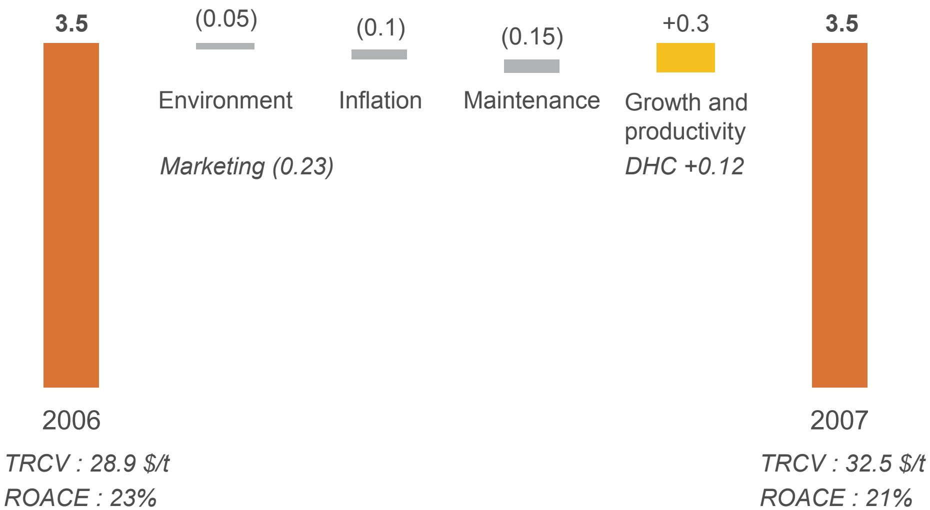
Downstream

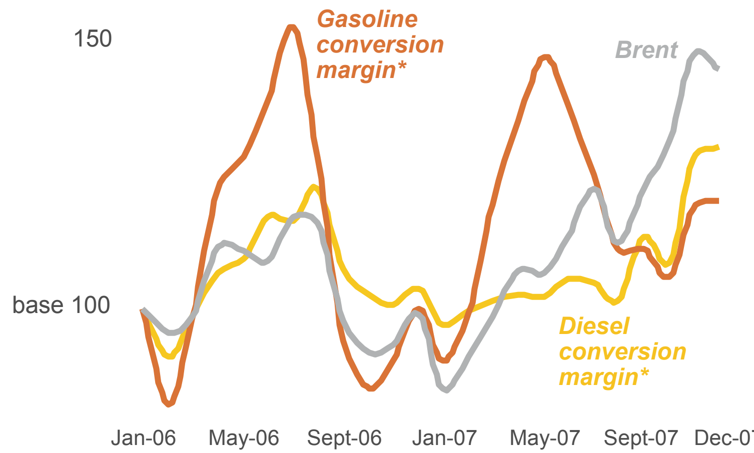
TOTAL

Downstream performance robust in mixed environment

Adjusted net operating income (B$)



European conversion margins



- **Higher maintenance activity in refining**
- **Marketing results maintained thanks to continuing efforts to adapt to market changes**
- **Refining margins volatile**
- **Strong seasonality for gasoline conversion margin ; high correlation between diesel conversion margin and oil price**

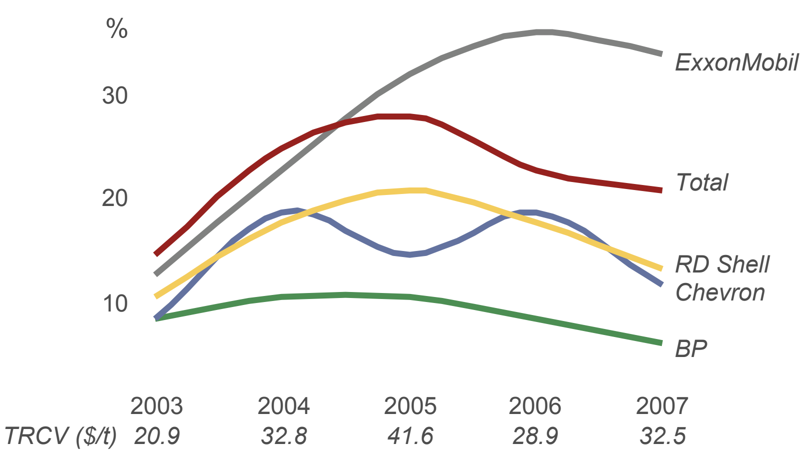
Importance of ongoing productivity programs

* gasoline and diesel vs. heavy fuel

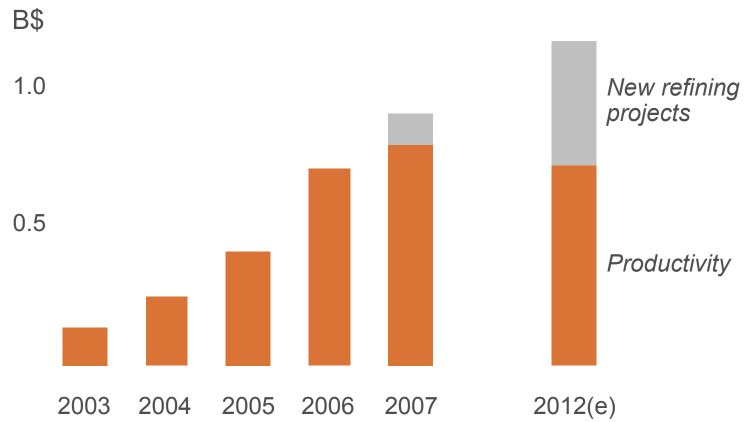
TOTAL

Self-help supporting strong Downstream profitability

Downstream profitability*



Cumulative net impact of self-help plans**



- **Importance of productivity plans to offset the impact of inflation and erosion of marketing margins**
  - Estimated 90% of inflation impact to be offset by productivity gains over the period 2008-2012(e)
- **Concentrating refining on principal sites**
  - Sale of the 70% interest in Milford Haven refinery

Strong contribution from new conversion and desulfurization projects

* ROACE estimates based on public data for other majors
** impact on net operating income, excluding contribution from Jubail, net of inflation

Targeted investments to adapt European refining to market changes

DHC Normandy

Capacity : 2.4 Mt/y
Start-up end-2006

HDS Lindsey

Capacity : 1.8 Mt/y
Start-up 2009(e)

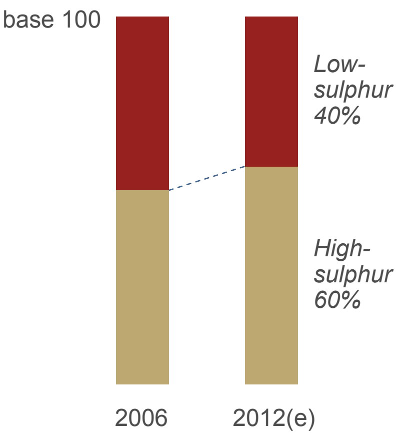
HDS Leuna

Capacity : 1 Mt/y
Start-up 2009(e)

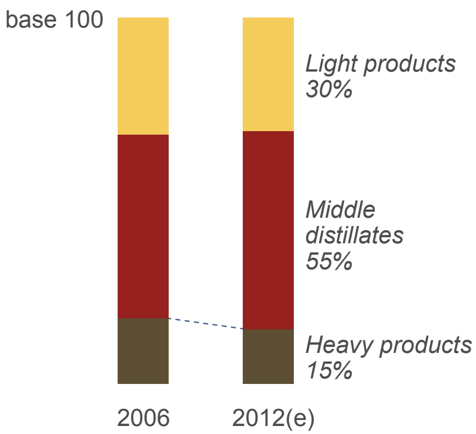
DHC Huelva (Cepsa)

Capacity : 2.1 Mt/y
Start-up 2010(e)

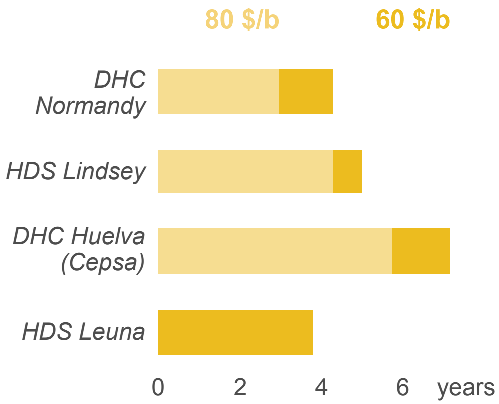
Crude throughput*



Refined products*



Estimated payback period



Increasing throughput of heavier and higher-sulphur crude and output of distillates

* including share of Cepsa (48.83%)

TOTAL

Development of profitable growth projects in refining

Launching modernization program for Port Arthur refinery

- Coker (50 kb/d) + HDS (64 kb/d) + VDU (55 kb/d)
- Crude : Sulphur 80% → 100%
  Heavy 0% → 50%
- Products : Heavy fuel : -75%
  Distillates : +45%
- Robust economics with different supply configurations
- Start-up 2011(e)

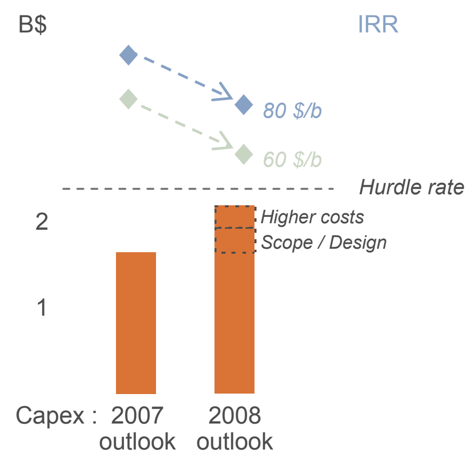
Finalizing of FEED for Jubail refinery in Saudi Arabia

- Total - Saudi Aramco partnership
- 400 kb/d Arab Heavy (dedicated production)
- Products essentially export dedicated :
  - 55% distillates
  - 20% gasoline
  - No heavy products
- Final investment decision in 2008
- Expected listing on Ryad market
- Start-up 2012(e)

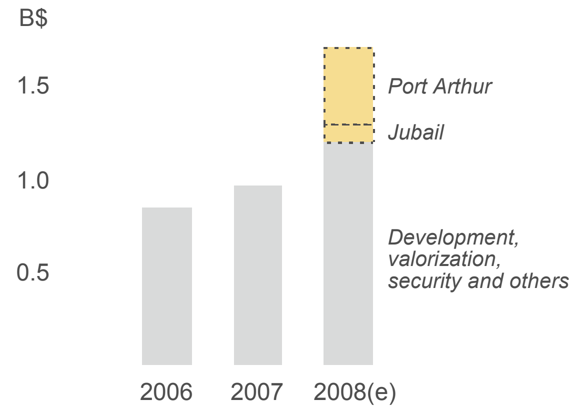
Robust economics despite cost increases thanks to the high correlation of distillate conversion margins to crude price

Port Arthur project economics

(Profitability vs Capex)



Refining Capex*



* including net investment in equity affiliates and non-consolidated companies, excluding turnarounds, based on 1 € = 1.50 $ for 2008(e)

TOTAL