

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M\$) <sup>(a)</sup>	4 <sup>th</sup> quarter 2014	3 <sup>rd</sup> quarter 2014	4 <sup>th</sup> quarter 2013
<b>Sales</b>	<b>52,511</b>	<b>60,363</b>	<b>64,975</b>
Excise taxes	(5,777)	(6,141)	(6,208)
Revenues from sales	46,734	54,222	58,767
Purchases, net of inventory variation	(35,644)	(38,628)	(41,992)
Other operating expenses	(6,831)	(6,925)	(7,620)
Exploration costs	(611)	(433)	(658)
Depreciation, depletion and amortization of tangible assets and mineral interests	(10,900)	(3,082)	(2,934)
Other income	740	641	288
Other expense	(487)	(155)	(446)
Financial interest on debt	(108)	(173)	(217)
Financial income from marketable securities & cash equivalents	28	30	26
Cost of net debt	(80)	(143)	(191)
Other financial income	219	176	172
Other financial expense	(168)	(159)	(151)
Equity in net income (loss) of affiliates	464	851	844
Income taxes	722	(2,837)	(3,752)
<b>Consolidated net income</b>	<b>(5,842)</b>	<b>3,528</b>	<b>2,327</b>
Group share	(5,658)	3,463	2,234
Non-controlling interests	(184)	65	93
Earnings per share (\$)	(2.49)	1.52	0.98
Fully-diluted earnings per share (\$)	(2.47)	1.52	0.98

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

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M\$)	4 <sup>th</sup> quarter 2014	3 <sup>rd</sup> quarter 2014	4 <sup>th</sup> quarter 2013
<b>Consolidated net income</b>	<b>(5,842)</b>	<b>3,528</b>	<b>2,327</b>
<b>Other comprehensive income</b>			
Actuarial gains and losses	99	(1,010)	663
Tax effect	11	358	(284)
Currency translation adjustment generated by the parent company	(2,562)	(5,748)	1,484
Items not potentially reclassifiable to profit and loss	(2,452)	(6,400)	1,863
Currency translation adjustment	980	2,717	(768)
Available for sale financial assets	(5)	(21)	25
Cash flow hedge	(12)	44	23
Share of other comprehensive income of equity affiliates, net amount	(1,242)	(276)	(198)
Other	3	7	3
Tax effect	10	(10)	(12)
Items potentially reclassifiable to profit and loss	(266)	2,461	(927)
<b>Total other comprehensive income (net amount)</b>	<b>(2,718)</b>	<b>(3,939)</b>	<b>936</b>
<b>Comprehensive income</b>	<b>(8,560)</b>	<b>(411)</b>	<b>3,263</b>
Group share	(8,365)	(452)	3,176
Non-controlling interests	(195)	41	87

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

	Year 2014	Year 2013
(M\$) <sup>(a)</sup>		
<b>Sales</b>	<b>236,122</b>	<b>251,725</b>
Excise taxes	(24,104)	(23,756)
Revenues from sales	212,018	227,969
Purchases, net of inventory variation	(152,975)	(160,849)
Other operating expenses	(28,349)	(28,764)
Exploration costs	(1,964)	(2,169)
Depreciation, depletion and amortization of tangible assets and mineral interests	(19,656)	(11,994)
Other income	2,577	2,290
Other expense	(954)	(2,800)
Financial interest on debt	(748)	(889)
Financial income from marketable securities & cash equivalents	108	85
Cost of net debt	(640)	(804)
Other financial income	821	696
Other financial expense	(676)	(702)
Equity in net income (loss) of affiliates	2,662	3,415
Income taxes	(8,614)	(14,767)
<b>Consolidated net income</b>	<b>4,250</b>	<b>11,521</b>
Group share	4,244	11,228
Non-controlling interests	6	293
Earnings per share (\$)	1.87	4.96
Fully-diluted earnings per share (\$)	1.86	4.94

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

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

	Year 2014	Year 2013
(M\$)		
<b>Consolidated net income</b>	<b>4,250</b>	<b>11,521</b>
<b>Other comprehensive income</b>		
Actuarial gains and losses	(1,526)	682
Tax effect	580	(287)
Currency translation adjustment generated by the parent company	(9,039)	3,129
Items not potentially reclassifiable to profit and loss	(9,985)	3,524
Currency translation adjustment	4,245	(1,925)
Available for sale financial assets	(29)	33
Cash flow hedge	97	156
Share of other comprehensive income of equity affiliates, net amount	(1,538)	(805)
Other	3	(12)
Tax effect	(18)	(62)
Items potentially reclassifiable to profit and loss	2,760	(2,615)
<b>Total other comprehensive income (net amount)</b>	<b>(7,225)</b>	<b>909</b>
<b>Comprehensive income</b>	<b>(2,975)</b>	<b>12,430</b>
<i>Group share</i>	<i>(2,938)</i>	<i>12,193</i>
<i>Non-controlling interests</i>	<i>(37)</i>	<i>237</i>

# CONSOLIDATED BALANCE SHEET

## TOTAL

(M\$)	December 31, 2014	September 30, 2014 <i>(unaudited)</i>	December 31, 2013
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets, net	14,682	18,071	18,395
Property, plant and equipment, net	106,876	109,437	104,480
Equity affiliates : investments and loans	19,274	21,043	20,417
Other investments	1,399	1,645	1,666
Hedging instruments of non-current financial debt	1,319	1,491	1,418
Deferred income taxes	4,079	2,684	3,838
Other non-current assets	4,192	4,184	4,406
<b>Total non-current assets</b>	<b>151,821</b>	<b>158,555</b>	<b>154,620</b>
<b>Current assets</b>			
Inventories, net	15,196	20,873	22,097
Accounts receivable, net	15,704	20,511	23,422
Other current assets	15,702	15,798	14,892
Current financial assets	1,293	1,205	739
Cash and cash equivalents	25,181	24,307	20,200
Assets classified as held for sale	4,901	5,327	3,253
<b>Total current assets</b>	<b>77,977</b>	<b>88,021</b>	<b>84,603</b>
<b>Total assets</b>	<b>229,798</b>	<b>246,576</b>	<b>239,223</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>			
<b>Shareholders' equity</b>			
Common shares	7,518	7,516	7,493
Paid-in surplus and retained earnings	94,646	101,979	98,254
Currency translation adjustment	(7,480)	(4,727)	(1,203)
Treasury shares	(4,354)	(4,360)	(4,303)
<b>Total shareholders' equity - Group share</b>	<b>90,330</b>	<b>100,408</b>	<b>100,241</b>
<b>Non-controlling interests</b>	<b>3,201</b>	<b>3,382</b>	<b>3,138</b>
<b>Total shareholders' equity</b>	<b>93,531</b>	<b>103,790</b>	<b>103,379</b>
<b>Non-current liabilities</b>			
Deferred income taxes	14,810	16,222	17,850
Employee benefits	4,758	5,232	4,235
Provisions and other non-current liabilities	17,545	17,017	17,517
Non-current financial debt	45,481	43,242	34,574
<b>Total non-current liabilities</b>	<b>82,594</b>	<b>81,713</b>	<b>74,176</b>
<b>Current liabilities</b>			
Accounts payable	24,150	27,394	30,282
Other creditors and accrued liabilities	16,641	19,610	18,948
Current borrowings	10,942	11,826	11,193
Other current financial liabilities	180	357	381
Liabilities directly associated with the assets classified as held for sale	1,760	1,886	864
<b>Total current liabilities</b>	<b>53,673</b>	<b>61,073</b>	<b>61,668</b>
<b>Total liabilities and shareholders' equity</b>	<b>229,798</b>	<b>246,576</b>	<b>239,223</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M\$)	4 <sup>th</sup> quarter 2014	3 <sup>rd</sup> quarter 2014	4 <sup>th</sup> quarter 2013
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Consolidated net income	(5,842)	3,528	2,327
Depreciation, depletion and amortization	11,310	3,288	3,363
Non-current liabilities, valuation allowances and deferred taxes	(2,329)	106	825
Impact of coverage of pension benefit plans	-	-	-
(Gains) losses on disposals of assets	(460)	(479)	(193)
Undistributed affiliates' equity earnings	403	(260)	(102)
(Increase) decrease in working capital	4,475	1,461	3,267
Other changes, net	(203)	(5)	91
<b>Cash flow from operating activities</b>	<b>7,354</b>	<b>7,639</b>	<b>9,578</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>			
Intangible assets and property, plant and equipment additions	(7,339)	(6,733)	(9,622)
Acquisitions of subsidiaries, net of cash acquired	(56)	(1)	-
Investments in equity affiliates and other securities	(192)	(167)	(462)
Increase in non-current loans	(565)	(868)	(1,233)
<b>Total expenditures</b>	<b>(8,152)</b>	<b>(7,769)</b>	<b>(11,317)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	874	1,413	50
Proceeds from disposals of subsidiaries, net of cash sold	136	-	21
Proceeds from disposals of non-current investments	259	291	284
Repayment of non-current loans	420	326	584
<b>Total divestments</b>	<b>1,689</b>	<b>2,030</b>	<b>939</b>
<b>Cash flow used in investing activities</b>	<b>(6,463)</b>	<b>(5,739)</b>	<b>(10,378)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>			
Issuance (repayment) of shares:			
- Parent company shareholders	30	53	29
- Treasury shares	-	(289)	(2)
Dividends paid:			
- Parent company shareholders	(1,735)	(1,837)	(1,821)
- Non-controlling interests	(1)	(7)	(49)
Other transactions with non-controlling interests	54	(1)	1,639
Net issuance (repayment) of non-current debt	3,647	5,019	2,137
Increase (decrease) in current borrowings	(928)	(1,235)	(1,418)
Increase (decrease) in current financial assets and liabilities	(255)	(44)	48
<b>Cash flow used in financing activities</b>	<b>812</b>	<b>1,659</b>	<b>563</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>1,703</b>	<b>3,559</b>	<b>(237)</b>
Effect of exchange rates	(829)	(1,418)	326
Cash and cash equivalents at the beginning of the period	24,307	22,166	20,111
<b>Cash and cash equivalents at the end of the period</b>	<b>25,181</b>	<b>24,307</b>	<b>20,200</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

	Year 2014	Year 2013
(M\$)		
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Consolidated net income	4,250	11,521
Depreciation, depletion and amortization	20,859	13,358
Non-current liabilities, valuation allowances and deferred taxes	(1,980)	1,567
Impact of coverage of pension benefit plans	-	-
(Gains) losses on disposals of assets	(1,979)	(80)
Undistributed affiliates' equity earnings	29	(775)
(Increase) decrease in working capital	4,480	2,525
Other changes, net	(51)	397
<b>Cash flow from operating activities</b>	<b>25,608</b>	<b>28,513</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>		
Intangible assets and property, plant and equipment additions	(26,320)	(29,748)
Acquisitions of subsidiaries, net of cash acquired	(471)	(21)
Investments in equity affiliates and other securities	(949)	(1,756)
Increase in non-current loans	(2,769)	(2,906)
<b>Total expenditures</b>	<b>(30,509)</b>	<b>(34,431)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	3,442	1,766
Proceeds from disposals of subsidiaries, net of cash sold	136	2,654
Proceeds from disposals of non-current investments	1,072	330
Repayment of non-current loans	1,540	1,649
<b>Total divestments</b>	<b>6,190</b>	<b>6,399</b>
<b>Cash flow used in investing activities</b>	<b>(24,319)</b>	<b>(28,032)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>		
Issuance (repayment) of shares:		
- Parent company shareholders	420	485
- Treasury shares	(289)	(238)
Dividends paid:		
- Parent company shareholders	(7,308)	(7,128)
- Non-controlling interests	(154)	(156)
Other transactions with non-controlling interests	179	2,153
Net issuance (repayment) of non-current debt	15,786	11,102
Increase (decrease) in current borrowings	(2,374)	(9,037)
Increase (decrease) in current financial assets and liabilities	(351)	1,298
<b>Cash flow used in financing activities</b>	<b>5,909</b>	<b>(1,521)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>7,198</b>	<b>(1,040)</b>
Effect of exchange rates	(2,217)	831
Cash and cash equivalents at the beginning of the period	20,200	20,409
<b>Cash and cash equivalents at the end of the period</b>	<b>25,181</b>	<b>20,200</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, 2013</b>	<b>2,365,933,146</b>	<b>7,454</b>	<b>92,485</b>	<b>(1,696)</b>	<b>(108,391,639)</b>	<b>(4,274)</b>	<b>93,969</b>	<b>1,689</b>	<b>95,658</b>
Net income 2013	-	-	11,228	-	-	-	11,228	293	11,521
Other comprehensive Income	-	-	473	492	-	-	965	(56)	909
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>11,701</b>	<b>492</b>	<b>-</b>	<b>-</b>	<b>12,193</b>	<b>237</b>	<b>12,430</b>
Dividend	-	-	(7,116)	-	-	-	(7,116)	(156)	(7,272)
Issuance of common shares	11,745,014	39	446	-	-	-	485	-	485
Purchase of treasury shares	-	-	-	-	(4,414,200)	(238)	(238)	-	(238)
Sale of treasury shares <sup>(1)</sup>	-	-	(209)	-	3,591,391	209	-	-	-
Share-based payments	-	-	189	-	-	-	189	-	189
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	749	1	-	-	750	1,355	2,105
Other items	-	-	9	-	-	-	9	13	22
<b>As of December 31, 2013</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>

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



## 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 amortization 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 amortization 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

On net operating income

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 amortization 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

(unaudited)

3 <sup>rd</sup> quarter 2014 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,198	27,417	27,747	1	-	60,363
Intersegment sales	7,560	11,931	466	67	(20,024)	-
Excise taxes	-	(1,292)	(4,849)	-	-	(6,141)
<b>Revenues from sales</b>	<b>12,758</b>	<b>38,056</b>	<b>23,364</b>	<b>68</b>	<b>(20,024)</b>	<b>54,222</b>
Operating expenses	(5,763)	(37,230)	(22,742)	(275)	20,024	(45,986)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,496)	(376)	(199)	(11)	-	(3,082)
<b>Operating income</b>	<b>4,499</b>	<b>450</b>	<b>423</b>	<b>(218)</b>	-	<b>5,154</b>
Equity in net income (loss) of affiliates and other items	1,298	41	(35)	50	-	1,354
Tax on net operating income	(2,627)	(107)	(123)	(31)	-	(2,888)
<b>Net operating income</b>	<b>3,170</b>	<b>384</b>	<b>265</b>	<b>(199)</b>	-	<b>3,620</b>
Net cost of net debt						(92)
Non-controlling interests						(65)
<b>Net income</b>						<b>3,463</b>

3 <sup>rd</sup> quarter 2014 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	17	-	-	-	-	17
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>17</b>	-	-	-	-	<b>17</b>
Operating expenses	(79)	(512)	(66)	-	-	(657)
Depreciation, depletion and amortization of tangible assets and mineral interests	(110)	(12)	-	-	-	(122)
<b>Operating income<sup>(b)</sup></b>	<b>(172)</b>	<b>(524)</b>	<b>(66)</b>	-	-	<b>(762)</b>
Equity in net income (loss) of affiliates and other items	432	(45)	(65)	-	-	322
Tax on net operating income	145	167	20	-	-	332
<b>Net operating income<sup>(b)</sup></b>	<b>405</b>	<b>(402)</b>	<b>(111)</b>	-	-	<b>(108)</b>
Net cost of net debt						-
Non-controlling interests						13
<b>Net income</b>						<b>(95)</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	-	(497)	(66)	-	-	-
On net operating income	-	(370)	(46)	-	-	-

3 <sup>rd</sup> quarter 2014 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,181	27,417	27,747	1	-	60,346
Intersegment sales	7,560	11,931	466	67	(20,024)	-
Excise taxes	-	(1,292)	(4,849)	-	-	(6,141)
<b>Revenues from sales</b>	<b>12,741</b>	<b>38,056</b>	<b>23,364</b>	<b>68</b>	<b>(20,024)</b>	<b>54,205</b>
Operating expenses	(5,684)	(36,718)	(22,676)	(275)	20,024	(45,329)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,386)	(364)	(199)	(11)	-	(2,960)
<b>Adjusted operating income</b>	<b>4,671</b>	<b>974</b>	<b>489</b>	<b>(218)</b>	-	<b>5,916</b>
Equity in net income (loss) of affiliates and other items	866	86	30	50	-	1,032
Tax on net operating income	(2,772)	(274)	(143)	(31)	-	(3,220)
<b>Adjusted net operating income</b>	<b>2,765</b>	<b>786</b>	<b>376</b>	<b>(199)</b>	-	<b>3,728</b>
Net cost of net debt						(92)
Non-controlling interests						(78)
<b>Adjusted net income</b>						<b>3,558</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>1.56</b>

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

3 <sup>rd</sup> quarter 2014 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	6,923	422	398	26	-	7,769
Total divestments	1,924	9	56	41	-	2,030
Cash flow from operating activities	5,442	1,729	701	(233)	-	7,639

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

4 <sup>th</sup> quarter 2013 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	6,990	29,613	28,378	(6)	-	64,975
Intersegment sales	10,218	13,040	388	57	(23,703)	-
Excise taxes	-	(1,337)	(4,871)	-	-	(6,208)
<b>Revenues from sales</b>	<b>17,208</b>	<b>41,316</b>	<b>23,895</b>	<b>51</b>	<b>(23,703)</b>	<b>58,767</b>
Operating expenses	(9,498)	(40,949)	(23,226)	(300)	23,703	(50,270)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,146)	(576)	(201)	(11)	-	(2,934)
<b>Operating income</b>	<b>5,564</b>	<b>(209)</b>	<b>468</b>	<b>(260)</b>	-	<b>5,563</b>
Equity in net income (loss) of affiliates and other items	808	(75)	(38)	12	-	707
Tax on net operating income	(3,326)	(386)	(122)	42	-	(3,792)
<b>Net operating income</b>	<b>3,046</b>	<b>(670)</b>	<b>308</b>	<b>(206)</b>	-	<b>2,478</b>
Net cost of net debt						(151)
Non-controlling interests						(93)
<b>Net income</b>						<b>2,234</b>

4 <sup>th</sup> quarter 2013 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(23)	-	-	-	-	(23)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(23)</b>	-	-	-	-	<b>(23)</b>
Operating expenses	-	(458)	(53)	-	-	(511)
Depreciation, depletion and amortization of tangible assets and mineral interests	-	(172)	(4)	-	-	(176)
<b>Operating income<sup>(b)</sup></b>	<b>(23)</b>	<b>(630)</b>	<b>(57)</b>	-	-	<b>(710)</b>
Equity in net income (loss) of affiliates and other items	-	(202)	(23)	-	-	(225)
Tax on net operating income	4	(279)	59	-	-	(216)
<b>Net operating income<sup>(b)</sup></b>	<b>(19)</b>	<b>(1,111)</b>	<b>(21)</b>	-	-	<b>(1,151)</b>
Net cost of net debt						-
Non-controlling interests						-
<b>Net income</b>						<b>(1,151)</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

- (82) (45) -

On net operating income

- (66) (37) -

4 <sup>th</sup> quarter 2013 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	7,013	29,613	28,378	(6)	-	64,998
Intersegment sales	10,218	13,040	388	57	(23,703)	-
Excise taxes	-	(1,337)	(4,871)	-	-	(6,208)
<b>Revenues from sales</b>	<b>17,231</b>	<b>41,316</b>	<b>23,895</b>	<b>51</b>	<b>(23,703)</b>	<b>58,790</b>
Operating expenses	(9,498)	(40,491)	(23,173)	(300)	23,703	(49,759)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,146)	(404)	(197)	(11)	-	(2,758)
<b>Adjusted operating income</b>	<b>5,587</b>	<b>421</b>	<b>525</b>	<b>(260)</b>	-	<b>6,273</b>
Equity in net income (loss) of affiliates and other items	808	127	(15)	12	-	932
Tax on net operating income	(3,330)	(107)	(181)	42	-	(3,576)
<b>Adjusted net operating income</b>	<b>3,065</b>	<b>441</b>	<b>329</b>	<b>(206)</b>	-	<b>3,629</b>
Net cost of net debt						(151)
Non-controlling interests						(93)
<b>Adjusted net income</b>						<b>3,385</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>1.49</b>

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

4 <sup>th</sup> quarter 2013 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	9,498	956	820	43	-	11,317
Total divestments	812	45	63	19	-	939
Cash flow from operating activities	7,310	1,816	442	10	-	9,578

## 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 amortization 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>31</b>
Operating expenses	(164)	(2,980)	(551)	-	-	(3,695)
Depreciation, depletion and amortization 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>(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>(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	-	(2,944)	(525)	-		
On net operating income	-	(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 amortization 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>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>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

## BUSINESS SEGMENT INFORMATION

### TOTAL

Year 2013 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	26,367	114,483	110,873	2	-	251,725
Intersegment sales	37,650	52,275	2,159	177	(92,261)	-
Excise taxes	-	(4,814)	(18,942)	-	-	(23,756)
<b>Revenues from sales</b>	<b>64,017</b>	<b>161,944</b>	<b>94,090</b>	<b>179</b>	<b>(92,261)</b>	<b>227,969</b>
Operating expenses	(31,875)	(160,031)	(91,343)	(794)	92,261	(191,782)
Depreciation, depletion and amortization of tangible assets and mineral interests	(9,484)	(1,736)	(733)	(41)	-	(11,994)
<b>Operating income</b>	<b>22,658</b>	<b>177</b>	<b>2,014</b>	<b>(656)</b>	<b>-</b>	<b>24,193</b>
Equity in net income (loss) of affiliates and other items	2,688	181	55	(25)	-	2,899
Tax on net operating income	(13,706)	(612)	(560)	(29)	-	(14,907)
<b>Net operating income</b>	<b>11,640</b>	<b>(254)</b>	<b>1,509</b>	<b>(710)</b>	<b>-</b>	<b>12,185</b>
Net cost of net debt						(664)
Non-controlling interests						(293)
<b>Net income</b>						<b>11,228</b>

Year 2013 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(74)	-	-	-	-	(74)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(74)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(74)</b>
Operating expenses	(113)	(1,405)	(134)	-	-	(1,652)
Depreciation, depletion and amortization of tangible assets and mineral interests	(855)	(184)	(4)	-	-	(1,043)
<b>Operating income<sup>(b)</sup></b>	<b>(1,042)</b>	<b>(1,589)</b>	<b>(138)</b>	<b>-</b>	<b>-</b>	<b>(2,769)</b>
Equity in net income (loss) of affiliates and other items	(305)	(268)	4	(34)	-	(603)
Tax on net operating income	537	(254)	89	(45)	-	327
<b>Net operating income<sup>(b)</sup></b>	<b>(810)</b>	<b>(2,111)</b>	<b>(45)</b>	<b>(79)</b>	<b>-</b>	<b>(3,045)</b>
Net cost of net debt						-
Non-controlling interests						(19)
<b>Net income</b>						<b>(3,064)</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	-	(978)	(87)	-		
On net operating income	-	(656)	(63)	-		

Year 2013 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	26,441	114,483	110,873	2	-	251,799
Intersegment sales	37,650	52,275	2,159	177	(92,261)	-
Excise taxes	-	(4,814)	(18,942)	-	-	(23,756)
<b>Revenues from sales</b>	<b>64,091</b>	<b>161,944</b>	<b>94,090</b>	<b>179</b>	<b>(92,261)</b>	<b>228,043</b>
Operating expenses	(31,762)	(158,626)	(91,209)	(794)	92,261	(190,130)
Depreciation, depletion and amortization of tangible assets and mineral interests	(8,629)	(1,552)	(729)	(41)	-	(10,951)
<b>Adjusted operating income</b>	<b>23,700</b>	<b>1,766</b>	<b>2,152</b>	<b>(656)</b>	<b>-</b>	<b>26,962</b>
Equity in net income (loss) of affiliates and other items	2,993	449	51	9	-	3,502
Tax on net operating income	(14,243)	(358)	(649)	16	-	(15,234)
<b>Adjusted net operating income</b>	<b>12,450</b>	<b>1,857</b>	<b>1,554</b>	<b>(631)</b>	<b>-</b>	<b>15,230</b>
Net cost of net debt						(664)
Non-controlling interests						(274)
<b>Adjusted net income</b>						<b>14,292</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>6.29</b>

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

Year 2013 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	29,750	2,708	1,814	159	-	34,431
Total divestments	5,786	365	186	62	-	6,399
Cash flow from operating activities	21,857	4,260	2,557	(161)	-	28,513

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

### TOTAL

(unaudited)

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 amortization 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.

4 <sup>th</sup> quarter 2013 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>64,998</b>	<b>(23)</b>	<b>64,975</b>
Excise taxes	(6,208)	-	(6,208)
Revenues from sales	58,790	(23)	58,767
Purchases, net of inventory variation	(41,865)	(127)	(41,992)
Other operating expenses	(7,236)	(384)	(7,620)
Exploration costs	(658)	-	(658)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,758)	(176)	(2,934)
Other income	288	-	288
Other expense	(229)	(217)	(446)
Financial interest on debt	(217)	-	(217)
Financial income from marketable securities & cash equivalents	26	-	26
Cost of net debt	(191)	-	(191)
Other financial income	172	-	172
Other financial expense	(151)	-	(151)
Equity in net income (loss) of affiliates	852	(8)	844
Income taxes	(3,536)	(216)	(3,752)
<b>Consolidated net income</b>	<b>3,478</b>	<b>(1,151)</b>	<b>2,327</b>
Group share	3,385	(1,151)	2,234
Non-controlling interests	93	-	93

<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 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 amortization 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.

Year 2013 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>251,799</b>	<b>(74)</b>	<b>251,725</b>
Excise taxes	(23,756)	-	(23,756)
Revenues from sales	228,043	(74)	227,969
Purchases, net of inventory variation	(159,784)	(1,065)	(160,849)
Other operating expenses	(28,177)	(587)	(28,764)
Exploration costs	(2,169)	-	(2,169)
Depreciation, depletion and amortization of tangible assets and mineral interests	(10,951)	(1,043)	(11,994)
Other income	647	1,643	2,290
Other expense	(574)	(2,226)	(2,800)
Financial interest on debt	(889)	-	(889)
Financial income from marketable securities & cash equivalents	85	-	85
Cost of net debt	(804)	-	(804)
Other financial income	696	-	696
Other financial expense	(702)	-	(702)
Equity in net income (loss) of affiliates	3,435	(20)	3,415
Income taxes	(15,094)	327	(14,767)
<b>Consolidated net income</b>	<b>14,566</b>	<b>(3,045)</b>	<b>11,521</b>
Group share	14,292	(3,064)	11,228
Non-controlling interests	274	19	293

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