

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M\$) <sup>(a)</sup>	4 <sup>th</sup> quarter 2015	3 <sup>rd</sup> quarter 2015	4 <sup>th</sup> quarter 2014
<b>Sales</b>	<b>37,749</b>	<b>40,580</b>	<b>52,511</b>
Excise taxes	(5,457)	(5,683)	(5,777)
Revenues from sales	32,292	34,897	46,734
Purchases, net of inventory variation	(21,874)	(24,240)	(35,644)
Other operating expenses	(6,248)	(5,794)	(6,831)
Exploration costs	(727)	(275)	(611)
Depreciation, depletion and impairment of tangible assets and mineral interests	(7,672)	(3,345)	(10,900)
Other income	833	430	740
Other expense	(298)	(441)	(487)
Financial interest on debt	(241)	(233)	(108)
Financial income from marketable securities & cash equivalents	25	10	28
Cost of net debt	(216)	(223)	(80)
Other financial income	300	185	219
Other financial expense	(171)	(154)	(168)
Equity in net income (loss) of affiliates	600	486	464
Income taxes	1,381	(461)	722
<b>Consolidated net income</b>	<b>(1,800)</b>	<b>1,065</b>	<b>(5,842)</b>
Group share	(1,626)	1,079	(5,658)
Non-controlling interests	(174)	(14)	(184)
Earnings per share (\$)	(0.72)	0.45	(2.49)
Fully-diluted earnings per share (\$)	(0.71)	0.45	(2.47)

<sup>(a)</sup> Except for per share amounts.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M\$)	4 <sup>th</sup> quarter 2015	3 <sup>rd</sup> quarter 2015	4 <sup>th</sup> quarter 2014
<b>Consolidated net income</b>	<b>(1,800)</b>	<b>1,065</b>	<b>(5,842)</b>
<b>Other comprehensive income</b>			
Actuarial gains and losses	358	46	99
Tax effect	(140)	(21)	11
Currency translation adjustment generated by the parent company	(2,171)	132	(2,562)
Items not potentially reclassifiable to profit and loss	(1,953)	157	(2,452)
Currency translation adjustment	604	(736)	980
Available for sale financial assets	16	(3)	(5)
Cash flow hedge	4	(95)	(12)
Share of other comprehensive income of equity affiliates, net amount	(95)	(626)	(1,242)
Other	-	-	3
Tax effect	(7)	31	10
Items potentially reclassifiable to profit and loss	522	(1,429)	(266)
<b>Total other comprehensive income (net amount)</b>	<b>(1,431)</b>	<b>(1,272)</b>	<b>(2,718)</b>
<b>Comprehensive income</b>	<b>(3,231)</b>	<b>(207)</b>	<b>(8,560)</b>
<i>Group share</i>	<i>(3,033)</i>	<i>(167)</i>	<i>(8,365)</i>
<i>Non-controlling interests</i>	<i>(198)</i>	<i>(40)</i>	<i>(195)</i>

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

	Year 2015	Year 2014
(M\$) <sup>(a)</sup>		
<b>Sales</b>	<b>165,357</b>	<b>236,122</b>
Excise taxes	(21,936)	(24,104)
Revenues from sales	143,421	212,018
Purchases, net of inventory variation	(96,671)	(152,975)
Other operating expenses	(24,345)	(28,349)
Exploration costs	(1,991)	(1,964)
Depreciation, depletion and impairment of tangible assets and mineral interests	(17,720)	(19,656)
Other income	3,606	2,577
Other expense	(1,577)	(954)
Financial interest on debt	(967)	(748)
Financial income from marketable securities & cash equivalents	94	108
Cost of net debt	(873)	(640)
Other financial income	882	821
Other financial expense	(654)	(676)
Equity in net income (loss) of affiliates	2,361	2,662
Income taxes	(1,653)	(8,614)
<b>Consolidated net income</b>	<b>4,786</b>	<b>4,250</b>
Group share	5,087	4,244
Non-controlling interests	(301)	6
Earnings per share (\$)	2.17	1.87
Fully-diluted earnings per share (\$)	2.16	1.86

<sup>(a)</sup> Except for per share amounts.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

	Year 2015	Year 2014
(M\$)		
<b>Consolidated net income</b>	<b>4,786</b>	<b>4,250</b>
<b>Other comprehensive income</b>		
Actuarial gains and losses	557	(1,526)
Tax effect	(278)	580
Currency translation adjustment generated by the parent company	(7,268)	(9,039)
Items not potentially reclassifiable to profit and loss	(6,989)	(9,985)
Currency translation adjustment	2,456	4,245
Available for sale financial assets	9	(29)
Cash flow hedge	(185)	97
Share of other comprehensive income of equity affiliates, net amount	120	(1,538)
Other	1	3
Tax effect	53	(18)
Items potentially reclassifiable to profit and loss	2,454	2,760
<b>Total other comprehensive income (net amount)</b>	<b>(4,535)</b>	<b>(7,225)</b>
<b>Comprehensive income</b>	<b>251</b>	<b>(2,975)</b>
<i>Group share</i>	633	(2,938)
<i>Non-controlling interests</i>	(382)	(37)

# CONSOLIDATED BALANCE SHEET

## TOTAL

(M\$)	December 31, 2015	September 30, 2015 <i>(unaudited)</i>	December 31, 2014
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets, net	14,549	15,639	14,682
Property, plant and equipment, net	109,518	108,886	106,876
Equity affiliates : investments and loans	19,384	19,200	19,274
Other investments	1,241	1,227	1,399
Hedging instruments of non-current financial debt	1,219	1,221	1,319
Deferred income taxes	3,982	3,439	4,079
Other non-current assets	4,355	4,292	4,192
<b>Total non-current assets</b>	<b>154,248</b>	<b>153,904</b>	<b>151,821</b>
<b>Current assets</b>			
Inventories, net	13,116	14,773	15,196
Accounts receivable, net	10,629	12,306	15,704
Other current assets	15,843	15,102	15,702
Current financial assets	6,190	3,448	1,293
Cash and cash equivalents	23,269	25,858	25,181
Assets classified as held for sale	1,189	3,734	4,901
<b>Total current assets</b>	<b>70,236</b>	<b>75,221</b>	<b>77,977</b>
<b>Total assets</b>	<b>224,484</b>	<b>229,125</b>	<b>229,798</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>			
<b>Shareholders' equity</b>			
Common shares	7,670	7,602	7,518
Paid-in surplus and retained earnings	101,528	103,519	94,646
Currency translation adjustment	(12,119)	(10,443)	(7,480)
Treasury shares	(4,585)	(4,585)	(4,354)
<b>Total shareholders' equity - Group share</b>	<b>92,494</b>	<b>96,093</b>	<b>90,330</b>
<b>Non-controlling interests</b>	<b>2,915</b>	<b>3,068</b>	<b>3,201</b>
<b>Total shareholders' equity</b>	<b>95,409</b>	<b>99,161</b>	<b>93,531</b>
<b>Non-current liabilities</b>			
Deferred income taxes	12,360	12,836	14,810
Employee benefits	3,774	4,312	4,758
Provisions and other non-current liabilities	17,502	17,053	17,545
Non-current financial debt	44,464	42,873	45,481
<b>Total non-current liabilities</b>	<b>78,100</b>	<b>77,074</b>	<b>82,594</b>
<b>Current liabilities</b>			
Accounts payable	20,928	20,003	24,150
Other creditors and accrued liabilities	16,884	17,991	16,641
Current borrowings	12,488	13,296	10,942
Other current financial liabilities	171	202	180
Liabilities directly associated with the assets classified as held for sale	504	1,398	1,760
<b>Total current liabilities</b>	<b>50,975</b>	<b>52,890</b>	<b>53,673</b>
<b>Total liabilities</b>	<b>224,484</b>	<b>229,125</b>	<b>229,798</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M\$)	4 <sup>th</sup> quarter 2015	3 <sup>rd</sup> quarter 2015	4 <sup>th</sup> quarter 2014
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Consolidated net income	(1,800)	1,065	(5,842)
Depreciation, depletion and amortization	8,278	3,519	11,310
Non-current liabilities, valuation allowances and deferred taxes	(1,862)	(540)	(2,329)
Impact of coverage of pension benefit plans	-	-	-
(Gains) losses on disposals of assets	(665)	22	(460)
Undistributed affiliates' equity earnings	39	(61)	403
(Increase) decrease in working capital	937	2,057	4,475
Other changes, net	(89)	(73)	(203)
<b>Cash flow from operating activities</b>	<b>4,838</b>	<b>5,989</b>	<b>7,354</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>			
Intangible assets and property, plant and equipment additions	(5,919)	(5,266)	(7,339)
Acquisitions of subsidiaries, net of cash acquired	(42)	(76)	(56)
Investments in equity affiliates and other securities	(80)	(175)	(192)
Increase in non-current loans	(553)	(523)	(565)
<b>Total expenditures</b>	<b>(6,594)</b>	<b>(6,040)</b>	<b>(8,152)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	1,437	6	874
Proceeds from disposals of subsidiaries, net of cash sold	58	289	136
Proceeds from disposals of non-current investments	606	100	259
Repayment of non-current loans	196	15	420
<b>Total divestments</b>	<b>2,297</b>	<b>410</b>	<b>1,689</b>
<b>Cash flow used in investing activities</b>	<b>(4,297)</b>	<b>(5,630)</b>	<b>(6,463)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>			
Issuance (repayment) of shares:			
- Parent company shareholders	31	4	30
- Treasury shares	-	(237)	-
Dividends paid:			
- Parent company shareholders	(592)	(681)	(1,735)
- Non-controlling interests	(3)	(25)	(1)
Issuance of perpetual subordinated notes	-	-	-
Payments on perpetual subordinated notes	-	-	-
Other transactions with non-controlling interests	8	-	54
Net issuance (repayment) of non-current debt	2,039	356	3,647
Increase (decrease) in current borrowings	(531)	23	(928)
Increase (decrease) in current financial assets and liabilities	(3,320)	(1,096)	(255)
<b>Cash flow used in financing activities</b>	<b>(2,368)</b>	<b>(1,656)</b>	<b>812</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(1,827)</b>	<b>(1,297)</b>	<b>1,703</b>
Effect of exchange rates	(762)	(167)	(829)
Cash and cash equivalents at the beginning of the period	25,858	27,322	24,307
<b>Cash and cash equivalents at the end of the period</b>	<b>23,269</b>	<b>25,858</b>	<b>25,181</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

	Year 2015	Year 2014
(M\$)		
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Consolidated net income	4,786	4,250
Depreciation, depletion and amortization	19,334	20,859
Non-current liabilities, valuation allowances and deferred taxes	(2,563)	(1,980)
Impact of coverage of pension benefit plans	-	-
(Gains) losses on disposals of assets	(2,459)	(1,979)
Undistributed affiliates' equity earnings	(311)	29
(Increase) decrease in working capital	1,683	4,480
Other changes, net	(524)	(51)
<b>Cash flow from operating activities</b>	<b>19,946</b>	<b>25,608</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>		
Intangible assets and property, plant and equipment additions	(25,132)	(26,320)
Acquisitions of subsidiaries, net of cash acquired	(128)	(471)
Investments in equity affiliates and other securities	(513)	(949)
Increase in non-current loans	(2,260)	(2,769)
<b>Total expenditures</b>	<b>(28,033)</b>	<b>(30,509)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	2,623	3,442
Proceeds from disposals of subsidiaries, net of cash sold	2,508	136
Proceeds from disposals of non-current investments	837	1,072
Repayment of non-current loans	1,616	1,540
<b>Total divestments</b>	<b>7,584</b>	<b>6,190</b>
<b>Cash flow used in investing activities</b>	<b>(20,449)</b>	<b>(24,319)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>		
Issuance (repayment) of shares:		
- Parent company shareholders	485	420
- Treasury shares	(237)	(289)
Dividends paid:		
- Parent company shareholders	(2,845)	(7,308)
- Non-controlling interests	(100)	(154)
Issuance of perpetual subordinated notes	5,616	-
Payments on perpetual subordinated notes	-	-
Other transactions with non-controlling interests	89	179
Net issuance (repayment) of non-current debt	4,166	15,786
Increase (decrease) in current borrowings	(597)	(2,374)
Increase (decrease) in current financial assets and liabilities	(5,517)	(351)
<b>Cash flow used in financing activities</b>	<b>1,060</b>	<b>5,909</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>557</b>	<b>7,198</b>
Effect of exchange rates	(2,469)	(2,217)
Cash and cash equivalents at the beginning of the period	25,181	20,200
<b>Cash and cash equivalents at the end of the period</b>	<b>23,269</b>	<b>25,181</b>

## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

### TOTAL

(M\$)	Common shares issued		Paid-in surplus and retained earnings	Currency translation adjustment	Treasury shares		Shareholders' equity - Group share	Non-controlling interests	Total shareholders' equity
	Number	Amount			Number	Amount			
<b>As of January 1, 2014</b>	<b>2,377,678,160</b>	<b>7,493</b>	<b>98,254</b>	<b>(1,203)</b>	<b>(109,214,448)</b>	<b>(4,303)</b>	<b>100,241</b>	<b>3,138</b>	<b>103,379</b>
Net income 2014	-	-	4,244	-	-	-	4,244	6	4,250
Other comprehensive Income	-	-	(907)	(6,275)	-	-	(7,182)	(43)	(7,225)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>3,337</b>	<b>(6,275)</b>	<b>-</b>	<b>-</b>	<b>(2,938)</b>	<b>(37)</b>	<b>(2,975)</b>
Dividend	-	-	(7,378)	-	-	-	(7,378)	(154)	(7,532)
Issuance of common shares	7,589,365	25	395	-	-	-	420	-	420
Purchase of treasury shares	-	-	-	-	(4,386,300)	(283)	(283)	-	(283)
Sale of treasury shares <sup>(1)</sup>	-	-	(232)	-	4,239,335	232	-	-	-
Share-based payments	-	-	114	-	-	-	114	-	114
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	148	(2)	-	-	146	195	341
Other items	-	-	8	-	-	-	8	59	67
<b>As of December 31, 2014</b>	<b>2,385,267,525</b>	<b>7,518</b>	<b>94,646</b>	<b>(7,480)</b>	<b>(109,361,413)</b>	<b>(4,354)</b>	<b>90,330</b>	<b>3,201</b>	<b>93,531</b>
Net income 2015	-	-	5,087	-	-	-	5,087	(301)	4,786
Other comprehensive Income	-	-	185	(4,639)	-	-	(4,454)	(81)	(4,535)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>5,272</b>	<b>(4,639)</b>	<b>-</b>	<b>-</b>	<b>633</b>	<b>(382)</b>	<b>251</b>
Dividend	-	-	(6,303)	-	-	-	(6,303)	(100)	(6,403)
Issuance of common shares	54,790,358	152	2,159	-	-	-	2,311	-	2,311
Purchase of treasury shares	-	-	-	-	(4,711,935)	(237)	(237)	-	(237)
Sale of treasury shares <sup>(1)</sup>	-	-	(6)	-	105,590	6	-	-	-
Share-based payments	-	-	101	-	-	-	101	-	101
Share cancellation	-	-	-	-	-	-	-	-	-
Issuance of perpetual subordinated notes	-	-	5,616	-	-	-	5,616	-	5,616
Payments on perpetual subordinated notes	-	-	(114)	-	-	-	(114)	-	(114)
Other operations with non-controlling interests	-	-	23	-	-	-	23	64	87
Other items	-	-	134	-	-	-	134	132	266
<b>As of December 31, 2015</b>	<b>2,440,057,883</b>	<b>7,670</b>	<b>101,528</b>	<b>(12,119)</b>	<b>(113,967,758)</b>	<b>(4,585)</b>	<b>92,494</b>	<b>2,915</b>	<b>95,409</b>

<sup>(1)</sup> Treasury shares related to the restricted stock grants.



## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

4 <sup>th</sup> quarter 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,457	15,969	18,326	(3)	-	37,749
Intersegment sales	4,342	5,532	215	59	(10,148)	-
Excise taxes	-	(1,073)	(4,384)	-	-	(5,457)
<b>Revenues from sales</b>	<b>7,799</b>	<b>20,428</b>	<b>14,157</b>	<b>56</b>	<b>(10,148)</b>	<b>32,292</b>
Operating expenses	(5,716)	(19,606)	(13,445)	(230)	10,148	(28,849)
Depreciation, depletion and impairment of tangible assets and mineral interests	(7,189)	(293)	(183)	(7)	-	(7,672)
<b>Operating income</b>	<b>(5,106)</b>	<b>529</b>	<b>529</b>	<b>(181)</b>	-	<b>(4,229)</b>
Equity in net income (loss) of affiliates and other items	571	759	(97)	31	-	1,264
Tax on net operating income	1,328	(74)	(135)	218	-	1,337
<b>Net operating income</b>	<b>(3,207)</b>	<b>1,214</b>	<b>297</b>	<b>68</b>	-	<b>(1,628)</b>
Net cost of net debt						(172)
Non-controlling interests						174
<b>Net income</b>						<b>(1,626)</b>

4 <sup>th</sup> quarter 2015 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(205)	-	-	-	-	(205)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(205)</b>	-	-	-	-	<b>(205)</b>
Operating expenses	(413)	(429)	(161)	-	-	(1,003)
Depreciation, depletion and impairment of tangible assets and mineral interests	(4,893)	(39)	(1)	-	-	(4,933)
<b>Operating income<sup>(b)</sup></b>	<b>(5,511)</b>	<b>(468)</b>	<b>(162)</b>	-	-	<b>(6,141)</b>
Equity in net income (loss) of affiliates and other items	(58)	596	(116)	(19)	-	403
Tax on net operating income	1,614	79	45	7	-	1,745
<b>Net operating income<sup>(b)</sup></b>	<b>(3,955)</b>	<b>207</b>	<b>(233)</b>	<b>(12)</b>	-	<b>(3,993)</b>
Net cost of net debt						(11)
Non-controlling interests						303
<b>Net income</b>						<b>(3,701)</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income

On net operating income

-	(359)	(105)	-
-	(247)	(68)	-

4 <sup>th</sup> quarter 2015 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,662	15,969	18,326	(3)	-	37,954
Intersegment sales	4,342	5,532	215	59	(10,148)	-
Excise taxes	-	(1,073)	(4,384)	-	-	(5,457)
<b>Revenues from sales</b>	<b>8,004</b>	<b>20,428</b>	<b>14,157</b>	<b>56</b>	<b>(10,148)</b>	<b>32,497</b>
Operating expenses	(5,303)	(19,177)	(13,284)	(230)	10,148	(27,846)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,296)	(254)	(182)	(7)	-	(2,739)
<b>Adjusted operating income</b>	<b>405</b>	<b>997</b>	<b>691</b>	<b>(181)</b>	-	<b>1,912</b>
Equity in net income (loss) of affiliates and other items	629	163	19	50	-	861
Tax on net operating income	(286)	(153)	(180)	211	-	(408)
<b>Adjusted net operating income</b>	<b>748</b>	<b>1,007</b>	<b>530</b>	<b>80</b>	-	<b>2,365</b>
Net cost of net debt						(161)
Non-controlling interests						(129)
<b>Adjusted net income</b>						<b>2,075</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>0.88</b>

<sup>(a)</sup> Except for earnings per share.

4 <sup>th</sup> quarter 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	5,293	586	689	26	-	6,594
Total divestments	1,402	836	56	3	-	2,297
Cash flow from operating activities	2,624	2,127	289	(202)	-	4,838

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,660	17,397	19,522	1	-	40,580
Intersegment sales	4,280	6,912	201	51	(11,444)	-
Excise taxes	-	(1,094)	(4,589)	-	-	(5,683)
<b>Revenues from sales</b>	<b>7,940</b>	<b>23,215</b>	<b>15,134</b>	<b>52</b>	<b>(11,444)</b>	<b>34,897</b>
Operating expenses	(4,717)	(22,169)	(14,651)	(216)	11,444	(30,309)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,898)	(256)	(185)	(6)	-	(3,345)
<b>Operating income</b>	<b>325</b>	<b>790</b>	<b>298</b>	<b>(170)</b>	-	<b>1,243</b>
Equity in net income (loss) of affiliates and other items	360	152	(29)	23	-	506
Tax on net operating income	(345)	(152)	(126)	128	-	(495)
<b>Net operating income</b>	<b>340</b>	<b>790</b>	<b>143</b>	<b>(19)</b>	-	<b>1,254</b>
Net cost of net debt						(189)
Non-controlling interests						14
<b>Net income</b>						<b>1,079</b>

3 <sup>rd</sup> quarter 2015 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(10)	-	-	-	-	(10)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(10)</b>	-	-	-	-	<b>(10)</b>
Operating expenses	(9)	(923)	(199)	-	-	(1,131)
Depreciation, depletion and impairment of tangible assets and mineral interests	(650)	-	-	-	-	(650)
<b>Operating income<sup>(b)</sup></b>	<b>(669)</b>	<b>(923)</b>	<b>(199)</b>	-	-	<b>(1,791)</b>
Equity in net income (loss) of affiliates and other items	(151)	(14)	(145)	-	-	(310)
Tax on net operating income	53	294	64	-	-	411
<b>Net operating income<sup>(b)</sup></b>	<b>(767)</b>	<b>(643)</b>	<b>(280)</b>	-	-	<b>(1,690)</b>
Net cost of net debt						-
Non-controlling interests						13
<b>Net income</b>						<b>(1,677)</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income

On net operating income

-	(934)	(193)	-
-	(631)	(139)	-

3 <sup>rd</sup> quarter 2015 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,670	17,397	19,522	1	-	40,590
Intersegment sales	4,280	6,912	201	51	(11,444)	-
Excise taxes	-	(1,094)	(4,589)	-	-	(5,683)
<b>Revenues from sales</b>	<b>7,950</b>	<b>23,215</b>	<b>15,134</b>	<b>52</b>	<b>(11,444)</b>	<b>34,907</b>
Operating expenses	(4,708)	(21,246)	(14,452)	(216)	11,444	(29,178)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,248)	(256)	(185)	(6)	-	(2,695)
<b>Adjusted operating income</b>	<b>994</b>	<b>1,713</b>	<b>497</b>	<b>(170)</b>	-	<b>3,034</b>
Equity in net income (loss) of affiliates and other items	511	166	116	23	-	816
Tax on net operating income	(398)	(446)	(190)	128	-	(906)
<b>Adjusted net operating income</b>	<b>1,107</b>	<b>1,433</b>	<b>423</b>	<b>(19)</b>	-	<b>2,944</b>
Net cost of net debt						(189)
Non-controlling interests						1
<b>Adjusted net income</b>						<b>2,756</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>1.17</b>

<sup>(a)</sup> Except for earnings per share.

3 <sup>rd</sup> quarter 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	5,173	358	501	8	-	6,040
Total divestments	272	12	121	5	-	410
Cash flow from operating activities	2,320	2,291	1,011	367	-	5,989

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

4 <sup>th</sup> quarter 2014 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,415	23,025	24,079	(8)	-	52,511
Intersegment sales	6,130	9,323	339	74	(15,866)	-
Excise taxes	-	(1,117)	(4,660)	-	-	(5,777)
<b>Revenues from sales</b>	<b>11,545</b>	<b>31,231</b>	<b>19,758</b>	<b>66</b>	<b>(15,866)</b>	<b>46,734</b>
Operating expenses	(6,784)	(32,248)	(19,534)	(386)	15,866	(43,086)
Depreciation, depletion and impairment of tangible assets and mineral interests	(8,952)	(1,739)	(202)	(7)	-	(10,900)
<b>Operating income</b>	<b>(4,191)</b>	<b>(2,756)</b>	<b>22</b>	<b>(327)</b>	-	<b>(7,252)</b>
Equity in net income (loss) of affiliates and other items	958	(70)	(195)	75	-	768
Tax on net operating income	(209)	606	(13)	315	-	699
<b>Net operating income</b>	<b>(3,442)</b>	<b>(2,220)</b>	<b>(186)</b>	<b>63</b>	-	<b>(5,785)</b>
Net cost of net debt						(57)
Non-controlling interests						184
<b>Net income</b>						<b>(5,658)</b>

4 <sup>th</sup> quarter 2014 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	24	-	-	-	-	24
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>24</b>	-	-	-	-	<b>24</b>
Operating expenses	30	(2,427)	(440)	-	-	(2,837)
Depreciation, depletion and impairment of tangible assets and mineral interests	(6,419)	(1,398)	-	-	-	(7,817)
<b>Operating income<sup>(b)</sup></b>	<b>(6,365)</b>	<b>(3,825)</b>	<b>(440)</b>	-	-	<b>(10,630)</b>
Equity in net income (loss) of affiliates and other items	171	(197)	(131)	-	-	(157)
Tax on net operating income	1,156	846	140	-	-	2,142
<b>Net operating income<sup>(b)</sup></b>	<b>(5,038)</b>	<b>(3,176)</b>	<b>(431)</b>	-	-	<b>(8,645)</b>
Net cost of net debt						-
Non-controlling interests						186
<b>Net income</b>						<b>(8,459)</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income	-	(2,406)	(436)	-		
On net operating income	-	(1,710)	(321)	-		

4 <sup>th</sup> quarter 2014 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,391	23,025	24,079	(8)	-	52,487
Intersegment sales	6,130	9,323	339	74	(15,866)	-
Excise taxes	-	(1,117)	(4,660)	-	-	(5,777)
<b>Revenues from sales</b>	<b>11,521</b>	<b>31,231</b>	<b>19,758</b>	<b>66</b>	<b>(15,866)</b>	<b>46,710</b>
Operating expenses	(6,814)	(29,821)	(19,094)	(386)	15,866	(40,249)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,533)	(341)	(202)	(7)	-	(3,083)
<b>Adjusted operating income</b>	<b>2,174</b>	<b>1,069</b>	<b>462</b>	<b>(327)</b>	-	<b>3,378</b>
Equity in net income (loss) of affiliates and other items	787	127	(64)	75	-	925
Tax on net operating income	(1,365)	(240)	(153)	315	-	(1,443)
<b>Adjusted net operating income</b>	<b>1,596</b>	<b>956</b>	<b>245</b>	<b>63</b>	-	<b>2,860</b>
Net cost of net debt						(57)
Non-controlling interests						(2)
<b>Adjusted net income</b>						<b>2,801</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>1.22</b>

<sup>(a)</sup> Except for earnings per share.

4 <sup>th</sup> quarter 2014 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	6,287	875	941	49	-	8,152
Total divestments	1,473	157	53	6	-	1,689
Cash flow from operating activities	2,608	3,113	1,627	6	-	7,354

## BUSINESS SEGMENT INFORMATION

### TOTAL

Year 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	16,840	70,623	77,887	7	-	165,357
Intersegment sales	17,927	26,794	911	218	(45,850)	-
Excise taxes	-	(4,107)	(17,829)	-	-	(21,936)
<b>Revenues from sales</b>	<b>34,767</b>	<b>93,310</b>	<b>60,969</b>	<b>225</b>	<b>(45,850)</b>	<b>143,421</b>
Operating expenses	(21,851)	(87,674)	(58,467)	(865)	45,850	(123,007)
Depreciation, depletion and impairment of tangible assets and mineral interests	(15,857)	(1,092)	(744)	(27)	-	(17,720)
<b>Operating income</b>	<b>(2,941)</b>	<b>4,544</b>	<b>1,758</b>	<b>(667)</b>	-	<b>2,694</b>
Equity in net income (loss) of affiliates and other items	2,019	1,780	297	522	-	4,618
Tax on net operating income	(294)	(1,105)	(585)	171	-	(1,813)
<b>Net operating income</b>	<b>(1,216)</b>	<b>5,219</b>	<b>1,470</b>	<b>26</b>	-	<b>5,499</b>
Net cost of net debt						(713)
Non-controlling interests						301
<b>Net income</b>						<b>5,087</b>

Year 2015 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(519)	-	-	-	-	(519)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(519)</b>	-	-	-	-	<b>(519)</b>
Operating expenses	(564)	(1,035)	(316)	-	-	(1,915)
Depreciation, depletion and impairment of tangible assets and mineral interests	(6,783)	(70)	(24)	-	-	(6,877)
<b>Operating income<sup>(b)</sup></b>	<b>(7,866)</b>	<b>(1,105)</b>	<b>(340)</b>	-	-	<b>(9,311)</b>
Equity in net income (loss) of affiliates and other items	(264)	1,172	24	(19)	-	913
Tax on net operating income	2,140	263	87	7	-	2,497
<b>Net operating income<sup>(b)</sup></b>	<b>(5,990)</b>	<b>330</b>	<b>(229)</b>	<b>(12)</b>	-	<b>(5,901)</b>
Net cost of net debt						(11)
Non-controlling interests						481
<b>Net income</b>						<b>(5,431)</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income

On net operating income

-	(859)	(254)	-
-	(590)	(169)	-

Year 2015 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	17,359	70,623	77,887	7	-	165,876
Intersegment sales	17,927	26,794	911	218	(45,850)	-
Excise taxes	-	(4,107)	(17,829)	-	-	(21,936)
<b>Revenues from sales</b>	<b>35,286</b>	<b>93,310</b>	<b>60,969</b>	<b>225</b>	<b>(45,850)</b>	<b>143,940</b>
Operating expenses	(21,287)	(86,639)	(58,151)	(865)	45,850	(121,092)
Depreciation, depletion and impairment of tangible assets and mineral interests	(9,074)	(1,022)	(720)	(27)	-	(10,843)
<b>Adjusted operating income</b>	<b>4,925</b>	<b>5,649</b>	<b>2,098</b>	<b>(667)</b>	-	<b>12,005</b>
Equity in net income (loss) of affiliates and other items	2,283	608	273	541	-	3,705
Tax on net operating income	(2,434)	(1,368)	(672)	164	-	(4,310)
<b>Adjusted net operating income</b>	<b>4,774</b>	<b>4,889</b>	<b>1,699</b>	<b>38</b>	-	<b>11,400</b>
Net cost of net debt						(702)
Non-controlling interests						(180)
<b>Adjusted net income</b>						<b>10,518</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>4.51</b>

<sup>(a)</sup> Except for earnings per share.

Year 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	24,270	1,843	1,841	79	-	28,033
Total divestments	3,215	3,488	856	25	-	7,584
Cash flow from operating activities	11,182	6,432	2,323	9	-	19,946

## BUSINESS SEGMENT INFORMATION

### TOTAL

Year 2014 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	23,484	106,124	106,509	5	-	236,122
Intersegment sales	29,183	44,950	1,615	236	(75,984)	-
Excise taxes	-	(4,850)	(19,254)	-	-	(24,104)
<b>Revenues from sales</b>	<b>52,667</b>	<b>146,224</b>	<b>88,870</b>	<b>241</b>	<b>(75,984)</b>	<b>212,018</b>
Operating expenses	(26,235)	(145,014)	(86,931)	(1,092)	75,984	(183,288)
Depreciation, depletion and impairment of tangible assets and mineral interests	(15,938)	(2,901)	(781)	(36)	-	(19,656)
<b>Operating income</b>	<b>10,494</b>	<b>(1,691)</b>	<b>1,158</b>	<b>(887)</b>	-	<b>9,074</b>
Equity in net income (loss) of affiliates and other items	4,302	90	(140)	178	-	4,430
Tax on net operating income	(8,799)	391	(344)	(8)	-	(8,760)
<b>Net operating income</b>	<b>5,997</b>	<b>(1,210)</b>	<b>674</b>	<b>(717)</b>	-	<b>4,744</b>
Net cost of net debt						(494)
Non-controlling interests						(6)
<b>Net income</b>						<b>4,244</b>

Year 2014 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	31	-	-	-	-	31
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>31</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>31</b>
Operating expenses	(164)	(2,980)	(551)	-	-	(3,695)
Depreciation, depletion and impairment of tangible assets and mineral interests	(6,529)	(1,450)	-	-	-	(7,979)
<b>Operating income<sup>(b)</sup></b>	<b>(6,662)</b>	<b>(4,430)</b>	<b>(551)</b>	<b>-</b>	<b>-</b>	<b>(11,643)</b>
Equity in net income (loss) of affiliates and other items	883	(282)	(203)	-	-	398
Tax on net operating income	1,272	1,013	174	-	-	2,459
<b>Net operating income<sup>(b)</sup></b>	<b>(4,507)</b>	<b>(3,699)</b>	<b>(580)</b>	<b>-</b>	<b>-</b>	<b>(8,786)</b>
Net cost of net debt						-
Non-controlling interests						193
<b>Net income</b>						<b>(8,593)</b>

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

<sup>(b)</sup> Of which inventory valuation effect

On operating income

On net operating income

-	(2,944)	(525)	-
-	(2,114)	(384)	-

Year 2014 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	23,453	106,124	106,509	5	-	236,091
Intersegment sales	29,183	44,950	1,615	236	(75,984)	-
Excise taxes	-	(4,850)	(19,254)	-	-	(24,104)
<b>Revenues from sales</b>	<b>52,636</b>	<b>146,224</b>	<b>88,870</b>	<b>241</b>	<b>(75,984)</b>	<b>211,987</b>
Operating expenses	(26,071)	(142,034)	(86,380)	(1,092)	75,984	(179,593)
Depreciation, depletion and impairment of tangible assets and mineral interests	(9,409)	(1,451)	(781)	(36)	-	(11,677)
<b>Adjusted operating income</b>	<b>17,156</b>	<b>2,739</b>	<b>1,709</b>	<b>(887)</b>	<b>-</b>	<b>20,717</b>
Equity in net income (loss) of affiliates and other items	3,419	372	63	178	-	4,032
Tax on net operating income	(10,071)	(622)	(518)	(8)	-	(11,219)
<b>Adjusted net operating income</b>	<b>10,504</b>	<b>2,489</b>	<b>1,254</b>	<b>(717)</b>	<b>-</b>	<b>13,530</b>
Net cost of net debt						(494)
Non-controlling interests						(199)
<b>Adjusted net income</b>						<b>12,837</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>5.63</b>

<sup>(a)</sup> Except for earnings per share.

Year 2014 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	26,520	2,022	1,818	149	-	30,509
Total divestments	5,764	192	163	71	-	6,190
Cash flow from operating activities	16,666	6,302	2,721	(81)	-	25,608

## Reconciliation of the information by business segment with consolidated financial statements

### TOTAL

(unaudited)

4 <sup>th</sup> quarter 2015 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>37,954</b>	<b>(205)</b>	<b>37,749</b>
Excise taxes	(5,457)	-	(5,457)
Revenues from sales	32,497	(205)	32,292
Purchases, net of inventory variation	(21,410)	(464)	(21,874)
Other operating expenses	(6,063)	(185)	(6,248)
Exploration costs	(373)	(354)	(727)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,739)	(4,933)	(7,672)
Other income	169	664	833
Other expense	(47)	(251)	(298)
Financial interest on debt	(230)	(11)	(241)
Financial income from marketable securities & cash equivalents	25	-	25
Cost of net debt	(205)	(11)	(216)
Other financial income	300	-	300
Other financial expense	(171)	-	(171)
Equity in net income (loss) of affiliates	610	(10)	600
Income taxes	(364)	1,745	1,381
<b>Consolidated net income</b>	<b>2,204</b>	<b>(4,004)</b>	<b>(1,800)</b>
Group share	2,075	(3,701)	(1,626)
Non-controlling interests	129	(303)	(174)

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

4 <sup>th</sup> quarter 2014 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>52,487</b>	<b>24</b>	<b>52,511</b>
Excise taxes	(5,777)	-	(5,777)
Revenues from sales	46,710	24	46,734
Purchases, net of inventory variation	(32,802)	(2,842)	(35,644)
Other operating expenses	(6,836)	5	(6,831)
Exploration costs	(611)	-	(611)
Depreciation, depletion and impairment of tangible assets and mineral interests	(3,083)	(7,817)	(10,900)
Other income	515	225	740
Other expense	(294)	(193)	(487)
Financial interest on debt	(108)	-	(108)
Financial income from marketable securities & cash equivalents	28	-	28
Cost of net debt	(80)	-	(80)
Other financial income	219	-	219
Other financial expense	(168)	-	(168)
Equity in net income (loss) of affiliates	653	(189)	464
Income taxes	(1,420)	2,142	722
<b>Consolidated net income</b>	<b>2,803</b>	<b>(8,645)</b>	<b>(5,842)</b>
Group share	2,801	(8,459)	(5,658)
Non-controlling interests	2	(186)	(184)

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

## Reconciliation of the information by business segment with consolidated financial statements

### TOTAL

Year 2015 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>165,876</b>	<b>(519)</b>	<b>165,357</b>
Excise taxes	(21,936)	-	(21,936)
Revenues from sales	143,940	(519)	143,421
Purchases, net of inventory variation	(95,558)	(1,113)	(96,671)
Other operating expenses	(23,984)	(361)	(24,345)
Exploration costs	(1,550)	(441)	(1,991)
Depreciation, depletion and impairment of tangible assets and mineral interests	(10,843)	(6,877)	(17,720)
Other income	1,468	2,138	3,606
Other expense	(405)	(1,172)	(1,577)
Financial interest on debt	(956)	(11)	(967)
Financial income from marketable securities & cash equivalents	94	-	94
Cost of net debt	(862)	(11)	(873)
Other financial income	882	-	882
Other financial expense	(654)	-	(654)
Equity in net income (loss) of affiliates	2,414	(53)	2,361
Income taxes	(4,150)	2,497	(1,653)
<b>Consolidated net income</b>	<b>10,698</b>	<b>(5,912)</b>	<b>4,786</b>
Group share	10,518	(5,431)	5,087
Non-controlling interests	180	(481)	(301)

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

Year 2014 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>236,091</b>	<b>31</b>	<b>236,122</b>
Excise taxes	(24,104)	-	(24,104)
Revenues from sales	211,987	31	212,018
Purchases, net of inventory variation	(149,506)	(3,469)	(152,975)
Other operating expenses	(28,123)	(226)	(28,349)
Exploration costs	(1,964)	-	(1,964)
Depreciation, depletion and impairment of tangible assets and mineral interests	(11,677)	(7,979)	(19,656)
Other income	1,272	1,305	2,577
Other expense	(700)	(254)	(954)
Financial interest on debt	(748)	-	(748)
Financial income from marketable securities & cash equivalents	108	-	108
Cost of net debt	(640)	-	(640)
Other financial income	821	-	821
Other financial expense	(676)	-	(676)
Equity in net income (loss) of affiliates	3,315	(653)	2,662
Income taxes	(11,073)	2,459	(8,614)
<b>Consolidated net income</b>	<b>13,036</b>	<b>(8,786)</b>	<b>4,250</b>
Group share	12,837	(8,593)	4,244
Non-controlling interests	199	(193)	6

<sup>(a)</sup> Adjustments include special items, inventory valuation effect and the effect of changes in fair value.