Strategy and Outlook

September 2018

TOTAL

Consistently delivering

Maintaining **strong discipline on costs** while **growing production**

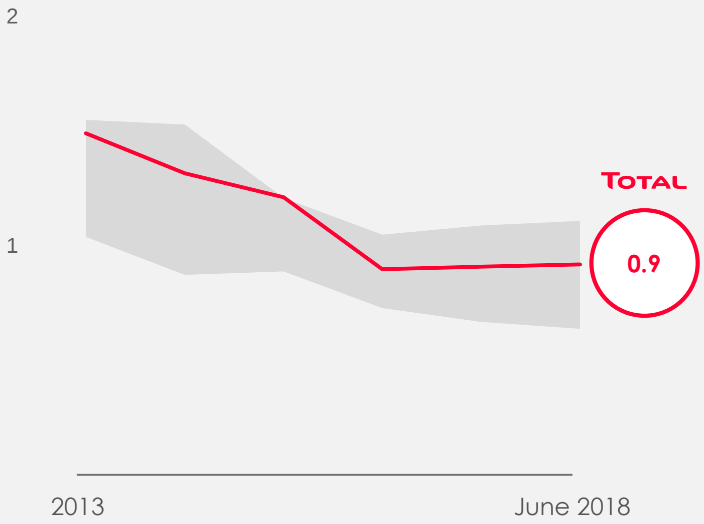
Managing portfolio countercyclically to increase cash flow and profitability

Building a **responsible oil & gas** and **low carbon electricity** company

Increasing shareholder value

Safety, a core value
Cornerstone of operational efficiency

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



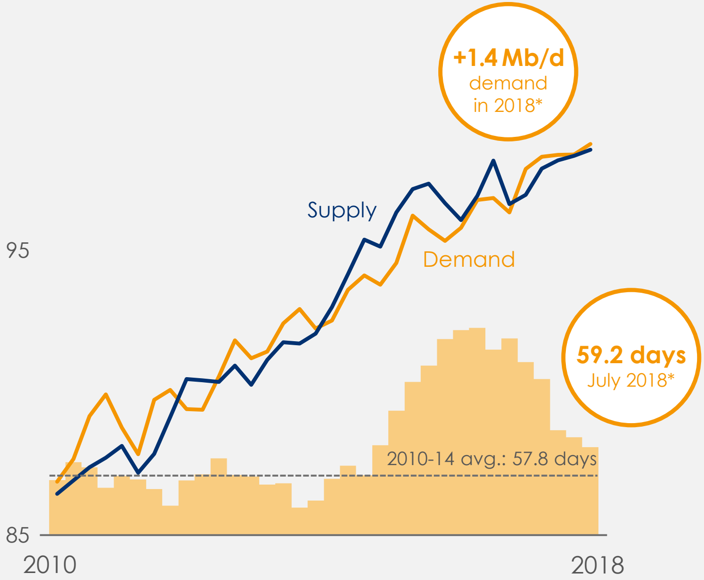
* Group TRIR excl. Specialty Chemicals
Peers: BP, Chevron, ExxonMobil, Shell

Group six key HSE priorities

Prevent	Manage risks to safeguard people, the environment and assets
Integrate	Safety, the cornerstone of operational efficiency
Steer	Strengthen HSE leadership to act and step in
Learn	Develop a learning organization
Cooperate	Build momentum for progress shared with our contractors
Unify	One HSE, stronger, streamlined

Supportive oil market fundamentals

Supply-demand and OECD inventories
Mb/d; days of demand cover



Demand strong but sensitive to price and global economic growth uncertainty

Favorable short-term market conditions

- OPEC & Russia regaining market leadership
- US shale growth facing short-term bottlenecks
- Reduced exports from Iran
- Production disruptions in Libya and Venezuela

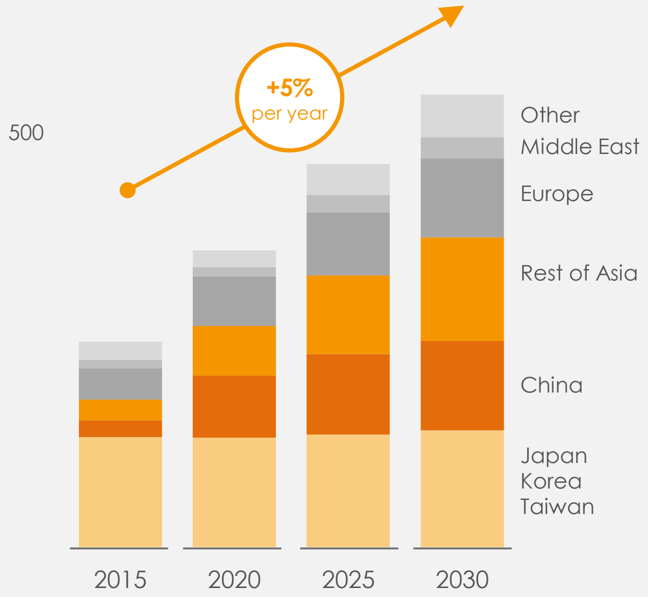
Long term: market remains volatile

* Source: IEA

Strong LNG demand growth driven by Asia

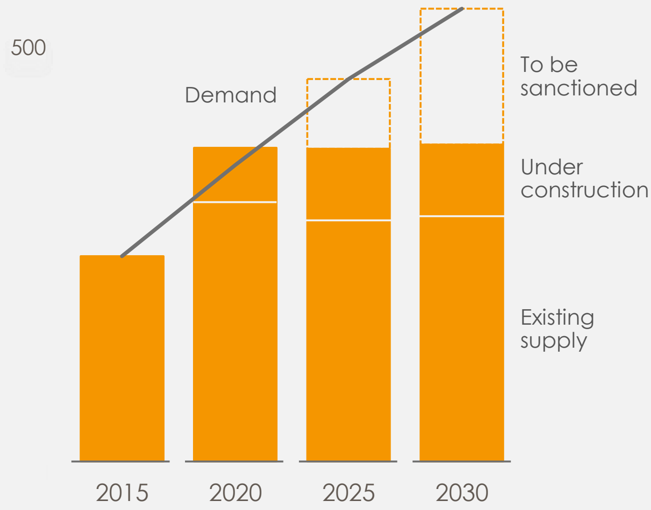
Constructive government policies

2015-30 LNG demand
Mt/y



LNG demand: +10% in 2017,
China LNG demand: +50% in 1H18 vs. 1H17

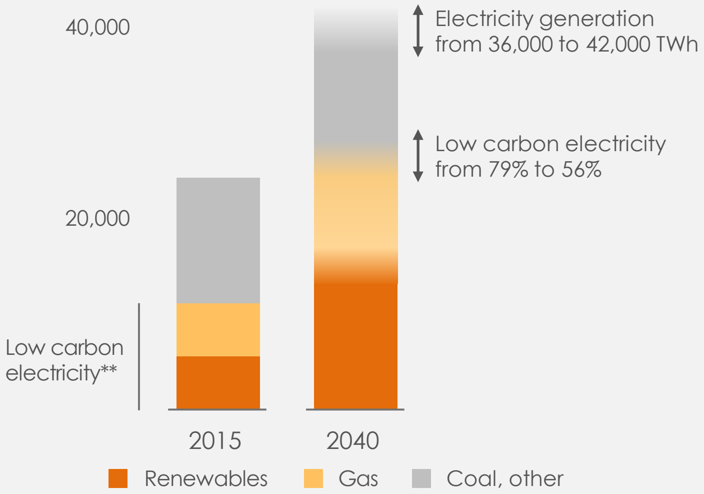
2015-30 LNG supply
Mt/y



Opportunity for **low breakeven projects** post-2020

Electricity demand to increase by > 50% from 2015-40

2015-40 electricity generation
TWh, range of IEA scenarios*



* Source: IEA scenarios - SDS, NPS, CPS
** Gas and renewables

Growth driven by non-OECD countries, in particular **China and India**

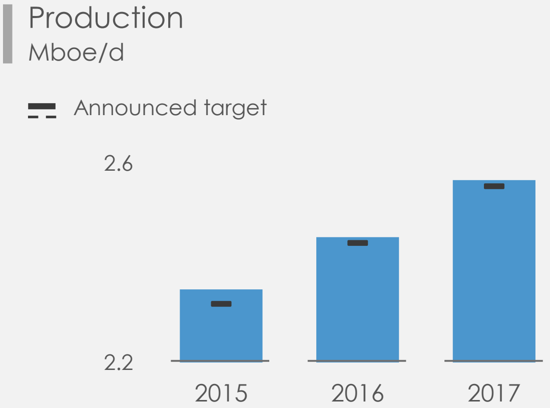
Large increase in gas and renewables share of generation by 2040

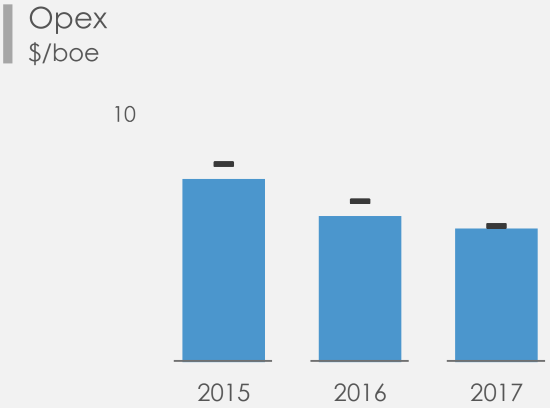
Solar, wind and gas: x 2.5 over 2015-40

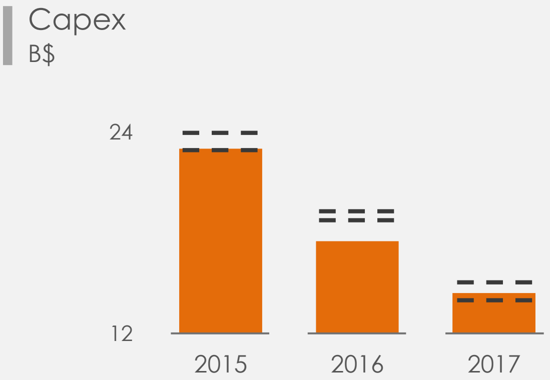
- Solar: +9-13%/y
- Wind: +6-9%/y
- Gas: +2-3%/y

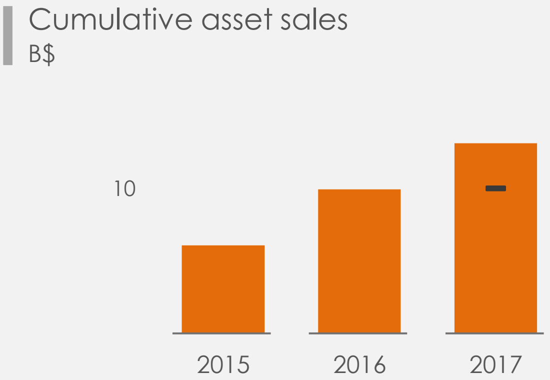
Consistently delivering

Consistently delivering



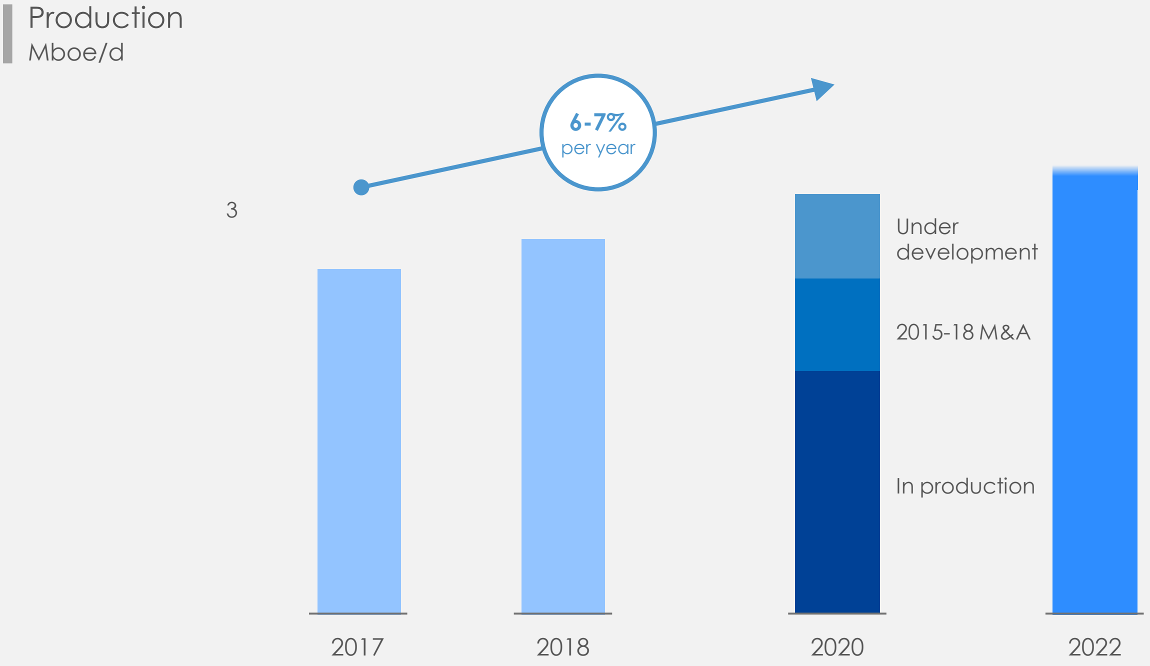






Outstanding production growth

Best-in-class growth 2018-20



5% CAGR from **2017-22**

TOTAL

2018-20 major start-ups

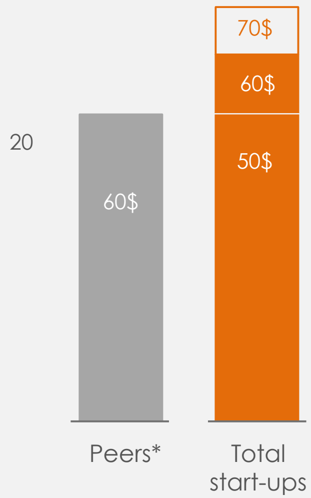
Delivering ~600 kboe/d by 2020

		kboe/d	Share		Country
2018	Yamal LNG T1	150	29.7%		Russia
	Fort Hills	180	24,5%		Canada
	Vaca Muerta	100	41%	Op.	Argentina
	Timimoun	30	38%		Algeria
	Yamal LNG T2	150	29.7%		Russia
	Kaombo North	115	30%	Op.	Angola
	Ichthys LNG	340	30%		Australia
2019	Tempa Rossa	55	50%	Op.	Italy
	Halfaya 3	200	22.5%		Iraq
	Egina	200	24%	Op.	Nigeria
	Yamal LNG T3	150	29.7%		Russia
	Iara 1	150	22.5%		Brazil
	Kaombo South	115	30%	Op.	Angola
	Culzean	100	49.99%	Op.	UK
	Johan Sverdrup 1	440	8.44%		Norway
2020	Yamal LNG T4	20	29.7%		Russia
	Iara 2	150	22.5%		Brazil
	Absheron	35	50%		Azerbaijan
	Zinia 2	40	40%	Op.	Angola

Yamal: direct + indirect working interest

2018-20 average cash margin

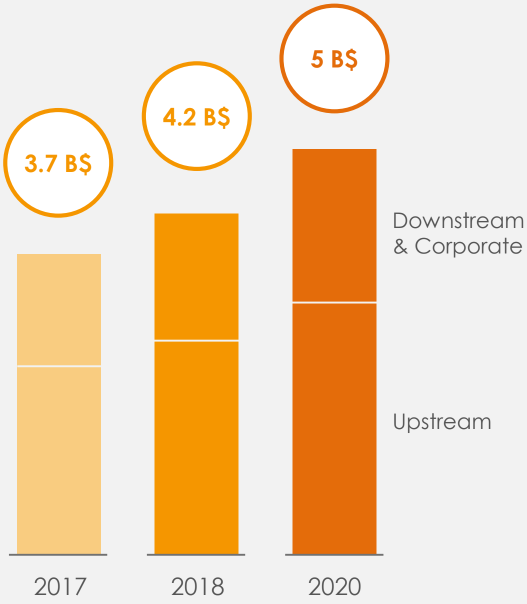
CFFO – $/boe



* BP, Chevron, ExxonMobil, Shell – Wood Mackenzie data

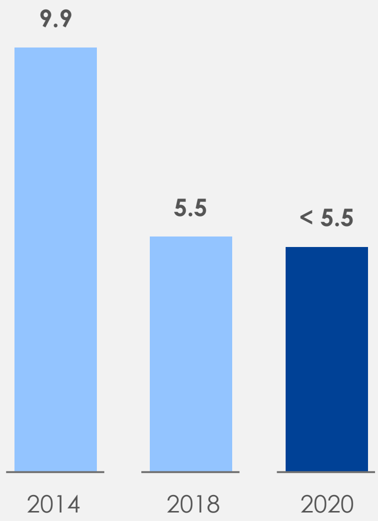
Relentlessly reducing operating costs

Opex savings vs. 2014 base
B$



Confirming cost saving targets

Production costs (ASC 932)
$/boe



Driving down costs through the cycle

Simplifying processes and organization

Total Global Services generating results

- **~400 M$ savings in 2017** (Opex + Capex), targeting **1 B$ by 2020**
- **40% of procurement negotiated globally**
- **Bundling contracts** with major vendors to create economies of scale

ONE TOTAL

ONE TOTAL
BE SIMPLE

- **One Total Chair** per country
- **Cross-segment** support functions
- Group-wide **simplification program**

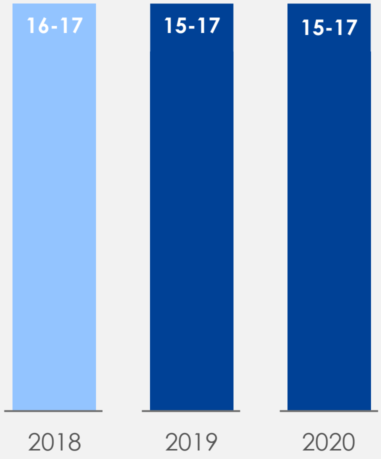
TOTAL

Discipline on capital investments

15-17 B$ per year from 2018-20

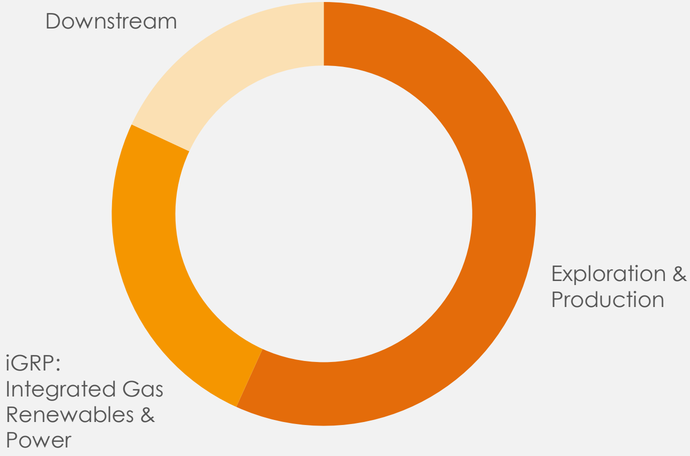
Capital investment*

B$



* Organic Capex + net acquisitions

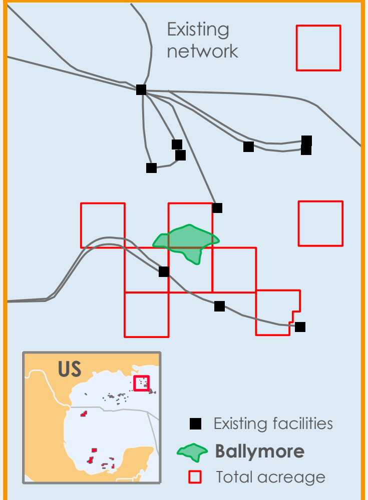
2018-20 capital investment



iGRP: integrated LNG (upstream and midstream) + GRP assets

2018 Exploration: first successes of new strategy and team

Ballymore, US
Total 40%
Giant deepwater oil



Giant discovery 0.5-1 Bboe

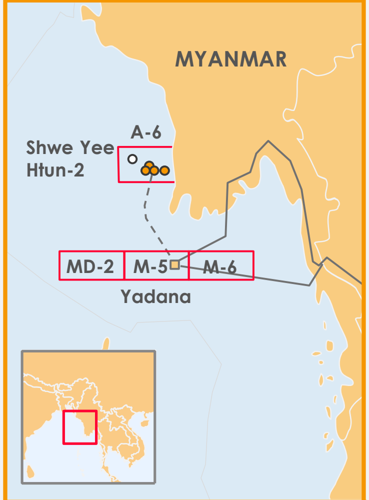
Possible fast track EPS development using existing infrastructure

Sururu, Brazil
Total 20%
Giant deepwater oil

Largest hydrocarbon column found in Brazil

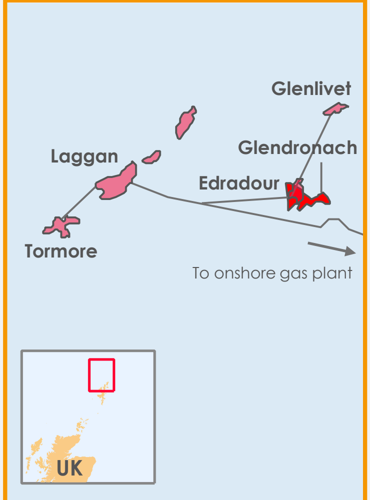
530 m of pre-salt pay
(average of 5 best wells at ~440 m)

Shwe Yee Htun, Myanmar
Total 40%
Offshore gas



2-3 Tcf
Appraisal confirming commerciality

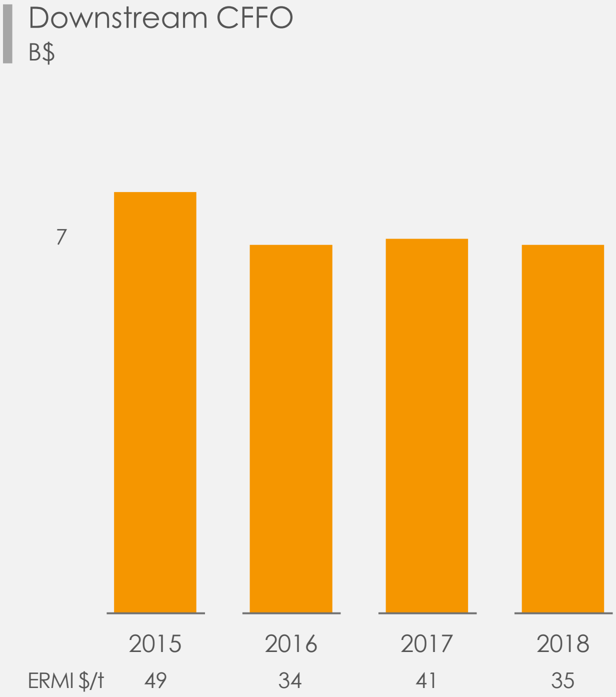
Glendronach, UK
Total 60%
Nearby exploration, gas



~1 Tcf
Short cycle:
quick time to market
leveraging existing assets

Downstream consistently delivering 7 B$/y CFFO

While selling 7 B$ of assets over 2015-17



Continuously optimizing Refining & Chemicals

- Upgrading Antwerp
- Debottlenecking Satorp

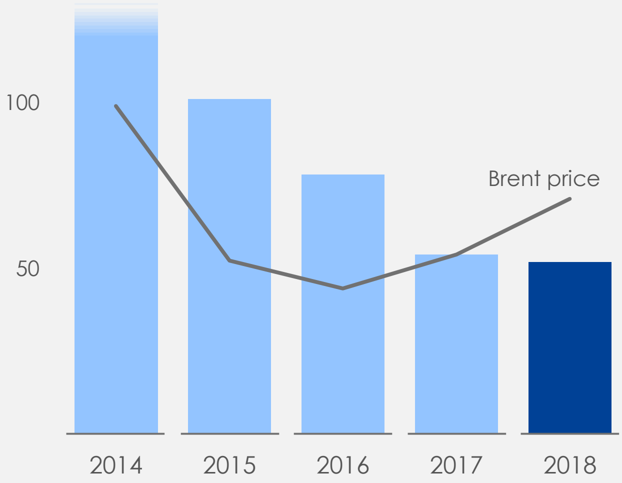
Consistently growing Marketing & Services

- Non-cyclical business
- Expanding non-fuel revenues

Best-in-class ROACE > 25%

Driving down the breakeven

Post-dividend organic breakeven
$/b



Discipline on spend

High margin production

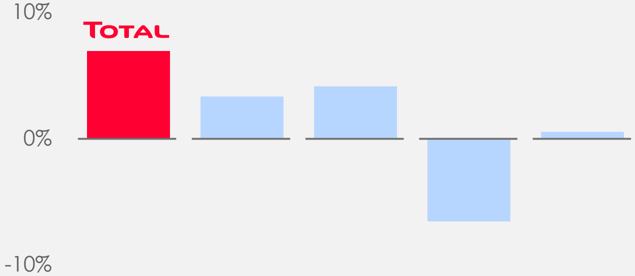
Robust Downstream

Increasing CFFO **leverage to oil price**

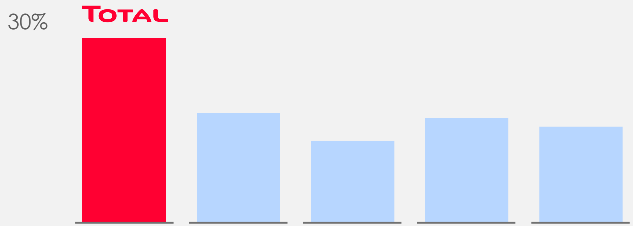
- 2.8 B$ for 10 $/b Brent in 2018
- 3.3 B$ by 2019

Outperforming peers in 1H 2018

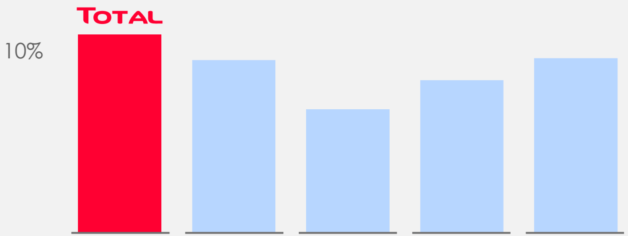
Production growth 1H18 vs 1H17
%



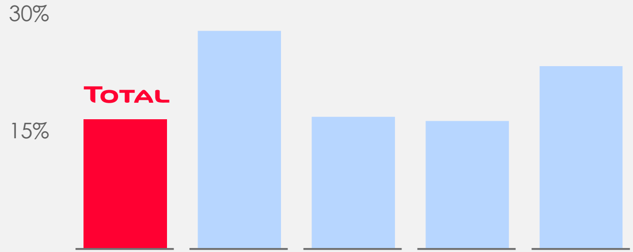
Downstream ROACE – rolling 12-month
%



ROE – rolling 12-month
%



Net-debt-to-capital
End-2Q18, %



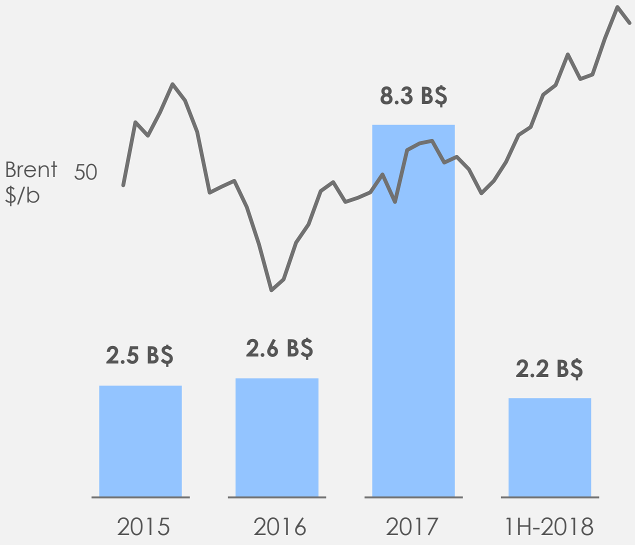
Peers: BP, Chevron, ExxonMobil, Shell – based on public data

Creating value through the cycle

Countercyclical Upstream M&A creating value

> 25% portfolio change since 2015

Acquisitions
B$



Note: acquisitions based on signing dates

> 7 Bboe resources added at **< 2.5 $/boe**

	2015-18 acquisitions	E&P average
ROACE at 60 $/b (%)	**> 10%**	7-8%
Opex ($/boe)	**~4**	~5.5
Technical costs* ($/boe)	**~12-13**	~19
Organic cash breakeven ($/boe)	**< 30**	~35

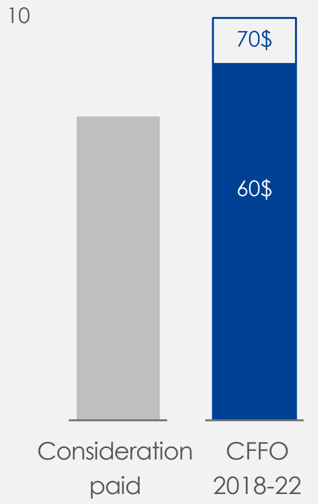
* ASC 932

Maximizing value in the North Sea

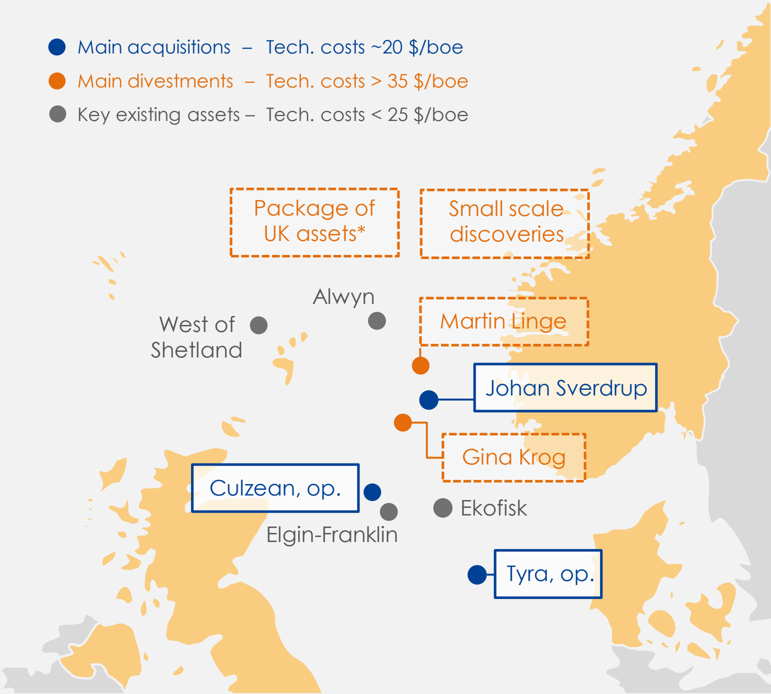
Integrating Maersk Oil assets and highgrading portfolio

Maersk Oil accretive acquisition

B$



Divestment of high costs assets

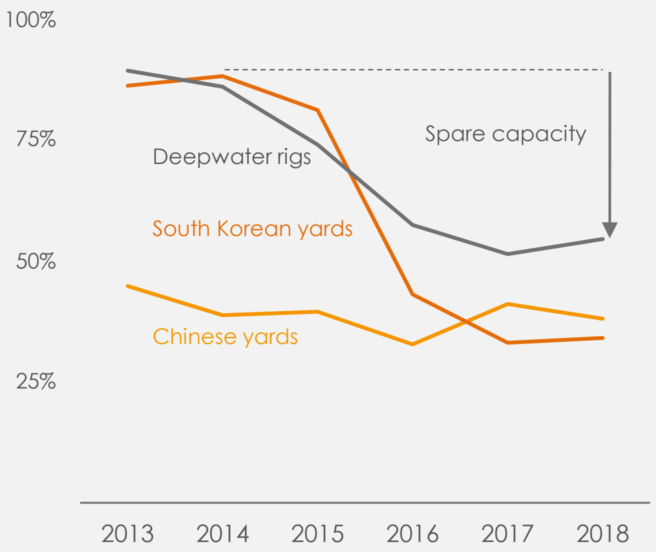


* Divestment process ongoing

Favorable cost environment to sanction new projects

Significant spare capacity and opening new supply options

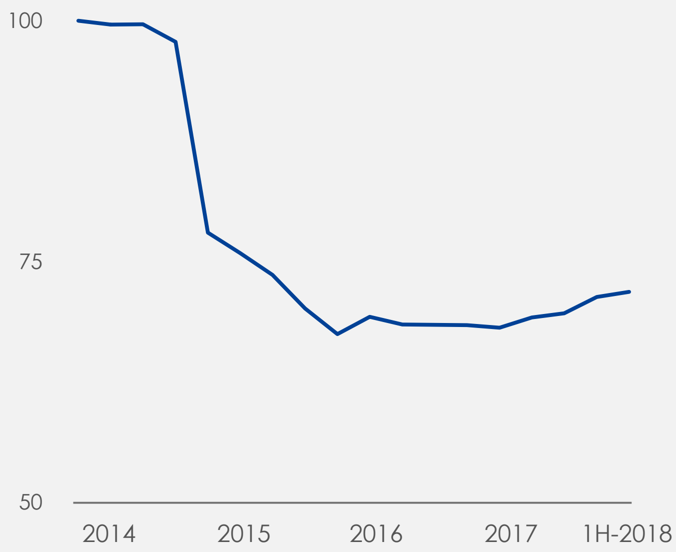
Yards* & deepwater rigs** utilization rate
%



Buyer's market due to **large spare capacity**

* Source IHS Markit, Topsides & Modules
** Source Fearnley Offshore

Decrease of capital costs
Deepwater – IHS Markit – Q2-2018

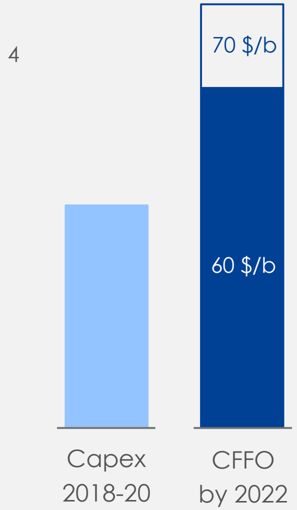


Costs still **~30% below 2014 peak**

Accelerating short cycle developments

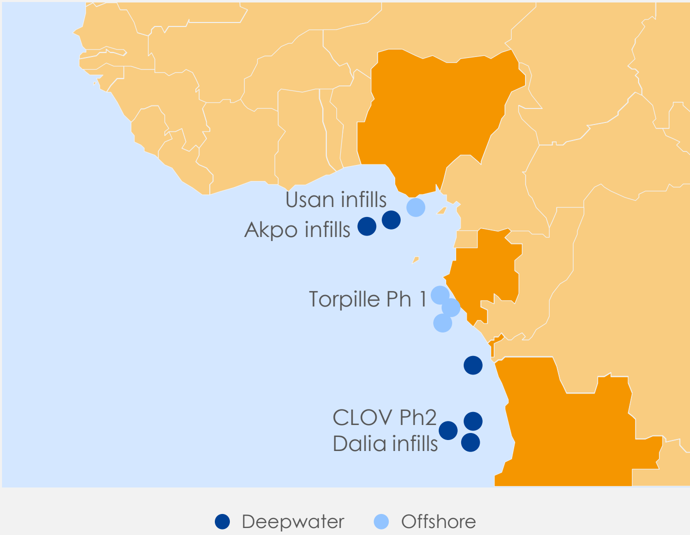
Portfolio of flexible and highly profitable projects

Launching short cycle projects
B$



~400 Mboe sanctioned by end-2019
Capex **< 7 $/boe**

West Africa, sanctioning tie-back and infill drilling opportunities

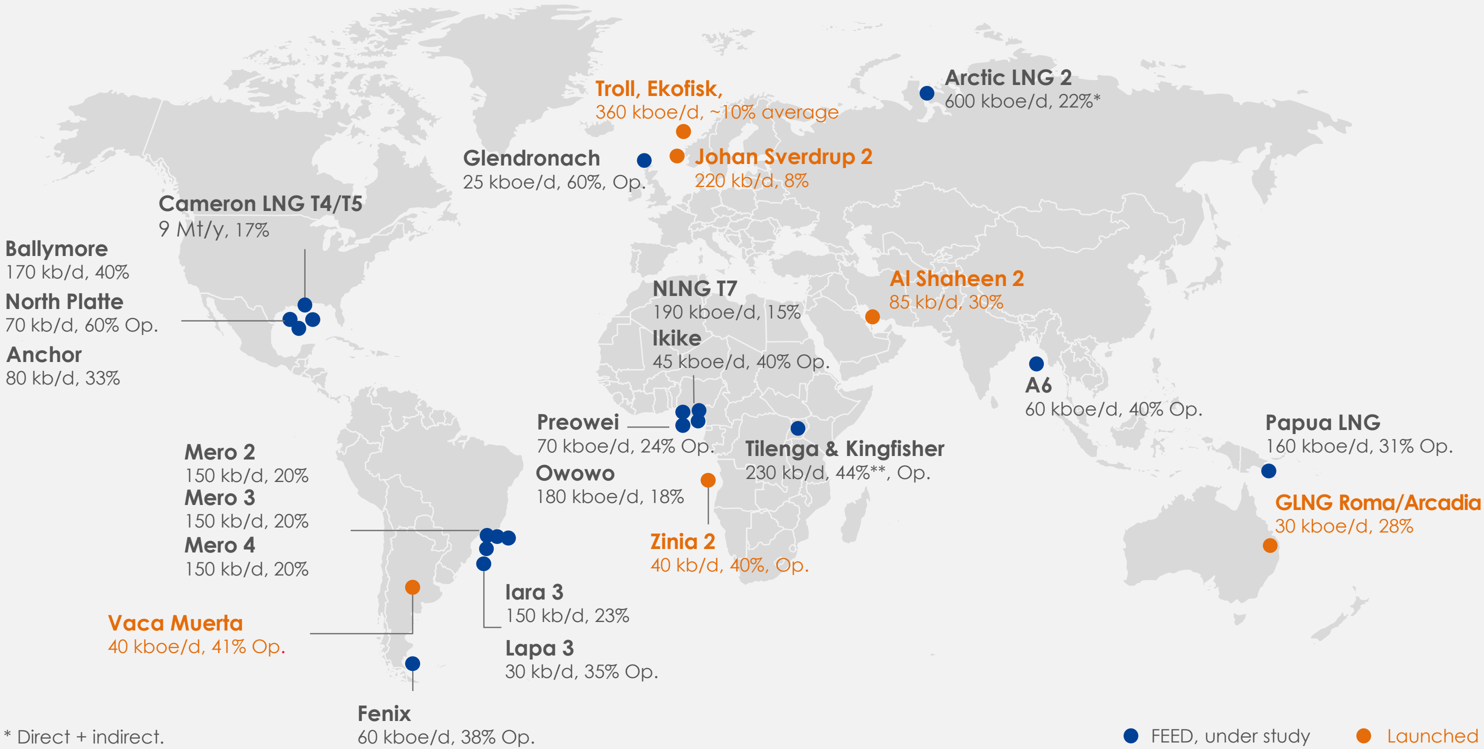


100 kboe/d production post-2020
~30 $/boe CFFO at 60 $/b

TOTAL

Sanctioning high return projects to prepare future growth

Launching > 700 kboe/d by 2020



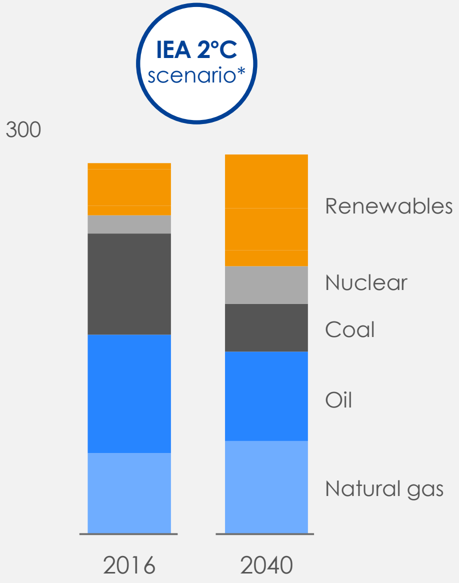
* Direct + indirect.
** Subject to closing

Building a responsible energy company on core strengths and growing markets

Integrating climate into strategy

Taking into account anticipated market trends

Global energy demand
Mboe/d



* IEA Sustainable Development Scenario

Focusing on **oil** projects with **low breakeven**

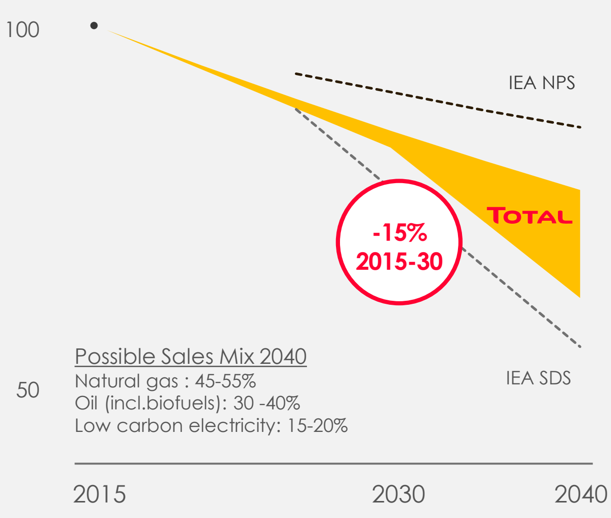
Expanding along the **gas value chain**

Developing profitable & sizeable **low carbon electricity** business


Reducing carbon intensity of our energy sales

Responsible contribution to tackle climate challenge

Carbon intensity
Base 100 in 2015 (75 gCO_2/kbtu)



NPS: New Policy scenario ~2.7°C by 2100
SDS: Sustainable Development scenario ~2°C by 2100

Further improving our **operations efficiency**

Growing in **natural gas**

Developing **low carbon electricity**

Increasing **biofuels**

Investing in **carbon sinks** (CCUS & forests) post-2030

Oil & Gas: Building on our strengths

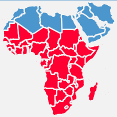
Leveraging expertise in 7 core areas

1 Deepwater

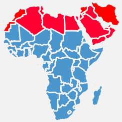
2 LNG

3 Petrochemicals

4 Retail & Lubricants



5 Africa
Market leader

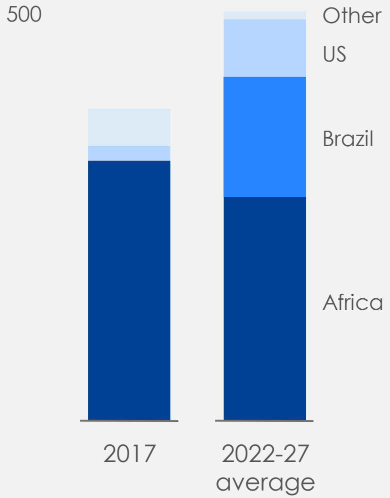


6 Middle East & North Africa
Partner of choice

7 North Sea
#2 operator

Leveraging deepwater expertise
Reaching 500 kboe/d production by 2020

Deepwater production
kboe/d



> 30 $/boe CFFO at 60 $/b

Leader in Africa

Growing in Brazil

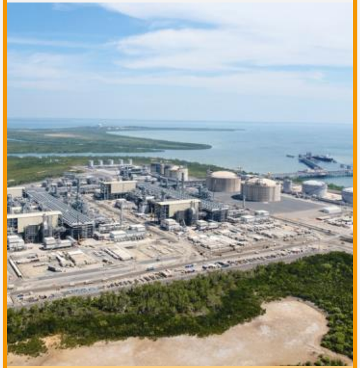
Gulf of Mexico, the next wave

Expanding along the integrated gas value chain

Reporting Integrated Gas Renewable & Power segment from 2019

Production & Liquefaction

20 Mt/y LNG



Ichthys & Yamal ramping up

Trading & Shipping

40 Mt/y portfolio

#2 Global LNG player

Regasification

20 Mt/y capacity

#1 European player

Gas & Power Marketing

~6 M customers

> 10% market share France + Belgium

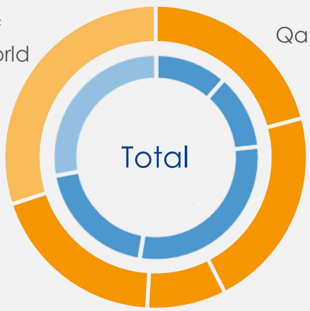
Note: 2020 forecast

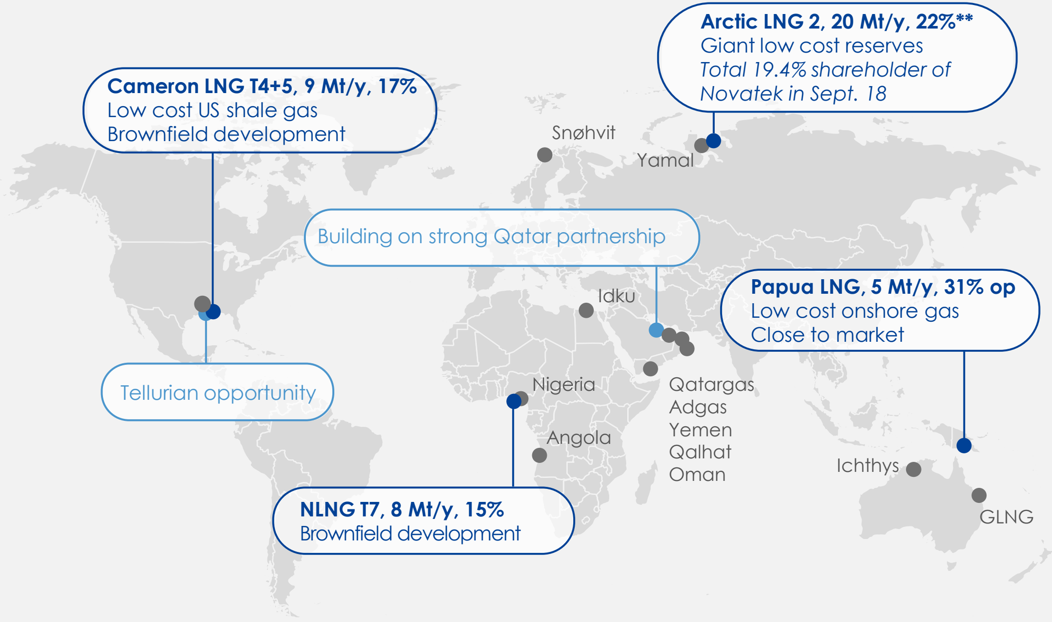
New wave of LNG projects located in all key supply regions

Priority to low cost, brownfield projects

2025 LNG supply sources

Global Market and TOTAL share





~70% of worldwide supply concentrated in 4 regions

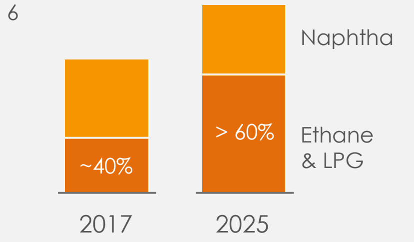
* Australia / PNG.
** Direct + indirect

Executing Petrochemicals strategy

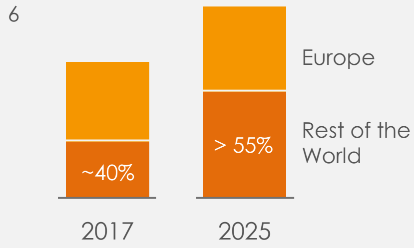
Low cost feedstock on worldclass integrated platforms

Petrochemical production*

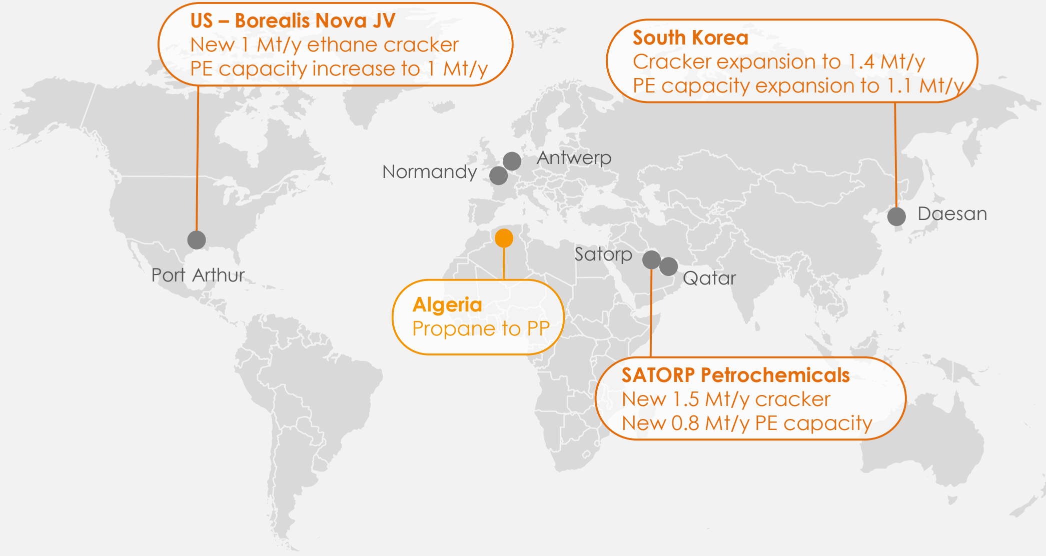
Mt/y



More low cost feedstock



Expansion outside Europe



Worldclass integrated platforms

FEED or Under construction

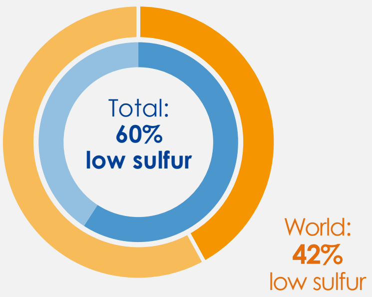
Under study

* Olefins, not including refinery production

Well positioned for new IMO regulation

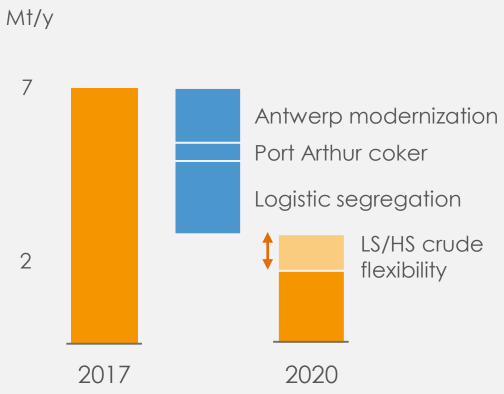
Positive for E&P and R&C, a new opportunity for M&S

Crude Oil
Low sulfur crude value increasing



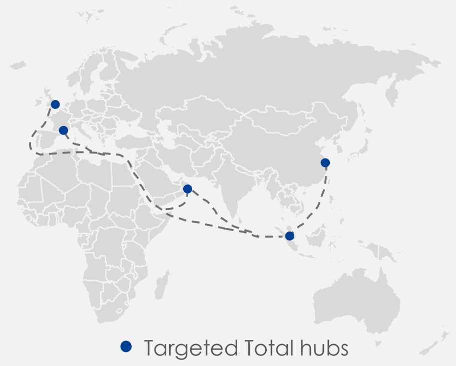
Benefiting from
900 kb/d low sulfur production

Products value
HSFO decreasing, distillates increasing



Low **fuel oil yield (<5%)**
High **distillate output (50%)**

Alternative fuel
Development of LNG for bunkering

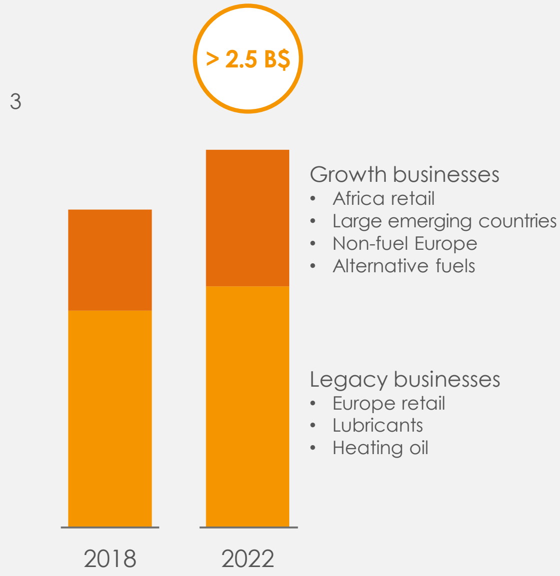


Building **supply network on main hubs**

IMO: International Maritime Organization

M&S: Moving to growing markets
Creating value through portfolio management

Marketing & Services CFFO
B$



Delivering 100 M$/y CFFO growth

2015-18 portfolio management

Expanding in large, fast growing markets

- Mexico, Egypt, Pakistan

Entering new business

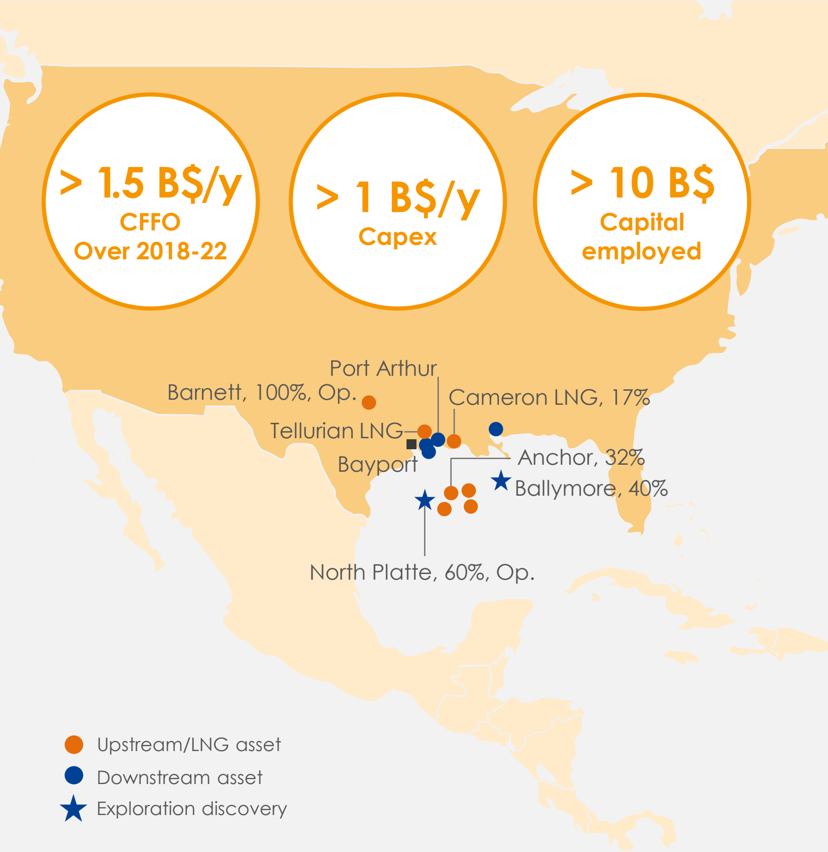
- Natural gas for vehicles (Clean Energy, PitPoint), LNG for bunkering

Divesting mature assets or low market share retail

- European LPG, retail in Italy and Turkey

US, a land for growth: LNG, petrochemicals, deepwater

Building on abundant low cost gas resources



Strengthening **US GoM deepwater** position with **Ballymore, North Platte (Op.), Anchor**

Building **strong LNG position** based on Cameron LNG and future developments

Expanding **US petrochemicals**

Entering **natural gas for transportation** business through **Clean Energy**

Building a low carbon electricity business

Integrated approach: production trading and marketing

From Gas to Electricity
~2 GW capacity in Europe

5* CCGT's in France and Belgium

Producing ~1/3 of sales by 2022

From Renewables to electricity
~3 GW capacity worldwide

TOTAL SOLAR, TOTAL eren, SUNPOWER, SAFT, direct energie

Trading

Optimizing supply cost

Marketing
7 M customers by 2022

European market

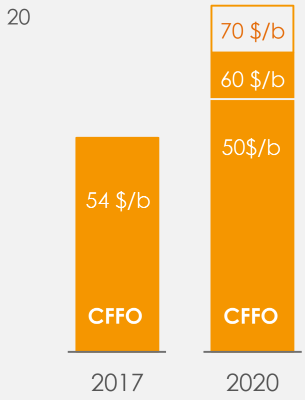
TOTAL spring, direct energie, lampiris

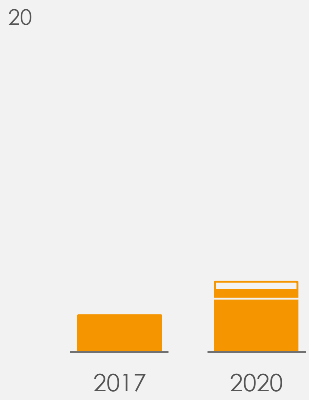
Investing 1-2 B$/y in Renewables and Power

* One in development

Increasing CFFO in all segments

E&P, profitably generating cash B$	iGRP, investing for growth B$	Downstream, robust cash B$*





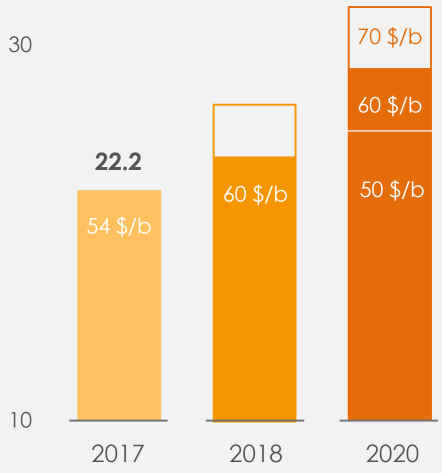
* ERMI 35$/t

	E&P	iGRP	Downstream
Capital employed	~55%	~30%	~15%
CAPEX	~10 B$	~3 B$	~3 B$
ROACE at 60 $/b	> 10%	7-9%	> 20%
Production	2.6 Mboe/d (+3%/y)	0.5 Mboe/d (+8%/y) 40 Mt/y of LNG managed 100-200 kboe/d of electricity production	

Delivering shareholder return

Clear visibility on cash flow growth

Debt adjusted cash flow (DACF)*
B$



+7 B$ in 2020 at 60 $/b

* ERMI = 35 $/t

Strong contribution from 2018 project start-ups:

- Kaombo, Ichthys, Egina **> 3 B$/y by 2020**

Solid cash generation from acquisitions

- Maersk Oil, Brazil and Adnoc offshore **~ 3 B$/y by 2020**

Targeting **12% ROE** at 60 $/b

Clear priorities for cash flow allocation for 2018-20

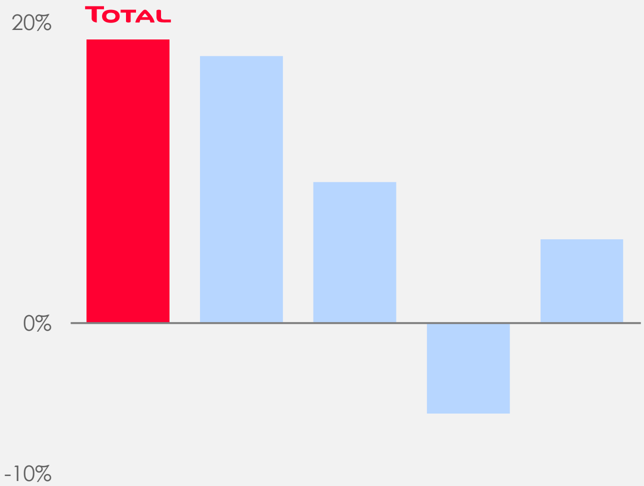
1	2	3	4
Capital investment	**Dividend**	**Balance sheet**	**Share buyback**
15-17 B$ per year	**10% increase over 3 years No scrip dilution**	**Maintain gearing < 20% grade A credit rating**	**5 B$ over 2018-20**

Executing shareholder return policy

Delivering best-in-class TSR

4-year TSR

%, Total and peers* as of end August 2018



Bloomberg data

* Peers: BP, Chevron, ExxonMobil, Shell

2018 interim dividend increased by 3.2%

**Share buyback: ~1.5 B$** in 2018 on top of ~2 B$ of scrip shares buybacks

~20% TSR since 2014 despite downturn

Consistently delivering for the benefit of shareholders

Delivering on objectives

- Outstanding production growth
- Maintaining Capex discipline
- Best-in-class Downstream

Strong **cash flow growth to 2020 and clear roadmap** for **shareholder return**

Attractive portfolio in hand to deliver the **strategy post-2020**