

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M€) <sup>(a)</sup>	1 <sup>st</sup> quarter 2012	4 <sup>th</sup> quarter 2011	1 <sup>st</sup> quarter 2011
<b>Sales</b>	<b>51,168</b>	<b>47,492</b>	<b>46,029</b>
Excise taxes	(4,393)	(4,534)	(4,427)
Revenues from sales	46,775	42,958	41,602
Purchases, net of inventory variation	(32,041)	(29,233)	(27,255)
Other operating expenses	(5,092)	(5,276)	(4,702)
Exploration costs	(356)	(339)	(259)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,838)	(2,416)	(1,686)
Other income	289	281	85
Other expense	(96)	(838)	(59)
Financial interest on debt	(187)	(156)	(136)
Financial income from marketable securities & cash equivalents	35	57	47
Cost of net debt	(152)	(99)	(89)
Other financial income	85	91	75
Other financial expense	(136)	(102)	(108)
Equity in net income (loss) of affiliates	541	478	506
Income taxes	(4,305)	(3,121)	(4,072)
<b>Consolidated net income</b>	<b>3,674</b>	<b>2,384</b>	<b>4,038</b>
Group share	3,662	2,290	3,946
Non-controlling interests	12	94	92
Earnings per share (€)	1.62	1.02	1.76
Fully-diluted earnings per share (€)	1.62	1.01	1.75

<sup>(a)</sup> Except for per share amounts.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M€)	1 <sup>st</sup> quarter 2012	4 <sup>th</sup> quarter 2011	1 <sup>st</sup> quarter 2011
<b>Consolidated net income</b>	<b>3,674</b>	<b>2,384</b>	<b>4,038</b>
<b>Other comprehensive income</b>			
Currency translation adjustment	(1,054)	1,833	(1,978)
Available for sale financial assets	(66)	296	115
Cash flow hedge	70	5	(24)
Share of other comprehensive income of associates, net amount	162	219	(87)
Other	(6)	2	2
Tax effect	(11)	(108)	6
<b>Total other comprehensive income (net amount)</b>	<b>(905)</b>	<b>2,247</b>	<b>(1,966)</b>
<b>Comprehensive income</b>	<b>2,769</b>	<b>4,631</b>	<b>2,072</b>
- Group share	2,783	4,478	2,030
- Non-controlling interests	(14)	153	42

# CONSOLIDATED BALANCE SHEET

## TOTAL

(M€)	March 31, 2012 <i>(unaudited)</i>	December 31, 2011	March 31, 2011 <i>(unaudited)</i>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets, net	13,231	12,413	9,211
Property, plant and equipment, net	65,082	64,457	54,955
Equity affiliates : investments and loans	13,194	12,995	8,143
Other investments	2,958	3,674	4,458
Hedging instruments of non-current financial debt	1,882	1,976	1,352
Other non-current assets	4,494	4,871	3,466
<b>Total non-current assets</b>	<b>100,841</b>	<b>100,386</b>	<b>81,585</b>
<b>Current assets</b>			
Inventories, net	18,886	18,122	15,516
Accounts receivable, net	22,811	20,049	19,758
Other current assets	10,346	10,767	8,766
Current financial assets	1,471	700	2,026
Cash and cash equivalents	13,330	14,025	17,327
<b>Total current assets</b>	<b>66,844</b>	<b>63,663</b>	<b>63,393</b>
<b>Assets classified as held for sale</b>	<b>-</b>	<b>-</b>	<b>4,914</b>
<b>Total assets</b>	<b>167,685</b>	<b>164,049</b>	<b>149,892</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>			
<b>Shareholders' equity</b>			
Common shares	5,911	5,909	5,878
Paid-in surplus and retained earnings	70,281	66,506	64,677
Currency translation adjustment	(1,857)	(988)	(4,517)
Treasury shares	(3,390)	(3,390)	(3,503)
<b>Total shareholders' equity - Group Share</b>	<b>70,945</b>	<b>68,037</b>	<b>62,535</b>
<b>Non-controlling interests</b>	<b>1,275</b>	<b>1,352</b>	<b>898</b>
<b>Total shareholders' equity</b>	<b>72,220</b>	<b>69,389</b>	<b>63,433</b>
<b>Non-current liabilities</b>			
Deferred income taxes	12,179	12,260	10,204
Employee benefits	2,215	2,232	2,103
Provisions and other non-current liabilities	10,579	10,909	8,584
Non-current financial debt	22,428	22,557	20,215
<b>Total non-current liabilities</b>	<b>47,401</b>	<b>47,958</b>	<b>41,106</b>
<b>Current liabilities</b>			
Accounts payable	22,647	22,086	18,383
Other creditors and accrued liabilities	15,694	14,774	14,812
Current borrowings	9,574	9,675	11,674
Other current financial liabilities	149	167	317
<b>Total current liabilities</b>	<b>48,064</b>	<b>46,702</b>	<b>45,186</b>
<b>Liabilities directly associated with the assets classified as held for sale</b>	<b>-</b>	<b>-</b>	<b>167</b>
<b>Total liabilities and shareholders' equity</b>	<b>167,685</b>	<b>164,049</b>	<b>149,892</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M€)	1 <sup>st</sup> quarter 2012	4 <sup>th</sup> quarter 2011	1 <sup>st</sup> quarter 2011
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Consolidated net income	3,674	2,384	4,038
Depreciation, depletion and amortization	2,103	3,037	1,888
Non-current liabilities, valuation allowances and deferred taxes	364	505	565
Impact of coverage of pension benefit plans	-	-	-
(Gains) losses on sales of assets	(281)	(73)	(6)
Undistributed affiliates' equity earnings	34	50	(182)
(Increase) decrease in working capital	(674)	(3,129)	(587)
Other changes, net	47	20	(2)
<b>Cash flow from operating activities</b>	<b>5,267</b>	<b>2,794</b>	<b>5,714</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>			
Intangible assets and property, plant and equipment additions	(5,227)	(5,559)	(5,374)
Acquisitions of subsidiaries, net of cash acquired	(121)	(45)	-
Investments in equity affiliates and other securities	(198)	(1,235)	(150)
Increase in non-current loans	(394)	(528)	(159)
<b>Total expenditures</b>	<b>(5,940)</b>	<b>(7,367)</b>	<b>(5,683)</b>
Proceeds from disposal of intangible assets and property, plant and equipment	567	600	6
Proceeds from disposal of subsidiaries, net of cash sold	34	5	-
Proceeds from disposal of non-current investments	854	606	290
Repayment of non-current loans	235	284	367
<b>Total divestments</b>	<b>1,690</b>	<b>1,495</b>	<b>663</b>
<b>Cash flow used in investing activities</b>	<b>(4,250)</b>	<b>(5,872)</b>	<b>(5,020)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>			
Issuance (repayment) of shares:			
- Parent company shareholders	31	-	50
- Treasury shares	-	-	-
Dividends paid:			
- Parent company shareholders	(1,286)	(1,285)	-
- Non-controlling interests	(2)	(75)	(1)
Other transactions with non-controlling interests	-	(632)	-
Net issuance (repayment) of non-current debt	1,664	129	2,228
Increase (decrease) in current borrowings	(1,101)	(1,617)	488
Increase (decrease) in current financial assets and liabilities	(929)	531	(511)
<b>Cash flow used in financing activities</b>	<b>(1,623)</b>	<b>(2,949)</b>	<b>2,254</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(606)</b>	<b>(6,027)</b>	<b>2,948</b>
Effect of exchange rates	(89)	110	(110)
Cash and cash equivalents at the beginning of the period	14,025	19,942	14,489
<b>Cash and cash equivalents at the end of the period</b>	<b>13,330</b>	<b>14,025</b>	<b>17,327</b>

## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

### TOTAL

(unaudited)

(M€)	Common shares issued		Paid-in surplus and retained earnings	Currency translation adjustment	Treasury shares		Shareholders' equity Group Share	Non-controlling interests	Total shareholders' equity
	Number	Amount			Number	Amount			
<b>As of January 1, 2011</b>	<b>2,349,640,931</b>	<b>5,874</b>	<b>60,538</b>	<b>(2,495)</b>	<b>(112,487,679)</b>	<b>(3,503)</b>	<b>60,414</b>	<b>857</b>	<b>61,271</b>
Net income of the first quarter	-	-	3,946	-	-	-	3,946	92	4,038
Other comprehensive Income	-	-	106	(2,022)	-	-	(1,916)	(50)	(1,966)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>4,052</b>	<b>(2,022)</b>	<b>-</b>	<b>-</b>	<b>2,030</b>	<b>42</b>	<b>2,072</b>
Dividend	-	-	-	-	-	-	-	(1)	(1)
Issuance of common shares	1,498,093	4	46	-	-	-	50	-	50
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares <sup>(1)</sup>	-	-	-	-	776	-	-	-	-
Share-based payments	-	-	41	-	-	-	41	-	41
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	-	-	-	-	-	-	-
Other items	-	-	-	-	-	-	-	-	-
<b>As of March 31, 2011</b>	<b>2,351,139,024</b>	<b>5,878</b>	<b>64,677</b>	<b>(4,517)</b>	<b>(112,486,903)</b>	<b>(3,503)</b>	<b>62,535</b>	<b>898</b>	<b>63,433</b>
Net income from April 1 to December 31, 2011	-	-	8,330	-	-	-	8,330	213	8,543
Other comprehensive Income	-	-	125	3,426	-	-	3,551	94	3,645
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>8,455</b>	<b>3,426</b>	<b>-</b>	<b>-</b>	<b>11,881</b>	<b>307</b>	<b>12,188</b>
Dividend	-	-	(6,457)	-	-	-	(6,457)	(171)	(6,628)
Issuance of common shares	12,628,289	31	400	-	-	-	431	-	431
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares <sup>(1)</sup>	-	-	(113)	-	2,932,730	113	-	-	-
Share-based payments	-	-	120	-	-	-	120	-	120
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	(553)	103	-	-	(450)	(123)	(573)
Other items	-	-	(23)	-	-	-	(23)	441	418
<b>As of December 31, 2011</b>	<b>2,363,767,313</b>	<b>5,909</b>	<b>66,506</b>	<b>(988)</b>	<b>(109,554,173)</b>	<b>(3,390)</b>	<b>68,037</b>	<b>1,352</b>	<b>69,389</b>
Net income of the first quarter	-	-	3,662	-	-	-	3,662	12	3,674
Other comprehensive Income	-	-	(2)	(877)	-	-	(879)	(26)	(905)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>3,660</b>	<b>(877)</b>	<b>-</b>	<b>-</b>	<b>2,783</b>	<b>(14)</b>	<b>2,769</b>
Dividend	-	-	-	-	-	-	-	(2)	(2)
Issuance of common shares	778,664	2	29	-	-	-	31	-	31
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares <sup>(1)</sup>	-	-	-	-	2,752	-	-	-	-
Share-based payments	-	-	37	-	-	-	37	-	37
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	11	8	-	-	19	(19)	-
Other items	-	-	38	-	-	-	38	(42)	(4)
<b>As of March 31, 2012</b>	<b>2,364,545,977</b>	<b>5,911</b>	<b>70,281</b>	<b>(1,857)</b>	<b>(109,551,421)</b>	<b>(3,390)</b>	<b>70,945</b>	<b>1,275</b>	<b>72,220</b>

<sup>(1)</sup> Treasury shares related to the restricted stock grants.

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

1 <sup>st</sup> quarter 2012 (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	6,618	23,096	21,411	43	-	51,168
Intersegment sales	8,234	11,815	231	45	(20,325)	-
Excise taxes	-	(804)	(3,588)	(1)	-	(4,393)
<b>Revenues from sales</b>	<b>14,852</b>	<b>34,107</b>	<b>18,054</b>	<b>87</b>	<b>(20,325)</b>	<b>46,775</b>
Operating expenses	(7,013)	(33,057)	(17,514)	(230)	20,325	(37,489)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,407)	(314)	(108)	(9)	-	(1,838)
<b>Operating income</b>	<b>6,432</b>	<b>736</b>	<b>432</b>	<b>(152)</b>	<b>-</b>	<b>7,448</b>
Equity in net income (loss) of affiliates and other items	465	92	9	117	-	683
Tax on net operating income	(3,998)	(214)	(144)	4	-	(4,352)
<b>Net operating income</b>	<b>2,899</b>	<b>614</b>	<b>297</b>	<b>(31)</b>	<b>-</b>	<b>3,779</b>
Net cost of net debt						(105)
Non-controlling interests						(12)
<b>Net income</b>						<b>3,662</b>

1 <sup>st</sup> quarter 2012 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	(25)	-	-	-	-	(25)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(25)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(25)</b>
Operating expenses	-	783	63	(65)	-	781
Depreciation, depletion and amortization of tangible assets and mineral interests	-	-	-	-	-	-
<b>Operating income<sup>(b)</sup></b>	<b>(25)</b>	<b>783</b>	<b>63</b>	<b>(65)</b>	<b>-</b>	<b>756</b>
Equity in net income (loss) of affiliates and other items	(21)	23	-	110	-	112
Tax on net operating income	6	(253)	(23)	(7)	-	(277)
<b>Net operating income<sup>(b)</sup></b>	<b>(40)</b>	<b>553</b>	<b>40</b>	<b>38</b>	<b>-</b>	<b>591</b>
Net cost of net debt						-
Non-controlling interests						(3)
<b>Net income</b>						<b>588</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income	-	783	63	-	
On net operating income	-	553	40	-	

1 <sup>st</sup> quarter 2012 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	6,643	23,096	21,411	43	-	51,193
Intersegment sales	8,234	11,815	231	45	(20,325)	-
Excise taxes	-	(804)	(3,588)	(1)	-	(4,393)
<b>Revenues from sales</b>	<b>14,877</b>	<b>34,107</b>	<b>18,054</b>	<b>87</b>	<b>(20,325)</b>	<b>46,800</b>
Operating expenses	(7,013)	(33,840)	(17,577)	(165)	20,325	(38,270)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,407)	(314)	(108)	(9)	-	(1,838)
<b>Adjusted operating income</b>	<b>6,457</b>	<b>(47)</b>	<b>369</b>	<b>(87)</b>	<b>-</b>	<b>6,692</b>
Equity in net income (loss) of affiliates and other items	486	69	9	7	-	571
Tax on net operating income	(4,004)	39	(121)	11	-	(4,075)
<b>Adjusted net operating income</b>	<b>2,939</b>	<b>61</b>	<b>257</b>	<b>(69)</b>	<b>-</b>	<b>3,188</b>
Net cost of net debt						(105)
Non-controlling interests						(9)
<b>Adjusted net income</b>						<b>3,074</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.36</b>

<sup>(a)</sup> Except for per share amounts.

1 <sup>st</sup> quarter 2012 (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Total expenditures	5,368	429	136	7	-	5,940
Total divestments	759	141	34	756	-	1,690
Cash flow from operating activities	5,624	(36)	(302)	(19)	-	5,267

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

4 <sup>th</sup> quarter 2011 (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	6,716	19,405	21,374	(3)	-	47,492
Intersegment sales	7,450	12,079	190	56	(19,775)	-
Excise taxes	-	(879)	(3,655)	-	-	(4,534)
<b>Revenues from sales</b>	<b>14,166</b>	<b>30,605</b>	<b>17,909</b>	<b>53</b>	<b>(19,775)</b>	<b>42,958</b>
Operating expenses	(6,626)	(30,368)	(17,412)	(217)	19,775	(34,848)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,455)	(830)	(122)	(9)	-	(2,416)
<b>Operating income</b>	<b>6,085</b>	<b>(593)</b>	<b>375</b>	<b>(173)</b>	<b>-</b>	<b>5,694</b>
Equity in net income (loss) of affiliates and other items	(142)	39	(29)	42	-	(90)
Tax on net operating income	(3,303)	308	(127)	(26)	-	(3,148)
<b>Net operating income</b>	<b>2,640</b>	<b>(246)</b>	<b>219</b>	<b>(157)</b>	<b>-</b>	<b>2,456</b>
Net cost of net debt						(72)
Non-controlling interests						(94)
<b>Net income</b>						<b>2,290</b>

4 <sup>th</sup> quarter 2011 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	30	-	-	-	-	30
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>30</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>30</b>
Operating expenses	-	67	42	-	-	109
Depreciation, depletion and amortization of tangible assets and mineral interests	-	(534)	(1)	-	-	(535)
<b>Operating income<sup>(b)</sup></b>	<b>30</b>	<b>(467)</b>	<b>41</b>	<b>-</b>	<b>-</b>	<b>(396)</b>
Equity in net income (loss) of affiliates and other items	(460)	(68)	(49)	21	-	(556)
Tax on net operating income	294	254	(11)	(7)	-	530
<b>Net operating income<sup>(b)</sup></b>	<b>(136)</b>	<b>(281)</b>	<b>(19)</b>	<b>14</b>	<b>-</b>	<b>(422)</b>
Net cost of net debt						-
Non-controlling interests						(13)
<b>Net income</b>						<b>(435)</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income	-	24	34	-		
On net operating income	-	40	22	-		

4 <sup>th</sup> quarter 2011 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	6,686	19,405	21,374	(3)	-	47,462
Intersegment sales	7,450	12,079	190	56	(19,775)	-
Excise taxes	-	(879)	(3,655)	-	-	(4,534)
<b>Revenues from sales</b>	<b>14,136</b>	<b>30,605</b>	<b>17,909</b>	<b>53</b>	<b>(19,775)</b>	<b>42,928</b>
Operating expenses	(6,626)	(30,435)	(17,454)	(217)	19,775	(34,957)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,455)	(296)	(121)	(9)	-	(1,881)
<b>Adjusted operating income</b>	<b>6,055</b>	<b>(126)</b>	<b>334</b>	<b>(173)</b>	<b>-</b>	<b>6,090</b>
Equity in net income (loss) of affiliates and other items	318	107	20	21	-	466
Tax on net operating income	(3,597)	54	(116)	(19)	-	(3,678)
<b>Adjusted net operating income</b>	<b>2,776</b>	<b>35</b>	<b>238</b>	<b>(171)</b>	<b>-</b>	<b>2,878</b>
Net cost of net debt						(72)
Non-controlling interests						(81)
<b>Adjusted net income</b>						<b>2,725</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.20</b>

<sup>(a)</sup> Except for per share amounts.

4 <sup>th</sup> quarter 2011 (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Total expenditures	6,300	624	379	64	-	7,367
Total divestments	447	58	479	511	-	1,495
Cash flow from operating activities	3,648	(649)	33	(238)	-	2,794

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

1 <sup>st</sup> quarter 2011 (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	6,144	19,385	20,489	11	-	46,029
Intersegment sales	6,939	10,662	239	41	(17,881)	-
Excise taxes	-	(475)	(3,952)	-	-	(4,427)
<b>Revenues from sales</b>	<b>13,083</b>	<b>29,572</b>	<b>16,776</b>	<b>52</b>	<b>(17,881)</b>	<b>41,602</b>
Operating expenses	(5,938)	(27,814)	(16,192)	(153)	17,881	(32,216)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,240)	(323)	(115)	(8)	-	(1,686)
<b>Operating income</b>	<b>5,905</b>	<b>1,435</b>	<b>469</b>	<b>(109)</b>	-	<b>7,700</b>
Equity in net income (loss) of affiliates and other items	343	89	52	15	-	499
Tax on net operating income	(3,527)	(450)	(125)	-	-	(4,102)
<b>Net operating income</b>	<b>2,721</b>	<b>1,074</b>	<b>396</b>	<b>(94)</b>	-	<b>4,097</b>
Net cost of net debt						(59)
Non-controlling interests						(92)
<b>Net income</b>						<b>3,946</b>

1 <sup>st</sup> quarter 2011 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	84	-	-	-	-	84
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>84</b>	-	-	-	-	<b>84</b>
Operating expenses	-	1,146	210	-	-	1,356
Depreciation, depletion and amortization of tangible assets and mineral interests	-	-	-	-	-	-
<b>Operating income<sup>(b)</sup></b>	<b>84</b>	<b>1,146</b>	<b>210</b>	-	-	<b>1,440</b>
Equity in net income (loss) of affiliates and other items	-	32	7	11	-	50
Tax on net operating income	(212)	(370)	(69)	-	-	(651)
<b>Net operating income<sup>(b)</sup></b>	<b>(128)</b>	<b>808</b>	<b>148</b>	<b>11</b>	-	<b>839</b>
Net cost of net debt						-
Non-controlling interests						3
<b>Net income</b>						<b>842</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income

On net operating income

1 <sup>st</sup> quarter 2011 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Non-Group sales	6,060	19,385	20,489	11	-	45,945
Intersegment sales	6,939	10,662	239	41	(17,881)	-
Excise taxes	-	(475)	(3,952)	-	-	(4,427)
<b>Revenues from sales</b>	<b>12,999</b>	<b>29,572</b>	<b>16,776</b>	<b>52</b>	<b>(17,881)</b>	<b>41,518</b>
Operating expenses	(5,938)	(28,960)	(16,402)	(153)	17,881	(33,572)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,240)	(323)	(115)	(8)	-	(1,686)
<b>Adjusted operating income</b>	<b>5,821</b>	<b>289</b>	<b>259</b>	<b>(109)</b>	-	<b>6,260</b>
Equity in net income (loss) of affiliates and other items	343	57	45	4	-	449
Tax on net operating income	(3,315)	(80)	(56)	-	-	(3,451)
<b>Adjusted net operating income</b>	<b>2,849</b>	<b>266</b>	<b>248</b>	<b>(105)</b>	-	<b>3,258</b>
Net cost of net debt						(59)
Non-controlling interests						(95)
<b>Adjusted net income</b>						<b>3,104</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.38</b>

<sup>(a)</sup> Except for per share amounts.

1 <sup>st</sup> quarter 2011 (M€)	Upstream	Refining Chemicals	Supply Marketing	Corporate	Intercompany	Total
Total expenditures	5,232	344	91	16	-	5,683
Total divestments	335	16	21	291	-	663
Cash flow from operating activities	4,643	1,058	(44)	57	-	5,714



## Reconciliation of the information by business segment with consolidated financial statements

### TOTAL

(unaudited)

1 <sup>st</sup> quarter 2012 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>51,193</b>	<b>(25)</b>	<b>51,168</b>
Excise taxes	(4,393)	-	(4,393)
Revenues from sales	46,800	(25)	46,775
Purchases net of inventory variation	(32,887)	846	(32,041)
Other operating expenses	(5,027)	(65)	(5,092)
Exploration costs	(356)	-	(356)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,838)	-	(1,838)
Other income	179	110	289
Other expense	(92)	(4)	(96)
Financial interest on debt	(187)	-	(187)
Financial income from marketable securities & cash equivalents	35	-	35
Cost of net debt	(152)	-	(152)
Other financial income	85	-	85
Other financial expense	(136)	-	(136)
Equity in net income (loss) of affiliates	535	6	541
Income taxes	(4,028)	(277)	(4,305)
<b>Consolidated net income</b>	<b>3,083</b>	<b>591</b>	<b>3,674</b>
Group share	3,074	588	3,662
Non-controlling interests	9	3	12

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

1 <sup>st</sup> quarter 2011 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>45,945</b>	<b>84</b>	<b>46,029</b>
Excise taxes	(4,427)	-	(4,427)
Revenues from sales	41,518	84	41,602
Purchases net of inventory variation	(28,611)	1,356	(27,255)
Other operating expenses	(4,702)	-	(4,702)
Exploration costs	(259)	-	(259)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,686)	-	(1,686)
Other income	74	11	85
Other expense	(59)	-	(59)
Financial interest on debt	(136)	-	(136)
Financial income from marketable securities & cash equivalents	47	-	47
Cost of net debt	(89)	-	(89)
Other financial income	75	-	75
Other financial expense	(108)	-	(108)
Equity in net income (loss) of affiliates	467	39	506
Income taxes	(3,421)	(651)	(4,072)
<b>Consolidated net income</b>	<b>3,199</b>	<b>839</b>	<b>4,038</b>
Group share	3,104	842	3,946
Non-controlling interests	95	(3)	92

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.