



**SNAM**  
T mobility

**SNAM LEADER IN  
SUSTAINABLE MOBILITY**



**1. Who is Snam**

2. Who is S4M and what we do

3. The S4M Business Model

# Snam is one of the main global energy infrastructure companies



**cdp•reti** 30,3%  
Free Float 69,7%  
~80K investors



€ 22,6 bln RAB + affiliates ('19)	~ € 25 bln Enterprise Value	1,1% Debt cost
€ 1.093 mln Net Profit Adj ('19)	~ € 13 bln Market Cap	BBB+ Rating

## NATURAL GAS (Italy and international associates)

<b>TRANSPORT</b>  ~41,600 km	<b>STORAGE</b>  ~20 bcm capacity	<b>REGASIFICATION</b>  ~20 bcm/y capacity
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## INTERNATIONAL ASSOCIATES

## NEW START UPS FOR ENERGY TRANSITION

<b>BU Hydrogen</b> Asset Readiness Technology Policies	<b>Snam4 Environment</b> OIES RENERWASTE Iniziative BioMetano	<b>Snam4 Mobility</b> cuboGas	<b>Snam4 Efficiency</b> ENERGY SOLUTION TEP EVOLVE TEA MIECT	<b>Reforestation</b> snam cdp
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\*Panigaglia, OLT, Rovigo, Revithoussa (DESFA)

# RNG, LNG and H2 are the pillars of Snam's strategy for the Energy Transition



From the production...

through the pipeline ...

to the vehicles...

**Biomethane**

Incentives on biomethane for sustainable mobility for 10 years: Italy

**Power to gas**  
**Hydrogen**

**Natural gas**



**STOGIT**  
 Italian Gas storage,  
 and future Hydrogen  
 storage

**SNAM RETE GAS**  
 Distribute Natural gas  
 (and in the future  
 Hydrogen and bio gas  
 along Italy)

**RNG/R-LNG/H2 stations**



**Small scale LNG**



**Industrial & Residential**

**Transport and off grid users**



Energy efficiency for residential and industrial actors



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mission

Promote the use of compressed NATURAL GAS (CNG), liquid (LNG), biomethane (RNG/R-LNG) and HYDROGEN (H2) for Transport

Support the development of **refueling facilities**

Develop **technologies** and know-how for **innovation**

Facilitate **communication** and relations with **institutions**

Inform and raise **awareness** about the **benefits** of **NG**



# Snam 4 Mobility Numbers

# 2017

Start activities

# 3000

CNG stations installed through **cuboGas**

Acquired by Snam in 2018

3.000 units installed

80+ years experience

# 150+

CNG/LNG stations currently in the building pipeline

# 10+

Partnership



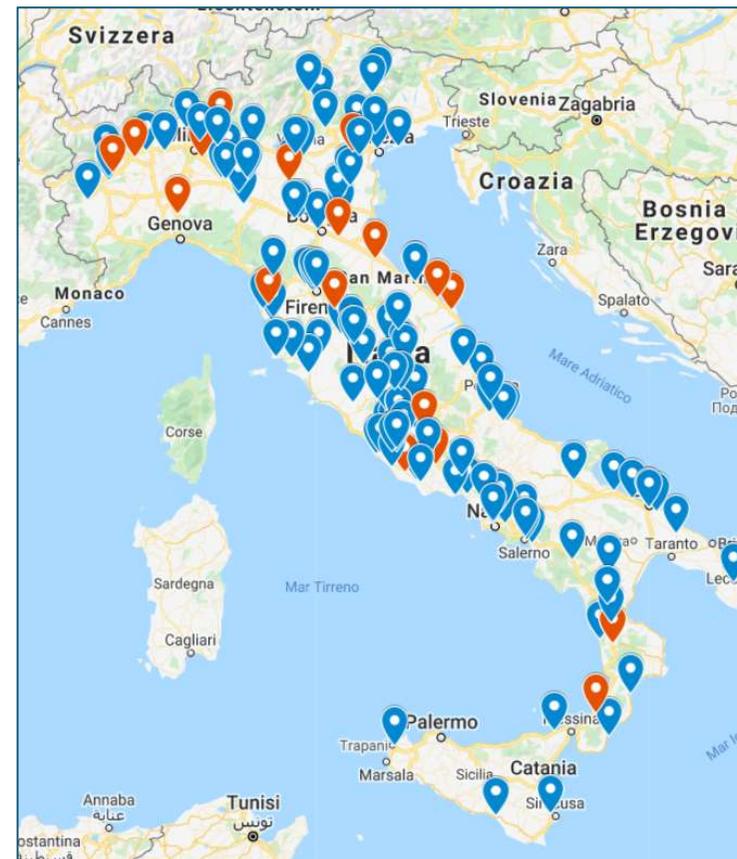


## Infrastructure provider: today's snapshot



- Signed contracts for 155 stations (ca.22% LNG), evenly distributed among northern, central and southern regions
- Commissioned 40 stations of which 7 LNG
- Increased the presence on the motorway segment (20 vs 35 currently operational)
- Supported CNG self-service launch, first unmanned S4M site launched Q2-21
- Synergies with S4E to promote biomethane and obtain public grants (all the S4M sites will sell renewable gas)
- Obtained EU CEF fundings for 17 LNG stations, 8 of which will provide a critical mass for Snam SSLNG plant in Caserta

### S4M CONTRACTUALIZED STATIONS

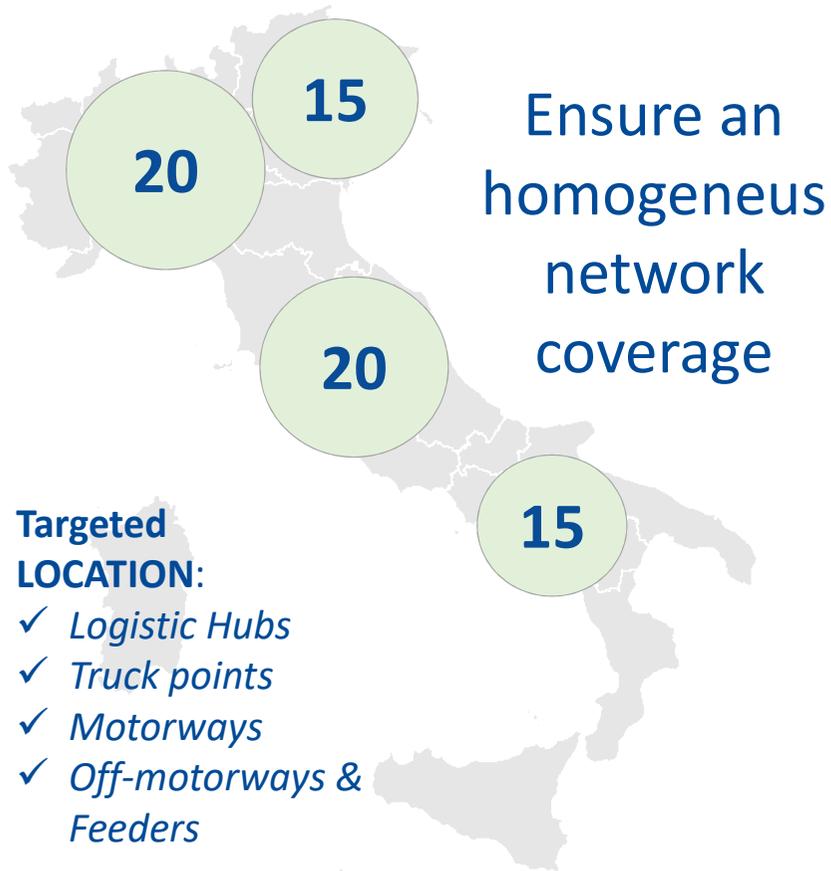


 LNG station  CNG station

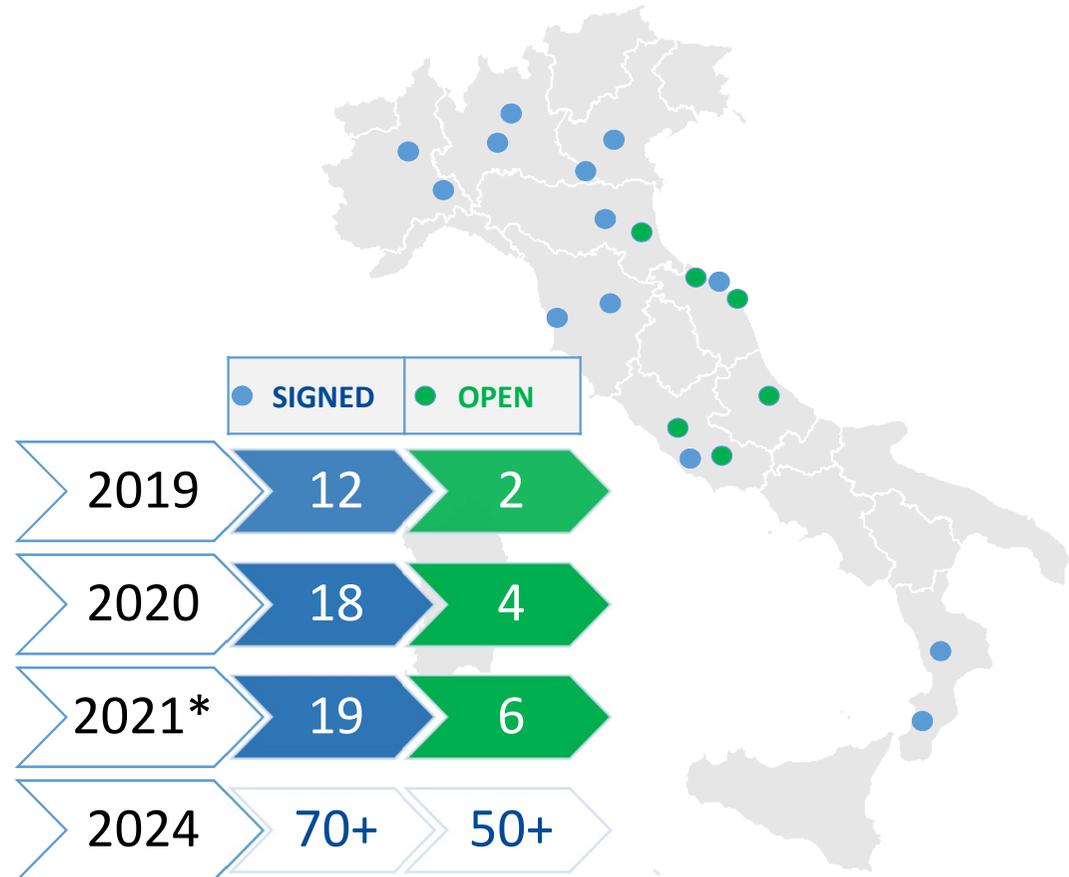
# On LNG / R-LNG: S4M will be the 1st network of sites in Italy



## 2021-2024 PLAN



## 2021 ACTUAL

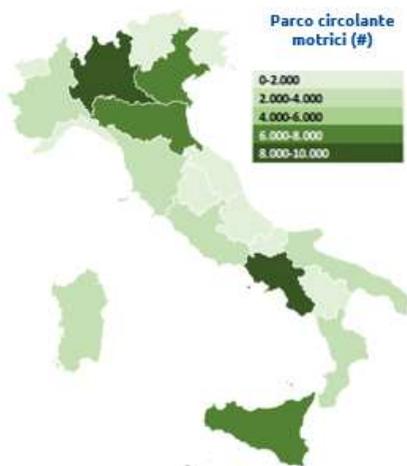


\* Updated at June'21

# Identification criteria for the minimum H2 national network

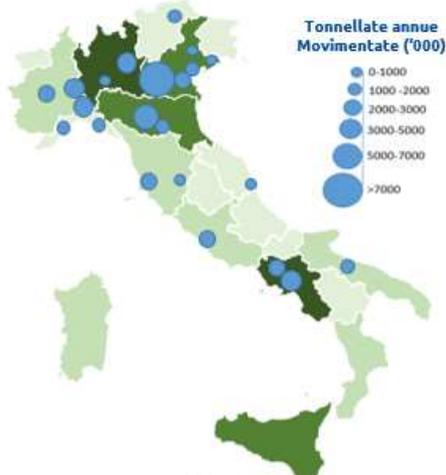


## 1. Regional new truck registrations



Fonte: Dati ACI 2019

## 2. Logistic nodes & warehouses



Fonte: Piano Nazionale della Logistica 2012-2020

## 3. MTW traffic flow



Fonte: Dati AISCAT 2019



N. of stations per region (20 in total)

The development of the H2 distribution network will also have to take into account the presence of industrial sites dedicated to H2 production (e.g. *hydrogen valleys*).

10 top locations have already been identified

# Render “station of the future”

H2 equipment

LNG-CNG equipment

EV charging

Restaurant





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# S4M offers a “All inclusive” service model



1



**ZERO CAPEX FOR OUR PARTNERS**

2



**EPC + LONG TERM RENTAL  
+ R&M PARTNERSHIP**

3



**ADMIN FULFILLMENTS  
(authorizations / licenses support)**



Feasibility and executive design

Permitting and authorizations

Follow gas connection process

Procurement of materials

Construction, test and construction

Ordinary & extra-ordinary Maintenance

# S4M portfolio includes LNG, CNG, H2 and Mother/Daughter stations





Thank you