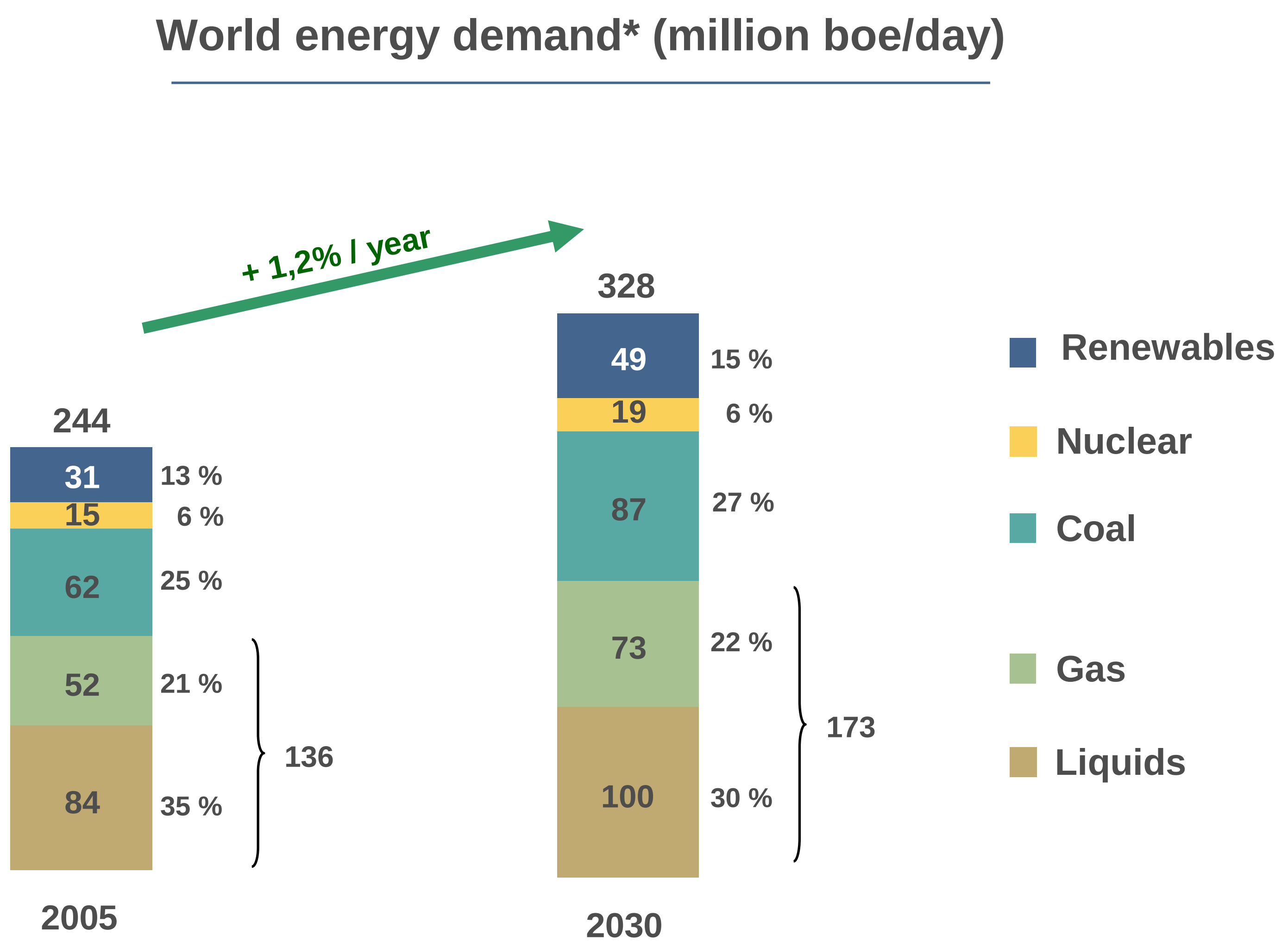
Strategic Alliances for Energy Security,

an IOC's vision

UNECE Special session
Geneva, Nov. 19th

Jean du RUSQUEC
TOTAL
Advisor to the CEO

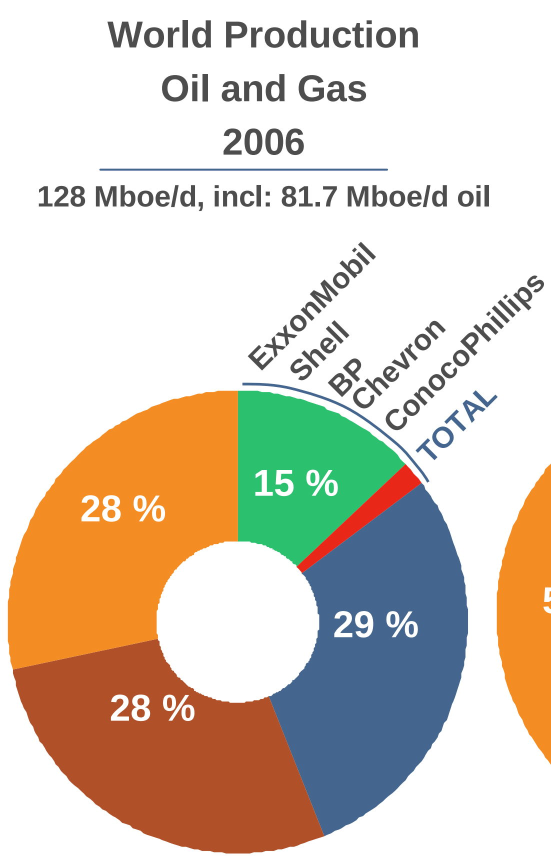
Energy supply: Oil & Gas still the majority in 2030

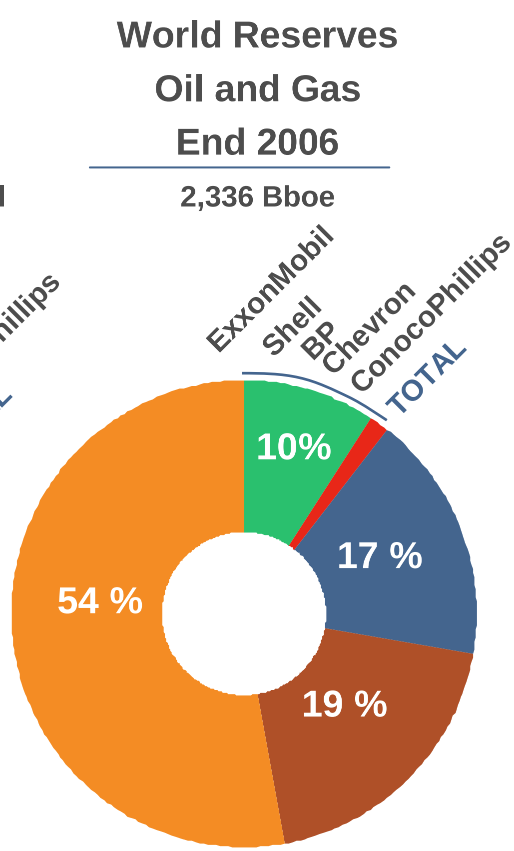


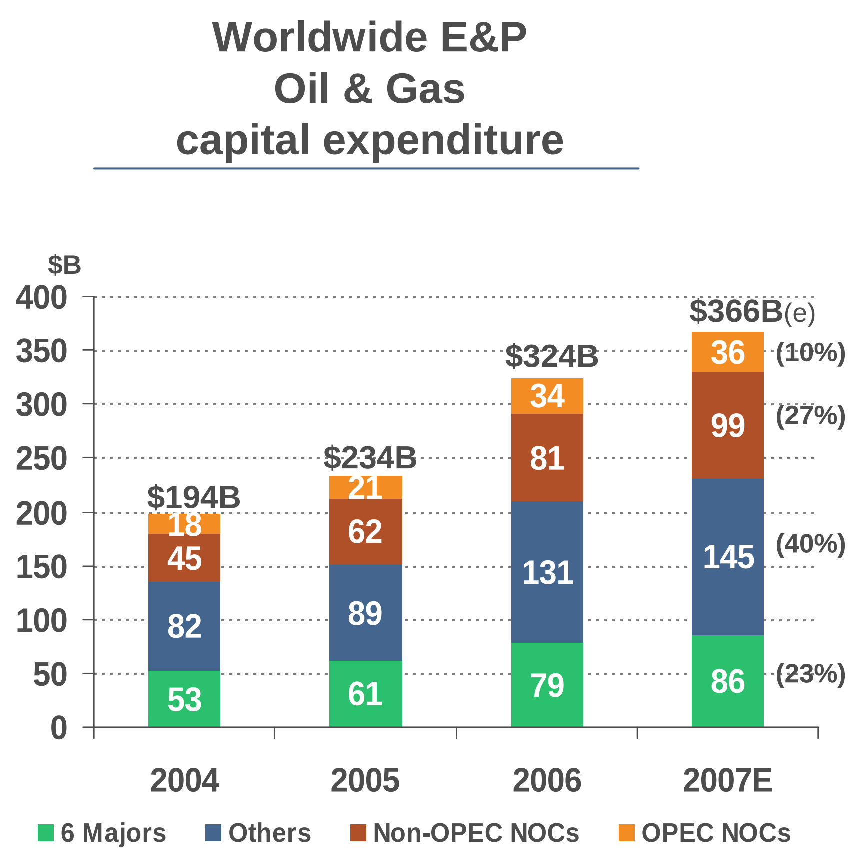
* Primary energy

Sources: IEA World Energy Outlook and Total

Majors' share of world production far less than their capex contribution







Majors: 15% of production and 23% of Capex

OPEC NOCs: Saudi Aramco, PDVSA, NNPC, QatarPetroleum, Sonatrach, NIOC, ADNOC, NOC, KPC, Pertamina, Sonangol
Non-OPEC NOCs: PEMEX, Petrochina, Petrobras, Statoil, Sinopec, Petronas, ONGC, Gazprom, CNOOC, CNPC, Ecopetrol, etc.
Sources: BP Statistical Review.,Wood Mackenzie, Total estimates, IFP, Lehman Brothers & Citigroup surveys

Next wave of TOTAL's growth projects on track

Akpo (24%)

- Plateau : 225 kboe/d
- Total-operated
- 0.7 Bboe*
- Start-up early 2009(e)

Yemen LNG (39.6%)

- Plateau : 190 kboe/d
- Total-operated
- 1.7 Bboe*
- Start-up early 2009(e)

Qatargas II TB (16.7%)

- Plateau : 290 kboe/d
- 2.6 Bboe*
- Start-up : 3Q09(e)

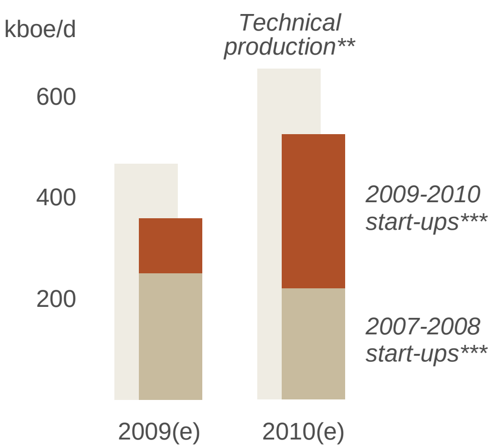
Tahiti (17%)

- Plateau : 135 kb/d
- 0.5 Bb*
- Start-up : 3Q09(e)

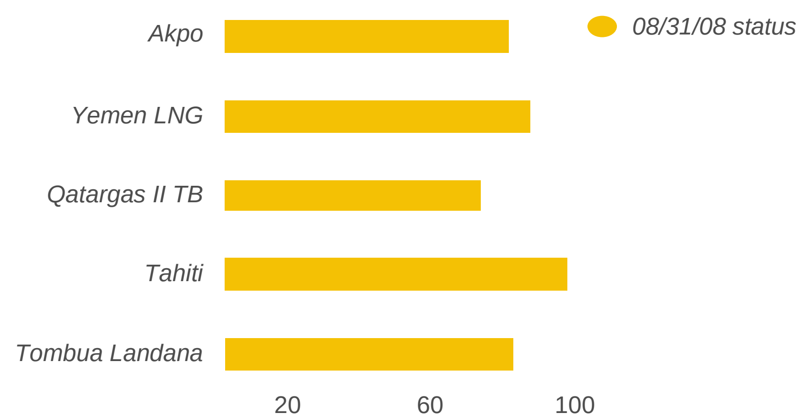
Tombua Landana (20%)

- Plateau : 130 kboe/d
- > 0.2 Bboe*
- Start-up : 3Q09(e)

Incremental production



% Completion



10 main 2007-2009 start-ups represent 85% of new production in 2010(e)

* initial estimated proved and probable reserves (100%)
** technical production defined as equity share of wellhead production
*** entitlement production, Total share ; Dalia start-up December 2006 ; based on 100 $/b Brent

TOTAL

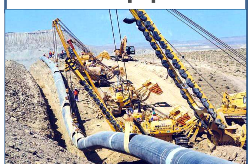
Total : A growing position in Russia and Caspian region

SCP gas pipeline

Azerbaijan-Turkey

- Total 10%
- 42" line, 690 km length
- 20 Bcf/y capacity
- $1.3 Bn investment
- Completed May 2006
- 1st gas September 2006

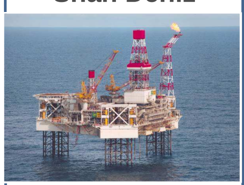
BTC oil pipeline



Azerbaijan-Turkey

- Total 5%
- 1,768 km length
- 1 Mb/d capacity
- 1st oil end-2006
- Partnership of 11 national & international oil companies

Shah Deniz



Azerbaijan

- Total 10%
- Production start-up end-2006
- Phase 1 - East flank, gas & condensate field
- Phase 1 Plateau 190 kb/d
- $4.6 Bn investment

Shtokman

Russia

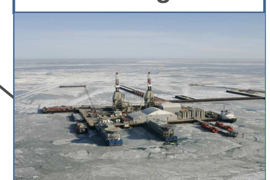
- Total 25%
- FEED Contracts: early 2008
- Final investment decision: 2009
- Start of gas export by pipeline: 2013
- Start of LNG export: 2014
- Phase 1 Plateau: 23.7 Gm³/year

Kharyaga

Russia

- Total 50% - Operator
- 1st onshore PSA signed (1995)
- 23 kb/d production
- High wax oil with H_2S

Kashagan



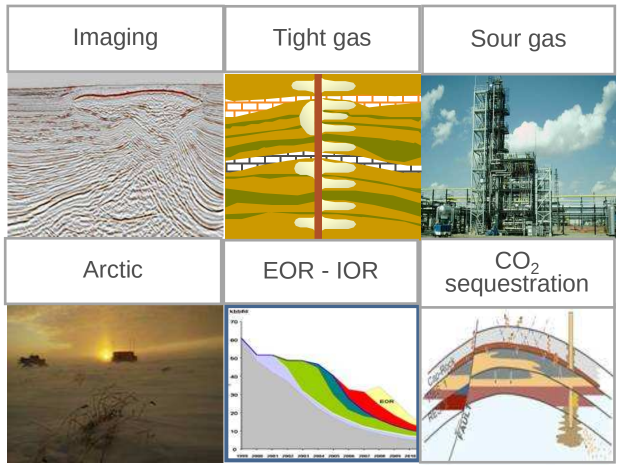
Kazakhstan

- Total 16.8%
- Phase 1 – First Oil in 2012
- 300 mb/d production plateau (phase 1)
- H_2S 15%

Exploration or field developments
Following various opportunities

Operational Excellence

Technology



230 M$ E&P R&D

Dalia, Rosa, Elgin-Franklin
- **technological innovations**
- **continuous implementation**

Integrated project management

Yemen LNG
start up winter 2008-09 (e)

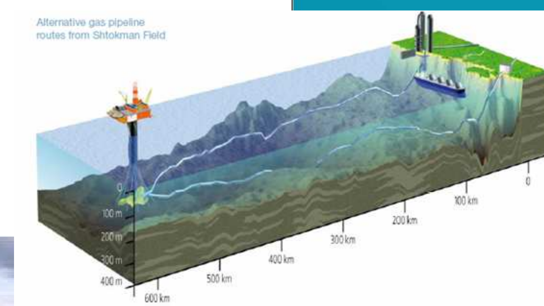
The mandatory foundation for a Major

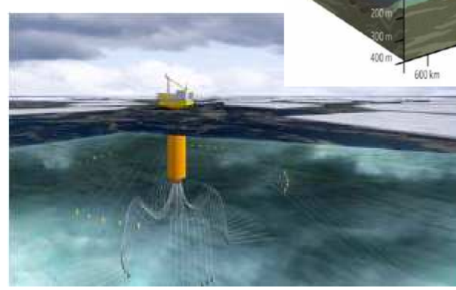
TOTAL

Balanced Relationship

- Tailored licence scheme
- Operating scheme
- Risk sharing
- Reward sharing

GAZPROM
TOTAL
StatoilHydro





Shtokman

Building a renewed trust

TOTAL

Integration : Qatar North Field Value Chain

Gas liquefaction plants

- Qatargas (10%) : 9.9 Mt/y
- Qatargas II (16.7%) : 7.8 Mt/y

Gas pipeline

- Dolphin project (24.5%)
- Capacity > 2 Bcf/d
- Producing since 2007

Petrochemicals

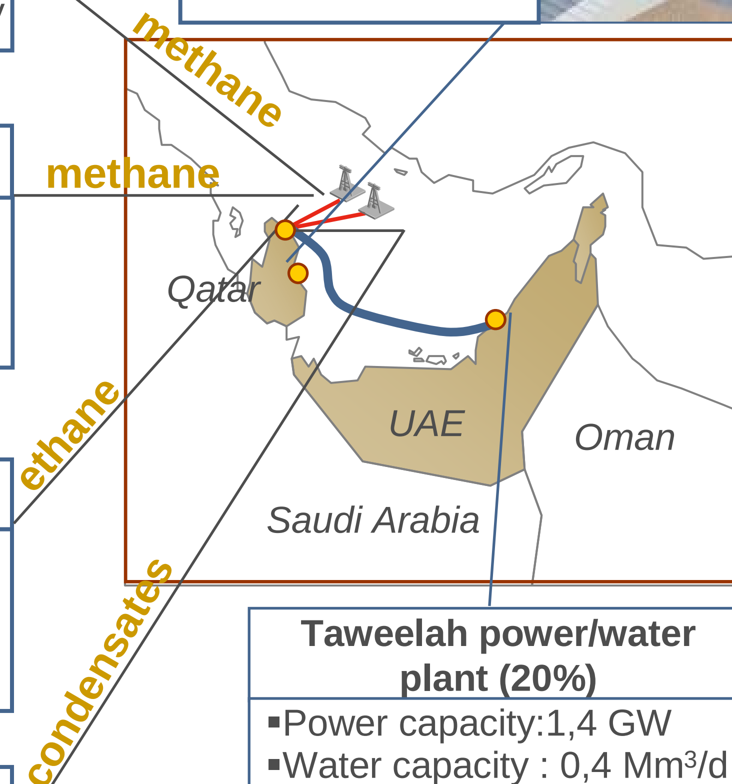
- Qapco (20%) LDPE
- Qatofin project (22%) :
  1.3 Mt/y ethane cracker
  Start-up : 2008(e)

Ras Laffan refinery (10%)

- Capacity : 146 kb/d
- Start-up : 2009 (e)

Research Centre

- 1500 m2



Taweelah power/water plant (20%)

- Power capacity:1,4 GW
- Water capacity : 0,4 Mm³/d