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NOTICE OF MEETING

Notice is hereby given that the 44th Annual General Meeting of the Company will be held at the French Cultural Centre, Theatre Room, Nairobi, on 15 April 1998 at 3.00 p.m. for the following purposes:

ORDINARY BUSINESS

- 1. To confirm the minutes of the 43rd Annual General Meeting held on 15 April 1997.
- 2. To receive and consider the financial statements for the year ended 31 December 1997 together with the reports of the Directors and Auditors thereon.
- 3. To approve the payment of a first and final dividend of Shs 2.60 per share as recommended by the Directors.
- 4. To approve the Directors' remuneration for the year ended 31 December 1997.
- 5. To note that Murdoch McCrae & Smith continue in office as the Auditors by virtue of Section 159(2) of the Companies Act (Cap. 486) and to authorise the Directors to fix their remuneration.

By order of the Board

I O Litali

Secretary

P O Box 30736 Nairobi

2 March 1998



2007/1046

Note:

A Member entitled to attend and vote at the meeting is entitled to appoint a proxy to attend and vote on his or her behalf. A proxy need not be a Member of the Company. To be valid a form of proxy, which is provided with this report, must be duly completed by the Member and must be lodged at the Registered Office of the Company, Chai House, Koinange Street, P O Box 30736, Nairobi, or posted in time to reach not later than 3.00 p.m. on 13 April 1998.

OFFICERS AND PROFESSIONAL ADVISERS

Directors

J L Harmel*

Chairman

M S Nguer*

Managing (Also alternate to J L Harmel)

D Harel*

C G Chammas*

H de Wendel*

(Altornat

(Alternate to M S Nguer)
(Alternate to D Harel)

B de Mones*

E Chabanne*

(Alternate to H de Wendel)

* French

[W Sitati

Secretary

I O Litali, CPA(K), CPS(K), MKIM, MBA

Head Office and

Registered Office

Chai House, Koinange Street,

P O Box 30736,

Nairobi,

Kenya.

Auditors

Murdoch McCrae & Smith,

P O Box 40092,

Nairobi,

Kenya.

Advocates

Robson Harris & Co.,

P O Box 30423,

Nairobi,

Kenya.

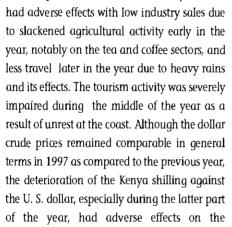


CHAIRMAN'S STATEMENT

First of all, I wish to extend a very warm welcome to all of you on the occasion of our 44th Annual General Meeting.

The year 1997 witnessed slackened economic activity as compared to the previous year. This was mainly attributable to the drought, which was experienced during 1st half of the year, heightened insecurity at the coast, EL Nino flooding from mid October, the general elections, crude prices, exchange rates, taxes and interest rates. I would like to briefly expand on these various events as follows.

The drought at the beginning of the year on one hand and the heavy rains experienced at the end of the year both



Company's profitability. The significant increases in interest rates from September also had similar effects on the Company's performance.

Increases in financial expenses were a result of both increased Working Capital Requirements and higher interest rates. However, strenuous efforts are being deployed to improve on the optimization of the Working Capital Requirement financing. The pursuit by management of increased financing of the Working Capital Requirements through foreign currency offset significantly the effects of the two aforementioned factors since this option, chosen in the late 1996, was implemented throughout 1997.

The above factors which resulted in a dampening of the economic activity adversely affected the turnover and operating results as compared to previous year. Notwithstanding the difficulties encountered in a depressed economic environment, the Company, in line with its Vision and Mission statements, continued to serve

its customers with satisfactory results through the quality approach.

In consideration of the various factors which impacted on the performance of the Company, and after very careful review of the financial statements, your



Board of Directors has decided to recommend a first and final dividend for 1997 of Kshs 2.60 (1996 - Kshs 2.50) per share on existing shares. In making this recommendation, your Board is confident in the level of retained earnings at present and believes that all factors being equal, the building of retained earnings will continue in future. If approved, this dividend will be mailed to shareholders on 16 April 1998. The Share Register will be closed from 26 March to 10 April 1998 to facilitate payment.

Our objectives in 1998 are to seize new opportunities and to consolidate our position. Agreement with competitors has been reached for construction of LPG import facilities, which should be operational sometime this year, thus removing a serious bottleneck in the supply constraint. The superior performance and marketing of products such as MEKO, continue to give us confidence in the future. In aviation, we are improving productivity by forming joint into - plane facilities with competitors, which will result in better utilization of our equipment. The QUARTZ and other ranges of Lubricants are widened to meet continually diversifying customer needs. These are some of the initiatives that ensure that customers come and continue to come to TOTAL by choice.

I would like to take this opportunity to inform you all that this is my last meeting as your Chairman. I wish to welcome my successor, Mr Didier HAREL, who has been a Director of the company for many years. It is my firm belief that he will make a positive and effective contribution to your Company. Your Board would also like to extend appreciation and confidence in the management and staff for their tireless efforts in making TOTAL the best company in the industry.

J L Harmel - Chairman Nairobi, 2 March 1998



TAARIFA YA MWENYEKITI

Kwanza kabisa ningependa kuwakaribisha sana nyote kwenye kikao chetu cha 44 cha Mkutano Mkuu wa Mwaka.

Mwaka wa 1997 ulishuhudia uzorotaji wa shughuli za kiuchumi ukifananishwa na mwaka uliotangulia. Hii zaidi ilisababishwa na ukame, uliotokea kwenye nusu ya mwanzo ya mwaka, ongezeko la ukosefu usalama pwani, mafuriko ya El Nino kuanzia katikati ya Oktoba, uchaguzi mkuu, bei za mafuta, ambayo hayajasafishwa, kiasi cha ubadilishaji fedha za kigeni, kiasi cha ushuru na riba. Ningependa kuongezea kwa kifupi juu ya matukio kadhaa kama ifuatavyo.

Ukame mwanzoni wa mwaka kwa upande mmoja na mvua nyingi zilizonyesha mwishoni wa mwaka zote zilikuwa na madhara kukiwa na mauzo ya chini kiwandani kwa ajili ya shughuli za kilimo zilizo zorota mwanzoni wa mwaka, hasa kwenye sekta za majani chai na kahawa, na usafiri mchache baadae mwakani kwa ajili ya mvua nyingi na madhara yake. Shughuli za utalii zilidhoofishwa sana katikati ya mwaka kutokana na ahasia za pwani. Japokuwa bei kwa dola za mafuta yasiyosafishwa zilikuwa si tofauti sana kwa jumla mwaka 1997 zikifananishwa na mwaka uliotangulia, kufifia kwa Shilingi ya Kenya dhidi ya dola ya Kimerekani, haswa kwenye sehemu ya mwisho ya mwaka, ilikuwa na matokeo mabaya kwenye faida ya kampuni. Ongezeko kubwa la kiasi cha riba kuanzia Septemba pia ilikuwa na madhara kama hayo kwa utekelezaji wa Kampuni.

Ongezeko la gharama za fedha zilisababishwa na Mahitaji ya Rasilimali za Kufanyia Kazi na viwango vya juu vya malipo ya mikopo. Hata hivyo, juhudi kubwa zinatumiwa kuimarisha kwenye matumizi bora ya kugharamia Mahitaji ya Rasilimali za Kufanyia Kazi. Ufuatiliaji wa uongozi wa kugharamia Mahitaji ya Rasilimali za Kufanyia Kazi kwa fedha za kigeni kulifidia sana athari za hayo mambo mawili yaliyotajwa mapema kwa vile sharti hili, lililo chaguliwa mwishoni mwa 1996, lilitekelezwa katika mwaka wote wa 1997.

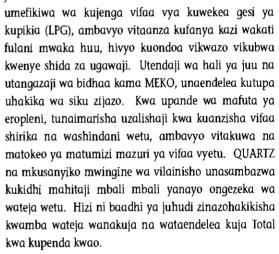
Ukweli huo wa mambo uliotajwa hapo juu ambao ulisababisha kufifia shughuli za kiuchumi uliathiri sana matokeo ya mapato na ya kazi ikifananishwa na mwaka uliotangulia. Mbali na matatizo hayo yalopatikana kwenye mazingira ya uchumi duni, kampuni, kuambatana na arifa zake za kuona mbali na ujumbe, iliendelea kuhudumia wateja wake kwa

matokeo mazuri kupitia mbinu bora.

Kwa kutafakari mambo mbali-mbali yaliyo athiri utendaji wa kampuni, na baada ya kutafakari vizuri taanfa za fedha Halmashauri ya Wakurugenzi wenu imeamuwa kupendekeza mgawo wa mwanzo na wa mwisho kwa mwaka 1997 wa Kshs. 2.60 (1996 - Kshs. 2.50) kwa hisa kwenye hisa za sasa. Kwa kutoa pendekezo hili Halmashauri yenu ina uhakika wa kiwango cha mapato yalohifadhiwa kwa sasa na inaamini kwamba mambo yote yakiwa sawa, udundizaji wa mapato yalohifadhiwa yataendelea kwa siku zijazo. Ikithibitishwa, mgawo huu utatumiwa

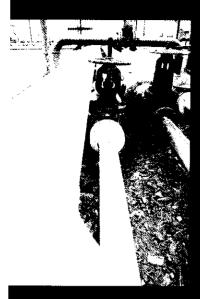
wenyehisa kwa njia ya posta tarehe 16 Aprili, 1998. Rijista ya hisa itafungwa kuanzia Machi 26 hadi Aprili 10 kurahisisha malipo.

Malengo yetu mwaka 1998 ni kupata nafasi mpya na kuimarisha nafasi yetu. Mkataba na washindani wetu



Ningependa kuchukuwa nafasi hii kuwafahamisha nyote kwamba huu ndio mkutano wangu wa mwisho kama Mwenyekiti wenu. Nataka kumkaribisha mrithi wangu, Bw. Didier HAREL, ambaye amekuwa ni Mkurugenzi wa Kampuni kwa miaka mingi. Ni imani yangu kamili kwamba atachangia vizuri na kwa manufaa kwenye kampuni yenu. Halmashauri yenu pia ingetaka kutoa shukrani na uhakika iliyo nayo kwa wasimamizi na wafanyakazi kwa juhudi zao zisizochoka kwa kuifanya TOTAL kampuni bora zaidi kwenye kiwanda hiki

J L HARMEL - Mwenyekiti Nairobi - 2 Machi 1998



VISION

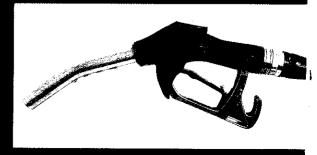
To be a leader in the quality of our products and service.

To be a leader in profitability and returns to our shareholders.

To be the most responsible and preferred company in the region.

MISSION

The purpose of TOTAL Kenya Limited is to market quality petroleum products and service its customers responsibly and profitably in an innovative way to ensure that the public will come and continue to come to Total by choice.



DIRECTORS' REPORT

The Directors present their annual report and the audited financial statements for the year ended 31 December 1997.

ACTIVITY

The principal activity of the Company is the sale of petroleum products.

RESULTS

The results for the year ended 31 December 1997 are as follows:

Profit after taxation
Retained profit brought forward

Dividend proposed (gross)

Transfer from revaluation surplus

Retained profit carried forward

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1997
Shs '000
129,796
582,082
711,878
(145,600)
6,201
572,479

DIVIDENDS

The Directors recommend a first and final dividend of Shs 2.60 (1996 Shs 2.50) per share for the year ended 31 December 1997.

DIRECTORS

The present membership of the Board is set out on page 3.

Mr J A Gethenji ceased to be a director of the Company following his death on 3 June 1997 and Mr P Spence ceased to be alternate director to Mr J A Gethenji on the same date.

Mr C M P Charzat ceased as alternate director to Mr C G Chammas on 9 September 1997 and Mr E Chabanne was appointed alternate director to Mr C G Chammas on the same date.

On 15 October 1997, Mr M S Nguer was appointed Managing Director in place of Mr C G Chammas who had resigned on the same date. Mr M S Nguer was also appointed alternate director to Mr J L Harmel on the same date.

Mr E Chabanne ceased as alternate director to Mr C G Chammas on 15 October 1997 and was appointed alternate director to Mr M S Nguer on the same date.

On 31 December 1997, Mr O Devouassoux resigned as director and Mr B de Mones ceased as alternate director to Mr O Devouassoux.

DIRECTORS' REPORT



On 1 January 1998, Messrs C G Chammas and H de Wendel were appointed directors and Mr B de Mones was appointed alternate director to Mr H de Wendel.

Mr D Harel, having been approved by the Board will take over as Chairman in place of Mr J L Harmel who will resign as director at the conclusion of the 44th Annual General Meeting to be held on 15 April 1998.

AUDITORS

Murdoch McCrae & Smith continue in office in accordance with section 159 (2) of the Companies Act (Cap. 486).

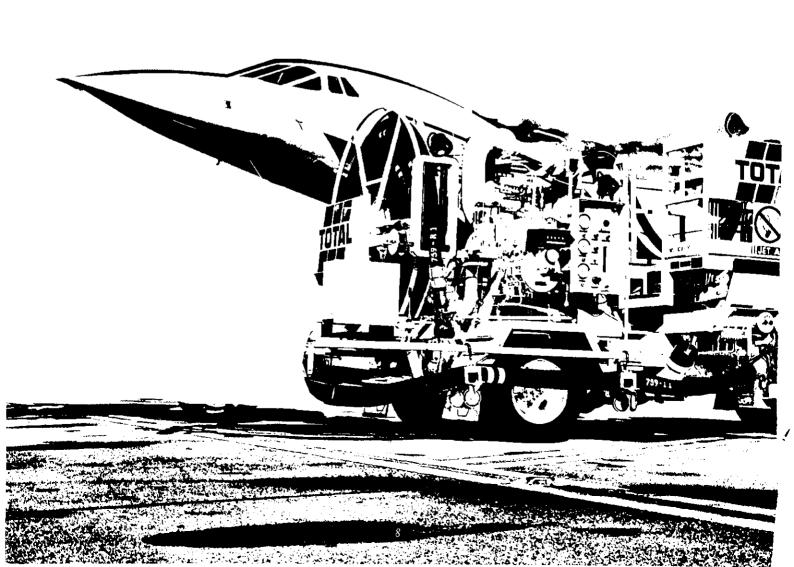
BY ORDER OF THE BOARD

I O Litali

Secretary

Nairobi

2 March 1998



AUDITORS' REPORT

TO THE MEMBERS OF TOTAL KENYA LIMITED



Certified Public Accountants (Kenya)

"Kirungii", Ring Road, Westlands P.O. Box 40092 Nairobi, Kenya Telephone: 254-2-441344/05-12

Facsimile: 254-2-448966 Telex: 22966

Dropping Zone Box No. 92

We have audited the financial statements on pages 10 to 18 and have obtained all the information and explanations considered necessary for our audit.

The financial statements are the responsibility of the directors. Our responsibility is to express an opinion on the financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. These standards require that we plan and perform the audit to obtain reasonable assurance as to whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by the directors, and evaluating the overall financial statement presentation.

In our opinion, proper books of account have been kept by the company and the financial statements, which are in agreement therewith, comply with the Companies Act and give a true and fair view of the company's state of affairs at 31 December 1997 and of its profit and cash flows for the year ended on that date.

Murdoch McCrae & Smith Nairobi 2 March 1998

Deloitte Touche Tohmatsu International Partners: D.M. Ndonye V.M. Allen* J.S.L. Bewers* H. Gadhoke* N.R. Hira S.O. Onyango J.W. Wangai British*

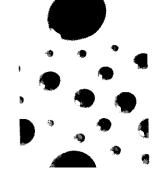
PROFIT AND LOSS ACCOUNT

Year ended 31 December 1997			
	Notes	1997 Shs '000	1996 Shs '000
Turnover			
Gross	1(b)	12,728,770	15,719,320
Indirect taxes and duties		3,432,264	3,067,764
Net		9,296,506	12,651,556
Profit before Taxation	2	213,053	276,309
Taxation	3	83,257	103,229
Profit after Taxation		129,796	173,080
Retained Profit brought forward		582,082	682,846
		711,878	855,926
Dividends (gross)	4	(145,600)	(140,000)
Capitalisation of Reserves		-	(140,000)
Transfer from Revaluation Surplus		6,201	6,156
Profit after Taxation	11	572,479	582,082
Earnings per Share (Shs)	5	2.32	3 00





BALANCE SHEET



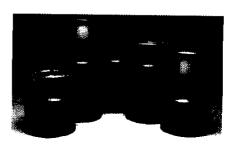
31 December 1997			
		1997	1996
	Notes	Shs '000	Shs '000
Fixed Assets	6	773,992	676,011
Current Assets			
Inventories	7	738,855	752, 98 2
Debtors	8	1,909,605	2,005,688
Taxation recoverable		23,474	-
Short term deposits, bank balances and cash		351,398	3 99 ,319
		3,023,332	3,157,989
Current Liabilities			
Creditors	9	1,074,399	1,245,949
Taxation		-	2,495
Proposed dividend (gross)		145,600	140, 000
Short term loans and bank overdrafts (unsecured		1,658,190	1,510,617
	Line	7878,189	2,899,061
Net Current Assets		145,143	258,928
Total Net Assets		919,135	934,939
Financed by:	CM	A_11000	BA
Share capital	1	280,000	280,000
Reserves	11	639,135	654,939
		919,135	934,939
			<u></u>

The financial statements on pages 10 to 18 were approved by the Board of Directors on 2 March 1998 and were signed on its behalf by:

M S Nguer
J W Sitati
Directors

CASHFLOW STATEMENT

Year ended 31 December 1997			
	Notes	1997 Shs '000	1996 Shs '000
Net cash inflow from operating activities	12(a)	531,252	417,607
Returns on investments and servicing of finance			
Interest received Interest paid Dividends paid		19,464 (317,450) (140,000)	8,741 (322, 00 8) (70,000)
Net cash outflow from returns on investments and servicing of finance		(437,986)	(383,267)
Taxation paid		(109,226)	(167,652)
Investing activities			
Purchase of fixed assets Proceeds on sale of fixed assets		(180,669)	(151,130)
Net cash outflow from investing activities		(179,534)	(149,103)
Decrease in cash and cash equivalents	12(b)	(195,494)	(282,415)



Year ended 31 December 1997

1. ACCOUNTING POLICIES

a) Basis of Accounting

The financial statements are prepared on the historical cost basis of accounting, modified to include the revaluation of certain fixed assets.

b) Turnover

Gross turnover represents amounts invoiced to customers.

c) Inventories

Inventories are stated at the lower of cost and net realisable value. Costs comprise purchase price and other costs incurred to bring the inventories to their present location and condition, together with refining costs as appropriate. For products refined locally, costs are allocated over the refinery output in proportion to the appropriate world market prices.

d) Fixed Assets and Depreciation

Depreciation is not provided on freehold land. Other assets are depreciated to write off the cost or valuation of the assets in equal annual instalments over their estimated useful lives. The annual rates generally in use are:

Leasehold land Over	the period of lease
Buildings	2% - 15%
Plant, motor vehicles and other transport equipme	nt 5% - 25%
Furniture, fittings and office equipment	10% - 25%

e) Taxation

Current taxation is provided on the basis of the results for the year as shown in the financial statements, adjusted in accordance with tax legislation.

Deferred taxation is accounted for using the liability method, to the extent that there is reasonable probability that the relevant timing differences will reverse in the foreseeable future.

f) Foreign Currencies

Assets and liabilities in foreign currencies are translated into Kenya Shillings at rates of exchange ruling at the balance sheet date. Transactions in foreign currencies during the year are translated at the rates ruling at the dates of the transactions. The resulting gains or losses are dealt with in the profit and loss account.



Year	ended 31 December 1997	400=	
		1997	1996
		Shs '000	Shs '000
2.	PROFIT BEFORE TAXATION		
	The profit before taxation is arrived at after charging:		
	Directors' emoluments		
	Fees	-	27
	Other	3,936	3,257
		3,936	3,284
	Depreciation	82,637	72,024
	Auditors' remuneration	2,200	2,200
	Realised exchange loss (net)	52,645	3,301
	Unrealised exchange loss (net)	-	2,854
	and after crediting:		
	Unrealised exchange gain (net)	4,130	-
3.	TAXATION		
	Current Taxation:		
	Income tax at 35%	83,257	106,083
	Overprovision in prior years	-	(2,854)
		83,257	103,229

The chargeable income is higher than the profit before taxation mainly due to excess of depreciation over capital allowances and expenditure disallowed under tax legislation.

At 31 December 1997, the potential deferred tax liability amounted to approximately Shs 25 million (1996 - Shs 24 million).

		1997	1996
		Shs '000	Shs '000
4.	DIVIDENDS (GROSS)		
	First and final dividend of Shs 2.60		
	(1996 - Shs 2.50) per share	145,600	140,000

5. EARNINGS PER SHARE

Earnings per share are calculated on the profit after taxation of Shs 129,796,000 (1996 - Shs 173,080,000) and 56,000,000 issued shares.

Year ended 31 December 1997

6.

FIXED ASSETS	Land and buildings Shs '000	Plant, motor vehicles and other equipment Shs '000	Furniture fittings and office equipment Shs '000	Total Shs '000
Cost or valuation				
1 January 1997	314,362	578,713	76,497	969,572
Additions	57,985	98,036	24,648	180,669
Disposals	<u> </u>	(1,689)	(6,076)	(7,765)
31 December 1997	372,347	675,060	95,069	1,142,476
Analysed as:				·
At cost	278,139	577,176	90,840	946,155
At valuation - 1986	94,208	97,884	4,229	196,321
	372,347	675,060	95,069	1,142,476
Depreciation				-
1 January 1997	47,814	210,868	34,879	293,561
Charge for the year	7,679	62,169	12,789	82,637
Disposals		(1,689)	(6,025)	(7,714)
31 December 1997	55,493	271,348	41,643	368,484
Net Book Value				
31 December 1997	316,854	403,712	53,426	773,992
31 December 1996	266,548	367,845	41,618	676,011

Included in fixed assets is capital work in progress amounting to Shs 53,770,000 (1996 - Shs 54,704,000).

Land and buildings comprise:	Shs '000
Freehold properties Long leasehold properties Short leasehold properties	46,039 94,075 176,740
	316,854





Year	ended 31 December 1997		
		1997	1996
		Shs '000	Shs '000
7.	INVENTORIES		
	Raw materials		19,847
	Refined products	512,656	537,397
	Consumables	226,199	195,738
		738,855	752,982
8.	DEBTORS		
	Trade debtors	1,576,923	1,541,764
	Due from related companies	62,143	32,002
	Other debtors	270,539	431,922
0	CREDITORS	1,909,605	2,005,688
9.	CREDITORS		
	Trade creditors	706,482	635,757
	Due to holding company	42,036	287,332
	Due to related company	48,198	38,719
	Other creditors	277,683	284,141

10.

SHARE CAPITAL

Authorised, issued and fully paid:

54,800,000 ordinary shares of Shs 5 each

1,200,000 class 'A' ordinary shares of Shs 5 each

1,074,399

274,000

280,000

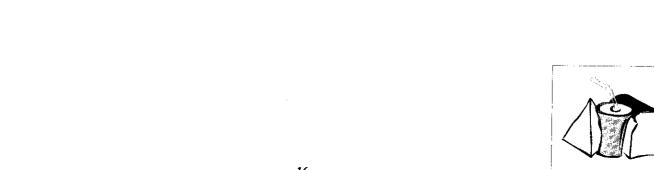
6,000

1,245,949

274,000

280,000

6,000



Year ended 31 December 1997

11. RESERVES

KESEKVES		Non-distributable		Distributable	
	Share Premium Shs '000	Revaluation Surplus Shs '000	Sub-total Shs '000	Retained Profit Shs '000	Total Reserves Shs '000
1 January 1997	30,487	42,370	72,857	582,082	654,939
Transfer	•	(6,201)	(6,201)	6,201	-
Deficit for the year		-		(15,804)	(15,804)
31 December 1997	30,487	36,169	66,656	572,479	639,135

The transfer from revaluation surplus to retained profits represents the excess depreciation charged as a result of revaluation of fixed assets.

12a. RECONCILIATION OF PROFIT BEFORE TAXATION TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	[1 9 97	1996
	Shs '000	Shs '000
Profit before taxation	213,053	276,309
Depreciation	82,637	72,024
Profit on sale of fixed assets	(1,084)	(1,324)
Interest income	(19,464)	(8,741)
Interest expense	317,450	322,008
Decrease in inventories	14,127	269,07 0
Decrease/(increase) in debtors	96,083	(767,441)
(Decrease)/increase in creditors	(171,550)	255,7 0 2
Net cash inflow from operating activities	531,252	417,607

12b. ANALYSIS OF DECREASE IN CASH AND CASH EQUIVALENTS

Short term deposits, bank balances and cash	351,398
Short term loan and bank overdrafts	(1,658,190)
	

1997 Shs '000	1996 Shs '000	Change in the year Shs '000
351,398 (1,658,190)	39 9 ,319 (1,510,617)	(4 7 ,921) (14 7 ,573)
(1,306,792)	(1,111,298)	(195,494)

31 December 1997

13. CAPITAL COMMITMENTS

Capital commitments at year end for which no provision has been made in these financial statements:

Contracted

14. CONTINGENT LIABILITIES

Guarantees and bonds in the ordinary course of business

1997 Shs '000	1996 Shs '000
236,130	180,066
361,600	441,344





PROXY FORM

The Secretary, Total Kenya Limited, P O Box 30736, NAIROBI.

2.

1/Weof address
being a member/members of Total Kenya Limited hereby appoint
of addresswhom failing
of address
as my/our proxy to vote for me/us on my/our behalf at the Annual General Meeting of the Company to be held on 15 April 1998 at
the French Cultural Centre, Theatre Room, Nairobi and at any adjournment thereof.
Signed day of
Notes: 1. This proxy is to be delivered to the Company's registered office not later than 13 April 1998 failing which it will be invalid.

In case of a Corporation, the proxy must be under its Common Seal.