

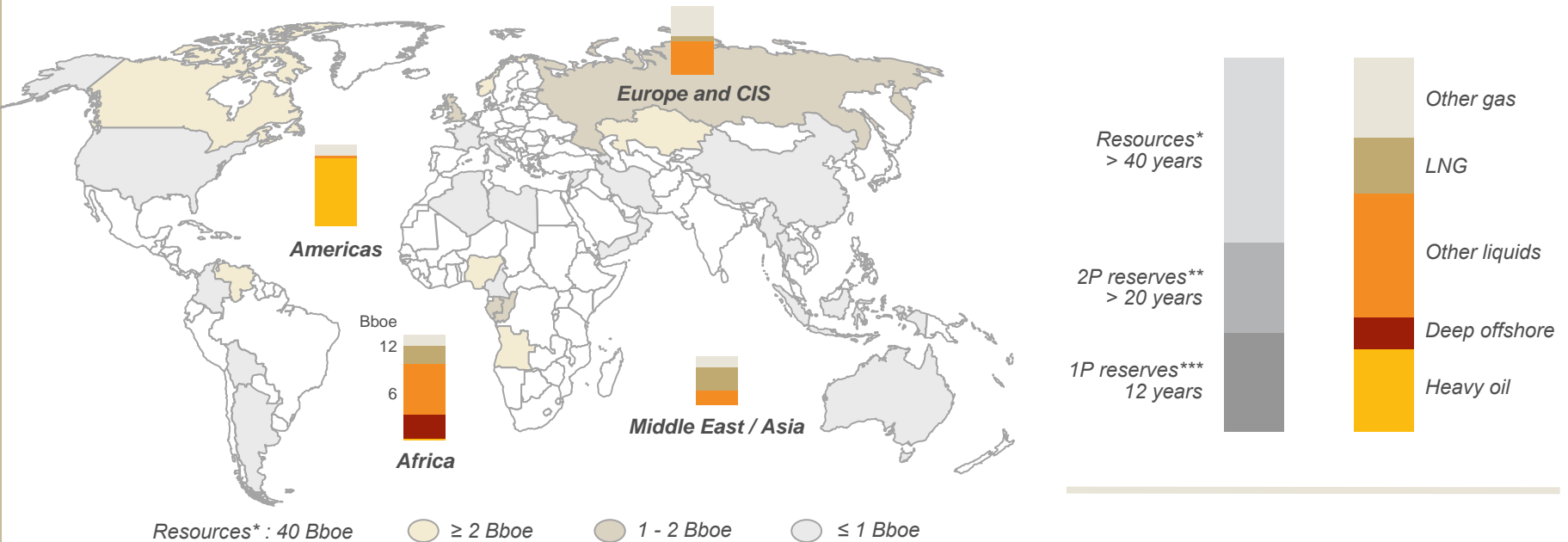
Sustainable business model

Oil and gas portfolio provides more than 40 years of resources

Resources by region and technology*

Resources* : 40 Bboe

(at December 31, 2007)



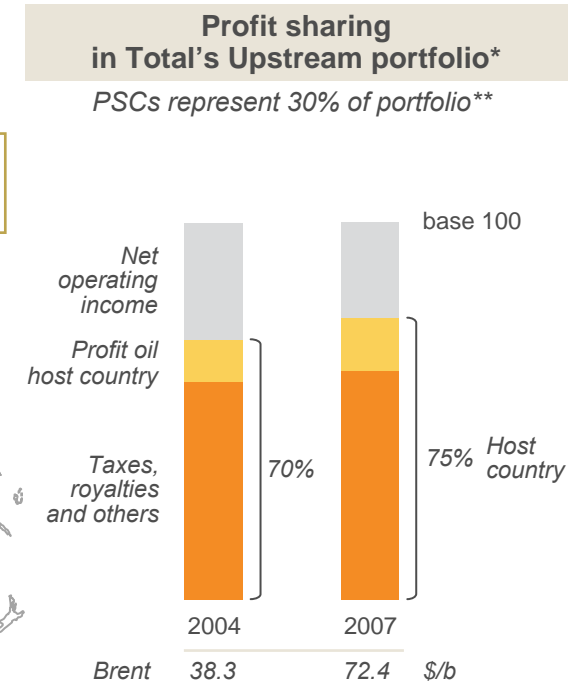
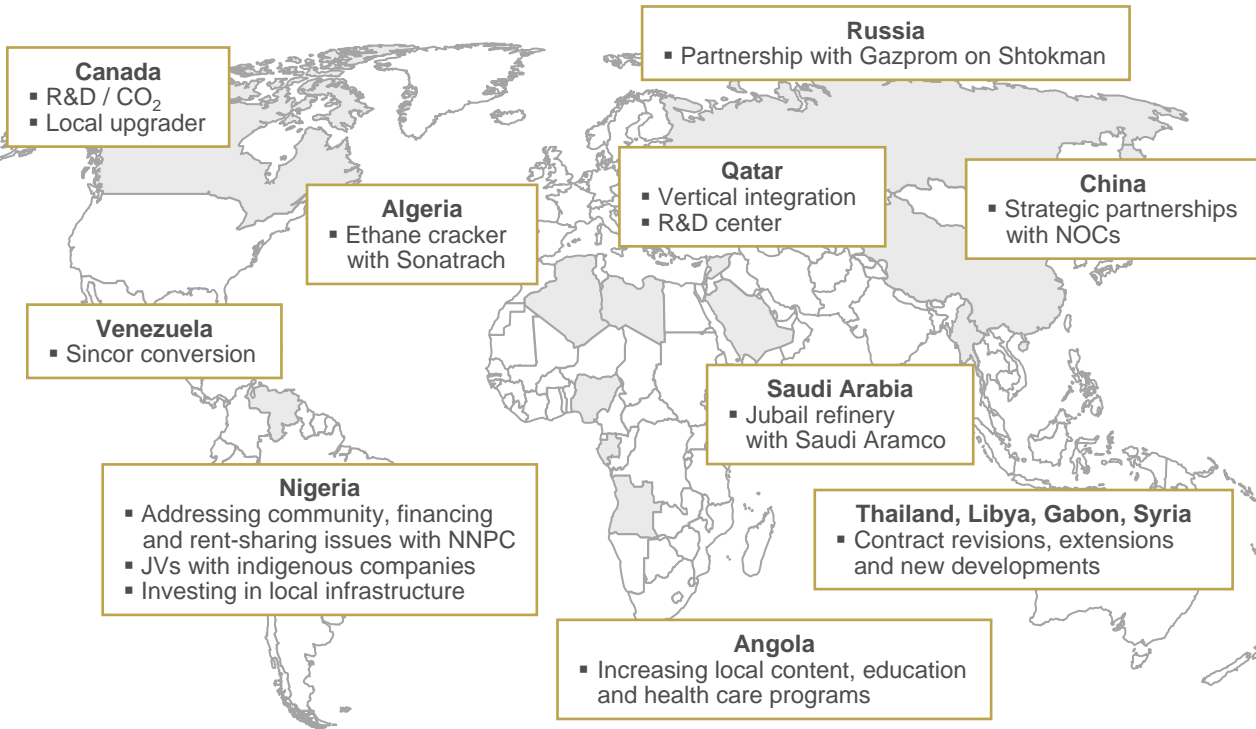
Strong exposure to high-growth high-value segments
Diversified portfolio offering balanced risks rewards
Significant upside thanks to R&D

* proved and probable reserves at year-end 2007 plus contingent resources (SPE-PRMS)

** limited to proved and probable reserves estimated at year-end 2007 using company price assumptions, covered by E&P contracts on fields that have been drilled and for which technical studies have demonstrated economic development, also includes tar sands to be developed with mining

*** reserves of consolidated subsidiaries (FAS 69) and share of equity affiliates and non-consolidated companies

Increasing acceptability to secure long-term opportunities



- Strategic partnerships with NOCs
- Well balanced profit sharing
- Quality of project execution
- Safety and reliability of assets
- Environmental excellence
- Contribution to the development of host countries

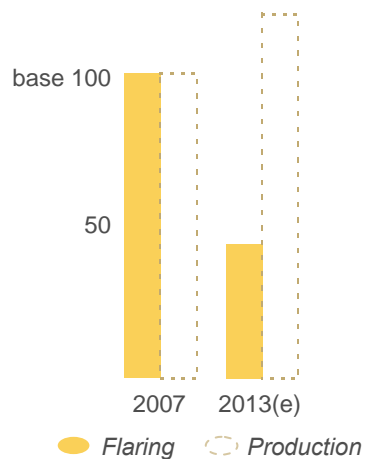
Sustainability and value creation over the long term

* average per boe, based on producing portfolio, excluding Gas & Power

** based on proved and probable reserves

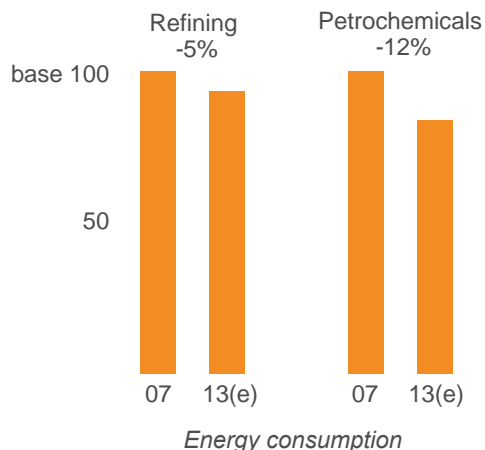
Strengthening the portfolio while contributing to energy efficiency and limitation of CO₂ emissions

Flaring reduction*



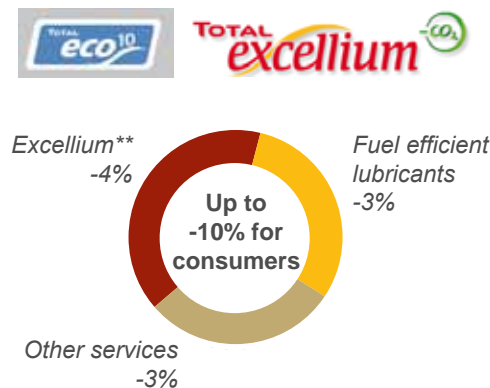
Improving energy efficiency

Estimated savings of approx. 150 M\$/y



Innovative products and services

To reduce fuel consumption and CO₂ emissions



- Valorizing associated gas through LNG
- Increasing reinjection and improving recovery rate
- Studying CO₂ capture for sustainable development of heavy oil
- Continuously improving energy efficiency thanks to R&D and investments
- Developing new high added value products and services to reduce consumption and emissions
- R&D and partnerships on biofuels to optimize environmental, economic and societal performance

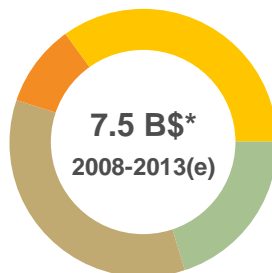
Increasing resilience of the portfolio

* reduction in flaring by Total-operated oil and gas production facilities compared to Total's estimated technical production growth
 ** compared to conventional road fuels

Anticipating tomorrow's needs

Increasing leverage to R&D

Environmental performance : 10%
Air, water, biodiversity
CO₂ capture and sequestration

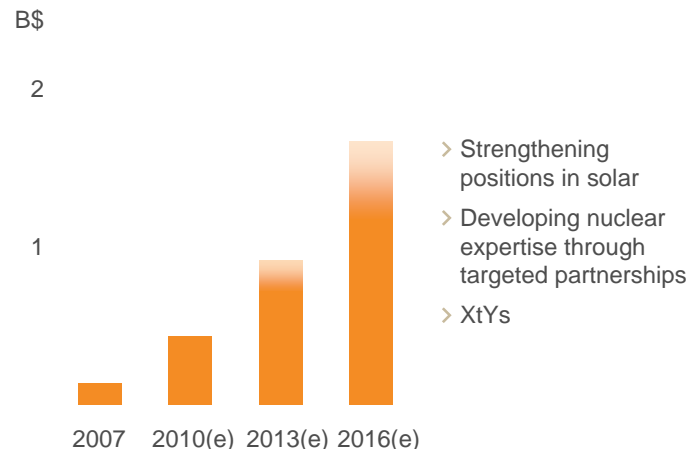


Products : 35%
Competitiveness
New markets
Environmental impact
Energy efficiency for customers

Resources : 35%
Exploration efficiency
EOR
Oil sands
Photovoltaic, biomass

Innovative technologies & process optimization : 20%
Asset efficiency and reliability
Conversion, XtYs pilots

Capital employed in new energies



- > R&D : 1 B\$ in 2008, +20% compared to 2007 and projected to increase by 10% per year on average
- > 20% of R&D leveraged through partnerships or capital development, mainly for new energies and environment

Supporting growth potential in oil and gas through new technologies
Improving industrial and product efficiency and reducing environmental impact
Accelerating the development of core competencies in new energies

* based on 1 € = 1.4 \$