

## Kenya, Uganda, Tanzania: Total strengthens its position in petroleum product distribution and services in East Africa

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**Paris, May 31, 2016** - A leading retailer of petroleum products in Africa, Total is expanding on the continent with the acquisition of Gulf Africa Petroleum Corporation's (GAPCO) assets in Kenya, Uganda and Tanzania. The transaction is subject to the authorities' approval in the three countries.

The principal assets being acquired are two logistical terminals in Mombasa, Kenya and Dar es Salaam, Tanzania, as well as a retail network of around one hundred service stations<sup>1</sup>. The acquisition of these assets, which are complementary to Total's existing operations in Kenya, Uganda and Tanzania, will strengthen Total's logistics in the region and significantly accelerate the growth of our service station network, particularly in Tanzania, while leveraging the Total brand.

*"This acquisition is in line with Total's growth strategy for the distribution of petroleum products and services in Africa, which aims at expanding in fast-growing regions while maintaining high profitability," explained Momar Nguer, President, Total Marketing & Services. "These assets, which complement our activities in East Africa, will help us fully leverage synergies of size and build the most competitive integrated regional supply, logistics and marketing base."*

Total is the leading petroleum product retailer in Africa, with a network of more than 4,000 service stations. The company aims to grow its market share from 17% in 2015 to more than 20%.

\* \* \* \* \*

<sup>1</sup> 67 in Tanzania, 9 in Kenya and 32 in Uganda.

### **About Total Marketing & Services**

Total Marketing & Services develops and markets products primarily derived from crude oil, along with all of the associated services. With 32,000 employees in 150 countries, Total Marketing & Services serves more than 4 million customers daily throughout its network of over 15,500 service stations. As the world's fourth largest distributor of lubricants and the leading distributor of petroleum products in Africa, Total Marketing & Services operates 50 production sites worldwide where it manufactures the lubricants, bitumen, additives, special fuels and fluids that sustain its growth.

### **About Total Kenya Limited**

Created in 1955, Total Kenya is a 92.3%-owned Total affiliate listed on the Nairobi Securities Exchange with a workforce of 394. Total Kenya is active across the marketing chain, with a retail network of 181 service stations and lubricant, LPG, aviation fuel, general retail and wholesale businesses. It has an estimated market share of 20%.

### **About Total Tanzania Limited**

Created in 1969, Total Tanzania is a wholly owned affiliate of Total with a workforce of 85. Total Tanzania is active across the marketing chain, with a retail network of 32 service stations and lubricant, aviation fuel and general retail businesses. It has an estimated market share of 10%.

### **About Total Uganda Limited**

Created in 1955, Total Uganda is a wholly owned affiliate of Total with a workforce of 139. Total Uganda is active across the marketing chain, with a retail network of 121 service stations and lubricant, LPG, aviation fuel and general retail businesses. It has an estimated market share of 22%.

### **About Gulf Africa Petroleum Corporation**

Gulf Africa Petroleum Corporation is a holding company incorporated in Mauritius with affiliates in Kenya, Uganda and Tanzania. It is jointly owned by Reliance Exploration & Production DMCC and a minority shareholder, Fortune Oil Corporation, Mauritius.

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### **About Total**

Total is a global integrated energy producer and provider, a leading international oil and gas company, and the world's second-ranked solar energy operator with SunPower. Our 96,000 employees are committed to better energy that is safer, cleaner, more efficient, more innovative and accessible to as many people as possible. As a responsible corporate citizen, we focus on ensuring that our operations in more than 130 countries worldwide consistently deliver economic, social and environmental benefits. [total.com](https://www.total.com)

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