

# From Net Zero ambition to Total strategy

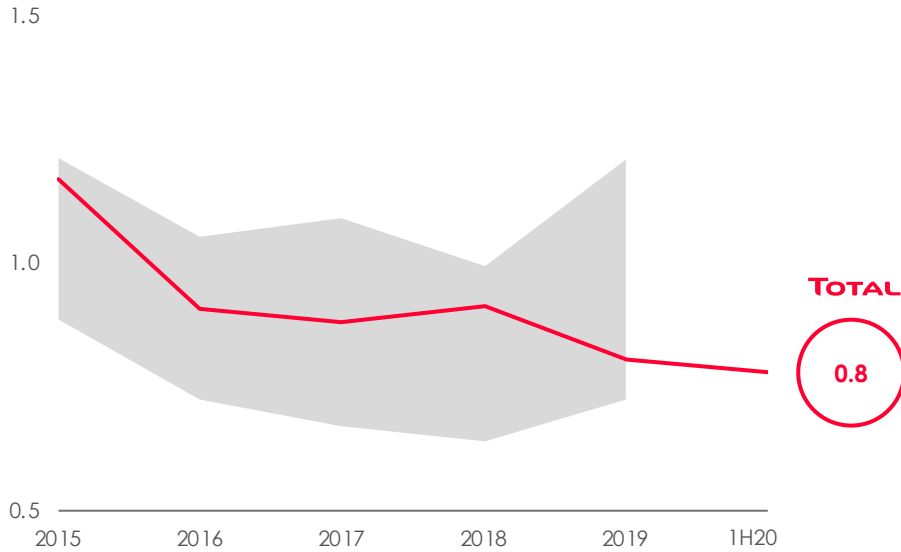
September 2020



# Safety, Total's core value

Cornerstone of operational efficiency & sustainability

## Total Recordable Injury Rate for Total and peers\* Per million man-hours



**One fatality in 2020**

\* Peers: BP, Chevron, ExxonMobil, Shell

## Coping with the Covid-19 health crisis





Increasing energy while decreasing carbon





# Global trends underpinning evolution of energy markets

**Growing population in emerging countries** aiming at higher living standards leading to **growing energy demand** despite energy efficiency gains

**Objective of Climate neutrality for the planet**

## Natural Gas

- Key in energy transition, available, affordable and complement to renewables
- LNG driving growth
- Will get greener with biogas and H<sub>2</sub>

## Electricity

- Growing demand further increased by Net Zero policies
- Renewables will decarbonize power generation

## Oil

- Acceleration of innovation to substitute oil use
- Oil demand plateau 2030+ then decline with impact on long-term prices

## Carbon Sinks

- Required to achieve Net Zero

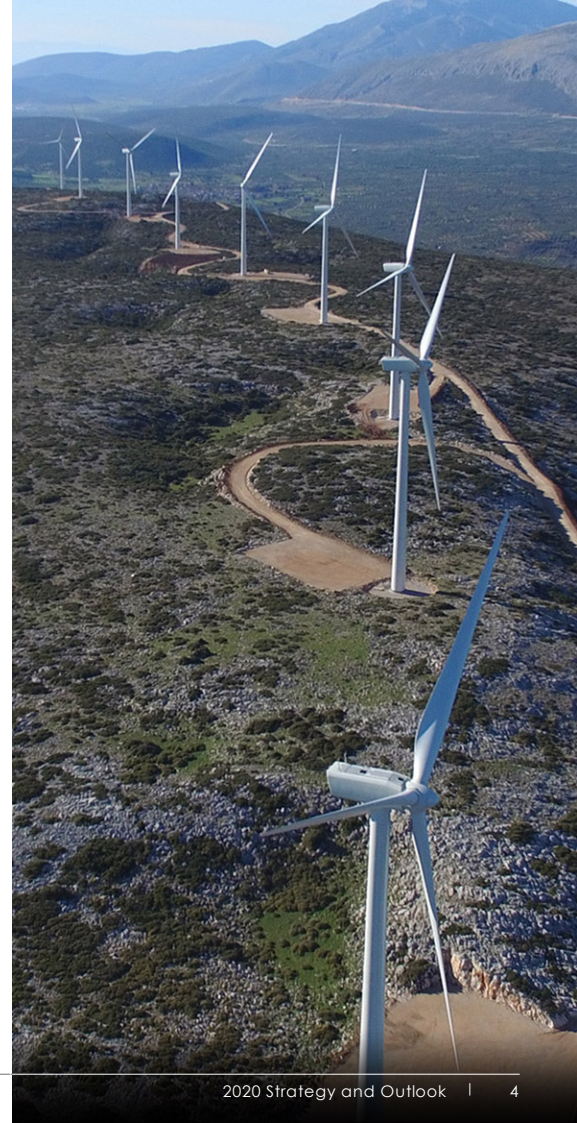


# Our Ambition : Getting to Net Zero

Total shares the ambition to get to Net Zero by 2050 together with society for its global business (Scope 1+2+3)

3 major steps to get Total to Net Zero

- |   |   |
|---|---|
| 1 | <b>Net Zero on Operations by 2050 or sooner</b><br>(Scope 1+2)          |
| 2 | <b>Net Zero in Europe by 2050 or sooner</b><br>(Scope 1+2+3)            |
| 3 | <b>60% or more Net Carbon Intensity reduction by 2050</b> (Scope 1+2+3) |



# Transforming Total into a broad energy company



## Natural Gas

- Grow LNG (#2 player) and develop biogas / clean H<sub>2</sub>
- Promote natural gas for power and mobility



## Electricity

- Accelerate investments in low carbon electricity primarily from renewables
- Integrate along the electricity value chain (production, storage, trading, supply)



## Oil

- Focus investments on low cost oil and biofuels
- Adapt refining capacity and sales to demand in Europe



## Carbon Sinks

- Invest in carbon sinks (NBS and CCUS)

**Total becoming Total Energies**  
**creating long-term value for shareholders**



# Growing energy production

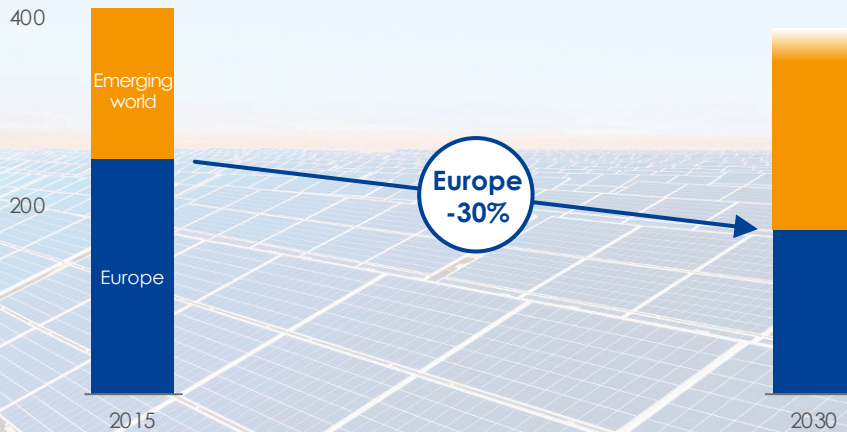


**LNG and Electricity driving Profitable Growth**

# Reducing emissions

New Commitments on Scope 3 emissions of our customers, in absolute value

**Scope 3 emissions\***  
MtCO<sub>2</sub>e



**Europe: -30% by 2030 on the way to Net Zero by 2050**

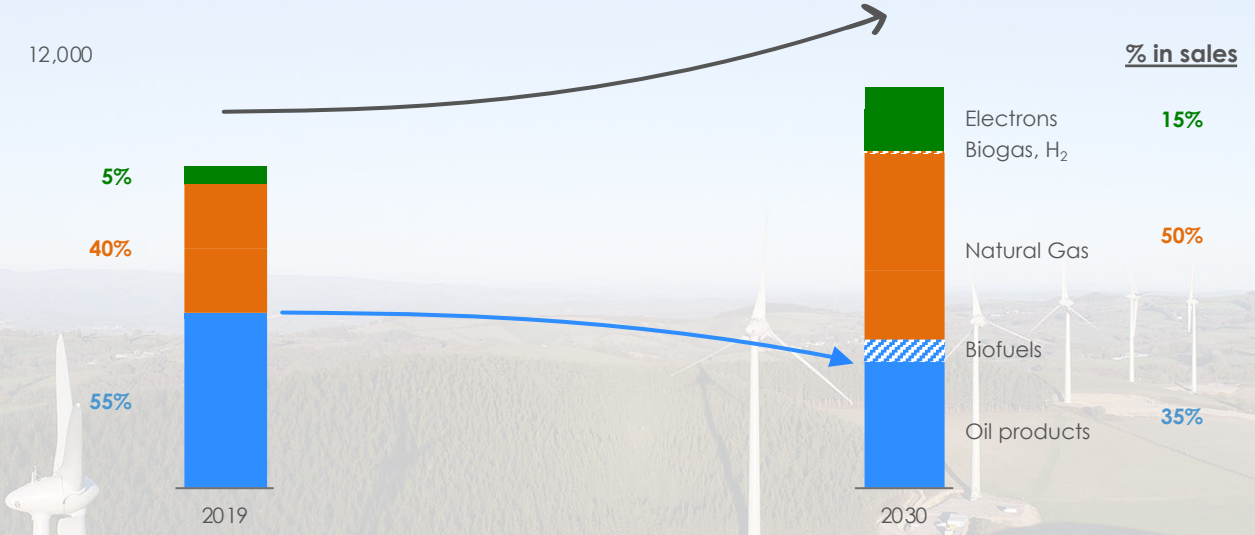
**Worldwide : 2030 lower than 2015**

\* From energy products used by our customers



# Growing sales while adapting to demand

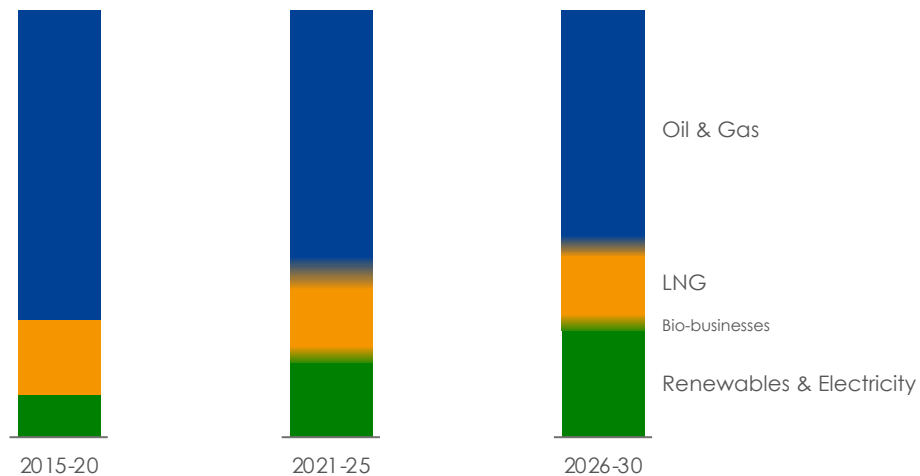
Energy sold to our customers  
PJ/y



# Aligning investments to become a broad energy company

## Capital investments

%



Renewables & Electricity (B\$/y)  
% of Group Capex

1.5  
10%

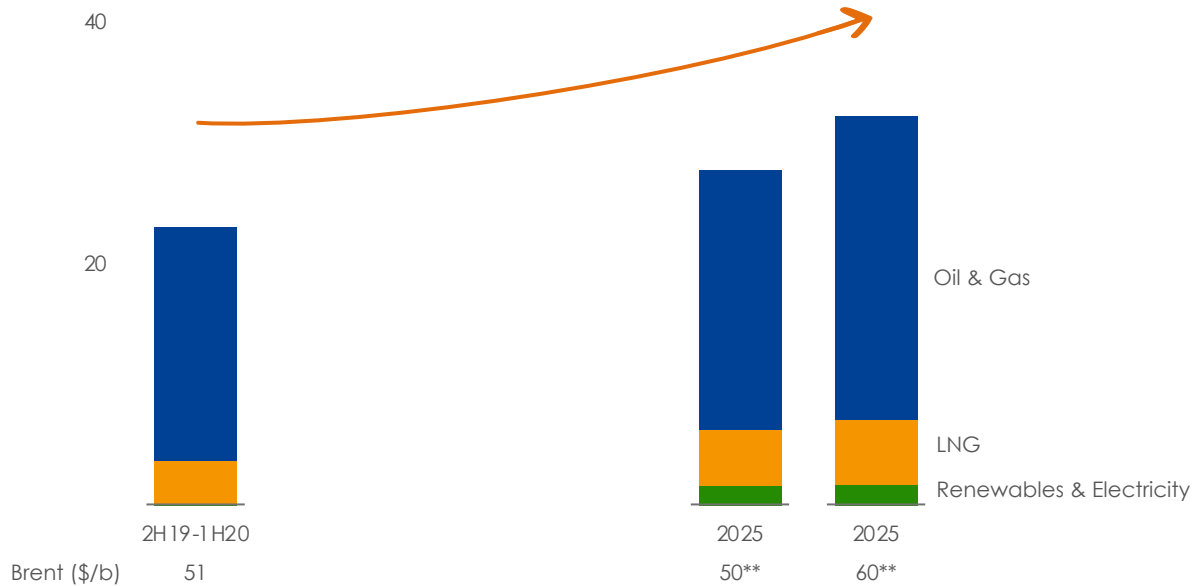
> 2  
> 15%

> 3  
> 20%



# Increasing cash flow with double digit profitability

CFFO\*  
B\$



**ROE > 10% at 50 \$/b by 2025**

\* From businesses

\*\* Same refining margin vs. 2H19-1H20

# Competitive advantages to become a broad energy company

Building on legacy expertise to grow in Renewables and Electricity



Customer proximity

Global reach / global brand

Trading expertise in  
oil, gas and electricity

Integration Gas to Power

Offshore expertise

Project management

Worldwide footprint

Oil & Gas cash flow



# One Tech: integrating all technical expertise to support transformation

Concentrating all  
Group's technical  
expertise

Bringing expertise to  
support new energy  
growth



One Tech

In place by  
Summer 2021

Fostering innovation  
and cross fertilization

> 3,300 Engineers  
in a central organization



# Increasing energy in gases, electrons and liquids



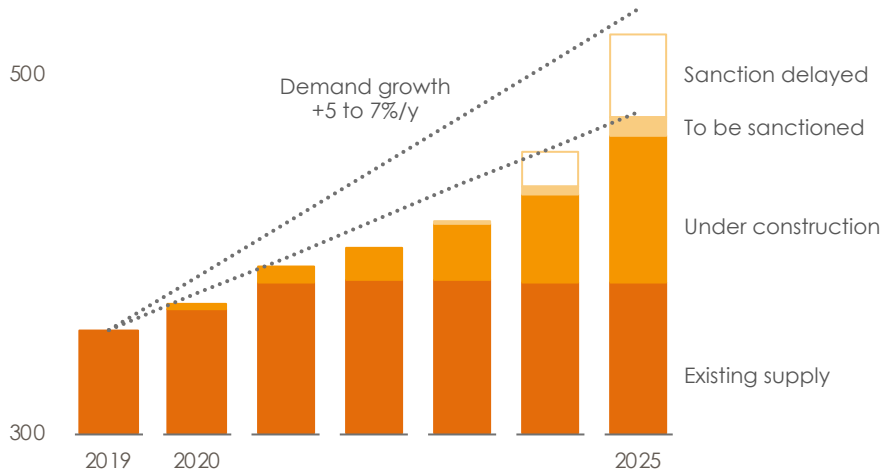






# Resilient LNG demand growth

## Medium-term LNG supply & demand Mt/y



Source: IHS, Total analysis

**Strong +10%/y 2015-19 growth**  
supported by coal-to-gas switch

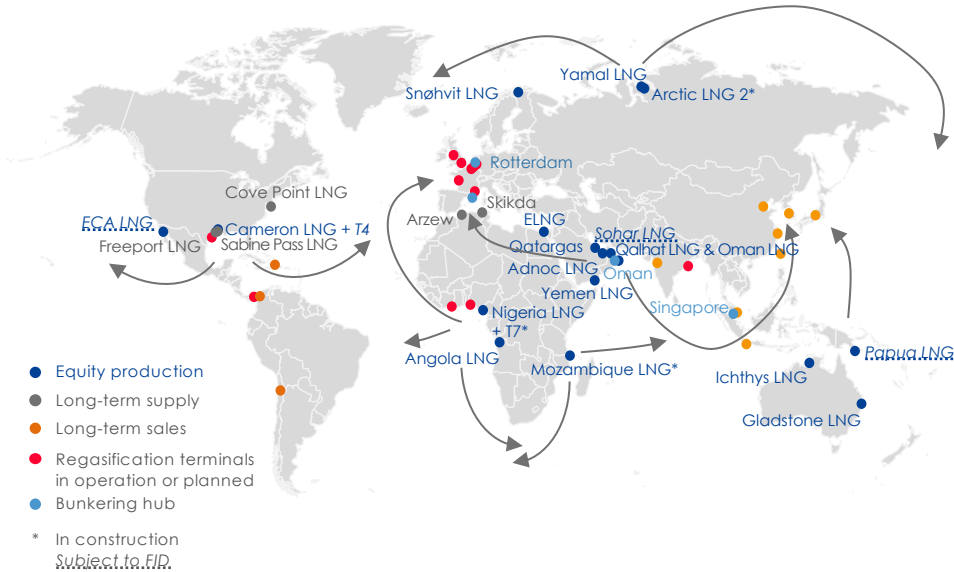
**+7% growth in 1H20 vs. 1H19**  
despite Covid-19

**Project sanction delays due to  
crisis will tighten supply...**

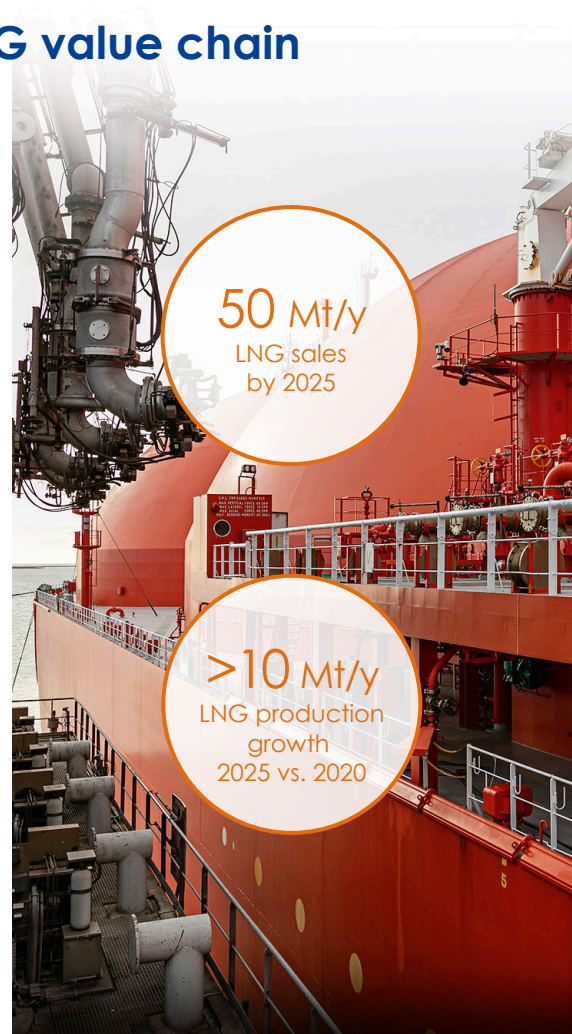
**... benefiting Total's projects  
already sanctioned, with  
start-ups by 2025**

# Prominent position across the integrated LNG value chain

## LNG global portfolio



Size and integration key to capture value



50 Mt/y  
LNG sales  
by 2025

>10 Mt/y  
LNG production  
growth  
2025 vs. 2020

# Flagship LNG projects fueling 2025 growth

< 3.5 \$/Mbtu cost delivered to Asia

## Russia - Arctic LNG2 Total 21.6%\* - First LNG end-2023

### Leveraging Yamal LNG success

Low upstream costs, > 7 Bboe(100%)

**19.8 Mt/y** LNG plant

30% lower cost vs. Yamal LNG due to efficient GBS\*\* design and synergies with Yamal LNG

38% progress\*\*\* despite Covid-19



\* Direct + Indirect  
\*\* Gravity-based structure  
\*\*\* End August 2020

# CFFO project view in Group share

## Nigeria LNG Train 7 Total 15% - First LNG 2023

### Low cost expansion

Large, low cost gas resources

Leveraging Nigeria LNG to add **7.6 Mt/y** to existing 22 Mt/y

Capex ~700 \$/t

EPC contracts awarded in May 20



**~150 M\$/y**  
**CFFO#**  
at 50 \$/b  
2025+

## Mozambique LNG Total 26.5% - First LNG 2024

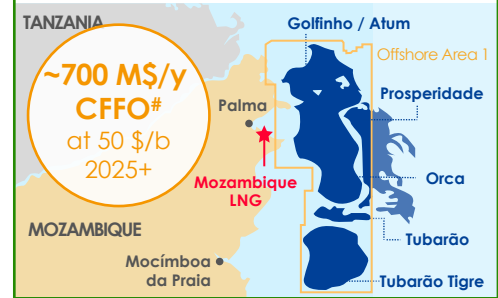
### World-class gas resource

Giant high-quality upstream resources, > 60 Tcf 100%

**12.9 Mt/y** capacity

Leveraging scale to lower costs  
LNG plant < 850 \$/t

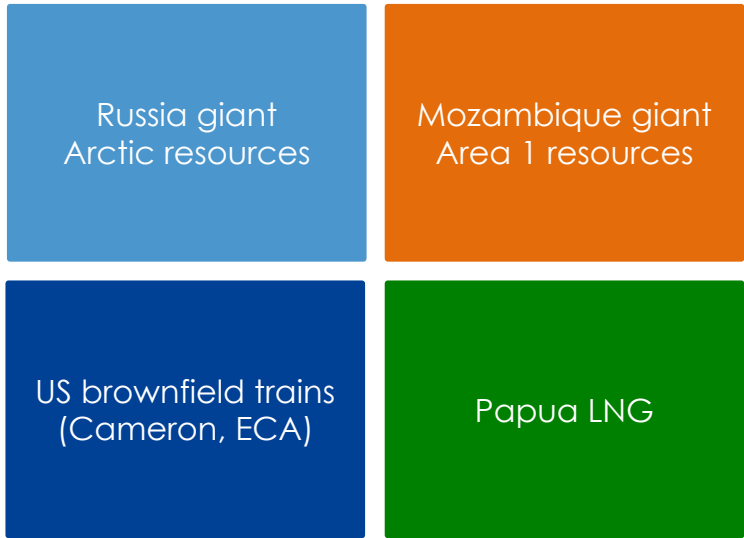
Project financing in place



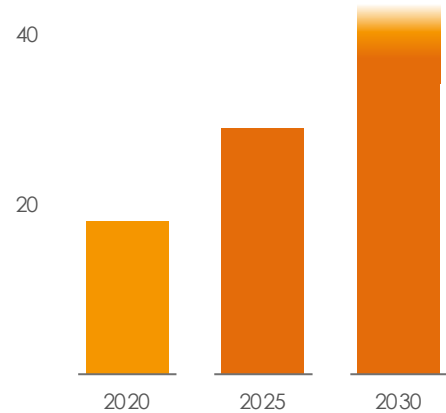
**~700 M\$/y**  
**CFFO#**  
at 50 \$/b  
2025+



# A rich portfolio to feed low cost LNG growth post-2025



LNG production  
Mt/y

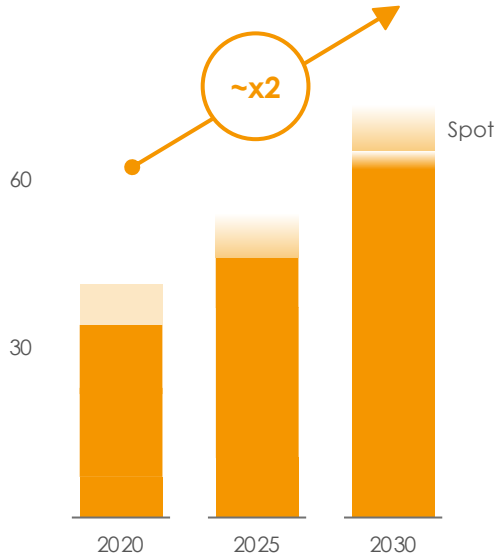


Large resource base providing options to deliver production growth by 2030

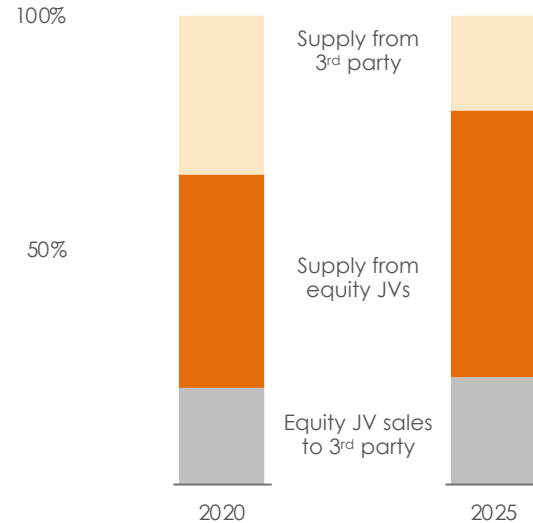
# Growing integrated LNG positions

2<sup>nd</sup> largest worldwide player

LNG sales  
Mt/y



Supply by source  
%



Creating value from scale and arbitrage

# Europe: developing a customer portfolio to pull LNG value chain

## 2025 Customers

CCGT  
(~5 GW)

~2 Mt consumed



Marketing  
(4 M gas customers)

~9 Mt sold



## Midstream

Regasification capacities

11 Mt/y out of 20 Mt/y



## Supply

LNG Portfolio

11 Mt/y out of 45 Mt/y

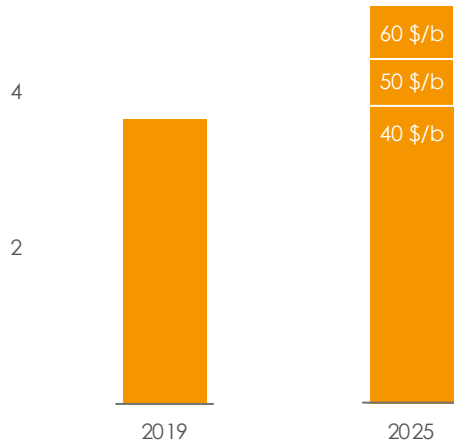




# Integrated LNG delivering cash flow growth

Creating value from scale and arbitrage

CFFO  
B\$

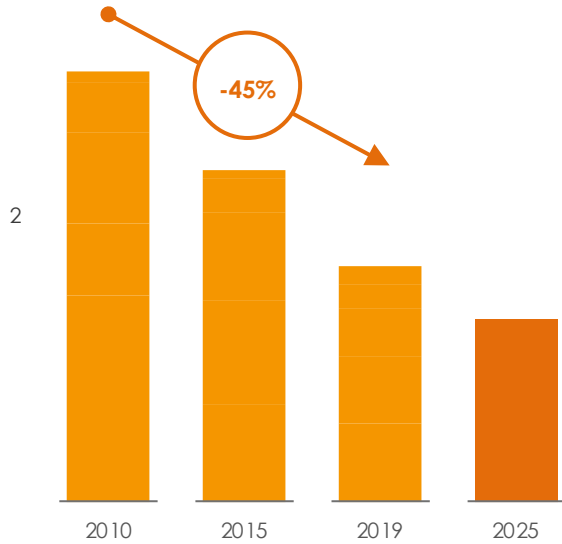


	2019	2025
Brent (\$/b)	64	50
NBP (\$/Mbtu)	4.9	5
JKM (\$/Mbtu)	5.5	5.5



# Relentlessly reducing methane emissions

Upstream methane emissions  
Mt CO<sub>2</sub>e



\* Volume CH<sub>4</sub> / volume of net gas export

< 0.1%  
Intensity\* of  
operated Gas  
assets

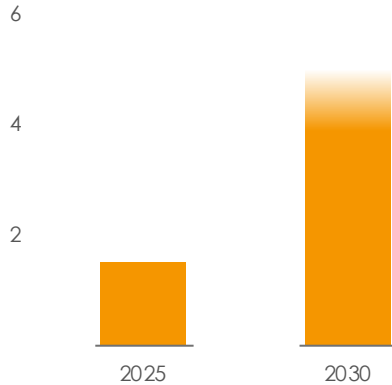


Near Zero emissions

# Green Gas: decarbonizing natural gas with Biogas and H<sub>2</sub>

## Biomethane

Production  
TWh/y



Supplying > 10% of our CCGTs in Europe by 2030

## Clean hydrogen



Blending natural gas with clean H<sub>2</sub> for CCGT  
Producing clean H<sub>2</sub> for industries and processes  
Supplying clean H<sub>2</sub> for buses, trains, private fleets... trucks in the future

La Mède biorefinery **green H<sub>2</sub>** project showcase





# Low carbon electricity: growing and integrating along the chain



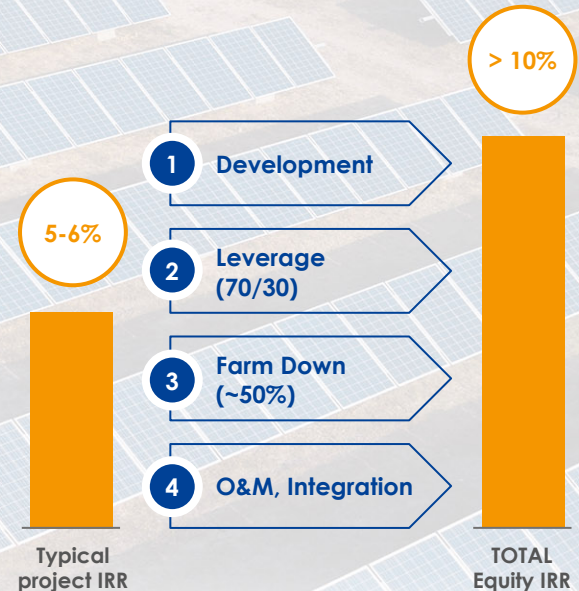
\* Gross capacity

# Renewables: strengthening the Group business model and adding long-term value

## Predictable cash flow with long term upside

- ✓ Guaranteed PPA, CfD
- ✓ Corporate PPA opportunities
- ✓ Upsides
  - Tail value beyond PPA
  - Green H<sub>2</sub> production
  - Aggregation & Trading
- ✓ Balancing Group cash flow risk profile

## Capital light model



# Building on 2020 dynamic to raise the bar

+10 GW in 2020 with equity return > 10%

## Gross renewable capacity GW



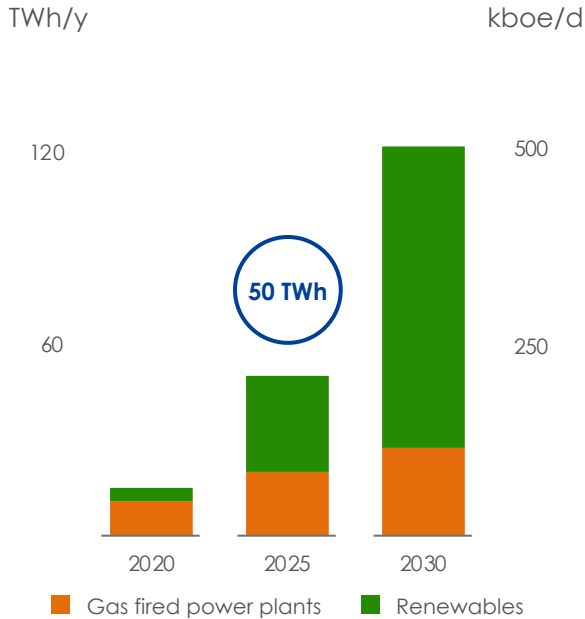
**Capturing profitable opportunities with low entry cost**

\* As of July 2020



# Growing low carbon electricity production

## Electricity net production



**Building a world leader in renewables:  
35 GW\* in 2025, +10 GW/y beyond 2025**

\* Gross capacity





# Global footprint for building a unique renewables portfolio



■ Presence by 2025

New regions rebalancing Group geopolitical profile

# Pioneer in floating offshore wind technology

Up to 1,500 MW UK	Up to 400 MW UK	> 2,000 MW South Korea
<p><b>Seagreen</b></p> <p><b>One of the largest UK offshore wind projects</b></p> <p>51% Total / 49% SSE 3.7 B\$ project ~70% gearing 70% covered by PPA</p>	<p><b>Erebus</b></p> <p><b>First floating offshore wind</b></p> <p>80% stake Semi-sub technology Lease secured Target FID 2024 (100 MW)</p>	<p><b>Bada</b></p> <p><b>Scaling up in floating offshore wind</b></p> <p>50% Total/50% Macquarie</p> <p>Collecting wind data Target FID 2023 (500 MW)</p>
<p><b>Building on E&amp;P expertise and supply chain</b></p> <p>Develop floating offshore wind efficient technologies (TLP*, semi-sub, keel...)</p>		

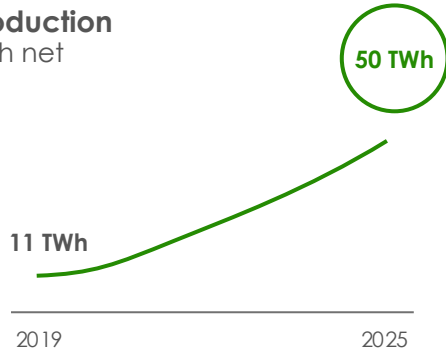
## Market benefiting from strong policy support

\* Tension Leg Platform

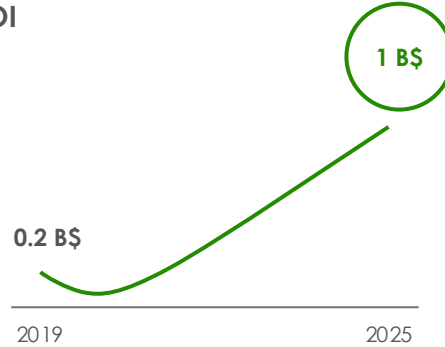


# Visibility on Renewables & Power value creation

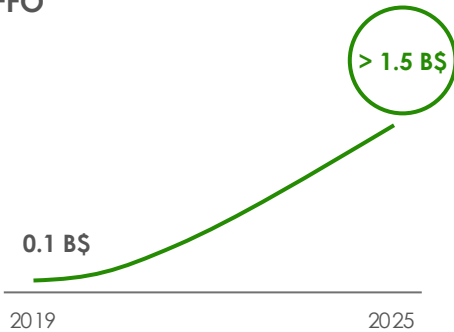
**Production**  
TWh net



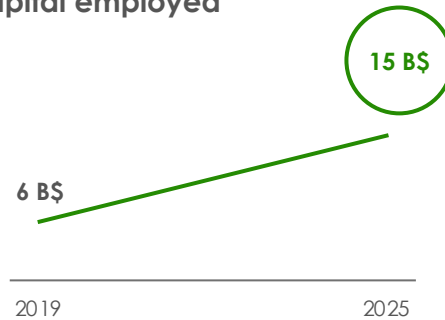
**NOI**  
B\$



**CFFO**  
B\$



**Capital employed**  
B\$

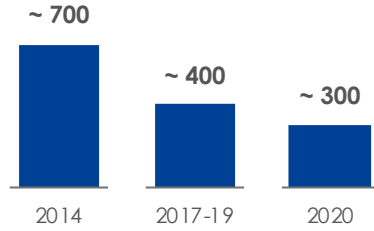


# Liquids: value over volume

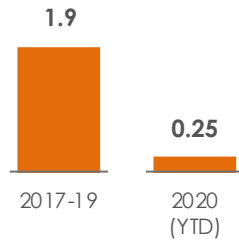


# Oil markets: low investments to trigger price rebound

## Upstream investments\* B\$/y



## Annual capacity of sanctioned projects\*\* Mb/d



Sources: WoodMackenzie

\* O&G, including shale, excluding exploration

\*\* Oil fields > 50 Mb, excluding shale

Underinvestment  
Fewer FID in 2020  
4-5%/y decline rate  
Uncertain shale oil dynamic



Reduced supply

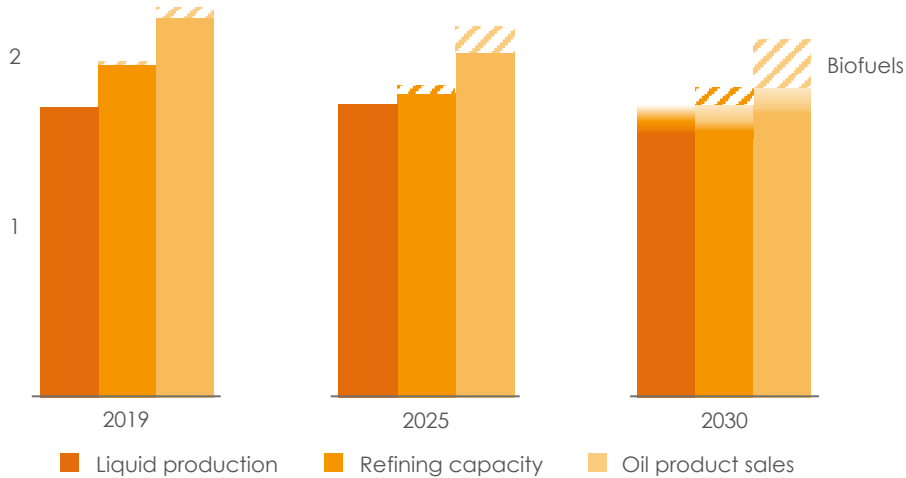


Supportive for oil price  
medium-term rebound



# Integrating along the oil value chain

Mb/d



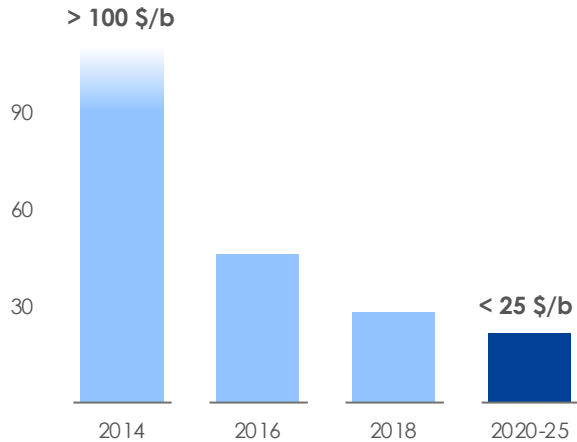
**Adapt refining capacity and sales to demand in Europe**  
**Growing biofuels**



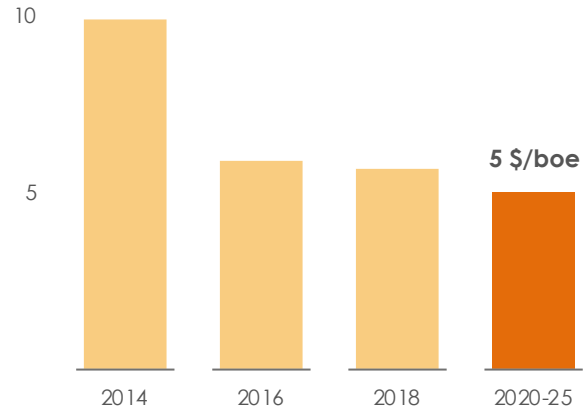
# Constantly highgrading portfolio to increase resilience

30% Upstream portfolio change over 2015-20

### Group cash breakeven\*



### Upstream production costs\*\*



Capex efficiency and resilient Downstream

Permanent focus on cost

\* Pre-dividend organic

\*\* ASC 932

# Middle East and North Africa low cost oil underpinning Group resilience at 40 \$/b

#1 IOC  
oil producer  
in MENA\*\*

> 650  
kboe/d  
production\*  
in 2020

< 3.5  
\$/boe  
2020+ Opex

~10%  
2020 ROACE  
at 35 \$/b

**Libya**  
Waha, 16.3%  
El Sharara 12-15%

**Iraq**  
Halfaya, 22.5%

**Qatar**  
Al-Shaheen, 30%, op.

**Algeria**  
Sonatrach Partnership  
El Merk/Ourhoud/Hassi Berkine 12.25%

**UAE**  
ADNOC onshore, 10%  
ADNOC offshore:  
20% Umm Shaïf/Nasr, 5% Lower Zakum

~40% of Group oil resources

World-class low cost assets

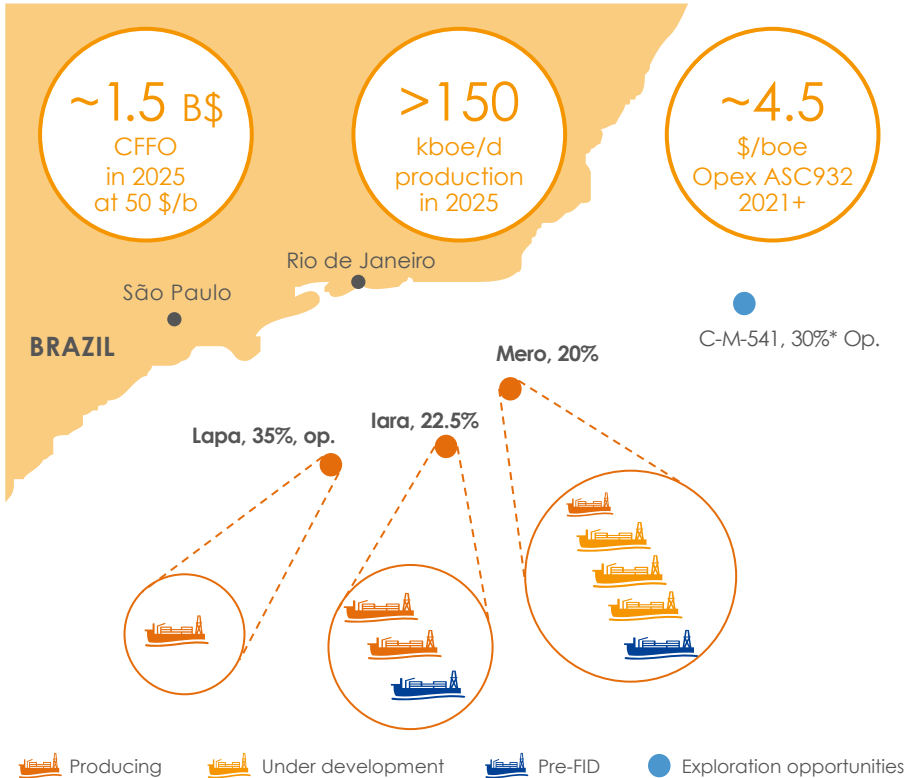
Low sensitivity to oil prices

\* ~75% oil

\*\* Middle East and North Africa



# Building material position in low cost Brazil pre-salt deep offshore



~1 Bboe pre-salt resources

Developing **giant low-breakeven Mero and Lara fields**

**Lapa**, first IOC **operator** in pre-salt

High profile **exploration** portfolio

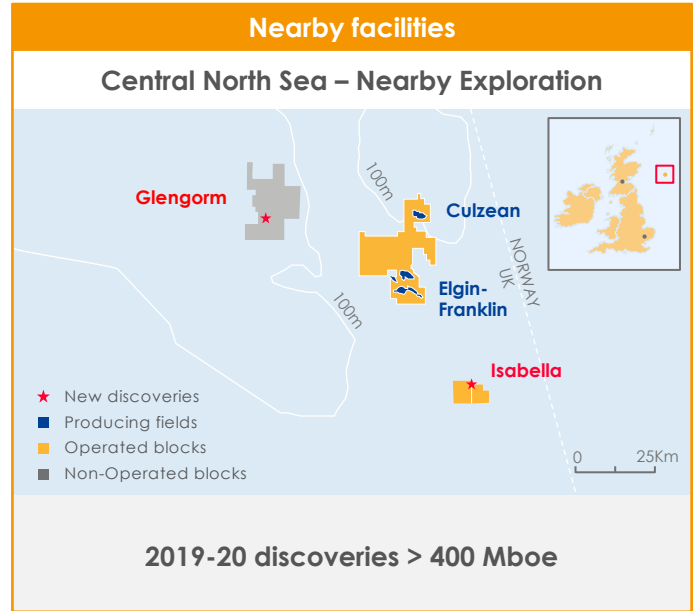
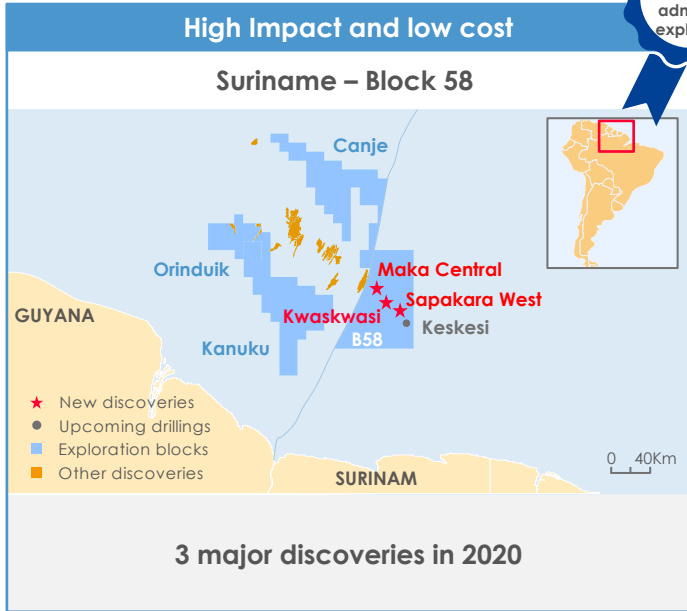
- C-M-541 block, 2 wells planned

**Entered biofuel** growing market through Marketing & Services

\* Subject to closing of ongoing 10% farm-out

# Exploration focusing on low development cost

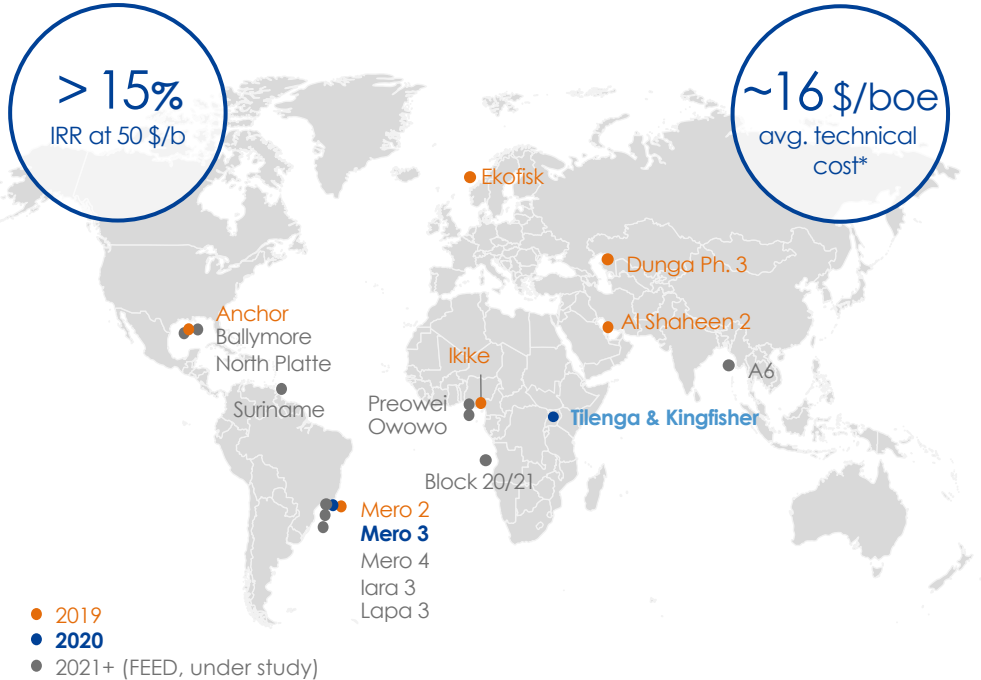
Budget capped at 1 B\$/y



**Positive dynamic in Exploration contributing to future growth**

\* Total : Most-admired Explorer according to WoodMackenzie 2020 Survey

# Large portfolio of profitable low cost oil projects



**Ensuring consistency for Capex allocation with Total Climate ambition**

\* ASC 932

## Countercycle 2020 FIDs

**Mero 3 – Brazil**  
Total 20% - First oil 2024

- Production 150 kb/d (100%)
- Giant reserves
- Technical costs <20 \$/b
- > 20% IRR at 50 \$/b
- Carbon intensity 23 kgCO<sub>2</sub>/boe

**Lake Albert Project – Uganda**  
Total 56.6%, Op. – First oil 2024

- Production 230 kb/d (100%)
- Large reserves > 1 Bboe
- Technical costs < 20 \$/b
- 15% IRR at 50 \$/b
- Carbon intensity 23 kgCO<sub>2</sub>/boe

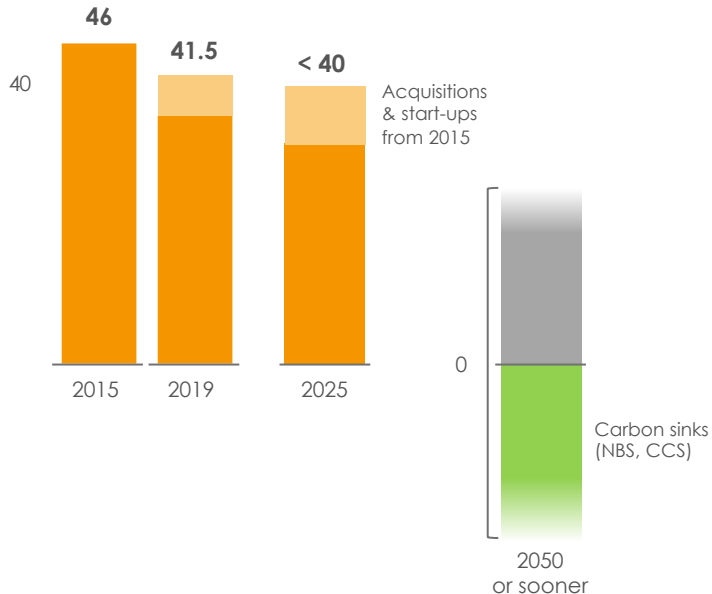
**Angola short cycle tie-backs**  
Total ~30% - Relaunching drilling

- Production 150 kb/d (100%)
- Flexible Capex, quick pay-out
- > 20% IRR at 50 \$/b
- Carbon intensity < 15 kgCO<sub>2</sub>/boe



# Net zero by 2050 or sooner across Total's worldwide operations

Scope 1 & 2 emissions from operated oil and gas facilities  
Mt/y – CO<sub>2</sub>e



**Objective: 5 to 10 Mt/y sink capacity by 2030**

**All sites mobilized  
on carbon footprint reduction**

Developing strong internal  
low-carbon culture

All levers activated:  
efficiency, operating philosophy,  
process optimization or upgrade

**> 500 emission reduction initiatives  
bottom-up across all sites**

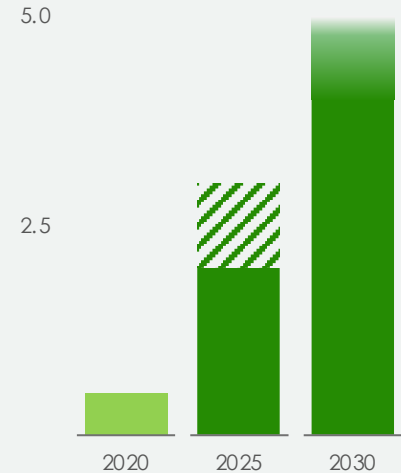
# Becoming a leader in renewable diesel

Capturing synergies with existing assets

Converting existing assets	Co-processing	Developing on existing platforms
<p>La Mède: <b>500 kt/y</b></p> <p><b>Zero oil platform, 400 kt/y</b> bio-refinery in <b>Grandpuits</b>, start-up 2024</p> <p>600-750 \$/t Capex</p>	<p><b>300 kt/y</b> in Europe, starting-up over 2022-24</p> <p>Evaluating project in <b>Port Arthur</b> refinery in US</p> <p>~500 \$/t Capex</p>	<p>Evaluating <b>500 kt/y</b> project on Daesan integrated platform in <b>South Korea</b></p> <p>~750 \$/t Capex</p>

**Low Capex vs. greenfield development (> 1,000 \$/t)**  
**Designing assets to allow feedstock flexibility**

Renewable diesel production  
Mt/y



**CFFO 2019-20 : 350 \$/t**

# Decreasing Scope 3 emissions of our customers by adapting energy sales to market evolution



# Actively shaping demand

Adapting to customers, shifting sales to gas and electricity

## Power generation

- Promote renewables and gases
- Develop storage solutions
- No more fuel oil sold to power generation from 2025

## Mobility

- EVs
- CNG, LNG, biogas and H<sub>2</sub>
- Biofuels
- SAF for the future

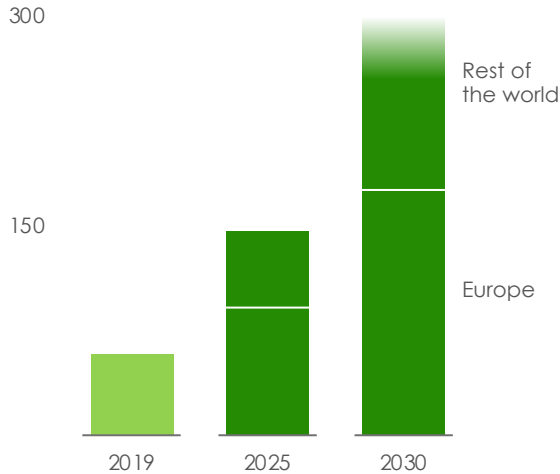
## Heating

- Promote natural gas use for domestic boilers (vs. heating oil) and steam production (vs. heavy fuel)
- Foster energy efficiency



# Growing biofuels in our sales mix

**Biofuel sales**  
kboe/d



- ✓ Largest biofuel retailer in Europe
- ✓ Actively promoting E85 in France
- ✓ Expanding biofuels retail in Brazil

**Biofuels representing 10 to 15% of fuel sales by 2030**

# Gases for mobility

## LNG bunker fuel for marine transportation



Building global supply chain for LNG bunker fuel

Long-term chartering of 2 LNG-propelled VLCCs

Supply agreements with leading shipping companies

Targeting > 10% market share

## Natural Gas for road transportation



> 500 NGV stations in the US<sup>1</sup>  
Expanding NGV. By 2025:

- 450 NGV stations in Europe with  $\geq$  50% biomethane
- > 600 NGV stations in Asia (India, Pakistan)

Targeting 1 Mt/y sales by 2025

## Hydrogen for road transportation



26 hydrogen stations in Germany (> 25% of the H2 MOBILITY network in 2020)

Private hydrogen refueling stations for bus fleets in Benelux and France

Developing H<sub>2</sub> truck-stations in Europe by 2025

<sup>1</sup> Through Group's participation in Clean Energy

# Developing top tier positions in Electric mobility value chain

Committing over 1 B\$ in the next 10 years

## Investing in battery manufacturing



2020 JV with PSA in Europe

- Phased project with pilot in SAFT factory starting in 2020
- 500 M\$ equity injection over 10 years
- Leveraging cutting-edge R&D from Group

**48 GWh capacity (1 M EVs) in 2030**  
**> 10% equity IRR**

## Positioning on EV charging segments



15,000 operated charging points end-2019

B2B/B2G: successes in large European cities:  
London, Amsterdam, Brussels

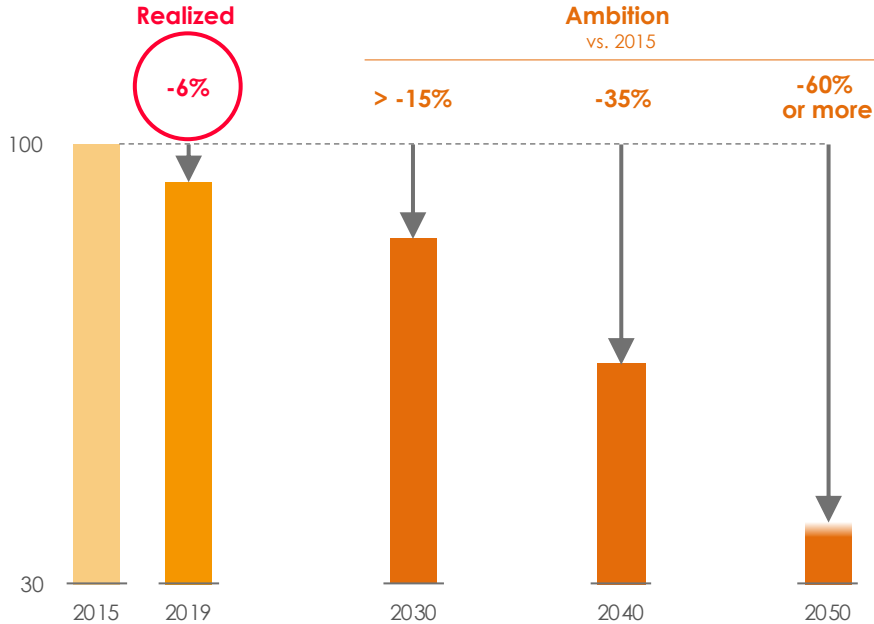
Fast Charging Points: one super-fast charging  
station (150 kW+) every 150 km in Europe by 2022

**Targeting 150,000 charging points by 2025**  
**> 10% equity IRR**



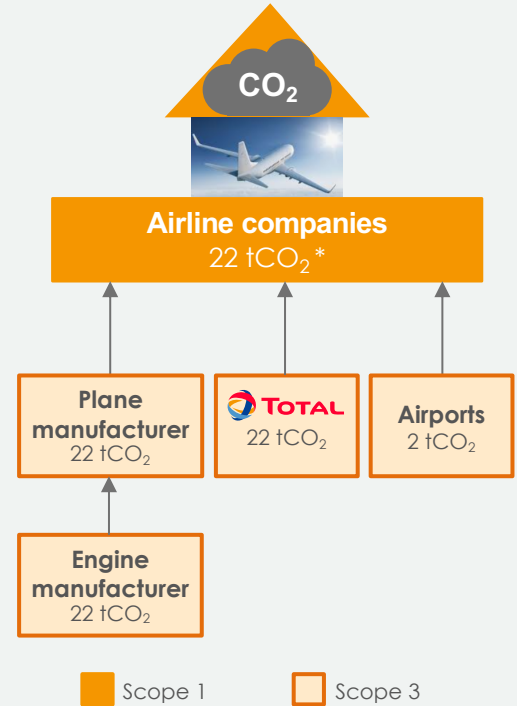
# Ambition for our global Scope 1+2+3

Net Carbon Intensity of energy products sold to our customers  
Base 100 in 2015



Total vs. Majors: the best track record since 2015

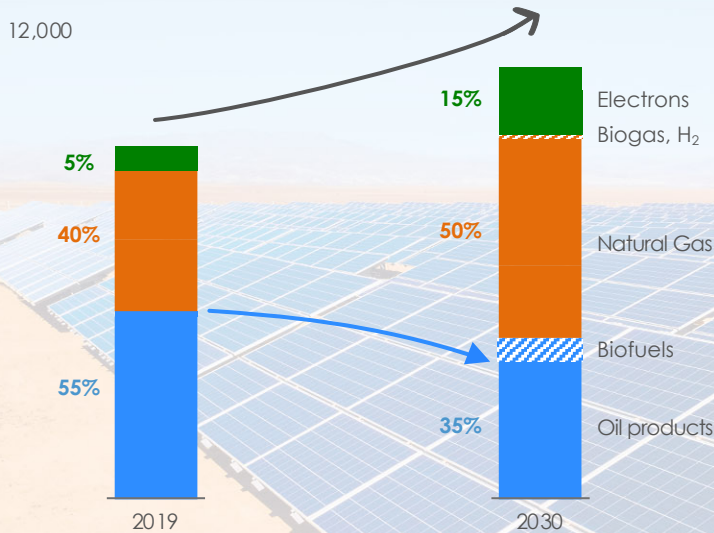
## Emissions reduction, a cross industry effort



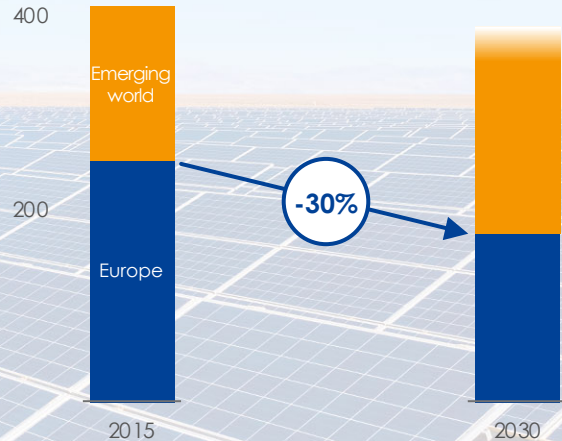
\* Emissions from jet fuel for 1,000 km journey

# Meeting our customers demand : growing sales while reducing emissions

Energy sold to our customers  
PJ/y



Scope 3 emissions\*  
MtCO<sub>2</sub>e



**Commitment for Europe: -30% by 2030 on the way to Net Zero by 2050**  
**Worldwide : 2030 lower than 2015**

\* From energy products used by our customers

# Resilience & Growth underpinning investment case





# Be excellent on what we control

Cash breakeven < 25 \$/b in 2020

HSE

Delivery

Costs

Cash

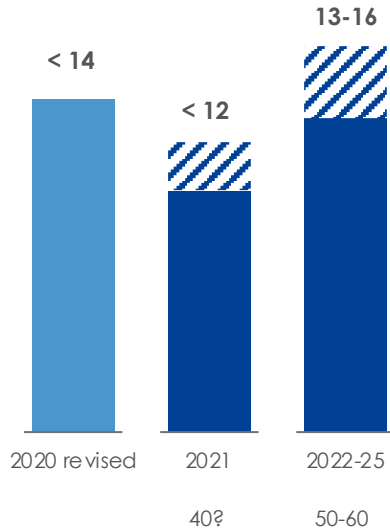




# Capital investment: discipline and flexibility

## Capital investment\*

B\$



Brent (\$/b)

\* Capital investment = Organic Capex + acquisitions – disposals

## Renewables & Electricity

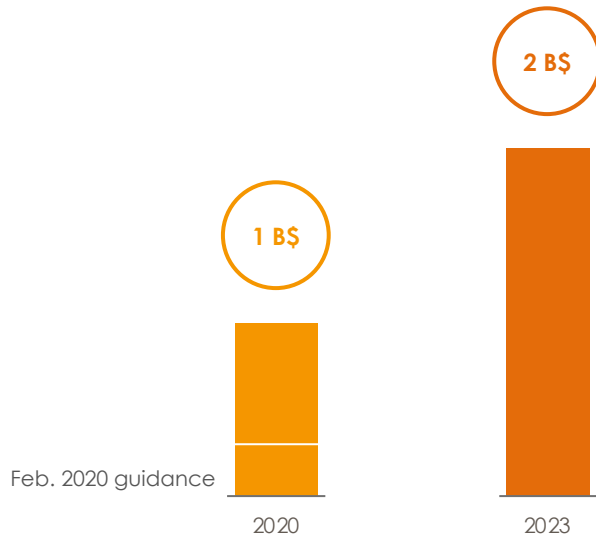
- Growing share with > 15% of Group Capex over 2021-25
- Confirming floor > 2 B\$/y

## 2021

- Facing uncertainty
- Preserving flexibility with > 30% not committed

# Cost reduction: accelerating and increasing efforts in all segments

Opex savings vs. 2019 base



On track to deliver 1 B\$ savings in 2020

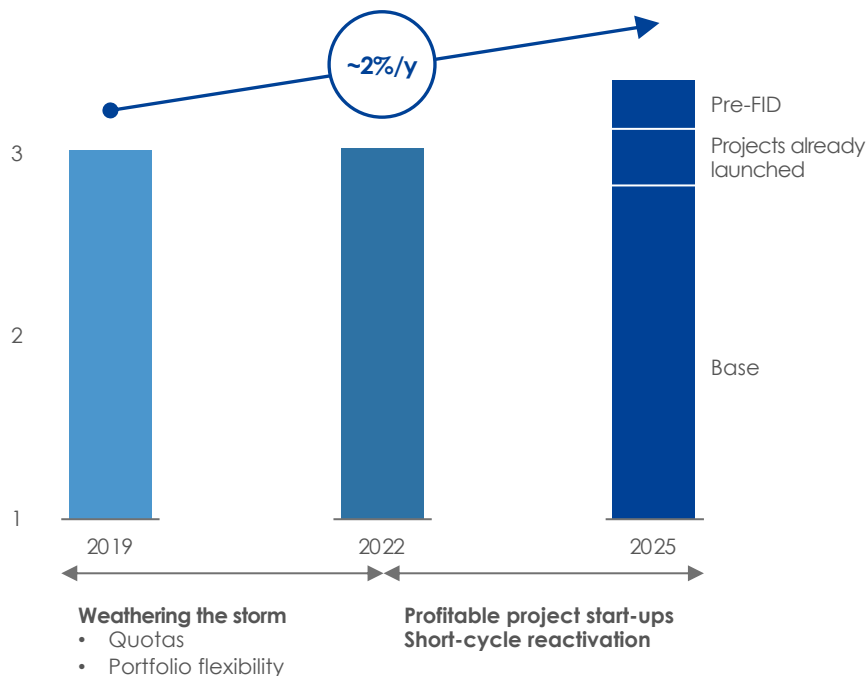


# Upstream production: value over volume

LNG projects driving 2021+ profitable growth

## Production

kboe/d



**Quotas\* impact in 2020:**  
**100 kboe/d**

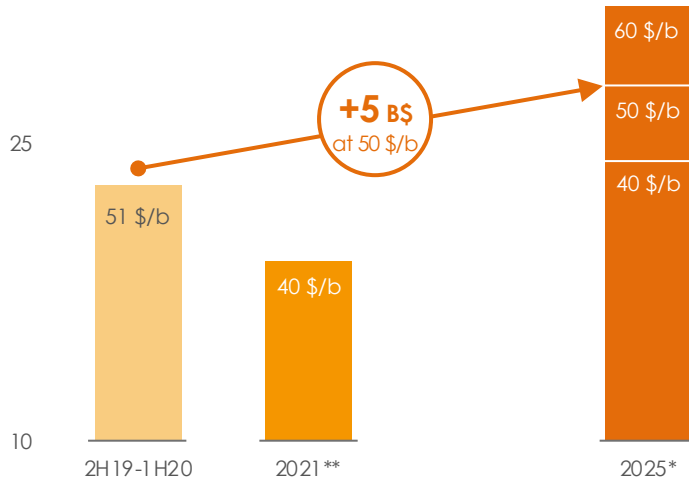
**+40% LNG production growth**  
over 2020-25

**Low 3%/y decline** thanks to  
**~50% of long plateau** with no decline (LNG, Middle East...)

\* OPEC+ quotas and curtailments

# Delivering cash flow growth

Debt adjusted cash flow (DACF)  
B\$



ROE >10%  
@ 50\$/b



\* Same European Refining margin than realized 2H19-1H20 (30 \$/t)  
\*\* Brent 40 \$/b – NBP 4.5 \$/Mbtu – HH 2.5 \$/Mbtu – European Refining margin 35 \$/t



# Clear priorities for cash flow allocation

1

**Capital investment**

**13-16 B\$  
over 2022-25**

**Renewables & Power  
> 2 B\$**

2

**Dividend**

**Supported  
at 40 \$/b**

3

**Balance sheet**

**Gearing < 20%  
Grade A credit rating**

4

**Share buyback**

**Flexible at  
higher oil prices  
when gearing < 20%**

# Actively engaged in ESG

## Environment / Climate

Getting to **Net Zero** ambition

**Transparency**  
New biodiversity policy

Aligning **advocacy** with  
climate ambition

## Social

Overcoming Covid-19 with  
**solidarity**. No layoffs.

**Safety** as a value.  
Mobilizing for Zero fatality

Promoting gender equality  
& international **diversity**

## Governance

New by-laws: **Board**  
overseeing Social and  
Environmental stakes

**Lead Independent Director**  
directly engaged with  
shareholders

**CEO compensation**  
linked to Climate ambition



# Transforming Total into a broad energy company

Growing profitably while decreasing emissions

## Growing energy production from LNG and Renewables

- Capitalizing on competitive advantages to thrive profitably in Renewables & Electricity
- High-quality low-cost hydrocarbon assets and strong discipline on spend

## Committed to reduce absolute Scope 3 emissions by 2030

- Clear Climate ambition and targets
- Adapting sales mix to demand evolution

## Dividend supported at 40 \$/b

- Low breakeven < 25 \$/b
- Robust balance sheet

**Total Energies** : compelling investment case  
supporting stock rerating



# Disclaimer

This document may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, notably with respect to the financial condition, results of operations, business activities and industrial strategy of TOTAL. This document may also contain statements regarding the perspectives, objectives and goals of the Group, including with respect to climate change and carbon neutrality (net zero emissions). An ambition expresses an outcome desired by the Group, it being specified that the means to be deployed do not depend solely on TOTAL. These forward-looking statements may generally be identified by the use of the future or conditional tense or forward-looking words such as "envisions", "intends", "anticipates", "believes", "considers", "plans", "expects", "thinks", "targets", "aims" or similar terminology. Such forward-looking statements included in this document are based on economic data, estimates and assumptions prepared in a given economic, competitive and regulatory environment and considered to be reasonable by the Group as of the date of this document.

These forward-looking statements are not historical data and should not be interpreted as assurances that the perspectives, objectives or goals announced will be achieved. They may prove to be inaccurate in the future, and may evolve or be modified with a significant difference between the actual results and those initially estimated, due to the uncertainties notably related to the economic, financial, competitive and regulatory environment, or due to the occurrence of risk factors, such as, notably, the price fluctuations in crude oil and natural gas, the evolution of the demand and price of petroleum products, the changes in production results and reserves estimates, the ability to achieve cost reductions and operating efficiencies without unduly disrupting business operations, changes in laws and regulations including those related to the environment and climate, currency fluctuations, as well as economic and political developments, changes in market conditions, loss of market share and changes in consumer preferences including those due to epidemics such as Covid-19. Additionally, certain financial information is based on estimates particularly in the assessment of the recoverable value of assets and potential impairments of assets relating thereto.

Neither TOTAL nor any of its subsidiaries assumes any obligation to update publicly any forward-looking information or statement, objectives or trends contained in this document whether as a result of new information, future events or otherwise. Further information on factors, risks and uncertainties that could affect the Group's business, financial condition, including its operating income and cash flow, reputation or outlook is provided in the most recent version of the Universal Registration Document which is filed by the Company with the French Autorité des Marchés Financiers and the annual report on Form 20-F/A filed with the United States Securities and Exchange Commission ("SEC").

Financial information by business segment is reported in accordance with the internal reporting system and shows internal segment information that is used to manage and measure the performance of TOTAL. In addition to IFRS measures, certain alternative performance indicators are presented, such as performance indicators excluding the adjustment items described below (adjusted operating income, adjusted net operating income, adjusted net income), return on equity (ROE), return on average capital employed (ROACE), gearing ratio and operating cash flow before working capital changes. These indicators are meant to facilitate the analysis of the financial performance of TOTAL and the comparison of income between periods. They allow investors to track the measures used internally to manage and measure the performance of the Group.

These adjustment items include:

(i) Special items

Due to their unusual nature or particular 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, transactions such as restructuring costs or asset disposals, which are not considered to be representative of the normal course of business, may be qualified as special items although they may have occurred within prior years or are likely to occur again within the coming years.

(ii) Inventory valuation effect

The adjusted results of the Refining & Chemicals and Marketing & Services segments are presented according to the replacement cost method. This method is used to assess the segments' performance and facilitate the comparability of the segments' performance with those of its competitors.

In the replacement cost method, which approximates the LIFO (Last-In, First-Out) method, the variation of inventory values in the statement of income is, depending on the nature of the inventory, determined using either the month-end price differentials between one period and another or the average prices of the period rather than the historical value. The inventory valuation effect is the difference between the results according to the FIFO (First-In, First-Out) and the replacement cost.

(iii) Effect of changes in fair value

The effect of changes in fair value presented as an adjustment item reflects for some transactions differences between internal measures of performance used by TOTAL's management and the accounting for these transactions under IFRS.

IFRS requires that trading inventories be recorded at their fair value using period-end spot prices. In order to best reflect the management of economic exposure through derivative transactions, internal indicators used to measure performance include valuations of trading inventories based on forward prices.

TOTAL, in its trading activities, enters into storage contracts, whose future effects are recorded at fair value in Group's internal economic performance. IFRS precludes recognition of this fair value effect.

Furthermore, TOTAL enters into derivative instruments to risk manage certain operational contracts or assets. Under IFRS, these derivatives are recorded at fair value while the underlying operational transactions are recorded as they occur. Internal indicators defer the fair value on derivatives to match with the transaction occurrence.

The adjusted results (adjusted operating income, adjusted net operating income, adjusted net income) are defined as replacement cost results, adjusted for special items, excluding the effect of changes in fair value.

Euro amounts presented herein represent dollar amounts converted at the average euro-dollar (€-\$) exchange rate for the applicable period and are not the result of financial statements prepared in euros.

This document also contains extra-financial performance indicators, including a carbon intensity indicator for energy products used by Total customers, that measures the average greenhouse gas emissions of those products, from their production to their end use, per unit of energy. This indicator covers the direct GHG emissions of production and processing facilities (scope 1) and their indirect emissions associated with energy purchase (Scope 2), as well as the emissions associated with the use of products by the customers of the Group (Scope 3) which Total does not control (for the definitions of scopes 1, 2 and 3, refer to Total's Universal Registration Document).

Cautionary Note to U.S. Investors – The SEC 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 SEC rules. We may use certain terms in this presentation, such as "potential reserves" or "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/A, File No 1-10888, available from us at 2, place Jean Millier – Arche Nord Couplee/Regnault – 92078 Paris-La Defense Cedex, France, or at our website total.com. You can also obtain this form from the SEC by calling 1-800-SEC-0330 or on the SEC's website sec.gov.



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