



Dear Colleagues,

The unique dynamics of our current down cycle in the global oil and gas industry requires a structural and fundamental shift in the way we develop our offshore, and specifically deepwater, discoveries. While continuously aiming at improving industry safety objectives, our common objective is to reduce costs significantly in order for deepwater to remain competitive. This will only be achieved through a step change in efficiency which requires reinforced industry collaboration and innovative technologies.

MCE Deepwater Development is a leading industry event focused on bringing together the strategic decision makers within the deepwater oil and gas market. Through a focused technical program, creative networking opportunities and a comprehensive exhibition hall, the event creates a unique opportunity for these members of industry to engage in critical dialogue around the future of our industry.

Considering current market conditions and the long established reputation of MCE Deepwater Development, Total is pleased to host the 2016 event in Pau, France, 5-7 April 2016.

As a key operator in deepwater oil and gas, Total looks forward to taking full advantage of the opportunities provided during MCE Deepwater Development. We hope to continue to engage our current partners, suppliers and contractors as well as having meaningful exchanges with new companies, who can add value by reducing cost and increasing Oil & Gas recovery.

Total continues to reassess how to develop deepwater fields and we will use MCE Deepwater Development as a means to connect with industry specialists and companies who can propose ways for us and our collaborative partners to realize the most meaningful results.

We invite and encourage you and your company to attend and participate in MCE Deepwater Development 2016. Total is actively engaged in the planning, preparation and organization of the event which will be evident in the exhibition hall, the networking events and the technical program.

We value the chance to interface with other operators and members of the supply chain during such a dynamic time of change where such industry dialogue is essential.

We look forward to seeing you in Pau and discussing how the offshore oil and gas market is adjusting to adapt to our current crisis and evolving to become safer, smarter and more competitive.

Sincerely,

A handwritten signature in black ink, appearing to read "AG", with a long horizontal stroke extending to the right.

André GOFFART

TOTAL E&P Senior VP for Development and Support to Operations