



ENERGY
SOLUTIONS

OPTIMIZER: Working together with you to improve your site's energy efficiency



TOTAL

Committed to Better Energy

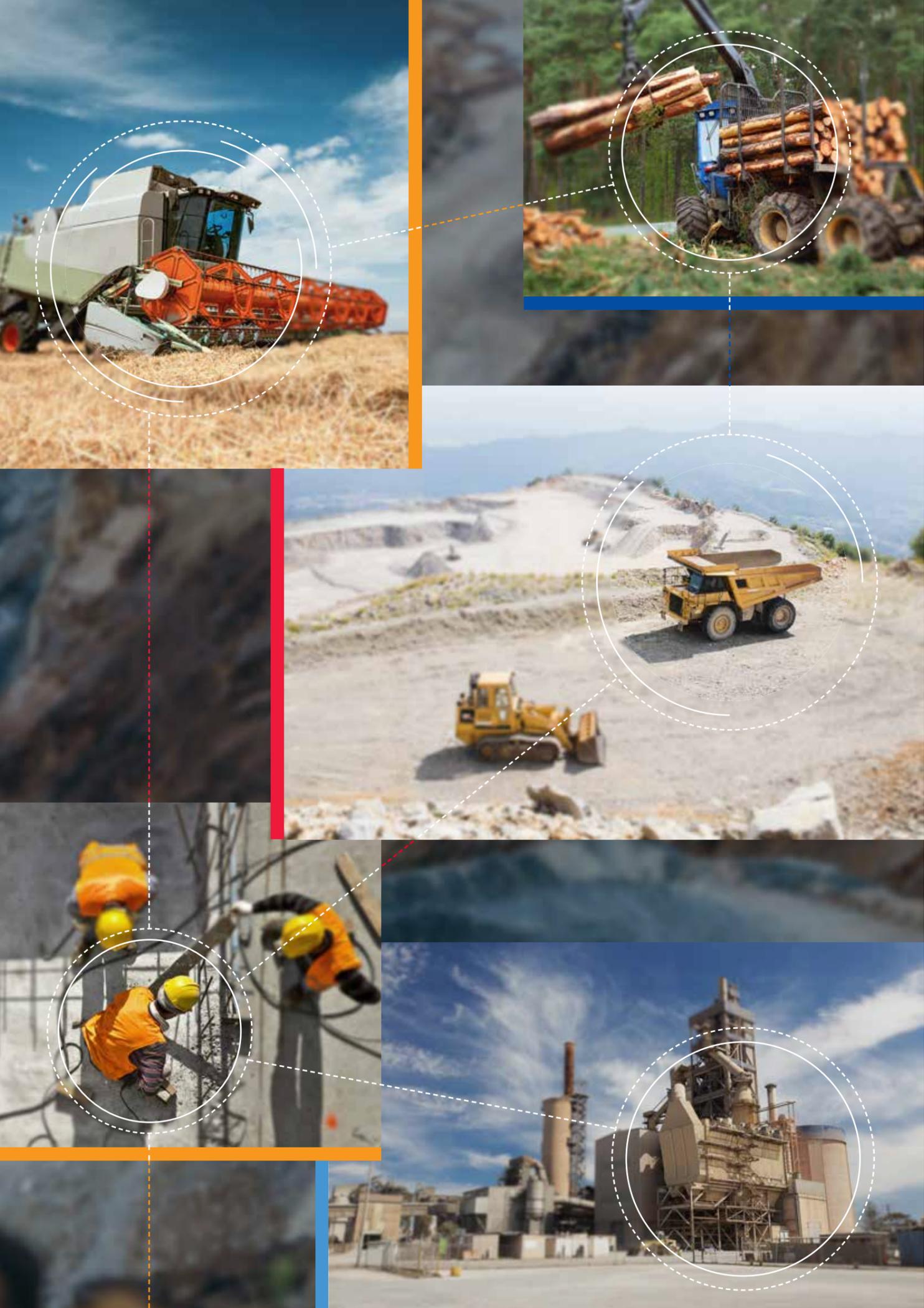


Optimizer

Your partner in efficiency: Acting together to manage your site's energy consumption

Industrial sites such as mines, cement plants, construction, forestry/ logging and agricultural are complex ecosystems of people, machinery and materials, and it can be difficult to spot energy inefficiencies. With such a large proportion of your costs resulting from fuel, lubricants and electricity, this means you could be wasting hundreds of thousands of dollars each year.

That's why Total created Optimizer: a simple, intuitive digital platform that enables you and your teams to ensure that each litre of fuel and lubricant is properly used — while operating at full capacity. Backed by our team of experts, we support you every step of the way to ensure optimal efficiency.



How does Optimizer help you?



Use less, save more

It's basic math: if you can use less fuel and lubricant, your costs will go down. And that goes for more than just what your machinery or operators consume — storage, transfer, pumping, poor maintenance and theft all contribute to your losses.

By using Optimizer to analyse and manage their fuel, lubricant and electricity usage, our customers have reduced their energy costs by up to 8%.



Get the big picture — and the small details

In a complex environment, it can be difficult to get a macro picture of how your entire operation is performing. Identifying cost-reduction opportunities can seem like an impossible task.

Optimizer allows you to do both: Management and Finance can take a broader view, and individual teams can see how they can contribute to the entire operation's improvements. This means that everyone is aligned on a single goal: to reduce cost while operating at full capacity.



High performance everywhere

When you can easily identify which machines or operators are not performing efficiently, you can take steps to improve them, either through maintenance or training. You will clearly see abnormalities between supply and actual usage and can also determine whether fraud is a factor on your site.



Minimise your impact

It's not just the bottom line that benefits when you eliminate fuel and lubricant waste; your CO₂ emissions improve too. This means that you and your stakeholders can rest assured that you're taking every possible step to conduct your operations responsibly and sustainably.



Reduce the headache for your team

Tracking and managing fuel and lubricant usage is a complicated process involving hundreds of people, fuelling points, equipment types, suppliers and systems. The result is lost productivity and inaccurate reporting.

Optimizer simplifies the job by reducing or eliminating paperwork and integrating all information in a single dashboard — and generating reports in real time.



Recognise what is important — forget the rest

Too much data can stop you from noticing important anomalies — for example, a gap between the fuel delivered to a vehicle and the fuel consumed.

Optimizer generates exception-based alerts when an unusual pattern is identified, which means you don't need to waste time analysing normal, efficient operations.



What is Optimizer?

Optimizer is an energy efficiency service combining both the support of our industry and energy experts and our digital platform. It consolidates all of your fuel, lubricant and energy usage information, analyses it for inefficiencies and gives you the information you need to help you take action.

Additional features:

- Secure, cloud-based system
- User-friendly
- Integrates with all existing monitoring systems including FMS, ERP, OEMs, etc. for a broader picture



Aligns all teams to reduce costs



Reveals poorly performing machines or operators



Compares your machine usage



Reduces manual entry & paperwork



Alerts you to anomalies in your energy consumption



Pinpoints poor driving behaviour



Customer success story: Tier 1 Miner, Ivory Coast

The Issue

Controlling Costs When Gold Prices Are Down

Mining gold is no different from any industry: for a business to be successful, revenues must always stay ahead of costs. As one of the largest gold mining companies in the world, they knew that when gold prices were falling, they needed to keep a tight control of their operating costs in order to survive and thrive. As energy savings were a critical way to reduce operating expenses at one of the company's sites in the Ivory Coast, implementing Optimizer to monitor, manage and reduce energy consumption was an easy choice.

The Solution

Combining Data from Multiple Sources in One Place

Distribution Reporting Tool

The mine needed to pinpoint areas of energy inefficiency that were affecting the mine's operations. Using Optimizer's Distribution Reporting Tool, they were able to track multiple sources of energy usage, including their mobile filling units (browsers) and remote dispensing stations for both fuel and lubricants.

Visualisation Dashboard

That data was then integrated in real-time in one simple dashboard, enabling the mine to capture insights about the energy consumption of the mine's main contractors and making it easier to control contractual KPIs across the site.

Eco-Driving Contest

Using GPS sensors, Optimizer also identified which vehicles consumed the most fuel and offered personalised advice to drivers on the Ivory Coast site. The mine organised several eco-driving contests to encourage drivers to improve their driving behaviour by controlling speed, acceleration and braking patterns for more efficient fuel use and improved energy costs.

The Result

Real-Time Data Integration Improved Efficiency and Cut Costs

Optimizer provided the mine site with real-time insights and control over energy consumption, enabling enhanced efficiency and cost savings across its mining operations.*



9%

Eco-driving reduced fuel consumption by 9%.



\$470K

Nearly half-a-million dollars in annual cost savings.



16%

Fuel consumption required for monthly ore haulage cut by up to 16%.

*Actual signed off benefit report available upon request



"Optimizer gives me the means to measure and assess the efficiency of our energy-saving plans."

Performance Manager

"Optimizer's tools allow me to monitor my contractors' activity and to negotiate contracts based on factual operational data."

Supply Chain Manager

"Thanks to Optimizer's team, we can take advantage of all the data that we had so much trouble analysing."

General Manager

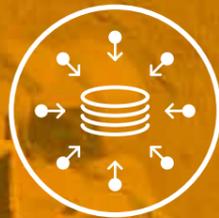
Getting started with Optimizer is simple



- 1. DEMO**
 - Meet with your local Total sales representative for a free demonstration.



- 2. DIAGNOSTIC**
 - Our Total Optimizer team will run a diagnostic for your site and suggest the right Optimizer package for your needs.



- 3. IMPLEMENTATION**
 - After signing up and linking your existing systems, Optimizer will capture your usage data across fuel, lubricants and energy.



- 4. START BENCHMARKING**
 - After 30 days, your Total sales representative will walk you through the initial findings, identify any problem areas and recommend an action plan for you to reduce your fuel, lubricant and electricity costs.



- 5. CONTINUOUS IMPROVEMENT**
 - With this information, you can start taking longer term actions to reduce your costs and see your profits increase.

Optimizer packages

Optimizer's unique technology offers a range of solutions to help you enhance transparency and improve efficiency in relation to fuel consumption on site.

	Lite	Pro	Pro +	
SUPPLY & CONSUMPTION	Stock management at primary storage facility	✓	✓	✓
	Tracking of stock movements around sites		✓	✓
	Tracking of dispensing to final equipment	✓	✓	✓
	Identification of machine, driver and distribution unit and operator	✓	✓	✓
	Tracking of mileage and/or operation hours of equipment/plant	✓	✓	✓
	Automatic detection of fraud & inappropriate use		✓	✓
ANALYSIS & MANAGEMENT	Calculation and/or aggregation of any operational KPI		✓	✓
	Personalised alerts & notifications		✓	✓
	CO ₂ equivalent emissions monitoring		✓	✓
	Driving behaviour analysis			✓
	Monthly energy review by Total experts			✓

On-site, face-to-face training & remote support included in all packages

3-month trial included, money back guaranteed

To find out more or arrange a demo, ask your local Total representative or visit www.optimizer.total.com

Why did Total create Optimizer?

With one of the largest global footprints in the oil and gas industry (and currently expanding), our aim is to get closer to our customers to create better relationships and value.

In addition to providing high-quality products to meet our clients everyday energy needs, we also want to bring our customers tools and services that benefit their bottom line business. Optimizer was designed to help our customers understand how they are using our products and to help them reduce their Total Cost of Operations (TCO). Optimizer is just one of many examples of our defined "B2B Customer Commitments" that enable us to go further in developing our relationship with clients, as detailed below:

Customer Voice

Listening to our customers, assessing their satisfaction and committing to continuously improve our service level.

Preferred Partner, Everywhere

Ensuring high standards and proximity in producing and delivering solutions to customers through our worldwide footprint and local teams.

Accessible and Responsive

Responding quickly and providing fair and clear answers to our customers' demands and requests.

Proactive Mindset

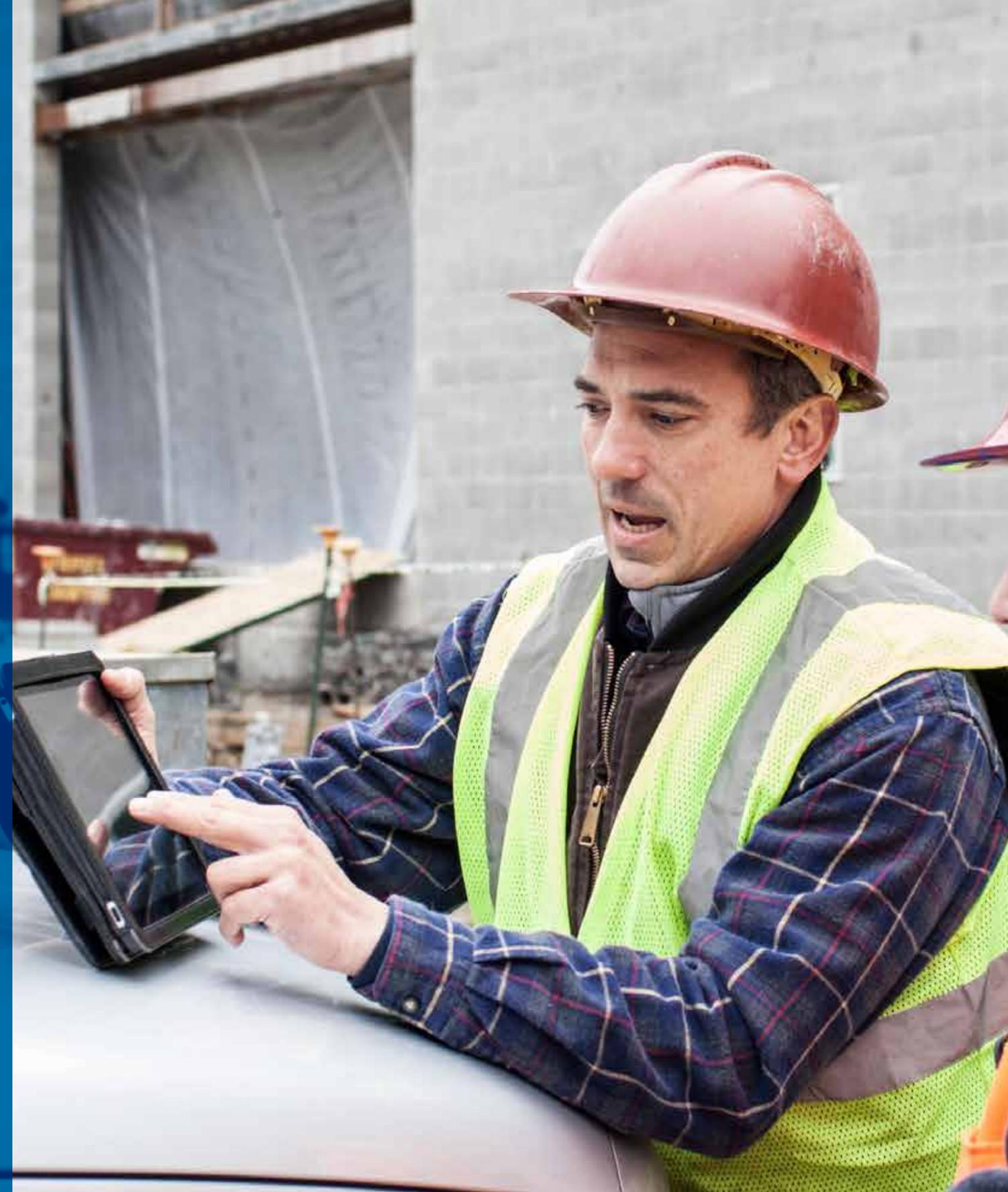
Being proactive in proposing new products and services to our customers and leveraging our brands.

Innovative Solutions

Developing innovative digital and sustainable solutions that enable our customers to deal with energy consumption responsibly.

Our Vision

Sharing our commitment to better energy and our vision on key market trends with our customers and stakeholders.



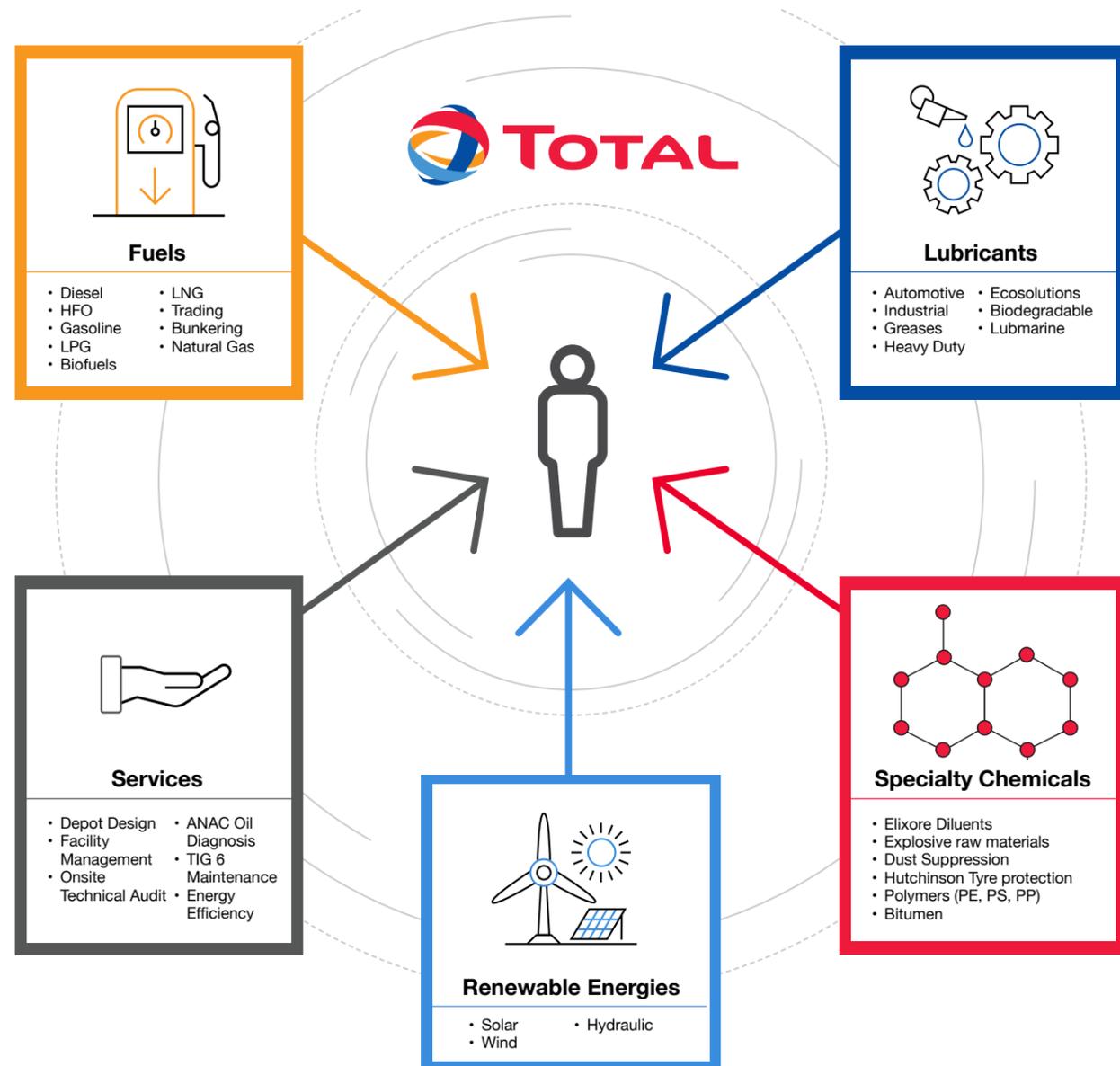
Our Products and Services

Suitable for a wide range of applications on all customer sites

Total is a major energy player committed to supplying affordable energy to a growing population, addressing climate change and meeting new customer expectations. We produce and market fuels, natural gas and low-carbon electricity. Our 100,000 employees are committed to better energy

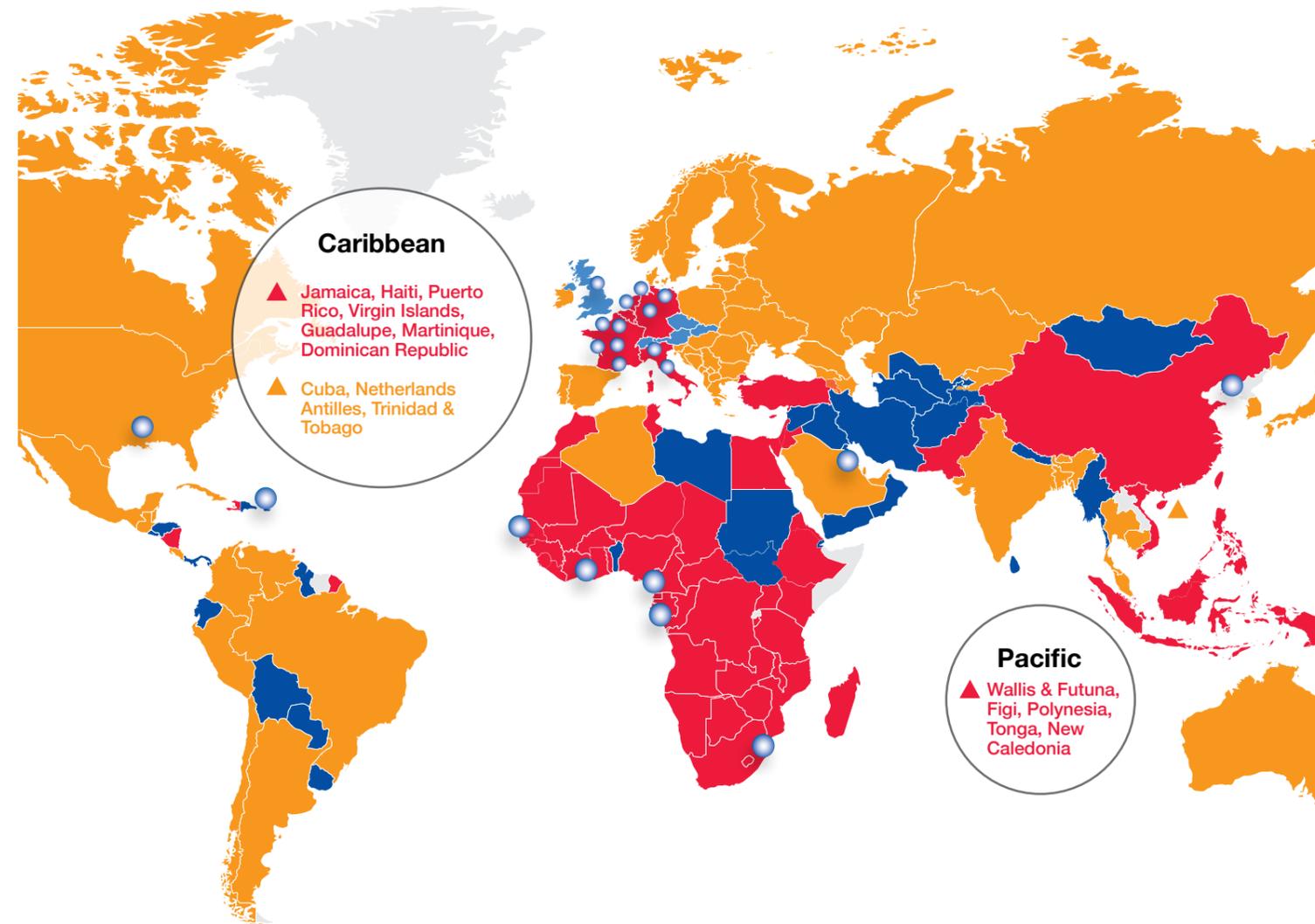
that is safer, cleaner, more efficient, more innovative and accessible to as many people as possible. Active in more than 130 countries, we focus on ensuring that our operations consistently deliver economic, social and environmental benefits. Our ambition is to become the responsible energy major.

A full range of products and services targeted to support Total's commitment to better energy.



Our Worldwide Footprint

A direct presence in 112 countries and sales in 150 countries



- Retail network, bulk fuel sales and oil specialties*
- Bulk fuel sales and oil specialties*
- Specialty oil affiliates*
- Specialty oil* distributors (No affiliate)
- Refineries (M&S and RC)

*Lubricants, LPG, jet fuel, special fluids, bitumen, heavy fuel oil, marine fuel, additives and special fuels

For more information, contact us at optimizer@total.com or visit www.optimizer.total.com

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