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A : climaterisk@greenpeace.org

Dear Sir/Madam,

We received the letter and questionnaire that your organization sent out to Mr. de Margerie and other corporate leaders.

With regard to the first theme covered in the questionnaire, we wish to direct your attention to the editorial of our CSR report, which was handed out to shareholders at our recent Annual Shareholders' Meeting and is also available on our website: <http://total.com/en/csr-report-2013>

As you will see, this year's editorial is in the form of an interview and contains the following discussion:

Q: When you co-chaired the World Economic Forum in Davos in early 2014, your closing remarks focused on climate change. Was that your way of bringing energy companies back into the debate?

A: Christophe de Margerie:

One of the things I noticed at Davos was that climate change has finally become a genuine priority. As the global population increases, driving further growth in energy demand, the issue is becoming even more complex. We all know that the responses will have to address this trend and ensure a sufficient supply of energy at affordable prices. So, like it or not, energy companies are not just part of the problem, we're also part of the solution. We can no longer be kept out of the climate change discussions that precede negotiations among world leaders. And I also believe that, rather than simply participating in the discussion, energy companies have a duty to provide decision-makers with a better idea of what can reasonably be achieved and when – and if more needs to be done, at what cost.

Q: How are you contributing to the energy transition that needs to take place in order to combat climate change?

A: C. de M.:

Total has been implementing measures to reduce greenhouse gas emissions for more than ten years. Our efforts target several avenues. First, we are actively promoting the emergence of a more diverse energy mix. For example, by staying the course as our SunPower affiliate rode out the slump, we have now achieved our objective of becoming a global leader in solar energy. We are aware of the progress that still needs to be made for solar energy to achieve genuine cost-competitiveness, and it will be some time before new energies replace the ones currently available. In the meantime, we need to tackle the issue of climate change with an energy mix dominated by fossil fuels. One solution is to increase the use of natural gas, which now accounts for half of Total's resource production. With a much smaller carbon footprint than coal when used for power generation, natural gas is set to become the world's transitional fossil fuel.

Another key avenue for improvement is to enhance the energy efficiency of our facilities and our products and services. This is often seen by our stakeholders as the easiest way to combat climate change. But it's important to remember that efficiency gains are achieved through technological advances, which require considerable R&D and investment. We have also made a public commitment to gradually eliminate gas flaring, which is a significant source of greenhouse gas emissions in our operations.

Oil and gas are vital resources and remain our core business. But it's not just "business as usual," because climate change is considered every time we make a decision.

With regard to the second theme of the questionnaire, we do not provide the details of our lobbying expenses, but wish to draw your attention to our Lobbying Ethics Charter. This document is not only our corporate standard; it is a public disclosure document that is freely available on our website: <http://total.com/en/lobbying-ethics-charter>

Furthermore, Total became one of the first companies to sign the lobbyists' register established by the European Commission in 2008 and since merged with that of the European Parliament. This register provides information on corporate lobbying expenses in accordance with the guidelines defined by these institutions.

Yours sincerely,

Alain Castinel

TOTAL S.A.

VP Relations with Nongovernmental and Civil Society Organizations

p.s.: Kindly confirm by return email that you have received this response.