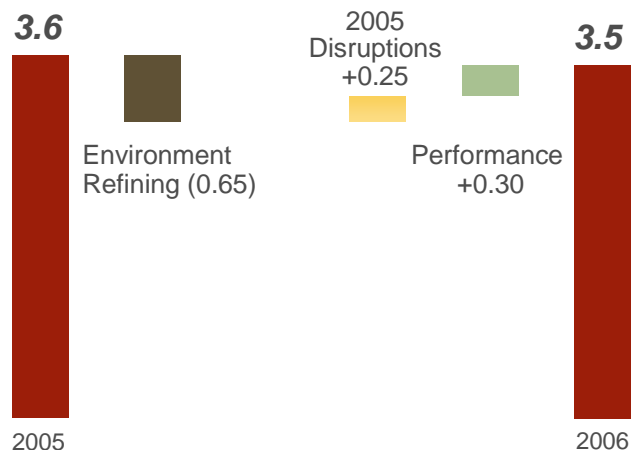


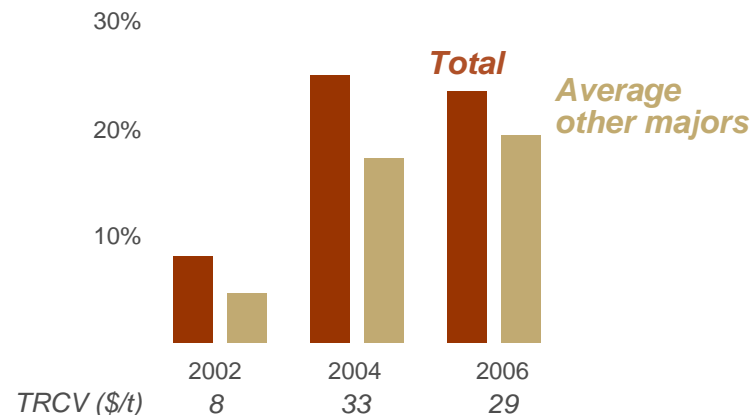
Downstream

Strong Downstream performance in 2006

Adjusted net operating income (B\$)



Downstream ROACE*



- Good performance from refining despite less favorable environment**

- Benefit of refinery hub system
- Higher throughput

- Improved results for marketing, notably in the specialties**

- Leadership positions in Europe and Africa**

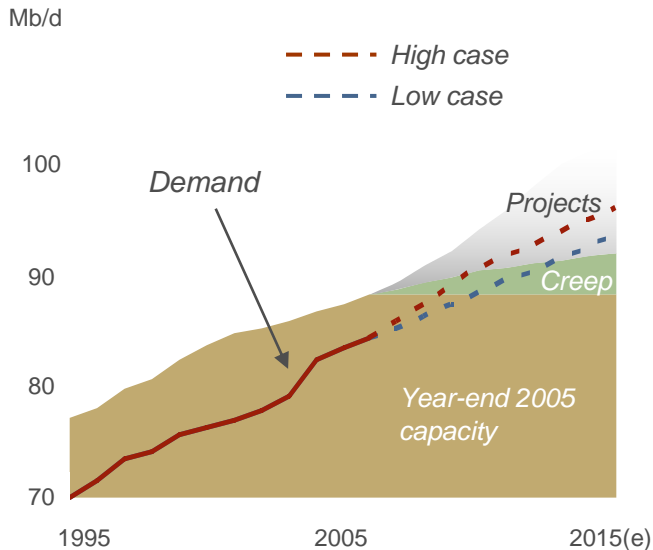
- Investment discipline and ongoing productivity programs**

Competitive advantage reflects quality of portfolio

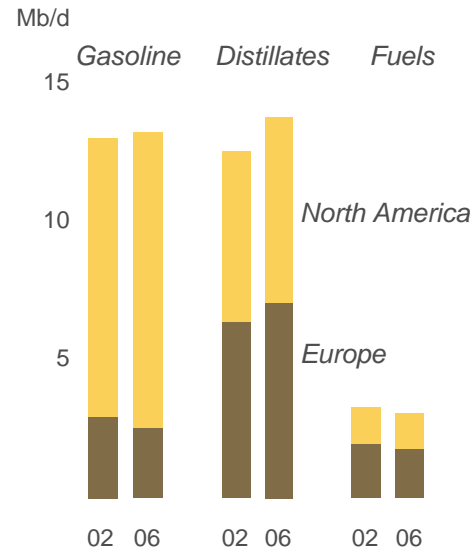
* ROACE estimates based on company reports, weighted-average for the other majors

Downstream environment globally favorable

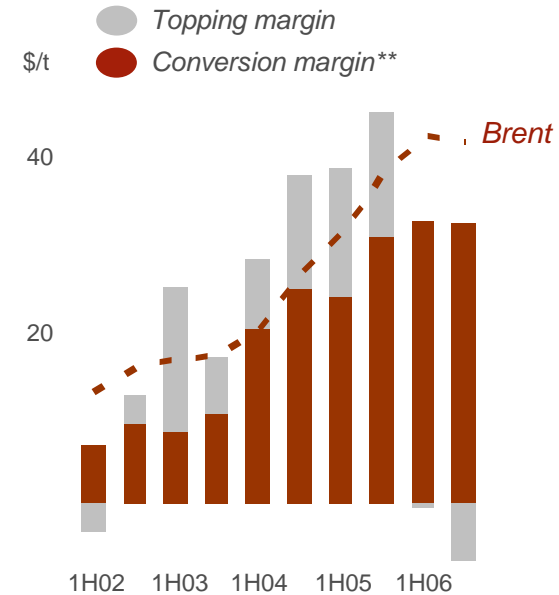
Global demand vs. refining capacity*



Atlantic Basin product demand*



European refining margins (TRCV)



High refining capacity utilization rate

- Robust demand in Asia
- ... and uncertainty on the timing of start-ups of new units

Need for new conversion capacity

- ... but construction costs are rising

Strong correlation between conversion margins and oil price

- ... and volatility of topping margins

* IEA, Total estimates

** reforming, cracking and visbreaking margins



Refining : Capex of approx. 1 B€ per year through 2010*

Europe : continuing to adapt to market trends

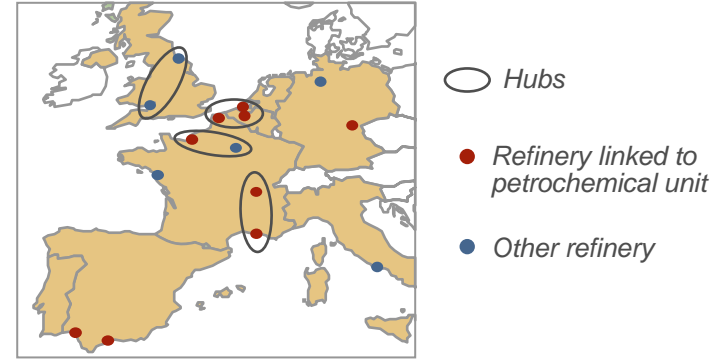
- Increasing diesel production : Normandy DHC and hydrocracker project at Huelva
- Adding new desulphurization capacity : Lindsey, Donges...
- Upgrading units during major turnarounds
- Reducing fixed costs and improving reliability

North America : studying a combination of integrated solutions to valorize heavy oil over the long term

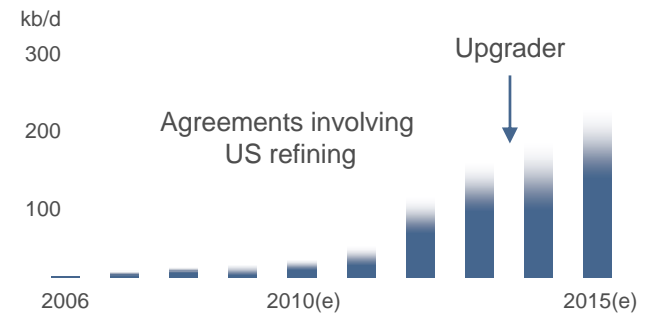
- Upgrader in Canada
- Agreements with US refiners
- Synergies with Port Arthur Coker project

Asia / Middle East : taking advantage of growing markets through targeted positions

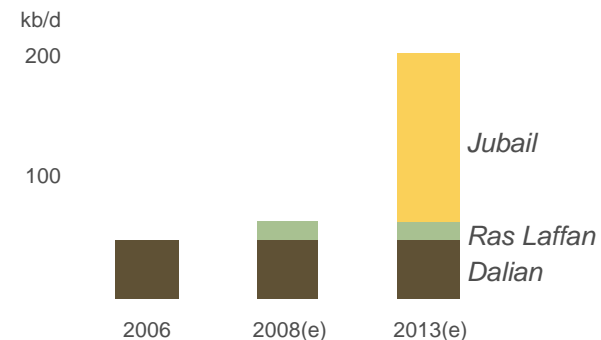
- Conversion refinery project at Jubail
- Building DHC at Dalian and studying other projects that integrate refining-petrochemicals in China



Heavy oil production of Total in Canada



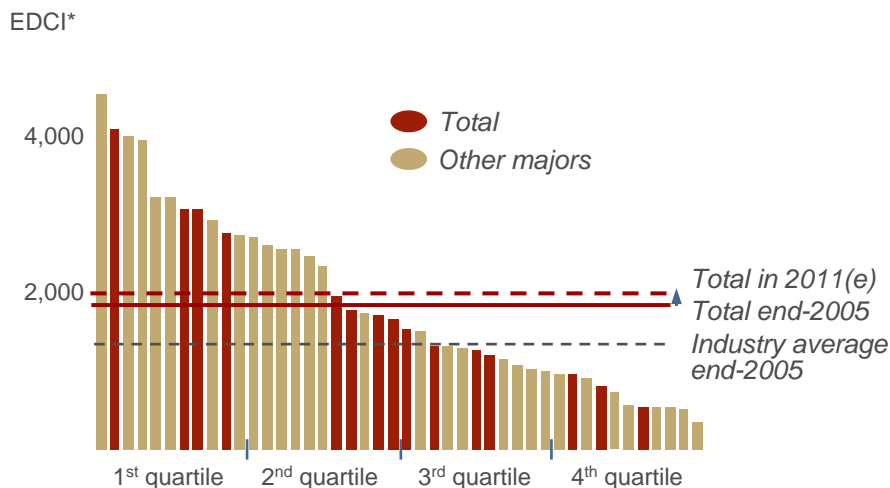
Refining capacity in Asia / Middle East



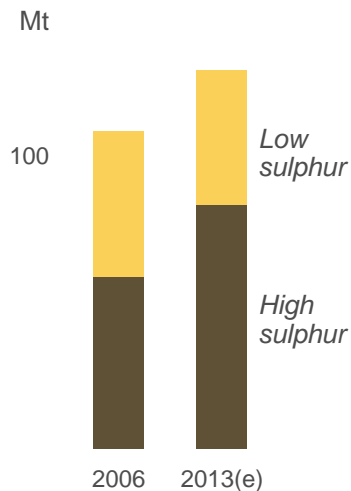
* excluding capitalization of major turnarounds, average 2007-2010(e)

Improving competitive performance of Total's refineries

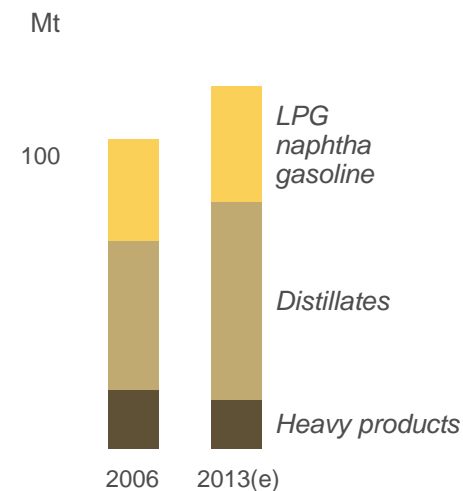
Ranking of the majors' refineries in Europe



Refinery throughput for Total**



Refined product output for Total**



Four of the top refineries in Europe

- 4 projects in development or under study to increase the EDCI*

Increasing capacity by close to 10% with start-up of the Jubail refinery

Gasoline and distillates production increasing to close to 85% of the products at the start of the next decade despite the crude supply becoming heavier and higher in sulphur

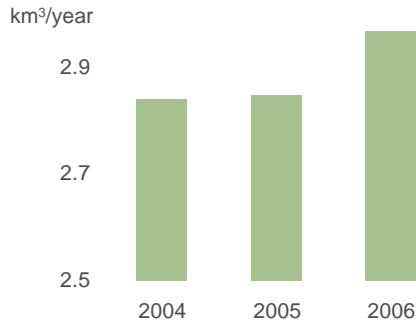
* EDCI : Equivalent Distillation Capacity Index, estimates based on end-2005 published data, including participations

** after start-up of Jubail and including share of Cepsa (48.8%)



Marketing : adapting to market changes

Throughput per station
in Europe



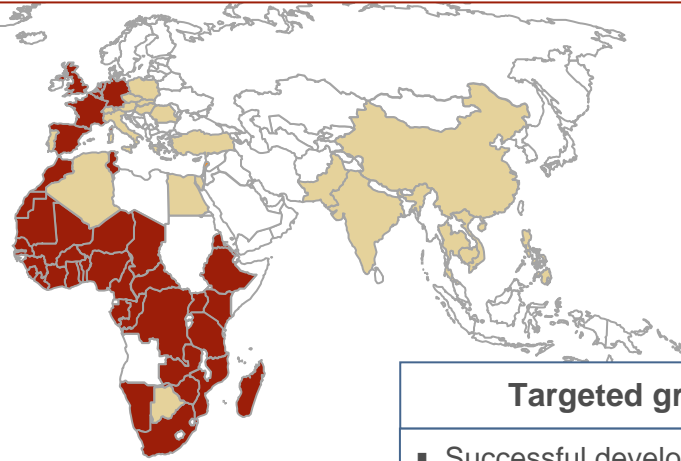
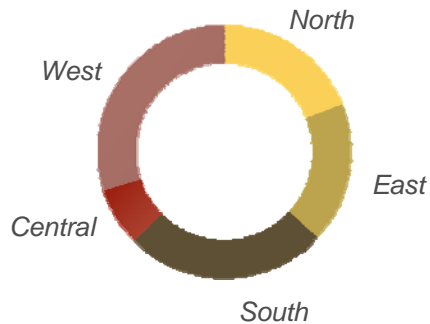
Consolidation of European marketing in a context of high oil prices

- Largest in Western Europe
 - Premier brand identity : TOTAL
 - Successful restructuring (Germany, UK)
 - Increasing diversification of sales (road fuel, non-fuel)
 - Participation in bio-fuels market growth
- Continuing to implement productivity programs to offset the erosion of margins and impact of inflation

Largest in Africa

- Successful integration of activities acquired in 2005
- Well-diversified portfolio

Sales in Africa



Market share > 10%*

Market share < 10%*

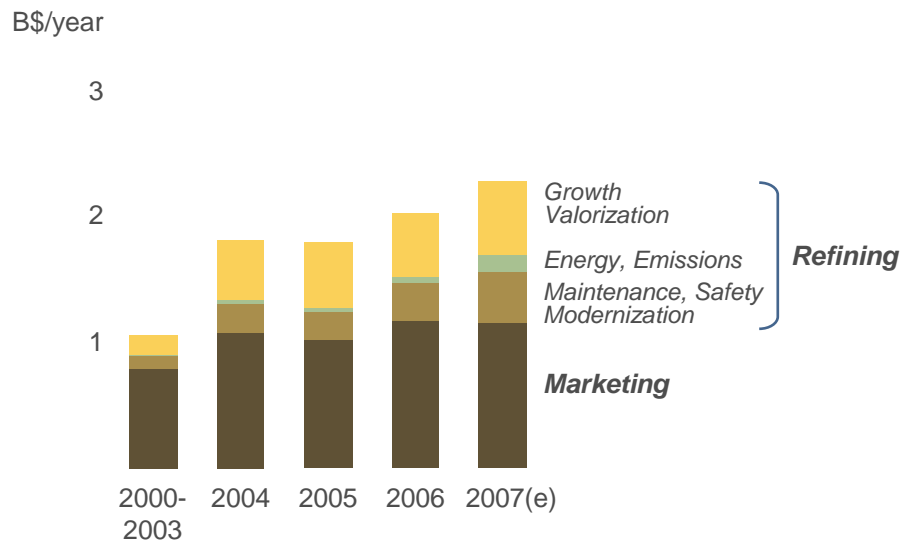
Targeted growth in Asia

- Successful development of networks in Pakistan, Cambodia and Philippines
- Initiated joint ventures in China (Beijing, Shanghai)
- Growth in specialties

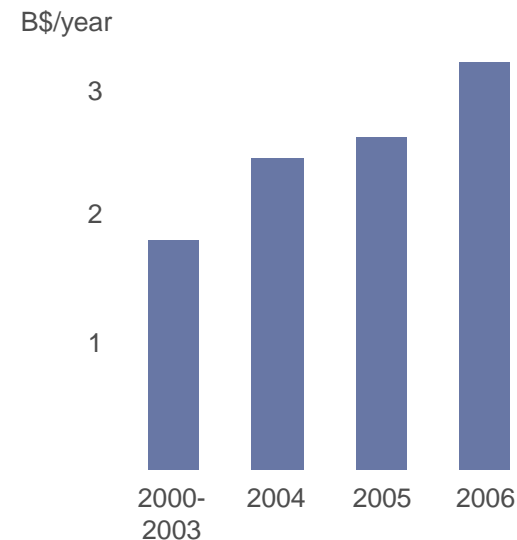
* includes share of Cepsa

Strong contribution of Downstream to net cash flow

Downstream Capex*



Downstream net cash flow**



► New project to upgrade refining

- Lindsey HDS, Huelva DHC, Port Arthur Coker

► Renewed effort to improve reliability

- +1% improvement in refining reliability
⇔ approx. +0.1 B\$ on 2006 net cash flow

► Successful productivity programs

- +0.8 B\$ over the period 2000-2005
- +0.2 B\$ in 2006

► Contribution of the Normandy DHC in 2007

* excluding capitalization of major turnarounds, approx. 0.5 B\$ in 2007(e)

** at replacement cost, before changes in working capital