

AT A GLANCE | 2014

THE YEAR IN FIGURES AND PICTURES



TOTAL

COMMITTED TO BETTER ENERGY

OUR EXPERTISE, IN FOUR FLAGSHIP PROJECTS

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Adjusted net income
\$12.8 billion

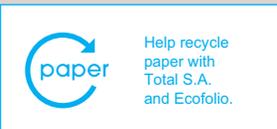
Revenue
\$236.1 billion

No. 4
international oil and gas company*

USE YOUR TABLET OR SMARTPHONE TO SCAN THE QR CODES AND FIND FEATURE REPORTS, ARTICLES AND VIDEOS, TO LEARN MORE ABOUT TOTAL.

Total Publications at Your Fingertips

This iPad/iOS app houses all Total's publications, including the Shareholders' Newsletter, CSR Report, *Total en France* (in French only) and, of course, Total at a Glance, in PDF format. Total Publications also lets you access videos, photos, press releases and our Twitter feed.



MESSAGE FROM THE CEO

Energy holds out the promise of progress for humanity as a whole. Yet three billion of the world's people still lack access to it. All forecasts point to energy demand growing by nearly a third in the next 20 to 25 years, led by emerging economies. We need every type of energy to meet these needs. Starting with fossil fuels, which will continue to supply two-thirds of demand. Not just oil, but also and increasingly natural gas, a cleaner way to produce power than coal. In 2014, for the first time in our history, we produced more gas than oil and in 2015, we will be exiting coal production. And because we believe in a balanced energy mix that meets the challenges of climate change, renewable energies are also an integral part of our energy solutions. That includes solar, an abundant energy that is already competitive in nearly 20 countries. Our commitment is to produce safer, cleaner, more efficient and more innovative energy. Two of the biggest challenges in building a responsible energy future are ensuring access for all and using energy wisely. We are much more than a global oil and gas company and solar leader. We are also an active member of the community. Reflecting that, our 100,000 employees worldwide are "Committed to better energy" in everything they do.

Patrick Pouyanné,
Chief Executive Officer



OUR EXPERTISE, IN FOUR FLAGSHIP PROJECTS



Meeting growing demand as effectively as possible means producing safer, cleaner, more efficient and more innovative energy, accessible to as many people as possible. In short, better energy.

That is the ambition we are pursuing for all our energy solutions — oil, natural gas and solar. We have selected four major projects that illustrate our daily engagement, in Australia, Belgium, Chile and Nigeria.



2.1 million barrels
of oil equivalent per day
2014 oil and gas production



The **No. 2**
solar operator
through our affiliate SunPower



A global
TOP 10
integrated refining
& petrochemical company



20%
LNG's share
of our oil and gas production

PRODUCING BETTER ENERGY TO MEET GROWING DEMAND AND EXPECTATIONS. MIXING ALL TYPES OF ENERGY, BOTH FOSSIL AND RENEWABLE. SEE OUR COMMITMENT TO BETTER ENERGY IN ACTION.



ICHTHYS LNG, FULL THROTTLE



8.4 MILLION
metric tons
of LNG produced
each year at the Darwin
liquefaction plant.



Ichthys field reserves
3 BILLION
barrels of oil
equivalent
(gas and condensate)



Fossil fuels are and will remain a core component of the energy mix. All economic forecasts concur that in 2035, natural gas will make up nearly a quarter of that mix. A lower-carbon way to generate power than coal and easy to ship

when liquefied, natural gas is a resource with a bright future. In 2014, for the first time ever, it even overtook oil in our production, accounting for 52% of the total. We have been stepping up our investment in this fast-growing industry for

the last 15 years. One example is Ichthys LNG, a large-scale liquefied natural gas project offshore Australia.

ICHTHYS LNG AT THE TWO-THIRDS MARK

Ichthys LNG comprises an offshore field and its production facilities in the Browse Basin that exports gas via nearly 900-kilometer pipeline to a huge onshore liquefaction plant in Darwin, Australia. First gas from this gigantic project, developed in partnership with INPEX and in which we have a 30% working interest, is scheduled for late 2016. With its subsea wells, semi-submersible central processing facility (CPF), liquefaction plant and substantial reserves, Ichthys LNG is ideally located to serve Asian markets, where demand for gas is strongest.



Their Take

Hitoshi Okawa

Director, Corporate Coordination for INPEX

“The Ichthys LNG project is the most high-profile partnership between Total and INPEX to date. But what most people don’t realize is that our relationship actually began much earlier, in the 1960s. And our long shared history paved the way for our collaboration on Ichthys LNG, to carry out one of the world’s most exciting developments. At INPEX we value Total’s extensive project management expertise, which will allow us to deliver the Ichthys LNG project on time.”



SCAN TO FIND OUT
MORE ABOUT LNG.

- 1 Modules for the offshore production platform on the Ichthys field.
- 2 Construction of the Ichthys natural gas liquefaction plant at Bladin Point in Darwin Harbor.

OFON 2, CONTINUOUS IMPROVEMENT



1

Because fossil fuels are our core business and because growing demand makes them a crucial energy source, we work each day to improve the way they're produced. Ofon Phase 2 is a good example. The Nigerian field's production capacity will triple in 2015, and using the gas associated with oil production has made it more energy efficient. Instead of being flared, the gas is now exported to the onshore Nigeria LNG liquefaction plant. It is a major environmental advance, at once ambitious, efficient and responsible.

- 1 Aerial view of the Ofon field's offshore facilities.
- 2 Ofon operators.



SCAN TO LEARN MORE ABOUT HOW WE PROMOTE EMPLOYMENT AND LOCAL CONTENT IN HOST COUNTRIES.



90,000
barrels of oil equivalent
per day
Combined production
capacity of Ofon 1 and 2
(oil, gas and condensate)



ULTIMATE GOAL
3 MILLION
cubic meters of unflared
gas per day recycled
for other uses

MADE IN NIGERIA

We take every possible measure to make sure that our activities help drive our host countries' economic development. Mission accomplished for Ofon 2, which notched up 25 million hours worked in-country over the entire project. As an international energy company, we also make sure to create local value too.

Their Take

Élodie Gérout

Offshore and Coordination
Manager on Ofon 2



"Oil production is usually accompanied by the production of associated gas. During the start-up phase, it is flared for safety reasons. For a long time the same thing was done in the production phase, because there was no market for the gas. On Ofon, we're now going to bring that gas onshore to feed the Nigeria LNG liquefaction plant. By not flaring large quantities of gas, we will sharply curtail our greenhouse gas emissions."



2

ANTWERP, CAPTURING SYNERGIES



1

Refining and petrochemicals in Europe are both up against similar challenges: shrinking demand, plus competition from products refined from cost-advantaged feedstock in the Middle East and the United States. To stay on top, we must adapt our production base to changing markets and focus our capital spending on major integrated complexes, to bring them in line with the industry's most competitive. That is why we have opted to invest €1 billion in our Antwerp refining and petrochemical complex, through the Refinery Off-Gas (ROG) and OPTimization of the Antwerp-Rotterdam-Amsterdam area (OPTARA) projects.

Their Take

Thomas Behrends

OPTARA Project Director

“The goal of the OPTARA project is to maximize synergies among Total’s refineries in the Amsterdam-Rotterdam-Antwerp area and adapt our production base to market demand. That means we’re going to produce more ultra-low-sulfur diesel and scale back the production of gasoline and heavy fuel oil.”

A FORWARD-LOOKING PROJECT

Europe’s surplus gasoline capacity has forced us to reinvent ourselves, by ramping up production of high-value-added products such as diesel, complying with the new environmental standards and thinking about the jobs of the future. We are building a new refining and petrochemical complex that will convert heavy fuel oil to ultra-low-sulfur diesel and home heating oil. It will come on line in early 2016. A unit to make feedstock for the petrochemical units from refinery off-gas will be ready around the same time.



3



2

- 1 Thomas Behrends and members of his team at the Antwerp refinery.
- 2 Operators at the Antwerp refinery’s naphtha cracker unit.
- 3 Operators at the Antwerp refinery’s naphtha cracker unit.



SCAN TO FIND OUT MORE ABOUT REFINING.



16 MILLION
metric tons of crude refined each year at the Antwerp complex



1,700
jobs at the Antwerp complex



€1 BILLION
in capital expenditure on the Antwerp complex

SALVADOR PV POWER PLANT, SUNNY DAYS AHEAD



Salvador PV Solar Power Plant Inaugurated in Chile in Early 2015

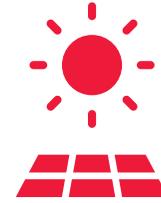
How do we diversify energy sources and bet on renewable, affordable energies while making them more competitive to boot? Pitted against that riddle is our creativity, our know-how as the world's second-ranked solar operator and our goal of supporting the transition by integrating new energies. Welcome to the Salvador PV solar power plant in Chile's Atacama Desert, which will power 70,000 households.



SCAN TO SEE THE SALVADOR PV PROJECT IN PICTURES.

CUTTING-EDGE SOLAR

An exceptionally sunny climate and high-priced imported energy were the two factors promising solar power a bright future. We, our affiliate SunPower and our partners have created one of the world's biggest merchant photovoltaic solar power plants, in Chile. The result is power produced and sold in the local market at a competitive price, without government subsidies. Responsible, innovative and profitable too!



21.5%
The average efficiency of SunPower panels, compared to 16 to 17% for the market standard



26%
The expected share of solar energy in global power production by 2050, according to the International Energy Agency (IEA)



Their Take

Martin Rocher, Managing Director, Total Nuevas Energías Chile

"Chile has all the right ingredients for developing solar energy, including lots of sunshine and high demand for power. Our Salvador PV solar power plant shows that in some regions of the world, solar can compete with conventional energy sources, without public subsidies."



70 MEGAWATTS
Capacity of the Salvador PV solar power plant in Chile

1 View of Santiago.

2 The Salvador PV solar power plant.

INNOVATING FOR OUR CUSTOMERS



CHANGING THE WAY WE USE ENERGY. IMAGINING MORE ENVIRONMENTALLY FRIENDLY PRODUCTS, FUELS, LUBRICANTS AND MATERIALS. OFFERING SUSTAINABLE, RESPONSIBLE SOLUTIONS IN STEP WITH OUR TIMES.

Being a major energy company means mixing both energies and solutions, through a blend of innovation, R&D and creativity. All around the world and in a thousand different ways, it means supplying as many people as possible with affordable energy, continually inventing products and services tailored to local needs. Here are some of Total's innovations demonstrating this commitment.



70 products and services qualifying for the Total Ecosolutions* label and 1.5 million metric tons of carbon displaced at end-2014

* Products and services developed by Total that enable customers to use energy more efficiently, shrinking their environmental footprint.



\$1.3 BILLION* spent on R&D in 2014

* €1 billion (at an average exchange rate of €1 = \$1.3285).

INNOVATION SERVING DEVELOPMENT

E-cash services, innovative solar solutions and more...

Listening and anticipating are the keys to addressing different people's concerns. Our service stations offer another way of supporting development in Africa.



1



2



3

AFRICA EMBRACES DIGITAL SOLUTIONS

Because cell phones are so ubiquitous in Africa, we have created mobile services available at our service stations that include payment and money transfer solutions with carriers Orange and Airtel, for example, and top-up of e-wallets. Innovating means making our customers' lives easier.

- 1 M-payment.
- 2 Awango by Total solar kit.
- 3 Demonstration and sale of an Awango by Total Sundaya pack to a customer in a service station shop in Ouagadougou, Burkina Faso.



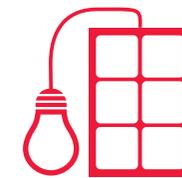
SCAN TO WATCH
TOTAL INSIDE:
SPOTLIGHT
ON AWANGO
BY TOTAL
IN BURKINA FASO.

ACCESSIBILITY IN A KIT

For our Total Access to Energy program, we created Awango by Total, a line of safe, robust solar solutions to improve the daily lives of people without access to power for lighting or to recharge their phones. Some 880,000 lamps had already been sold by end-2014, through our service station network, our various partners and specially trained young resellers.

2010

Total Access
To Energy program
CREATED



TOTAL ACCESS TO ENERGY

Awango by Total lamps
available in 23 countries
at end-2014



19

African countries
offer mobile services
at stations

HITTING ON ALL CYLINDERS



New Products for More Frugal, Smarter Consumption

Staying in step with the times also means thinking about new consumption patterns, and doing everything we can to bring them within reach. In keeping with today's focus on conserving resources, protecting the environment and making products lighter, we have come up with innovative, competitive solutions that take care of engines, the environment and your pocketbook too!



- 1 A customer at one of our service stations.
- 2 Total Quartz engine oil.
- 3 A refueling truck for the Air France Lab'line flight, which uses the biojet fuel developed by Total and Amyris.



SCAN TO FIND OUT MORE ABOUT LAB'LINE FOR THE FUTURE.

ADVANCING TRANSPORTATION

Our products are changing to meet your needs. **Total Excellium** Next Generation, our latest fuel, contains new, enhanced detergent additives to clean engines mile after mile. Our Fuel Economy engine oils and lubricants reduce friction and minimize energy loss.

And there's more: we are designing plastics in our labs that carmakers can use to create lighter, more energy-efficient vehicles. Innovating means shrinking the environmental impact of transportation.



Total Excellium Next Generation keeps your engine

UP TO **93%** cleaner*

* Compared to fuels without special additives.

TAXIING ON THE RUNWAY NOW

Turning plant sugars into aviation fuel? Mission accomplished! Working with our California partner, Amyris, in which we hold a roughly 18% interest, we are putting our money on biotechnology. Cleared for commercial flights back in June 2014, the biojet fuel developed in Amyris's laboratories was recently chosen by Air France for its experimental Lab'line for the Future weekly flight. Because we're one of the world's main suppliers of aviation fuel, we thought it was vital to offer this innovative solution to our airline customers.



UP TO **80%** less greenhouse gas than fossil-based aviation fuel

TOTAL'S ACTIVITIES

UPSTREAM SEGMENT

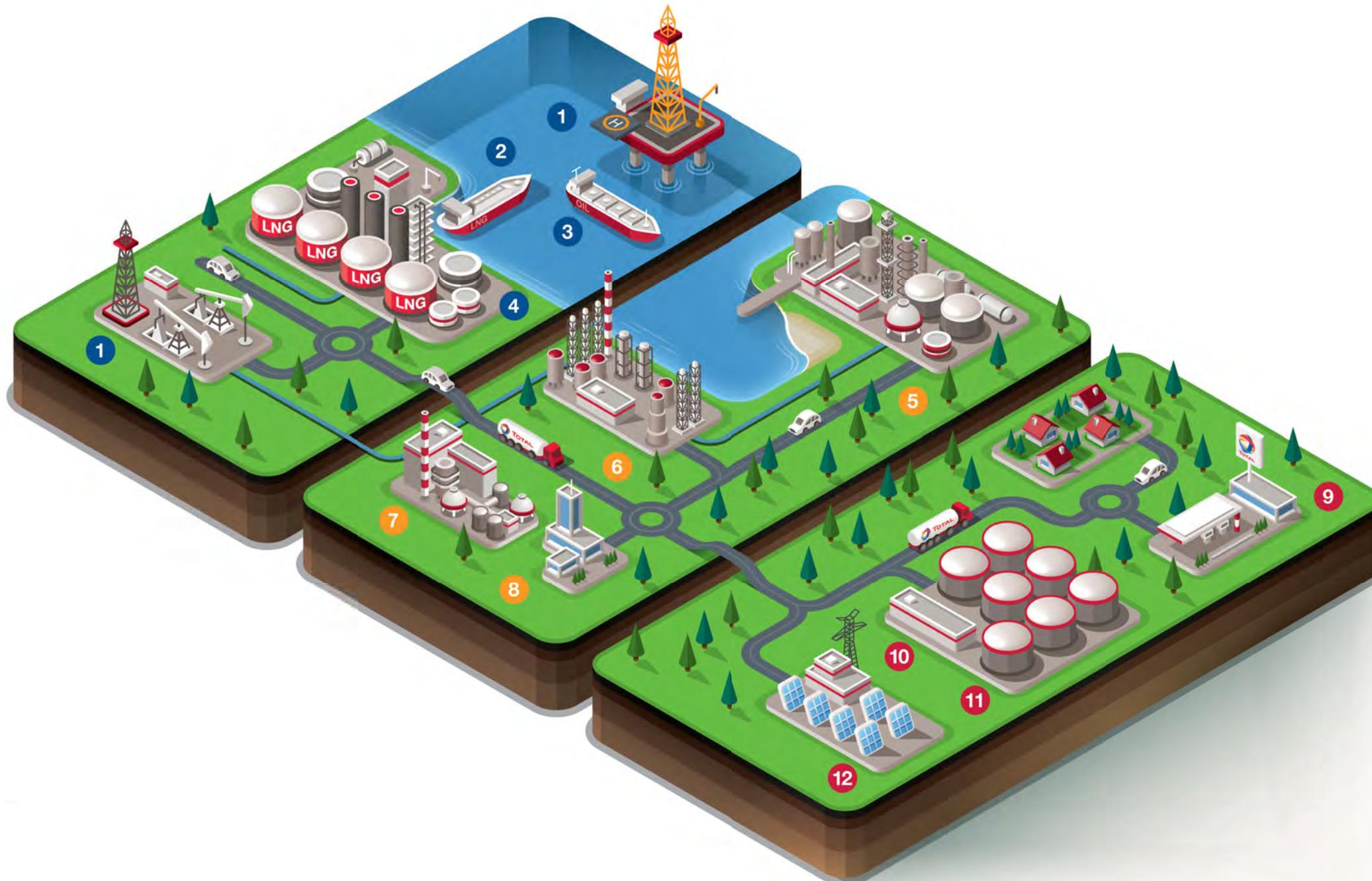
- **Exploration & Production** conducts our oil and natural gas exploration, development and production operations.
- **Gas & Power** unlocks the value of our natural gas assets. Its capabilities span the liquefied natural gas chain, from liquefaction to shipping and regasification, as well as natural gas marketing.

REFINING & CHEMICALS SEGMENT

- **Refining & Chemicals** is a major production hub, with expertise covering refining, petrochemicals and specialty chemicals.
- **Trading & Shipping** sells our crude oil production, supplies our refineries with feedstock, charters the vessels required for these activities, and trades in different derivatives markets.

MARKETING & SERVICES SEGMENT

- **Marketing & Services** designs and markets a broad array of refined products, including automotive fuel and specialty products such as lubricants, special fluids, LPG, heating and heavy fuel oil, asphalt, additives and special fuels. It also provides services to consumers and to the transportation, housing and manufacturing industries.
- **New Energies** is helping us to prepare the energy future by developing our expertise in two core renewable energies, solar and biomass, with operations ranging from R&D to marketing our solutions.



UPSTREAM

- 1 OIL AND/OR GAS PRODUCTION
- 2 LNG CARRIER
- 3 OIL TANKER
- 4 LIQUEFACTION/REGASIFICATION PLANT

REFINING & CHEMICALS

- 5 REFINERY
- 6 PETROCHEMICAL PLANT
- 7 SPECIALTY CHEMICAL PLANT
- 8 TRADING OFFICE

MARKETING & SERVICES

- 9 SERVICE STATION
- 10 LUBE OIL BLENDING PLANT
- 11 OIL DEPOT
- 12 SOLAR PANEL MANUFACTURING PLANT

Adjusted net income
\$12.8 billion*

Revenue
\$236.1 billion**

*€9.7 billion.
**€177.7 billion (converted at an average exchange rate of €1 = \$1.3285).

No. 4
international oil and gas company*

*Based on market capitalization in U.S. dollars at December 31, 2014.

€7.39 billion
allocated to R&D between 2015 and 2019

2,146 kboe/d
of oil and gas production

TOTAL IN 2014 KEY FIGURES

153
refining and chemical sites*

*Excluding Bostik and CCP Composites (divestments)

1,775 kb/d
in refinery throughput

15,569
service stations,
including the AS24 network

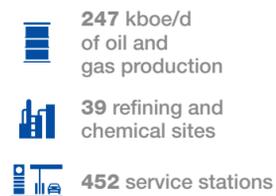
Organic capex
\$26.4 billion*

*€19.9 billion (converted at an average exchange rate of €1 = \$1.3285)

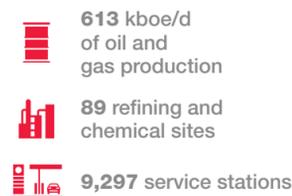
OPERATIONS IN 130+ COUNTRIES



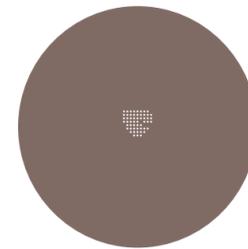
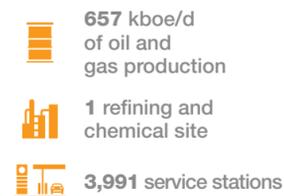
AMERICAS



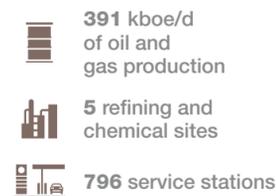
EUROPE-CIS



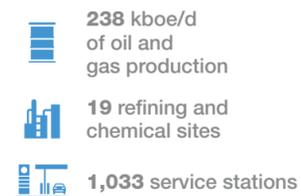
AFRICA



MIDDLE EAST



ASIA-PACIFIC



OUR PEOPLE

WORKFORCE
100,307
employees

130+
nationalities
represented
in the workforce

RECRUITMENT
10,771
people hired under
permanent contracts
in 2014, of which:

27% in Asia
26.8% in Latin America
26% in Europe
90.5% of hires outside France

TRAINING
4.2
days of training per
employee per year
on average (excluding e-learning)

WOMEN IN
THE WORKFORCE
31.1%
of employees

Women make up:
24.5% of managers
17.6% of senior executives
27.6% of new hires under
permanent contracts in 2014

total.com



Energy drives progress where it is readily available. Two of the biggest challenges in building a responsible energy future are ensuring access for all and using energy wisely.

This is the environment in which we conduct our business. With operations in more than 130 countries, we are a leading international oil and gas company. We produce, refine and market oil and manufacture petrochemicals. We are also a world-class natural gas operator and rank second in solar energy with SunPower. Demonstrating their commitment to better energy, our 100,000 employees help supply our customers worldwide with safer, cleaner, more efficient and more innovative products that are accessible to as many people as possible. We work alongside our stakeholders to ensure that our operations consistently deliver economic, social and environmental benefits.



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