Oil product demand

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This document may contain forward-looking information on the Group (including objectives and trends), as well as 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, strategy and plans of TOTAL. These data do not represent forecasts within the meaning of European Regulation No. 809/2004.

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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. Performance indicators excluding the adjustment items, such as adjusted operating income, adjusted net operating income, and adjusted net income are meant to facilitate the analysis of the financial performance and the comparison of income between periods. 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.

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

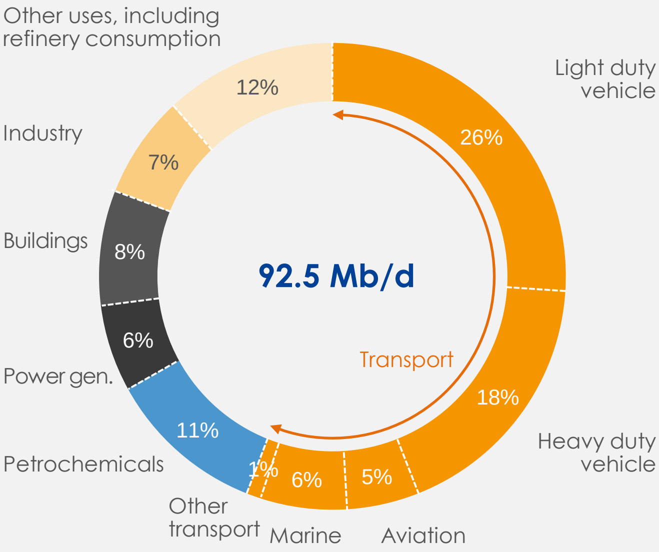
The adjusted results (adjusted operating income, adjusted net operating income, adjusted net income) are defined as replacement cost results, adjusted for special items, excluding the effect of changes in fair value.

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 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 N° 1-10888, available from us at 2, Place Jean Millier – Arche Nord Coupole/Regnault - 92078 Paris-La Défense 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.

Oil demand dominated by transport and petrochemicals

Emerging markets underpinning rising demand

2015 world oil demand by use

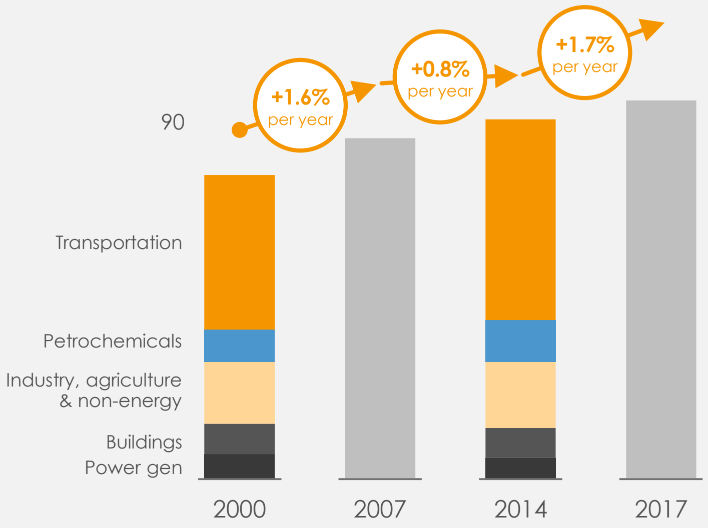


TOTAL

Oil demand since 2000

Growth dominated by transportation

World oil demand by sector
Mb/d



Rapid non-OECD economic development

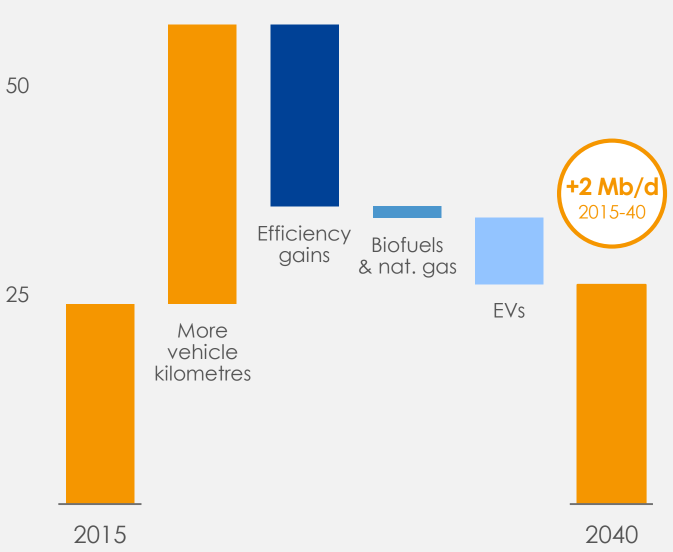
Clear elasticity of oil demand to price: acceleration since 2014 after oil price drop

Growth concentrated in transportation, but also petrochemical feedstock and industry

More driving boosts passenger transport fuel demand

Efficiency improvements mitigate increased driving

Passenger transportation* fuel demand
Mb/d



* Light Duty Vehicles (LDV) + 2&3 Wheelers + Buses

Demand for passenger transport:
High growth in emerging countries

- 2000-15 average: +3.6%/y km driven
- Assumption: km driven to grow 3.5%/y
- 2 & 3 wheelers continue rapid growth

Regulation drives faster efficiency gains

- New car fuel efficiency +3%/y
- By 2040, new car consumption: 3-4 l/100 km

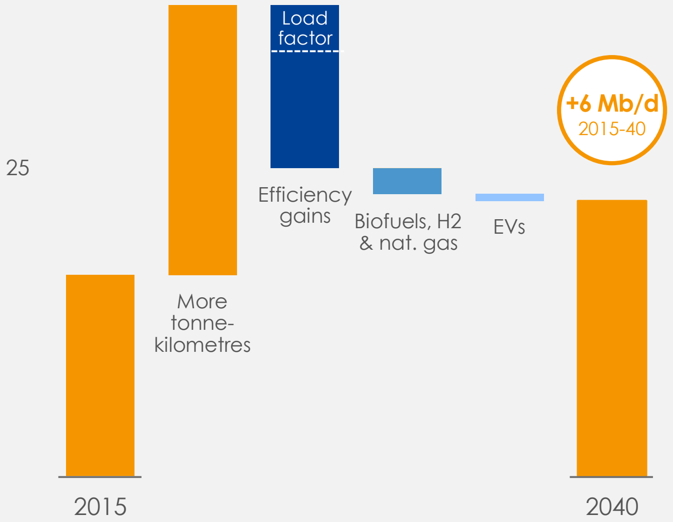
EV penetration by 2040

- Case considers aggressive penetration: 50% of sales, 32% of fleet
- EVs drive fewer km/y (mainly urban users)

Growing road freight oil demand

Continuous increase in freight transport

Road freight transportation fuel demand
Mb/d



Growth dominated by long-haul freight

- 2000-15 average: +3.4%/y tonne-km
- Assumption: tonne-km to grow at same pace

Faster efficiency gains expected

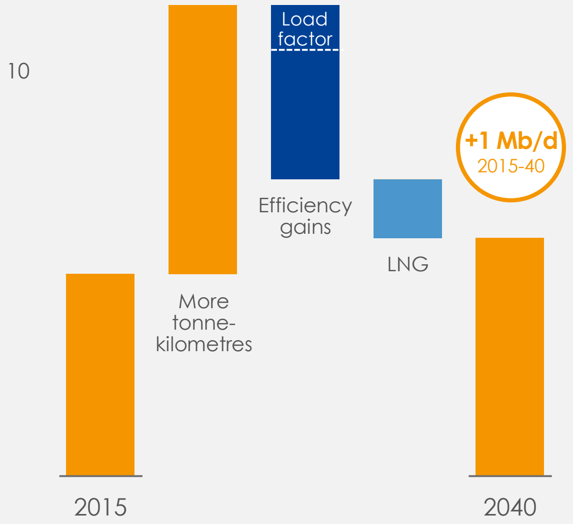
- New truck fuel efficiency +1.5%/y
- Big-Data tools help boost load factor

Growing natural gas penetration

EV technology less suitable for heavy loads and long distances

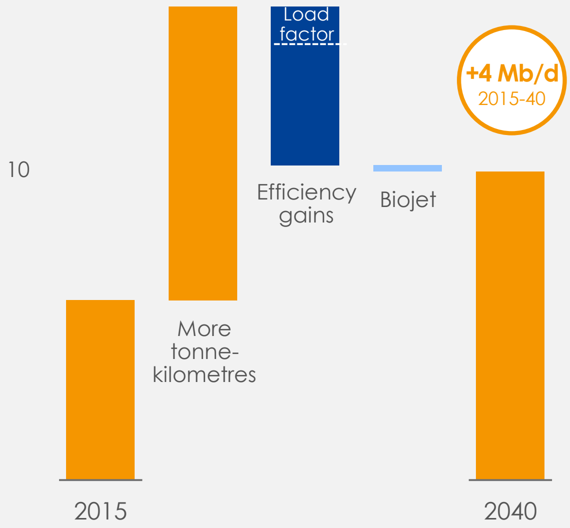
Increasing demand for aviation and marine fuels

Oil demand for marine fuels
Mb/d



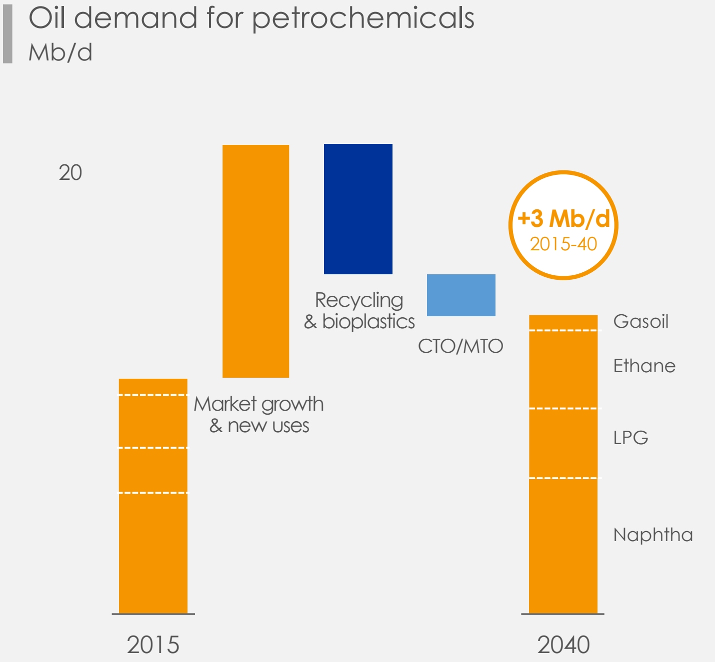
Global cap stimulating **LNG substitution**
Low fleet turnover slowing efficiency gains

Aviation fuel demand
Mb/d



Little alternative to jet fuel
Strong traffic growth for **cargo and people**

Growing oil demand for petrochemicals
Sustained demand for polymers



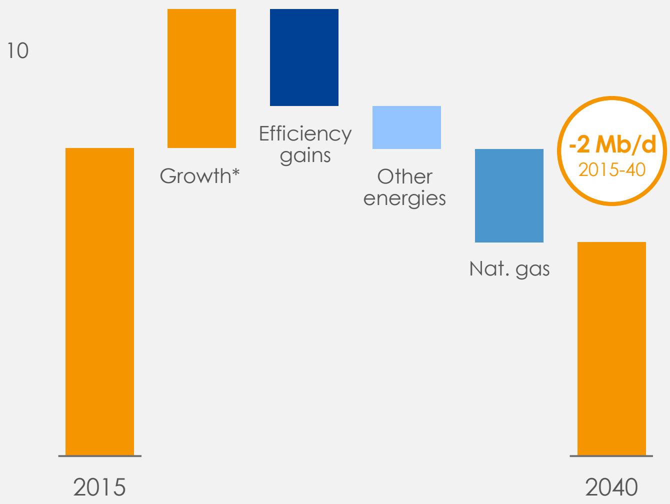
+0.6 Mb/d oil, +2.3 Mb/d ethane and LPG in 2040

Declining oil use in buildings and power generation

Oil displaced by natural gas

Oil demand for buildings

Mb/d

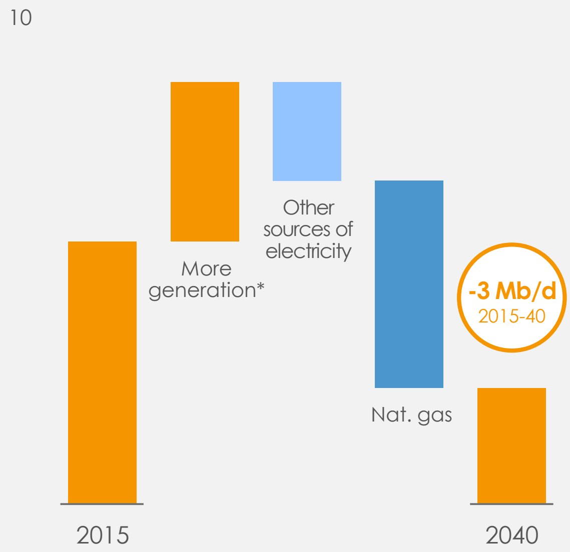


Declining use of oil for **residential heating**

* Growth applied to oil

Oil demand for power generation

Mb/d

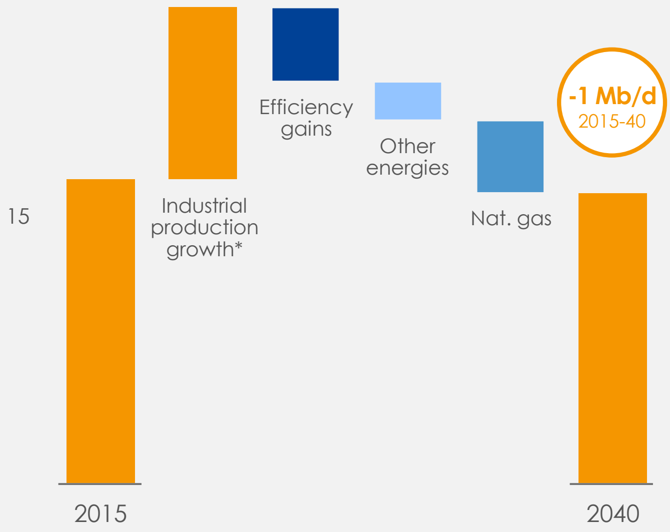


Oil use persists in some regions and for **back up and peak power**

* Growth applied to oil

Industry, agriculture, and non-energy uses
Little alternative to oil in some sectors (e.g. feedstocks)

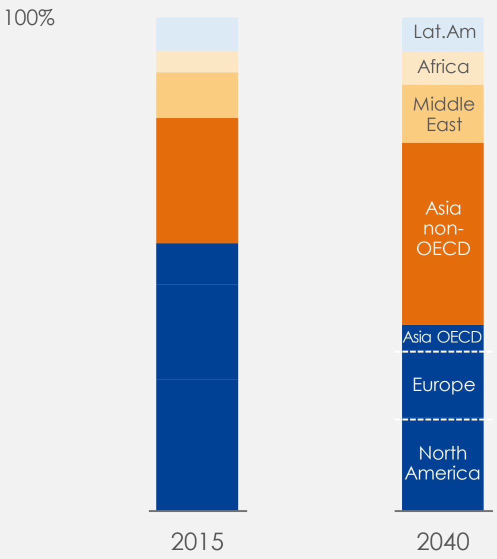
Oil demand for industry and other uses
Mb/d



* Growth applied to oil

Regional weights in oil demand are shifting rapidly

Estimated oil demand by region



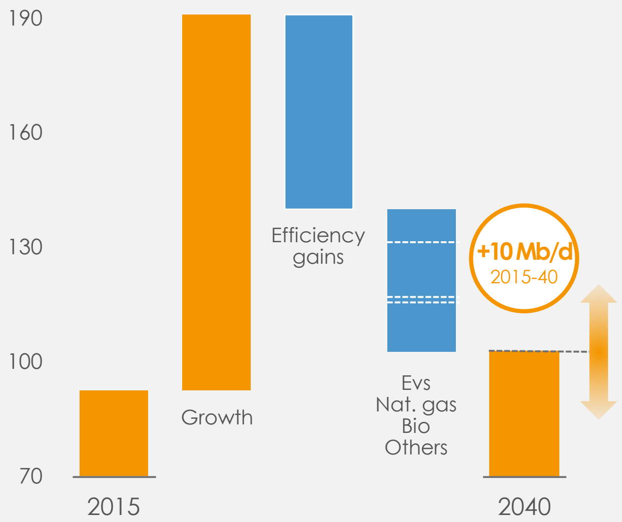
Developing markets are driving growth

OECD falls from half to about 30% of oil demand

Sustained oil demand

Despite EVs, efficiency gains, and substitution

Total oil demand
Mb/d



Demand for mobility remains strong in emerging countries

Natural gas is the main alternative to oil

- 15 Mb/d of oil displaced by gas

Aggressive case for EV penetration

Stronger disruptions needed
to meet the IEA 450 ppm scenario

Oil demand sensitivities in 2040