

snam rete gas



## 2010 Interim Review

Milan, July 27<sup>th</sup>, 2010



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This presentation contains forward-looking statements regarding future events and the future results of Snam Rete Gas that are based on current expectations, estimates, forecasts, and projections about the industries in which Snam Rete Gas operates and the beliefs and assumptions of the management of Snam Rete Gas.

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**Highlights**

**2010 1H Consolidated Results**

# snam rete gas





## Highlights

**Carlo Malacarne**  
Chief Executive Officer



## Strong Results

- **Ebit:**  **Up 109.5%** reported  
**Up 22%** combined
- **Net income:**  **Up 134%** reported  
**Up 27.5%** combined

## Operational & Financial Efficiency

- **Cost savings:** on track for 2010 target
- **Low cost of debt:** down to 2.8%

## Attractive Shareholder Returns

- **Robust 2010 Interim Dividend:** € 0.09/share

**Sound Performance & Low Risk Profile**



# Snam Rete Gas 2010 1H Consolidated Results



		1H 2009	1H 2010	Δ %
<b>REVENUES (*)</b>	(€m)	919	1,546	+68.2
<b>EBIT</b>	(€m)	444	930	+109.5
<b>EBIT (Combined)</b>	(€m)	762	930	+22.0
<b>NET PROFIT</b>	(€m)	234	547	+133.8
<b>NET PROFIT (Combined)</b>	(€m)	429	547	+27.5
<b>CAPEX (Combined)</b>	(€m)	733	632	-13.8

(\*) 1H 2010 figures do not include the effect of IFRIC 12

Combined figures: the results of Snam Rete Gas, GNL Italia, Italgas and Stogit for the 1H 2009 were aggregated line by line.

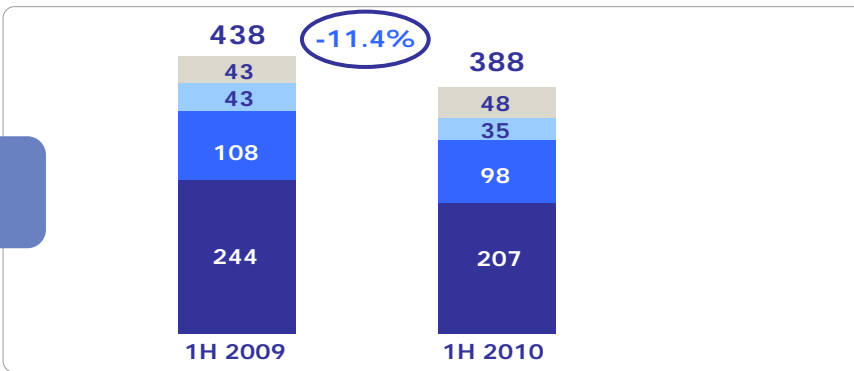


# Capital Expenditure<sup>(\*)</sup>



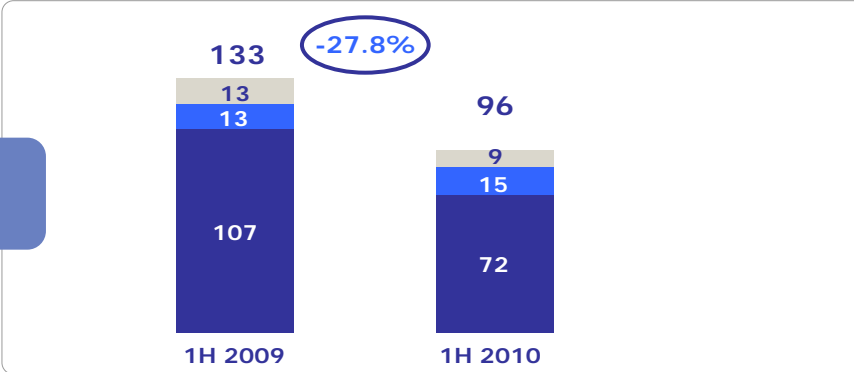
€m

## Transport and LNG



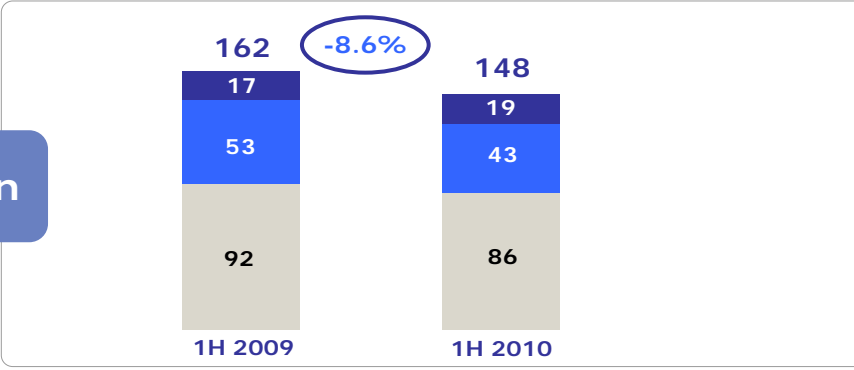
- ### Incentive scheme
- Expansion & new entry points  
3% premium for 10 – 15 yrs
  - Regional & national develop.  
2% premium for 7 – 10 yrs
  - Safety  
1% premium for 5 yrs
  - Maintenance  
Base return: 6.4%

## Storage



- ### Incentive scheme
- Development of new fields  
4% premium for 16 yrs
  - Expansion of existing fields  
4% premium for 8 yrs
  - Maintenance  
Base return: 7.1%

## Distribution



- ### Incentive scheme
- Substitution of cast iron pipes  
2% premium for 8 yrs
  - Metering  
8% allowed return
  - Other investments  
Base return: 7.6%



\* Gross of subsidies



INTERIM DIVIDEND
<p><b>2010 Interim Dividend</b> <b>0.09 €/share</b></p> <p>Payable from October 21<sup>st</sup> 2010*</p>
<p><b>Confirming 2010-2012</b> <b>DPS 4% yearly increase</b></p>

\* Ex dividend date October 18<sup>th</sup> 2010

2010 SHAREHOLDER RETURNS		
2009 Final Dividend	May 27 <sup>th</sup> 0.14 € / share	<b>0.47 € billion</b>
2010 Interim Dividend	October 21 <sup>st</sup> 0.09 € / share	<b>0.30 € billion</b>
<b>2010 Overall cash distribution</b>		<b>= 0.77 € billion</b>
<b>Yield**</b>		<b>~6.6%</b>

\*\* Overall cash distribution/ 1H 2010 average market cap (net of treasury shares)



**Robust shareholder returns in a growing business**  
**Sustainable DPS growth**  
**Top ranking yield in the European utilities sector**



**Capital  
Expenditure**

**Driving profitable long term growth**

**Efficiency**

**Exploit value through operational synergies and  
financial structure**

**Low Risk Profile**

**Focus on regulated gas business and solid  
balance sheet**

**Attractive  
Shareholder Returns**

**Attractive and sustainable return policy**

**... to consolidate our focus on value creation**

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## 2010 1H Consolidated Results

**Antonio Paccioretti**  
Chief Financial Officer

€m

	1H 2009	1H 2010	Change
Revenues <sup>*</sup>	919	1,546	+627
Operating expenses <sup>*</sup>	-227	-289	- 62
<b>EBITDA</b>	<b>692</b>	<b>1,257</b>	<b>+565</b>
Depreciation & amortisation	-248	-327	- 79
<b>EBIT</b>	<b>444</b>	<b>930</b>	<b>+486</b>
Net interest income (expenses)	-91	-129	- 38
Net income from associates	-	23	+23
<b>EBT</b>	<b>353</b>	<b>824</b>	<b>+471</b>
Income taxes	-119	-277	- 158
<b>NET PROFIT</b>	<b>234</b>	<b>547</b>	<b>+313</b>

\* 1H 2010 figures do not include the effect of IFRIC 12.

€m

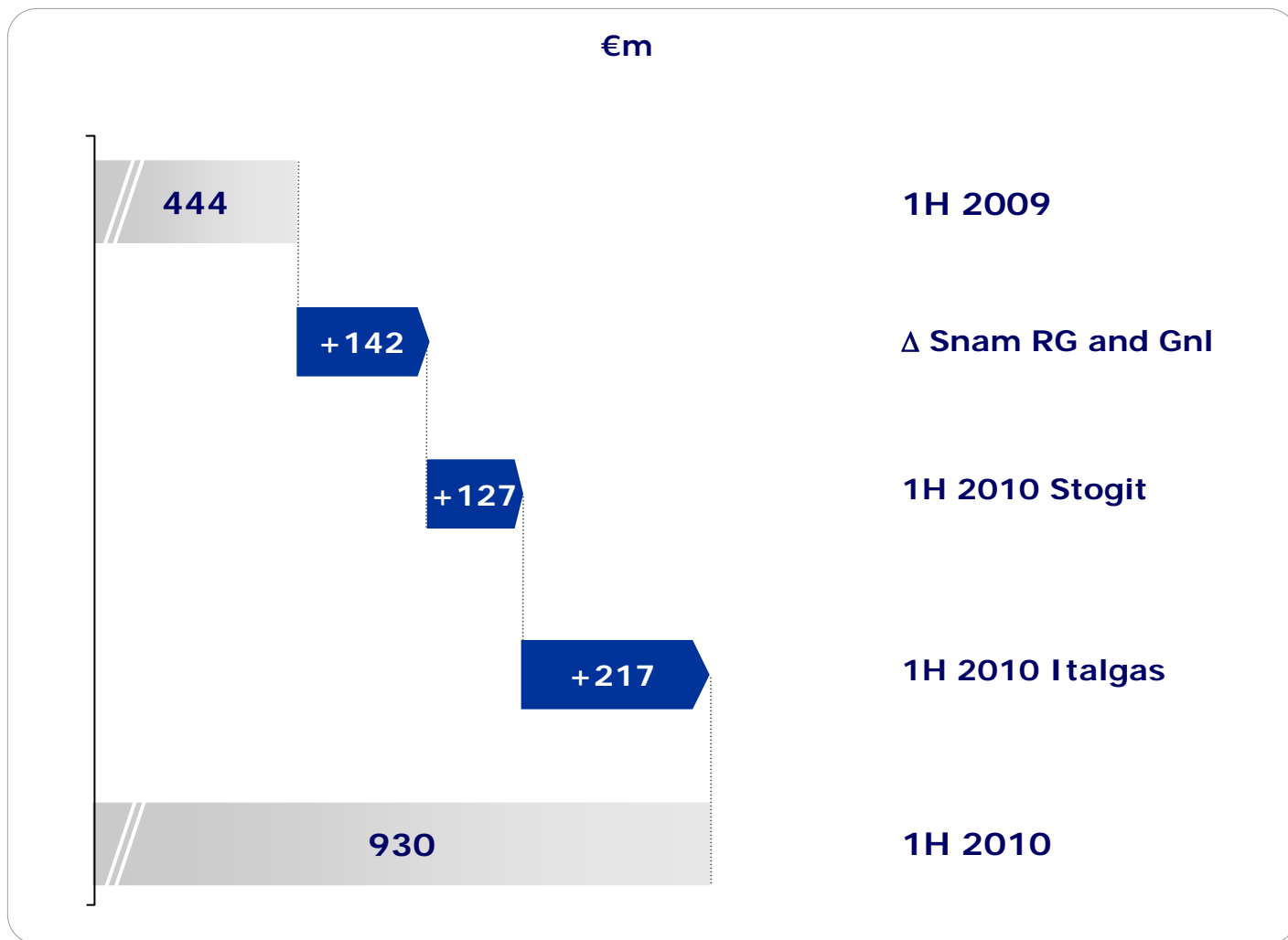
	1H 2009	1H 2010	Change
<b>Regulated revenues</b>	<b>910</b>	<b>1,529</b>	<b>+619</b>
<b>Transport</b>	<b>900</b>	<b>908</b>	<b>+8</b>
Revenues	873	874	+1
Pass-through revenues	27	34	+7
<b>LNG</b>	<b>10</b>	<b>12</b>	<b>+2</b>
<b>Storage</b>	<b>-</b>	<b>188</b>	<b>+188</b>
<b>Distribution</b>	<b>-</b>	<b>421</b>	<b>+421</b>
<b>Other revenues</b>	<b>9</b>	<b>28</b>	<b>+19</b>
<b>Consolidation adj. (modulation services)</b>	<b>-</b>	<b>-11</b>	<b>-11</b>
<b>TOTAL REVENUES</b>	<b>919</b>	<b>1,546</b>	<b>+627</b>

# Operating Expenses

€m			
	1H 2009	1H 2010	Change
<b>Regulated activities</b>	<b>226</b>	<b>273</b>	<b>+47</b>
Controllable fixed costs	104	229	+125
Variable costs	72	10	-62
Other	50	34	-16
<b>Non regulated activities</b>	<b>1</b>	<b>16</b>	<b>+15</b>
<b>TOTAL COSTS</b>	<b>227</b>	<b>289</b>	<b>+62</b>
	1H 2009	1H 2010	Change
<b>Transport and LNG</b>	<b>227</b>	<b>139</b>	<b>-88</b>
<b>Storage</b>	<b>-</b>	<b>29</b>	<b>+29</b>
<b>Distribution</b>	<b>-</b>	<b>132</b>	<b>+132</b>
<b>Consolidation adj. (modulation services)</b>	<b>-</b>	<b>-11</b>	<b>-11</b>
<b>TOTAL COSTS</b>	<b>227</b>	<b>289</b>	<b>+62</b>

# 1H 2010 EBIT: business breakdown







€m

	1H 2009	1H 2010	Change
Revenues	919	1,546	+627
Operating expenses	-227	-289	-62
<b>EBITDA</b>	<b>692</b>	<b>1,257</b>	<b>+565</b>
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Net income from associates	-	23	+23
<b>EBT</b>	<b>353</b>	<b>824</b>	<b>+471</b>
Income taxes	-119	-277	-158
<b>NET PROFIT</b>	<b>234</b>	<b>547</b>	<b>+313</b>

Storage

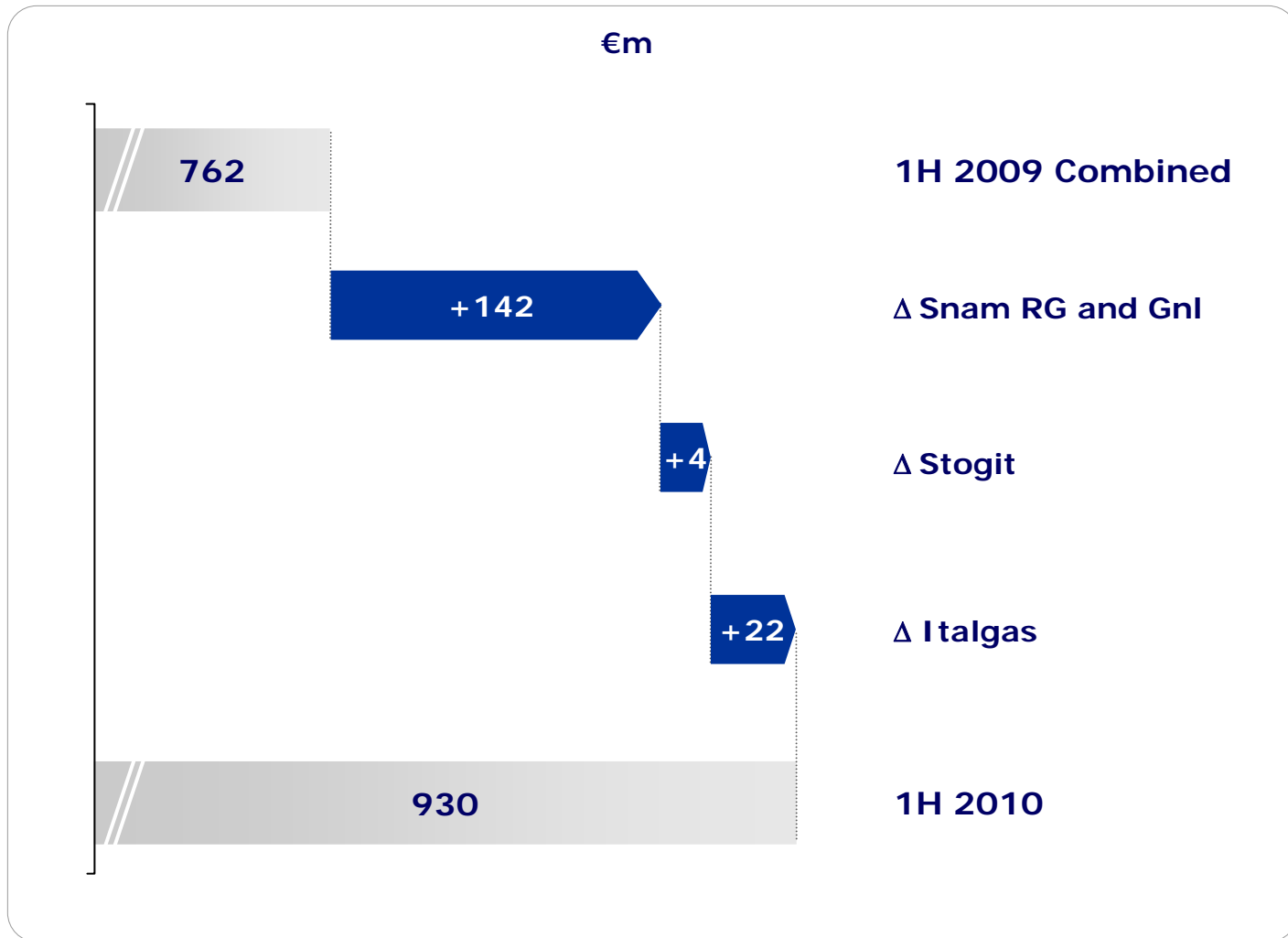
€m			
	1H 2009	1H 2010	Δ%
Revenues	184	194	+5.4%
<i>of which:</i>			
<i>regulated</i>	183	188	+2.7%
<i>other revenues</i>	1	6	<i>n.s.</i>
Operating costs	26	29	+11.5%
EBIT	123	127	+3.3%

Distribution

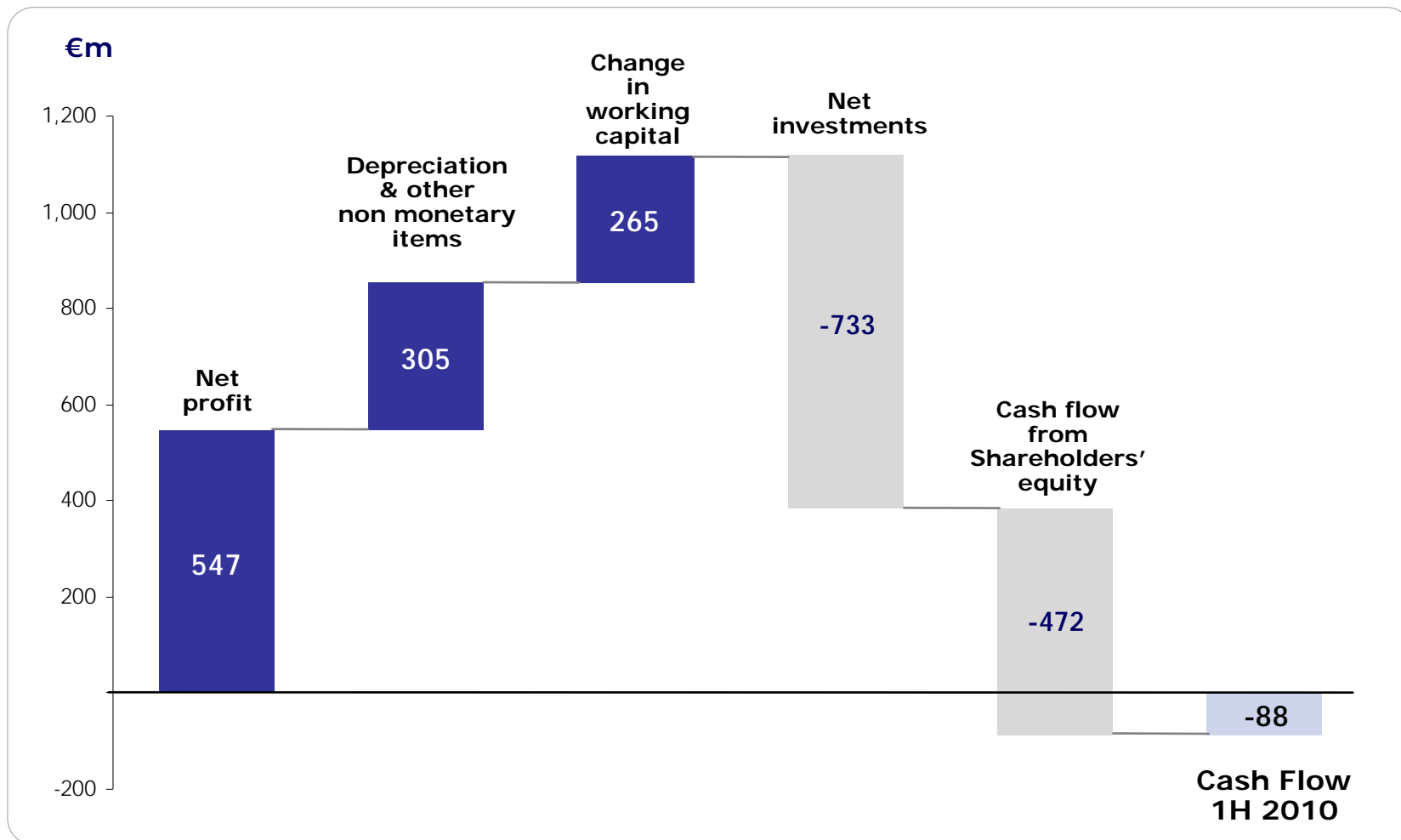
	1H 2009	1H 2010	Δ%
Revenues	409	436	+6.6%
<i>of which:</i>			
<i>regulated</i>	390	421	+7.9%
<i>other revenues</i>	19	15	-21.1%
Operating costs	144	134 <sup>*</sup>	-6.9%
EBIT	195	217	+11.3%

\* €m 132 after consolidation adjustments

# EBIT Analysis 1H 2010 vs 1H 2009 Combined



€m			
	Dec, 31 2009	Jun, 30 2010	Change
<b>Net Invested Capital</b>	<b>15,652</b>	<b>15,768</b>	<b>+116</b>
<b>Fixed assets</b>	<b>17,077</b>	<b>17,488</b>	<b>+411</b>
Tangible fixed assets	12,694	13,064	+370
Intangible fixed assets	4,082	4,134	+52
Equity-accounted and other investments	301	290	- 11
<b>Net working capital</b>	<b>- 1,332</b>	<b>- 1,628</b>	<b>- 296</b>
Receivables	1,315	1,123	- 192
Liabilities	- 2,647	- 2,751	- 104
<b>Staff benefits provision</b>	<b>- 107</b>	<b>- 106</b>	<b>+1</b>
<b>Assets held for sale</b>	<b>14</b>	<b>14</b>	<b>-</b>
<b>Net financial debt</b>	<b>9,949</b>	<b>10,037</b>	<b>+88</b>
<b>Shareholders' equity</b>	<b>5,703</b>	<b>5,731</b>	<b>+28</b>





**Q & A Session**



**Annex**

		1H 2009	1H 2010	Δ %
<b>Transport</b>	▪ Gas injected into the network (bcm)	38.1	43.1	+13.0
	▪ Gas pipeline network (km in operation)	31,503	31,562	+0.2
<b>Storage</b>	▪ Storage capacity (bcm)	13.9	14.2	+2.2
	▪ Modulation	8.9	9.2	+3.4
	▪ Strategic	5.0	5.0	--
	▪ Gas moved through storage system (bcm)	10.35	8.65	-16.4
	▪ Injection	4.30	3.81	-11.4
	▪ Withdrawal	6.05	4.84	- 20.0
<b>Distribution</b>	▪ Gas distributed (bcm)	4.43	4.66	+5.3
	▪ Active Gas Metering at redelivery points (# million)	5.72	5.81	+1.6



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