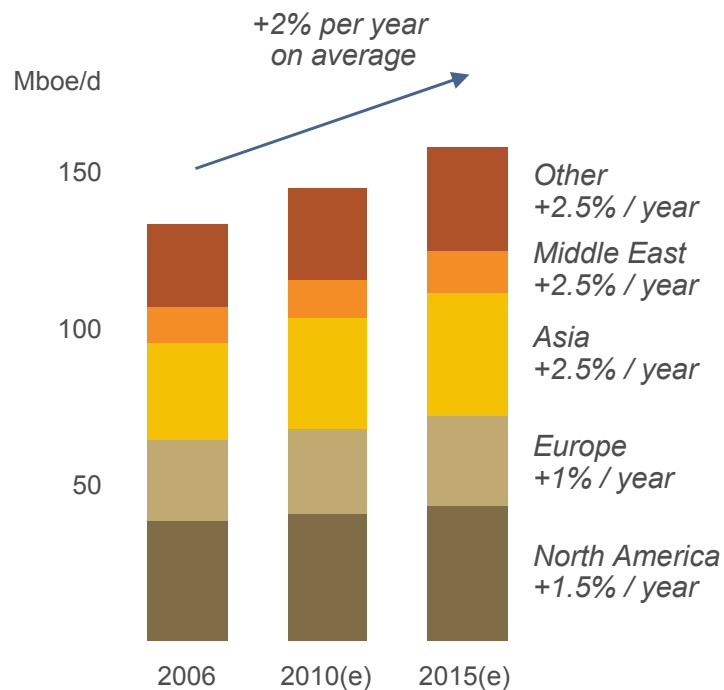


2007 Mid-year review

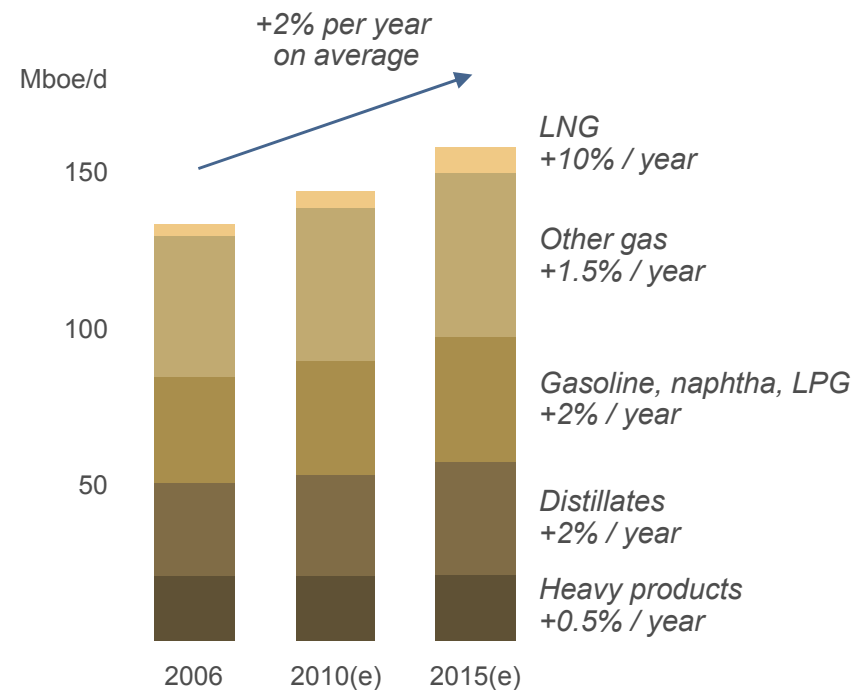
Outlook for sustained demand growth

Hydrocarbon demand by region*



- Strong demand growth in China and Middle East

Hydrocarbon demand by product*



- Rapid development of the global LNG market

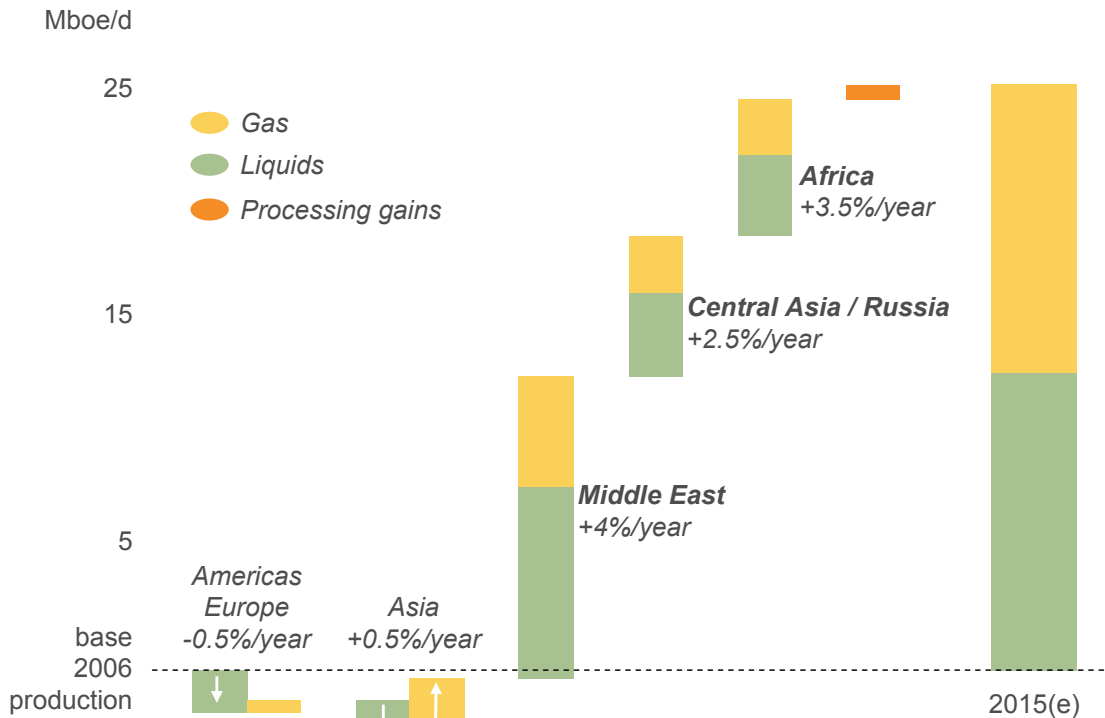
Additional hydrocarbon demand of close to 25 Mboe/d by 2015(e)

* average annual growth over the period 2006-2015, Total estimates

Production growth concentrated in three major regions

Change in global hydrocarbon production through 2015(e)

(approx. 25 Mboe/d of additional production)



- Decline in mature areas offset notably by ramp-up in heavy oil
- Growth in Middle East driven by Saudi Arabia and LNG
- Growth of about 5% per year on average for West African production

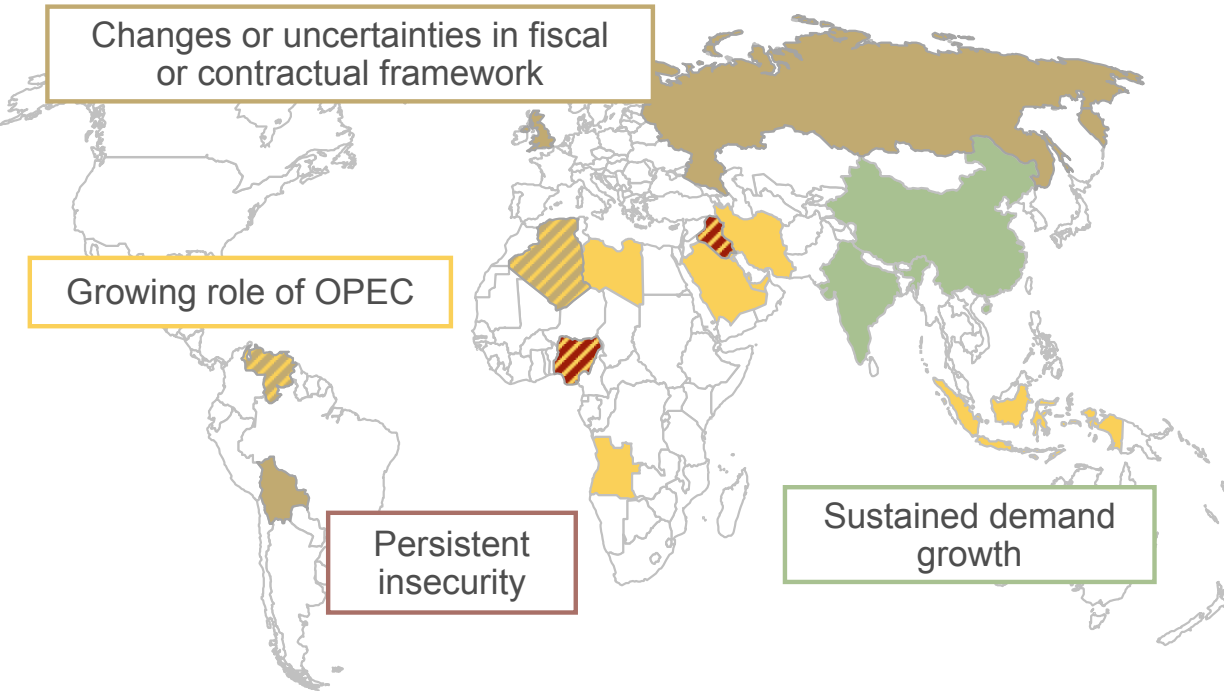
Growing share of OPEC in hydrocarbon supply

source : Total estimates



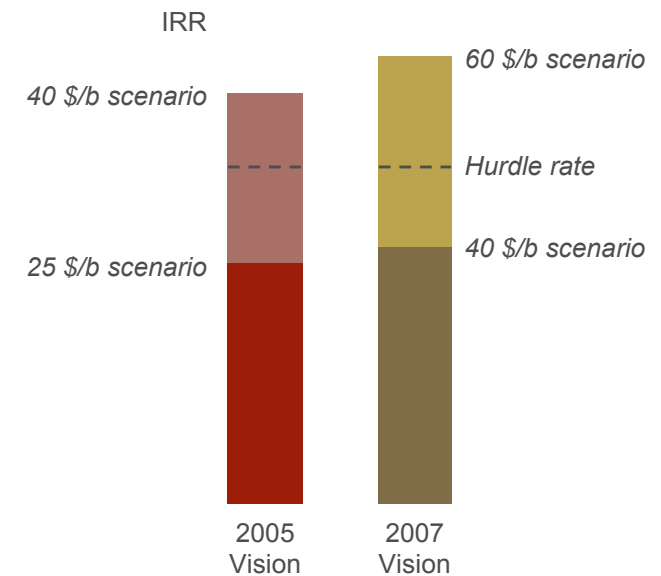
New environment marked by structurally higher oil price

Market supply to remain tight



Impact of cost inflation

Profitability of major projects
(Example of an integrated heavy oil project)



▶ Planned production growth delayed or postponed

- Venezuela, Nigeria, Iran, Iraq and Russia

▶ Aging installations in mature areas

▶ Significant cost inflation

- Although certain costs increasing at slower pace

▶ Risk of delays for certain projects

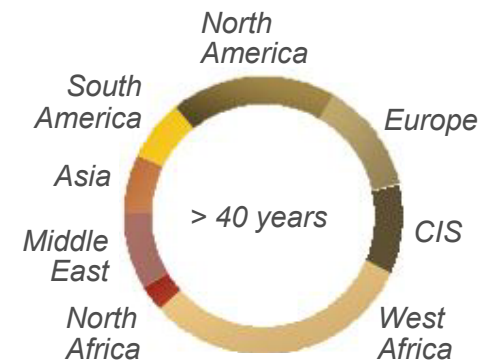
Vision of crude oil price above 50-60 \$/b supported by sustained demand, persistent uncertainties on supply and inflation

Total's strategy in a new environment

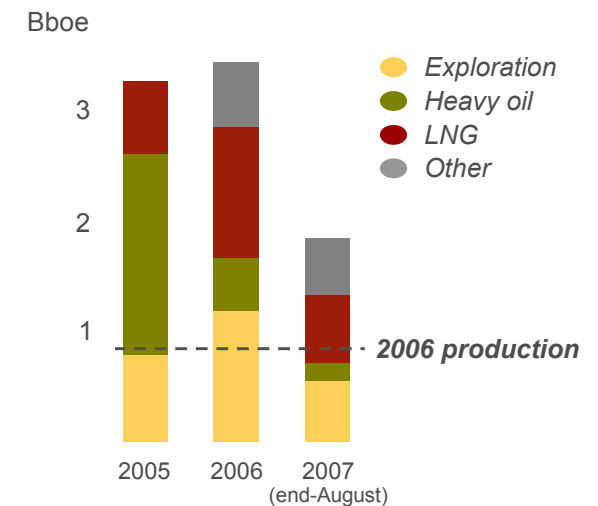
- ▶ Concentrate the bulk of investments on hydrocarbons
- ▶ Reaffirm the priority to profitable and diversified organic growth
- ▶ Strengthen and expand strategic partnerships
- ▶ Maintain a centralized management system based on investment discipline and innovation
- ▶ Promote social responsibility and contribute to the fight against global warming

***Continue to grow a high-quality integrated portfolio
« Upstream – Downstream – Chemicals »***

Resources of Total*



Contributions to reserve potential**



* August 2007 estimates, proved and probable reserves plus potentially recoverable quantities from known accumulations according to the March 2007 SPE definition

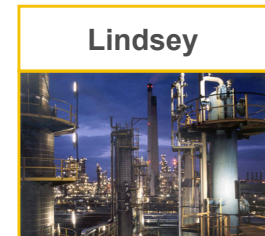
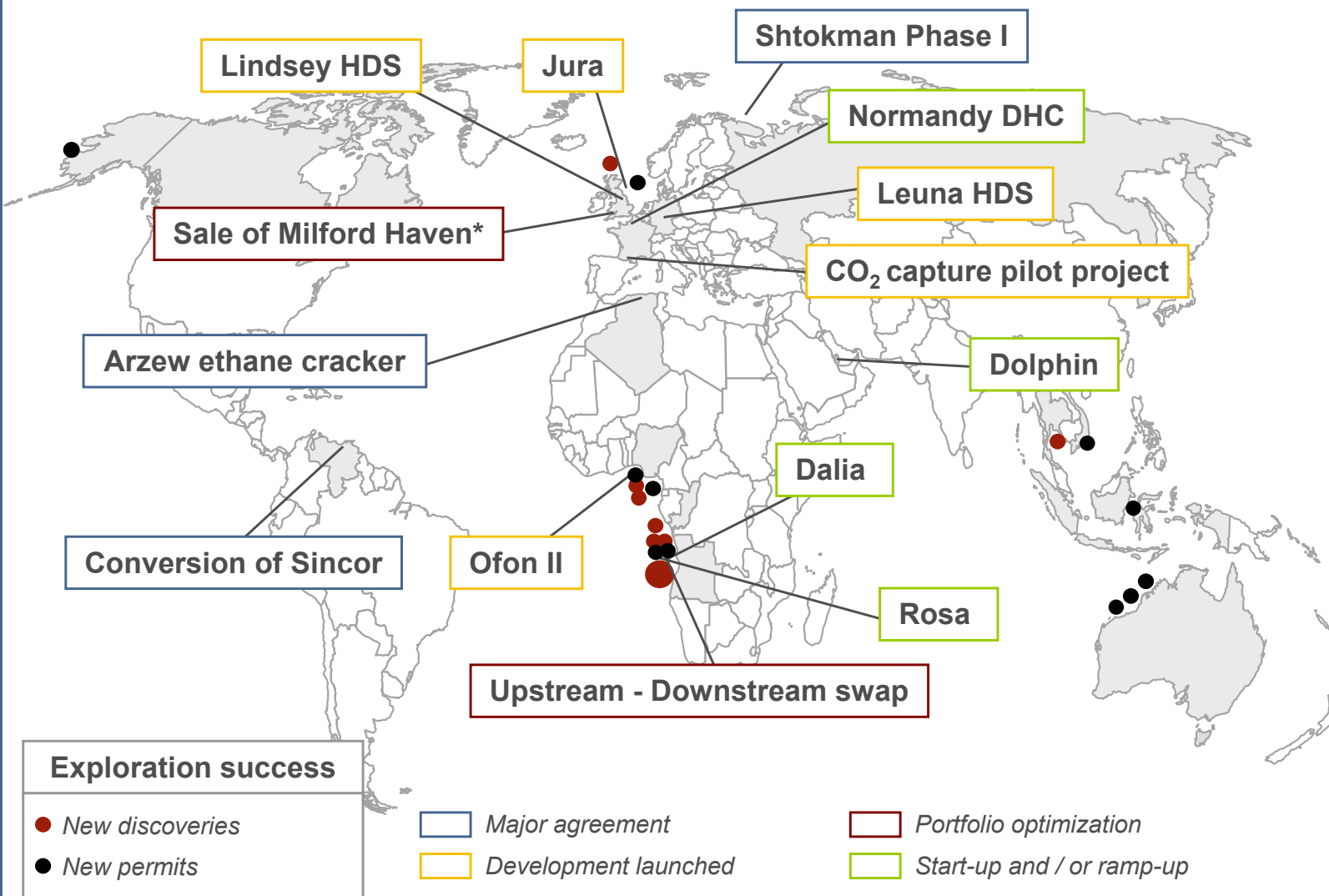
** contribution of exploration and new business, based on Total estimates, including mining and targeted acquisitions ; 2005 and 2006 data as published, 2007 data estimated as of August



Performance



Major achievements since the start of 2007



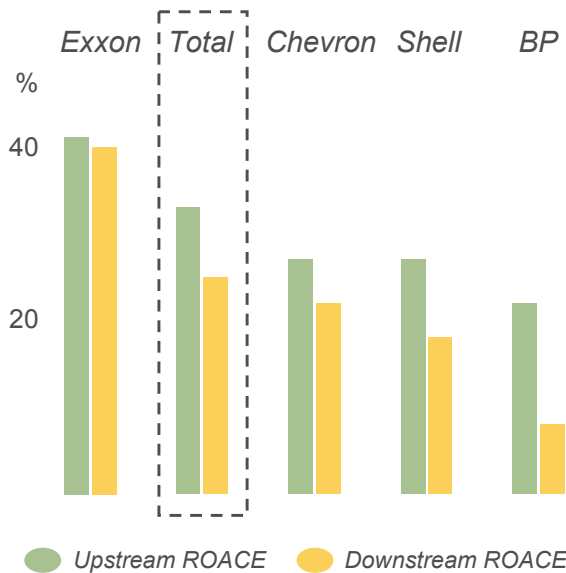
Strong performance as major project operator
Growing diversification and new strategic partnerships

* process initiated

Strong profitability of Total reflects growing competitive advantages

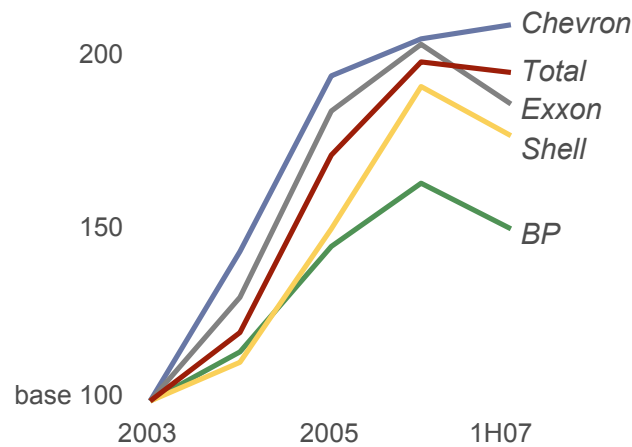
Profitability

(ROACE*)



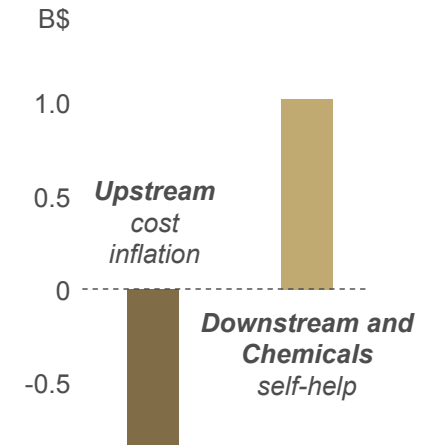
Upstream net operating income

(in \$/boe)



Self-help programs of Total

Cumulative impact on net op. inc. (2004-1H07)



- ▶ Robust Upstream portfolio has lowest technical costs among the majors
- ▶ Weighted toward high-return segments

- ▶ Downstream and Chemicals benefiting from leadership positions in core areas
- ▶ Impact of inflation offset by self-help programs

Progressive benefit of new growth projects

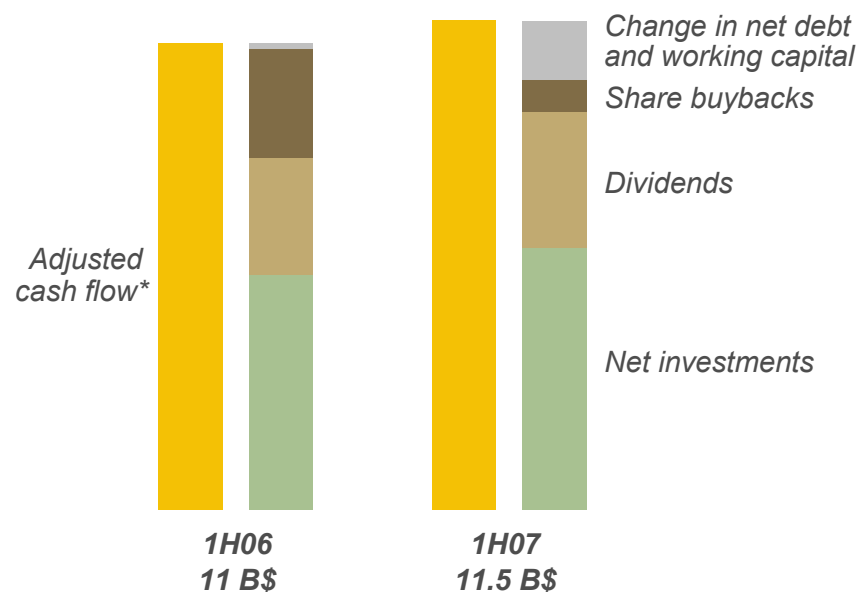
Total estimates based on public data, adjusted results

* for the 12 months ended June 30, 2007



Strong cash generation and balanced allocation of resources

Cash flow allocation



- ▶ Environment in first half 2007 generally comparable to first half 2006
- ▶ Net investment increased by more than 10%
- ▶ Adjusted net cash flow stable at approx 5.4 B\$
- ▶ Dividend payment increased by 15%
- ▶ Net-debt-to-equity ratio reduced from 30% to 26% between mid-2006 and mid-2007

Importance of increased financial flexibility in new environment

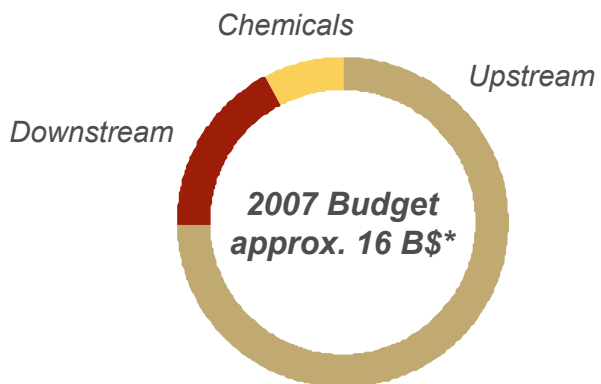
Pursuing major investment program to fuel growth

* cash flow from operations before changes in working capital, at replacement cost, expressed in dollars

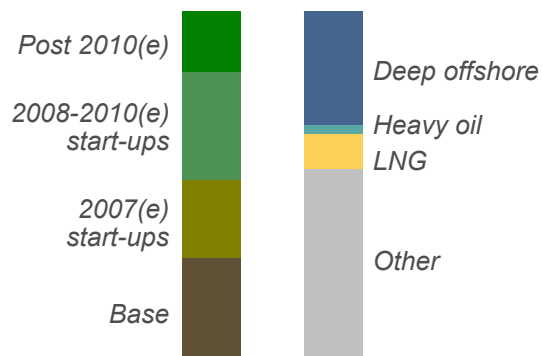


2007 Capex program in line with target

Capex by segment



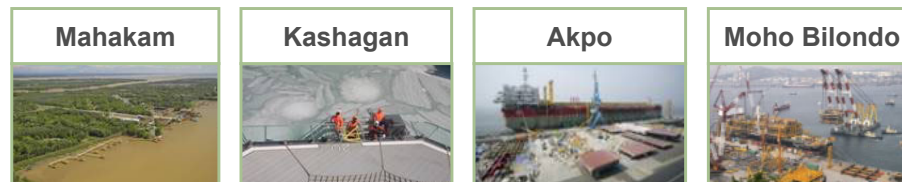
Upstream development Capex**



2007(e) Capex on major projects

(Group share)

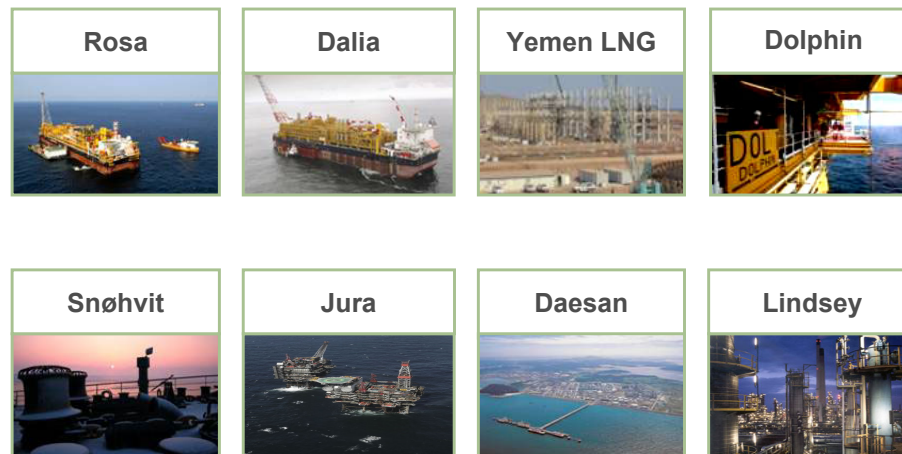
Between 0.5 and 1.0 B\$



Between 0.2 and 0.5 B\$



Up to 0.2 B\$

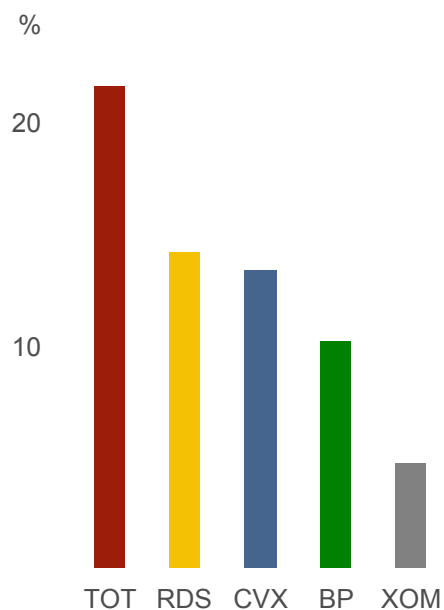


* excluding acquisitions

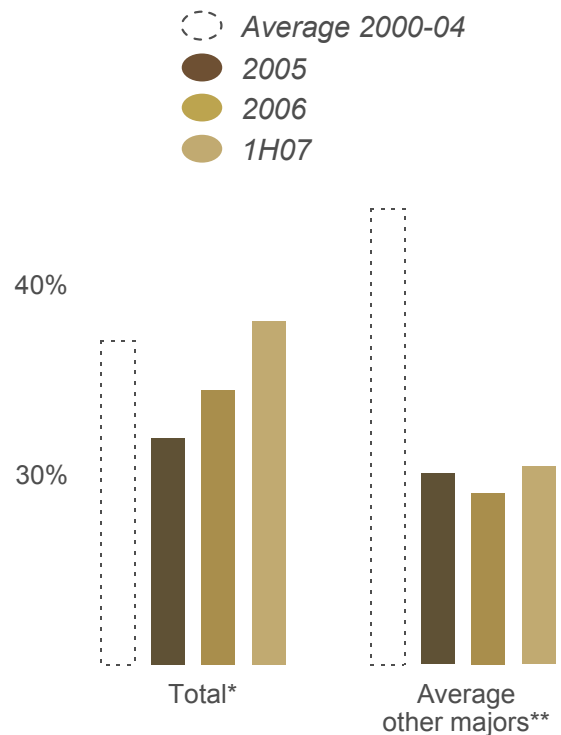
** excluding exploration and downstream gas

Interim dividend increased by 15% to 1 € per share

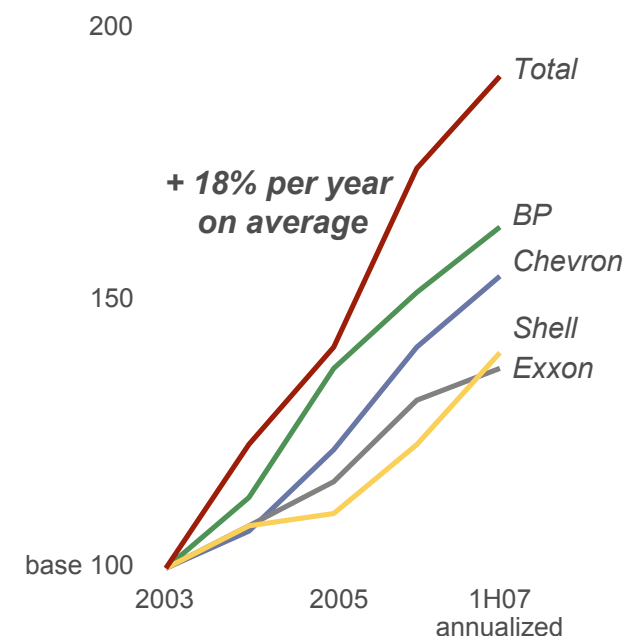
Dividend*
(change 1H07 vs 1H06)



Pay-out ratio



Dividend*
(expressed in \$/share)



Interim dividend increased by more than 20% expressed in dollars*

Policy to favor dividend for return to shareholders

* 2007 interim dividend of Total expressed in dollars per share based on 1 € = 1.35 \$ on November 16, 2007 payment date

** Total estimates based on public data

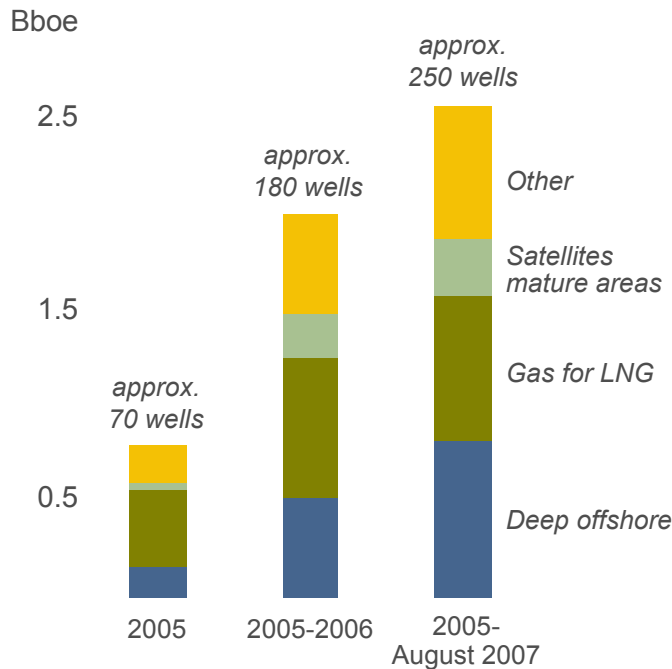


Upstream

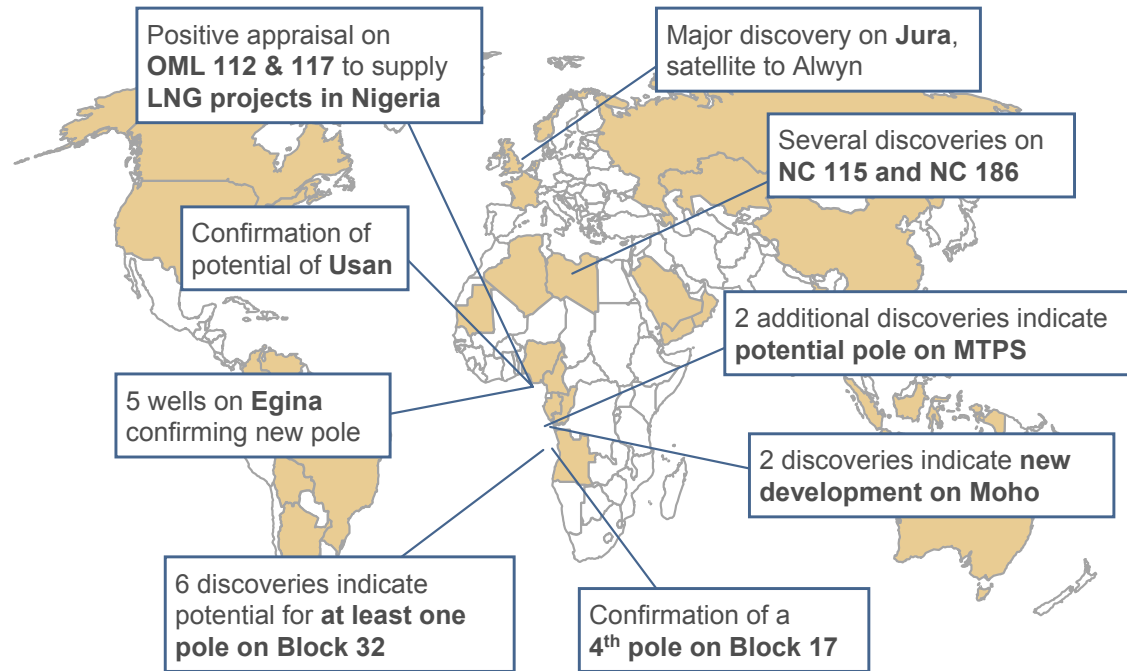


Exploration : increased efforts yielding more success

Cumulative contribution from exploration to reserve potential



Progressive confirmation since the start of 2005 of major projects originating from exploration successes



- ▶ Equivalent to 3 years of production*
- ▶ Exploration outlays : approx. 3.5 B\$**
- ▶ Operated approx. 70% of discoveries

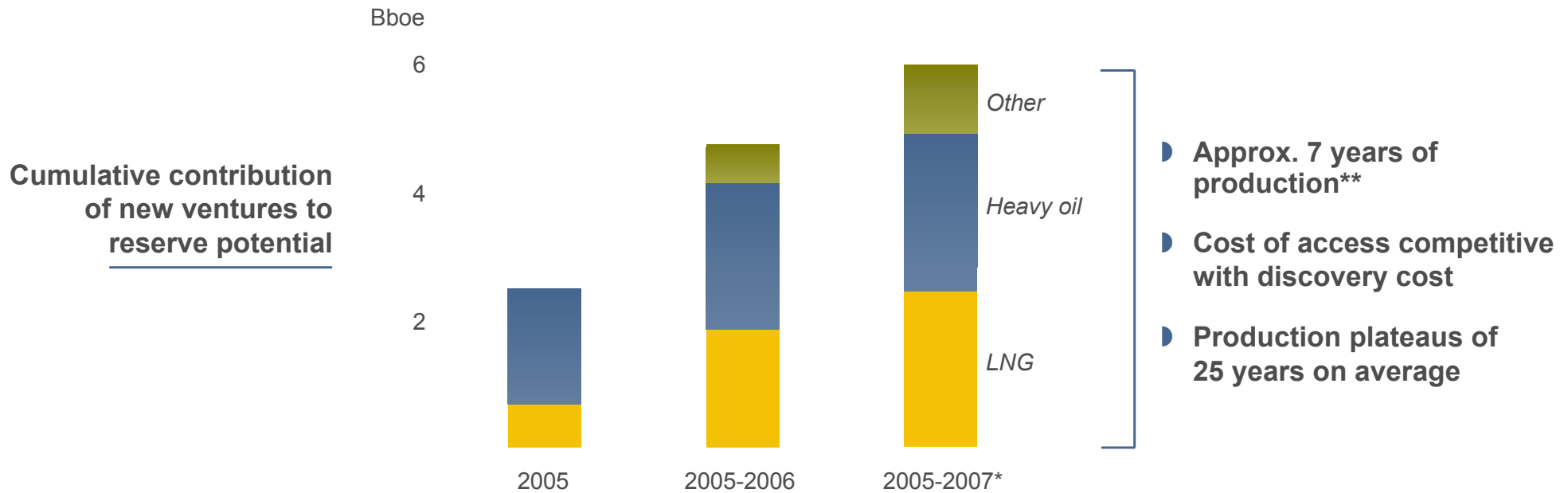
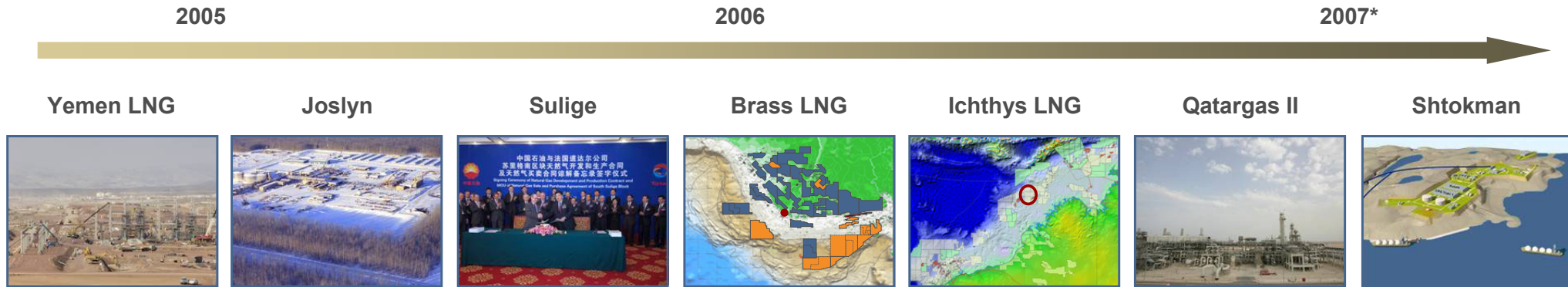
- ▶ Ability to rapidly valorize discoveries
- ▶ 9 new potential projects since the start of 2005

Average discovery cost of 1.4 \$/boe at the best level of the majors**

* over the period 2005 to August 2007, at current rate of production

** over the period 2005 to August 2007 ; average discovery cost : exploration and appraisal costs divided by reserve potential added from exploration activity during the year (discoveries, revisions and appraisals) ; Total estimates for other companies

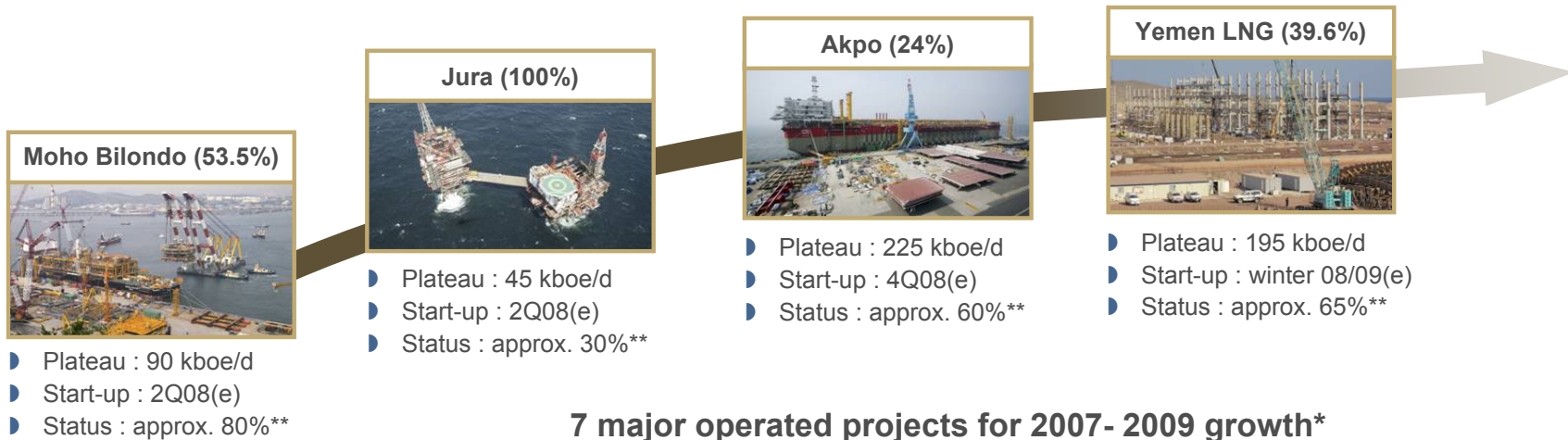
New ventures : access to 6 billion boe since the start of 2005



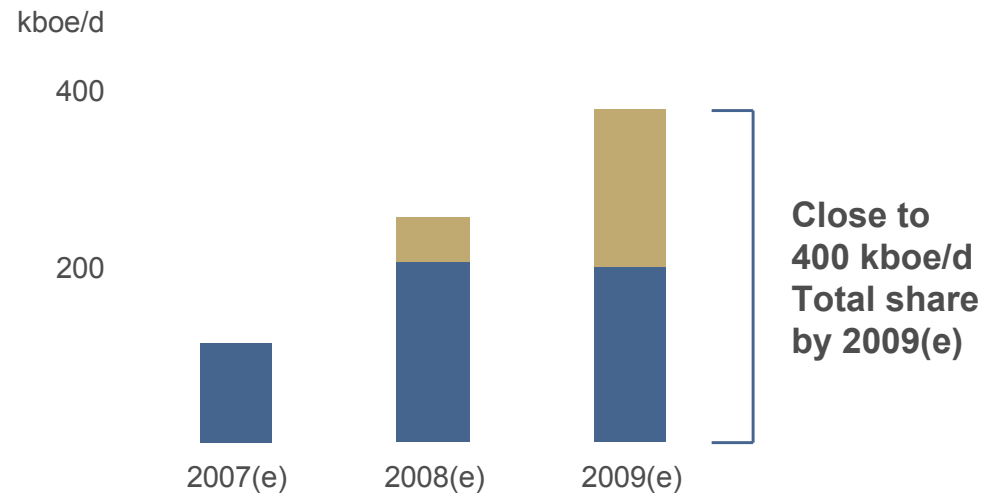
Continue strengthening portfolio thanks to 7 giant long-plateau projects

* as of August 2007 ; includes 0.9 Bboe in 2007 for agreement to study Shtokman Phase I, pending final decision to participate in the project
 ** at current production level

Successful execution of major company-operated projects



7 major operated projects for 2007- 2009 growth*



Proven track record for delivering major growth projects

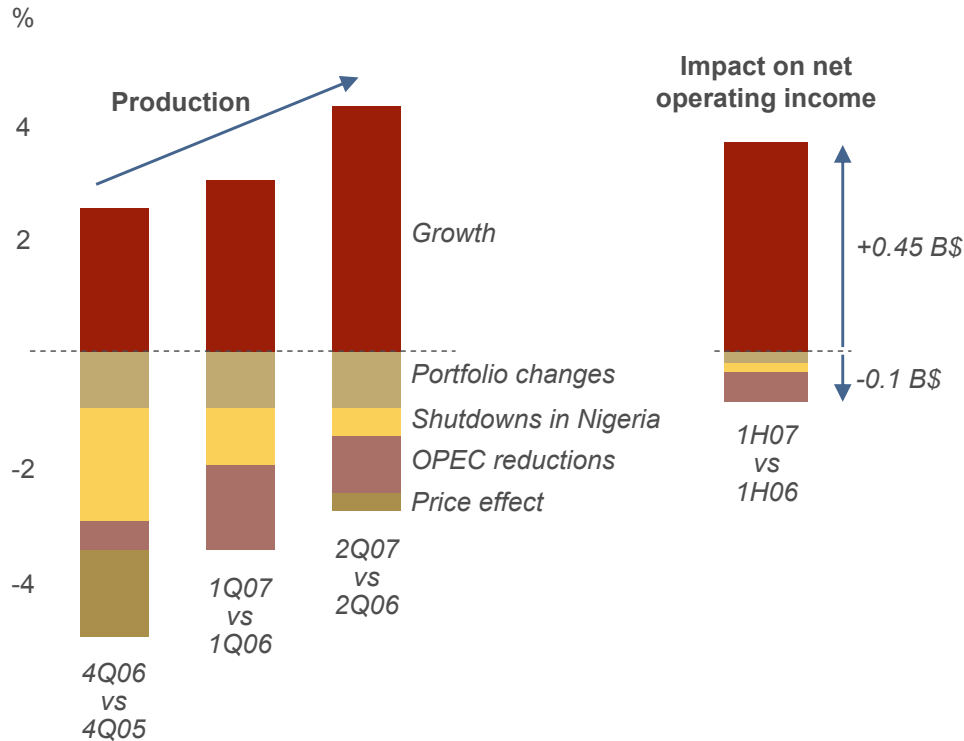
* estimates based on Brent at 60 \$/b from 2008, Total share ; projects operated by Total or by an operating company

** at 7/31//2007

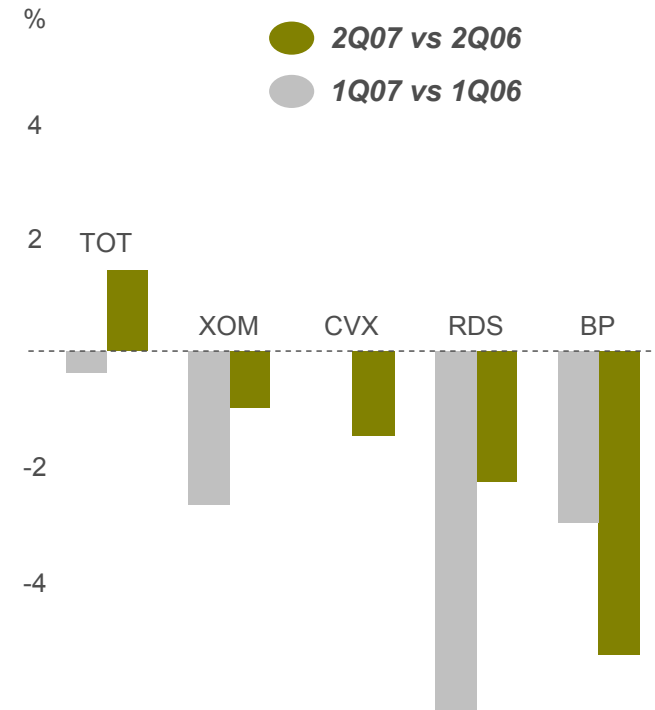


Major projects fueling return to growth in 2007

Production and impact of growth on Total's net operating income



Change in production among majors



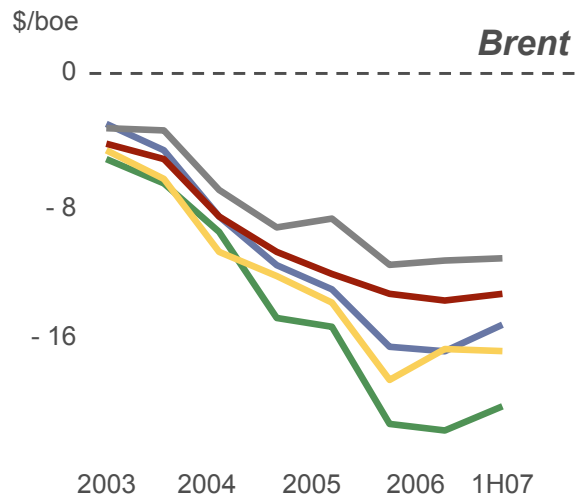
- ▶ Ongoing shutdowns in Nigeria in 2007
- ▶ Continued production ramp-up from major projects over the coming quarters

Important contribution of growth to Total's Upstream results

Increased competitive advantage of Total's portfolio

Hydrocarbon price realizations

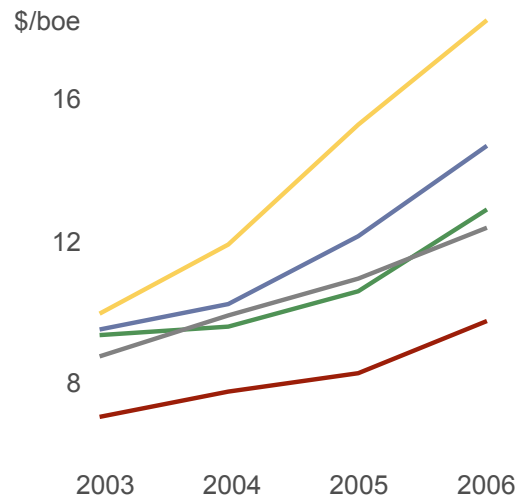
(weighted-average liquids and gas vs Brent)



— Total — Exxon — Chevron — Shell — BP

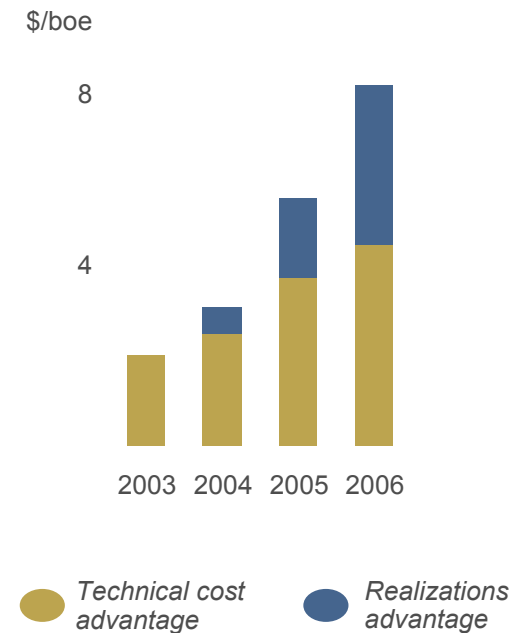
Technical costs

(FAS 69)



Competitive advantage*

(vs average, before tax)



- ▶ Continued improvement of competitive advantage
- ▶ Increased exploration program
- ▶ Higher Capex to fuel future growth

Upstream ROACE : 33%**

estimated from public data

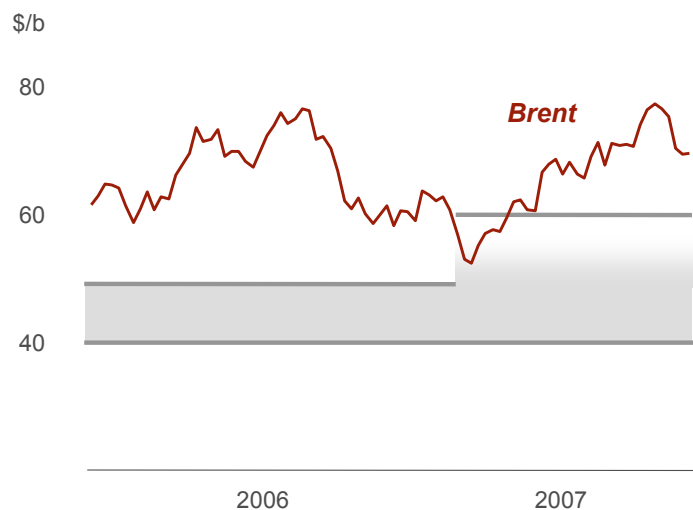
* competitive advantage compared to average of other majors, consolidated subsidiaries

** for the 12 months ended 6/30/2007

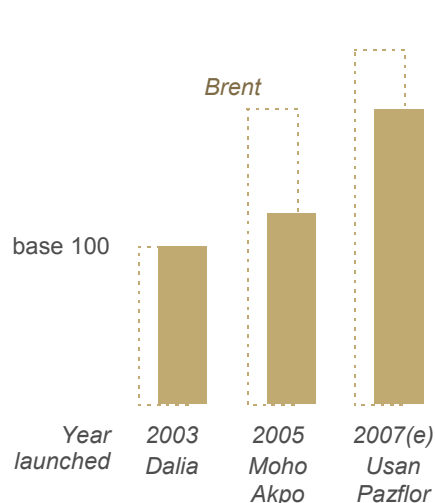


Creating value in a higher cost environment

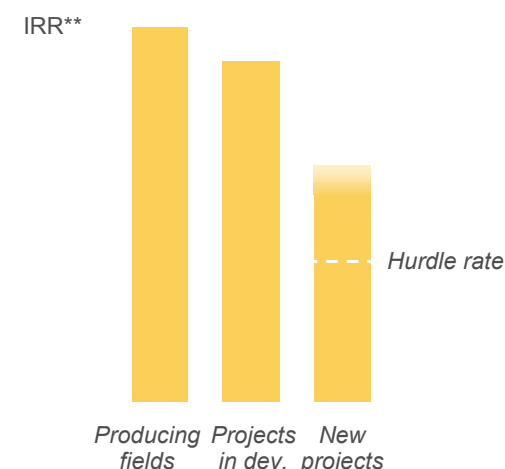
Oil price and investment criteria



Capex for deep-offshore projects*



Profitability of deep-offshore projects



Adapt investment criteria

- New projects resilient in case of much lower oil prices
- Balance good profitability and strong cash flow generation over the long term

Maintain high return on base production

- Priority to safety and reliability

Adapt industry models to mitigate impact of inflation

- Reinforce FEED and adapt structure of EPCs
- Industrialization of technologies : FPSO ; drilling deep-offshore, HP/HT and mature areas...
- Promote entry of new players in service sector
- Increase involvement in non-operated projects

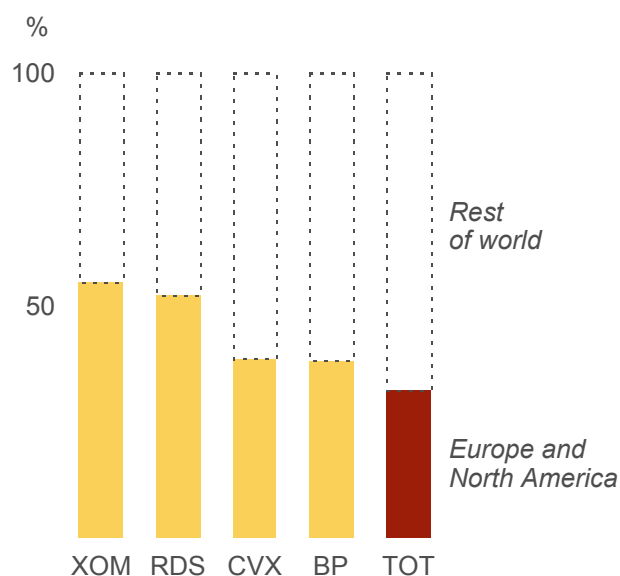
* expressed in \$ per boe/d of capacity

** internal rate of return for development projects with Brent at 60 \$/b, including impact of upside on reserves for new projects

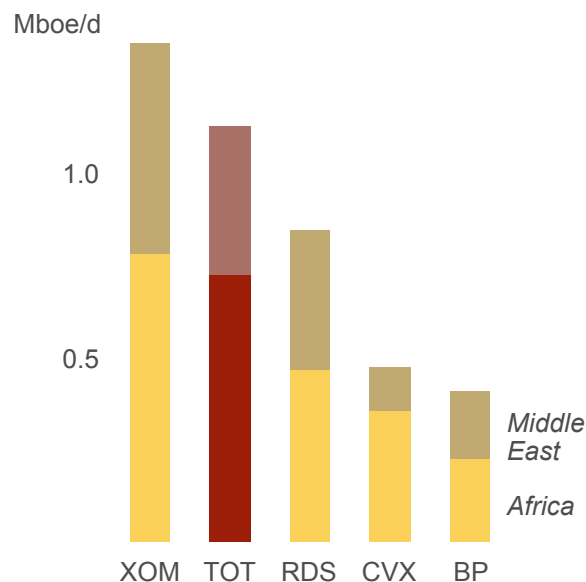


Well positioned in high-growth segments

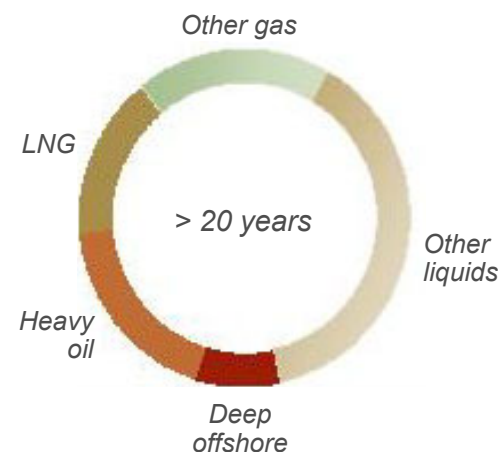
Production mature areas*



Production Middle East / Africa*



Total's proved and probable reserves**

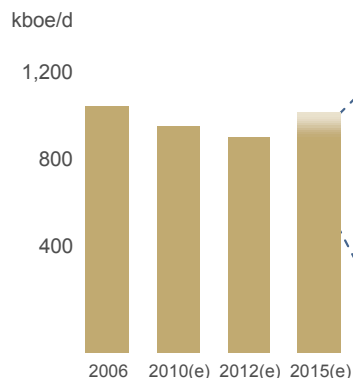


- ▶ Limited exposure to declining production in mature areas
- ▶ Growing share of deep offshore and LNG in production profile
- ▶ Large positions in heavy oil to prepare for the long term

* based on 2006 public data

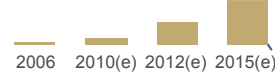
** limited to proved and probable reserves at year-end 2006 covered by E&P contracts on fields that have been drilled and for which technical studies have demonstrated economic development in an environment of approx. 60 \$/b Brent, also includes tar sands to be developed with mining

2006-2010 production growth target of 4% per year on average in a 60 \$/b environment



Europe & Americas

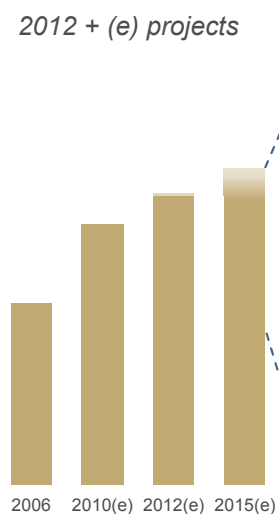
Projects	share	capacity	op.*	status
▪ Joslyn Mining	84%	2x100	✓	study
▪ Victoria	40%	study	✓	appr.
▪ Surmont Ph. 2&3	50%	170		study
▪ Laggan	50%	65	✓	study
▪ Tempa Rosa	50%	50	✓	dev.
▪ Tyrihans	23.2%	70		dev.
▪ Tahiti	17%	135		dev.
▪ Jura	100%	45	✓	dev.
▪ West Franklin	46.2%	25	✓	dev.
▪ Surmont Ph. 1	50%	25		dev.
▪ Snøhvit	18.4%	120		dev.



CIS

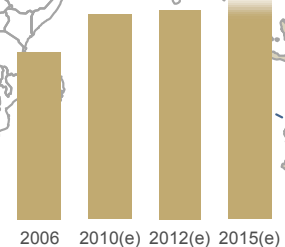
Projects	share	capacity	op.*	status
▪ Kashagan FF	18.5%	1,200		study
▪ Shah Deniz FF	10%	260		study
▪ Shtokman Ph. 1	25%	400	✓	study
▪ Kashagan Ph. Exp.	18.5%	300		dev.
▪ Shah Deniz	10%	215		prod.

- 2007-2009(e) projects
- 2010-2012(e) projects
- 2012 + (e) projects



Africa

Projects	share	capacity	op.*	status
▪ CLOV	40%	study	✓	study
▪ Block 32	30%	study	✓	study
▪ Egina	24%	>150	✓	study
▪ NLNG T7	15%	250		EPC
▪ Brass LNG	17%	300		EPC
▪ Pazflor	40%	220	✓	EPC
▪ Usan	20%	180	✓	EPC
▪ Angola LNG	13.6%	175		EPC
▪ Ofon II	40%	100	✓	dev.
▪ Tombua Landana	20%	130		dev.
▪ Akpo	24%	225	✓	dev.
▪ Moho Bilondo	53.5%	90	✓	dev.
▪ NLNG T6	15%	120		dev.
▪ Rosa	40%	150	✓	prod.
▪ Dalia	40%	240	✓	prod.



Middle East & Asia

Projects	share	capacity	op.*	status
▪ Ichthys LNG	24%	335		study
▪ Pars LNG T1&2	30%	300	✓	study
▪ Sulige	100%	study	✓	appr.
▪ Bongkot South	33.3%	70		study
▪ Qatargas II (T2)	16.7%	250		dev.
▪ Sisi Nubi	47.9%	70	✓	dev.
▪ Yemen LNG	39.6%	195	✓	dev.
▪ Dolphin	24.5%	385	✓	prod.

Takes into account more favorable oil price environment and updated profiles, mainly for Kashagan, Sincor and Usan

estimates based on Brent at 60 \$/b from 2008 ; estimated capacities at 100% in kboe/d

* projects operated by Total or by an operating company



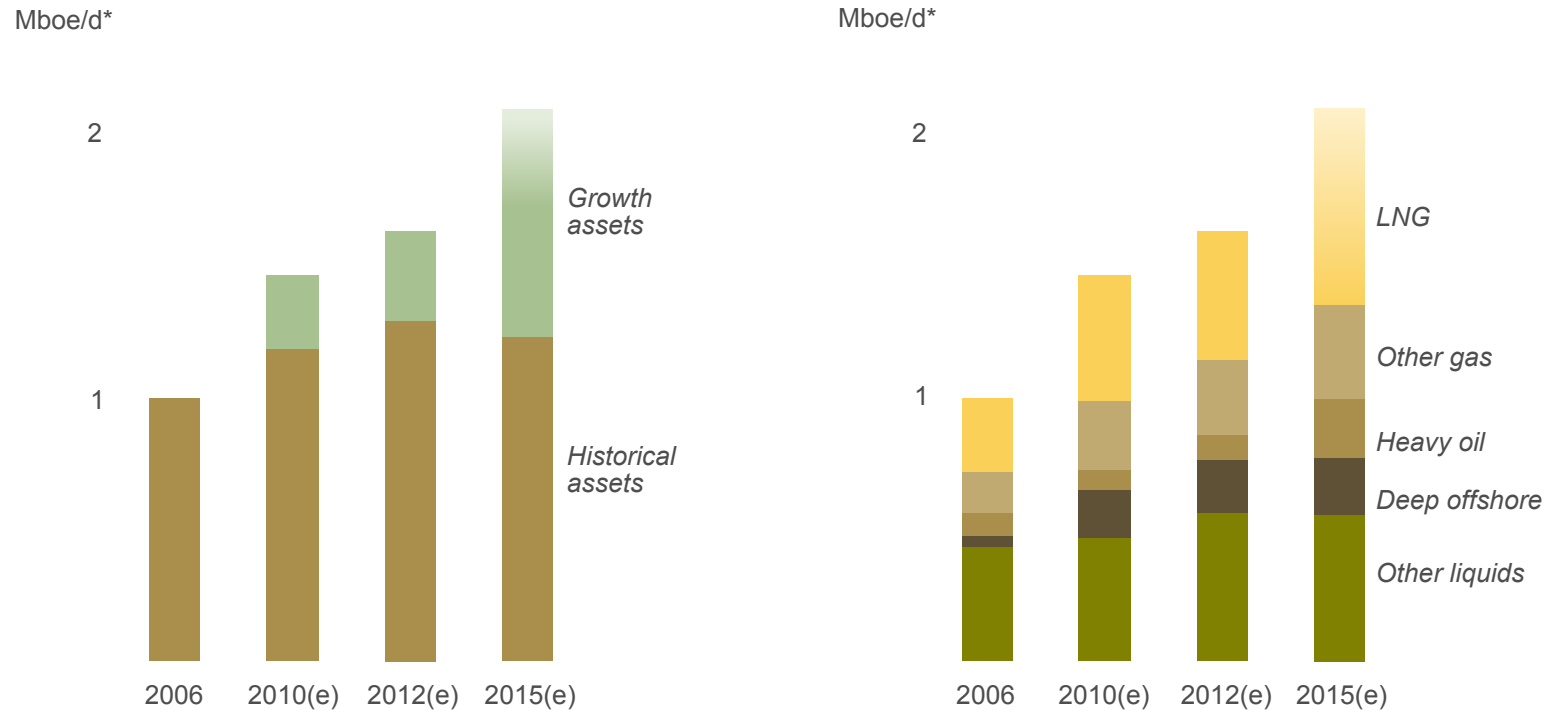
Sustained growth after 2010 thanks to 25 building blocks

25 giant assets

- Shtokman
- Sulige
- Surmont
- Joslyn
- Ichthys LNG
- Block 32
- Brass LNG
- Pars LNG
- Triangular Bulge (Usan...)
- Kashagan
- Qatargas II
- Yemen LNG
- Akpo - Egina
- Dolphin
- Shah Deniz

- Block 17
- Sincor
- Qatargas
- Alwyn
- Mahakam
- SPDC oil
- Nigeria LNG
- Ekofisk
- ADCO
- ADMA

Approx. 40% of production in 2006 and more than 60% in 2015(e)



Solid foundation for long-term growth

* production from 25 building blocks, Total share, based on Brent at 60 \$/b from 2008



Upstream - LNG



Major advances in main growth segments for gas

Atlantic Basin

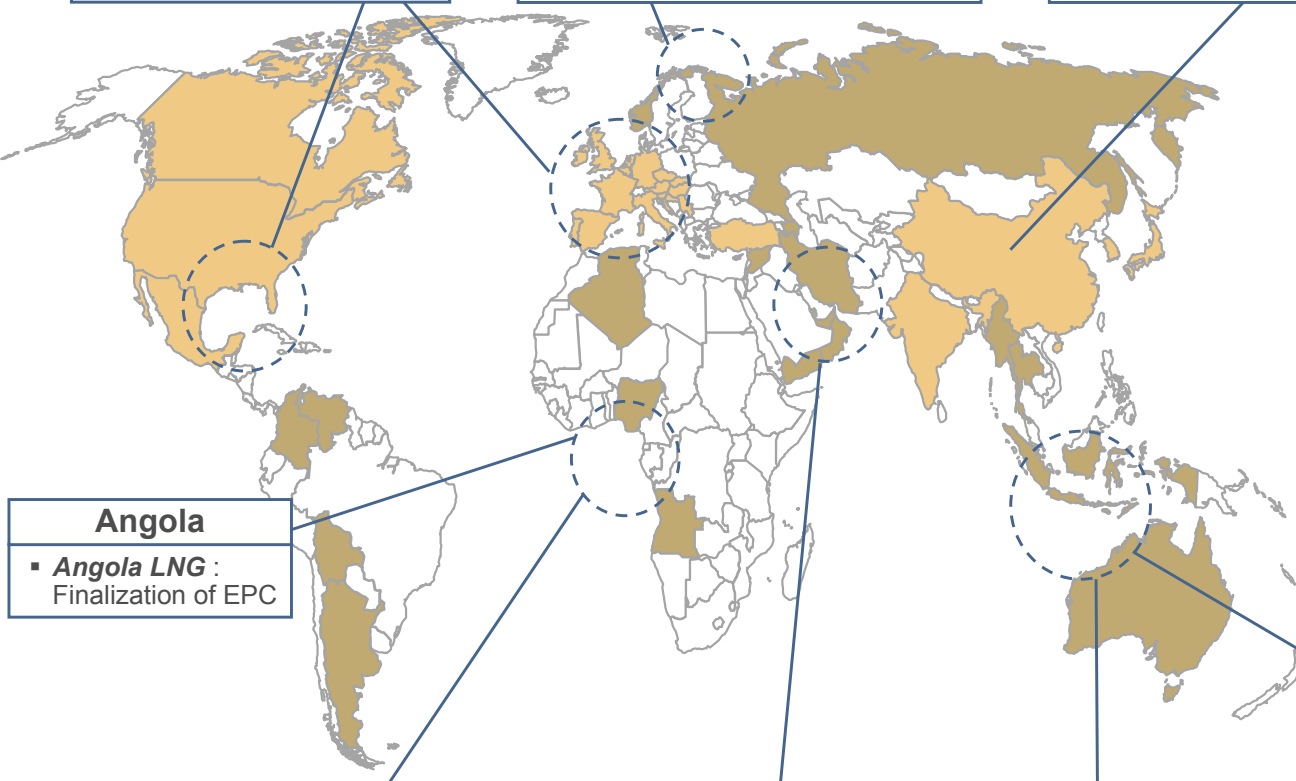
- Development of re-gas projects on track

Arctic / Barents

- *Snøhvit* : start-up 3Q07(e)
- *Shtokman* : Phase I under study

China

- *Sulige* : progress with development study



Angola

- *Angola LNG* : Finalization of EPC

Nigeria

- *NLNG* : ramp up of Trains 4 & 5 and construction of Train 6 on schedule
- 17% share in *Brass LNG*
- Recent acquisitions of offshore blocks secured gas supply for LNG projects

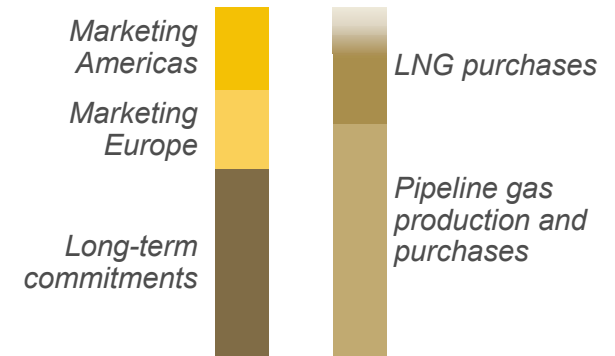
Middle East

- *Dolphin* : successful start-up of first major gas export project in Middle East
- *Yemen LNG* : project on schedule
- *Qatargas II* : construction in progress

Indonesia

- *Mahakam* : 2006 production record, 80% of Bontang LNG supply operated by Total
- Initiated negotiations to extend PSC beyond 2017

Gas sales and supply



approx. 70 Bcm in 2012(e)
(>50 Bcm in 2006)

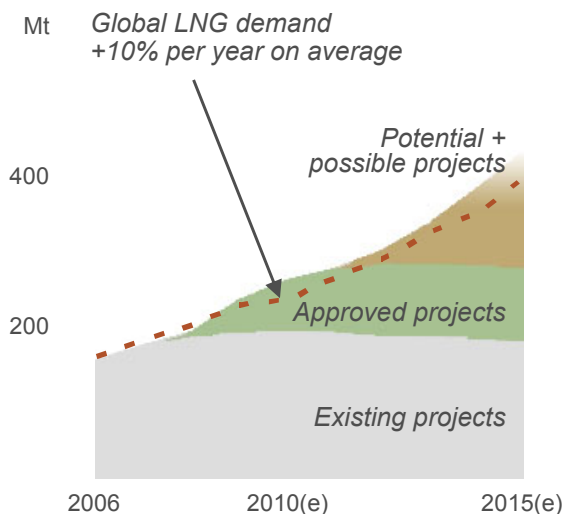
Australia

- *Ichthys LNG* : development under study
- Acquired many blocks in 2006-2007



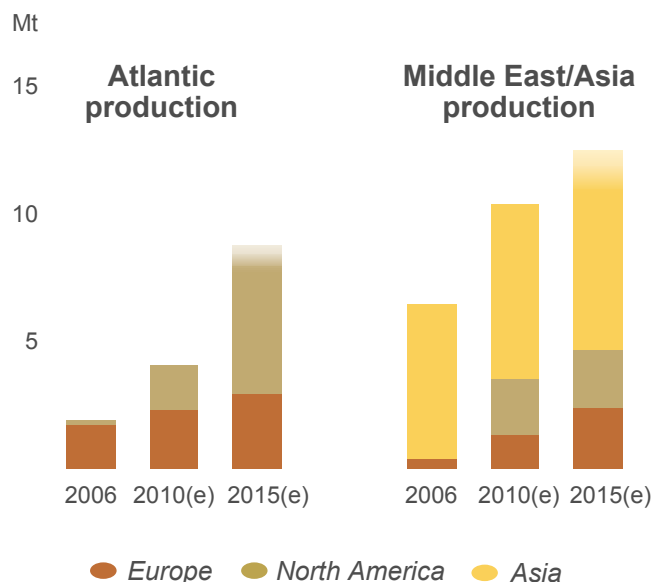
LNG strategy well adapted to changing global market

Global supply / demand



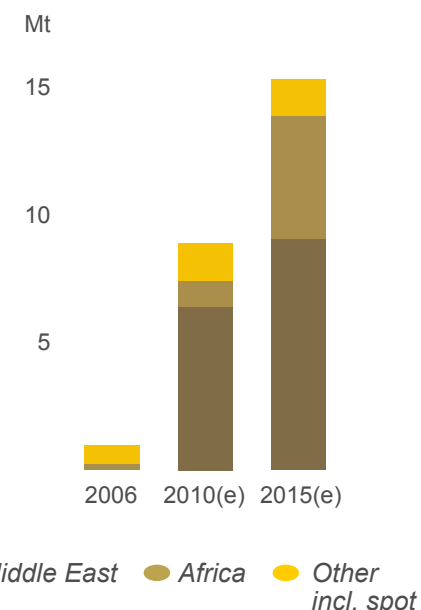
Total's LNG production*

(by destination)



Total's LNG purchases

(by origin)



▶ Markets to remain tight for medium term

- Impact of inflation and probable delays

▶ Rebalancing markets : Asia / Atlantic Basin

- More liquidity and more seasonality

▶ Total's balanced geographic position

▶ Growing possibilities for arbitrage

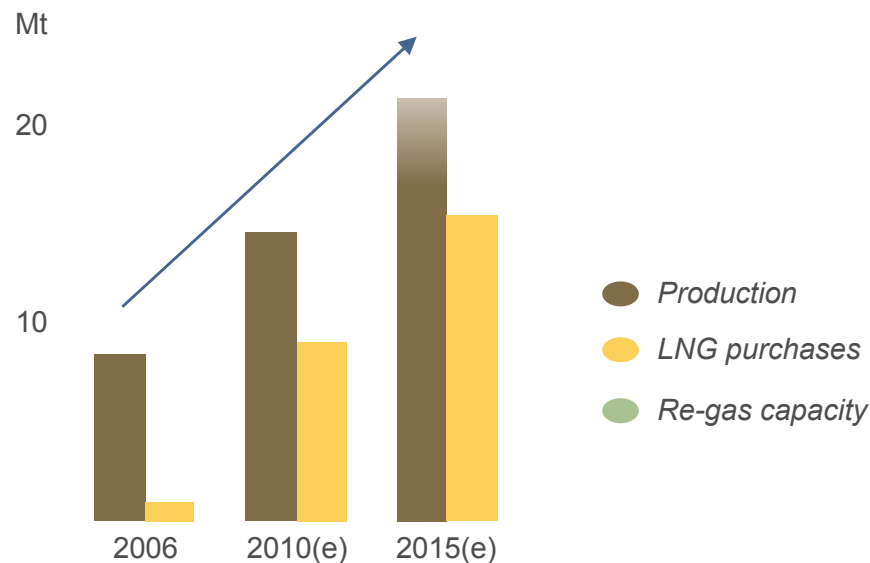
Rapid growth for Total's LNG marketing

source : Total estimates
* sales, Group share, excluding trading

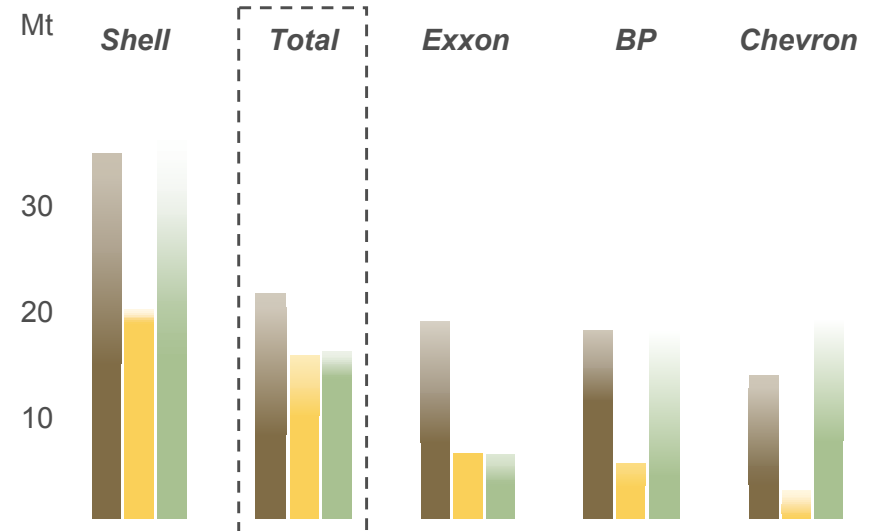


Total's LNG growth : 13% per year on average over 2006-2010(e)

Total's LNG production* and purchases



Position of majors on the LNG chain in 2015(e)**



- ▶ Several new projects provide sustained post-2010 growth
- ▶ Portfolio of 13 projects in 11 countries by 2015(e)

- ▶ Total's re-gas capacity well dimensioned and concentrated in the Atlantic Basin
- ▶ Leverage effect from LNG purchases to accelerate production growth

Growing leadership of Total along the entire LNG chain

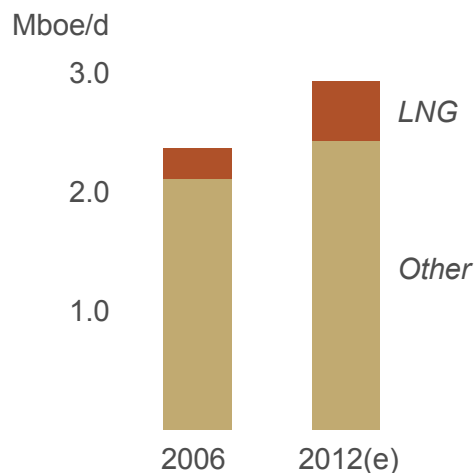
* sales, Group share, excluding trading

** estimates for 2015 ; public data for other companies



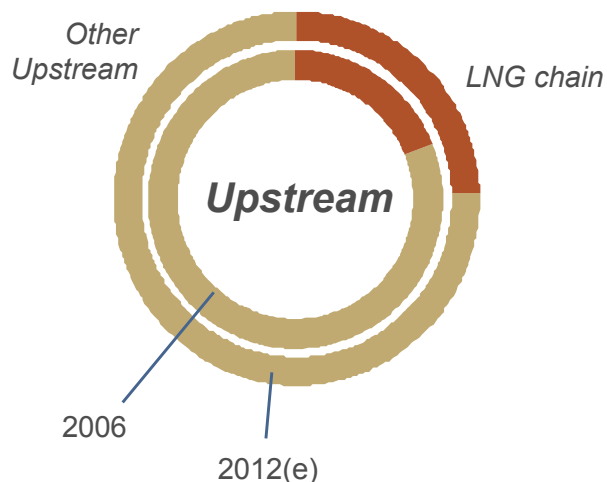
Important contribution of LNG to Upstream profitability

Production



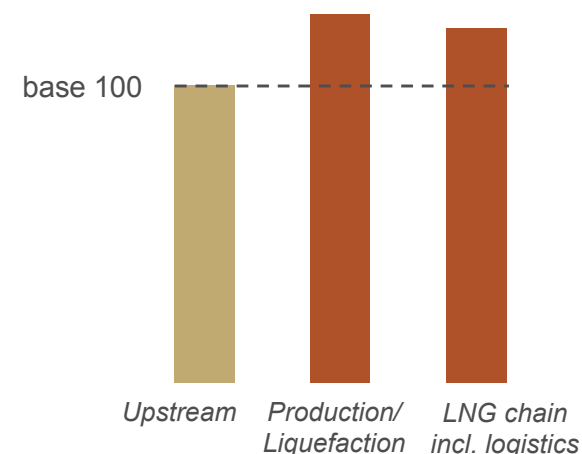
Net operating income

(in B\$)



Profitability of LNG chain

(ROACE in 2012(e))



Around 25% of Upstream net operating income by 2012(e)

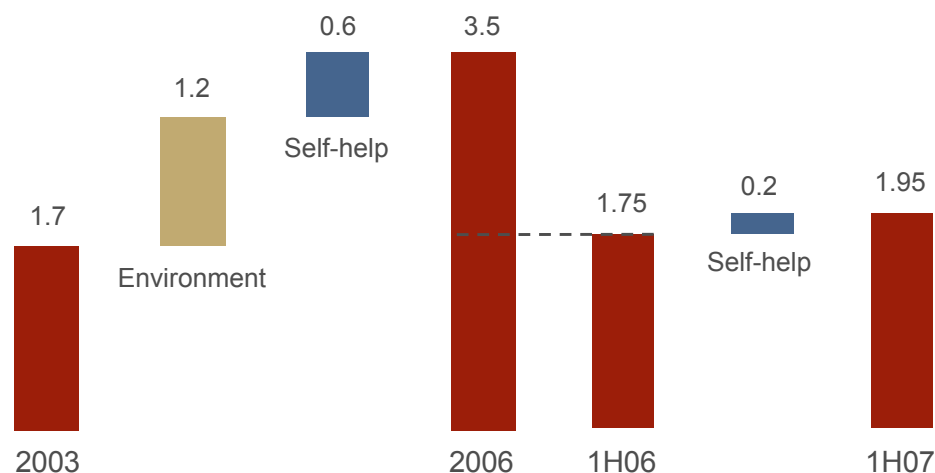
Integrated portfolio of projects offers very good visibility over the long term

estimates include capital employed for non-producing projects in development, based on Brent at 60 \$/b from 2008

Downstream

Strong Downstream profitability

Adjusted net operating income (B\$)



ROACE
annualized

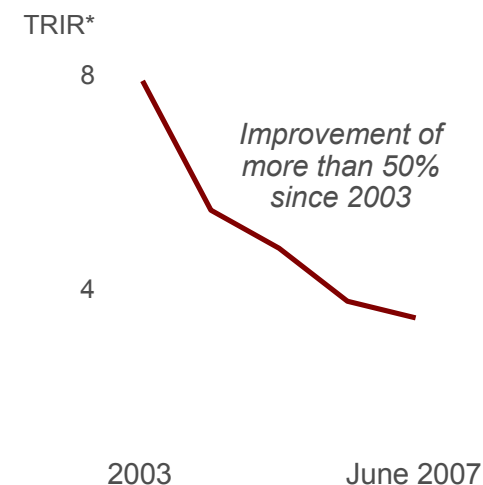
15%

23%

25%

25%

Safety performance



- Favorable environment
- Important contribution from self-help programs

- Contribution of Normandy DHC since end-2006
- High scheduled turnarounds in 2007

Ongoing improvement in performance

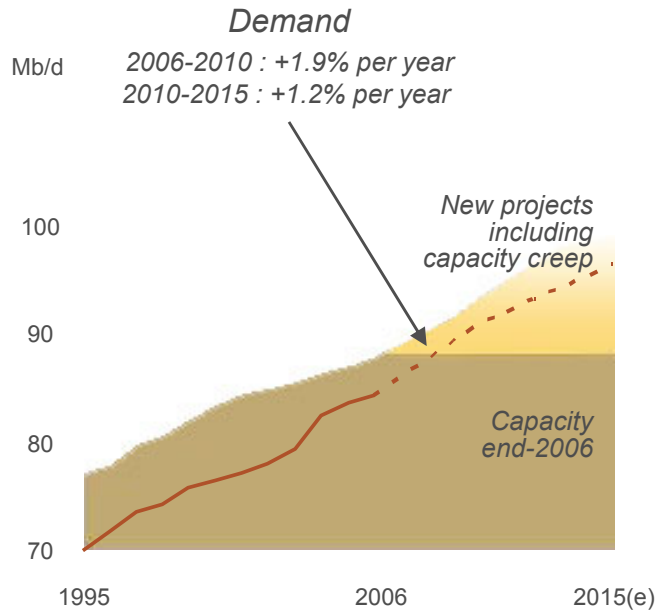
TRCV 2003 : 21 \$/t ; TRCV 2006 : 29 \$/t ; TRCV 1H06 : 32 \$/t ; TRCV 1H07 : 38 \$/t,
TRCV 1H07 vs 1H06 not reflected in environment due to offsetting negative market effects

* Total Recordable Injury Rate (reported incidents per million hours worked)

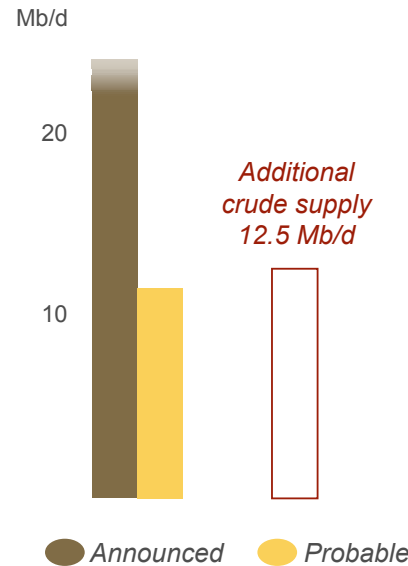


Outlook for sustained conversion margins over the medium term

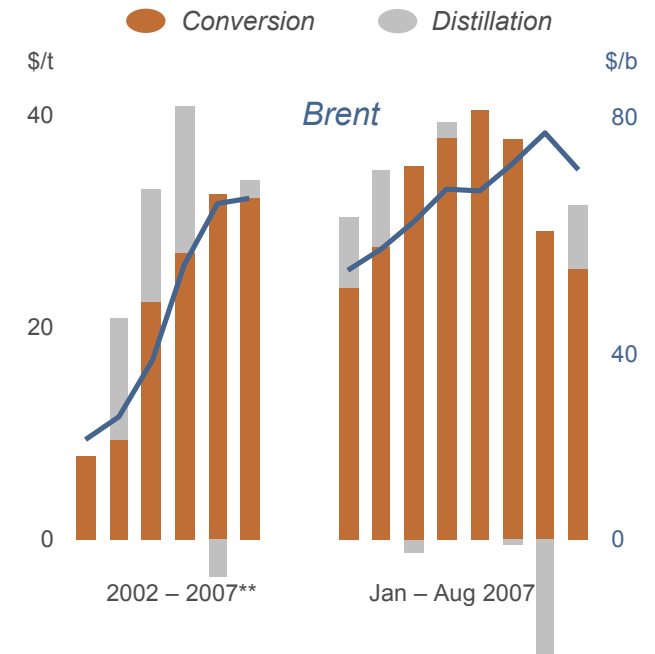
Global refining capacity vs demand*



New projects 2006-2015(e)*



European refining margins (TRCV)



- Continued demand growth
- High utilization rate

- Many projects announced
 - But only the most robust will come to pass...
 - ... notably those benefiting from a secure supply of crude oil

- High conversion margins
 - Strong increase in demand for light products
 - Correlated to oil price over time

Combination of constrained supply and high oil price

* Total estimates
 ** as of end-August

Three main axes to improve and expand Total's refining system

Optimization of portfolio of European refineries

- ▶ Desulfurization investments : Lindsey, Leuna...
- ▶ Optimization of large European refinery hubs
 - Normandy, Leuna, Antwerp-Vlissingen, Huelva*
 - Sale of Milford Haven in UK



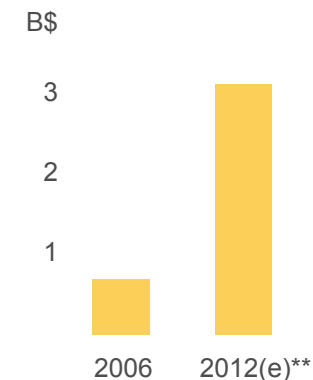
Deep conversion in North America

- ▶ Coker (50 kb/d), new vacuum distillation and hydro-desulfurization unit at Port Arthur refinery
Complete FEED early-2008
- ▶ Valorizing heavy oils, notably with an upgrader in Canada

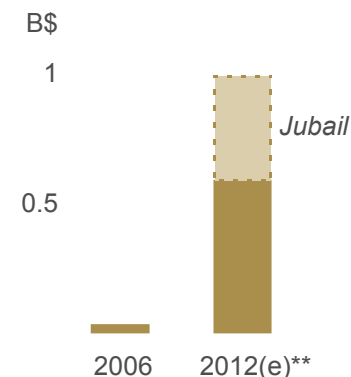
Growth in Middle East

- ▶ Jubail refinery (Total, 35%)
400 kb/d capacity (dedicated supply of Arab Heavy)
Complete FEED early-2008

Capital employed in major refining projects



Cash flow of major refining projects



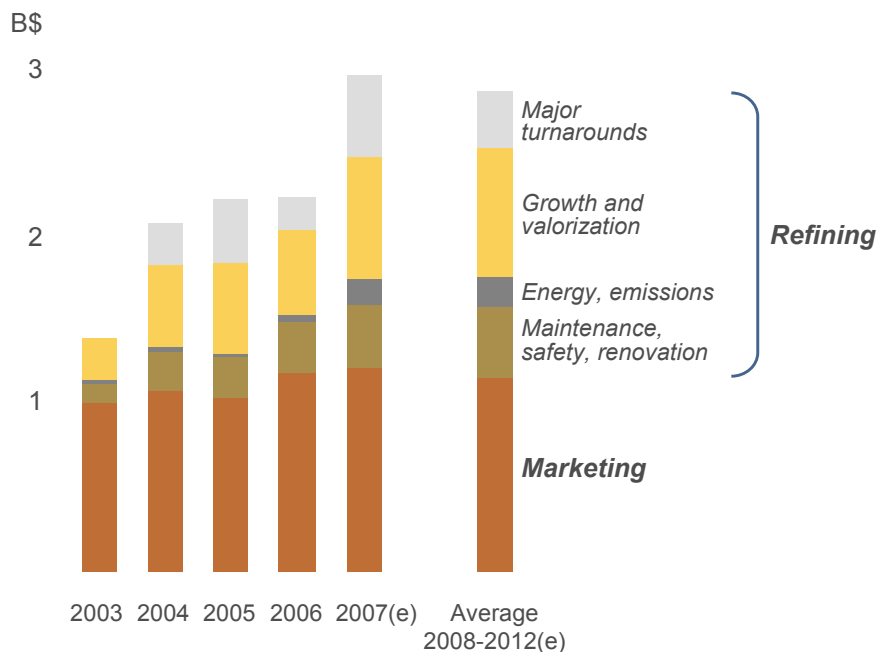
Upgrading projects increase leverage to light-heavy differential

* Cepsa refinery (Total share 48.8%)

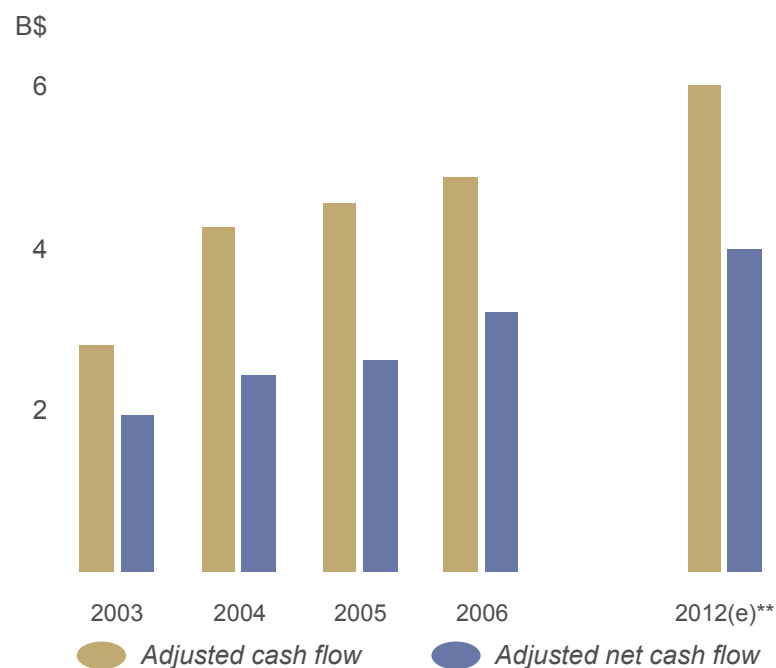
** estimated start-up period for Jubail refinery and Port Arthur coker ;
estimated cash flow based on 60 \$/b Brent and approx 30 \$/t TRCV ; no dividend received from Jubail in 2012(e)

Increasing contribution of Downstream to net cash flow

Downstream investments



Downstream adjusted cash flow*



► Maintain large investment program

- Launching Jubail and Port Arthur will increase Capex required over the short-term
- Impact of cost inflation

► Strong net cash flow from major refining projects

- Approx +0.6 B\$ per year recurring by 2012(e), not including contribution from Jubail

► Ongoing self-help programs in marketing

Maintain strong Downstream profitability

* based on refining margins over the period 2008-2012 comparable to average refining margins for the 2003-2006 period

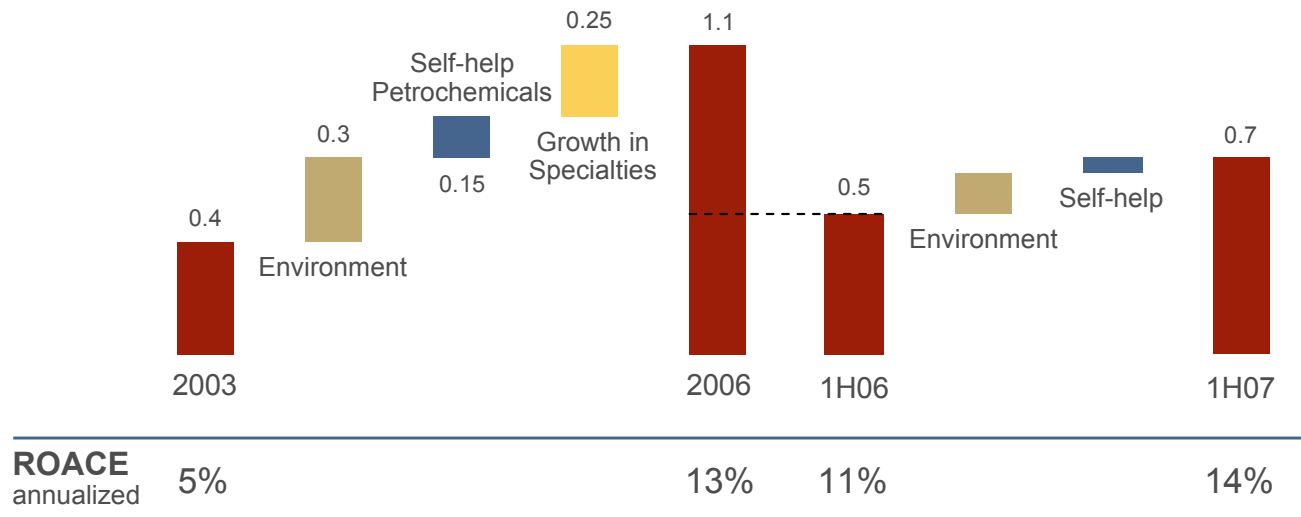
** estimated start-up period for Jubail refinery and Port Arthur coker ; no dividend received from Jubail in 2012(e)



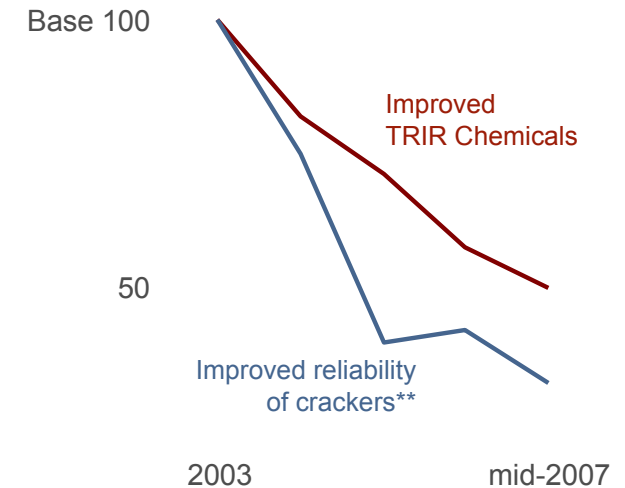
Chemicals

Increasing profitability of Chemicals

Adjusted net operating income (B\$)*



Safety and reliability



- ▶ **Globally favorable environment since 2004**
- ▶ **Impact of restructuring in Europe and growth of Petrochemicals in the Asian market**
 - Approx one-third of the net operating income from Petrochemicals was generated in Asia and Middle East in 2006
 - Ability to pass on increases in raw material costs
- ▶ **Important creation of value in each of the Specialties : results have doubled since 2003**
 - Benefiting from global economic growth and targeted acquisitions

Priority to improve safety and reliability

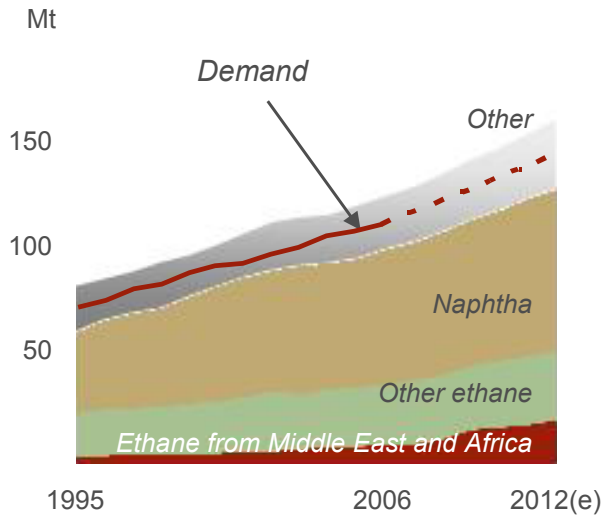
* restated to exclude the contribution of Arkema before the May 18, 2006 spin-off

** based on ethylene volume, excluding turnarounds



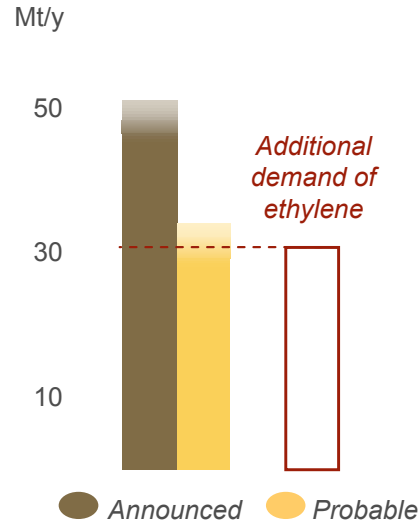
Globally favorable outlook for petrochemicals

Ethylene production by type of raw material*

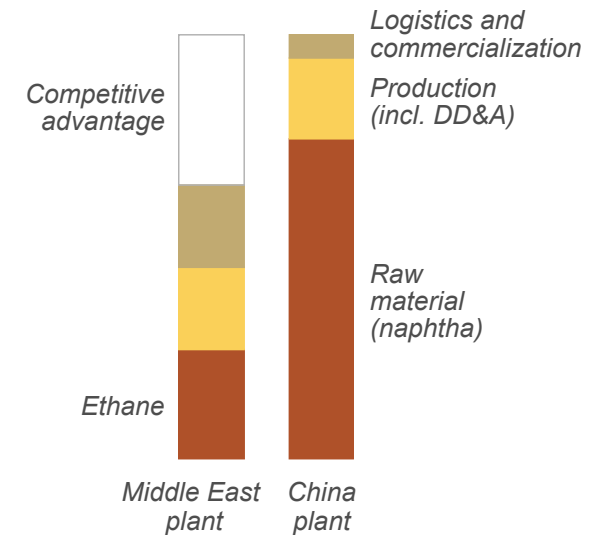


New cracker projects*

2007-2012(e)



Cost structure for polyethylene sold in China**



- ▶ Sustained demand growth for ethylene : +4% per year on average through 2012(e)
- ▶ Many announced projects likely to be cancelled or delayed, particularly if cost inflation persists
- ▶ Petrochemicals pricing driven by production largely based on naphtha

Competitive advantage of new projects benefiting from dedicated ethane supplies in Middle East or North Africa

* Total estimates

** Total estimates, based on Brent at 60 \$/b, in \$/t, assuming new-build plants



Six world-class sites to drive growth in petrochemicals

Consolidating in Europe

- ▶ Continue to reduce breakeven : fixed costs, efficiency, reliability...
- ▶ Concentrate styrene production at Normandy and partially close Carling (Capex : 0.45 B\$)
- ▶ Objective to raise Normandy and Antwerp sites to level of the best in industry

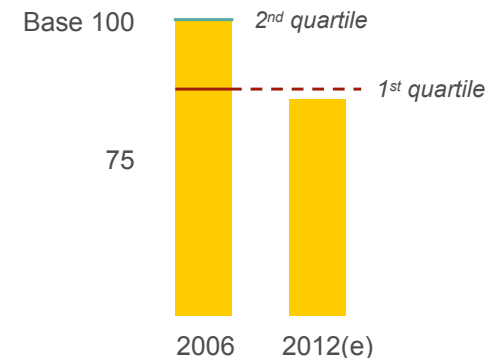
Developing projects in Asia to feed demand growth in China

- ▶ Daesan : debottlenecking +30% end-2007(e)
- ▶ China : integrated project under study

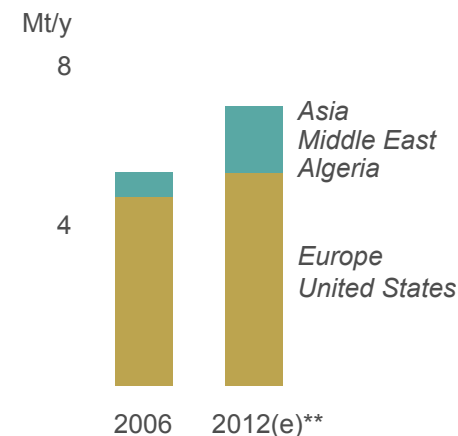
Taking large positions in projects with ethane supply

- ▶ Qapco : debottlenecking ethane cracker (+200 kt/y)
- ▶ Qatofin : ethane cracker (1.3 Mt/y) and LLDPE unit (450 kt/y) to start production end-2008(e)
- ▶ Arzew : in partnership with Sonatrach, project to study the construction of a 1.1 Mt/y ethane cracker in Algeria

Improve energy efficiency*



Polymers production capacity



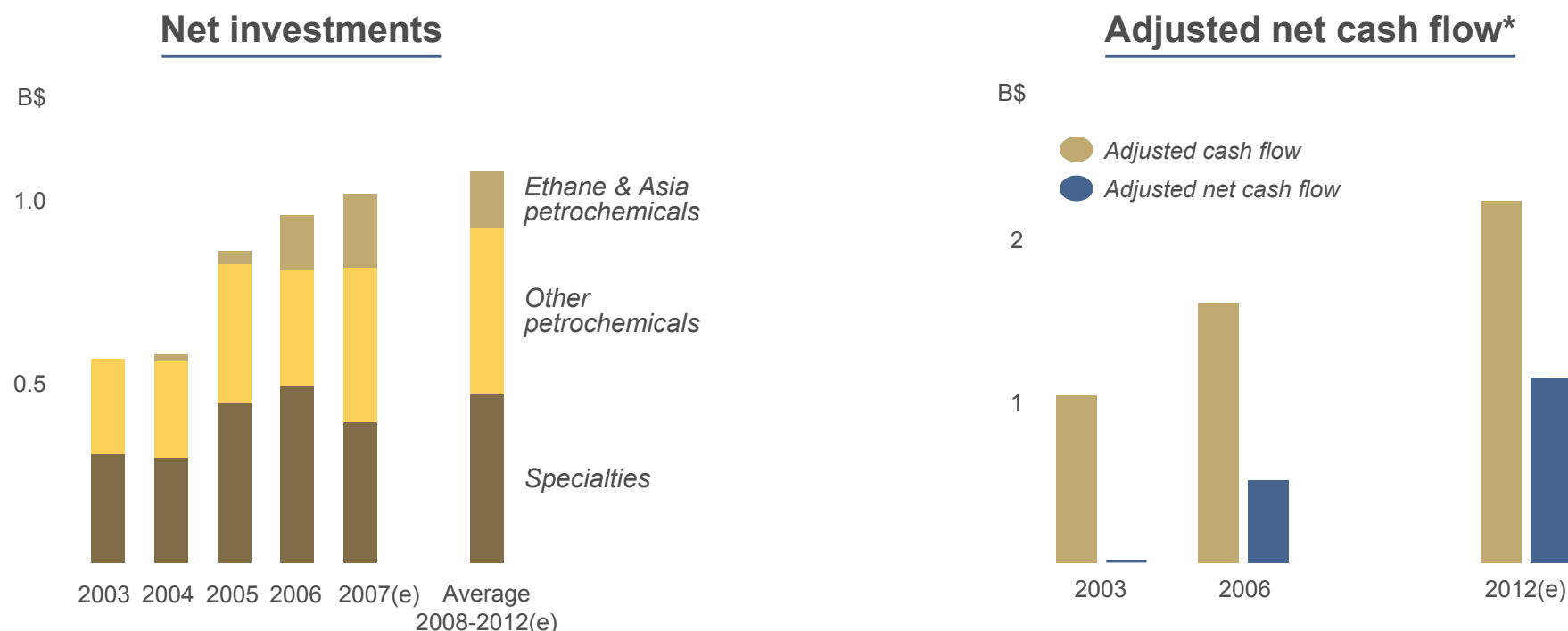
Share of Total's ethylene production derived from ethane to grow from 4% in 2006 to nearly 25% by 2012(e)**

* based on energy used in crackers

** estimated start-up of Arzew petrochemicals complex



Growing contribution of Chemicals to net cash flow



- ▶ **Approx one-third of net cash flow from Chemicals to be generated by petrochemicals in Asia and Middle East by 2012(e)**
- ▶ **Additional contribution from Arzew petrochemicals complex post-2012(e)**
- ▶ **Continuing to increase value creation from each of the Specialties**

Maintain good profitability and increase resilience

excluding proceeds from 2003 sale of paints

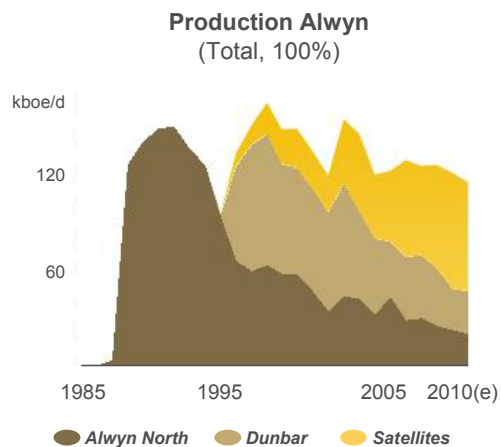
* before changes in working capital, at replacement cost ; excluding AZF payments

Outlook

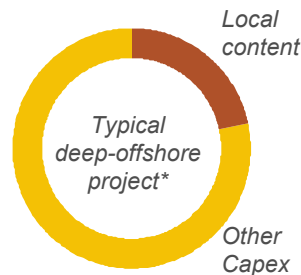
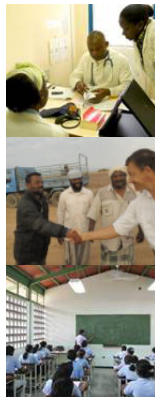


Expanding the model for growth...

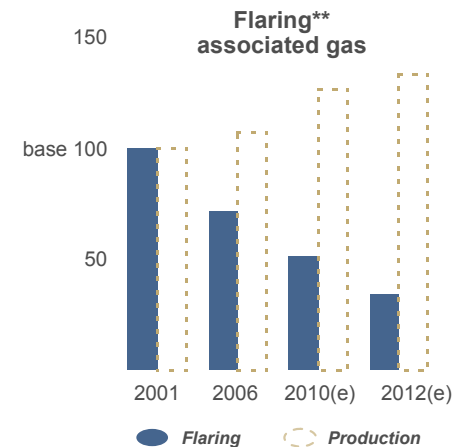
... by optimizing recovery rates



... by benefiting local economies through our projects



... by contributing to the moderation of energy demand and the fight against global warming



- ▶ Mitigating effects of inflation
- ▶ Extending field life
- ▶ Improving recovery rates
- ▶ Applying frontier technologies to develop new fields

- ▶ Optimizing project economics and profit sharing
- ▶ Developing local content that creates value for our projects
- ▶ Building constructive partnerships with stakeholders

- ▶ Limiting CO₂ emissions and developing solutions for sequestration
- ▶ Improving the performance of fuels (Excellium)
- ▶ Increasing the efficiency of renewable energies

Increasing the acceptability of our activities

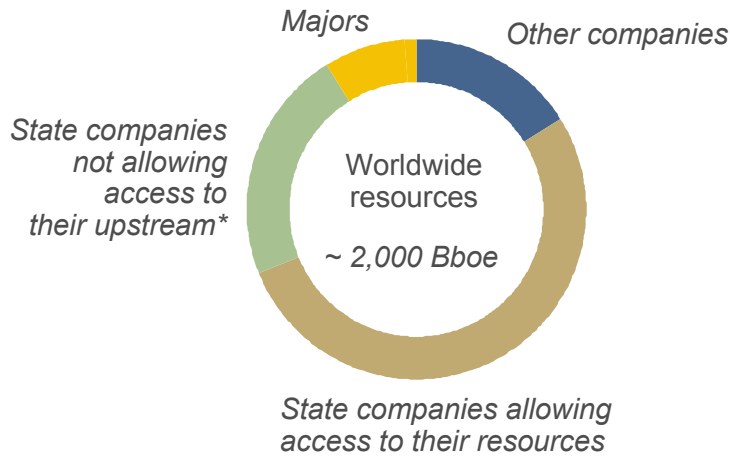
* Capex excluding drilling

** reduction of flaring at Total-operated facilities (100% volumes), compared to Total's production growth



Accessing new reserves for the long term...

... through new partnerships and innovation



Project	Partner	Country	Op. or co-op.	Competitive advantage to offer
▪ Shtokman	<i>Gazprom</i>	Russia	✓	Project execution
▪ Sulige	<i>Petrochina</i>	China	✓	
▪ Ichthys LNG	<i>Inpex</i>	Austr./Japan		Technological expertise
▪ Qatargas II	<i>QGPC</i>	Qatar		
▪ Dolphin	<i>Mubadala</i>	Qatar	✓	Vertical integration and project management
▪ Yemen LNG	<i>YGC</i>	Yemen	✓	
▪ Brass LNG	<i>NNPC</i>	Nigeria	✓	Strong historical presence
▪ Block 17/06	<i>Sonangol</i>	Angola	✓	
▪ Offshore blocks		Nigeria	✓	
▪ Jubail	<i>Aramco</i>	Saudi Arabia	✓	Integrated position offers indirect access to resources
▪ Arzew	<i>Sonatrach</i>	Algeria	✓	

- ▶ Diversity of the portfolio and established track record in project management
- ▶ Well balanced between contractual flexibility and financial discipline

Demonstrating ability to adapt and innovate to sustain competitive organic growth

* Saudi Arabia (oil), Kuwait, Mexico



Combining growth and return to shareholders

70% of capital employed in Upstream by 2012(e)

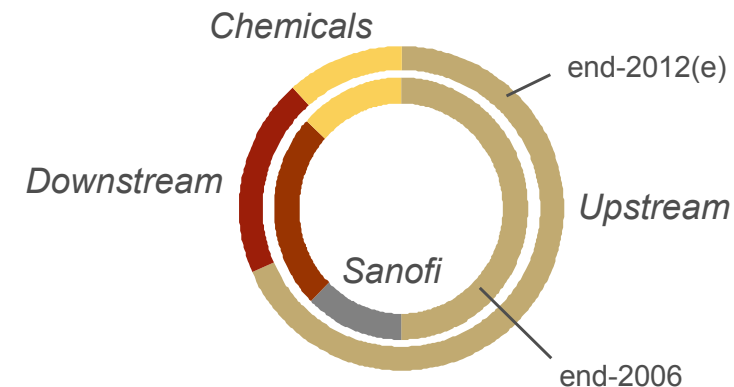
- Progressive increase in Upstream Capex to fund profitable growth in new environment
- Capex for Downstream-Chemicals to increase in the short-term for the Jubail and Port Arthur projects

Benefiting from a return to sustainable production growth from 2007 and substantial increase in cash flow from Downstream and Chemicals by 2012(e)

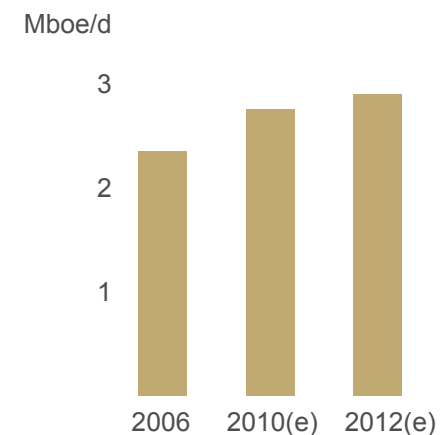
Progressive divestment of non-strategic assets

**Favor growing dividend
for return to shareholders**

Change in capital employed



Hydrocarbon production*

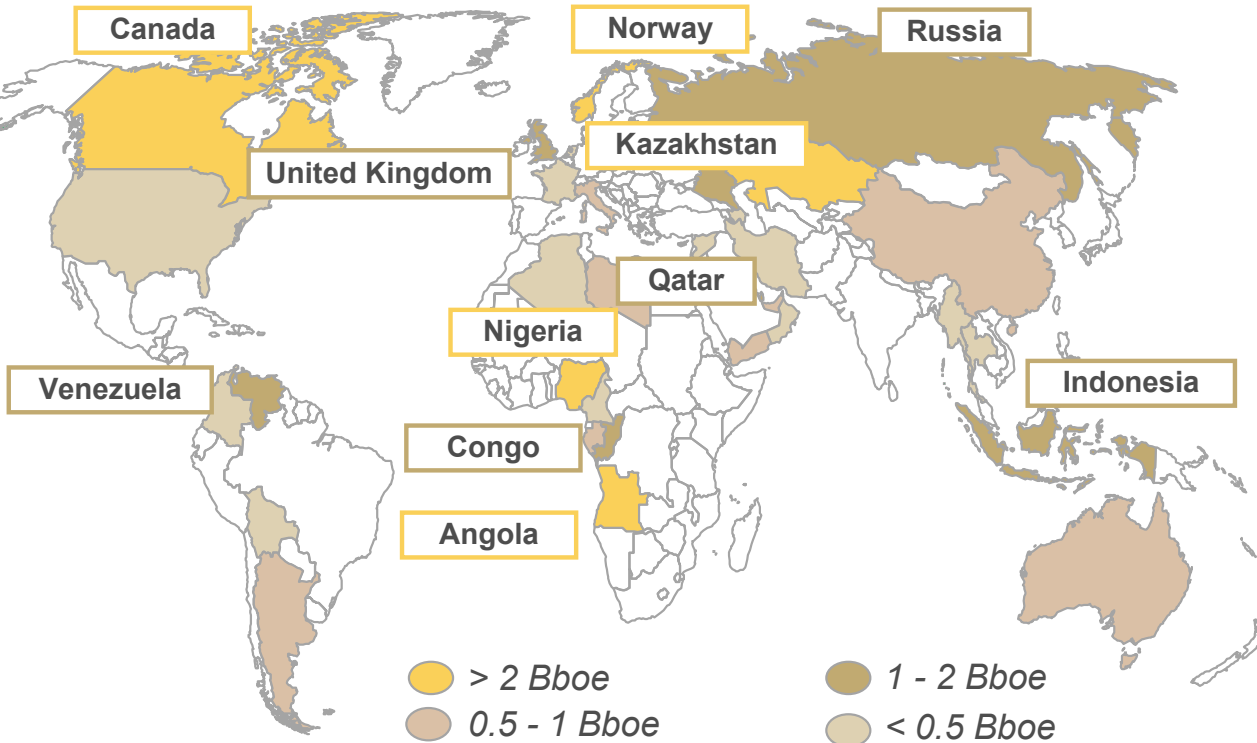


* based on Brent at 60 \$/b from 2008

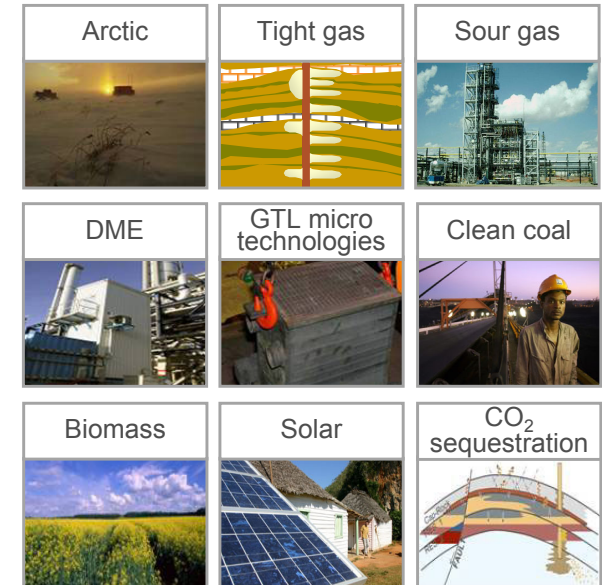


Strategy well adapted to evolving energy supply

More than 40 years of hydrocarbon resources*



R&D for the long term



***Concentrating the bulk of investments on the hydrocarbon chain
Accelerating R&D to prepare for the long term***

Providing sustainable supply of energy while protecting the environment

* August 2007 estimate of Total's resources, including proved and probable reserves plus potentially recoverable quantities from known accumulations according to the March 2007 SPE definition



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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 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 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 its competitors, mainly North American. 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.

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