

Key figures

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Financial data

In millions of euros, except earnings per share, dividends and percent amounts

	2004	2003	2002
Sales	122,700	104,652	102,540
Operating income			
from business segments ⁽¹⁾	17,123	13,004	10,995
Net operating income			
from business segments ⁽¹⁾	8,792	6,973	5,868
Net income (Group share) ⁽²⁾	9,039	7,344	6,260
Earnings per share (in €) ^{(2) (3)}	14.68	11.56	9.40
Dividend per share (in €) ⁽⁴⁾	5.40	4.70	4.10
Net debt-to-equity ratio	27%	26%	29%
Return on equity	31%	26%	20%
Cash flow from operating activities	14,429	12,487	11,006
Total expenditures	8,668	7,728	8,657

Abbreviations

b	barrel
cf	cubic feet
/d	per day
/y	per year
€	euro
t	metric ton
boe	barrel of oil equivalent
k	thousand
M	million
B	billion
T	trillion
MW	megawatt
MWp	megawatt peak
TWh	terawatt-hour

TRCV (Topping Reforming Cracking Visbreaking)
Refining margin indicator based on variable costs of a theoretical refinery located in Rotterdam which treats a variety of crude representing the available supply in the area to provide main products quoted in this same area.

As used in this report, the terms TOTAL, Company and Group, refer collectively to TOTAL S.A and its affiliated companies © TOTAL S.A. April 2005

Operating highlights

	2004	2003	2002
Hydrocarbon production (kboe/d)	2,585	2,539	2,416
Liquids production (kb/d)	1,695	1,661	1,589
Gas production (Mcf/d)	4,894	4,786	4,532
Refinery runs (kb/d) ⁽⁵⁾	2,496	2,481	2,349
Refined product sales (kb/d) ⁽⁶⁾	3,771	3,652	3,380

(1) Adjusted for special items

(2) Adjusted for special items and adjusted for equity in amortization of goodwill and intangible assets related to the Sanofi-Aventis merger

(3) Based on fully-diluted weighted-average number of shares

(4) 2004 dividend: subject to approval by the May 17, 2005 Annual Shareholders' Meeting

(5) Including share of Cepsa

(6) Including Trading activities and share of Cepsa

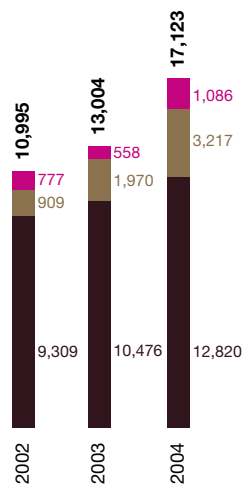
Key figures

Sales (M€)



Operating net income from business segment^(*) (M€)

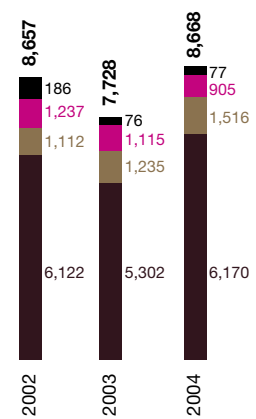
■ Upstream ■ Downstream ■ Chemicals



(*) Adjusted for special items

Total expenditures by segment (M€)

■ Upstream ■ Downstream ■ Chemicals ■ Holding



Adjusted net income (Group share) (M€)



Adjusted net income per share (€/share)



Dividend per share (€)

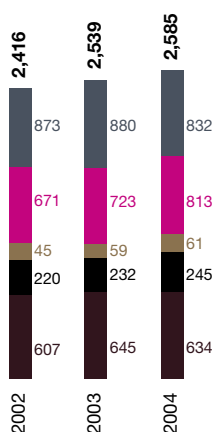


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UPSTREAM

Liquids and gas production by region (kboe/d)

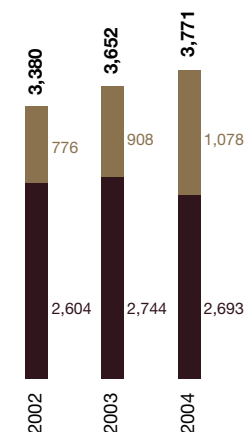
■ Europe ■ Africa ■ North America
■ Asia ■ Rest of the world



DOWNSTREAM

Refined product sales (kb/d) including Trading^(*)

■ Rest of the world ■ Europe

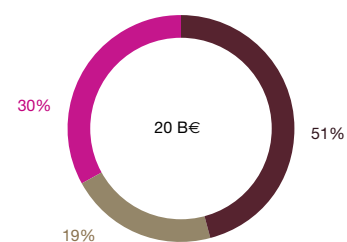


(*) After correcting a reporting disparity related to sales in France in 2002

CHEMICALS

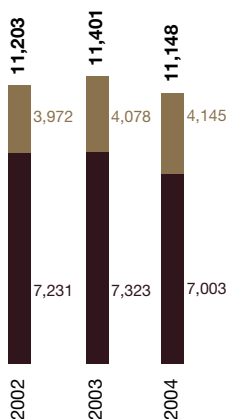
Sales by sector

■ Base Chemicals & Polymers
■ Intermediates & Performance Polymers
■ Specialties



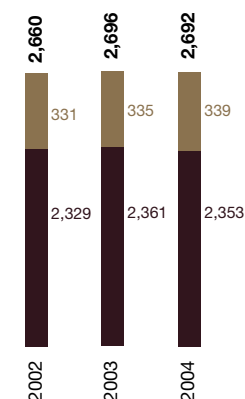
Liquids and gas reserves (Mboe)

■ Gas ■ Liquids



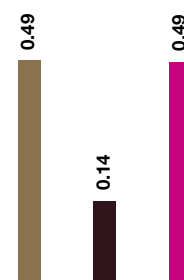
Refining capacity (kb/d) at year-end

■ Rest of the world ■ Europe



Operating income by sector^(*) (B€)

■ Base Chemicals & Polymers
■ Intermediates & Performance Polymers
■ Specialties

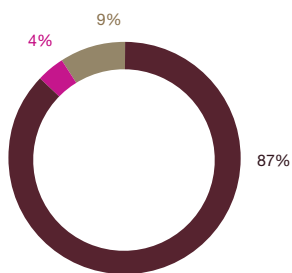


(*) Adjusted for special items

Key figures

Shareholder base^(*)

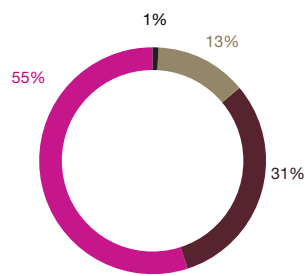
- Institutional shareholders
- Group employees
- Individual shareholders



(*) Estimated as of December 31, 2004 excluding intra-Group holdings

Employees by segment

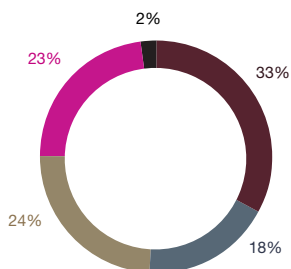
- Holding
- Upstream
- Downstream
- Chemicals



Consolidated subsidiaries
Employees at year-end: 111,401

Shareholder base by region^(*)

- France
- United Kingdom
- Rest of Europe
- North America
- Rest of the world



(*) Estimated as of December 31, 2004 excluding intra-Group holdings

Employees by region

- France
- Rest of Europe
- Rest of the world

