

Paris, October 31, 2013

### Third quarter and first nine months 2013 results<sup>1</sup>

	3Q13	Change vs 3Q12	9M13	Change vs 9M12
<b>Adjusted net income<sup>2</sup></b>				
- in billion euros (B€)	2.7	-19%	8.3	-10%
- in billion dollars (B\$)	3.6	-14%	10.9	-8%
- in euros per share	1.19	-19%	3.65	-11%
- in dollars per share	1.58	-15%	4.80	-8%

**Net income<sup>3</sup> of 2.8 B€ in 3Q13 and 6.8 B€ in the first nine months of 2013**

**Net-debt-to-equity ratio of 23.0% on September 30, 2013**

**Hydrocarbon production of 2,299 kboe/d in 3Q13**

**Interim dividend for 3Q13 of 0.59 €/share payable in March 2014<sup>4</sup>**

#### Commenting on the results, Chairman and CEO Christophe de Margerie said :

« With adjusted net income of 2.7 billion euros, Total reports solid third quarter performance, slightly better than the second quarter, and a stronger financial position.

*In the Upstream, significant progress was made in the quarter with the start-up of Kashagan in Kazakhstan, of Ekofisk South in Norway and the launch of major projects, including the Fort Hills mining project in Canada that will contribute to our growth for several decades. In addition, by seizing a unique opportunity to take a share of the most prolific pre-salt discovery in the world, Total starts a new chapter of its story in Brazil as part of the consortium in charge of developing the giant Libra field. So, the Group is improving its outlook for sustainable post-2017 production growth under terms consistent with its strict return criteria, while confirming its commitment to reduce near-term investment.*

*In the downstream segments, the quality of the results this quarter, given the poor environment for refining, clearly shows the effectiveness of the ongoing restructuring program. The successful start-up of the first units of the Satorp refinery in Saudi Arabia illustrates the capacity of the Group and its teams to progress in a responsible and sustainable manner in the fulfillment of its objectives. »*

2, place Jean Millier  
 Arche Nord Coupole/Regnault  
 92 400 Courbevoie France  
 Tel. : (33) 1 47 44 58 53  
 Fax : (33) 1 47 44 58 24

Martin DEFFONTAINES  
 Karine KACZKA  
 Magali PAILHE  
 Patrick GUENKEL

Robert HAMMOND (U.S.)  
 Tel. : (1) 713-483-5070  
 Fax : (1) 713-483-5629

TOTAL S.A.  
 Capital 5 941 838 402,50 euros  
 542 051 180 R.C.S. Nanterre

www.total.com

<sup>1</sup> Following the application of revised accounting standard IAS 19 effective January 1, 2013, the information for 2011 and 2012 has been restated; however, the impact on such restated results is not significant (see note 1 of the notes to the consolidated financial statements).

<sup>2</sup> Definition of adjusted results on page 2 – dollar amounts represent euro amounts converted at the average €-\$ exchange rate for the period: 1.3242 \$/€ in 3Q13, 1.2502 \$/€ in 3Q12, 1.3062 \$/€ in 2Q13, 1.3171 \$/€ in 9M13, and 1.2808 \$/€ in 9M12.

<sup>3</sup> Group share.

<sup>4</sup> The ex-dividend date for the interim dividend will be March 24, 2014, and the payment date will be March 27, 2014.

• Key figures <sup>5</sup>

3Q13	2Q13	3Q12	3Q13 vs 3Q12	<b>in millions of euros</b> except earnings per share and number of shares	9M13	9M12	9M13 vs 9M12
<b>46,686</b>	46,973	49,890	-6%	Sales	<b>141,789</b>	150,193	-6%
<b>5,146</b>	5,084	6,561	-22%	Adjusted operating income from business segments	<b>16,009</b>	19,047	-16%
<b>2,989</b>	3,025	3,709	-19%	Adjusted net operating income from business segments	<b>9,128</b>	10,031	-9%
<b>2,329</b>	2,325	2,897	-20%	• Upstream	<b>7,120</b>	8,459	-16%
<b>330</b>	370	567	-42%	• Refining & Chemicals	<b>1,083</b>	1,009	+7%
<b>330</b>	330	245	+35%	• Marketing & Services	<b>925</b>	563	+64%
<b>2,716</b>	2,699	3,364	-19%	Adjusted net income	<b>8,278</b>	9,235	-10%
<b>1.19</b>	1.19	1.48	-19%	Adjusted fully-diluted earnings per share (euros)	<b>3.65</b>	4.08	-11%
<b>2,275</b>	2,274	2,268	-	Fully-diluted weighted-average shares (millions)	<b>2,269</b>	2,265	-
<b>2,761</b>	2,537	3,082	-10%	Net income (Group share)	<b>6,835</b>	8,268	-17%
<b>5,852</b>	5,712	5,416	+8%	Investments <sup>6</sup>	<b>17,548</b>	16,320	+8%
<b>2,188</b>	1,334	1,635	+34%	Divestments	<b>4,138</b>	4,305	-4%
<b>3,664</b>	4,378	3,781	-3%	Net investments	<b>13,410</b>	12,015	+12%
<b>6,954</b>	3,706	5,163	+35%	Cash flow from operations	<b>14,378</b>	16,597	-13%
<b>5,421</b>	5,019	6,058	-11%	Adjusted cash flow from operations	<b>15,649</b>	15,921	-2%
3Q13	2Q13	3Q12	3Q13 vs 3Q12	<b>in millions of dollars<sup>7</sup></b> except earnings per share and number of shares	9M13	9M12	9M13 vs 9M12
<b>61,822</b>	61,356	62,372	-1%	Sales	<b>186,750</b>	192,367	-3%
<b>6,814</b>	6,641	8,203	-17%	Adjusted operating income from business segments	<b>21,085</b>	24,395	-14%
<b>3,958</b>	3,951	4,637	-15%	Adjusted net operating income from business segments	<b>12,022</b>	12,848	-6%
<b>3,084</b>	3,037	3,622	-15%	• Upstream	<b>9,378</b>	10,834	-13%
<b>437</b>	483	709	-38%	• Refining & Chemicals	<b>1,426</b>	1,292	+10%
<b>437</b>	431	306	+43%	• Marketing & Services	<b>1,218</b>	721	+69%
<b>3,597</b>	3,525	4,206	-14%	Adjusted net income	<b>10,903</b>	11,828	-8%
<b>1.58</b>	1.55	1.85	-15%	Adjusted fully-diluted earnings per share (dollars)	<b>4.80</b>	5.22	-8%
<b>2,275</b>	2,274	2,268	-	Fully-diluted weighted-average shares (millions)	<b>2,269</b>	2,265	-
<b>3,656</b>	3,314	3,853	-5%	Net income (Group share)	<b>9,002</b>	10,590	-15%
<b>7,749</b>	7,461	6,771	+14%	Investments <sup>6</sup>	<b>23,112</b>	20,903	+11%
<b>2,897</b>	1,742	2,044	+42%	Divestments	<b>5,450</b>	5,514	-1%
<b>4,852</b>	5,719	4,727	+3%	Net investments	<b>17,662</b>	15,389	+15%
<b>9,208</b>	4,841	6,455	+43%	Cash flow from operations	<b>18,937</b>	21,257	-11%
<b>7,178</b>	6,556	7,574	-5%	Adjusted cash flow from operations	<b>20,611</b>	20,392	+1%

<sup>5</sup> Adjusted results are defined as income using replacement cost, adjusted for special items, excluding the impact of changes for fair value. Adjusted cash flow from operations is defined as cash flow from operations before changes in working capital at replacement cost; adjustment items are on page 18 and the inventory valuation effect is explained on page 15.

<sup>6</sup> Including acquisitions.

<sup>7</sup> Dollar amounts represent euro amounts converted at the average €-\$ exchange rate for the period.

### ● Highlights since the beginning of the third quarter 2013

- Started up the Kashagan field in Kazakhstan and the Ekofisk South field in the Norwegian North Sea
- Launched the Fort Hills mining project in Canada, the Incahuasi gas and condensate field in Bolivia and the offshore Vega Pleyade field in Argentina
- Obtained 20% of the giant Libra oil field, in the Santos Basin in Brazil
- Discovered oil and gas on the Harir block in Kurdistan in Iraq
- Acquired offshore exploration acreage in South Africa
- Completed the sales of TIGF, the natural gas transportation and storage subsidiary in France, and the E&P assets in Trinidad & Tobago
- Announced the modernization project for the Carling petrochemicals platform in France
- Shipped first cargoes of refined products from the Satorp refining and petrochemicals platform in Jubail, Saudi Arabia
- Launched SunPower's Project Salvador, the construction of the largest solar power plant in Chile

### ● Third quarter 2013 results

#### > Operating income from business segments

In the third quarter 2013, the Brent price averaged 110.3 \$/b, an increase of 1% compared to the third quarter 2012. The European refining margin indicator (ERMI) averaged 10.6 \$/t, a decrease of 79% compared to the third quarter 2012. The environment for petrochemicals improved compared to the same period last year.

The euro-dollar exchange rate averaged 1.32 \$/€ in the third quarter 2013 compared to 1.25 \$/€ in the third quarter 2012.

In this context, the adjusted operating income<sup>8</sup> from business segments was 5,146 M€, a decrease of 22% compared to the third quarter 2012. Expressed in dollars, the decrease was 17%.

The effective tax rate<sup>9</sup> for the business segments was 54.8% in the third quarter 2013 compared to 53.6% in the third quarter 2012.

Adjusted net operating income from the business segments was 2,989 M€ compared to 3,709 M€ in the third quarter 2012, a decrease of 19%.

Expressed in dollars, adjusted net operating income from the business segments was 4.0 billion dollars (B\$), a decrease of 15% compared to the third quarter 2012. This decrease is mainly due to a lower contribution from Upstream, which reflects an unfavorable production mix and higher exploration charges, and a lower contribution from Refining & Chemicals, partially offset by robust performance at Marketing & Services.

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<sup>8</sup> Special items affecting operating income from the business segments had a negative impact of 772 M€ in 3Q13 and a negative impact of 1,362 M€ in 3Q12.

<sup>9</sup> Defined as: (tax on adjusted net operating income) / (adjusted net operating income - income from equity affiliates - dividends received from investments + tax on adjusted net operating income).

### > Net income (Group share)

Adjusted net income was 2,716 M€ in the third quarter 2013 compared to 3,364 M€ in the third quarter 2012, a decrease of 19%. Expressed in dollars, adjusted net income decreased by 14%.

Adjusted net income excludes the after-tax inventory effect, the effect of changes in fair value, and special items<sup>10</sup>:

- The after-tax inventory effect had a negative impact on net income of 24 M€ in the third quarter 2013 and a positive impact on net income of 524 M€ in the third quarter 2012.
- Changes in fair value had a negative impact on net income of 7 M€ in the third quarter 2013 and a negative impact on net income of 6 M€ the third quarter 2012.
- Special items had a positive impact on net income of 76 M€ in the third quarter 2013, comprised mainly of the gain on the sale of TIGF in France, essentially offset by impairments, including assets in the Barnett field in the United States and in Syria. In the third quarter 2012, special items had a negative impact on net income of 800 M€.

Net income (Group share) was 2,761 M€ compared to 3,082 M€ in the third quarter 2012.

The effective tax rate for the Group was 55.8% in the third quarter 2013.

Adjusted fully-diluted earnings per share, based on 2,275 million fully-diluted weighted-average shares, decreased by 19% to €1.19 from €1.48 in the third quarter 2012.

Expressed in dollars, adjusted fully-diluted earnings per share decreased by 15% to \$1.58.

### > Investments – Divestments<sup>11</sup>

Investments, excluding acquisitions and including changes in non-current loans, were 5.0 B€ (6.6 B\$) in the third quarter 2013 compared to 4.9 B€ (6.1 B\$) in the third quarter 2012.

Acquisitions were 549 M€ in the third quarter 2013, comprised essentially of the bonus for exploration licenses in South Africa and Brazil and the carry on the Utica gas and condensate field in the United States.

Asset sales in the third quarter 2013 were 1,849 M€, comprised essentially of the sale of TIGF in France and the Group's exploration and production assets in Trinidad & Tobago.

Net investments<sup>12</sup> were 3.7 B€ (4.9 B\$) in the third quarter 2013 compared to 3.8 B€ (4.7 B\$) in the third quarter 2012.

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<sup>10</sup> Adjustment items explained on page 15.

<sup>11</sup> Detail shown on page 19.

<sup>12</sup> Net investments = investments including acquisitions and changes in non-current loans – asset sales.

## > Cash flow

Cash flow from operations was 6,954 M€ in the third quarter 2013, an increase of 35% compared to 5,163 M€ in the third quarter 2012. The increase was due mainly to favorable changes in working capital.

Adjusted cash flow from operations<sup>13</sup> was 5,421 M€, a decrease of 11% compared to the third quarter 2012. Expressed in dollars, adjusted cash flow from operations was 7.2 B\$, a decrease of 5%.

The Group's net cash flow<sup>14</sup> was 3,290 M€ in the third quarter 2013 compared to 1,382 M€ in the third quarter 2012. Expressed in dollars, net cash flow was 4.4 B\$ in the third quarter 2013 compared to 1.7 B\$ in the third quarter 2012, reflecting essentially the favorable evolution of changes in working capital.

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<sup>13</sup> Cash flow from operations at replacement cost before changes in working capital.

<sup>14</sup> Net cash flow = cash flow from operations - net investments.

## • Results for the first nine months 2013

### > Operating income from business segments

Compared to the first nine months of 2012, the average Brent price decreased by 3% to 108.5 \$/b in the first nine months of 2013. The European refining margin indicator (ERMI) averaged 20.5 \$/t in the first nine months of 2013 compared to 36.7 \$/t in the first nine months of 2012, a decrease of 44%. In contrast, the petrochemicals environment on average improved, particularly in Asia and the United States, between the two periods.

The euro-dollar exchange rate averaged 1.32 \$/€ compared to 1.28 \$/€ in the first nine months of 2012.

In this context, the adjusted operating income from the business segments was 16,009 M€, or a decrease of 16% compared to the first nine months of 2012<sup>15</sup>.

The effective tax rate for the business segments was 55.6% in the first nine months of 2013 compared to 56.5% in the first nine months of 2012.

Adjusted net operating income from the business segments was 9,128 M€ compared to 10,031 M€ in the first nine months of 2012, a decrease of 9%.

Expressed in dollars, adjusted net operating income from the business segments decreased by 6%. This decrease is mainly due to a lower contribution from Upstream, which was partially offset by better performance in the downstream segments.

### > Net income (Group share)

Adjusted net income decreased by 10% to 8,278 M€ from 9,235 M€ in the first nine months of 2012. Expressed in dollars, adjusted net income decreased by 8%.

Adjusted net income excludes the after-tax inventory effect, special items and the effect of changes in fair value<sup>16</sup>:

- The after-tax inventory effect had a negative impact on net income of 475 M€ in the first nine months of 2013 compared to a positive impact of 155 M€ in the first nine months of 2012.
- Changes in fair value had a negative impact on net income of 30 M€ in the first nine months of 2013 compared to a negative impact of 17 M€ in the first nine months of 2012.
- Special items had a negative impact on net income of 938 M€ in the first nine months of 2013, comprised mainly of the loss on the sale of the Voyageur upgrader project in Canada and the impairment of assets in the Barnett field in the United States, partially offset by the gain on the sale of TIGF in France and Upstream assets in Italy. Special items had a negative impact on net income of 1,105 M€ in the first nine months of 2012.

Net income (Group share) was 6,835 M€ compared to 8,268 M€ in the first nine months of 2012.

On September 30, 2013, there were 2,274 million fully-diluted shares compared to 2,270 million fully-diluted shares on September 30, 2012.

Adjusted fully-diluted earnings per share, based on 2,269 million fully-diluted shares, were €3.65, a decrease of 11% compared to the first nine months of 2012.

Expressed in dollars, adjusted fully-diluted earnings per share were \$4.80 compared to \$5.22 in the first nine months of 2012, a decrease of 8%.

<sup>15</sup> Special items affecting operating income from the business segments had a negative impact of 815 M€ in the first nine months of 2013 and a negative impact of 1,428 M€ in the first nine months of 2012.

<sup>16</sup> Adjustment items explained on page 15.

### > Investments – divestments<sup>17</sup>

Investments, excluding acquisitions and including changes in non-current loans, were 14.8 B€ (19.4 B\$) in the first nine months of 2013 compared to 13.2 B€ (16.9 B\$) in the first nine months of 2012.

Acquisitions were 2.0 B€ (2.6 B\$) in the first nine months of 2013, comprised essentially of the acquisition of an additional 6% interest in the Ichthys project in Australia, an additional 0.8% interest in Novatek<sup>18</sup>, the carry on the Utica gas and condensate field in the United States and the bonus for exploration licenses in South Africa and Brazil.

Asset sales in the first nine months of 2013 were 3.3 B€ (4.4 B\$)<sup>19</sup>, comprised essentially of the sale of TIGF in France, an interest in the Tempa Rossa field in Italy, the Group's 49% interest in the Voyageur upgrader project in Canada and the exploration and production assets in Trinidad & Tobago.

Net investments were 13.4 B€ (17.7 B\$) in the first nine months of 2013, compared to 12.0 B€ (15.4 B\$) in the first nine months of 2012.

### > Cash flow

Cash flow from operations was 14,378 M€, a decrease of 13% compared to the first nine months of 2012, mainly due to lower results and unfavorable changes in working capital.

Adjusted cash flow from operations<sup>20</sup> was 15,649 M€, a decrease of 2% compared to the first nine months of 2012. Expressed in dollars, adjusted cash flow from operations was 20.6 B\$, an increase of 1%.

The Group's net cash flow<sup>21</sup> was 968 M€ compared to 4,582 M€ in the first nine months of 2012. Expressed in dollars, the Group's net cash flow was 1.3 B\$ in the first nine months of 2013, a decrease compared to the first nine months of 2012 that was mainly due to higher net investments and unfavorable changes in working capital.

The net-debt-to-equity ratio was 23.0% on September 30, 2013 compared to 21.2% on September 30, 2012<sup>22</sup>.

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<sup>17</sup> Detail shown on page 19.

<sup>18</sup> As of September 30, 2013, the Group owns 16.2% of the share capital of Novatek.

<sup>19</sup> This amount does not include the sale of an interest in block 14 in Angola, which was reported in the cash flow statement of the first quarter 2013 as a transaction involving a non-controlling interest.

<sup>20</sup> Cash flow from operations at replacement cost before changes in working capital.

<sup>21</sup> Net cash flow = cash flow from operations - net investments.

<sup>22</sup> Detail shown on page 20.

## ● Analysis of business segment results

### Upstream

Effective July 1, 2012, the Upstream segment no longer includes the activities of New Energies, which are now reported with Marketing & Services. As a result, certain information has been restated according to the new organization.

#### > Environment – liquids and gas price realizations\*

3Q13	2Q13	3Q12	3Q13 vs 3Q12		9M13	9M12	9M13 vs 9M12
<b>110.3</b>	102.4	109.5	+1%	Brent (\$/b)	<b>108.5</b>	112.2	-3%
<b>107.2</b>	96.6	107.6	-	Average liquids price (\$/b)	<b>103.5</b>	108.1	-4%
<b>7.18</b>	6.62	6.00	+20%	Average gas price (\$/Mbtu)	<b>7.04</b>	6.68	+5%
<b>77.3</b>	69.8	75.8	+2%	Average hydrocarbon price (\$/boe)	<b>74.8</b>	77.4	-3%

\* consolidated subsidiaries, excluding fixed margins.

#### > Production

3Q13	2Q13	3Q12	3Q13 vs 3Q12	Hydrocarbon production	9M13	9M12	9M13 vs 9M12
<b>2,299</b>	2,290	2,272	+1%	Combined production (kboe/d)	<b>2,304</b>	2,302	-
<b>1,174</b>	1,160	1,225	-4%	• Liquids (kb/d)	<b>1,175</b>	1,224	-4%
<b>6,167</b>	6,169	5,680	+9%	• Gas (Mcf/d)	<b>6,158</b>	5,875	+5%

Hydrocarbon production was 2,299 thousand barrels of oil equivalent per day (kboe/d) in the third quarter 2013, an increase of 1% compared to the third quarter 2012, essentially as a result of:

- +1.5% for growth from new projects,
- -0.5% for normal decline, partially offset by lower maintenance,
- +2% for the restart of production from Elgin/Franklin in the UK North Sea and Ibewa in Nigeria,
- -2% for security issues in Nigeria and Libya in the third quarter 2013, partially offset by improved security conditions in Yemen.

In the first nine months of 2013, hydrocarbon production was 2,304 kboe/d, stable compared the first nine months of 2012, essentially as a result of:

- +2.5% for growth from new projects,
- -1.5% for normal decline and scheduled maintenance,
- -1% for security issues in Nigeria and Libya, partially offset by improved security conditions in Yemen.



## Results

3Q13	2Q13	3Q12	3Q13 vs 3Q12	in millions of euros	9M13	9M12	9M13 vs 9M12
<b>4,486</b>	4,308	5,551	-19%	Adjusted operating income*	<b>13,754</b>	17,007	-19%
<b>2,329</b>	2,325	2,897	-20%	Adjusted net operating income *	<b>7,120</b>	8,459	-16%
<b>499</b>	527	578	-14%	• includes income from equity affiliates	<b>1,659</b>	1,506	+10%
<b>5,064</b>	5,056	4,567	+11%	Investments	<b>15,375</b>	14,100	+9%
<b>2,114</b>	1,112	401	x5.3	Divestments	<b>3,769</b>	1,383	x2.7
<b>4,765</b>	2,128	3,457	+38%	Cash flow from operations	<b>11,043</b>	14,521	-24%
<b>4,373</b>	4,283	5,105	-14%	Adjusted cash flow from operations	<b>12,842</b>	13,812	-7%

\* detail of adjustment items shown in the business segment information annex to financial statements.

In the third quarter 2013, adjusted net operating income from the Upstream segment was 2,329 M€ compared to 2,897 M€ in the third quarter 2012, a decrease of 20%. Expressed in dollars, adjusted net operating income decreased by 15%, mainly due to an unfavorable production mix and higher exploration charges in line with the more active drilling program.

The effective tax rate for the Upstream segment was 60.1% compared to 58.8% in the third quarter 2012.

In the first nine months of 2013, adjusted net operating income from the Upstream segment was 7,120 M€ compared to 8,459 M€ in the first nine months of 2012, a decrease of 16%. Expressed in dollars, adjusted net operating income was 9,378 M\$, or a decrease of 13% explained principally by an unfavorable production mix, higher exploration charges and a decrease in average realized hydrocarbon prices between the two periods.

The return on average capital employed (ROACE<sup>23</sup>) for the Upstream segment was 15% for the twelve months ended September 30, 2013, compared to 16% for the twelve months ended June 30, 2013.

<sup>23</sup> Calculated based on adjusted net operating income and average capital employed, using replacement cost, as shown on page 21.

## Refining & Chemicals

### > Refinery throughput and utilization rates\*

3Q13	2Q13	3Q12	3Q13 vs 3Q12		9M13	9M12	9M13 vs 9M12
<b>1,759</b>	1,772	1,790	-2%	Total refinery throughput (kb/d)	<b>1,764</b>	1,833	-4%
<b>696</b>	729	653	+7%	• France	<b>684</b>	699	-2%
<b>784</b>	781	864	-9%	• Rest of Europe	<b>810</b>	873	-7%
<b>279</b>	262	273	+2%	• Rest of world	<b>270</b>	261	+3%
Utilization rates**							
<b>81%</b>	83%	82%		• Based on crude only	<b>82%</b>	83%	
<b>86%</b>	87%	86%		• Based on crude and other feedstock	<b>86%</b>	88%	

\* includes share of TotalErg. Results for refineries in South Africa, French Antilles and Italy are accounted for in the Marketing & Services segment.

\*\* based on distillation capacity at the beginning of the year.

In the third quarter 2013, refinery throughput decreased by 2% compared to the third quarter 2012. The decrease was mainly due to the start of a scheduled turnaround at Lindsey and maintenance at several of the Group's refineries during the third quarter 2013, as well as the closure of the Rome refinery at the end of the third quarter 2012. In addition, there were voluntary throughput reductions at the end third quarter 2013 due to the weakness of the margins.

In the first nine months of 2013, refinery throughput decreased by 4% compared to the first nine months of 2012, reflecting essentially the scheduled turnaround at the Antwerp platform in 2013, increased maintenance at Donges, as well as the closure of the Rome refinery at the end of the third quarter 2012.

### > Results

3Q13	2Q13	3Q12	3Q13 vs 3Q12	in millions of euros (except the ERMI)	9M13	9M12	9M13 vs 9M12
<b>10.6</b>	24.1	51.0	-79%	European refining margin indicator - ERMI (\$/t)	<b>20.5</b>	36.7	-44%
<b>262</b>	357	652	-60%	Adjusted operating income*	<b>1,029</b>	1,067	-4%
<b>330</b>	370	567	-42%	Adjusted net operating income*	<b>1,083</b>	1,009	+7%
<b>119</b>	113	102	+17%	• contribution of Specialty Chemicals**	<b>321</b>	290	+11%
<b>415</b>	382	441	-6%	Investments	<b>1,330</b>	1,371	-3%
<b>8</b>	208	55	-85%	Divestments	<b>243</b>	203	+20%
<b>840</b>	1,303	1,036	-19%	Cash flow from operations	<b>1,855</b>	1,625	+14%
<b>493</b>	572	771	-36%	Adjusted cash flow from operations	<b>1,628</b>	1,498	+9%

\* detail of adjustment items shown in the business segment information annex to financial statements.

\*\* Hutchinson, Bostik, Atotech.

The European refining margin indicator (ERMI) averaged 10.6 \$/t in the third quarter, a decrease of 79% compared to the third quarter 2012. Petrochemical margins improved globally (Europe, United States, Asia) compared to the same period last year, reflecting the impact of lower raw material prices, naphtha in Europe and Asia, ethane and LPG in the United States.

In the third quarter 2013, adjusted net operating income from the Refining & Chemicals segment was 330 M€ compared to 567 M€ in the third quarter 2012. Expressed in dollars, adjusted net operating income was 437 M\$, a decrease of 38% compared to the third quarter 2012. Implementing operational efficiencies and synergies as well as a more favorable petrochemicals environment partially offset the sharp decrease in European refining margins.

As part of its downstream strategy, the Group announced in the third quarter 2013 a project to adapt and modernize its Carling petrochemicals platform and restore its competitiveness. In addition, the integrated Satorp platform in Saudi Arabia shipped its initial cargoes of refined products after successfully starting up the first units of the refinery.

In the first nine months of 2013, adjusted net operating income from the Refining & Chemicals segment was 1,083 M€, an increase of 7% compared to the first nine months of 2012. Expressed in dollars, adjusted net operating income was 1,426 M\$, an increase of 10% compared to the first nine months of 2012, despite the sharply lower refining margins (a decrease of 44% compared to the first nine months 2012). The increase was due partly to the more favorable petrochemicals environment and partly to the effectiveness of the Group's planned synergies and operational efficiency programs. The Specialty Chemicals performed well despite a less favorable environment in Europe.

The ROACE<sup>24</sup> for the Refining & Chemicals segment for the twelve months ended September 30, 2013, was 9% compared to 11% for the twelve months ended June 30, 2013.

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<sup>24</sup> Calculated based on adjusted net operating income and average capital employed, using replacement cost, as shown on page 21.

## Marketing & Services

Effective July 1, 2012, Marketing & Services now includes the activities of New Energies. As a result, certain information has been restated according to the new organization.

### > Refined product sales

3Q13	2Q13	3Q12	3Q13 vs 3Q12	Sales in kb/d*	9M13	9M12	9M13 vs 9M12
1,144	1,150	1,143	-	Europe	1,134	1,173	-3%
599	633	563	+6%	Rest of world	613	539	+14%
1,743	1,783	1,706	+2%	Total sales volumes	1,747	1,712	+2%

\* Excludes trading and bulk refining sales, includes share of TotalErg.

In the third quarter 2013, sales increased by 2% compared to the third quarter last year. This increase was driven by sales in the Americas, Africa and Asia.

In the first nine months of 2013, sales volumes increased by 2% compared to the first nine months of 2012, mainly due to net increases in sales in the Americas, Africa and Asia. Sales in Europe declined by 3%, with a marked decrease in Italy that was related directly to the closure of the Rome refinery.

### > Results

3Q13	2Q13	3Q12	3Q13 vs 3Q12	in millions of euros	9M13	9M12	9M13 vs 9M12
21,074	20,561	21,574	-2%	Sales	62,634	64,945	-4%
398	419	358	+11%	Adjusted operating income*	1,226	973	+26%
330	330	245	+35%	Adjusted net operating income*	925	563	+64%
(7)	-	(8)	na	• contribution of New Energies	(20)	(183)	na
326	242	383	-15%	Investments	755	793	-5%
44	12	41	+7%	Divestments	94	106	-11%
1,287	414	692	+86%	Cash flow from operations	1,608	108	x14.9
472	525	202	x2.3	Adjusted cash flow from operations	1,431	839	+71%

\* detail of adjustment items shown in the business segment information annex to financial statements.

Marketing & Services sales were 21.1 B€, a decrease of 2% compared to the third quarter 2012.

In the third quarter 2013, adjusted net operating income from the Marketing & Services segment was 330 M€ an increase of 35% compared to the third quarter 2012, mainly due to higher margins and volumes, particularly in the lubricants and retail network.

In the first nine months of 2013, adjusted net operating income from the Marketing & Services segment was 925 M€, an increase of 64% compared to the first nine months of 2012. The increase was due mainly to the improved performance of New Energies, which had a significant net loss for the first nine months of 2012, as well as overall improvements for marketing of refined products, particularly in emerging markets.

The ROACE<sup>25</sup> for the Marketing & Services segment for the twelve months ended September 30, 2013, was 17% compared to 14% for the twelve months ended June 30, 2013.

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<sup>25</sup> Calculated based on adjusted net operating income and average capital employed, using replacement cost, as shown on page 21.

## ● Summary and outlook

The ROACE<sup>26</sup> for the Group for the twelve months ended was 14% compared to 15% for the twelve months ended June 30, 2013.

Return on equity for the twelve months ended September 30, 2013, was 16%.

With the recent launch and start-up of several projects, Total is progressing toward its objectives for 2015-2017, while laying the foundation for longer term growth.

In the Upstream, after launching the major Fort Hills mining project in Canada, the Group is continuing to evaluate the Kaombo project in Angola and the Yamal LNG project in Russia.

In the downstream, the progressive start-up of the Satorp platform in Jubail, Saudi Arabia should be achieved in early 2014.

Following the sale of TIGF in France, the Group is continuing to actively manage and optimize its asset portfolio to achieve its 2012-14 objective of selling 15-20 B\$ of assets.

While the Brent price has remained robust since the start of the fourth quarter, refining margins in Europe weakened to very low levels and the environment for petrochemicals appears less favorable than in the third quarter, due to seasonally lower demand.

As approved by the Board of Directors on October 30, 2013, Total will pay a third quarter 2013 interim dividend of 0.59 €/share on March 27, 2014.



*To listen to CFO Patrick de La Chevardière's conference call with financial analysts today at 15:00 (Paris time) please log on to [www.total.com](http://www.total.com) or call +44 (0) 203 194 0570 in Europe or +1 855 255 3883 in the United States. For a replay, please consult the [www.total.com](http://www.total.com) website or call +44 (0) 203 367 9460 in Europe or +1 877 642 3018 in the United States (code: 283 844).*

<sup>26</sup> Calculated based on adjusted net operating income and average capital employed, using replacement cost, as shown on page 21.

This press release presents the third quarter and first nine months 2013 results from the consolidated financial statements of TOTAL S.A. as of September 30, 2013. The notes to these consolidated financial statements are available on the TOTAL website [www.total.com](http://www.total.com).

This document may contain forward-looking information on the Group (including objectives and trends), as well as forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, notably with respect to the financial condition, results of operations, business, strategy and plans of TOTAL. These data do not represent forecasts within the meaning of European Regulation No. 809/2004.

Such forward-looking information and statements included in this document are based on a number of economic data and assumptions made in a given economic, competitive and regulatory environment. They may prove to be inaccurate in the future, and are subject to a number of risk factors that could lead to a significant difference between actual results and those anticipated, including currency fluctuations, the price of petroleum products, the ability to realize cost reductions and operating efficiencies without unduly disrupting business operations, environmental regulatory considerations and general economic and business conditions. Certain financial information is based on estimates particularly in the assessment of the recoverable value of assets and potential impairments of assets relating thereto.

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

Financial information by business segment is reported in accordance with the internal reporting system and shows internal segment information that is used to manage and measure the performance of TOTAL. Performance indicators excluding the adjustment items, such as adjusted operating income, adjusted net operating income, and adjusted net income are meant to facilitate the analysis of the financial performance and the comparison of income between periods. These adjustment items include:

(i) Special items

Due to their unusual nature or particular significance, certain transactions qualified as "special items" are excluded from the business segment figures. In general, special items relate to transactions that are significant, infrequent or unusual. However, in certain instances, transactions such as restructuring costs or asset disposals, which are not considered to be representative of the normal course of business, may be qualified as special items although they may have occurred within prior years or are likely to occur again within the coming years.

(ii) Inventory valuation effect

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

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

(iii) Effect of changes in fair value

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

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

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

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

Dollar amounts presented herein represent euro amounts converted at the average euro-dollar exchange rate for the applicable period and are not the result of financial statements prepared in dollars.

Cautionary Note to U.S. Investors – The SEC permits oil and gas companies, in their filings with the SEC, to separately disclose proved, probable and possible reserves that a company has determined in accordance with SEC rules. We may use certain terms in this presentation, such as resources, that the SEC's guidelines strictly prohibit us from including in filings with the SEC. U.S. investors are urged to consider closely the disclosure in our Form 20-F, File N° 1-10888, available from us at 2, Place Jean Millier – Arche Nord Coupole/Regnault - 92078 Paris-La Défense Cedex, France, or at our website: [www.total.com](http://www.total.com). You can also obtain this form from the SEC by calling 1-800-SEC-0330 or on the SEC's website: [www.sec.gov](http://www.sec.gov).

## Operating information by segment for third quarter and first nine months 2013

### ● Upstream

<b>3Q13</b>	<b>2Q13</b>	<b>3Q12</b>	<b>3Q13 vs 3Q12</b>	<b>Combined liquids and gas production by region (kboe/d)</b>	<b>9M13</b>	<b>9M12</b>	<b>9M13 vs 9M12</b>
<b>386</b>	383	361	+7%	Europe	<b>387</b>	430	-10%
<b>656</b>	688	737	-11%	Africa	<b>678</b>	717	-5%
<b>553</b>	527	501	+10%	Middle East	<b>541</b>	496	+9%
<b>77</b>	70	71	+8%	North America	<b>73</b>	69	+6%
<b>172</b>	171	182	-5%	South America	<b>172</b>	184	-7%
<b>235</b>	229	230	+2%	Asia-Pacific	<b>233</b>	219	+6%
<b>220</b>	222	190	+16%	CIS	<b>220</b>	187	+18%
<b>2,299</b>	2,290	2,272	+1%	Total production	<b>2,304</b>	2,302	-
<b>697</b>	678	615	+13%	Includes equity affiliates	<b>685</b>	607	+13%
<b>3Q13</b>	<b>2Q13</b>	<b>3Q12</b>	<b>3Q13 vs 3Q12</b>	<b>Liquids production by region (kboe/d)</b>	<b>9M13</b>	<b>9M12</b>	<b>9M13 vs 9M12</b>
<b>170</b>	154	179	-5%	Europe	<b>164</b>	201	-18%
<b>527</b>	542	587	-10%	Africa	<b>540</b>	575	-6%
<b>335</b>	320	323	+4%	Middle East	<b>328</b>	311	+5%
<b>29</b>	27	25	+16%	North America	<b>28</b>	25	+12%
<b>53</b>	55	56	-5%	South America	<b>55</b>	60	-8%
<b>30</b>	29	28	+7%	Asia-Pacific	<b>30</b>	26	+15%
<b>30</b>	33	27	+11%	CIS	<b>30</b>	26	+15%
<b>1,174</b>	1,160	1,225	-4%	Total production	<b>1,175</b>	1,224	-4%
<b>331</b>	323	316	+5%	Includes equity affiliates	<b>326</b>	309	+6%



<b>3Q13</b>	<b>2Q13</b>	<b>3Q12</b>	<b>3Q13 vs 3Q12</b>	<b>Gas production by region (Mcf/d)</b>	<b>9M13</b>	<b>9M12</b>	<b>9M13 vs 9M12</b>
<b>1,185</b>	1,285	1,011	+17%	Europe	<b>1,228</b>	1,255	-2%
<b>654</b>	741	763	-14%	Africa	<b>701</b>	722	-3%
<b>1,212</b>	1,105	971	+25%	Middle East	<b>1,161</b>	1,010	+15%
<b>269</b>	242	260	+3%	North America	<b>254</b>	252	+1%
<b>667</b>	649	650	+3%	South America	<b>651</b>	691	-6%
<b>1,151</b>	1,121	1,135	+1%	Asia-Pacific	<b>1,141</b>	1,076	+6%
<b>1,029</b>	1,026	890	+16%	CIS	<b>1,022</b>	869	+18%
<b>6,167</b>	6,169	5,680	+9%	Total production	<b>6,158</b>	5,875	+5%
<b>2,002</b>	1,900	1,618	+24%	Includes equity affiliates	<b>1,942</b>	1,612	+20%

<b>3Q13</b>	<b>2Q13</b>	<b>3Q12</b>	<b>3Q13 vs 3Q12</b>	<b>Liquefied natural gas</b>	<b>9M13</b>	<b>9M12</b>	<b>9M13 vs 9M12</b>
<b>3.01</b>	2.86	2.94	+2%	LNG sales* (Mt)	<b>8.77</b>	8.77	-

\* Sales, Group share, excluding trading; 2012 data restated to reflect volume estimates for Bontang LNG in Indonesia based on the 2012 SEC coefficient.

### ● Downstream (Refining & Chemicals and Marketing & Services)

<b>3Q13</b>	<b>2Q13</b>	<b>3Q12</b>	<b>3Q13 vs 3Q12</b>	<b>Refined product sales by region (kb/d)*</b>	<b>9M13</b>	<b>9M12</b>	<b>9M13 vs 9M12</b>
<b>2,004</b>	1,973	1,979	+1%	Europe	<b>1,985</b>	2,030	-2%
<b>430</b>	442	411	+5%	Africa	<b>440</b>	401	+10%
<b>490</b>	544	535	-8%	Americas	<b>505</b>	495	+2%
<b>397</b>	520	399	-1%	Rest of world	<b>474</b>	497	-5%
<b>3,321</b>	3,479	3,324	-	Total consolidated sales	<b>3,404</b>	3,423	-1%
<b>496</b>	534	539	-8%	Includes bulk sales	<b>517</b>	527	-2%
<b>1,082</b>	1,162	1,080	-	Includes trading	<b>1,140</b>	1,184	-4%

\* Includes share of TotalErg.

## Adjustment items

### • Adjustments to operating income

3Q13	2Q13	3Q12	in millions of euros	9M13	9M12
(772)	(37)	(1,362)	Special items affecting operating income	(815)	(1,516)
-	-	(16)	• Restructuring charges	(2)	(64)
(656)	-	(1,134)	• Impairments	(660)	(1,134)
(116)	(37)	(212)	• Other	(153)	(318)
(43)	(581)	766	Pre-tax inventory effect : FIFO vs. replacement cost	(712)	228
(9)	(32)	(8)	Effect of changes in fair value	(39)	(22)
(824)	(650)	(604)	Total adjustments affecting operating income	(1,566)	(1,310)

### • Adjustments to net income (Group share)

3Q13	2Q13	3Q12	in millions of euros	9M13	9M12
76	262	(800)	Special items affecting net income (Group share)	(938)	(1,105)
888	287	202	• Gain (loss) on asset sales	(72)	355
(16)	-	(33)	• Restructuring charges	(42)	(73)
(447)	-	(737)	• Impairments	(450)	(775)
(349)	(25)	(232)	• Other	(374)	(612)
(24)	(400)	524	After-tax inventory effect : FIFO vs. replacement cost	(475)	155
(7)	(24)	(6)	Effect of changes in fair value	(30)	(17)
45	(162)	(282)	Total adjustments affecting net income	(1,443)	(967)

## Effective tax rates

3Q13	2Q13	3Q12	Effective tax rate*	9M13	9M12
60.1%	58.3%	58.8%	Upstream	60.5%	59.5%
55.8%	55.6%	55.2%	Group	56.8%	57.8%

\* Tax on adjusted net operating income / (adjusted net operating income - income from equity affiliates - dividends received from investments + tax on adjusted net operating income).

## Investments - Divestments

3Q13	2Q13	3Q12	3Q13 vs 3Q12	<b>in millions of euros</b>	<b>9M13</b>	9M12	9M13 vs 9M12
<b>4,964</b>	4,939	4,903	+1%	Investments excluding acquisitions*	<b>14,757</b>	13,156	+12%
<b>328</b>	397	303	+8%	• Capitalized exploration	<b>1,086</b>	972	+12%
<b>176</b>	9	455	-61%	• Change in non-current loans**	<b>462</b>	845	-45%
<b>549</b>	500	294	+87%	Acquisitions	<b>1,983</b>	2,564	-23%
<b>5,513</b>	5,439	5,197	+6%	Investments including acquisitions*	<b>16,740</b>	15,720	+6%
<b>1,849</b>	1,061	1,416	+31%	Asset sales	<b>3,330</b>	3,705	-10%
<b>3,664</b>	4,378	3,781	-3%	Net investments**	<b>13,410</b>	12,015	+12%
3Q13	2Q13	3Q12	3Q13 vs 3Q12	<b>in millions of dollars***</b>	<b>9M13</b>	9M12	9M13 vs 9M12
<b>6,573</b>	6,451	6,130	+7%	Investments excluding acquisitions*	<b>19,436</b>	16,850	+15%
<b>434</b>	519	379	+15%	• Capitalized exploration	<b>1,430</b>	1,245	+15%
<b>233</b>	12	569	-59%	• Change in non-current loans**	<b>609</b>	1,082	-44%
<b>727</b>	653	368	+98%	Acquisitions	<b>2,612</b>	3,284	-20%
<b>7,300</b>	7,104	6,498	+12%	Investments including acquisitions*	<b>22,048</b>	20,134	+10%
<b>2,448</b>	1,386	1,770	+38%	Asset sales	<b>4,386</b>	4,745	-8%
<b>4,852</b>	5,719	4,727	+3%	Net investments**	<b>17,662</b>	15,389	+15%

\* Includes changes in non-current loans.

\*\* Includes net investments in equity affiliates and non-consolidated companies + net financing for employee-related stock purchase plans.

\*\*\* Dollar amounts represent euro amounts converted at the average €-\$ exchange rate for the period.

## Net-debt-to-equity ratio

in millions of euros	9/30/2013	6/30/2013	9/30/2012
Current borrowings	8,209	10,030	10,647
Net current financial assets	(297)	(465)	(1,493)
Net financial assets classified as held for sale	(42)	775	-
Non-current financial debt	25,128	22,595	24,606
Hedging instruments of non-current debt	(1,362)	(1,306)	(1,796)
Cash and cash equivalents	(14,891)	(11,558)	(16,833)
<b>Net debt</b>	<b>16,745</b>	<b>20,071</b>	<b>15,131</b>
Shareholders' equity	72,484	72,461	71,338
Estimated dividend payable	(1,313)	(1,313)	(1,291)
Non-controlling interests	1,724	1,701	1,275
<b>Equity</b>	<b>72,895</b>	<b>72,849</b>	<b>71,322</b>
<b>Net-debt-to-equity ratio</b>	<b>23.0%</b>	<b>27.6%</b>	<b>21.2%</b>

## 2013 sensitivities\*

	Scenario	Change	Impact on adjusted operating income (e)	Impact on adjusted net operating income (e)
<b>Dollar</b>	1.30 \$/€	+0.1 \$ per €	-2.2 B€	-0.95 B€
<b>Brent</b>	100 \$/b	+1 \$/b	+0.24 B€ / 0.31 B\$	+0.11 B€ / 0.14 B\$
<b>European refining margins (ERMI)</b>	30 \$/t	+1 \$/t	+0.08 B€ / 0.1 B\$	+0.05 B€ / 0.06 B\$

\* Sensitivities are revised once per year upon publication of the previous year's fourth quarter results. Sensitivities are estimates based on assumptions of the Group's portfolio in 2013. Actual results could vary significantly from estimates based on the application of these sensitivities.

The impact of the €-\$ sensitivity on adjusted operating income and adjusted net operating income attributable to the Upstream segment are approximately 80% and 70% respectively. The remaining impact is essentially on the Refining & Chemicals segment.

## Return on average capital employed

### • Twelve months ended September 30, 2013

in millions of euros	Upstream	Refining & Chemicals	Marketing & Services	Group
Adjusted net operating income	9,806	1,450	1,192	12,032
Capital employed at 9/30/2012*	62,707	15,857	7,600	83,551
Capital employed at 9/30/2013*	67,487	15,443	6,833	87,578
<b>ROACE</b>	<b>15.1%</b>	<b>9.3%</b>	<b>16.5%</b>	<b>14.1%</b>

### • Twelve months ended June 30, 2013

in millions of euros	Upstream	Refining & Chemicals	Marketing & Services	Group
Adjusted net operating income	10,374	1,687	1,107	12,679
Capital employed at 06/30/2012*	58,668	16,014	8,003	83,729
Capital employed at 06/30/2013*	69,644	15,998	7,511	90,858
<b>ROACE</b>	<b>16.2%</b>	<b>10.5%</b>	<b>14.3%</b>	<b>14.5%</b>

### • Full-year 2012

in millions of euros	Upstream	Refining & Chemicals	Marketing & Services	Group
Adjusted net operating income	11,145	1,376	830	12,927
Capital employed at 12/31/2011*	56,910	15,454	6,852	79,976
Capital employed at 12/31/2012*	63,862	15,726	6,986	84,152
<b>ROACE</b>	<b>18.5%</b>	<b>8.8%</b>	<b>12.0%</b>	<b>15.8%</b>

\* At replacement cost (excluding after-tax inventory effect).



## Main indicators

Chart updated around the middle of the month following the end of each quarter

	€/\$	European refining margin ERMI* (\$/t)**	Brent (\$/b)	Average liquids price*** (\$/b)	Average gas price (\$/Mbtu)***
<b>Third quarter 2013</b>	1.32	10.6	110.3	107.2	7.18
<b>Second quarter 2013</b>	1.31	24.1	102.4	96.6	6.62
<b>First quarter 2013</b>	1.32	26.9	112.6	106.7	7.31
<b>Fourth quarter 2012</b>	1.30	33.9	110.1	106.4	6.94
<b>Third quarter 2012</b>	1.25	51.0	109.5	107.6	6.00

\* *European Refining Margin Indicator (ERMI) is an indicator intended to represent the margin after variable costs for a hypothetical complex refinery located around Rotterdam in Northern Europe that processes a mix of crude oil and other inputs commonly supplied to this region to produce and market the main refined products at prevailing prices in this region. The indicator margin may not be representative of the actual margins achieved by Total in any period because of Total's particular refinery configurations, product mix effects or other company-specific operating conditions.*

\*\* 1 \$/t = 0.136 \$/b

\*\*\* *consolidated subsidiaries, excluding fixed margin contracts.*

Disclaimer : data is based on Total's reporting, is not audited and is subject to change.

# **Total financial statements**

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Third quarter 2013 consolidated accounts, IFRS

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M€) <sup>(a)</sup>	3 <sup>rd</sup> quarter 2013	2 <sup>nd</sup> quarter 2013	3 <sup>rd</sup> quarter 2012
<b>Sales</b>	<b>46,686</b>	<b>46,973</b>	<b>49,890</b>
Excise taxes	(4,658)	(4,469)	(4,411)
Revenues from sales	42,028	42,504	45,479
Purchases, net of inventory variation	(29,368)	(30,344)	(30,609)
Other operating expenses	(5,070)	(5,635)	(5,500)
Exploration costs	(568)	(272)	(317)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,778)	(1,941)	(3,246)
Other income	1,144	352	474
Other expense	(161)	(94)	(129)
Financial interest on debt	(159)	(182)	(154)
Financial income from marketable securities & cash equivalents	9	14	8
Cost of net debt	(150)	(168)	(146)
Other financial income	138	157	141
Other financial expense	(153)	(137)	(135)
Equity in net income (loss) of affiliates	625	609	641
Income taxes	(2,863)	(2,456)	(3,499)
<b>Consolidated net income</b>	<b>2,824</b>	<b>2,575</b>	<b>3,154</b>
Group share	2,761	2,537	3,082
Non-controlling interests	63	38	72
Earnings per share (€)	1.22	1.12	1.37
Fully-diluted earnings per share (€)	1.21	1.12	1.36

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



## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M€)	3 <sup>rd</sup> quarter 2013	2 <sup>nd</sup> quarter 2013	3 <sup>rd</sup> quarter 2012
<b>Consolidated net income</b>	<b>2,824</b>	<b>2,575</b>	<b>3,154</b>
<b>Other comprehensive income</b>			
Actuarial gains and losses	33	(188)	(51)
Tax effect	(8)	72	16
Items not potentially reclassifiable to profit and loss	25	(116)	(35)
Currency translation adjustment	(1,086)	(1,111)	(1,004)
Available for sale financial assets	5	6	(183)
Cash flow hedge	28	61	33
Share of other comprehensive income of equity affiliates, net amount	(271)	(430)	86
Other	(4)	-	-
Tax effect	(11)	(25)	37
Items potentially reclassifiable to profit and loss	(1,339)	(1,499)	(1,031)
<b>Total other comprehensive income (net amount)</b>	<b>(1,314)</b>	<b>(1,615)</b>	<b>(1,066)</b>
<b>Comprehensive income</b>	<b>1,510</b>	<b>960</b>	<b>2,088</b>
- Group share	1,504	978	2,048
- Non-controlling interests	6	(18)	40

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M€) <sup>(a)</sup>	9 months 2013	9 months 2012
<b>Sales</b>	<b>141,789</b>	<b>150,193</b>
Excise taxes	(13,323)	(13,363)
Revenues from sales	128,466	136,830
Purchases, net of inventory variation	(90,242)	(94,944)
Other operating expenses	(16,057)	(16,507)
Exploration costs	(1,147)	(942)
Depreciation, depletion and amortization of tangible assets and mineral interests	(6,879)	(7,112)
Other income	1,527	988
Other expense	(1,787)	(676)
Financial interest on debt	(510)	(511)
Financial income from marketable securities & cash equivalents	45	67
Cost of net debt	(465)	(444)
Other financial income	398	435
Other financial expense	(418)	(389)
Equity in net income (loss) of affiliates	1,952	1,618
Income taxes	(8,361)	(10,478)
<b>Consolidated net income</b>	<b>6,987</b>	<b>8,379</b>
Group share	6,835	8,268
Non-controlling interests	152	111
Earnings per share (€)	3.02	3.67
Fully-diluted earnings per share (€)	3.01	3.65

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

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M€)	9 months 2013	9 months 2012
<b>Consolidated net income</b>	<b>6,987</b>	<b>8,379</b>
<b>Other comprehensive income</b>		
Actuarial gains and losses	14	(474)
Tax effect	(2)	172
Items not potentially reclassifiable to profit and loss	12	(302)
Currency translation adjustment	(1,246)	285
Available for sale financial assets	7	(342)
Cash flow hedge	100	36
Share of other comprehensive income of equity affiliates, net amount	(607)	191
Other	(12)	(14)
Tax effect	(38)	72
Items potentially reclassifiable to profit and loss	(1,796)	228
<b>Total other comprehensive income (net amount)</b>	<b>(1,784)</b>	<b>(74)</b>
<b>Comprehensive income</b>	<b>5,203</b>	<b>8,305</b>
- Group share	5,131	8,203
- Non-controlling interests	72	102

# CONSOLIDATED BALANCE SHEET

## TOTAL

(M€)	September 30, 2013 <i>(unaudited)</i>	June 30, 2013 <i>(unaudited)</i>	December 31, 2012	September 30, 2012 <i>(unaudited)</i>
<b>ASSETS</b>				
<b>Non-current assets</b>				
Intangible assets, net	12,595	13,322	12,858	12,964
Property, plant and equipment, net	71,924	71,397	69,332	70,583
Equity affiliates : investments and loans	14,624	14,555	13,759	14,413
Other investments	1,315	1,210	1,190	1,181
Hedging instruments of non-current financial debt	1,362	1,306	1,626	1,796
Deferred income taxes	2,756	2,842	2,279	2,003
Other non-current assets	2,910	2,914	2,663	2,669
<b>Total non-current assets</b>	<b>107,486</b>	<b>107,546</b>	<b>103,707</b>	<b>105,609</b>
<b>Current assets</b>				
Inventories, net	15,897	15,441	17,397	17,266
Accounts receivable, net	18,426	19,563	19,206	20,331
Other current assets	11,244	11,353	10,086	11,377
Current financial assets	339	510	1,562	1,726
Cash and cash equivalents	14,891	11,558	15,469	16,833
Assets classified as held for sale	2,304	3,902	3,797	-
<b>Total current assets</b>	<b>63,101</b>	<b>62,327</b>	<b>67,517</b>	<b>67,533</b>
<b>Total assets</b>	<b>170,587</b>	<b>169,873</b>	<b>171,224</b>	<b>173,142</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>				
<b>Shareholders' equity</b>				
Common shares	5,943	5,942	5,915	5,915
Paid-in surplus and retained earnings	73,144	71,785	70,116	69,280
Currency translation adjustment	(3,224)	(1,924)	(1,504)	(515)
Treasury shares	(3,379)	(3,342)	(3,342)	(3,342)
<b>Total shareholders' equity - Group Share</b>	<b>72,484</b>	<b>72,461</b>	<b>71,185</b>	<b>71,338</b>
<b>Non-controlling interests</b>	<b>1,724</b>	<b>1,701</b>	<b>1,280</b>	<b>1,275</b>
<b>Total shareholders' equity</b>	<b>74,208</b>	<b>74,162</b>	<b>72,465</b>	<b>72,613</b>
<b>Non-current liabilities</b>				
Deferred income taxes	12,917	12,800	12,132	12,649
Employee benefits	3,554	3,633	3,744	3,413
Provisions and other non-current liabilities	10,949	11,059	11,585	11,170
Non-current financial debt	25,128	22,595	22,274	24,606
<b>Total non-current liabilities</b>	<b>52,548</b>	<b>50,087</b>	<b>49,735</b>	<b>51,838</b>
<b>Current liabilities</b>				
Accounts payable	20,594	20,168	21,648	20,869
Other creditors and accrued liabilities	14,347	13,901	14,698	16,942
Current borrowings	8,209	10,030	11,016	10,647
Other current financial liabilities	42	45	176	233
Liabilities directly associated with the assets classified as held for sale	639	1,480	1,486	-
<b>Total current liabilities</b>	<b>43,831</b>	<b>45,624</b>	<b>49,024</b>	<b>48,691</b>
<b>Total liabilities and shareholders' equity</b>	<b>170,587</b>	<b>169,873</b>	<b>171,224</b>	<b>173,142</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M€)	3 <sup>rd</sup> quarter 2013	2 <sup>nd</sup> quarter 2013	3 <sup>rd</sup> quarter 2012
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Consolidated net income	2,824	2,575	3,154
Depreciation, depletion and amortization	3,169	2,114	3,413
Non-current liabilities, valuation allowances and deferred taxes	585	(101)	786
Impact of coverage of pension benefit plans	-	-	-
(Gains) losses on disposals of assets	(1,073)	(271)	(419)
Undistributed affiliates' equity earnings	(228)	70	(135)
(Increase) decrease in working capital	1,576	(732)	(1,661)
Other changes, net	101	51	25
<b>Cash flow from operating activities</b>	<b>6,954</b>	<b>3,706</b>	<b>5,163</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>			
Intangible assets and property, plant and equipment additions	(5,136)	(5,232)	(4,512)
Acquisitions of subsidiaries, net of cash acquired	-	-	(74)
Investments in equity affiliates and other securities	(201)	(198)	(156)
Increase in non-current loans	(515)	(282)	(674)
<b>Total expenditures</b>	<b>(5,852)</b>	<b>(5,712)</b>	<b>(5,416)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	39	844	274
Proceeds from disposals of subsidiaries, net of cash sold	1,793	200	1
Proceeds from disposals of non-current investments	17	17	1,141
Repayment of non-current loans	339	273	219
<b>Total divestments</b>	<b>2,188</b>	<b>1,334</b>	<b>1,635</b>
<b>Cash flow used in investing activities</b>	<b>(3,664)</b>	<b>(4,378)</b>	<b>(3,781)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>			
Issuance (repayment) of shares:			
- Parent company shareholders	17	329	1
- Treasury shares	(179)	-	(68)
Dividends paid:			
- Parent company shareholders	(1,340)	(1,356)	(1,282)
- Non-controlling interests	(9)	(70)	(2)
Other transactions with non-controlling interests	36	(3)	-
Net issuance (repayment) of non-current debt	3,382	575	2,062
Increase (decrease) in current borrowings	(1,855)	(698)	(98)
Increase (decrease) in current financial assets and liabilities	48	9	(31)
<b>Cash flow used in financing activities</b>	<b>100</b>	<b>(1,214)</b>	<b>582</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>3,390</b>	<b>(1,886)</b>	<b>1,964</b>
Effect of exchange rates	(57)	29	(129)
Cash and cash equivalents at the beginning of the period	11,558	13,415	14,998
<b>Cash and cash equivalents at the end of the period</b>	<b>14,891</b>	<b>11,558</b>	<b>16,833</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M€)	9 months 2013	9 months 2012
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Consolidated net income	6,987	8,379
Depreciation, depletion and amortization	7,589	7,680
Non-current liabilities, valuation allowances and deferred taxes	561	1,112
Impact of coverage of pension benefit plans	-	(362)
(Gains) losses on disposals of assets	74	(865)
Undistributed affiliates' equity earnings	(511)	92
(Increase) decrease in working capital	(559)	448
Other changes, net	237	113
<b>Cash flow from operating activities</b>	<b>14,378</b>	<b>16,597</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>		
Intangible assets and property, plant and equipment additions	(15,281)	(13,867)
Acquisitions of subsidiaries, net of cash acquired	(16)	(199)
Investments in equity affiliates and other securities	(981)	(809)
Increase in non-current loans	(1,270)	(1,445)
<b>Total expenditures</b>	<b>(17,548)</b>	<b>(16,320)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	1,303	936
Proceeds from disposals of subsidiaries, net of cash sold	1,993	35
Proceeds from disposals of non-current investments	34	2,734
Repayment of non-current loans	808	600
<b>Total divestments</b>	<b>4,138</b>	<b>4,305</b>
<b>Cash flow used in investing activities</b>	<b>(13,410)</b>	<b>(12,015)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>		
Issuance (repayment) of shares:		
- Parent company shareholders	346	32
- Treasury shares	(179)	(68)
Dividends paid:		
- Parent company shareholders	(4,029)	(3,852)
- Non controlling interests	(81)	(100)
Other transactions with non-controlling interests	390	1
Net issuance (repayment) of non-current debt	6,807	5,135
Increase (decrease) in current borrowings	(5,785)	(1,892)
Increase (decrease) in current financial assets and liabilities	949	(970)
<b>Cash flow used in financing activities</b>	<b>(1,582)</b>	<b>(1,714)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(614)</b>	<b>2,868</b>
Effect of exchange rates	36	(60)
Cash and cash equivalents at the beginning of the period	15,469	14,025
<b>Cash and cash equivalents at the end of the period</b>	<b>14,891</b>	<b>16,833</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, 2012</b>	<b>2,363,767,313</b>	<b>5,909</b>	<b>65,430</b>	<b>(1,004)</b>	<b>(109,554,173)</b>	<b>(3,390)</b>	<b>66,945</b>	<b>1,352</b>	<b>68,297</b>
Net income of the first nine months	-	-	8,268	-	-	-	8,268	111	8,379
Other comprehensive Income	-	-	(548)	483	-	-	(65)	(9)	(74)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>7,720</b>	<b>483</b>	<b>-</b>	<b>-</b>	<b>8,203</b>	<b>102</b>	<b>8,305</b>
Dividend	-	-	(3,913)	-	-	-	(3,913)	(100)	(4,013)
Issuance of common shares	2,151,933	6	26	-	-	-	32	-	32
Purchase of treasury shares	-	-	-	-	(1,800,000)	(68)	(68)	-	(68)
Sale of treasury shares <sup>(1)</sup>	-	-	(116)	-	2,960,542	116	-	-	-
Share-based payments	-	-	114	-	-	-	114	-	114
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	13	6	-	-	19	(18)	1
Other items	-	-	6	-	-	-	6	(61)	(55)
<b>As of September 30, 2012</b>	<b>2,365,919,246</b>	<b>5,915</b>	<b>69,280</b>	<b>(515)</b>	<b>(108,393,631)</b>	<b>(3,342)</b>	<b>71,338</b>	<b>1,275</b>	<b>72,613</b>
Net income of the fourth quarter	-	-	2,341	-	-	-	2,341	36	2,377
Other comprehensive Income	-	-	(221)	(989)	-	-	(1,210)	(31)	(1,241)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>2,120</b>	<b>(989)</b>	<b>-</b>	<b>-</b>	<b>1,131</b>	<b>5</b>	<b>1,136</b>
Dividend	-	-	(1,324)	-	-	-	(1,324)	(4)	(1,328)
Issuance of common shares	13,900	-	-	-	-	-	-	-	-
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares <sup>(1)</sup>	-	-	-	-	1,992	-	-	-	-
Share-based payments	-	-	32	-	-	-	32	-	32
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	(2)	-	-	-	(2)	2	-
Other items	-	-	10	-	-	-	10	2	12
<b>As of December 31, 2012</b>	<b>2,365,933,146</b>	<b>5,915</b>	<b>70,116</b>	<b>(1,504)</b>	<b>(108,391,639)</b>	<b>(3,342)</b>	<b>71,185</b>	<b>1,280</b>	<b>72,465</b>
Net income of the first nine months	-	-	6,835	-	-	-	6,835	152	6,987
Other comprehensive Income	-	-	17	(1,721)	-	-	(1,704)	(80)	(1,784)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>6,852</b>	<b>(1,721)</b>	<b>-</b>	<b>-</b>	<b>5,131</b>	<b>72</b>	<b>5,203</b>
Dividend	-	-	(4,024)	-	-	-	(4,024)	(81)	(4,105)
Issuance of common shares	11,263,033	28	318	-	-	-	346	-	346
Purchase of treasury shares	-	-	-	-	(4,414,200)	(179)	(179)	-	(179)
Sale of treasury shares <sup>(1)</sup>	-	-	(142)	-	3,590,641	142	-	-	-
Share-based payments	-	-	112	-	-	-	112	-	112
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	(91)	1	-	-	(90)	446	356
Other items	-	-	3	-	-	-	3	7	10
<b>As of September 30, 2013</b>	<b>2,377,196,179</b>	<b>5,943</b>	<b>73,144</b>	<b>(3,224)</b>	<b>(109,215,198)</b>	<b>(3,379)</b>	<b>72,484</b>	<b>1,724</b>	<b>74,208</b>

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

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	4,479	21,260	21,074	(127)	-	46,686
Intersegment sales	6,974	10,068	431	13	(17,486)	-
Excise taxes	-	(975)	(3,683)	-	-	(4,658)
<b>Revenues from sales</b>	<b>11,453</b>	<b>30,353</b>	<b>17,822</b>	<b>(114)</b>	<b>(17,486)</b>	<b>42,028</b>
Operating expenses	(5,364)	(29,925)	(17,247)	44	17,486	(35,006)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,349)	(285)	(136)	(8)	-	(2,778)
<b>Operating income</b>	<b>3,740</b>	<b>143</b>	<b>439</b>	<b>(78)</b>	<b>-</b>	<b>4,244</b>
Equity in net income (loss) of affiliates and other items	1,506	75	64	(52)	-	1,593
Tax on net operating income	(2,564)	(174)	(113)	(32)	-	(2,883)
<b>Net operating income</b>	<b>2,682</b>	<b>44</b>	<b>390</b>	<b>(162)</b>	<b>-</b>	<b>2,954</b>
Net cost of net debt						(130)
Non-controlling interests						(63)
<b>Net income</b>						<b>2,761</b>

3 <sup>rd</sup> quarter 2013 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(9)	-	-	-	-	(9)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(9)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(9)</b>
Operating expenses	(86)	(114)	41	-	-	(159)
Depreciation, depletion and amortization of tangible assets and mineral interests	(651)	(5)	-	-	-	(656)
<b>Operating income<sup>(b)</sup></b>	<b>(746)</b>	<b>(119)</b>	<b>41</b>	<b>-</b>	<b>-</b>	<b>(824)</b>
Equity in net income (loss) of affiliates and other items	950	(5)	29	(30)	-	944
Tax on net operating income	149	(162)	(10)	(34)	-	(57)
<b>Net operating income<sup>(b)</sup></b>	<b>353</b>	<b>(286)</b>	<b>60</b>	<b>(64)</b>	<b>-</b>	<b>63</b>
Net cost of net debt						-
Non-controlling interests						(18)
<b>Net income</b>						<b>45</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	-	(114)	71	-	
On net operating income	-	(63)	49	-	

3 <sup>rd</sup> quarter 2013 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	4,488	21,260	21,074	(127)	-	46,695
Intersegment sales	6,974	10,068	431	13	(17,486)	-
Excise taxes	-	(975)	(3,683)	-	-	(4,658)
<b>Revenues from sales</b>	<b>11,462</b>	<b>30,353</b>	<b>17,822</b>	<b>(114)</b>	<b>(17,486)</b>	<b>42,037</b>
Operating expenses	(5,278)	(29,811)	(17,288)	44	17,486	(34,847)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,698)	(280)	(136)	(8)	-	(2,122)
<b>Adjusted operating income</b>	<b>4,486</b>	<b>262</b>	<b>398</b>	<b>(78)</b>	<b>-</b>	<b>5,068</b>
Equity in net income (loss) of affiliates and other items	556	80	35	(22)	-	649
Tax on net operating income	(2,713)	(12)	(103)	2	-	(2,826)
<b>Adjusted net operating income</b>	<b>2,329</b>	<b>330</b>	<b>330</b>	<b>(98)</b>	<b>-</b>	<b>2,891</b>
Net cost of net debt						(130)
Non-controlling interests						(45)
<b>Adjusted net income</b>						<b>2,716</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.19</b>

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

3 <sup>rd</sup> quarter 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	5,064	415	326	47	-	5,852
Total divestments	2,114	8	44	22	-	2,188
Cash flow from operating activities	4,765	840	1,287	62	-	6,954



## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

2 <sup>nd</sup> quarter 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	4,781	21,560	20,561	71	-	46,973
Intersegment sales	6,519	9,807	806	27	(17,159)	-
Excise taxes	-	(835)	(3,634)	-	-	(4,469)
<b>Revenues from sales</b>	<b>11,300</b>	<b>30,532</b>	<b>17,733</b>	<b>98</b>	<b>(17,159)</b>	<b>42,504</b>
Operating expenses	(5,512)	(30,413)	(17,273)	(212)	17,159	(36,251)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,512)	(298)	(123)	(8)	-	(1,941)
<b>Operating income</b>	<b>4,276</b>	<b>(179)</b>	<b>337</b>	<b>(122)</b>	<b>-</b>	<b>4,312</b>
Equity in net income (loss) of affiliates and other items	774	52	38	23	-	887
Tax on net operating income	(2,421)	80	(100)	(44)	-	(2,485)
<b>Net operating income</b>	<b>2,629</b>	<b>(47)</b>	<b>275</b>	<b>(143)</b>	<b>-</b>	<b>2,714</b>
Net cost of net debt						(139)
Non-controlling interests						(38)
<b>Net income</b>						<b>2,537</b>

2 <sup>nd</sup> quarter 2013 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(32)	-	-	-	-	(32)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(32)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(32)</b>
Operating expenses	-	(536)	(82)	-	-	(618)
Depreciation, depletion and amortization of tangible assets and mineral interests	-	-	-	-	-	-
<b>Operating income<sup>(b)</sup></b>	<b>(32)</b>	<b>(536)</b>	<b>(82)</b>	<b>-</b>	<b>-</b>	<b>(650)</b>
Equity in net income (loss) of affiliates and other items	252	(32)	1	-	-	221
Tax on net operating income	84	151	26	-	-	261
<b>Net operating income<sup>(b)</sup></b>	<b>304</b>	<b>(417)</b>	<b>(55)</b>	<b>-</b>	<b>-</b>	<b>(168)</b>
Net cost of net debt						-
Non-controlling interests						6
<b>Net income</b>						<b>(162)</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	-	(499)	(82)	-	-	-
On net operating income	-	(351)	(55)	-	-	-

2 <sup>nd</sup> quarter 2013 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	4,813	21,560	20,561	71	-	47,005
Intersegment sales	6,519	9,807	806	27	(17,159)	-
Excise taxes	-	(835)	(3,634)	-	-	(4,469)
<b>Revenues from sales</b>	<b>11,332</b>	<b>30,532</b>	<b>17,733</b>	<b>98</b>	<b>(17,159)</b>	<b>42,536</b>
Operating expenses	(5,512)	(29,877)	(17,191)	(212)	17,159	(35,633)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,512)	(298)	(123)	(8)	-	(1,941)
<b>Adjusted operating income</b>	<b>4,308</b>	<b>357</b>	<b>419</b>	<b>(122)</b>	<b>-</b>	<b>4,962</b>
Equity in net income (loss) of affiliates and other items	522	84	37	23	-	666
Tax on net operating income	(2,505)	(71)	(126)	(44)	-	(2,746)
<b>Adjusted net operating income</b>	<b>2,325</b>	<b>370</b>	<b>330</b>	<b>(143)</b>	<b>-</b>	<b>2,882</b>
Net cost of net debt						(139)
Non-controlling interests						(44)
<b>Adjusted net income</b>						<b>2,699</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.19</b>

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

2 <sup>nd</sup> quarter 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	5,056	382	242	32	-	5,712
Total divestments	1,112	208	12	2	-	1,334
Cash flow from operating activities	2,128	1,303	414	(139)	-	3,706

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,001	23,260	21,574	55	-	49,890
Intersegment sales	7,455	11,168	154	47	(18,824)	-
Excise taxes	-	(956)	(3,455)	-	-	(4,411)
<b>Revenues from sales</b>	<b>12,456</b>	<b>33,472</b>	<b>18,273</b>	<b>102</b>	<b>(18,824)</b>	<b>45,479</b>
Operating expenses	(5,265)	(31,908)	(17,835)	(242)	18,824	(36,426)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,779)	(321)	(136)	(10)	-	(3,246)
<b>Operating income</b>	<b>4,412</b>	<b>1,243</b>	<b>302</b>	<b>(150)</b>	<b>-</b>	<b>5,807</b>
Equity in net income (loss) of affiliates and other items	642	41	7	302	-	992
Tax on net operating income	(2,969)	(351)	(80)	(120)	-	(3,520)
<b>Net operating income</b>	<b>2,085</b>	<b>933</b>	<b>229</b>	<b>32</b>	<b>-</b>	<b>3,279</b>
Net cost of net debt						(125)
Non-controlling interests						(72)
<b>Net income</b>						<b>3,082</b>

3 <sup>rd</sup> quarter 2012 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(8)	-	-	-	-	(8)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(8)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(8)</b>
Operating expenses	3	593	(42)	-	-	554
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,134)	(2)	(14)	-	-	(1,150)
<b>Operating income<sup>(b)</sup></b>	<b>(1,139)</b>	<b>591</b>	<b>(56)</b>	<b>-</b>	<b>-</b>	<b>(604)</b>
Equity in net income (loss) of affiliates and other items	-	5	33	293	-	331
Tax on net operating income	327	(230)	7	(90)	-	14
<b>Net operating income<sup>(b)</sup></b>	<b>(812)</b>	<b>366</b>	<b>(16)</b>	<b>203</b>	<b>-</b>	<b>(259)</b>
Net cost of net debt						-
Non-controlling interests						(23)
<b>Net income</b>						<b>(282)</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

-	627	139	-
-	444	94	-

3 <sup>rd</sup> quarter 2012 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,009	23,260	21,574	55	-	49,898
Intersegment sales	7,455	11,168	154	47	(18,824)	-
Excise taxes	-	(956)	(3,455)	-	-	(4,411)
<b>Revenues from sales</b>	<b>12,464</b>	<b>33,472</b>	<b>18,273</b>	<b>102</b>	<b>(18,824)</b>	<b>45,487</b>
Operating expenses	(5,268)	(32,501)	(17,793)	(242)	18,824	(36,980)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,645)	(319)	(122)	(10)	-	(2,096)
<b>Adjusted operating income</b>	<b>5,551</b>	<b>652</b>	<b>358</b>	<b>(150)</b>	<b>-</b>	<b>6,411</b>
Equity in net income (loss) of affiliates and other items	642	36	(26)	9	-	661
Tax on net operating income	(3,296)	(121)	(87)	(30)	-	(3,534)
<b>Adjusted net operating income</b>	<b>2,897</b>	<b>567</b>	<b>245</b>	<b>(171)</b>	<b>-</b>	<b>3,538</b>
Net cost of net debt						(125)
Non-controlling interests						(49)
<b>Adjusted net income</b>						<b>3,364</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>1.48</b>

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

3 <sup>rd</sup> quarter 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	4,567	441	383	25	-	5,416
Total divestments	401	55	41	1,138	-	1,635
Cash flow from operating activities	3,457	1,036	692	(22)	-	5,163

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

9 months 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	14,712	64,438	62,634	5	-	141,789
Intersegment sales	20,828	29,789	1,345	91	(52,053)	-
Excise taxes	-	(2,640)	(10,683)	-	-	(13,323)
<b>Revenues from sales</b>	<b>35,540</b>	<b>91,587</b>	<b>53,296</b>	<b>96</b>	<b>(52,053)</b>	<b>128,466</b>
Operating expenses	(16,991)	(90,405)	(51,728)	(375)	52,053	(107,446)
Depreciation, depletion and amortization of tangible assets and mineral interests	(5,571)	(881)	(404)	(23)	-	(6,879)
<b>Operating income</b>	<b>12,978</b>	<b>301</b>	<b>1,164</b>	<b>(302)</b>	<b>-</b>	<b>14,141</b>
Equity in net income (loss) of affiliates and other items	1,434	199	70	(31)	-	1,672
Tax on net operating income	(7,881)	(173)	(328)	(55)	-	(8,437)
<b>Net operating income</b>	<b>6,531</b>	<b>327</b>	<b>906</b>	<b>(388)</b>	<b>-</b>	<b>7,376</b>
Net cost of net debt						(389)
Non-controlling interests						(152)
<b>Net income</b>						<b>6,835</b>

9 months 2013 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(39)	-	-	-	-	(39)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(39)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(39)</b>
Operating expenses	(86)	(719)	(62)	-	-	(867)
Depreciation, depletion and amortization of tangible assets and mineral interests	(651)	(9)	-	-	-	(660)
<b>Operating income<sup>(b)</sup></b>	<b>(776)</b>	<b>(728)</b>	<b>(62)</b>	<b>-</b>	<b>-</b>	<b>(1,566)</b>
Equity in net income (loss) of affiliates and other items	(218)	(47)	20	(30)	-	(275)
Tax on net operating income	405	19	23	(34)	-	413
<b>Net operating income<sup>(b)</sup></b>	<b>(589)</b>	<b>(756)</b>	<b>(19)</b>	<b>(64)</b>	<b>-</b>	<b>(1,428)</b>
Net cost of net debt						-
Non-controlling interests						(15)
<b>Net income</b>						<b>(1,443)</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	-	(680)	(32)	-	
On net operating income	-	(448)	(20)	-	

9 months 2013 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	14,751	64,438	62,634	5	-	141,828
Intersegment sales	20,828	29,789	1,345	91	(52,053)	-
Excise taxes	-	(2,640)	(10,683)	-	-	(13,323)
<b>Revenues from sales</b>	<b>35,579</b>	<b>91,587</b>	<b>53,296</b>	<b>96</b>	<b>(52,053)</b>	<b>128,505</b>
Operating expenses	(16,905)	(89,686)	(51,666)	(375)	52,053	(106,579)
Depreciation, depletion and amortization of tangible assets and mineral interests	(4,920)	(872)	(404)	(23)	-	(6,219)
<b>Adjusted operating income</b>	<b>13,754</b>	<b>1,029</b>	<b>1,226</b>	<b>(302)</b>	<b>-</b>	<b>15,707</b>
Equity in net income (loss) of affiliates and other items	1,652	246	50	(1)	-	1,947
Tax on net operating income	(8,286)	(192)	(351)	(21)	-	(8,850)
<b>Adjusted net operating income</b>	<b>7,120</b>	<b>1,083</b>	<b>925</b>	<b>(324)</b>	<b>-</b>	<b>8,804</b>
Net cost of net debt						(389)
Non-controlling interests						(137)
<b>Adjusted net income</b>						<b>8,278</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>3.65</b>

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

9 months 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	15,375	1,330	755	88	-	17,548
Total divestments	3,769	243	94	32	-	4,138
Cash flow from operating activities	11,043	1,855	1,608	(128)	-	14,378

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

9 months 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	16,155	68,948	64,945	145	-	150,193
Intersegment sales	23,440	33,457	607	140	(57,644)	-
Excise taxes	-	(2,634)	(10,729)	-	-	(13,363)
<b>Revenues from sales</b>	<b>39,595</b>	<b>99,771</b>	<b>54,823</b>	<b>285</b>	<b>(57,644)</b>	<b>136,830</b>
Operating expenses	(18,074)	(97,614)	(53,590)	(759)	57,644	(112,393)
Depreciation, depletion and amortization of tangible assets and mineral interests	(5,685)	(954)	(447)	(26)	-	(7,112)
<b>Operating income</b>	<b>15,836</b>	<b>1,203</b>	<b>786</b>	<b>(500)</b>	-	<b>17,325</b>
Equity in net income (loss) of affiliates and other items	1,633	156	(76)	263	-	1,976
Tax on net operating income	(9,840)	(308)	(298)	(130)	-	(10,576)
<b>Net operating income</b>	<b>7,629</b>	<b>1,051</b>	<b>412</b>	<b>(367)</b>	-	<b>8,725</b>
Net cost of net debt						(346)
Non-controlling interests						(111)
<b>Net income</b>						<b>8,268</b>

9 months 2012 (adjustments) <sup>(a)</sup> (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(22)	-	-	-	-	(22)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(22)</b>	-	-	-	-	<b>(22)</b>
Operating expenses	(15)	138	(127)	(88)	-	(92)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,134)	(2)	(60)	-	-	(1,196)
<b>Operating income<sup>(b)</sup></b>	<b>(1,171)</b>	<b>136</b>	<b>(187)</b>	<b>(88)</b>	-	<b>(1,310)</b>
Equity in net income (loss) of affiliates and other items	-	(12)	4	159	-	151
Tax on net operating income	341	(82)	32	(106)	-	185
<b>Net operating income<sup>(b)</sup></b>	<b>(830)</b>	<b>42</b>	<b>(151)</b>	<b>(35)</b>	-	<b>(974)</b>
Net cost of net debt						-
Non-controlling interests						7
<b>Net income</b>						<b>(967)</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	-	172	56	-		
On net operating income	-	120	35	-		

9 months 2012 (adjusted) (M€) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	16,177	68,948	64,945	145	-	150,215
Intersegment sales	23,440	33,457	607	140	(57,644)	-
Excise taxes	-	(2,634)	(10,729)	-	-	(13,363)
<b>Revenues from sales</b>	<b>39,617</b>	<b>99,771</b>	<b>54,823</b>	<b>285</b>	<b>(57,644)</b>	<b>136,852</b>
Operating expenses	(18,059)	(97,752)	(53,463)	(671)	57,644	(112,301)
Depreciation, depletion and amortization of tangible assets and mineral interests	(4,551)	(952)	(387)	(26)	-	(5,916)
<b>Adjusted operating income</b>	<b>17,007</b>	<b>1,067</b>	<b>973</b>	<b>(412)</b>	-	<b>18,635</b>
Equity in net income (loss) of affiliates and other items	1,633	168	(80)	104	-	1,825
Tax on net operating income	(10,181)	(226)	(330)	(24)	-	(10,761)
<b>Adjusted net operating income</b>	<b>8,459</b>	<b>1,009</b>	<b>563</b>	<b>(332)</b>	-	<b>9,699</b>
Net cost of net debt						(346)
Non-controlling interests						(118)
<b>Adjusted net income</b>						<b>9,235</b>
<b>Adjusted fully-diluted earnings per share (€)</b>						<b>4.08</b>

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

9 months 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	14,100	1,371	793	56	-	16,320
Total divestments	1,383	203	106	2,613	-	4,305
Cash flow from operating activities	14,521	1,625	108	343	-	16,597

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

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2013 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>46,695</b>	<b>(9)</b>	<b>46,686</b>
Excise taxes	(4,658)	-	(4,658)
Revenues from sales	42,037	(9)	42,028
Purchases net of inventory variation	(29,325)	(43)	(29,368)
Other operating expenses	(4,954)	(116)	(5,070)
Exploration costs	(568)	-	(568)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,122)	(656)	(2,778)
Other income	139	1,005	1,144
Other expense	(90)	(71)	(161)
Financial interest on debt	(159)	-	(159)
Financial income from marketable securities & cash equivalents	9	-	9
Cost of net debt	(150)	-	(150)
Other financial income	138	-	138
Other financial expense	(153)	-	(153)
Equity in net income (loss) of affiliates	615	10	625
Income taxes	(2,806)	(57)	(2,863)
<b>Consolidated net income</b>	<b>2,761</b>	<b>63</b>	<b>2,824</b>
Group share	2,716	45	2,761
Non-controlling interests	45	18	63

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

3 <sup>rd</sup> quarter 2012 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>49,898</b>	<b>(8)</b>	<b>49,890</b>
Excise taxes	(4,411)	-	(4,411)
Revenues from sales	45,487	(8)	45,479
Purchases net of inventory variation	(31,375)	766	(30,609)
Other operating expenses	(5,288)	(212)	(5,500)
Exploration costs	(317)	-	(317)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,096)	(1,150)	(3,246)
Other income	142	332	474
Other expense	(114)	(15)	(129)
Financial interest on debt	(154)	-	(154)
Financial income from marketable securities & cash equivalents	8	-	8
Cost of net debt	(146)	-	(146)
Other financial income	141	-	141
Other financial expense	(135)	-	(135)
Equity in net income (loss) of affiliates	627	14	641
Income taxes	(3,513)	14	(3,499)
<b>Consolidated net income</b>	<b>3,413</b>	<b>(259)</b>	<b>3,154</b>
Group share	3,364	(282)	3,082
Non-controlling interests	49	23	72

<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

(unaudited)

9 months 2013 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>141,828</b>	<b>(39)</b>	<b>141,789</b>
Excise taxes	(13,323)	-	(13,323)
Revenues from sales	128,505	(39)	128,466
Purchases net of inventory variation	(89,530)	(712)	(90,242)
Other operating expenses	(15,902)	(155)	(16,057)
Exploration costs	(1,147)	-	(1,147)
Depreciation, depletion and amortization of tangible assets and mineral interests	(6,219)	(660)	(6,879)
Other income	270	1,257	1,527
Other expense	(264)	(1,523)	(1,787)
Financial interest on debt	(510)	-	(510)
Financial income from marketable securities & cash equivalents	45	-	45
Cost of net debt	(465)	-	(465)
Other financial income	398	-	398
Other financial expense	(418)	-	(418)
Equity in net income (loss) of affiliates	1,961	(9)	1,952
Income taxes	(8,774)	413	(8,361)
<b>Consolidated net income</b>	<b>8,415</b>	<b>(1,428)</b>	<b>6,987</b>
Group share	8,278	(1,443)	6,835
Non-controlling interests	137	15	152

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

9 months 2012 (M€)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>150,215</b>	<b>(22)</b>	<b>150,193</b>
Excise taxes	(13,363)	-	(13,363)
Revenues from sales	136,852	(22)	136,830
Purchases net of inventory variation	(95,172)	228	(94,944)
Other operating expenses	(16,187)	(320)	(16,507)
Exploration costs	(942)	-	(942)
Depreciation, depletion and amortization of tangible assets and mineral interests	(5,916)	(1,196)	(7,112)
Other income	447	541	988
Other expense	(314)	(362)	(676)
Financial interest on debt	(511)	-	(511)
Financial income from marketable securities & cash equivalents	67	-	67
Cost of net debt	(444)	-	(444)
Other financial income	435	-	435
Other financial expense	(389)	-	(389)
Equity in net income (loss) of affiliates	1,646	(28)	1,618
Income taxes	(10,663)	185	(10,478)
<b>Consolidated net income</b>	<b>9,353</b>	<b>(974)</b>	<b>8,379</b>
Group share	9,235	(967)	8,268
Non-controlling interests	118	(7)	111

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