

## *Total Lobbying:*

Identification number : 1849405799-88



Le Bris Hugo

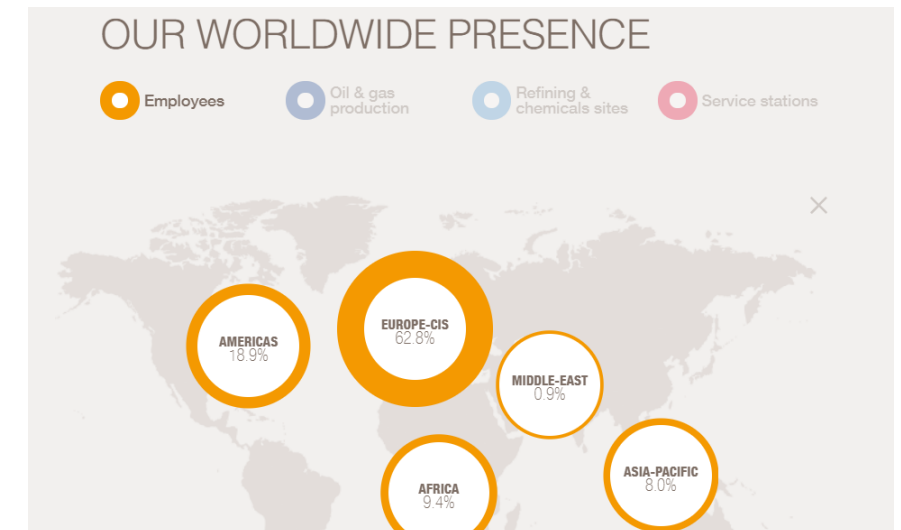


Bail Benjamin



# Presentation of the company

- Total is a French producer and a supplier of natural gas, oil and electricity. The company was founded in 1924 and is part of the “supermajors”; the 6 biggest companies of the oil and gas industry in the world.
- Total is already implemented in 130 countries with 100 000 employees working for the company.
- Total is the most profitable French company worldwide



## Key data

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Turnover : 209.4 bn \$

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Net earnings : 13.6 bn \$

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Headquarters : Paris, France

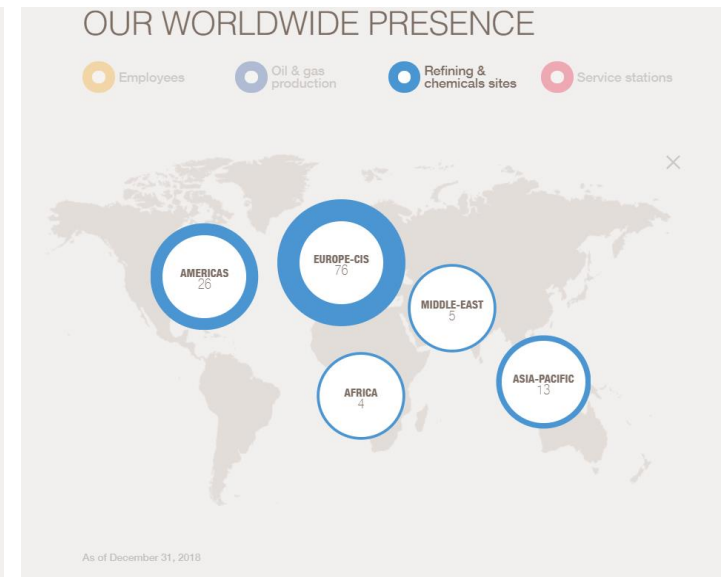
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#5th biggest company of the  
global oil and gas industry



# World Market



# Lobbying via associations and other partners

- Membership of professional associations:
  - CEFIC
  - PlasticsEurope
  - European Federation of Energy Traders
  - European Petroleum Refiners Association - FuelsEurope
  - EBB
  - Eurogas
  - IETA
  - IOGP
  - SolarPower Europe
  - Polyolefin Circular Economy Platform
  - Styrenics Circular Solutions
  - Hydrogen Europe
- Non-sectoral professional associations:
  - AFEP
  - BusinessEurope
  - Friends of Europe
  - Le Cercle de l'Industrie
  - MEDEF
- Think tanks:
  - AECA
  - AMISA2
  - Athenora
  - CEPS
  - ERT



**TOTAL**



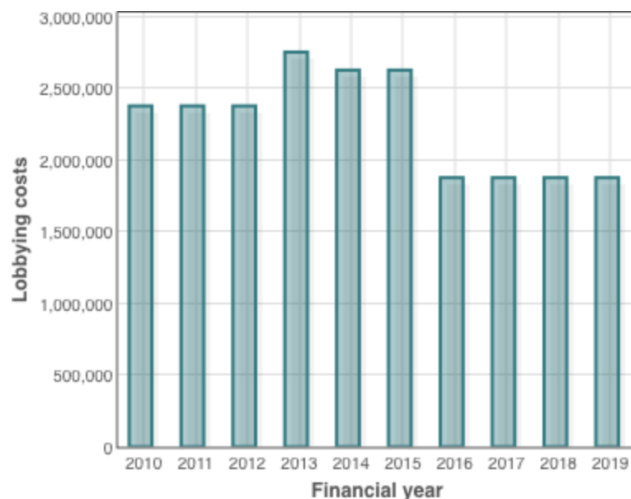
## TOTAL Lobbying Costs :

### LOBBYING COSTS IN 2019 :

1,750,000€ - 1,999,999€

Financial year: 1 Jan 2019 - 1 Dec 2019

LOBBYING COSTS OVER THE YEARS:



- Total's spending on lobbying is ***constant and high***. Even if we can a decrease for 4 years.
- Total spends around **2,000,000 €** per year on lobbying.

# Funding received from the EU institutions

- Total is being helped by the European Union with multiple funds. The EU is encouraging the French company to invest more and more in the Research and development department. Currently, the safety of the environment is a key question, the European Union wants the European companies to reduce their greenhouse gas emission.

## Most recent financial information about funding received from the EU institutions:

**Procurement:** 43,445 €

**Source:** Offices for  
Infrastructure and  
Logistics in Luxembourg  
and Brussels

**Grants:** 4,046,106 €

**Source:** Innovation and  
Networks Executive  
Agency

# Meetings with the EU

Since 2015, 25 meetings have been organized between total and the European commission. Most of the time, the main subject was the energy policy.

The latest meeting was about COVID-19, the impact on the oil sector and renewable energies.



# Lobbying objectives

- To delay the removal of fossil fuels : (SUCCESSFUL)

In 2017, French minister of Environment Nicolas Hulot established a plan to prohibit the use of fossil fuels within 2050. However, the proposal was a total failure and Hulot resigned 1 year later accusing the lobbies to hinder the ecological transition.

- To maintain the consumption of oil and gas and let those 2 nonrenewable energies remain as the most important one : (SUCCESSFUL)

The biggest oil companies spent almost 1 billion of euros since the COP-21 and the Paris agreements. Even though European States are trying to respect those agreements, the consumption of oil and gas are still very high.

# Conclusion

Despite being involved in many scandals, Total still benefits from a lot of aids at national scale but also at European scale.



Some members of the French government or linked with the French president used to work for Total.



This case study really helped us understand how the big companies use the lobbying to influence, control the laws and regulations. As an example, we can take the French State's decision to re-establish the fiscal gift on the palm oil which is fully controlled by Total in France.

# Sources

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- [https://www.lemonde.fr/planete/article/2019/03/22/climat-les-geants-de-l-energie-ont-depense-un-milliard-de-dollars-en-lobbying-depuis-la-cop21\\_5439758\\_3244.html](https://www.lemonde.fr/planete/article/2019/03/22/climat-les-geants-de-l-energie-ont-depense-un-milliard-de-dollars-en-lobbying-depuis-la-cop21_5439758_3244.html)