

TOTAL BUNKER FUELS ORGANISATION



TOTAL STATISTICS (KEY FIGURES FOR 2011)



Strong international presence

over **130** countries

Over

700 industrial sites

96,104 employees

Sales

184.7 billion euro

+16%

2012 investment budget

24 billion dollars

Net income

11.4 billion euro

+11%

R&D investments

7 billion dollars between 2010 and 2015

5th

international oil and gas company

KEY FIGURES FOR MARKETING & SERVICES

Worldwide presence

Leader in **Africa**

and **key positions** on **5** major markets of Western Europe

More than **15,000** **service-stations** of which more than **5,000** in **60 non-OCDE countries**

A proactive development in **Asia** and **America**

3 million customers per day in TOTAL stations

Lubricants & other **specialty products** sold in more than **150** countries



OUR OFFERS

A know-how and an expertise to serve tomorrow's offers



We are relying on the richness and the uniqueness of our **know-how** and of **our expertises** and we put quality at the very heart of each of **our products and activities**.

We undertake to meet the diversity of the needs of our **retail and corporate** customers in a proactive manner and to develop with them **tomorrow's offers**.



OUR TRADES

- » [Lubricants](#)
- » [Fuels](#)
- » [Network and Cards](#)
- » [Aviation](#)
- » [Bitumen](#)
- » [Special Fluids](#)
- » [ACS](#)
- » [Marine Fuels](#)
- » [LPG](#)
- » [Heavy Fuels](#)

MARINE FUELS

www.marinefuels.total.com

OUR 2012 FIGURES

7 Mt

of products sold
worldwide



OUR CUSTOMERS

300

ACTIVE CUSTOMERS

FIRST GLOBAL SHIP OWNER

- ✓ Container ship
- ✓ Bulk
- ✓ Oil tankers



MarineFuels

BUNKER TRADERS

OUR ASSETS

INTEGRATED CHAIN

Refining - Trading - Marketing

INTERNATIONAL PRESENCE

as physical supplier on the main trading ports

FLEXIBILITY AND REACTION CAPABILITY
on a market of services

PERFORMING OFFERS

with forward contracts and spots quotations

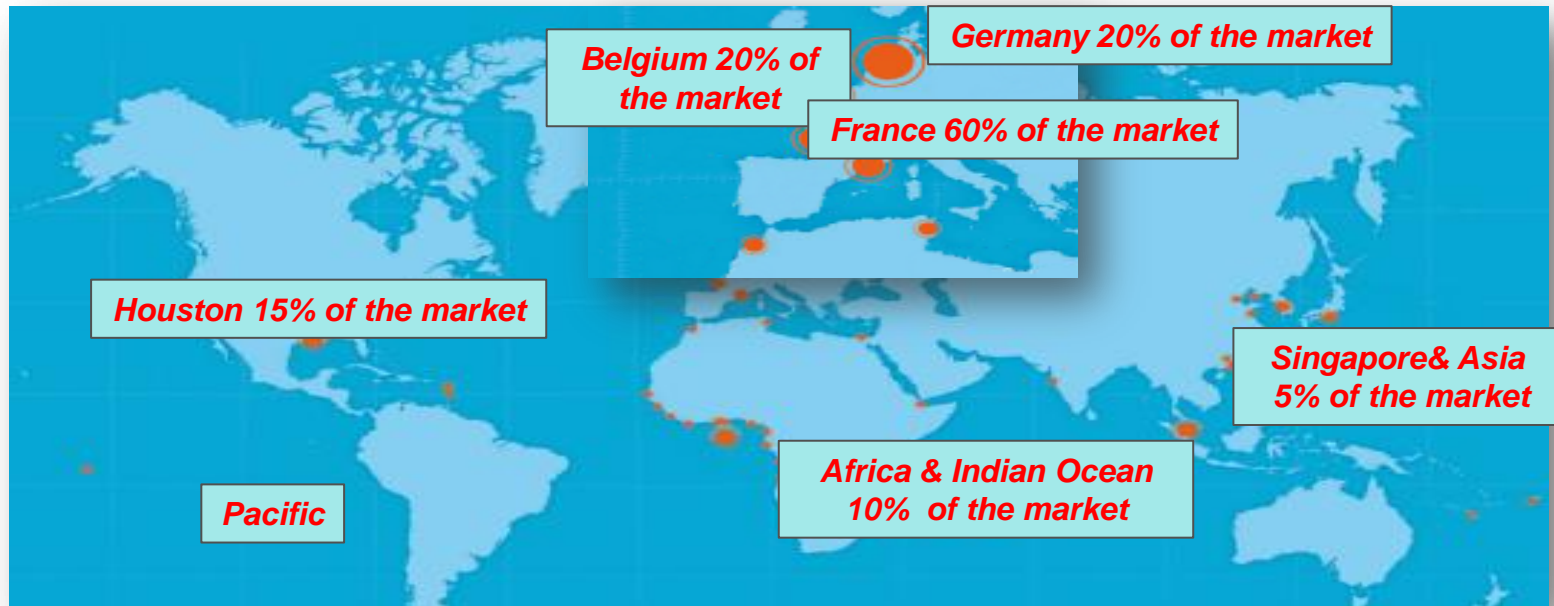


PRESENCE & MARKET POSITION:

Our core customers are the **top 15 containers companies**. Our strategy is to offer **directly to the end users**.

GLOBAL WITH A TRIPLE OFFER:

- **Multi products:** 380 HSFO & LSFO, 500,700 CST, MGO... and ready for LNG !
- **Multi ports** Singapore / Rotterdam / Le Havre / Panama...
- **Multi prices:** Using index and multiple transformation formulas of prices, based on synergies with Total Trading.



- An international organization under **50 persons** available 24h/24
- **7 millions de tonnes** in 2012
 - ✓ Be available by barge, truck or pipe in the main bunkering areas and "niches" market

• Europe: (23 pers.):

- ✓ **France** (11 pers.): **4 bunker barges** @ Fos, Le Havre et Donges + **truck logitics**+ de 20 ports.
- ✓ **Benelux** (6 pers.): **4 bunker barges** @ Rotterdam, Anvers et Zeebrugge + **1 storage** Zeebrugge
- ✓ **Germany**(6 pers.): **2 bunker barges & storages** @ Brunsbüttel &Hamburg

• Asia (17 pers.):

- ✓ **Singapore**: Central desk,
- ✓ Pacific presence through Total Oil Asia-Pacific subsidiaries,
- ✓ Sales partnerships South Korean, Japan & China
- ✓ Negotiating sales contracts in Europe for Asian customers

• Africa (4 pers.):

- ✓ **Mauritius**: 1 bunker vessel
- ✓ **West Africa**: 1 bunker vessel
- ✓ Presence in more than 60 ports in 25 countries through subsidiaries in Africa & Middle East or direct.
- ✓ Development East Africa, Middle East et Inda.

• Americas (3 pers.):

- ✓ **Houston**: **1 bunker barge**
- ✓ Development **Panama**



EUROPE

- > 60% share of **French** market (Total refineries)
- 20% share of **Belgium** and **German** markets - **Total refineries and storages.**
- Soon to be **physical supplier** in **Rotterdam** thanks to TOTSA storages (coming months).



FO700 HS Le Havre, Rotterdam

FO500 HS Le Havre, Rotterdam, Fos, Antwerpen, Zeebrugge, Hamburg

FO380 HS Le Havre, Rotterdam, Fos, Antwerpen, Zeebrugge, Hamburg

FO380 LS Atlantic French Ports Antwerp, Zeebrugge & Hamburg

FO180 LS Atlantic French Ports & Hamburg

MGO All France, Belgium and Germany ports