

CONSOLIDATED STATEMENT OF INCOME

TOTAL

(unaudited)

(M€) ^(a)	4 th quarter 2013	3 rd quarter 2013	4 th quarter 2012
Sales	47,753	46,686	49,868
Excise taxes	(4,564)	(4,658)	(4,399)
Revenues from sales	43,189	42,028	45,469
Purchases, net of inventory variation	(30,871)	(29,368)	(31,854)
Other operating expenses	(5,630)	(5,070)	(6,277)
Exploration costs	(486)	(568)	(504)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,152)	(2,778)	(2,413)
Other income	198	1,144	474
Other expense	(318)	(161)	(239)
Financial interest on debt	(160)	(159)	(160)
Financial income from marketable securities & cash equivalents	19	9	33
Cost of net debt	(141)	(150)	(127)
Other financial income	126	138	123
Other financial expense	(111)	(153)	(110)
Equity in net income (loss) of affiliates	619	625	392
Income taxes	(2,749)	(2,863)	(2,557)
Consolidated net income	1,674	2,824	2,377
Group share	1,605	2,761	2,341
Non-controlling interests	69	63	36
Earnings per share (€)	0.71	1.22	1.04
Fully-diluted earnings per share (€)	0.71	1.21	1.03

^(a) Except for per share amounts.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

TOTAL

(unaudited)

(M€)	4 th quarter 2013	3 rd quarter 2013	4 th quarter 2012
Consolidated net income	1,674	2,824	2,377
Other comprehensive income			
Actuarial gains and losses	499	33	(437)
Tax effect	(214)	(8)	190
Items not potentially reclassifiable to profit and loss	285	25	(247)
Currency translation adjustment	(953)	(1,086)	(987)
Available for sale financial assets	18	5	4
Cash flow hedge	17	28	29
Share of other comprehensive income of equity affiliates, net amount	(250)	(271)	(31)
Other	8	(4)	-
Tax effect	(9)	(11)	(9)
Items potentially reclassifiable to profit and loss	(1,169)	(1,339)	(994)
Total other comprehensive income (net amount)	(884)	(1,314)	(1,241)
Comprehensive income	790	1,510	1,136
- Group share	779	1,504	1,131
- Non-controlling interests	11	6	5

CONSOLIDATED STATEMENT OF INCOME

TOTAL

(M€) ^(a)	Year 2013	Year 2012
Sales	189,542	200,061
Excise taxes	(17,887)	(17,762)
Revenues from sales	171,655	182,299
Purchases, net of inventory variation	(121,113)	(126,798)
Other operating expenses	(21,687)	(22,784)
Exploration costs	(1,633)	(1,446)
Depreciation, depletion and amortization of tangible assets and mineral interests	(9,031)	(9,525)
Other income	1,725	1,462
Other expense	(2,105)	(915)
Financial interest on debt	(670)	(671)
Financial income from marketable securities & cash equivalents	64	100
Cost of net debt	(606)	(571)
Other financial income	524	558
Other financial expense	(529)	(499)
Equity in net income (loss) of affiliates	2,571	2,010
Income taxes	(11,110)	(13,035)
Consolidated net income	8,661	10,756
Group share	8,440	10,609
Non-controlling interests	221	147
Earnings per share (€)	3.73	4.70
Fully-diluted earnings per share (€)	3.72	4.68

^(a) Except for per share amounts.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

TOTAL

(M€)	Year 2013	Year 2012
Consolidated net income	8,661	10,756
Other comprehensive income		
Actuarial gains and losses	513	(911)
Tax effect	(216)	362
Items not potentially reclassifiable to profit and loss	297	(549)
Currency translation adjustment	(2,199)	(702)
Available for sale financial assets	25	(338)
Cash flow hedge	117	65
Share of other comprehensive income of equity affiliates, net amount	(857)	160
Other	(4)	(14)
Tax effect	(47)	63
Items potentially reclassifiable to profit and loss	(2,965)	(766)
Total other comprehensive income (net amount)	(2,668)	(1,315)
Comprehensive income	5,993	9,441
- Group share	5,910	9,334
- Non-controlling interests	83	107

CONSOLIDATED BALANCE SHEET

TOTAL

(M€)	December 31, 2013	September 30, 2013 <i>(unaudited)</i>	December 31, 2012
ASSETS			
Non-current assets			
Intangible assets, net	13,341	12,595	12,858
Property, plant and equipment, net	75,759	71,924	69,332
Equity affiliates : investments and loans	14,804	14,624	13,759
Other investments	1,207	1,315	1,190
Hedging instruments of non-current financial debt	1,028	1,362	1,626
Deferred income taxes	2,810	2,756	2,279
Other non-current assets	3,195	2,910	2,663
Total non-current assets	112,144	107,486	103,707
Current assets			
Inventories, net	16,023	15,897	17,397
Accounts receivable, net	16,984	18,426	19,206
Other current assets	10,798	11,244	10,086
Current financial assets	536	339	1,562
Cash and cash equivalents	14,647	14,891	15,469
Assets classified as held for sale	2,359	2,304	3,797
Total current assets	61,347	63,101	67,517
Total assets	173,491	170,587	171,224
LIABILITIES & SHAREHOLDERS' EQUITY			
Shareholders' equity			
Common shares	5,944	5,943	5,915
Paid-in surplus and retained earnings	74,449	73,144	70,116
Currency translation adjustment	(4,385)	(3,224)	(1,504)
Treasury shares	(3,379)	(3,379)	(3,342)
Total shareholders' equity - Group Share	72,629	72,484	71,185
Non-controlling interests	2,281	1,724	1,280
Total shareholders' equity	74,910	74,208	72,465
Non-current liabilities			
Deferred income taxes	12,943	12,917	12,132
Employee benefits	3,071	3,554	3,744
Provisions and other non-current liabilities	12,701	10,949	11,585
Non-current financial debt	25,069	25,128	22,274
Total non-current liabilities	53,784	52,548	49,735
Current liabilities			
Accounts payable	21,958	20,594	21,648
Other creditors and accrued liabilities	13,821	14,347	14,698
Current borrowings	8,116	8,209	11,016
Other current financial liabilities	276	42	176
Liabilities directly associated with the assets classified as held for sale	626	639	1,486
Total current liabilities	44,797	43,831	49,024
Total liabilities and shareholders' equity	173,491	170,587	171,224

CONSOLIDATED STATEMENT OF CASH FLOW

TOTAL

(unaudited)

(M€)	4 th quarter 2013	3 rd quarter 2013	4 th quarter 2012
CASH FLOW FROM OPERATING ACTIVITIES			
Consolidated net income	1,674	2,824	2,377
Depreciation, depletion and amortization	2,469	3,169	2,801
Non-current liabilities, valuation allowances and deferred taxes	610	585	358
Impact of coverage of pension benefit plans	-	-	-
(Gains) losses on disposals of assets	(142)	(1,073)	(456)
Undistributed affiliates' equity earnings	(72)	(228)	119
(Increase) decrease in working capital	2,489	1,576	636
Other changes, net	67	101	30
Cash flow from operating activities	7,095	6,954	5,865
CASH FLOW USED IN INVESTING ACTIVITIES			
Intangible assets and property, plant and equipment additions	(7,119)	(5,136)	(6,038)
Acquisitions of subsidiaries, net of cash acquired	-	-	8
Investments in equity affiliates and other securities	(337)	(201)	(89)
Increase in non-current loans	(918)	(515)	(504)
Total expenditures	(8,374)	(5,852)	(6,623)
Proceeds from disposals of intangible assets and property, plant and equipment	26	39	482
Proceeds from disposals of subsidiaries, net of cash sold	2	1,793	317
Proceeds from disposals of non-current investments	214	17	82
Repayment of non-current loans	434	339	685
Total divestments	676	2,188	1,566
Cash flow used in investing activities	(7,698)	(3,664)	(5,057)
CASH FLOW USED IN FINANCING ACTIVITIES			
Issuance (repayment) of shares:			
- Parent company shareholders	19	17	-
- Treasury shares	-	(179)	-
Dividends paid:			
- Parent company shareholders	(1,338)	(1,340)	(1,332)
- Non-controlling interests	(37)	(9)	(4)
Other transactions with non-controlling interests	1,231	36	-
Net issuance (repayment) of non-current debt	1,552	3,382	144
Increase (decrease) in current borrowings	(1,019)	(1,855)	(862)
Increase (decrease) in current financial assets and liabilities	29	48	23
Cash flow used in financing activities	437	100	(2,031)
Net increase (decrease) in cash and cash equivalents	(166)	3,390	(1,223)
Effect of exchange rates	(78)	(57)	(141)
Cash and cash equivalents at the beginning of the period	14,891	11,558	16,833
Cash and cash equivalents at the end of the period	14,647	14,891	15,469

CONSOLIDATED STATEMENT OF CASH FLOW

TOTAL

(M€)	Year 2013	Year 2012
CASH FLOW FROM OPERATING ACTIVITIES		
Consolidated net income	8,661	10,756
Depreciation, depletion and amortization	10,058	10,481
Non-current liabilities, valuation allowances and deferred taxes	1,171	1,470
Impact of coverage of pension benefit plans	-	(362)
(Gains) losses on disposals of assets	(68)	(1,321)
Undistributed affiliates' equity earnings	(583)	211
(Increase) decrease in working capital	1,930	1,084
Other changes, net	304	143
Cash flow from operating activities	21,473	22,462
CASH FLOW USED IN INVESTING ACTIVITIES		
Intangible assets and property, plant and equipment additions	(22,400)	(19,905)
Acquisitions of subsidiaries, net of cash acquired	(16)	(191)
Investments in equity affiliates and other securities	(1,318)	(898)
Increase in non-current loans	(2,188)	(1,949)
Total expenditures	(25,922)	(22,943)
Proceeds from disposals of intangible assets and property, plant and equipment	1,329	1,418
Proceeds from disposals of subsidiaries, net of cash sold	1,995	352
Proceeds from disposals of non-current investments	248	2,816
Repayment of non-current loans	1,242	1,285
Total divestments	4,814	5,871
Cash flow used in investing activities	(21,108)	(17,072)
CASH FLOW USED IN FINANCING ACTIVITIES		
Issuance (repayment) of shares:		
- Parent company shareholders	365	32
- Treasury shares	(179)	(68)
Dividends paid:		
- Parent company shareholders	(5,367)	(5,184)
- Non controlling interests	(118)	(104)
Other transactions with non-controlling interests	1,621	1
Net issuance (repayment) of non-current debt	8,359	5,279
Increase (decrease) in current borrowings	(6,804)	(2,754)
Increase (decrease) in current financial assets and liabilities	978	(947)
Cash flow used in financing activities	(1,145)	(3,745)
Net increase (decrease) in cash and cash equivalents	(780)	1,645
Effect of exchange rates	(42)	(201)
Cash and cash equivalents at the beginning of the period	15,469	14,025
Cash and cash equivalents at the end of the period	14,647	15,469

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			
As of January 1, 2012	2,363,767,313	5,909	65,430	(1,004)	(109,554,173)	(3,390)	66,945	1,352	68,297
Net income 2012	-	-	10,609	-	-	-	10,609	147	10,756
Other comprehensive Income	-	-	(769)	(506)	-	-	(1,275)	(40)	(1,315)
Comprehensive Income	-	-	9,840	(506)	-	-	9,334	107	9,441
Dividend	-	-	(5,237)	-	-	-	(5,237)	(104)	(5,341)
Issuance of common shares	2,165,833	6	26	-	-	-	32	-	32
Purchase of treasury shares	-	-	-	-	(1,800,000)	(68)	(68)	-	(68)
Sale of treasury shares ⁽¹⁾	-	-	(116)	-	2,962,534	116	-	-	-
Share-based payments	-	-	146	-	-	-	146	-	146
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	11	6	-	-	17	(16)	1
Other items	-	-	16	-	-	-	16	(59)	(43)
As of December 31, 2012	2,365,933,146	5,915	70,116	(1,504)	(108,391,639)	(3,342)	71,185	1,280	72,465
Net income 2013	-	-	8,440	-	-	-	8,440	221	8,661
Other comprehensive Income	-	-	360	(2,890)	-	-	(2,530)	(138)	(2,668)
Comprehensive Income	-	-	8,800	(2,890)	-	-	5,910	83	5,993
Dividend	-	-	(5,358)	-	-	-	(5,358)	(118)	(5,476)
Issuance of common shares	11,745,014	29	336	-	-	-	365	-	365
Purchase of treasury shares	-	-	-	-	(4,414,200)	(179)	(179)	-	(179)
Sale of treasury shares ⁽¹⁾	-	-	(142)	-	3,591,391	142	-	-	-
Share-based payments	-	-	142	-	-	-	142	-	142
Share cancellation	-	-	-	-	-	-	-	-	-
Other operations with non-controlling interests	-	-	548	9	-	-	557	1,027	1,584
Other items	-	-	7	-	-	-	7	9	16
As of December 31, 2013	2,377,678,160	5,944	74,449	(4,385)	(109,214,448)	(3,379)	72,629	2,281	74,910

⁽¹⁾ Treasury shares related to the restricted stock grants.

BUSINESS SEGMENT INFORMATION

TOTAL

(unaudited)

4 th quarter 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,143	21,766	20,847	(3)	-	47,753
Intersegment sales	7,521	9,571	281	42	(17,415)	-
Excise taxes	-	(985)	(3,579)	-	-	(4,564)
Revenues from sales	12,664	30,352	17,549	39	(17,415)	43,189
Operating expenses	(7,011)	(30,095)	(17,074)	(222)	17,415	(36,987)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,570)	(426)	(148)	(8)	-	(2,152)
Operating income	4,083	(169)	327	(191)	-	4,050
Equity in net income (loss) of affiliates and other items	593	(56)	(31)	8	-	514
Tax on net operating income	(2,440)	(287)	(85)	34	-	(2,778)
Net operating income	2,236	(512)	211	(149)	-	1,786
Net cost of net debt						(112)
Non-controlling interests						(69)
Net income						1,605

4 th quarter 2013 (adjustments) ^(a) (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(17)	-	-	-	-	(17)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
Revenues from sales	(17)	-	-	-	-	(17)
Operating expenses	-	(340)	(40)	-	-	(380)
Depreciation, depletion and amortization of tangible assets and mineral interests	-	(129)	(3)	-	-	(132)
Operating income^(b)	(17)	(469)	(43)	-	-	(529)
Equity in net income (loss) of affiliates and other items	-	(152)	(18)	-	-	(170)
Tax on net operating income	3	(212)	46	-	-	(163)
Net operating income^(b)	(14)	(833)	(15)	-	-	(862)
Net cost of net debt						-
Non-controlling interests						-
Net income						(862)

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

^(b) Of which inventory valuation effect

On operating income	-	(57)	(33)	-		
On net operating income	-	(47)	(27)	-		

4 th quarter 2013 (adjusted) (M€) ^(a)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,160	21,766	20,847	(3)	-	47,770
Intersegment sales	7,521	9,571	281	42	(17,415)	-
Excise taxes	-	(985)	(3,579)	-	-	(4,564)
Revenues from sales	12,681	30,352	17,549	39	(17,415)	43,206
Operating expenses	(7,011)	(29,755)	(17,034)	(222)	17,415	(36,607)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,570)	(297)	(145)	(8)	-	(2,020)
Adjusted operating income	4,100	300	370	(191)	-	4,579
Equity in net income (loss) of affiliates and other items	593	96	(13)	8	-	684
Tax on net operating income	(2,443)	(75)	(131)	34	-	(2,615)
Adjusted net operating income	2,250	321	226	(149)	-	2,648
Net cost of net debt						(112)
Non-controlling interests						(69)
Adjusted net income						2,467
Adjusted fully-diluted earnings per share (€)						1.08

^(a) Except for earnings per share.

4 th quarter 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	7,021	709	610	34	-	8,374
Total divestments	584	32	47	13	-	676
Cash flow from operating activities	5,414	1,356	318	7	-	7,095

BUSINESS SEGMENT INFORMATION

TOTAL

(unaudited)

3 rd 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)
Revenues from sales	11,453	30,353	17,822	(114)	(17,486)	42,028
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)
Operating income	3,740	143	439	(78)	-	4,244
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)
Net operating income	2,682	44	390	(162)	-	2,954
Net cost of net debt						(130)
Non-controlling interests						(63)
Net income						2,761

3 rd quarter 2013 (adjustments) ^(a) (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(9)	-	-	-	-	(9)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
Revenues from sales	(9)	-	-	-	-	(9)
Operating expenses	(86)	(114)	41	-	-	(159)
Depreciation, depletion and amortization of tangible assets and mineral interests	(651)	(5)	-	-	-	(656)
Operating income^(b)	(746)	(119)	41	-	-	(824)
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)
Net operating income^(b)	353	(286)	60	(64)	-	63
Net cost of net debt						-
Non-controlling interests						(18)
Net income						45

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

^(b) Of which inventory valuation effect

On operating income	-	(114)	71	-
On net operating income	-	(63)	49	-

3 rd quarter 2013 (adjusted) (M€) ^(a)	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)
Revenues from sales	11,462	30,353	17,822	(114)	(17,486)	42,037
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)
Adjusted operating income	4,486	262	398	(78)	-	5,068
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)
Adjusted net operating income	2,329	330	330	(98)	-	2,891
Net cost of net debt						(130)
Non-controlling interests						(45)
Adjusted net income						2,716
Adjusted fully-diluted earnings per share (€)						1.19

^(a) Except for earnings per share.

3 rd 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)

4 th quarter 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,988	22,169	21,669	42	-	49,868
Intersegment sales	8,081	11,013	148	59	(19,301)	-
Excise taxes	-	(959)	(3,440)	-	-	(4,399)
Revenues from sales	14,069	32,223	18,377	101	(19,301)	45,469
Operating expenses	(7,892)	(31,885)	(17,945)	(214)	19,301	(38,635)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,752)	(491)	(160)	(10)	-	(2,413)
Operating income	4,425	(153)	272	(123)	-	4,421
Equity in net income (loss) of affiliates and other items	692	57	(122)	13	-	640
Tax on net operating income	(2,519)	45	(82)	3	-	(2,553)
Net operating income	2,598	(51)	68	(107)	-	2,508
Net cost of net debt						(131)
Non-controlling interests						(36)
Net income						2,341

4 th quarter 2012 (adjustments) ^(a) (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	13	-	-	-	-	13
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
Revenues from sales	13	-	-	-	-	13
Operating expenses	(571)	(337)	(102)	-	-	(1,010)
Depreciation, depletion and amortization of tangible assets and mineral interests	(66)	(204)	(8)	-	-	(278)
Operating income^(b)	(624)	(541)	(110)	-	-	(1,275)
Equity in net income (loss) of affiliates and other items	240	(29)	(123)	(13)	-	75
Tax on net operating income	296	152	34	(2)	-	480
Net operating income^(b)	(88)	(418)	(199)	(15)	-	(720)
Net cost of net debt						-
Non-controlling interests						20
Net income						(700)

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

^(b) Of which inventory valuation effect

On operating income

On net operating income

-	(351)	(111)	-
-	(236)	(74)	-

4 th quarter 2012 (adjusted) (M€) ^(a)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	5,975	22,169	21,669	42	-	49,855
Intersegment sales	8,081	11,013	148	59	(19,301)	-
Excise taxes	-	(959)	(3,440)	-	-	(4,399)
Revenues from sales	14,056	32,223	18,377	101	(19,301)	45,456
Operating expenses	(7,321)	(31,548)	(17,843)	(214)	19,301	(37,625)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,686)	(287)	(152)	(10)	-	(2,135)
Adjusted operating income	5,049	388	382	(123)	-	5,696
Equity in net income (loss) of affiliates and other items	452	86	1	26	-	565
Tax on net operating income	(2,815)	(107)	(116)	5	-	(3,033)
Adjusted net operating income	2,686	367	267	(92)	-	3,228
Net cost of net debt						(131)
Non-controlling interests						(56)
Adjusted net income						3,041
Adjusted fully-diluted earnings per share (€)						1.34

^(a) Except for earnings per share.

4 th quarter 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	5,518	573	508	24	-	6,623
Total divestments	1,415	101	46	4	-	1,566
Cash flow from operating activities	4,429	502	1,024	(90)	-	5,865

BUSINESS SEGMENT INFORMATION

TOTAL

Year 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	19,855	86,204	83,481	2	-	189,542
Intersegment sales	28,349	39,360	1,626	133	(69,468)	-
Excise taxes	-	(3,625)	(14,262)	-	-	(17,887)
Revenues from sales	48,204	121,939	70,845	135	(69,468)	171,655
Operating expenses	(24,002)	(120,500)	(68,802)	(597)	69,468	(144,433)
Depreciation, depletion and amortization of tangible assets and mineral interests	(7,141)	(1,307)	(552)	(31)	-	(9,031)
Operating income	17,061	132	1,491	(493)	-	18,191
Equity in net income (loss) of affiliates and other items	2,027	143	39	(23)	-	2,186
Tax on net operating income	(10,321)	(460)	(413)	(21)	-	(11,215)
Net operating income	8,767	(185)	1,117	(537)	-	9,162
Net cost of net debt						(501)
Non-controlling interests						(221)
Net income						8,440

Year 2013 (adjustments) ^(a) (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(56)	-	-	-	-	(56)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
Revenues from sales	(56)	-	-	-	-	(56)
Operating expenses	(86)	(1,059)	(102)	-	-	(1,247)
Depreciation, depletion and amortization of tangible assets and mineral interests	(651)	(138)	(3)	-	-	(792)
Operating income^(b)	(793)	(1,197)	(105)	-	-	(2,095)
Equity in net income (loss) of affiliates and other items	(218)	(199)	2	(30)	-	(445)
Tax on net operating income	408	(193)	69	(34)	-	250
Net operating income^(b)	(603)	(1,589)	(34)	(64)	-	(2,290)
Net cost of net debt						-
Non-controlling interests						(15)
Net income						(2,305)

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

^(b) Of which inventory valuation effect

On operating income	-	(737)	(65)	-	
On net operating income	-	(495)	(47)	-	

Year 2013 (adjusted) (M€) ^(a)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	19,911	86,204	83,481	2	-	189,598
Intersegment sales	28,349	39,360	1,626	133	(69,468)	-
Excise taxes	-	(3,625)	(14,262)	-	-	(17,887)
Revenues from sales	48,260	121,939	70,845	135	(69,468)	171,711
Operating expenses	(23,916)	(119,441)	(68,700)	(597)	69,468	(143,186)
Depreciation, depletion and amortization of tangible assets and mineral interests	(6,490)	(1,169)	(549)	(31)	-	(8,239)
Adjusted operating income	17,854	1,329	1,596	(493)	-	20,286
Equity in net income (loss) of affiliates and other items	2,245	342	37	7	-	2,631
Tax on net operating income	(10,729)	(267)	(482)	13	-	(11,465)
Adjusted net operating income	9,370	1,404	1,151	(473)	-	11,452
Net cost of net debt						(501)
Non-controlling interests						(206)
Adjusted net income						10,745
Adjusted fully-diluted earnings per share (€)						4.73

^(a) Except for earnings per share.

Year 2013 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	22,396	2,039	1,365	122	-	25,922
Total divestments	4,353	275	141	45	-	4,814
Cash flow from operating activities	16,457	3,211	1,926	(121)	-	21,473

BUSINESS SEGMENT INFORMATION

TOTAL

Year 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	22,143	91,117	86,614	187	-	200,061
Intersegment sales	31,521	44,470	755	199	(76,945)	-
Excise taxes	-	(3,593)	(14,169)	-	-	(17,762)
Revenues from sales	53,664	131,994	73,200	386	(76,945)	182,299
Operating expenses	(25,966)	(129,499)	(71,535)	(973)	76,945	(151,028)
Depreciation, depletion and amortization of tangible assets and mineral interests	(7,437)	(1,445)	(607)	(36)	-	(9,525)
Operating income	20,261	1,050	1,058	(623)	-	21,746
Equity in net income (loss) of affiliates and other items	2,325	213	(198)	276	-	2,616
Tax on net operating income	(12,359)	(263)	(380)	(127)	-	(13,129)
Net operating income	10,227	1,000	480	(474)	-	11,233
Net cost of net debt						(477)
Non-controlling interests						(147)
Net income						10,609

Year 2012 (adjustments) ^(a) (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	(9)	-	-	-	-	(9)
Intersegment sales	-	-	-	-	-	-
Excise taxes	-	-	-	-	-	-
Revenues from sales	(9)	-	-	-	-	(9)
Operating expenses	(586)	(199)	(229)	(88)	-	(1,102)
Depreciation, depletion and amortization of tangible assets and mineral interests	(1,200)	(206)	(68)	-	-	(1,474)
Operating income^(b)	(1,795)	(405)	(297)	(88)	-	(2,585)
Equity in net income (loss) of affiliates and other items	240	(41)	(119)	146	-	226
Tax on net operating income	637	70	66	(108)	-	665
Net operating income^(b)	(918)	(376)	(350)	(50)	-	(1,694)
Net cost of net debt						-
Non-controlling interests						27
Net income						(1,667)

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

^(b) Of which inventory valuation effect

On operating income	-	(179)	(55)	-		
On net operating income	-	(116)	(39)	-		

Year 2012 (adjusted) (M€) ^(a)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Non-Group sales	22,152	91,117	86,614	187	-	200,070
Intersegment sales	31,521	44,470	755	199	(76,945)	-
Excise taxes	-	(3,593)	(14,169)	-	-	(17,762)
Revenues from sales	53,673	131,994	73,200	386	(76,945)	182,308
Operating expenses	(25,380)	(129,300)	(71,306)	(885)	76,945	(149,926)
Depreciation, depletion and amortization of tangible assets and mineral interests	(6,237)	(1,239)	(539)	(36)	-	(8,051)
Adjusted operating income	22,056	1,455	1,355	(535)	-	24,331
Equity in net income (loss) of affiliates and other items	2,085	254	(79)	130	-	2,390
Tax on net operating income	(12,996)	(333)	(446)	(19)	-	(13,794)
Adjusted net operating income	11,145	1,376	830	(424)	-	12,927
Net cost of net debt						(477)
Non-controlling interests						(174)
Adjusted net income						12,276
Adjusted fully-diluted earnings per share (€)						5.42

^(a) Except for earnings per share.

Year 2012 (M€)	Upstream	Refining & Chemicals	Marketing & Services	Corporate	Intercompany	Total
Total expenditures	19,618	1,944	1,301	80	-	22,943
Total divestments	2,798	304	152	2,617	-	5,871
Cash flow from operating activities	18,950	2,127	1,132	253	-	22,462

Reconciliation of the information by business segment with consolidated financial statements

TOTAL

(unaudited)

4 th quarter 2013 (M€)	Adjusted	Adjustments ^(a)	Consolidated statement of income
Sales	47,770	(17)	47,753
Excise taxes	(4,564)	-	(4,564)
Revenues from sales	43,206	(17)	43,189
Purchases net of inventory variation	(30,781)	(90)	(30,871)
Other operating expenses	(5,340)	(290)	(5,630)
Exploration costs	(486)	-	(486)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,020)	(132)	(2,152)
Other income	198	-	198
Other expense	(154)	(164)	(318)
Financial interest on debt	(160)	-	(160)
Financial income from marketable securities & cash equivalents	19	-	19
Cost of net debt	(141)	-	(141)
Other financial income	126	-	126
Other financial expense	(111)	-	(111)
Equity in net income (loss) of affiliates	625	(6)	619
Income taxes	(2,586)	(163)	(2,749)
Consolidated net income	2,536	(862)	1,674
Group share	2,467	(862)	1,605
Non-controlling interests	69	-	69

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

4 th quarter 2012 (M€)	Adjusted	Adjustments ^(a)	Consolidated statement of income
Sales	49,855	13	49,868
Excise taxes	(4,399)	-	(4,399)
Revenues from sales	45,456	13	45,469
Purchases net of inventory variation	(31,392)	(462)	(31,854)
Other operating expenses	(5,729)	(548)	(6,277)
Exploration costs	(504)	-	(504)
Depreciation, depletion and amortization of tangible assets and mineral interests	(2,135)	(278)	(2,413)
Other income	234	240	474
Other expense	(134)	(105)	(239)
Financial interest on debt	(160)	-	(160)
Financial income from marketable securities & cash equivalents	33	-	33
Cost of net debt	(127)	-	(127)
Other financial income	123	-	123
Other financial expense	(110)	-	(110)
Equity in net income (loss) of affiliates	452	(60)	392
Income taxes	(3,037)	480	(2,557)
Consolidated net income	3,097	(720)	2,377
Group share	3,041	(700)	2,341
Non-controlling interests	56	(20)	36

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

Reconciliation of the information by business segment with consolidated financial statements

TOTAL

Year 2013 (M€)	Adjusted	Adjustments ^(a)	Consolidated statement of income
Sales	189,598	(56)	189,542
Excise taxes	(17,887)	-	(17,887)
Revenues from sales	171,711	(56)	171,655
Purchases net of inventory variation	(120,311)	(802)	(121,113)
Other operating expenses	(21,242)	(445)	(21,687)
Exploration costs	(1,633)	-	(1,633)
Depreciation, depletion and amortization of tangible assets and mineral interests	(8,239)	(792)	(9,031)
Other income	468	1,257	1,725
Other expense	(418)	(1,687)	(2,105)
Financial interest on debt	(670)	-	(670)
Financial income from marketable securities & cash equivalents	64	-	64
Cost of net debt	(606)	-	(606)
Other financial income	524	-	524
Other financial expense	(529)	-	(529)
Equity in net income (loss) of affiliates	2,586	(15)	2,571
Income taxes	(11,360)	250	(11,110)
Consolidated net income	10,951	(2,290)	8,661
Group share	10,745	(2,305)	8,440
Non-controlling interests	206	15	221

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.

Year 2012 (M€)	Adjusted	Adjustments ^(a)	Consolidated statement of income
Sales	200,070	(9)	200,061
Excise taxes	(17,762)	-	(17,762)
Revenues from sales	182,308	(9)	182,299
Purchases net of inventory variation	(126,564)	(234)	(126,798)
Other operating expenses	(21,916)	(868)	(22,784)
Exploration costs	(1,446)	-	(1,446)
Depreciation, depletion and amortization of tangible assets and mineral interests	(8,051)	(1,474)	(9,525)
Other income	681	781	1,462
Other expense	(448)	(467)	(915)
Financial interest on debt	(671)	-	(671)
Financial income from marketable securities & cash equivalents	100	-	100
Cost of net debt	(571)	-	(571)
Other financial income	558	-	558
Other financial expense	(499)	-	(499)
Equity in net income (loss) of affiliates	2,098	(88)	2,010
Income taxes	(13,700)	665	(13,035)
Consolidated net income	12,450	(1,694)	10,756
Group share	12,276	(1,667)	10,609
Non-controlling interests	174	(27)	147

^(a) Adjustments include special items, inventory valuation effect and the effect of changes in fair value.