



Chemicals

enhancing our daily lives



TOTAL



PROFILE OF THE TOTAL GROUP

Total is a multinational energy company committed to leveraging innovation and initiative to provide a sustainable response to humankind's energy requirements.

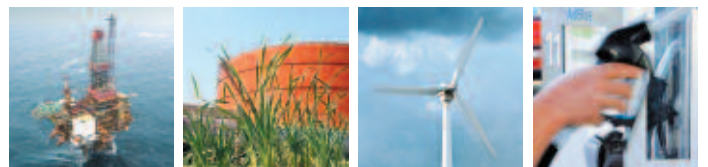
The fourth largest publicly-traded integrated oil and gas company* and a world-class chemicals manufacturer, Total operates in more than 130 countries and has 95,000 employees.

In addition to conducting our business according to the highest standards of professional behavior, we maintain an ongoing commitment to transparency, dialogue and respect for others.

We are strategically dedicated to meeting the challenges faced by all our businesses when developing natural resources, protecting the environment, integrating our operations into host country cultures, and dialoguing with civil society.

TOTAL IN FIGURES

- **Turnover in 2006** € 154 billion
- **Production** in 2006: 2.36 million barrels of oil equivalent/day
- **Refining capacity:** 2.7 million barrels/day
- **Service station network:** nearly 17,000 outlets worldwide

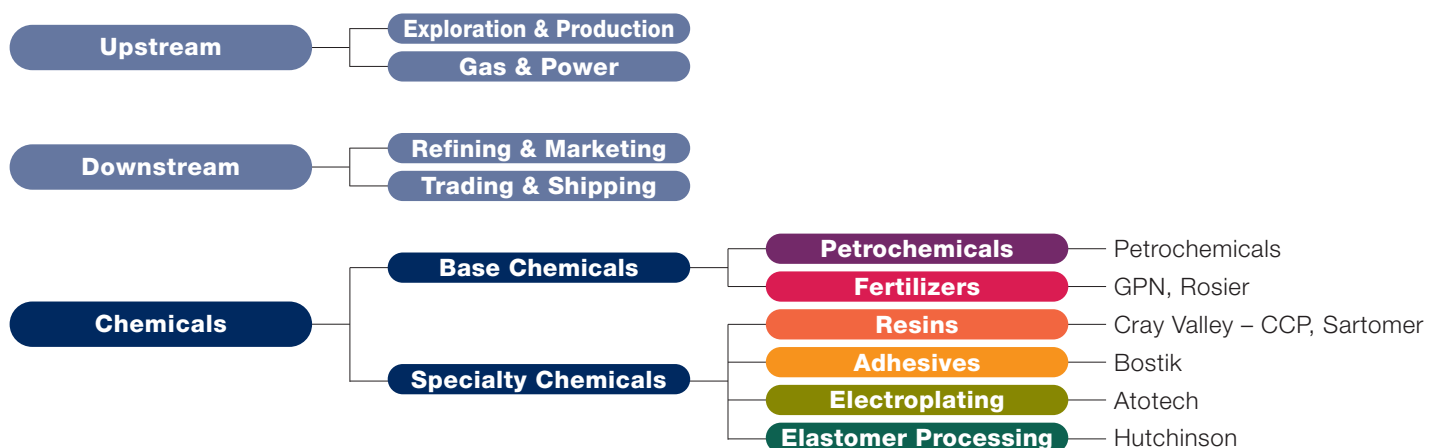


* based on market capitalization at year-end 2006

Total's Chemicals

Total's Chemicals activities are perhaps less well known than our oil and gas business, but the Group's integrated chemicals businesses are highly regarded and are among the European and world leaders in each of their markets. Total boasts top-flight companies in segments ranging from petrochemicals and specialty products to rubber processing. The products developed by dynamic chemicals subsidiaries, with their strong focus on innovation and respect for the environment, continue to enhance the comfort and well-being of consumers all around the world. Products that have a thousand and one uses throughout our daily lives.

TOTAL GROUP ORGANIZATION



Innovation, our top priority

In both base chemicals and specialty products, Total's chemicals businesses have earned their letters of nobility by always giving top priority to innovation. Thanks to our numerous research and development programs we have forged a leading position in the industry, helping our client companies become more competitive by supplying reliable and economical products that closely match their needs. Whether working on adhesives or on polymers derived from base chemicals, our research teams constantly strive to enhance the performance of our customers' own products. Improving the quality of life today is also a way of preparing for tomorrow. Alongside our ongoing desire to improve existing products, our Chemicals segment plays an active part in developing new chemicals, and our R&D programs have already given rise to hundreds of revolutionary technologies. Total's Chemicals segment has posted a number of breakthroughs in process research, particularly in the field of catalysts, while also developing whole new families of high-performance products that are dramatically changing our daily lives. But this progress is only really worthwhile if it is sustainable. So all of our chemicals businesses factor in the environmental impact of their products and processes right from the research phase and they try to reduce that impact all the way through to product end-of-life.





TOTAL CHEMICALS IN FIGURES

Total's Chemicals segment includes a broad range of activities from base chemicals (petrochemicals and fertilizers) and specialty chemicals (resins, adhesives, electroplating and rubber processing). Our Chemicals subsidiaries are among the European and world leaders in each of their markets.

- **Turnover** in 2006: €19.2 billion
- **Breakdown of turnover** in 2006: Europe 57%, North America 27%, with most of the remainder in Asia and Latin America
- **Employees** (end 2006): 46,000
- **Production plants:** 250 worldwide
- **R&D:** 3,360 people, € 327 million (including € 236 for specialties)

Exceptional formulations and processes for everyday products

As a close partner to all sectors of industry, our Chemicals segment serves numerous different customers in the automotive industry, transport, packaging, the construction industry, sports and leisure, health and hygiene, and the beauty segment. Total products go into both industrial and consumer products and in both cases they help enhance our well-being and our daily lives.



Petrochemicals

● Among the leaders

Total Petrochemicals, which manufactures both base chemicals and polymers used in consumer products (polyethylene, polypropylene and polystyrene), is the fifth-largest petrochemicals company in the world. Our integrated petrochemicals expertise is a natural extension of the Group's exploration & production and refining activities, enhancing valorization of Total's hydrocarbons (particularly in the Middle East) and production from refineries in both Europe and the United States. The base chemicals and processes developed by Total Petrochemicals, the fruit of long research, are used to produce a wide range of products that both facilitate and beautify our daily lives. As a close partner to industrial players – automotive, construction, packaging, hygiene and cosmetics – as well as firms producing consumer goods, Total Petrochemicals works alongside its customers to ensure that their products are constantly improved. Many of the products that make up our daily lives, from food packaging and baby diapers to plastic toys and water bottles, are partially “made by Total Petrochemicals” without consumers ever realizing it.



- **17 production sites** (Europe, United States, Middle East, Asia)
- **3 research centers** (France, Belgium, United States)
- **1 Technical Center** (Lyon, France)
- More than **7,000 employees**
- **Turnover in 2006:** € 11.5 billion
- www.totalpetrochemicals.com



Fertilizers



● World names in fertilizers: GPN and Rosier

For nearly a century now, **GPN** has been cultivating the art of taking nitrogen from the air and turning it into plant fertilizer, and as the leading producer in France the company is a reference in the agricultural sector. Furthermore, for the past twenty years GPN has not just been helping to boost soil productivity so as to feed a growing population, the company has also been encouraging farmers to adopt a rational approach to fertilization.

In addition to producing fertilizers, GPN has been diversifying into complementary segments: the company supplies the transport industry with a number of solutions for reducing pollutant atmospheric emissions and it serves the mining and quarrying industry by supplying the ammonium nitrates needed to make industrial explosives. GPN is now also developing an Engineering and Process business that should soon be designing and installing chemicals plants in many parts of the world.

Total's **Rosier** subsidiary, based in Moustier, Belgium and with a subsidiary of its own (Zuid-Chemie) in the Netherlands, has been manufacturing mineral fertilizers for more than a hundred years. The company produces three families of environment-friendly fertilizers (Rosafert®, Rosaliq® and Rosasol®), meeting the needs of open-air farmers and glass-house operators all over the world. Rosier products are marketed in more than 80 countries, providing the nutritional input needed by crops at all stages in their growth. Like GPN, Rosier promotes a rational approach to crop growing, so that Nature will be more bountiful and protected at the same time.



- **GPN: 4 production sites** in France, **1,000 employees** (end 2006)
- **Rosier: 2 production sites** (Belgium, Netherlands), **225 employees** (end 2006)
- **Turnover in 2006 (fertilizers):** € 600 million
- www.gpn.com - www.rosier.com

Specialty chemicals

● Cray Valley, CCP and Sartomer: leading resins manufacturers

The Group also produces high-tech resins. Cray Valley and Cook Composites and Polymers (CCP) are the world's leading manufacturers of structural resins for the building industry, the automotive sector, boat building, leisure equipment, etc. In today's world, these composite materials – light, colorful, tough, yet supple too – have a very wide range of industrial applications. Thanks to its resins and coating additives, Cray Valley is also leading supplier of decorating paints, stains, coatings, inks and graphics arts fluids as well as adhesives. A complementary subsidiary, Sartomer, specializes in photocure resins for electronics, wood-working and rubber-processing. And without realizing it, the general public often benefits indirectly from these industrial products, many of which have extremely high technology content.



- **47 production sites** worldwide
- **4,000 employees** (end 2006)
- **Turnover in 2006:** € 2.14 billion
- www.crayvalley.com



● Bostik: one of the worldwide leaders in adhesives and sealants

Handymen, craftsmen, industrial companies... Bostik makes products for all purposes. This international group, originally founded in Boston (United States), develops and produces innovative adhesives, sealants and fillers to meet increasingly specific needs. Bostik products are particularly well placed in segments such as transport, packaging, assembly and hygiene and thanks

to more than a century of experience the group has won the confidence of most big names in industry. And not content with just supplying easy-to-use, economical and environment-friendly products, Bostik also offers an advice and assistance service for both handymen and professionals alike. A winning combination...



- **55 production sites** on 5 continents
- **4,600 employees** (end 2006)
- **Turnover in 2006:** € 1.32 billion
- www.bostik.com

● Atotech: leader in electroplating

All that glistens may not be gold, but Atotech, one of the world leaders in electroplating processes and services, knows how to give that extra glisten to all sorts of metal and plastic items – taps, door-handles, kitchen appliances – that we use in our everyday lives. Electroplating now has an increasing range of applications in high-growth segments such as electronics (printed circuit boards), decoration, household fittings, metallurgy and as well as the aerospace and automotive industries. For example, some 3,000 parts in the average car are now given either decorative or functional finishes. Industrial applications like chrome- and copper-plating as well as varnishing and lacquering are allowing Atotech – via its two divisions, General Metal Finishing and Electronics – to make a major contribution to our modern world.



- **14 production sites** (mainly in Asia) and sales personnel in more than 30 countries.
- **2,900 employees** (end 2006)
- **Turnover in 2006:** € 700 million
- www.atotech.com

Hutchinson

● World leader in elastomer processing

Thanks to Hutchinson's expertise in its five main business segments (anti-vibratory, acoustic and thermal insulation; weather-proofing; fluid transfer; transmission and mobility; protection and care), the Group is today a key partner to the main players in the transport industry (air, sea and land) as well as the major super/hypermarket chains for the group's consumer products.

Hutchinson's strong and carefully focused R&D effort allows this international group to develop technology-intensive solutions for its clients, products such as the Linkeo® exhaust line flexible with exceptional anti-vibration performance, which is proving to be a real winner with car makers.

It was a logical step for Hutchinson to leverage its automotive know-how by diversifying into aeronautics too. But perhaps the best known Hutchinson products – although they do not account for the largest share of sales – are those developed for the health sector (such as disposal medical gloves) and the consumer market (households worldwide use Spontex sponges and Mapa gloves).



- **117 production sites** in 25 countries
- **26,000 employees** (end 2006)
- **Turnover in 2006:** € 3 billion
- www.hutchinson.com



Social responsibility

As responsible industrial players, Total's chemicals companies have made a firm commitment to environmental protection and industrial safety, a commitment that is implemented on an everyday basis as part of the **Responsible Care**[®] program. This joint initiative by chemicals companies worldwide is aimed at ensuring the safe handling of all products, at all stages in the chain from lab development in a research laboratory to end-of-life disposal, via production, distribution and customer use. The program goes beyond enhancement of the chemicals industry's overall performance in matters of safety, protection of the environment and safeguard of human health; it also involves dialogue with stakeholders to ensure that their expectations are better taken into consideration.

In line with this, in 2002 Total launched a community contact initiative called "**Common Ground**" aimed at improving and maintaining open contact between our worksites and the people living nearby, fostering a relationship based on reciprocal knowledge and confidence.

But the key element of this overall commitment remains industrial safety, as shown by our Chemicals segment "**Safety in Action**" program, which involves considerable resources – personnel, investment, studies, training, awareness campaigns - being devoted to improving all aspects of safety.

On the environment side, the Chemicals segment has been placing greater emphasis on the systematic rehabilitation of all decommissioned industrial sites. It ensures that the site involves no risk to human beings or the environment and studies all options – in compliance with relevant regulations – for converting the site to other uses in future.

Photo covers:
pellets enlargement



TOTAL

Direction générale Chimie
TOTAL S.A.
2 place de la Coupole
La Défense 6 - 92400 Courbevoie - France
Share capital: 5,981,907,382.5 euros
542 051 180 RCS Nanterre

www.total.com