

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M€) <sup>(a)</sup>	3 <sup>rd</sup> quarter 2011	2 <sup>nd</sup> quarter 2011	3 <sup>rd</sup> quarter 2010
<b>Sales</b>	<b>46,163</b>	<b>45,009</b>	<b>40,180</b>
Excise taxes	(4,638)	(4,544)	(4,952)
Revenues from sales	41,525	40,465	35,228
Purchases, net of inventory variation	(29,018)	(28,386)	(23,918)
Other operating expenses	(5,061)	(4,804)	(4,841)
Exploration costs	(242)	(179)	(160)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,873)	(1,531)	(1,805)
Other income	1,334	246	540
Other expense	(212)	(138)	(61)
Financial interest on debt	(262)	(159)	(126)
Financial income from marketable securities & cash equivalents	114	55	40
Cost of net debt	(148)	(104)	(86)
Other financial income	108	335	111
Other financial expense	(115)	(104)	(103)
Equity in net income (loss) of affiliates	497	444	401
Income taxes	(3,448)	(3,432)	(2,426)
<b>Consolidated net income</b>	<b>3,347</b>	<b>2,812</b>	<b>2,880</b>
Group share	3,314	2,726	2,827
Minority interests	33	86	53
Earnings per share (€)	1.47	1.21	1.27
Fully-diluted earnings per share (€)	1.47	1.21	1.26

(a) Except for per share amounts.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M€)	3 <sup>rd</sup> quarter 2011	2 <sup>nd</sup> quarter 2011	3 <sup>rd</sup> quarter 2010
<b>Consolidated net income</b>	<b>3,347</b>	<b>2,812</b>	<b>2,880</b>
<b>Other comprehensive income</b>			
Currency translation adjustment	2,309	(666)	(3,527)
Available for sale financial assets	(389)	315	4
Cash flow hedge	(54)	(11)	(38)
Share of other comprehensive income of associates, net amount	(131)	(16)	(200)
Other	(2)	(4)	(9)
Tax effect	82	(35)	13
<b>Total other comprehensive income (net amount)</b>	<b>1,815</b>	<b>(417)</b>	<b>(3,757)</b>
<b>Comprehensive income</b>	<b>5,162</b>	<b>2,395</b>	<b>(877)</b>
- Group share	5,077	2,326	(865)
- Minority interests	85	69	(12)

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M€) <sup>(a)</sup>	9 months 2011	9 months 2010
<b>Sales</b>	<b>137,201</b>	<b>119,112</b>
Excise taxes	(13,609)	(14,396)
Revenues from sales	123,592	104,716
Purchases, net of inventory variation	(84,659)	(69,548)
Other operating expenses	(14,567)	(14,386)
Exploration costs	(680)	(667)
Depreciation, depletion and amortization of tangible assets and mineral interests	(5,090)	(5,261)
Other income	1,665	814
Other expense	(409)	(387)
Financial interest on debt	(557)	(339)
Financial income from marketable securities & cash equivalents	216	88
Cost of net debt	(341)	(251)
Other financial income	518	324
Other financial expense	(327)	(293)
Equity in net income (loss) of affiliates	1,447	1,438
Income taxes	(10,952)	(7,773)
<b>Consolidated net income</b>	<b>10,197</b>	<b>8,726</b>
Group share	9,986	8,541
Minority interests	211	185
Earnings per share (€)	4.45	3.82
Fully-diluted earnings per share (€)	4.43	3.81

(a) Except for per share amounts.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M€)	9 months 2011	9 months 2010
<b>Consolidated net income</b>	<b>10,197</b>	<b>8,726</b>
<b>Other comprehensive income</b>		
Currency translation adjustment	(335)	1,469
Available for sale financial assets	41	(48)
Cash flow hedge	(89)	(89)
Share of other comprehensive income of associates, net amount	(234)	275
Other	(4)	(6)
Tax effect	53	31
<b>Total other comprehensive income (net amount)</b>	<b>(568)</b>	<b>1,632</b>
<b>Comprehensive income</b>	<b>9,629</b>	<b>10,358</b>
- Group share	9,433	10,179
- Minority interests	196	179

# CONSOLIDATED BALANCE SHEET

## TOTAL

(M€)	September 30, 2011 <i>(unaudited)</i>	June 30, 2011 <i>(unaudited)</i>	December 31, 2010	September 30, 2010 <i>(unaudited)</i>
<b>ASSETS</b>				
<b>Non-current assets</b>				
Intangible assets, net	10,280	8,961	8,917	9,214
Property, plant and equipment, net	59,729	55,323	54,964	54,341
Equity affiliates : investments and loans	11,455	11,054	11,516	11,322
Other investments	3,767	5,287	4,590	4,825
Hedging instruments of non-current financial debt	2,012	1,756	1,870	1,760
Other non-current assets	4,248	3,727	3,655	3,210
<b>Total non-current assets</b>	<b>91,491</b>	<b>86,108</b>	<b>85,512</b>	<b>84,672</b>
<b>Current assets</b>				
Inventories, net	16,024	15,950	15,600	14,171
Accounts receivable, net	18,786	18,267	18,159	17,435
Other current assets	7,938	8,474	7,483	8,332
Current financial assets	1,172	3,122	1,205	1,686
Cash and cash equivalents	19,942	13,387	14,489	18,247
<b>Total current assets</b>	<b>63,862</b>	<b>59,200</b>	<b>56,936</b>	<b>59,871</b>
<b>Assets classified as held for sale</b>	<b>1,630</b>	<b>5,211</b>	<b>1,270</b>	<b>-</b>
<b>Total assets</b>	<b>156,983</b>	<b>150,519</b>	<b>143,718</b>	<b>144,543</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>				
<b>Shareholders' equity</b>				
Common shares	5,909	5,903	5,874	5,872
Paid-in surplus and retained earnings	65,862	64,148	60,538	58,569
Currency translation adjustment	(3,091)	(5,177)	(2,495)	(3,286)
Treasury shares	(3,390)	(3,503)	(3,503)	(3,572)
<b>Total shareholders' equity - Group Share</b>	<b>65,290</b>	<b>61,371</b>	<b>60,414</b>	<b>57,583</b>
<b>Minority interests</b>	<b>1,467</b>	<b>934</b>	<b>857</b>	<b>838</b>
<b>Total shareholders' equity</b>	<b>66,757</b>	<b>62,305</b>	<b>61,271</b>	<b>58,421</b>
<b>Non-current liabilities</b>				
Deferred income taxes	10,601	9,619	9,947	9,757
Employee benefits	2,180	2,111	2,171	2,125
Provisions and other non-current liabilities	8,920	8,419	9,098	8,693
<b>Total non-current liabilities</b>	<b>21,701</b>	<b>20,149</b>	<b>21,216</b>	<b>20,575</b>
<b>Non-current financial debt</b>	<b>22,415</b>	<b>20,410</b>	<b>20,783</b>	<b>21,566</b>
<b>Current liabilities</b>				
Accounts payable	18,753	18,395	18,450	16,191
Other creditors and accrued liabilities	16,361	16,191	11,989	17,254
Current borrowings	10,406	12,289	9,653	10,201
Other current financial liabilities	249	385	159	335
<b>Total current liabilities</b>	<b>45,769</b>	<b>47,260</b>	<b>40,251</b>	<b>43,981</b>
<b>Liabilities directly associated with the assets classified as held for sale</b>	<b>341</b>	<b>395</b>	<b>197</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>156,983</b>	<b>150,519</b>	<b>143,718</b>	<b>144,543</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M€)	3 <sup>rd</sup> quarter 2011	2 <sup>nd</sup> quarter 2011	3 <sup>rd</sup> quarter 2010
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Consolidated net income	3,347	2,812	2,880
Depreciation, depletion and amortization	2,062	1,641	1,912
Non-current liabilities, valuation allowances and deferred taxes	312	283	34
Impact of coverage of pension benefit plans	-	-	-
(Gains) losses on sales of assets	(1,282)	(229)	(445)
Undistributed affiliates' equity earnings	(34)	59	(154)
(Increase) decrease in working capital	1,501	476	649
Other changes, net	58	22	28
<b>Cash flow from operating activities</b>	<b>5,964</b>	<b>5,064</b>	<b>4,904</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>			
Intangible assets and property, plant and equipment additions	(3,802)	(3,215)	(2,913)
Acquisitions of subsidiaries, net of cash acquired	170	(979)	(856)
Investments in equity affiliates and other securities	(69)	(3,071)	(85)
Increase in non-current loans	(220)	(305)	(238)
<b>Total expenditures</b>	<b>(3,921)</b>	<b>(7,570)</b>	<b>(4,092)</b>
Proceeds from disposal of intangible assets and property, plant and equipment	213	620	873
Proceeds from disposal of subsidiaries, net of cash sold	399	171	(11)
Proceeds from disposal of non-current investments	4,343	452	125
Repayment of non-current loans	127	95	87
<b>Total divestments</b>	<b>5,082</b>	<b>1,338</b>	<b>1,074</b>
<b>Cash flow used in investing activities</b>	<b>1,161</b>	<b>(6,232)</b>	<b>(3,018)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>			
Issuance (repayment) of shares:			
- Parent company shareholders	77	354	3
- Treasury shares	-	-	-
- Minority shareholders	-	-	-
Dividends paid:			
- Parent company shareholders	(1,283)	(2,572)	-
- Minority shareholders	(35)	(61)	(8)
Other transactions with minority shareholders	-	59	-
Net issuance (repayment) of non-current debt	1,034	678	1,690
Increase (decrease) in current borrowings	(2,541)	(200)	383
Increase (decrease) in current financial assets and liabilities	1,999	(1,123)	(341)
<b>Cash flow used in financing activities</b>	<b>(749)</b>	<b>(2,865)</b>	<b>1,727</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>6,376</b>	<b>(4,033)</b>	<b>3,613</b>
Effect of exchange rates	179	93	(198)
Cash and cash equivalents at the beginning of the period	13,387	17,327	14,832
<b>Cash and cash equivalents at the end of the period</b>	<b>19,942</b>	<b>13,387</b>	<b>18,247</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M€)	9 months 2011	9 months 2010
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Consolidated net income	10,197	8,726
Depreciation, depletion and amortization	5,591	5,779
Non-current liabilities, valuation allowances and deferred taxes	1,160	328
Impact of coverage of pension benefit plans	-	-
(Gains) losses on sales of assets	(1,517)	(617)
Undistributed affiliates' equity earnings	(157)	(337)
(Increase) decrease in working capital	1,390	1,162
Other changes, net	78	65
<b>Cash flow from operating activities</b>	<b>16,742</b>	<b>15,106</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>		
Intangible assets and property, plant and equipment additions	(12,391)	(9,335)
Acquisitions of subsidiaries, net of cash acquired	(809)	(856)
Investments in equity affiliates and other securities	(3,290)	(398)
Increase in non-current loans	(684)	(658)
<b>Total expenditures</b>	<b>(17,174)</b>	<b>(11,247)</b>
Proceeds from disposal of intangible assets and property, plant and equipment	839	996
Proceeds from disposal of subsidiaries, net of cash sold	570	310
Proceeds from disposal of non-current investments	5,085	1,404
Repayment of non-current loans	589	262
<b>Total divestments</b>	<b>7,083</b>	<b>2,972</b>
<b>Cash flow used in investing activities</b>	<b>(10,091)</b>	<b>(8,275)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>		
Issuance (repayment) of shares:		
- Parent company shareholders	481	14
- Treasury shares	-	49
- Minority shareholders	-	-
Dividends paid:		
- Parent company shareholders	(3,855)	(2,548)
- Minority shareholders	(97)	(90)
Other transactions with minority shareholders	59	(450)
Net issuance (repayment) of non-current debt	3,940	3,732
Increase (decrease) in current borrowings	(2,253)	759
Increase (decrease) in current financial assets and liabilities	365	(1,291)
<b>Cash flow used in financing activities</b>	<b>(1,360)</b>	<b>175</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>5,291</b>	<b>7,006</b>
Effect of exchange rates	162	(421)
Cash and cash equivalents at the beginning of the period	14,489	11,662
<b>Cash and cash equivalents at the end of the period</b>	<b>19,942</b>	<b>18,247</b>

## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

### TOTAL

(unaudited)

(M€)	Common shares issued		Paid-in surplus and retained earnings	Currency translation adjustment	Treasury shares		Shareholders' equity Group Share	Minority interests	Total shareholders' equity
	Number	Amount			Number	Amount			
<b>As of January 1, 2010</b>	<b>2,348,422,884</b>	<b>5,871</b>	<b>55,372</b>	<b>(5,069)</b>	<b>(115,407,190)</b>	<b>(3,622)</b>	<b>52,552</b>	<b>987</b>	<b>53,539</b>
Net income of the first nine months	-	-	8,541	-	-	-	8,541	185	8,726
Other comprehensive Income	-	-	(155)	1,793	-	-	1,638	(6)	1,632
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>8,386</b>	<b>1,793</b>	<b>-</b>	<b>-</b>	<b>10,179</b>	<b>179</b>	<b>10,358</b>
Dividend	-	-	(5,096)	-	-	-	(5,096)	(90)	(5,186)
Issuance of common shares	408,017	1	13	-	-	-	14	-	14
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares (1)	-	-	(1)	-	1,270,478	50	49	-	49
Share-based payments	-	-	97	-	-	-	97	-	97
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with minority interests	-	-	(202)	(10)	-	-	(212)	(238)	(450)
Other items	-	-	-	-	-	-	-	-	-
<b>As of September 30, 2010</b>	<b>2,348,830,901</b>	<b>5,872</b>	<b>58,569</b>	<b>(3,286)</b>	<b>(114,136,712)</b>	<b>(3,572)</b>	<b>57,583</b>	<b>838</b>	<b>58,421</b>
Net income of the fourth quarter	-	-	2,030	-	-	-	2,030	51	2,081
Other comprehensive Income	-	-	(61)	788	-	-	727	15	742
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>1,969</b>	<b>788</b>	<b>-</b>	<b>-</b>	<b>2,757</b>	<b>66</b>	<b>2,823</b>
Dividend	-	-	(2)	-	-	-	(2)	(62)	(64)
Issuance of common shares	810,030	2	25	-	-	-	27	-	27
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares (1)	-	-	(69)	-	1,649,033	69	-	-	-
Share-based payments	-	-	43	-	-	-	43	-	43
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with minority interests	-	-	3	3	-	-	6	15	21
Other items	-	-	-	-	-	-	-	-	-
<b>As of December 31, 2010</b>	<b>2,349,640,931</b>	<b>5,874</b>	<b>60,538</b>	<b>(2,495)</b>	<b>(112,487,679)</b>	<b>(3,503)</b>	<b>60,414</b>	<b>857</b>	<b>61,271</b>
Net income of the first nine months	-	-	9,986	-	-	-	9,986	211	10,197
Other comprehensive Income	-	-	45	(598)	-	-	(553)	(15)	(568)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>10,031</b>	<b>(598)</b>	<b>-</b>	<b>-</b>	<b>9,433</b>	<b>196</b>	<b>9,629</b>
Dividend	-	-	(5,173)	-	-	-	(5,173)	(97)	(5,270)
Issuance of common shares	14,112,010	35	446	-	-	-	481	-	481
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares (1)	-	-	(113)	-	2,931,034	113	-	-	-
Share-based payments	-	-	124	-	-	-	124	-	124
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with minority interests	-	-	-	2	-	-	2	57	59
Other items	-	-	9	-	-	-	9	454	463
<b>As of September 30, 2011</b>	<b>2,363,752,941</b>	<b>5,909</b>	<b>65,862</b>	<b>(3,091)</b>	<b>(109,556,645)</b>	<b>(3,390)</b>	<b>65,290</b>	<b>1,467</b>	<b>66,757</b>

(1) Treasury shares related to the stock option purchase plans and restricted stock grants

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2011 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	5,272	36,220	4,669	2	-	46,163
Intersegment sales	6,571	1,582	243	45	(8,441)	-
Excise taxes	-	(4,638)	-	-	-	(4,638)
<b>Revenues from sales</b>	<b>11,843</b>	<b>33,164</b>	<b>4,912</b>	<b>47</b>	<b>(8,441)</b>	<b>41,525</b>
Operating expenses	(5,443)	(32,559)	(4,624)	(136)	8,441	(34,321)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,281)	(464)	(119)	(9)	-	(1,873)
<b>Operating income</b>	<b>5,119</b>	<b>141</b>	<b>169</b>	<b>(98)</b>	<b>-</b>	<b>5,331</b>
Equity in net income (loss) of affiliates and other items	922	347	319	24	-	1,612
Tax on net operating income	(3,401)	(58)	(45)	41	-	(3,463)
<b>Net operating income</b>	<b>2,640</b>	<b>430</b>	<b>443</b>	<b>(33)</b>	<b>-</b>	<b>3,480</b>
Net cost of net debt						(133)
Minority interests						(33)
<b>Net income</b>						<b>3,314</b>

3 <sup>rd</sup> quarter 2011 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	(14)	-	-	-	-	(14)
Intersegment sales						
Excise taxes						
<b>Revenues from sales</b>	<b>(14)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(14)</b>
Operating expenses	-	(173)	(19)	-	-	(192)
Depreciation, depletion and amortization of tangible assets and mineral interests	(75)	(168)	(3)	-	-	(246)
<b>Operating income<sup>(b)</sup></b>	<b>(89)</b>	<b>(341)</b>	<b>(22)</b>	<b>-</b>	<b>-</b>	<b>(452)</b>
Equity in net income (loss) of affiliates and other items	530	339	243	15	-	1,127
Tax on net operating income	(124)	44	(17)	(71)	-	(168)
<b>Net operating income<sup>(b)</sup></b>	<b>317</b>	<b>42</b>	<b>204</b>	<b>(56)</b>	<b>-</b>	<b>507</b>
Net cost of net debt						-
Minority interests						6
<b>Net income</b>						<b>513</b>

(a) Adjustments include special items, inventory valuation effect and, as from January 1<sup>st</sup>, 2011, the effect of changes in fair value.

(b) Of which inventory valuation effect

On operating income	-	(100)	(12)	-	
On net operating income	-	(83)	(7)	-	

3 <sup>rd</sup> quarter 2011 (adjusted) (M€) <sup>(a)</sup>	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	5,286	36,220	4,669	2	-	46,177
Intersegment sales	6,571	1,582	243	45	(8,441)	-
Excise taxes	-	(4,638)	-	-	-	(4,638)
<b>Revenues from sales</b>	<b>11,857</b>	<b>33,164</b>	<b>4,912</b>	<b>47</b>	<b>(8,441)</b>	<b>41,539</b>
Operating expenses	(5,443)	(32,386)	(4,605)	(136)	8,441	(34,129)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,206)	(296)	(116)	(9)	-	(1,627)
<b>Adjusted operating income</b>	<b>5,208</b>	<b>482</b>	<b>191</b>	<b>(98)</b>	<b>-</b>	<b>5,783</b>
Equity in net income (loss) of affiliates and other items	392	8	76	9	-	485
Tax on net operating income	(3,277)	(102)	(28)	112	-	(3,295)
<b>Adjusted net operating income</b>	<b>2,323</b>	<b>388</b>	<b>239</b>	<b>23</b>	<b>-</b>	<b>2,973</b>
Net cost of net debt						(133)
Minority interests						(39)
<b>Adjusted net income</b>						<b>2,801</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.24</b>

(a) Except for per share amounts.

3 <sup>rd</sup> quarter 2011 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	3,289	440	168	24		3,921
Total divestments	953	2,691	1,094	344		5,082
Cash flow from operating activities	3,158	1,775	359	672		5,964

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

2 <sup>nd</sup> quarter 2011 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	5,166	34,551	5,291	1	-	45,009
Intersegment sales	6,341	1,535	345	43	(8,264)	-
Excise taxes	-	(4,544)	-	-	-	(4,544)
<b>Revenues from sales</b>	<b>11,507</b>	<b>31,542</b>	<b>5,636</b>	<b>44</b>	<b>(8,264)</b>	<b>40,465</b>
Operating expenses	(5,072)	(31,149)	(5,251)	(161)	8,264	(33,369)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,100)	(300)	(122)	(9)	-	(1,531)
<b>Operating income</b>	<b>5,335</b>	<b>93</b>	<b>263</b>	<b>(126)</b>	<b>-</b>	<b>5,565</b>
Equity in net income (loss) of affiliates and other items	473	37	18	255	-	783
Tax on net operating income	(3,275)	(20)	(117)	(53)	-	(3,465)
<b>Net operating income</b>	<b>2,533</b>	<b>110</b>	<b>164</b>	<b>76</b>	<b>-</b>	<b>2,883</b>
Net cost of net debt						(71)
Minority interests						(86)
<b>Net income</b>						<b>2,726</b>

2 <sup>nd</sup> quarter 2011 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	(55)	-	-	-	-	(55)
Intersegment sales						
Excise taxes						
<b>Revenues from sales</b>	<b>(55)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(55)</b>
Operating expenses	-	(135)	(15)	-	-	(150)
Depreciation, depletion and amortization of tangible assets and mineral interests	-	-	-	-	-	-
<b>Operating income<sup>(b)</sup></b>	<b>(55)</b>	<b>(135)</b>	<b>(15)</b>	<b>-</b>	<b>-</b>	<b>(205)</b>
Equity in net income (loss) of affiliates and other items	121	(2)	(37)	43	-	125
Tax on net operating income	10	50	(31)	(2)	-	27
<b>Net operating income<sup>(b)</sup></b>	<b>76</b>	<b>(87)</b>	<b>(83)</b>	<b>41</b>	<b>-</b>	<b>(53)</b>
Net cost of net debt						-
Minority interests						(15)
<b>Net income</b>						<b>(68)</b>

(a) Adjustments include special items, inventory valuation effect and, as from January 1<sup>st</sup>, 2011, the effect of changes in fair value.

(b) Of which inventory valuation effect

On operating income	-	(72)	(15)	-	-	
On net operating income	-	(42)	(17)	-	-	

2 <sup>nd</sup> quarter 2011 (adjusted) (M€) <sup>(a)</sup>	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	5,221	34,551	5,291	1	-	45,064
Intersegment sales	6,341	1,535	345	43	(8,264)	-
Excise taxes	-	(4,544)	-	-	-	(4,544)
<b>Revenues from sales</b>	<b>11,562</b>	<b>31,542</b>	<b>5,636</b>	<b>44</b>	<b>(8,264)</b>	<b>40,520</b>
Operating expenses	(5,072)	(31,014)	(5,236)	(161)	8,264	(33,219)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,100)	(300)	(122)	(9)	-	(1,531)
<b>Adjusted operating income</b>	<b>5,390</b>	<b>228</b>	<b>278</b>	<b>(126)</b>	<b>-</b>	<b>5,770</b>
Equity in net income (loss) of affiliates and other items	352	39	55	212	-	658
Tax on net operating income	(3,285)	(70)	(86)	(51)	-	(3,492)
<b>Adjusted net operating income</b>	<b>2,457</b>	<b>197</b>	<b>247</b>	<b>35</b>	<b>-</b>	<b>2,936</b>
Net cost of net debt						(71)
Minority interests						(71)
<b>Adjusted net income</b>						<b>2,794</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.24</b>

(a) Except for per share amounts.

2 <sup>nd</sup> quarter 2011 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	6,868	462	209	31	-	7,570
Total divestments	921	28	12	377	-	1,338
Cash flow from operating activities	5,605	7	138	(686)	-	5,064

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2010 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	4,410	31,307	4,460	3	-	40,180
Intersegment sales	5,660	1,149	243	44	(7,096)	-
Excise taxes	-	(4,952)	-	-	-	(4,952)
<b>Revenues from sales</b>	<b>10,070</b>	<b>27,504</b>	<b>4,703</b>	<b>47</b>	<b>(7,096)</b>	<b>35,228</b>
Operating expenses	(4,562)	(27,002)	(4,308)	(143)	7,096	(28,919)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,333)	(336)	(127)	(9)	-	(1,805)
<b>Operating income</b>	<b>4,175</b>	<b>166</b>	<b>268</b>	<b>(105)</b>	<b>-</b>	<b>4,504</b>
Equity in net income (loss) of affiliates and other items	595	101	43	149	-	888
Tax on net operating income	(2,386)	(27)	(82)	44	-	(2,451)
<b>Net operating income</b>	<b>2,384</b>	<b>240</b>	<b>229</b>	<b>88</b>	<b>-</b>	<b>2,941</b>
Net cost of net debt						(61)
Minority interests						(53)
<b>Net income</b>						<b>2,827</b>

3 <sup>rd</sup> quarter 2010 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales						
Intersegment sales						
Excise taxes						
<b>Revenues from sales</b>						
Operating expenses	-	(71)	(33)	-	-	(104)
Depreciation, depletion and amortization of tangible assets and mineral interests	(15)	-	-	-	-	(15)
<b>Operating income<sup>(b)</sup></b>	<b>(15)</b>	<b>(71)</b>	<b>(33)</b>	<b>-</b>	<b>-</b>	<b>(119)</b>
Equity in net income (loss) of affiliates and other items	85	25	(6)	139	-	243
Tax on net operating income	191	22	12	(3)	-	222
<b>Net operating income<sup>(b)</sup></b>	<b>261</b>	<b>(24)</b>	<b>(27)</b>	<b>136</b>	<b>-</b>	<b>346</b>
Net cost of net debt						-
Minority interests						6
<b>Net income</b>						<b>352</b>

(a) Adjustments include special items and inventory valuation effect.

(b) Of which inventory valuation effect

On operating income	-	(71)	(33)	-	-	
On net operating income	-	(24)	(30)	-	-	

3 <sup>rd</sup> quarter 2010 (adjusted) (M€) <sup>(a)</sup>	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	4,410	31,307	4,460	3	-	40,180
Intersegment sales	5,660	1,149	243	44	(7,096)	-
Excise taxes	-	(4,952)	-	-	-	(4,952)
<b>Revenues from sales</b>	<b>10,070</b>	<b>27,504</b>	<b>4,703</b>	<b>47</b>	<b>(7,096)</b>	<b>35,228</b>
Operating expenses	(4,562)	(26,931)	(4,275)	(143)	7,096	(28,815)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,318)	(336)	(127)	(9)	-	(1,790)
<b>Adjusted operating income</b>	<b>4,190</b>	<b>237</b>	<b>301</b>	<b>(105)</b>	<b>-</b>	<b>4,623</b>
Equity in net income (loss) of affiliates and other items	510	76	49	10	-	645
Tax on net operating income	(2,577)	(49)	(94)	47	-	(2,673)
<b>Adjusted net operating income</b>	<b>2,123</b>	<b>264</b>	<b>256</b>	<b>(48)</b>	<b>-</b>	<b>2,595</b>
Net cost of net debt						(61)
Minority interests						(59)
<b>Adjusted net income</b>						<b>2,475</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.10</b>

(a) Except for per share amounts.

3 <sup>rd</sup> quarter 2010 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	3,400	568	111	13	-	4,092
Total divestments	1,035	28	(10)	21	-	1,074
Cash flow from operating activities	2,831	900	215	958	-	4,904

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

9 months 2011 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	16,582	105,540	15,065	14	-	137,201
Intersegment sales	19,851	4,699	885	129	(25,564)	-
Excise taxes	-	(13,609)	-	-	-	(13,609)
<b>Revenues from sales</b>	<b>36,433</b>	<b>96,630</b>	<b>15,950</b>	<b>143</b>	<b>(25,564)</b>	<b>123,592</b>
Operating expenses	(16,453)	(93,801)	(14,766)	(450)	25,564	(99,906)
Depreciation, depletion and amortization of tangible assets and mineral interests	(3,621)	(1,083)	(360)	(26)	-	(5,090)
<b>Operating income</b>	<b>16,359</b>	<b>1,746</b>	<b>824</b>	<b>(333)</b>	<b>-</b>	<b>18,596</b>
Equity in net income (loss) of affiliates and other items	1,738	443	419	294	-	2,894
Tax on net operating income	(10,203)	(529)	(286)	(12)	-	(11,030)
<b>Net operating income</b>	<b>7,894</b>	<b>1,660</b>	<b>957</b>	<b>(51)</b>	<b>-</b>	<b>10,460</b>
Net cost of net debt						(263)
Minority interests						(211)
<b>Net income</b>						<b>9,986</b>

9 months 2011 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	15	-	-	-	-	15
Intersegment sales						
Excise taxes						
<b>Revenues from sales</b>	<b>15</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>15</b>
Operating expenses	-	918	96	-	-	1,014
Depreciation, depletion and amortization of tangible assets and mineral interests	(75)	(168)	(3)	-	-	(246)
<b>Operating income<sup>(b)</sup></b>	<b>(60)</b>	<b>750</b>	<b>93</b>	<b>-</b>	<b>-</b>	<b>783</b>
Equity in net income (loss) of affiliates and other items	651	351	231	69	-	1,302
Tax on net operating income	(326)	(302)	(91)	(73)	-	(792)
<b>Net operating income<sup>(b)</sup></b>	<b>265</b>	<b>799</b>	<b>233</b>	<b>(4)</b>	<b>-</b>	<b>1,293</b>
Net cost of net debt						-
Minority interests						(6)
<b>Net income</b>						<b>1,287</b>

(a) Adjustments include special items, inventory valuation effect and, as from January 1<sup>st</sup>, 2011, the effect of changes in fair value.

(b) Of which inventory valuation effect

On operating income	-	1,054	103	-	-	
On net operating income	-	719	88	-	-	

9 months 2011 (adjusted) (M€) <sup>(a)</sup>	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	16,567	105,540	15,065	14	-	137,186
Intersegment sales	19,851	4,699	885	129	(25,564)	-
Excise taxes	-	(13,609)	-	-	-	(13,609)
<b>Revenues from sales</b>	<b>36,418</b>	<b>96,630</b>	<b>15,950</b>	<b>143</b>	<b>(25,564)</b>	<b>123,577</b>
Operating expenses	(16,453)	(94,719)	(14,862)	(450)	25,564	(100,920)
Depreciation, depletion and amortization of tangible assets and mineral interests	(3,546)	(915)	(357)	(26)	-	(4,844)
<b>Adjusted operating income</b>	<b>16,419</b>	<b>996</b>	<b>731</b>	<b>(333)</b>	<b>-</b>	<b>17,813</b>
Equity in net income (loss) of affiliates and other items	1,087	92	188	225	-	1,592
Tax on net operating income	(9,877)	(227)	(195)	61	-	(10,238)
<b>Adjusted net operating income</b>	<b>7,629</b>	<b>861</b>	<b>724</b>	<b>(47)</b>	<b>-</b>	<b>9,167</b>
Net cost of net debt						(263)
Minority interests						(205)
<b>Adjusted net income</b>						<b>8,699</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>3.86</b>

(a) Except for per share amounts.

9 months 2011 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	15,389	1,166	548	71	-	17,174
Total divestments	2,209	2,742	1,120	1,012	-	7,083
Cash flow from operating activities	13,406	2,940	353	43	-	16,742

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

9 months 2010 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	13,525	92,305	13,272	10	-	119,112
Intersegment sales	16,679	3,624	750	131	(21,184)	-
Excise taxes	-	(14,396)	-	-	-	(14,396)
<b>Revenues from sales</b>	<b>30,204</b>	<b>81,533</b>	<b>14,022</b>	<b>141</b>	<b>(21,184)</b>	<b>104,716</b>
Operating expenses	(13,380)	(79,083)	(12,861)	(461)	21,184	(84,601)
Depreciation, depletion and amortization of tangible assets and mineral interests	(3,881)	(959)	(393)	(28)	-	(5,261)
<b>Operating income</b>	<b>12,943</b>	<b>1,491</b>	<b>768</b>	<b>(348)</b>	<b>-</b>	<b>14,854</b>
Equity in net income (loss) of affiliates and other items	893	256	166	581	-	1,896
Tax on net operating income	(7,381)	(441)	(220)	186	-	(7,856)
<b>Net operating income</b>	<b>6,455</b>	<b>1,306</b>	<b>714</b>	<b>419</b>	<b>-</b>	<b>8,894</b>
Net cost of net debt						(168)
Minority interests						(185)
<b>Net income</b>						<b>8,541</b>

9 months 2010 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales						
Intersegment sales						
Excise taxes						
<b>Revenues from sales</b>						
Operating expenses	-	514	16	-	-	530
Depreciation, depletion and amortization of tangible assets and mineral interests	(15)	-	(8)	-	-	(23)
<b>Operating income<sup>(b)</sup></b>	<b>(15)</b>	<b>514</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>507</b>
Equity in net income (loss) of affiliates and other items <sup>(c)</sup>	(61)	66	16	223	-	244
Tax on net operating income	234	(176)	3	(5)	-	56
<b>Net operating income<sup>(b)</sup></b>	<b>158</b>	<b>404</b>	<b>27</b>	<b>218</b>	<b>-</b>	<b>807</b>
Net cost of net debt						-
Minority interests						2
<b>Net income</b>						<b>809</b>

(a) Adjustments include special items, inventory valuation effect and, until June 30, 2010, equity share of adjustments related to Sanofi.

(b) Of which inventory valuation effect

On operating income

- 564 32 -

On net operating income

- 443 20 -

(c) Of which equity share of adjustments related to Sanofi

- - - (81)

9 months 2010 (adjusted) (M€) <sup>(a)</sup>	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	13,525	92,305	13,272	10	-	119,112
Intersegment sales	16,679	3,624	750	131	(21,184)	-
Excise taxes	-	(14,396)	-	-	-	(14,396)
<b>Revenues from sales</b>	<b>30,204</b>	<b>81,533</b>	<b>14,022</b>	<b>141</b>	<b>(21,184)</b>	<b>104,716</b>
Operating expenses	(13,380)	(79,597)	(12,877)	(461)	21,184	(85,131)
Depreciation, depletion and amortization of tangible assets and mineral interests	(3,866)	(959)	(385)	(28)	-	(5,238)
<b>Adjusted operating income</b>	<b>12,958</b>	<b>977</b>	<b>760</b>	<b>(348)</b>	<b>-</b>	<b>14,347</b>
Equity in net income (loss) of affiliates and other items	954	190	150	358	-	1,652
Tax on net operating income	(7,615)	(265)	(223)	191	-	(7,912)
<b>Adjusted net operating income</b>	<b>6,297</b>	<b>902</b>	<b>687</b>	<b>201</b>	<b>-</b>	<b>8,087</b>
Net cost of net debt						(168)
Minority interests						(187)
<b>Adjusted net income</b>						<b>7,732</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>3.45</b>

(a) Except for per share amounts.

9 months 2010 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	9,266	1,586	349	46	-	11,247
Total divestments	1,296	66	324	1,286	-	2,972
Cash flow from operating activities	11,665	2,396	602	443	-	15,106

## Reconciliation of the information by business segment with consolidated financial statements

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2011 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>46,177</b>	<b>(14)</b>	<b>46,163</b>
Excise taxes	(4,638)	-	(4,638)
Revenues from sales	41,539	(14)	41,525
Purchases net of inventory variation	(28,906)	(112)	(29,018)
Other operating expenses	(4,981)	(80)	(5,061)
Exploration costs	(242)	-	(242)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,627)	(246)	(1,873)
Other income	69	1,265	1,334
Other expense	(95)	(117)	(212)
Financial interest on debt	(262)	-	(262)
Financial income from marketable securities & cash equivalents	114	-	114
Cost of net debt	(148)	-	(148)
Other financial income	108	-	108
Other financial expense	(115)	-	(115)
Equity in net income (loss) of affiliates	518	(21)	497
Income taxes	(3,280)	(168)	(3,448)
<b>Consolidated net income</b>	<b>2,840</b>	<b>507</b>	<b>3,347</b>
Group share	2,801	513	3,314
Minority interests	39	(6)	33

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and, as from January 1st, 2011, the effect of changes in fair value.

3 <sup>rd</sup> quarter 2010 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>40,180</b>	-	<b>40,180</b>
Excise taxes	(4,952)	-	(4,952)
Revenues from sales	35,228	-	35,228
Purchases net of inventory variation	(23,814)	(104)	(23,918)
Other operating expenses	(4,841)	-	(4,841)
Exploration costs	(160)	-	(160)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,790)	(15)	(1,805)
Other income	223	317	540
Other expense	(41)	(20)	(61)
Financial interest on debt	(126)	-	(126)
Financial income from marketable securities & cash equivalents	40	-	40
Cost of net debt	(86)	-	(86)
Other financial income	111	-	111
Other financial expense	(103)	-	(103)
Equity in net income (loss) of affiliates	455	(54)	401
Income taxes	(2,648)	222	(2,426)
<b>Consolidated net income</b>	<b>2,534</b>	<b>346</b>	<b>2,880</b>
Group share	2,475	352	2,827
Minority interests	59	(6)	53

<sup>(a)</sup> Adjustments include special items and inventory valuation effect.

## Reconciliation of the information by business segment with consolidated financial statements

### TOTAL

(unaudited)

9 months 2011 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>137,186</b>	<b>15</b>	<b>137,201</b>
Excise taxes	(13,609)	-	(13,609)
Revenues from sales	123,577	15	123,592
Purchases net of inventory variation	(85,816)	1,157	(84,659)
Other operating expenses	(14,424)	(143)	(14,567)
Exploration costs	(680)	-	(680)
Depreciation, depletion and amortization of tangible assets and mineral interests	(4,844)	(246)	(5,090)
Other income	178	1,487	1,665
Other expense	(224)	(185)	(409)
Financial interest on debt	(557)	-	(557)
Financial income from marketable securities & cash equivalents	216	-	216
Cost of net debt	(341)	-	(341)
Other financial income	518	-	518
Other financial expense	(327)	-	(327)
Equity in net income (loss) of affiliates	1,447	-	1,447
Income taxes	(10,160)	(792)	(10,952)
<b>Consolidated net income</b>	<b>8,904</b>	<b>1,293</b>	<b>10,197</b>
Group share	8,699	1,287	9,986
Minority interests	205	6	211

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and, as from January 1st, 2011, the effect of changes in fair value.

9 months 2010 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>119,112</b>	<b>-</b>	<b>119,112</b>
Excise taxes	(14,396)	-	(14,396)
Revenues from sales	104,716	-	104,716
Purchases net of inventory variation	(70,144)	596	(69,548)
Other operating expenses	(14,320)	(66)	(14,386)
Exploration costs	(667)	-	(667)
Depreciation, depletion and amortization of tangible assets and mineral interests	(5,238)	(23)	(5,261)
Other income	303	511	814
Other expense	(208)	(179)	(387)
Financial interest on debt	(339)	-	(339)
Financial income from marketable securities & cash equivalents	88	-	88
Cost of net debt	(251)	-	(251)
Other financial income	324	-	324
Other financial expense	(293)	-	(293)
Equity in net income (loss) of affiliates	1,526	(88)	1,438
Income taxes	(7,829)	56	(7,773)
<b>Consolidated net income</b>	<b>7,919</b>	<b>807</b>	<b>8,726</b>
Group share	7,732	809	8,541
Minority interests	187	(2)	185

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and, until June 30, 2010, equity share of adjustments related to Sanofi.