Second Quarter and First Half 2023 results

July 31st, 2023

AGENDA

- Q2 2023 Results Highlights
- Market scenario
- Financial Review
- Outlook 2023
- Strategy Update

Q2’23 and H1’23 Highlights

- **H1’23 EBITDA *comparable*** at 312.4 €m and **H1’23 NET RESULT *comparable*** at 139.7 €m, very solid with market scenario above historical level, especially in the first quarter

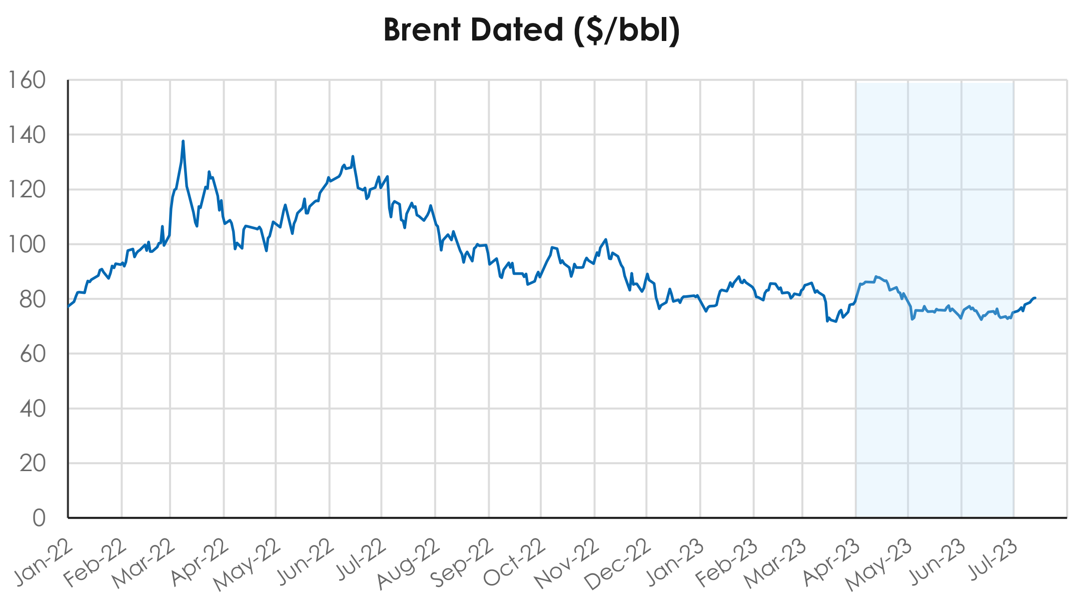
- **Q2’23 EBITDA *comparable*** at 27.1 €m and **Q2’23 NET RESULT *comparable*** at -22.3 €m, due to heavy scheduled maintenance on various refinery Units & IGCC plant, and weaker market conditions for middle distillates

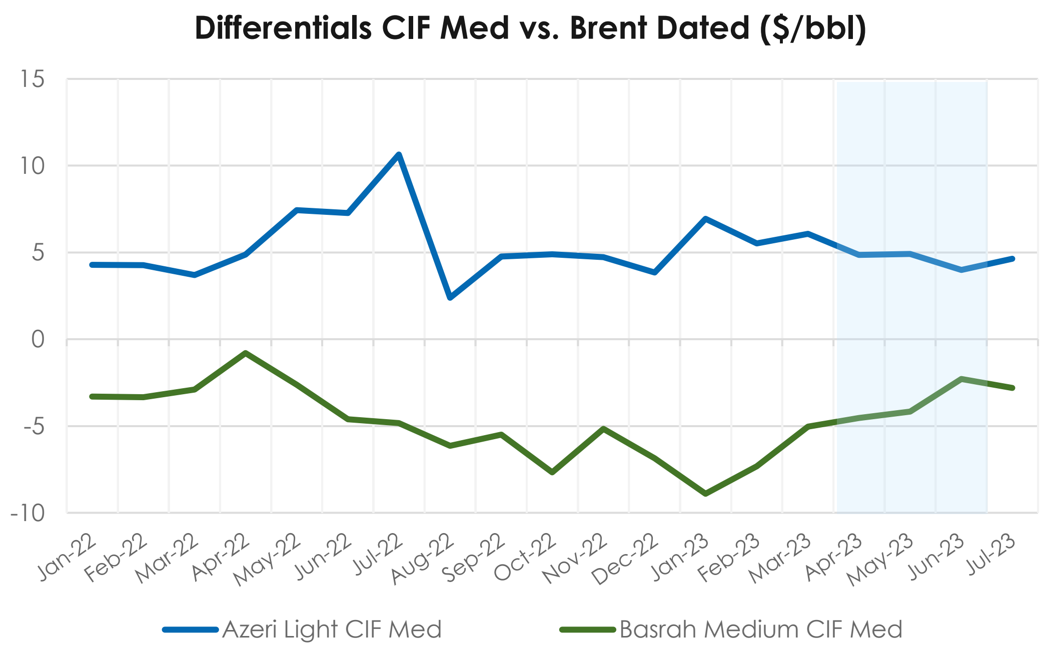
- **Net Financial position positive** at 73.5 €m, notwithstanding approx. 590 €m of cash out (ordinary and extraordinary taxes, dividends and CAPEX)

- **Outlook 2023:** confirmed positive, with recovering demand and lower middle distillate inflows from Asia; OPEC+ cuts on sour grades could pressure discounts and Saras premium

Market scenario

Brent price and Crude differentials

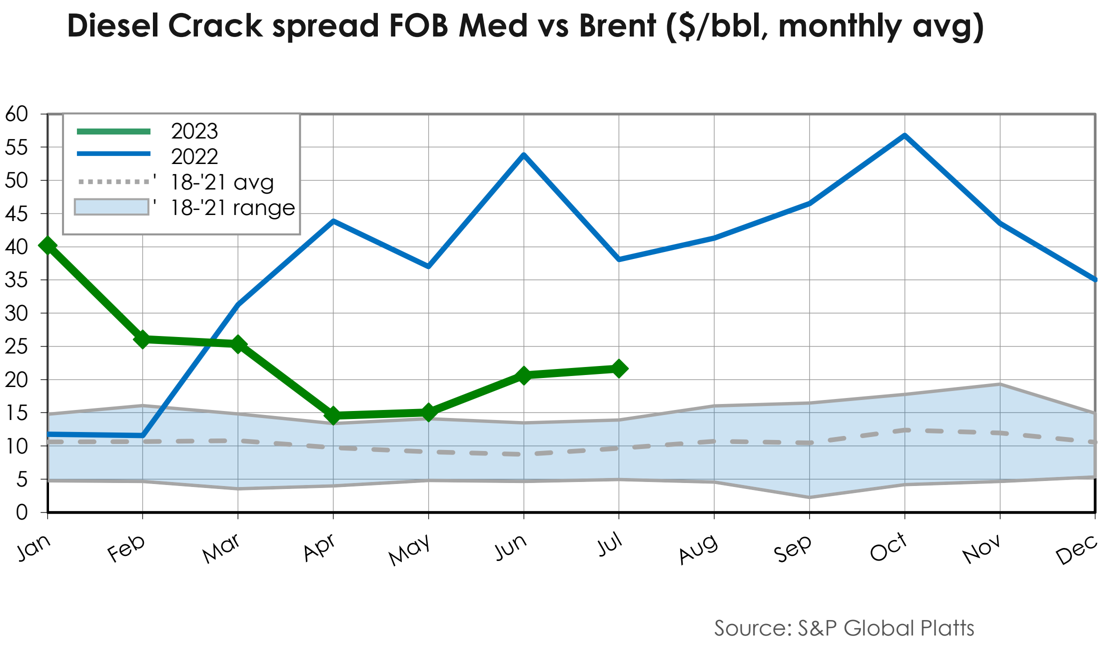


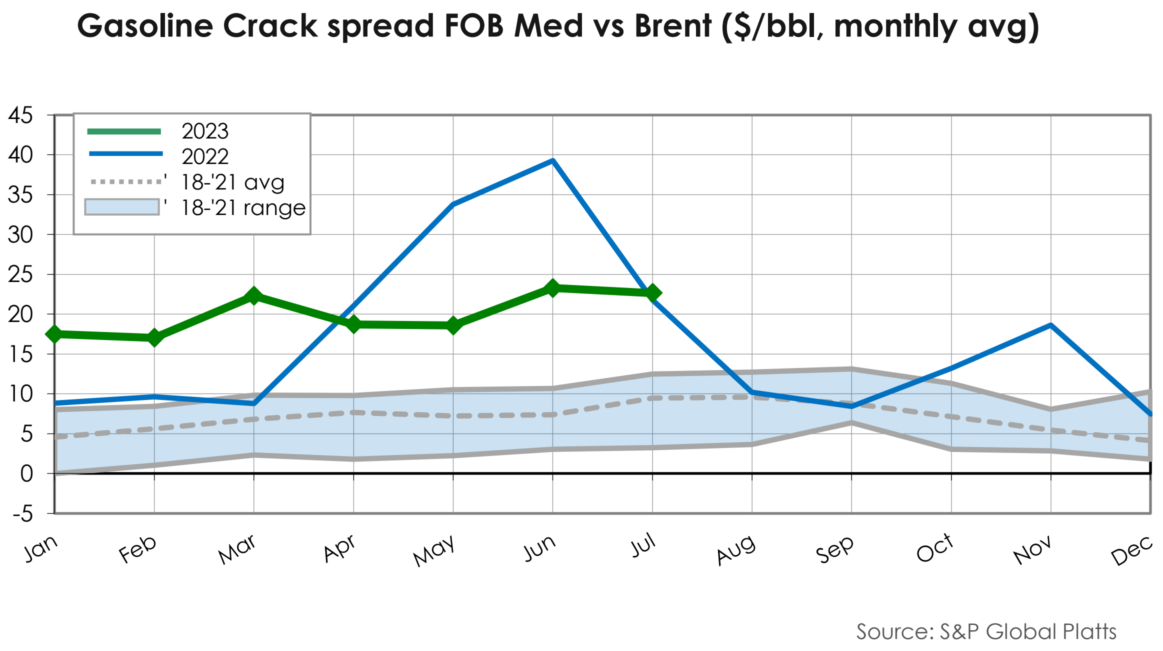


Source: S&P Global Platts

- **Brent price averaged 78.4 $/bbl in Q2'23 (113.9 $/bbl in Q2'22).** Quotations remained confined in a narrow trading range, supported by OPEC+ production cuts and, at the same time, pressured by the uncertain macroeconomic conditions
- **Basrah Medium CIF Med discount to Brent was -3.7 $/bbl in Q2'23 (-2.7 $/bbl in Q2'22)** narrowing from Q1'23 (-7.1 $/bbl), due to the impact of OPEC+ cuts which mainly involve heavy sour crudes
- **Azeri Light CIF Med premium was +4.6 $/bbl in Q2'23 (+6.5 $/bbl in Q2'22)**, down from +6.2 $/bbl in Q1'23, due to middle distillates weakness and notwithstanding the support provided by gasoline

Diesel and Gasoline crack spreads



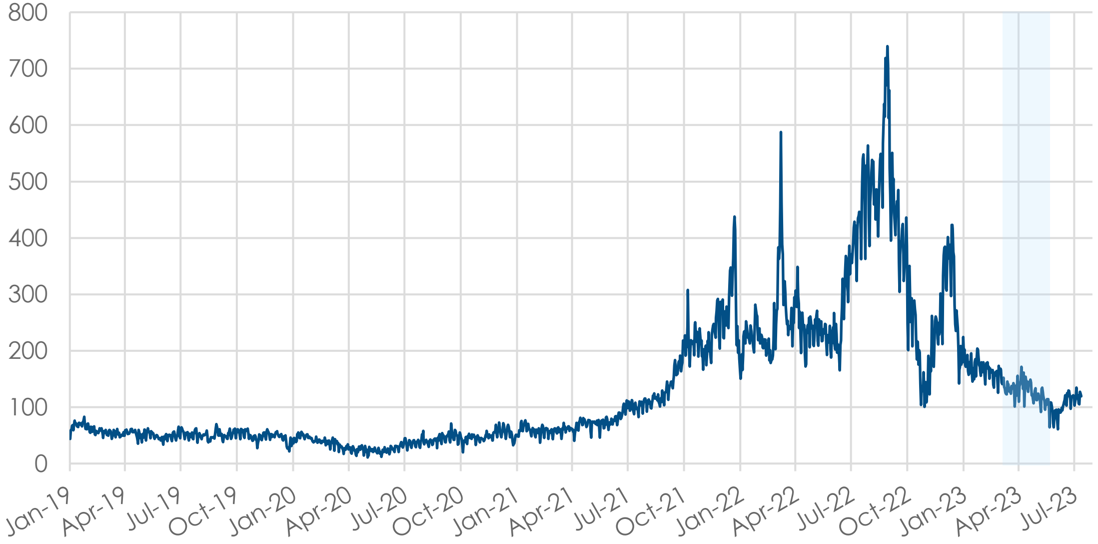


- **Diesel crack (ULSD) averaged of +16.8 $/bbl (+44.8 $/bbl in Q2’22),** down compared to Q1’23 (+30.6 $/bbl), due to ample supply driven by Asian exports, and faltering demand

- **Gasoline crack averaged +20.5 $/bbl (+31.9 $/bbl in Q2’22)**, seasonally up from Q1’23 (+19.2 $/bbl), thanks to healthy demand in the Atlantic Basin and reduced availability of high-octane components

Energy costs (Power and CO2)

Electricity price or PUN - Prezzo Unico Nazionale (€/MWh)



Source: MGP («Mercato del Giorno Prima»)

CO2 EUA certificates (€/ton)

Source: ICEDEU3 Index

- **PUN price averaged 115 €/MWh (249 €/MWh in Q2'22),** continuing the downward trend started in Q4'22 thanks to a reduction in gas prices
- **CO2 EUA certificates** averaged 87 €/ton in Q2'23 (83 €/ton in Q2'22), in line with Q1'23 average, coherent with EU decarbonization policies

2023 refining market outlook

Refining margins expected to rebound in H2'23, thanks to improving demand and lower middle distillate inflows from Asia; On the supply side, OPEC+ cuts on heavy sour grades could pressure discounts

Demand

- Global oil demand expected to grow by +2.2 mbbl/d in 2023 to reach 102.1 mbbl/d, a new record
- China expected to account for 70% of global growth, mainly driven by a restart of petrochemical consumption
- Support on a global scale will also come from the continued recovery of jet fuel, as well as middle distillates, which closely follow the macro-economic trends
- Finally, refining capacity is not expected to increase in H2'23, thus allowing existing players to maintain high utilization rates

Supply

- Global oil supply is projected to expand by 1.6 mbbl/d to a record 101.5 mbbl/d
- Lower output from OPEC+ Russia has been offset by non-OPEC supply, but a tighter balance could result from additional cuts from Saudi Arabia (another 1 mbbl/d expected in July and August)
- OPEC+ cuts will reduce heavy sour grades availability, and pressure their discounts vs. Brent
- When looking at product inventories, gasoline and diesel stocks are currently at the low end of the five-years range

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

Financial Review

Financial Highlights

€m	Q2'23	Q2'22	H1'23	H1'22
Reported EBITDA	35.6	532.2	282.0	688.5
Comparable EBITDA	**27.1**	**458.6**	**312.4**	**520.6**
Reported Net Result	-16.8	215.9	122.3	292.5
Comparable Net Result	**-22.3**	**287.1**	**139.7**	**300.5**

	Jun 30th '23	Mar 31st '23
Net Financial Position ante IFRS 16	**73.5**	**354.9**
Net Financial Position post IFRS 16	36.1	315.7

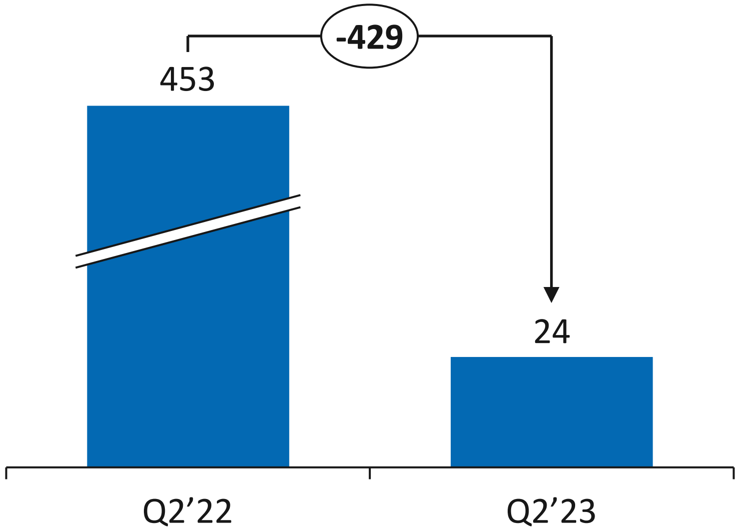
- ***Reported* H1'23 EBITDA** at 282.0 €m (and ***Reported* Net Results** at 122.3 €m)
- ***Comparable* H1'23 EBITDA** at 312.4 €m (and ***Comparable* Net Result** at 139.7 €m)

- ***Reported* Q2'23 EBITDA** positive at 35.6 €m (and ***Reported* Net Results** at -16.8 €m), reflecting the impact of heavy maintenance in the period
- ***Comparable* Q2'23 EBITDA** positive at 27.1 €m (and ***Comparable* Net Result** at -22.3 €m), not including the negative effect of the scenario on inventories evaluations

- **Net Financial Position** (ante IFRS16) as of June 30th positive at 73.5 €m thanks to a rebalanced working capital and notwithstanding the high cash out of the period

Industrial & Marketing Q2'23 and H1'23

***Comparable* EBITDA (€m)**



		Q2'23	Q2'22	H1'23	H1'22
Crude oil runs	ktons	2,670	3,550	6,086	6,354
Electricity production	GWh	519	1,034	1,608	1,874
Capex	€m	79.3	26.1	119.0	45.1

Q2'23 *Comparable* EBITDA at 24.1 €m, -429 €m vs Q2'22

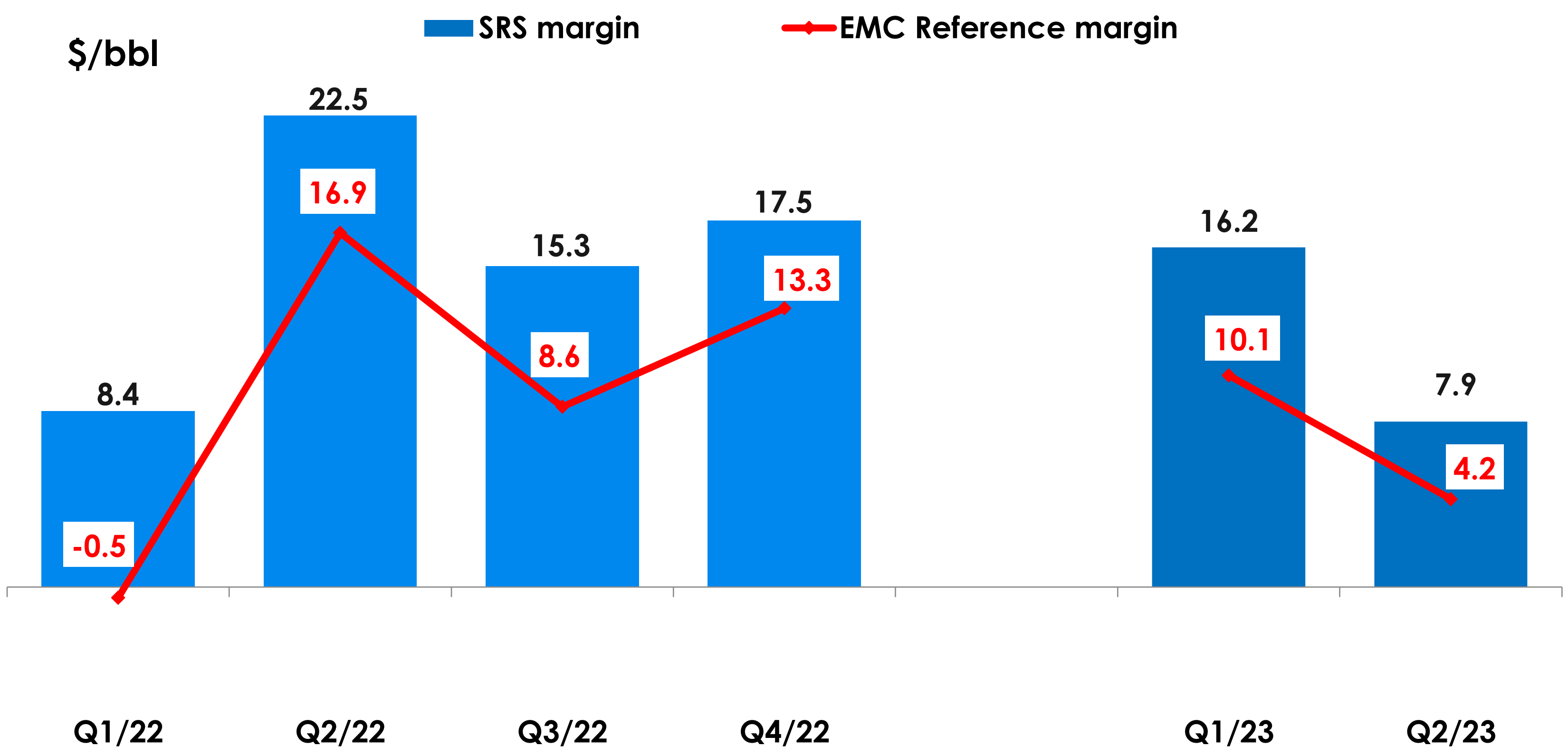
- **-353 €m oil scenario** due to the exceptionally high diesel cracks in Q1'22, and reduced sour crude discounts in Q2'23
- **-89 €m on operating performances and lower runs** (19.5mbbl vs 25.9mbbl in Q2'22). Heavy scheduled maintenance and lower industrial performance
- **+11 €m from higher capital remuneration** (Essentiality regime at 27 €m in Q2'23)
- **+36 €m lower variable costs[1,2]** due to lower energy and CO_2 costs
- **-23 €m higher fixed costs[1]** due to the different maintenance plan in the two periods
- **-11 €m from Marketing** (EBITDA at 12 €m vs. 23 €m in Q2'22) due to lower margins

H1'23 *Comparable* EBITDA at 303.4 €m, -196 €m vs H1'22

- **-235 €m oil scenario** due to the exceptionally high diesel cracks in H1'22
- **-17 €m on operating performances and lower runs** (heavy maintenance and IGCC turnaround in Q2'23)
- **+22 €m from higher capital remuneration** (Essentiality regime at 54 €m in H1'23)
- **+54 €m lower variable costs[1,2]** due to lower energy and CO_2 costs
- **-18 €m higher fixed costs[1]** due to the different maintenance plan in the two periods
- **-2 €m Marketing;** (EBITDA at 27 €m vs. 29 €m in H1'22)

1. Variable and fixed costs are net of the reintegration from the "Essentiality Regime"
2. Industrial & marketing power consumption in Q2'23 was 0.18 TWh while CO_2 shortage was 233 ktons. Both values do not include IGCC production needs (covered by reimbursement under the "Essentiality Regime")

Saras Industrial & Marketing margins

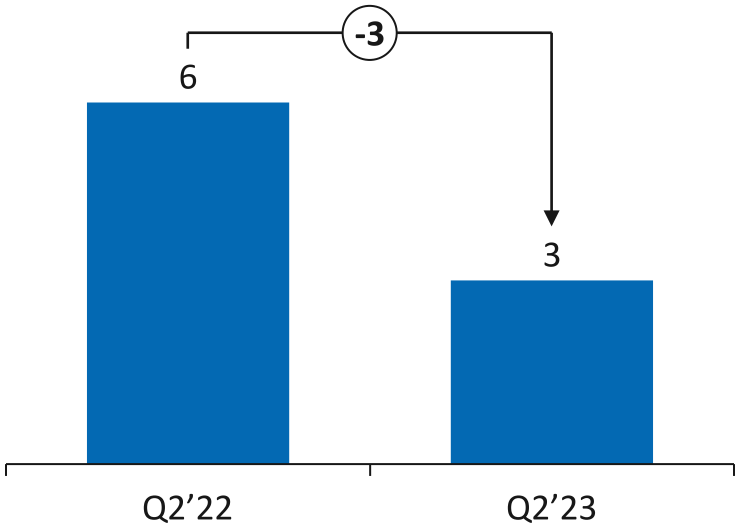


Q2'23 Saras margin was 7.9 $/bbl, with a premium of +3.7 $/bbl above the EMC Reference Margin[1] reflecting heavy scheduled maintenance on various refinery Units & IGCC plant, and lower discounts on sour crude oils

Note 1: The EMC Reference Margin is calculated by EMC (Energy Market Consultants) to reflect the typical Saras blend of processed crudes and target market prices.

Renewables Q2’23 and H1’23

Comparable EBITDA (€m)



		Q2’23	Q2’22	H1’23	H1’22
Production	GWh	54	68	135	163
Avg. tariff	€/MWh	87	105	93	145
Capex	€m	22.8	0.7	24.1	5.8

Q2’23 *Comparable* EBITDA at 3 €m, - 3 €m vs Q2’22 (6 €m)

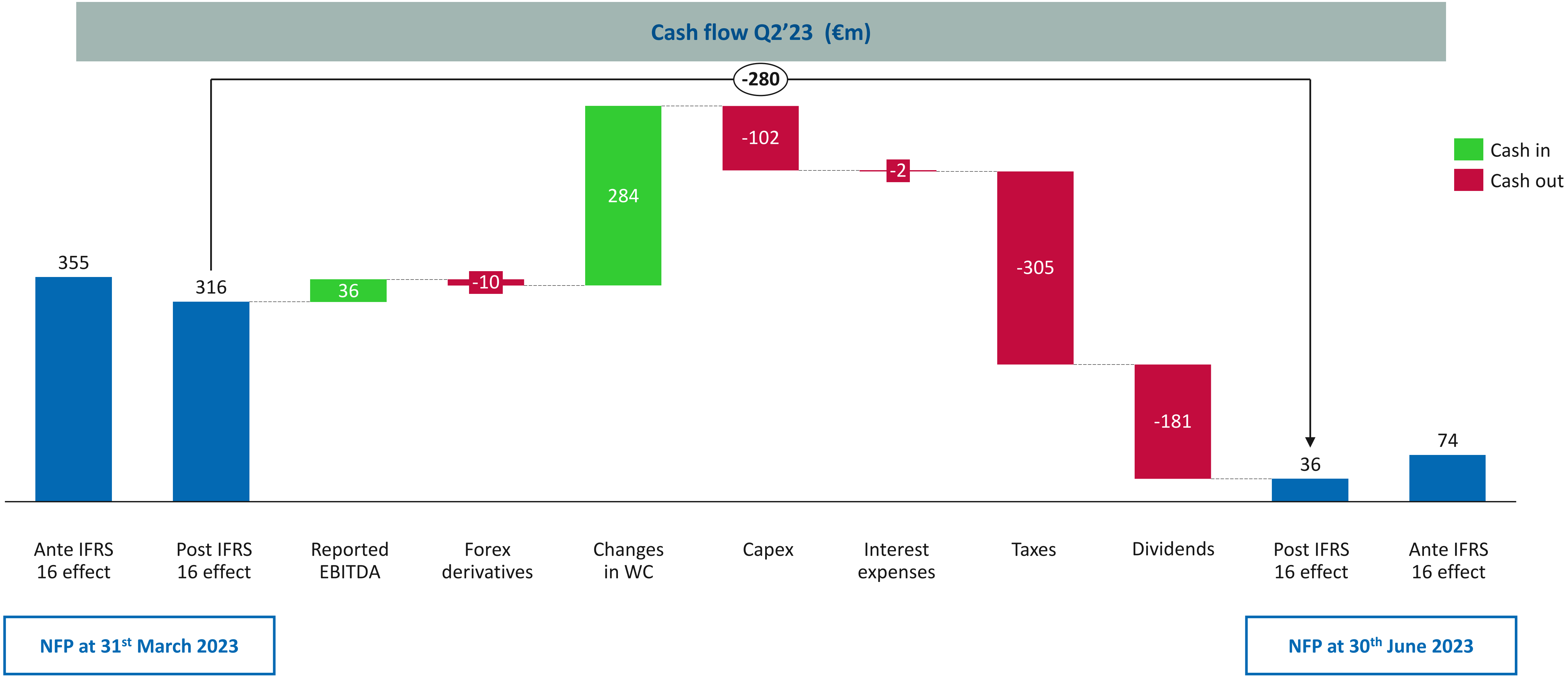
- **Lower average tariff at 87 €/MWh (vs 105 €/MWh in Q2’22)** due to a lower PUN price on 47% of the production, and remaining 53% still capped at 61 €/MWh
- **Lower production by approx. 15 GWh at 54 GWh,** due to weaker wind conditions and lower mechanical availability
- **Capex at 23 €m** mainly related to the construction of Helianto PV farm

H1’23 *Comparable* EBITDA at 9 €m, - 12 €m vs H1’22 (21 €m)

- **Lower average tariff at 93 €/MWh (vs 145 €/MWh in H1’22)** due to a lower PUN price on 47% of the production and remaining 53% still capped at 61 €/MWh. Price cap was applied since Feb. 2022 (with January revenues at market price)
- **Lower production by 28 GWh, at 135GWh** due to weaker wind conditions, lower mechanical availability, and grid limitations in Q1’23
- **Capex at 24 €m** mainly related to the construction of Helianto PV farm

Note: Starting 1st February 2022, according to the Law Decree n.4/2022 renewable power plants > 20KW/h that do not access incentive mechanisms, and which started operations before January 1st, 2010 (so-called merchant) are subject to the price cap of 61 €/MWh. Starting 1st December 2022, according to Italian financial law 2023 all remaining renewable production is subject to the price cap of 180 €/MWh. Both price caps ended on 30th June 2023

Net Financial Position

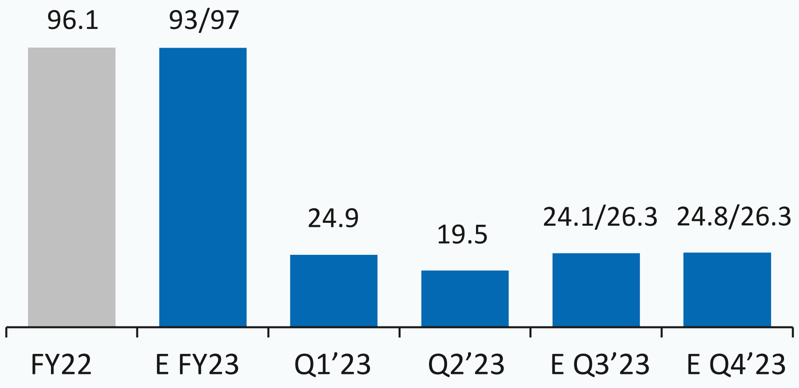


Outlook 2023

INDUSTRIAL & MARKETING

- **REFINING FUNDAMENTALS: margins expected to rebound in H2'23**, thanks to improving demand and lower middle distillate inflows from Asia
- **FIXED COSTS: confirmed in line** with 2022' (~ 400 €m)
- **CAPEX: approx. 180 €m**
- **REFINERY PRODUCTION: approx. 93÷97 mbbl,** with the largest part of the yearly scheduled maintenance already concluded in H1'23
- **Guidance confirmed: Saras premium at +5 ÷ 6 $/bbl** above EMC benchmark

Crude runs (mbbl)



REWENABLES

- **Capex at ~50 €m** mainly related to the construction of Helianto PV farm
- **Helianto PV farm** expected to start commercial operation in H1'24

Net Financial Position to remain positive at the end of 2023

Strategy Update

Ensuring continuity of Oil & Power business

Safe, reliable and efficient operations at Sarroch site

- Saras Refinery is among the most complex and flexible assets in Mediterranean Basin
- During Q2'23 important Turn-Arounds and planned maintenance activities to extend operational life
- Ongoing process optimization to improve effectiveness & efficiency of the industrial processes

More sustainable premium in the long term

Accelerating development of Renewables

Renewables Growth acceleration, mainly organic and financeable

- Growth will be mainly organic, but M&A opportunities also considered
- Locations with high load factors in Sardinian pipeline (covering >70% of 2028 capacity target)
- Leveraging solid reputation as a reliable industrial player
- Renewables as an internal hedge for the refinery power consumption and CO_2 emission
- CAPEX can be financed at 60%

1GW renewable capacity installed by 2028

SARAS Renewable asset base and pipeline

Actual capacity + solid Pipeline cover > 80% of growth target

Project	Technology	Capacity (MW)	Load Hours (P75)	Production (GWh)	COD	Grid	Land	VIA	AU
Ulassai & Perdasdefogu	Wind	126	1901*	240		V	V	V	V
Amalteja (Macchiareddu)	Wind	45	1236*	56		V	V	V	V
Helianto (Macchiareddu)**	Solar	79	1851	146	**H1 2024**	V	V	V	V
Operating assets		**250**		**442**					
Abbila (Ulassai e Perdasefogu)	Wind	48	2646	127	**H2 2025**	V	V	**H2 2023**	**H1 2024**
Boreas (Jerzu)	Wind	60	2832	170	**H2 2025**	V	V	**H2 2023**	**H1 2024**
Monte Argentu (Nurri)	Wind	36	2443	88	**H1 2026**	V	V	**H1 2024**	**H2 2024**
Amistade fase 1	Wind	130	2000	260	**H2 2026**	V	V	**H2 2024**	**H1 2025**
Teulada	Wind	43	2237	96	**H2 2026**	V	V	**H2 2024**	**H1 2025**
Villamassargia	Wind	32	2188	70	**H2 2026**	V	V	**H2 2024**	**H1 2025**
Highly Visible Pipeline		**349**		**811**					
Advanced development	Wind	**244**		**562**	**H2 2026**	V	V	**H2 2024**	**H1 2025**
Total		**843**		**1,815**					

V = Secured; V = Requested; V = To be requested; BEST EXPECTED H for authorization

NOTE:

* Load Hours of Ulassai & Perdasdefogu, and Amalteja are actuals

** Helianto (Macchiareddu) PV farm is under construction

Key Data

	2023 Expected	2028 Target
Capacity (MW)	171	> 1000
Production (GWh)	300	> 2000
Avoided CO2 emissions (Mton/y)	0.2	> 1,5

Preparing to seize Energy Transition opportunities

Technological readiness and regulatory framework as main drivers

- HVO/SAF appears to have highest degree of technological maturity and regulatory support
- Hydro-Deoxygenation of Vegetable Oils and Fats is a technologically well-established process
- EU RED III has set ambitious targets for the introduction of HVO/SAF (+ plus voluntary pledges)
- Europe's HVO/SAF supply capacity is growing, but still falls below 2030 expected demand
- Saras could enter this market upgrading an existing refinery desulphurization unit, to produce 200kton/y

Accessing new, decarbonized market with high returns

Appendix

Financials: Key Income Statement Figures

KEY INCOME STATEMENT €m	2020	Q1/21	Q2/21	Q3/21	Q4/21	2021	Q1/22	Q2/22	H1/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	H1/23
EBITDA	**-87.1**	**27.1**	**81.6**	**4.8**	**163.6**	**277.1**	**156.3**	**532.2**	**688.5**	**365.9**	**115.9**	**1,170.3**	**246.4**	**35.6**	**282.0**
***Comparable* EBITDA**	**-20.8**	**-11.2**	**19.5**	**2.3**	**43.5**	**54.1**	**62.0**	**458.6**	**520.6**	**296.4**	**319.7**	**1,136.7**	**285.3**	**27.1**	**312.4**
D&A	218.1	47.1	48.0	51.4	52.1	198.6	45.6	47.2	92.8	48.4	63.6	204.7	46.5	47.9	94.4
EBIT	**-341**	**-20**	**33.6**	**-46.6**	**111.5**	**78.5**	**110.7**	**485.0**	**595.7**	**317.5**	**52.5**	**965.7**	**200.0**	**-12.4**	**187.6**
***Comparable* EBIT**	**-238.9**	**-58.3**	**-28.5**	**-49.1**	**-8.6**	**-145**	**16.4**	**411.4**	**427.8**	**248.0**	**269.5**	**945.3**	**238.9**	**-20.9**	**218.0**
Interest expense	-16.4	-5.5	-3.8	-5.8	-4.6	-19.7	-5.5	-8.2	-13.7	-7.3	-9.6	-30.5	-8.1	-9.0	-16.9
Other	2.5	-9.8	5.1	-1.6	-20.2	-26.6	1.3	-30.5	-29.2	-47.3	33.9	-46.0	4.7	-2.1	2.5
Financial Income/Expense	**-14.1**	**-15.3**	**1.3**	**-7.4**	**-24.8**	**-46.3**	**-4.2**	**-38.7**	**-42.9**	**-54.5**	**24.3**	**-76.5**	**-3.4**	**-11.1**	**-14.4**
Profit before taxes	**-355**	**-35.3**	**34.9**	**-54**	**86.7**	**32.2**	**106.4**	**446.3**	**552.7**	**260.0**	**76.8**	**889.2**	**196.5**	**-23.5**	**173.0**
Taxes	79.4	11.6	-10.6	18.6	-42.5	-22.9	-29.8	-230.4	-260.2	-204.8	-7.1	-472.3	-57.4	6.8	-50.7
Net Result	**-275.5**	**-23.8**	**24.3**	**-35.4**	**44.2**	**9.3**	**76.6**	**215.9**	**292.5**	**54.7**	**69.7**	**416.9**	**139.1**	**-16.8**	**122.3**
Adjustments	78.5	-23.3	-48.1	-3.4	-70.5	-145.3	-63.3	71.3	8.0	94.6	190.3	292.9	22.9	-5.5	17.4
***Comparable* Net Result**	**-197.0**	**-47.1**	**-23.8**	**-38.8**	**-26.3**	**-136.0**	**13.3**	**287.1**	**300.5**	**149.3**	**260.1**	**709.8**	**162.0**	**-22.3**	**139.7**

The sum of rounded numbers may not be the same as their rounded sum.

SARAS

Financials: Comparable Results Adjustments

EBITDA Adjustment €m	2020	Q1/21	Q2/21	Q3/21	Q4/21	2021	Q1/22	Q2/22	H1/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	H1/23
Reported EBITDA	**-87.1**	**27.1**	**81.6**	**4.8**	**163.6**	**277.1**	**156.3**	**532.2**	**688.5**	**365.9**	**115.9**	**1,170.3**	**246.4**	**35.6**	**282.0**
Gain / (Losses) on Inventories and on inventories hedging derivatives	32.2	-38.2	-62.8	-4.7	-120.7	-226.4	-87.8	-35.7	-123.4	(44.2)	158.0	-9.6	31.8	-7.8	24.0
Forex derivatives	5.3	-7.1	2.8	0.9	-12.5	-15.9	-7.7	-40.5	-48.2	(27.0)	16.9	-58.3	7.2	-0.7	6.4
Non-recurring items	28.8	7.0	-2.1	1.3	13.1	19.3	1.2	2.6	3.8	1.7	28.9	34.3	0.0	0.0	0.0
Comparable EBITDA	**-20.8**	**-11.2**	**19.5**	**2.3**	**43.5**	**54.1**	**62**	**458.6**	**520.6**	**296.4**	**319.7**	**1,136.7**	**285.3**	**27.1**	**312.4**

Net Result Adjustment €m	2020	Q1/21	Q2/21	Q3/21	Q4/21	2021	Q1/22	Q2/22	H1/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	H1/23
Reported Net Result	**-275.5**	**-23.8**	**24.3**	**-35.4**	**44.2**	**9.3**	**76.6**	**215.9**	**292.5**	**54.7**	**69.7**	**416.9**	**139.1**	**-16.8**	**122.3**
Gain & (Losses) on inventories and on inventories hedging derivatives net of taxes	23.4	-27.6	-45.3	-3.4	-87.1	-163.4	-63.3	-25.7	-89.0	(31.8)	113.9	-6.9	22.9	**-5.5**	**17.4**
Non-recurring items net of taxes	55.1	4.3	-2.8	0.0	16.6	18.1	0.0	97.0	97.0	126.4	76.4	299.8	0.0	**0.0**	**0.0**
Comparable Net Result	**-197**	**-47.1**	**-23.8**	**-38.8**	**-26.3**	**-136.0**	**13.3**	**287.1**	**300.5**	**149.3**	**260.1**	**709.8**	**162.0**	**-22.3**	**139.7**

The sum of rounded numbers may not be the same as their rounded sum.

Balance Sheet

EUR mln	31/12/2021	31/03/2022	30/06/2022	30/09/2022	31/12/2022	31/03/2023	30/06/2023
Property, plants and equipment	1,227	1,209	1,188	1,158	1,147	1,141	1,197
Intangible assets	42	41	43	42	41	44	43
Right of use (IFRS 16)	45	47	45	42	45	43	41
Other investments	1	1	1	1	1	1	1
Fixed Assets	**1,314**	**1,298**	**1,277**	**1,244**	**1,234**	**1,229**	**1,282**
Trade receivables	547	658	691	804	729	538	470
Inventories	1,169	1,541	1,870	1,723	1,287	1,335	1,220
Trade and other payables	(1,581)	(1,920)	(2,232)	(2,127)	(1,444)	(990)	(1,192)
Commercial Working Capital	**135**	**278**	**328**	**400**	**572**	**882**	**497**
Other current assets / (liabilities)[1]	(116)	(171)	(312)	(479)	(429)	(516)	(410)
Net tax assets / (liabilities)[2]	15	(67)	(233)	(357)	(270)	(440)	(151)
Net Working Capital	**34**	**40**	**(217)**	**(436)**	**(127)**	**(74)**	**(64)**
Other not current asset / (liabilities)[3]	**(60)**	**21**	**4**	**105**	**(122)**	**(117)**	**(97)**
Total Net Capital Invested	**1,288**	**1,359**	**1,064**	**913**	**985**	**1,038**	**1,121**
Total equity	**(794)**	**(870)**	**(1,087)**	**(1,142)**	**(1,212)**	**(1,354)**	**(1,157)**
Net Financial Position	**(494)**	**(489)**	**23**	**229**	**227**	**316**	**36**
Total liabilities & shareholders' equity	**(1,288)**	**(1,359)**	**(1,064)**	**(913)**	**(985)**	**(1,039)**	**(1,121)**
IFRS 16 effect	(41)	(44)	(42)	(40)	(41)	(39)	(37)
Net Financial Position pre IFRS 16	**(453)**	**(445)**	**65**	**269**	**269**	**355**	**74**

1. Includes assets and liabilities for emission trading and essentiality regime reimbursement related to 2022
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
4. Includes a restatement of some items if compared with the Balance Sheet included in the Q1'23 Results presentation

Financials: CAPEX

CAPEX BY SEGMENT €m	2020 [1]	Q1/21	Q2/21	Q3/21	Q4/21	2021	Q1/22	Q2/22	H1/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	H1/23
Industrial & Marketing	248.2	16.9	15.6	7.3	29.6	69.4	19.0	26.1	45.1	15.4	26.3	86.8	39.8	79.3	119.0
Renewables	7.5	4.8	2.9	0.7	0.0	8.4	5.1	0.7	5.8	0.2	12.9	18.9	1.3	22.8	24.1
TOTAL CAPEX	**255.7**	**21.7**	**18.5**	**8.0**	**29.6**	**77.8**	**24.1**	**26.8**	**50.9**	**15.5**	**39.2**	**105.7**	**41.1**	**102.0**	**143.2**

[1] 2020 historical financial results have been restated according to the new business segments

The sum of rounded numbers may not be the same as their rounded sum.

Additional information: Industrial & Marketing

		2020	Q1/21	Q2/21	Q3/21	Q4/21	2021	Q1/22	Q2/22	H1/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	H1/23
EBITDA	€m	94	23	75	0.0	146.1	243.7	140.9	526.3	667.2	360.2	105.1	1,132.5	240.4	32.6	273.0
***Comparable* EBITDA**	€m	**(28)**	**(16)**	**14**	**(2.5)**	**25.2**	**20.7**	**46.6**	**452.7**	**499.3**	**290.7**	**308.9**	**1,098.9**	**279.3**	**24.1**	**303.4**
EBIT	€m	(341.3)	(23)	29	(49.5)	96.1	52.6	97.4	481.3	578.7	314.0	43.1	935.8	196.1	(13.1)	183.0
***Comparable* EBIT**	€m	**(240)**	**(61)**	**(33)**	**(52.0)**	**(24.8)**	**(170.4)**	**3.1**	**407.7**	**410.8**	**244.5**	**260.1**	**915.4**	**235.0**	**(21.6)**	**213.4**
CAPEX	€m	**248.2**	**16.9**	**15.6**	**7.3**	**29.6**	**69.4**	**19.0**	**26.1**	**45.1**	**15.4**	**26.3**	**86.8**	**39.8**	**79.3**	**119.0**
REFINERY RUNS																
Crude oil	ktons	**11,369**	**3,185**	**3,367**	**2,937**	**3,489**	**12,978**	**2,804**	**3,550**	**6,354**	**3,476**	**3,339**	**13,168**	**3,415**	**2,670**	**6,086**
Crude oil	Mbbl	83.0	23.2	24.6	21.4	25.5	94.7	20.5	25.9	46.4	25.4	24.4	96.1	24.9	19.5	44.4
Crude oil	bbl/d	229	258	270	233	277	260	227	288	258	282	265	263	277	217	247
Complementary feedstock	ktons	**702**	**215**	**187**	**180**	**227**	**809**	**323**	**289**	**612**	**180**	**247**	**1,040**	**79**	**279**	**358**
REFINING MARGINS ($/bbl)																
EMC Reference margin (new)		**(0.2)**	**(2.2)**	**(2.8)**	**(1.3)**	**(1.5)**	**(2.0)**	**(0.5)**	**16.9**	**8.2**	**8.6**	**13.3**	**9.6**	**10.1**	**4.2**	**7.1**
Saras I&M margin		**4.7**	**3.4**	**4.5**	**4.9**	**5.0**	**4.5**	**8.4**	**22.5**	**16.5**	**15.3**	**17.5**	**16.4**	**16.2**	**7.9**	**12.6**

The sum of rounded numbers may not be the same as their rounded sum.

Industrial & Marketing Fixed & Variable costs

		Q2/23	Q2/22	Δ	H1/23	H1/22	Δ	FY22
Refinery runs	*mln barrels*	19.5	25.9	-6.4	44.4	46.4	-2.0	96.1
Total variable costs	*€m*	**-103**	**-185**	**82**	**-255**	**-335**	**80**	**-715**
of which:								
Industrial		-91	-174	83	-233	-315	82	-672
Marketing		-11	-11	-1	-22	-20	-2	-43
of which in "Essential Regime"		**36**	**83**	**-47**	**123**	**151**	**-28**	**342**
Net variable costs		**-67**	**-102**	**35**	**-132**	**-184**	**52**	**-373**
Total fixed costs	*€m*	-117	-91	**-26**	**-216**	**-191**	**-25**	**-396**
of which:								
Industrial		-112	-86*	-26	-206	-183*	-24	-380
Marketing		-5	-4	0	-9	-8	-1	-16
of which in "Essential Regime"		**20**	**17**	**3**	**41**	**35**	**6**	**70**
Net fixed costs		**-97**	**-73**	**-23**	**-175**	**-156**	**-19**	**-326**

The sum of rounded numbers may not be the same as their rounded sum.

*Reclassification of commission costs for -8.2 *€m in H1 and -4.7 €m in Q2* from Industrial fixed costs to Gross margin

Crude Oil Slate and Production

REFINERY RUNS AND POWER PRODUCTION		Q2/23	H1/23	H1/22
Crude oil	*K tons*	2,670	6,086	6,354
Complementary feedstock	*K tons*	279	358	612
Electricity production	*GWh*	519	1,608	1,874

CRUDE OIL SLATE		Q2/23	H1/23	H1/22
Light extra sweet		52%	46%	45%
Light sweet		13%	13%	10%
Medium sweet/extra sweet		0%	0%	2%
Medium sour		0%	1%	14%
Heavy sour/sweet		36%	40%	29%
Average crude gravity	° API	34.3	33.1	33.4

PRODUCT YIELD [1]		Q2/23	H1/23	H1/22
LPG	*k tons*	75	150	146
	Yield	**2.6%**	**2,3%**	**2.1%**
Naphtha	*k tons*	109	307	289
	Yield	**3.7%**	**4.8%**	**1.6%**
Gasoline	*k tons*	779	1,480	1,589
	Yield	**26.4%**	**23.0%**	**25.4%**
Middle distillates	*k tons*	1,414	2,996	3,595
	Yield	**48.0%**	**46.5%**	**51,6%**
VLSFO 0.5%	*k tons*	257	466	276
	Yield	**8.7%**	**7.2%**	**4.0%**
Other (*)	*k tons*	128	664	644
	Yield	**4.3%**	**10.3%**	**9.3%**

H1'23 vs H1'22

Lower refinery runs in H1'23 due to heavier maintenance plan (including IGCC TurnAround, which also reduced power production)

Sweet and extra sweet crudes essentially with the same percentages as in H1'22

Heavy sour crudes increased, replacing some Medium sour (due to different scenario after the breakout of the conflict)

Diesel yield decreased due to the maintenance carried out in the period

Balance to 100% are Consumption & Losses for site refining activities

[1] From crude Crude runs and feedstock

Additional information: Renewables

		2020	Q1/21	Q2/21	Q3/21	Q4/21	2021	Q1/22	Q2/22	H1/22	Q3/22	Q4/22	2022	Q1/23	Q2/23	H1/23
***Comparable* EBITDA**	*€m*	**7.4**	**4.5**	**5.9**	**4.8**	**18.2**	**33.4**	**15.4**	**5.9**	**21.3**	**5.7**	**10.8**	**37.8**	**6.0**	**3.0**	**9.0**
***Comparable* EBIT**	*€m*	**0.9**	**2.9**	**4**	**2.9**	**16.1**	**25.9**	**13.3**	**3.7**	**17.0**	**3.5**	**9.4**	**29.9**	**3.9**	**0.7**	**4.6**
POWER PRODUCTION	*MWh*	**225,530**	**80,895**	**47,279**	**47,438**	**82,841**	**258,453**	**94,733**	**68,430**	**163,163**	**42,528**	**67,736**	**273,427**	**81,305**	**53,758**	**135,063**
POWER TARIFF	*€cent/kWh*	3.7	5.4	6.5	10.2	23.3	12.2	17.4	10.5	14.5	16.9	12.5	15.8	9.7	8.7	9.3
INCENTIVE	*€cent/kWh*	9.9	10.9	10.9	10.9	10.9	10.9	4.3	4.3	4.3	4.3	4.3	4.3	0.0	0.0	0.0
CAPEX		**7.5**	**4.8**	**2.9**	**0.7**	**0.0**	**8.4**	**5.1**	**0.7**	**5.8**	**0.2**	**12.9**	**18.9**	**1.3**	**22.8**	**24.1**

The sum of rounded numbers may not be the same as their rounded sum.

Additional Information

ESG Ratings

	Rating		Sector average trend	
Sustainalytics	31.8	+++	37	
MSCI	4.9	+	5.4	
Moody's Vigeo Eiris	44	++	47	
S&P Global CSA	44	+++	32	
CDP Climate Change	C	-	B	
CDP Water Security	B	=	B	

SARAS

ESG 2022 Performance and 2023 Targets

ESG	Key Performance Indicators - KPIs	Unit of Measure	2022	Target 2022	Average 2020-2022	Comments to Actual Results for 2022	Target 2023
E	Emission of CO_2 (per kton of crude + complementary feedstock processed)	ton/kton	**429.6**	**Aligned to 2021 Target (414)**	440	Indicator influenced by maintenance, operations and external context (availability of crudes, product sales, etc.)	**-5% vs. 2020-2022 Avg. (425)**
E	Avoided CO_2 emissions (with Energy Efficiency and Renewables)	kton	**308**	**+10% vs. Target '21 (> 330kton avoided)**	299	Result below the Target (already consolidated energy efficiency and renewables production reduced due to lower wind condition)	**Discontinued**
E	Emissions of SO_2 (per kton of crude + complementary feedstock processed)	ton/kton	**0.203**	**Stable vs. 2019-21 Avg. (approx. 0.22)**	0.202	Result better than Target (plants optimization)	**Discontinued**
E	Emissions of NOx (per kton of crude + complementary feedstock processed)	ton/kton	**0.219**	**Stable vs. 2019-21 Avg. (approx. 0.23)**	0.225	Result better than the Target (due to consolidation of combustion technique and specific technological improvements)	**Discontinued**
E	Emission SO_2 + NOx (per kton of crude + complementary feedstock processed)	ton/kton	**0.422**	**n/a**	0.427	A unified metric is introduced, which measures SO_2 and NOx simultaneously	**Stable vs. Target '22 (< 0.450)**
E	Avoided SOx emissions Scope 3 (by Group customers purchasing VLSFO 0.5% vs. HSFO 3.5%S)	kton/year	**43**	**>35kton SOx avoided (about 600kt VLSFO)**	37.0	Result better than Target, thanks to important development of VLSFO sales	**+15% vs. Target 2022 > 40kton SOx avoided (about 680kt VLSFO)**
E	Refinery C&L (as a % of crude + complementary feedstock processed)	%	**5.65%**	**-1% vs. 2019-21 Avg. (6.14%)**	5.98%	Result better than Target (plants optimization)	**Stable vs. Target '22 (6.14%)**
E	Raw water withdrawn from regional provider (vs. total water consumption)	%	**28.0%**	**Stable vs. 2019-21Avg. (< 30%)**	28.1%	Result better than Target (thanks to the maximization of "water reuse" and good operations of sea water desalters)	**Stabile vs. Target '22 (< 30%)**
E	Waste output from Ecotec (vs. total waste produced by Sarlux)	%	**11.3%**	**Stable vs. 2019-21 Avg. (< 25%)**	14.8%	Result better than Target, thanks to the good performance of the Thermal Dryer Unit	**-20% vs. Target '22 (< 20%)**
E	Co-processing of raw vegetable oils at Sarlux desulphurization plants	kton/year	**64.6**	**+25% vs. Avg, 2019-21 (> 30kton)**	41.7	Result better than Target, with co-processing of raw veg-oils above Budget	**+50% vs. Target '22 (> 45kton)**
E	Energy production from renewable sources (wind/solar)	GWh	**273.4**	**+30% vs. 2019-21 Avg. (> 300GWh)**	252.4	Production from renewable sources influenced by lower wind conditions	**+15% vs. 2020-22 Avg. (> 290 GWh)**

SARAS

ESG 2022 Performance and 2023 Targets

ESG	Key Performance Indicators - KPIs	Unit of Measure	2022	Target 2022	Average 2020-2022	Comments to Actual Results for 2022	Target 2023
S	Diffusion of wearable DSAs within Sarlux industrial site operators	# of instruments	**150**	**150**	120	**1st step** - 100 operators; **2nd step** - a further 50 BlackLine devices used by further 130 operators	**Increase diffusion of DSA (200 instruments)**
S	Injury Frequency rate within Sarlux personnel	#injuries*Mln / #hours_worked	**2.49**	**1.9**	2.90	In 2022, 4 Sarlux personnel injuries occurred (without serious consequences)	**Discontinued**
S	Injury Frequency rate within Sarlux personnel+ Sarlux Contractors	#injuries*Mln / #hours_worked	**4.66**	**Lower Avg. 2019-21 (1.7)**	2.86	Company focus on continuous improvement of safety conditions for all workers within the Sarroch industrial site	**New Target includes Third party Contractors (< 2.9)**
S	Safety observations (BBS) in Sarlux industrial site	# of BBS observations	**16,404**	**Stable vs. 2019-21 Avg. (about 22,000)**	19,220	Reduction of BBS due to smart-working (as a measure to prevent the Covid-19 contagion), and reduced number of inspectors in the field	**Stable vs. 2020-22 Avg. (about 20,000)**
S	Direct impact in Sardinia (of Wages to Group employees + Goods & Services purchased from local suppliers + Taxes & Duties paid in Sardinia)	€m	**444**	**about 450**	443	In line with the Target, thanks to a slight recovery in investments and wages; substantially stable local taxes (increase in IRAP, but reduction in excise payments)	**465 (+5% vs. 2020-22 Avg.) Growth from recovery in investments and wages; but uncertainty about sales in Italy and taxes paid locally**
S	Gender Diversity between Group's University Graduates	% female	**30.2%**	**Stable vs. Target 2021 (28% - 31%)**	30.7%	In line with Target	**Stable vs. Target '22 (> 30%)**
S	Training hours for total Group's Employees	Hours/year	**35,539**	**Stable vs. Target 2021 (about 25,000)**	42,544	Result higher than Target, thanks to training initiatives implemented, and to effectiveness of "Saras Learning" platform	**about 28,000**
S	Welfare (work-life balance) - introduce "agile" work in Group's Offices, wherever appropriate	Yes/No	**Yes**	**Yes**	Yes	Agile working was introduced in 2022 at Saras, Sarlux, Sartec, Sardeolica, Deposito Arcola and Saras Trading	**Discontinued**
S	Welfare – introduction of new program for the Group's Employees	Yes/No	**n/a**	**n/a**	n/a	New welfare program extended to Group's Employees	**Target 90% Group's Employees**

ESG 2022 Performance and 2023 Targets

ESG	Key Performance Indicators - KPIs	Unit of Measure	2022	Target 2022	Average 2020-2022	Comments to Actual Results for 2022	Target 2023
G	Group's Employees with "Energy & Oil national contract", whose Productivity bonus is linked to ESG targets	%	100%	>95%	99%	Achieved total coverage of Group personnel; in fact, during the renewal of the Profitability Award for Sardeolica and Deposito di Arcola, ESG objectives were introduced	Discontinued
G	Top Management incentive linked to ESG objectives	% bonus linked to ESG/total bonus	n/a	n/a	n/a	Governance Target required by ESG Rating Agencies and Stakeholders at various levels, for Top Management incentive alignment towards Sustainable development	> 15 %
G	Internal Audits performed by Quality Mgmt System (QMS) and Internal Audit (IA) functions	# of audits	54	Stable vs. 2019-21 Avg. (53)	52	Result above Target: 43 audits performed by IA, and further 11 audits performed by QMS	Stable vs. Target '22 (53)
G	"Climate Change" and "Water Security" questionnaires organized by the CDP on an annual basis	Yes/No	Yes	Yes	Yes	Saras participated in the 2 questionnaires in July; CDP results in December with rating B on "Water Security", and C on «Climate Change»	Saras Ratings better or equal to "B"
G	Review and feedback "ESG Ratings" attributed to the Saras Group by leading international agencies	Yes/No	Yes	2 review/year	Yes	Moody's Vigeo Eiris revised (August), with rating improvement from 37 to 44; S&P Global CSA review (October), with rating improvement from 27 to 44; RSAI survey by ISPRA (May)	Discontinued
G	""ESG Ratings" assigned to the Saras Group by 4 agencies: Moody's V.E., Sustainalytics, MSCI, S&P Global	Delta % vs. Sector Avg.	9.2%	n/a	n/a	The algorithm equally weighs the ratings of the main 4 international agencies (25% each), and compares Saras vs. the Oil Sector Average (which is constantly evolving, and includes companies integrated and/or present in multiple parts of the Value Chain)	Saras Ratings > 3% of the sector average
G	External Stakeholders engaged in Group ESG strategy	# of people	n/a	>20	n/a	Metric no longer applicable, in consideration of the changes made by the new GRI to the process of determining material topics and associated impacts	Discontinued
G	ESG monitoring of the supply chain	% supplier monitored	n/a	n/a	n/a	Introduction ESG monitoring in the process of renewing the qualification of Sarlux suppliers (initially, the new ESG score will not impact the achievement of qualification)	70% of Sarlux supplier (> 50% answers)
G	Sustainability Commitee monitoring	# of meetings dealing with Sustainability topics	4	4	4	In line with the target. Sustainability topics were discussed in the following 4 meetings: 14/02 - Saras Group Sustainability Policy; 09/03 - Evaluation of the draft Sustainability Report and ESG indicators system; 12/05 - Sustainability update and PV «Helianto» plant; 25/07 - Progress of activities on the ESG rating	Increased to 5