

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

| (M\$) <sup>(a)</sup>  | 4 <sup>th</sup> quarter<br>2017 | 3 <sup>rd</sup> quarter<br>2017 | 4 <sup>th</sup> quarter<br>2016 |
|---|---------------------------------|---------------------------------|---------------------------------|
| <b>Sales</b>  | <b>47,351</b>                   | <b>43,044</b>                   | <b>42,275</b>                   |
| Excise taxes  | (5,909)                         | (5,962)                         | (5,408)                         |
| Revenues from sales   | 41,442                          | 37,082                          | 36,867                          |
| Purchases, net of inventory variation   | (27,659)                        | (24,367)                        | (23,967)                        |
| Other operating expenses  | (6,586)                         | (6,108)                         | (6,791)                         |
| Exploration costs   | (287)                           | (181)                           | (260)                           |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (5,691)                         | (3,035)                         | (4,939)                         |
| Other income  | 512                             | 404                             | 337                             |
| Other expense   | (570)                           | (67)                            | (473)                           |
| Financial interest on debt  | (352)                           | (368)                           | (299)                           |
| Financial income and expense from cash & cash equivalents                       | (45)                            | (45)                            | (2)                             |
| Cost of net debt  | (397)                           | (413)                           | (301)                           |
| Other financial income  | 240                             | 204                             | 203                             |
| Other financial expense   | (159)                           | (164)                           | (161)                           |
| Net income (loss) from equity affiliates  | 657                             | 500                             | 409                             |
| Income taxes  | (772)                           | (1,092)                         | (437)                           |
| <b>Consolidated net income</b>  | <b>730</b>                      | <b>2,763</b>                    | <b>487</b>                      |
| Group share   | 1,021                           | 2,724                           | 548                             |
| Non-controlling interests   | (291)                           | 39                              | (61)                            |
| Earnings per share (\$)   | 0.37                            | 1.06                            | 0.20                            |
| Fully-diluted earnings per share (\$)   | 0.37                            | 1.06                            | 0.20                            |

<sup>(a)</sup> Except for per share amounts.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

| (M\$)  | 4 <sup>th</sup> quarter<br>2017 | 3 <sup>rd</sup> quarter<br>2017 | 4 <sup>th</sup> quarter<br>2016 |
|--|---------------------------------|---------------------------------|---------------------------------|
| <b>Consolidated net income</b>                                       | <b>730</b>                      | <b>2,763</b>                    | <b>487</b>                      |
| <b>Other comprehensive income</b>                                    |                                 |                                 |                                 |
| Actuarial gains and losses   | 794                             | (129)                           | 205                             |
| Tax effect   | (373)                           | 36                              | (64)                            |
| Currency translation adjustment generated by the parent company      | 1,432                           | 2,420                           | (3,515)                         |
| Items not potentially reclassifiable to profit and loss              | 1,853                           | 2,327                           | (3,374)                         |
| Currency translation adjustment                                      | (585)                           | (575)                           | 619                             |
| Available for sale financial assets                                  | 3                               | 4                               | 3                               |
| Cash flow hedge  | 174                             | 116                             | 94                              |
| Share of other comprehensive income of equity affiliates, net amount | (5)                             | (209)                           | 458                             |
| Other  | -                               | -                               | 1                               |
| Tax effect   | (49)                            | (42)                            | (32)                            |
| Items potentially reclassifiable to profit and loss                  | (462)                           | (706)                           | 1,143                           |
| <b>Total other comprehensive income (net amount)</b>                 | <b>1,391</b>                    | <b>1,621</b>                    | <b>(2,231)</b>                  |
| <b>Comprehensive income</b>  | <b>2,121</b>                    | <b>4,384</b>                    | <b>(1,744)</b>                  |
| Group share  | 2,385                           | 4,346                           | (1,676)                         |
| Non-controlling interests  | (264)                           | 38                              | (68)                            |

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

| (M\$) <sup>(a)</sup>  | Year<br>2017   | Year<br>2016   |
|---|----------------|----------------|
| <b>Sales</b>  | <b>171,493</b> | <b>149,743</b> |
| Excise taxes  | (22,394)       | (21,818)       |
| Revenues from sales   | 149,099        | 127,925        |
| Purchases, net of inventory variation   | (99,411)       | (83,377)       |
| Other operating expenses  | (24,966)       | (24,302)       |
| Exploration costs   | (864)          | (1,264)        |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (16,103)       | (13,523)       |
| Other income  | 3,811          | 1,299          |
| Other expense   | (1,034)        | (1,027)        |
| Financial interest on debt  | (1,396)        | (1,108)        |
| Financial income and expense from cash & cash equivalents                       | (138)          | 4              |
| Cost of net debt  | (1,534)        | (1,104)        |
| Other financial income  | 957            | 971            |
| Other financial expense   | (642)          | (636)          |
| Net income (loss) from equity affiliates  | 2,015          | 2,214          |
| Income taxes  | (3,029)        | (970)          |
| <b>Consolidated net income</b>  | <b>8,299</b>   | <b>6,206</b>   |
| Group share   | 8,631          | 6,196          |
| Non-controlling interests   | (332)          | 10             |
| Earnings per share (\$)   | 3.36           | 2.52           |
| Fully-diluted earnings per share (\$)   | 3.34           | 2.51           |

<sup>(a)</sup> Except for per share amounts.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

|  | Year<br>2017  | Year<br>2016   |
|--|---------------|----------------|
| (M\$)  |               |                |
| <b>Consolidated net income</b>                                       | <b>8,299</b>  | <b>6,206</b>   |
| <b>Other comprehensive income</b>                                    |               |                |
| Actuarial gains and losses   | 823           | (371)          |
| Tax effect   | (390)         | 55             |
| Currency translation adjustment generated by the parent company      | 9,316         | (1,548)        |
| Items not potentially reclassifiable to profit and loss              | 9,749         | (1,864)        |
| Currency translation adjustment                                      | (2,578)       | (1,098)        |
| Available for sale financial assets                                  | 7             | 4              |
| Cash flow hedge  | 324           | 239            |
| Share of other comprehensive income of equity affiliates, net amount | (677)         | 935            |
| Other  | -             | 1              |
| Tax effect   | (100)         | (76)           |
| Items potentially reclassifiable to profit and loss                  | (3,024)       | 5              |
| <b>Total other comprehensive income (net amount)</b>                 | <b>6,725</b>  | <b>(1,859)</b> |
| <b>Comprehensive income</b>  | <b>15,024</b> | <b>4,347</b>   |
| <i>Group share</i>   | 15,312        | 4,336          |
| <i>Non-controlling interests</i>                                     | (288)         | 11             |

# CONSOLIDATED BALANCE SHEET

## TOTAL

| (M\$)   | December 31,<br>2017 | September 30,<br>2017<br><i>(unaudited)</i> | December 31,<br>2016 |
|---|----------------------|---|----------------------|
| <b>ASSETS</b>   |                      |   |                      |
| <b>Non-current assets</b>   |                      |   |                      |
| Intangible assets, net  | 14,587               | 14,891                                      | 15,362               |
| Property, plant and equipment, net  | 109,397              | 113,491                                     | 111,971              |
| Equity affiliates : investments and loans                                   | 22,103               | 22,130                                      | 20,576               |
| Other investments   | 1,727                | 1,124                                       | 1,133                |
| Non-current financial assets  | 679                  | 626   | 908                  |
| Deferred income taxes   | 5,206                | 5,345                                       | 4,368                |
| Other non-current assets  | 3,984                | 4,291                                       | 4,143                |
| <b>Total non-current assets</b>   | <b>157,683</b>       | <b>161,898</b>                              | <b>158,461</b>       |
| <b>Current assets</b>   |                      |   |                      |
| Inventories, net  | 16,520               | 14,769                                      | 15,247               |
| Accounts receivable, net  | 14,893               | 13,738                                      | 12,213               |
| Other current assets  | 14,210               | 13,944                                      | 14,835               |
| Current financial assets  | 3,393                | 2,579                                       | 4,548                |
| Cash and cash equivalents   | 33,185               | 28,583                                      | 24,597               |
| Assets classified as held for sale  | 2,747                | 997   | 1,077                |
| <b>Total current assets</b>   | <b>84,948</b>        | <b>74,610</b>                               | <b>72,517</b>        |
| <b>Total assets</b>   | <b>242,631</b>       | <b>236,508</b>                              | <b>230,978</b>       |
| <b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>                               |                      |   |                      |
| <b>Shareholders' equity</b>   |                      |   |                      |
| Common shares   | 7,882                | 7,806                                       | 7,604                |
| Paid-in surplus and retained earnings                                       | 112,040              | 111,128                                     | 105,547              |
| Currency translation adjustment   | (7,908)              | (8,675)                                     | (13,871)             |
| Treasury shares   | (458)                | (458)                                       | (600)                |
| <b>Total shareholders' equity - Group share</b>                             | <b>111,556</b>       | <b>109,801</b>                              | <b>98,680</b>        |
| <b>Non-controlling interests</b>  | <b>2,481</b>         | <b>2,799</b>                                | <b>2,894</b>         |
| <b>Total shareholders' equity</b>   | <b>114,037</b>       | <b>112,600</b>                              | <b>101,574</b>       |
| <b>Non-current liabilities</b>  |                      |   |                      |
| Deferred income taxes   | 10,828               | 11,326                                      | 11,060               |
| Employee benefits   | 3,735                | 4,384                                       | 3,746                |
| Provisions and other non-current liabilities                                | 15,986               | 17,140                                      | 16,846               |
| Non-current financial debt  | 41,340               | 40,226                                      | 43,067               |
| <b>Total non-current liabilities</b>  | <b>71,889</b>        | <b>73,076</b>                               | <b>74,719</b>        |
| <b>Current liabilities</b>  |                      |   |                      |
| Accounts payable  | 26,479               | 21,092                                      | 23,227               |
| Other creditors and accrued liabilities                                     | 17,779               | 17,740                                      | 16,720               |
| Current borrowings  | 11,096               | 11,206                                      | 13,920               |
| Other current financial liabilities   | 245                  | 273   | 327                  |
| Liabilities directly associated with the assets classified as held for sale | 1,106                | 521   | 491                  |
| <b>Total current liabilities</b>  | <b>56,705</b>        | <b>50,832</b>                               | <b>54,685</b>        |
| <b>Total liabilities &amp; shareholders' equity</b>                         | <b>242,631</b>       | <b>236,508</b>                              | <b>230,978</b>       |

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

| (M\$)  | 4 <sup>th</sup> quarter<br>2017 | 3 <sup>rd</sup> quarter<br>2017 | 4 <sup>th</sup> quarter<br>2016 |
|--|---------------------------------|---------------------------------|---------------------------------|
| <b>CASH FLOW FROM OPERATING ACTIVITIES</b>                                     |                                 |                                 |                                 |
| Consolidated net income  | 730                             | 2,763                           | 487                             |
| Depreciation, depletion, amortization and impairment                           | 5,857                           | 3,164                           | 5,030                           |
| Non-current liabilities, valuation allowances and deferred taxes               | (44)                            | (93)                            | (275)                           |
| (Gains) losses on disposals of assets  | (71)                            | (144)                           | 58                              |
| Undistributed affiliates' equity earnings                                      | (54)                            | (110)                           | 65                              |
| (Increase) decrease in working capital   | 2,206                           | (1,057)                         | 1,913                           |
| Other changes, net   | (9)                             | (160)                           | (260)                           |
| <b>Cash flow from operating activities</b>                                     | <b>8,615</b>                    | <b>4,363</b>                    | <b>7,018</b>                    |
| <b>CASH FLOW USED IN INVESTING ACTIVITIES</b>                                  |                                 |                                 |                                 |
| Intangible assets and property, plant and equipment additions                  | (4,662)                         | (3,104)                         | (5,742)                         |
| Acquisitions of subsidiaries, net of cash acquired                             | (3)                             | (472)                           | 118                             |
| Investments in equity affiliates and other securities                          | (231)                           | (181)                           | (74)                            |
| Increase in non-current loans  | (207)                           | (153)                           | (157)                           |
| <b>Total expenditures</b>  | <b>(5,103)</b>                  | <b>(3,910)</b>                  | <b>(5,855)</b>                  |
| Proceeds from disposals of intangible assets and property, plant and equipment | 901                             | 55                              | 413                             |
| Proceeds from disposals of subsidiaries, net of cash sold                      | 213                             | -                               | -                               |
| Proceeds from disposals of non-current investments                             | 5                               | 147                             | 3                               |
| Repayment of non-current loans   | 348                             | 337                             | 511                             |
| <b>Total divestments</b>   | <b>1,467</b>                    | <b>539</b>                      | <b>927</b>                      |
| <b>Cash flow used in investing activities</b>                                  | <b>(3,636)</b>                  | <b>(3,371)</b>                  | <b>(4,928)</b>                  |
| <b>CASH FLOW USED IN FINANCING ACTIVITIES</b>                                  |                                 |                                 |                                 |
| Issuance (repayment) of shares:  |                                 |                                 |                                 |
| - Parent company shareholders  | 33                              | 65                              | 60                              |
| - Treasury shares  | -                               | -                               | -                               |
| Dividends paid:  |                                 |                                 |                                 |
| - Parent company shareholders  | (643)                           | -                               | (534)                           |
| - Non-controlling interests  | (54)                            | (11)                            | (16)                            |
| Issuance of perpetual subordinated notes                                       | -                               | -                               | 2,761                           |
| Payments on perpetual subordinated notes                                       | (57)                            | -                               | -                               |
| Other transactions with non-controlling interests                              | (2)                             | (2)                             | -                               |
| Net issuance (repayment) of non-current debt                                   | 1,531                           | 400                             | (105)                           |
| Increase (decrease) in current borrowings                                      | (878)                           | (3,717)                         | (335)                           |
| Increase (decrease) in current financial assets and liabilities                | (916)                           | 1,182                           | (3,006)                         |
| <b>Cash flow used in financing activities</b>                                  | <b>(986)</b>                    | <b>(2,083)</b>                  | <b>(1,175)</b>                  |
| <b>Net increase (decrease) in cash and cash equivalents</b>                    | <b>3,993</b>                    | <b>(1,091)</b>                  | <b>915</b>                      |
| Effect of exchange rates   | 609                             | 954                             | (1,119)                         |
| Cash and cash equivalents at the beginning of the period                       | 28,583                          | 28,720                          | 24,801                          |
| <b>Cash and cash equivalents at the end of the period</b>                      | <b>33,185</b>                   | <b>28,583</b>                   | <b>24,597</b>                   |

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

| (M\$)  | Year<br>2017    | Year<br>2016    |
|--|-----------------|-----------------|
| <b>CASH FLOW FROM OPERATING ACTIVITIES</b>                                     |                 |                 |
| Consolidated net income  | 8,299           | 6,206           |
| Depreciation, depletion, amortization and impairment                           | 16,611          | 14,423          |
| Non-current liabilities, valuation allowances and deferred taxes               | (384)           | (1,559)         |
| (Gains) losses on disposals of assets  | (2,598)         | (263)           |
| Undistributed affiliates' equity earnings                                      | 42              | (643)           |
| (Increase) decrease in working capital   | 827             | (1,119)         |
| Other changes, net   | (478)           | (524)           |
| <b>Cash flow from operating activities</b>                                     | <b>22,319</b>   | <b>16,521</b>   |
| <b>CASH FLOW USED IN INVESTING ACTIVITIES</b>                                  |                 |                 |
| Intangible assets and property, plant and equipment additions                  | (13,767)        | (18,106)        |
| Acquisitions of subsidiaries, net of cash acquired                             | (800)           | (1,123)         |
| Investments in equity affiliates and other securities                          | (1,368)         | (180)           |
| Increase in non-current loans  | (961)           | (1,121)         |
| <b>Total expenditures</b>  | <b>(16,896)</b> | <b>(20,530)</b> |
| Proceeds from disposals of intangible assets and property, plant and equipment | 1,036           | 1,462           |
| Proceeds from disposals of subsidiaries, net of cash sold                      | 2,909           | 270             |
| Proceeds from disposals of non-current investments                             | 294             | 132             |
| Repayment of non-current loans   | 1,025           | 1,013           |
| <b>Total divestments</b>   | <b>5,264</b>    | <b>2,877</b>    |
| <b>Cash flow used in investing activities</b>                                  | <b>(11,632)</b> | <b>(17,653)</b> |
| <b>CASH FLOW USED IN FINANCING ACTIVITIES</b>                                  |                 |                 |
| Issuance (repayment) of shares:  |                 |                 |
| - Parent company shareholders  | 519             | 100             |
| - Treasury shares  | -               | -               |
| Dividends paid:  |                 |                 |
| - Parent company shareholders  | (2,643)         | (2,661)         |
| - Non-controlling interests  | (141)           | (93)            |
| Issuance of perpetual subordinated notes                                       | -               | 4,711           |
| Payments on perpetual subordinated notes                                       | (276)           | (133)           |
| Other transactions with non-controlling interests                              | (4)             | (104)           |
| Net issuance (repayment) of non-current debt                                   | 2,277           | 3,576           |
| Increase (decrease) in current borrowings                                      | (7,175)         | (3,260)         |
| Increase (decrease) in current financial assets and liabilities                | 1,903           | 1,396           |
| <b>Cash flow used in financing activities</b>                                  | <b>(5,540)</b>  | <b>3,532</b>    |
| <b>Net increase (decrease) in cash and cash equivalents</b>                    | <b>5,147</b>    | <b>2,400</b>    |
| Effect of exchange rates   | 3,441           | (1,072)         |
| Cash and cash equivalents at the beginning of the period                       | 24,597          | 23,269          |
| <b>Cash and cash equivalents at the end of the period</b>                      | <b>33,185</b>   | <b>24,597</b>   |

## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

### TOTAL

| (M\$)   | Common shares issued |              | Paid-in surplus and retained earnings | Currency translation adjustment | Treasury shares      |                | Shareholders' equity - Group share | Non-controlling interests | Total shareholders' equity |
|---|----------------------|--------------|---------------------------------------|---------------------------------|----------------------|----------------|------------------------------------|---------------------------|----------------------------|
|   | Number               | Amount       |                                       |                                 | Number               | Amount         |                                    |                           |                            |
| <b>As of January 1, 2016</b>                    | <b>2,440,057,883</b> | <b>7,670</b> | <b>101,528</b>                        | <b>(12,119)</b>                 | <b>(113,967,758)</b> | <b>(4,585)</b> | <b>92,494</b>                      | <b>2,915</b>              | <b>95,409</b>              |
| Net income 2016                                 | -                    | -            | 6,196                                 | -                               | -                    | -              | 6,196                              | 10                        | 6,206                      |
| Other comprehensive Income                      | -                    | -            | (108)                                 | (1,752)                         | -                    | -              | (1,860)                            | 1                         | (1,859)                    |
| <b>Comprehensive Income</b>                     | <b>-</b>             | <b>-</b>     | <b>6,088</b>                          | <b>(1,752)</b>                  | <b>-</b>             | <b>-</b>       | <b>4,336</b>                       | <b>11</b>                 | <b>4,347</b>               |
| Dividend  | -                    | -            | (6,512)                               | -                               | -                    | -              | (6,512)                            | (93)                      | (6,605)                    |
| Issuance of common shares                       | 90,639,247           | 251          | 3,553                                 | -                               | -                    | -              | 3,804                              | -                         | 3,804                      |
| Purchase of treasury shares                     | -                    | -            | -                                     | -                               | -                    | -              | -                                  | -                         | -                          |
| Sale of treasury shares <sup>(1)</sup>          | -                    | -            | (163)                                 | -                               | 3,048,668            | 163            | -                                  | -                         | -                          |
| Share-based payments                            | -                    | -            | 112                                   | -                               | -                    | -              | 112                                | -                         | 112                        |
| Share cancellation                              | (100,331,268)        | (317)        | (3,505)                               | -                               | 100,331,268          | 3,822          | -                                  | -                         | -                          |
| Other operations with non-controlling interests | -                    | -            | (98)                                  | -                               | -                    | -              | (98)                               | (43)                      | (141)                      |
| Other items                                     | -                    | -            | 36                                    | -                               | -                    | -              | 36                                 | 104                       | 140                        |
| <b>As of December 31, 2016</b>                  | <b>2,430,365,862</b> | <b>7,604</b> | <b>105,547</b>                        | <b>(13,871)</b>                 | <b>(10,587,822)</b>  | <b>(600)</b>   | <b>98,680</b>                      | <b>2,894</b>              | <b>101,574</b>             |
| Net income 2017                                 | -                    | -            | 8,631                                 | -                               | -                    | -              | 8,631                              | (332)                     | 8,299                      |
| Other comprehensive Income                      | -                    | -            | 718                                   | 5,963                           | -                    | -              | 6,681                              | 44                        | 6,725                      |
| <b>Comprehensive Income</b>                     | <b>-</b>             | <b>-</b>     | <b>9,349</b>                          | <b>5,963</b>                    | <b>-</b>             | <b>-</b>       | <b>15,312</b>                      | <b>(288)</b>              | <b>15,024</b>              |
| Dividend  | -                    | -            | (6,992)                               | -                               | -                    | -              | (6,992)                            | (141)                     | (7,133)                    |
| Issuance of common shares                       | 98,623,754           | 278          | 4,431                                 | -                               | -                    | -              | 4,709                              | -                         | 4,709                      |
| Purchase of treasury shares                     | -                    | -            | -                                     | -                               | -                    | -              | -                                  | -                         | -                          |
| Sale of treasury shares <sup>(1)</sup>          | -                    | -            | (142)                                 | -                               | 2,211,066            | 142            | -                                  | -                         | -                          |
| Share-based payments                            | -                    | -            | 151                                   | -                               | -                    | -              | 151                                | -                         | 151                        |
| Share cancellation                              | -                    | -            | -                                     | -                               | -                    | -              | -                                  | -                         | -                          |
| Issuance of perpetual subordinated notes        | -                    | -            | -                                     | -                               | -                    | -              | -                                  | -                         | -                          |
| Payments on perpetual subordinated notes        | -                    | -            | (302)                                 | -                               | -                    | -              | (302)                              | -                         | (302)                      |
| Other operations with non-controlling interests | -                    | -            | (8)                                   | -                               | -                    | -              | (8)                                | 4                         | (4)                        |
| Other items                                     | -                    | -            | 6                                     | -                               | -                    | -              | 6                                  | 12                        | 18                         |
| <b>As of December 31, 2017</b>                  | <b>2,528,989,616</b> | <b>7,882</b> | <b>112,040</b>                        | <b>(7,908)</b>                  | <b>(8,376,756)</b>   | <b>(458)</b>   | <b>111,556</b>                     | <b>2,481</b>              | <b>114,037</b>             |

<sup>(1)</sup> Treasury shares related to the restricted stock grants.



## BUSINESS SEGMENT INFORMATION

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### TOTAL

(unaudited)

| 4 <sup>th</sup> quarter 2017<br>(M\$)   | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total         |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|---------------|
| Non-Group sales   | 2,185                          | 4,083                         | 20,661                  | 20,419                  | 3            | -               | 47,351        |
| Intersegment sales  | 6,506                          | 311                           | 7,890                   | 207                     | 90           | (15,004)        | -             |
| Excise taxes  | -                              | -                             | (828)                   | (5,081)                 | -            | -               | (5,909)       |
| <b>Revenues from sales</b>  | <b>8,691</b>                   | <b>4,394</b>                  | <b>27,723</b>           | <b>15,545</b>           | <b>93</b>    | <b>(15,004)</b> | <b>41,442</b> |
| Operating expenses  | (3,806)                        | (4,385)                       | (26,191)                | (14,849)                | (305)        | 15,004          | (34,532)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (4,890)                        | (319)                         | (284)                   | (185)                   | (13)         | -               | (5,691)       |
| <b>Operating income</b>   | <b>(5)</b>                     | <b>(310)</b>                  | <b>1,248</b>            | <b>511</b>              | <b>(225)</b> | -               | <b>1,219</b>  |
| Net income (loss) from equity affiliates and other items                        | 348                            | 51                            | 199                     | 76                      | 6            | -               | 680           |
| Tax on net operating income   | (537)                          | (86)                          | (67)                    | (157)                   | 55           | -               | (792)         |
| <b>Net operating income</b>   | <b>(194)</b>                   | <b>(345)</b>                  | <b>1,380</b>            | <b>430</b>              | <b>(164)</b> | -               | <b>1,107</b>  |
| Net cost of net debt  |                                |                               |                         |                         |              |                 | (377)         |
| Non-controlling interests   |                                |                               |                         |                         |              |                 | 291           |
| <b>Net income - group share</b>   |                                |                               |                         |                         |              |                 | <b>1,021</b>  |

| 4 <sup>th</sup> quarter 2017 (adjustments) <sup>(a)</sup><br>(M\$)              | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|--------------|----------------|
| Non-Group sales   | -                              | 21                            | -                       | -                       | -            | -            | 21             |
| Intersegment sales  | -                              | -                             | -                       | -                       | -            | -            | -              |
| Excise taxes  | -                              | -                             | -                       | -                       | -            | -            | -              |
| <b>Revenues from sales</b>  | -                              | <b>21</b>                     | -                       | -                       | -            | -            | <b>21</b>      |
| Operating expenses  | -                              | (243)                         | 355                     | 33                      | -            | -            | 145            |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (2,382)                        | (266)                         | (3)                     | (10)                    | -            | -            | (2,661)        |
| <b>Operating income<sup>(b)</sup></b>   | <b>(2,382)</b>                 | <b>(488)</b>                  | <b>352</b>              | <b>23</b>               | -            | -            | <b>(2,495)</b> |
| Net income (loss) from equity affiliates and other items                        | (112)                          | (22)                          | 9                       | (19)                    | -            | -            | (144)          |
| Tax on net operating income   | 495                            | (67)                          | 133                     | (10)                    | (136)        | -            | 415            |
| <b>Net operating income<sup>(b)</sup></b>                                       | <b>(1,999)</b>                 | <b>(577)</b>                  | <b>494</b>              | <b>(6)</b>              | <b>(136)</b> | -            | <b>(2,224)</b> |
| Net cost of net debt  |                                |                               |                         |                         |              |              | (8)            |
| Non-controlling interests   |                                |                               |                         |                         |              |              | 381            |
| <b>Net income - group share</b>   |                                |                               |                         |                         |              |              | <b>(1,851)</b> |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

|                         |   |   |     |    |   |  |
|-------------------------|---|---|-----|----|---|--|
| On operating income     | - | - | 423 | 31 | - |  |
| On net operating income | - | - | 354 | 11 | - |  |

| 4 <sup>th</sup> quarter 2017 (adjusted)<br>(M\$) <sup>(a)</sup>                 | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total         |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|---------------|
| Non-Group sales   | 2,185                          | 4,062                         | 20,661                  | 20,419                  | 3            | -               | 47,330        |
| Intersegment sales  | 6,506                          | 311                           | 7,890                   | 207                     | 90           | (15,004)        | -             |
| Excise taxes  | -                              | -                             | (828)                   | (5,081)                 | -            | -               | (5,909)       |
| <b>Revenues from sales</b>  | <b>8,691</b>                   | <b>4,373</b>                  | <b>27,723</b>           | <b>15,545</b>           | <b>93</b>    | <b>(15,004)</b> | <b>41,421</b> |
| Operating expenses  | (3,806)                        | (4,142)                       | (26,546)                | (14,882)                | (305)        | 15,004          | (34,677)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (2,508)                        | (53)                          | (281)                   | (175)                   | (13)         | -               | (3,030)       |
| <b>Adjusted operating income</b>  | <b>2,377</b>                   | <b>178</b>                    | <b>896</b>              | <b>488</b>              | <b>(225)</b> | -               | <b>3,714</b>  |
| Net income (loss) from equity affiliates and other items                        | 460                            | 73                            | 190                     | 95                      | 6            | -               | 824           |
| Tax on net operating income   | (1,032)                        | (19)                          | (200)                   | (147)                   | 191          | -               | (1,207)       |
| <b>Adjusted net operating income</b>  | <b>1,805</b>                   | <b>232</b>                    | <b>886</b>              | <b>436</b>              | <b>(28)</b>  | -               | <b>3,331</b>  |
| Net cost of net debt  |                                |                               |                         |                         |              |                 | (369)         |
| Non-controlling interests   |                                |                               |                         |                         |              |                 | (90)          |
| <b>Adjusted net income - group share</b>  |                                |                               |                         |                         |              |                 | <b>2,872</b>  |
| <b>Adjusted fully-diluted earnings per share (\$)</b>                           |                                |                               |                         |                         |              |                 | <b>1.10</b>   |

<sup>(a)</sup> Except for earnings per share.

| 4 <sup>th</sup> quarter 2017<br>(M\$) | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate | Intercompany | Total |
|---------------------------------------|--------------------------------|-------------------------------|-------------------------|-------------------------|-----------|--------------|-------|
| Total expenditures                    | 3,490                          | 306                           | 710                     | 570                     | 27        | -            | 5,103 |
| Total divestments                     | 1,334                          | 46                            | 36                      | 45                      | 6         | -            | 1,467 |
| Cash flow from operating activities   | 3,826                          | 657                           | 3,041                   | 992                     | 99        | -            | 8,615 |

## BUSINESS SEGMENT INFORMATION

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### TOTAL

(unaudited)

| 3 <sup>rd</sup> quarter 2017<br>(M\$)   | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total         |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|---------------|
| Non-Group sales   | 2,121                          | 2,903                         | 18,923                  | 19,086                  | 11           | -               | 43,044        |
| Intersegment sales  | 5,665                          | 286                           | 6,592                   | 207                     | 89           | (12,839)        | -             |
| Excise taxes  | -                              | -                             | (799)                   | (5,163)                 | -            | -               | (5,962)       |
| <b>Revenues from sales</b>  | <b>7,786</b>                   | <b>3,189</b>                  | <b>24,716</b>           | <b>14,130</b>           | <b>100</b>   | <b>(12,839)</b> | <b>37,082</b> |
| Operating expenses  | (3,632)                        | (3,117)                       | (23,110)                | (13,386)                | (250)        | 12,839          | (30,656)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (2,548)                        | (51)                          | (258)                   | (170)                   | (8)          | -               | (3,035)       |
| <b>Operating income</b>   | <b>1,606</b>                   | <b>21</b>                     | <b>1,348</b>            | <b>574</b>              | <b>(158)</b> | -               | <b>3,391</b>  |
| Net income (loss) from equity affiliates and other items                        | 521                            | 12                            | 179                     | 133                     | 32           | -               | 877           |
| Tax on net operating income   | (745)                          | 7                             | (379)                   | (173)                   | 100          | -               | (1,190)       |
| <b>Net operating income</b>   | <b>1,382</b>                   | <b>40</b>                     | <b>1,148</b>            | <b>534</b>              | <b>(26)</b>  | -               | <b>3,078</b>  |
| Net cost of net debt  |                                |                               |                         |                         |              |                 | (315)         |
| Non-controlling interests   |                                |                               |                         |                         |              |                 | (39)          |
| <b>Net income - group share</b>   |                                |                               |                         |                         |              |                 | <b>2,724</b>  |

| 3 <sup>rd</sup> quarter 2017 (adjustments) <sup>(a)</sup><br>(M\$)              | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate | Intercompany | Total       |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|-----------|--------------|-------------|
| Non-Group sales   | -                              | (14)                          | -                       | -                       | -         | -            | (14)        |
| Intersegment sales  | -                              | -                             | -                       | -                       | -         | -            | -           |
| Excise taxes  | -                              | -                             | -                       | -                       | -         | -            | -           |
| <b>Revenues from sales</b>  | <b>-</b>                       | <b>(14)</b>                   | <b>-</b>                | <b>-</b>                | <b>-</b>  | <b>-</b>     | <b>(14)</b> |
| Operating expenses  | (2)                            | (32)                          | 166                     | 51                      | -         | -            | 183         |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (57)                           | -                             | -                       | -                       | -         | -            | (57)        |
| <b>Operating income<sup>(b)</sup></b>   | <b>(59)</b>                    | <b>(46)</b>                   | <b>166</b>              | <b>51</b>               | <b>-</b>  | <b>-</b>     | <b>112</b>  |
| Net income (loss) from equity affiliates and other items                        | (2)                            | (15)                          | 12                      | (5)                     | -         | -            | (10)        |
| Tax on net operating income   | 4                              | 4                             | (50)                    | (18)                    | -         | -            | (60)        |
| <b>Net operating income<sup>(b)</sup></b>                                       | <b>(57)</b>                    | <b>(57)</b>                   | <b>128</b>              | <b>28</b>               | <b>-</b>  | <b>-</b>     | <b>42</b>   |
| Net cost of net debt  |                                |                               |                         |                         |           |              | (7)         |
| Non-controlling interests   |                                |                               |                         |                         |           |              | 15          |
| <b>Net income - group share</b>   |                                |                               |                         |                         |           |              | <b>50</b>   |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

|                         |   |   |     |    |   |   |   |
|-------------------------|---|---|-----|----|---|---|---|
| On operating income     | - | - | 210 | 51 | - | - | - |
| On net operating income | - | - | 156 | 36 | - | - | - |

| 3 <sup>rd</sup> quarter 2017 (adjusted)<br>(M\$) <sup>(a)</sup>                 | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total         |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|---------------|
| Non-Group sales   | 2,121                          | 2,917                         | 18,923                  | 19,086                  | 11           | -               | 43,058        |
| Intersegment sales  | 5,665                          | 286                           | 6,592                   | 207                     | 89           | (12,839)        | -             |
| Excise taxes  | -                              | -                             | (799)                   | (5,163)                 | -            | -               | (5,962)       |
| <b>Revenues from sales</b>  | <b>7,786</b>                   | <b>3,203</b>                  | <b>24,716</b>           | <b>14,130</b>           | <b>100</b>   | <b>(12,839)</b> | <b>37,096</b> |
| Operating expenses  | (3,630)                        | (3,085)                       | (23,276)                | (13,437)                | (250)        | 12,839          | (30,839)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (2,491)                        | (51)                          | (258)                   | (170)                   | (8)          | -               | (2,978)       |
| <b>Adjusted operating income</b>  | <b>1,665</b>                   | <b>67</b>                     | <b>1,182</b>            | <b>523</b>              | <b>(158)</b> | <b>-</b>        | <b>3,279</b>  |
| Net income (loss) from equity affiliates and other items                        | 523                            | 27                            | 167                     | 138                     | 32           | -               | 887           |
| Tax on net operating income   | (749)                          | 3                             | (329)                   | (155)                   | 100          | -               | (1,130)       |
| <b>Adjusted net operating income</b>  | <b>1,439</b>                   | <b>97</b>                     | <b>1,020</b>            | <b>506</b>              | <b>(26)</b>  | <b>-</b>        | <b>3,036</b>  |
| Net cost of net debt  |                                |                               |                         |                         |              |                 | (308)         |
| Non-controlling interests   |                                |                               |                         |                         |              |                 | (54)          |
| <b>Adjusted net income - group share</b>  |                                |                               |                         |                         |              |                 | <b>2,674</b>  |
| <b>Adjusted fully-diluted earnings per share (\$)</b>                           |                                |                               |                         |                         |              |                 | <b>1.04</b>   |

<sup>(a)</sup> Except for earnings per share.

| 3 <sup>rd</sup> quarter 2017<br>(M\$) | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate | Intercompany | Total |
|---------------------------------------|--------------------------------|-------------------------------|-------------------------|-------------------------|-----------|--------------|-------|
| Total expenditures                    | 3,228                          | 99                            | 357                     | 190                     | 36        | -            | 3,910 |
| Total divestments                     | 339                            | -                             | 24                      | 150                     | 26        | -            | 539   |
| Cash flow from operating activities   | 2,633                          | 325                           | 662                     | 596                     | 147       | -            | 4,363 |

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

| 4 <sup>th</sup> quarter 2016<br>(M\$)   | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total         |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|---------------|
| Non-Group sales   | 2,066                          | 3,675                         | 19,077                  | 17,454                  | 3            | -               | 42,275        |
| Intersegment sales  | 5,187                          | 306                           | 6,707                   | 257                     | 82           | (12,539)        | -             |
| Excise taxes  | -                              | -                             | (784)                   | (4,624)                 | -            | -               | (5,408)       |
| <b>Revenues from sales</b>  | <b>7,253</b>                   | <b>3,981</b>                  | <b>25,000</b>           | <b>13,087</b>           | <b>85</b>    | <b>(12,539)</b> | <b>36,867</b> |
| Operating expenses  | (3,724)                        | (3,847)                       | (23,155)                | (12,535)                | (296)        | 12,539          | (31,018)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (4,329)                        | (193)                         | (252)                   | (154)                   | (11)         | -               | (4,939)       |
| <b>Operating income</b>   | <b>(800)</b>                   | <b>(59)</b>                   | <b>1,593</b>            | <b>398</b>              | <b>(222)</b> | -               | <b>910</b>    |
| Net income (loss) from equity affiliates and other items                        | 25                             | (50)                          | 162                     | 41                      | 137          | -               | 315           |
| Tax on net operating income   | (53)                           | (5)                           | (392)                   | (132)                   | 77           | -               | (505)         |
| <b>Net operating income</b>   | <b>(828)</b>                   | <b>(114)</b>                  | <b>1,363</b>            | <b>307</b>              | <b>(8)</b>   | -               | <b>720</b>    |
| Net cost of net debt  |                                |                               |                         |                         |              |                 | (233)         |
| Non-controlling interests   |                                |                               |                         |                         |              |                 | 61            |
| <b>Net income - group share</b>   |                                |                               |                         |                         |              |                 | <b>548</b>    |

| 4 <sup>th</sup> quarter 2016 (adjustments) <sup>(a)</sup><br>(M\$)              | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate  | Intercompany | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|------------|--------------|----------------|
| Non-Group sales   | -                              | 17                            | -                       | -                       | -          | -            | 17             |
| Intersegment sales  | -                              | -                             | -                       | -                       | -          | -            | -              |
| Excise taxes  | -                              | -                             | -                       | -                       | -          | -            | -              |
| <b>Revenues from sales</b>  | -                              | <b>17</b>                     | -                       | -                       | -          | -            | <b>17</b>      |
| Operating expenses  | -                              | (64)                          | 379                     | (116)                   | -          | -            | 199            |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (1,889)                        | (139)                         | -                       | (1)                     | -          | -            | (2,029)        |
| <b>Operating income<sup>(b)</sup></b>   | <b>(1,889)</b>                 | <b>(186)</b>                  | <b>379</b>              | <b>(117)</b>            | -          | -            | <b>(1,813)</b> |
| Net income (loss) from equity affiliates and other items                        | (406)                          | (59)                          | (32)                    | (20)                    | (4)        | -            | (521)          |
| Tax on net operating income   | 460                            | (1)                           | (115)                   | 38                      | 1          | -            | 383            |
| <b>Net operating income<sup>(b)</sup></b>                                       | <b>(1,835)</b>                 | <b>(246)</b>                  | <b>232</b>              | <b>(99)</b>             | <b>(3)</b> | -            | <b>(1,951)</b> |
| Net cost of net debt  |                                |                               |                         |                         |            |              | (6)            |
| Non-controlling interests   |                                |                               |                         |                         |            |              | 98             |
| <b>Net income - group share</b>   |                                |                               |                         |                         |            |              | <b>(1,859)</b> |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

|                         |   |   |     |      |   |  |  |
|-------------------------|---|---|-----|------|---|--|--|
| On operating income     | - | - | 380 | (33) | - |  |  |
| On net operating income | - | - | 281 | (14) | - |  |  |

| 4 <sup>th</sup> quarter 2016 (adjusted)<br>(M\$) <sup>(a)</sup>                 | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total         |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|---------------|
| Non-Group sales   | 2,066                          | 3,658                         | 19,077                  | 17,454                  | 3            | -               | 42,258        |
| Intersegment sales  | 5,187                          | 306                           | 6,707                   | 257                     | 82           | (12,539)        | -             |
| Excise taxes  | -                              | -                             | (784)                   | (4,624)                 | -            | -               | (5,408)       |
| <b>Revenues from sales</b>  | <b>7,253</b>                   | <b>3,964</b>                  | <b>25,000</b>           | <b>13,087</b>           | <b>85</b>    | <b>(12,539)</b> | <b>36,850</b> |
| Operating expenses  | (3,724)                        | (3,783)                       | (23,534)                | (12,419)                | (296)        | 12,539          | (31,217)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (2,440)                        | (54)                          | (252)                   | (153)                   | (11)         | -               | (2,910)       |
| <b>Adjusted operating income</b>  | <b>1,089</b>                   | <b>127</b>                    | <b>1,214</b>            | <b>515</b>              | <b>(222)</b> | -               | <b>2,723</b>  |
| Net income (loss) from equity affiliates and other items                        | 431                            | 9                             | 194                     | 61                      | 141          | -               | 836           |
| Tax on net operating income   | (513)                          | (4)                           | (277)                   | (170)                   | 76           | -               | (888)         |
| <b>Adjusted net operating income</b>  | <b>1,007</b>                   | <b>132</b>                    | <b>1,131</b>            | <b>406</b>              | <b>(5)</b>   | -               | <b>2,671</b>  |
| Net cost of net debt  |                                |                               |                         |                         |              |                 | (227)         |
| Non-controlling interests   |                                |                               |                         |                         |              |                 | (37)          |
| <b>Adjusted net income - group share</b>  |                                |                               |                         |                         |              |                 | <b>2,407</b>  |
| <b>Adjusted fully-diluted earnings per share (\$)</b>                           |                                |                               |                         |                         |              |                 | <b>0.96</b>   |

<sup>(a)</sup> Except for earnings per share.

| 4 <sup>th</sup> quarter 2016<br>(M\$) | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate | Intercompany | Total |
|---------------------------------------|--------------------------------|-------------------------------|-------------------------|-------------------------|-----------|--------------|-------|
| Total expenditures                    | 4,833                          | (118)                         | 566                     | 500                     | 74        | -            | 5,855 |
| Total divestments                     | 818                            | 29                            | 15                      | 65                      | -         | -            | 927   |
| Cash flow from operating activities   | 4,039                          | 732                           | 1,746                   | 340                     | 161       | -            | 7,018 |

## BUSINESS SEGMENT INFORMATION

### TOTAL

| Year 2017<br>(M\$)  | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|----------------|
| Non-Group sales   | 8,477                          | 12,854                        | 75,505                  | 74,634                  | 23           | -               | 171,493        |
| Intersegment sales  | 22,837                         | 1,180                         | 26,844                  | 857                     | 374          | (52,092)        | -              |
| Excise taxes  | -                              | -                             | (3,008)                 | (19,386)                | -            | -               | (22,394)       |
| <b>Revenues from sales</b>  | <b>31,314</b>                  | <b>14,034</b>                 | <b>99,341</b>           | <b>56,105</b>           | <b>397</b>   | <b>(52,092)</b> | <b>149,099</b> |
| Operating expenses  | (14,672)                       | (13,828)                      | (94,097)                | (53,629)                | (1,107)      | 52,092          | (125,241)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (13,850)                       | (482)                         | (1,074)                 | (657)                   | (40)         | -               | (16,103)       |
| <b>Operating income</b>   | <b>2,792</b>                   | <b>(276)</b>                  | <b>4,170</b>            | <b>1,819</b>            | <b>(750)</b> | -               | <b>7,755</b>   |
| Net income (loss) from equity affiliates and other items                        | 1,546                          | 31                            | 2,979                   | 497                     | 54           | -               | 5,107          |
| Tax on net operating income   | (2,233)                        | (140)                         | (944)                   | (561)                   | 540          | -               | (3,338)        |
| <b>Net operating income</b>   | <b>2,105</b>                   | <b>(385)</b>                  | <b>6,205</b>            | <b>1,755</b>            | <b>(156)</b> | -               | <b>9,524</b>   |
| Net cost of net debt  | -                              | -                             | -                       | -                       | -            | -               | (1,225)        |
| Non-controlling interests   | -                              | -                             | -                       | -                       | -            | -               | 332            |
| <b>Net income - group share</b>   | -                              | -                             | -                       | -                       | -            | -               | <b>8,631</b>   |

| Year 2017 (adjustments) <sup>(a)</sup><br>(M\$)                                 | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|--------------|----------------|
| Non-Group sales   | -                              | (20)                          | -                       | -                       | -            | -            | (20)           |
| Intersegment sales  | -                              | -                             | -                       | -                       | -            | -            | -              |
| Excise taxes  | -                              | -                             | -                       | -                       | -            | -            | -              |
| <b>Revenues from sales</b>  | -                              | <b>(20)</b>                   | -                       | -                       | -            | -            | <b>(20)</b>    |
| Operating expenses  | (119)                          | (389)                         | 167                     | (11)                    | (64)         | -            | (416)          |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (4,308)                        | (291)                         | (53)                    | (10)                    | -            | -            | (4,662)        |
| <b>Operating income<sup>(b)</sup></b>   | <b>(4,427)</b>                 | <b>(700)</b>                  | <b>114</b>              | <b>(21)</b>             | <b>(64)</b>  | -            | <b>(5,098)</b> |
| Net income (loss) from equity affiliates and other items                        | (328)                          | (116)                         | 2,177                   | 102                     | -            | -            | 1,835          |
| Tax on net operating income   | 875                            | (54)                          | 124                     | (2)                     | (114)        | -            | 829            |
| <b>Net operating income<sup>(b)</sup></b>                                       | <b>(3,880)</b>                 | <b>(870)</b>                  | <b>2,415</b>            | <b>79</b>               | <b>(178)</b> | -            | <b>(2,434)</b> |
| Net cost of net debt  | -                              | -                             | -                       | -                       | -            | -            | (29)           |
| Non-controlling interests   | -                              | -                             | -                       | -                       | -            | -            | 516            |
| <b>Net income - group share</b>   | -                              | -                             | -                       | -                       | -            | -            | <b>(1,947)</b> |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

|                         |   |   |     |     |   |   |   |
|-------------------------|---|---|-----|-----|---|---|---|
| On operating income     | - | - | 344 | 13  | - | - | - |
| On net operating income | - | - | 298 | (3) | - | - | - |

| Year 2017 (adjusted)<br>(M\$) <sup>(a)</sup>                                    | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|----------------|
| Non-Group sales   | 8,477                          | 12,874                        | 75,505                  | 74,634                  | 23           | -               | 171,513        |
| Intersegment sales  | 22,837                         | 1,180                         | 26,844                  | 857                     | 374          | (52,092)        | -              |
| Excise taxes  | -                              | -                             | (3,008)                 | (19,386)                | -            | -               | (22,394)       |
| <b>Revenues from sales</b>  | <b>31,314</b>                  | <b>14,054</b>                 | <b>99,341</b>           | <b>56,105</b>           | <b>397</b>   | <b>(52,092)</b> | <b>149,119</b> |
| Operating expenses  | (14,553)                       | (13,439)                      | (94,264)                | (53,618)                | (1,043)      | 52,092          | (124,825)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (9,542)                        | (191)                         | (1,021)                 | (647)                   | (40)         | -               | (11,441)       |
| <b>Adjusted operating income</b>  | <b>7,219</b>                   | <b>424</b>                    | <b>4,056</b>            | <b>1,840</b>            | <b>(686)</b> | -               | <b>12,853</b>  |
| Net income (loss) from equity affiliates and other items                        | 1,874                          | 147                           | 802                     | 395                     | 54           | -               | 3,272          |
| Tax on net operating income   | (3,108)                        | (86)                          | (1,068)                 | (559)                   | 654          | -               | (4,167)        |
| <b>Adjusted net operating income</b>  | <b>5,985</b>                   | <b>485</b>                    | <b>3,790</b>            | <b>1,676</b>            | <b>22</b>    | -               | <b>11,958</b>  |
| Net cost of net debt  | -                              | -                             | -                       | -                       | -            | -               | (1,196)        |
| Non-controlling interests   | -                              | -                             | -                       | -                       | -            | -               | (184)          |
| <b>Adjusted net income - group share</b>  | -                              | -                             | -                       | -                       | -            | -               | <b>10,578</b>  |
| <b>Adjusted fully-diluted earnings per share (\$)</b>                           | -                              | -                             | -                       | -                       | -            | -               | <b>4.12</b>    |

<sup>(a)</sup> Except for earnings per share.

| Year 2017<br>(M\$)                  | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate | Intercompany | Total  |
|-------------------------------------|--------------------------------|-------------------------------|-------------------------|-------------------------|-----------|--------------|--------|
| Total expenditures                  | 12,802                         | 797                           | 1,734                   | 1,457                   | 106       | -            | 16,896 |
| Total divestments                   | 1,918                          | 73                            | 2,820                   | 413                     | 40        | -            | 5,264  |
| Cash flow from operating activities | 11,459                         | 993                           | 7,440                   | 2,130                   | 297       | -            | 22,319 |

## BUSINESS SEGMENT INFORMATION

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### TOTAL

| Year 2016<br>(M\$)  | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|----------------|
| Non-Group sales   | 7,629                          | 10,124                        | 65,632                  | 66,351                  | 7            | -               | 149,743        |
| Intersegment sales  | 17,759                         | 1,009                         | 21,467                  | 744                     | 307          | (41,286)        | -              |
| Excise taxes  | -                              | -                             | (3,544)                 | (18,274)                | -            | -               | (21,818)       |
| <b>Revenues from sales</b>  | <b>25,388</b>                  | <b>11,133</b>                 | <b>83,555</b>           | <b>48,821</b>           | <b>314</b>   | <b>(41,286)</b> | <b>127,925</b> |
| Operating expenses  | (14,236)                       | (10,993)                      | (77,562)                | (46,432)                | (1,006)      | 41,286          | (108,943)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (11,583)                       | (301)                         | (1,002)                 | (600)                   | (37)         | -               | (13,523)       |
| <b>Operating income</b>   | <b>(431)</b>                   | <b>(161)</b>                  | <b>4,991</b>            | <b>1,789</b>            | <b>(729)</b> | -               | <b>5,459</b>   |
| Net income (loss) from equity affiliates and other items                        | 1,375                          | 71                            | 779                     | 170                     | 426          | -               | 2,821          |
| Tax on net operating income   | 401                            | (4)                           | (1,244)                 | (541)                   | 164          | -               | (1,224)        |
| <b>Net operating income</b>   | <b>1,345</b>                   | <b>(94)</b>                   | <b>4,526</b>            | <b>1,418</b>            | <b>(139)</b> | -               | <b>7,056</b>   |
| Net cost of net debt  | -                              | -                             | -                       | -                       | -            | -               | (850)          |
| Non-controlling interests   | -                              | -                             | -                       | -                       | -            | -               | (10)           |
| <b>Net income - group share</b>   |                                |                               |                         |                         |              |                 | <b>6,196</b>   |

| Year 2016 (adjustments) <sup>(a)</sup><br>(M\$)                                 | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate  | Intercompany | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|------------|--------------|----------------|
| Non-Group sales   | -                              | (231)                         | -                       | -                       | -          | -            | (231)          |
| Intersegment sales  | -                              | -                             | -                       | -                       | -          | -            | -              |
| Excise taxes  | -                              | -                             | -                       | -                       | -          | -            | -              |
| <b>Revenues from sales</b>  | <b>-</b>                       | <b>(231)</b>                  | <b>-</b>                | <b>-</b>                | <b>-</b>   | <b>-</b>     | <b>(231)</b>   |
| Operating expenses  | (691)                          | (79)                          | 625                     | (136)                   | -          | -            | (281)          |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (2,089)                        | (139)                         | -                       | (1)                     | -          | -            | (2,229)        |
| <b>Operating income<sup>(b)</sup></b>   | <b>(2,780)</b>                 | <b>(449)</b>                  | <b>625</b>              | <b>(137)</b>            | <b>-</b>   | <b>-</b>     | <b>(2,741)</b> |
| Net income (loss) from equity affiliates and other items                        | (200)                          | (135)                         | (93)                    | (40)                    | (4)        | -            | (472)          |
| Tax on net operating income   | 1,108                          | 51                            | (201)                   | 36                      | 1          | -            | 995            |
| <b>Net operating income<sup>(b)</sup></b>                                       | <b>(1,872)</b>                 | <b>(533)</b>                  | <b>331</b>              | <b>(141)</b>            | <b>(3)</b> | <b>-</b>     | <b>(2,218)</b> |
| Net cost of net debt  | -                              | -                             | -                       | -                       | -          | -            | (23)           |
| Non-controlling interests   | -                              | -                             | -                       | -                       | -          | -            | 150            |
| <b>Net income - group share</b>   |                                |                               |                         |                         |            |              | <b>(2,091)</b> |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

|                         |   |   |     |      |   |   |   |
|-------------------------|---|---|-----|------|---|---|---|
| On operating income     | - | - | 695 | (43) | - | - | - |
| On net operating income | - | - | 500 | (13) | - | - | - |

| Year 2016 (adjusted)<br>(M\$) <sup>(a)</sup>                                    | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate    | Intercompany    | Total          |
|---|--------------------------------|-------------------------------|-------------------------|-------------------------|--------------|-----------------|----------------|
| Non-Group sales   | 7,629                          | 10,355                        | 65,632                  | 66,351                  | 7            | -               | 149,974        |
| Intersegment sales  | 17,759                         | 1,009                         | 21,467                  | 744                     | 307          | (41,286)        | -              |
| Excise taxes  | -                              | -                             | (3,544)                 | (18,274)                | -            | -               | (21,818)       |
| <b>Revenues from sales</b>  | <b>25,388</b>                  | <b>11,364</b>                 | <b>83,555</b>           | <b>48,821</b>           | <b>314</b>   | <b>(41,286)</b> | <b>128,156</b> |
| Operating expenses  | (13,545)                       | (10,914)                      | (78,187)                | (46,296)                | (1,006)      | 41,286          | (108,662)      |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (9,494)                        | (162)                         | (1,002)                 | (599)                   | (37)         | -               | (11,294)       |
| <b>Adjusted operating income</b>  | <b>2,349</b>                   | <b>288</b>                    | <b>4,366</b>            | <b>1,926</b>            | <b>(729)</b> | <b>-</b>        | <b>8,200</b>   |
| Net income (loss) from equity affiliates and other items                        | 1,575                          | 206                           | 872                     | 210                     | 430          | -               | 3,293          |
| Tax on net operating income   | (707)                          | (55)                          | (1,043)                 | (577)                   | 163          | -               | (2,219)        |
| <b>Adjusted net operating income</b>  | <b>3,217</b>                   | <b>439</b>                    | <b>4,195</b>            | <b>1,559</b>            | <b>(136)</b> | <b>-</b>        | <b>9,274</b>   |
| Net cost of net debt  | -                              | -                             | -                       | -                       | -            | -               | (827)          |
| Non-controlling interests   | -                              | -                             | -                       | -                       | -            | -               | (160)          |
| <b>Adjusted net income - group share</b>  |                                |                               |                         |                         |              |                 | <b>8,287</b>   |
| <b>Adjusted fully-diluted earnings per share (\$)</b>                           |                                |                               |                         |                         |              |                 | <b>3.38</b>    |

<sup>(a)</sup> Except for earnings per share.

| Year 2016<br>(M\$)                  | Exploration<br>&<br>Production | Gas,<br>Renewables<br>& Power | Refining &<br>Chemicals | Marketing &<br>Services | Corporate | Intercompany | Total  |
|-------------------------------------|--------------------------------|-------------------------------|-------------------------|-------------------------|-----------|--------------|--------|
| Total expenditures                  | 16,085                         | 1,221                         | 1,861                   | 1,245                   | 118       | -            | 20,530 |
| Total divestments                   | 2,187                          | 166                           | 88                      | 424                     | 12        | -            | 2,877  |
| Cash flow from operating activities | 9,010                          | 538                           | 4,585                   | 1,754                   | 634       | -            | 16,521 |

## Reconciliation of the information by business segment with consolidated financial statements

### TOTAL

(unaudited)

| 4 <sup>th</sup> quarter 2017<br>(M\$)   | Adjusted      | Adjustments <sup>(a)</sup> | Consolidated<br>statement of income |
|---|---------------|----------------------------|-------------------------------------|
| <b>Sales</b>  | <b>47,330</b> | <b>21</b>                  | <b>47,351</b>                       |
| Excise taxes  | (5,909)       | -                          | (5,909)                             |
| Revenues from sales   | 41,421        | 21                         | 41,442                              |
| Purchases, net of inventory variation   | (28,020)      | 361                        | (27,659)                            |
| Other operating expenses  | (6,370)       | (216)                      | (6,586)                             |
| Exploration costs   | (287)         | -                          | (287)                               |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (3,030)       | (2,661)                    | (5,691)                             |
| Other income  | 220           | 292                        | 512                                 |
| Other expense   | (208)         | (362)                      | (570)                               |
| Financial interest on debt  | (344)         | (8)                        | (352)                               |
| Financial income and expense from cash & cash equivalents                       | (45)          | -                          | (45)                                |
| Cost of net debt  | (389)         | (8)                        | (397)                               |
| Other financial income  | 240           | -                          | 240                                 |
| Other financial expense   | (159)         | -                          | (159)                               |
| Net income (loss) from equity affiliates  | 731           | (74)                       | 657                                 |
| Income taxes  | (1,187)       | 415                        | (772)                               |
| <b>Consolidated net income</b>  | <b>2,962</b>  | <b>(2,232)</b>             | <b>730</b>                          |
| Group share   | 2,872         | (1,851)                    | 1,021                               |
| Non-controlling interests   | 90            | (381)                      | (291)                               |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

| 4 <sup>th</sup> quarter 2016<br>(M\$)   | Adjusted      | Adjustments <sup>(a)</sup> | Consolidated<br>statement of income |
|---|---------------|----------------------------|-------------------------------------|
| <b>Sales</b>  | <b>42,258</b> | <b>17</b>                  | <b>42,275</b>                       |
| Excise taxes  | (5,408)       | -                          | (5,408)                             |
| Revenues from sales   | 36,850        | 17                         | 36,867                              |
| Purchases, net of inventory variation   | (24,253)      | 286                        | (23,967)                            |
| Other operating expenses  | (6,704)       | (87)                       | (6,791)                             |
| Exploration costs   | (260)         | -                          | (260)                               |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (2,910)       | (2,029)                    | (4,939)                             |
| Other income  | 337           | -                          | 337                                 |
| Other expense   | (263)         | (210)                      | (473)                               |
| Financial interest on debt  | (293)         | (6)                        | (299)                               |
| Financial income and expense from cash & cash equivalents                       | (2)           | -                          | (2)                                 |
| Cost of net debt  | (295)         | (6)                        | (301)                               |
| Other financial income  | 203           | -                          | 203                                 |
| Other financial expense   | (161)         | -                          | (161)                               |
| Net income (loss) from equity affiliates  | 720           | (311)                      | 409                                 |
| Income taxes  | (820)         | 383                        | (437)                               |
| <b>Consolidated net income</b>  | <b>2,444</b>  | <b>(1,957)</b>             | <b>487</b>                          |
| Group share   | 2,407         | (1,859)                    | 548                                 |
| Non-controlling interests   | 37            | (98)                       | (61)                                |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

## Reconciliation of the information by business segment with consolidated financial statements

3

### TOTAL

| Year 2017<br>(M\$)  | Adjusted       | Adjustments <sup>(a)</sup> | Consolidated<br>statement of income |
|---|----------------|----------------------------|-------------------------------------|
| <b>Sales</b>  | <b>171,513</b> | <b>(20)</b>                | <b>171,493</b>                      |
| Excise taxes  | (22,394)       | -                          | (22,394)                            |
| Revenues from sales   | 149,119        | (20)                       | 149,099                             |
| Purchases, net of inventory variation   | (99,534)       | 123                        | (99,411)                            |
| Other operating expenses  | (24,427)       | (539)                      | (24,966)                            |
| Exploration costs   | (864)          | -                          | (864)                               |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (11,441)       | (4,662)                    | (16,103)                            |
| Other income  | 772            | 3,039                      | 3,811                               |
| Other expense   | (389)          | (645)                      | (1,034)                             |
| Financial interest on debt  | (1,367)        | (29)                       | (1,396)                             |
| Financial income and expense from cash & cash equivalents                       | (138)          | -                          | (138)                               |
| Cost of net debt  | (1,505)        | (29)                       | (1,534)                             |
| Other financial income  | 957            | -                          | 957                                 |
| Other financial expense   | (642)          | -                          | (642)                               |
| Net income (loss) from equity affiliates  | 2,574          | (559)                      | 2,015                               |
| Income taxes  | (3,858)        | 829                        | (3,029)                             |
| <b>Consolidated net income</b>  | <b>10,762</b>  | <b>(2,463)</b>             | <b>8,299</b>                        |
| Group share   | 10,578         | (1,947)                    | 8,631                               |
| Non-controlling interests   | 184            | (516)                      | (332)                               |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

| Year 2016<br>(M\$)  | Adjusted       | Adjustments <sup>(a)</sup> | Consolidated<br>statement of income |
|---|----------------|----------------------------|-------------------------------------|
| <b>Sales</b>  | <b>149,974</b> | <b>(231)</b>               | <b>149,743</b>                      |
| Excise taxes  | (21,818)       | -                          | (21,818)                            |
| Revenues from sales   | 128,156        | (231)                      | 127,925                             |
| Purchases, net of inventory variation   | (83,916)       | 539                        | (83,377)                            |
| Other operating expenses  | (23,832)       | (470)                      | (24,302)                            |
| Exploration costs   | (914)          | (350)                      | (1,264)                             |
| Depreciation, depletion and impairment of tangible assets and mineral interests | (11,294)       | (2,229)                    | (13,523)                            |
| Other income  | 964            | 335                        | 1,299                               |
| Other expense   | (537)          | (490)                      | (1,027)                             |
| Financial interest on debt  | (1,085)        | (23)                       | (1,108)                             |
| Financial income and expense from cash & cash equivalents                       | 4              | -                          | 4                                   |
| Cost of net debt  | (1,081)        | (23)                       | (1,104)                             |
| Other financial income  | 971            | -                          | 971                                 |
| Other financial expense   | (636)          | -                          | (636)                               |
| Net income (loss) from equity affiliates  | 2,531          | (317)                      | 2,214                               |
| Income taxes  | (1,965)        | 995                        | (970)                               |
| <b>Consolidated net income</b>  | <b>8,447</b>   | <b>(2,241)</b>             | <b>6,206</b>                        |
| Group share   | 8,287          | (2,091)                    | 6,196                               |
| Non-controlling interests   | 160            | (150)                      | 10                                  |

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.