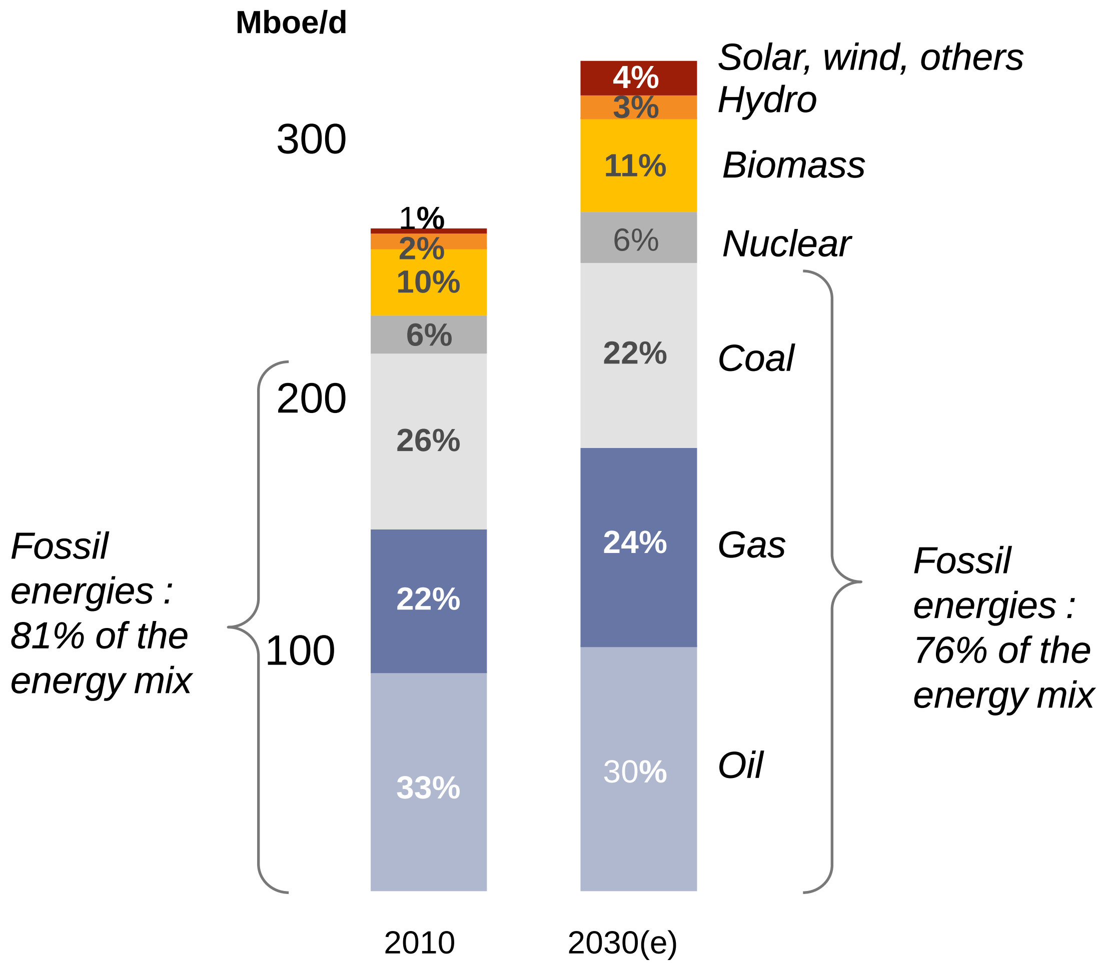
NEW CHALLENGES & NEW OPPORTUNITIES FOR GAS

November 16th, 2012 – Christophe de Margerie

ALL ENERGIES ARE NEEDED TO MEET GLOBAL DEMAND



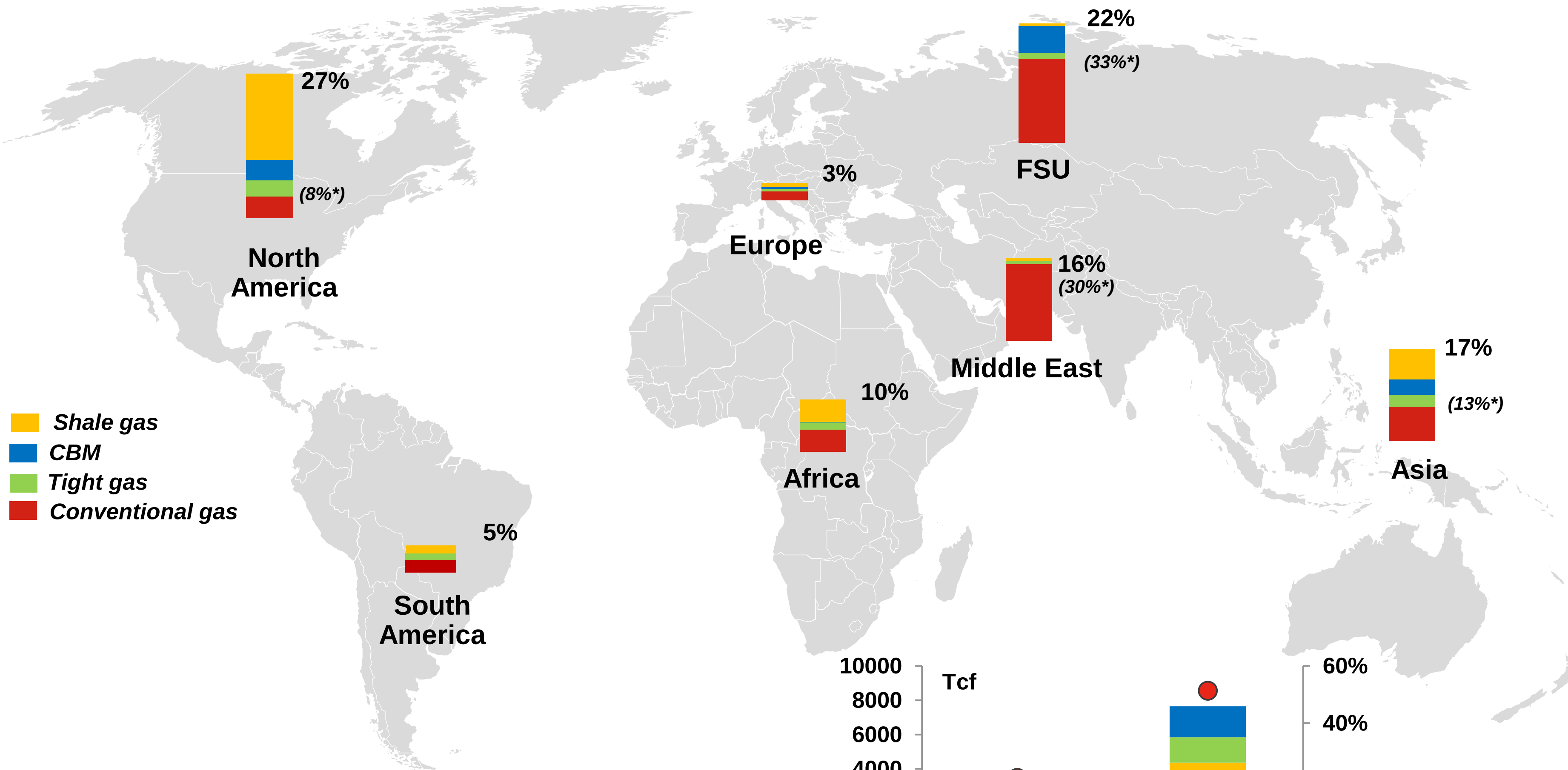
Source: Total estimates

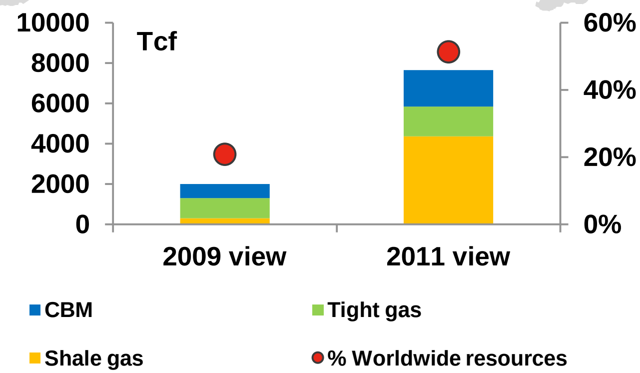
Moderate growth of global energy demand (+25% in 20 years)

Fossil energies to represent 76% of energy supply in 2030, despite energy efficiency efforts

Gas to become the second-largest energy source by 2030

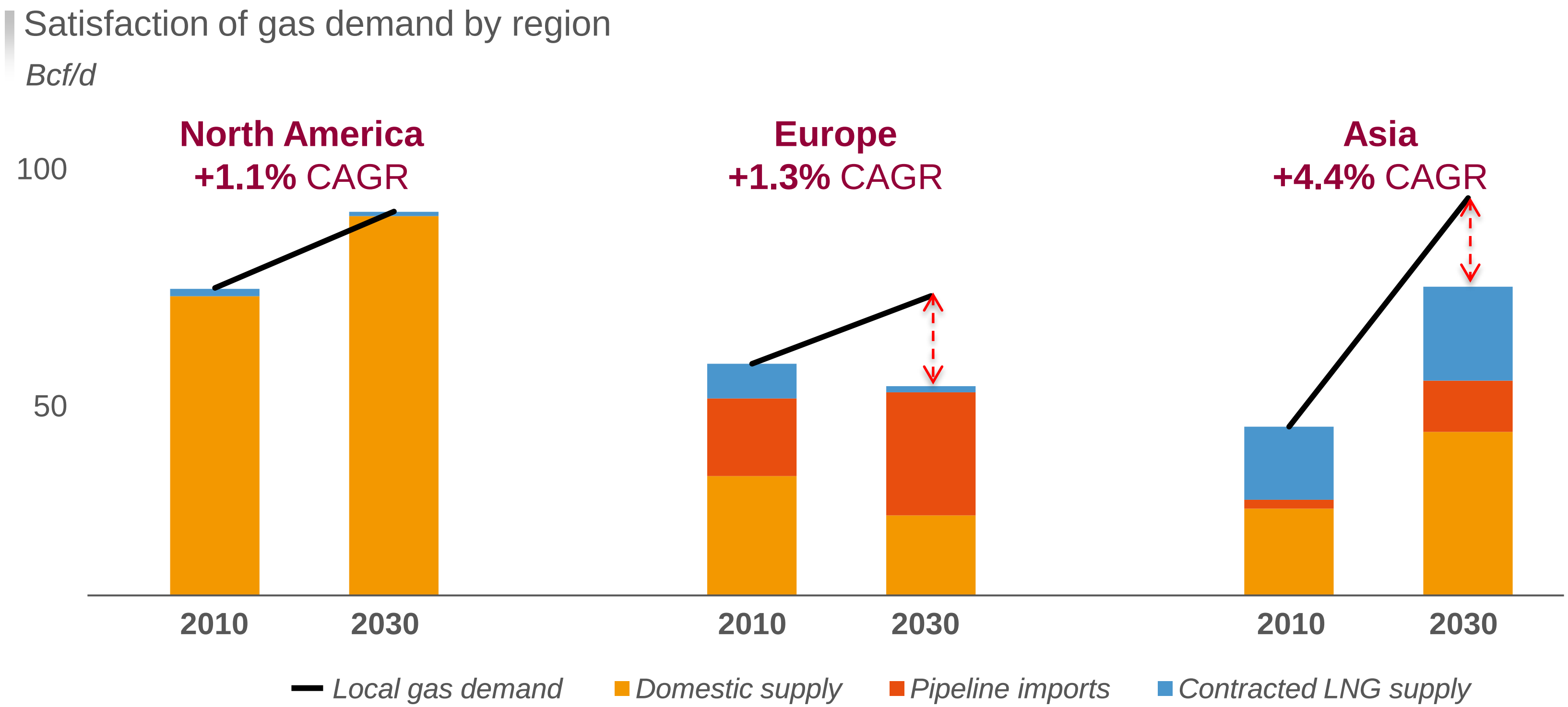
WORLD GAS ULTIMATE RESOURCES: CONV. & UNCONV.
SOURCE: TOTAL





** % before taking into account unconventional resources*

INCREASING GLOBAL GAS DEMAND



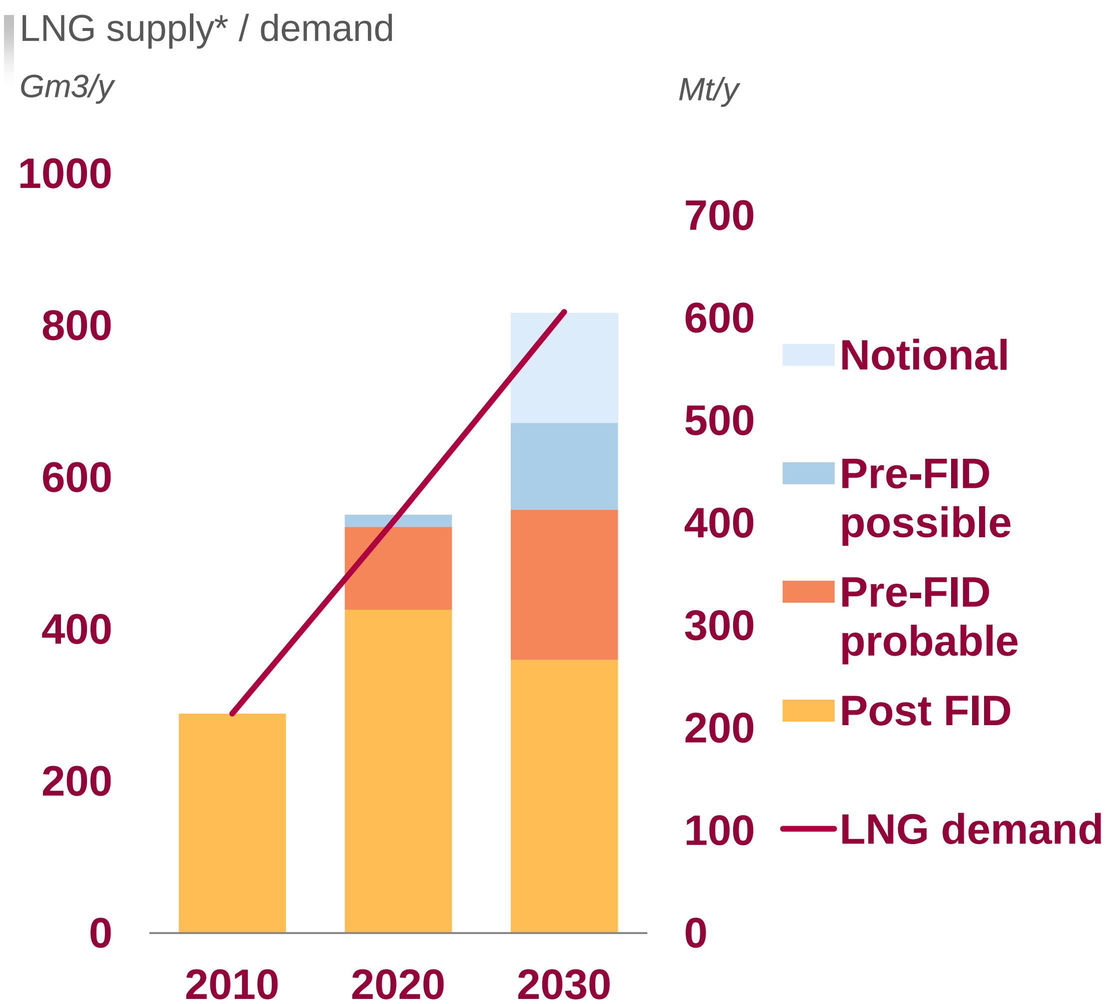
2010-30 global gas demand **+2% per year**

Increasing faster than oil demand, **driven by Asia**

New LNG projects needed to satisfy European and Asian demand, even with potential additional supply from shale gas

Asia: Bangladesh, China, India, Japan, Myanmar, Pakistan, Singapore, South Korea, Taiwan, Thailand, Vietnam

340 MT OF NEW LNG SUPPLY REQUIRED BY 2030 TO MEET THE INCREMENTAL DEMAND



Strong LNG demand in both traditional and emerging markets

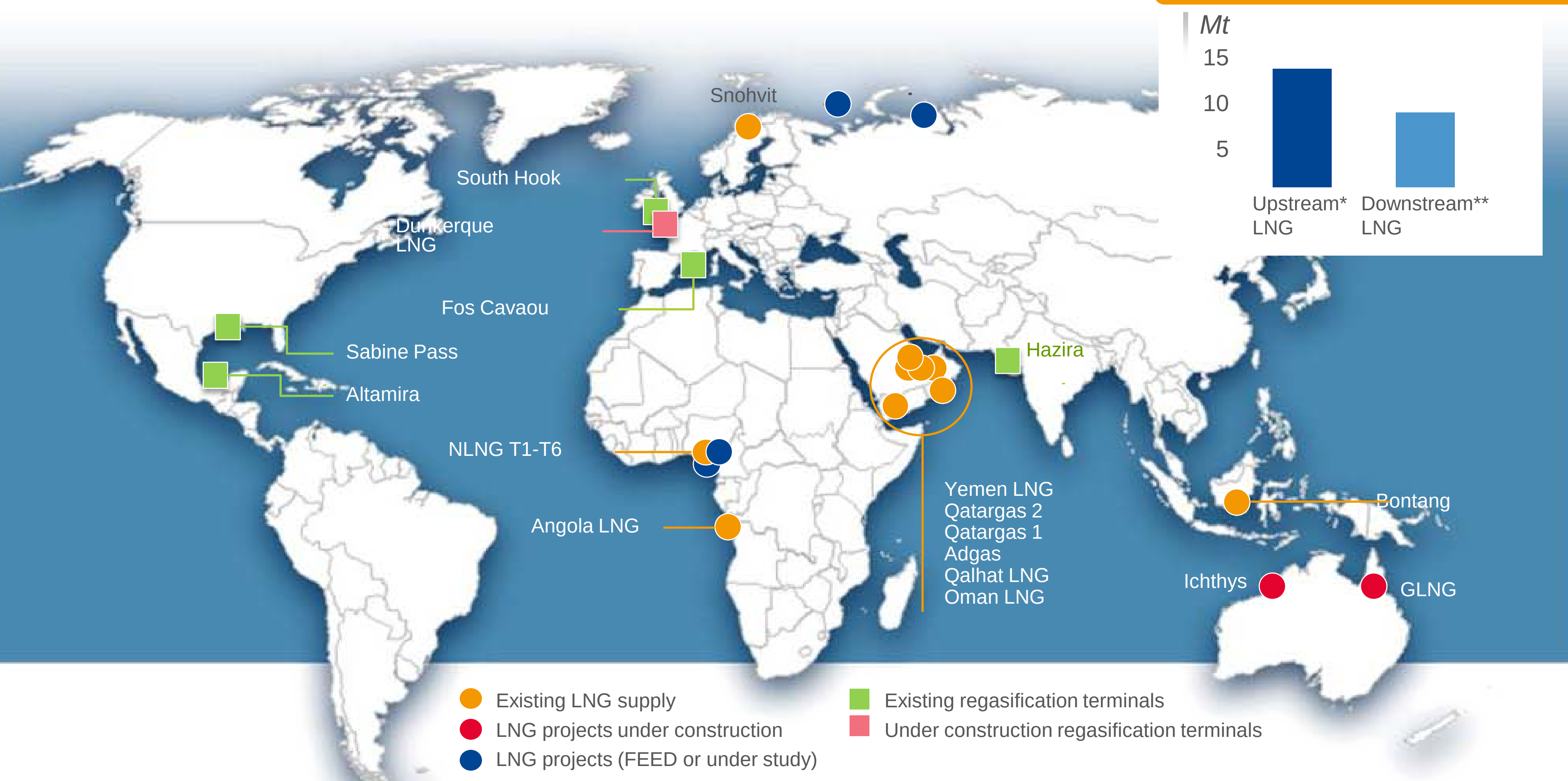
Essential need for new LNG projects in 2030

Challenge to increase supply due to project complexity

* LNG supply based on existing facilities, approved and other identified projects for the 2020-30 period

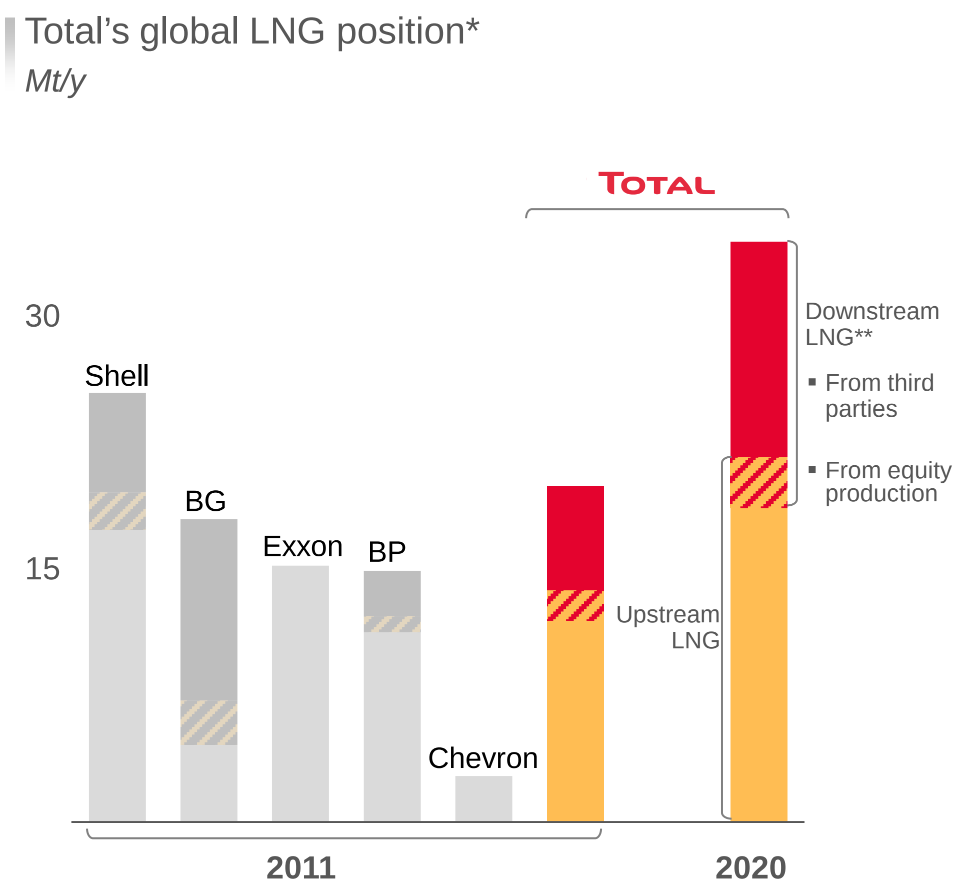
TOTAL, GLOBAL PLAYER ALONG THE LNG CHAIN

20% of 2011 production
27% of Upstream results



* Group share of LNG production, by affiliates and equity interests (including production equivalent for Bontang LNG facility)
** LNG purchases by the Group, including those from subsidiaries and participations that are part of the Upstream LNG portfolio

STRENGTHENING POSITION AS LNG LEADER



Expanding upstream position with new LNG projects

- 0.7 Mt/y – Angola LNG
- 4.5 Mt/y under construction – Ichthys, GLNG
- under study – Russia, Nigeria

Scaling up the downstream portfolio

- doubling 2011 sales volumes by 2020
- long-term contracts with new Upstream projects
- 0.7 Mt/y US exports secured from Sabine Pass

* Estimates based on public data
** LNG purchases by the Group, including those from subsidiaries and participations that are part of the Upstream LNG portfolio

THANK YOU FOR YOUR ATTENTION