

## CONSOLIDATED STATEMENT OF INCOME

### TOTAL

(unaudited)

(M\$) <sup>(a)</sup>	3 <sup>rd</sup> quarter 2016	2 <sup>nd</sup> quarter 2016	3 <sup>rd</sup> quarter 2015
<b>Sales</b>	<b>37,412</b>	<b>37,215</b>	<b>40,580</b>
Excise taxes	(5,587)	(5,504)	(5,683)
Revenues from sales	31,825	31,711	34,897
Purchases, net of inventory variation	(21,223)	(20,548)	(24,240)
Other operating expenses	(5,469)	(5,906)	(5,794)
Exploration costs	(274)	(536)	(275)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,936)	(2,968)	(3,345)
Other income	290	172	430
Other expense	(351)	(133)	(441)
Financial interest on debt	(268)	(267)	(233)
Financial income and expense from cash & cash equivalents	(5)	1	10
Cost of net debt	(273)	(266)	(223)
Other financial income	265	312	185
Other financial expense	(154)	(166)	(154)
Equity in net income (loss) of affiliates	531	776	486
Income taxes	(251)	(330)	(461)
<b>Consolidated net income</b>	<b>1,980</b>	<b>2,118</b>	<b>1,065</b>
Group share	1,954	2,088	1,079
Non-controlling interests	26	30	(14)
Earnings per share (\$)	0.79	0.86	0.45
Fully-diluted earnings per share (\$)	0.79	0.86	0.45

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

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M\$)	3 <sup>rd</sup> quarter 2016	2 <sup>nd</sup> quarter 2016	3 <sup>rd</sup> quarter 2015
<b>Consolidated net income</b>	<b>1,980</b>	<b>2,118</b>	<b>1,065</b>
<b>Other comprehensive income</b>			
Actuarial gains and losses	(363)	(132)	46
Tax effect	47	40	(21)
Currency translation adjustment generated by the parent company	439	(2,113)	132
Items not potentially reclassifiable to profit and loss	123	(2,205)	157
Currency translation adjustment	(362)	589	(736)
Available for sale financial assets	15	(4)	(3)
Cash flow hedge	113	(66)	(95)
Share of other comprehensive income of equity affiliates, net amount	123	355	(626)
Other	(3)	-	-
Tax effect	(41)	21	31
Items potentially reclassifiable to profit and loss	(155)	895	(1,429)
<b>Total other comprehensive income (net amount)</b>	<b>(32)</b>	<b>(1,310)</b>	<b>(1,272)</b>
<b>Comprehensive income</b>	<b>1,948</b>	<b>808</b>	<b>(207)</b>
<i>Group share</i>	1,909	795	(167)
<i>Non-controlling interests</i>	39	13	(40)

# CONSOLIDATED STATEMENT OF INCOME

## TOTAL

(unaudited)

(M\$) <sup>(a)</sup>	9 months 2016	9 months 2015
<b>Sales</b>	<b>107,468</b>	<b>127,608</b>
Excise taxes	(16,410)	(16,479)
Revenues from sales	91,058	111,129
Purchases, net of inventory variation	(59,410)	(74,797)
Other operating expenses	(17,511)	(18,097)
Exploration costs	(1,004)	(1,264)
Depreciation, depletion and impairment of tangible assets and mineral interests	(8,584)	(10,048)
Other income	962	2,773
Other expense	(554)	(1,279)
Financial interest on debt	(809)	(726)
Financial income and expense from cash & cash equivalents	6	69
Cost of net debt	(803)	(657)
Other financial income	768	582
Other financial expense	(475)	(483)
Equity in net income (loss) of affiliates	1,805	1,761
Income taxes	(533)	(3,034)
<b>Consolidated net income</b>	<b>5,719</b>	<b>6,586</b>
Group share	5,648	6,713
Non-controlling interests	71	(127)
Earnings per share (\$)	2.33	2.90
Fully-diluted earnings per share (\$)	2.32	2.89

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

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### TOTAL

(unaudited)

(M\$)	9 months 2016	9 months 2015
<hr/>		
<b>Consolidated net income</b>	<b>5,719</b>	<b>6,586</b>
<hr/>		
<b>Other comprehensive income</b>		
Actuarial gains and losses	(576)	199
Tax effect	119	(138)
Currency translation adjustment generated by the parent company	1,967	(5,097)
Items not potentially reclassifiable to profit and loss	1,510	(5,036)
Currency translation adjustment	(1,717)	1,852
Available for sale financial assets	1	(7)
Cash flow hedge	145	(189)
Share of other comprehensive income of equity affiliates, net amount	477	215
Other	-	1
Tax effect	(44)	60
Items potentially reclassifiable to profit and loss	(1,138)	1,932
<b>Total other comprehensive income (net amount)</b>	<b>372</b>	<b>(3,104)</b>
<hr/>		
<b>Comprehensive income</b>	<b>6,091</b>	<b>3,482</b>
<i>Group share</i>	<i>6,012</i>	<i>3,666</i>
<i>Non-controlling interests</i>	<i>79</i>	<i>(184)</i>

## CONSOLIDATED BALANCE SHEET

### TOTAL

(M\$)	September 30, 2016 <i>(unaudited)</i>	June 30, 2016 <i>(unaudited)</i>	December 31, 2015	September 30, 2015 <i>(unaudited)</i>
<b>ASSETS</b>				
<b>Non-current assets</b>				
Intangible assets, net	14,916	14,207	14,549	15,639
Property, plant and equipment, net	113,433	111,420	109,518	108,886
Equity affiliates : investments and loans	20,870	20,683	19,384	19,200
Other investments	1,565	1,411	1,241	1,227
Hedging instruments of non-current financial debt	1,089	1,251	1,219	1,221
Deferred income taxes	4,434	4,175	3,982	3,439
Other non-current assets	4,534	4,467	4,355	4,292
<b>Total non-current assets</b>	<b>160,841</b>	<b>157,614</b>	<b>154,248</b>	<b>153,904</b>
<b>Current assets</b>				
Inventories, net	14,635	15,021	13,116	14,773
Accounts receivable, net	11,501	11,933	10,629	12,306
Other current assets	14,927	14,850	15,843	15,102
Current financial assets	1,755	2,018	6,190	3,448
Cash and cash equivalents	24,801	22,653	23,269	25,858
Assets classified as held for sale	1,045	1,257	1,189	3,734
<b>Total current assets</b>	<b>68,664</b>	<b>67,732</b>	<b>70,236</b>	<b>75,221</b>
<b>Total assets</b>	<b>229,505</b>	<b>225,346</b>	<b>224,484</b>	<b>229,125</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>				
<b>Shareholders' equity</b>				
Common shares	7,849	7,846	7,670	7,602
Paid-in surplus and retained earnings	106,189	106,343	101,528	103,519
Currency translation adjustment	(11,448)	(11,619)	(12,119)	(10,443)
Treasury shares	(4,422)	(4,585)	(4,585)	(4,585)
	<b>98,168</b>	<b>97,985</b>	<b>92,494</b>	<b>96,093</b>
<b>Non-controlling interests</b>	<b>2,948</b>	<b>2,904</b>	<b>2,915</b>	<b>3,068</b>
<b>Total shareholders' equity</b>	<b>101,116</b>	<b>100,889</b>	<b>95,409</b>	<b>99,161</b>
<b>Non-current liabilities</b>				
Deferred income taxes	11,390	11,345	12,360	12,836
Employee benefits	4,247	3,887	3,774	4,312
Provisions and other non-current liabilities	17,320	17,270	17,502	17,053
Non-current financial debt	44,450	41,668	44,464	42,873
<b>Total non-current liabilities</b>	<b>77,407</b>	<b>74,170</b>	<b>78,100</b>	<b>77,074</b>
<b>Current liabilities</b>				
Accounts payable	19,799	20,478	20,928	20,003
Other creditors and accrued liabilities	16,895	14,983	16,884	17,991
Current borrowings	13,383	13,789	12,488	13,296
Other current financial liabilities	380	390	171	202
Liabilities directly associated with the assets classified as held for sale	525	647	504	1,398
<b>Total current liabilities</b>	<b>50,982</b>	<b>50,287</b>	<b>50,975</b>	<b>52,890</b>
<b>Total liabilities &amp; shareholders' equity</b>	<b>229,505</b>	<b>225,346</b>	<b>224,484</b>	<b>229,125</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M\$)	3 <sup>rd</sup> quarter 2016	2 <sup>nd</sup> quarter 2016	3 <sup>rd</sup> quarter 2015
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Consolidated net income	1,980	2,118	1,065
Depreciation, depletion, amortization and impairment	3,297	3,361	3,519
Non-current liabilities, valuation allowances and deferred taxes	(539)	(477)	(540)
Impact of coverage of pension benefit plans	-	-	-
(Gains) losses on disposals of assets	94	(48)	22
Undistributed affiliates' equity earnings	(192)	(280)	(61)
(Increase) decrease in working capital	265	(1,752)	2,057
Other changes, net	(165)	(40)	(73)
<b>Cash flow from operating activities</b>	<b>4,740</b>	<b>2,882</b>	<b>5,989</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>			
Intangible assets and property, plant and equipment additions	(4,124)	(4,094)	(5,266)
Acquisitions of subsidiaries, net of cash acquired	(1,119)	11	(76)
Investments in equity affiliates and other securities	177	(226)	(175)
Increase in non-current loans	(135)	(257)	(523)
<b>Total expenditures</b>	<b>(5,201)</b>	<b>(4,566)</b>	<b>(6,040)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	57	200	6
Proceeds from disposals of subsidiaries, net of cash sold	-	270	289
Proceeds from disposals of non-current investments	34	2	100
Repayment of non-current loans	101	301	15
<b>Total divestments</b>	<b>192</b>	<b>773</b>	<b>410</b>
<b>Cash flow used in investing activities</b>	<b>(5,009)</b>	<b>(3,793)</b>	<b>(5,630)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>			
Issuance (repayment) of shares:			
- Parent company shareholders	36	4	4
	-	-	(237)
Dividends paid:			
- Parent company shareholders	-	(1,173)	(681)
- Non-controlling interests	(2)	(72)	(25)
Issuance of perpetual subordinated notes	-	1,950	-
Payments on perpetual subordinated notes	-	-	-
Other transactions with non-controlling interests	(107)	3	-
Net issuance (repayment) of non-current debt	3,127	400	356
Increase (decrease) in current borrowings	(909)	1,011	23
Increase (decrease) in current financial assets and liabilities	257	1,399	(1,096)
<b>Cash flow used in financing activities</b>	<b>2,402</b>	<b>3,522</b>	<b>(1,656)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>2,133</b>	<b>2,611</b>	<b>(1,297)</b>
Effect of exchange rates	15	(528)	(167)
Cash and cash equivalents at the beginning of the period	22,653	20,570	27,322
<b>Cash and cash equivalents at the end of the period</b>	<b>24,801</b>	<b>22,653</b>	<b>25,858</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

## TOTAL

(unaudited)

(M\$)	9 months 2016	9 months 2015
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Consolidated net income	5,719	6,586
Depreciation, depletion, amortization and impairment	9,393	11,056
Non-current liabilities, valuation allowances and deferred taxes	(1,284)	(701)
Impact of coverage of pension benefit plans	-	-
(Gains) losses on disposals of assets	(321)	(1,794)
Undistributed affiliates' equity earnings	(708)	(350)
(Increase) decrease in working capital	(3,032)	746
Other changes, net	(264)	(435)
<b>Cash flow from operating activities</b>	<b>9,503</b>	<b>15,108</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES</b>		
Intangible assets and property, plant and equipment additions	(12,364)	(19,213)
Acquisitions of subsidiaries, net of cash acquired	(1,241)	(86)
Investments in equity affiliates and other securities	(106)	(433)
Increase in non-current loans	(964)	(1,707)
<b>Total expenditures</b>	<b>(14,675)</b>	<b>(21,439)</b>
Proceeds from disposals of intangible assets and property, plant and equipment	1,049	1,186
Proceeds from disposals of subsidiaries, net of cash sold	270	2,450
Proceeds from disposals of non-current investments	129	231
Repayment of non-current loans	502	1,420
<b>Total divestments</b>	<b>1,950</b>	<b>5,287</b>
<b>Cash flow used in investing activities</b>	<b>(12,725)</b>	<b>(16,152)</b>
<b>CASH FLOW USED IN FINANCING ACTIVITIES</b>		
Issuance (repayment) of shares:		
- Parent company shareholders	40	454
	-	(237)
Dividends paid:		
- Parent company shareholders	(2,127)	(2,253)
- Non-controlling interests	(77)	(97)
Issuance of perpetual subordinated notes	1,950	5,616
Payments on perpetual subordinated notes	(133)	-
Other transactions with non-controlling interests	(104)	81
Net issuance (repayment) of non-current debt	3,681	2,127
Increase (decrease) in current borrowings	(2,925)	(66)
Increase (decrease) in current financial assets and liabilities	4,402	(2,197)
<b>Cash flow used in financing activities</b>	<b>4,707</b>	<b>3,428</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>1,485</b>	<b>2,384</b>
Effect of exchange rates	47	(1,707)
Cash and cash equivalents at the beginning of the period	23,269	25,181
<b>Cash and cash equivalents at the end of the period</b>	<b>24,801</b>	<b>25,858</b>

**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY**
**TOTAL**
*(unaudited)*

(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, 2015</b>	<b>2,385,267,525</b>	<b>7,518</b>	<b>94,646</b>	<b>(7,480)</b>	<b>(109,361,413)</b>	<b>(4,354)</b>	<b>90,330</b>	<b>3,201</b>	<b>93,531</b>
Net income of the first 9 months 2015	-	-	6,713	-	-	-	6,713	(127)	6,586
Other comprehensive Income	-	-	(84)	(2,963)	-	-	(3,047)	(57)	(3,104)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>6,629</b>	<b>(2,963)</b>	<b>-</b>	<b>-</b>	<b>3,666</b>	<b>(184)</b>	<b>3,482</b>
Dividend	-	-	(4,740)	-	-	-	(4,740)	(97)	(4,837)
Issuance of common shares	29,822,264	84	1,241	-	-	-	1,325	-	1,325
Purchase of treasury shares	-	-	-	-	(4,711,935)	(237)	(237)	-	(237)
Sale of treasury shares <sup>(1)</sup>	-	-	(6)	-	103,270	6	-	-	-
Share-based payments	-	-	96	-	-	-	96	-	96
Share cancellation	-	-	-	-	-	-	-	-	-
	-	-	5,616	-	-	-	5,616	-	5,616
Payments on perpetual subordinated notes	-	-	(80)	-	-	-	(80)	-	(80)
Other operations with non-controlling interests	-	-	19	-	-	-	19	59	78
Other items	-	-	98	-	-	-	98	89	187
<b>As of September 30, 2015</b>	<b>2,415,089,789</b>	<b>7,602</b>	<b>103,519</b>	<b>(10,443)</b>	<b>(113,970,078)</b>	<b>(4,585)</b>	<b>96,093</b>	<b>3,068</b>	<b>99,161</b>
Net income from October 1 to December 31, 2015	-	-	(1,626)	-	-	-	(1,626)	(174)	(1,800)
Other comprehensive Income	-	-	269	(1,676)	-	-	(1,407)	(24)	(1,431)
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>(1,357)</b>	<b>(1,676)</b>	<b>-</b>	<b>-</b>	<b>(3,033)</b>	<b>(198)</b>	<b>(3,231)</b>
Dividend	-	-	(1,563)	-	-	-	(1,563)	(3)	(1,566)
Issuance of common shares	24,968,094	68	918	-	-	-	986	-	986
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares <sup>(1)</sup>	-	-	-	-	2,320	-	-	-	-
Share-based payments	-	-	5	-	-	-	5	-	5
Share cancellation	-	-	-	-	-	-	-	-	-
Issuance of perpetual subordinated notes	-	-	-	-	-	-	-	-	-
Payments on perpetual subordinated notes	-	-	(34)	-	-	-	(34)	-	(34)
Other operations with non-controlling interests	-	-	4	-	-	-	4	5	9
Other items	-	-	36	-	-	-	36	43	79
<b>As of December 31, 2015</b>	<b>2,440,057,883</b>	<b>7,670</b>	<b>101,528</b>	<b>(12,119)</b>	<b>(113,967,758)</b>	<b>(4,585)</b>	<b>92,494</b>	<b>2,915</b>	<b>95,409</b>
Net income of the first 9 months 2016	-	-	5,648	-	-	-	5,648	71	5,719
Other comprehensive Income	-	-	(307)	671	-	-	364	8	372
<b>Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>5,341</b>	<b>671</b>	<b>-</b>	<b>-</b>	<b>6,012</b>	<b>79</b>	<b>6,091</b>
Dividend	-	-	(4,872)	-	-	-	(4,872)	(77)	(4,949)
Issuance of common shares	63,971,645	179	2,524	-	-	-	2,703	-	2,703
Purchase of treasury shares	-	-	-	-	-	-	-	-	-
Sale of treasury shares <sup>(1)</sup>	-	-	(163)	-	3,047,118	163	-	-	-
Share-based payments	-	-	81	-	-	-	81	-	81
Share cancellation	-	-	-	-	-	-	-	-	-
Issuance of perpetual subordinated notes	-	-	1,950	-	-	-	1,950	-	1,950
Payments on perpetual subordinated notes	-	-	(131)	-	-	-	(131)	-	(131)
Other operations with non-controlling interests	-	-	(100)	-	-	-	(100)	(41)	(141)
Other items	-	-	31	-	-	-	31	72	103
<b>As of September 30, 2016</b>	<b>2,504,029,528</b>	<b>7,849</b>	<b>106,189</b>	<b>(11,448)</b>	<b>(110,920,640)</b>	<b>(4,422)</b>	<b>98,168</b>	<b>2,948</b>	<b>101,116</b>

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



## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2016 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,398	16,050	17,964	-	-	37,412
Intersegment sales	4,701	5,072	147	74	(9,994)	-
Excise taxes	-	(875)	(4,712)	-	-	(5,587)
<b>Revenues from sales</b>	<b>8,099</b>	<b>20,247</b>	<b>13,399</b>	<b>74</b>	<b>(9,994)</b>	<b>31,825</b>
Operating expenses	(4,954)	(19,101)	(12,708)	(197)	9,994	(26,966)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,480)	(251)	(194)	(11)	-	(2,936)
<b>Operating income</b>	<b>665</b>	<b>895</b>	<b>497</b>	<b>(134)</b>	-	<b>1,923</b>
Equity in net income (loss) of affiliates and other items	213	227	57	84	-	581
Tax on net operating income	(40)	(196)	(138)	58	-	(316)
<b>Net operating income</b>	<b>838</b>	<b>926</b>	<b>416</b>	<b>8</b>	-	<b>2,188</b>
Net cost of net debt						(208)
Non-controlling interests						(26)
<b>Net income</b>						<b>1,954</b>

3 <sup>rd</sup> quarter 2016 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(116)	-	-	-	-	(116)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(116)</b>	-	-	-	-	<b>(116)</b>
Operating expenses	-	4	(68)	-	-	(64)
Depreciation, depletion and impairment of tangible assets and mineral interests	-	-	-	-	-	-
<b>Operating income<sup>(b)</sup></b>	<b>(116)</b>	<b>4</b>	<b>(68)</b>	-	-	<b>(180)</b>
Equity in net income (loss) of affiliates and other items	(123)	16	(67)	-	-	(174)
Tax on net operating income	200	(11)	6	-	-	195
<b>Net operating income<sup>(b)</sup></b>	<b>(39)</b>	<b>9</b>	<b>(129)</b>	-	-	<b>(159)</b>
						(6)
Non-controlling interests						49
<b>Net income</b>						<b>(116)</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	(51)	-
-	21	(33)	-

3 <sup>rd</sup> quarter 2016 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,514	16,050	17,964	-	-	37,528
Intersegment sales	4,701	5,072	147	74	(9,994)	-
Excise taxes	-	(875)	(4,712)	-	-	(5,587)
<b>Revenues from sales</b>	<b>8,215</b>	<b>20,247</b>	<b>13,399</b>	<b>74</b>	<b>(9,994)</b>	<b>31,941</b>
Operating expenses	(4,954)	(19,105)	(12,640)	(197)	9,994	(26,902)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,480)	(251)	(194)	(11)	-	(2,936)
<b>Adjusted operating income</b>	<b>781</b>	<b>891</b>	<b>565</b>	<b>(134)</b>	-	<b>2,103</b>
Equity in net income (loss) of affiliates and other items	336	211	124	84	-	755
Tax on net operating income	(240)	(185)	(144)	58	-	(511)
<b>Adjusted net operating income</b>	<b>877</b>	<b>917</b>	<b>545</b>	<b>8</b>	-	<b>2,347</b>
Net cost of net debt						(202)
Non-controlling interests						(75)
<b>Adjusted net income</b>						<b>2,070</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>0.84</b>

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

3 <sup>rd</sup> quarter 2016 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	3,648	550	1,175	(172)	-	5,201
Total divestments	129	21	40	2	-	192
Cash flow from operating activities	2,380	1,698	495	167	-	4,740

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

2 <sup>nd</sup> quarter 2016 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,344	16,567	17,305	(1)	-	37,215
Intersegment sales	4,159	5,540	208	81	(9,988)	-
Excise taxes	-	(924)	(4,580)	-	-	(5,504)
<b>Revenues from sales</b>	<b>7,503</b>	<b>21,183</b>	<b>12,933</b>	<b>80</b>	<b>(9,988)</b>	<b>31,711</b>
Operating expenses	(4,956)	(19,521)	(12,208)	(293)	9,988	(26,990)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,531)	(246)	(183)	(8)	-	(2,968)
<b>Operating income</b>	<b>16</b>	<b>1,416</b>	<b>542</b>	<b>(221)</b>	<b>-</b>	<b>1,753</b>
Equity in net income (loss) of affiliates and other items	569	260	34	98	-	961
Tax on net operating income	180	(379)	(190)	(8)	-	(397)
<b>Net operating income</b>	<b>765</b>	<b>1,297</b>	<b>386</b>	<b>(131)</b>	<b>-</b>	<b>2,317</b>
Net cost of net debt						(199)
Non-controlling interests						(30)
<b>Net income</b>						<b>2,088</b>

2 <sup>nd</sup> quarter 2016 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(6)	-	-	-	-	(6)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(6)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(6)</b>
Operating expenses	(358)	451	108	-	-	201
Depreciation, depletion and impairment of tangible assets and mineral interests	(200)	-	-	-	-	(200)
<b>Operating income<sup>(b)</sup></b>	<b>(564)</b>	<b>451</b>	<b>108</b>	<b>-</b>	<b>-</b>	<b>(5)</b>
Equity in net income (loss) of affiliates and other items	-	(27)	(62)	-	-	(89)
Tax on net operating income	202	(145)	(38)	-	-	19
<b>Net operating income<sup>(b)</sup></b>	<b>(362)</b>	<b>279</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>(75)</b>
Non-controlling interests						(6)
<b>Net income</b>						<b>(86)</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

-	516	118	-
-	331	84	-

2 <sup>nd</sup> quarter 2016 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	3,350	16,567	17,305	(1)	-	37,221
Intersegment sales	4,159	5,540	208	81	(9,988)	-
Excise taxes	-	(924)	(4,580)	-	-	(5,504)
<b>Revenues from sales</b>	<b>7,509</b>	<b>21,183</b>	<b>12,933</b>	<b>80</b>	<b>(9,988)</b>	<b>31,717</b>
Operating expenses	(4,598)	(19,972)	(12,316)	(293)	9,988	(27,191)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,331)	(246)	(183)	(8)	-	(2,768)
<b>Adjusted operating income</b>	<b>580</b>	<b>965</b>	<b>434</b>	<b>(221)</b>	<b>-</b>	<b>1,758</b>
Equity in net income (loss) of affiliates and other items	569	287	96	98	-	1,050
Tax on net operating income	(22)	(234)	(152)	(8)	-	(416)
<b>Adjusted net operating income</b>	<b>1,127</b>	<b>1,018</b>	<b>378</b>	<b>(131)</b>	<b>-</b>	<b>2,392</b>
Net cost of net debt						(194)
Non-controlling interests						(24)
<b>Adjusted net income</b>						<b>2,174</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>0.90</b>

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

2 <sup>nd</sup> quarter 2016 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	3,539	480	339	208	-	4,566
Total divestments	448	23	296	6	-	773
Cash flow from operating activities	983	1,560	(15)	354	-	2,882

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

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

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

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

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

On operating income	-	(934)	(193)	-	
On net operating income	-	(631)	(139)	-	

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

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

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

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

9 months 2016 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	10,208	46,555	50,702	3	-	107,468
Intersegment sales	12,122	14,760	487	225	(27,594)	-
Excise taxes	-	(2,760)	(13,650)	-	-	(16,410)
<b>Revenues from sales</b>	<b>22,330</b>	<b>58,555</b>	<b>37,539</b>	<b>228</b>	<b>(27,594)</b>	<b>91,058</b>
Operating expenses	(14,708)	(54,404)	(35,697)	(710)	27,594	(77,925)
Depreciation, depletion and impairment of tangible assets and mineral interests	(7,258)	(750)	(549)	(27)	-	(8,584)
<b>Operating income</b>	<b>364</b>	<b>3,401</b>	<b>1,293</b>	<b>(509)</b>	-	<b>4,549</b>
Equity in net income (loss) of affiliates and other items	1,452	664	105	285	-	2,506
Tax on net operating income	453	(851)	(408)	87	-	(719)
<b>Net operating income</b>	<b>2,269</b>	<b>3,214</b>	<b>990</b>	<b>(137)</b>	-	<b>6,336</b>
Net cost of net debt						(617)
Non-controlling interests						(71)
<b>Net income</b>						<b>5,648</b>

9 months 2016 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(248)	-	-	-	-	(248)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(248)</b>	-	-	-	-	<b>(248)</b>
Operating expenses	(691)	248	(37)	-	-	(480)
Depreciation, depletion and impairment of tangible assets and mineral interests	(200)	-	-	-	-	(200)
<b>Operating income<sup>(b)</sup></b>	<b>(1,139)</b>	<b>248</b>	<b>(37)</b>	-	-	<b>(928)</b>
Equity in net income (loss) of affiliates and other items	206	(11)	(146)	-	-	49
Tax on net operating income	700	(86)	(2)	-	-	612
<b>Net operating income<sup>(b)</sup></b>	<b>(233)</b>	<b>151</b>	<b>(185)</b>	-	-	<b>(267)</b>
Non-controlling interests						52
<b>Net income</b>						<b>(232)</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	-	315	(10)	-		
On net operating income	-	219	1	-		

9 months 2016 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	10,456	46,555	50,702	3	-	107,716
Intersegment sales	12,122	14,760	487	225	(27,594)	-
Excise taxes	-	(2,760)	(13,650)	-	-	(16,410)
<b>Revenues from sales</b>	<b>22,578</b>	<b>58,555</b>	<b>37,539</b>	<b>228</b>	<b>(27,594)</b>	<b>91,306</b>
Operating expenses	(14,017)	(54,652)	(35,660)	(710)	27,594	(77,445)
Depreciation, depletion and impairment of tangible assets and mineral interests	(7,058)	(750)	(549)	(27)	-	(8,384)
<b>Adjusted operating income</b>	<b>1,503</b>	<b>3,153</b>	<b>1,330</b>	<b>(509)</b>	-	<b>5,477</b>
Equity in net income (loss) of affiliates and other items	1,246	675	251	285	-	2,457
Tax on net operating income	(247)	(765)	(406)	87	-	(1,331)
<b>Adjusted net operating income</b>	<b>2,502</b>	<b>3,063</b>	<b>1,175</b>	<b>(137)</b>	-	<b>6,603</b>
Net cost of net debt						(600)
Non-controlling interests						(123)
<b>Adjusted net income</b>						<b>5,880</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>2.42</b>

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

9 months 2016 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	11,424	1,289	1,904	58	-	14,675
Total divestments	1,492	73	373	12	-	1,950
Cash flow from operating activities	5,476	2,837	720	470	-	9,503

## BUSINESS SEGMENT INFORMATION

### TOTAL

(unaudited)

9 months 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	13,383	54,654	59,561	10	-	127,608
Intersegment sales	13,585	21,262	696	159	(35,702)	-
Excise taxes	-	(3,034)	(13,445)	-	-	(16,479)
<b>Revenues from sales</b>	<b>26,968</b>	<b>72,882</b>	<b>46,812</b>	<b>169</b>	<b>(35,702)</b>	<b>111,129</b>
Operating expenses	(16,135)	(68,068)	(45,022)	(635)	35,702	(94,158)
Depreciation, depletion and impairment of tangible assets and mineral interests	(8,668)	(799)	(561)	(20)	-	(10,048)
<b>Operating income</b>	<b>2,165</b>	<b>4,015</b>	<b>1,229</b>	<b>(486)</b>	-	<b>6,923</b>
Equity in net income (loss) of affiliates and other items	1,448	1,021	394	491	-	3,354
Tax on net operating income	(1,622)	(1,031)	(450)	(47)	-	(3,150)
<b>Net operating income</b>	<b>1,991</b>	<b>4,005</b>	<b>1,173</b>	<b>(42)</b>	-	<b>7,127</b>
Net cost of net debt						(541)
Non-controlling interests						127
<b>Net income</b>						<b>6,713</b>

9 months 2015 (adjustments) <sup>(a)</sup> (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(314)	-	-	-	-	(314)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
<b>Revenues from sales</b>	<b>(314)</b>	-	-	-	-	<b>(314)</b>
Operating expenses	(151)	(606)	(155)	-	-	(912)
Depreciation, depletion and impairment of tangible assets and mineral interests	(1,890)	(31)	(23)	-	-	(1,944)
<b>Operating income<sup>(b)</sup></b>	<b>(2,355)</b>	<b>(637)</b>	<b>(178)</b>	-	-	<b>(3,170)</b>
Equity in net income (loss) of affiliates and other items	(206)	576	140	-	-	510
Tax on net operating income	526	184	42	-	-	752
<b>Net operating income<sup>(b)</sup></b>	<b>(2,035)</b>	<b>123</b>	<b>4</b>	-	-	<b>(1,908)</b>
Non-controlling interests						178
<b>Net income</b>						<b>(1,730)</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	-	(500)	(149)	-		
On net operating income	-	(343)	(101)	-		

9 months 2015 (adjusted) (M\$) <sup>(a)</sup>	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	13,697	54,654	59,561	10	-	127,922
Intersegment sales	13,585	21,262	696	159	(35,702)	-
Excise taxes	-	(3,034)	(13,445)	-	-	(16,479)
<b>Revenues from sales</b>	<b>27,282</b>	<b>72,882</b>	<b>46,812</b>	<b>169</b>	<b>(35,702)</b>	<b>111,443</b>
Operating expenses	(15,984)	(67,462)	(44,867)	(635)	35,702	(93,246)
Depreciation, depletion and impairment of tangible assets and mineral interests	(6,778)	(768)	(538)	(20)	-	(8,104)
<b>Adjusted operating income</b>	<b>4,520</b>	<b>4,652</b>	<b>1,407</b>	<b>(486)</b>	-	<b>10,093</b>
Equity in net income (loss) of affiliates and other items	1,654	445	254	491	-	2,844
Tax on net operating income	(2,148)	(1,215)	(492)	(47)	-	(3,902)
<b>Adjusted net operating income</b>	<b>4,026</b>	<b>3,882</b>	<b>1,169</b>	<b>(42)</b>	-	<b>9,035</b>
Net cost of net debt						(541)
Non-controlling interests						(51)
<b>Adjusted net income</b>						<b>8,443</b>
<b>Adjusted fully-diluted earnings per share (\$)</b>						<b>3.64</b>

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

9 months 2015 (M\$)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	18,977	1,257	1,152	53	-	21,439
Total divestments	1,813	2,652	800	22	-	5,287
Cash flow from operating activities	8,558	4,305	2,034	211	-	15,108

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

### TOTAL

(unaudited)

3 <sup>rd</sup> quarter 2016 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>37,528</b>	<b>(116)</b>	<b>37,412</b>
Excise taxes	(5,587)	-	(5,587)
Revenues from sales	31,941	(116)	31,825
Purchases, net of inventory variation	(21,176)	(47)	(21,223)
Other operating expenses	(5,452)	(17)	(5,469)
Exploration costs	(274)	-	(274)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,936)	-	(2,936)
Other income	284	6	290
Other expense	(155)	(196)	(351)
Financial interest on debt	(262)	(6)	(268)
Financial income and expense from cash & cash equivalents	(5)	-	(5)
Cost of net debt	(267)	(6)	(273)
Other financial income	265	-	265
Other financial expense	(154)	-	(154)
Equity in net income (loss) of affiliates	515	16	531
Income taxes	(446)	195	(251)
<b>Consolidated net income</b>	<b>2,145</b>	<b>(165)</b>	<b>1,980</b>
Group share	2,070	(116)	1,954
Non-controlling interests	75	(49)	26

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

3 <sup>rd</sup> quarter 2015 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>40,590</b>	<b>(10)</b>	<b>40,580</b>
Excise taxes	(5,683)	-	(5,683)
Revenues from sales	34,907	(10)	34,897
Other operating expenses	(23,113)	(1,127)	(24,240)
Exploration costs	(5,790)	(4)	(5,794)
Exploration costs	(275)	-	(275)
Depreciation, depletion and impairment of tangible assets and mineral interests	(2,695)	(650)	(3,345)
Other income	415	15	430
Other expense	(123)	(318)	(441)
Financial interest on debt	(233)	-	(233)
Financial income and expense from cash & cash equivalents	10	-	10
Cost of net debt	(223)	-	(223)
Other financial income	185	-	185
Other financial expense	(154)	-	(154)
Equity in net income (loss) of affiliates	493	(7)	486
Income taxes	(872)	411	(461)
<b>Consolidated net income</b>	<b>2,755</b>	<b>(1,690)</b>	<b>1,065</b>
Group share	2,756	(1,677)	1,079
Non-controlling interests	(1)	(13)	(14)

<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 2016 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>107,716</b>	<b>(248)</b>	<b>107,468</b>
Excise taxes	(16,410)	-	(16,410)
Revenues from sales	91,306	(248)	91,058
Purchases, net of inventory variation	(59,663)	253	(59,410)
Other operating expenses	(17,128)	(383)	(17,511)
Exploration costs	(654)	(350)	(1,004)
Depreciation, depletion and impairment of tangible assets and mineral interests	(8,384)	(200)	(8,584)
Other income	627	335	962
Other expense	(274)	(280)	(554)
Financial interest on debt	(792)	(17)	(809)
Financial income and expense from cash & cash equivalents	6	-	6
Cost of net debt	(786)	(17)	(803)
Other financial income	768	-	768
Other financial expense	(475)	-	(475)
Equity in net income (loss) of affiliates	1,811	(6)	1,805
Income taxes	(1,145)	612	(533)
<b>Consolidated net income</b>	<b>6,003</b>	<b>(284)</b>	<b>5,719</b>
Group share	5,880	(232)	5,648
Non-controlling interests	123	(52)	71

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

9 months 2015 (M\$)	Adjusted	Adjustments <sup>(a)</sup>	Consolidated statement of income
<b>Sales</b>	<b>127,922</b>	<b>(314)</b>	<b>127,608</b>
Excise taxes	(16,479)	-	(16,479)
Revenues from sales	111,443	(314)	111,129
Other operating expenses	(74,148)	(649)	(74,797)
Exploration costs	(1,177)	(87)	(1,264)
Financial income & expense from marketable securities & cash equivalents	(8,104)	(1,944)	(10,048)
Other income	1,299	1,474	2,773
Other expense	(358)	(921)	(1,279)
Financial interest on debt	(726)	-	(726)
Financial income and expense from cash & cash equivalents	69	-	69
Cost of net debt	(657)	-	(657)
Other financial income	582	-	582
Other financial expense	(483)	-	(483)
Equity in net income (loss) of affiliates	1,804	(43)	1,761
Income taxes	(3,786)	752	(3,034)
<b>Consolidated net income</b>	<b>8,494</b>	<b>(1,908)</b>	<b>6,586</b>
Group share	8,443	(1,730)	6,713
Non-controlling interests	51	(178)	(127)

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