

# A responsible and sustainable approach

## Eni's business model is focused on creating long-term value for both company and stakeholders

Eni's distinctive mark has always been its willingness to meet the development needs of the Countries of presence through concrete actions realized in collaboration with local Authorities and stakeholders in order to create long-term value. In particular, with its business, Eni aims to extend access to energy in an efficient and sustainable way also to reduce socio-economic gaps. Fighting energy poverty is the first step towards meeting the primary needs associated with education, health and economic development, areas in which Eni realizes specific initiatives. These initiatives are planned in accordance with the Country Development Plans, the UN 2030 Agenda and the National Determined Contributions (NDC - COP21), with the public/private partnerships perspective.



### COOPERATION MODEL

- Access to energy
- Economic diversification
- Local development (education, access to water and sanitation, health)
- Local content



### OPERATING MODEL

- Employment and diversity
- People's safety and asset integrity
- Occupational health and local communities health
- Reduction of environmental impacts (protecting water resources, biodiversity, oil spills)
- Circular economy and waste
- Human rights
- Integrity in business management (transparency anti-corruption)

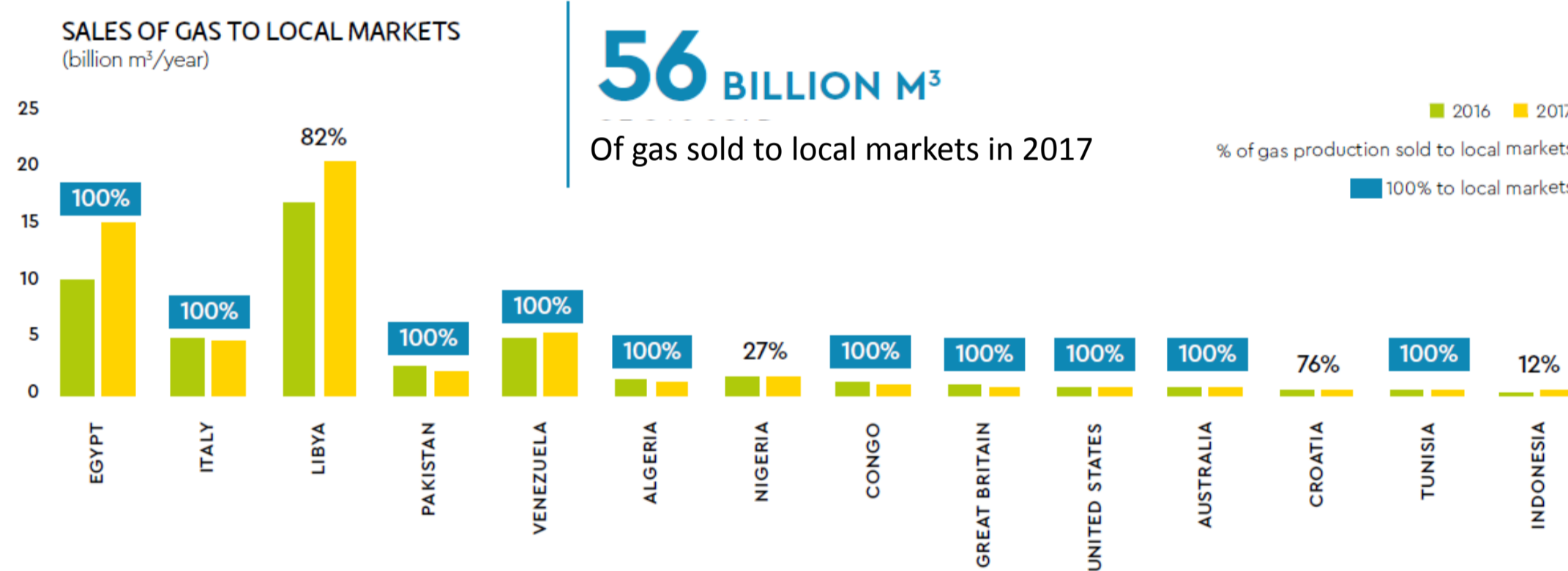


### PATH TO DECARBONIZATION

- Combatting climate change: reduction of GHG emissions, energy efficiency, promotion of natural gas and renewables, biofuels and green chemistry
- Technological innovation

**Access to energy:** the issue of access to energy has always been one of Eni's priority commitments and this is clearly reflected in Eni's mission. Energy is a central element for almost the major challenges and opportunities that the world is facing today. Whether it is work, safety, climate change, food production or increasing income, access to energy is essential.

The strategy to reduce social and economic gaps by developing energy sources is an integral part of the business model. In this regard, Eni invests in building infrastructures for the production and transport of gas for both export and local consumption for electricity generation. This aims at developing local markets, aware that growing together reinforces the company's credibility and opens new business opportunities as well as consolidates the link with Countries. This has allowed Eni to reach new local markets and guarantee Countries energy independence, which is necessary for economic growth



1.1 BILLION PEOPLE DO NOT HAVE ACCESS TO ELECTRICITY

- 600 million people in Sub-Saharan Africa do not have access to electricity.
- Average per capita consumption of 200 kWh in Sub-Saharan Africa, 5,900 kWh in Europe, 15,000 kWh in the USA.



2.8 BILLION PEOPLE DO NOT HAVE ACCESS TO CLEAN COOKING

- 850 million people in Sub-Saharan Africa.
- 1.8 billion people in Asia do not have the resources to keep their homes sufficiently warm or cook in a not harmful way for the health and the environment.

**Focus on Zohr:** Zohr is the largest gas discovery ever made in Egypt and in the Mediterranean Sea and will be able to satisfy a part of Egypt's natural gas demand for decades to come. Eni has produced its first gas from the superegiant Zohr field in a record time for this type of field, less than two and a half years from the discovery.



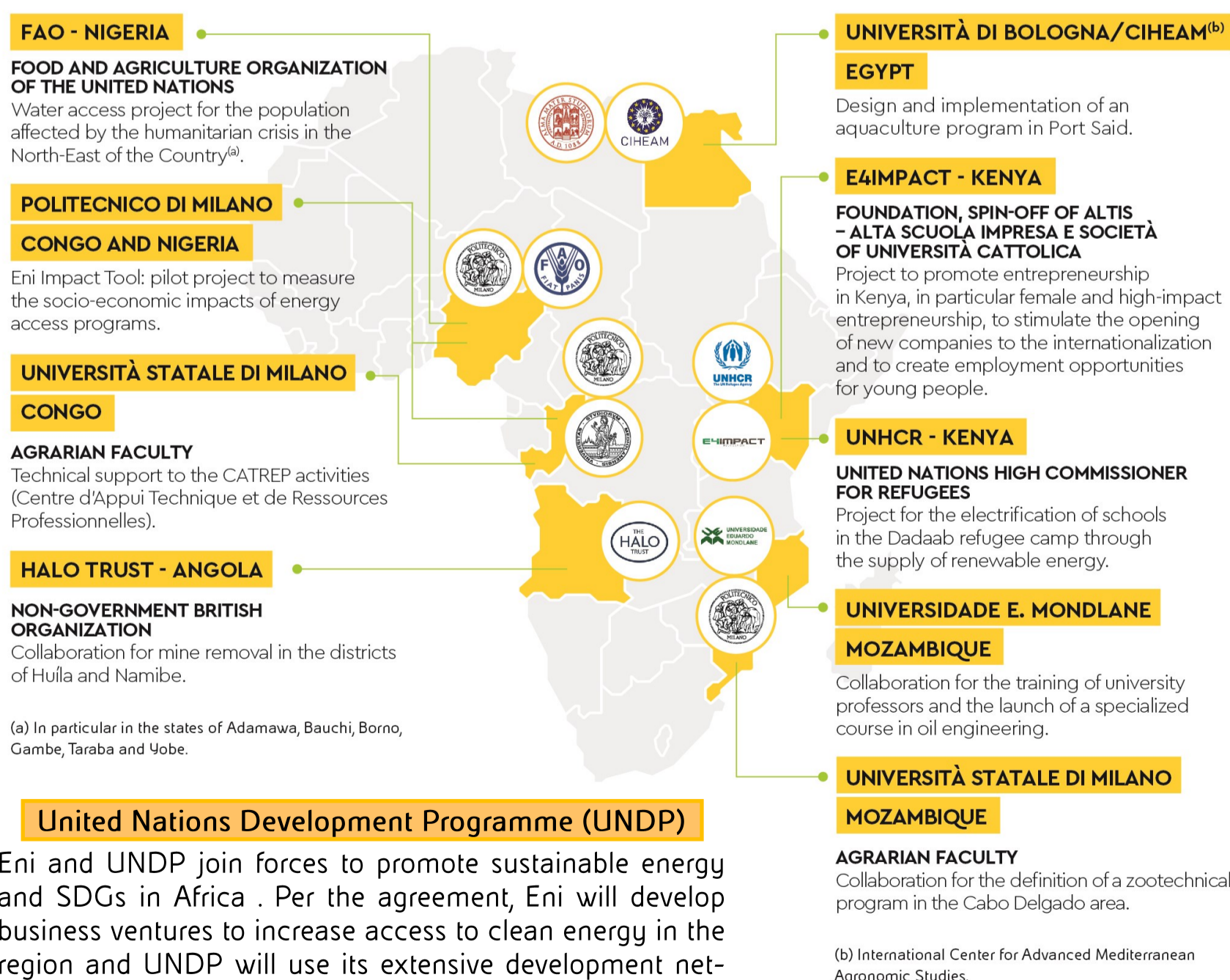
**Local development projects:** the cooperation model is based on the "dual flag" approach, which means that Eni cooperates with host Countries, interacting on a continuous basis with local institutions and stakeholders in order to identify the necessary interventions to respond to the needs of local communities.

### Public-Private Partnership (PPP)

Definition of PPP with different kinds of organizations to pool together resources, not just economic resources but also in terms of ability, know-how and experiences. In particular, strategic partnerships have been formed with national and international organizations and institutions and other local cooperation agencies/bodies, such as the collaboration with the International Finance Corporation (IFC), which allowed Eni to adopt procedures in line with the international best practices.

### Community Investment

Definition of interventions to support local development which are not only located in the areas of Eni's operations, but are designed with a broader scope and aligned to national development plans. Better living conditions in the Countries where Eni operates can also contribute to the creation of a dignified life and reduce migrant flows.



### Pakistan

Access to water in Bhit and Badhra  
**Objectives:** ensuring access to clean water for local communities.  
**Results:** to date 19,000 people have access to 20-25 liters of water per person per day, less than 10m from their homes



### Italy

Objective schools in Gela  
**Objective:** implementing an integrated plan of comprehensive education initiatives.  
**Results:** over 270 students involved in the School-work alternation projects, 22 students hired under 1st level apprenticeship contracts, pilot projects have been launched to counteract dropping out of school and to assign scholarships to deserving students and initiatives in primary schools concerning biodiversity



**United Nations Development Programme (UNDP)**  
Eni and UNDP join forces to promote sustainable energy and SDGs in Africa. Per the agreement, Eni will develop business ventures to increase access to clean energy in the region and UNDP will use its extensive development network in over 170 countries to foster an enabling environment to implement the partnership and assess its sustainable impact in local communities

