

Paris, February 11, 2010

# Fourth quarter 2009 adjusted net income of 2.1 billion euros Full-year 2009 adjusted net income of 7.8 billion euros Proposed 2009 dividend of 2.28 euros per share

## Main results<sup>1-2</sup>

Fourth quarter adjusted net income <sup>3</sup>	2.1 billion euros 3.1 billion dollars	-28% -19%
	0.93 euros per share 1.37 dollars per share	-28% -19%
• 2009 adjusted net income	7.8 billion euros 10.9 billion dollars	-44% -47%
• 2009 net income (Group share)	8.4 billion euros	-20%

#### Highlights since the beginning of the fourth quarter 2009

- Fourth quarter 2009 Upstream production of 2,377 kboe/d
- Started up Yemen LNG first train in October
- Acquired a 25% interest in Chesapeake's Barnett Shale unconventional gas portfolio in Texas
- Launched the Canadian heavy oil project Surmont Phase II
- New oil discoveries in offshore Angola on blocks 17/06 and 15/06, in Nigeria on OPL 223 and in Vietnam on block 15-1/05
- Acquired a 47% interest in Algeria's Ahnet permit, a 25% interest to explore the Guyane Maritime Permit off French Guiana, and signed a cooperation agreement for the development of the Khvalynskoye gas field in the Caspian Sea
- Signed an agreement to develop Iraq's giant Halfaya field in partnership with CNPC and Petronas
- Merged the refining and marketing assets of Total and ERG in Italy into a joint company that is 49% held by Total
- Started up a pilot project for CO2 capture and storage at Lacq in France

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<sup>&</sup>lt;sup>1</sup> percent changes are relative to the same period 2008.

<sup>&</sup>lt;sup>2</sup> dollar amounts represent euro amounts converted at the average €\$ exchange rate for the period : 1.4779 \$/€ in the fourth quarter 2009, 1.3180 \$/€ in the fourth quarter 2008, 1.4303 \$/€ in the third quarter 2009, 1.3948 \$/€ in 2009 and 1.4708 \$/€ in 2008.

<sup>&</sup>lt;sup>3</sup> adjusted net income = net income using replacement cost (Group share), adjusted for special items and excluding Total's share of amortization of intangibles related to the Sanofi-Aventis merger, and, from 2009, selected items related to Sanofi-Aventis. Net income (Group share) for the fourth quarter 2009 was 2,065 M€. Detail of adjustment items shown on page 18.

The Board of Directors of Total, led by Chairman Thierry Desmarest, met on February 10, 2010 to review the Group's fourth quarter 2009 accounts and to close the parent company and consolidated accounts for 2009. Adjusted net income was 7.8 billion euros (B€), a 44% decrease compared to 2008. Expressed in dollars, adjusted net income was 10.9 billion dollars (B\$), a decrease of 47%.

The Board of Directors decided to propose at its annual meeting on May 21, 2010, a dividend of 2.28 €/share, stable in euros compared to 2008 and, expressed in dollars<sup>4</sup>, an increase of 9%.

Commenting on the results, CEO Christophe de Margerie said :

«The 2009 oil and gas market environment was marked by a sharp decline in the demand for oil, natural gas and refined products. Crude oil prices, nonetheless, rebounded during the year to average 61.7 \$/b thanks to the support from OPEC reductions and the anticipation by the market of an economic recovery. In contrast, natural gas spot prices remained depressed and refining margins fell to historically low levels, under pressure from significant overcapacity. In Chemicals, despite strong demand for polymers in China, the environment was hurt by low margins and a sharp drop in demand in OECD markets.

In this context, Total's 2009 adjusted net income was 10.9 B\$, a decrease of 47% compared to 2008. The Group's results for the year were among the most resilient of the major oils. In the fourth quarter, thanks to a 6% increase in Upstream production, higher oil prices and Downstream results that remained slightly positive despite very weak refining margins, adjusted net income rose to 3.1 B\$, an increase of 15% compared to the third quarter.

With its strong balance sheet and financial flexibility, Total has been able to continue its investment program and dividend policy in 2009, while keeping its net-debt-to-equity ratio, in line with its objectives, at 27% at the end of December 2009.

In the Upstream, in 2009 five major projects started production in Nigeria, the Gulf of Mexico, Angola, Qatar and Yemen. The Group also approved the investment to launch the Surmont Phase II project in Canada, and, to further strengthen its portfolio, entered into a number of joint ventures, notably with Chesapeake and Cobalt in the United States, Novatek in Russia, and Sonatrach in Algeria. These additions were made within the framework of the company's strict financial criteria. In addition, cost reduction plans launched in late 2008 led to an 8% reduction in operating costs and allowed the company to maintain its technical costs at 15.4 \$/boe, the same level as in 2008.

The Downstream and Chemicals segments continued to implement plans to adapt to the particularly difficult conditions they faced in 2009 that included reducing capacity to restore profitability to these activities in an environment undergoing profound transformation. The measures taken in the modernization of the refining and petrochemicals site at Normandy demonstrate the Group's will to be socially responsible as it adapts its industrial operations to structural changes in the market.

In addition, outlays for research and development rose to 650 million euros in 2009, an increase of 6% compared to 2008. In particular, this allowed the Group to start up this year the pilot project for CO2 capture and storage at Lacq, which illustrates its commitment to the fight against global climate change.

In reaffirming the priority of safety and the environment and by building on its investment discipline, its high-quality portfolio and its recognized expertise, Total is confident in its ability to pursue its strategy of profitable and responsible growth to create value for all of its stakeholders».

**\* \* \*** 

<sup>&</sup>lt;sup>4</sup> based on 1€=\$1.40 on the payment date for the remainder of the 2009 dividend

## • Key figures<sup>5</sup>

4Q09	3Q09	4Q08	4Q09 vs 4Q08	in millions of euros except earnings per share and number of shares	2009	2008	2009 vs 2008
36,228	33,628	38,714	-6%	Sales	131,327	179,976	-27%
3,985	3,510	5,126	-22%	Adjusted operating income from business segments	14,154	28,114	-50%
2,071	1,808	2,942	-30%	Adjusted net operating income from business segments	7,607	13,961	-46%
1,948	1,501	1,995	-2%	• Upstream	6,382	10,724	-40%
51	146	770	-93%	<ul><li>Downstream</li></ul>	953	2,569	-63%
72	161	177	-59%	Chemicals	272	668	-59%
2,081	1,869	2,873	-28%	Adjusted net income	7,784	13,920	-44%
0.93	0.84	1.29	-28%	Adjusted fully-diluted earnings per share (euros)	3.48	6.20	-44%
2,241.4	2,236.8	2,235.5	-	Fully-diluted weighted-average shares (millions)	2,237.2	2,246.7	-
2,065	1,923	-794	n/a	Net income (Group share)	8,447	10,590	-20%
3,524	3,256	4,758	-26%	Investments <sup>6</sup>	13,349	13,640	-2%
3,419	3,169	4,565	-25%	Investments including net investments in equity affiliates and non-consolidated companies <sup>6</sup>	13,003	12,444	+4%
944	807	943	-	Divestments	3,081	2,585	+19%
1,889	4,538	4,093	-54%	Cash flow from operations	12,360	18,669	-34%
3,408	3,454	4,830	-29%	Adjusted cash flow from operations	13,471	19,601	-31%
4Q09	3Q09	4Q08	4Q09 vs 4Q08	in millions of dollars <sup>7</sup> except earnings per share and number of shares	2009	2008	2009 vs 2008
53,541	48,098	51,025	+5%	Sales	183,175	264,709	-31%
5,889	5,020	6,756	-13%	Adjusted operating income from business segments	19,742	41,350	-52%
3,061	2,586	3,878	-21%	Adjusted net operating income from business segments	10,610	20,534	-48%
2,879	2,147	2,629	+10%	Upstream	8,902	15,773	-44%
75	209	1,015	-93%	<ul><li>Downstream</li></ul>	1,329	3,778	-65%
106	230	233	-55%	Chemicals	379	982	-61%
3,076	2,673	3,787	-19%	Adjusted net income	10,857	20,474	-47%
1.37	1.20	1.69	-19%	Adjusted fully-diluted earnings per share (dollars)	4.85	9.11	-47%
2,241.4	2,236.8	2,235.5	-	Fully-diluted weighted-average shares (millions)	2,237.3	2,246,7	-
3,052	2,750	-1,046	n/a	Net income (Group share)	11,782	15,576	-24%
5,208	4,657	6,271	-17%	Investments <sup>6</sup>	18,619	20,062	-7%
5,053	4,533	6,017	-16%	Investments including net investments in equity affiliates and non-consolidated companies <sup>6</sup>	18,137	18,303	-1%
	1,154	1,243	+12%	Divestments	4,297	3,802	+13%
1,395	1,134						
1,395 2,792	6,491	5,395	-48%	Cash flow from operations	17,240	27,458	-37%

<sup>&</sup>lt;sup>5</sup> adjusted income (adjusted operating income, adjusted net operating income and adjusted net income) is defined as income using replacement cost, adjusted for special items and excluding Total's equity share of adjustments and, from 2009, selected items related to Sanofi-Aventis; adjusted cash flow from operations is defined as cash flow from operations before changes in working capital at replacement cost; adjustment items are on page 18.

<sup>6</sup> including acquisitions.

<sup>&</sup>lt;sup>7</sup> dollar amounts represent euro amounts converted at the average €\$ exchange rate for the period.

#### Fourth quarter 2009

### > Operating income

In the fourth quarter 2009, Total's indicator for realized liquids prices averaged 70.6 \$/b, an increase of 43% compared to the fourth quarter 2008 and 8% compared to the third quarter 2009. In contrast, Total's indicator for realized natural gas prices averaged 5.07 \$/Mbtu, a decrease of 33% compared to the fourth quarter 2008 and an increase of 4% compared to the third quarter 2009. The European refining margin indicator (ERMI<sup>8</sup>) was 11.7 \$/t on average in the fourth quarter 2009, a decrease of 71% compared to the fourth quarter 2009 and 3% compared to the third quarter 2009.

The euro-dollar exchange rate averaged 1.48 \$/€ in the fourth quarter 2009 compared to 1.32 \$/€ in the fourth quarter 2008 and 1.43 \$/€ in the third quarter 2009.

In this context, the adjusted operating income from the business segments was 3,985 M€, a decrease of 22% compared to the fourth quarter 2008<sup>9</sup>. Expressed in dollars, the decrease was 13%.

The effective tax rate<sup>10</sup> for the business segments was 57% in the fourth quarter 2009 compared to 51% in the fourth quarter 2008, essentially reflecting the larger contribution of Upstream to the Group's results in the fourth quarter 2009 compared to the fourth quarter 2008.

Adjusted net operating income from the business segments was 2,071 M€ compared to 2,942 M€ in the fourth quarter 2008, a decrease of 30%.

Expressed in dollars, adjusted net operating income from the business segments was 3.1 billion dollars (B\$), a decrease of 21% compared to the fourth quarter 2008.

#### > Net income

Adjusted net income was 2,081 M€ compared to 2,873 M€ in the fourth quarter 2008, a decrease of 28%. Expressed in dollars, adjusted net income decreased by 19%. It excludes the after-tax inventory effect, special items, and the Group's equity share of adjustments and selected items related to Sanofi-Aventis.

- The after-tax inventory effect had a positive impact on net income of 296 M€ in the fourth quarter 2009 and a negative effect of 3,128 M€ in the fourth quarter 2008.
- The Group's share of adjustments and selected items related to Sanofi-Aventis had a negative impact on net income of 48 M€ in the fourth quarter 2009 and a negative impact of 166 M€ in the fourth quarter 2008.
- Other special items had a negative impact on net income of 264 M€ in the fourth quarter 2009, comprised essentially of impairments in the Downstream, and a negative impact of 373 M€<sup>11</sup> in the fourth quarter 2008.

Reported net income (Group share) was 2,065 M€ in the fourth quarter 2009. In the fourth quarter 2008, the Group reported a net loss of 794 M€.

The effective tax rate for the Group was 55% in the fourth quarter 2009.

The Group did not buy back shares in the fourth quarter 2009.

Adjusted fully-diluted earnings per share, based on 2,241.4 million fully-diluted weighted-average shares, was 0.93 euros compared to 1.29 euros in the fourth quarter 2008, a decrease of 28%.

Expressed in dollars, adjusted fully-diluted earnings per share fell by 19% to \$1.37.

<sup>&</sup>lt;sup>8</sup> ERMI has replaced TRCV as the European refining margin indicator, as announced by Total on January 15, 2010 in the publication of its 4<sup>th</sup> quarter indicators. In view of market changes over the past years (particularly in terms of refinery complexity, crude feedstocks and product runs) the ERMI should be more representative of the margin on average variable costs for a theoretical European refinery.

<sup>&</sup>lt;sup>9</sup> special items affecting operating income from the business segments had a negative impact of 411 M€ in the 4<sup>th</sup> quarter 2009 and a negative impact of 375 M€ in the 4<sup>th</sup> quarter 2008.

defined as: (tax on adjusted net operating income) / (adjusted net operating income – income from equity affiliates, dividends received from investments and impairments of acquisition goodwill + tax on adjusted net operating income).
detail shown on page 18.

#### > Investments - divestments 12

Investments excluding acquisitions and including net investments in equity affiliates and non-consolidated companies were 3.3 B $\in$  (4.9 B\$) in the fourth quarter 2009 compared to 4.1 B $\in$  (5.3 B\$) in the fourth quarter 2008.

Acquisitions were 112 M€ in the fourth quarter 2009.

Asset sales in the fourth quarter 2009 were 821 M€, consisting essentially of Sanofi-Aventis shares.

Net investments  $^{13}$  were 2.6 B€ (3.8 B\$) in the fourth quarter 2009 compared to 3.8 B€ (5.0 B\$) in the fourth quarter 2008.

#### > Cash flow

Cash flow from operating activities was 1,889 M€ in the fourth quarter 2009 compared to 4,093 M€ in the fourth quarter 2008. The 54% decrease was mainly due to changes in working capital requirements.

Adjusted cash flow 14 was 3,408 M€, a decrease of 29% compared to the fourth quarter 2008. Expressed in dollars, adjusted cash flow was 5.0 B\$, a decrease of 21%.

Net cash flow<sup>15</sup> for the Group was a negative 691 M€ compared to a positive 278 M€ in the fourth quarter 2008, mainly due to an increase in working capital. Expressed in dollars, net cash flow for the Group was a negative 1.0 B\$ in the fourth quarter 2009.

<sup>&</sup>lt;sup>12</sup> detail shown on page 19.

<sup>&</sup>lt;sup>13</sup> net investments = investments including acquisitions and net investments in equity affiliates and non-consolidated companies – asset sales + net financing for employees related to stock purchase plans.

<sup>&</sup>lt;sup>14</sup> cash flow from operations at replacement cost before changes in working capital.

<sup>&</sup>lt;sup>15</sup> net cash flow = cash flow from operations + divestments – gross investments.

#### • Results for the full year 2009

## > Operating income

Using Total's market indicators and comparing 2009 to 2008, the environment was marked by a 36% decrease in the average realized liquids price and a 30% decrease in the average realized natural gas price. The ERMI refining margin indicator for Europe fell by 65% to 17.8 \$/t. The Chemicals environment was marked by a drop in demand for polymers and specialty chemicals.

The euro-dollar exchange rate was 1.39 \$/€ in 2009 compared to 1.47 \$/€ in 2008.

In this context, the adjusted operating income from the business segments was  $14,154 \,\mathrm{M} \in$ , a decrease of 50% compared to the  $2008^{16}$ . Expressed in dollars, adjusted operating income from the business segments was 19.7 B\$, a decrease of 52% compared to 2008.

The effective tax rate<sup>17</sup> for the business segments was 55% compared to 56% in 2008.

Adjusted net operating income from the business segments was 7,607 M€ compared to 13,961 M€ in 2008, a decrease of 46%. The smaller decrease, relative to the one in adjusted operating income, is essentially due to the more limited decrease in the contribution from equity affiliates.

Expressed in dollars, adjusted net operating income from the business segments fell by 48%.

#### > Net income

Adjusted net income decreased by 44% to 7,784 M€ in 2009 from 13,920 M€ in 2008. It excludes the after-tax inventory effect, special items, and the Group's equity share of adjustments and selected items related to Sanofi-Aventis.

- The after-tax inventory effect had a positive impact on net income of 1,533 M€ in 2009 compared to a negative impact of 2,452 M€ in 2008.
- The Group's share of adjustments and selected items related to Sanofi-Aventis had a negative impact on net income of 300 M€ in 2009 and a negative impact on net income of 393 M€ in 2008.
- Other special items had a negative impact on net income of 570 M€ in 2009 compared to a negative impact of 485 M€ in 2008<sup>18</sup>.

Reported net income (Group share) was 8,447 M€ compared to 10,590 M€ in 2008.

The effective tax rate for the Group was 55% in 2009 compared to 56% in 2008.

The Group did not buy back shares in 2009. On December 31, 2009, there were 2,243.7 million fully-diluted shares compared to 2,235.3 million fully-diluted shares on December 31, 2008.

Adjusted fully-diluted earnings per share, based on 2,237.3 million weighted-average shares was 3.48 euros compared to 6.20 euros in 2008, a decrease of 44%.

Expressed in dollars, the adjusted fully-diluted earnings per share was 4.85 compared to 9.11 in 2008, a decrease of 47%.

<sup>&</sup>lt;sup>16</sup> special items affecting operating income from the business segments had a negative impact of 711 M€ in 2009 and a negative impact of 375 M€ in 2008.

defined as: (tax on adjusted net operating income) / (adjusted net operating income – income from equity affiliates, dividends received from investments and impairments of acquisition goodwill + tax on adjusted net operating income).
 detail shown on page 18.

#### > Investments - divestments 19

Investments excluding acquisitions and including net investments in equity affiliates and non-consolidated companies were 12.3 B€ (17.1 B\$) in 2009 compared to 11.4 B€ (16.8 B\$) in 2008.

Acquisitions were 743 M€ in 2009.

Asset sales in 2009 were 2,663 M€, consisting essentially of Sanofi-Aventis shares.

Net investments<sup>20</sup> were 10.3 B $\in$  in 2009 compared to 11.1 B $\in$  in 2008. Expressed in dollars, net investments in 2009 were 14.3 B\$, a decrease of 12% compared to the 16.3 B\$ of net investments in 2008.

#### > Cash flow

Cash flow from operating activities was 12,360 M€, a decrease of 34% compared to 2008.

Adjusted cash flow<sup>21</sup> was 13,471 M€, a decrease of 31%, reflecting mainly the decrease in adjusted net income. Expressed in dollars, adjusted cash flow was 18.8 B\$, a decrease of 35%.

Net cash flow<sup>22</sup> for the Group was 2,092 M€ compared to 7,614 M€ in 2008, essentially due to an increase in working capital requirements. Expressed in dollars, net cash flow for the Group was 2.9 B\$ in 2009.

The net-debt-to-equity ratio was 26.6% on December 31, 2009 compared to 22.5% on December 31,  $2008^{23}$ .

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<sup>&</sup>lt;sup>19</sup> detail shown on page 19.

<sup>&</sup>lt;sup>20</sup> net investments = investments including acquisitions and net investments in equity affiliates and non-consolidated companies – asset sales + net financing for employees related to stock purchase plans.

<sup>&</sup>lt;sup>21</sup> cash flow from operations at replacement cost before changes in working capital.

<sup>22</sup> net cash flow = cash flow from operations + divestments – gross investments.

<sup>&</sup>lt;sup>23</sup> detail shown on page 20.

#### Analysis of business segment results

#### **Upstream**

#### > Environment - liquids and gas price realizations\*

4Q09	3Q09	4Q08	4Q09 vs 4Q08		2009	2008	2009 vs 2008
74.5	68.1	55.5	+34%	Brent (\$/b)	61.7	97.3	-37%
70.6	65.1	49.4	+43%	Average liquids price (\$/b)	58.1	91.1	-36%
5.07	4.89	7.57	-33%	Average gas price (\$/Mbtu)	5.17	7.38	-30%
54.4	50.7	47.1	+15%	Average hydrocarbons price (\$/boe)	47.1	72.1	-35%

<sup>\*</sup> consolidated subsidiaries, excluding fixed margin and buy-back contracts.

In the fourth quarter 2009, Total's average realized liquids price increased by 43% compared to the fourth quarter 2008. For the full year, Total's average realized liquids price decreased by 36%.

The average realized price for Total's natural gas decreased by 33% in the fourth quarter 2009 compared to the fourth quarter 2008. Total's average natural gas price decreased by 30% compared to 2008.

#### > Production

4Q09	3Q09	4Q08	4Q09 vs 4Q08	Hydrocarbon production	2009	2008	2009 vs 2008
2,377	2,243	2,354	+1%	Combined production (kboe/d)	2,281	2,341	-3%
1,404	1,379	1,434	-2%	• Liquids (kb/d)	1,381	1,456	-5%
5,320	4,726	5,127	+4%	• Gas (Mcf/d)	4,923	4,837	+2%

Hydrocarbon production was 2,377 thousand barrels of oil equivalent per day (kboe/d) in the fourth quarter 2009, an increase of 1% compared to the fourth quarter 2008 and 6% compared to the third quarter 2009.

Compared to the fourth quarter 2008, production increased mainly as a result of:

- +6.5% for ramp-ups and start-ups of new fields net of the normal decline,
- -2% for the price effect <sup>24</sup>
- -1.5% for OPEC reductions.
- -0.5% for disruptions in Nigeria related to security issues,
- -1.5% for changes in the portfolio, mainly in Venezuela. The impact of terminating the Hamra concession in Algeria was offset in the quarter by the start of the contract on the Tabiyeh field in Syria.

Excluding the impact of OPEC reductions, production growth was 2.5% compared to the fourth quarter 2008.

For the full year 2009, hydrocarbon production was 2,281 kboe/d, a decrease of 2.6% compared to 2008, mainly as a result of:

- +2% for ramp-ups and start-ups of new fields net of the normal decline,
- +1.5% for the price effect<sup>24</sup>,
- -3% for OPEC reductions and lower gas demand,
- -1% for disruptions in Nigeria related to security issues,
- -2% for changes in the portfolio, essentially in Venezuela and Libya.

Excluding the impact of OPEC reductions, production was stable compared to 2008.

<sup>&</sup>lt;sup>24</sup> impact of changing hydrocarbon prices on entitlement volumes.

#### > Reserves

Year-end reserves	2009	2008	%
Hydrocarbon reserves (Mboe)	10,483	10,458	-
• Liquids (Mb)	5,689	5,695	-
• Gas (Bcf)	26,318	26,218	-

Proved reserves based on SEC rules (59.91 \$/b Brent) were 10,483 Mboe at December 31, 2009. At the 2009 average rate of production, the reserve life is more than 12 years.

The 2009 reserve replacement rate<sup>25</sup>, based on SEC rules, was 103%. Excluding acquisitions and divestments, the reserve replacement rate was 93%.

As of year-end 2009, Total has a solid and diversified portfolio of proved and probable reserves<sup>26</sup> representing 20 Bboe, or more than a 20-year reserve life based on the 2009 average production rate, and resources<sup>27</sup> representing more than a 40-year reserve life.

#### > Results

4Q09	3Q09	4Q08	4Q09 vs 4Q08	in millions of euros	2009	2008	2009 vs 2008
3,908	3,236	3,727	+5%	Adjusted operating income*	12,879	23,639	-46%
1,948	1,501	1,995	-2%	Adjusted net operating income*	6,382	10,724	-40%
293	190	269	+9%	• includes income from equity affiliates	886	1,236	-28%
2,429	2.512			la cartaranta	0.055	40.047	
	2,312	3,283	-26%	Investments	9,855	10,017	-2%
77	87	270	-26% -71%	Divestments	398	1,130	-2% -65%
77 2,825	, -	-,			-,	- , -	

<sup>\*</sup> detail of adjustment items shown in business segment information.

Adjusted net operating income for the Upstream segment was 1,948 M€ in the fourth quarter 2009 compared to 1,995 M€ in the fourth quarter 2008, a decrease of 2%.

Expressed in dollars, adjusted net operating income for the Upstream segment increased by 10%, reflecting essentially the impact of higher hydrocarbon prices compared to the fourth quarter 2008.

The effective tax rate for the Upstream segment was 58% compared to 57% in the fourth quarter 2008 and 59% in the third quarter 2009.

<sup>25</sup> change in reserves excluding production i.e. (revisions + discoveries, extensions + acquisitions - divestments) / production for the period. In an environment with a constant 36.55 \$/b oil price, excluding acquisitions and divestments, the reserve replacement rate would be 97%.

<sup>26</sup> limited to proved and probable reserves covered by E&P contracts on fields that have been drilled and for which technical studies have demonstrated economic development in a 60 \$/b Brent environment, including projects developed by mining.

<sup>27</sup> proved and probable reserves plus contingent resources (potential average recoverable reserves from known accumulations - Society of Petroleum Engineers - 03/07).

Over the full year 2009, adjusted net operating income for the Upstream segment was 6,382 M€ compared to 10,724 M€ in 2008, a decrease of 40%. Expressed in dollars, adjusted net operating income for the Upstream segment was 8.9 B\$, a 44% decrease compared to 2008, essentially due to lower hydrocarbon prices.

Technical costs for consolidated subsidiaries, in accordance with ASC 932<sup>28</sup> (previously FAS69) were 15.4 \$/boe in 2009, stable compared to 2008, with a decrease of 8% in operating expenses per barrel offsetting an increase in depreciation, depletion and amortization (DD&A) charges related notably to the start-up of new projects.

The return on average capital employed (ROACE<sup>29</sup>) for the Upstream segment was 18% in 2009 compared to 36% in 2008.

 $<sup>^{\</sup>rm 28}$  FASB Accounting Standards Codification Topic 932, Extractive industries – Oil and Gas

<sup>&</sup>lt;sup>29</sup> calculated based on adjusted net operating income and average capital employed, using replacement cost, as shown on page 21.

#### **Downstream**

#### > Refinery throughput and utilization rates\*

4Q09	3Q09	4Q08	4Q09 vs 4Q08		2009	2008	2009 vs 2008
2,055	2,142	2,371	-13%	Total refinery throughput (kb/d)	2,151	2,362	-9%
701	828	944	-26%	• France	836	956	-13%
1,104	1,045	1,146	-4%	Rest of Europe	1,065	1,134	-6%
250	269	281	-11%	Rest of world	250	272	-8%
				Utilization rates			
75%	78%	90%		Based on crude only	78%	88%	
79%	82%	91%		Based on crude and other feedstock	83%	91%	

<sup>\*</sup> includes share of CEPSA.

In the fourth quarter 2009, refinery throughput decreased by 13% compared to the fourth quarter 2008 and by 4% compared to the third quarter 2009.

In the fourth quarter 2009, most of the Group's refineries continued to use voluntary throughput reductions to adjust to poor economic conditions. These reductions decreased the utilization rate for crude and other feedstocks to 79% from 91% in the fourth quarter 2008. Compared to the third quarter 2009, the decrease in the utilization for crude and other feedstocks rate from 82% to 79% was mainly due to shutting down production at the Flanders (Dunkirk) refinery in mid-September 2009.

For the full year 2009, the utilization rate based on crude was 78% (83% for crude and other feedstocks) compared to 88% in 2008 (91% for crude and other feedstocks) reflecting the voluntary throughput reductions in the Group's refineries. Five refineries had scheduled turnarounds for maintenance in 2009 compared to six in 2008. Turnaround activity in 2010 is expected to be lower than in 2009.

#### > Results

4Q09	3Q09	4Q08	4Q09 vs 4Q08	in millions of euros except ERMI* refining margins	2009	2008	2009 vs 2008
11.7	12.0	40.9	-71%	European refining margin indicator - ERMI* (\$/t)	17.8	51.1	-65%
11	83	1,145	-99%	Adjusted operating income**	1,026	3,602	-72%
51	146	770	-93%	Adjusted net operating income**	953	2,569	-63%
19	75	21	-10%	includes income from equity affiliates	155	77	x2
844	607	972	-13%	Investments	2,771	2,418	+15%
48	23	18	x2.7	Divestments	133	216	-38%
(1,400)	944	603	n/a	Cash flow from operating activities	1,164	3,111	-63%
199	229	1,409	-86%	Adjusted cash flow	1,601	4,018	-60%

<sup>\*</sup> ERMI has replaced TRCV as the European refining margin indicator, as announced by Total on January 15, 2010 in the publication of its 4<sup>th</sup> quarter indicators. In view of market changes over the past years (particularly in terms of refinery complexity, crude feedstocks and product runs) the ERMI should be more representative of the margin on average variable costs for a theoretical European refinery.

<sup>\*\*</sup> detail of adjustment items shown in business segment information.

The ERMI European refining margin indicator averaged 11.7 \$/t in the fourth quarter 2009, a decrease of 71% compared to the fourth quarter 2008. For the full year 2009, the European refining margin indicator was 17.8 \$/t, a decrease of 65% compared to 2008.

Adjusted net operating income for the Downstream segment was 51 M€ in the fourth quarter 2009, a decrease of 93% compared to the fourth quarter 2008, reflecting essentially the sharp decrease in refining margins and less favorable conditions for marketing and supply optimization.

Expressed in dollars, adjusted net operating income for the Downstream segment was 75 M\$, a decrease of 93% compared to the fourth quarter 2008.

Adjusted net operating income for the Downstream segment for the full year 2009 was 953 M€, a decrease of 63% compared to 2008.

Expressed in dollars, adjusted net operating income for the Downstream segment was 1,329 M\$ in 2009, a decrease of 65% compared to 3,778 M\$ in 2008, reflecting essentially the significantly weaker refining environment.

The decreases in cash flow from operating activities and adjusted cash flow shown for the fourth quarter and full year 2009 were due to a large increase in working capital requirements and the decrease in adjusted net operating income.

The ROACE<sup>30</sup> for the Downstream segment for the full year 2009 was 7% compared to 20% for 2008.

<sup>&</sup>lt;sup>30</sup> calculated based on adjusted net operating income and average capital employed, using replacement cost, as shown on page 21.

#### **Chemicals**

4Q09	3Q09	4Q08	4Q09 vs 4Q08	in millions of euros	2009	2008	2009 vs 2008
3,932	3,892	4,012	-2%	Sales	14,726	20,150	-27%
2,389	2,326	2,449	-2%	Base chemicals	8,655	13,176	-34%
1,543	1,566	1,563	-1%	Specialties	6,071	6,974	-13%
66	191	254	-74%	Adjusted operating income*	249	873	-71%
72	161	177	-59%	Adjusted net operating income*	272	668	-59%
-16	53	109	n/a	Base chemicals	16	323	-95%
93	111	55	+69%	Specialties	279	339	-18%
225	112	477	-53%	Investments	631	1,074	-41%
20	13	20	-	Divestments	47	53	-11%
324	300	939	-65%	Cash flow from operating activities	1,082	920	+18%
218	244	323	-33%	Adjusted cash flow	442	1,093	-60%

<sup>\*</sup> detail of adjustment items shown in business segment information.

In the fourth quarter and full year 2009, the environment for the Chemicals segment was affected by weak demand in the OECD countries.

Adjusted net operating income for the Chemicals segment was 72 M $\in$  in the fourth quarter 2009, a decrease of 59% compared to the fourth quarter 2008 that was essentially due to the significantly weaker market conditions for Base chemicals.

For the full year 2009, adjusted net operating income for the Chemicals segment was 272 M€ compared to 668 M€ in 2008, a decrease of 59% that resulted from the significantly weaker environment for Base chemicals and, to a lesser degree, lower sales and results from the Specialties.

The ROACE<sup>31</sup> for the Chemicals segment for the full year 2009 was 4% compared to 9% for 2008.

<sup>&</sup>lt;sup>31</sup> calculated based on adjusted net operating income and average capital employed, using replacement cost, as shown on page 21.

#### TOTAL S.A. parent company accounts and proposed dividend

Net income for Total S.A., the parent company, was 5,634 M€ in 2009 compared to 6,008 M€ in 2008. After closing the accounts, the Board of Directors decided to propose at the May 21, 2010 Annual Shareholders Meeting a dividend of 2.28 euros per share for 2009, stable in euros compared to the previous year.

Based on 2009 adjusted net income, Total's pay-out ratio would be 66%.

Taking into account the interim dividend of 1.14 euros per share paid on November 18, 2009, the remaining 1.14 euros per share would be paid on June 1, 2010<sup>32</sup>.

#### Summary and outlook

The ROACE for the full year 2009 was 13% for the Group and 13% for the business segments compared to 26% and 28%, respectively, for the full year 2008.

Return on equity was 16% in 2009 compared to 32% in 2008.

In the Upstream, 2010 production is expected to increase thanks to the ramp-up on projects started up in 2009. Total will continue to build on its large and diversified portfolio, its recognized expertise in project management and cost control. Following the launch of the Surmont Phase II project announced in January, Total expects to launch several other major projects, including CLOV in Angola, Laggan/Tormore in the United Kingdom, and Ofon II and Egina in Nigeria.

In the Downstream and Chemicals, the Group plans to continue to adapt its activities in mature areas and reinforce its portfolio in growing markets, notably with the construction of the Jubail refinery and the benefit from the start-up of a new ethane cracker in Qatar.

The Group is continuing to pursue its growth policy in 2010 with an investment budget of 18 billion dollars<sup>33</sup>, stable compared to the 2009 budget; 80% of the investments will be dedicated to the Upstream. In addition, Total intends to divest non-strategic assets, in particular through the progressive sale of its shares in Sanofi-Aventis and a project to sell Mapa Spontex, a subsidiary in its Specialty chemicals sector. Based on this, the Group maintains its net-debt-to-equity ratio objective of around 25-to-30%. Total is confident in its ability to maintain its dividend policy.

Since the beginning of the first quarter 2010, the price of Brent has traded between 70 and 80 \$/b and natural gas prices have recovered somewhat. The environment for refining and petrochemicals remains difficult.

**\* \* (** 

To listen to a presentation by CEO Christophe de Margerie to financial analysts today in Paris at 11:30 (Paris time) please log on to <a href="www.total.com">www.total.com</a> or call +44 (0)203 367 9455 in Europe or +1 866 907 5925 in the U.S. For a replay through February 26, 2010 please consult the website or call +44 (0)203 367 9460 in Europe or +1 877 642 3018 in the US (code: 269 259).

To listen to a presentation by CEO Christophe de Margerie to financial analysts today in London at 16:30 (London time) please log on to <a href="www.total.com">www.total.com</a> or call +44 (0)203 367 9457 in Europe or +1 866 907 5925 in the U.S. For a replay through February 26, 2010 please consult the website or call +44 (0)203 367 9460 in Europe or +1 877 642 3018 in the US (code: 269 261).

<sup>32</sup> the ex-dividend date for the remainder of the 2009 dividend would be May 27, 2010.

<sup>&</sup>lt;sup>33</sup> including net investments in equity affiliates and non-consolidated companies, excluding acquisitions, based on 1€=\$1.40 for 2010.

This document does not constitute the annual financial report that will be published separately in conformance with Article L.451-1-2 III of the Code monétaire et financier and will be available on the Group's website <a href="https://www.total.com">www.total.com</a> or by request from company's headquarters.

This document may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, business, strategy and plans of Total. Such statements are based on a number of assumptions that could ultimately prove inaccurate, and are subject to a number of risk factors, including currency fluctuations, the price of petroleum products, the ability to realize cost reductions and operating efficiencies without unduly disrupting business operations, environmental regulatory considerations and general economic and business conditions. Total does not assume any obligation to update publicly any forward-looking statement, whether as a result of new information, future events or otherwise. Further information on factors which could affect the company's financial results is provided in documents filed by the Group and its affiliates with the French Autorité des Marchés Financiers and the US Securities and Exchange Commission.

Business segment information is presented in accordance with the Group internal reporting system used by the Chief operating decision maker to measure performance and allocate resources internally. Due to their particular nature or significance, certain transactions qualified as "special items" are excluded from the business segment figures. In general, special items relate to transactions that are significant, infrequent or unusual. However, in certain instances, certain transactions such as restructuring costs or assets disposals, which are not considered to be representative of normal course of business, may be qualified as special items although they may have occurred within prior years or are likely to recur within following years.

The adjusted results of the Downstream and Chemical segments are also presented according to the replacement cost method. This method is used to assess the segments' performance and ensure the comparability of the segments' results with those of its competitors, mainly North American.

In the replacement cost method, which approximates the LIFO (Last-In, First-Out) method, the variation of inventory values in the income statement is determined by the average price of the period rather than the historical value. The inventory valuation effect is the difference between the results according to FIFO (First-In, First-Out) and replacement cost.

In this framework, performance measures such as adjusted operating income, adjusted net operating income and adjusted net income are defined as incomes using replacement cost, adjusted for special items and excluding Total's equity share of the adjustments and, from 2009, selected items related to Sanofi-Aventis. They are meant to facilitate the analysis of the financial performance and the comparison of income between periods.

Dollar amounts presented herein represent euro amounts converted at the average euro-dollar exchange rate for the applicable period and are not the result of financial statements prepared in dollars.

Cautionary Note to U.S. Investors — The United States Securities and Exchange Commission permits oil and gas companies, in their filings with the SEC, to separately disclose proved, probable and possible reserves that a company has determined in accordance with the SEC rules. We may use certain terms in this press release, such as resources, that the SEC's guidelines strictly prohibit us from including in filings with the SEC. U.S. Investors are urged to consider closely the disclosure in our Form 20-F, File No. 1-10888 available from us at 2, place Jean Millier — La Défense 6 — 92078 Paris La Défense Cedex, France or at our website: <a href="https://www.total.com">www.total.com</a>. You can also obtain this form from the SEC by calling 1-800-SEC-0330 or on the SEC's website: <a href="https://www.sec.gov">www.sec.gov</a>.

# Operating information by segment Fourth quarter and full year 2009

## • Upstream

4Q09	3Q09	4Q08	4Q09 vs 4Q08	Combined liquids and gas production by region (kboe/d)	2009	2008	2009 vs 2008
627	569	684	-8%	Europe	613	616	-
780	762	746	+5%	Africa	749	783	-4%
41	31	13	x3.2	North America	24	14	+71%
242	259	241	-	Far East	251	246	+2%
493	419	426	+16%	Middle East	438	432	+1%
167	183	217	-23%	South America	182	224	-19%
27	20	27	-	Rest of world	24	26	-8%
2,377	2,243	2,354	+1%	Total production	2,281	2,341	-3%
393	351	400	-2%	Includes equity and non-consolidated affiliates	359	403	-11%

4Q09	3Q09	4Q08	4Q09 vs 4Q08	Liquids production by region (kb/d)	2009	2008	2009 vs 2008
306	279	321	-5%	Europe	295	302	-2%
648	647	618	+5%	Africa	632	654	-3%
30	27	12	x2.5	North America	20	11	+82%
31	33	31	-	Far East	33	29	+14%
304	300	320	-5%	Middle East	307	329	-7%
68	79	118	-42%	South America	80	119	-33%
17	14	14	+21%	Rest of world	14	12	+17%
1,404	1,379	1,434	-2%	Total production	1,381	1,456	-5%
276	286	341	-19%	Includes equity and non-consolidated affiliates	286	347	-18%

4Q09	3Q09	4Q08	4Q09 vs 4Q08	Gas production by region (Mcf/d)	2009	2008	2009 vs 2008
1,736	1,580	1,957	-11%	Europe	1,734	1,704	+2%
681	583	658	+3%	Africa	599	659	-9%
53	19	8	x6.6	North America	22	15	+47%
1,196	1,276	1,280	-7%	Far East	1,228	1,236	-1%
1,050	657	604	+74%	Middle East	724	569	+27%
546	575	550	-1%	South America	564	579	-3%
58	36	70	-17%	Rest of world	52	75	-31%
5,320	4,726	5,127	+4%	Total production	4,923	4,837	+2%
635	355	316	x2	Includes equity and non-consolidated affiliates	395	298	+33%

4Q09	3Q09	4Q08	4Q09 vs 4Q08	Liquefied natural gas	2009	2008	2009 vs 2008
2.35	2.18	2.38	-1%	LNG sales* (Mt)	8.83	9.15	-3%

 $<sup>^{\</sup>star}$  sales, Group share, excluding trading; 1 Mt/y = approx. 133 Mcf/d; data from 2009 previous period have been restated to reflect volumes estimation for Bontang LNG in Indonesia based on the 2009 SEC coefficient.

## Downstream

4Q09	3Q09	4Q08	4Q09 vs 4Q08	Refined products sales by region (kb/d)*	2009	2008	2009 vs 2008
2,046	2,014	2,186	-6%	Europe	2,053	2,123	-3%
295	278	281	+5%	Africa	281	279	+1%
145	164	168	-14%	Americas	165	170	-3%
158	134	156	+1%	Rest of world	142	148	-4%
2,644	2,590	2,791	-5%	Total consolidated sales	2,641	2,720	-3%
921	887	860	+7%	Trading	975	938	+4%
3,565	3,477	3,651	-2%	Total refined product sales	3,616	3,658	-1%

<sup>\*</sup> includes share of CEPSA

## **Adjustment items**

## Adjustments to operating income from business segments

4Q09	3Q09	4Q08	in millions of euros	2009	2008
(411)	(9)	(375)	Special items affecting operating income from the business segments	(711)	(375)
- (283) (128)	- (3) (6)	- (177) (198)	<ul><li>Restructuring charges</li><li>Impairments</li><li>Other</li></ul>	- (391) (320)	- (177) (198)
449	214	(4,372)	Pre-tax inventory effect : FIFO vs. replacement cost	2,205	(3,503)
38	205	(4,747)	Total adjustments affecting operating income from the business segments	1,494	(3,878)

## Adjustments to net income (Group share)

4Q09	3Q09	4Q08	in millions of euros	2009	2008
(264)	2	(373)	Special items affecting net income (Group share)	(570)	(485)
92	46	17	Gain on asset sales	179	214
(17)	(7)	(21)	Restructuring charges	(129)	(69)
(260)	(2)	(171)	<ul> <li>Impairments</li> </ul>	(333)	(205)
(79)	(35)	(198)	• Other	(287)	(425)
(48)	(70)	(166)	Equity shares of adjustments and, from 2009, selected items related to Sanofi-Aventis*	(300)	(393)
296	122	(3,128)	After-tax inventory effect : FIFO vs. replacement cost	1,533	(2,452)
(16)	54	(3,667)	Total adjustments to net income	663	(3,330)

 $<sup>^{\</sup>star}$  based on Total's share in Sanofi-Aventis of 7.4% at 12/31/2009, 8.6% at 9/30/2009 and 11.4% at 12/31/2008, – selected items as from the year 2009.

## **Effective tax rates**

4Q09	3Q09	4Q08	Effective tax rate*	2009	2008
57.6%	59.3%	57.4%	Upstream	58.3%	61.0%
55.4%	56.5%	50.6%	Group	55.0%	56.3%

<sup>\*</sup> tax on adjusted net operating income / (adjusted net operating income - income from equity affiliates, dividends received from investments, and impairments of acquisition goodwill + tax on adjusted net operating income).

## **Investments - Divestments**

4Q09	3Q09	4Q08	4Q09 vs 4Q08	in millions of euros	2009	2008	2009 vs 2008
3,307	3,111	4,059	-19%	Investments excluding acquisitions*	12,260	11,422	+7%
256	227	183	+40%	Capitalized exploration	865	772	+12%
159	187	74	x2.1	<ul> <li>Net investments in equity affiliates and non- consolidated companies</li> </ul>	594	(392)	n/a
112	58	506	-78%	Acquisitions	743	1,022	-27%
3,419	3,169	4,565	-25%	Investments including acquisitions*	13,003	12,444	+4%
821	702	732	+12%	Asset sales	2,663	1,451	+84%
2,580	2,449	3,815	-32%	Net investments **	10,268	11,055	-7%

4Q09	3Q09	4Q08	4Q09 vs 4Q08	expressed in millions of dollars***	2009	2008	2009 vs 2008
4,887	4,450	5,350	-9%	Investments excluding acquisitions*	17,100	16,799	+2%
378	325	241	+57%	Capitalized exploration	1,207	1,135	+6%
235	267	98	x2.4	<ul> <li>Net investments in equity affiliates and non- consolidated companies</li> </ul>	829	(577)	n/a
166	83	667	-75%	Acquisitions	1,036	1,503	-31%
5,053	4,533	6,017	-16%	Investments including acquisitions*	18,137	18,303	-1%
1,213	1,004	965	+26%	Asset sales	3,714	2,134	+74%
3,813	3,503	5,028	-24%	Net investments **	14,322	16,260	-12%

 $<sup>^{\</sup>star}$  includes net investments in equity affiliates and non-consolidated companies.

<sup>\*\*</sup> net investments = investments including acquisitions and net investments in equity affiliates and nonconsolidated companies – asset sales + net financing for employees related to stock purchase plans.

<sup>\*\*\*</sup> dollar amounts represent euro amounts converted at the average €-\$ exchange rate for the period.

## Net-debt-to-equity ratio

in millions of euros	12/31/2009	9/30/2009	12/31/2008
Current borrowings	6,994	6,012	7,722
Net current financial assets	(188)	(160)	(29)
Non-current financial debt	19,437	19,146	16,191
Hedging instruments of non-current debt	(1,025)	(983)	(892)
Cash and cash equivalents	(11,662)	(13,775)	(12,321)
Net debt	13,556	10,240	10,671
Shareholders' equity	52,552	49,620	48,992
Estimated dividend payable*	(2,546)	(1,273)	(2,540)
Minority interests	987	959	958
Equity	50,993	49,306	47,410
Net-debt-to-equity ratio	26.6%	20.8%	22.5%

<sup>\*</sup> based on a 2009 dividend equal to the 2008 dividend (2.28 €/share) less the interim dividend 1.14 €/share (2,545 M€) paid in November 2009.

## 2010 Sensitivities\*

	Scenario	Change	Impact on adjusted operating income(e)	Impact on adjusted net operating income(e)
Dollar	1.40 \$/€	+0.1 \$ per €	-1.1 B€	-0.6 B€
Brent	60 \$/b	+1 \$/b	+0.25 B€/ 0.35 B\$	+0.11 B€/ 0.15 B\$
European refining margins ERMI	15 \$/t	+1 \$/t	+0.07 B€/ 0.10 B\$	+0.05 B€/ 0.07 B\$

<sup>\*</sup> sensitivities revised once per year upon publication of the previous year's fourth quarter results. The impact of the  $\in$ -\$ sensitivity on adjusted operating income and adjusted net operating income attributable to the Upstream segment are approximately 80% and 75% respectively, and the remaining impact of the  $\in$ -\$ sensitivity is essentially in the Downstream segment.

## Return on average capital employed

## Full year 2009

in millions of euros	Upstream	Downstream	Chemicals**	Segments	Group***
Adjusted net operating income	6,382	953	272	7,607	8,226
Capital employed at 12/31/2008*	32,681	13,623	7,417	53,721	59,764
Capital employed at 12/31/2009*	37,397	15,299	6,898	59,594	64,451
ROACE	18.2%	6.6%	3.8%	13.4%	13.2%

## Twelve months ended September 30, 2009

in millions of euros	Upstream	Downstream	Chemicals**	Segments	Group***
Adjusted net operating income	6,429	1,672	377	8,478	9,096
Capital employed at 9/30/2008* Capital employed at	30,184	12,649	8,107	50,940	58,165
9/30/2009*	35,514	13,513	6,845	55,872	61,030
ROACE	19.6%	12.8%	5.0%	15.9%	15.3%

## Full year 2008

10,724	2,569	668	40.004	
		000	13,961	14,664
27,062	12,190	7,033	46,285	54,158
32,681	13,623	7,417	53,721	59,764
35.9%	19.9%	9.2%	27.9%	25.7%
	32,681	32,681 13,623	32,681 13,623 7,417	32,681 13,623 7,417 53,721

<sup>\*</sup> at replacement cost (excluding after-tax inventory effect).

<sup>\*</sup> at replacement cost (excluding after-tax inventory effect).

\*\* capital employed for Chemicals reduced for the Toulouse-AZF provision of 256 M€ pre-tax at 12/31/2008

<sup>\*</sup> at replacement cost (excluding after-tax inventory effect).

\*\* capital employed for Chemicals reduced for the Toulouse-AZF provision of 121 M€ pre-tax at 9/30/2008

\*\*\* capital employed for the Group adjusted for the amount of the interim dividend payable approved in July 2009 (2,544 M€).

<sup>\*\*</sup> capital employed for Chemicals reduced for the Toulouse-AZF provision of 134 M€ pre-tax at 12/31/2007 and 256 M€ pre-tax at 12/31/2008.



## **Main indicators**

Chart updated around the middle of the month following the end of each quarter

	€\$	European refining margins ERMI* (\$/t)**	Brent (\$/b)	Average liquids price*** (\$/b)	Average gas price (\$/Mbtu)***
Fourth quarter 2009	1.48	11.7	74.5	70.6	5.07
Third quarter 2009	1.43	12.0	68.1	65.1	4.89
Second quarter 2009	1.36	17.1	59.1	54.8	4.71
First quarter 2009	1.30	30.5	44.5	41.5	5.98
Fourth quarter 2008	1.32	40.9	55.5	49.4	7.57

<sup>\*</sup> European Refining Margin Indicator (ERMI) represents an indicator reported for the first time in this interim update. - The ERMI is intended to represent the margin after variable costs for a hypothetical complex refinery located around Rotterdam in Northern Europe that processes a mix of crude oil and other inputs commonly supplied to this region to produce and market the main refined products at prevailing prices in this region. - The indicator margin may not be representative of the actual margins achieved by Total in any period because of Total's particular refinery configurations, product mix effects or other company-specific operating conditions.

TRCV was the indicator margin reported in previous quarters in the interim updates. For comparative purposes, TRCV is 5.7 \$/t for fourth quarter 2009 and was 6.6 \$/t for third quarter 2009, 12.4 \$/t for second quarter 2009, 34.7 \$/t for first quarter 2009 and 41.4 \$/t for fourth quarter 2008. TRCV will be discontinued effective in the first quarter 2010.

Disclaimer: these data are based on Total's reporting and are not audited. They are subject to change.

<sup>\*\* 1</sup> f = 0.136 f

<sup>\*\*\*</sup> consolidated subsidiaries, excluding fixed margin and buy-back contracts

# Total financial statements

Fourth quarter and full year 2009 consolidated accounts, IFRS

## **CONSOLIDATED STATEMENT OF INCOME**

## **TOTAL**

(unaudited)

(M€) <sup>(a)</sup>	4 <sup>th</sup> quarter 2009	3 <sup>rd</sup> quarter 2009	4 <sup>th</sup> quarter 2008
Sales	36,228	33,628	38,714
Excise taxes	(4,933)	(4,812)	(5,009)
Revenues from sales	31,295	28,816	33,705
Purchases, net of inventory variation	(20,590)	(18,940)	(26,393)
Other operating expenses	(4,684)	(4,508)	(5,122)
Exploration costs	(237)	(130)	(227)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,927)	(1,599)	(1,748)
Other income	123	70	94
Other expense	(202)	(95)	(123)
Financial interest on debt	(111)	(108)	(298)
Financial income from marketable securities & cash equivalents	16	21	117
Cost of net debt	(95)	(87)	(181)
Other financial income	177	67	243
Other financial expense	(92)	(90)	(95)
Equity in income (loss) of affiliates	384	398	31
Income taxes	(2,045)	(1,927)	(960)
Consolidated net income	2,107	1,975	(776)
Group share*	2,065	1,923	(794)
Minority interests	42	52	18
Earnings per share (€)	0.93	0.86	(0.36)
Fully-diluted earnings per share (€)**	0.92	0.86	(0.36)
* Adjusted net income	2,081	1,869	2,873
** Adjusted fully-diluted earnings per share (€)	0.93	0.84	1.29

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

# **CONSOLIDATED STATEMENT OF INCOME**

## **TOTAL**

(M€) <sup>(a)</sup>	Year 2009	Year 2008
Sales	131,327	179,976
Excise taxes	(19,174)	(19,645)
Revenues from sales	112,153	160,331
Purchases, net of inventory variation	(71,058)	(111,024)
Other operating expenses	(18,591)	(19,101)
Exploration costs	(698)	(764)
Depreciation, depletion and amortization of tangible assets and mineral interests	(6,682)	(5,755)
Other income	314	369
Other expense	(600)	(554)
Financial interest on debt	(530)	(1,000)
Financial income from marketable securities & cash equivalents	132	473
Cost of net debt	(398)	(527)
Other financial income	643	728
Other financial expense	(345)	(325)
Equity in income (loss) of affiliates	1,642	1,721
Income taxes	(7,751)	(14,146)
Consolidated net income	8,629	10,953
Group share*	8,447	10,590
Minority interests	182	363
Earnings per share (€)	3.79	4.74
Fully-diluted earnings per share (€)**	3.78	4.71
* Adjusted net income	7,784	13,920
** Adjusted fully-diluted earnings per share (€)	3.48	6.20

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

## **CONSOLIDATED BALANCE SHEET**

## TOTAL

(M€)	December 31, 2009	September 30, 2009 (unaudited)	December 31, 2008
ASSETS			
Non-current assets			
Intangible assets, net	7,514	5,845	5,341
Property, plant and equipment, net	51,590	49,292	46,142
Equity affiliates : investments and loans	13,624	13,685	14,668
Other investments	1,162	1,187	1,165
Hedging instruments of non-current financial debt	1,025	983	892
Other non-current assets	3,081	3,179	3,044
Total non-current assets	77,996	74,171	71,252
Current assets			
Inventories, net	13,867	12,002	9,621
Accounts receivable, net	15,719	14,198	15,287
Other current assets	8,198	8,141	9,642
Current financial assets	311	329	187
Cash and cash equivalents	11,662	13,775	12,321
Total current assets	49,757	48,445	47,058
Total assets	127,753	122,616	118,310
LIABILITIES & SHAREHOLDERS' EQUITY			
Charahaldara! aquitu			
Shareholders' equity Common shares	E 074	E 960	5,930
Paid-in surplus and retained earnings	5,871 55,372	5,869 53,136	52,947
Currency translation adjustment	(5,069)	(5,744)	(4,876)
Treasury shares	(3,622)	(3,641)	(5,009)
Total shareholders' equity - Group Share	52,552	49,620	48,992
Minority interests	987	959	958
Total shareholders' equity	53,539	50,579	49,950
Non-current liabilities			
Deferred income taxes	8,948	8,894	7,973
Employee benefits	2,040	2,013	2,011
Provisions and other non-current liabilities	9,381	7,936	7,858
Total non-current liabilities	20,369	18,843	17,842
Non-current financial debt	19,437	19,146	16,191
Current liabilities			
Current liabilities Accounts payable	15,383	13,916	14,815
Other creditors and accrued liabilities	11,908	13,951	11,632
Current borrowings	6,994	6,012	7,722
Other current financial liabilities	123	169	158
Total current liabilities	34,408	34,048	34,327
	· · · · · · · · · · · · · · · · · · ·		
Total Liabilities and shareholders' equity	127,753	122,616	118,310

# **CONSOLIDATED STATEMENT OF CASH FLOW**

## **TOTAL**

(unaudited)

(M€)	4 <sup>th</sup> quarter 2009	3 <sup>rd</sup> quarter 2009	4 <sup>th</sup> quarter 2008
CASH FLOW FROM OPERATING ACTIVITIES			
Consolidated net income	2,107	1,975	(776)
Depreciation, depletion and amortization	2,061	1,673	1,853
Non-current liabilities, valuation allowances and deferred taxes	(82)	310	(435)
Impact of coverage of pension benefit plans	-	-	(505)
(Gains) losses on sales of assets	(104)	(50)	(28)
Undistributed affiliates' equity earnings	(148)	(232)	263
(Increase) decrease in working capital	(1,968)	870	3,635
Other changes, net	23	(8)	86
Cash flow from operating activities	1,889	4,538	4,093
CASH FLOW USED IN INVESTING ACTIVITIES			
Intangible assets and property, plant and equipment additions	(3,204)	(2,849)	(3,987)
Acquisitions of subsidiaries, net of cash acquired	(4)	-	(368)
Investments in equity affiliates and other securities	(52)	(133)	(136)
Increase in non-current loans	(264)	(274)	(267)
Total expenditures	(3,524)	(3,256)	(4,758)
Proceeds from disposal of intangible assets and property, plant and equipment	19	4	73
Proceeds from disposal of subsidiaries, net of cash sold	-	-	-
Proceeds from disposal of non-current investments	802	698	659
Repayment of non-current loans	123	105	211
Total divestments	944	807	943
Cash flow used in investing activities	(2,580)	(2,449)	(3,815)
CASH FLOW (FROM)/USED FINANCING ACTIVITIES			
Issuance (repayment) of shares:			
- Parent company shareholders	22	5	4
- Treasury shares	19	1	(144)
- Minority shareholders	-	-	6
Cash dividends paid:	4		
- Parent company shareholders	(2,545)	-	(2,541)
- Minority shareholders	(59)	15	(86)
Net issuance (repayment) of non-current debt	1,285	(617)	(435)
Increase (decrease) in current borrowings	(109)	(1,948)	2,244
Increase (decrease) in current financial assets and liabilities	(54)	-	29
Cash flow (from) / used in financing activities	(1,441)	(2,544)	(923)
Net increase (decrease) in cash and cash equivalents	(2,132)	(455)	(645)
Effect of exchange rates	19	(69)	(265)
Cash and cash equivalents at the beginning of the period	13,775	14,299	13,231
Cash and cash equivalents at the end of the period	11,662	13,775	12,321

# **CONSOLIDATED STATEMENT OF CASH FLOW**

## TOTAL

	Year 2009	Year 2008
(M€)		
CASH FLOW FROM OPERATING ACTIVITIES		
Consolidated net income	8,629	10,953
Depreciation, depletion and amortization	7,107	6,197
Non-current liabilities, valuation allowances and deferred taxes	441	(150)
Impact of coverage of pension benefit plans	-	(505)
(Gains) losses on sales of assets	(200)	(257)
Undistributed affiliates' equity earnings	(378)	(311)
(Increase) decrease in working capital	(3,316)	2,571
Other changes, net	77	171
Cash flow from operating activities	12,360	18,669
CASH FLOW USED IN INVESTING ACTIVITIES		
Intangible assets and property, plant and equipment additions	(11,849)	(11,861)
Acquisitions of subsidiaries, net of cash acquired	(160)	(559)
Investments in equity affiliates and other securities	(400)	(416)
Increase in non-current loans	(940)	(804)
Total expenditures	(13,349)	(13,640)
Proceeds from disposal of intangible assets and property, plant and equipment	138	130
Proceeds from disposal of subsidiaries, net of cash sold	-	88
Proceeds from disposal of non-current investments	2,525	1,233
Repayment of non-current loans	418	1,134
Total divestments	3,081	2,585
Cash flow used in investing activities	(10,268)	(11,055)
CASH FLOW (FROM)/USED FINANCING ACTIVITIES		
Issuance (repayment) of shares:		
- Parent company shareholders	41	262
- Treasury shares	22	(1,189)
- Minority shareholders	-	(4)
Cash dividends paid:		
- Parent company shareholders	(5,086)	(4,945)
- Minority shareholders	(189)	(213)
Net issuance (repayment) of non-current debt	5,522	3,009
Increase (decrease) in current borrowings	(3,124)	1,437
Increase (decrease) in current financial assets and liabilities	(54)	850
Cash flow (from) / used in financing activities	(2,868)	(793)
Net increase (decrease) in cash and cash equivalents	(776)	6,821
Effect of exchange rates	117	(488)
Cash and cash equivalents at the beginning of the period	12,321	5,988
Cash and cash equivalents at the end of the period	11,662	12,321

	Common share	es issued	Paid-in surplus and	surplus and translation		shares	Shareholders'	Minority	Total shareholders'
(Me)	Number	Amount	retained earnings	adjustment	Number	Amount	Share	interests	equity
As of January 1, 2008	2,395,532,097	5,989	48,797	(4,396)	(151,421,232)	(5,532)	44,858	842	45,700
Net income 2008	-	-	10,590	-	-	-	10,590	363	10,953
Other comprehensive Income	-	-	(258)	(480)	-	-	(738)	(34)	(772)
Comprehensive Income	-	-	10,332	(480)	-	-	9,852	329	10,181
Dividend	-	-	(4,945)	-	-	-	(4,945)	(213)	(5,158)
Issuance of common shares	6,275,977	16	246	-	-	-	262	-	262
Purchase of treasury shares	-	-	-	-	(27,600,000)	(1,339)	(1,339)	-	(1,339)
Sale of treasury shares (1)	-	-	(71)	-	5,939,137	221	150	-	150
Share-based payments	-	-	154	-	-	-	154	-	154
Other operations with minority interests	-	-	-	-	-	-	-	-	-
Share cancellation	(30,000,000)	(75)	(1,566)	-	30,000,000	1,641	-	-	-
Transactions with shareholders	(23,724,023)	(59)	(6,182)	-	8,339,137	523	(5,718)	(213)	(5,931)
As of December 31, 2008	2,371,808,074	5,930	52,947	(4,876)	(143,082,095)	(5,009)	48,992	958	49,950
Net income 2009	-	-	8,447	-	-	-	8,447	182	8,629
Other comprehensive Income	-	-	246	(193)	-	-	53	60	113
Comprehensive Income	-	-	8,693	(193)	-	-	8,500	242	8,742
Dividend	-	-	(5,086)	-	-	-	(5,086)	(189)	(5,275)
Issuance of common shares	1,414,810	3	38	-	-	-	41	-	41
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares (1)	-	-	(143)	-	2,874,905	165	22	-	22
Share-based payments	-	-	106	-	-	-	106	-	106
Other operations with minority interests	-	-	(23)	-	-	-	(23)	(24)	(47)
Share cancellation	(24,800,000)	(62)	(1,160)	-	24,800,000	1,222	-	-	-
Transactions with shareholders	(23,385,190)	(59)	(6,268)	-	27,674,905	1,387	(4,940)	(213)	(5,153)
As of December 31, 2009	2,348,422,884	5,871	55,372	(5,069)	(115,407,190)	(3,622)	52,552	987	53,539

<sup>(1)</sup> Treasury shares related to the stock option purchase plans and restricted stock grants

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (a)

## **TOTAL**

<u>(</u> M€)	Year 2009	Year 2008
Net income	8,629	10,953
Other comprehensive income		
Currency translation adjustment	(244)	(722)
Available for sale financial assets	38	(254)
Cash flow hedge	128	-
Share of other comprehensive income of associates, net amount	234	173
Other	(5)	1
Tax effect	(38)	30
Total other comprehensive income (net amount)	113	(772)
Comprehensive income	8,742	10,181
- Group share	8,500	9,852
- Minority interests	242	329

<sup>(</sup>a) In accordance with revised IAS 1, applicable from January 1, 2009.

## TOTAL

(unaudited)

4 <sup>th</sup> quarter 2009 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	4,880	27,423	3,932	(7)	-	36,228
Intersegment sales	4,460	1,217	218	41	(5,936)	-
Excise taxes	-	(4,933)	-	-	-	(4,933)
Revenues from sales	9,340	23,707	4,150	34	(5,936)	31,295
Operating expenses	(4,299)	(23,046)	(3,912)	(190)	5,936	(25,511)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,154)	(622)	(141)	(10)	-	(1,927)
Operating income	3,887	39	97	(166)	-	3,857
Equity in income (loss) of affiliates and other items	155	(4)	44	195	-	390
Tax on net operating income	(2,188)	(1)	(20)	129	-	(2,080)
Net operating income	1,854	34	121	158	-	2,167
Net cost of net debt						(60)
Minority interests						(42)
Net income						2.065

4 <sup>th</sup> quarter 2009 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales						
Intersegment sales						
Excise taxes						
Revenues from sales						
Operating expenses	(17)	313	25	-		321
Depreciation, depletion and amortization of tangible assets and mineral interests	(4)	(285)	6	-		(283)
Operating income (b)	(21)	28	31	-		38
Equity in income (loss) of affiliates and other items (c)	(90)	(22)	23	46		(43)
Tax on net operating income	17	(23)	(5)	(2)		(13)
Net operating income (b)	(94)	(17)	49	44		(18)
Net cost of net debt						-
Minority interests						(2)
Net income						(16)
(a) Adjustments include special items, inventory valuation effect and equity share of adjustr	ments and selected	d items related to	Sanofi-Aventis			
(b) Of which inventory valuation effect						
On operating income	-	388	61	-		
On net operating income	-	259	38	-		
(c) Of which equity share of adjustments and selected items related to Sanofi-Aventis	-	-	-	(48)		

4 <sup>th</sup> quarter 2009 (adjusted) (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	4,880	27,423	3,932	(7)	-	36,228
Intersegment sales	4,460	1,217	218	41	(5,936)	-
Excise taxes	-	(4,933)	-	-	-	(4,933)
Revenues from sales	9,340	23,707	4,150	34	(5,936)	31,295
Operating expenses	(4,282)	(23,359)	(3,937)	(190)	5,936	(25,832)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,150)	(337)	(147)	(10)	-	(1,644)
Adjusted operating income	3,908	11	66	(166)	-	3,819
Equity in income (loss) of affiliates and other items	245	18	21	149	-	433
Tax on net operating income	(2,205)	22	(15)	131	-	(2,067)
Adjusted net operating income	1,948	51	72	114	-	2,185
Net cost of net debt						(60)
Minority interests						(44)
Ajusted net income						2,081

4 <sup>th</sup> quarter 2009 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	2,429	844	225	26		3,524
Total divestments	77	48	20	799		944
Cash flow from operating activities	2,825	(1,400)	324	140		1,889

## TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2009 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	3,318	26,409	3,892	9	-	33,628
Intersegment sales	4,149	923	241	36	(5,349)	-
Excise taxes	-	(4,812)	-	-	-	(4,812)
Revenues from sales	7,467	22,520	4,133	45	(5,349)	28,816
Operating expenses	(3,086)	(21,982)	(3,746)	(113)	5,349	(23,578)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,145)	(307)	(139)	(8)	-	(1,599)
Operating income	3,236	231	248	(76)	-	3,639
Equity in income (loss) of affiliates and other items	119	46	19	166	-	350
Tax on net operating income	(1,885)	(51)	(73)	54	-	(1,955)
Net operating income	1,470	226	194	144	-	2,034
Net cost of net debt						(59)
Minority interests						(52)
Net income						1.923

3 <sup>rd</sup> quarter 2009 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales						
Intersegment sales						
Excise taxes						
Revenues from sales	-	-	-	-		-
Operating expenses	-	148	60	-		208
Depreciation, depletion and amortization of tangible assets and mineral interests	-	-	(3)	-		(3)
Operating income (b)	-	148	57	-		205
Equity in income (loss) of affiliates and other items (c)	(31)	(19)	(8)	(22)		(80)
Tax on net operating income	-	(49)	(16)	(1)		(66)
Net operating income (b)	(31)	80	33	(23)		59
Net cost of net debt						-
Minority interests						(5)
Net income						54
(a) Adjustments include special items, inventory valuation effect and equity share of adjustments	ents and selected	d items related to	Sanofi-Aventis	-		
(b) Of which inventory valuation effect						
On operating income	-	150	64	-		
On net operating income	-	81	45	-		
(c) Of which equity share of adjustments and selected items related to Sanofi-Aventis	-	-	-	(70)		

3 <sup>rd</sup> quarter 2009 (adjusted) (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	3,318	26,409	3,892	9	-	33,628
Intersegment sales	4,149	923	241	36	(5,349)	-
Excise taxes	-	(4,812)	-	-	-	(4,812)
Revenues from sales	7,467	22,520	4,133	45	(5,349)	28,816
Operating expenses	(3,086)	(22,130)	(3,806)	(113)	5,349	(23,786)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,145)	(307)	(136)	(8)	-	(1,596)
Adjusted operating income	3,236	83	191	(76)	-	3,434
Equity in income (loss) of affiliates and other items	150	65	27	188	-	430
Tax on net operating income	(1,885)	(2)	(57)	55	-	(1,889)
Adjusted net operating income	1,501	146	161	167	-	1,975
Net cost of net debt						(59)
Minority interests						(47)
Ajusted net income						1,869

3 <sup>rd</sup> quarter 2009 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	2,512	607	112	25	-	3,256
Total divestments	87	23	13	684	-	807
Cash flow from operating activities	2,854	944	300	440	-	4,538

## TOTAL

(unaudited)

4 <sup>th</sup> quarter 2008 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	6,925	27,746	4,012	31	-	38,714
Intersegment sales	4,097	810	207	15	(5,129)	-
Excise taxes	-	(5,009)	-	-	-	(5,009)
Revenues from sales	11,022	23,547	4,219	46	(5,129)	33,705
Operating expenses	(6,188)	(25,635)	(4,845)	(203)	5,129	(31,742)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,278)	(328)	(135)	(7)	-	(1,748)
Operating income	3,556	(2,416)	(761)	(164)	-	215
Equity in income (loss) of affiliates and other items	440	(259)	(61)	30	-	150
Tax on net operating income	(2,201)	807	274	108	-	(1,012)
Net operating income	1,795	(1,868)	(548)	(26)	-	(647)
Net cost of net debt						(129)
Minority interests						(18)
Net income						(794)

4 <sup>th</sup> quarter 2008 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales						
Intersegment sales						
Excise taxes						
Revenues from sales	-	-	-	-		-
Operating expenses	-	(3,561)	(1,009)	-		(4,570)
Depreciation, depletion and amortization of tangible assets and mineral interests	(171)	-	(6)	-		(177)
Operating income (b)	(171)	(3,561)	(1,015)	-		(4,747)
Equity in income (loss) of affiliates and other items (c)	(86)	(243)	(59)	(139)		(527)
Tax on net operating income	57	1,166	349	-		1,572
Net operating income (b)	(200)	(2,638)	(725)	(139)		(3,702)
Net cost of net debt						-
Minority interests						35
Net income						(3,667)
(a) Adjustments include special items, inventory valuation effect and equity share of adjustme	ents related to Sa	anofi-Aventis.				
(b) Of which inventory valuation effect						
On operating income	-	(3,561)	(811)	-		
On net operating income	-	(2,604)	(559)	-		
(c) Of which equity share of adjustments related to Sanofi-Aventis	-	-	-	(166)		

4 <sup>th</sup> quarter 2008 (adjusted) (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	6,925	27,746	4,012	31	-	38,714
Intersegment sales	4,097	810	207	15	(5,129)	-
Excise taxes	-	(5,009)	-	-	-	(5,009)
Revenues from sales	11,022	23,547	4,219	46	(5,129)	33,705
Operating expenses	(6,188)	(22,074)	(3,836)	(203)	5,129	(27,172)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,107)	(328)	(129)	(7)	-	(1,571)
Adjusted operating income	3,727	1,145	254	(164)	-	4,962
Equity in income (loss) of affiliates and other items	526	(16)	(2)	169	-	677
Tax on net operating income	(2,258)	(359)	(75)	108	-	(2,584)
Adjusted net operating income	1,995	770	177	113	-	3,055
Net cost of net debt						(129)
Minority interests						(53)
Aiusted net income						2,873

4 <sup>th</sup> quarter 2008 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	3,283	972	477	26		4,758
Total divestments	270	18	20	635		943
Cash flow from operating activities	2,139	603	939	412		4,093

**TOTAL** 

Year 2009 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	16,072	100,518	14,726	11	-	131,327
Intersegment sales	15,958	3,786	735	156	(20,635)	-
Excise taxes	-	(19,174)	-	-	-	(19,174)
Revenues from sales	32,030	85,130	15,461	167	(20,635)	112,153
Operating expenses	(14,752)	(81,281)	(14,293)	(656)	20,635	(90,347)
Depreciation, depletion and amortization of tangible assets and mineral interests	(4,420)	(1,612)	(615)	(35)	-	(6,682)
Operating income	12,858	2,237	553	(524)	-	15,124
Equity in income (loss) of affiliates and other items	846	169	(58)	697	-	1,654
Tax on net operating income	(7,486)	(633)	(92)	326	-	(7,885)
Net operating income	6,218	1,773	403	499	-	8,893
Net cost of net debt						(264)
Minority interests						(182)
Net income						8,447

Year 2009 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales						
Intersegment sales						
Excise taxes						
Revenues from sales						
Operating expenses	(17)	1,558	344	-		1,885
Depreciation, depletion and amortization of tangible assets and mineral interests	(4)	(347)	(40)	-		(391)
Operating income (b)	(21)	1,211	304	-		1,494
Equity in income (loss) of affiliates and other items (c)	(160)	22	(123)	(117)		(378)
Tax on net operating income	17	(413)	(50)	(3)		(449)
Net operating income (b)	(164)	820	131	(120)		667
Net cost of net debt						-
Minority interests						(4)
Net income	•			•		663

(a) Adjustments include special items, inventory valuation effect and equity share of adjustments and selected items related to Sanofi-Aventis.

(b) Of which inventory valuation effect

 On operating income
 1,816
 389

 On net operating income
 1,285
 254

 (c) Of which equity share of adjustments and selected items related to Sanofi-Aventis
 (300)

Year 2009 (adjusted) (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	16,072	100,518	14,726	11	-	131,327
Intersegment sales	15,958	3,786	735	156	(20,635)	-
Excise taxes	-	(19,174)	-	-	-	(19,174)
Revenues from sales	32,030	85,130	15,461	167	(20,635)	112,153
Operating expenses	(14,735)	(82,839)	(14,637)	(656)	20,635	(92,232)
Depreciation, depletion and amortization of tangible assets and mineral interests	(4,416)	(1,265)	(575)	(35)	-	(6,291)
Adjusted operating income	12,879	1,026	249	(524)	-	13,630
Equity in income (loss) of affiliates and other items	1,006	147	65	814	-	2,032
Tax on net operating income	(7,503)	(220)	(42)	329	-	(7,436)
Adjusted net operating income	6,382	953	272	619	-	8,226
Net cost of net debt						(264)
Minority interests						(178)
Ajusted net income						7,784

Year 2009 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	9,855	2,771	631	92		13,349
Total divestments	398	133	47	2,503		3,081
Cash flow from operating activities	10,200	1,164	1,082	(86)		12,360

## TOTAL

Year 2008 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	24,256	135,524	20,150	46	-	179,976
Intersegment sales	25,132	5,574	1,252	120	(32,078)	-
Excise taxes	-	(19,645)	-	-	-	(19,645)
Revenues from sales	49,388	121,453	21,402	166	(32,078)	160,331
Operating expenses	(21,915)	(119,425)	(20,942)	(685)	32,078	(130,889)
Depreciation, depletion and amortization of tangible assets and mineral interests	(4,005)	(1,202)	(518)	(30)	-	(5,755)
Operating income	23,468	826	(58)	(549)	-	23,687
Equity in income (loss) of affiliates and other items	1,541	(158)	(34)	590	-	1,939
Tax on net operating income	(14,563)	(143)	76	315	-	(14,315)
Net operating income	10,446	525	(16)	356	-	11,311
Net cost of net debt						(358)
Minority interests						(363)
Net income						10,590

Year 2008 (adjustments) <sup>(a)</sup> (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales						,
Intersegment sales						
Excise taxes						
Revenues from sales	-	-	-	-		-
Operating expenses	-	(2,776)	(925)	-		(3,701)
Depreciation, depletion and amortization of tangible assets and mineral interests	(171)	-	(6)	-		(177)
Operating income (b)	(171)	(2,776)	(931)	-		(3,878)
Equity in income (loss) of affiliates and other items (c)	(164)	(195)	(82)	(345)		(786)
Tax on net operating income	57	927	329	(2)		1,311
Net operating income (b)	(278)	(2,044)	(684)	(347)		(3,353)
Net cost of net debt						-
Minority interests						23
Net income						(3,330)
(a) Adjustments include special items, inventory valuation effect and equity share of adjustment	nts related to Sa	anofi-Aventis.				
(b) Of which inventory valuation effect						
On operating income	-	(2,776)	(727)	-		
On net operating income	-	(1,971)	(504)	-		
(c) Of which equity share of adjustments related to Sanofi-Aventis	-	-	-	(393)		

Year 2008 (adjusted) (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Non-Group sales	24,256	135,524	20,150	46	-	179,976
Intersegment sales	25,132	5,574	1,252	120	(32,078)	-
Excise taxes	-	(19,645)	-	-	-	(19,645)
Revenues from sales	49,388	121,453	21,402	166	(32,078)	160,331
Operating expenses	(21,915)	(116,649)	(20,017)	(685)	32,078	(127,188)
Depreciation, depletion and amortization of tangible assets and mineral interests	(3,834)	(1,202)	(512)	(30)	-	(5,578)
Adjusted operating income	23,639	3,602	873	(549)	-	27,565
Equity in income (loss) of affiliates and other items	1,705	37	48	935	-	2,725
Tax on net operating income	(14,620)	(1,070)	(253)	317	-	(15,626)
Adjusted net operating income	10,724	2,569	668	703	-	14,664
Net cost of net debt						(358)
Minority interests						(386)
Aiusted net income						13,920

Year 2008 (M€)	Upstream	Downstream	Chemicals	Corporate	Intercompany	Total
Total expenditures	10,017	2,418	1,074	131		13,640
Total divestments	1,130	216	53	1,186		2,585
Cash flow from operating activities	13,765	3,111	920	873		18,669

# **CONSOLIDATED STATEMENT OF INCOME (Impact of adjustments)**

## **TOTAL**

(unaudited)

<b>4</b> <sup>th</sup> quarter 2009 (M€)	Adjusted	Adjustments	Consolidated statement of income
Sales	36,228	-	36,228
Excise taxes	(4,933)	-	(4,933)
Revenues from sales	31,295	-	31,295
Purchases net of inventory variation	(21,039)	449	(20,590)
Other operating expenses	(4,556)	(128)	(4,684)
Exploration costs	(237)	-	(237)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,644)	(283)	(1,927)
Other income	29	94	123
Other expense	(148)	(54)	(202)
Financial interest on debt	(111)	-	(111)
Financial income from marketable securities & cash equivalents	16	-	16
Cost of net debt	(95)	-	(95)
Other financial income	177	-	177
Other financial expense	(92)	-	(92)
Equity in income (loss) of affiliates	467	(83)	384
Income taxes	(2,032)	(13)	(2,045)
Consolidated net income	2,125	(18)	2,107
Group share	2,081	(16)	2,065
Minority interests	44	(2)	42

4 <sup>th</sup> quarter 2008 (M€)	Adjusted	Adjustments	Consolidated statement of income
Sales	38,714	-	38,714
Excise taxes	(5,009)	-	(5,009)
Revenues from sales	33,705	-	33,705
Purchases net of inventory variation	(22,021)	(4,372)	(26,393)
Other operating expenses	(4,924)	(198)	(5,122)
Exploration costs	(227)	-	(227)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,571)	(177)	(1,748)
Other income	77	17	94
Other expense	(18)	(105)	(123)
Financial interest on debt	(298)	-	(298)
Financial income from marketable securities & cash equivalents	117	-	117
Cost of net debt	(181)	-	(181)
Other financial income	243	-	243
Other financial expense	(95)	-	(95)
Equity in income (loss) of affiliates	470	(439)	31
Income taxes	(2,532)	1,572	(960)
Consolidated net income	2,926	(3,702)	(776)
Group share	2,873	(3,667)	(794)
Minority interests	53	(35)	18

# **CONSOLIDATED STATEMENT OF INCOME (Impact of adjustments)**

## TOTAL

Year 2009 (M€)	Adjusted	Adjustments	Consolidated statement of income
Sales	131,327	-	131,327
Excise taxes	(19,174)	-	(19,174)
Revenues from sales	112,153	-	112,153
Purchases net of inventory variation	(73,263)	2,205	(71,058)
Other operating expenses	(18,271)	(320)	(18,591)
Exploration costs	(698)	-	(698)
Depreciation, depletion and amortization of tangible assets and mineral interests	(6,291)	(391)	(6,682)
Other income	131	183	314
Other expense	(315)	(285)	(600)
Financial interest on debt	(530)	-	(530)
Financial income from marketable securities & cash equivalents	132	-	132
Cost of net debt	(398)	-	(398)
Other financial income	643	-	643
Other financial expense	(345)	-	(345)
Equity in income (loss) of affiliates	1,918	(276)	1,642
Income taxes	(7,302)	(449)	(7,751)
Consolidated net income	7,962	667	8,629
Group share	7,784	663	8,447
Minority interests	178	4	182

Year 2008 (M€)	008 Adjusted		Consolidated statement of income	
Sales	179,976	-	179,976	
Excise taxes	(19,645)	-	(19,645)	
Revenues from sales	160,331	-	160,331	
Purchases net of inventory variation	(107,521)	(3,503)	(111,024)	
Other operating expenses	(18,903)	(198)	(19,101)	
Exploration costs	(764)	-	(764)	
Depreciation, depletion and amortization of tangible assets and mineral interests	(5,578)	(177)	(5,755)	
Other income	153	216	369	
Other expense	(147)	(407)	(554)	
Financial interest on debt	(1,000)	-	(1,000)	
Financial income from marketable securities & cash equivalents	473	-	473	
Cost of net debt	(527)	-	(527)	
Other financial income	728	-	728	
Other financial expense	(325)	-	(325)	
Equity in income (loss) of affiliates	2,316	(595)	1,721	
Income taxes	(15,457)	1,311	(14,146)	
Consolidated net income	14,306	(3,353)	10,953	
Group share	13,920	(3,330)	10,590	
Minority interests	386	(23)	363	