

Africa

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Paris – November 14-15, 2006



▶ **The African oil context**

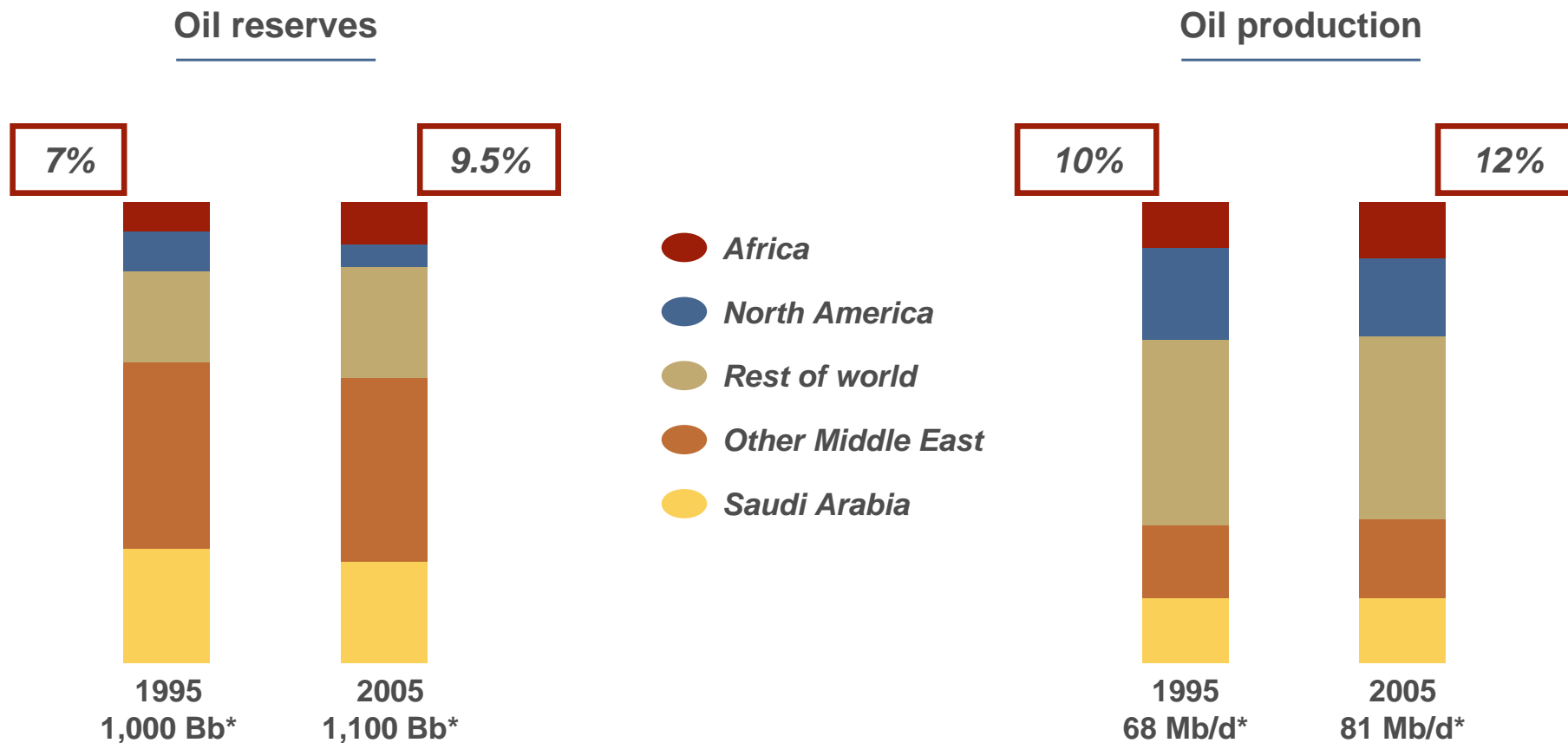
▶ Total in Africa

▶ West Africa

▶ North Africa



Africa : approx. 25% of the increase in worldwide oil reserves in the past 10 years

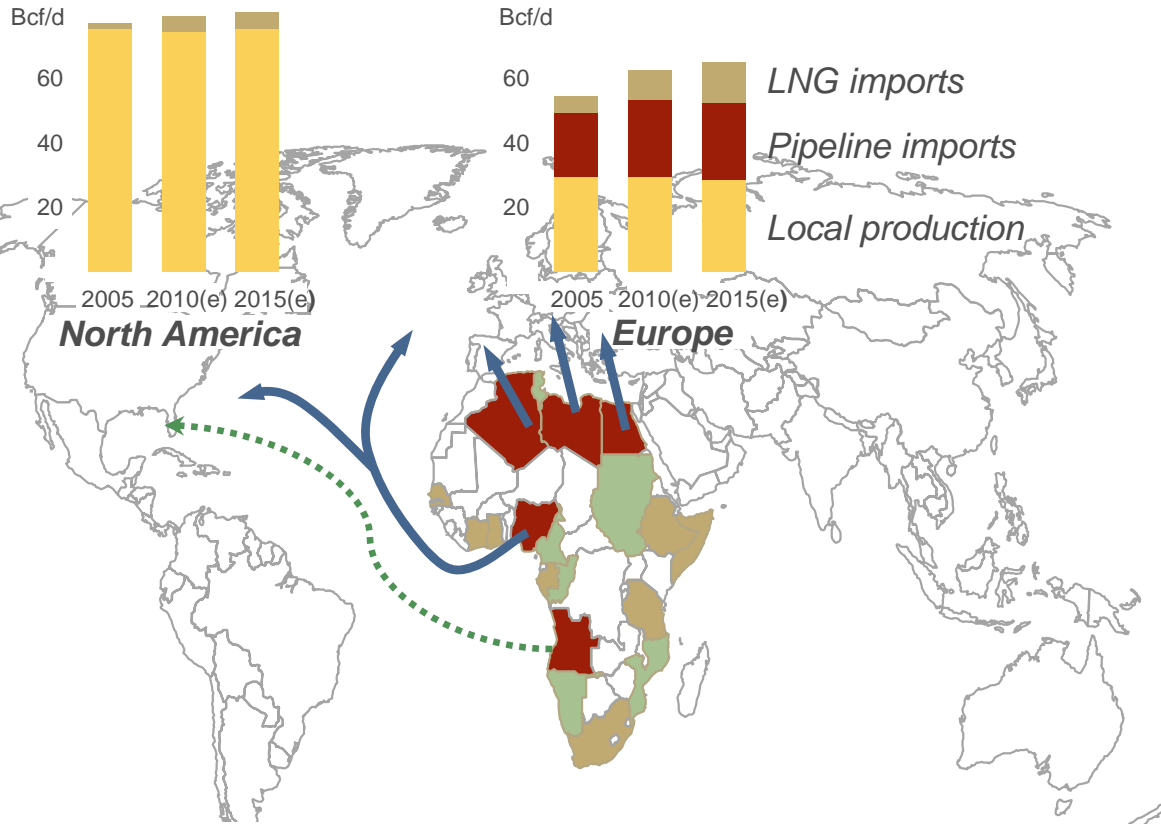


Africa : major contribution to worldwide oil production growth

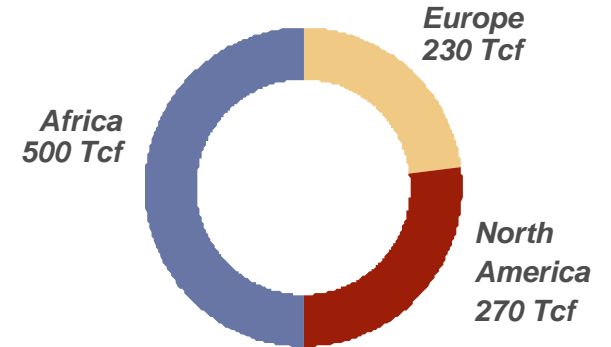
* global oil reserves and production, public sources

Africa : well positioned to supply Atlantic Basin gas markets

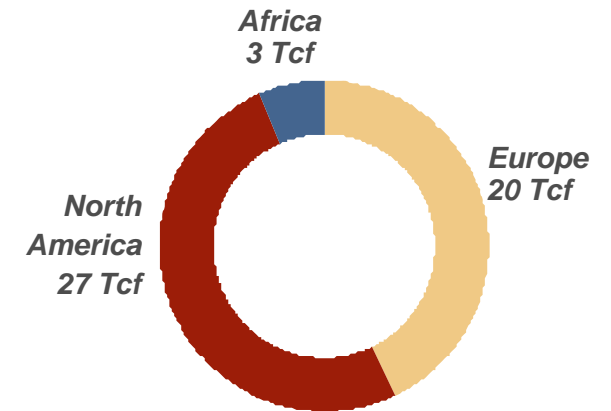
Gas markets*



End-2005 Atlantic Basin gas reserves



2005 Atlantic Basin gas demand



Gas reserves

- >10 Tcf
- 2-10 Tcf
- 0-2 Tcf

Developing projects for OECD markets
Preparing for domestic African market growth

* Total estimates

▶ The African oil context

▶ **Total in Africa**

▶ West Africa

▶ North Africa



Strong historical presence

1932



1950 - 1961



1962 - 1994



1995 - 2006



► The origins

- 1932 : 1st exploration in Gabon
- 1946 : 1st exploration in Cameroon
- 1950 : discoveries in Egypt

► Expansion of conventional production

- 1952 : 1st concession in Angola
- 1955 : 1st discovery in Angola (Benfica) and in Cameroon (Logbaba)
- 1956 : discoveries of Hassi Messaoud, Hassi R'Mel and Edjeleh (Algeria)
- 1956 : 1st discovery in Gabon
- 1958-1961 : discoveries of Zarzaïtine and Gassi Touil (Algeria)

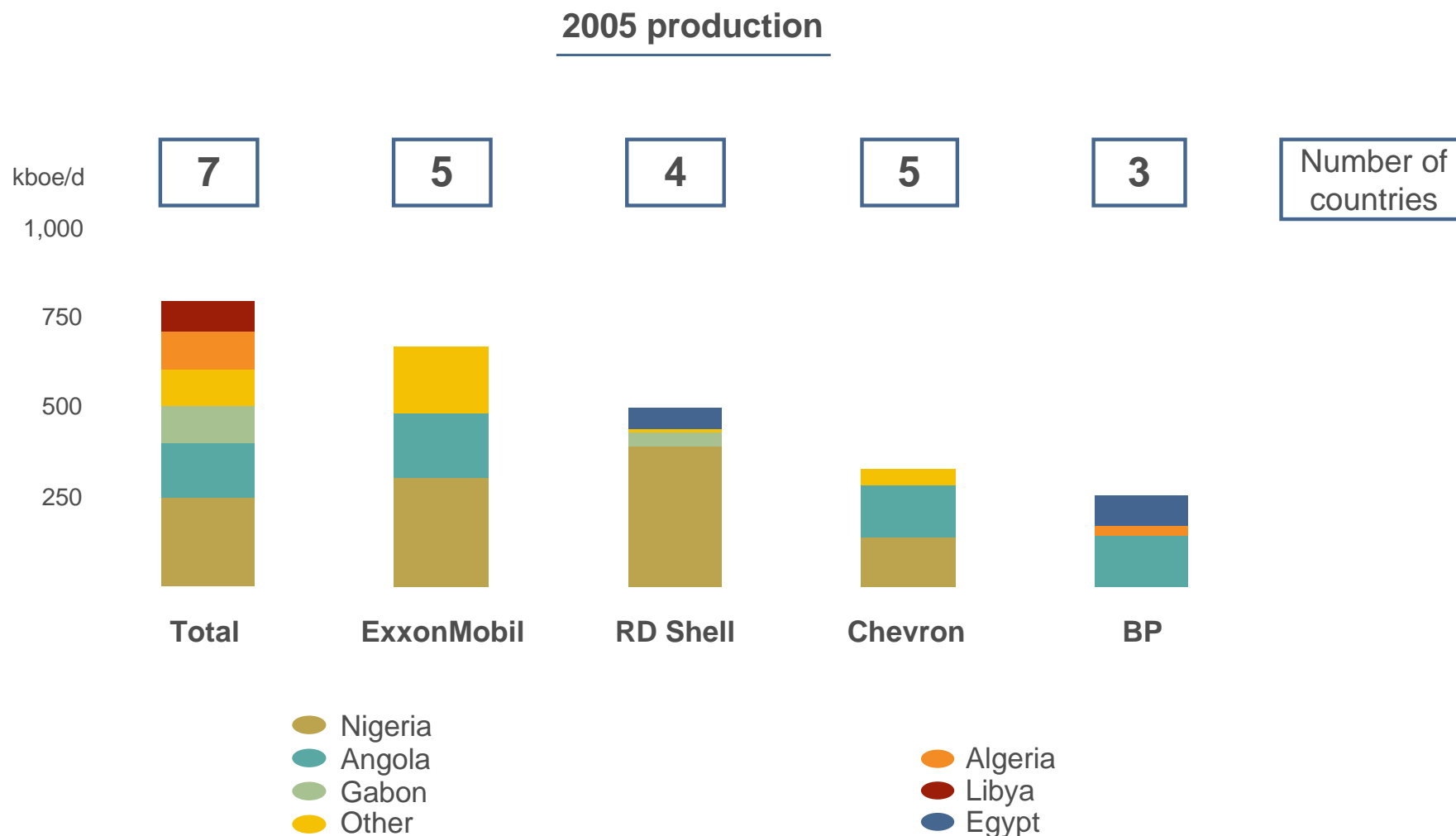
► Offshore expansion

- 1962 : discovery of Anguille (Gabon), first drilling and Obagi discovery (Nigeria)
- 1968 : Emeraude discovery (Congo)
- 1971 : discovery of Grondin (Gabon) and Ashtart (Tunisia)
- 1975 : Al Jurf discovery (Libya)
- 1982 : Pacassa discovery (Angola)
- 1985 : Rabi Kounga discovery (Gabon)

► Deep and ultra-deep offshore acceleration

- 1995 : Moho discovery (Congo) and Mabruk (Libya) start-up
- 1996-2002 : 15 discoveries on Block 17 (Angola)
- 1996 : El Sharara start-up (Libya)
- 1999 : TFT start-up (Algeria)
- 2000 : Akpo discovery (Nigeria)
- 2001 : Girassol start-up (Angola)
- 2003 : Amenam (Nigeria), Jasmim (Angola) and Al-Jurf (Libya) start-ups
- 2003-2005 : 5 discoveries on Block 32 (Angola)
- 2004-2005 : OPL 222 discoveries (Nigeria -Usan)
- 2005 : Akpo and Moho Bilondo launched
- 2005-2006 : start-up NLNG trains 4 & 5
- 2006 : 3rd discovery on MTPS (Congo)
- 2006 : NC191/NC186 (Libya) first discoveries
- 2006 : entered into OML 112/117 and Brass LNG (Nigeria)
- 2006 : Mobi M2 (Congo) discovery
- 2006 : Dissoni discovery (Cameroon)
- 2006 : Block 32 & 17 discoveries and appraisals
- 2006 : BBLT start-up (Angola)

Total : largest and most diversified major in Africa

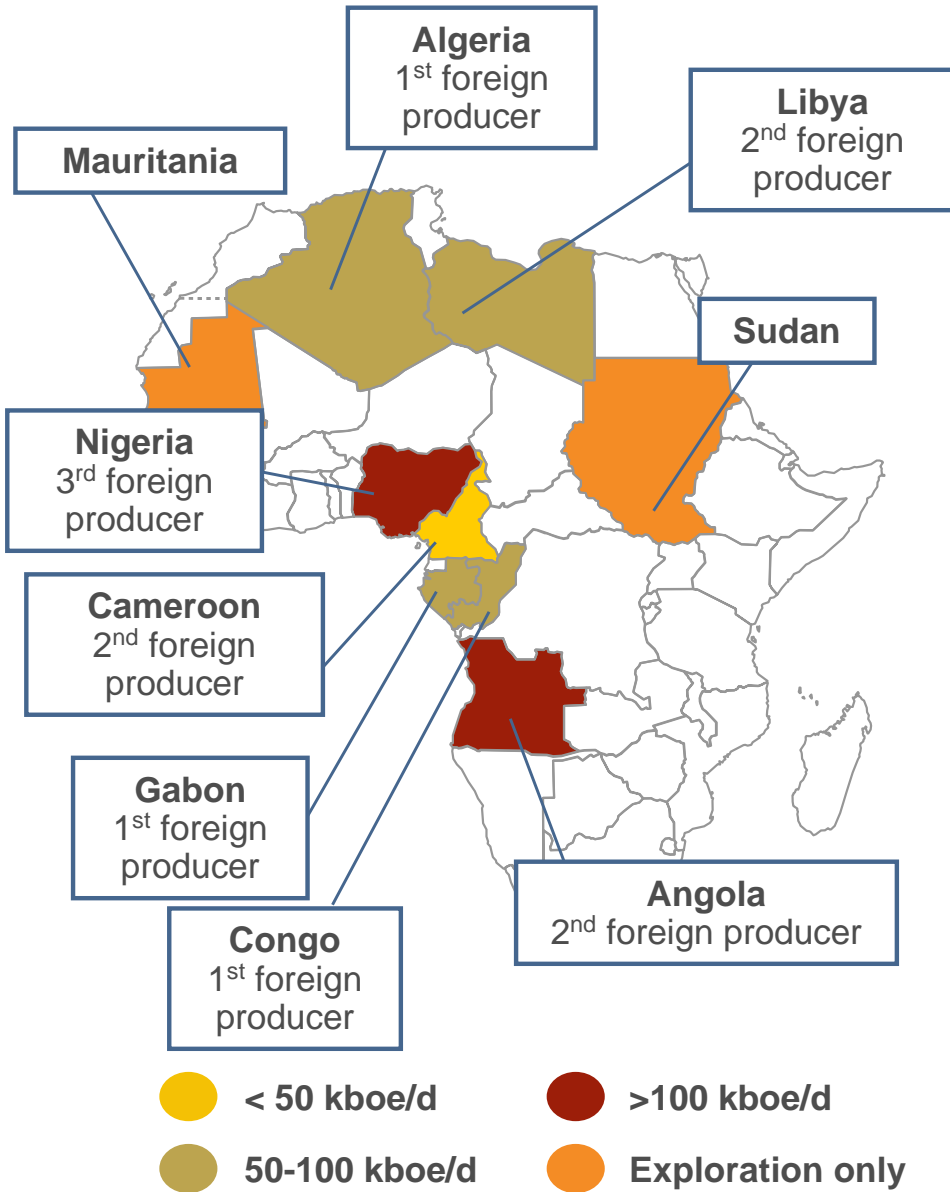


Strong historical presence in the main growth areas

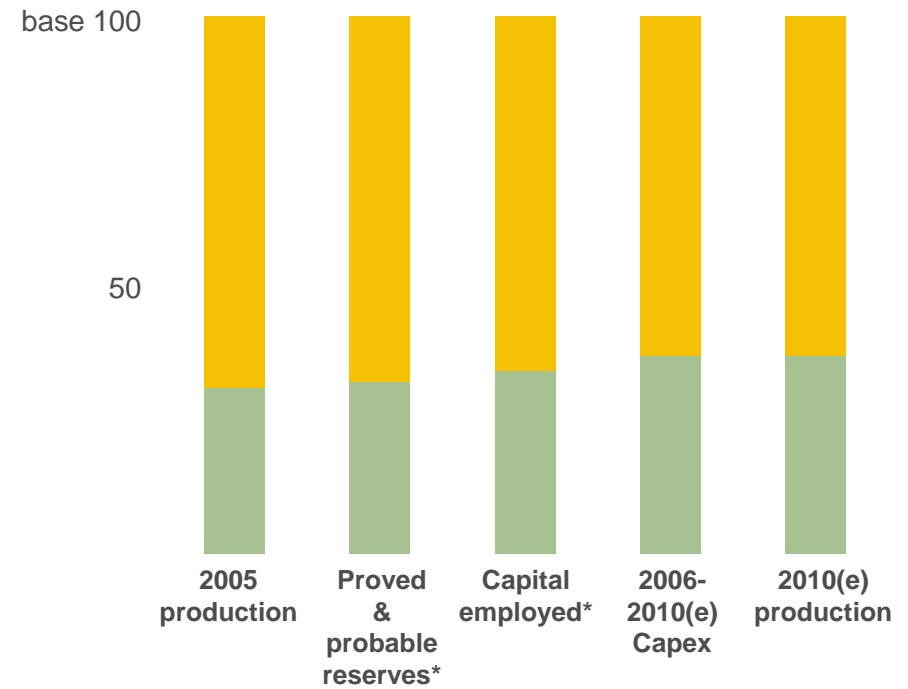
based on company reports



Africa : largest production region for Total



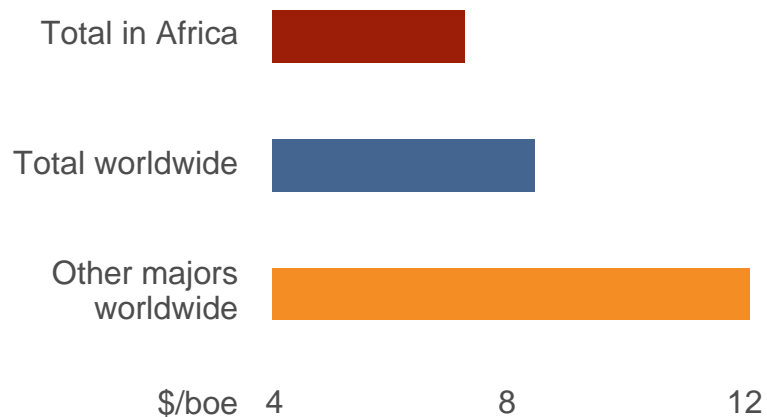
Africa in Total's portfolio in 2005



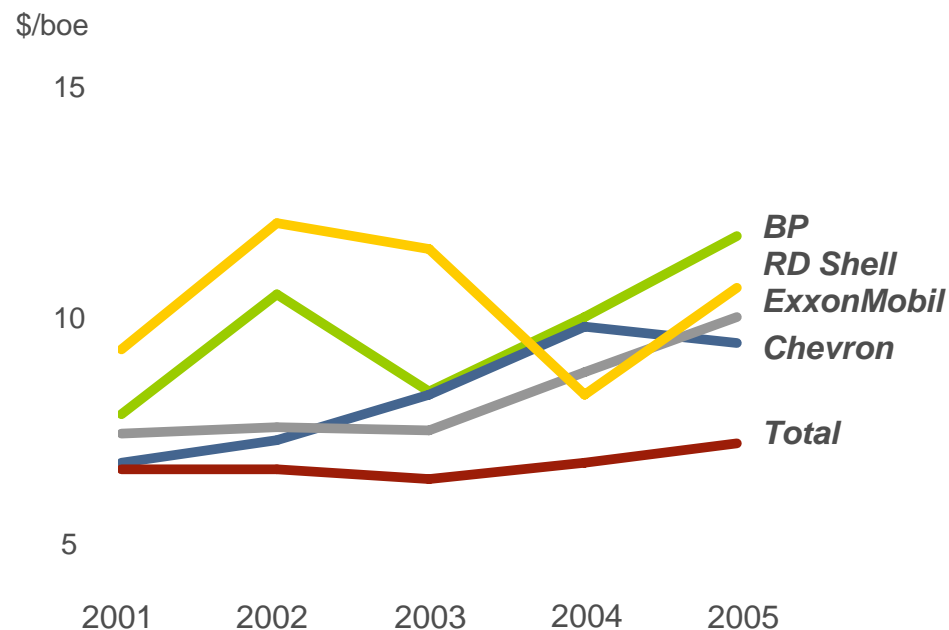
based on 2005 data and company reports
* as of end-2005

Africa : cost control and giant fields

Technical costs in 2005*



Technical costs in Africa*

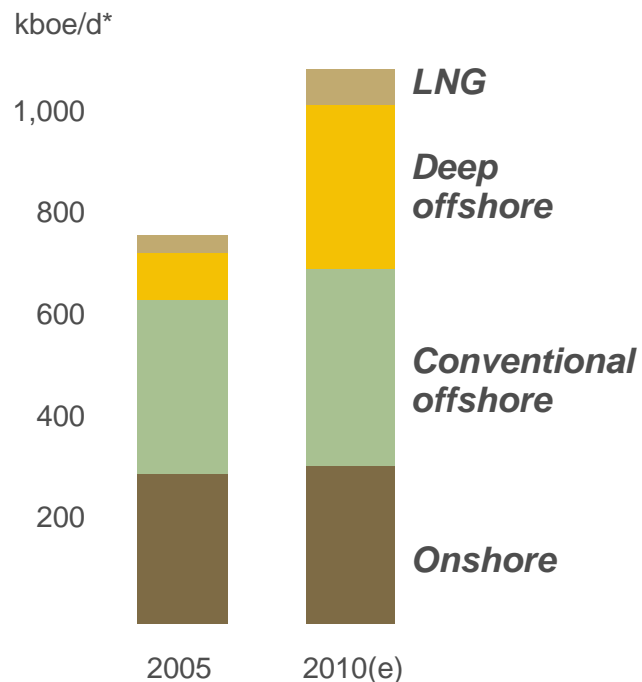


- ▶ **Approx. 55% of Total's 2003-2005* exploration costs in Africa capitalized**
- ▶ **Costs under control on mature fields**
- ▶ **Growth mainly coming from development of giant fields**

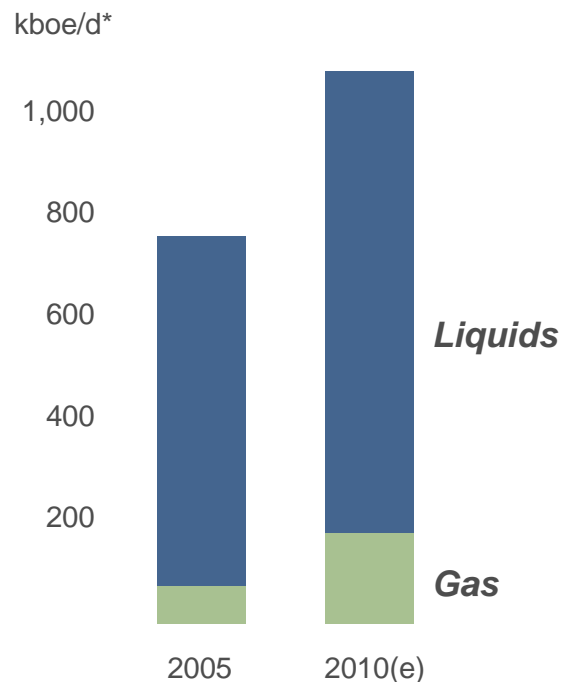
* FAS 69, consolidated subsidiaries, based on company reports

Production growth in Africa : close to 7% growth per year on average for 2005-2010(e)

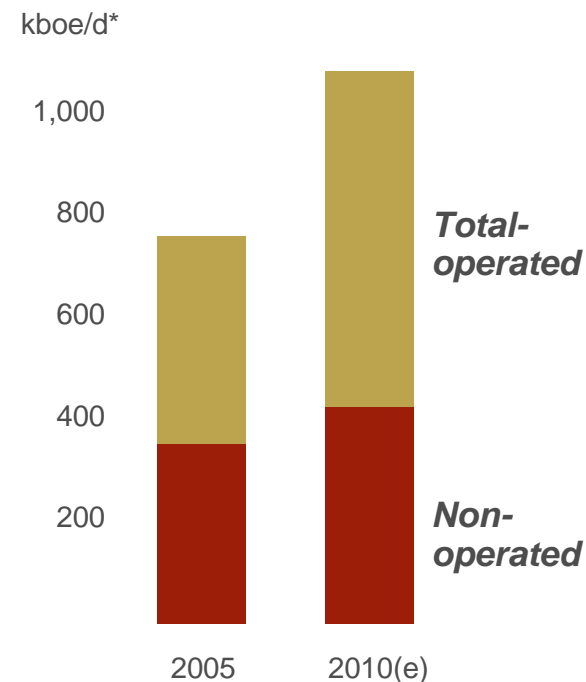
Production by technology



Production by type



Production by operator

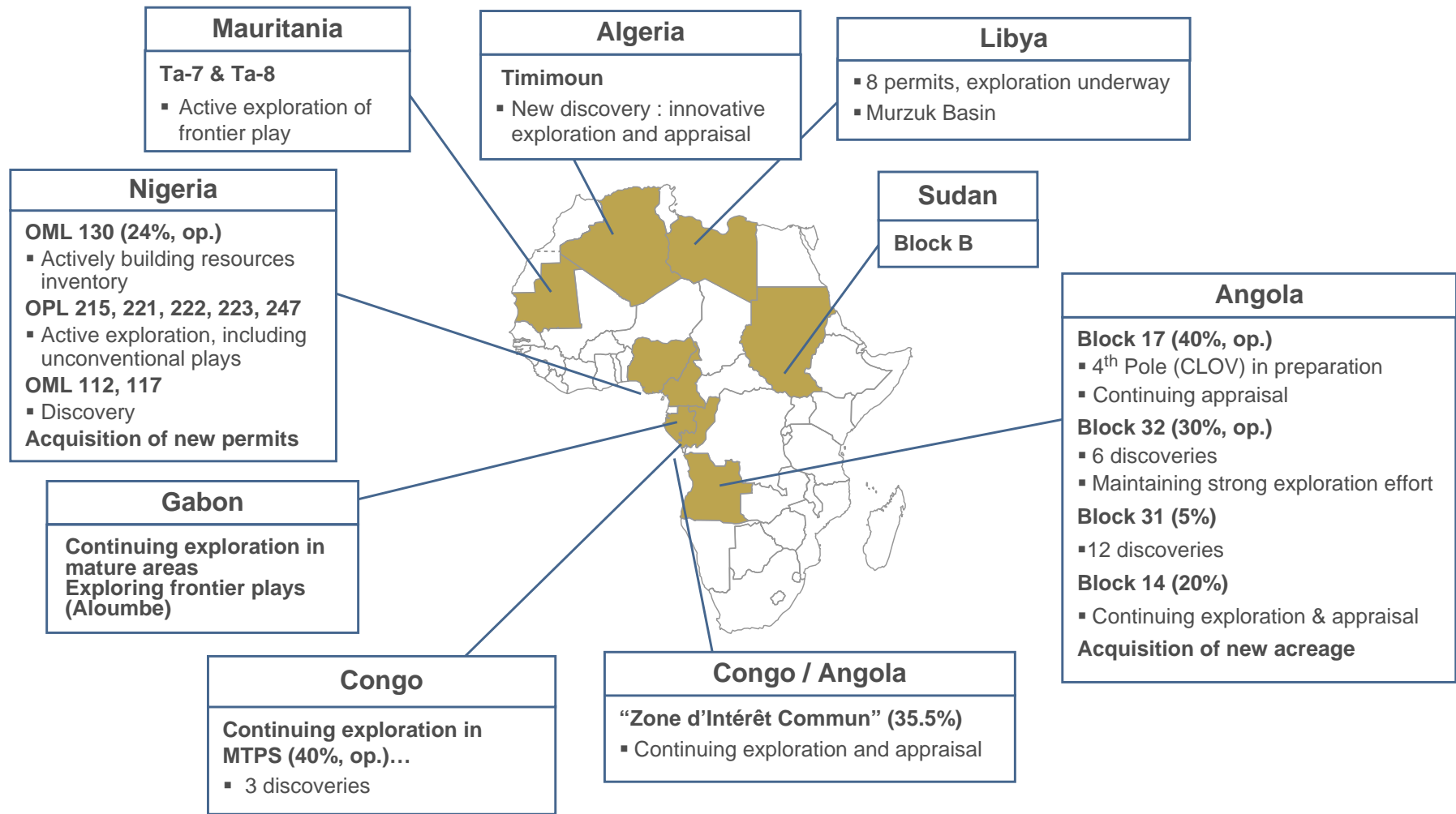


► **Growth mainly through deep offshore and gas projects**

► **8 out of 10 new large projects operated by Total**

* estimates of 2010 production based on Brent at 40 \$/b, Total share

High-potential exploration to extend growth beyond 2010



- ▶ Maintain leadership
- ▶ Continue portfolio expansion
- ▶ Search for new plays

Finding cost maintained at around 1 \$/boe over the past 5 years








▶ The African oil context

▶ Total in Africa

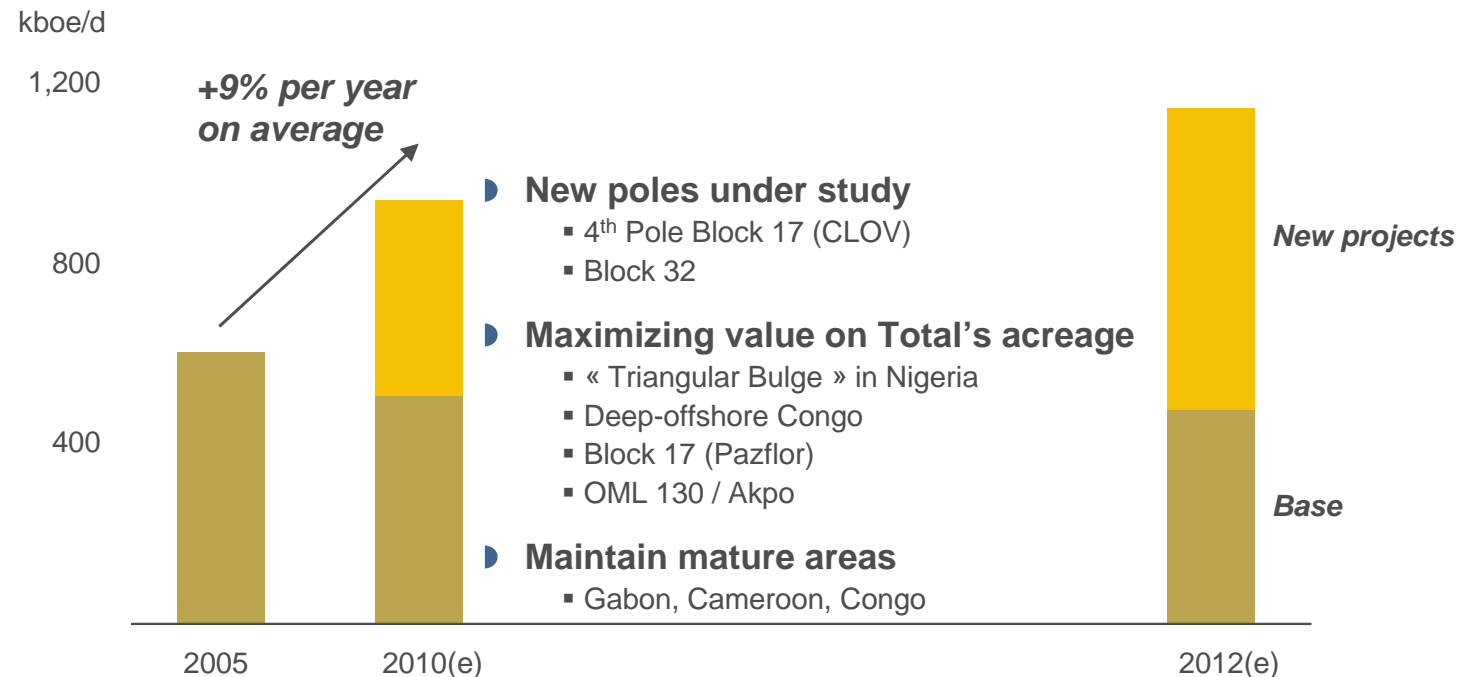
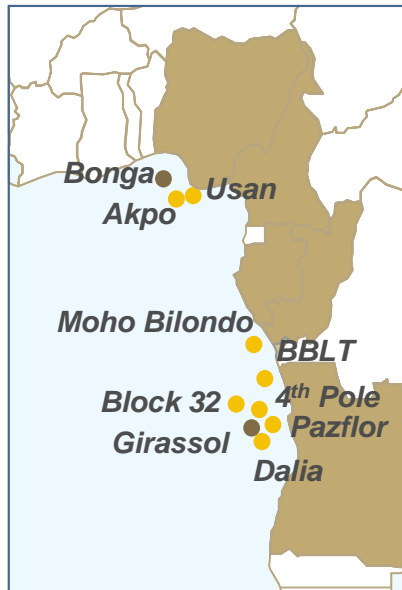
▶ **West Africa**

▶ North Africa

Deep offshore : new wave of development in West Africa

Dalia	Rosa	Moho Bilondo	Akpo	Pazflor	Usan	4 th Pole (CLOV)	Block 32
40% - operator	40% - operator	53.5% - operator	24% - operator	40% - operator	20% - operator	40% - operator	30% - operator
							
FPSO, 240 kb/d dev. 96%* 4Q 2006(e)	Satellite, 150 kb/d dev. 65%* 2Q 2007(e)	FPU, 90 kb/d dev. 45%* 1H 2008(e)	FPSO, 225 kboe/d dev. 32%* 2H 2008(e)	FPSO, 200 kb/d preparation EPC 2010(e)	FPSO, 150 kb/d preparation EPC 2010(e)	Project under study >2010(e)	Project under study >2010(e)

Maintain leadership in West Africa



projection based on Brent at 40 \$/b
* as of end-September 2006



Angola : Block 17, one of the most prolific blocks in the world

► Steady sequence of deep-offshore technological challenges and successes....

- **Exploration** (1996-2002) : proven exploration know-how
 - An exceptional series of 15 discoveries, starting with Girassol (1996)
 - A continuous increase of resources to be developed
- **Girassol** (1998-2001) successful fast-track development
 - The pioneer deep-offshore project
 - The first tie-in project to the FPSO with Jasmim (2001-2003)
- **Dalia** (2003-2006) new generation of deep-offshore projects
 - Complex and heterogeneous reservoirs with viscous oil
 - High numbers of wells
- **Rosa** (2004-2007) challenging tie-in project
 - Significant offshore integration work on live FPSO
- **2010 onwards** : towards new developments
 - Overall Block 17 development only half-way completed today
 - Two other projects under preparation : Pazflor and the 4th Pole (CLOV)
 - Incremental resources to be valorized by EOR (viscosification for heavy oil, technical innovation...)
 - New plays in deeper horizon already identified

► ... to match the exceptional potential of Block 17

Block 17 proved and probable reserves (100%)

Bboe

3

2

1

Average
2001-2003

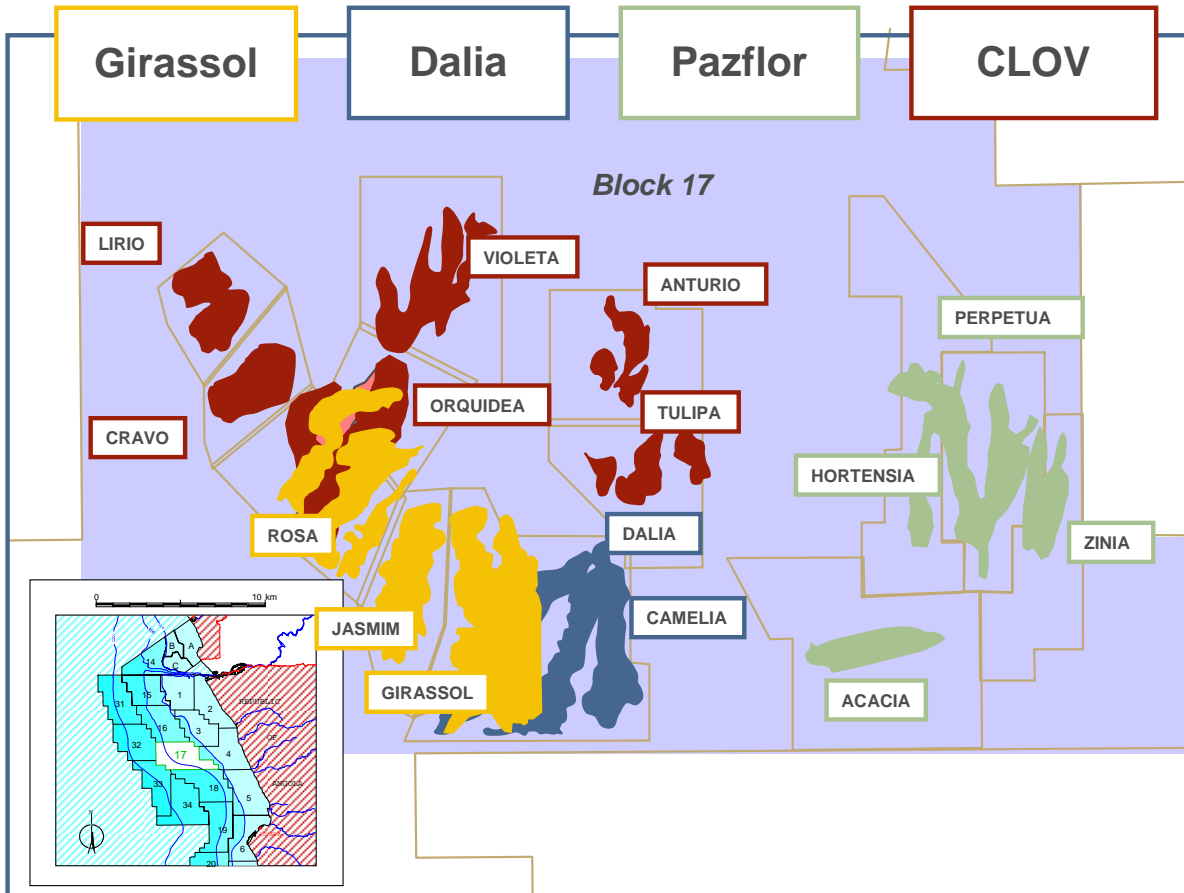
Average
2004-2006(e)

A long-term building block for Total

Angola : building to 850 kb/d production capacity on Block 17

Total : 40%, operator

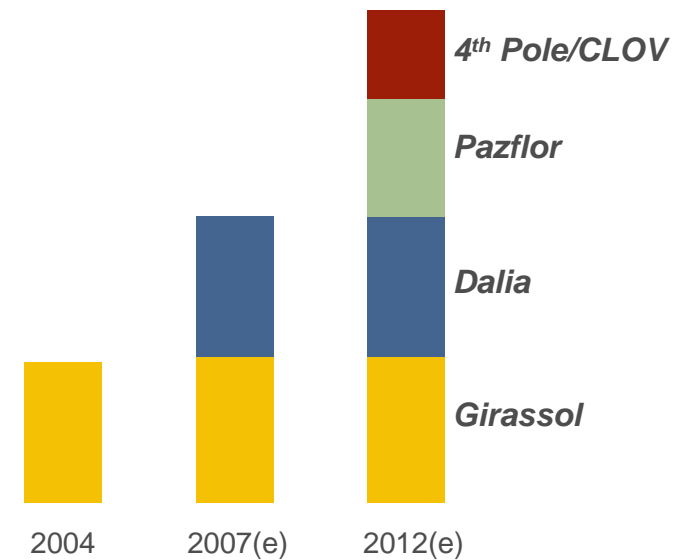
Block 17 production capacity (100%)



kb/d

1,000

500



Block 17 today : ~ 2,000 people working offshore More than 30 vessels on site simultaneously

Rosa

SPS
Subsea Production System
- Base Case 26 Wells (14 Producers & 11 Injectors)
- 4 x 4-slots Manifolds Stations

SURF
Subsea Umbilicals Risers & Flowlines
- 2 x 8" Production Loops: 65 km
- 2 x 10" Water Injection Lines: 40 km
- Main Umbilicals & Service Lines: 54 km
- Water injection Umbilicals: 14 km
- Riser Tower on West side of Girassol FPSO

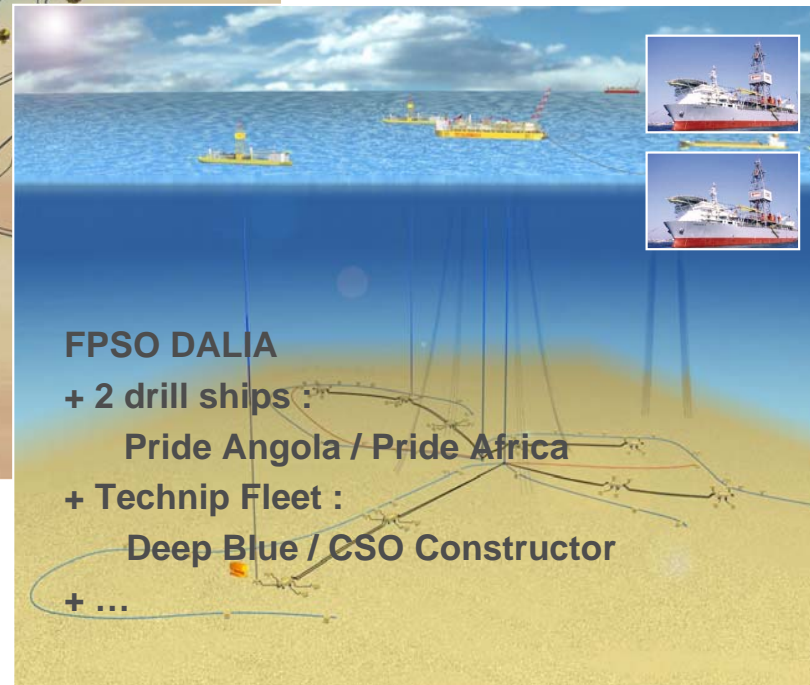
FPSO Modifications
- 7 Modules installed totaling 5,300 tonnes

Water depth: 1,350 m
Water temp. @ sea bottom: 4°C
Burial @ top of reservoirs: 1,000 to 1,500 m
Reservoir pressure: 270 bar
Reservoir temperature: 65°C

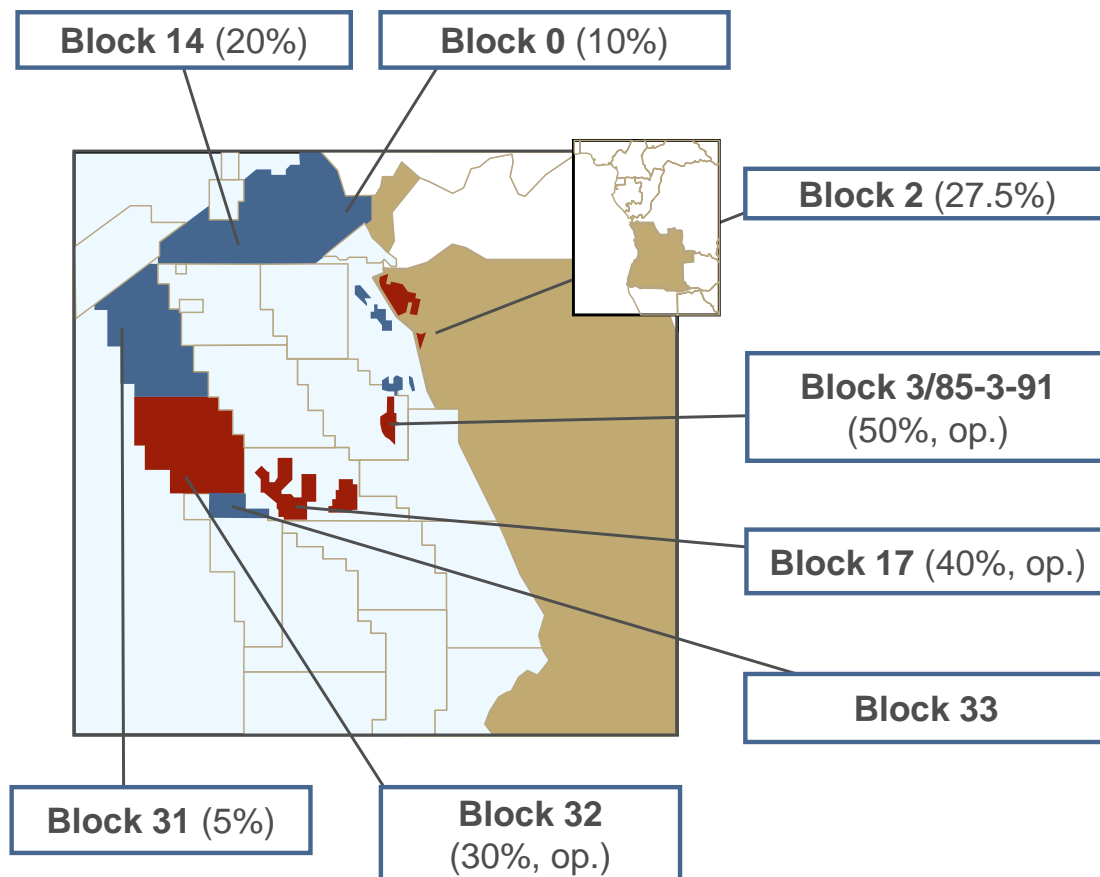
Girassol & Jasmim

Dalia

Flotel « Regalia »
Saibos Fleet : « FDS »...
Saipem 10,000
Heerema



Angola : continuing exploration to sustain long-term growth

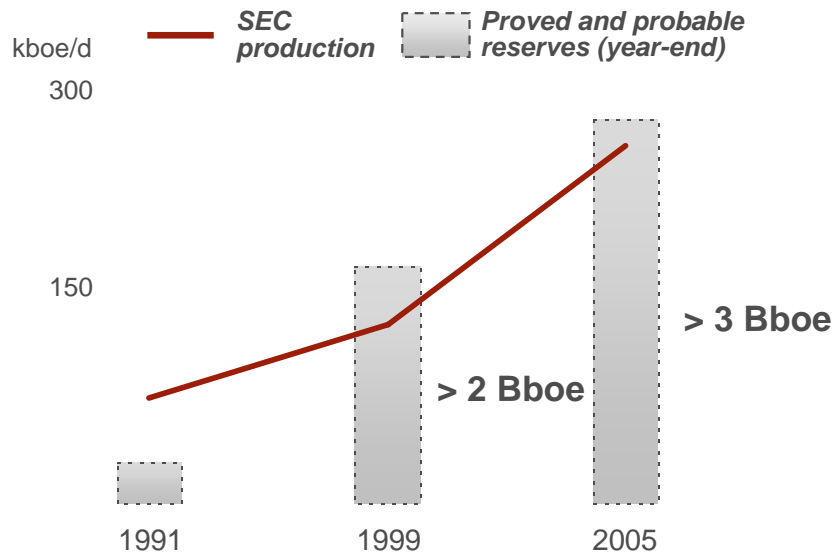
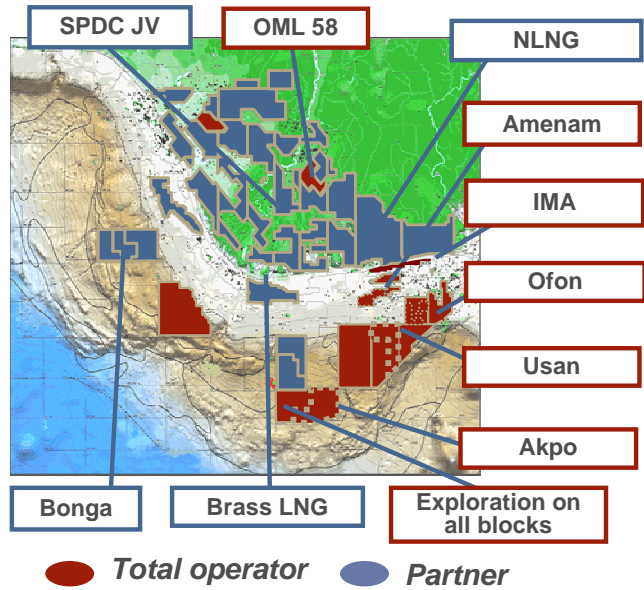


- ▶ **Developments in progress :**
Dalia, Rosa (Block 17), Sanha Bomboco (Block 0), BBLT and Tombua Landana (Block 14)
- ▶ **Developments under study or in pre-project phase :** Pazflor, CLOV
- ▶ **Exploration of Blocks 31 and 32**
- ▶ **Gas valorization via Angola LNG**

A large portfolio of assets to drive future growth

● *Total operator*
● *Partner*

Nigeria : a core growth area in Total's strategy

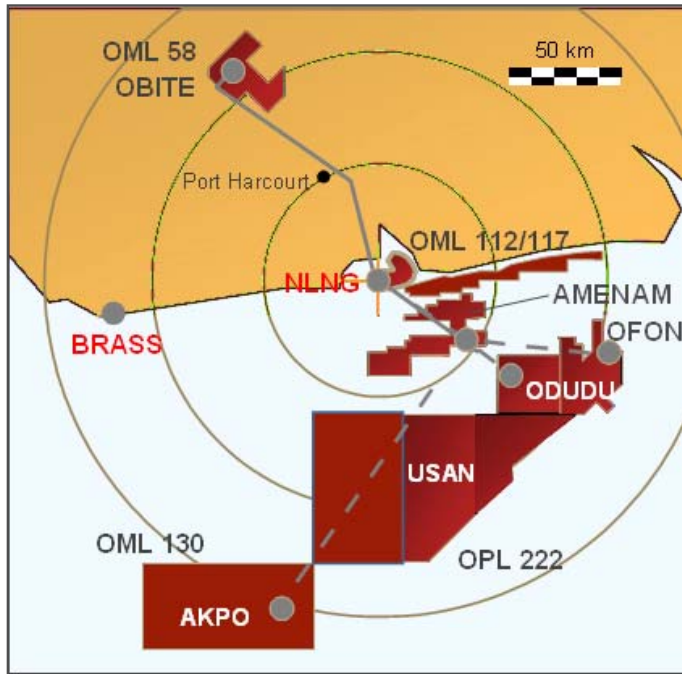


- ▶ **SPDC JV : strong production base**
- ▶ **Growth driven by deep-offshore and gas/LNG developments**
 - NLNG Trains 4 and 5 producing
 - NLNG Train 6 under development
 - New projects : Brass LNG, NLNG Train 7
- ▶ **Successful exploration/appraisal**
 - OPL 246 : Akpo, Egina
 - OPL 222 : Usan
 - OML 112/117 : IMA
- ▶ **Renewing prospective acreage**
 - OPL 112/117 (40%, op.)
 - OPL 221 (60%, op.)
 - OPL 215 (40%, op.)
 - OPL 223 (18%, op.)

Preparing sustainable long-term growth while addressing current local community issues

Nigeria : valorizing gas reserves through LNG development

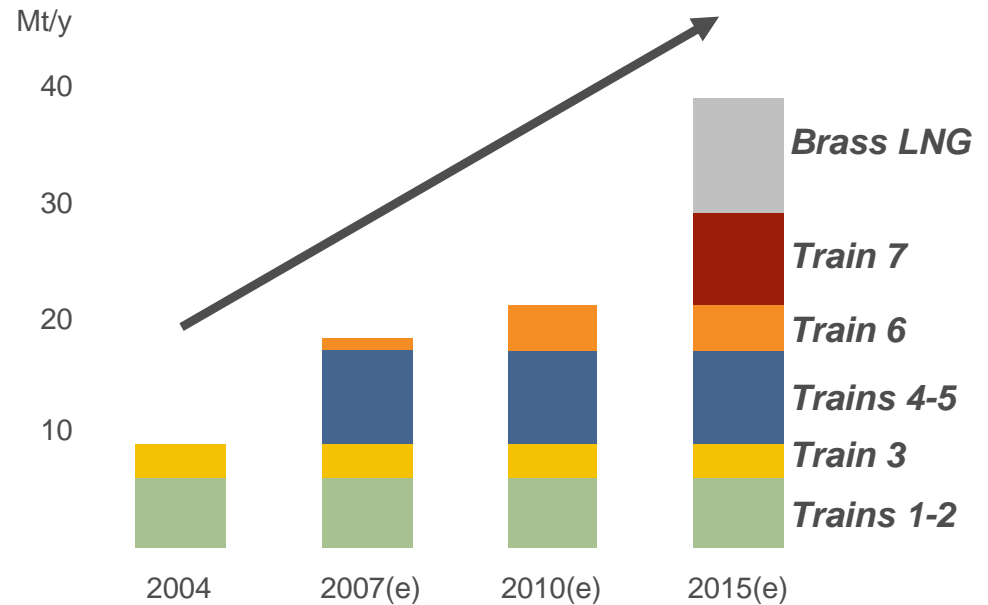
Gas supply plan for NLNG & Brass LNG



- ▶ **Developing Amenam gas**
- ▶ **Additional developments**
 - Obite (OML 58)
 - Akpo gas
 - Ofon 2 + stop flaring
 - OML 112/117 (IMA)

NLNG, Total 15%

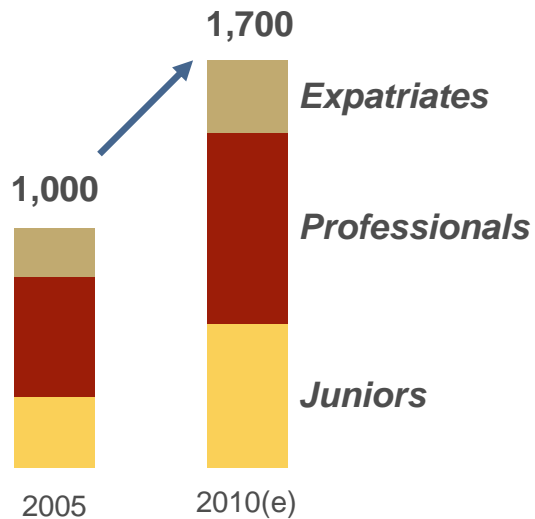
LNG capacity (NLNG, Brass LNG)



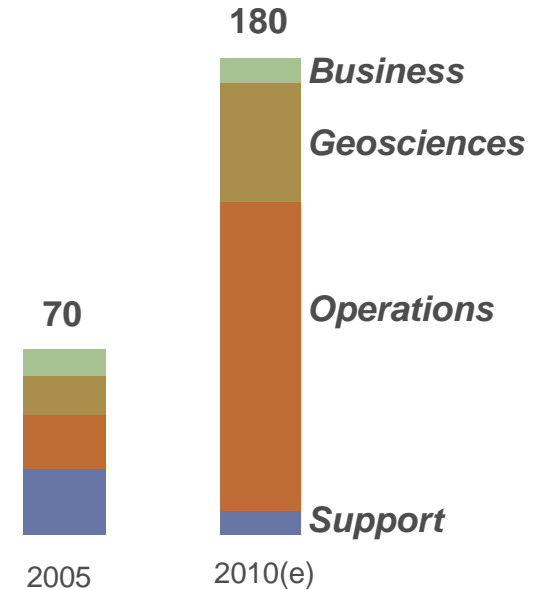
- ▶ **Development of Train 6 (4 Mt/y)**
 - Construction underway
 - Start-up : 4Q 2007(e)
- ▶ **Engineering studies of Train 7 (8.5 Mt/y)**
- ▶ **Brass LNG : engineering studies completed**
 - 2 trains : 2 x 5 Mt/y
 - Start-up >2010(e)

Nigeria : human resources development

Manpower forecast



High volume of recruitment



Career development

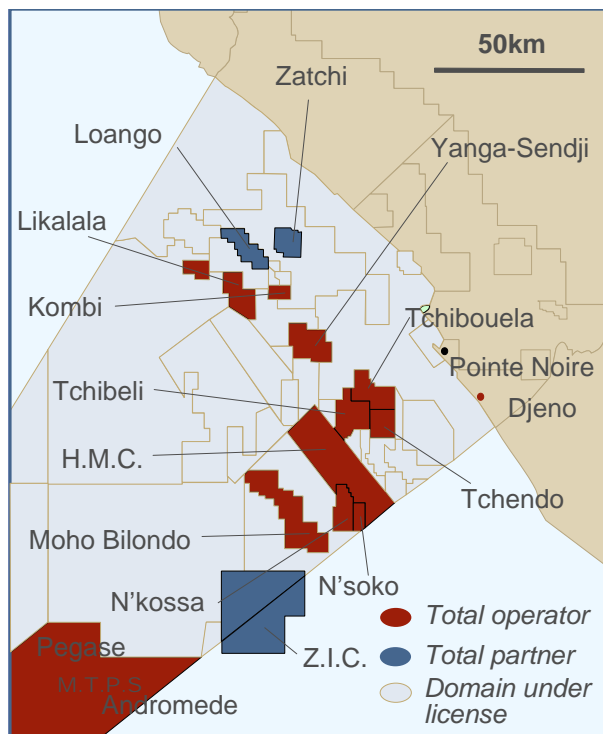
- ▶ Succession and replacement plans
- ▶ International mobility

- ▶ Local campaigns / assessment centers
- ▶ Overseas campaign (UK, US...)
- ▶ Institute of Petroleum Studies (Port Harcourt)

Individual development

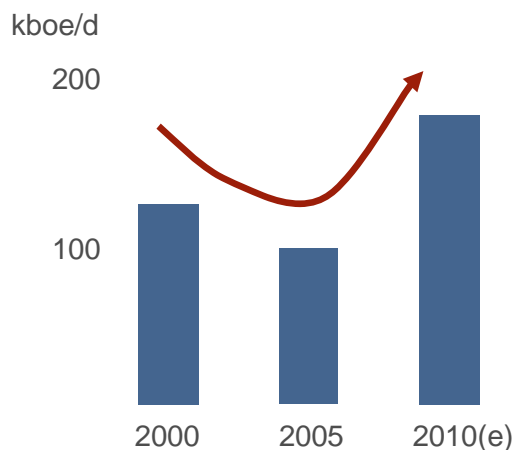
- ▶ Mentoring
- ▶ Training
- ▶ IFP master
- ▶ Geosciences passport
- ▶ Operations training

Congo : a long history and renewed vigor



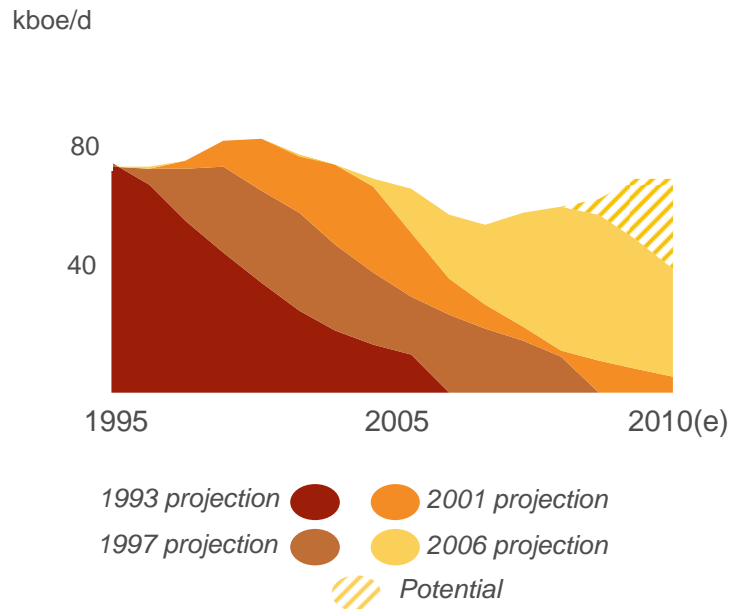
- ▶ **Total operates half of Congo's production of 240 kb/d**
 - First discovery in 1957
- ▶ **Active exploration**
 - Discovery of Mobe Marine 2 & Aurige Nord M1
- ▶ **Constitution of a deep-offshore pole MTPS (Mer Très Profonde Sud)**
- ▶ **Synergies between existing facilities and new projects (utilities N'Kossa, long offset well)**
- ▶ **Development of Moho Bilondo and Boatou**

Production in Congo - Total share



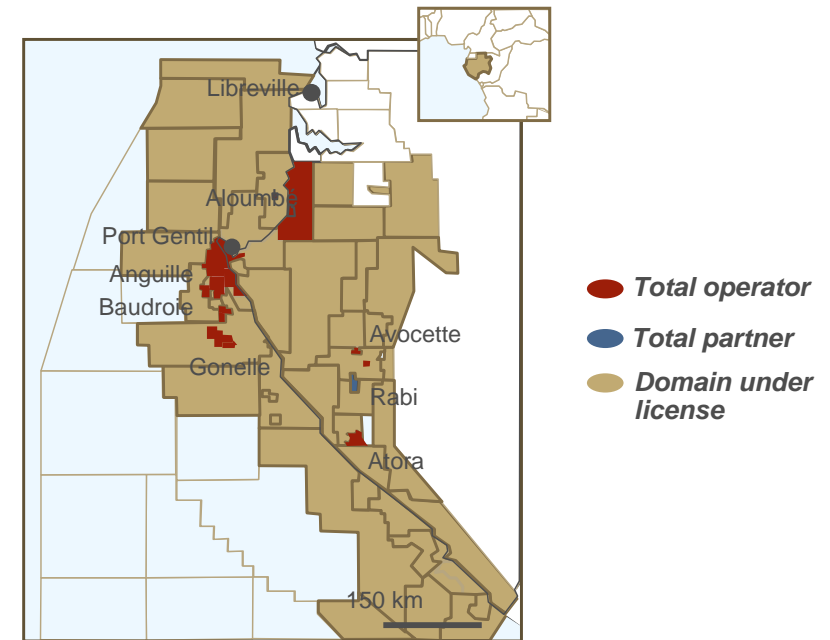
Cameroon and Gabon : present from the beginning...

Renewed activity in Cameroon



- ▶ **Resuming exploration/appraisal**
 - Acreage acquisition (Dissoni, Bomana...)
 - Exploring deep themes (Dissoni)
- ▶ **Seeking additional reserves in mature areas to compensate for natural decline**
- ▶ **Creating value from gas potential on existing portfolio**
- ▶ **Optimizing existing assets**

Leading operator in Gabon



- ▶ **Present in Gabon for 75 years**
 - First discoveries by Total
 - Operated production of about 90 kboe/d
- ▶ **Re-development to replace reserves**
- ▶ **Gas exploration on Aloumbé permit**

▶ The African oil context

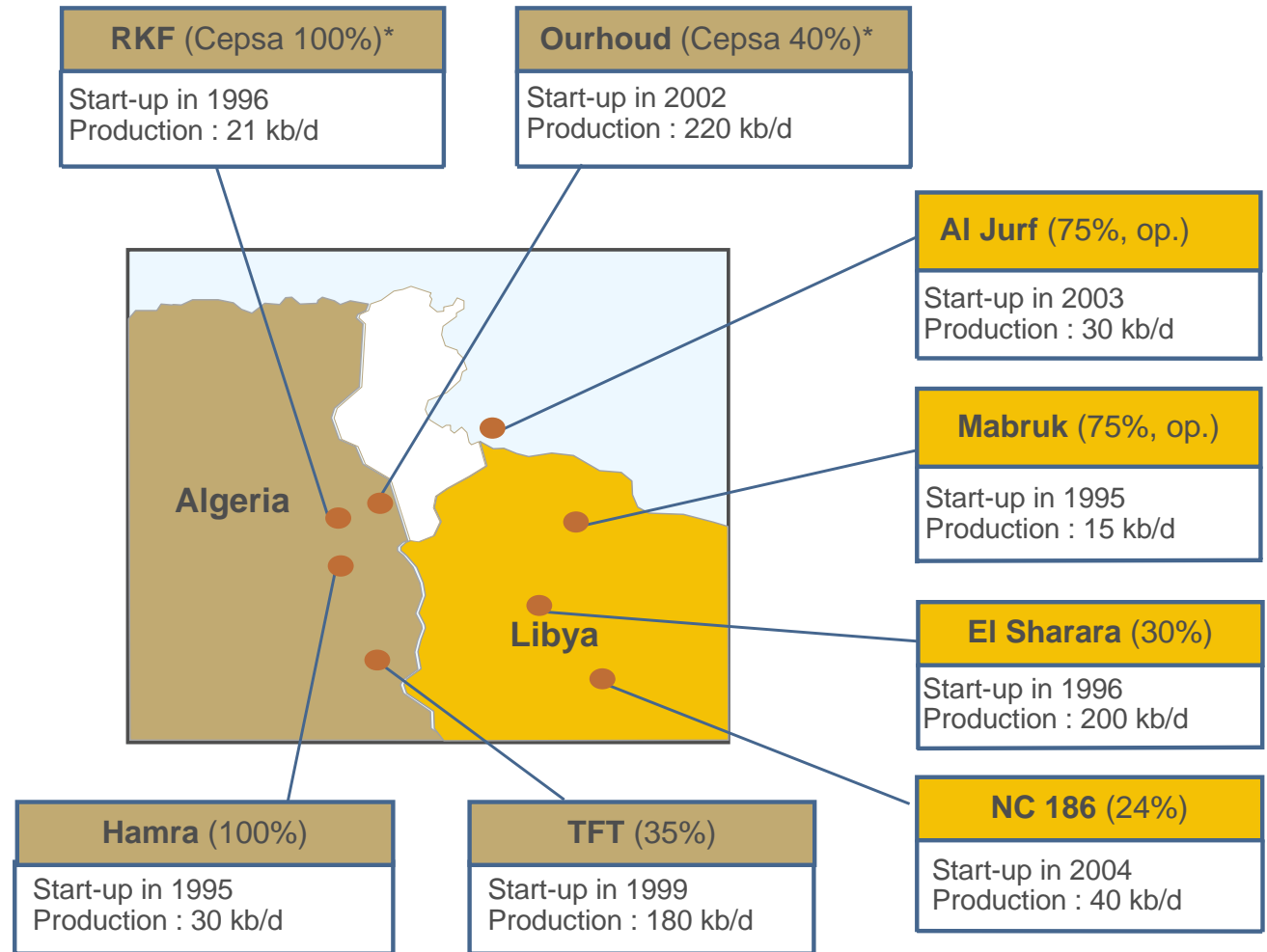
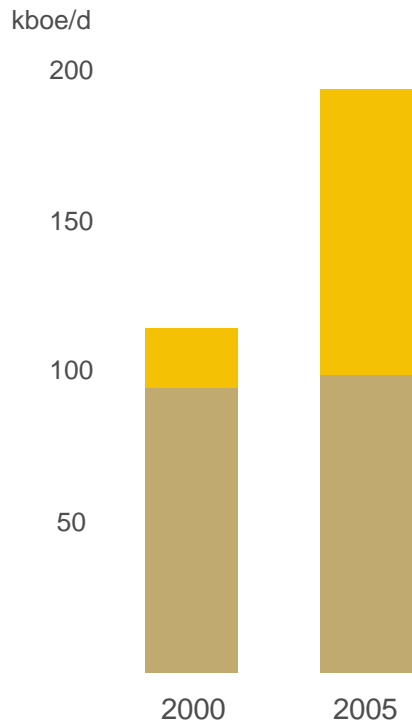
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North Africa : strong historical presence

North Africa production (Total share)



100% field production in 2005

* Total participation in Cepsa : 48.8%



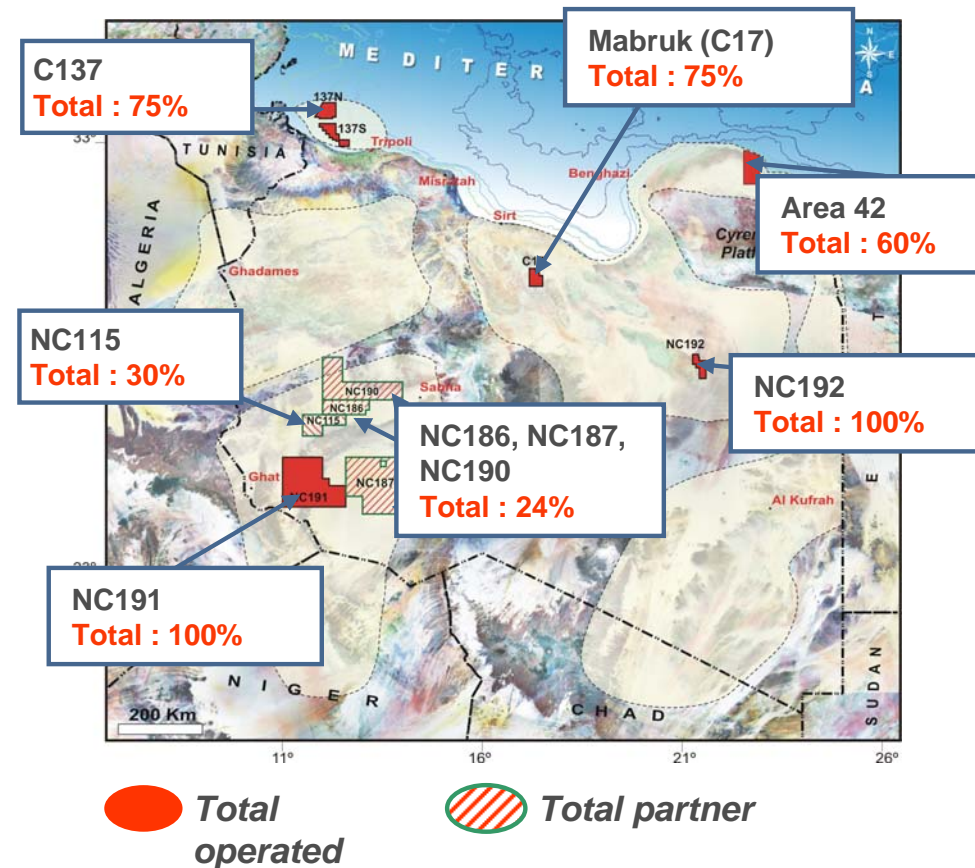
Libya : high-potential exploration

2005-2006 : two successful years

- ▶ Award of Cyrenaica onshore Block 42 2/4
- ▶ 4 discoveries in the Murzuk basin
- ▶ Sanction of new onshore developments in Murzuk basin
- ▶ Increased production of NC186 by 50 kb/d
- ▶ Award of deep formations of Mabruk (Dahra & Garian) and development launched

Diversified and dynamic portfolio of projects

- ▶ Large operated seismic program in 2007 : 2,500 km 2D and 2,700 km² 3D
- ▶ Drilling more than 20 exploration & appraisal wells in Murzuk basin in 2007
- ▶ Assessing offshore C137 gas potential
- ▶ Gas re-injection to increase production on Al Jurf (C137, offshore) early in the next decade



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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 costs 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.

In accordance with IAS 2, the Group values inventories of crude oil and petroleum products in the financial statements in accordance with the FIFO (First in, First out) method and other inventories using the weighted-average cost method. However, in the note setting forth information by business segment, the Group continues to present the results for the Downstream segment according to the replacement cost method and those of the Chemicals segment according to the LIFO (Last in, First out) method in order to ensure the comparability of the Group's results with those of its main competitors, notably from North America. The inventory valuation effect is the difference between the results according to the FIFO method and the results according to the replacement cost or LIFO method.

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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