



**Building Partnerships
To Build Nigeria**
CSR Report 2017



COMMITTED TO NIGERIAN CONTENT

Supporting businesses, building capacity

Total is committed to giving Nigeria the full benefit of its deep offshore experience and expertise by developing in-country capacity:

Foreword



Nicolas Terraz
Managing Director/Chief Executive

At TEPNG, CSR means not just partnership, but also commitment, sustainability and an enduring culture of responsiveness to the needs of our stakeholders.

As a responsible energy company, Total is committed to produce and deliver energy that is safer, cleaner and accessible to as many people as possible. We also focus on ensuring that our operations deliver economic and social benefits in the areas where we operate.

Total E&P Nigeria Ltd. (TEPNG) has developed over the years a strong partnership with local communities and stakeholders, and is also partnering with Nigeria in national development efforts.

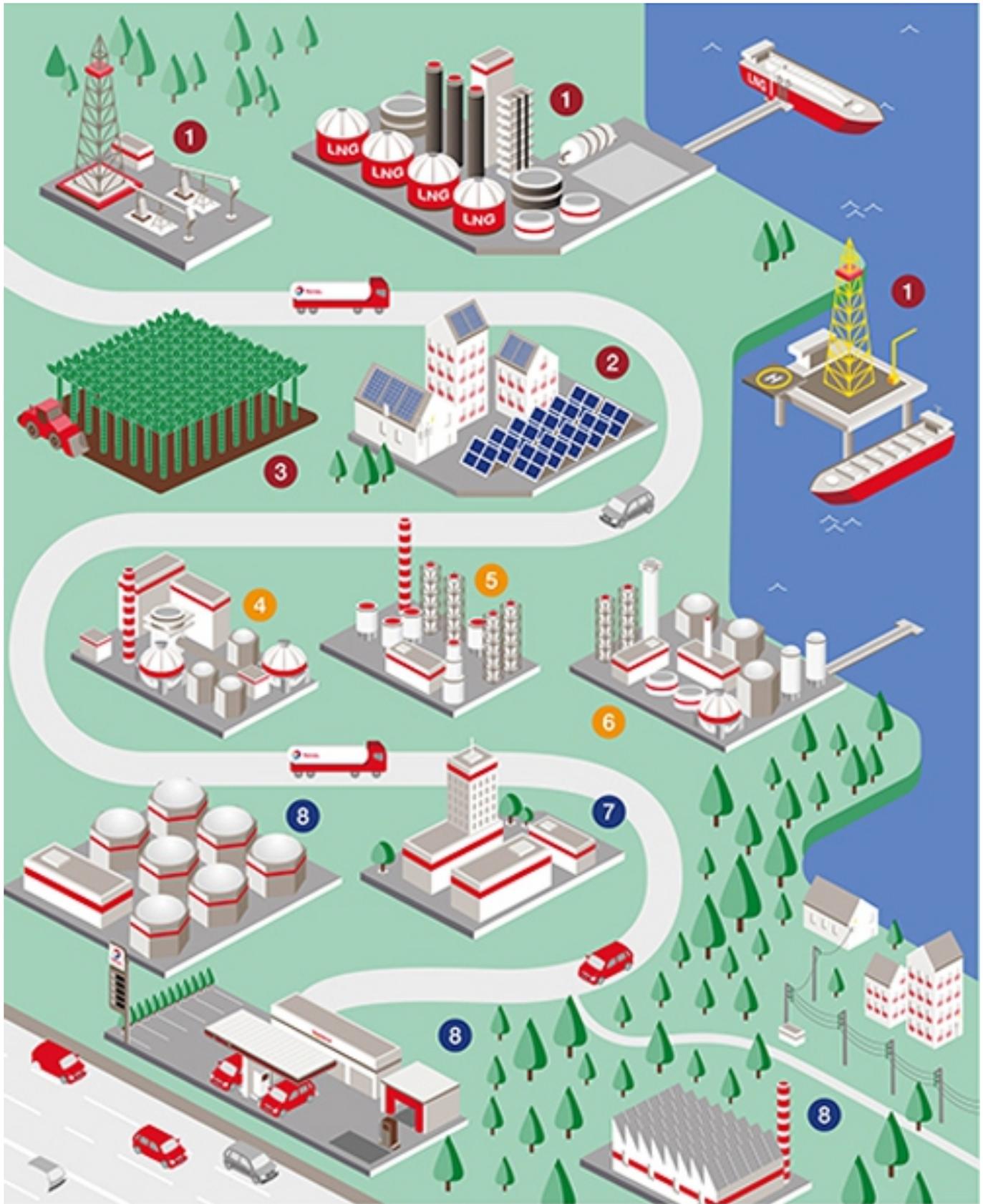
Corporate Social Responsibility (CSR) is one of the major pillars of our corporate culture and part of our way of doing business. At TEPNG, CSR means not just partnership, but also commitment, sustainability and an enduring culture of responsiveness to the needs of our stakeholders.

Our approach to CSR is multi-sectorial and we deploy our interventions in areas of direct need whether in health care, education, infrastructure, capacity building, public enlightenment or support for the environment. The reason for this approach is to ensure that our interventions are meaningful and of direct benefit to the community.

Our focus on creating value for society, the environment, and our business is reflected in the breadth of our CSR achievements in 2017, from investing in healthcare across different regions of the country to environmental protection programmes, capacity development for young entrepreneurs and various education programmes including an initiative helping to develop a new generation of Nigerian university lecturers in partnership with the Massachusetts Institute of Technology (MIT).

In all our operations, including our CSR interventions, we always place the safety of the people and respect for the environment at the forefront because, at Total, safety is a core value. Awareness campaigns on Health, Safety and Environmental protection are therefore always a major aspect of our CSR efforts in various communities.

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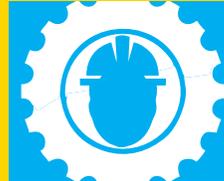
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Introduction



Abiodun Afolabi
Executive Director, Corporate Affairs & Services

Unlike the previous years, for our 2017 Corporate Social Responsibility Report, the Total Group has decided to adopt a new approach to reporting our societal performances.

The new approach is based on three levers, which include:

- 1 Impact management
- 2 Engagement with stakeholders
- 3 Contribution to socio-economic and cultural development.

Impact Management

Under the impact management lever, Total carries out actions intended to identify, avoid, reduce, compensate or repair any negative impact of our operations on the socio-economic or cultural environment. In 2017, we conducted a social impact assessment of some of our CSR programmes in this context.

Engagement with Stakeholders

Here, we take actions geared toward consultations, dialogue and discussions with stakeholders in order to obtain their perceptions, views or good comprehension of our activities or projects. The Stakeholder Relationship Management (SRM+), the various Memoranda of Understanding negotiations, our MIT-Empowering the Teachers conference were actions conducted in 2017 in this category among others.

Contribution to Socio-economic and Cultural Development

These are actions that contribute to the socio-economic development of stakeholders. A major part of our societal expenditure is dedicated to this subject including all our activities on education, health, capacity building and infrastructure development.

Our CSR Report is, therefore, a comprehensive review of our delivery on our social pact in Nigeria and especially where we carry out some of our operations.

As usual, in our report, you will find that our CSR activities are guided by various partnerships we enter into with our host communities through Memoranda of Understanding (MoU) and collaborations with other stakeholders. This is to ensure that our interventions are responsive to the needs of the various societies and groups we work with.

We hope that you would find this report interesting and useful.

About Total Group



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, 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 businesses, leading their markets

Exploration & Production is responsible for our oil and natural gas exploration, development and production activities in more than 50 countries.

Gas, Renewables & Power is developing new, profitable low-carbon businesses and strengthening Total's presence throughout the electricity value chain. It is doing this by expanding natural gas markets through integration across the LNG chain, trading and B2B and B2C marketing; and by growing renewables, led by photovoltaic solar, energy storage and evaluation of the potential of other renewable energies.

Refining & Chemicals is a major production hub, with expertise covering refining, petrochemicals and specialty chemicals. We rank as one of the world's ten largest integrated producers.

Trading & Shipping sells our crude oil production, supplies our refineries with feedstock, charters the vessels required for those activities and is involved in derivatives trading. We are a leading global trader of oil and petroleum products.

Our company is led by
Chairman of the Board of Directors
and Chief Executive Officer

Patrick Pouyanné.

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:

That is what it means to be committed to better energy

We are a leading marketer in Western Europe and the top marketer in Africa.

About Total E&P Nigeria

Total E&P Nigeria Limited (TEPNG), an affiliate of TOTAL S.A., has operated in the upstream sector of the Nigerian hydrocarbon industry for over 50 years and has added about 3 billion barrels of oil to Nigeria's production from 1966 to 2016.

Incorporated in Nigeria in 1962, TEPNG has maintained strong and

steadfast partnerships with the Nigerian Government, the Nigerian National Petroleum Corporation (NNPC) and several indigenous companies, in developing the country's hydrocarbon industry.

TEPNG operates and holds a 40% interest in the NNPC/TEPNG Joint Venture, producing oil and natural gas from several onshore and

shallow water concessions. In addition, TEPNG has non-operated interests in the SPDC-operated joint venture (10%), the Bonga field (12.5%) and the Usan field (20%). Total also has a 15% interest in Nigeria LNG, which operates six LNG liquefaction trains on Bonny Island.

Total Upstream Nigeria Limited (TUPNI) is another E&P affiliate in Nigeria which operates the Akpo field in OML 130 deepwater lease and is currently developing the Egina field, expected to come on stream in 2018 with a capacity of 200,000 barrels per day.

Total is committed to working closely with its host communities in Nigeria and is supporting many projects in the field of health, education, infrastructure and economic development, through its sustainable development and community relations programmes.

Total delivers world class energy solutions, adds economic value to the country, and promotes best practices in safety and environmental protection, business ethics and corporate social responsibility.

With a diverse work force of several nationalities and cultures working together, Total is proud of its contributions to the socio-economic development of Nigeria.

KEY FACTS & FIGURES

At December 31, 2016



2017 CSR PERFORMANCE



Vincent Nnadi
Executive General Manager,
Corporate Social Responsibility

IMPACT ASSESSMENT

Total has been involved in the delivery of Corporate Social Responsibility projects and programmes across Nigeria since its inception. The delivery is guided by its policies and strategies to ensure we are constantly meeting the needs of the people and also ensure sustainability of the projects and programmes.

After many years of CSR interventions, it became necessary to take stock, and so, in 2017, we launched an impact assessment of the projects undertaken by our Deep Water Asset between 2011 and 2016.

The specific objectives of the assessment were as follows:

- Analyse the socio-economic characteristics of Total's CSR projects and programmes

- Determine their effectiveness based on the established goal
- Determine the sustainability of the projects and programmes based on indices of affordability or acceptability, functionality, operability and durability
- Determine any indirect benefits and unintended consequences of the CSR projects and programmes
- Determine programme contributions to local economic development
- Suggest if projects or programmes deserve to be replicated elsewhere
- Make recommendations towards improving CSR projects and programmes of Total aimed at improving its image and reputation amongst its stakeholders and the public in general

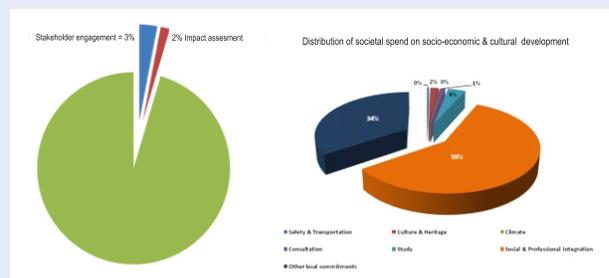
The impact assessment involved qualitative and quantitative data gathering with interviews and discussions with focus groups. A total of 60 projects were covered during the assessment using two consultants, one for the projects and programmes in the northern part and the other for the southern part of Nigeria.

The reports contained far-reaching recommendations; positive, negative and areas for improvement. These recommendations will be considered and will be a guide for future CSR projects and programmes.

Also new in 2017, the CSR Report is now focused on three performance levers, which are impact management, engagement with stakeholders and contribution to socio-economic and cultural development.

PERFORMANCE BY THE 3 LEVERS

The chart below shows that 95% of the societal spend was devoted to socio-economic and cultural development; 3% on stakeholder engagements and 2% went to impact assessment.





A guiding philosophy of our Corporate Social Responsibility

Total believes in developing strong partnerships with stakeholders to ensure that its social interventions reflect real needs and are accepted by the benefitting communities in various regions across Nigeria.

MoU Partnership Agreement with Egi Community

The Egi clan is host to Total's onshore oil and gas processing and production facilities in our OML 58. The Independent Power Projects and the Upgrade projects are also in OML 58.

Total's over 50-year old relationship with the Egi Community marked another milestone with the successful renewal of Memorandum of Understanding partnership agreements in 2017. The new re-negotiated partnership agreements integrated critical social-economic development indicators.

The impact of this new 5-year Development Partnership Agreements will be realised through key assessment areas:



The MoU signature ceremony was witnessed by the leaders of Egi land, members of the Rivers State House of Assembly and other representatives of the State Government

Total partners Rivers State on Environmental Sustainability

Scientists have long identified human activity as a cause of environmental degradation. Protecting the environment is, therefore, critical to preserving livelihoods and sustainable development.

Coming on the heels of United Nations celebration of 2017 World Environment day, the Rivers State House of Assembly organised a 2-day Port Harcourt Environment Summit in June with the topic, "Our Environment, Our Heritage: Environmental Sustainability in Rivers State - A Right for All."

The aim of the event, which attracted members of the diplomatic corps, international oil companies, the academia, environmental interest groups and government officials, was to emphasise the need for continued protection of the environment and its sustainability.

Total participated in the Summit through the presentation of papers and exhibitions.

Support for Rebuilding the North-East requires all hands on deck

The North-eastern states of Nigeria have experienced the devastation of insurgency in the past eight years. As part of its contribution towards the post-conflict rehabilitation efforts in the region, Total in Nigeria is investing in the construction of four specialist hospitals.

Two of the hospitals are sited in Borno state which has been worst hit by the insurgency. Other benefitting states are Yobe and Adamawa.



Partnerships with Nigerian Universities

Total is taking a regional approach in its partnership with local universities, three of which have entered into agreements with Total for various activities:



University of Port Harcourt:

An on-going research on Production, Reservoir & Drilling Engineering. Research on Barytes-in-place in Southern Nigeria is also on-going.



African University of Science & Technology Abuja:

Total took charge of equipping a research laboratory to be known as "Total Laboratory". Research on Barytes-in-place in Northern Nigeria is also on-going at AUST.



Lagos Business School, Pan Atlantic University:

An Impact Assessment on Egi Electricity has been proposed and climate awareness initiatives are also being discussed.

MIT Empower the Teachers Programme

The objective of the MIT-Empowering the Teachers (MIT-ETT) programme is to enable outstanding young Nigerian faculty in science & engineering to collaborate with faculty at Massachusetts Institute of Technology (MIT) in developing new curriculum and teaching methods that adopt MIT's emphasis on the problem solving approach and developing entrepreneurial attitudes among students.

The selected faculty spend one semester at MIT, observe teaching methods in their fields, attend

weekly fellows seminars, design changes to be implemented in Nigeria and prepare new syllabus for the modified course.

Back in Nigeria, the lecturers are to give seminars on their MIT experience, plan and teach the modified courses, share resources, attend yearly meetings of the fellows, and have a monthly follow up by an MIT professor, who is also the key facilitator of the programme.



Francis Idachaba - Covenant University, Olumide Obe - FUTA, Nnamdi Nwanze - Bells University, Kayode Ayodele - OAU, Kenneth Okedu - UniPort

Institute of Petroleum Studies

The IPS is the result of collaboration between Total, the Institute Français du Pétrole (IFP) and the University of Port Harcourt in 2003. The Institute was born out of the need for a higher level educational facility that would provide Nigerian students not only with theoretical principles but also the practical skills to meet the highly specialized needs of the oil and gas industry.

In addition to the above, Total regularly engages with other stakeholders in the execution of its CSR initiatives in areas like Health, Safety and Environmental protection, skills acquisition, sports, training and enterprise development.

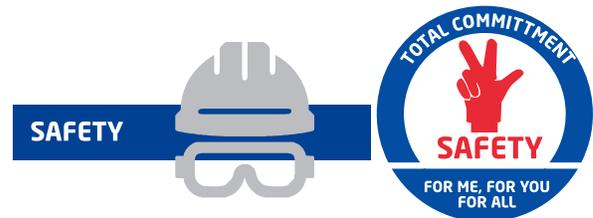


Health, Safety & Environment

Safety is not just a major Sustainable Development Goal (SDG) for us at Total, it is our core value. Our staff and contractors see HSE as a personal responsibility and work hard to ensure everyone on our sites goes home safe and that any environmental footprints due to our operations can be erased. As a socially responsible company, we constantly monitor the possible impact of our activities on the society and environment and take immediate preventive and remedial steps when necessary.

Total had a successful year in 2017 with respect to Health Safety Environment and Quality, as reflected in the achievement of our 'Target Zero' objective of - No Fatality, No Major Industrial Accident.

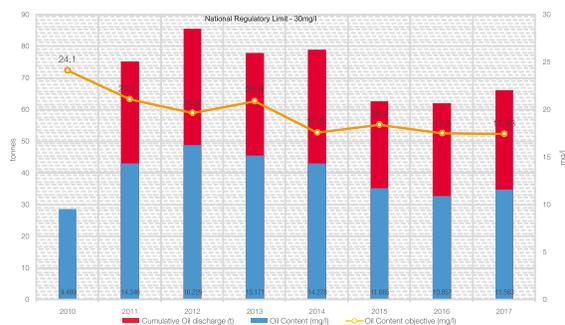
HSE KEY PERFORMANCE INDICATORS



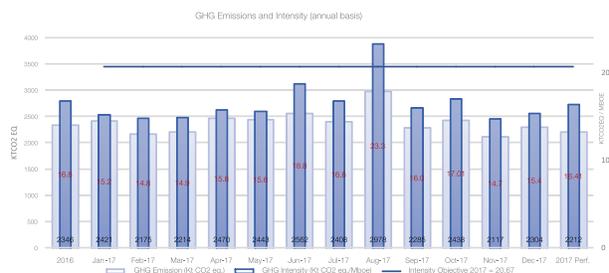

Environment

Total recorded reduction in gas flaring and greenhouse gas emissions intensity in 2017. Oil content in produced water discharge was considerably less than the set objective as statutorily required.

TOTAL PETROLEUM HYDROCARBON (TPH) TREND



2017 GREEN HOUSE GAS EMISSIONS AND INTENSITY



Perfect Day Campaign

The Perfect Day Campaign is aimed at improving our operational performances. During the course of the campaign, entire workforce was encouraged to set their criteria for “perfect days”, thereby developing a culture of analysis and observation of risk situations.



Total Golden Rules

Total has designed a set of safety rules known as the “12 Golden Rules”. The rules help us to avoid accidents in the course of our operations. They were rephrased in 2017 to make them simpler and personal. The new version in “Musts” and “Must-Nots” provides a clearer and more accurate application of the golden rules.

TOTAL'S GOLDEN RULES	
1 High-risk situations	7 Powered systems
2 Traffic	8 Confined spaces
3 Body mechanics and tools	9 Excavation work
4 Protective equipment	10 Work at height
5 Work permits	11 Change management
6 Lifting operations	12 Simultaneous operations or co-activities

Marine Contractors Forum

The Marine Contractors' Forum presented a platform for sharing knowledge and ideas, with emphasis on Group and industry best practices. Learning from experience by reviewing past incidents, transparency, communication, sharing of information, trusting in leadership and not punishing errors, were highlighted at the forum.



Stop Cards

The use of stop cards to intervene whenever unsafe behaviours, practices and conditions are observed at all work locations within Total, was reinforced all year round.



Other 2017 HSEQ Highlights:

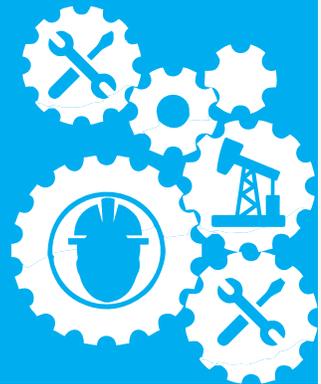
Major LTI-free milestones achieved:

8 years on Akpo FPSO	3 years on OML 99, Onne Site & Lagos Office
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Transition certificate to ISO 14001-2015 Certification for all JV offshore & onshore Sites, and Lagos Office.

Nigerian Content Development

Reducing inequality within and among countries starts with promoting inclusive and sustainable economic growth, productive employment, and decent work for all. Towards achieving these Sustainable Development Goals (SDGs), Total made significant progress in 2017, as with previous years, through its contributions to local content development in the Nigerian oil and gas industry.



Our Approach to Local Content

Long before the Nigerian Oil and Gas Industry Content Development Act was passed in 2010, Total in Nigeria had already embarked on several Local Content related Capacity Development initiatives as part of its investment strategy. Since then Total has partnered with the Nigerian Government, its agencies, indigenous companies and other stakeholders in the industry to achieve this objective.

This commitment was highlighted by various speakers at the Nigerian Content Seminar held during the 2017 Nigeria Oil and Gas Conference and Exhibition in Abuja, where, Total's Egina Project, was described as the "Flagship of Nigerian Content".

Evidence of Our Commitment

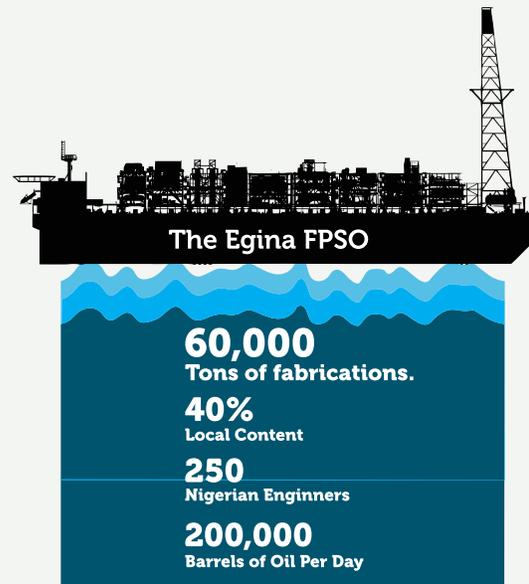
Being the first major deepwater development project launched after the enactment of the NOGICD Act, Egina has the highest level of local content of any such project in Nigeria.

A total of 60,000 tonnes of equipment was fabricated in Nigeria. This includes the fabrication of six FPSO topside modules, which is the highest number ever fully fabricated and integrated in Nigeria. It also includes the fabrication of the largest subsea equipment (manifolds and risers) ever completed in Nigeria, far above what was achieved in previous projects, and the execution of several other major components.

The Egina project also facilitated the construction of several large-scale new fabrication facilities in-country, including Africa's first 502-meter long FPSO integration quay, the upgrade of several existing fabrication yards, and the use of locally made paint on the FPSO. Egina project has generated employment that translates into more than 24 million man-hours worked in Nigeria (about 77% of total project workload), equivalent to a workforce of 3,000 persons on average during five years.

There have been over 560,000 man-hours of human capacity development training across Egina contracts involving 250 Nigerian trainees.

In the operation phase, Egina will add 200,000 barrels of oil per day to the production of the country,



which is approximately 10% of Nigeria's current total capacity. This will significantly increase the income accruing to the Nigerian economy. Egina Project has also developed the capacity of local contractors and will continue to provide direct and indirect employment to several professional engineers as well as skilled and semi-skilled personnel, thus fulfilling the aspirations and objectives of the Federal Government of Nigeria in terms of employment generation, capacity building and industrial capability development.

Delivering even more with Ikike Project

Another example of Total's commitment to Local Content in Nigeria is the Ikike Project. The Ikike field is a shallow-water offshore project expected to deliver 32,000 barrels of crude oil production per day and 3.5 million cubic metres per day of gas.

An estimated 700,000 man-hours or 80% of the total man-hours on the project is expected to be contributed by Nigerians and Nigerian-based companies.

The company's continuous inclusion of Local Content in its day-to-day activities is therefore a model for equitable redistribution of the earth's commonwealth.



32,000
barrels of crude oil production



3.5 Million
cubic metres of gas per day



700,000 Man hours
By Nigerians & Nigerian based compaines



Fabrication of FPSO Topside Modules



Fabrication of Production Manifold Module at Aveon Yard in Port Harcourt



Buoy relocation to paint shop at AVEON Port Harcourt

TOTAL's contribution to the Nigeria Content covers these following areas





For society to advance beyond its present levels, human capacity development and appropriate deployment play pivotal roles. Human Resources, therefore, remains at the centre of Total's policy implementations.

People Development

Total's strength and business success is sustained by its ability to retain a competent, innovative and professional workforce. On a continuous basis, employees are encouraged to develop cross - functionally, obtain in-depth understanding of the company's current and future businesses, as well as pursue career and personal aspirations. Local and international career opportunities are made possible within the group and third-party affiliates and partners. The company currently has 87 Nigerians on different assignments across the globe. We have a pool of multi-disciplinary talent of technical oil and gas specialists, who operate seamlessly from anywhere in the world.

Local Content And Capacity Development

Total continues to ensure that its partnership with host communities for capacity development is inclusive. Despite the oil and gas industry challenges worldwide, local vendors are engaged to run professional, management, and leadership development training programmes to meet local targets. In 2017, Total offered industrial attachment opportunities to university undergraduates under the government's Student Industrial Work Experience Scheme (SIWES). Internship opportunities were also given to graduates from Lagos State tertiary institutions under the Ready-Set-Work initiative of the Lagos State Government.

Total has enabled Nigerians to work on different assignments across the globe

Ready Set Work

An initiative of the Lagos State Ministry of Education

Training of Third Parties

In line with our joint venture agreement with the Nigerian National Petroleum Corporation (NNPC), Total contributes to the competency development of its partner staff. In 2017, partner staff participated in management and leadership development courses, which represents 10% of the company's training plan.



The Diversity Roadmap

In 2017, our Diversity Action Plan was again geared towards reducing inequality within and beyond our communities. One of the devices in our toolbox is the Diversity Roadmap.

The Diversity Roadmap is a reference point and Total Group's business strategy to consciously focus on specific targets to build a diversity culture. It is chartered in six levers, which include Sourcing & Recruitment; Integration & Training; Career Management; Management Competencies & Total Culture; Internal & External Communication as well as Business Case and Governance for Diversity. As a socially responsible company, we take great care to ensure that our recruitment opportunities are inclusive and that selection is based on merit.

Recruitment, Manpower, Planning and Development

Despite a lull in the oil and gas industry, 2017 saw the resumption of our recruitment process. Total looks forward to building greater capacity for a diverse pool of human resources in the coming years.





As a responsible corporate citizen, Total integrates the educational needs of the society into its CSR strategy.

Converging Change Agents

2017 was the year to celebrate five years of inspiring innovation through the MIT-ETT programme.

The MIT-ETT is a teaching-focused fellowship, offered by MIT-AFRICA.

In partnership with NNPC and Total, the MIT-ETT enables Nigerian faculty in science and engineering to experience a semester at MIT. Selected fellows observe instruction in their disciplines and work as a group under the guidance of an MIT faculty member to prepare innovative curricula and approaches to teaching that can be introduced into their home universities on their return. They will also receive some support towards career advancement.

According to MIT, the ultimate goal is to reform the current curricula using new materials, approaches and methods that exemplify the best of MIT's practices: problem-solving, student-centred, innovation and bringing knowledge to bear on the world's greatest challenges.

So far, over 50 Nigerian lecturers have been sponsored to MIT since 2010. The 2017 ETT summit presented an opportunity for the Nigerian MIT Fellows to network and share ideas on the educational development of the Nigerian universities.

The MIT-ETT programme is a long term partnership with Total that promotes the introduction of new teaching methods in Nigerian universities.



Development of Professional Skills at IPS

Total in Nigeria has also demonstrated its commitment to local capacity building through the establishment of the Institute of Petroleum Studies (IPS). The IPS has firmly established itself as the flagship centre of academic and research excellence in Petroleum Engineering education in the country and far beyond.

The IPS is the result of collaboration between Total, the Institut Français du Pétrole (IFP) and the University of Port Harcourt in 2003. The Institute was born out of the need for a high level educational facility that would provide Nigerian students not only with theoretical principles but also the practical skills to meet the highly specialized needs of the oil and gas industry.

In 2017 Total celebrated the 14th induction ceremony of the IPS. This anniversary of the institute also graduated the 9th Batch of Post-Graduate Diploma holders in Petroleum Technology (PGDPT) and inducted 23 MSc. graduates in Petroleum Engineering & Project Development.

Total is proud that after 15 years, the IPS has exceeded the expectations in contributing to the pool of local talents in Nigeria's oil and gas sector. Since its inception, the Institute of Petroleum Studies has graduated 468 petroleum engineers making remarkable contributions to the industry.



468
IPS Graduates
as at 2017
(Petroleum Engineers)

Illiteracy amongst adults is just as detrimental as illiteracy amongst the youth. In a bid to reduce illiteracy amongst adults in our host communities, Total facilitated the Adult Teachers Development Workshop in Ikot Abasi, Akwa Ibom State. No fewer than 154 Adult Literacy Teachers were empowered under the programme.



Scholarships to unlock the future

Education is the key to any meaningful development and Total will continue to demonstrate its commitment to the educational advancement of its host communities through provision of scholarships.



Promoting Universal Literacy in Schools

Despite the progress made towards promoting universal literacy, millions of people remain illiterate in Nigeria. An overwhelming majority of them are enrolled in secondary schools.

As part of efforts to address this situation, Total demonstrated its commitment towards the educational development of the Nigerian student, through donations of science textbooks, computers and other accessories to secondary schools in three states of South-eastern Nigeria. Benefitting schools include Comprehensive Secondary School, Oginigba Port Harcourt, Rivers State; Evangel High School, Umuahia, Abia State and Obazu Girls Secondary School, Mbieri, Owerri, Imo State.



In 2017, Total's goal within the SDG to 'Ensure healthy lives and promote wellbeing for all at all ages' encompassed HIV/AIDS advocacy for schools, Palliative Cancer Care training, Free Mass Health campaigns, HIV/TB sensitization programmes and malaria control Interventions.

HIV/AIDS Advocacy Prepares Secondary School Children For Safer Health

No fewer than 450 students drawn from three secondary schools in Agege Area of Lagos State participated in the 2017 HIV/AIDS Awareness Campaign to mark the 2017 World AIDS Day in Lagos. The Nigerian Business Coalition Against AIDS (NiBUCAA) facilitated the campaign. Other partners with Total on the campaign were PETROBRAS, SAPETRO AND CNOOC.

The theme for the 2017 World AIDS Day was, "Right to health". At Total, the belief is that children have the right to education and good health. Participants from Sanngo Senior Secondary School, Keke Senior High School and Dairy Farm Senior Secondary School who were targets of the campaign, participated in quizzes, dance competition and interactive sessions to test their ability and knowledge on HIV/AIDS. Toolkits to educate the students at each of the secondary schools were presented to representatives of the schools.



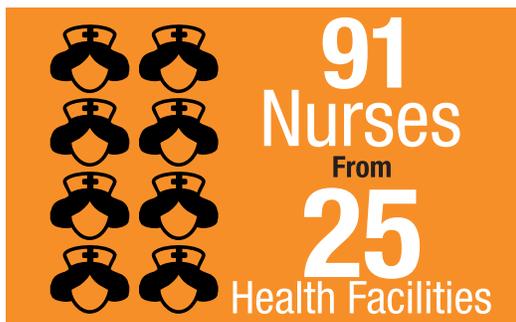
Palliative Cancer Workshop Retools Health Service Providers in Lagos

According to the World Health Organisation (WHO), cancer is the second leading cause of death globally. In Nigeria, cancer leads to over 72,000 deaths per annum.

However, cancer is more likely to respond to effective treatment when identified early. Despite this insight, experts say Palliative Cancer Care is almost non-existent in Nigeria.

In 2017, Total and its partners advanced the Palliative Cancer Care training through the sponsorship of 91

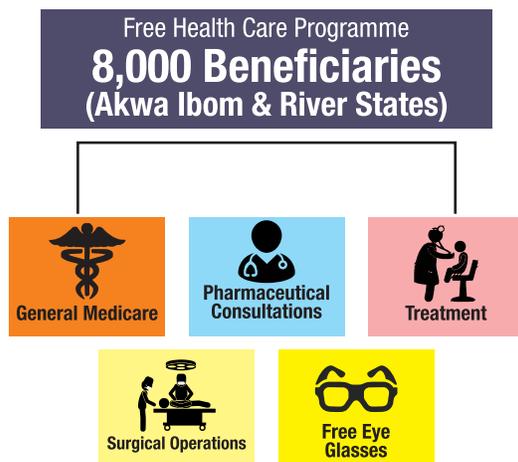
doctors and nurses from 25 health facilities in Lagos. It was the first of its kind. The workshop integrated knowledge on the provision of physical, social, psychological and psychotherapeutic counselling for cancer patients.



Free Health Care Programme in Rivers and Akwa Ibom

In a 2-week programme held in Ikot Abasi, Akwa Ibom State and Ahoada communities of Rivers state, over 8,000 beneficiaries received free health care.

The highlight of the programme was the commissioning of the Children's ward at the Ikot Abasi General Hospital renovated by Total.



Co-founder of The BRICON Foundation, Dr. Niyi Adekeye and Ms. Abigail Simon Hart, a cancer survivor and the representative of the Lagos State Commissioner for Health and Cancer Control Coordinator, Lagos State Ministry of Health, Dr. Abosede Wellington

HIV/TB Prevention among Traders and Students

Total Group in Nigeria (Upstream and Downstream) concluded a two-week long sensitisation campaign in Onitsha, Anambra State as part of a strategic plan to achieve zero new infection rate of the Human Immunodeficiency Virus/Tuberculosis in the country.

The Joint United Nations Programme on HIV/AIDS (UNAIDS) 2016 Report highlighted that 36.7million people globally were living with HIV. About 70% of this global figure is in Africa, where less than 29% of the population know their HIV Status.

Encouraging Voluntary Counselling and Testing (VCT) among the Nigerian population, is key to informed Strategic Plan to arrive at zero new infections.

DELIVERABLES

- 4 DAYS Training** of 25 Total service station attendants (drawn from six towns in the state as Peer Educators)
- Two weeks free HIV VCT to members of the public in five towns; Awka, Ekwulobia, Ihiala, Nnewi and Onitsha (six VCT Points per Town), in collaboration with the State Agency for Controls of AIDS (SACA).**
- 12,116 Persons (Males-6257, Females-5859) benefitted from the free VCT far above the Project Target Reach of 10,000 Persons.**

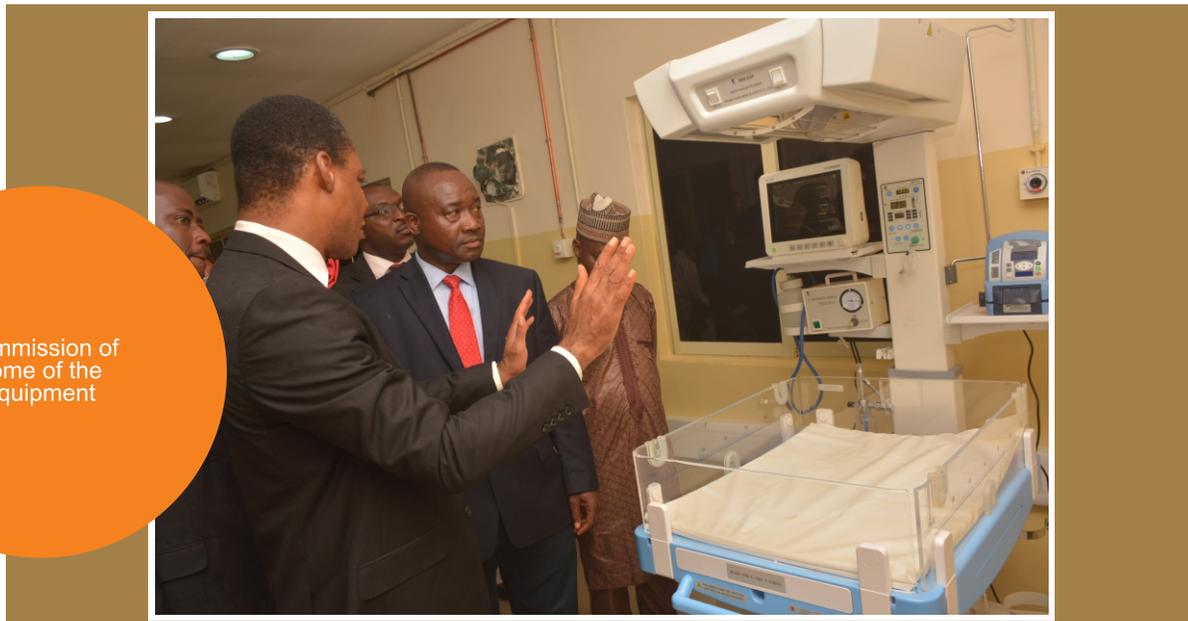
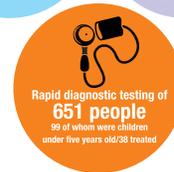
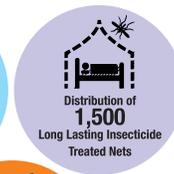
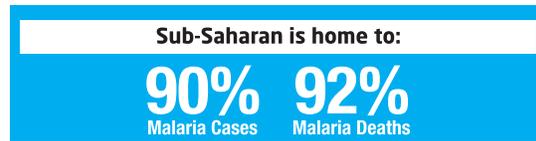
Fight against Malaria in Ogun State

Increased malaria prevention and control measures have led to a 29% reduction in malaria mortality rates.

As part of concerted efforts by stakeholders to eradicate the scourge of malaria, Total invested in training health workers, who will in turn educate, test and treat those infected by malaria. The goal in 2017 was to ensure that standard health care was delivered to people of Abeokuta in Ogun State.

During the campaign Total also donated Long Lasting Insecticides Treated Nets (LLITN), malaria test kits, as well as anti-malaria drugs for the treatment of infected people.

At Total, the watchword, when it comes to health, is prevention, because it is not only cheaper, but eliminates life-threatening complications. A healthy people make a wealthy nation. This belief has propelled the company to sustain its efforts in providing support for both preventive and curative health care delivery policies despite the challenging business environment and falling crude oil prices.



Life Support

Equipment upgrade helps hospital secure accreditation in Ebonyi State.

The Nigerian National Petroleum Corporation (NNPC), Total and its OML 130 Partners carried out rehabilitation work and donated medical equipment to a medical centre in Abakaliki Ebonyi state, and specialist hospital in Irrua, Edo state.

Equipment donated includes Paediatric suction machines, Incubators and Infusion delivery equipment.

The upgrade of the hospital unit in Ebonyi state in particular impacted positively on the hospital's ability to secure a five-year accreditation.



Total empowers a new generation of entrepreneurs

Over the years, Total has contributed significantly to the achievement of the United Nations' Sustainable Development Goal regarding poverty. In executing its programmes, the company recognises that tackling the menace of poverty does not end with hand-outs. It is against this backdrop that Total invests in enterprise development interventions under its

TotalPreneur programme which includes initiatives like the Entrepreneurship and Skills Acquisition for Youth (ESAY) which is spread across the country, a 3-months residential training in Agriculture and Catering which holds in Osun State and Fashion design trainings in Lagos State.

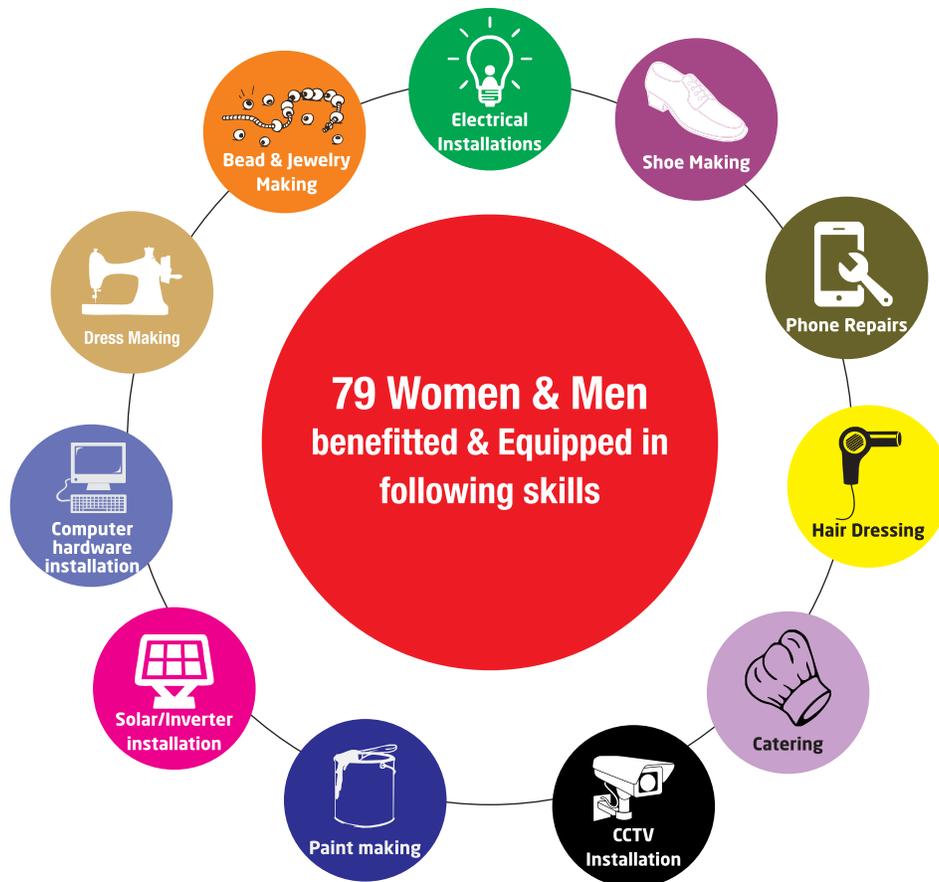
The ESAY Programme

The ESAY programme is one of Total's key entrepreneurship development strategies targeted at young people across the nation's geopolitical zones.

The 2017 edition of the programme which held in Abuja, Lagos and Rivers States empowered 79 graduates in various vocational skills. This was part of a larger entrepreneurship initiative implemented nationwide by Total in partnership with development agencies.

Despite prevailing economic challenges of the year a new generation of entrepreneurs is emerging in Nigeria and Total is proud to be associated with this development.

Abuja - CBD	Goza	Lagos	Rivers - Port Harcourt	Oyigbo	Delta (Ugheli)	Osun	Benue
Computer Hardware installation Inverter installation Paint making	Catering Dress Making Tiling Bead Making	Electrical Shoe Making Phone Repairs Dress Making Bead Making	Catering Dress Making CCTV Installation Barbing Shoe Making	Catering Paint making Dress Making			
Planned for 2018							



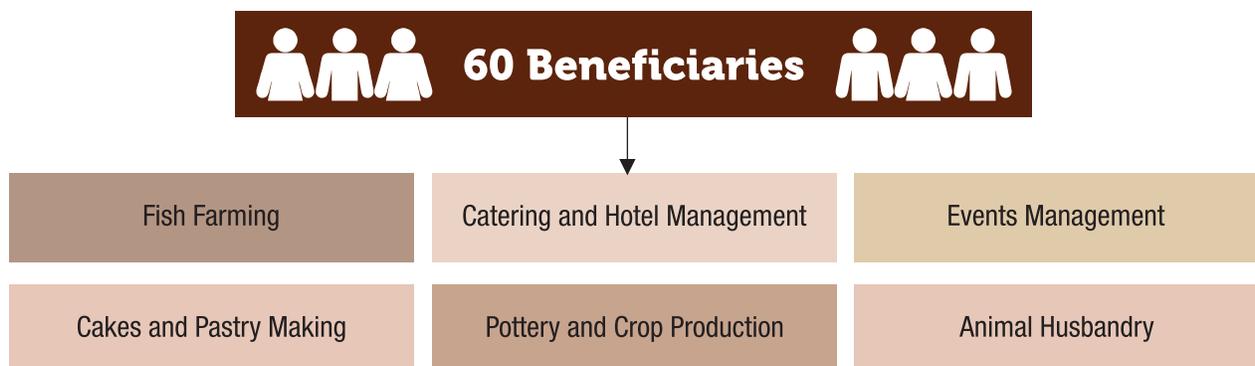
60 young Entrepreneurs trained and equipped in Agric and Catering

The second batch of beneficiaries for Total's specialised residential entrepreneurial capacity development initiative under the TotalPreneur programme graduated in 2017. The graduation ceremony was held at the Offa Centre Institute of Agriculture, Oluponna, Osun State, where the programme is domiciled.

months, 30 young Nigerians were trained in fish farming, animal husbandry, pottery and crop production while the other 30 received training in catering and hotel management, event management, cakes and pastry-making. All beneficiaries received training on business management, computer operation, accounting and marketing.

The 60 candidates of the programme were selected from across geopolitical zones of Nigeria and during the course of the programme which lasted three

In Total's usual culture, awards and starter packs were presented to all successful beneficiaries.



Motivating SMEs for Innovation

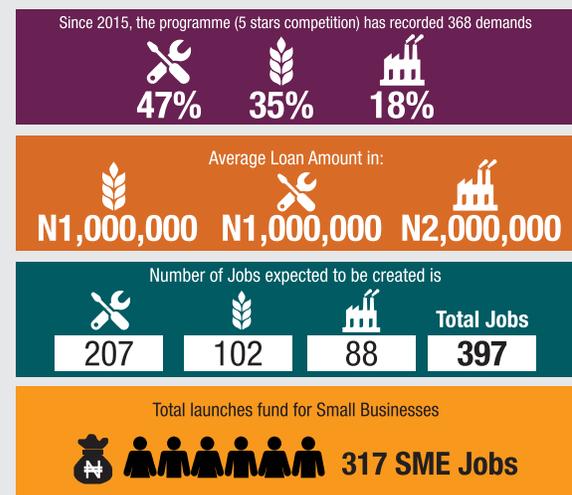
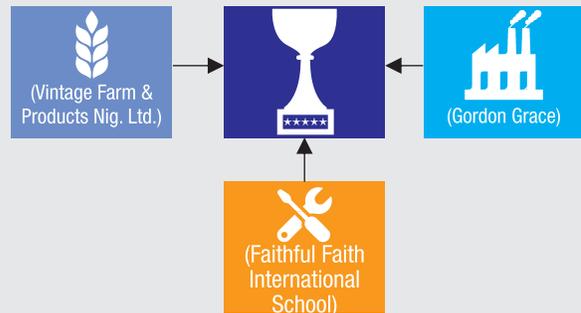
Beyond training, the capacity development of entrepreneurs requires creativity and innovation for funding. To compliment government's efforts, Total created an avenue for SMEs to secure business support, including loans.

It is in this regard that Total created the "Five Stars Competition". This initiative inspires innovation by encouraging healthy competition amongst entrepreneurs. To qualify for this support, candidates are required to demonstrate an expansion project that has the potential to generate long-term employment.

The funding initiative targeted host community entrepreneurs with business plans to develop their enterprises.

The 2017 episode delivered expected outcomes as contestants put in their best to win the coveted prizes. Winners emerged in three categories of agriculture (Vintage Farm & Products Nigeria Limited), services (Faithful Faith International School) and industry (Gorden Grace).

The Five Stars Competition





COMMITTED TO HUMAN CAPACITY DEVELOPMENT

250+

Through the Human Capacity Development programs on Egina Project more than 250 Nigerians have been trained.

www.nigeria.total.com

PROJECT PARTNERS:



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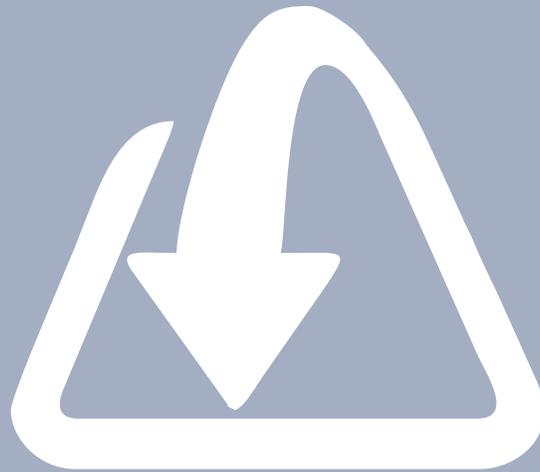
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**FLIP OVER
FOR TOTAL
NIGERIA PLC
SUSTAINABILITY
REPORT**



DELIVERING SUSTAINABLE ENERGY SOLUTIONS



2017 SUSTAINABILITY REPORT

TOTAL NIGERIA PLC



Committed to Better Energy

Scope and Boundaries

The 2017 Total Nigeria Plc sustainability report focuses primarily on our local operations which add value to the lives of our host communities and Nigeria at large.

Our steadfast commitment to safety and respect for the environment; our vision of working for shared values and development; and the sustainable development of resources ensure that we maintain mutual co-existence with our host communities and stakeholders at large.

This report which covers aspects that are material to our stakeholders also aims to present our audience with our sustainability strategy, societal actions and how we manage them in relation to our business activities.

Our stakeholders include but are not limited to host communities, shareholders, suppliers, contractors, government agencies, regulatory authorities, NGOs, schools and the civil society.

This report has been prepared “in accordance with the G4 sustainability reporting guidelines” of the Global Reporting Index (GRI). We did not implement an external materiality assurance, the report however considered the basic steps towards ensuring the presentation of a rich and consolidated perspective of our sustainability performance for 2017. A few indices were also influenced by the United Nations Global Compact principles (UNGC).



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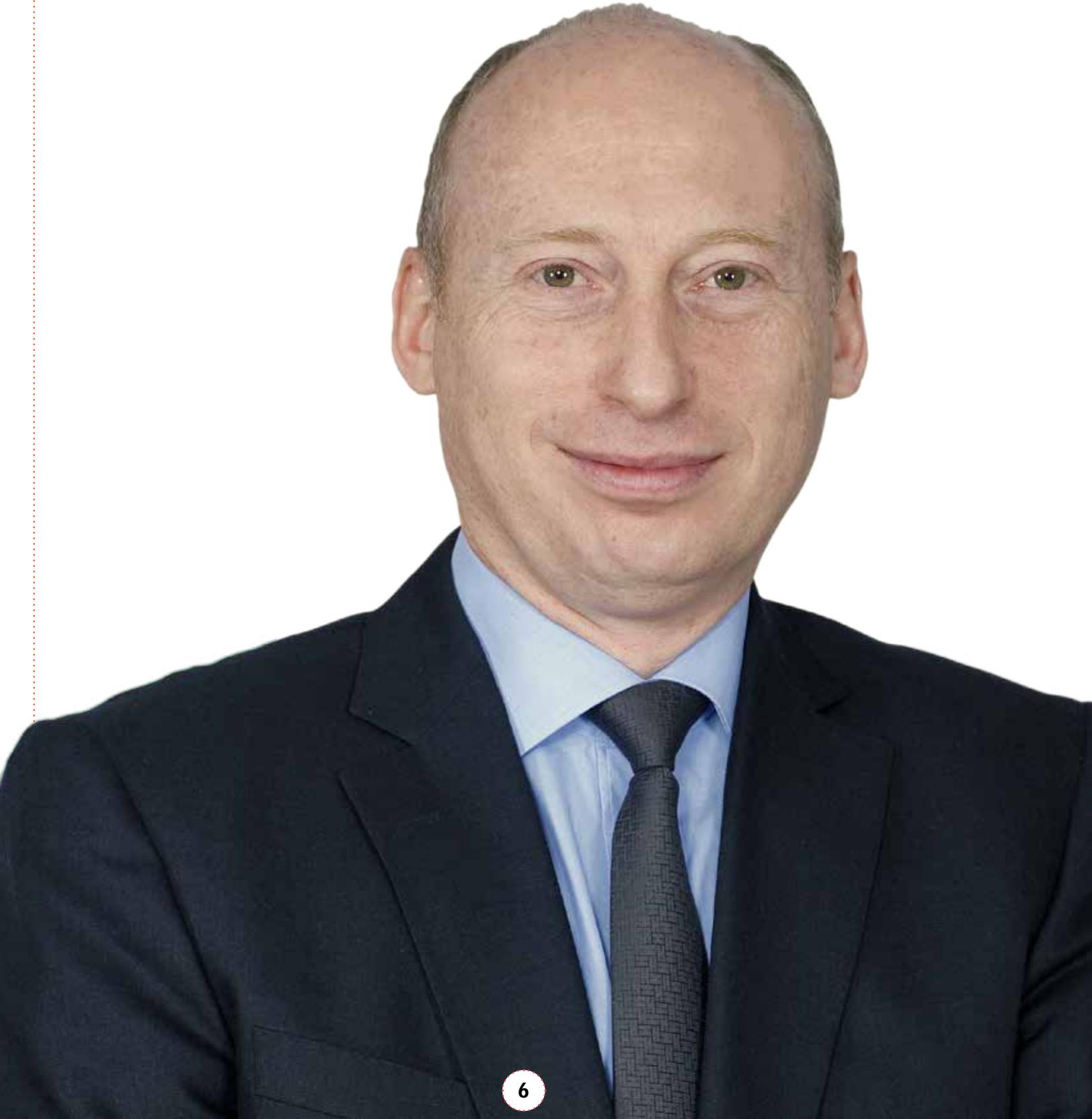
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Chairman's Statement

Stanislas Mittelman

We remain focused and committed to customer satisfaction, quality service delivery, stakeholder inclusiveness and commitment to safety as well as the environment, all towards the achievement of a sustainable future for generations yet to come.



Supplying affordable energy to a growing population, addressing climate change and meeting new customer expectations are the three main challenges Total must meet as a global energy major.

That is what guides what we do. With operations in more than 130 countries, we are a top-tier international oil and gas company. We are also a world-class natural gas operator and a global leader in solar energy through our affiliate, SunPower.

Our activities span oil and gas production, refining, petrochemicals and marketing. Demonstrating their commitment to better energy, our employees help supply our customers worldwide with safer, cleaner, more efficient and more innovative products and services that are accessible to as many people as possible. Our ambition is to become the responsible energy major.

Our societal approach strategy to CSR includes initiatives undertaken by our company in order to better integrate our activities into the societal context of our host communities notably by contributing to their human, environmental, economic and social development. It helps create measurable and lasting values for our stakeholders. This also means our CSR initiatives must be implemented in a climate of respect, listening, continuous dialogue and transparency with our stakeholders.

As a multinational organization, we adhere to international best practices and ensure quality and standardization in all our operations and production processes. These range from our depot operations to our plants activities and quality service delivery at our over 560 service stations spread across Nigeria. As an energy company poised to continually research into the needs of our customers and ensure satisfaction, we recently launched a fleet of new trucks. This truck acquisition scheme further empowers local transporters and increases safety compliance while reducing transport incidents.

Total also became an official sponsor of the African Cup of Nations in partnership with the Confederation of African Football (CAF). This was to reinforce our already strong roots and commitment to Africa.

Sustainable innovation has become an integral part of our strategy. With more solar energy investments across Nigeria and the solarization of our stations nationwide as well as innovative digital solutions, we make within easy reach, affordable clean energy and digital solutions to the Nigerian population.

We can proudly state that despite stringent economic conditions over the past years, we have strived to sustain a good performance and the confidence of our shareholders. Our market share of 13.6% ensures our leadership position is intact. Our fixed operating cost target for 2017 was met and shareholders' confidence boosted. Our strong financial performance has been underpinned by our innovative streaks in the areas of renewable energies and digital business solutions.

We can proudly state that despite stringent economic conditions over the past years, we have strived to sustain a good performance and increase the confidence of our shareholders.

Safety is consistent with our ambition of the sustainable development of our businesses.

It is noteworthy to mention that in 2017, our total recorded injury rate was zero, a result of the commendable performance from all stakeholders supported by the company's 12 golden rules and Stop Card safety initiatives.

These are aimed at reducing to zero, the number of accidents/incidents at our facilities and environment. Total is poised to do even more to contribute to the development of

Nigeria and Africa, with the goal of becoming the Responsible Energy Major that meets the highest environmental and safety standards. That is one of the numerous ways that we are Committed to Better Energy.

We remain focused and committed to customer satisfaction, quality service delivery, stakeholder inclusiveness and commitment to safety as well as the environment, all towards the achievement of a sustainable future for generations yet to come.

Managing Director's Note

Jean-Philippe Torres

Energy in whatever form is an essential driver of development because it facilitates access to education, communication, information, and improves living standards.

I am glad to introduce the Total Nigeria Plc 2017 sustainability report to our various stakeholders. In this report, we present to you the various sustainable ways in which we work with our communities through shared perspectives. We achieve this by providing access to energy, health, education, social economic development while also improving safety awareness and consideration for the environment.

At Total, we believe in building strong partnerships for sustainable development. This forms an integral part of our corporate philosophy which is central to all our decision making processes. Our choice of a societal approach to corporate social responsibility aims at fostering relationships with our stakeholders through structured and constructive dialogue, and addressing the identified need areas. This helps us to better understand our stakeholders' expectations, and where legitimate, meet them.



Capacity building provides more sustainable contributions to the economic and social development of communities. It is on this premise and in line with our Group policy on support to local and socio-economic development that Total Nigeria Plc deployed the Skills Acquisition Program (SAP) in our Koko, Makera and Kakuri host communities. Through this sustainable youth development scheme we train less privileged youths of these communities in vocations of their choice. Since its inception in 2006, the program has empowered hundreds of beneficiaries, with several currently undergoing training.

For economic empowerment, we have organized a Startupper Challenge where the top three young entrepreneurs were supported and coached to incubate their sustainable innovative business ideas. In addition, the Total Lead Dealership Scheme aims at growing young station attendants through the ranks to become dealers and business owners.

Our quest to contribute to the improvement of Education and welfare of the youth in our society birthed an initiative called the Total Job Shadow. This program aims at exposing senior secondary school students to actual work environments to guide their future career decisions. The Total Graduate Internship scheme aims at harnessing talents and ensuring job placements while the Total Scholarship scheme aims at providing educational support to students of our host communities.

Socially, we directly sponsor four houses at the SOS Children's Villages across Nigeria, paying fully for the Tuition, Feeding and Clothing of 40 children annually. In tandem with this is the Mentor-a-Child programme where the sponsored children have a Mentor-Mentee relationship with Total employees.

Total Nigeria Plc in synergy with Total Exploration and Production (Total E & P) is also actively involved in efforts to end HIV and AIDS on the African continent. We do this through an annual preventive education awareness campaign on HIV/AIDS where the synergy provides HIV/AIDS Testing Services (HTS). This campaign has been taken to 21 states of the Federation including the Federal Capital Territory

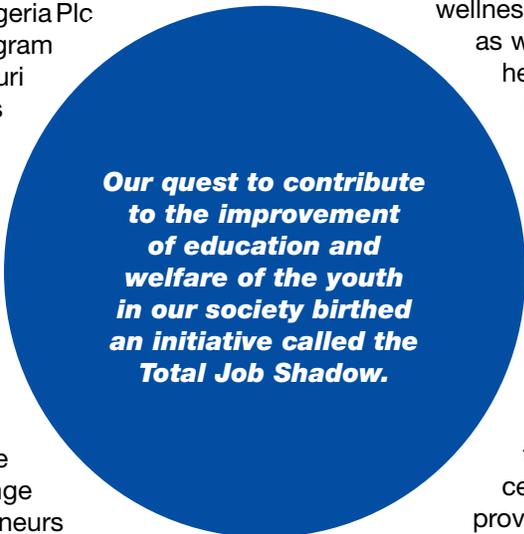
Abuja with Delta and Anambra states being the most recent beneficiaries. Our Malaria initiative addresses preventive health care awareness creation, capacity building for health workers and other wellness activities to our communities as well as that of employees. This health program is also executed in synergy with Total E & P.

Our commitment to Safety cannot be over-emphasised. Some of our safety initiatives include the Road Safety Program for school children aimed at ensuring safer roads for the Nigerian child. We also have the Total Truck drivers training school and Track center located in Ibadan which provides practical and safe drivers training sessions, not only for Total truck drivers, but to all Nigerian drivers who may require the training.

Total Nigeria Plc pioneered the solar powered service stations in West Africa starting with our Onigbagbo solar station in Lagos, Nigeria in 2014. Since then, we have rolled out fifteen other solar powered stations across Nigeria as well as powered our head office building with solar energy. The continuous construction of these solar powered service stations are part of efforts aimed at providing energy solutions that are efficient and environmentally friendly. In the same vein, our Total Solar range of solar lamps is top quality, cost effective and totally green. These lamps offer bright lighting and phone charging facilities which support access to energy needed for education, communication and economic development.

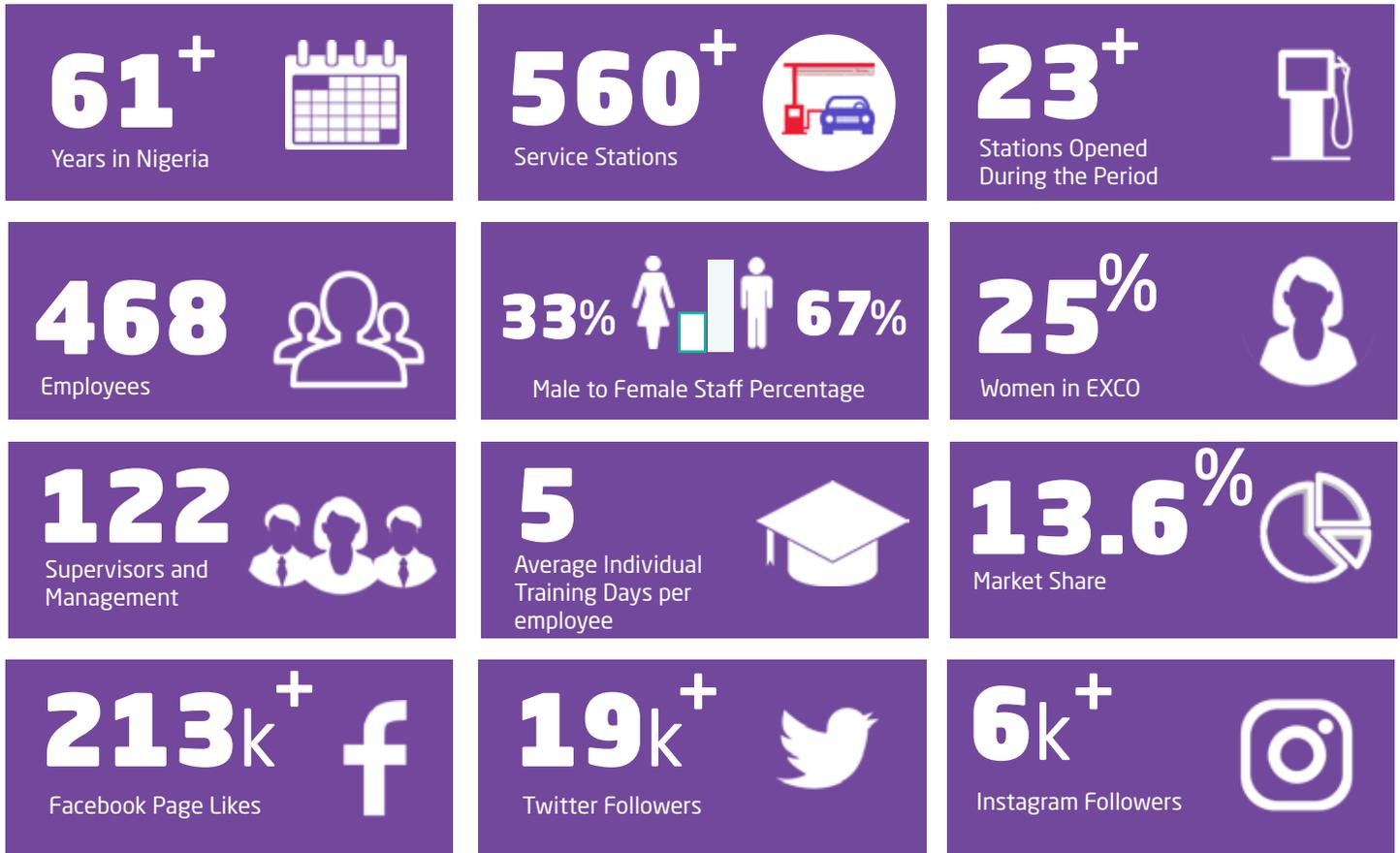
Energy in whatever form is an essential driver of development because it facilitates access to education, communication, information, and improves living standards.

At the heart of Total Nigeria Plc's commitment to better energy is a sincere and unwavering dedication to the growth and sustainable development of its local communities.



Our quest to contribute to the improvement of education and welfare of the youth in our society birthed an initiative called the Total Job Shadow.

TOTAL NIGERIA PLC AT A GLANCE



Total Nigeria Plc is a Marketing & Services subsidiary of Total S.A.; a multinational energy company operating in more than 130 countries and committed to providing sustainable products and services for its customers. For over 61 years, Total Nigeria Plc has remained the leader in the downstream sector of the Nigerian oil and gas industry with an extensive distribution network of over 560 service stations nationwide and a wide range of top quality energy products and services.

Total Nigeria Plc was incorporated as a private company on June 1, 1956 to market petroleum products in Nigeria. In September 11, 2001, the company had a successful merger which paved way for sustainable growth and continuous development. The share capital of the company after the merger is presently =N=169,761,000 made up of 50k ordinary shares authorized and fully paid up with Nigerian citizens and associations holding 38.28% of the share capital.

Our Mission

Total Nigeria Plc is in business to ensure total customer satisfaction by the creation of quality products and services delivered with a strong commitment to safety, respect for the environment and the sustainable development of resources.

Our Ambition

Being a brand of choice, close to and creating value for each and every customer.

CORE VALUES



SAFETY

This value is a core component of the company's responsibility and as such all staff and the company's associates must place this value above all other considerations in their daily activities.



RESPECT FOR EACH OTHER

Recognizing and embracing diversity, honesty, patience, tolerance and understanding of each other's beliefs, opinions and differences is at the heart of this corporate value.



PIONEER SPIRIT

Our ability to innovate from technical, business, people, strategy and geopolitical standpoints allows us adapt and overcome adversity. It is with this value we dare to differentiate ourselves by committing – through our business ambition – to meet the challenges in the energy sector.



STAND TOGETHER

Means being loyal to and trusting each other. Employees are encouraged to draw support from our strength as a team and to protect and defend the company's image. We can face the unknown because we do it together, as a united front.



PERFORMANCE MINDED

Our commitment to operational, technical and technological excellence and our attitude towards professional standards will enable us to achieve our collective ambition of becoming the responsible energy major.

BRAND PROFILE

CONSISTENT GROWTH



TOTAL Nigeria Plc commissioned its first Filling Station at Herbert Macaulay Street, Yaba Lagos in 1956. Since then, the ever-increasing demand for convenient accessibility to petroleum products and services as well as the need to be closer to its customers informed Total Nigeria Plc's decision to invest in its network of over 560 service stations, 19 customer service centers, industrial outlets, 5 depots, plants, distribution warehouses and industrial outlets, all with high safety standards spread across the Western, Northern, and Eastern territories in Nigeria.

To satisfy the evolving needs of its customers, the company developed a 'one-stop-center' strategy whereby a variety of customers' needs are met in Total service stations. Therefore, in addition to receiving premium customer service from service attendants, customers can purchase petroleum products, lubricants, car-care products, insecticides, conveniently shop at Café Bonjour shops, and receive premium car maintenance and care services from Total Service and Total Jet Wash. The corporate customers' demand for bulk products are met through our Vendor Management Service and Equipment/ Technical Assistance Service.

In order to maintain and consolidate its unique position in the oil and gas industry, the Company established 3 Lubricant Blending Plants at Koko in Delta State, Kaduna in Kaduna State and Apapa in Lagos State.

Total Nigeria Plc with the support of Air Total International (incorporated in Switzerland), is well established as one of the major suppliers of Aviation fuel to the Aviation Industry in Nigeria. Indeed, it is currently one of the two largest suppliers of JET A1 fuel in Nigeria today, offering excellent fuelling services at Lagos Airports (domestic and international), Kano, Abuja and Port Harcourt airports.

The Company has over 468 employees.

At the heart of the Total Nigeria Plc's core value is the Group's unwavering commitment to top quality products and safety of the environment and people.

THE CLEAR MARKET LEADER



Total Nigeria Plc is in business to ensure total customer satisfaction by the creation of quality products and services delivered with a strong commitment to safety and respect for the environment and the sustainable development of resources.

Today, Total Nigeria Plc is a leader as well as the symbol of good service in the downstream sector of Nigeria's oil and gas industry. The Company maintains excellent corporate relations with the general public and investors' confidence in its performance is tremendous.

As we at Total know that building and sustaining trust is more important than ever in today's global business environment, the company strives to conduct its businesses in a manner that reflects its passion for top quality products, customer service, Health, Safety and Environment. Little wonder many people choose Total every day, it is a matter of trust.

Total Nigeria Plc is committed to providing Petroleum Products and Services that satisfy specified customers' needs and meet regulatory requirements through innovation, teamwork, continuous improvement and definition of smart quality performance objectives that are periodically reviewed to sustain operational excellence.

QUALITY POLICY

Total Nigeria Plc is committed to providing Petroleum Products and Services that satisfy the need of customers and relevant interested parties without compromising the safety of people and environmental quality of the locations where we operate.

ENVIRONMENTAL POLICY

We are committed to complying with applicable environmental laws and regulations and fulfilling other compliance obligations relating to our operations. We shall protect the environment, prevent pollution using the best available techniques, and minimize our environmental footprint by continually improving our sustainability performance through staff training, team work, and periodic reviews of defined environmental objectives and targets.

Total Nigeria Plc considers safety as a value. Security of staff, health protection, operational safety, protection of the environment, energy efficiency, customer satisfaction and listening to stakeholders are of paramount priorities.

In compliance with laws and statutory legislation, the Group's Code of Conduct and Health, Safety, Environment and Quality Charter, Total Nigeria Plc is committed to the prevention of accidents to people and property, fire, environmental pollution, product contamination, delayed and under-deliveries. The management will ensure the availability of necessary information and resources to achieve these objectives. In addition, we will pursue the following actions:

- Systematic compliance with the 12 Golden Rules by employees and contractors;
- Implementation of HSEQ management system and its continual improvement;
- Long-term reduction of our energy consumption and continual improvement of our energy performance;
- Procurement of energy-efficient products and services, and design for energy performance improvement in all our projects;
- Continuous assessment of threats to employees, assets and data with the aim of providing and implementing an appropriate response;
- Continuous analysis of risks at all installations: Depots, Plants, Service Stations, Offices, Transport fleet and Customer premises;
- Systematic analysis of the impact of our activities on the environment and our neighboring communities, and application of sustainable solutions;
- Documentation of Operating and Quality procedures; regular review of their effectiveness and involvement of operators in doing so;
- Training of Employees, Service Station staff, Drivers, Transporters and Customers on Health, Safety, Environment and Quality Standards;
- Carrying out Health, Safety, Environment and Quality audits/checks at our Depots, Plants, Offices, Service Stations and at the premises of our bulk customers for continual improvement of our processes;
- Selection of industrial and business partners on the basis of their ability to comply with this policy on health, safety, environment and quality;
- Implementation of the Transport Safety Management System covering all transport operations;
- Prompt and systematic attendance to emergencies within our business operations;

We are conscious, at all levels of the organization, of our personal responsibility, and give due consideration to the prevention of risks of accident, harm to health, environmental damage or adverse impacts on product and service quality.

We shall endeavor to perform our duties in compliance with this policy, while ensuring the availability of necessary resources and information to achieve set objectives. This commitment is made here on behalf of Total Nigeria Plc and its entire staff.

HEALTH SAFETY ENVIRONMENT AND QUALITY POLICY COMMITMENT

Anti-corruption Policy

Corruption violates public trust, threatens economic and social development, and hurts operations. Based on global regulations against corruption, we have put in place an anti-corruption policy in alignment with anti-corruption/anti-bribery laws and regulations. These laws make it a crime to give, pay or promise “anything of value” (bribes) with an objective to influence decisions to obtain, retain and/or direct business, or gain an improper advantage of any kind.

As stated in our policy, it is a crime to accept “anything of value” (bribes) in these circumstances. Total Nigeria Plc is committed to doing business with integrity and the highest anti-corruption standards.

All our employees, contractors and partners are expected to conduct themselves with honesty, fairness and high ethical standards. They are expected to abide by all anti-corruption/bribery laws and avoid even the perception of impropriety or a conflict of interest.

Our policy applies to our entire workforce, contractors and our partners in different roles. Our entire workforce is thereby required to read, understand, and abide by the anti-corruption policy. Managers are required to enforce the policy and ensure that people and entities for which they are responsible understand and adhere to the policy.

Policy Guidelines

Total Nigeria Plc’s Policy Guidelines as extracted from the Total Group’s Code of Conduct and intended for the Compliance of Employees, all stakeholders – Customers, Suppliers, Contractors, Host countries, local communities, business partners and shareholders.

General

This document which is extracted from the TOTAL group’s CODE OF CONDUCT, is directed at the categories of stakeholders indicated above, and is intended for strict compliance by all parties. Breaches of these rules will, for employees, trigger summary disciplinary action in line with existing conditions of service. For other categories of stakeholders indicated above, such breaches will, unfortunately, serve to terminate all existing business relationships with Total Nigeria Plc.

Guidelines on Specific Matters: Supplier/Customer/Partner Relationship with Total: TOTAL is committed to operating open, fair and transparent relationships with its business partners. To this end, employees are expected to be honest and helpful to all, in an atmosphere of mutual respect. Conversely, our partners are required to demonstrate transparency in all business transactions with the company and to apply principles to all transactions with the company.

Bribery/ Corruption Policy: TOTAL rejects bribery and corruption in all forms, whether public or private, active or passive. Neither employees nor the company’s associates and partners are permitted to offer or accept inducements of any type whatsoever in relation to the performance of any function or duty. All company procedures involved in the tender for an award of contracts for goods and services will be complied with strictly in an open and fair manner. Any prospective contractor / supplier of goods and services who has reason to question the transparency of such procedures must bring such complaints to the attention of management promptly.

Gifts Policy: TOTAL discourages the offer and receipt of gifts, either from employees to business partners or vice versa, so as to foster an atmosphere of transparency and proper conduct. However, in deference to customary courtesies between business partners, the exchange of gifts may be allowed within limits. In all such cases, the value of gifts given or received must never exceed \$100 (One Hundred United States Dollars). Employees are expected to reject gifts that cannot be justified or that are obviously designed to compromise them in the discharge of their lawful functions. Demands for gifts or gratification from employees are strictly forbidden and business partners are expected to promptly bring such incidents to the attention of management.

Phone-in Service: All stakeholders indicated in this document who may have questions, complaints or suggestions in relation to the matters set out above may reach any of the following members of management as indicated below:

Send an email to whistleblower.tnplc@ng.pwc.com or call 0800-2255792. No revenge, no malicious or frivolous reporting: Just provide facts/evidence of wrong doing.

01 4617046 - General Manager , HR & Corporate Services/Company Secretary.
01 4619181 - Managing Director

Our Business Principles:

We respect all applicable national and international laws and norms. Where there is a difference between a legal requirement and our Code of Conduct, we seek to apply the higher standard.

- Total Nigeria Plc is committed to ensuring the highest Safety, Health, Security and Environmental standards wherever we operate.
- Total Nigeria Plc has a rigorous Compliance Program based on a “zero tolerance” principle designed to prevent and detect violations of applicable anti-trust, anti-fraud, anti-bribery and anti-corruption laws worldwide
- Total Nigeria Plc is committed to respecting internationally recognized Human Rights standards within its operations.

Compliance insights:

- Due diligence – Procedurally, a due diligence process must be satisfactorily conducted before the Company goes into business relationships.
- Conflict of interest declaration - All employees are expected to make a conflict of interest declaration.
- E-Learning training – The Training is based on actual situations and is part of Total's Integrity Program. All employees undergo a series of mandatory e-learning training courses on anti-corruption.
- Training of Vendors / Dealers / Contractors / Associates – All business associates are expected to participate in Total's Compliance workshops.
- Gift declaration - Whether giving out or receiving, employees are required to declare gifts.

OUR BUSINESS MODEL

Lagos Blending Plant has an installed capacity of 40,000 MT (40KT) per annum, also caters for Multigrade lubes.

State of the art equipment installed like High Speed Filling machines which have increased the filling capacity by over 30% to provide for the lubricant market.

Ibafon Depot has a Global capacity of 40,000 MT. 90 trucks per day.

The global storage capacity of Apapa Depot is 38,000 MT (38KT).

Kaduna Blending Plant has an installed capacity of 12,000 MT for lubricants per annum.

Koko Blending Plant has an installed capacity of 24,000 MT (24KT) for lubricants per annum.

Vendor Management Service (VMS) is a premium service which entails us supplying, managing and distributing fuel to industrial customers, thereby eliminating delays in its sourcing.

GENERAL TRADE

VENDOR MANAGEMENT SCHEME

AVIATION

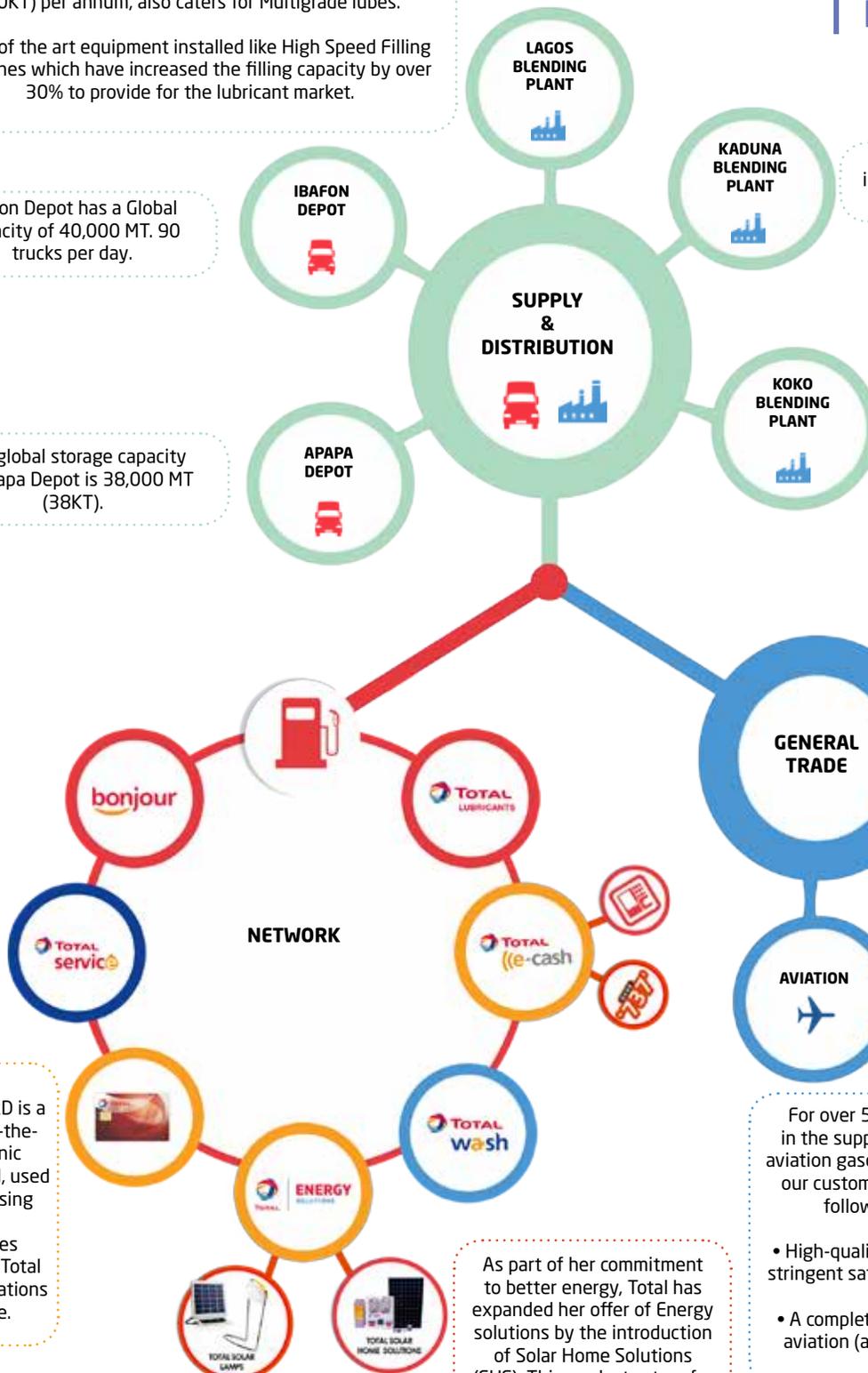
For over 50 years, TOTAL has specialized in the supply and marketing of Jet fuel and aviation gasoline. Our primary aim is to satisfy our customers by supplying them with the following products and services:

- High-quality aviation fuels, under the most stringent safety and environmental standards
- A complete range of services dedicated to aviation (advisory service, refueling cards, etc.)

As part of her commitment to better energy, Total has expanded her offer of Energy solutions by the introduction of Solar Home Solutions (SHS). This product caters for residential use ranging from 0.75kVA to 8kVA solutions and even more based on customer request.

TOTALCARD is a Money-on-the-go electronic smart card, used for purchasing products and services offered at Total Service Stations nationwide.

Total range of solar Lamps were launched in September 2013 with the aim of delivering economic, social and environmental impact through clean, cutting-edge energy solutions of the highest quality.



CORPORATE GOVERNANCE

Total Nigeria Plc is committed to institutionalizing the principles of corporate governance and ethical business practice. The company adopts a responsible stance towards corporate governance issues and corporate social responsibility as well as conducts its business with integrity. The company pays due regards to the laws of Nigeria and the legitimate interest of all its stakeholders in line with international best practices.

Being a publicly quoted company, the Board of Directors demonstrates commitment towards assuring excellent corporate governance practice across all company activities and businesses. The Board of Directors currently comprises the Chairman, Managing Director, one Executive Director and 6 Non-executive Directors. The Board is responsible for ensuring the company is properly managed and meets its strategic objectives, acting in good faith, due diligence and care as well as in accordance with laid down regulations.

The Board is committed to conducting all business activities legally, ethically and in accordance with the highest standards of integrity and propriety as well as promotes ethical corporate culture.

Board Committees

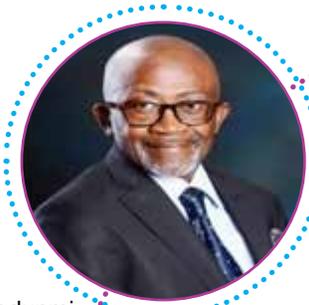
In conformity with its Articles, the Company and Allied Matters Act Laws of the Federation of Nigeria 2004 and with the Securities and Exchanges Commission Act of 2011 Corporate Governance Code, the Company's Board has established committees to assist the Board to effectively perform its guidance and oversight functions. These committees comprise Directors' and Shareholders' representatives. There are two Board Committees and a statutory committee.

1. Diversity & Staff Development Committee: The Company recognizes diversity as a decisive factor for its competitiveness, attractiveness and ability to adapt. This committee studies diversity patterns in the workforce and develops ideas and solutions towards ensuring a balanced, productive human resource base. It also recommends methods for building and developing employee potentials in line with Company policy.

2. Corporate Governance Committee: This committee is responsible for the application of the Code of Corporate Governance to the structure and operations of the Company with a view to ensure compliance with internationally accepted guidelines, practices and norms of corporate conduct.

3. Statutory Audit Committee: This committee comprises Directors and Shareholders. Their duties are as prescribed in section 359(6) of the Company and Allied Matters Act (CAP c20) Laws of the Federation of Nigeria 2004. This committee has access to the Internal audit department, the external auditors, Management and any other officer required to execute its mandate.

BOARD OF
DIRECTORS



Chief Felix Majekodunmi
Director



Jean-Philippe Torres
Managing Director



Tejiro Ibru
Director



Olivier Hahn
Director



Stanislas Mittelman
Chairman



Bruno Dormoy
Executive Director



Fabien Colmet-Daage
Director



Rufai Sirajo
Director



Jeff Nnamani
Director

MANAGEMENT
TEAM



Olagoke Aluko
General Manager
(Operations)



Bruno Dormoy
Secretary General
(Finance &
Development)



Adesua Adewole
General Manager
(Sales & Marketing)



Jean-Philippe Torres
Managing Director



Viken Najarian
Specialty Projects
Manager



Bunmi Popoola-Mordi
General Manager
(Human Resources &
Corporate Services) /
Company Secretary



Rabiu Abdulmutalib
General Manager
(Health, Safety, Environment &
Quality)

12 GOLDEN RULES

1 HIGH-RISK SITUATIONS

Total commitment to the Golden Rules



YOU MUST:

- Assess all risks prior to the start of non-routine or complex operations or in designated situations.
- Report all emergency situations to management, control room, site appropriate resources to mitigate the risks and formally notify the concerned concerned.
- Follow start-up and shutdown procedures and check progress.

YOU MUST NOT:

- Smoke outside designated areas.
- Walk or drive under the influence of alcohol.
- Walk or drive under the influence of drugs.

2 TRAFFIC

Total commitment to the Golden Rules



YOU MUST:

- Check condition and conformity of vehicle and accessories before use.
- Wear your seat belt.
- Use designated pedestrian paths/cycleways and hold to handrail when using the stairs.

YOU MUST NOT:

- Exceed the speed limit and authorized driving time.
- Use a mobile phone, even with a hands-free kit, while driving.

3 BODY MECHANICS AND TOOLS

Total commitment to the Golden Rules



YOU MUST:

- Use the tools specified in the work permit or procedures and check your body maintenance to the tool rating and repetitive nature of the task.

YOU MUST NOT:

- Use defective tools or tools not intended for the task or the area where the work is being performed.
- Use a tool, including those for precision work, under conditions that exceed the manufacturer's specified design limits.

4 PROTECTIVE EQUIPMENT

Total commitment to the Golden Rules



YOU MUST:

- Wear the designated personal protection equipment (PPE) for the area and task and check its condition before use.
- Wear a life jacket whenever required.
- Report any damage or malfunctioning of safety barriers.

YOU MUST NOT:

- Check a barrier or regulate personal protective equipment without authorization.

5 WORK PERMITS

Total commitment to the Golden Rules



YOU MUST:

- Access into safety-critical work.
- Use any required additional permits.
- Obtain a work permit if the conditions on the original permit change or the work procedure is modified.

YOU MUST NOT:

- Perform any work without an approved work permit.

6 LIFTING OPERATIONS

Total commitment to the Golden Rules



YOU MUST:

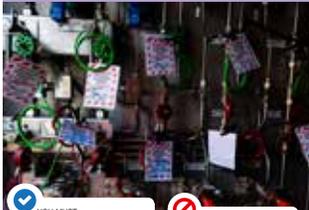
- Perform a risk assessment, implement the lift plan and clearly mark out the area.
- Check all lifting equipment and gear is fit for purpose, in good condition and regularly inspected.
- Check that the load is securely slung and balanced.
- Designate a signaller and control the moving load at all times.

YOU MUST NOT:

- Walk or stand under a suspended load.

7 POWERED SYSTEMS

Total commitment to the Golden Rules



YOU MUST:

- Follow the isolation plan and expansion instructions attached to the work permits.
- Check all isolations, locks and tags before performing any work and remove them before restarting operations.

YOU MUST NOT:

- Begin any work until you have checked that all energy and fluid sources have been isolated, unless you are specifically authorized to do so.

8 CONFINED SPACES

Total commitment to the Golden Rules



YOU MUST:

- Clear suffocation, falls, explosion, crushing, poisoning and other risks in the specific work permit.
- Ensure that you will be continuously monitored.
- Have an emergency response and rescue plan.

YOU MUST NOT:

- Enter a confined space without checking isolation and all emergency hazards.

9 EXCAVATION WORK

Total commitment to the Golden Rules



YOU MUST:

- Perform excavation work with a permit covering the scope of all excavation.
- Apply procedures for work in confined spaces, see Annex 1.
- Check scope of excavation times and identify underground structures.

YOU MUST NOT:

- Place machinery or spoil piles within the scope of a trench being excavated.

10 WORK AT HEIGHT

Total commitment to the Golden Rules



YOU MUST NOT:

- Work under or on top of steel beams without respecting the minimum safe distance distance.
- Work on building or tank roofs without checking their integrity and ensuring that the appropriate protective devices have been installed.
- Move a designed mobile elevated work platform (MEWP), unless you are specifically authorized to do so.

YOU MUST:

- Put away tools when working at height (closed a system).
- Use a safety harness that is safely anchored, outside the barriers or in an MEWP.
- Use an anchoring that is fit for purpose and has been inspected.

11 CHANGE MANAGEMENT

Total commitment to the Golden Rules



YOU MUST:

- Have a risk assessment and apply mitigation measures.
- Give workers appropriate training and update of relevant documentation.

YOU MUST NOT:

- Make technical or organizational changes without getting prior authorization.

12 SIMULTANEOUS OPERATIONS OR CO-ACTIVITIES

Total commitment to the Golden Rules



YOU MUST:

- Conduct a risk assessment with the personnel concerned.
- Formalize supervision and appoint a duly authorized coordinator.

YOU MUST NOT:

- Perform simultaneous operations or co-activities without completing a permitting tool (check).



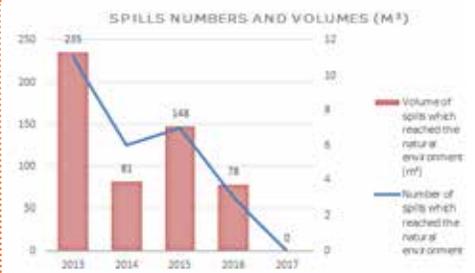
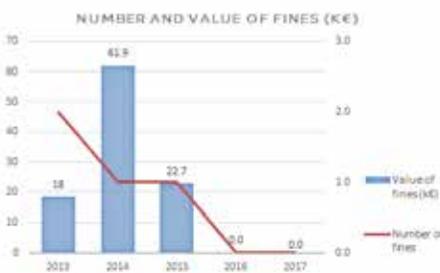
SAFETY & ENVIRONMENT

ENVIRONMENT

EFFICIENT WATER CONSUMPTION, ENERGY CONSUMPTION, WASTE TREATMENT AND MANAGEMENT, SPILLS AND EMISSIONS



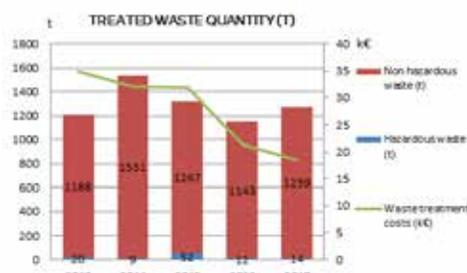
The decrease of the throughput comes from Apapa (Lagos) due to the product reception Pipeline repairs early in the year, tank inspection programme which started in 2017 and difficulty in assessing FOREX which limited importation and supply of PMS to the government (i.e. the national petroleum company).



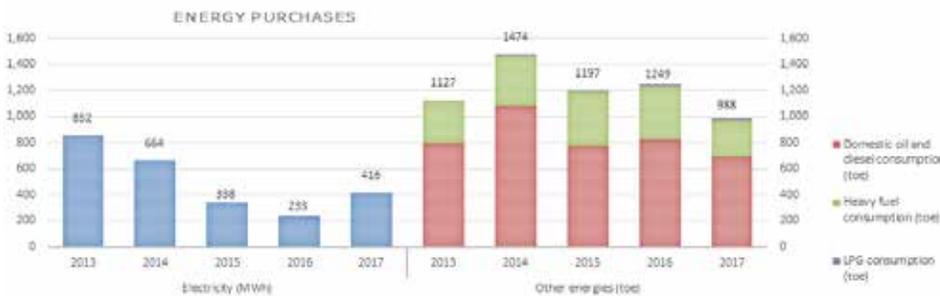
No spill reached the environment in 2017.



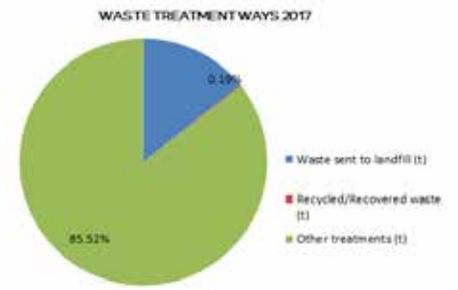
The decrease of VOC emissions is correlated with the decrease of the activity index and comes mainly from Apapa (Lagos).



Increase in non hazardous waste was due to upgrade of the Equipment central store in Apapa (Lagos) which necessitated the disposal of a number of obsolete materials and solid waste.



The increase in the energy purchases comes from Apapa (Lagos) because the power supply from the national grid improved in 2017 making the Depot to take more of its supply from the national grid. In the same time, the heavy fuel consumption decreased in Koko (BTD) because there was no stock of bitumen for 5 months.



As a reminder, the Group objective is 50% recycled/valorised waste in 2020.

	2013	2014	2015	2016	2017
Throughput	563806.079	762055.05	745140.661	578658.878	273856.57
Sales					
Production	68154	64428	43152	56072	88377.93
General Sales					
Total past years					
Total past years	631960.1	826483.1	788292.661	634730.878	362234.50
Water consumption (10 ³ m ³)	21	14	15.383	10.168	10.49
Domestic oil and diesel consumption (toe)	798.3	1086.7	774.4	820.9	694.0
Heavy fuel consumption (toe)	328.9	379.8	415.0	420.0	272.0
Electricity (toe)	73.3	57.1	29.1	20.1	35.7
Electricity (MWh)	852.0	663.6	338.0	233.2	415.5
LPG consumption (toe)	0.0	7.9	7.9	7.9	21.6
Total (toe)	1200.5	1531.5	1226.4	1268.9	1023.3
Waste sent to landfill (t)	1163.30	1531.26	0	165	182.00
Recycled/Recovered waste (t)			2.73	2	2.40
Other treatments (t)			1316.03	988.6	1088.91
Waste incinerated (t)	20.00	6.43			
Recycled waste (t)	0.00	2.26			
Waste treated with energy recovery (t)	0.00	0.00			
Waste treated by another process (t)	25.00	0.00			
Hazardous waste (t)	20	9	52	12	14
Non hazardous waste (t)	1188	1531	1267	1143	1259
Waste treatment costs (k€)	35.03	32.04	31.815	21.391	18.38
VOC (t)	1190.4	1059.9	911.917	614.564	316.21
Value of fines (k€)	18.33	61.86	22.727	0	0.00
Number of fines	2	1	1	0	0
Number of accidental oil losses from primary containment upper to 1 barrel	11	6	7	3	0
Volume of accidental oil losses from primary containment upper to 1 barrel [m ³]	258.49	81.49	147.52	78	0.00
Number of spills which reached the natural environment	11	6	7	3	0
Volume of spills which reached the natural environment [m ³]	235	81	147.52	78	0.00
Volumes recovered from hydrocarbon losses of containment that reached the environment [m ³]	7.10	0.00	0.8	0	0.00

Energy Consumption

Electricity (MWh)	Other energies (toe)					2				
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Electricity (MWh)	852.0	663.6	338.0	233.2	415.5					
Domestic oil and diesel consumption (toe)						798.3	1086.7	774.4	820.9	694.0
Heavy fuel consumption (toe)						328.9	379.8	415.0	420.0	272.0
LPG consumption (toe)						0.0	7.9	7.9	7.9	21.6
Natural Gas (toe)						0.0	0.0	0.0	0.0	0.0
Total	852.0	663.6	338.0	233.2	415.5	1127.2	1474.4	1197.3	1248.8	987.6

LAUNCH OF NEW FLEET OF TRUCKS TO SUPPORT TRANSPORTERS



As part of Total Nigeria Plc's commitment to support product transportation safety and efficiency by our Transporters, the company has put in place a robust fleet acquisition scheme by renewing approximately 20% of its fleet of trucks in 2017. This was launched on January 19, 2017 by the Management of the company, its transporters, representatives of the Federal Road Safety Corps (FRSC) and other stakeholders.

Total's investment in the purchase of the new fleet of trucks is to ensure that transportation of petroleum products around the country is safer and more efficient. Another main objective of the truck acquisition scheme is to further ensure continuous improvement of its Health, Safety, Security and Environment (HSSE) standards. Due to the sensitive nature of the industry it operates in and its products market, for Total, safety has to always come first.

The 73 trucks acquired are directly managed by Total's transporters; the company also offers them required technical assistance needed to run safe and efficient petroleum product transportation in the country. The scheme has been of immense benefit to the transporters especially as the current economic environment makes it difficult for majority to invest in new trucks.

All these would impact on improved product distribution and supply as well as support Total's zero tolerance to road accidents.

The Managing Director, Jean Philippe-Torres, said the success of this scheme is dependent on transporters complying with the maintenance program for the trucks and ensuring that trucks are periodically audited and vetted by the Company's authorized inspection company. He further said that truck drivers should be periodically trained and must comply 100% with all On-Board-Computer (OBC) rules.

Total Nigeria Plc is committed to implementing road transportation safety improvement initiatives in order to make Nigerian roads safer for everyone. On a flip side this scheme would also help create additional job opportunities for Nigerians.

2017

December

73



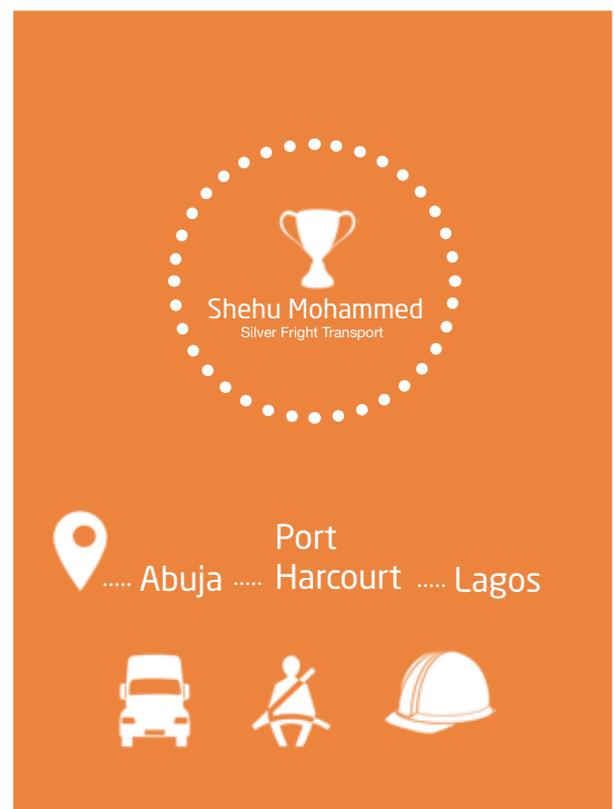
Lagos, NIGERIA

PROMOTING PRODUCT TRANSPORTATION SAFETY THROUGH SENSITIZATION



Total Nigeria Plc in 2017 concluded its annual Safety Poster Campaign in Abuja, Port-Harcourt and Apapa, Lagos which is targeted at rewarding truck drivers who conform to our Driving Safety rules. The national winner was Shehu Mohammed from Silver Freight Transport, Kaduna. He won a cash prize of ₦100,000 and a double door refrigerator. This serves to sensitize drivers on safe behaviors and attitudes while on the road. It is also a part of series of actions towards ensuring product transportation safety in the country.

At Total Nigeria Plc, safety is of paramount priority. Safety promotes productivity and increased profits through the control of accidents and its attendant losses which include injuries, illnesses, property damage, process losses, quality losses, reputation damage and undesired environmental impacts amongst others. These make safety invaluable for the achievement of sustainable growth and development.



SCHOOL CHILDREN'S EDUCATION ON ROAD SAFETY BEHAVIOUR



In line with Total Group's corporate social responsibility strategy, the Total Group in Nigeria has been rolling out initiatives to educate Nigerian school children about road safety rules for several years. The Road Safety Cubes Campaign is one of such initiatives aimed at protecting the Nigerian child, of ages 6 to 12, from road accidents by educating them on road signs and proper behavior while using the roads. It is currently being implemented across the country in partnership with the FRSC.

The rollout of this campaign nationwide kicked off in 2013 with the deployment of 13 safety cubes to schools in Lagos. Since then the campaign has been implemented in schools in Port-Harcourt, Kaduna, Edo and Kano states with Oyo, Ogun and Imo states in view.

The road safety cube training in Kaduna has so far covered 1,028 pupils from the following schools Jupavi International School, Local Government Education Authority (LGEA) Abakpa Primary School, Milton College of Arts & Science, Command Secondary School, Lapan International School Sabo and Junior's International School U/Rimi. Furthermore, on February 14, 2017, the Kano State Sector Command of the FRSC distributed five safety cubes

to the following schools: St Louis Primary School, Bennie International School, Crescent International School, Tarauni LAE School and Iqraa Creche - all in Kano.

The safety cubes are designed to make the learning of safe road behaviour a fun experience for children. They contain teaching kits for simulated, interactive and practical lessons which include road tracks, road signs, lesson guides, work books, safety exercise books, and certificates to be issued to students at the end of their training. In his words, the Managing Director, Mr. Jean-Philippe Torres explained that "Total Nigeria Plc is fully committed to reducing road accidents and its associated risks as our major channel of petroleum products distribution is road transportation. This is because at Total, Safety comes first and is fundamental in our core values; and for the children, imbibing the safety culture at an early stage would go a long way to mould them into safety conscious adults."



WORLD DAY FOR SAFETY

April 28, 2017 was the global World Day For Safety. The theme was, 'Total Golden rules; we all speak the same language'. The theme clearly sets in to define "WHAT MUST AND WHAT MUST NOT BE DONE" in our daily occupational and worksite activities.

In 2010, the 12 Golden Rules were launched with the aim of providing a framework for easy identification and management of HSE risks in all Total's worksites and facilities.

For clarity and in tune with the dynamics of present realities, it became necessary for the rules to be remodeled in clearer and easier to apply language.

Consequently, the 2017 theme was also a reflection of the One Total ambition where the rules are now harmonized and applied by all branches in the Total Group.

To celebrate this event, staff gathered across Total Nigeria Plc's sites nationwide to increase awareness about the Golden Rules and made them clearer and easier to understand and apply the language – the Must and Must Not.

The Management was fully involved as the commitment to safety remains a value for everyone at Total. Senior Managers were sent out to various locations to demonstrate this commitment to safety. A presentation on the TOTAL GOLDEN RULES highlighted the 12 rules, the must and must not of each rule with substantive graphical representations and videos to further drive home the point.

In line with the digital age, Total Golden Rules App is now available for download on any device and members of staff and contractors alike were encouraged to download the app so as to always have it within reach.



BOOSTING SAFETY PERFORMANCE THROUGH SCAFFOLD USE TRAINING FOR CONTRACTORS

Total Nigeria Plc's HSEQ Division in 2017 organized a scaffold use and handling training session for Total contractors to improve their safety performance and compliance.

This is a part of the Inspection and Contractor Compliance (ICC) program designed to reinforce the existing HSEQ procedures through periodic assessment, identification of weaknesses and development of action plans for the improvement of overall HSE performance.





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TOTAL

COMMITTED TO BETTER ENERGY



EDUCATION

THE 2017/2018 KOKO SCHOLARSHIP EXAMINATIONS

The 2017/2018 Koko Scholarship examination was held at the Iwere College Hall, Koko on June 30, 2017. Total Nigeria Plc's scholarship for Koko indigenes, Delta State is a CSR initiative aimed at providing affordable education to the Koko child.

The selection interview had 104 first year junior secondary school students (JSS1) from 7 schools from across Koko participating. The schools were: Iwere College, Christ the Savior School, Baptist High School, Beach College, St. Michael's Secondary School,



Aunty Kate School and Christian World Modern College.

28 students at various levels of their secondary education currently benefit from this scheme. With the 2017 selection interview, the total number of beneficiaries was brought to 34.

The examination was transparently conducted under the watchful supervision of the Koko Community Management Authority (KCMA) Education Sub-Committee. The examination supervision was assisted by some teachers and youth corps members from Koko. The exam was immediately scored and beneficiaries emerged on the spot.



The Beneficiaries

St. Michaels Secondary School

Eyesan Oritstimeyin David
Ayoritosedere Sisanmi Anita
Jiringho Elijah Oritsesantesan

Iwere College, Koko

Kpogho Ebiortse Christopher

Christian World Model School

Asokuarami Emmanuella Oritshe-Seun

Baptist High School

Okotie Oritseyeyinmi Favour

COVENANT UNIVERSITY STUDENTS ON EXCURSION TO TOTAL SOLAR STATION ONIGBAGBO



COMMISSIONING OF UGOGOMEJE NURSERY AND PRIMARY SCHOOL IN KOKO, DELTA STATE

On October 3, 2017 Koko community in Delta state handed over to the state government, the community built Ugogomeje Nursery and Primary School. The Commissioner of Basic and Secondary Education, Barrister Chiedu Ebie was represented at the commissioning of the educational establishment by the Permanent Secretary, Ministry of Education, Mr David Onokpe.

Total Nigeria Plc partnered with the community in this project by providing furniture for the whole School: classroom desks and chairs, white boards, teachers' chairs and tables, library furniture and a drum set.

Total is pleased to be associated with the development and growth of the Koko community and in particular, the Ugogomeje Nursery and Primary School, Koko.



On Wednesday, November 8, 2017, nineteen 400 level students of the Electrical Engineering Department of Covenant University visited the TOTAL solar service station at Onigbagbo on an academic excursion aimed at practical experience on solar technology and services.

The students were taken to the solar and electrical panel room and shown the solar panels on the canopy of the forecourt, inverters, batteries and necessary panels needed to make the system function effectively and the process and precautions put into place to run the system as well as prevent it from malfunctioning.

They then visited Total Nigeria Plc Headquarters in Victoria Island. They were received by the General Manager Human Resources and Corporate Services/Company Secretary, Olubunmi Popoola-Mordi, who shared with them a safety moment, brief history of Total Nigeria Plc, the products and services offered by the company.

The Solar Project Engineer, Colin Viverge, briefed them on the technicality of the Solar Projects. The Solar Services Manager, Ngozi Akpenyi, shared with the students the initiative behind the TOTAL Solar Lamp venture while the Solar Home Solutions Manager, Kate Ogu-Oige spoke about the Solar Home Solutions and its effectiveness.

At the end of the excursion, the students were delighted at the level of exposure they had received and were looking forward to being able to contribute to future innovations.



TOTAL JOB SHADOW 2017 LUBRICANT BLENDING PLANT, KOKO - DELTA STATE



The Total Job Shadow 2017 was held at the Lubricant Blending Plant, Koko, Delta State on Thursday June 29, 2017. The Total Job Shadow aims at exposing senior secondary school students from schools across Nigeria to the work environment and providing the opportunity for them to learn about various career options open to them, whilst preparing them to become future leaders and positive change agents in the society.

50 Senior Secondary School students were selected from Iwere College, Beach Secondary School and Omateye Secondary School, all within the Koko community of Delta State to participate in the event.

Prior stakeholder engagement, which is a core prerequisite for Total's CSR initiatives, was held ahead of the job shadow event with selected schools, State Ministry of Education and Total Nigeria Plc employees

who acted as volunteer mentors to the students.

The students had an all-round presentation on the Company's activities as well as another on 'Leadership in the 21st Century'. This was meant to further enlighten them on the leadership qualities essential in today's workplace as well as employability skills to prepare them as future leaders.

Students were paired with volunteer employees to enable them experience first-hand, the employee's work environment and occupational skills in practice. This provided the students the opportunity to engage their 'mentors' during the sessions.

In addition, the students visited the TOTAL Service Station in Koko to experience sales operations. At the station, the volunteer employees educated the students about the daily operations and general safety precautions that must be observed around a Service Station.



JOB SHADOW ESSAY COMPETITION PRIZE AWARDS

After this event, all 50 students wrote essays on their experience from the Job Shadow. Each participating school had 3 winners who received prizes like Internet ready educational tablets preloaded with educational materials, solar lamps, mosquito nets and other branded gift items.

IWERE COLLEGE, KOKO

1. Esimaje Oritseolayemi
2. Eburajolo Victor
3. Iwere Laura Ojo

BEACH SECONDARY SCHOOL, KOKO

1. Daibo Jessica
2. Anegebe Natalie
3. Tomola Femi
4. Ajiyen Faith Oritseweyinmi

OMATEYE SECONDARY SCHOOL, KOKO

1. Umukoro Godstime
2. Basse Victoria
3. Ayovunario Deborah



Some Articulated Feedback from Past Beneficiaries

- “This is my first time in a very large work environment such as this and it was fun and full of learning points”. **Amina Umar; Queen Amina College; Kaduna State.**
- “The way Ms. Patricia Young taught me was awesome! It triggered me to work harder towards my career goals” - Jennifer Agada, GSS Makera, Kaduna State.
- “Total job shadow was a great experience; it gave me the opportunity to know how important school and education is regarding my future”. **Hafsat Abubakar; GSS Makera, Kaduna State.**
- “The few hours I spent at Total Blending plant has taught me more things than I have learnt in school”. **Hudu Abdulazeez, GSS Kakuri, Kaduna State.**
- “I feel this event should continue. It was really informative; it made me rethink and focus on making the best of my life”. **Ogbonna Favour, Imoye Senior Secondary School, Amuwo Odofin- Lagos.**
- “I enjoyed having a practical experience of some of the things we learnt in school, watching the staff produce and package lubricants before distribution was interesting”. **Kolade Opeyemi, Amuwo Odofin Senior High School.**
- “My experience today will remain unforgettable. I have been to other events which my school has introduced me to, but none of them compares with this. I’m really excited and thankful for the opportunity to learn so much. I enjoyed my interaction with my mentor, Mr Solarin”. **Paul Blessing, Victoria Island Senior Secondary School, Lagos.**
- “My mentor taught me so much about web designing. The entire experience was fantastic. I am very grateful to Total for this opportunity”. **Owoyemi Kehinde, Kuramo Senior College, Victoria Island – Lagos.**
- “I learnt so much about Leadership. I also learnt new things about Total and its various fields of operation. The group work on Leadership was very educative. I am better equipped to make great decisions and choices in the future”. **Chigbu Emmanuel, Government Senior College Victoria Island, Lagos.**
- “It was a wonderful and inspirational event. It has helped me as a young student to learn more about various career options in order to make good choices in the future, after school”. **Babatunde Jimoh. Government Senior College Victoria Island, Lagos.**



SOCIAL PERFORMANCE

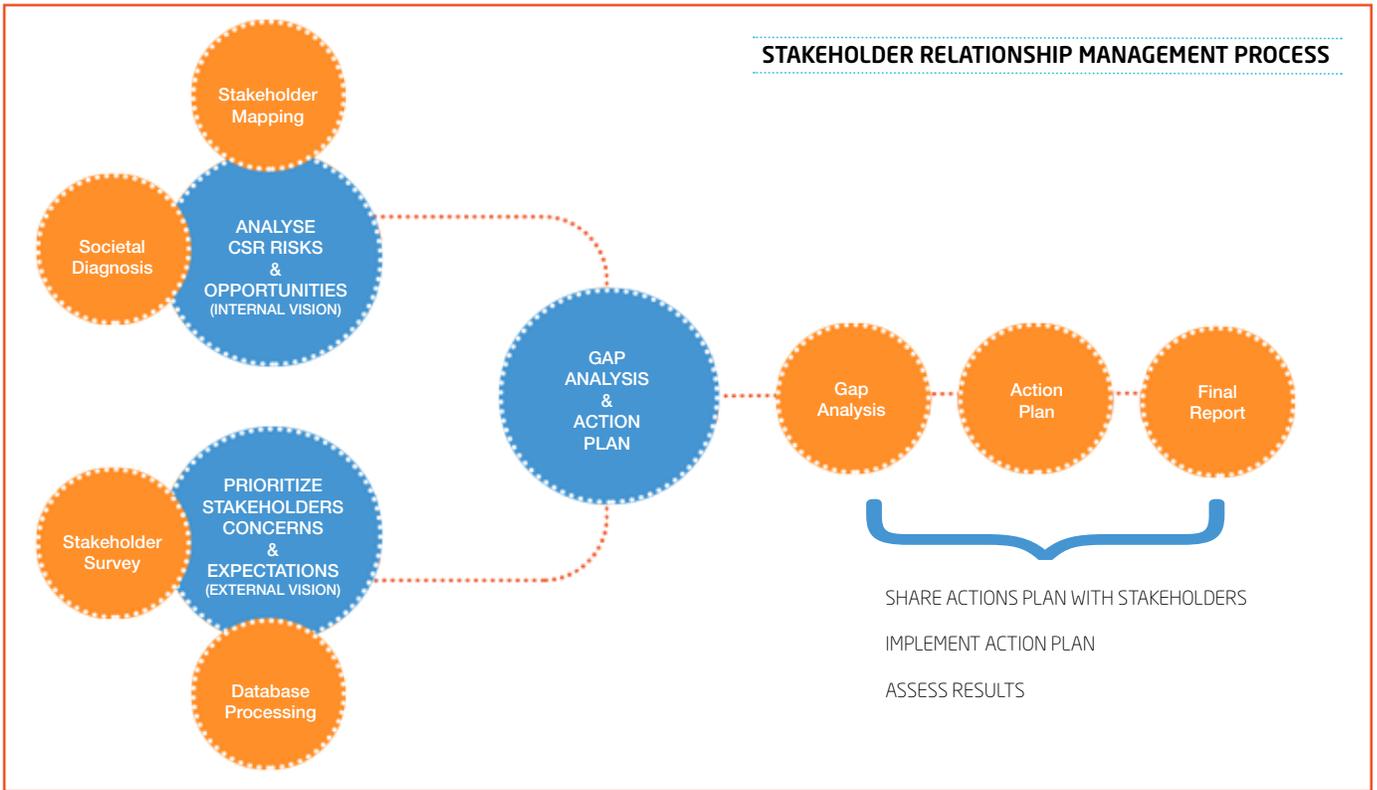
WHAT MATTERS TO US

Our societal actions are centered on three main levers.

- **Actions of stakeholder engagement and involvement;**
These include study related to Information, Consultation and Dialogue, Negotiation and Involvement.
- **Actions related to societal impacts from our activities;**
These include impact assessment on actions linked to industrial projects, running operations and accidental events.
- **Actions of socio-economic development on our host communities;**
These include actions related to Safety & Transportation, Climate, Culture & Heritage, Social & Professional Integration and other local commitments.

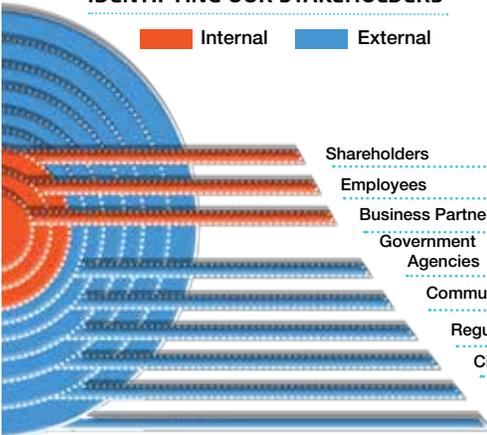
Our societal actions include all initiatives we engage in to integrate our activities in the societal context of our communities especially by avoiding and managing our impacts and contributing to the human, economic and social development of our host communities.

SOCIETAL ACTIONS



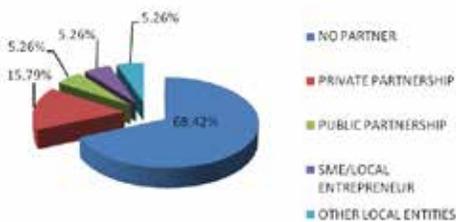
IDENTIFYING OUR STAKEHOLDERS

HOW WE ENGAGE OUR STAKEHOLDERS

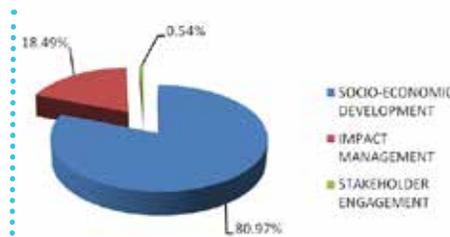


Stakeholder Group	Meetings	Questionnaires	Function	On-Site Visit	Correspondence	Dialogue	Negotiations	Press Conference	Interviews	Reviews
Shareholders	█									
Employees			█						█	█
Business Partners	█									
Government Agencies	█		█			█				
Communities	█	█								
Regulators	█			█			█			
Civil Societies	█			█		█	█			
Media								█		
Suppliers	█		█	█	█	█	█			

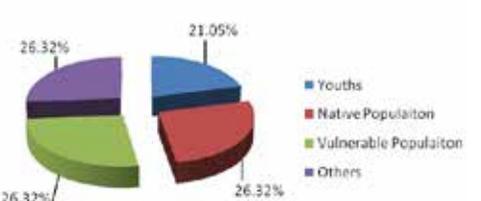
OUR SOCIETAL PERFORMANCE INDICATORS



MANAGEMENT MODE



SOCIETAL ACTION LEVERS PERFORMANCE INDICATOR



TARGETTED BENEFICIARY PERFORMANCE INDICATOR

SOS

Children's Villages SPONSORSHIP



Isoo ~~~~~ Abuja ~~~~~ Jos ~~~~~ Owu-Ijebu

In 2017, Total Nigeria Plc took on additional Corporate Sponsorship of one house with the SOS children's Villages Nigeria, this time in Jos Plateau State. Prior to this, the Company sponsored three houses of 10 children each at the Isolo village Lagos State, Owu-Ijebu village Ogun state, Gwagwalada village FCT Abuja and now, Jos Plateau State, bringing to 4, the total number of houses sponsored with the SOS villages Nigeria.

The official inclusion of one house from the SOS village Jos was commemorated on Tuesday July 11, 2017 with the presentation of the annual sponsorship cheque to the village.

Total Nigeria Plc has been in partnership with the SOS children's villages Nigeria since September 2010 when it commenced the first Corporate Sponsorship with the Lagos village and has continued till date to support these houses annually, as part of its Corporate Social Responsibility in the spheres of Education, Social and Economic development.

Running side by side the Corporate Sponsorship is the *Mentor-a-Child-Program* where Total Employees provide personal child development guide to the children from its sponsored houses.

ADDITIONAL CORPORATE SPONSORSHIP OF A HOUSE WITH THE SOS CHILDREN'S VILLAGES NIGERIA - JOS, PLATEAU STATE



Total Nigeria Plc joined millions around the world to celebrate Children's day on May 27, 2017. Children from residences around selected TOTAL service stations enjoyed a day of fun music and dance with their favorite cartoon mascots, rides and bouncy castles. Children also got free gifts like balloons, pencil cases, Awango by Total comics and coloring books.



MAY 27, CHILDREN'S DAY CELEBRATING THE NIGERIAN CHILD

December 6, 2017: Total Nigeria Plc led by the GM (HR & CS)/Company Secretary - Bunmi Popoola-Mordi visited the SOS Children's village Jos, Plateau state. This particular visit was different from other routine visits as it gave the company the opportunity to make the children feel part of the season's celebration, putting joy and smiles on their faces but most of all making them feel loved.



TOTAL NIGERIA PLC DONATES TO THE SOS CHILDREN'S VILLAGE JOS, PLATEAU STATE

At this end of year visit, Total also donated some food items to the Jos SOS Children village. For its sponsored house in the village, each child got new sets of clothings, shoes and dressing accessories.

TOTAL CELEBRATES END OF YEAR WITH HER CHILDREN IN SOS VILLAGE ISOLO, LAGOS STATE

On December 14, 2017, Management representatives, Staff and Staff mentors of Total Nigeria Plc visited the children in the SOS Village Isolo, Lagos State. This visit was to commemorate the end of year 2017 and to spend quality time with the children. On behalf of Total Nigeria Plc's, Corporate Social Responsibility Manager, Chinwe Ifechigha along with some other Management staff of Total Nigeria Plc presented gifts.

Food items were presented to the village while each child received individual gifts. Some employees who work with the Children were also appreciated for their love and care for the children.

The children at the SOS Village Isolo expressed their appreciation for the donations from Total Nigeria Plc but most especially for the time taken out to be with them during the period.



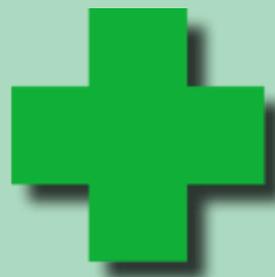


CAR WASH

Here, we're not afraid to break a sweat to make your car shine.



Total, Partner of African Football
#FootballTogether



HEALTH



THE TOTAL GROUP HIV AIDS CAMPAIGN HELD IN ONITSHA ANAMBRA STATE

The Total Companies in Nigeria held its HIV/AIDS campaign on Thursday May 25, 2017 at the Total Service Station, Oguta Road, Onitsha, Anambra State. The program is a joint CSR health initiative of the Total group in Nigeria: Total Nigeria Plc and Total E & P with its partners (NNPC/NAPIMS, CCNOC, Petrobras and Sapetro) implemented in partnership with Total's technical partners on HIV/AIDS, the Nigerian Business Coalition against AIDS (NiBUCAA) and the private sector's voice on HIV/AIDS intervention in Nigeria.

The campaign which has been taken to 21 states including the FCT Abuja, aims to educate the Nigerian population on preventive measures and management of HIV/AIDS across all states of the nation. The target group is primarily the in-and-out-of-school youths, students, market men and women as well as members of the public. In 2017, of the 36 states in Nigeria, Anambra state had the 3rd highest prevalence rate of 9.7% with the National average prevalence rate at 3%.

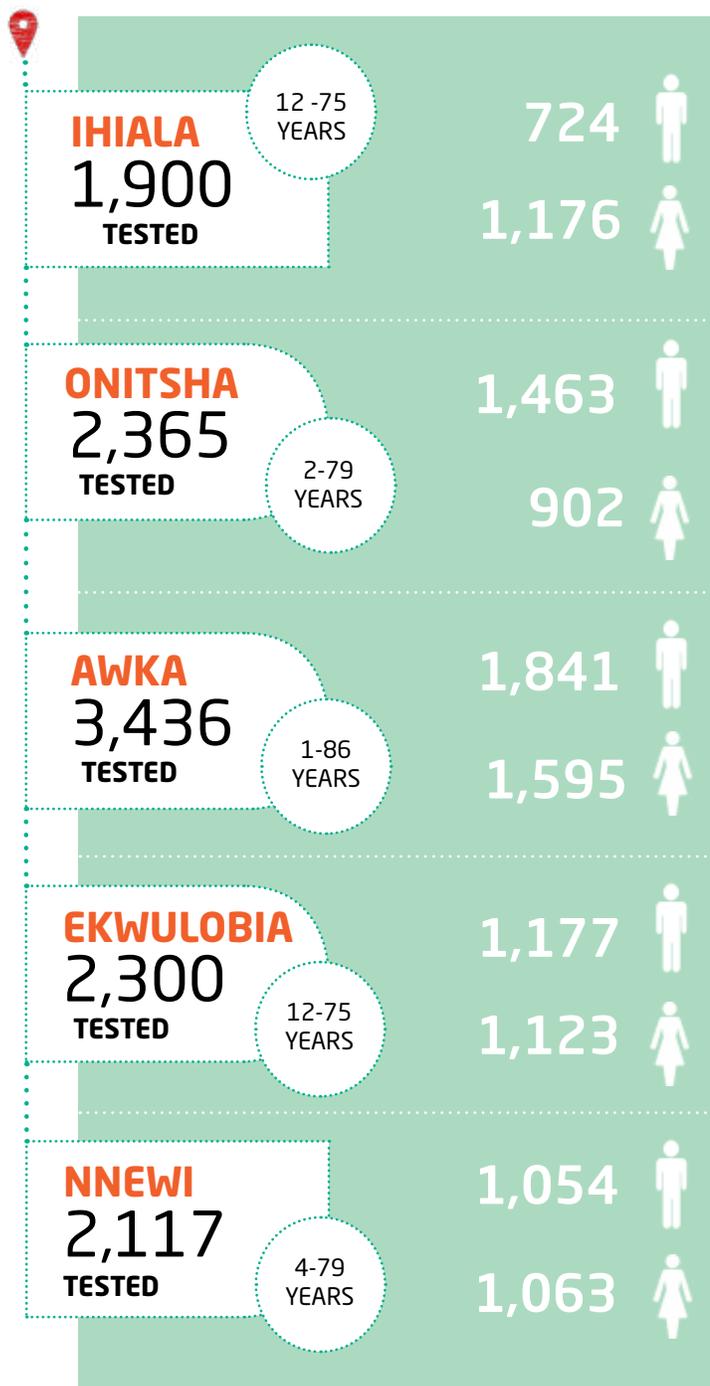
The campaign deployment model was three pronged. It included a two week long free HIV/AIDS Testing and Counseling Services (HTS). This was deployed in 24 locations across 5 towns in Anambra State (Onitsha, Ekwuluobia, Awka, Nnewi and Ihiala) and lasted from May 15 to 27, 2017. The locations were chosen after a preliminary stakeholder engagement with relevant state agencies. Results from the exercise are usually shared with the State Agency for Control of AIDS (SACA).

The second part of the campaign was a 4 day Peer Educators training where 22 Customer attendants drawn from 10 TOTAL Service stations in the state were trained as HIV/AIDS peer educators. The essence of this aspect was to have the customer attendants continue with the education of their peers, families, friends as well as customers in the course of their daily forecourt activities after the program. This aspect of the campaign was implemented between May 16 to 19, 2017 in Onitsha.

Our Technical partners, NiBUCAA in implementing these aspects of the campaign did so with the involvement of the state agency for control of AIDS (SACA). The state in conjunction with NiBUCAA, provided trained volunteer testers as well as qualified facilitators for the programs.

The last aspect of the program was a culmination of the two week long activities where the trained peer educators were presented with certificates and to the members of the public as Certified Peer Educators in the state. This aspect also brings together a wider array of audience; students, representation from relevant state government ministries, organized groups, various Youth groups, market men and women, members of neighboring communities and leaderships of the communities. In this instance, the Anambra State Ministry of Health, Ministry of Youth

and Sports development, Ministry of Education, the Ministry of Women Affairs and the office of the Secretary to the State government were in attendance. Also in attendance were students from Nwafor Orizu College of Education, Nsugbe, Youth groups from the Onitsha North and Onitsha South Local Government Areas, the youth wing of the Anambra State Town Unions (ASATU), the Anambra Youth Council representatives, Office of the Onitsha North Local Government Area, Members of the National Youth Service Corps, Members of the Peace Corps, the Nigerian Police, the Federal Road Safety Corps, Representatives from the Obi of Onitsha, Petroleum Dealer Association of Nigeria etc. Total territorial staff and Total dealers were also in attendance.



Representing the Management of the Total Group were: The then Executive Director Strategy, Mr. Jeff Nnamani, General Manager Sales & Marketing Mrs. Adesua Adewole, Dr. Charles Ngeribara GM (CSR & SD), Mrs. Bolanle Adesanya, CSR Officer Health, Corporate Affairs Manager, Mr. Albert Mabuyaku, Retail Sales Managers Port-harcourt and Benin Mr. Alex Chukwu and Akade Patrick and the Corporate Social Responsibility, Manager Mrs. Chinwe Ifechigha. Also present was Ms. Mena Ogor of NAPIMS.

Participants from the Anambra State Government were: Dr. Anaeme, representing the Anambra State Commissioner for Health; Dr. Joe Akabuike, Permanent Secretary Anambra State Ministry of Youths and Sports Development; Mr. Linus Nwankwo, representing the State Commissioner for Youth and Sports Development; Mrs. Elsie Oputa representing the Secretary to the Anambra State Government; State Commissioner for Women Affairs represented by Dr. Vincent Asalu, the Onitsha North LGA Chairman was represented by his deputy Mr. Cyprain Onyejekwe. The Anambra State Health Management Board was represented by Dr. Ndibe.

Some statistics from the event are:

- Target reach of 10,000 persons was exceeded.
- 10,000 educational fliers were distributed along with 500 posters.
- Free HTS was implemented in 5 towns with the following statistics to be shared with the State Agency for Control of AIDS (SACA).

WORLD MALARIA DAY 2017 IN ABEOKUTA OGUN STATE, WEST OF NIGERIA

25th April is marked as World Malaria day all over the world. As part of its Corporate Social Responsibility, the Total Group of Companies in Nigeria (Total Nigeria Plc, Total Upstream Companies in Nigeria and its OML 130 partners NNPC/NAPIMS, CNOOC, Petrobras and Sapetro) partners with the government, non-governmental and other humanitarian bodies to fight malaria in Africa. The Group took its 2017 malaria intervention to Abeokuta, Ogun State, West of Nigeria.

The 2015 World Health Organization's Malaria Fact Sheet show 212 million malaria cases and 429,000 malaria deaths were recorded. Sub-Saharan Africa continues to bear a disproportionately high share of the global malaria burden, making the region home to 90% of malaria cases and 92% of malaria deaths. Increased prevention and control measures have led to a 29% reduction in malaria mortality rates globally since 2010. This explains why Total is determined to partner with Stakeholders and other corporate organizations in the fight to prevent and eradicate malaria in line with the 2017 theme for the World Malaria Day "End Malaria for Good, Play Your Role".

In playing its role, the Total Group in Nigeria joined the world to mark this day with a two day lineup of activities. The campaign activities were aimed at helping the population protect themselves from malaria. This came about after preliminary stakeholder consultations were done with the beneficiary state.

Amongst the activities to mark the day was the training of over 72 Ogun State Health workers by medical experts, distribution of 1,500 long lasting insecticide treated mosquito nets to families and members of the public in the state as well as the demonstration of proper use of the nets; distribution of 40 thousand educational handbills on the prevention and management of Malaria to members of the public. The distribution was effected through employee volunteers, Total's network of Service Stations nationwide, members of the Ogun



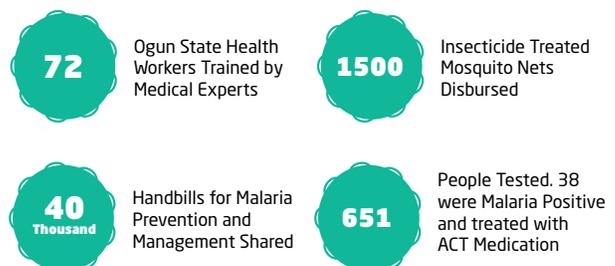
State ministry of Health, the State Commissioner for health Dr. Babatunde Ipaye and the wife of the State Governor Dr. Mrs. Olufunsho Amosun. They also led a sensitization walk around some major streets in Abeokuta and participated in the entire activity as stakeholders and direct beneficiaries of the 2017 malaria intervention.

The State government's support was quite tremendous in harmonizing activities of the private sector to ensure that efforts were not duplicated as well as having resources channeled towards the specific areas of need.

Other highlights of the program included the provision of free rapid diagnostic testing for 651 persons out of which 38 persons who tested positive were treated with ACT medication. 99 children under the ages of 5 were also tested by the the state health workers under the sponsorship of the Total Group.

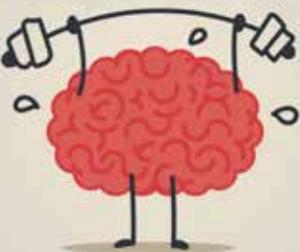
Internally, awareness was created amongst members of staff who were urged to keep their environment clean as well as sleep under insecticide treated nets while seeking proper medical attention when symptoms are observed.

Total remains committed to the Health, Safety and Environment of its communities.



TOTAL NIGERIA PLC
Presents
Healthy Living Campaign 2017

Theme Understanding Mental Health



Featuring
Stress Management
Health Enlightenment
Medical Examination

13th - 17th
November
2017



WORLD SALT AWARENESS WEEK 2017

In line with Total Nigeria Plc's campaign on Cardiovascular Diseases, Total Nigeria Plc joined the rest of the world to commemorate "World Salt Awareness week" which spanned March 20 to 24, 2017.

This falls in line with our campaign on Cardiovascular Diseases; its causes, its effect and prevention methods one of which is a reduction of salt intake.

Reminders were put upon the recommended and acceptable level of daily salt intake (6 grams or 1¼ of a tea spoons only), so we all can live healthier and more prosperous lives.

ANNUAL HEALTHY LIVING CAMPAIGN 2017

The 2017 Healthy Living Campaign for staff and stakeholders focused on "Understanding Mental Health". This included a Health Enlightenment/Lecture delivered in each location; Medical test at selected hospitals for Staff and Spouses.

SALT AND YOUR HEART

High salt diet is a major contributor to hypertension which causes strokes and heart diseases

Salt is made up of Sodium and Chloride. Sodium is the part of salt that can increase your blood pressure if taken in excess.

You should not eat more than 6 Grams of salt daily, this is same as 1 = 1/4 teaspoons of salt but Hey! You can also do without!

6g

World Salt Awareness Week '17






ECONOMIC PERFORMANCE

STRONG ECONOMIC PERFORMANCE

NATIONAL DISCLOSURES STATEMENT OF VALUE ADDED FOR THE YEAR ENDED 31 DECEMBER

	2017 N'000	%	2016 N'000	%
Revenue	288,062,650		290,952,520	
Bought In Material and services				
Less: Bought in materials and services :				
- Imported	(46,662,612)		(100,349,775)	
- Local	(217,920,236)		(152,894,923)	
	23,479,802		37,707,821	
Other Income	3,936,147		1,449,363	
Finance Income	2,589,877		273,551	
Value added	30,005,826	100	39,430,735	100
Applied as follows:				
To pay government:				
Income tax, education tax and capital gains tax	3,775,985	13	5,555,981	14
To pay employees:				
Salaries, wages, pensions and social benefits	8,240,675	27	7,483,750	19
To pay providers of finance:				
Finance costs	3,063,608	10	851,661	2
Interim dividend	1,018,566	3	3,395,218	9
Retained in the business				
To maintain and replace:				
- Property, plant and equipment	3,460,906	12	3,206,508	8
- Intangible assets	49,934	-	66,061	-
Final dividend	2,376,652	8	4,074,261	10
To augment retained earnings	8,019,298	27	14,797,095	38
	30,005,825	100	39,430,735	100



PROFIT AFTER TAX
FIVE YEAR EVOLUTION

TOTAL NIGERIA PLC ACHIEVES OPERATIONAL EXCELLENCE IN AVIATION



Total Nigeria Plc was recognised for its operational quality in aviation on November 17, 2017.

The Head of Logistics Department, TOTAL S.A, Mr. Olivier Peters presented the award to Mr. Wole Olukinni, Total Nigeria's Aviation Manager. Mr. Jean-Philippe Torres, Managing Director Total Nigeria Plc, Mr. Olagoke Aluko, GM Operations and Mr. Olufemi Otufadebo the JUHI Manager were present to witness the presentation.

The award connotes the achievement of the excellent level of Total Nigeria Plc "Into Plane" entity in Lagos airport, as well as the notable improvement of the operational level on other sites operated by Total Nigeria Plc.

The achievement of this level is based on operational and HSEQ criteria. An excellent level, is a rare achievement in the African continent. Besides Egypt, Mauritius and Tunisia in Total Africa, Total Nigeria Plc Lagos' "Into Plane" site is the first to achieve the excellent level within this zone.

OIL TRADING AND LOGISTICS EXPO

The Oil Trading and Logistics Expo (OTL) which held from October 2017 is Africa's leading downstream event that showcases products and services from the downstream oil and gas industry.

Product Exhibition

OTL consistently showcases the industry's most important products and services, and gives companies the opportunity to take advantage of relevant solutions. Total Nigeria Plc showcased her innovative Solar Solutions, specially formulated Lubricants and extensive range of Car Care products at the exhibition.



NIGERIAN CUSTOMER SERVICE AWARDS 2017

On October 5, 2017, Total Nigeria Plc emerged as the winner in "Excellent Service Delivery in the Oil and Gas Category" at the 2017 Nigerian Customer Service Awards (NCSA). The 2017 NCSA was held in Abuja and awarded top tier companies that value and provide outstanding customer service in their respective industries.

Total Nigeria Plc is a fourth time recipient of this award.



PEARL AWARDS

In recognition of the outstanding performance of its stock on the Nigerian Stock Exchange, Total Nigeria Plc was awarded the Sectorial Leadership (Oil & Gas - Petroleum Product sector) Prize by PEARL Awards.





STAKEHOLDER ENGAGEMENT

Donation to Tivid Orphanage, Benue



Donation to Adonai Orphanage Kaduna



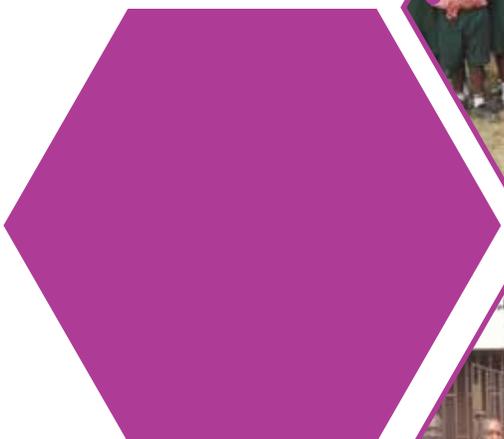
Donation to Fatherless & Motherless Babies Orphanage, Kaduna



Donation to International Women Organization for Charity (Small World)



Donation to Braille Book Production Center (Niger Wives)



Donation to Wesley School for the Hearing Impaired



Donation to Primary Health Care Centre, Koko

DONATIONS AND DUE DILIGENCE TO ORPHANAGES

S/N	NAME OF ORGANISATION	AMOUNT IN NAIRA
1	Partnership Consultative Committee, Koko, Delta State.	150,000
2	International Women's Organisation for Charity, Lagos State.	208,000
3	Fatherless & Motherless Children Aid Organisation, New Karu, FCT Abuja.	250,000
4	Right Steps Family Outreach in Nigeria (SUSANA HOMES), Abia State.	250,000
5	Divine Mercy Compassionate Home, Awka, Anambra State.	250,000
6	Little Sisters of the Poor Home for the Elderly, Awkunanaw, Enugu State.	250,000
7	Tenderlove Orphanage, Anambra State.	250,000
8	Tivid Orphanage Home International, Makurdi, Benue State.	250,000
9	Koko Primary Health Care Center, Koko, Delta State.	250,000
10	Heart of Dorcas Children's Center, Ado Ekiti, Ekiti State.	250,000
11	Holy Child Motherless Home, Enugu State.	250,000
12	Adonai Orphanage and Windows Center, Kaduna State.	250,000
13	Ministry of Mercy Orphanages, Lokoja, Kogi State.	250,000
14	Paroche Reachout Foundation, Lagos State.	250,000
15	Lagos Chesire Home, Lagos State.	250,000
16	Wesley School 1 for the Hearing Impaired, Surulere, Lagos State.	250,000
17	Wesley School 2 for the Hearing Impaired, Surulere, Lagos State.	250,000
18	Nigerwives Braille Book Production Centre, Surulere, Lagos State.	250,000
19	Honour Ground Orphanage Home, Nasarawa State.	250,000
20	Christian Mission for the deaf, Ibadan, Oyo State.	250,000
21	The Care People Foundation, Ibadan, Oyo State.	250,000
22	Galilee Foundation, Ibadan, Oyo State.	250,000
23	Rosalie Home rehabilitation Center, Port Harcourt, Rivers State.	250,000
24	Donation towards Iwere College Interhouse Sports, Koko, Delta State.	293,000
25	PEARL Awards Sponsorship, Lagos State.	425,000
26	FNCCI - French Week Sponsorship, Lagos State.	450,000
27	Brandzone Branding Conference Sponsorship, Lagos State.	500,000
28	Small World/International Women's Organisation Silver Sponsorship, Lagos State.	510,000
29	Boys Brigade, Lagos.	750,000
30	Scholarship for Koko Indigines, Delta State.	1,199,800
31	Job Shadow Educational Program for Students, Koko, Delta State.	2,866,663
32	Malaria Awareness Campaign and Capacity Building for Health Workers in Abeokuta, Ogun State	4,630,250
33	HIV/AIDS Prevention and Awareness Campaign, Onitsha, Anambra State.	8,225,424
34	Upgrade of a block of classrooms at the Ibaforon Primary School, Lagos State.	12,634,375
35	SOS Children's Villages Annual Corporate Sponsorship, FCT Abuja, Plateau, Lagos and Ogun States.	16,777,422
36	Road Safety Cubes Campaign for School Children, Kano, Kaduna, Edo and Oyo State.	28,456,705
37	Skills Acquisition Programs for Youth, Delta and Kaduna States.	48,715,218

132,041,857

TOTAL NIGERIA AT DIGITAL EXPO, 2017



At the Digital Bay Expo Platform, Total Nigeria Plc showcased its brand as the industry leader in digital and cashless innovation in Nigeria through our variety of payment solutions ranging from Total Card to our partnerships with Guaranty Trust Bank on the *737* cash out, Agent banking with Quickteller and use of POS machines in our stations.

The event tagged “Millennials in the Marketplace: Lifestyle Riding on Payment Systems” was held at Eko Hotel & Suites in Lagos from June 13 to 15, 2017.

Total Nigeria Plc’s General Manager Sales & Marketing, Adesua Adewole featured as a speaker in a plenary session on the topic “Cashless Innovations in the Downstream Sector” alongside other speakers who are Total’s digital partners, Guaranty Trust Bank and Quickteller to further highlight their partnership essence with Total and emphasize Total as a pioneer in the downstream sector with regards to e-payment solutions.

FITNESS PROMOTION AT FIFTH MD'S CUP FOOTBALL TOURNAMENT



The MD's Cup Football Tournament of Total Nigeria Plc is a biennial football competition amongst staff targeted at boosting employee fitness, team spirit, bonding and promoting work-life balance. Started in 2009, the fifth edition of this event was held from May 17 to 20, 2017.

There were four participating teams representing the Head office, Northern, Eastern, and Western territorial offices. Using the league format, these teams competed in preliminary matches with the Western territory and Head office emerging as finalists.

During the final match of the tournament, Team Quartz from Western Territory won Team Solar from Head Office with a 1:0 score.

OTHER ACTIVITIES WERE:

"Healthy Living Walk" by Management and staff with their families and friends, from Total House in Victoria Island to Onikan Stadium, Lagos Island. Approximately 3.5 kilometers.

Novelty matches between Management and the affiliate's Partners, which drew 1 goal to 1.

"Fastest Man and Woman in Total Nigeria Plc" competitions in which the bronze medalist from the last Nigerian oil and gas industry games, Ituru Ovie won Fastest Man and back to back winner Kate Ogu-Oige emerged Fastest woman.

Apart from being a lot of fun and entertainment, the MD's Cup tournament offers several health benefits to the physical and mental well-being of participants. Total Nigeria Plc believes that a healthy workforce is a prerequisite for productivity and sustainable growth.

Some of the Company partners who animated the event with branded souvenirs and gift items were KwikFit Autocare Limited, Globacom Limited, Unilever Nigeria and Nigerian Bottling Company.

NIGERIA HOSTS TOTAL INTEGRATION DAYS FOR TOTAL AFRICA DIVISION



Total in Nigeria hosted the Total Integration Days (TiD) Seminars for the Africa Division in Lagos from March 15 to 17, 2017. Venues for the TiD events were Eko Hotels and Suites and The Civic Center, both in Victoria Island, Lagos. With 80 participants from across the continent, it was organized to encourage better acquaintance with the Group's strategy and core businesses through plenary sessions, business games and informal networking moments.

At the end of this 3 day seminar, participants were also able to build their personal networks, as well as better understand the global economic and oil environment.



GLOBAL DIVERSITY DAYS, 2017 “LET’S SHOW RESPECT FOR EACH OTHER”

Total Nigeria Plc, a diverse people of different ages, national origins, political beliefs, races, genders and religious affiliations, on May 15 to 19, 2017, celebrated Global Diversity Days (GDD). Focusing on the Group’s theme for the event, “*Let’s Show Respect for Each Other*”, the GDD was set up to eliminate stereotypes, prejudices and dominant representations in Total. Its aim was also to evoke a deeper sense of belonging and unity by creating opportunities for employees to discuss and share ideas that promote diversity.

The event was celebrated across Nigeria by all members of staff at the Total Head office, Eastern, Western, and Northern territories. It was indeed a “diversity-packed” event with several educational and entertaining activities such as:

Culture Fact: Employees submitted culture facts about their ethnic groups that others might not be aware of to create more awareness on our diversity and the need to respect each other.

I’ve Got Talent: A contest on staff interpretation of the Diversity theme through Poetry and Prose.

Themed Dressing Plan: Employees were fully dressed in traditional and old school attires throughout the week-long event.

Diversity of Job: To achieve our objectives as a company, we must have a big picture perspective that each job is as important as the other and should be respected. So the Northern territorial office, in Abuja, acknowledged the jobs of staff in its location and tagged them as #iRepMyJob. Some of which are Maintenance, Customer Service, Retail Sales, General Trade, Training and Operations.

Taste of Diversity: Meals from different cultures were served across most of the affiliate’s offices nationwide.

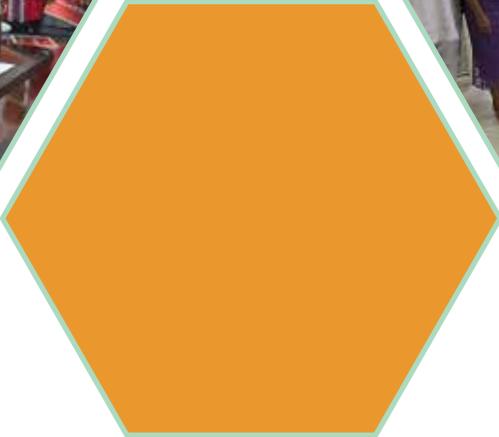
Traditional Fashion Runway: A daily runway event in which the best culturally dressed male and female were nominated and awarded prizes.

My Diversity Experience: Employees and expatriate staff shared their diversity experiences in the affiliates and countries they have worked in.

Total Nigeria Plc successfully concluded its celebration of Global Diversity Days 2017 with the collective belief that employees’ differences generate richer ideas and solutions. This is important in sustaining its position as a reference point in the Nigerian energy industry. Looking forward to 2019 celebrations of GDD, the affiliate believes that improving on this would require continuous promotion and sustenance of fair representation amongst key stakeholders.



DIVERSITY DAYS 2017 IN PICTURES



Enjoy
24 HRS LIGHT



No Batteries



No Candles



No Fuel



No Generator



Charge with
FREE SUNLIGHT

Make it Solar       



ACCESS TO ENERGY

ELF LUBRICANTS is now distributed in all Fuel Stations of Pinnacle Oil and Gas Limited in Nigeria. This partnership is aimed at improving access of premium ELF lubricants in Nigeria.

The Elf Lubricants had been present in the Nigerian market since the 1960s and in 2001 after the merger of TOTAL and Elf in Nigeria to form the company TOTAL, Elf Lubricants brand was withdrawn from Nigeria officially. However, ELF Lubricants has now come back into the Nigerian market to satisfy consumer demand for quality lubricants for both petrol and diesel engines. With specific formulation, manufactured by TOTAL, ELF is a brand that caters to the varying consumer needs on and off the motor sports racing tracks.

Jean-Philippe Torres, Managing Director, Total Nigeria Plc, was very pleased with the partnership with Pinnacle Oil and Gas Ltd as this partnership expands the distribution channel for Nigerians to have more access to world-class quality lubricants.

ELF LUBRICANTS NOW DISTRIBUTED BY PINNACLE OIL AND GAS LTD



The Total Nigeria Plc Head Office building completed its first Hybrid Solar installation and was commissioned on Sunday, December 11, 2017.

The 333 Sunpower photovoltaic panels installed produce a total Of 109kwp that helps to power the head office thereby reducing energy cost.

TOTAL NIGERIA PLC HEAD-OFFICE GETS SOLAR POWERED



Power Nigeria Exhibition was held from September 5 - 7, 2017. This is a yearly exhibition for stakeholders in the power industry. It is usually well attended.

Total Nigeria Plc had on display its innovative solar and Lubricant offerings and also presented a Technical paper on "Total Solar Home and Hybrid Solutions".

POWER NIGERIA EXHIBITION



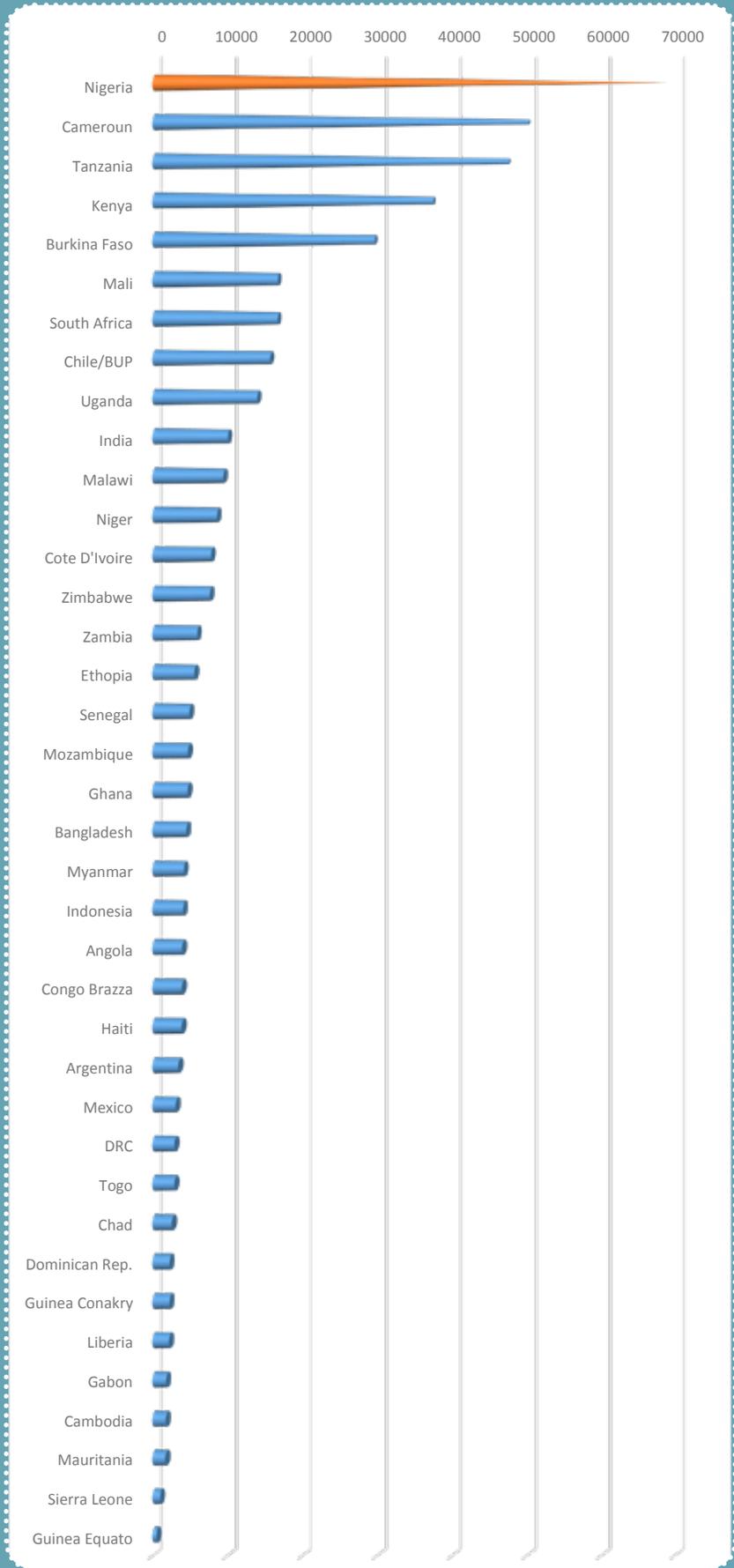
Green light planet Nigeria in conjunction with Total Nigeria Plc ran activations on Total Solar lamps across some major cities in Nigeria.

The activation was aimed at creating awareness on Total Solar Lamps and recruiting potential distributors and resellers for the product (Total Solar Lamps).

TOTAL SOLAR LAMPS ACTIVATION



**TOTAL NIGERIA PLC
TOPS TOTAL SOLAR
LAMPS SALES
IN 2017**





***This is a great Chance
to Enjoy this Special Card.
Pay for all products and Services
at Total Service Stations***

Get Yours



TOTAL Card Express



PARTNERSHIPS

Courtesy of the partnership between Total Nigeria Plc and GTBank of Nigeria, Total customers can make cash withdrawals in select Total Service Stations without an Automated Teller Machine (ATM). In collaboration with GTBank, Total Nigeria Plc offers customers the opportunity to get cash from select stations with the “dial of a button”. This offer is called *737* cash-out. It is a USSD (Unstructured Supplementary Service Data) platform. This initiative not only offers customers the convenience of getting cash easily but also helps mop up excess in cash in stations. This is line with the cashless policy issued by the Central Bank of Nigeria. Activation was conducted in Total Solar Service Station, Onigbagbo on the 13th of April 2017 to launch the pilot phase in over 50 stations across Nigeria. Roll out of the service in more TOTAL Service Stations Nationwide will follow.

3 Easy steps

Customer dials a USSD string on their mobile phones; customer’s GTBank account is debited by the amount withdrawn, and Total’s account is credited; station staff releases cash to the customer.

What are the Benefits?

- Convenient service for the customer through instant cash out
- Enhanced liquidity management
- No installation or capital expenditure required.

737 CASH-OUT SERVICE IN TOTAL SERVICE STATIONS: A GTBANK-TOTAL COLLABORATION



TOTAL PARTNERS WITH BLACKBIT LIMITED ON DISTRIBUTION OF SOLAR HOME SOLUTION



Total Nigeria Plc and Blackbit Limited signed a Solar Home Solution distribution agreement. This Solar Product distribution partnership is aimed at facilitating seamless nationwide access to Solar energy products to bridge the energy gap in homes and optimally ensure customer satisfaction.

This partnership will enable Blackbit distribute Solar Home Solutions from the TOTAL Energy Solutions brand in outlets in Abuja and Lagos.

TOTAL Solar Home Solutions is a solar inverter kit that comprises high quality panels from SUNPOWER, one of the world’s renowned manufacturers of the most efficient Solar Panels. These panels come with a 25 year warranty but have an expected lifespan of over 40 years, a solar inverter (5 years warranty) and batteries of premium quality.

Total Solar Home Solutions are already being installed in homes across the country and are professionally installed and maintained to ensure seamless operations without human intervention. These solutions can be purchased through Blackbit outlets and other authorized distributors across Nigeria.

Jean-Philippe Torres, Managing Director, Total Nigeria Plc, was very pleased with the partnership as this provides a channel for Nigerians to have easy access to reliable Solar Energy Solutions. In his words he said “Satisfying our unique customer needs is very important to TOTAL, which is why TOTAL is dedicated to continuous investment in research and innovation in pursuit of developing renewable energy products and services of the highest quality. This pursuit has led to the development of the Solar Energy Solutions from the TOTAL Energy Solutions brand, tailored to meet a wide range of home energy needs. Total Nigeria Plc is glad to be partnering with Blackbit Limited to make our quality Solar Home Solutions even more accessible and look forward to a fruitful relationship.”



FEATURES

TOTAL NIGERIA PLC'S LUBESURE: BREAKTHROUGH INNOVATION TO FIGHT COUNTERFEITING



Innovation is at the heart of Total Nigeria Plc's ambition to grow sustainably. It is the principal growth lever of our business as it enables us to produce sustainable and responsible solutions in oil, natural gas and solar energies to meet customers' growing and future demand for energy as well as constantly improve our efficiency and performance. Lubrication is a basic requirement for modern societies and its use spans across transportation and major industries such as manufacturing, agriculture and power generation. Essentially almost every aspect of modern society requires some form of lubrication. However the threat counterfeiting poses to the lubrication industry in Nigeria has remained a rising challenge.

TOTAL LUBESURE PLATFORM, FIRST OF ITS KIND

Most businesses agree that reducing their product price to compete with counterfeiters is not the most successful way forward. Price is not the limiting factor. Even if they wanted to, most companies cannot cut the costs needed to equal price of counterfeit products. Instead, many companies are creatively using technology to fight fakes.

As a leading global energy brand known for premium quality products which includes TOTAL lubricants, Total Nigeria Plc leveraged on digital technology to create a breakthrough innovative solution, referred to as LUBESURE, to eliminate counterfeiting of its lubricants. LUBESURE, first of its kind in the industry, is a mobile authentication platform that allows consumers to utilize mobile technology to verify authentic or fake lubricants. This is by sending a Short Message Service (SMS) to a short code provided on the lubricant's scratch-enabled label without being charged by their mobile network.

BEFORE THE ADVENT OF LUBESURE

Nigeria's economy loses great revenue yearly due to the existence of counterfeit lubricants of existing lubricant brands. TOTAL lubricants were not excluded from this and also faced threats of imitations. Total Nigeria recognized that keeping ahead of counterfeiters is a complex challenge that requires an unprecedented level of security in the growing global market. This drive to protect its lubricants from counterfeits, to uphold the brand name and offer consumers the assurance that their purchases are original gave rise to the design and launch of LUBESURE.

END-TO-END LUBESURE AUTHENTICATION PROCESS

Itemized below is the process for authenticating select Total lubricants. Plans are underway to include other lubricant product categories like kegs and drums in the not too distant future.

- Selected 4 liter Total lubricants for the LUBESURE project were tagged with special labels that have unique codes.
- Upon purchase, customers scratch the labels and send unique codes to a free of charge short code via SMS.
- The LUBESURE verification platform confirms if the label is authentic or fake.
- A dedicated portal has been created to monitor all verifications and enquiries made.
- A dedicated customer care line is available to address customer concerns and identify areas with prevalent counterfeiting operations.
- An initial pilot phase to introduce this new authentication platform to customers was tagged 'Text and Win'. As the name implies, customers won airtime on their phone networks every time they verified their purchase.
- The pilot phase of the project was between December, 2015 and February, 2016.
- Following the successful pilot phase, the plants are getting equipped with automatic label applicators to implement LUBESURE on all the products.

Through sustainable actions, Total Nigeria Plc is working to impact stakeholders' trust and inspire their confidence in a responsible energy future. LUBESURE is already significantly reducing the impact of fake lubricants on the environment and increasing customers' vehicle and machinery efficiency and lifespan that were gradually being eroded by the increasing penetration of fake lubricants in the market. This innovative milestone definitely needs to be replicated across the lubrication industry in Nigeria and indeed Africa as a whole.

TOTAL NIGERIA PLC CONTINUES TO PROVIDE ACCESS TO BETTER ENERGY TO IMPROVE LIVES

With more than 1 billion people with no access to electricity, Total made a commitment to being an everyday energy partner by providing a variety of renewable solar solutions to suit the varying energy needs. In 2011, the Total Group launched a line of photovoltaic solar Lamps to provide affordable access to energy for communities in emerging economies. The Group's goal is to sell 5 million lamps by 2020 to improve the lives of 25 million people.

In line with the Group's goal, Total Nigeria Plc is on a mission to enable access to better energy for Nigerian households especially those who use costly or even dangerous sources of energy in their homes. Invariably this impacts greatly on access to education, communication, information, and the overall development of the Nigerian society. Available in Total service stations nationwide, our solar lamps were launched in September 2013 with the aim of providing clean, affordable and environmentally friendly energy solutions to consumers. They comprise of Sun King Pico, Sun King Eco, Sun King Mobile, Sun King Pro 2, TS120 and Sun King Home 120.

Designed for households that lack access to electricity, TOTAL Solar Lamps supply affordable, reliable, clean energy from the sun. Some of the lamps can also be used to charge small electric devices such as phones. These solar lamps are a safer and better replacement for less effective and more expensive lighting methods like disposable batteries and kerosene. These solar lamps are brighter than most commonly used lighting sources such as candles, lanterns or torch lights. The average torchlight has about 20-30 lumens, TOTAL Solar Lamps have between 25 - 300 lumens depending on the type of Total Solar lamp as well as the intensity of the light. TOTAL Solar Lamps have a life span of up to 5 years. The light from the lamps, depending on the type of lamp as well as the intensity of the light, can last between 4 to 72 hours. About 90% of Total Solar Lamp customers say their lamps have significantly improved their daily lives.

As part of the Last Mile strategy, TOTAL Solar Lamps are sold through our over 560 Total service stations, as well as through solar lamp distributors, resellers, and some Cooperative Societies. As of today, Total has sold 342,000 + lamps from Nigeria alone, impacting the lives of over two million Nigerians nationwide.

For large power needs, Total Nigeria Plc also provides solar solutions for both residential and business purposes. TOTAL Solar Home Solutions (SHS) are available in a variety of options to cater for the growing energy needs of homes around the country. These solutions are complete solar energy kits that include high efficiency panels, durable batteries and hybrid solar inverter. The load capacity ranges from 1.5KVA to 15KVA, and solutions outside this range can be customized. TOTAL Solar Home Solutions assures Nigerians of a reliable, consistent and eco-friendly source of power with great savings on energy cost amongst other benefits.

With the launch of the first solar-powered service station in Onigbagbo, Lagos on June 12, 2014, we became the pioneer of solar services in West Africa. In line with our Committed to Better Energy ambition, its construction was part of efforts aimed at providing energy solutions that are efficient and environmentally friendly. The solar-powered photovoltaic (PV) panels on its forecourt roof convert the sun's rays into electricity. This electricity is used to supply renewable energy to power the entire service station. It also features zero emissions of harmful green house gases and zero noise pollution.

As a responsible energy major and to ensure its promise of providing premium quality, TOTAL has expanded the entire value chain necessary for the future growth of renewable energies by acquiring major stakes in innovative companies like SUNPOWER to provide one of the world's best Solar Panels which come with a 25 year warranty and 40 year productive lifespan. In addition, TOTAL has major stakes in SAFT-Innovative Battery manufacturing company to provide premium quality storage (battery) solutions.

Also, new last mile channels and retail models are being created with TOTAL forming global partnerships with major development NGOs and local partnerships to reach the most remote areas; some of which are with International Finance Corporation (IFC) and existing solar lamps distributors such as Solar Sisters.



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Total, Partner of African Football

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OUR ACTIONS... MEETING THE UNITED NATION'S SUSTAINABLE DEVELOPMENT GOALS



Total's Skills Acquisition Program and SOS sponsorship of 4 houses addresses this SDG requirement.



HIV/AIDS and Malaria initiatives addresses this SDG requirement.



Total's Job Shadow and Scholarship Initiatives and Training of HIV/AIDS, Tuberculosis and Malaria Peer Educators, addresses this SDG requirement.



Efficient water consumption, waste treatment and management.



Total's Skills Acquisition Program and SOS sponsorship of 4 houses addresses this SDG requirement.



Total's feminisation and diversity policy addresses this SDG requirement.



Total access to energy alternatives. Total's solar powered service stations, Total Solar Lamps and efficient energy consumption addresses this SDG requirement.



Total's Skills Acquisition Program addresses this SDG requirement.



Total's environmental audit of Stations and safe disposal of Oily sand excavation; and Total's remediation and clean up of any spill or contamination ensures this SDG Goal is met.



Efficient water and energy consumption, waste treatment and management, recycling, etc. centralized printing system, donation of used calendars for braille book production.



Total's provision of level playing grounds to all with fair workplace recruitment policies as well as compliance with global best practices in all our operations.



Total's safe environmental initiatives like efficient water and energy consumption, waste treatment and management, spill and emission control, etc



Total's supply of recycling bins for waste segregation and Environmental/ Quality Management System audit of Total's ISO certified sites ensures this SDG goal is met.



Total's partnerships on most of its CSR initiatives like partnership on job Shadow, HIV/AIDS and Malaria initiative ensures this SDG goal is met.

GRI
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Energy drives progress where it is readily available. Two of the biggest challenges in building a responsible energy future are ensuring access for all and using energy wisely.

This is the environment in which we conduct our business. With operations in more than 130 countries, we are a leading international oil and gas company. We produce, refine and market oil and manufacture petrochemicals. We are also a world-class natural gas operator and rank second in solar energy, our 100,000 employees help supply our customers around the world with safer, cleaner, more efficient and more innovative products that are accessible to as many people as possible. We work alongside our stakeholders to ensure that our operations consistently deliver economic, social and environmental benefits.



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