

OneChina Organization in Brief 2025

October 2025



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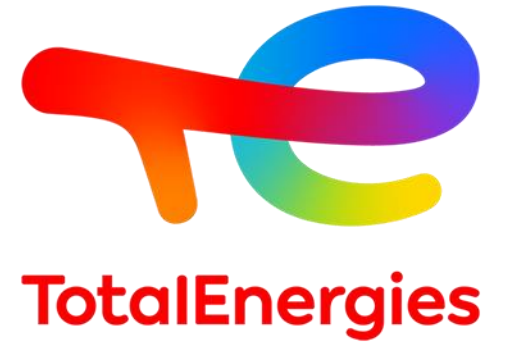
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PART I

A Multi-Energy Company

TotalEnergies in Brief



TotalEnergies is a **global integrated energy company** that produces and markets energies: oil and biofuels, natural gas, biogas and low-carbon hydrogen, renewables and electricity.



Active in about 120 countries, TotalEnergies places **sustainability** at the heart of its strategy, its projects and its operations.



Our **approach**

to sustainability is structured around 4 axes:

- Climate and sustainable energy
- Caring for the environment
- Acting for the well-being of employees
- Positive impact for stakeholders.



Our Ambition and Our Mission



TotalEnergies' ambition is to be a **major player in the energy transition**, on the road to **net zero by 2050**, together with society.



Our Mission

Our more than 100,000 employees are committed to provide as many as possible **with energy that is more reliable, more affordable and more sustainable.**

Our Values



Our values guide our actions and relations with our stakeholders.

Safety



Respect For Each Other



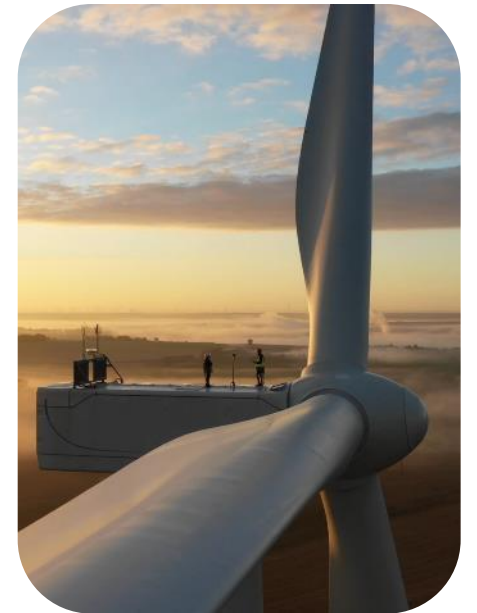
Pioneer Spirit



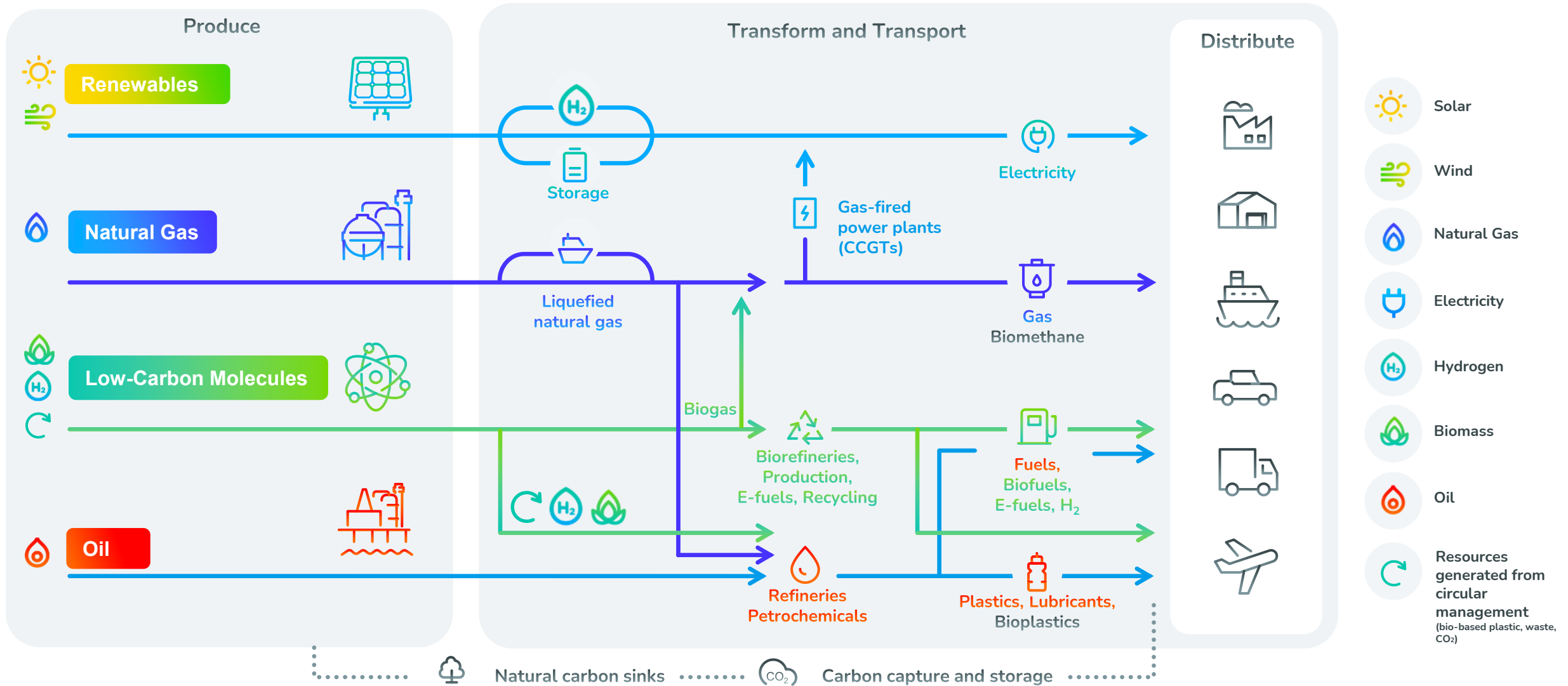
Stand Together



Performance-Minded



Present across the Entire Energy Value Chain



An Integrated Model with 2 Pillars



Oil and Gas, especially LNG

- Focus on low cost, low emission projects, enabling them to generate value for the Company, even in a low-price scenario.
- Plans to grow its Oil & Gas production by around 3% per year over the next five years, predominantly from LNG
- Drastically lowering the emissions of greenhouse gas from its operations



Integrated Power, the energy at the heart of the energy transition

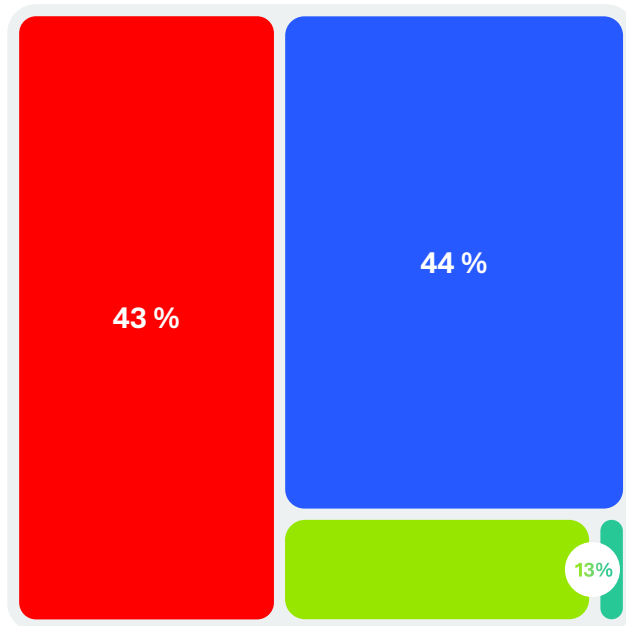
- Building a world class cost-competitive portfolio combining renewable (solar, onshore wind, offshore wind) and flexible assets (CCGT, storage) to deliver low-carbon electricity available 24/7.
- Replicating its integrated Oil & Gas business model into the electricity value chain to achieve a profitability (ROACE) of ~12%, equivalent to Upstream Oil & Gas ROACE at 60 \$/b, above the returns of the traditional Utilities model.

Thanks to our integrated strategy from production to customer, TotalEnergies is implementing **its transition strategy** supporting its customers and stakeholders in their decarbonization.

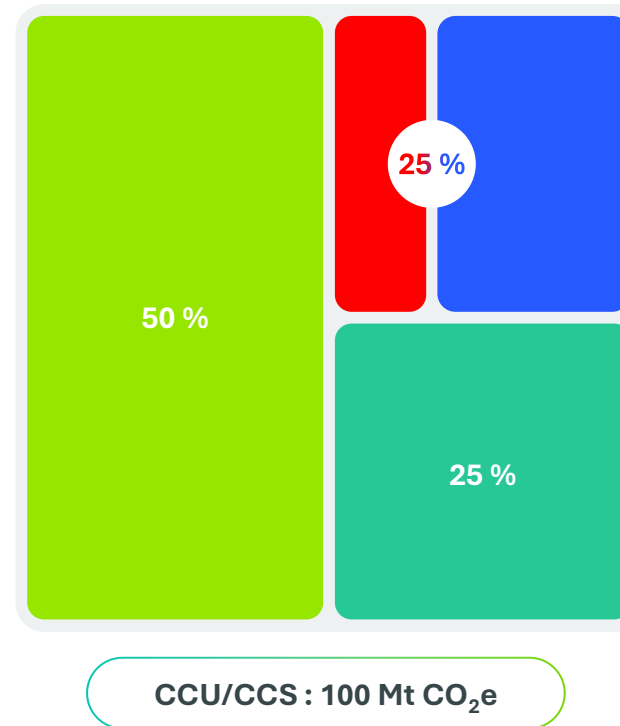
Our Vision of TotalEnergies Sales Mix in 2050



Our sales mix in 2024



A possible vision of the ambition of carbon neutrality by 2050, together with society



NBS: 10 Mt CO₂e to abate Scope 1+2⁽²⁾

CCU/CCS: ~100 MtCO₂e to abate Scope 3⁽³⁾

■ Oil Products
 ■ LNG & Gas
 ■ Electricity & Renewables
 ■ Low-carbon molecules ⁽¹⁾

⁽¹⁾ Biofuels, biogas, hydrogen and e-fuels/e-gas.
⁽²⁾ From operated facilities.
⁽³⁾ GHG Protocol – Category 11 – Refer to the S&C report glossary for the definition

Our Key Figures



Almost **9 million customers** gas and electricity in Europe



More than **6 million customers** at over **13,000 service stations** every day in nearly 60 countries



More than **2.43 Mbop/d** produced in 2024 including **46 % gas**
n°3 worldwide in Liquefied Natural Gas



41 TWH of electricity generated in 2024
26 GW of gross installed renewable electricity capacity

Our 2030 Objectives



+4%/year energy production over the 2024-2030 period



-40% net reduction in our Scope 1+2 in 2030 vs. 2015. Already **-26%** in 2024, and **-36%** in O&G



> 100 TWh of electricity generation by 2030



-25%⁽¹⁾ Lifecycle carbon intensity of energy products sold⁽²⁾ (**-16,5%** in 2024 vs 2015)



1.5 Mt/year of **Sustainable Aviation Fuel (SAF)** by 2030



> 100 million people supplied with Clean cooking

Our Resources



> 100,000 employees in over **120 countries**



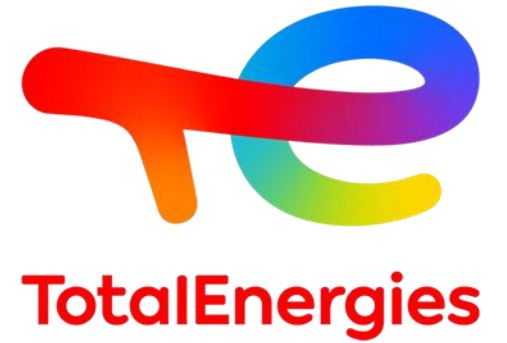
18.3 B\$ Net result in 2024

4.8 B\$ invested in low carbon energies in 2024



More than **3,500 researchers** in our **18 R&D centers**

> 1 B\$ invested in R&D and digital development in 2024, **with 68% devoted to low-carbon and decarbonization solutions**



PART II

TotalEnergies in China

Chinese Energy Market Overview

Booming Demand and Energy Transition



China is

the world's largest

energy consumer

the world's largest

gas importer

Committed to achieve carbon peak by **2030**

and carbon neutrality by **2060**

Target to increase gas to

~15%

of the primary energy mix by 2030

Target to increase non-fossil fuels' share of primary energy use to

~25% by 2030

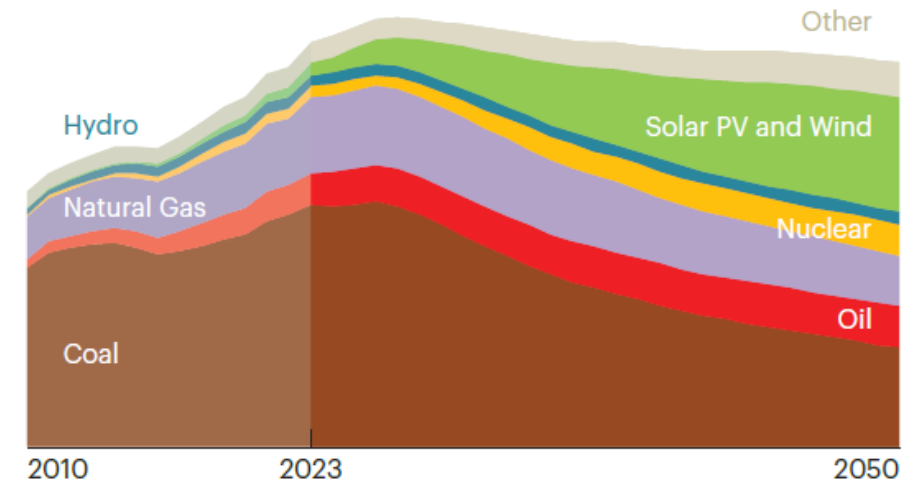
Target to cut carbon intensity

> 65%
by 2030, compared to 2005

Transition of China's Energy Mix

Energy demand in the Stated Policies Scenario

190 EJ



Source: IEA World Energy Outlook (2024 edition) for China

Our ambition and strategy are perfectly in line with the needs of China, which sets the ground for mutual success

In 1979, TotalEnergies entered China. As **one of the first** international energy companies to venture into China's offshore oil and gas exploration and refining business, we have been present in this country for more than **40 years**.

With a team of more than **4,000 employees**, the company is actively present across the entire value chain of China's energy industry. TotalEnergies is constantly developing new business opportunities with Chinese partners both in China and globally.

Business Footprint in China

as of October 2025



TotalEnergies in China

- Gas Field**
- Lubricants Blending Plant**
- EV Charging JV** in Wuhan, Changsha, Chengdu and Xi'an
- Lubmarine**
- Energy Storage Plant**
- Compounds Plant**
- Rubber Products Plant (Hutchinson)**
In Suzhou, Wuhan, Chongqing, Shenyang, Ma'anshan and Langfang
- LNG JV**
- Distributed Generation Solar**
- Wholly owned service stations** in Hubei, Hunan, Guangdong, Henan, Sichuan, Chongqing
- Service Station JV** in Beijing, Tianjin, Liaoning, Hebei, Shanghai, Jiangsu and Zhejiang
- Admin Office**

OneChina Organization

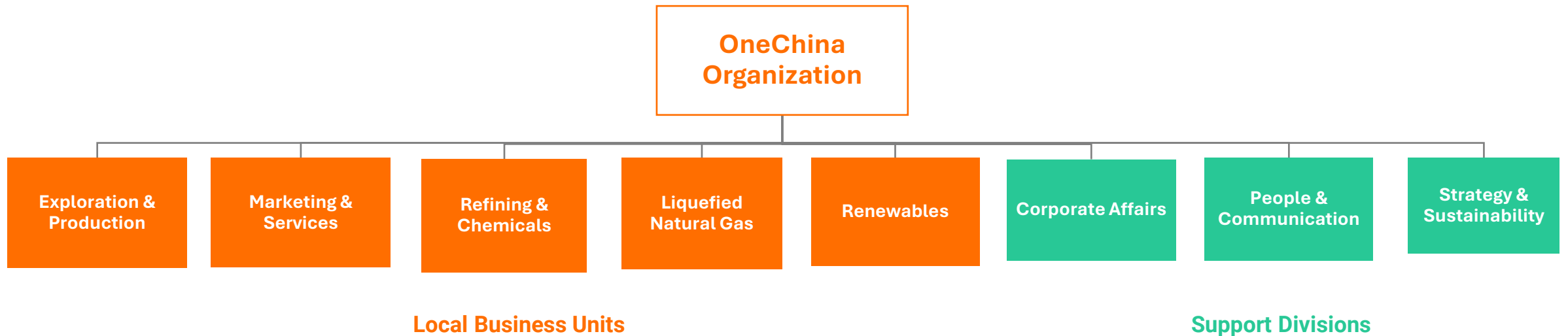
Effective from Jan 1, 2025



To increase the critical mass and relevance of TotalEnergies in China and to have one face to our various partners, stakeholders and customers, we have established **OneChina Organization**.

OneChina Organization aims to contribute to China's energy transition, leveraging key partnerships with a two-fold objective:

- **China for China:** develop activities across local Branches
- **China for Global:** better leverage Chinese partnership to benefit TotalEnergies globally

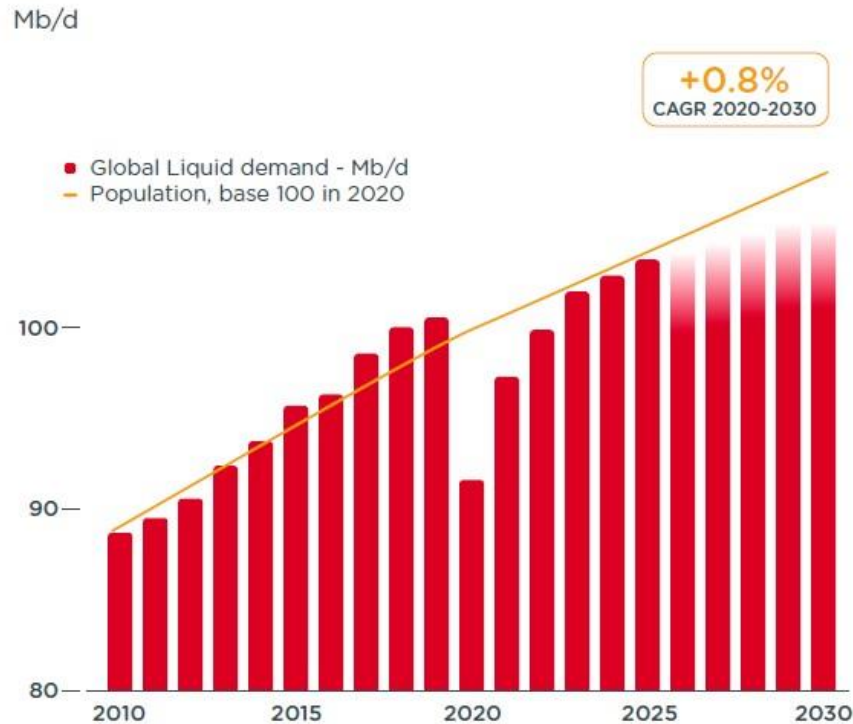


Exploration & Production Strategy

Focus on Low-cost and Low-emission Oil Assets



GLOBAL LIQUID DEMAND AND POPULATION¹



- Global demand for petroleum products continue to grow.
- New oil projects are needed to meet this demand and to keep prices at an acceptable level.
- In 2024, TotalEnergies produced 1.4 Mb/d of oil, equivalent to its 2019 level, representing around 1.5% of world production.
- Our first responsibility as an oil producer is to reduce to the minimum our emissions. We operate our fields in accordance with strict requirements concerning safety, emissions reduction and environmental impact.
- The cash flow generated by these Oil and Gas activities contributes to financing our investments in renewable energy.

Exploration & Production in China



South Sulige Gas Field

- Joint venture between PetroChina (Op. 51%) and TotalEnergies EP China (**TEPC, 49%**).
- **Unconventional project** characterized by tight, low-pressure, low permeability reservoirs requiring continuous drilling and fracking (**100+ wells/y**) and continuous technology innovation in order to maximize operational efficiency.
- Achieved a success milestone in 2023 by increasing initial plateau from 3 bcm/y to **4 bcm/y** and heading to new high of 4.5 bcm/y in 2027.
- Produced a cumulative total of over 30 **bcm** (YE 2024).
- Mainly supply **Beijing**, with minor quantities sold to local market such as **Xi'an** and **Yinchuan**.



Marketing & Services Strategy

Focusing on High Value-added Markets



TotalEnergies **Marketing & Services** is developing a three-fold strategy:

- **Network:** focus on geographies where it has a competitive advantage, in order to adapt to the evolving demand for petroleum products.
- **Lubricants & Specialties:** differentiate ourselves through high value added, high-margin products and develop more sustainable products to meet growing demand for circular products.
- **Electric Mobility:** expand its positions in high-power charging in Europe and develop a low-equity business model (partnerships and leverage).

Marketing & Services in China

Lubricants

Operates **3 lubricant plants**, **1 grease plant** and a **nationwide logistic network** in China, developing, manufacturing and offering a broad range of products and services for mass consumers and industrial professionals.

- We provide a full range of diversified **Automotive Oil** lubricant products designed for passenger cars, commercial vehicles and motorcycles. With hundreds of **branded workshops (TQAS)** nationwide, we provide premium products, professional maintenance and repair services.
- For the fast-developing **EV Market**, we have introduced QUARTZ Electric Vehicle drivetrain multi-functional lubricants for highly integrated power assemblies.
- In the **Industrial Oils** market, we are developing, manufacturing and offering a broad range of products and services for professionals. We provide customized Industrial Lubricant Solutions for Multiple Fields and Industries to address their demands.
- We introduced IOT tool **LubriLink** to help customers on the lubricant life cycle management, enabling real-time monitoring of equipment and lubricant status to prevent malfunctions and optimize oil change intervals.



INDUSTRY B2B Lubricant Solutions



Marketing & Services in China

Specialties

Special Fluids

- Serve customers in **more than 80 countries and regions** globally, used in **hundreds of professional applications**, including daily chemicals, vaccines, crop protection, marine oil spill dispersants, oil and gas extraction, metal extraction, inks, paints and varnishes, adhesives, plasticizers, rubber, lubricants, water treatment and more.
- In addition to traditional special fluids, provide **innovative bio-based products, ECOLIFE series, with significant low carbon emission**, to meet customers' needs for sustainability.
- Develop **bio-based fluid for data center immersion cooling liquid**.

Additives

- **Refinery additive**: designed to improve the diesel specs can meet national standard requirement.
- **Performance additive**: developed to improve the pump fuel performance to premier fuel level and protect the car engine clearness

Racing Fuels: more than 50 years of expertise, to meet the rigorous demands of racing car engines, delivering exceptional performance & engine reliability.

Car Care Products: offers a full line of car aftermarket products, composed of Maintenance Range, Performance Range and Wash Range.



Marketing & Services in China

Retail



Stations & Fuels

- Began to operate wholly-owned **service stations** in China in **1999**. Formed partnerships with Sinochem in 2005. By Aug. 2025, operating **445** service stations in China.
- **Excellium**, an innovative high-efficient **Fuel** that was introduced to China in 2017, prevents up to **99%** fouling in petrol engines.
- Launched its e-member system in 2017. By Apr. 2025, Retail network totally has **7.5 million e-members**.
- Operating **423 shops**, **98 café bonjour** in China by Apr. 2025, providing a wide range of shop products, coffee and fresh food. The 1st **stand-alone Café Bonjour** went live in Wuhan in 2024.
- In 2025, **the 1st car maintenance center-TQAS in service station** opened in Wuhan to provide more value-added service to customers.

Cards

- Launched fully-digitalized **Cards solution for fleet customers** in China in 2019.

Car Wash

- Brought its high-quality **car wash services** into China in 2012. By Apr. 2025, **265 car wash stations** are in operation.
- Started stand-alone wash business in 2024.



Marketing & Services in China

E-Mobility

EV Charging

In 2020, the Company brought its high-quality **electric charging services** to China with the launch of its first standalone electric vehicle (EV) charging station in Wuhan.

- In 2021, TotalEnergies and **China Three Gorges Corporation (CTG)** established a JV company to develop EV fast-charging infrastructure and services.
- As of February 2025, the JV has entered Wuhan, Changsha, Chengdu and Xi'an, operating **132 EV charging stations** with **4,626 charge points**. In 2024, the JV provided more than **178 GWh** of electricity to the market.

EV Fluids

- Developed three EV fluid ranges for different vehicle types: **Quartz EV Fluid** for hybrid and electric cars, **Hi-Perf EV Fluid** for electric motorcycles, **Rubia EV Fluid** for heavy duty electric vehicles & buses.
- **Innovation Lab** officially established in Tianjin in 2023, aims to develop a new generation of EV fluids to meet the needs in the field of hybrid electric vehicles and battery electric vehicles in the Chinese market.



Marketing & Services in China

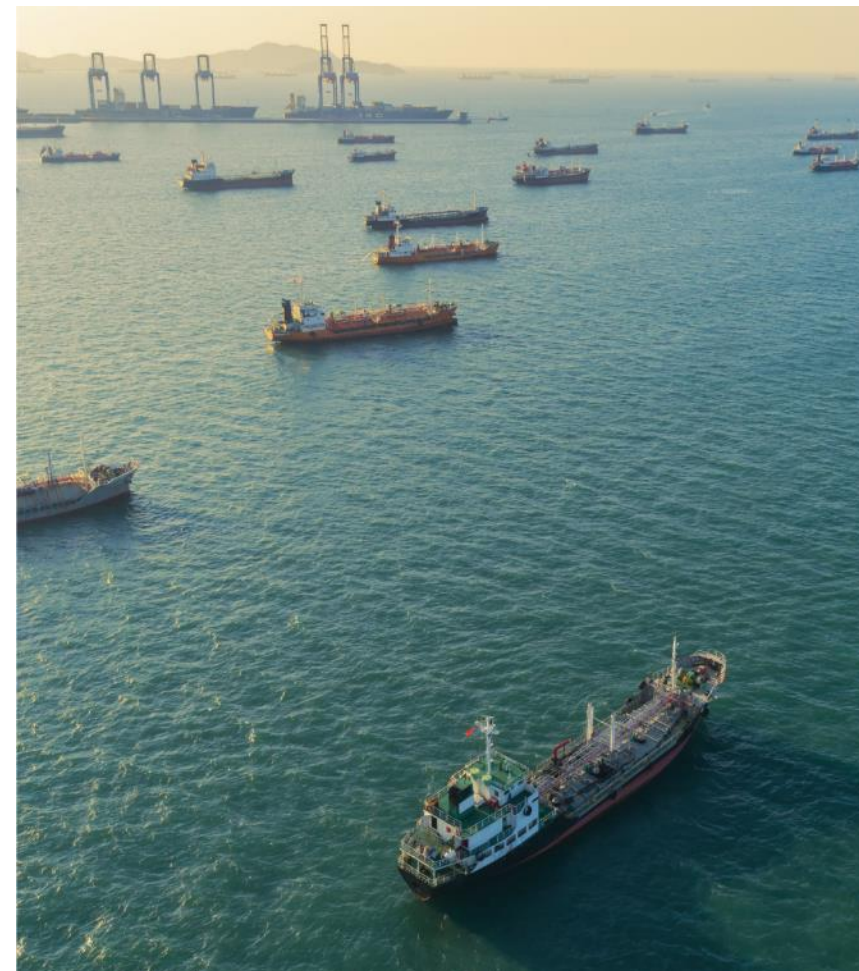
Marine Fuels and Lubmarine

Marine Fuels

- TotalEnergies Marine Fuels serves more than 200 shipping customers across over 120 ports in Europe, Asia Pacific and Africa. Its current product portfolio consists of low sulfur fuel oils, distillate marine fuels, biofuels and LNG.

Lubmarine

- TotalEnergies Lubmarine provides lubricant solutions in **over 1,000 ports** worldwide, with the Lubmarine China team based in Shanghai, offering premium marine lubricants and services throughout China.

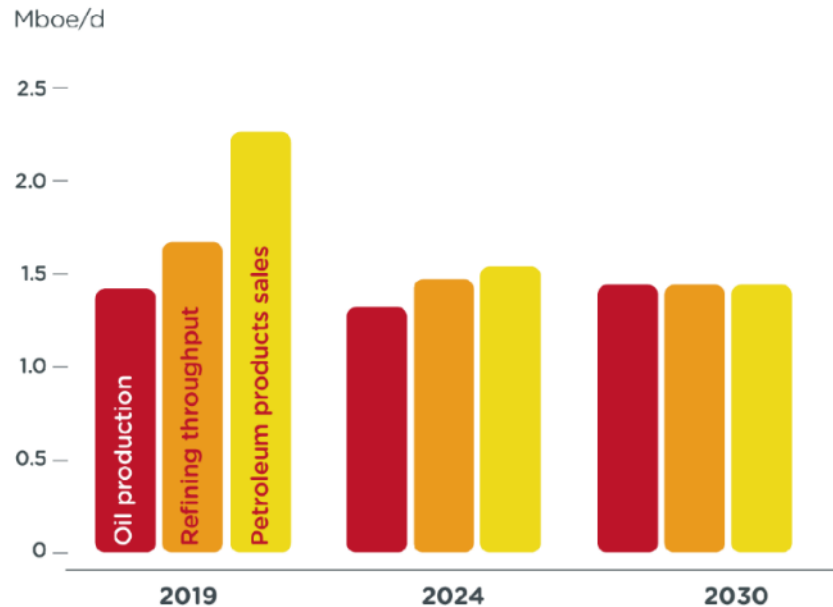


Refining & Chemicals Strategy

Lowering the Breakeven Point of Refining & Petrochemicals Assets in a Cyclical Industry



OIL PRODUCTION, REFINERY THROUGHPUT AND PETROLEUM PRODUCT SALES



TotalEnergies' downstream business has been a steady contributor to the Company's results, while transitioning and adapting its activities to focus on high value-added markets.

In **Refining & Chemicals**, TotalEnergies is continuing to develop its biofuels business. It is capitalizing on its existing assets by implementing SAF production by co-processing raw materials from waste and residues , excluding first generation 1G biomass in jet units in operation or by converting existing refineries into biorefineries (La Mède since 2019 and Grandpuits from 2026).

Refining & Chemicals in China

TotalEnergies is a high-performing global leader in Petrochemicals, integrating growth and energy transition. We are constantly seeking to cater to China's changing consumer market by providing high value-added polymers that boost performance and give our customers competitive advantages.

- In 2024, the Company signed an agreement with SINOPEC, to jointly develop a **SAF** production unit in China.
- **Specialty Resins**: We tackle the needs of the rubber, adhesive, and sealants markets with functional additives via the manufacturing and supply capability of our affiliate **Cray Valley**.
- TotalEnergies **Corbion** markets PLA polymers, a biobased and biodegradable polymer with lower carbon footprint compared to its traditional counterparts.
- With our specialty chemical subsidiary **Hutchinson**, TotalEnergies stands as a global leader in acoustics & vibration, fluid management, sealing system and power transmission systems. We offer smart solutions to service a variety of markets, covering automotive and trucks, aerospace, defense, energy, rail and industry.



Liquefied Natural Gas Strategy

A Key Fuel for the Energy Transition



In the gas markets, TotalEnergies **focuses on LNG**, which can be shipped everywhere in the world and thus contributes to **energy security**.

- Natural gas plays an essential role in reducing emissions from power generation as a **replacement of coal**.
- **TotalEnergies is the world's 3rd largest LNG player**, with about **40 Mt sold in 2024**.
- Benefiting from an integrated position across the LNG value chain, including production, transportation, TotalEnergies access to **more than 20 Mt/y of regasification capacity in Europe**.
- TotalEnergies intends to consolidate its **integrated position across the entire LNG value chain**. The LNG volumes managed by the Company (excluding Russian volumes and spot volumes) are expected to **grow by 50%** between 2023 and 2030.

LNG in China

Developing Concrete Partnerships

Our ambition is to remain the world's No. 3 in LNG, supported by long-term sales, especially in Asia. China is a key market. In China, TotalEnergies is building concrete long-term partnerships:

- New progress with **long-term deals** with the NOCs
 - 2 new **LNG contracts** in 2024: one extending an existing deal with CNOOC, and a new agreement with Sinopec.
 - collaboration with CNOOC, CNPC and Sinopec on **joint investments** abroad.
- In **LNG downstream**: formed a JV with Shenergy Group, a leading energy player in Shanghai, to expand LNG marketing in China.
- **Infrastructure development**: the deployment of the FSRU Cape Ann allows TotalEnergies to provide LNG regasification and natural gas supply to the Chinese market. Over the 21 months of service, Cape Ann had processed around 4.5 million tons of LNG.



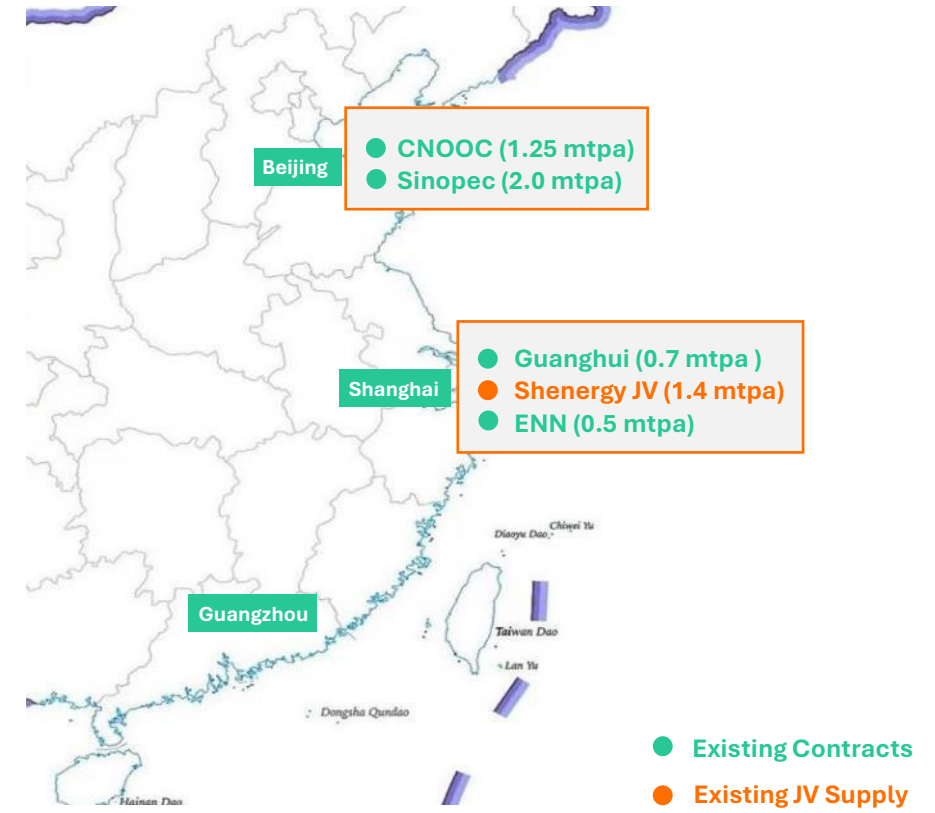
LNG in China

Long-term LNG Sales in China



TotalEnergies supply China with **annual LNG Sales ≥ 4 Mtpa**, under long-term contracts:

- In 2024, signed a Heads of Agreement (HoA) with **Sinopec** for the delivery of 2 Mtpa of LNG.
- In 2024, renewed its sales and purchase agreement (SPA) with **CNOOC**, for the delivery of 1.25 Mtpa of LNG.
- In 2021, signed binding agreements with **Shenergy Group** for the supply of up to 1.4 Mtpa of LNG from TotalEnergies.
- In 2019, signed LNG SPA with **Guanghai Energy** for the delivery of 0.7 Mtpa of LNG.
- In 2016, signed an agreement with **ENN** LNG Trading for the delivery of 0.5 Mtpa of LNG.



Renewables Strategy

Strengthen Our Presence in Low-carbon Electricity



POWER GENERATION BY 2030

By technology



By geography



- **Integrated Electricity** is crucial for driving the Company's energy transition and achieving its net-zero vision.
- TotalEnergies is building a competitive portfolio of renewable (**solar, onshore** and **offshore wind**) and flexible (CCGT, storage) assets to provide its customers with less and less carbon-intensive electricity available 24/7.
- Our net electricity production target is to produce more than **100 TWh** by 2030 (**70% from renewable** sources, 30% from flexible sources).
- In 2024, TotalEnergies has reached a gross installed production capacity of **26 GW** of renewable electricity and intends to continue developing these activities to reach **35 GW** in 2025 and **100 GW** in 2030.

Renewables in China



Solar

- TotalEnergies entered China's distributed PV market in 2019, providing end-to-end green energy solutions across the entire lifecycle for commercial and industrial clients. Together with the partners, the Company holds and operates **800 MW** of distributed PV assets in China, serving more than 300 commercial and industrial customers with cost-effective green electricity. In its first phase, the Company plans to invest in and operate **1.5 GW** of distributed PV assets dedicated to commercial and industrial applications in China.
- In 2025, TotalEnergies formed a JV with Chinese partner to develop, construct, and operate a **246 MWp** solar project in Shandong Province. The project is expected to reach Commercial Operation Date (COD) by the end of 2025. At the same time, we are working with Chinese partner on another **260 MWp** solar project. The COD is planned by end of 2026.



Wind

- TotalEnergies is a very active and experienced player in wind power worldwide and is deeply engaged with the Chinese wind development. Significant progress has been made in collaborating with key partners, further advancing the Chinese wind industry.
- Together with Chinese partner, TotalEnergies has signed a **100 MW Onshore wind** project in Shandong. In China we target to develop **1GW** projects on the yearly basis.



Renewables in China



Energy Storage

- Through the acquisition of **Saft**, a leading high-tech battery provider, in 2016, TotalEnergies extended its business to energy storage.
- In China, Saft serves market sectors ranging from **civil electronics** to **rail transportation** markets - evidenced by the rapid growth in these areas.
- In 2020, Saft has opened a new manufacturing hub for **energy storage solutions (ESS)** in Zhuhai, China, with a capacity of **5 GWh** per year at the end of 2024.



Develop Strategic Supply Chain in China



TotalEnergies is emphasizing the Chinese supply chain, which holds strategic and significant importance, because China offers a robust, comprehensive, integrated, reliable, cost-effective manufacturing infrastructure that aligns with our strategic objectives for growth and sustainability.



Renewables

- PV panels
- Wind Turbines
- Cables

E&P

- **FPSOs**, the most complex and advanced offshore facilities in the world.
- China offers a unique combination of cost efficiency and reliability, making it an ideal choice for constructing complex facilities and serving as an **EPC** contractor.

Others

- Equipment
- Materials (e.g., piping)
- Chemicals and Additives
- Maintenance services

Strategic Supply Chain (SSC)



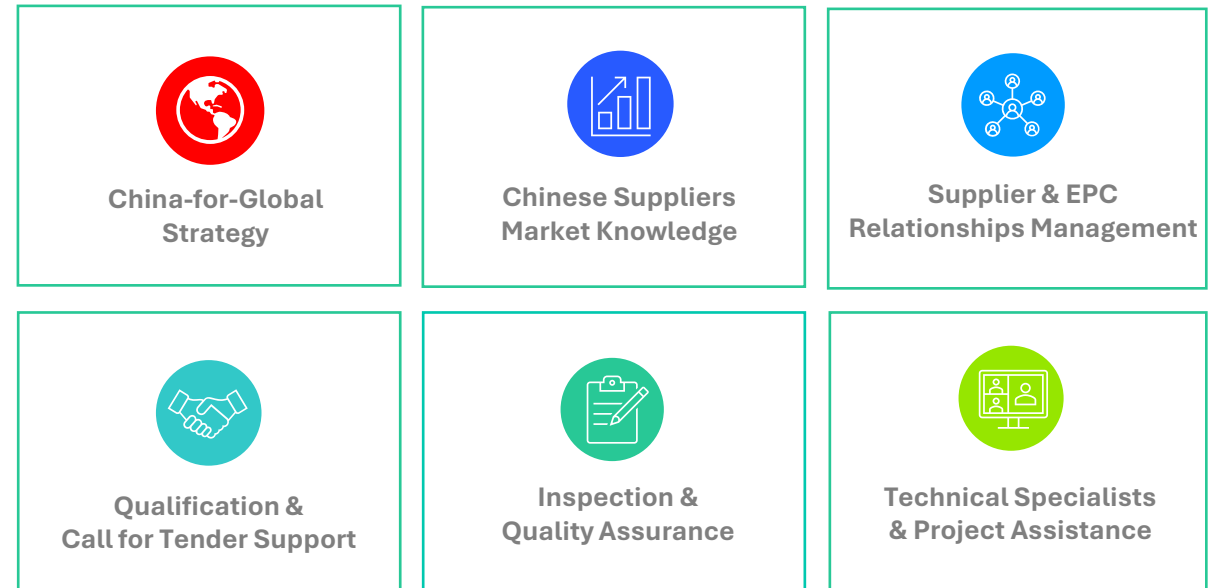
The SSC Organization is a mix of sourcing and technical specialists focusing on the Chinese Supply Chain, especially on Company priorities in terms of Capex, risks and planning.

Our Team in Shanghai and Beijing supports the branches during sourcing and qualification, by assisting suppliers during the bidding and negotiation phases, and by ensuring quality control and monitoring from order to shipment.



Main Scope of Work

Global Procurement and Technical specialist support in China



Innovation in China and for the World

- TOP 100 **Global Innovators Awards**.
- TotalEnergies led the “CHEERS” project to build a 3 MW pilot – the largest scale CLC pilot in the world.
- Cooperation with CAS (Chinese Academy of Science) to develop advanced **biofuels** and **biochemicals**.
- Possess one of the No.1 industrial-class HPC, deploy the digital factory, to promote the innovation of **digitalization** in the energy domain; develop the simulation process with high accuracy to achieve operation excellence.
- Strategic watch and selective involvement in the areas of new materials, nanotech, smart mobility, batteries & energy storage systems, green hydrogen, etc.
- Explore the progress of frontier technologies.



Contribution to Local Communities



Safety

- TotalEnergies **Road Safety Training program** (RST) aims to teach the value of safety to children and assist educators in developing a robust road safety program for schoolchildren.
- Since the launch in 2010, RST program has been deployed for 15 consecutive years. It has involved 21 cities across the country, training more than **20,000 students**.

Education

- **TotalEnergies Professeurs Associés** (TPA) is one of our most successful initiatives in bridging the gap between the energy industry and academic institutions.
- Since 2004, TPA has organized Integrated Weeks and short conferences for over **19,000 students** across China.



Contribution to Local Communities



Support Sustainable Development in South Sulige

- As an integral part of the joint project between TotalEnergies and CNPC, every year we extend support to the local rural communities in the development area of South Sulige with initiatives in **Education**, **Farming** and **Environment**.
- In terms of **biodiversity**, various measures have been taken for the protection of the habitat of the Demoiselle Crane, including exempting areas from well clusters construction, optimizing pipeline and road routes, avoiding construction activities as much as possible between April and August to minimize disturbance, and setting up the necessary information boards and signs.
- The South Sulige project has become **the No.1 gas field enterprise** in the list of “green mines” of Inner Mongolia.





TotalEnergies

For more information

totalenergies.com

