



**TOTAL**

# **Annual Meeting**

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**May 2005**

# Results 2004 & 1<sup>st</sup> Quarter 2005



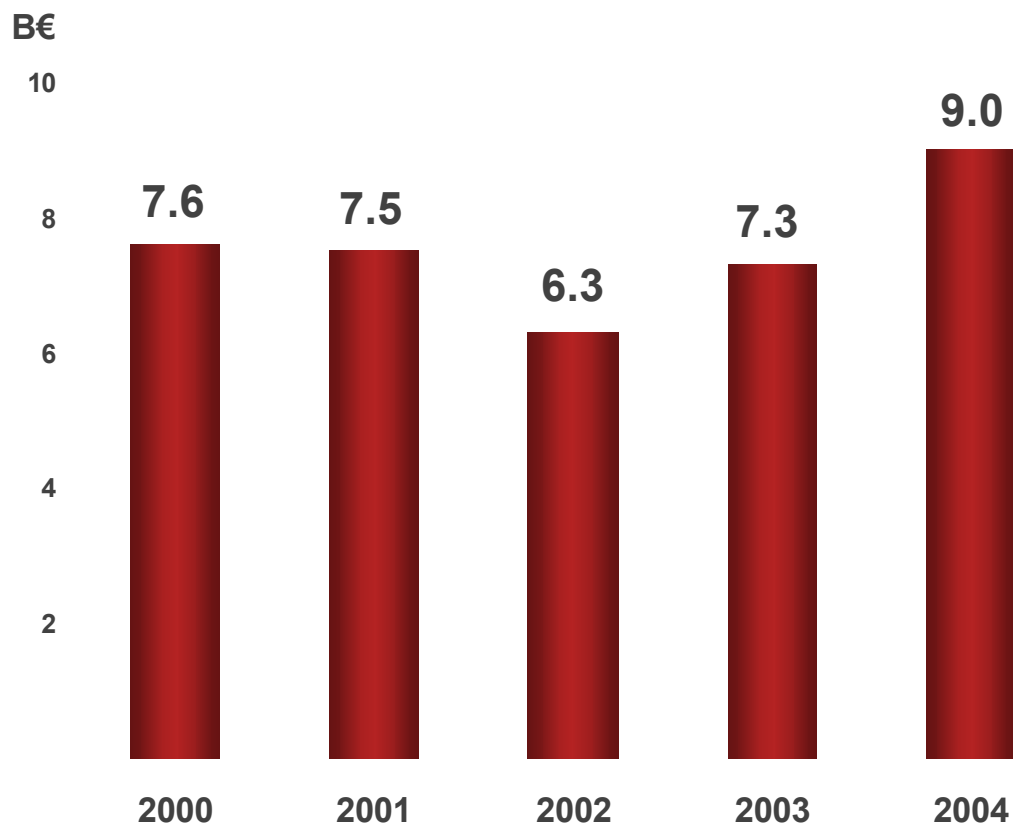
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May 2005

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# Record results for full-year 2004

## Adjusted net income

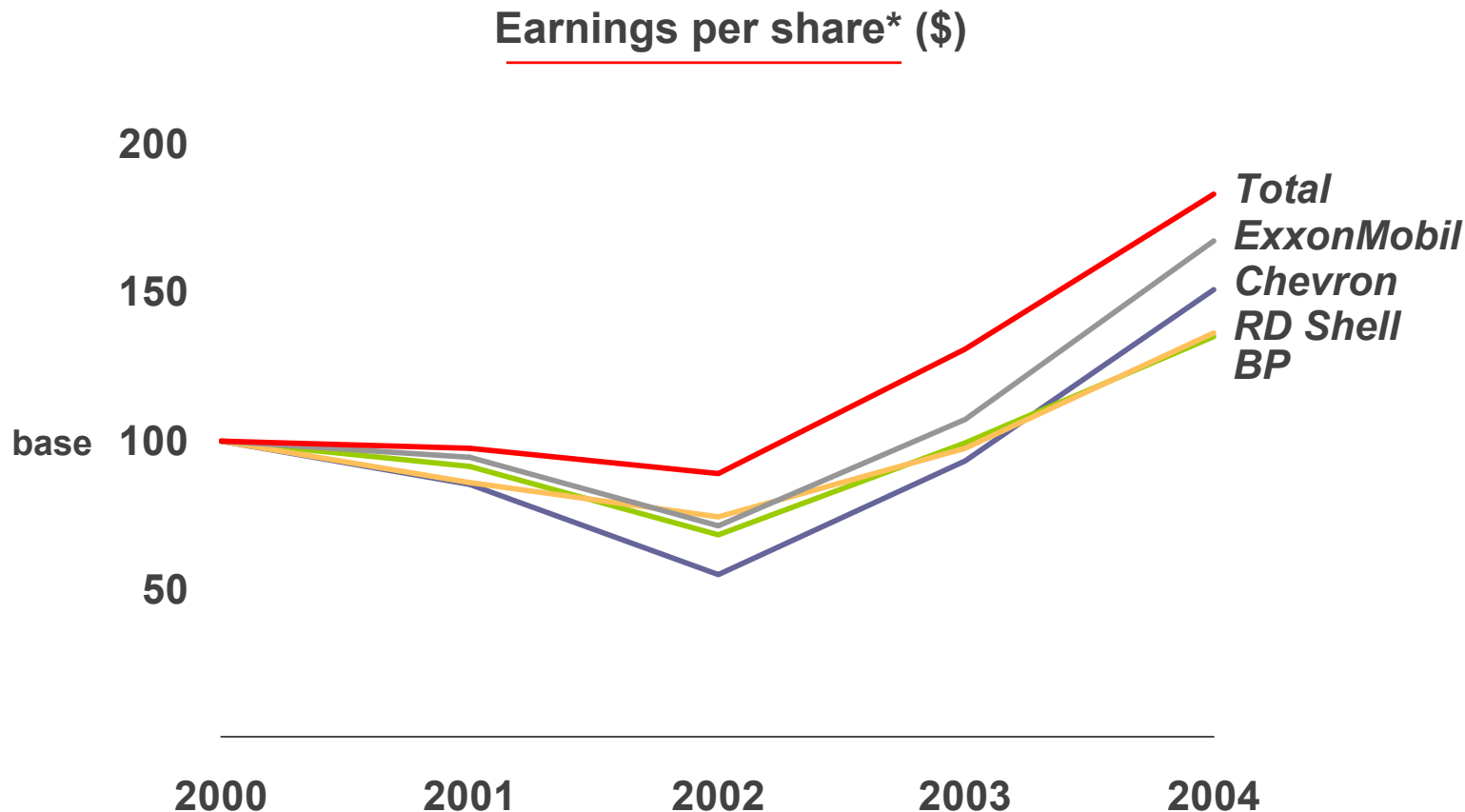


French GAAP  
adjusted for special items and, for 2004, excluding Total's equity share of amortization of goodwill and intangible assets related to the Sanofi-Aventis merger



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# Total: among the best performers since 2000



***Strong impact of buy-backs on earnings per share***

\* adjusted results, estimates for the other majors



# Total 1<sup>st</sup> quarter 2005 results : strong performance

<i>IFRS</i>		1Q 2005	1Q 2004	Change
<b>Adjusted net income*</b>	<b>B€</b>	<b>2.92</b>	<b>1.95</b>	<b>+50%</b>
<b>Adjusted earnings per share*</b>	<b>€</b>	<b>4.90</b>	<b>3.18</b>	<b>+54%</b>

- Favorable market environment
- Stronger performance in all segments

\* adjusted for special items and excluding Total's equity share of amortization of intangible assets related to the Sanofi-Aventis merger

# Upstream



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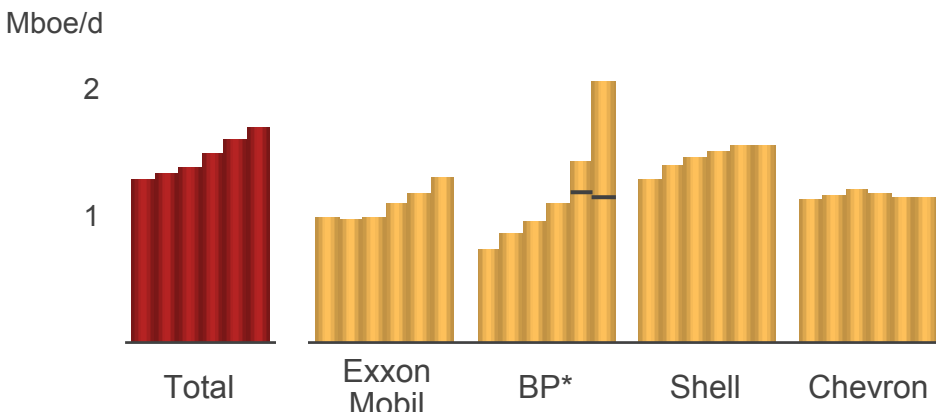
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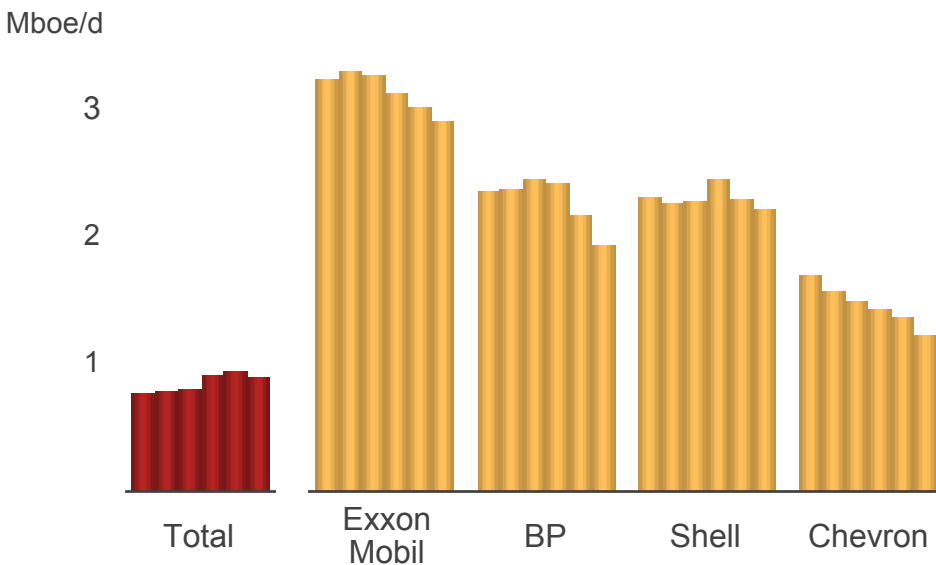
# Production base : solid and well-positioned for the future

Production profile 1999 - 2004

**Growth areas  
(non-OECD)**



**Mature areas  
(OECD)**

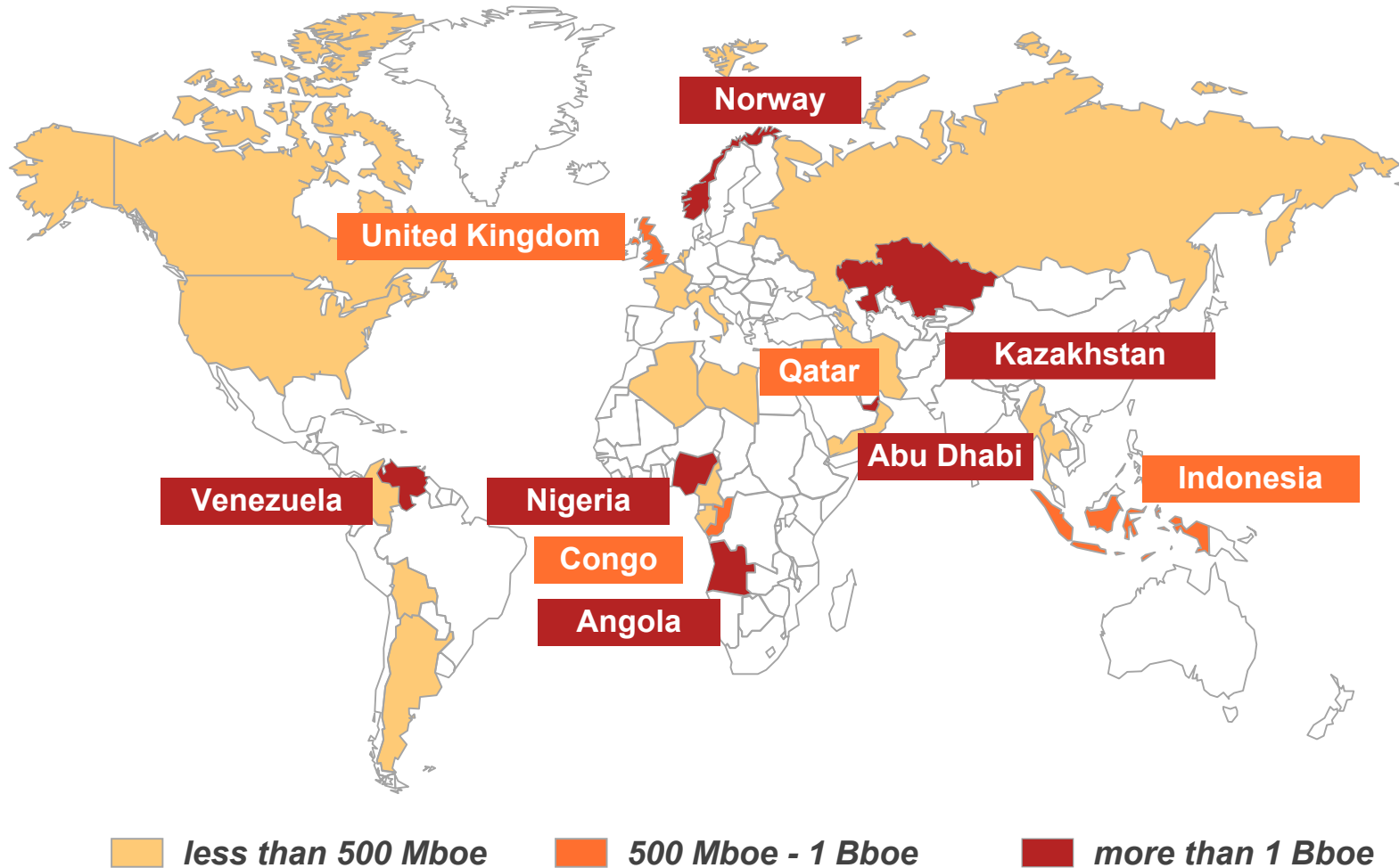


source: company reports, including share of BP in BP-TNK



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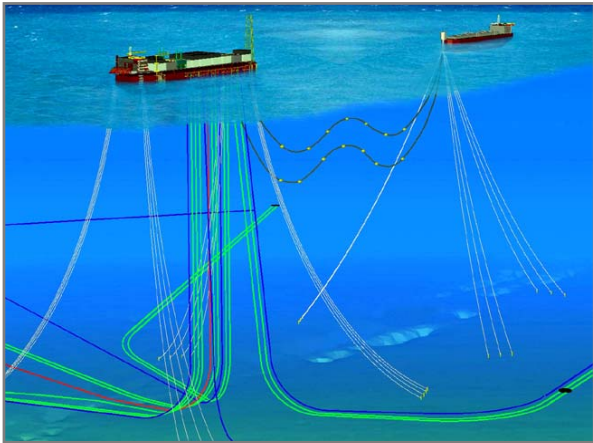
# Proved and probable reserves : close to 20 years based on current production rate\*



\* limited to proved and probable reserves covered by E&P contracts on fields that have been drilled and for which technical studies have demonstrated economic development in a Brent 25 \$/b environment

# Capitalize on existing base to sustain future growth

## Deep Offshore West Africa



- **Valorizing discoveries**
  - Nigeria, Angola, Congo
- **Ramp up major projects**
  - Kazakhstan, Azerbaijan
- **Expansions and new giant projects**
  - Yemen, Qatar, Iran, Nigeria, Angola
- **Leverage technology and integration**
  - Venezuela, Canada



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# Capitalize on existing base to sustain future growth

## Caspian Sea



- **Valorizing discoveries**
  - Nigeria, Angola, Congo
- **Ramp up major projects**
  - Kazakhstan, Azerbaijan
- **Expansions and new giant projects**
  - Yemen, Qatar, Iran, Nigeria, Angola
- **Leverage technology and integration**
  - Venezuela, Canada



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# Capitalize on existing base to sustain future growth

## Gas - LNG



- **Valorizing discoveries**
  - Nigeria, Angola, Congo
- **Ramp up major projects**
  - Kazakhstan, Azerbaijan
- **Expansions and new giant projects**
  - Yemen, Qatar, Iran, Nigeria, Angola
- **Leverage technology and integration**
  - Venezuela, Canada



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# Capitalize on existing base to sustain future growth

## Heavy oil



- **Valorizing discoveries**
  - Nigeria, Angola, Congo
- **Ramp up major projects**
  - Kazakhstan, Azerbaijan
- **Expansions and new giant projects**
  - Yemen, Qatar, Iran, Nigeria, Angola
- **Leverage technology and integration**
  - Venezuela, Canada



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# Downstream



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# Total's Downstream: leadership positions in Europe and Africa

**Western Europe**  
Largest refiner-marketer

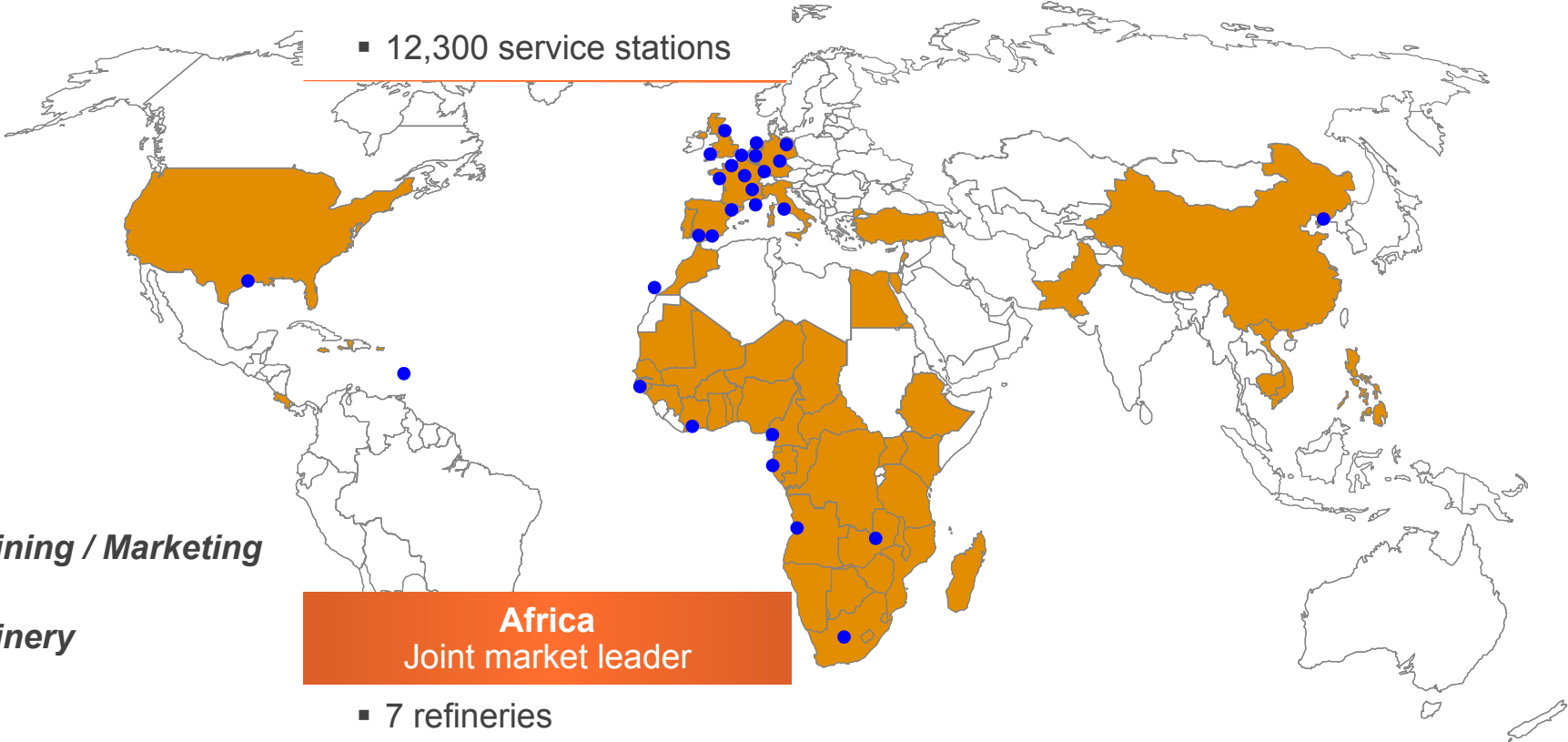
- 18 refineries
- 12,300 service stations

**Africa**  
Joint market leader

- 7 refineries
- 3,400 service stations

■ Refining / Marketing

● Refinery



# Adapting the refining system to market trends

## Investments in refining\*

M€ per year

500

400

300

200

100

2001 - 2004

2005 - 2008(e)

- Conversion units
- Energy efficiency and reduction of emissions
- Adapting to new product specs
- Safety and maintenance

\* excludes impact of capitalizing turnarounds under IFRS, approx. 140 M€/year on average over the period 2005-2008(e)



# Chemicals

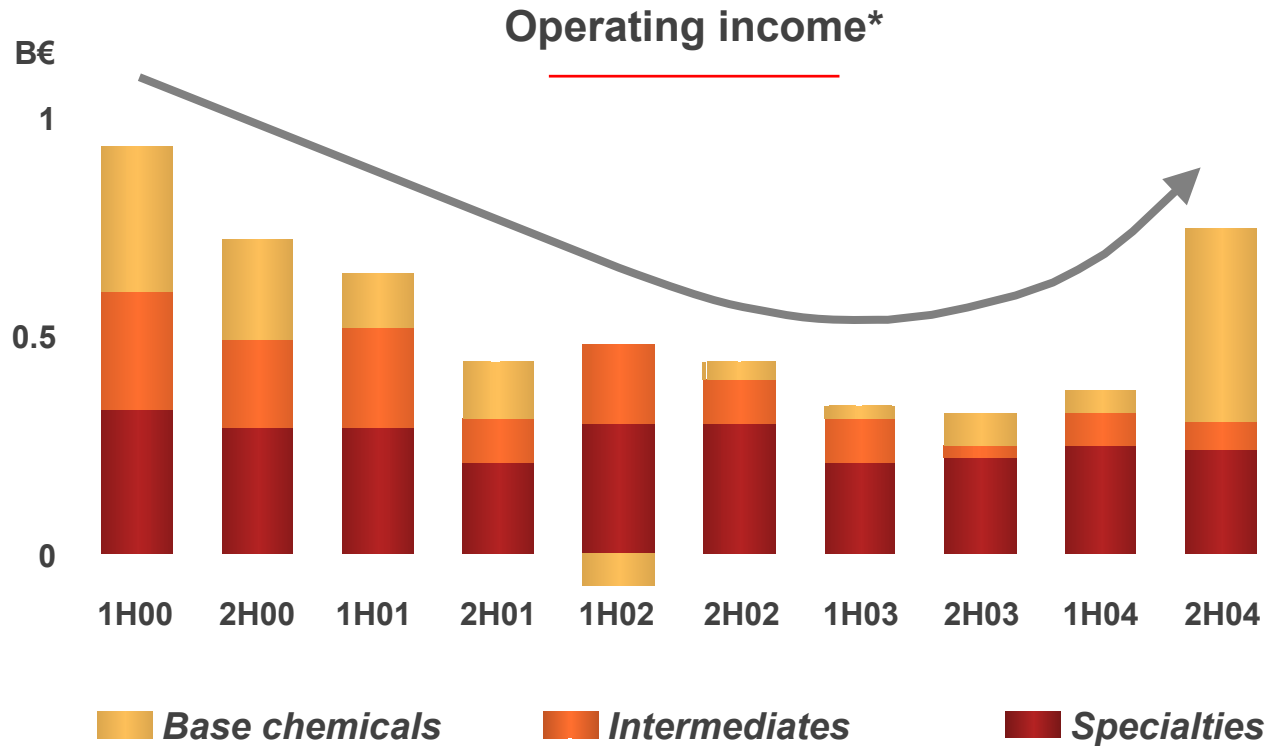


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# Chemicals rebound



- Base chemicals increased sharply
- Intermediates affected by decline in dollar
- Specialties improved across all activities

\* adjusted for special items, paints divested early 2003, created Total-Samsung JV in August 2003



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# Arkema: 2006 target for spin-off confirmed\*

## October 2004

Arkema created and management in place

## 2005

Continue self-help programs

## 2006

Completion of the operation planned for spring 2006 with Arkema's shares distribution to Total's shareholders

## Vinyl products



**3<sup>rd</sup> European producer**  
**Well-integrated line of products**

## Industrial chemicals



**N°1 to N°3 worldwide**  
**Excellent process management**

## Performance products



**Leadership in high-tech content niche markets**

\* subject to market conditions and after informing / consulting with labor representatives



# Outlook



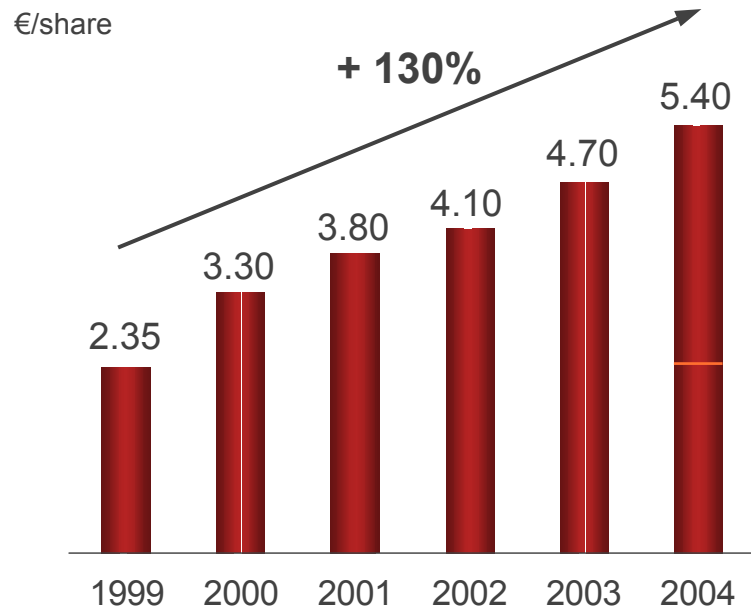
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May 2005

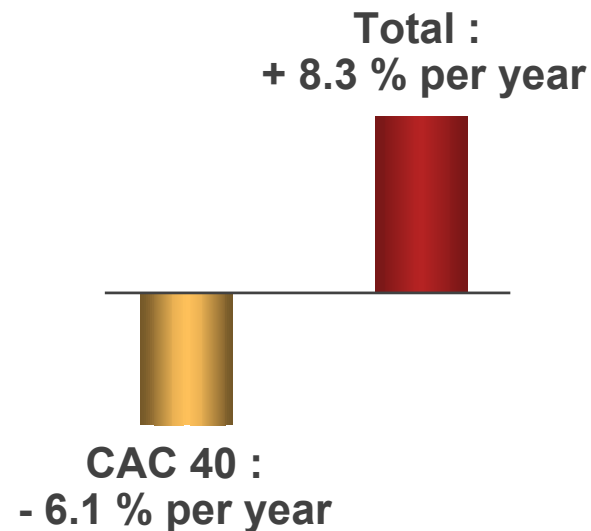
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# Continue strong dividend increase

## Net dividend of Total



## Yield\* over 5 years



***Maintain target pay-out ratio of 50% for the medium term***

2004 dividend pending approval at the May 17, 2005 AGM

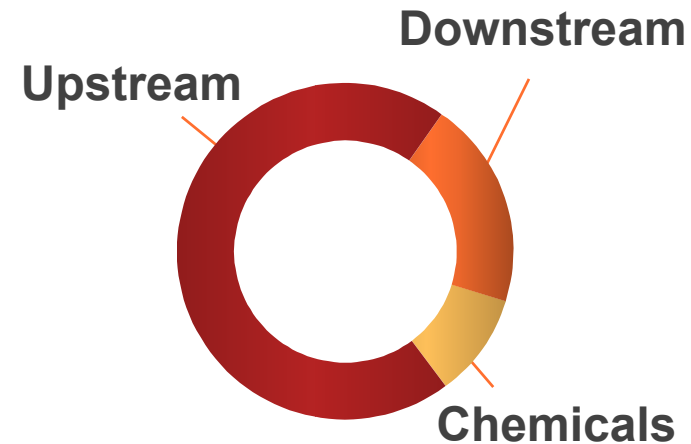
\* yield before tax (gain + gross dividend) assuming reinvestment of dividend, from year-end to year-end



# Setting the stage for future growth

- Investments grew by more than 30% between 2003 and 2005(e)
- Priorities of investment program :
  - Hydrocarbon production growth
  - Adapting the refining system
  - Development in petrochemicals
- Increased R&D programs :
  - New technologies for oil and gas
  - Curbing greenhouse gas emissions
  - Renewable energies

2005 Capex Budget :  
12 B\$



# Disclaimer

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This document may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, business, strategy and plans of Total. Such statements are based on a number of assumptions that could ultimately prove inaccurate, and are subject to a number of risk factors, including currency fluctuations, the price of petroleum products, the ability to realize cost reductions and operating efficiencies without unduly disrupting business operations, environmental regulatory considerations and general economic and business conditions. Total does not assume any obligation to update publicly any forward-looking statement, whether as a result of new information, future events or otherwise. Further information on factors which could affect the company's financial results is provided in documents filed by the Group and its affiliates with the French Autorité des Marchés Financiers and the US Securities and Exchange Commission.

The business segment information is presented in accordance with the Group internal reporting system used by the Chief operating decision maker to measure performance and allocate resources internally. Due to their particular nature or significance, certain transactions qualified as "special items" are monitored at the Group level and excluded from the business segment figures. In general, special items relate to transactions that are significant, infrequent or unusual. However, in certain instances, certain transactions such as restructuring costs or assets disposals, which are not considered to be representative of normal course of business, may be qualified as special items although they may have occurred within prior years or are likely to recur within following years.

In accordance with IAS 2, the Group values inventories of crude oil and petroleum products in the financial statements in accordance with the FIFO (First in, First out) method and other inventories using the weighted-average cost method. However, in the note setting forth information by business segment, the Group continues to present the results for the Downstream segment according to the replacement cost method and those of the Chemicals segment according to the LIFO (Last in, First out) method in order to ensure the comparability of the Group's results with those of its main competitors, notably from North America. The inventory valuation effect is the difference between the results according to the FIFO method and the results according to the replacement cost or LIFO method.

In this framework, performance measures such as adjusted operating income, adjusted net operating income and adjusted net income are defined as incomes using replacement cost, adjusted for special items and excluding Total's equity share of the amortization of intangibles related to the Sanofi-Aventis merger. They are meant to facilitate the analysis of the financial performance and the comparison of income between periods.

Cautionary Note to U.S. Investors - The United States Securities and Exchange Commission permits oil and gas companies, in their filings with the SEC, to disclose only proved reserves that a company has demonstrated by actual production or conclusive formation tests to be economically and legally producible under existing economic and operating conditions. We use certain terms in this presentation, such as proved & probable reserves, that the SEC's guidelines strictly prohibit us from including in filings with the SEC. U.S. Investors are urged to consider closely the disclosure in our Form 20F, File N° 1-10888, available from us at 2, place de la Coupole - La Défense 6 - 92078 Paris la Défense cedex - France. You can also obtain this form from the SEC by calling 1-800-SEC-0330.



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