



October 18, 2007

Mr. Thierry Desmarest
Chairman of the Board of Directors
Total S.A.
2, place de la Coupole
La Défense 6
92078 Paris La Défense Cedex
France

Dear Mr. Desmarest:

We are writing to urgently seek a meeting with the appropriate corporate officers of Total to discuss in greater detail your operations in Burma and the risks to the company from its association with the military regime's crackdown.

We write to you as long-time shareholders in Total. We include religious institutions, investment firms, and pension funds. We own approximately 400,000 of shares in Total. Our combined assets under management are over \$18 billion.

We note with alarm the media reports of the recent brutal crackdown by the Burmese military regime against the peaceful demonstrations by monks, students, and other members of Burmese society. We are particularly disturbed by the regime's further nighttime round-ups and arrests. We are gravely concerned by reports of killings, torture, and imprisonment of these brave souls.

We question whether it is possible for Total to continue to operate in Burma without supporting the military regime and its egregious abuses of human rights. Total claims to be a responsible company in Burma. However, we believe that any responsible company in Burma should speak out publicly against the regime's imprisonment, beatings, and killings of peaceful pro-democracy demonstrators. We ask Total to publicly speak out against the military crackdown and send a strong signal to the regime that responsible corporations in Burma cannot remain silent in the face of the regime's widespread abuses of human rights.

We are particularly shocked by Total's recent statement on Burma. On September 27, the French newspaper *Libération* published an article in which Mr. Jean-François Lassalle, Total's Director of External Relations stated about events in Burma (in our

translation from French to English): "it is difficult to condemn the repression taking place because Total is not a moral or political authority".¹

We agree that Total is not a political authority. However, we strongly disagree that Total has no moral obligation to speak out against the military regime's killings and imprisonment of monks in Burma. We are of the strong belief that corporations do have certain ethical obligations particularly with regard to human rights, democracy, and the rule of law.

Total has tremendous influence with the Burmese regime; it only has to choose to use it. Total is the European company with the largest investment in Burma. Moreover, Total is the largest investor and the principal operating manager of the \$1.2 billion Yadana gas field and pipeline. Through the project's production sharing agreement, Total is responsible for the transfer of millions of dollars to Burma's military regime. This represents a significant part of the money from the oil and gas industry that keeps the regime afloat financially and provides it with the necessary money to buy arms and maintain its rule.

Total has reportedly also blocked efforts by the French government and the European Union to impose economic sanctions on Burma's oil sector despite the regime's egregious abuse of human rights. This constitutes unacceptable indirect political support for the Burmese military regime by Total. We expect Total to cease its lobbying against economic sanctions on Burma. As shareholders, we are concerned that if European Union sanctions are tightened further, Total may be compelled to sell off its Burmese investment at a discounted fire-sale price.

It is the financial and political support that Total provides the Burmese regime that exposes the company to the risk of lawsuits and irreparable reputational damage. We note that Total has already been the subject in recent days of growing media criticism, political and shareholder pressure, consumer boycotts, and even demonstrations at its offices and gas stations. We expect that this campaign against Total will continue to increase in power and magnitude.

We also note that Total has been singled out by President Sarkozy for its operations in Burma. On September 26, President Sarkozy told reporters, "France calls on all of its private companies, for example Total, to show the greatest restraint in their investments in Myanmar, and to not make any new ones." In light of the negative publicity Total receives over Burma, and the fact that Belgian prosecutors recently reopened an inquiry

¹ The original statement in French, including the context, is here:

"Contacté quelques heures plus tôt par Libération, après le début de la répression, Jean-François Lassalle -directeur des relations extérieures à l'exploration et la production du groupe- affirmait qu'«il est difficile de condamner la répression en cours car Total n'est pas une autorité morale ou politique. Simplement, nous espérons que des solutions conformes aux droits de l'homme seront trouvées, que des discussions et des négociations» interviendront pour qu'«aucune violence n'ait lieu», a déclaré Lassalle. Qui tient à préciser que Total n'est pas «irremplaçable» en Birmanie. Si le groupe s'en va, «un autre prendra notre place.»

into alleged crimes against humanity by Total in Burma, the current situation presents an opportunity for Total to state publicly and unequivocally its opposition to the harsh tactics the military junta has employed against peaceful demonstrators.

We fervently hope that we can soon arrange a meeting to discuss this urgent situation and the risks to Total from its association with the military regime's crackdown. We will contact you shortly to arrange this meeting.

Sincerely,

Dan Nielsen
Manager of Socially Responsible Investing
General Board of Pension and Health Benefits, United Methodist Church

Shelley Alpern
Vice President
Trillium Asset Management

Séamus P. Finn, OMI
Director
Justice, Peace and Integrity of Creation Office
Missionary Oblates of Mary Immaculate
United States Province

Laetitia Tankwe
Extra Financial Risks Manager
Comité Syndical National de Retraite Bâtirente

Tim Brennan
Treasurer
Unitarian Universalist Association

Cc: Mr. Christophe de Margerie
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Mr. Jean-François Lassalle
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