ABBREVIATIONS

b: barrel
cf: cubic foot
/d: per day
/y: per year
€: euro
$US and/or dollar: U.S. dollar
t: metric ton
boe: barrel of oil equivalent
kboe/d: thousand boe/d
kb/d: thousand barrel/d
k: thousand
M: million
B: billion
MW: megawatt
TWh: terawatt hour
LNG: Liquefied Natural Gas
LPG: Liquefied Petroleum Gas
NGL: Natural Gas Liquid

CONVERSION TABLE
1 boe = 1 barrel of crude oil = approx. 5,447 cf of gas in 2011
1 b/d = approx. 50 t/y
1 t = approx. 7.5 b (for a gravity of 37° API)
1 Bm3/y = approx. 0.1 Bcf/d
1 m3 = approx. 35.3 cf
1 t of LNG = approx. 48 kcf of gas
1 Mt/y of LNG = approx. 131 Mcf/d

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THE MOST DIVERSIFIED OIL & GAS MAJOR IN THE COUNTRY

Key facts

Total has had a continuous presence in Qatar since 1936 and today is the only international oil company active in all branches of the country’s oil and gas sector. These include exploration & production, refining & petrochemicals, and the marketing of lubricants.

Total operates the Al Khalij offshore field and owns as well significant interests in some of the most prominent energy joint-ventures in Qatar, including Qatargas 1 & 2, Dolphin Energy, Ras Laffan Refinery, Qapco and Qatofin, to which the company devotes its experienced staff and highly respected technical expertise.

Total’s Qatari production averaged 155,000 boe/d in 2011. While committed to further developing its activities in Qatar, the Group also supports Qatar’s development agenda abroad, and partners Qatar Petroleum in various international oil and gas projects.

Total’s involvement in the local community complements its extensive operational portfolio in Qatar and includes R&D, education and sports.

Historical milestones

1936 Total enters Qatar as a shareholder in Iraq Petroleum Company (IPC), which establishes Qatar Petroleum Company (QPC) to expand its regional footprint.

1938 The country’s first oil and gas discovery, Dukhan, is made on the concession held by the IPC subsidiary QPC.

1940 First production from Dukhan field.

1949 First oil exports from Qatar.

1974 QPC is nationalised and operator status of the Dukhan Field is transferred to state-owned Qatar General Petroleum Company (QGPC), later renamed Qatar Petroleum (QP).

1980 Qatar begins reopening its oil and gas acreage to international oil companies.

1984 QP, Total and BP form the Qatargas joint venture to develop LNG from the giant North Field, a partnership involving gas production, liquefaction and export. Total holds a 20% interest in the upstream part of the project (gas production from North Field ‘Bravo’ Block) and has a 10% share in the Qatargas 1 liquefaction plant.

1991 Total discovers the Al-Khalij offshore oilfield.

2001 The Dolphin Energy project is launched to provide the UAE and Oman with natural gas from Qatar.

2002 Total and Qapco create the Qatofin joint venture to build the largest ethane cracker in the world and a world-class low density polyethylene plant in Mesaieed.

2006 Total acquires a 16.7% interest in Train 5 of Qatargas 2.

2009 Total takes a 10% interest in the Ras Laffan condensate refinery.
UPSTREAM

AL-KHALIJ FIELD, BLOCK 6
A complex and challenging oilfield
- Total is the operator of Al-Khalij, an offshore oilfield discovered in 1991 on Block 6.
- Located some 120km north-east of Doha, Al Khalij comprises eight platforms and 52 wells, 40 of which are oil producing. Production from this geologically complex and challenging oilfield started in 1997. Around 25,000 barrels of oil per day are sent via two subsea pipelines to a treatment facility on Halul Island operated by Qatar Petroleum. In order to meet strict environmental criteria, all associated water from the wells is fully re-injected into the reservoir.
- In November 2012, Qatar Petroleum and Total renewed the Al Khalij license for another 25 years. Under the new concession agreement, Qatar Petroleum and Total will have a 60/40 interest in the field following the expiry of the existing exploration and production sharing agreement in 2014.

BLOCK BC
Searching for additional reserves
- Since May 2011, the company has been a 25% partner in the exploration of Block BC, a deep offshore block located about 130km from Qatar’s eastern coast and covering an area of approximately 5,600 square kilometres.
- The exploration programme, which runs until 2014, involves 2D and 3D seismic acquisitions as well as a number of exploration wells.
- Block BC is operated by the Chinese company CNOOC.

PARTNERING WITH QATAR PETROLEUM IN MAURITANIA
- In 2008, Qatar Petroleum International (QPI) took a 20% interest in two exploration blocks operated by Total in the Taoudeni Basin in Mauritania, thereby further extending the long-standing partnership between the two companies.
Total partners Qatargas, the world’s largest LNG company, since its establishment in 1984

QATARGAS
A long-standing partner of the world’s largest LNG producer

- Total is a founding partner of Qatargas, the world’s largest LNG producer, established in 1984. Qatargas supplies LNG to customers in Asia, Europe and Americas.

Qatargas 1
- Today, the Group owns a 20% share in the upstream component of Qatargas 1 comprising condensates production from the North Field ‘Bravo’ Block (NFB block).
- In addition, it has a 10% interest in the Qatargas 1 gas liquefaction plant with three liquefaction trains.
- Global LNG output from Qatargas 1 is 10 Mt/y of LNG and 50,000 t/y of condensate.

Qatargas 2
- Total owns as well a 16.7% interest in Train 5 of Qatargas 2. Production from Train 5 started in September 2009 and reached its designed capacity of 7.8 Mt/y by the end of that year.
- Under a 5.2 Mt/y off-take agreement with Qatargas 2, Total began at the same time to market Qatargas LNG overseas.

DOLPHIN ENERGY
Pioneering inter-Gulf gas supply

- The Group is a founding member and a leading partner in Dolphin Energy, the Gulf’s first and largest gas grid linking several countries in the GCC.
- Total holds a 24.5% stake in Dolphin Energy alongside Abu Dhabi’s Mubadala (51%) and Occidental Petroleum (24.5%).
- Dolphin Energy supplies the UAE and Oman with natural gas produced in Qatar. The production contract for Dolphin, signed in 2001 with state-owned Qatar Petroleum, provides for the sale of 2 Bcf/d of dry gas from the North field for a 25-year period.
- The gas from the North Field is processed in Ras Laffan Industrial City and then exported to the UAE through a 360km subsea pipeline.
- Production from Dolphin started in the middle of 2007 and reached its contracted capacity of 2 Bcf/d of gas in the first half of 2008.
REFINING & CHEMICALS

RAS LAFFAN CONDENSATE REFINERY
● The Group holds a 10% interest in the Ras Laffan Refinery, a condensate splitter with a capacity of 146,000 b/d which came on stream in September 2009.
● The Ras Laffan refinery produces naphta, desulfured kerosene and low-sulfur diesel.

QATAR PETROCHEMICALS COMPANY (QAPCO)
● Total joined Qatar in its first chemicals joint venture in 1974 with a 10% share in Qatar Petrochemicals Company (Qapco). Qapco operates a petrochemical complex manufacturing ethylene and low-density polyethylene (LDPE), a type of plastic commonly used in food packaging, for worldwide export.
● Qapco is a key element in the diversification of the Qatari economy. Total increased its participation in the facility to 20% in 2002.
● Qapco has two major assets located in Mesaieed in the south-east of Qatar: an ethane cracker with a capacity of 800,000 t/y, and two LDPE plants with a capacity of over 400,000 t/y.
● In November 2012, Qapco inaugurated a third low-density polyethylene plant, LDPE 3, with a capacity of 300,000 t/y. This new state-of-the-art facility pushes up the country’s output to 700,000 t/y of LDPE.

QATOFIN
● In 2002, in conjunction with Qapco, Total entered into the Qatofin joint venture. Total has a 36.36% direct shareholding in the company, making a stake of 49% when its investment in fellow shareholder Qapco is included.
● Qatofin was established to develop two projects:
  - The largest ethane cracker in the world operated by the Ras Laffan Olefins Company (RLOC) in which Qatofin has a 45.7% stake alongside Q-Chem. The ethane-based steam cracker is designed to produce 1.3 Mt/y of ethylene.
  - A world-class linear low-density polyethylene (LLDPE) plant, commissioned in 2009 in Mesaieed, with a production capacity of over 500,000 t/y.

MARKETING & SERVICES

LUBRICANTS
● In Qatar, the Group markets automotive and industrial lubricants directly through its Dubai-based subsidiary, Total Marketing Middle East, and through a joint venture with its local partner NBK.
● Sales of Elf and Total-branded lubricants in Qatar have allowed the company to reach a market share of more than 25% in 2011.
● Capitalising on its successful regional concept of “Rapid Oil Change” and “Pit Stop”, Total has opened two ROC and four Pit Stop outlets in the country.
RESEARCH & DEVELOPMENT

THE TOTAL RESEARCH CENTRE-QATAR (TRC-Q)

- Located in Qatar’s Science and Technology Park, the Total Research Center-Qatar (TRC-Q), inaugurated in 2009, is part of a global network of 22 R&D facilities run by the Group.
- The centre is implementing a US$25 million five-year investment plan covering joint research, training and technical assistance to local industry, notably Qatargas and Dolphin Energy.
- TRC-Q specialises in three main fields: carbonates, metrology and petrochemicals.

- Total and Qatar Petroleum signed a Research Frame Agreement to develop a joint research on acid stimulation of wells and geochemistry.
- Besides research, TRC-Q is active in academic partnerships and supports student development at Qatar University.
- The TRC-Q also offers training to QP, Qatargas and Dolphin staff, with Total experts giving a full-day lectures once a month.

The Total Research Centre-Qatar, is part of Qatar Science & Technology Park (QSTP), located within Qatar Foundation
EDUCATION
● The Group supports job creation and career development for Qataris by offering improved access to high education.
● The Total Scholarship Programme for Qatar, started in 2004, sponsors talented engineers from Qatar Petroleum, and other industries, to complete their master degree studies in science or business in France.
● Total also works with Qatar Foundation to support French universities looking to set up local branches within the campus of Hamad Bin Khalifa University in Doha. With the company’s cooperation, the leading business school HEC Paris has introduced its highly-regarded Executive MBA courses in Qatar. Total also sponsors the HEC Paris Chair in Energy and Management, to support research on global energy challenges and the energy landscape in Qatar and the wider Gulf.
● Since 2011, Total has sponsored lectures by Total experts to students at Qatar University under the Total Professors Associates programme. Students at Qatar University as well as Hamad Bin Khalifa University are also invited to attend the annual Total Summer School in Paris.

SPORTS
● As a partner of the Qatar Tennis Federation, Total is the title sponsor of the Qatar Total Open, a leading women’s tournament, and the Total Qatar National Junior 2013 Youth Tournament.
● Total is also a partner of the Qatar Equestrian Club, sponsoring two of its signature events, the Qatar Prix de l’Arc de Triomphe in Paris and the Emiri Sword Race in Doha.