

Total S.A. Lower NPV to \$100 from \$111 on Cash Flow Margin

| Symbol | TOT | Ebitda Next Twelve Months ending 6/30/12 (US\$mm) | 37,200 | | | | |
|---|---------------------|---|----------|--|--|--|--|
| Rating | Contrarian Buy | North American Natural Gas/Ebitda (%) | 0 | | | | |
| Price (US\$/sh) | 53.17 | Natural Gas and Oil Production/Ebitda (%) | 84 | | | | |
| Pricing Date | 8/1/11 | Adjusted Reserves/Production NTM | 9.9 | | | | |
| Shares (mm) | 2256 | EV/Ebitda | 4.4 | | | | |
| Market Capitalization (US\$mm) | 120,000 | PV/Ebitda | 7.3 | | | | |
| Debt (US\$mm) | 44,000 | Undeveloped Reserves (%) | 47 | | | | |
| Enterprise Value (EV) (US\$mm) | 164,000 | Natural Gas and Oil Ebitda (US\$/boe) | 39.20 | | | | |
| Present Value (PV) (US\$mm) | 270,000 | Present Value Proven Reserves(US\$/boe) | 20.87 | | | | |
| Net Present Value (US\$/share) | 100 | Present Value Proven Reserves(US\$/mcfe) | 3.48 | | | | |
| Debt/Present Value | 0.16 | Earnings Next Twelve Months (US\$/sh) | 7.72 | | | | |
| McDep Ratio - EV/PV | 0.61 | Price/Earnings Next Twelve Months | 7 | | | | |
| Dividend Yield (%/year) | 6.1 | Indicated Annual Dividend (US\$/sh) | 3.25 | | | | |
| Note: Estimated cash flow and earnings tied to one-year futures prices for oil. | | | | | | | |
| Reported results may vary | y widely from estin | nates. Estimated present value per share revised only infreq | uently. | | | | |
| Estimated present value p | resumes a long-ter | m price for oil of US\$100 a barrel and natural gas, \$8 a mill | ion btu. | | | | |
| For historical analysis of | TOT since 2004 se | e www.mcdep.com/1tot.htm | | | | | |

Summary and Recommendation

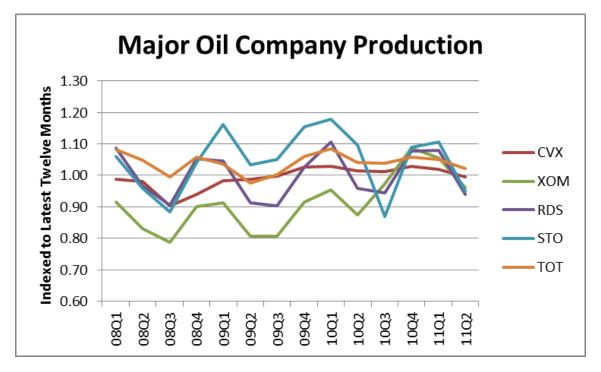
Contrarian Buy-recommended Total S.A. (TOT) offers 64% unlevered appreciation potential to a McDep Ratio of 1.0 where stock price would equal estimated Net Present Value (NPV) of \$100 a share, down from \$111. Lower than expected Ebitda (Cash Flow) Margin calculated from second quarter results released on July 29 triggers the lower NPV (see table Next Twelve Months Operating and Financial Estimates on page 2). Higher U.K. taxes reduce cash flow and high margin North Sea production is down for maintenance. Management looks for oil and gas volume growth in 2012. Notwithstanding recent margin, Total's reported operations follow trends similar to those of U.S. and European buy-recommended peers in volume and price (see charts Oil and Gas Production and Oil and Gas Price on page 3). At the same time, Total's refining is concentrated in Europe where cash flow has been slow to grow (see chart Downstream on page 4). Reducing its European refining exposure, Total has just completed the sale of its Spanish interests. The company has attractive growth prospects in natural gas at 20% of NPV while most the most cash is generated from oil production at 67% of NPV (see table Functional Cash Flow and Present Value on page 4). Besides a high return promised by a low McDep Ratio, Total's low debt implies low financial risk and high dividend yield at 6.1% delivers tangible immediate benefits (see Tables 1-3 on pages 5-7). Stock price below its 200-day average suggests that investors may need more patience before a stock price uptrend resumes (see Table 4 on page 8). Finally, oil price trends up with the latest quote for the next six years at \$100 a barrel compared to the 40-week average of \$98 (see table Six-Year and One-Year Natural Gas and Oil Futures on page 10).

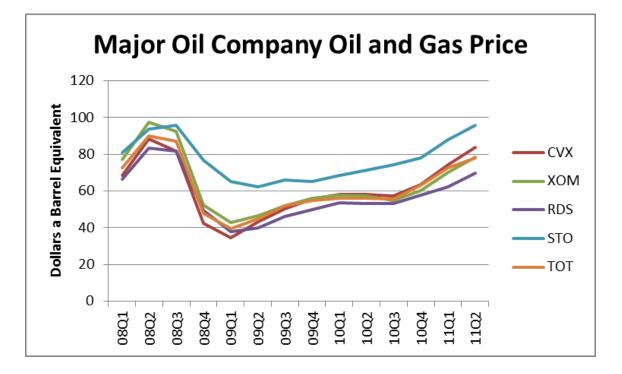
Kurt H. Wulff, CFA



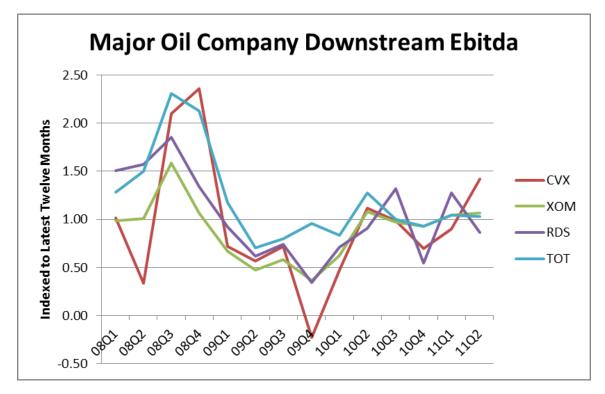
| | | | | al S.A. | | | | | |
|----------------------------|----------|------------------|------------|-------------|----------------|-----------|---------|---------|---------|
| | Next 7 | Fwelve Mo | nths Opera | ating and l | Financial H | Estimates | | | |
| | | | | | | | | | Next |
| | | | | | 0 (P | | | | Twelve |
| | Q4 | Q1 | Q2 | Q3E | Q4E | Year | Q1E | Q2E | Months |
| | 12/31/10 | 3/31/11 | 6/30/11 | 9/30/11 | 12/31/11 | 2011E | 3/31/12 | 6/30/12 | 6/30/12 |
| Volume | | | | | | | | | |
| Natural Gas (mmcfd) | 5,692 | 5,880 | 6,077 | 5,529 | 5,692 | 5,793 | 5,880 | 6,077 | 5,809 |
| Oil (mbd) | 1,337 | 1,293 | 1,197 | 1,197 | 1,197 | 1,221 | 1,197 | 1,197 | 1,197 |
| Total gas & oil (mmb) | 210 | 205 | 201 | 195 | 197 | 798 | 198 | 201 | 792 |
| Total gas & oil (mbd) | 2,286 | 2,273 | 2,210 | 2,119 | 2,146 | 2,186 | 2,177 | 2,210 | 2,165 |
| Price | | | | | | | | | |
| Dollar (euro/\$) | 1.36 | 1.37 | 1.44 | 1.43 | 1.43 | 1.41 | 1.43 | 1.43 | 1.43 |
| Natural gas (\$/mmbtu) | 5.62 | 6.19 | 6.60 | 6.60 | 6.60 | 6.50 | 6.60 | 6.60 | 6.60 |
| Oil (\$/bbl) | | | | | | | | | |
| WTI Cushing | 85.10 | 94.10 | 102.55 | 95.77 | 95.89 | 97.08 | 97.15 | 98.40 | 96.80 |
| Brent | 86.50 | 105.40 | 117.00 | 109.27 | 109.40 | 110.27 | 110.84 | 112.27 | 110.45 |
| Company | 83.70 | 99.50 | 110.60 | 103.29 | 103.42 | 104.15 | 104.78 | 106.13 | 104.40 |
| Total gas & oil (\$/bbl) | 62.96 | 72.61 | 78.06 | 75.59 | 75.20 | 75.37 | 75.44 | 75.64 | 75.47 |
| NY Harbor 3-2-1 (\$/bbl) | 11.15 | 17.69 | 27.68 | 31.74 | 28.87 | 26.50 | 27.67 | 29.24 | 29.38 |
| Europe (\$/t) | 32.30 | 24.60 | 16.30 | 16.30 | 16.30 | 18.38 | 16.30 | 16.30 | 16.30 |
| Revenue (mmeuro) | | | | | | | | | |
| Natural gas | 2,167 | 2,395 | 2,536 | 2,354 | 2,423 | 9,708 | 2,476 | 2,559 | 9,813 |
| Oil | 7,580 | 8,464 | 8,371 | 7,976 | 7,985 | 32,797 | 8,002 | 8,106 | 32,069 |
| Total production | 9,746 | 10,859 | 10,908 | 10,330 | 10,409 | 42,505 | 10,479 | 10,665 | 41,882 |
| Other | 26,014 | 30,743 | 29,557 | 29,557 | 29,557 | 119,416 | 29,557 | 29,557 | 118,229 |
| Total | 35,760 | 41,602 | 40,465 | 39,887 | 39,966 | 161,920 | 40,036 | 40,222 | 160,112 |
| Expense | , | | | | , | , | , | | , |
| Production | 4,643 | 5,032 | 5,718 | 5,429 | 5,468 | 21,647 | 5,496 | 5,590 | 21,983 |
| Other | 25,128 | 29,757 | 28,629 | 28,492 | 28,394 | 115,273 | 28,527 | 28,516 | 113,929 |
| Ebitda (mmeuro) | -, - | - , | - , | - , - | - , | - , - | - , | - , | - , . |
| Production | 5,104 | 5,827 | 5,190 | 5,372 | 5,413 | 21,801 | 5,449 | 5,546 | 21,779 |
| Other | 886 | 986 | 928 | 1,065 | 1,164 | 4,143 | 1,030 | 1,041 | 4,300 |
| Total Ebitda | 5,990 | 6,813 | 6,118 | 6,436 | 6,576 | 25,943 | 6,479 | 6,587 | 26,079 |
| Exploration | 197 | 259 | 179 | 179 | 179 | 796 | 200 | 200 | 758 |
| Deprec., Deplet., & Amort. | 1,767 | 1,686 | 1,531 | 1,531 | 1,531 | 6,279 | 1,531 | 1,531 | 6,124 |
| Excess tax and other | (1,076) | (1,501) | (1,488) | 1,551 | 1,001 | 0,279 | 1,551 | 1,551 | 0,121 |
| Operating Income | (1,070) | (1,501) | (1,400) | | | | | | |
| Upstream | 4,695 | 5,821 | 5,390 | | | | | | |
| Downstream | 274 | 286 | 228 | | | | | | |
| Chemicals | 133 | 262 | 228 | | | | | | |
| Total operating income | 5,102 | 6,369 | 5,896 | | | | | | |
| Excess tax and other | 1,076 | 1,501 | 1,488 | | | | | | |
| Excess tax and other | 4,026 | 4,868 | 4,408 | 4,726 | 4,866 | 18,868 | 4,748 | 4,856 | 19,197 |
| Interest | 4,020 | 4,808 | 4,408 | 4,720 | 4,800 | 401 | 4,748 | 4,830 | 416 |
| Ebt | 3,943 | | 4,304 | 4,622 | 4,762 | 401 | 4,644 | 4,752 | |
| Income Tax | | 4,779 | | | | 18,467 | | | 18,781 |
| Net Income (mmeuro) | 1,380 | 1,673 | 1,506 | 1,618 | 1,667 3,095 | / | 1,626 | 1,663 | 6,573 |
| · / | 2,563 | 3,106 | 2,797 | 3,005 | | 12,004 | 3,019 | 3,089 | 12,207 |
| Shares (millions) | 2,248 | 2,251 | 2,256 | 2,256 | 2,256 | 2,255 | 2,256 | 2,256 | 2,256 |
| Per share (euro) | 1.14 | 1.38 | 1.24 | 1.33 | 1.37 | 5.32 | 1.34 | 1.37 | 5.41 |
| Ebitda Margin (E&P) | 52% | 54% | 48% | 52% | 52% | 51% | 52% | 52% | 52% |
| Tax Rate | 35% | 35% | 35% | 35% | 35% | 35% | 35% | 35% | 35% |











| | Total | | | | |
|---|-----------------|-------------|---------------|-----------------|---------|
| Functional Ca | sh Flow and | Present Val | ue | | |
| | | | | Present | |
| | NTM Ebitda | Adjusted | <i>PV</i> / | Value | |
| | <u>(US\$mm)</u> | <u>R/P</u> | <u>Ebitda</u> | <u>(US\$mm)</u> | |
| Rest of World Natural Gas | 7,280 | 10.1 | 7.6 | 55,000 | 20% |
| Oil | 23,790 | 9.8 | 7.6 | 180,000 | 67% |
| Downstream | 6,130 | | 5.7 | 35,000 | 13% |
| | 37,200 | 9.9 | 7.3 | 270,000 | 100% |
| Debt (US\$mm) | | | | | 44,000 |
| Net Present Value (US\$mm) | | | | | 226,000 |
| Shares (mm) | | | | | 2,256 |
| Net Present Value - Standard Estimate (US\$/sh) | | | | | 100 |
| NPV Approximation by Cash Flow Multiple Depe | nding on Rese | rve Life (U | S\$/sh) | | 93 |



| | | | | Table | | | | | | |
|--------------------------------|------------|----------|-----------|----------|------------|---------|-------------|--------|---------|-------|
| | Μ | [cL |)ep Lar | ge Cap | Energy S | Stocks | | | | |
| | Geogra | ph | ic Dom | icile an | d Busines | s Segn | nents | | | |
| | | | | | | Prese | nt Value by | Segmen | t (%) | |
| | | | Price | | | North | Rest | Segmen | . (, .) | |
| | | | (US\$/sh) | EV/ | Enterprise | Amer. | | | | |
| Si | mbol/Rat | ing | 1-Aug | Market | Value | Natural | Natural | Oil | Down- | McDep |
| B = Buy, C | | <u> </u> | 2011 | Cap | (\$mm) | Gas | Gas | Prod'n | stream | Ratio |
| U.S. Integrated | B (500 001 | | 2011 | Cup | (¢mm) | Gus | Gub | Troun | stream | Tuno |
| Exxon Mobil Corporation | XOM | В | 79.60 | 1.18 | 462,000 | 9 | 19 | 56 | 16 | 0.74 |
| ConocoPhillips | COP | | 71.99 | 1.42 | 142,000 | 14 | 11 | 59 | 16 | 0.68 |
| Chevron Corporation | CVX | | 105.38 | 1.12 | 239,000 | 3 | 10 | 78 | 9 | 0.65 |
| Total or Median | 0.111 | 5 | 105.50 | 1.15 | 843,000 | 5 | 10 | 59 | , | 0.68 |
| Europe | | | | | 0.0,000 | | | | | 0.00 |
| BG Group | BRGXF | | 23.50 | 1.18 | 94,800 | | 34 | 45 | 21 | 0.95 |
| Royal Dutch Shell plc | RDS-A | В | 72.55 | 1.10 | 289,000 | 3 | 22 | 54 | 21 | 0.90 |
| Statoil ASA (33%) | STO | | 24.49 | 1.49 | 38,300 | 5 | 34 | 66 | | 0.65 |
| Total S.A. | TOT | | | 1.37 | 164,000 | | 20 | 67 | 13 | 0.61 |
| BP plc | BP | CD | 45.13 | 1.61 | 231,000 | 5 | 9 | 67 | 20 | 0.60 |
| Total or Median | DI | | 10.10 | 1.01 | 817,000 | | , | 66 | 20 | 0.65 |
| Brazil/Russia/Australia/China | 9 | | | | 017,000 | | | 00 | | 0.05 |
| Woodside Petroleum Ltd. | WOPEY | | 42.50 | 1.19 | 39,000 | | 63 | 37 | - | 0.95 |
| CNOOC Limited (36%) | CEO | | 223.38 | 1.05 | 37,700 | | 9 | 91 | - | 0.90 |
| PetroChina Company Ltd (14%) | PTR | B | 142.39 | 1.05 | 45,800 | | 13 | 69 | 18 | 0.73 |
| Petrobras | PBR | | | 1.25 | 282,000 | | 2 | 83 | 15 | 0.61 |
| Gazprom (50%) | OGZPY | | 14.59 | 1.24 | 104,000 | | 80 | 20 | - | 0.57 |
| Lukoil Oil Company | LUKOY | | 67.35 | 1.10 | 58,200 | | 00 | 67 | 33 | 0.97 |
| Total or Median | Lenor | D | 07.55 | 1.10 | 567,000 | | | 69 | 55 | 0.47 |
| U.S. Independent | | | | | 507,000 | | | 07 | | 0.07 |
| Southwestern Energy Company | SWN | | 43.77 | 1.10 | 16,900 | 100 | | | _ | 1.04 |
| Chesapeake Energy Corp. | CHK | | 34.35 | 1.10 | 40,700 | 82 | | 18 | - | 1.04 |
| Anadarko Petroleum Corp. | APC | | 82.86 | 1.55 | 62,400 | 36 | | 61 | 3 | 0.95 |
| EOG Resources, Inc. | EOG | CB | | 1.20 | 30,500 | 45 | 5 | 50 | - | 0.95 |
| Occidental Petroleum Corp. | OXY | | 97.78 | 1.10 | 87,400 | | 1 | 85 | 6 | 0.81 |
| Devon Energy Corporation | DVN | | | 1.10 | 37,700 | 54 | 1 | 46 | - | 0.72 |
| Marathon Oil Corporation | MRO | | 30.64 | 1.12 | 26,800 | 9 | 4 | 88 | - | 0.62 |
| Total or Median | MILLO | D | 50.04 | 1.22 | 302,000 | , | | 61 | | 0.81 |
| Canada | | | | | 502,000 | | | 01 | | 0.01 |
| Cenovus Energy Inc. | CVE | B | 38.68 | 1.24 | 36,400 | 16 | | 75 | 9 | 0.82 |
| Penn West Exploration | PWE | 5 | 22.29 | 1.24 | 14,200 | 10 | | 83 | - | 0.32 |
| Imperial Oil Limited (30%) | IMO | CR | | 1.44 | 12,800 | 3 | | 86 | 11 | 0.73 |
| EnCana Corporation | ECA | | | 1.14 | 32,600 | 90 | | 10 | - | 0.73 |
| Canadian Natural Resources Lin | | CD | 40.02 | 1.31 | 57,900 | 16 | | 84 | - | 0.66 |
| Suncor Energy | SU | CR | | 1.23 | 74,600 | 3 | | 81 | 16 | 0.65 |
| Canadian Oil Sands Limited | COSWF | | | 1.23 | 15,000 | 5 | | 100 | | 0.56 |
| Total or Median | C05 W1 | СВ | 21.03 | 1.11 | 244,000 | | | 84 | - | 0.50 |
| Total of medium | | | | | 277,000 | | | 04 | | 0.07 |
| Composite | | | | | 2,773,000 | 9 | 15 | 63 | 13 | 0.69 |

CB=Contrarian Buy, Stock Price may be in downtrend compared to 200-day average.



| | | | Table 2 | 2 | | | | |
|------------------------------------|-------------|--------|------------|------------|----------|-----------|---------|-------|
| | McDep | Lar | ge Cap | Energy | Stocks | | | |
| N | et Pres | ent ` | Value ar | nd McD | ep Ratio | | | |
| | | | | | | | | |
| | | | Price | | | Net | | |
| | | | (US\$/sh) | | Market | Present | Debt/ | |
| | Symbol/R | 0 | 1-Aug | Shares | Cap | Value | Present | McDep |
| B = Buy, | CB (see b | elow) | 2011 | (mm) | (US\$mm) | (US\$/sh) | Value | Ratio |
| U.S. Integrated | | | | | | | | |
| Exxon Mobil Corporation | XOM | В | 79.60 | 4,912 | 391,000 | 112.00 | 0.11 | 0.74 |
| ConocoPhillips | COP | В | 71.99 | 1,388 | 100,000 | 119.00 | 0.20 | 0.68 |
| Chevron Corporation | CVX | В | 105.38 | 2,009 | 212,000 | 170.00 | 0.07 | 0.65 |
| Total or Median | | | | , | 703,000 | | 0.11 | 0.68 |
| Europe | | | | | , | | | |
| BG Group plc | BRGXF | | 23.50 | 3,410 | 80,100 | 25.00 | 0.15 | 0.95 |
| Royal Dutch Shell plc | RDS-A | В | 72.55 | 3,114 | 226,000 | 96.00 | 0.18 | 0.80 |
| Statoil ASA (33%) | STO | В | 24.49 | 1,050 | 25,700 | 44.00 | 0.21 | 0.65 |
| Total S.A. | TOT | CB | 53.17 | 2,256 | 120,000 | 100.00 | 0.16 | 0.61 |
| BP plc | BP | | 45.13 | 3,186 | 144,000 | 93.00 | 0.23 | 0.60 |
| Total or Median | | | | | 596,000 | | 0.18 | 0.65 |
| Brazil/Russia/Australia/China | | | | | | | | |
| Woodside Petroleum Ltd. | WOPEY | | 42.50 | 774 | 32,900 | 45.00 | 0.15 | 0.95 |
| CNOOC Limited (36%) | CEO | | 223.38 | 161 | 35,900 | 250.00 | 0.04 | 0.90 |
| PetroChina Company Ltd (14%) | PTR | В | 142.39 | 256 | 36,500 | 210.00 | 0.15 | 0.73 |
| Petrobras | PBR | CB | 34.16 | 6,539 | 223,400 | 62.00 | 0.13 | 0.61 |
| Gazprom (50%) | OGZPY | В | 14.59 | 5,750 | 83,900 | 28.00 | 0.11 | 0.57 |
| Lukoil Oil Company | LUKOY | В | 67.35 | 786 | 52,900 | 150.00 | 0.04 | 0.47 |
| Total or Median | | | | | 466,000 | | 0.12 | 0.67 |
| U.S. Independent | | | | | - | | | |
| Southwestern Energy Company | SWN | | 43.77 | 350 | 15,300 | 42.00 | 0.09 | 1.04 |
| Chesapeake Energy Corp. | CHK | | 34.35 | 774 | 26,600 | 33.00 | 0.36 | 1.03 |
| Anadarko Petroleum Corp. | APC | | 82.86 | 500 | 41,400 | 90.00 | 0.32 | 0.95 |
| EOG Resources, Inc. | EOG | CB | 101.62 | 250 | 25,400 | 130.00 | 0.14 | 0.81 |
| Occidental Petroleum Corp. | OXY | В | 97.78 | 813 | 79,500 | 123.00 | 0.07 | 0.81 |
| Devon Energy Corporation | DVN | CB | 78.32 | 430 | 33,700 | 112.00 | 0.08 | 0.72 |
| Marathon Oil Corporation | MRO | В | 30.64 | 715 | 21,910 | 54.00 | 0.11 | 0.62 |
| Total or Median | | | | | 243,800 | | 0.11 | 0.81 |
| Canada | | | | | | | | |
| Cenovus Energy Inc. | CVE | В | 38.68 | 758 | 29,300 | 49.00 | 0.16 | 0.82 |
| Penn West Exploration | PWE | | 22.29 | 440 | 9,800 | 31.00 | 0.24 | 0.79 |
| Imperial Oil Limited (30%) | IMO | CB | 43.81 | 256 | 11,200 | 62.00 | 0.09 | 0.73 |
| EnCana Corporation | ECA | CB | 29.18 | 739 | 21,600 | 51.00 | 0.23 | 0.67 |
| Canadian Natural Resources Limited | CNQ | | 40.02 | 1,106 | 44,300 | 67.00 | 0.15 | 0.66 |
| Suncor Energy | SU | CB | 38.21 | 1,587 | 60,600 | 64.00 | 0.12 | 0.65 |
| Canadian Oil Sands Limited | COSWF | CB | 27.83 | 485 | 13,500 | 52.00 | 0.06 | 0.56 |
| Total or Median | | | | | 190,000 | | 0.15 | 0.67 |
| CB=Contrarian Buy, Stock Price ma | ay in downt | rend c | ompared to | 200-day av | | | | |

McDep Ratio = Market cap and Debt to present value of oil and gas and other businesses

Estimated present value presumes a long-term price for oil of US\$100 a barrel and natural gas, \$8 a million btu.



| | | | Table 3 | | | | | |
|---|------------|-------|------------|------------|----------|----------|-------|---------|
| Μ | cDep L | arg | e Cap I | Energy S | tocks | | | |
| Valu | e Multi | ple | s and D | istributio | on Yield | | | |
| | | | Price | Adjustd | | | | Divd or |
| | | | (US\$/sh) | Resrvs/ | PV/ | EV/ | | Diva or |
| S | ymbol/Rat | ina | 1-Aug | Prod | Ebitda | Ebitda | P/E | NTM |
| B = Buy, C | | | 2011 | NTM | NTM | NTM | NTM | (%) |
| D – Duy, C | | | 2011 | 11111 | 11111 | | 11111 | (70) |
| U.S. Integrated | | | | | | | | |
| Exxon Mobil Corporation | XOM | В | 79.60 | 14.1 | 7.4 | 5.5 | 9 | 8.7 |
| ConocoPhillips | COP | В | 71.99 | 12.0 | 7.5 | 5.1 | 9 | 3.7 |
| Chevron Corporation | CVX | В | 105.38 | 8.5 | 6.6 | 4.3 | 8 | 3.0 |
| Total or Median | | | | 12.0 | 7.4 | 5.1 | 9 | 3.7 |
| Europe | | | | | | | | |
| BG Group plc | BRGXF | | 23.50 | 17.1 | 9.5 | 9.1 | 17 | 1.0 |
| Royal Dutch Shell plc | RDS-A | В | 72.55 | 9.0 | 6.7 | 5.3 | 9 | 4.6 |
| Total S.A. | TOT | CB | 53.17 | 9.9 | 7.3 | 4.4 | 7 | 6.1 |
| BP plc | BP | | 45.13 | 11.1 | 7.2 | 4.3 | 6 | 3.7 |
| Statoil ASA (33%) | STO | В | 24.49 | 6.8 | 6.6 | 4.3 | 8 | 4.7 |
| Total or Median | | | | 9.9 | 7.2 | 4.4 | 8 | 4.6 |
| Brazil/Russia/Australia/China | | | | | | | | |
| Woodside Petroleum Ltd. | WOPEY | | 42.50 | 22.5 | 13.1 | 12.5 | 22 | 2.5 |
| Petrobras | PBR | CB | 34.16 | 13.3 | 10.9 | 6.6 | 11 | 3.4 |
| PetroChina Company Ltd (14%) | PTR | B | 142.39 | 13.4 | 7.3 | 5.3 | 10 | 3.8 |
| CNOOC Limited (36%) | CEO | | 223.38 | 6.5 | 5.3 | 4.8 | 8 | 2.6 |
| Gazprom (50%) | OGZPY | В | 14.59 | 30.2 | 6.9 | 4.0 | 7 | 2.4 |
| Lukoil Oil Company | LUKOY | В | 67.35 | 16.1 | 6.1 | 2.9 | 4 | 2.8 |
| Total or Median | | | | 14.8 | 7.1 | 5.1 | 9 | 2.7 |
| U.S. Independent | | | | | | | | |
| Southwestern Energy Company | SWN | | 43.77 | 7.9 | 11.2 | 11.6 | 25 | - |
| Chesapeake Energy Corp. | CHK | | 34.35 | 11.6 | 11.0 | 11.3 | 22 | 1.0 |
| Anadarko Petroleum Corp. | APC | | 82.86 | 7.2 | 7.7 | 7.3 | | 0.4 |
| Devon Energy Corporation | DVN | CB | 78.32 | 10.3 | 9.3 | 6.7 | 13 | 0.9 |
| Occidental Petroleum Corp. | OXY | В | 97.78 | 11.5 | 8.2 | 6.6 | 13 | 1.9 |
| EOG Resources, Inc. | EOG | CB | 101.62 | 9.0 | 7.8 | 6.3 | 22 | 0.6 |
| Marathon Oil Corporation | MRO | В | 30.64 | 10.1 | 7.6 | 4.7 | 15 | 2.0 |
| Total or Median | | | | 10.1 | 8.2 | 6.7 | 18 | 0.9 |
| Canada | | | | | | | | |
| Cenovus Energy Inc. | CVE | В | 38.68 | 22.3 | 11.0 | 9.1 | 25 | 2.2 |
| EnCana Corporation | ECA | CB | 29.18 | 12.3 | 13.1 | 8.8 | 36 | 2.7 |
| Imperial Oil Limited (30%) | IMO | CB | 43.81 | 43.3 | 11.7 | 8.6 | 13 | 1.1 |
| Penn West Exploration | PWE | | 22.29 | 8.8 | 10.7 | 8.4 | 19 | 5.1 |
| Canadian Natural Resources Limited | CNQ | | 40.02 | 20.4 | 11.2 | 7.4 | 18 | 0.9 |
| Canadian Oil Sands Limited | COSWF | CB | 27.83 | 26.4 | 11.0 | 6.2 | 10 | 4.5 |
| Suncor Energy | SU | CB | 38.21 | 25.2 | 9.5 | 6.1 | 16 | 1.2 |
| Total or Median | | | | 22.3 | 11.0 | 8.4 | 18 | 2.2 |
| CB=Contrarian Buy, Stock Price may be | in downtre | end c | ompared to | | | | | |
| EV = Enterprise Value = Market Cap and | | | | | | eciation | | |
| and amortization; NTM = Next Twelve M | | | | | | | | |
| Earnings; PV = Present Value of oil and | | | | | | | | |



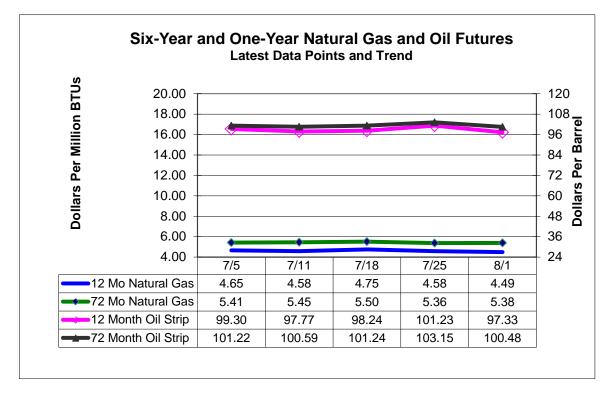
| | | | Table | 4 | | | | |
|--------------------------------|-----------|-------|--------------|--------|------------|--------|---------|-------|
| | McDe | ep La | arge Cap | Energy | Stocks | | | |
| Rank | | - | rise Value | 0. | | rage | | |
| | | | | | 2 uj 11 (c | luge | | |
| | | | Price | | | | | |
| | | | (\$/sh) | | Enterprise | Value/ | | |
| | Symbol | | 1-Aug | 52Wk | 52Wk | 50 Day | 200 Day | McDep |
| | ŀ | Ratin | 2011 | High | Low | Avg. | Avg. | Ratio |
| U.S. Integrated | | | | | | | | |
| Chevron Corporation | CVX | В | 105.38 | 0.96 | 1.38 | 1.02 | 1.07 | 0.65 |
| Exxon Mobil Corporation | XOM | В | 79.60 | 0.92 | 1.30 | 0.98 | 1.01 | 0.74 |
| ConocoPhillips | COP | В | 71.99 | 0.91 | 1.24 | 0.99 | 1.01 | 0.68 |
| Median | | | | 0.92 | 1.30 | 0.99 | 1.01 | 0.68 |
| Europe | | | | | | | | |
| BG Group plc | BRGXF | | 117.50 | 0.92 | 1.40 | 1.04 | 1.05 | 0.95 |
| Royal Dutch Shell plc | RDS-A | В | 72.55 | 0.94 | 1.28 | 1.02 | 1.04 | 0.80 |
| BP plc | BP | | 45.13 | 0.94 | 1.18 | 1.01 | 1.01 | 0.60 |
| Statoil ASA (33%) | STO | В | 24.49 | 0.88 | 1.20 | 0.99 | 1.00 | 0.65 |
| Total S.A. | TOT | CB | 53.17 | 0.87 | 1.11 | 0.97 | 0.95 | 0.61 |
| Median | | | | 0.92 | 1.24 | 1.00 | 1.01 | 0.67 |
| Brazil/Russia/Australia/China | | | | | | | | |
| Lukoil Oil Company | LUKOY | В | 67.35 | 0.90 | 1.25 | 1.05 | 1.06 | 0.47 |
| Gazprom (50%) | OGZPY | В | 14.59 | 0.86 | 1.34 | 1.01 | 1.04 | 0.57 |
| PetroChina Company Ltd (14%) | PTR | В | 142.39 | 0.92 | 1.25 | 1.00 | 1.03 | 0.73 |
| Petrobras | PBR | CB | 34.16 | 0.83 | 1.07 | 1.02 | 0.97 | 0.61 |
| CNOOC Limited (36%) | CEO | | 223.38 | 0.83 | 1.35 | 0.96 | 0.96 | 0.90 |
| Woodside Petroleum Ltd. | WOPEY | | 42.50 | 0.84 | 1.15 | 0.96 | 0.96 | 0.95 |
| Median | | | | 0.85 | 1.25 | 1.01 | 1.00 | 0.67 |
| U.S. Independent | | | | | | | | |
| Chesapeake Energy Corp. | СНК | | 34.35 | 0.97 | 1.39 | 1.08 | 1.12 | 1.03 |
| Southwestern Energy Company | SWN | | 42.11 | 0.90 | 1.38 | 1.00 | 1.09 | 1.04 |
| Anadarko Petroleum Corp. | APC | | 82.86 | 0.98 | 1.43 | 1.05 | 1.07 | 0.95 |
| Occidental Petroleum Corp. | OXY | В | 97.78 | 0.84 | 1.31 | 0.95 | 1.00 | 0.81 |
| EOG Resources, Inc. | EOG | CB | 101.62 | 0.86 | 1.15 | 0.98 | 0.99 | 0.81 |
| Devon Energy Corporation | DVN | CB | 78.32 | 0.85 | 1.28 | 0.98 | 0.97 | 0.72 |
| Marathon Oil Corporation | MRO | B | 30.64 | | | 0.70 | | 0.62 |
| Median | Mitto | | 20.01 | 0.88 | 1.34 | 0.99 | 1.04 | 0.81 |
| Canada | | | | | | | | |
| Cenovus Energy Inc. | CVE | В | 38.68 | 0.96 | 1.41 | 1.05 | 1.10 | 0.82 |
| Imperial Oil Limited (30%) | IMO | CB | 43.81 | 0.81 | 1.19 | 0.95 | 0.97 | 0.73 |
| Suncor Energy | SU | CB | 38.21 | 0.82 | 1.24 | 0.97 | 0.97 | 0.65 |
| Canadian Oil Sands Limited | COSWF | | 27.31 | 0.80 | 1.20 | 0.96 | 0.96 | 0.56 |
| EnCana Corporation | ECA | CB | 29.18 | 0.88 | 1.08 | 0.96 | 0.96 | 0.67 |
| Canadian Natural Resources | CNQ | | 40.02 | 0.81 | 1.24 | 0.98 | 0.95 | 0.66 |
| Penn West Exploration | PWE | | 22.29 | 0.83 | 1.17 | 0.90 | 0.93 | 0.00 |
| Median | 1 11 12 | | 22.27 | 0.82 | 1.20 | 0.97 | 0.96 | 0.67 |
| CB=Contrarian Buy, Stock Price | may be in | downt | rend compare | | | 5.77 | 0.20 | 5.07 |

CB=Contrarian Buy, Stock Price may be in downtrend compared to 200-day average.



| | | Index of Rec | ent Research |
|-------------------|----------------------|--|--|
| C4 1 - 1 | | | |
| Stock] | | | |
| $\frac{Date}{20}$ | <u>Symbol</u> | <u>Subject</u> | Theme Annual discretion of the Stand Price Dealine (ISCW) |
| 29-Jul | WLL | Whiting Petroleum | Appreciation Potential after Stock Price Decline (ISCW) |
| 27-Jul | APC | Anadarko Petroleum | Raise NPV to \$90 from \$78 on Oil Growth |
| 27-Jul | COSWF | Canadian Oil Sands Limited | U.S. Dollar Alternative |
| 26-Jul | ECA | Encana | High Margin at Low Natural Gas Price (Meter Reader) |
| 19-Jul | COP | ConocoPhillips | Downstream Spinoff Promises to Unlock Value (Meter Reade |
| | HK | Petrohawk | BHP Pays 1.10 McDep Ratio to Acquire HK |
| 5-Jul | DVN | Devon Energy | Thermal Oil Growth in Canada (Meter Reader) |
| 28-Jun | - | Marathon Oil | Buy New U.S. Independent Producer (Meter Reader) |
| | HGT, SJT, MTR | Hugoton, San Juan, Mesa RTrust | Income Enhancers (ISC Weekly) |
| | WOPEY | Woodside Petroleum | Remove Buy on Costs and Delay (Meter Reader) |
| | PEYUF | Peyto Exploration | Update Growth (Income and Small Cap) |
| 14-Jun | | Cenovus Energy | Accelerating Deep Oil Sands (Meter Reader) |
| 7-Jun | IMO | Imperial Oil | Double Oil Production by 2020 (Meter Reader) |
| 31-May | | Occidental Petroleum | Triple California Oil Production by 2020 (Meter Reader) |
| 27-May | | Cimarex Energy | Timely Buy on Stock Price Underperformance (ISCW) |
| 24-May | | Statoil | Nordic Oil and Gas Stalwart (Meter Reader) |
| 20-May | | Sabine Royalty Trust | Raise NPV to \$70 from \$59 on Rising Volume (ISCW) |
| 17-May | | Petrobras | Out-of-Favor Oil Growth (Meter Reader) |
| 13-May | | Dorchester Minerals, L.P. | Fayetteville and Bakken Growth (Income and Small Cap Week |
| 10-May | | EOG Resources | High-Profit Light Sweet North American Oil (Meter Reader) |
| 2 | TOT | Total | Profiting Outside U.S. (Meter Reader) |
| 29-Apr | | Birchcliff Energy | Independent Engineer Confirms Natural Gas Upside (ISCW) |
| 22-Apr | | Enerplus Corporation | New Buy - Bakken and Marcelllus with 7% Income (ISCW) |
| 8-Apr | RRC | Range Resources | Raise NPV to \$60 from \$50 a Share (Income and Small Cap) |
| 5-Apr | CVX | Chevron | Raise NPV to \$154 a Share from \$146 (Meter Reader) |
| 29-Mar | | Exxon Mobil | Natural Gas Enhanced by Nuclear (Meter Reader) |
| 22-Mar | | PetroChina | Overlooked Oil in PTR Stock (Meter Reader) |
| | LUKOY | Lukoil | Lukoil and Russia Ride the Rise of Oil (Meter Reader) |
| 22-Feb | OGZPY | Gazprom | Nearer Accord on Natural Gas to China (Meter Reader) |
| | For historical resea | arch by stock, go to <u>mcdep.com</u> , clio | ck on <u>Stock Ideas</u> , click on stock by name. |
| Meter | Reader | | |
| 26-Jul | ECA | Encana | High Margin at Low Natural Gas Price |
| 19-Jul | COP | ConocoPhillips | Downstream Spinoff Promises to Unlock Value |
| 12-Jul | EOG, DVN, OXY, | ECA, MRO | Shale Strategy III |
| 5-Jul | DVN | Devon Energy | Thermal Oil Growth in Canada |
| | For earlier editions | s, go to <u>mcdep.com</u> , click on <u>Meter</u> | Reader. |
| Incom | e and Small Cap | Wookly | |
| 29-Jul | WLL | | Appreciation Potential after Stock Price Decline |
| 29-Jul 22-Jul | W LL | Whiting Petroleum | |
| | | | Income and Small Cap 23% of McDep Buy Portfolio In Oil and Gas We Trust |
| 15-Jul | | | |
| 8-Jul | | | Shale Strategy II |
| | For earlier editions | s, go to <u>mcdep.com</u> , click on <u>Energy</u> | Income. |





Disclaimer: This analysis was prepared by Kurt Wulff, Manager of McDep LLC. The firm used sources and data believed to be reliable, but makes no representation as to their accuracy or completeness. This analysis is intended for informational purposes and is not a solicitation to buy or sell a security. Past performance is no guarantee of future results.

McDep or its employees may take positions in stocks the firm covers for research purposes. No trades in a subject stock shall be made within a week before or after a change in recommendation.

Certification: I, Kurt H. Wulff, certify that the views expressed in this research analysis accurately reflect my personal views about the subject securities and issuers. No part of my compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in this research analysis.

Research Methodology/Ratings Description: McDep LLC is an independent research originator focused on oil and gas stocks exclusively. The firm applies the forty years of experience of its analyst to estimate a present value of the oil and gas resources and other businesses of covered companies. That value is compared with a company's stock market capitalization and debt. Stocks with low market cap and debt relative to present value tend to outperform stocks with high market cap and debt relative to present value. Buy recommendations are expected to deliver a total return better than 7% per year above inflation. Hold recommendations are expected to deliver a total return less than inflation.