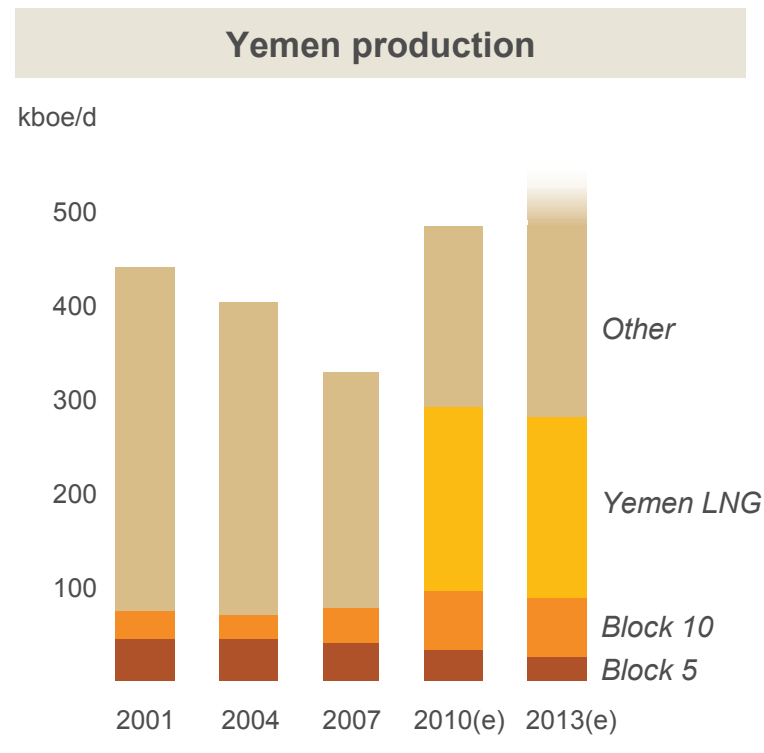
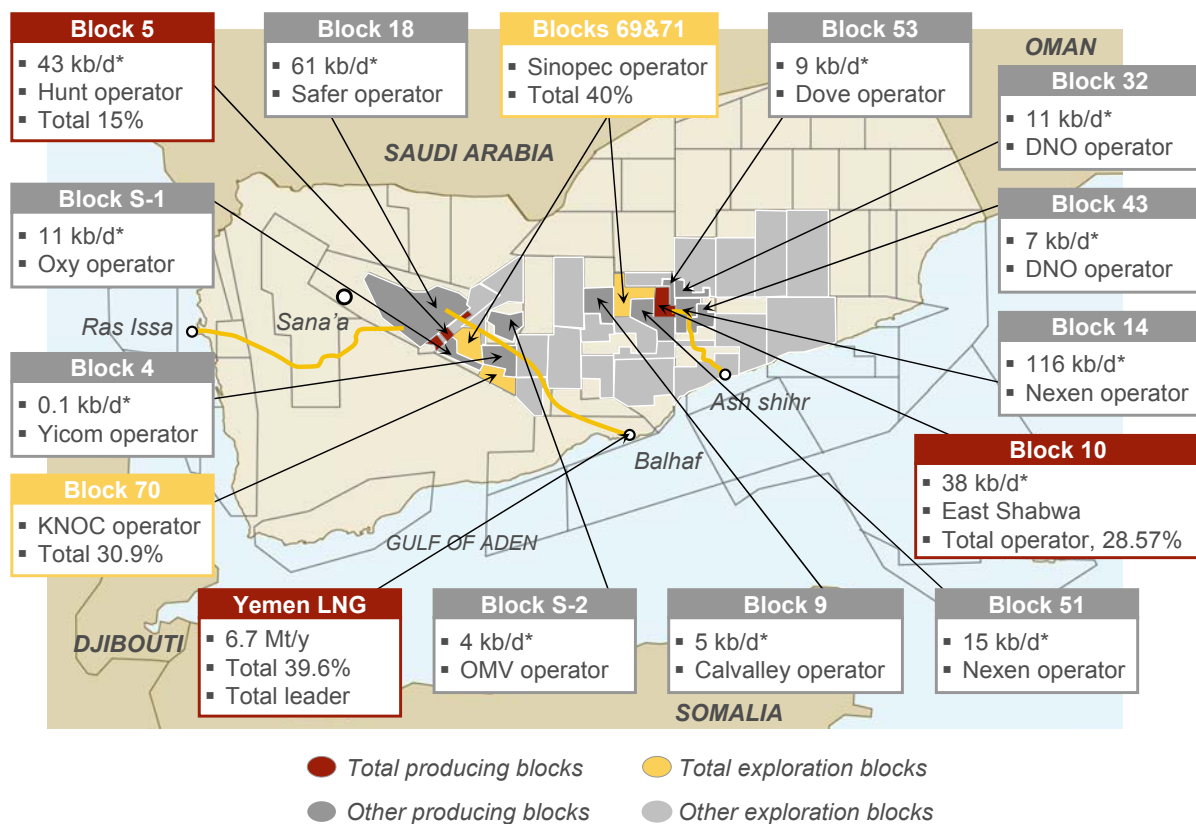


Total in Yemen

Martin Deffontaines
General Manager, Total E&P Yemen



Total : largest foreign investor in Yemen



Yemen LNG : largest oil and gas development in Yemen

Total's projects participation in Yemen's production to increase from 25% in 2007 to close to 50% in 2013(e)

* source : Minister of Oil and Minerals, 2007 production

Strong historical presence



1947 – Total geologist in Hadramout

1930 : Total, shareholder of the Irak Petroleum Company

1987 : Signature of the PSA for Block 10 East Shabwa

1992 : Discoveries by Total on Blocks 5 & 10

1996 : Production launched on Block 5

1997 : Production launched on Block 10

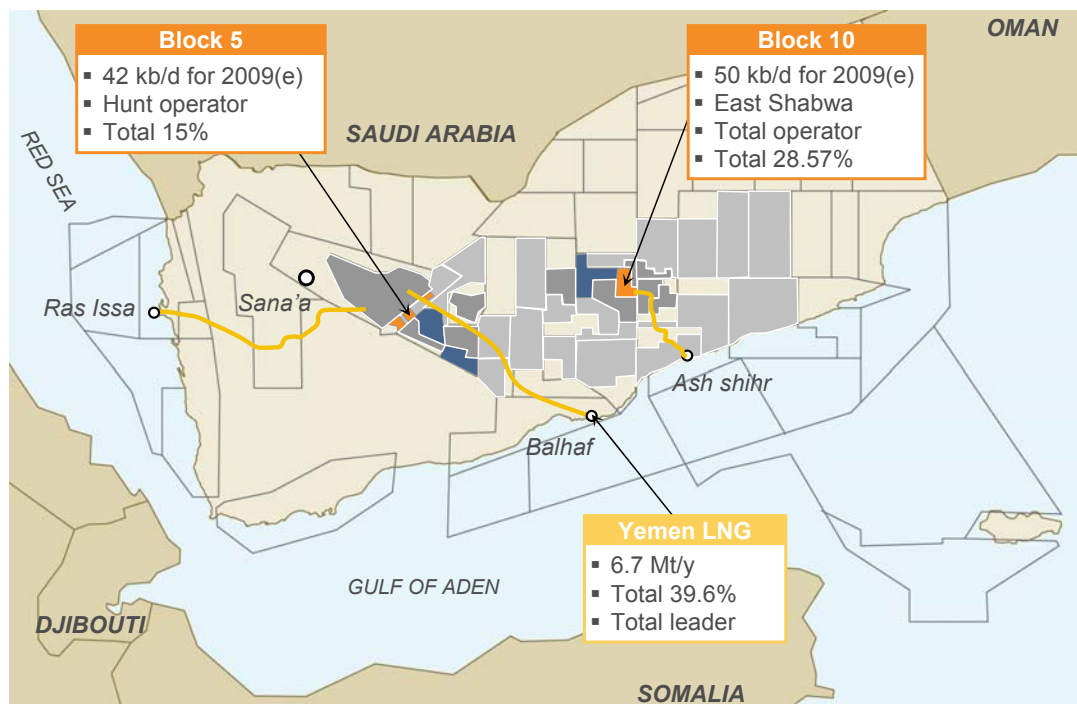
2003 : Basement production launched
50 Mb cumulative production on Block 10

2005 : Yemen LNG project kick-off

2007 : Total, shareholder on Blocks 69 & 71

2008 : 100 Mb cumulative production on Block 10
Total, shareholder on Block 70

Yemen : changing scale in 2009 by starting up Yemen LNG



Block 5

- 42 kb/d for 2009(e)
- Hunt operator
- Total 15%

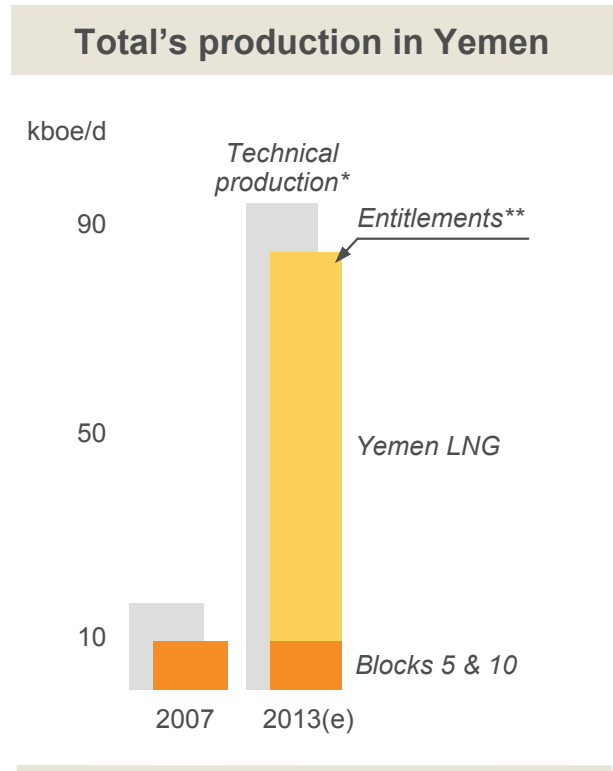
Block 10

- 50 kb/d for 2009(e)
- East Shabwa
- Total operator
- Total 28.57%

Yemen LNG

- 6.7 Mt/y
- Total 39.6%
- Total leader

- Total producing blocks
- Total exploration blocks
- Other producing blocks
- Other exploration blocks



Recent farm-in into exploration Blocks 69, 70 and 71
New outlook for Block 10 : unconventional basement reservoir
Significant exploration potential on existing blocks

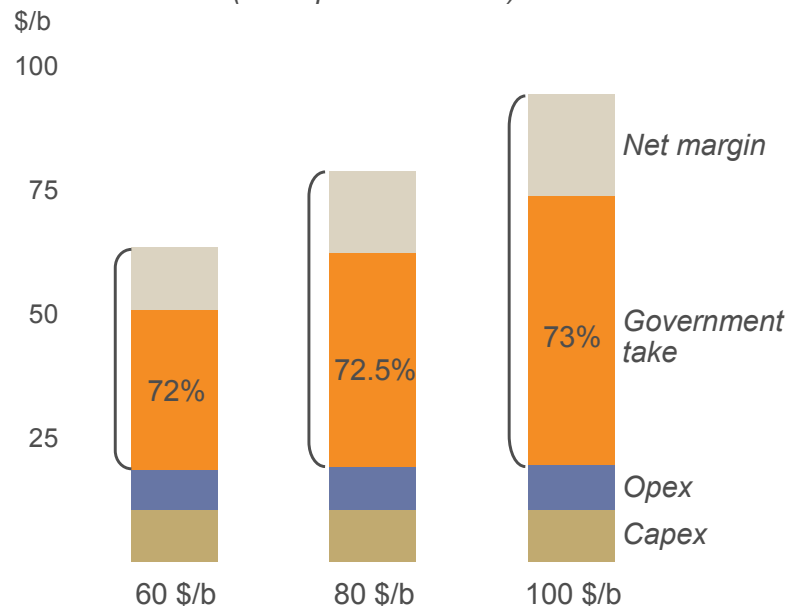
* technical production defined as equity share of wellhead production
 ** entitlement production, Total share



Growing value for Total

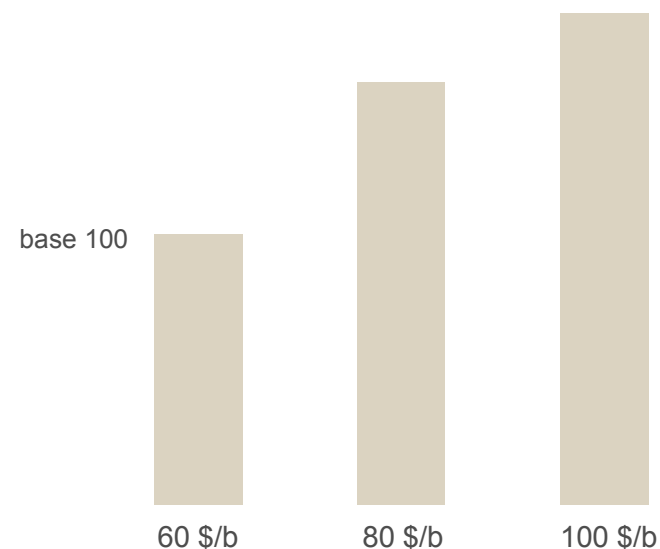
Typical profit sharing in Yemen

(Example of Block 10)



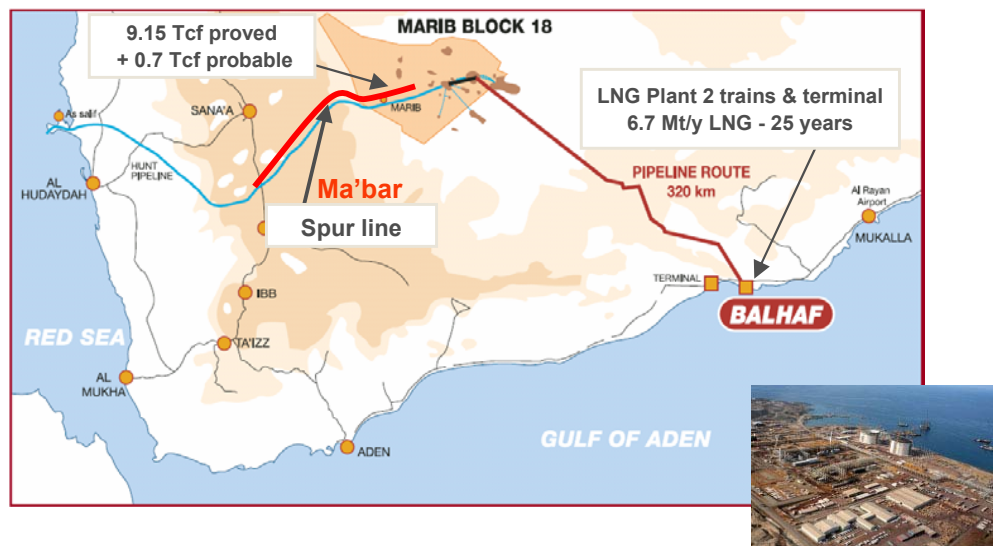
Total's operating cash flow in Yemen in 2013(e)

(in \$/boe)

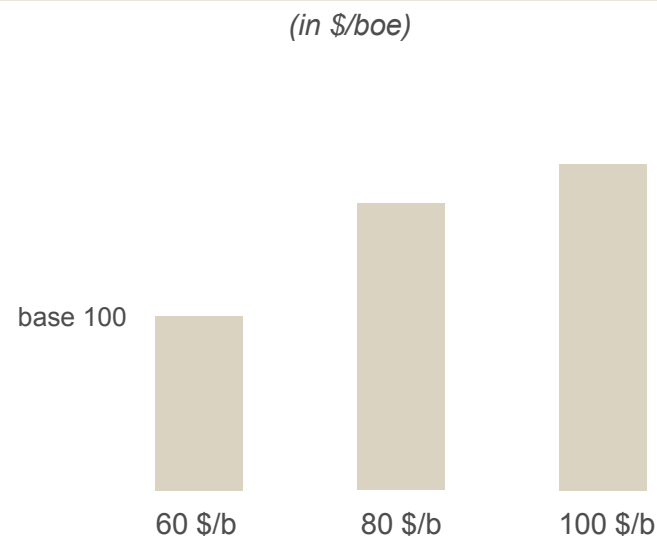


Significant added value from Yemen LNG
Large exploration opportunities should add further value

Yemen LNG : largest industrial project in Yemen



Yemen LNG's operating cash flow in 2013(e)



> Total leader, 39.6%

- 2 trains of 3.35 Mt/y each
- Completion : approx. 85%

> Supply coming from Marib Block 18

- Operated by SEPOC

> 25 years of production

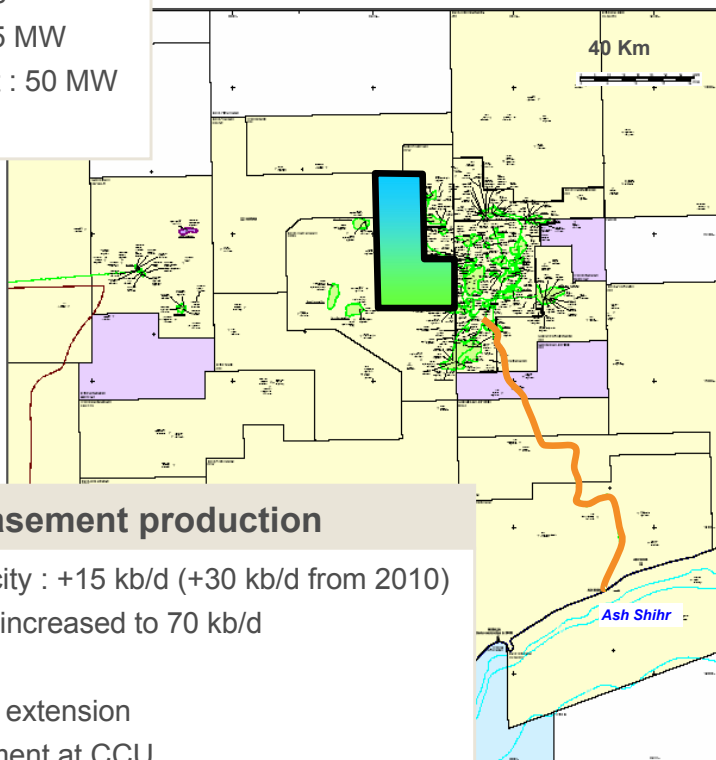
> Upstream fee paid to YGC and YEPC

***Benefiting from low cost development Capex
Long-term LNG purchase by Total of 2 Mt/y***

Total E&P Yemen : enhancing production from Block 10

Reducing flaring

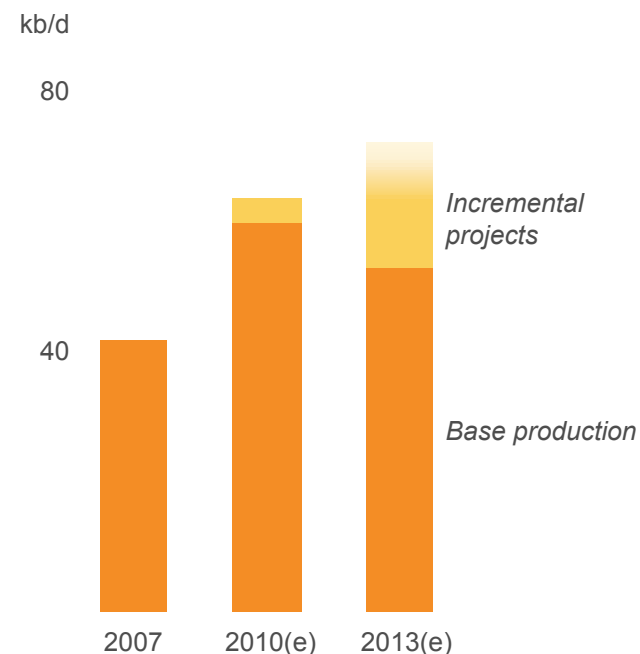
- Valorizing associated gas
- Regional power plant : 25 MW
- Block 10 gas power plant : 50 MW
- Gas export to Block 14



Improving basement production

- Basement process capacity : +15 kb/d (+30 kb/d from 2010)
- 12" export line : capacity increased to 70 kb/d
- 3 active rigs
- Central compression unit extension
- Second train water treatment at CCU

Block 10 technical production*



Improving reliability, safety and energy efficiency
Developing basement reservoirs

* at 100%

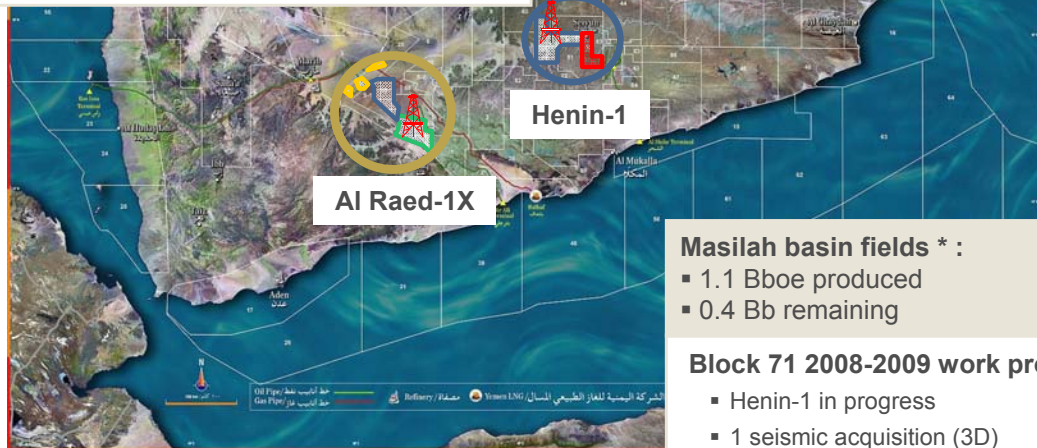
Total E&P Yemen : significant exploration potential

Marib basin fields* :

- 1 Bboe produced
- 0.5 Bb + 10 Tcf remaining

Blocks 69&70 2008-2009 work program :

- Block 69 : 1 well
- Al Raed-1X in progress
- ➔ 1 seismic acquisition (3D) if successful



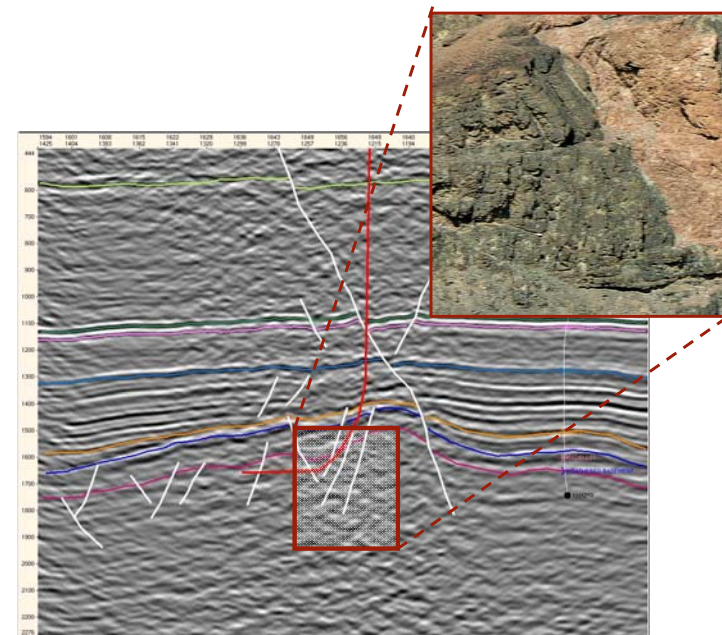
Masilah basin fields* :

- 1.1 Bboe produced
- 0.4 Bb remaining

Block 71 2008-2009 work program :

- Henin-1 in progress
- 1 seismic acquisition (3D)

Typical basement seismic



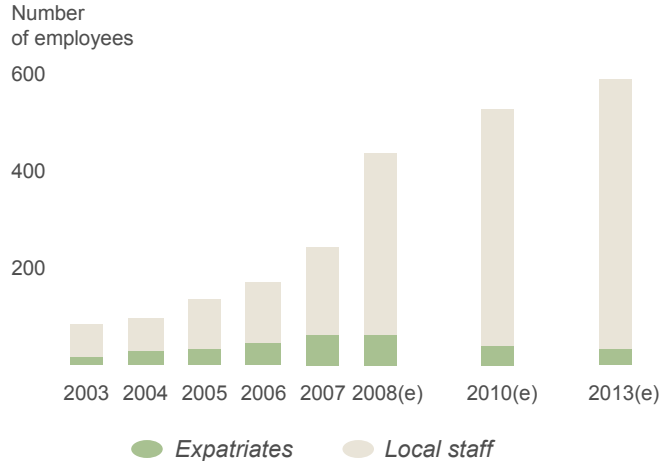
- Partnerships with key Chinese and Korean companies
- Gas exploration potential yet to be evaluated
 - Tests on Henin-1 in progress
- 12 Total geoscience engineers and 4 contracted staff supported by headquarter for Block 10 field management and exploration supervision

- Exploration potential almost entirely in basement
 - Total expertise in this area is a competitive advantage
- Basement on Block 5 yet to be appraised

* public sources

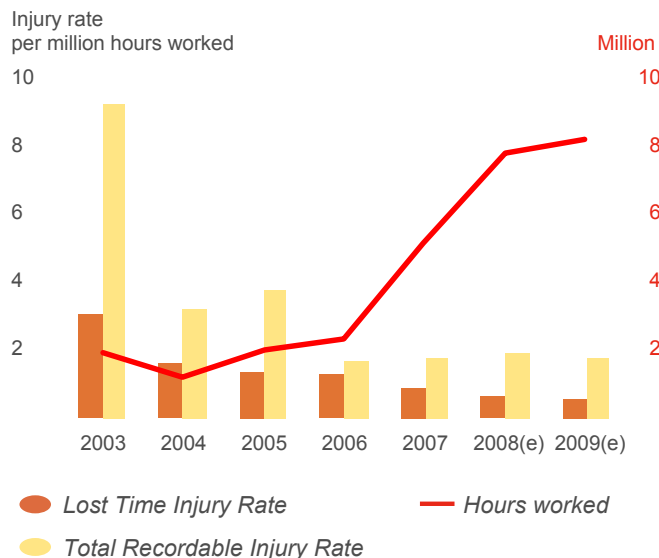
Total E&P Yemen : demonstrating operational excellence

Total E&P Yemen employees



- **On track to reach more than 90% of Yemeni employees objective**
 - Intensive recruitment program : 190 Yemeni employees recruited in 2008(e)
 - 1 Yemeni at Management Committee and 7 Yemeni employees expatriated
- **Importance of training and education**
- **Benefiting from low turnover**

Total E&P Yemen injury rate

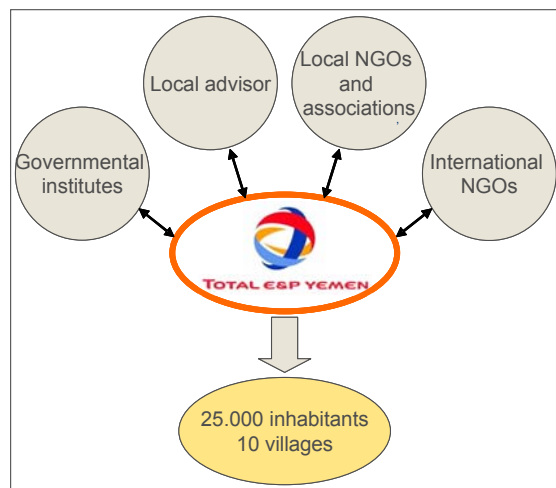


- **Development of HSE specific training program**
 - Reducing car accidents
 - Contractors level of safety standards still to be improved

Development of Total in Yemen based on skilled and trained manpower

Total E&P Yemen : promoting local initiatives for population

Before 2007

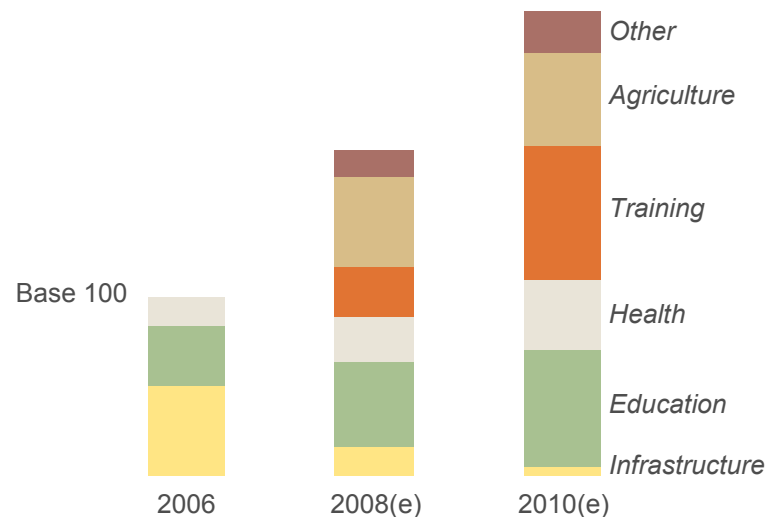


New model :

Central role of local development committee



Total E&P Yemen CSR spending



> Reevaluation of Total's policies in 2007

- Closer collaboration with stakeholders from civil society
- New partnerships : OXFAM, Al Ertiqa, Ideales...

> New organization with local development committees

> Progressively leaving further infrastructure development to the Authorities

> Concentrating on local initiatives

- A training center in Sah (Hadramout) gathers 130 local inhabitants : literacy, foreign languages, handicraft, micro-credit...
- Focus on agricultural development of the Sah district

Increasing Total's involvement and responsibilities in local development in proportion with the fast growing operations thanks to a new organization and relationships with stakeholders

Disclaimer

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 with the French Autorité des Marchés Financiers and the US Securities and Exchange Commission.

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 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.

The adjusted results of the Downstream and Chemical segments are also presented according to the replacement cost method. This method is used to assess the segments' performance and ensure the comparability of the segments' results with those of the Group's main competitors, notably from North America.

In the replacement cost method, which approximates the LIFO (Last-In, First-Out) method, the variation of inventory values in the income statement is determined by the average price of the period rather than the historical value. The inventory valuation effect is the difference between the results according to FIFO (First-In, First-Out) and replacement cost.

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 and probable reserves", "reserve potential", "exploration potential" and "resources", 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 20-F, File N° 1-10888, available from us at 2, place Jean Millier - La Défense 6 - 92400 Courbevoie - France. You can also obtain this form from the SEC by calling 1-800-SEC-0330.