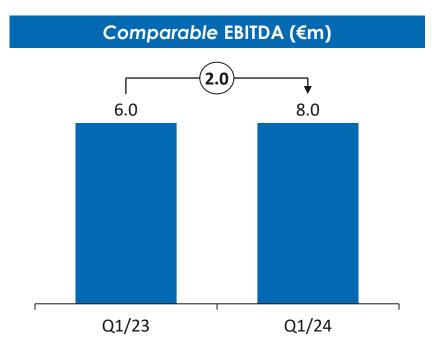
Saras Industrial & Marketing margins



Q1'24 Saras margin stood at 12.1\$/bl, +2.9\$/bl compared to Q4'23, and with a premium of 3.9\$/bl vs. EMC Reference margin, in line with the annual guidance.



Renewables Q1'24



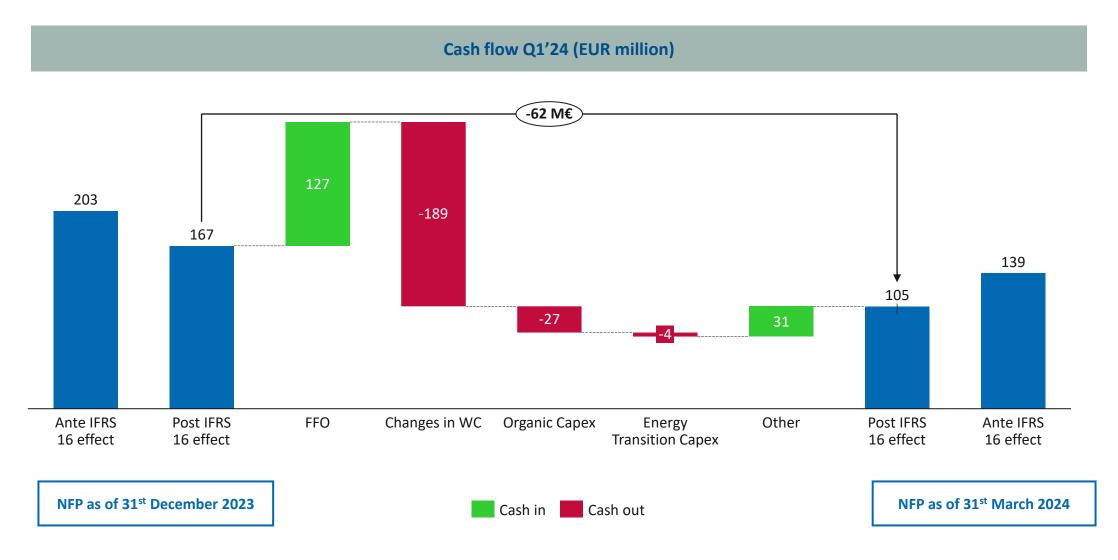
		Q1'24	Q1'23
Production	GWh	103.0	81.3
Avg. tariff	€/MWh	85.4	96.7
Capex	€m	3.8	1.3

Q1'24 Comparable EBITDA at 8.0€m, +2.0€m vs Q1'23 (6.0€m)

- Higher production at 103.0GWh (vs 81.3GWh in Q1'23), due to stronger wind conditions, which more than offset a lower power tariff
- Average tariff at 85.4€/MWh (vs 96.7€/MWh in Q1'23) applied on 100% of the production (vs. price cap of 61 €/MWh on 53% and an average tariff of 137 €/MWh on the remaining part of the production in Q1'23)
- Moreover, in Q1'24, an incentive tariff of €42/MWh was applied on approx. 12% of production; while in 2023 no incentive was applied
- Capex at 3.8 €m related to the advancement in construction of Helianto PV farm



Financials: Net Financial Position





^{1.} FFO: Net reported result + depreciation and amortization costs

^{2.} The item «Other» mainly includes changes in Tax items (Ires/Irap taxes)



Outlook



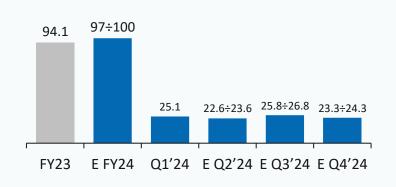
Outlook 2024

INDUSTRIAL & MARKETING

REFINERY PRODUCTION between 97 ÷ 100Mbl

- **POWER PRODUCTION** confirmed between 4.1 ÷ 4.3TWh, under the Essentiality regime
- **FIXED COSTS** confirmed at 380 ÷400€m, thanks to optimization initiatives
- **CAPEX** confirmed at 170 ÷ 180€m, including 10€m of "Energy transition" investments
- FY'24 guidance on Saras premium confirmed at $3.5 \div 4.5$ \$/bl above EMC benchmark

Crude runs (Mbl)



RENEWABLES

- Helianto PV farm expected to start commercial operation at the end of June 2024
- Capex at ~ 40€m of which 13€M related to the final phase of Helianto PV farm and the rest related to other projects depending on authorisation procedures

Net Financial Position to remain positive at the end of 2024





Appendix



Financials: Key Income Statement Figures

KEY INCOME STATEMENT	2021	Q1/22	Q2/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	Q3/23	Q4/23	2023	Q1/24
€m		4 1,	G. 2, 2 2	5,5,	4 .,		5,17,20	5.2,20	5,0, =0	G(1, = 0		4.7=.
EBITDA	277.1	156.3	532.2	365.9	115.9	1,170.3	246.4	35.6	300.9	79.5	662.4	177.5
Comparable EBITDA	54.1	62.0	458.6	296.4	319.7	1,136.7	285.3	27.1	247.2	110.1	669.7	198.1
D&A	198.6	45.6	47.2	48.4	63.6	204.7	46.5	47.9	50.5	64.7	209.5	49.4
EBIT	78.5	110.7	485.0	317.5	52.5	965.7	200.0	-12.4	250.4	14.9	452.9	128.1
Comparable EBIT	-144.5	16.4	411.4	248.0	269.5	945.3	238.9	-20.9	196.7	53.9	468.6	148,7
Interest expense	-19.7	-5.5	-8.2	-7.3	-9.6	-30.5	-8.1	-9.0	-13.4	-8.1	-38.3	-12.0
Other	-26.6	1.3	-30.5	-47.3	33.9	-46.0	4.7	-2.1	-20.5	24.6	6.4	-11.0
Financial Income/Expense	-46.3	-4.2	-38.7	-54.5	24.3	-76.5	-3.4	-11.1	-33.9	16.5	-32.0	-23.0
Profit before taxes	32.2	106.4	446.3	260.0	76.8	889.2	196.5	-23.5	216.5	31.4	420.9	105.0
Taxes	-22.9	-29.8	-230.4	-204.8	-7.1	-472.3	-57.4	6.8	-65.3	9.0	-107.0	-27.6
Net Result	9.3	76.6	215.9	54.7	69.7	416.9	139.1	-16.8	151.2	40.3	313.9	77.4
Adjustments	-145.3	-63.3	71.3	94.6	190.3	292.9	22.9	-5.5	-30.3	24.4	11.5	19.5
Comparable Net Result	-136.0	13.3	287.1	149.3	260.0	709.8	162.0	-22.3	121.0	64.7	325.4	96.9



Financials: Comparable Results Adjustments

EBITDA Adjustment €m	2021	Q1/22	Q2/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	Q3/23	Q4/23	2023	Q1/24
Reported EBITDA	277.1	156.3	532.2	365.9	115.9	1,170.3	246.4	35.6	300.9	79.5	662.4	177.5
Gain / (Losses) on Inventories and on inventories hedging derivatives	-226.5	-87.8	-35.7	-44.2	158.0	-9.6	31.8	-7.8	-41.9	23.6	5.7	27.0
Forex derivatives	-15.8	-7.7	-40.5	-27.0	16.9	-58.3	7.2	-0.7	-11.8	5.2	-0.1	-6.5
Non-recurring items	19.3	1.1	2.6	1.7	28.9	34.3	0.0	0.0	0.0	1.7	1.7	0.0
Comparable EBITDA	54.1	62.0	458.6	296.4	319.7	1,136.7	285.3	27.1	247.2	110.1	669.7	198.1

Net Result Adjustment €m	2021	Q1/22	Q2/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	Q3/23	Q4/23	2023	Q1/24
Reported Net Result	9.3	76.6	215.9	54.7	69.7	416.9	139.1	-16.8	151.2	40.3	313.9	77.4
Gain & (Losses) on inventories and on inventories hedging derivatives net of taxes	-163.3	-63.3	-25.7	-31.8	113.9	-6.9	22.9	-5.5	-30.3	17.0	4.1	19.5
Non-recurring items net of taxes	18.0	0.0	97.0	126.4	76.4	299.8	0.0	0.0	0.0	7.3	7.3	0.0
Comparable Net Result	-136.0	13.3	287.1	149.3	260.0	709.8	162.0	-22.3	121.0	64.7	325.4	96.9



Balance Sheet

EUR min	31/03/2023	30/06/2023	30/09/2023	31/12/2023	31/03/2024
Property, plants and equipment	1,141	1,197	1,195	1,173	1,157
Intangible assets	44	43	39	39	38
Right of use (IFRS 16)	43	41	39	38	36
Other investments	1	1	1	1	1
Fixed Assets	1,229	1,282	1,274	1,251	1,232
Trade receivables	515	404	628	489	615
Inventories	1,335	1,220	1,184	1,247	1,268
Trade and other payables	(990)	(1,192)	(1,224)	(1,418)	(1,399)
Commercial Working Capital	859	432	587	318	483
Other current assets / (liabilities) 1	(516)	(345)	(384)	(231)	(171)
Net tax assets / (liabilities) ²	(440)	(151)	(234)	(58)	(144)
Net Working Capital	(97)	(64)	(31)	29	169
Other not current asset / (liabilities) ³	(93)	(97)	(108)	(102)	(84)
Total Net Capital Invested	1,039	1,121	1,135	1,177	1,317
Total equity	(1,354)	(1,157)	(1,294)	(1,345)	(1,422)
Net Financial Position	316	36	159	167	105
Total liabilities & shareholders' equity	(1,039)	(1,121)	(1,135)	(1,177)	(1,317)
IFRS 16 effect	(39)	(37)	(36)	(36)	(34)
Net Financial Position pre IFRS 16	355	74	195	203	139



^{2.} Includes assets & liabilities for income taxes, VAT and excise duties

^{3.} Includes provision for employee benefits, provision for risks/charges and other non-current asset / liabilities



Financials: CAPEX

CAPEX BY SEGMENT €m	2021	Q1/22	Q2/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	Q3/23	Q4/23	2023	Q1/24
Industrial & Marketing	69.4	19.0	26.1	15.4	26.3	86.8	39.8	79.3	37.4	22.0	178.4	27.2
Renewables	8.4	5.1	0.7	0.2	12.9	18.9	1.3	22.8	6.4	15.4	46.0	3.8
TOTAL CAPEX	77.8	24.1	26.8	15.5	39.2	105.7	41.1	102.0	43.8	37.4	224.4	31.0



Additional information: Industrial & Marketing

		2021	Q1/22	Q2/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	Q3/23	Q4/23	2023	Q1/24
		2021	Q1/22	QZ/2Z	Q3/22	04/22	2022	Q1/23	QZ/23	Q3/23	Q4/23	2023	Q1/24
EBITDA	€m	243.7	140.9	526.3	360.2	105.1	1,132.5	240.4	32.6	297.9	68.0	638.9	169.5
Comparable EBITDA	€m	20.7	46.6	452.7	290.7	308.9	1,098.9	279.3	24.1	244.2	98.6	646.2	190.1
EBIT	€m	52.6	97.4	481.3	314.0	43.1	935.8	196.1	-13.1	249.5	5.7	438.2	122.3
Comparable EBIT	€m	-170.4	3.1	407.7	244.5	260.1	915.4	235.0	-21.6	195.8	44.7	453.9	142.9
CAPEX	€m	69.4	19.0	26.1	15.4	26.3	86.8	39.8	79.3	37.4	22.0	178.4	27.2
REFINERY RUNS	letana	10.070	0.004	2.550	2.47/	2 220	12.170	2.415	0.470	2 242	2 45/	10 005	2 420
Crude oil		12,978	2,804	3,550	3,476	3,339	13,168	3,415	2,670	3,343	3,456	12,885	3,432
Crude oil	Mbbl	94.7	20.5	25.9	25.4	24.4	96.1	24.9	19.5	24.4	25.2	94.1	25.1
Crude oil	bbl/d	260	227	288	282	265	263	277	217	271	274	258	278
Complementary feedstock	ktons	809	323	289	180	247	1,040	79	279	150	123	630	203
REFINING MARGINS (\$/bbl)													
EMC Reference margin (new)		-2.0	-0.5	16.9	8.6	13.3	9.6	10.1	4.2	12.4	6.2	8.2	8.2
Saras I&M margin		4.5	8.4	22.5	15.3	17.5	16.4	16.2	7.9	14.6	9.2	12.2	12.1



Industrial & Marketing Fixed & Variable costs

		Q1/24	Q1/23	Δ	FY23
Refinery runs	mIn barrels	25.0	24.9	0.1	94.1
Total variable costs	€m	-140	-152	12	-558
of which:					
Industrial		-129	-142	13	-513
Marketing		-11	-11	0	-45
of which in "Essential Regime"		58	87	-29	259
Net variable costs		-82	-65	-17	-299
Total fixed costs	€m	-88	-99	11	-415
of which:					
Industrial		-82	-94	12	-395
Marketing		-6	-5	-1	-20
of which in "Essential Regime"		21	20	0	81
Net fixed costs		-67	-78	11	-334



Crude Oil Slate and Production

REFINERY RUNS AND POWER PRO	DDUCTION	Q1'24	Q1'23	FY'23
Crude oil	K tons	3,432	3,415	12,885
Complementary feedstock	K tons	203	79	630
Electricity production	GWh	1,114	1,089	3,550

CRUDE OIL SLATE	Q1'24	Q1'23	FY'23
Light extra sweet	43%	42%	47%
Light sweet	8%	13%	10%
Medium sweet/extra sweet	0%	0%	1%
Medium sour	0%	2%	1%
Heavy sour/sweet	49%	43%	40%
Average crude gravity ° API	32.5	32.1	33.3

PRODUCT YIELD) ¹	Q1'24	Q1'23	FY'23
LDC	k tons	76	75	266
LPG	Yield	2.1%	2.1%	2.0%
Nambiba	k tons	101	198	651
Naphtha	Yield	2.8%	5.7%	4.1%
Gasoline	k tons	837	700	2,967
	Yield	23.0%	20.0%	22.6%
Middle distillates	k tons	1,839	1,582	6,557
	Yield	50.6%	45.3%	48.5%
VICEO O FO	k tons	234	209	940
VLSFO 0.5%	Yield	6.4%	6.0%	7.0%
Olb a. (*)	k tons	362	536	1,396
Other (*)	Yield	10.0%	15.3%	10.3%

Q1'24 vs Q1'23

Refinery runs substantially in line (+0.5%)
Higher electricity production due to the
higher requirements of the Essentiality regime

Due to a different maintenance schedule and production planning vs. same period of last year, the Q1'24 crude slate has an increased percentage of Heavy sour/sweet grades, while Medium sour and Light sweet grades decreased

Middle distillate and gasoline yields increased up to approx. 75% of the total production, to exploit favorable market conditions; by comparison, Q1'23 yields were significantly lower, due to heavy maintenance



Additional information: Renewables

		2021	Q1/22	Q2/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	Q3/23	Q4/23	2023	Q1/24
Comparable EBITDA	€m	33.4	15.4	5.9	5.7	10.8	37.8	6.0	3.0	3.0	11.5	23.5	8.0
Comparable EBIT	€m	25.9	13.3	3.7	3.5	9.4	29.9	3.9	0.7	0.9	9.2	14.7	5.8
POWER PRODUCTION	GWh	258.5	94.7	68.4	42.5	67.7	273.4	81.3	53.8	57.1	105.9	298.1	103.0
POWER TARIFF	€/MWh	122.1	174.0	105.1	169.4	125.0	158.3	96.7	87.5	100.5	115.8	102.6	85.4
INCENTIVE	€/MWh	109.0	43.0	43.0	43.0	42.8	42.8	0.0	0.0	0.0	0.0	0.0	42.0
CAPEX	€m	8.4	5.1	0.7	0.2	12.9	18.9	1.3	22.8	6.4	15.4	46.0	3.8

