

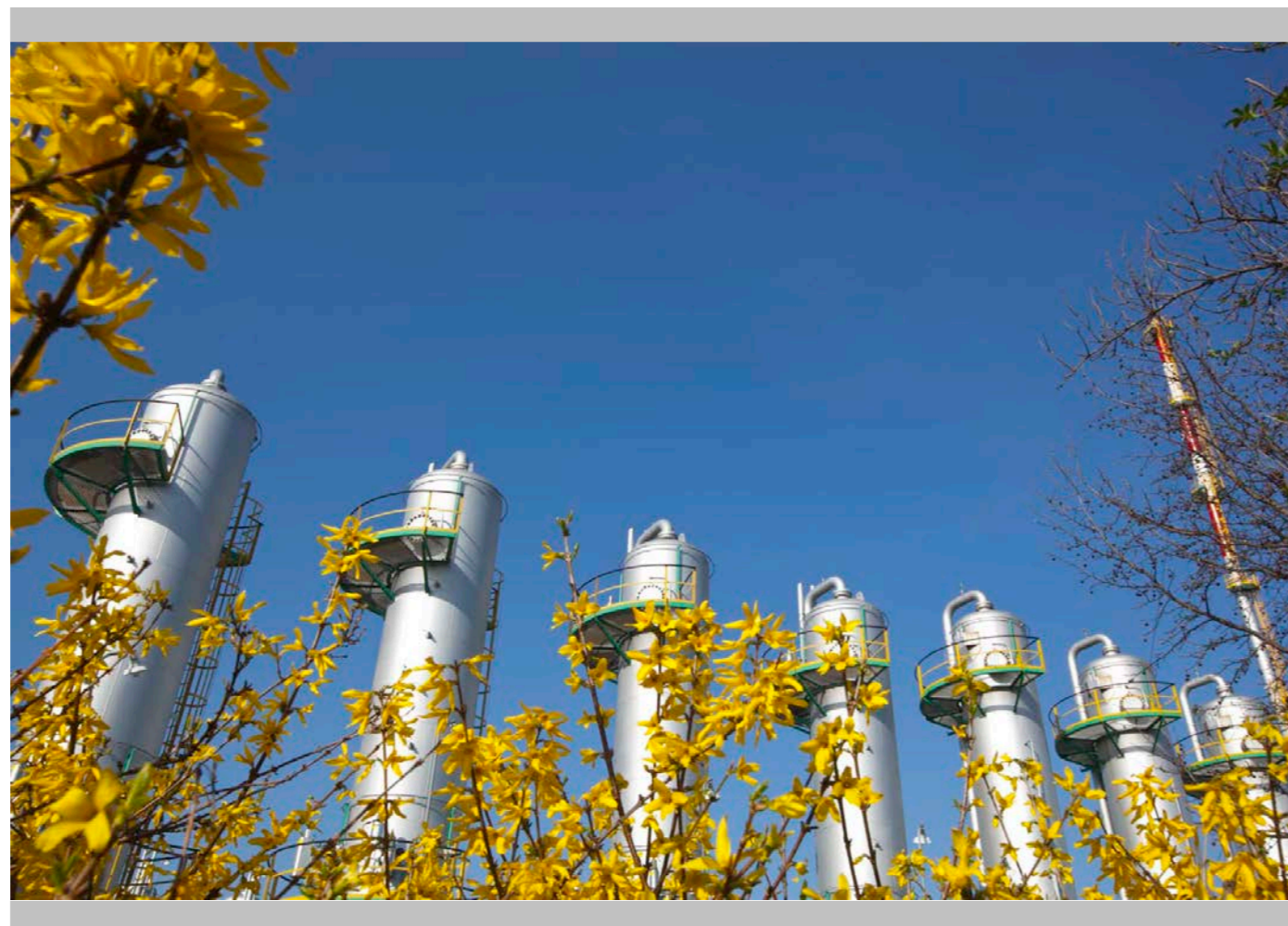


2013 1Q Consolidated Results

April 24th, 2013

snam.it

Agenda



Highlights and Operational Performance

1Q Consolidated Results

Highlights and Operational Performance

Carlo Malacarne

Chief Executive Officer



1Q 2013 Highlights

[€m]

Operational Results

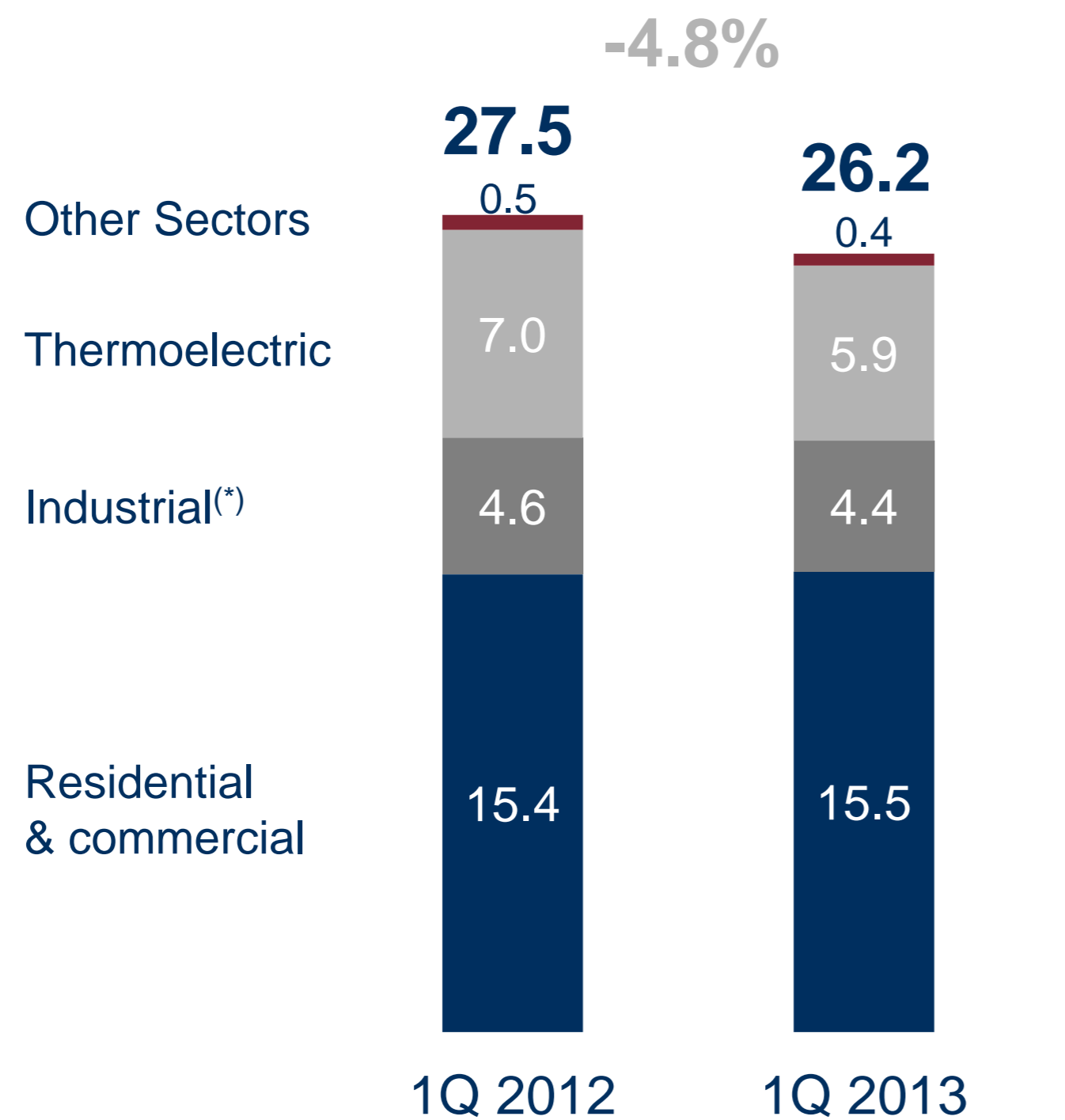
• Ebitda	717	↑	Up 1.3%
• Ebit	531	↓	Down 1.3%
• Net income	242	↓	Down 11.7%
• Net debt	12,138		
• Capex	216		

Management of capital structure

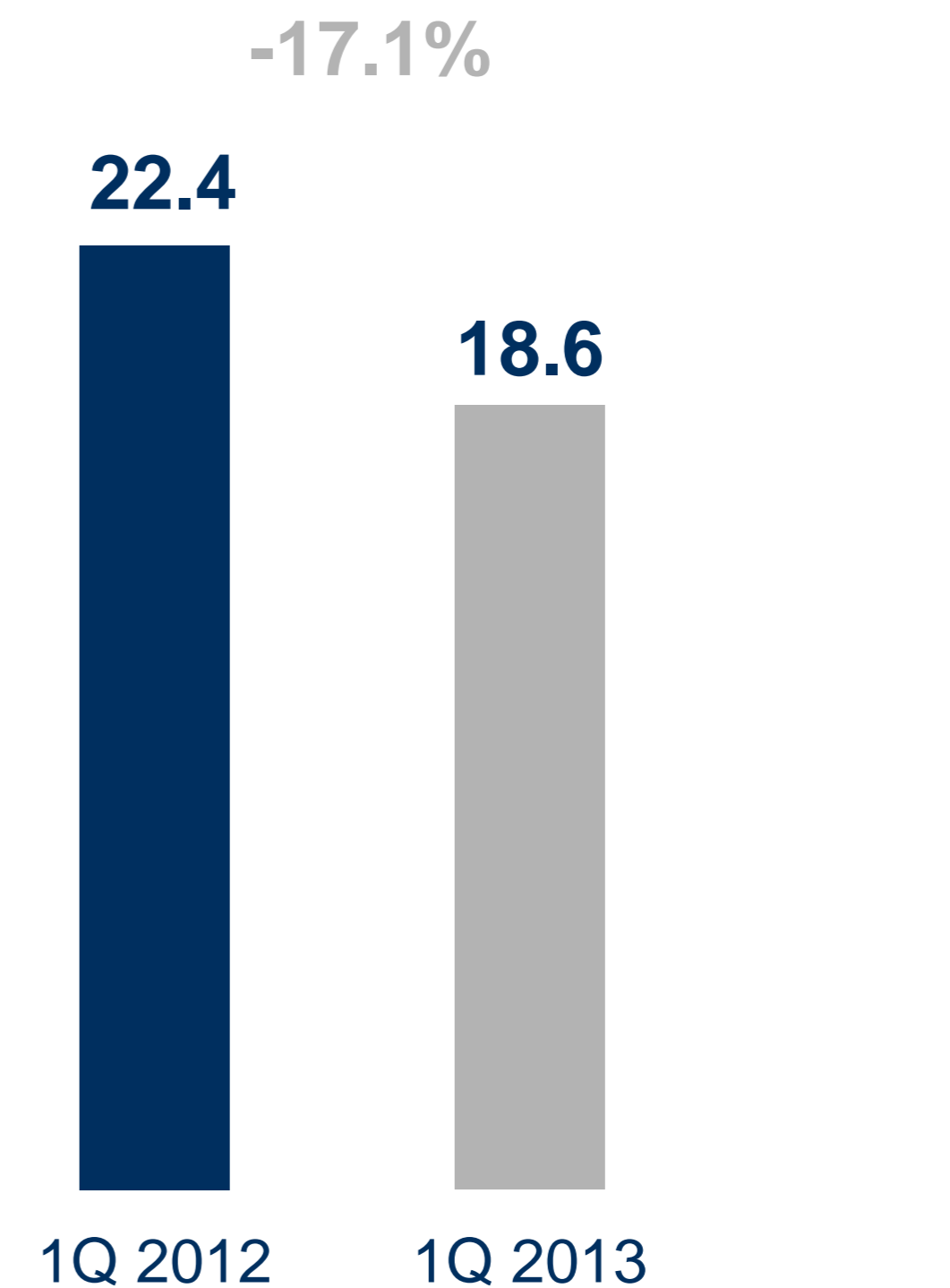
- New bond issued to optimize the overall debt structure and cost of debt

Italian Gas Market in 1Q 2013

Gas Consumption



Gas injected into the network



(*) Includes: NGV, Agriculture and Non-Energy Use

Source Italian Ministry of Economic Development and SRG estimates



2013 1Q Consolidated Results

Antonio Paccioretti

Chief Financial Officer



Income Statement

€m

	1Q 2012	1Q 2013	Change
Revenues (*)	897	896	-1
Operating expenses (*)	- 189	- 179	+10
EBITDA	708	717	+9
Depreciation & amortisation	- 170	- 186	-16
EBIT	538	531	-7
Net interest income (expenses)	- 85	- 125	-40
Net income from associates	13	15	+2
EBT	466	421	-45
Income taxes	- 192	- 179	+13
NET PROFIT	274	242	-32

(*) do not include the effect of IFRIC 12.

Revenues

€m

	1Q 2012	1Q 2013	Change
Regulated revenues	896	897	+1
Transport	526	505	-21
Revenues	462	466	+4
Pass-through revenues	64	39	-25
LNG	6	6	-
Storage	125	138	+13
Distribution	239	248	+9
Other revenues	11	13	+2
Consolidation adj. (<i>modulation services</i>)	- 10	- 14	-4
TOTAL REVENUES	897	896	-1

Operating expenses

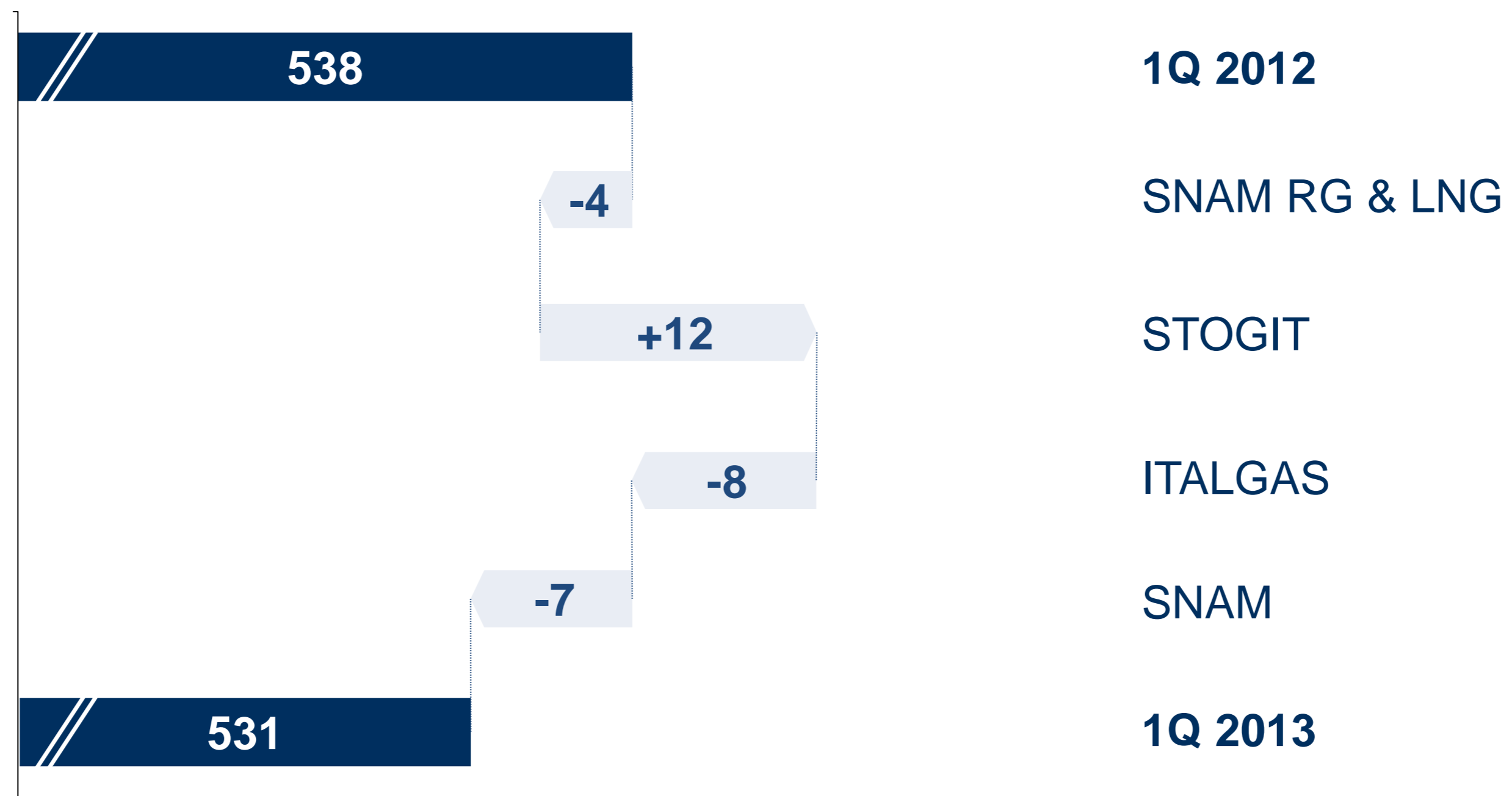
€m

	1Q 2012	1Q 2013	Change
Regulated activities	183	166	-17
Controllable fixed costs	117	117	-
Variable costs	48	15	-33
Other	18	34	+16
Non regulated activities	6	13	+7
TOTAL COSTS	189	179	-10

	1Q 2012	1Q 2013	Change
Transport and Lng	118	93	-25
Storage	14	16	+2
Distribution	67	78	+11
Snam	-	6	+6
Consolidation adj. (<i>modulation services</i>)	- 10	- 14	-4
TOTAL COSTS	189	179	-10

EBIT analysis

€m



Income Statement

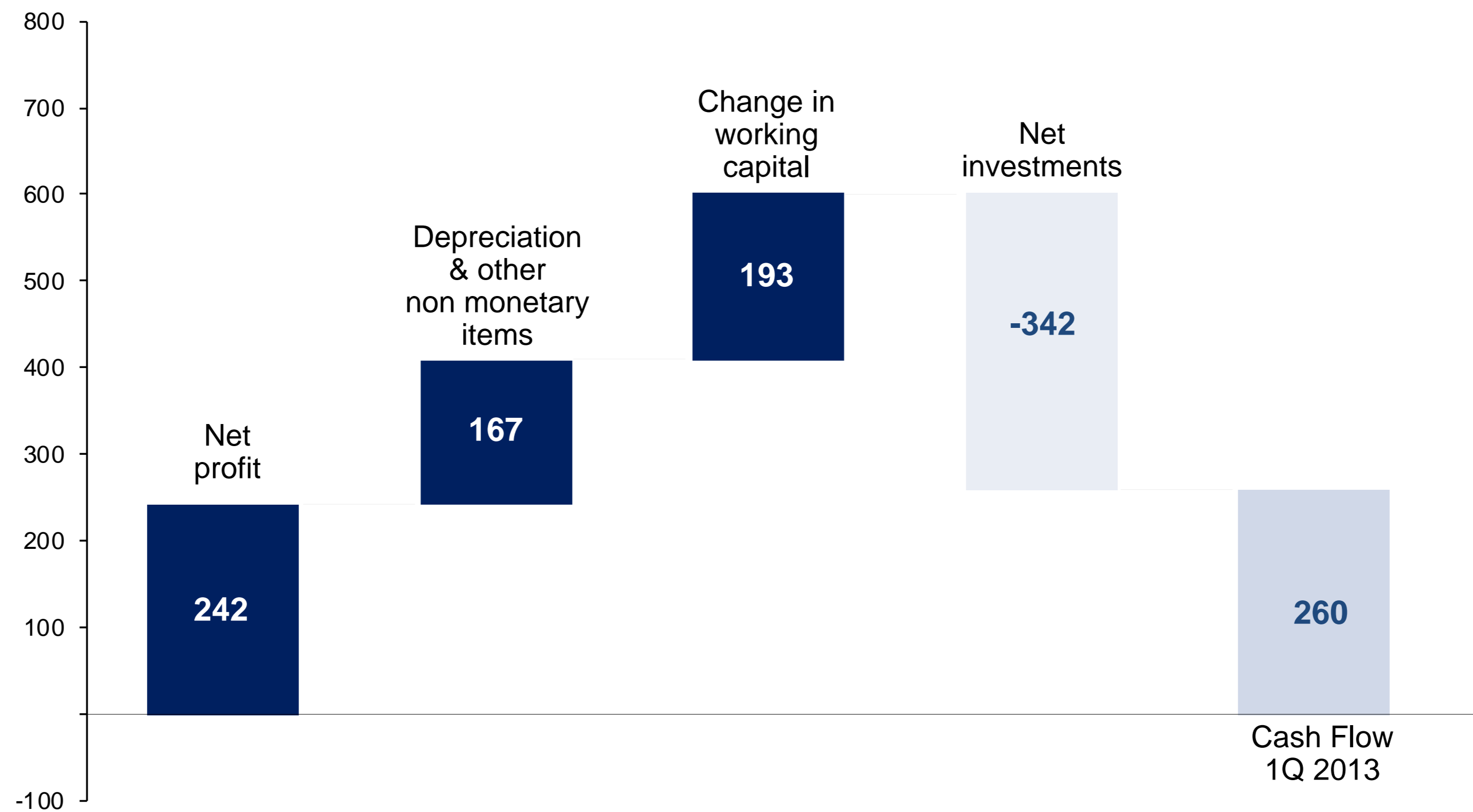
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Cash flow

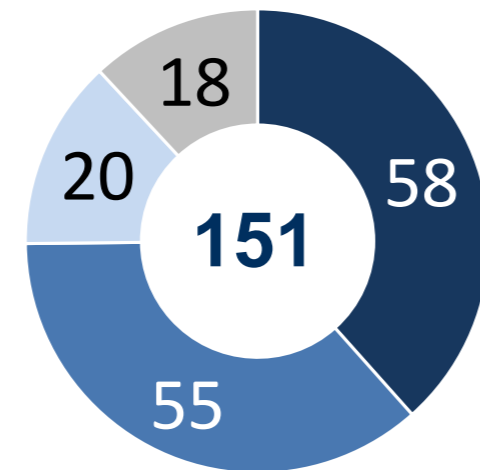
€m



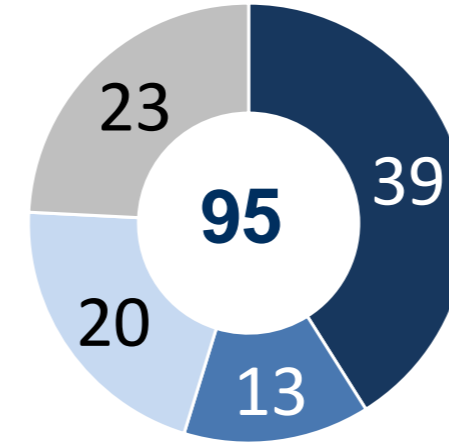
Capital Expenditure*

[€m]

Transport and LNG



1Q 2012

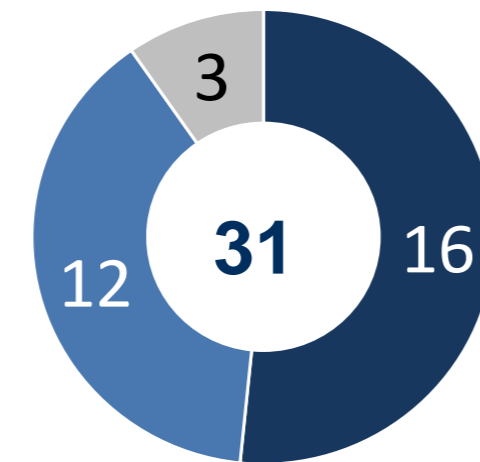


1Q 2013

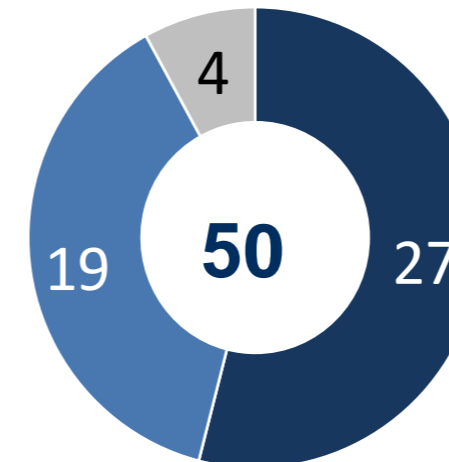
Incentive scheme

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

Storage



1Q 2012

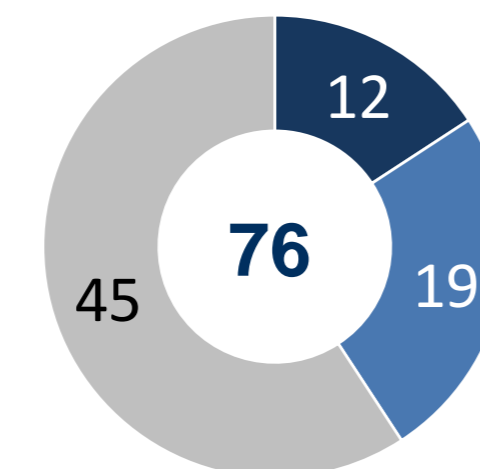


1Q 2013

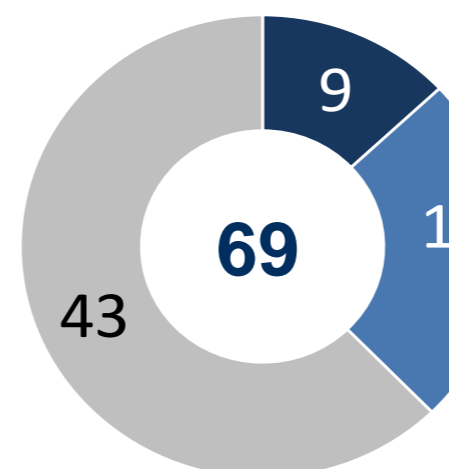
Incentive scheme

- Development of new fields: 4% premium for 16 yrs
- Expansion of existing fields: 4% premium for 8 yrs
- Maintenance: Base return: 6.7%

Distribution



1Q 2012



1Q 2013

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. In 1Q 2012 and 1Q 2013 capex for respectively € 1 million and 2 million was carried out by Snam S.p.A.

Balance sheet

€m

	Dec, 31 2012	Mar, 31 2013	Change
Net invested capital	18,314	17,783	- 531
Fixed capital	19,567	19,728	+161
Tangible fixed assets	14,501	14,637	+136
Intangible fixed assets	4,593	4,609	+16
Equity-accounted and other investments	473	482	+9
Net working capital	- 1,139	- 1,830	- 691
Receivables	2,441	2,761	+320
Liabilities	- 3,580	- 4,591	- 1,011
Provisions for employee benefits	- 129	- 130	- 1
Assets held for sale and directly related liabilities	15	15	-
Net financial debt	12,398	12,138	- 260
Shareholders' equity	5,916	5,645	- 271

Q & A Session



Annex



Operational Data

		1Q 2012	1Q 2013	Δ %
Transport	Gas injected into the network (bcm)	22.4	18.6	-17.1
	Gas pipeline network (km in operation)	32,018	32,244	+0.7
Storage	Storage capacity (bcm)	15.0	15.7	+4.7
	•Modulation (*)	10.0	11.2	+12.0
	•Strategic	5.0	4.5	-10.0
	Gas moved through storage system (bcm)	5.28	6.97	+32.0
	•Injection	0.36	0.01	n.m
	•Withdrawal	4.92	6.96	+41.5
Distribution	Gas distributed (bcm)	3.55	3.54	-0.1
	Active Gas Metering at redelivery points (# mln)	5.89	5.91	+0.3



(*) Available capacity

Disclaimer

Snam's Chief Financial Officer, Antonio Paccioretti, in his position as manager responsible for the preparation of financial reports, certifies pursuant to paragraph 2, article 154-bis of the Legislative Decree n. 58/1998, that data and information disclosures herewith set forth correspond to the company's evidence and accounting books and entries.

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

In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on equity, risk management are forward-looking in nature.

Words such as 'expects', 'anticipates', 'targets', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', variations of such words, and similar expressions are intended to identify such forward-looking statements.

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