

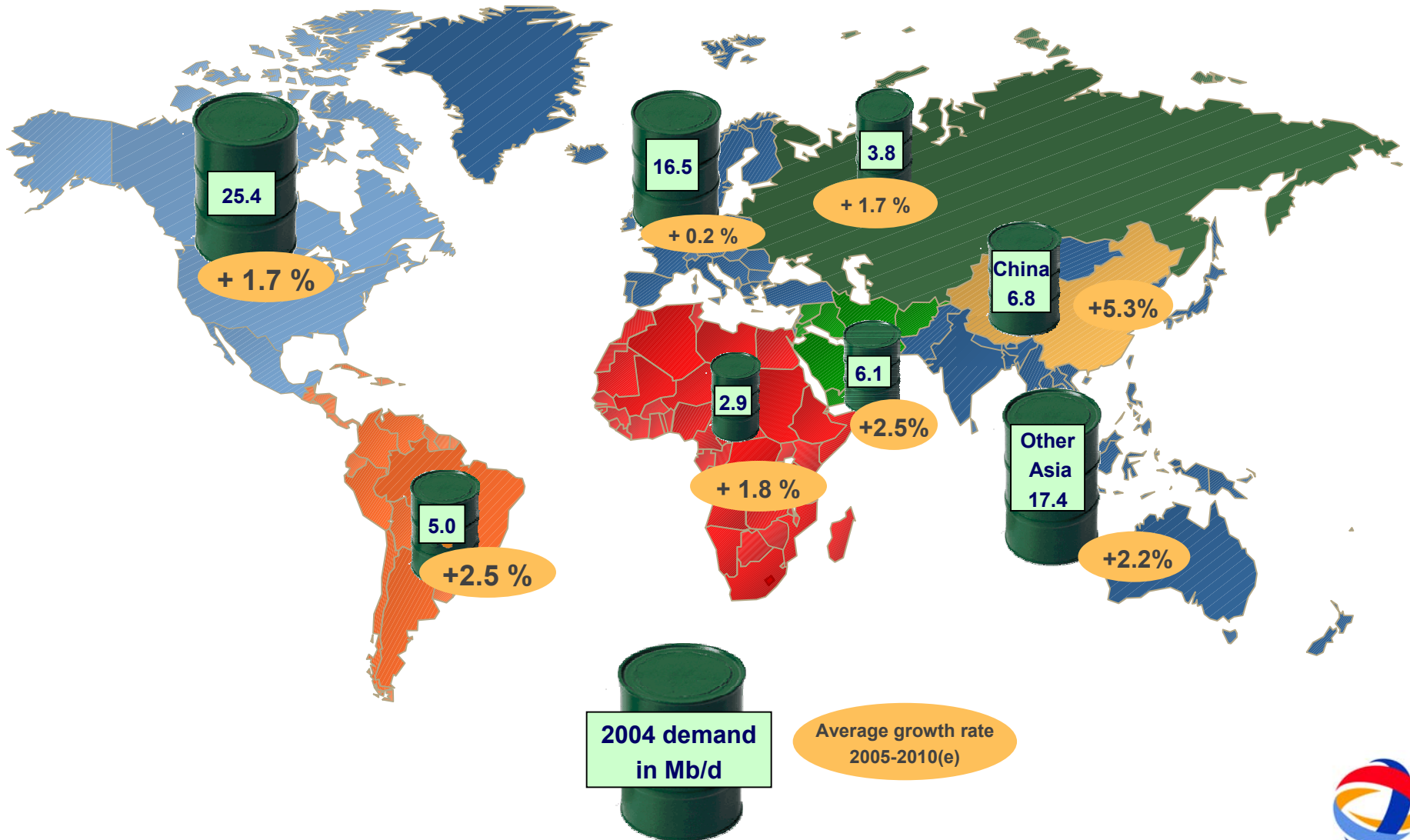


TOTAL

Downstream in Africa

November 10, 2005

Africa : 3% of worldwide oil product demand

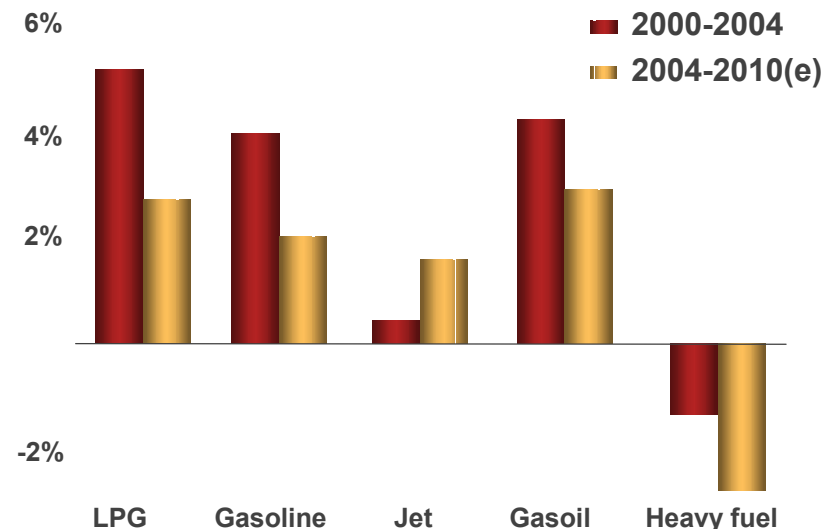
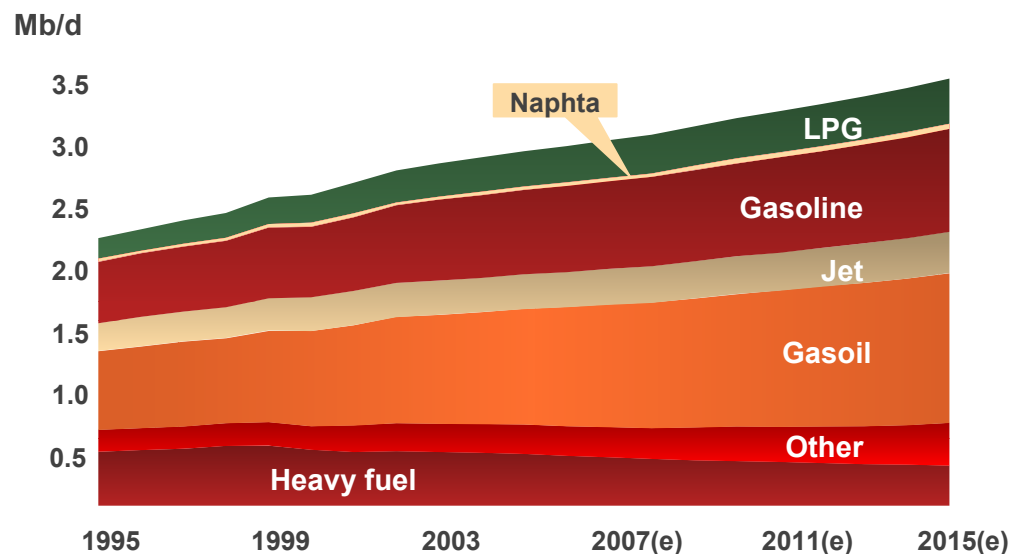


sources : IEA, Total estimates



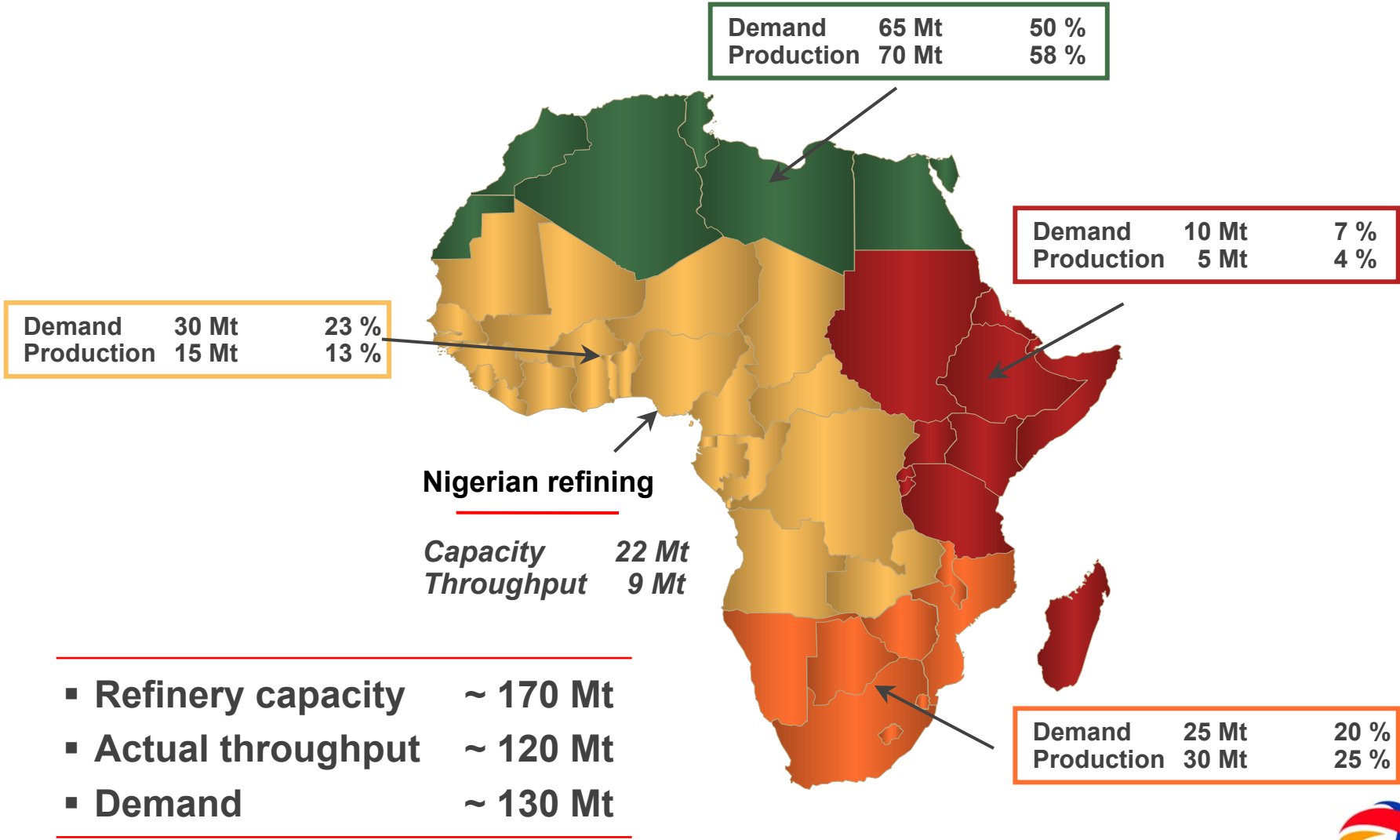
Oil product demand growth driven by transportation fuels

Oil product demand in Africa



- Oil product demand growth driven by growing number of cars, especially in North Africa, Nigeria and South Africa
- Heavy fuel in competition with the development of gas, notably for power generation

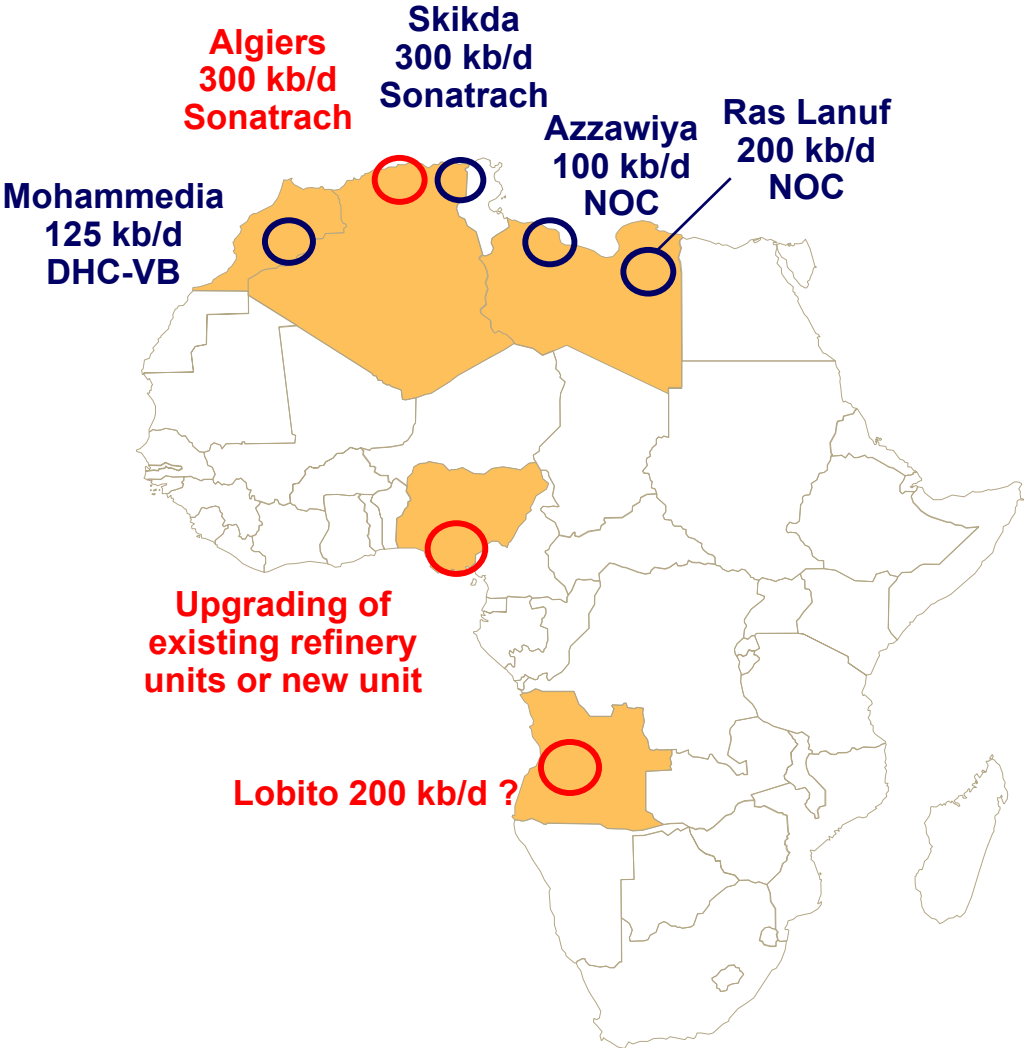
Refinery throughput roughly in line with overall market demand



sources : IEA, Total estimates for 2004



Africa : potential large-scale refining projects



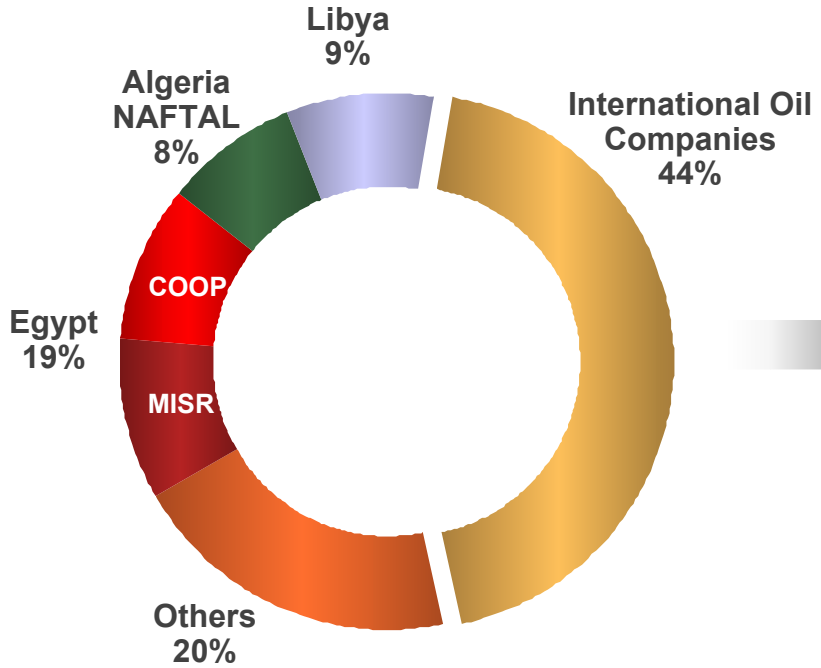
Most of the new projects in oil producing countries

- Extension / modernisation
- New refinery

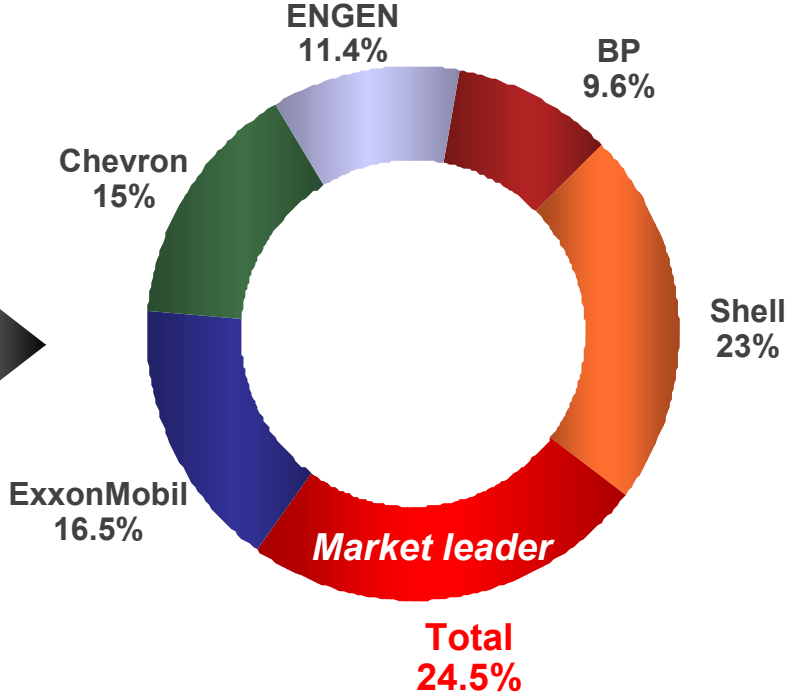


African marketing : less than 50% market share available for International Oil Companies

All marketers



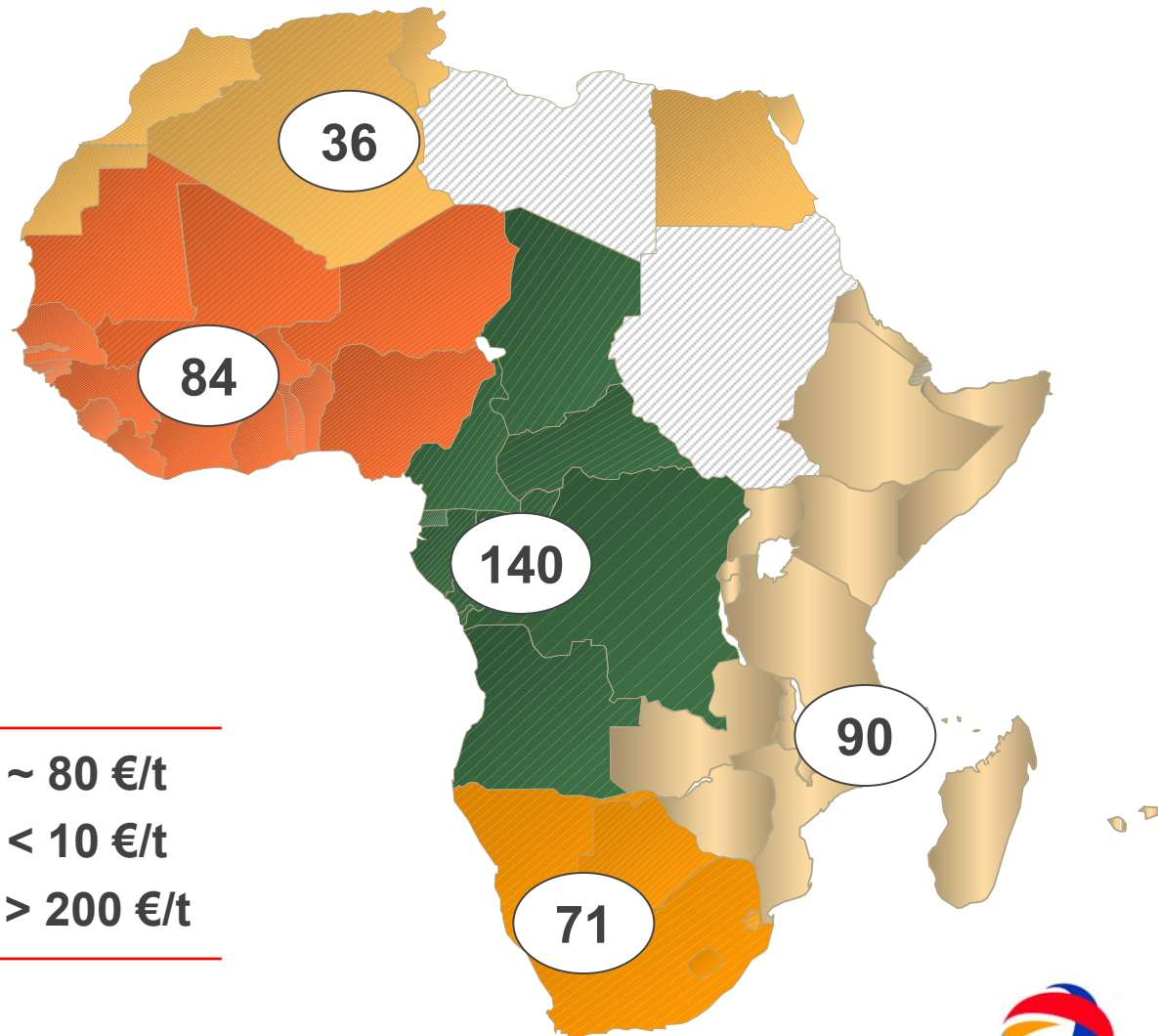
International Oil Companies



source : estimates for 2004, including Total's acquisition of 14 ExxonMobil affiliates



A glance at retail network gross margins (€/t)



- Overall Africa ~ 80 €/t
- Lowest (Egypt) < 10 €/t
- Highest (D.R. Congo) > 200 €/t

sources : Total estimates for 2004



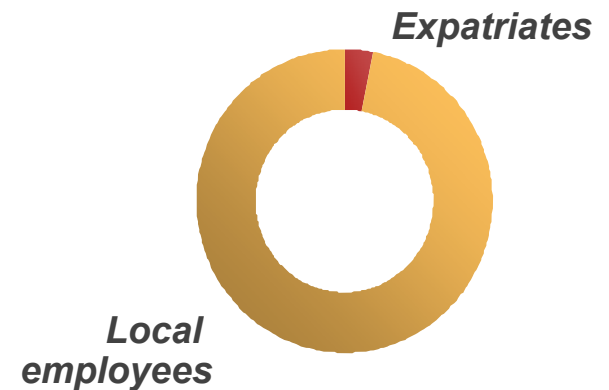
Total in Africa : key figures*

■ Countries and overseas territories	49
■ Operating subsidiaries	59
■ Service stations	3,750
■ Refineries (participation)	7
■ Oil products sales	14 Mt
■ Staff (<i>consolidated activities</i>)	5,600
■ Staff (<i>overall activities</i>)	8,500

Oil product sales



Total staff in Africa



TOTAL

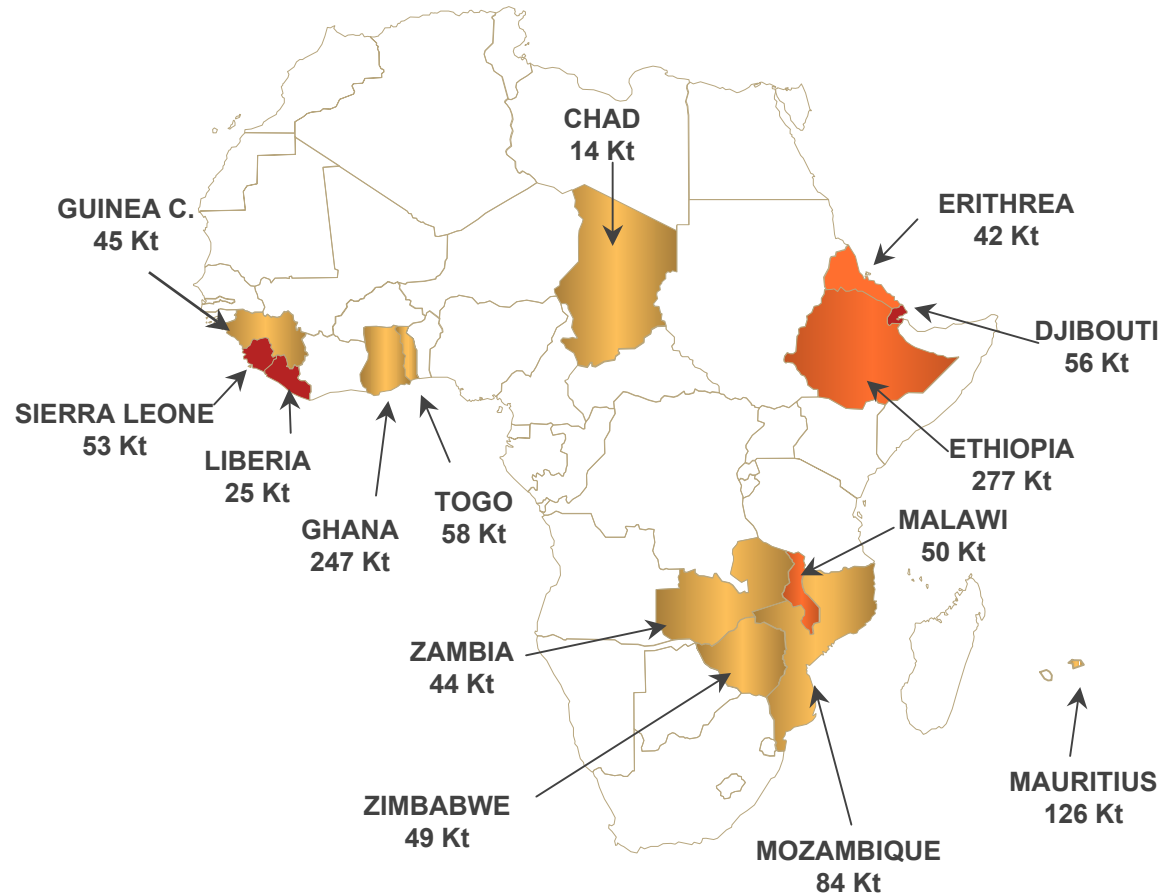
* including Total's recent acquisition of 14 ExxonMobil affiliates

Recent acquisition makes Total the market leader in Africa

Acquired operations (2004 sales in kt)

Acquisition scope

- Global sales : 1.1 Mt/y
- Retail sales : 0.6 Mt/y
- 450 service stations, incl. 285 company-owned
- Staff (as of 31/12/04): ~ 600



Market share

10%- 20%

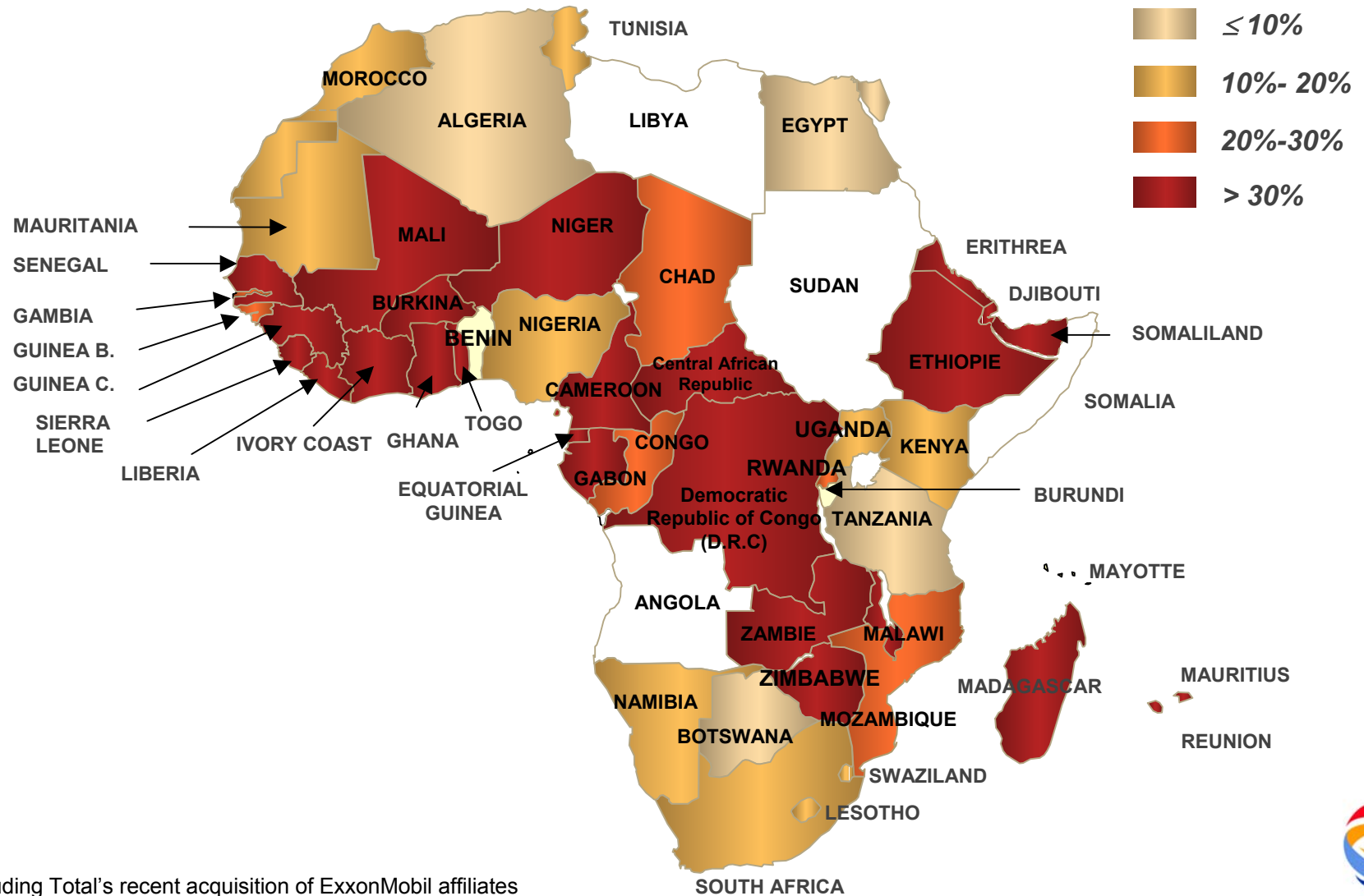
20%-30%

> 30%



TOTAL

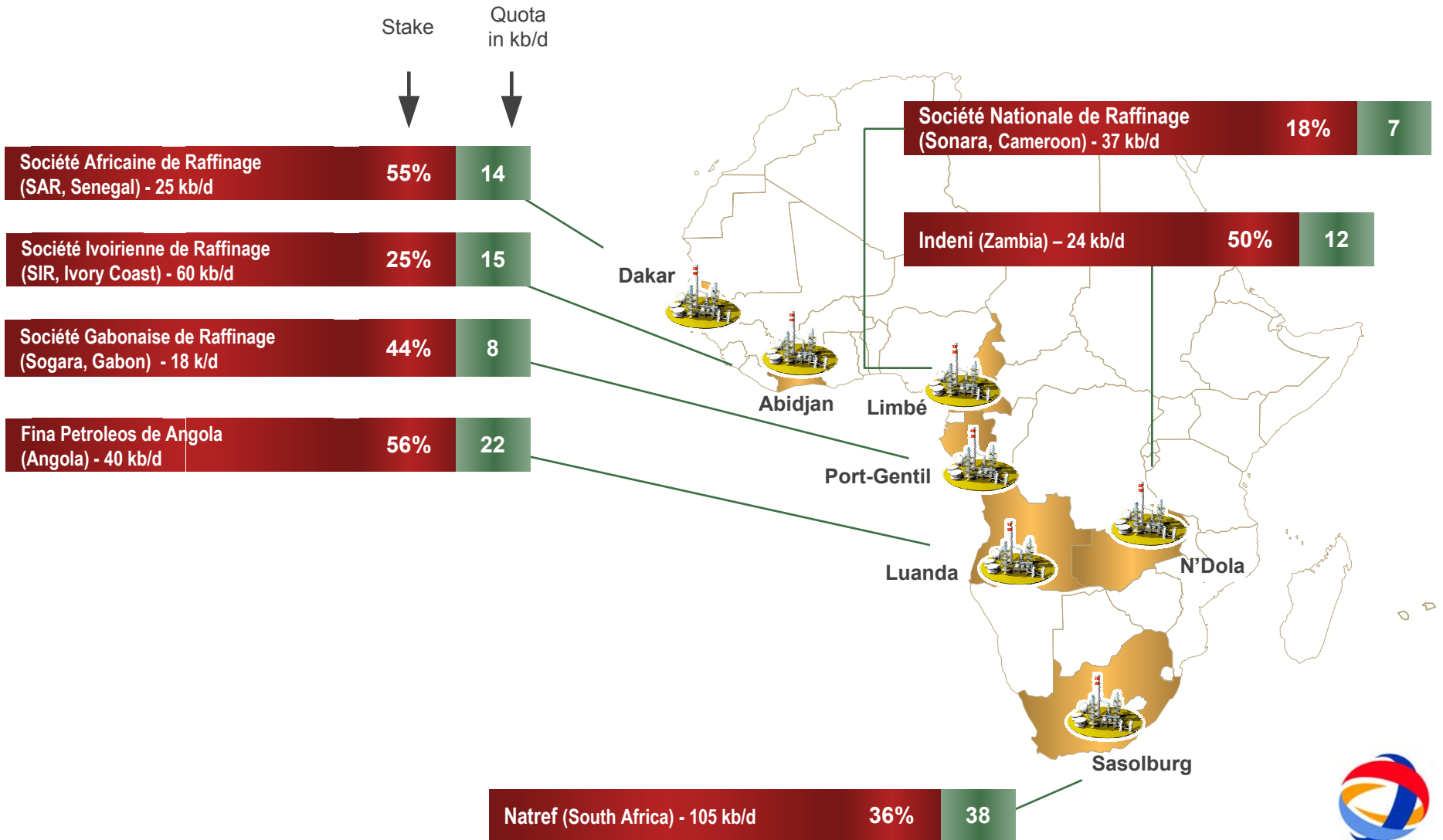
Total's market share – 2005(e)*



* including Total's recent acquisition of ExxonMobil affiliates

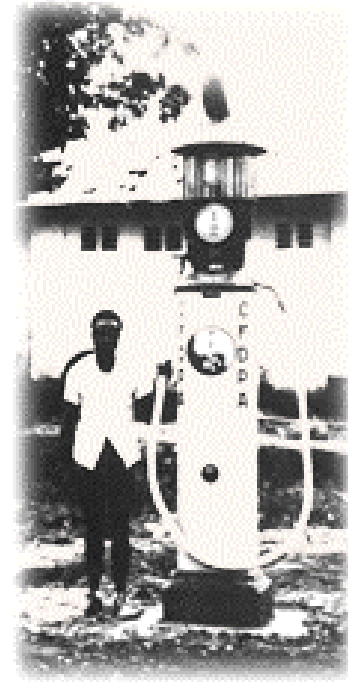


Total's refining in Africa



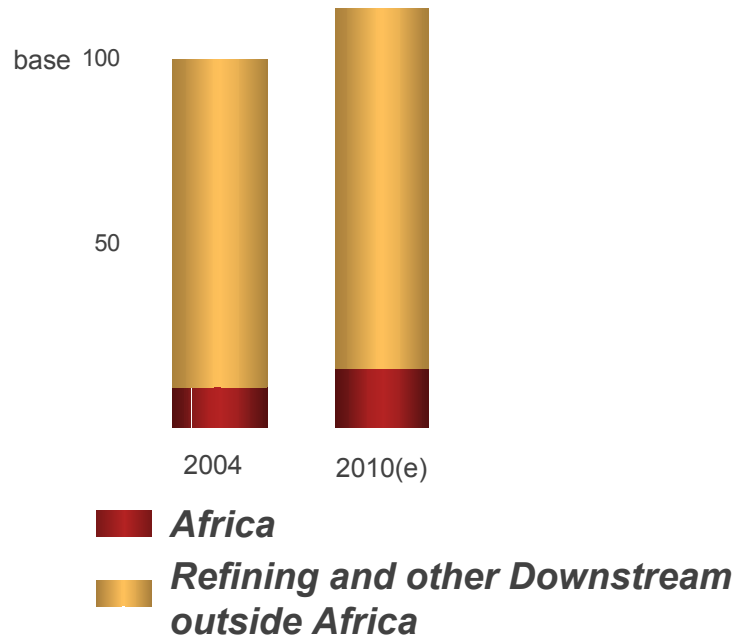
Excellent knowledge of the African continent

- **Developing activities in Africa since 1947**
- **Flexible and adaptable organization**
- **Development of specific tools, adapted to each size of affiliate and operation**
 - Information system : “Template light”
 - Retail : Top Service
 - Marketing concepts
 - Top Card, Tom Card, ...
 - Specific advertising and communication

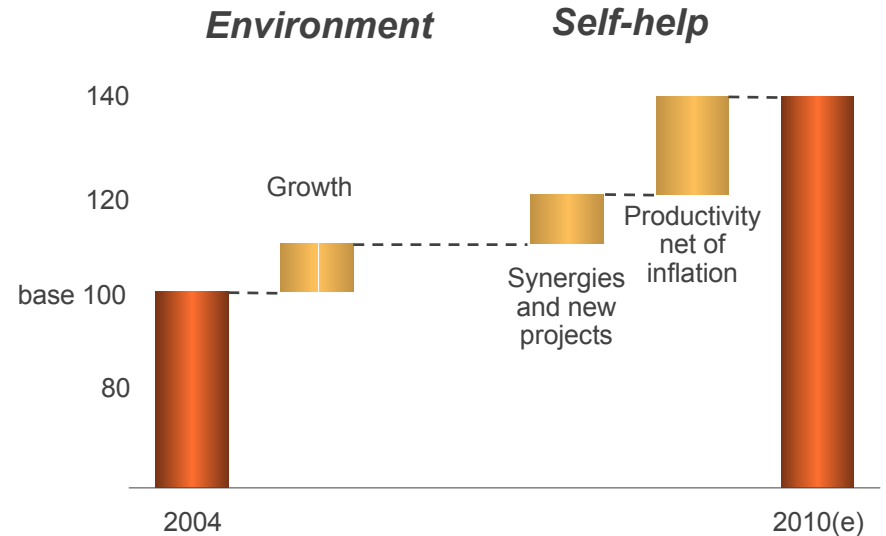


Africa's performance within the Downstream of Total

Downstream capital employed*



Downstream operating income in Africa

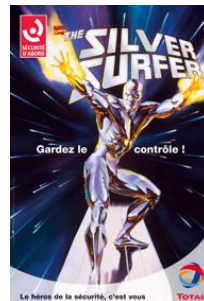


- Slightly growing share of Africa within Downstream capital employed thanks to selective developments
- Strong impact of growth and self-help programs

* estimates at 12/31, including share of Cepsa

Safety, our priority

- Organization under the responsibility of General Management
- Training and improvement of behavior
- “PATROM” program : improvement of safety for products transportation
- Deployment of Safety Management Systems
- TRIR* divided by 3 at the end of 2004 (vs. end-2002)
- ‘Safety First’ poster campaign at all Refining-Marketing sites



* Total Recordable Injury Rate.

Proactive approach to Corporate Social Responsibility

■ HIV/AIDS

- Numerous Initiatives including information, prevention, confidential voluntary testing and, where applicable, treatment for employees

■ Prevention programs covering general health issues

- Depending on the health situation in countries

■ Safety prevention campaign Africa-wide

■ Bringing energy to rural areas

- **Morocco (TEMASOL)**. Electrification by means of solar panels to 50,000 Moroccan houses
- **South Africa (SHESHA)** : 5 kg gas cylinder, specifically designed to make clean and safe energy affordable

■ Training and coaching Young Dealers to become Managers

