Our activities in Uganda
TOTAL & UGANDA
OVER 60 YEARS OF EXCELLENCE AND INNOVATION

Total began operations in Uganda in 1955 in Marketing & Services, and is today the leader in retail marketing, lubricants and aviation, with an overall market share of 24% and a countrywide network of 125 service stations.

In 2012, we acquired interests in blocks 1, 2 and 3A in the Albertine region, where Total E&P Uganda is the operator of Exploration Areas 1 and 1A. We have pioneered the use of innovative and environment-friendly techniques to help preserve the Murchison Falls National Park. In 2016, Production licenses were granted to the project joint venture partners, and a 1,445km pipeline will be constructed from Hoima to Tanga, it will be the longest electrically heated pipeline in the world.

In 2017, Total acquired GAPCO’s assets in Kenya, Tanzania and Uganda. Strengthening our supply and logistics in East Africa, we are also significantly expanding our service station network to serve our customers better and closer with an additional 30 service stations to be rebranded to Total.

Our commitment to safety, excellence, people and innovation continues to shape the way we approach our activities, making us a country leader. We have embarked on numerous Corporate Social Responsibility initiatives, such as the “Safe Way; Right Way” road safety initiative and the “Startupper of the year by Total” challenge which aims at identifying, rewarding and encouraging the best projects in enterprise creation or development.

Learn more about Total in Uganda:
www.ug.total.com
www.facebook.com/TotalUganda
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1955
Creation of the Marketing and Services company (Ozo East Africa Petroleum Co.ltd)

1967
Change of name to Total Uganda Limited

2009
Acquisition of Chevron Uganda service stations

2012
Total E&P Uganda starts operations in blocks 1, 2, and 3A

2016
Production Licences issued

2017
Acquisition of Gulf Africa Petroleum Corporation in Kenya, Tanzania, and Uganda

Total E&P Uganda proposes to become the majority equityholder in the JV with 54.9% interest in the Lake Albert project
Total E&P Uganda entered into a Joint Venture partnership with Tullow Oil and CNOOC to develop Uganda’s 1.4 - 1.7 bn barrels of recoverable oil resources, with each partner holding a 33.3% interest in blocks 1, 2 and 3A located in the Lake Albert region. We are currently the operator of Exploration Area 1 (EA1), where more than two-thirds of discovered oil reserves are located. In 2016, we were granted 8 production licenses for Ngiri, Jobi Rii, Gunya Fields in EA1; Mputa-Nzizi-Waraga, Kasemene-Wahrindi, Kigogole-Ngara, Nsoga and Ngege fields in EA2 and in 2013 for Kingfisher in EA3A. Plateau production of the Lake Albert project will be between 200 and 230k barrels of oil per day.

EA1 falls partly inside the Murchison Falls National Park (MFNP). Total accepted the challenge of demonstrating that oil development activities can harmoniously exist with the environment of the Park. We have pioneered the use of 3D cable-less seismic technology onshore in Africa, placing Uganda at the forefront of using innovative technology in exploration. We have also utilized horizontal wells - a mechanism that allows for the construction of the minimum number of pads and roads during drilling. These technologies have enabled us to achieve best coverage while limiting impact on the environment.

By using environment friendly technology, we can demonstrate our capability to develop oil resources in sensitive areas. Our project shows how oil, the environment and tourism can co-exist harmoniously.

**EXPLORE AND PRODUCE**

**OVERCOMING THE CHALLENGES OF WORKING IN AN ENVIRONMENTALLY SENSITIVE AREA**

David Ochanda, Biodiversity Projects Engineer

“...In order to manage the environmental footprint of our activities on biodiversity, Total E&P Uganda is completing a systematic wildlife census, using Aerial Surveys of mammals such as giraffes, elephants and buffaloes to understand their baseline population and distribution in MFNP. There are also other ongoing surveys like the Elephant Satellite collaring, Vegetation Mapping, Critical Habitat Assessment in line with IFC Performance Standard 6, and Giraffe surveys.”

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**Our Activities in Uganda**

| **Wells to be drilled** | 400 |
| **CPF to be set up in Buliisa area** | 1 |
| **Well pads to be constructed** | 36 |
| **Longest electrically heated buried crude oil export pipeline in the world from Hoima in Uganda to Chongoleani in Tanzania** | 1,445km |
| **Approx. barrels of oil to be produced per day from the Lake Albert project** | 230,000 |
| **Sites reinstated to their natural habitat in Block 1 area** | 98% |
| **Approx. of Total E&P Uganda staff are Ugandan** | 85% |
Compliance with international best practices, rules and regulations, such as the International Finance Corporation (IFC) Performance Standards, is vital to our operations. We work closely with conservation organizations and government entities, like the National Environmental Management Authority (NEMA) or the Uganda Wildlife Authority (UWA). We are currently working with UWA to address the lack of detailed baseline data on the biological diversity in MFNP through biological surveys.

**IN Volving Stakeholders A Key Priority**

Stakeholder engagement and consultation is an essential element of our activities. Over 1,500 such engagements have been conducted with local stakeholders including relevant Ministries, local leaders and authorities.

*Seismic teams at work in Murchison Falls National Park,* Exploration Area 1 operated by Total E&P Uganda. Carrying out 3D cable-less seismic surveys used for the first time onshore in Africa to significantly reduce any environmental footprint in the protected area.
We have been present in Uganda since 1955. We have grown our business over the years to now over 125 active service stations country-wide, offering a full range of petroleum products and services. We are the market leader in lubricating oils and products for automotive and industrial applications (including engine oils, gear oils, hydraulics oils, greases, special fluids, coolants, etc.)

For over four decades we have been privileged to supply jet fuel to international and regional customers at Entebbe Airport. Through our association with Air Total International and its leadership status in Europe and Africa, we are strategically positioned in the aviation market, providing a worldwide network.

In 2013, under the Access to Energy programme, we introduced the Awan-go by Total range of solar lanterns to address the lighting needs of low income Ugandan communities with no access to electricity. Over 95,000 lanterns have been distributed in Uganda to-date through our stations and community savings groups.

In Uganda, we have dedicated over 60 years to building a strong brand providing innovative products and services tailored to the needs of our growing number of customers.
Customer experience has been at the forefront of our service delivery. As a result, we introduced the Total fuel card in 1998 to provide a simple, safe and smart way for our customers to access their products and services at our stations countrywide.

In August 2016, we launched Total Excellium petrol and diesel fuels onto the market, a new line of specific fuels that maintain engine cleanliness and provide lasting protection to ensure that they perform better, use less fuel and produce fewer polluting emissions. This fuel is compatible with all existing diesel and petrol vehicles, including light utility vehicles, two-wheelers and trucks.

As we further expand our network of stations to bring products and services closer to our customers, we are also refurbishing our service stations to be more environmentally friendly with a more modern look.

Our societal commitment continues to highlight our goal to become a responsible energy partner in the country. Our projects in Uganda focus on areas of education, health, road safety and access to renewable energy to enhance community development.

“At Total Uganda, CSR is about sustainable development. By maintaining transparent and constructive relationships with all our stakeholders, we implement initiatives that are consistent with the development priorities of our host communities. Our focus is on priorities that are directly linked to our business, such as road safety through partnerships with NGOs like Safe Way Right Way. We share our expertise to fight and advocate against road accidents. Our partnerships have enabled us to support health and education initiatives especially in schools. The promotion of local entrepreneurship is another of our priorities through different actions such as Startupper of the year by Total challenge.

STRENGTHENING
OUR COMMITMENT
TO THE COMMUNITY
THROUGH SUSTAINABLE
DEVELOPMENT PROJECTS

SUSAN NAMPALA KIRULE
Human Resources and
Administration Manager
Safety
1 ROAD SAFETY
Safety as a core value, impressing the importance of safety on the roads.

Proximity
2 AWANGO
Introducing the affordable Awango by Total to off-grid, low income communities to meet basic lighting needs.

3 HEALTH
Partnering with local community health teams to bring awareness about HIV.

Excellence
4 EDUCATION
Offering scholarships to students in our areas of operations for advanced level studies.

5 OIL DEVELOPMENT
Pushing the limits of innovation and technology to deliver a successful oil development project.

Innovation
6 NEW TECHNIQUES
Using unmanned aerial vehicles for avoidance mapping of key bio-diversity features where no operations should be undertaken.

Environment
7 ECO-FRIENDLY
Opening the first eco-friendly service station of its kind in Mukono.

8 RESTORATION
Restoring the environment to its natural state after our operations.

9 WASTE MANAGEMENT
Waste removal and transfer from the waste consolidation area to the first oil waste management plant of its kind in East Africa.
Established in Africa since the 1920s, we have never stopped developing our activities, and reinforcing our local anchorage. We are today one of the leaders in the energy field on the continent.

This continent is at the heart of our strategy. In Africa, we employ around 10,000 staff in 44 countries, achieve more than one third of our investments and produce nearly 30% of our hydrocarbons.

We are the only major to be present throughout the entire value chain – exploration and production, refining and chemicals, distribution of petroleum products and services, and also solar. Through these different activities, we are committed to better energy.

THE LEADING INTEGRATED OIL COMPANY IN AFRICA

In exploration & production, our Group is the leading deep offshore operator in West Africa. We also conduct ambitious exploration campaigns and constantly keep up our efforts to boost oil recovery from our mature fields.

In order to make our production as responsible and sustainable as possible, we multiply initiatives in favor of improved energy efficiency, notably by eliminating routine flaring and valuing associated gas on the facilities we operate.

Furthermore, we have stakes in four refineries in Africa and our affiliate in specialty chemicals, Hutchinson (elastomers), has a production plant.

In distribution, we are recognized for the excellence of our products and services across the entire continent. Our private and B2B customers see us as the close proximity reference energy company, particularly because of our extensive service station networks.

With the objective of facilitating the widest possible access to energy, we also develop complementary sources such as solar. We are present with three solar power plants and also through the commercialization of our Awango by Total solar lamps, aimed at bringing solar energy to 25 million people in Africa by 2020.

A HISTORICAL AND SUSTAINABLE COMMITMENT

In our constant, everyday dialogue and in the innovative partnerships we have built with host countries, national companies, local industries, civil society and our customers, we do everything to make sure that our presence and activities have positive economic, social and environmental effects.

By doing so, we have been able to sustain our activities on the continent over the long term. While other companies withdrew or chose to refocus their activities in certain countries, we have stayed and kept growing. For close to ninety years, we have proven our ability to develop on the continent whatever the circumstances. The quality of our local management, our involvement with communities and respect without any compromise of the highest standards in safety, security, quality, environment, human rights and integrity explain our collective success.

Today Total is the “most African” of the majors and we have the ambition to remain so. Thanks to the involvement of all our stakeholders in cost control, we will continue contributing together to the economic dynamic of the continent, by pursuing our investments and creating shared value.
In 2016, TOTAL became the official sponsor of the African Football Federation for the next 8 years. The Group will support CAF’s 10 principal competitions.
AN INTEGRATED COMPANY

Our commitment to better energy is reflected in state-of-the-art expertise throughout the whole energy chain. Shedding light on this integrated know-how at the service of a responsible energy future.

EXPLORE AND PRODUCE
To meet the energy needs of a burgeoning global population while preparing for the future, we continually innovate to produce sustainable and responsible solutions in oil and gas, solar energy, and bioenergies.

TRANSFORM AND DEVELOP
You already know us through our network of service stations. But we do so much more to improve your daily life. Our industrial expertise in transforming oil and gas helps to produce a wide range of everyday items such as cars, packaging and household appliances.

SHIP AND MARKET
We all require energy for heat, transportation, light in our homes and so much more. Total serves your needs worldwide each and every day. We bring energy from producing regions all the way to consumer hubs, working across a long, complex logistics chain.

Visit our website to know more about our activities:
www.total.com
OUR ACTIVITIES IN THE WORLD

TOTAL’S ACTIVITIES
WE ARE COMMITTED TO BETTER ENERGY

Total is a global integrated energy producer and provider, a leading international oil and gas company, and a major player in low-carbon energies. We explore for, produce, transform, market and distribute energy in a variety of forms, to serve the end customer.

Our ambition?
Becoming the responsible energy major. To do that, we must address the main challenges that lie ahead of us in the next 20 years:

• To meet the needs of a growing world population, we are working to supply affordable energy that meets the highest safety and environmental standards;

• To tackle climate change, we are developing an energy mix consistent with the 2°C scenario and whose carbon intensity declines steadily;

• To anticipate customer needs and be recognized for our convenient, quality local service, we are introducing innovative solutions to promote responsible energy use.

That is what it means to be committed to better energy.
6 MAJOR INTEGRATED PLATFORMS REFINING & PETROCHEMICALS

REFINERY THROUGHPUT
2.0 MILLION B/D

98,000 EMPLOYEES

$149.7 BILLION REVENUE

16,400+ SERVICE STATIONS (including AS24 networks)

$8.3 BILLION ADJUSTED NET INCOME

NO. 4 INTERNATIONAL OIL AND GAS COMPANY
BASED ON MARKET CAPITALIZATION IN U.S. DOLLARS AT DECEMBER 31, 2016

2,452 KBOE/D OIL AND GAS PRODUCTION
$17.5 BILLION ORGANIC INVESTMENTS

**Abbreviations**
- b: barrel
- cf: cubic feet
- /d: per day
- /y: per year
- €: euro
- $ and/or dollar: U.S. dollar
- t: metric ton
- boe: barrel of oil equivalent
- kboe/d: thousand boe/d
- kb/d: thousand barrel/d
- M: million
- B: billion
- MW: megawatt
- FPSO: Floating Production Storage and Offloading
- FPU: Floating Production Unit
- FSU: Floating Storage Unit
- LNG: Liquefied Natural Gas
- LPG: Liquefied Petroleum Gas

**Conversion table**
- 1 boe = 1 barrel of crude oil = approx. 5,390 cf of gas* in 2015
- 1 b/d = approx. 50 t/y
- 1 t = approx. 7.5 b (for a gravity of 37° API)
- 1 Bm³/y = approx. 0.1 Bcf/d
- 1 m³ = approx. 35.3 cf
- 1 t of LNG = approx. 48 kcf of gas
- 1 Mt/y of LNG = approx. 131 Mcf/d

* This ratio is calculated based on the actual average equivalent energy content of Total's natural gas reserves and is subject to change.
Total is a major energy player committed to supplying affordable energy to a growing population, addressing climate change and meeting new customer expectations.

Those commitments guide what we do. With operations in more than 130 countries, we are a global integrated energy producer and provider, a leading international oil and gas company, and a major player in low-carbon energies. We explore for, produce, transform, market and distribute energy in a variety of forms, to serve the end customer.

Our 98,000 employees are committed to better energy that is safer, cleaner, more efficient, more innovative and accessible to as many people as possible. As a responsible corporate citizen, we focus on ensuring that our operations worldwide consistently deliver economic, social and environmental benefits.

Our ambition is to become the responsible energy major.