Results & Outlook

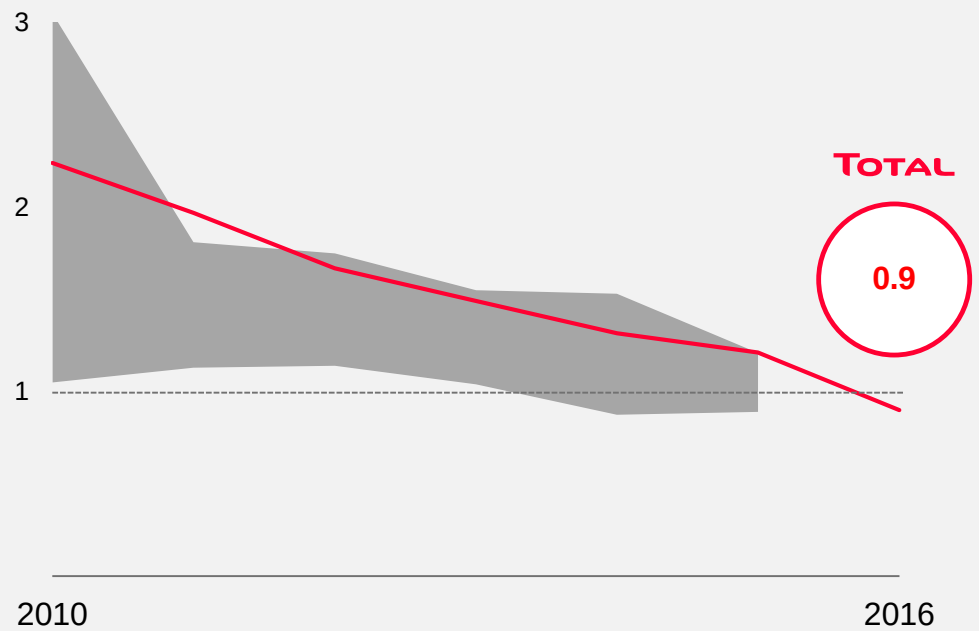
February 2017

Safety, a core value

Cornerstone of operational efficiency

Total Recordable Injury Rate for Total and peers*

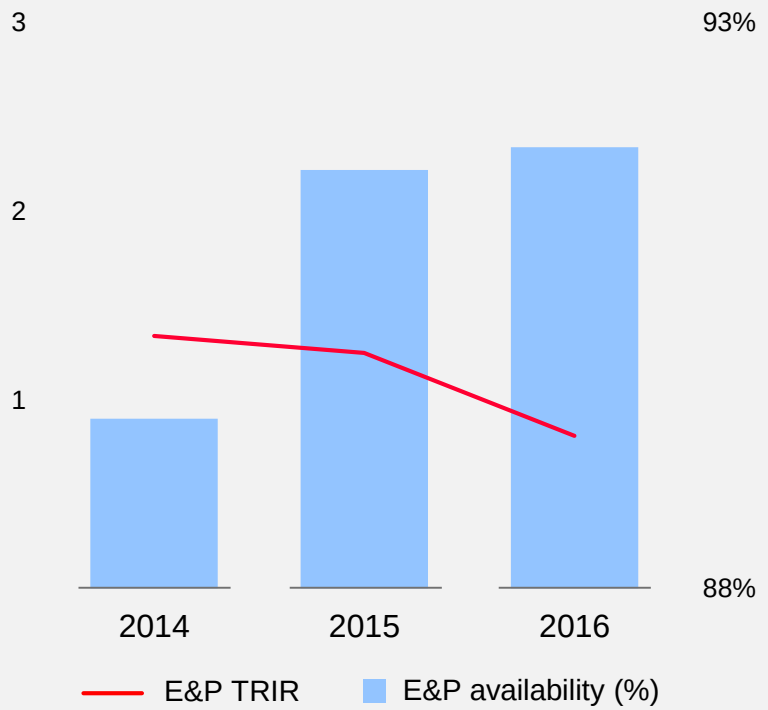
Per million man-hours



Fatality-free for 435 days, 1 fatality end-2016

* Group TRIR excl. Specialty Chemicals; peers: BP, Chevron, ExxonMobil, Shell

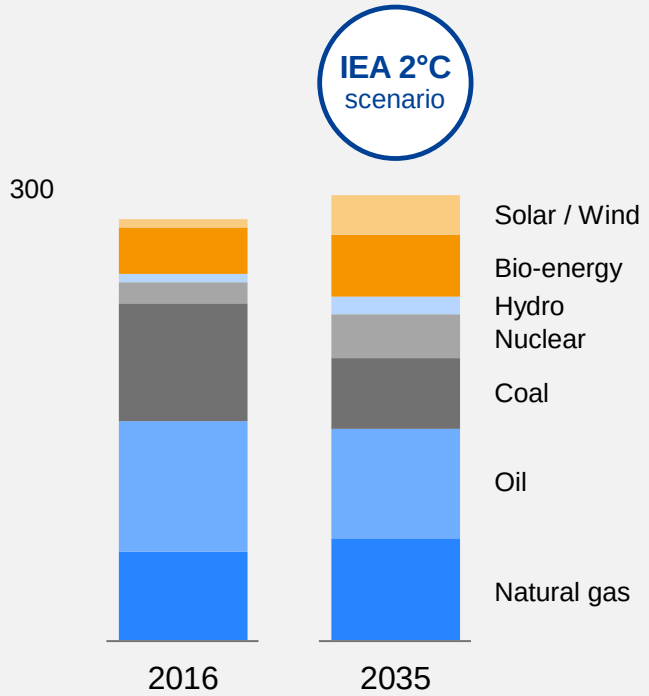
Safety and operational performance go hand in hand



Integrating climate into our strategy

Gradually decreasing the carbon intensity of our energy mix

Global energy demand
Mboe/d



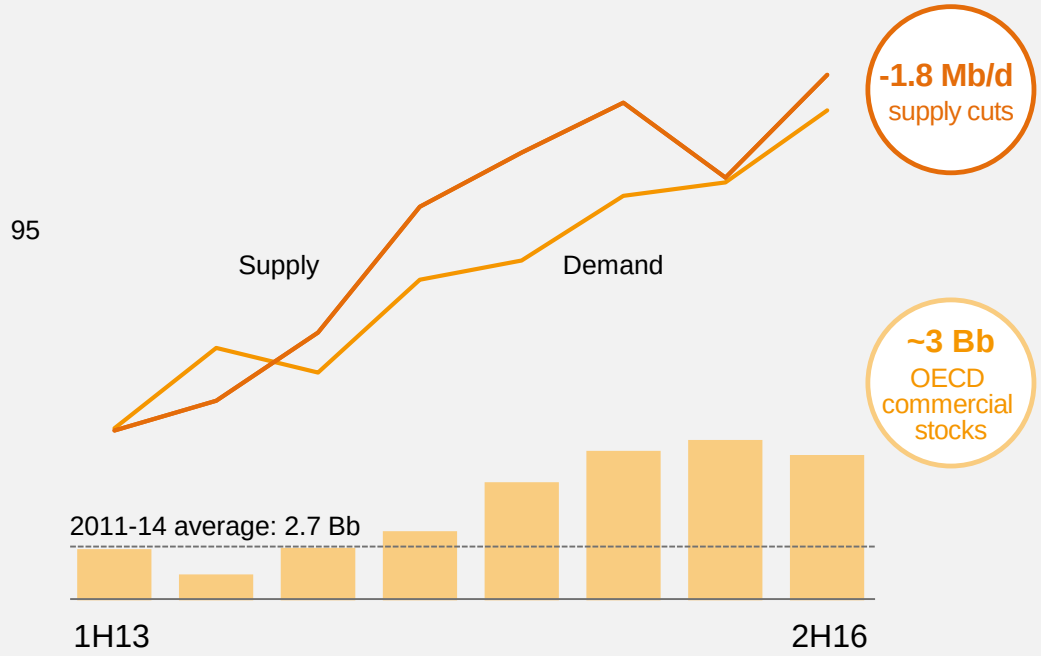
Strategy in line with **anticipated market trends**

- Focusing on **low breakeven oil projects**
- Expanding along the **gas value chain**
- Growing **profitable low-carbon business**

Production cuts rebalancing oil markets

OPEC and non-OPEC agreement being implemented

Short term supply-demand and OECD inventories
Mb/d



Source: IEA

Much lower industry investment since 2014

Demand remains **strong**

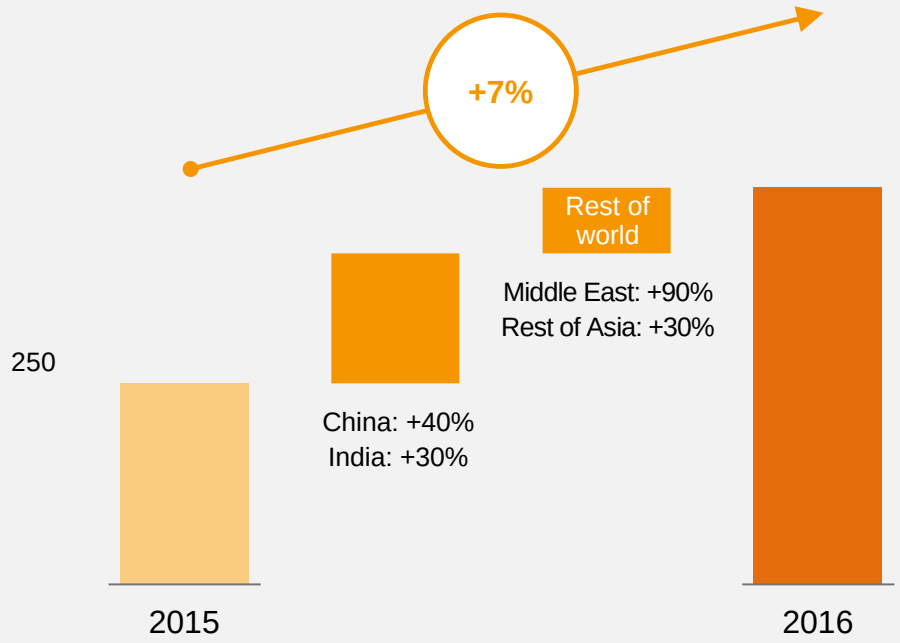
Inventories still high end-2016

Market uncertainties driving **volatility**

Lower prices stimulating LNG demand

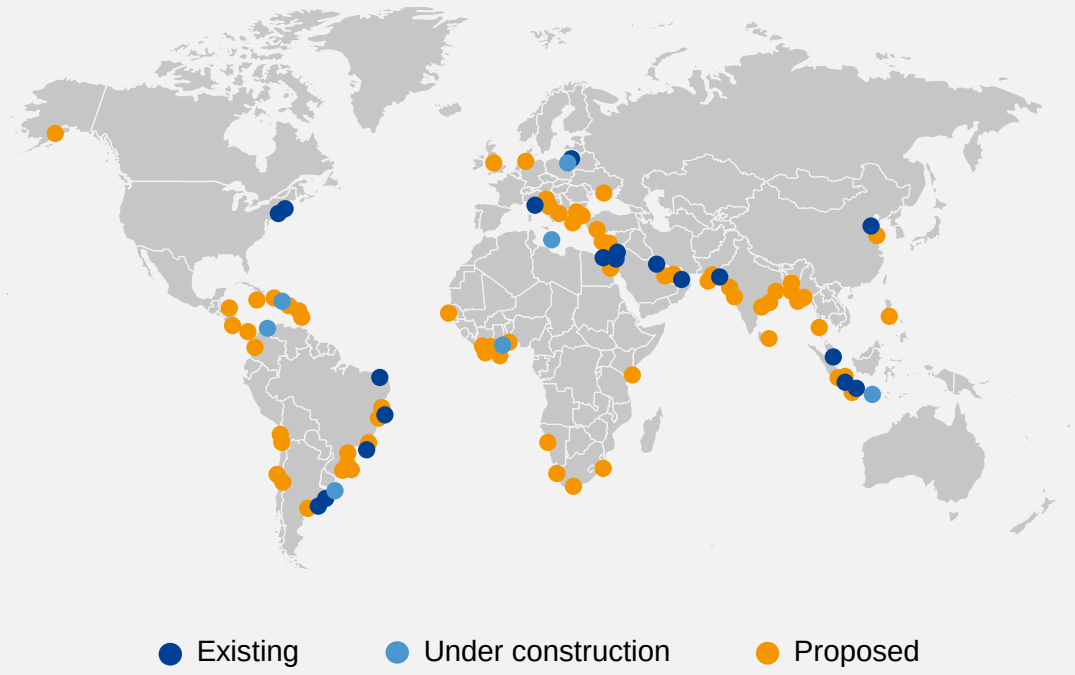
Floating regasification units unlocking 100 Mt/y of new demand by 2025

2015-16 LNG demand
Mt/y



Source: Total estimates

Floating Storage Regasification Units (FSRU)
Global overview



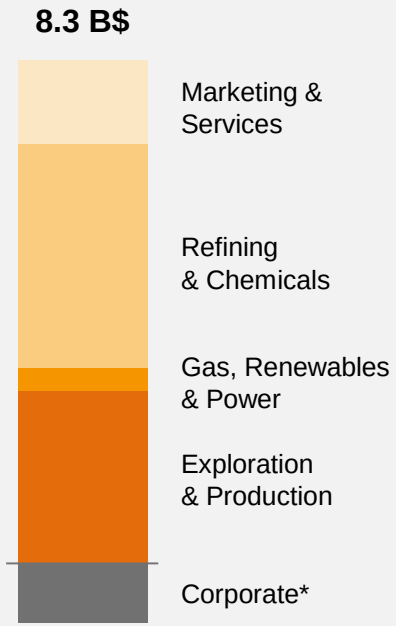
2016 Results & 2017 Objectives

Patrick de La Chevardière
Chief Financial Officer

Best-in-class results in challenging environment

Resilient Upstream and Downstream performance

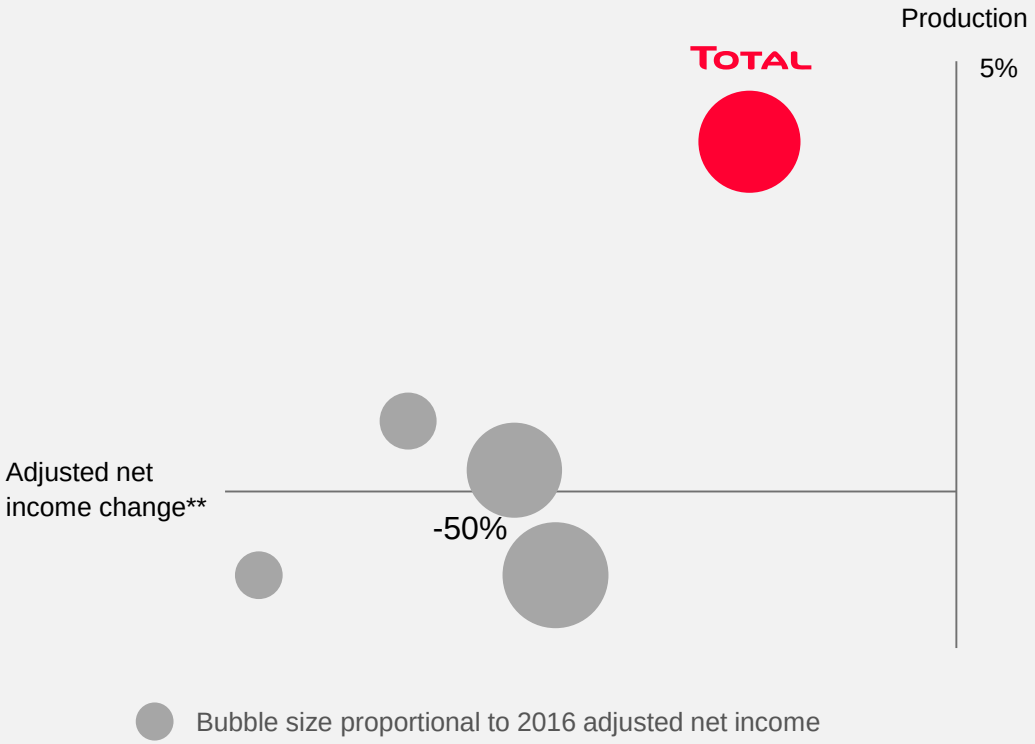
2016 Adjusted net income
B$



Brent ($/b)	44
NBP ($/Mbtu)	4.7
ERMI ($/t)	34

* Including net cost of net debt and minority interests

Adjusted net income and production
% change 2016 vs 2015 for Total and peers*

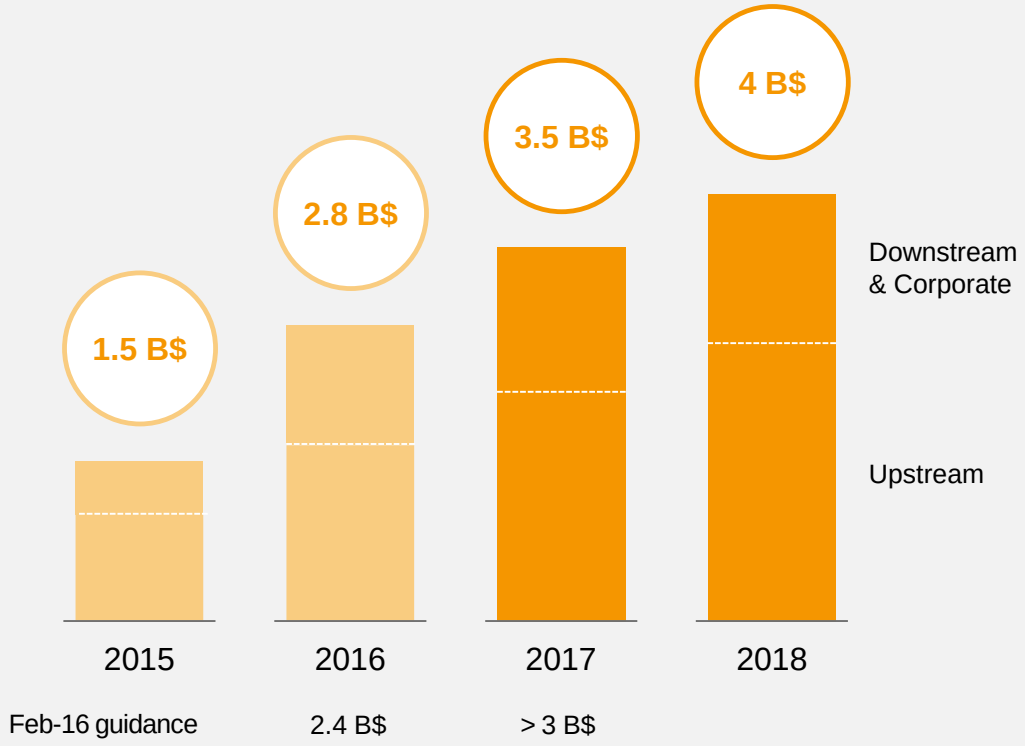


* Peers: BP, Chevron, ExxonMobil, Shell/BG pro forma – based on public data
** 2016 vs 2015: Brent -17%, NBP -27%, ERMI -30%

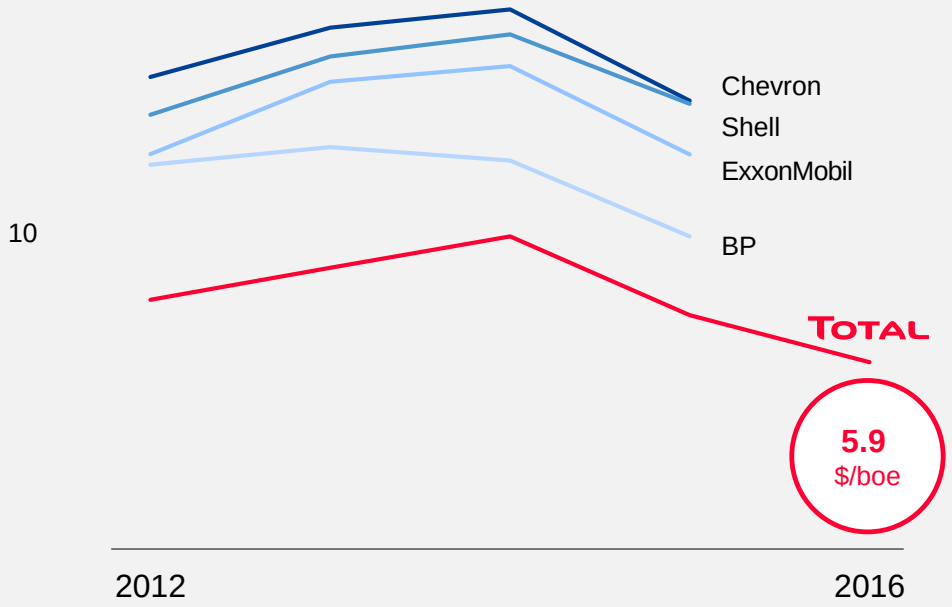
Relentlessly reducing costs

Exceeding targets and accelerating competitive advantage

2016-18 Opex reduction
B$



Operating costs (ASC932) for Total and peers
$/boe

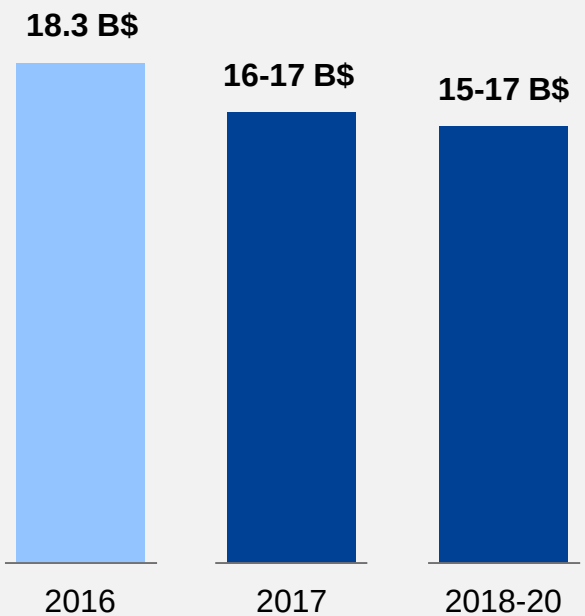


Targeting **5.5 $/boe in 2017, 5 $/boe by 2018**

Maintaining discipline on investment

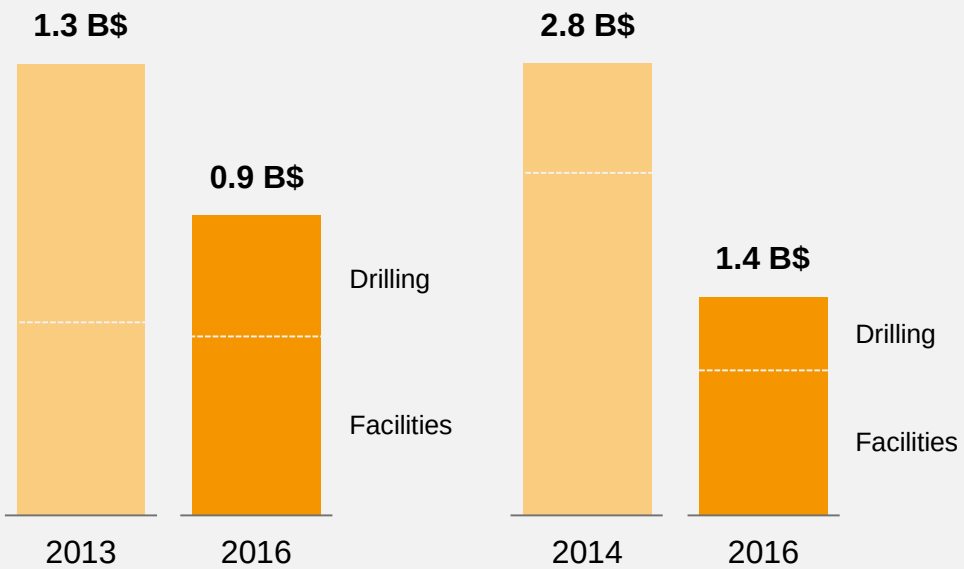
Sustainable level of Capex for medium-term growth

Capex, incl. resource renewal
B$



	2016	2017	2018-20
Feb-16 guidance	19 B$	17-19 B$	17-19 B$

Optimizing design and execution, capturing deflation



Maharajah Leila Sul, Brunei
Total op. 37.5%, 50 kboe/d*

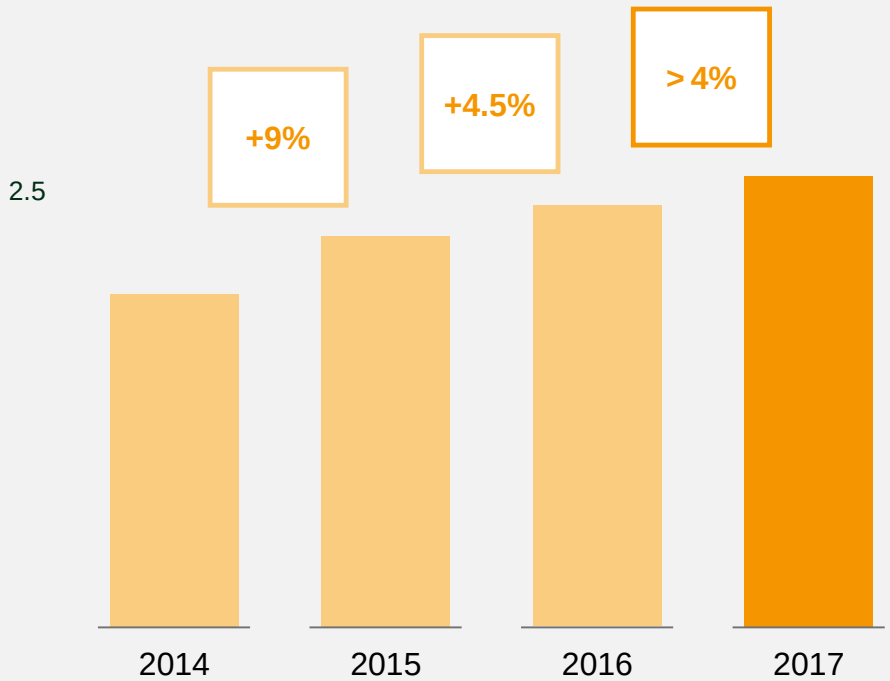
Zinia 2, Angola
Total op. 40%, 40 kboe/d*

* 100% capacity

Delivering outstanding production growth

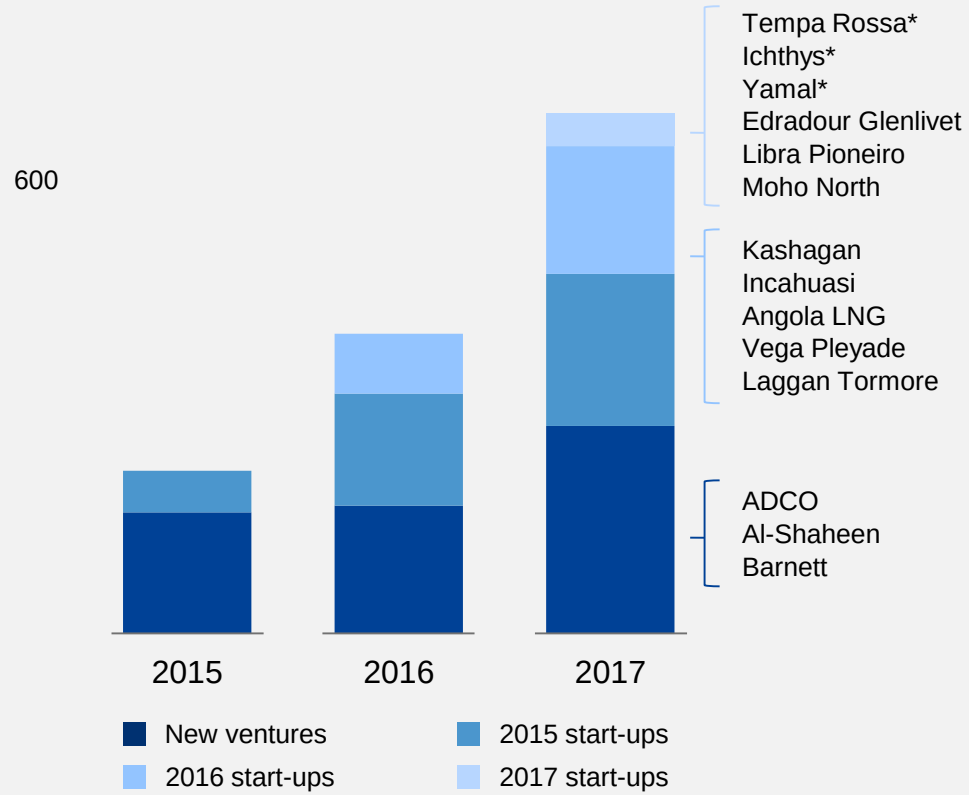
Increasing 2017 production with mix of ramp-ups, new ventures and start-ups

Production
Mboe/d



On track to achieve **5% per year 2014-20**

Production from start-ups and new ventures
kboe/d

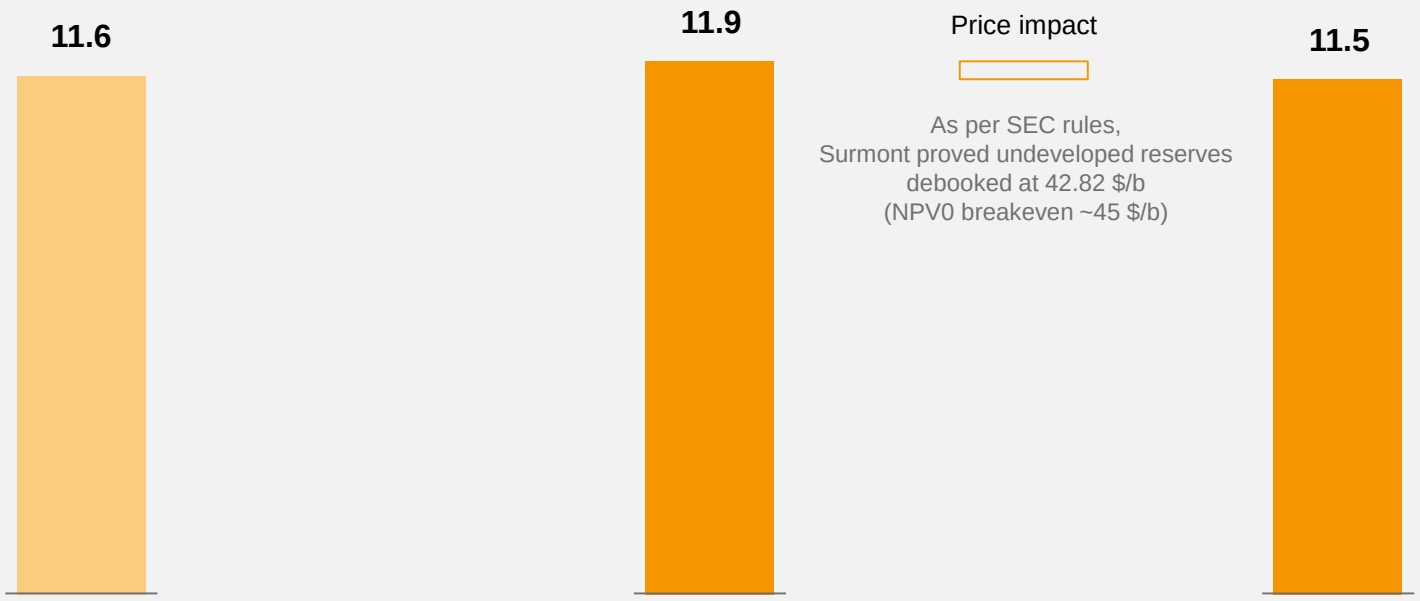


* End-2017

136% reserve replacement rate at constant price (54 $/b)

> 12 years of proved reserves, > 20 years of proved and probable reserves

Proved reserves
Bboe



	2015	2016	2016
Reserve replacement rate		136%	93%
Brent ($/b)	54.17	54.17	42.82*

*42.82 $/b is the average Brent price of the first day of each month of 2016

Exploration delivering promising results

~500 Mboe added in 2016, improving capital efficiency

Investing for the future

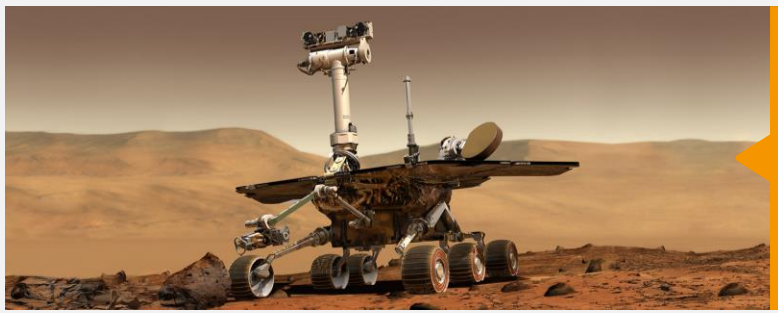
Growing profitable low carbon business and R&D budget through the cycle

Gas, Renewables & Power positive contribution

Proforma 2016

500 M$	> 9%	4.7 B$
CFFO	ROACE	Capital employed

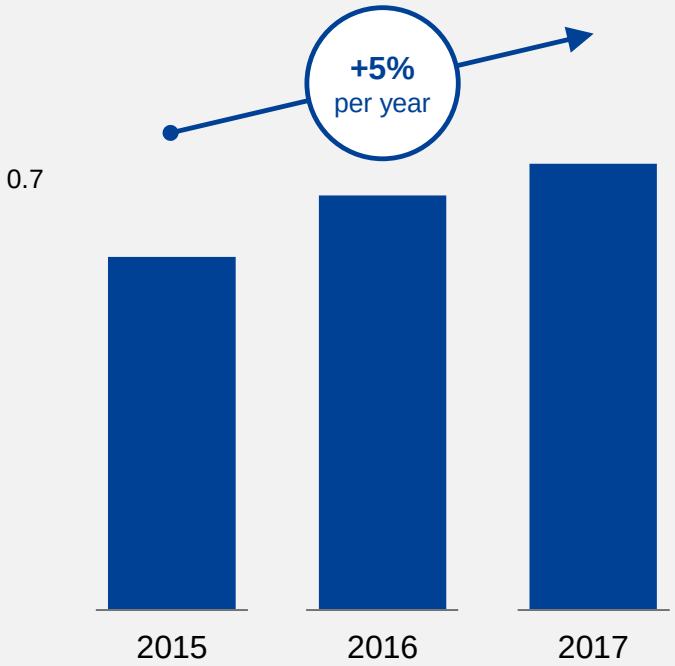
Among the largest global gas and LNG players



Saft and Sunpower technology on Mars

Investment in innovation and R&D for oil & gas*

B$

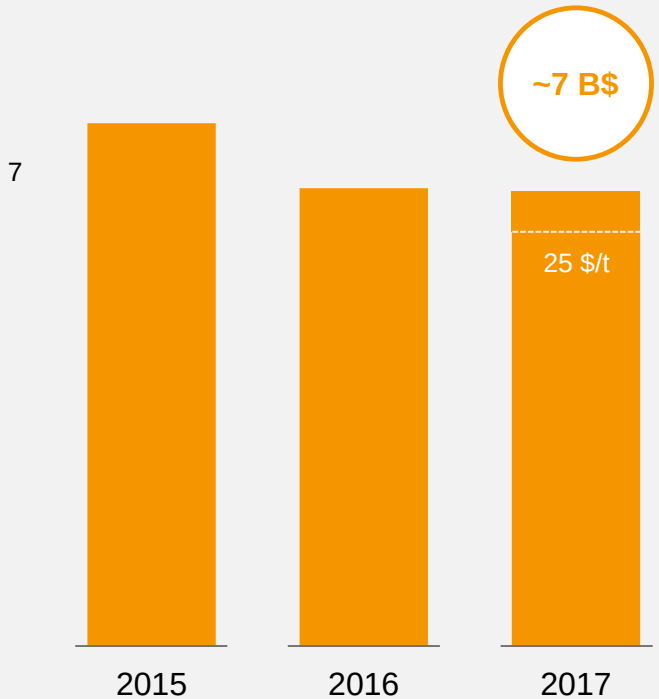


* Not including Atotech, Hutchinson, SunPower and Saft R&D budgets

High-return Downstream achieving ~7 B$ CFFO target

Sustainable contribution from diversified portfolio of global businesses

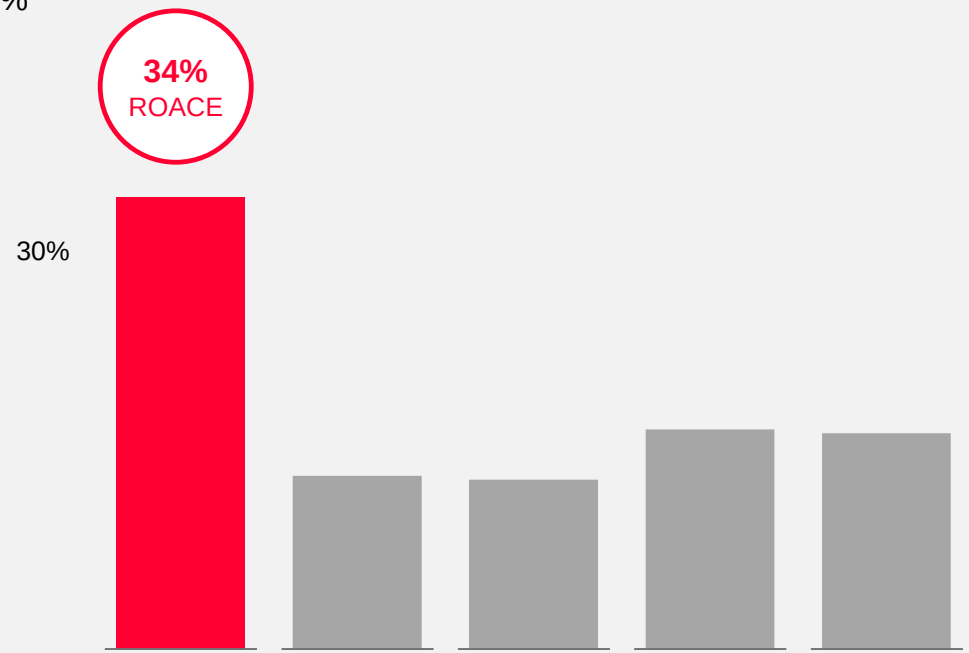
Downstream CFFO*
B$



	2015	2016	2017
ERMI ($/t)	49	34	35

* Before working capital changes, at replacement cost

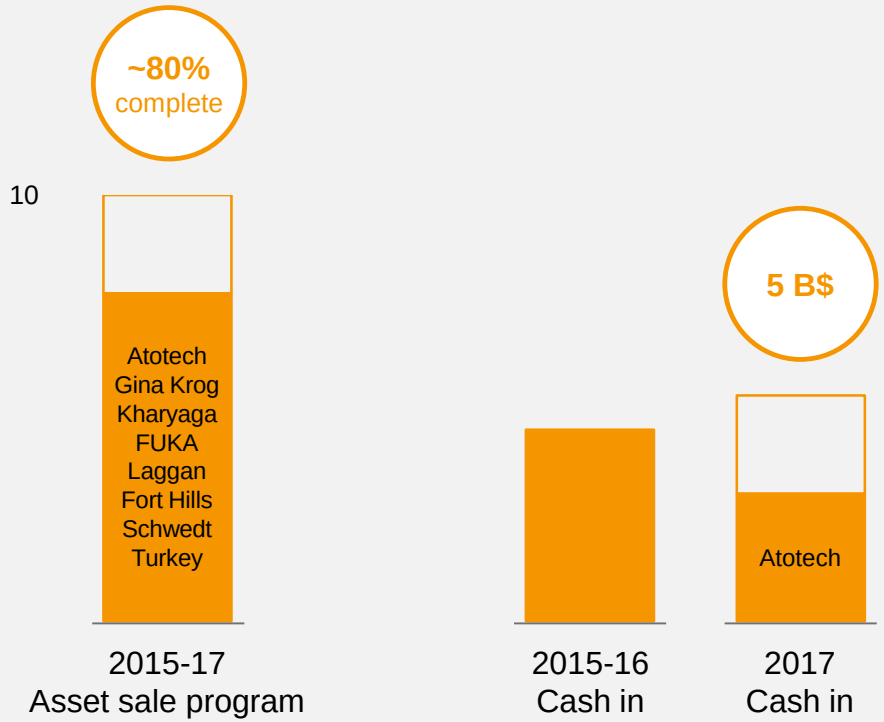
2016 Downstream ROACE for Total and peers*
%



* Peers: BP, Chevron, ExxonMobil, Shell – based on public data

Successfully executing 2015-17 asset sale program

2015-17 asset sale program



Monetizing non-core assets

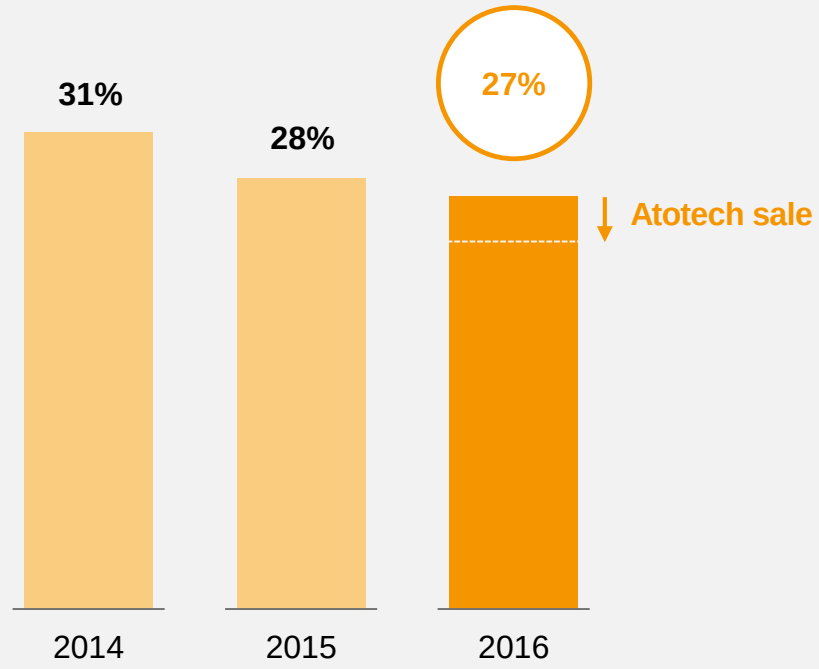
12x Ebitda for Atotech, closed Jan 31, 2017

Adding to **financial strength through the cycle**

Maintaining strong balance sheet through the cycle

Most profitable super-major

Net debt-to-equity ratio
%



	2014	2015	2016
Brent ($/b)	99	52	44

ROE of 9% in 2016 at 44 $/b

Gearing guidance of **20%**

2.1 B$ non-recurring items in 2016

Delivering our strategy

Emerging stronger after tackling 2015-16 challenges

2016 objectives

	Target	Realized	
Capex, incl. resource renewal	**~19 B$**	**18.3 B$**	✓
Cost reduction	**2.4 B$**	**2.8 B$**	✓
Upstream Opex	**6.5 $/boe**	**5.9 $/boe**	✓
Production growth	**> 4%**	**+4.5%**	✓
Downstream CFFO*	**~7 B$**	**6.8 B$**	✓
2016 net asset sales	**2 B$**	**3 B$****	✓
Resource additions (explo. + DRO)	**1.2 Bboe** **< 3 $/boe**	**1.7 Bboe** **< 1.5 $/boe**	✓

* Before working capital changes, at replacement cost
** Atotech closed 31/01/2017

Outlook

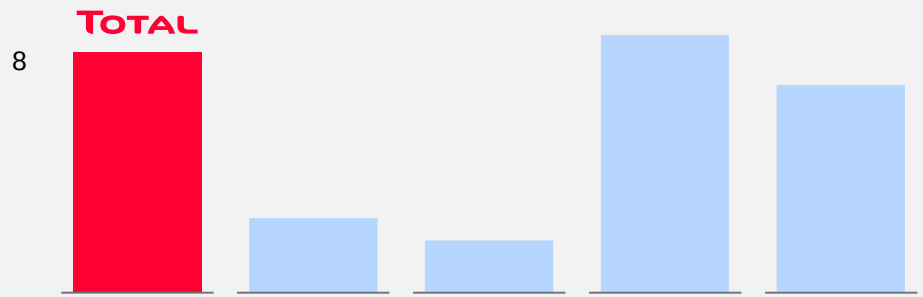
Patrick Pouyanné

Chairman and CEO

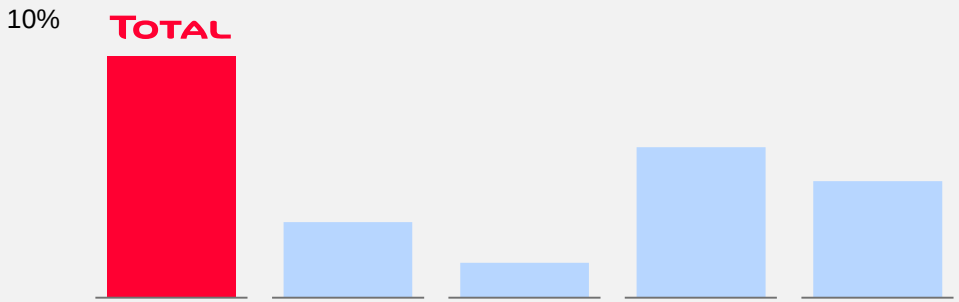
Outperforming peers in 2016

Most profitable super-major

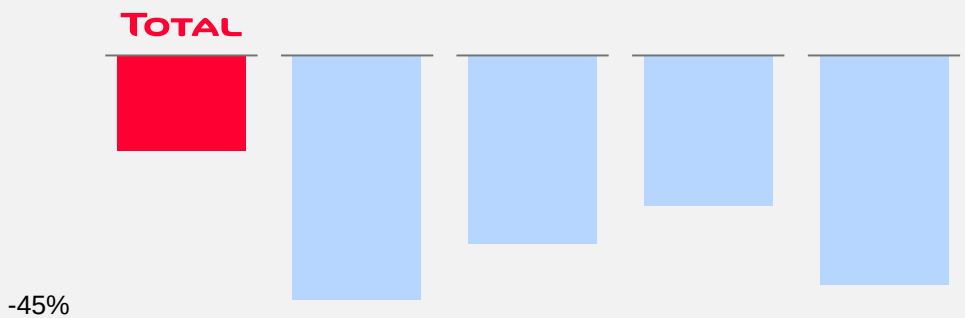
Adjusted net income - B$



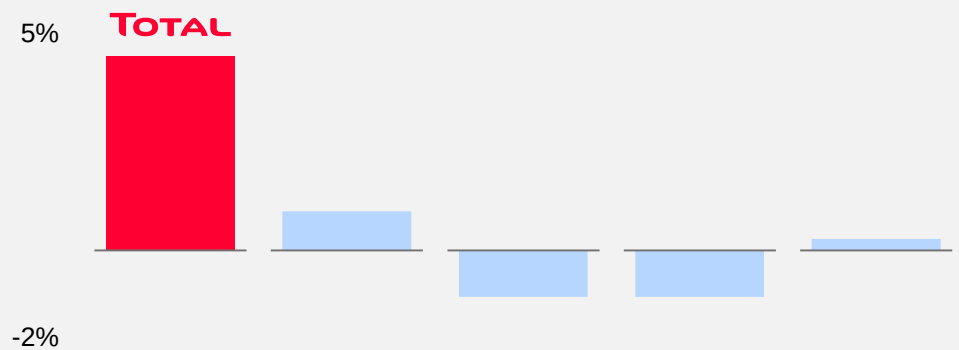
Return on Equity



Cash flow from operations*



Upstream production growth*



* % change 2016 / 2015
Total, BP, Chevron, ExxonMobil, Shell / BG pro forma, based on public data

Capitalizing on strengths to secure future growth

Taking advantage of current market conditions

Maintaining discipline to reduce breakeven

Taking advantage of **low-cost environment**

- Sanctioning high-return projects
- Adding attractive resources

Increasing leverage to oil price

Committed to **creating shareholder value**

Sanctioning high-return projects in low-cost environment

Targeting 10 Upstream FIDs over the next 18 months

Upcoming project FIDs

100% capacity, Total share

Giant projects

Libra 1	Brazil	150	kb/d	20%	
South Pars 11*	Iran	370	kboe/d	50.1%	op.
Lake Albert	Uganda	230	kb/d	54.9%*	op.
Bonga SW	Nigeria	180	kb/d	12.5%	
Libra 2	Brazil	150	kb/d	20%	

Satellite developments

Zinia 2	Angola	40	kb/d	40%	op.
Absheron 1	Azerbaijan	35	kboe/d	40%	op.
Vaca Muerta	Argentina	110	kboe/d	28-43%	op.
Ikike	Nigeria	45	kb/d	40%	op.
Fenix	Argentina	60	kboe/d	37.5%	op.

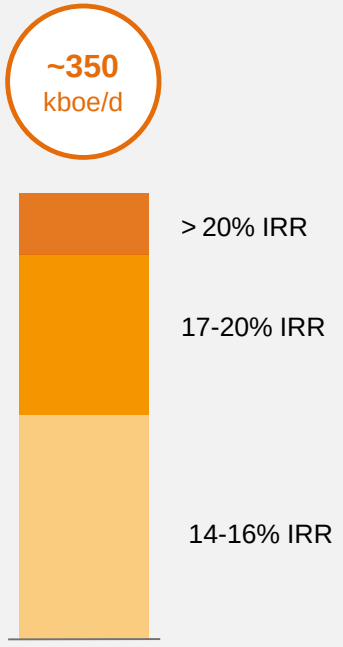
Petrochemicals growth

Port Arthur side cracker	USA	1	Mt/y	50%	op.

* Subject to closing

Upstream pre-FIDs production & IRR at 50 $/b

kboe/d net



< 8 $/boe average Capex

Filling post-2020 pipeline

Accessing low cost resources

Deep Offshore

Lapa*
Brazil
Total 35% op.

Iara*
Brazil
Total 22.5%

LNG and integrated Gas

Barnett shale
US
Total 100%

Tellurian LNG
US
Total 23%

Middle East

Al-Shaheen
Qatar
Total op. 30%

South Pars 11*
Iran
Total op. 50.1%

Africa

Lake Albert Project*
Uganda
Total op. 54.9%

* Subject to closing

Renewing **> 2 Bboe resources**

< 2 $/boe acquisition cost

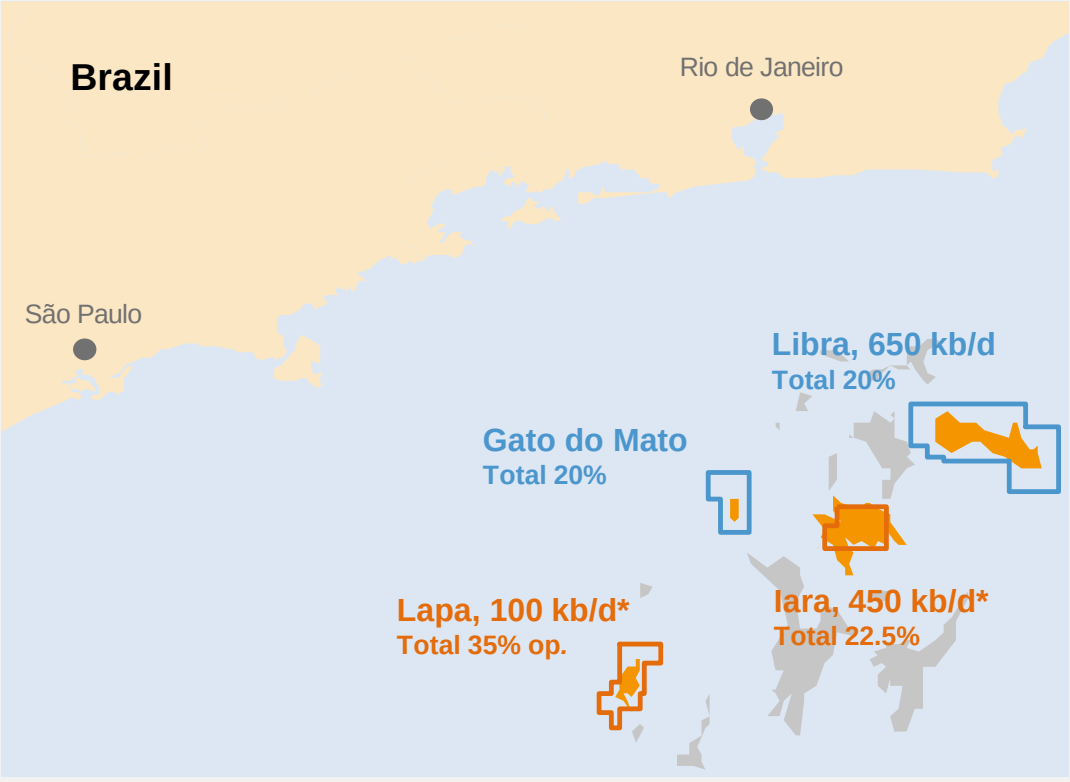
Securing **long term growth**

Strict acquisition and investment criteria

Developing major position in pre-salt Brazil

Becoming operator in the Santos basin

Accessing top-tier assets at a competitive price



100% capacity
* Subject to closing, pre-unitization for Iara

Strategic alliance with Petrobras, Upstream and Downstream

Quick return

- **Lapa** start-up in 2016
- **Iara** start-up in 2018

Libra potential confirmed

- **650 kb/d,** Capex + Opex **< 20 $/b**
- **Libra Pioneiro (EWT)** start-up in 2017

Objective: **net production > 150 kb/d**

Adding giant low cost assets in the Middle East

Strengthening core area with three long plateau fields

ADCO, UAE
Total 10% asset leader

Improved fiscal terms

1.6
Mb/d

Al-Shaheen, Qatar
Total 30% technical leader

Quick return on investment

300
kb/d

South Pars 11*, Iran
Total 50.1% operator

First mover advantage

370
kboe/d

100% capacity
* pending final contract

> 3 Bboe resources

> 300 kboe/d production

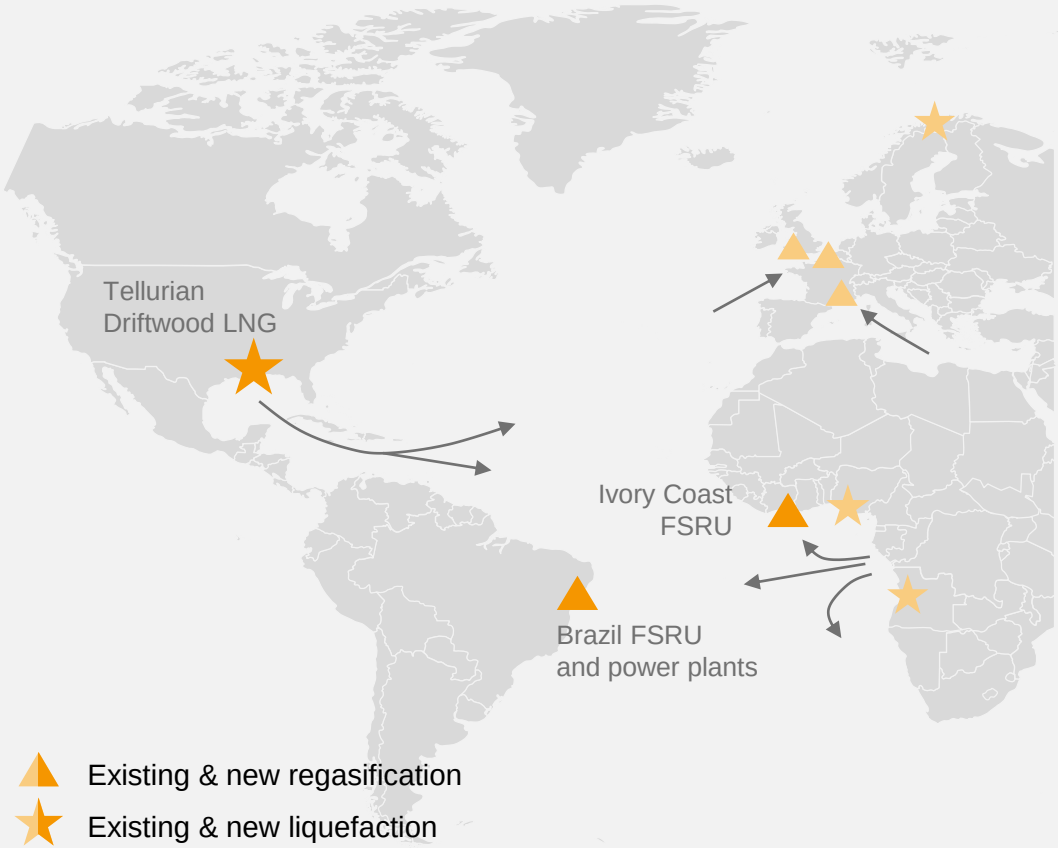
> 1 B$/y CFFO

15% ROACE

Growing integrated gas portfolio

Innovative approach to expand along gas value chain

Developing integrated LNG portfolio



Tellurian Driftwood LNG (~20%)

- Low cost modular liquefaction plant
- Integrated project with low cost gas

Ivory Coast regasification (34%)

- Unlocking > 1 Mt/y new demand net to Total

Brazil regasification and power plants (50%)

- Accessing high potential gas market

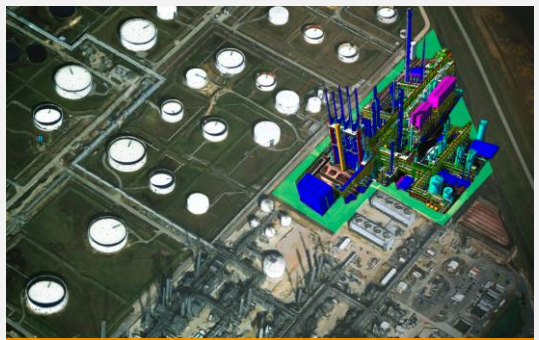
Expanding US portfolio

Growing Upstream operations, world-class petrochemicals

Barnett acquisition

North Platte discovery

Tellurian LNG



Port Arthur side cracker

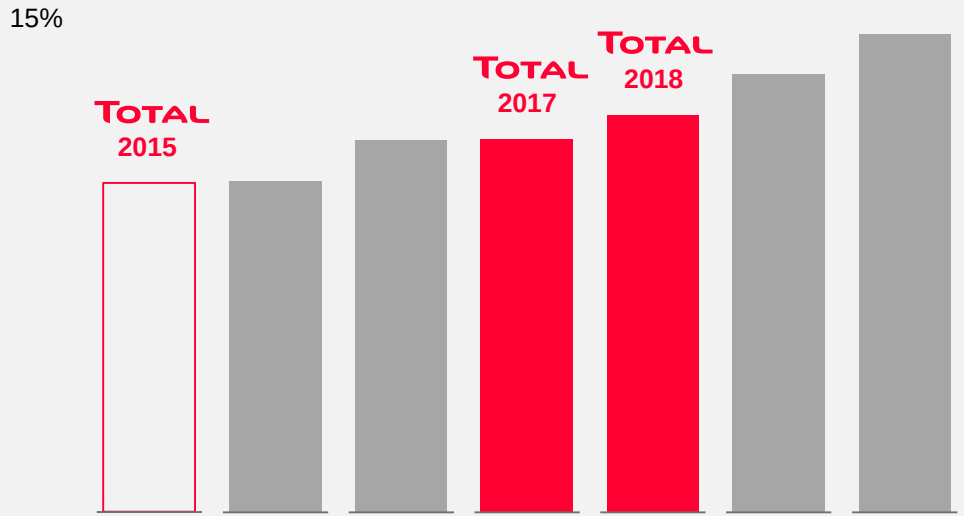
~1 B$ Cash flow from operations

> 500 Mb North Platte discovery
in deepwater Gulf of Mexico

Taking advantage of **shale gas revolution**

Increasing leverage to oil price

% change of 2017 CFFO for 10 $/b Brent*
Sensitivity to oil price for Total and peers



* Total estimates, based on public data and analyst publications for BP, Chevron, ExxonMobil and Shell in 2017

Increasing **oil-leveraged cash-accretive** production

2.5 B$ cash flow impact in 2017 for **10 $/b** change in Brent

Sensitivity growing further beyond 2017

Start-ups driving cash-accretive growth

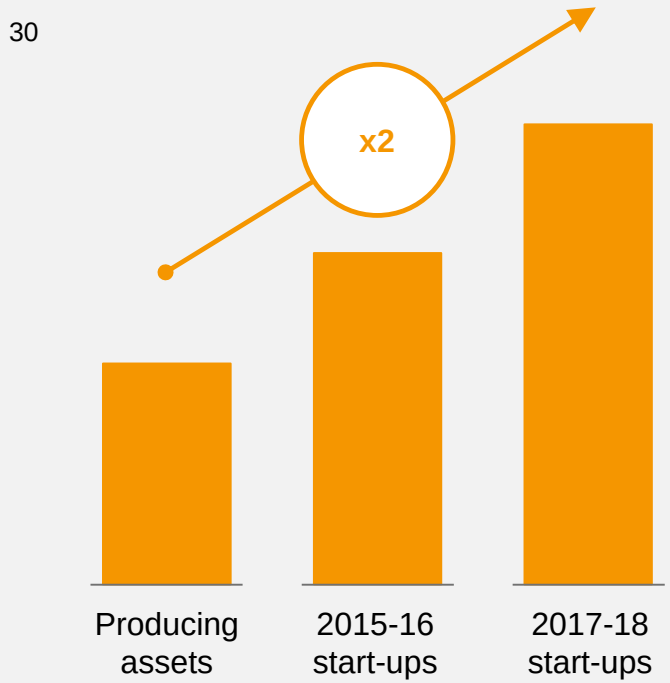
12 projects coming on stream in 2017-18

2017-18 start-ups
% progress

	kboe/d	Share
Moho Nord	100	54%
Libra Pioneiro	50	20%
Edradour-Glenlivet	35	60%
Yamal LNG	450	20%
Ichthys LNG	340	30%
Tempa Rossa	55	50%
Kaombo North	115	30%
Fort Hills	180	29%
Timimoun	30	38%
Martin Linge	80	51%
Kaombo South	115	30%
Egina	200	24%

550 kboe/d net, **85% oil-linked**

Average margin per barrel in 2020
CFFO at 60 $/b - $/boe

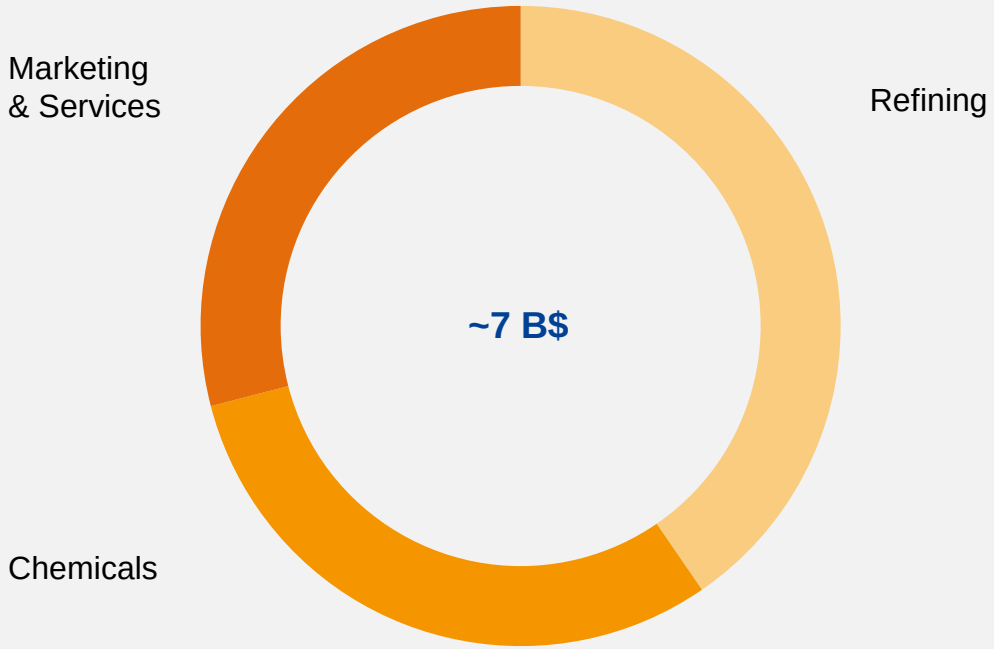


Adding **high margin** production

Sustainable contribution from diversified Downstream

Stronger Refining coupled with competitive Chemicals and Marketing

2017 Downstream CFFO

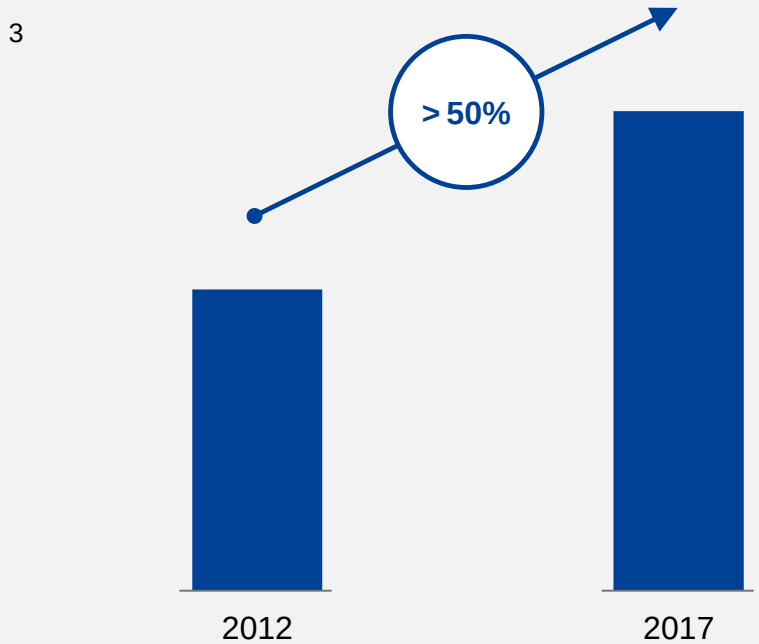


Best-in-class petchems in US and Asia-Middle East

Non-cyclical contribution from M&S and Hutchinson

Refining CFFO

B$, in 35 $/t ERMI environment



Cut costs, eliminated > 300 kb/d of loss-making capacity

Started up **SATORP,** modernizing **Antwerp**

Leveraging world-class Asia-Middle East platforms

High return expansion opportunities

Saudi Arabia, 400 kb/d deep conversion refinery

Korea, 1 Mt/y cracker

Qatar, 2 Mt/y crackers

~1 B$ net result in 2016

> 30% ROACE

Best-in-class projects

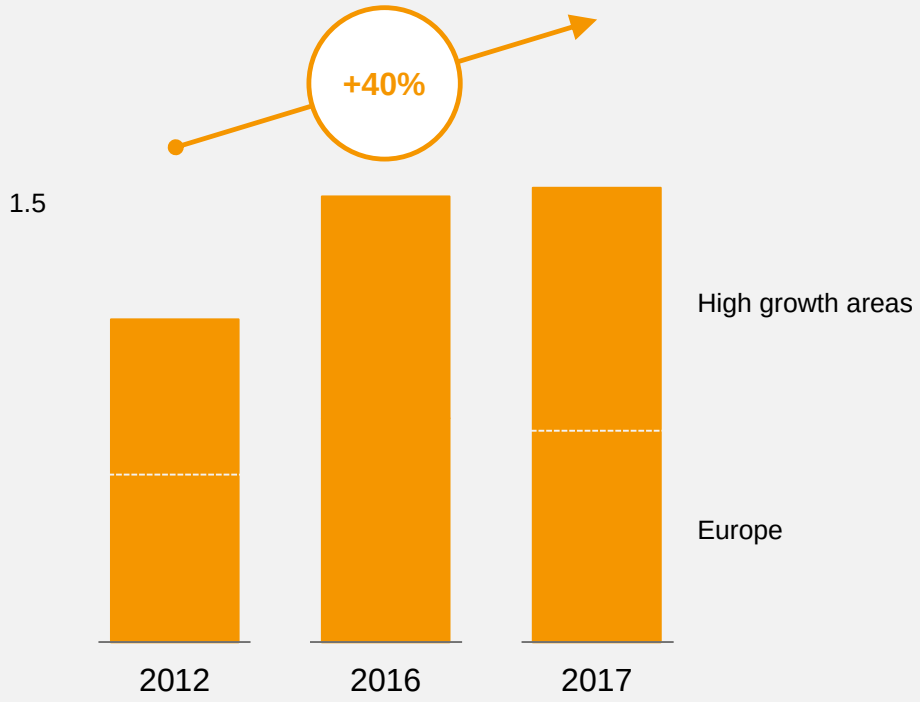
- Qatar side cracker
- Korea cracker expansion
- SATORP debottlenecking to > 440 kb/d

Retail and lubricants delivering CFFO growth

Strong European base and leading positions in high growth areas

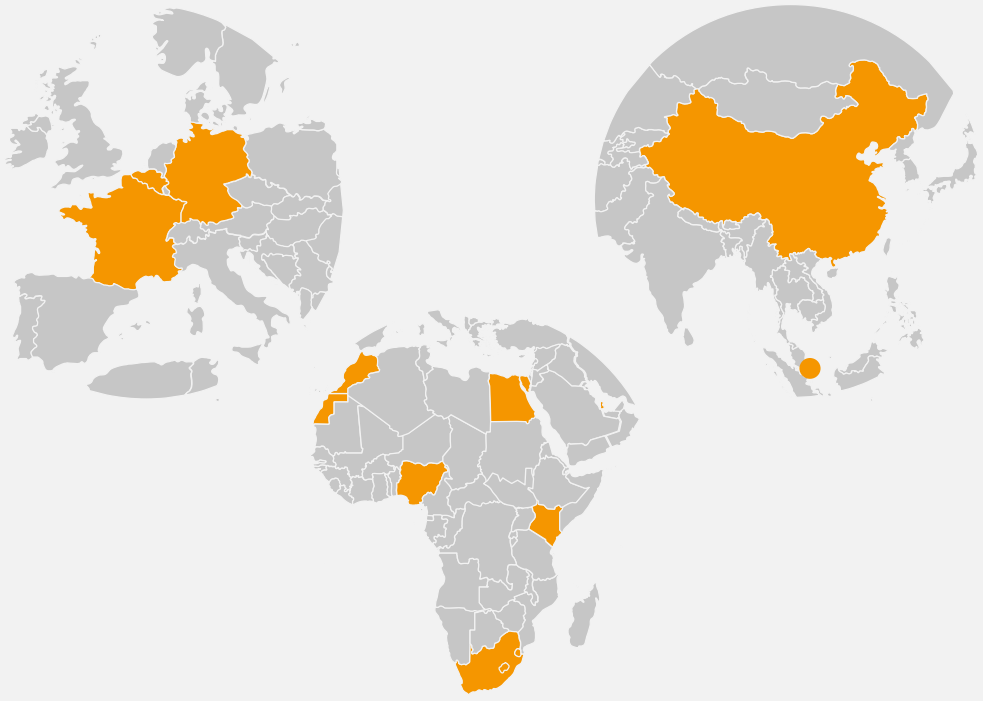
Retail and lubricants CFFO

B$



Increasing sales by 4% per year

Marketing & Services key countries

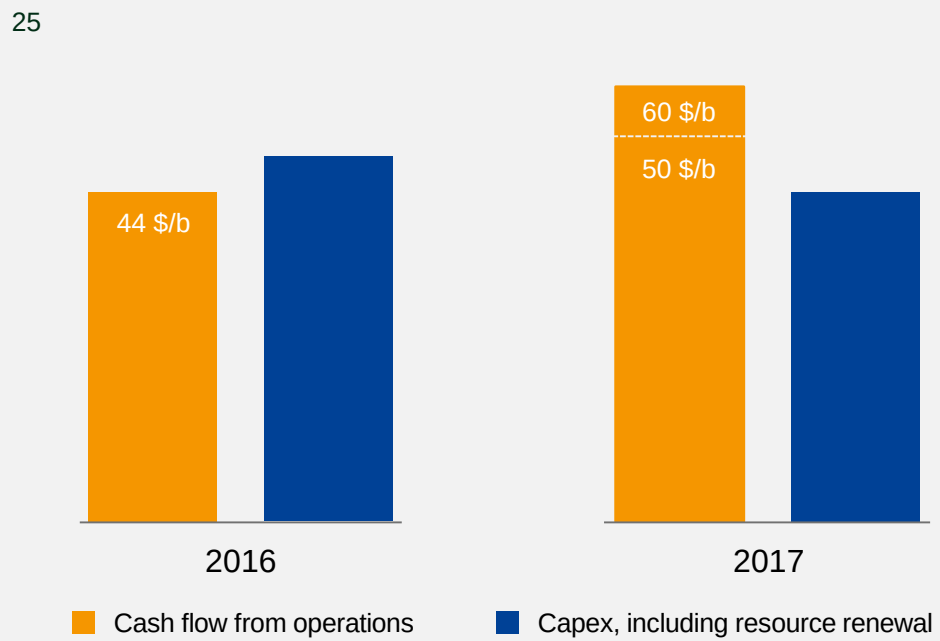


10 countries generating **75% of results**

Turning the corner on cash breakeven in 2017

Harvesting benefits of production growth and cost reduction

Cash flow
B$



Cash flow increasing by ~1 B$ between 2016 and 2017 in constant price environment

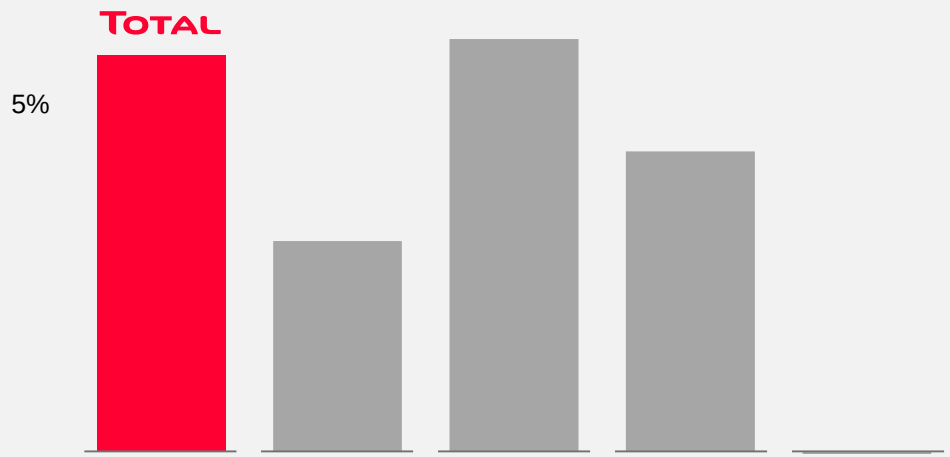
Pre-dividend breakeven < 40 $/b in 2017

CFFO covering Capex and 2017 scrip-dividend cash out **at 50 $/b**

Committed to shareholder return

Sustainable business model with increasing upside

5-year shareholder return for Total and peers



* BP, Chevron, ExxonMobil and Shell, based on public data at end-2016

Preserving **financial flexibility** in a volatile environment with scrip dividend

Eliminating discount on scrip dividend with Brent at 60 $/b

Increasing dividend

Capitalizing on strengths to secure future growth

Building on a stronger base

Relentlessly **reducing costs** and **maintaining Capex discipline** to lower breakeven

Delivering **near term accretive growth** and **increasing leverage to oil**

Taking advantage of **low cost environment** to **sanction projects** and **add resources**

Results & Outlook

February 2017