



A French corporation with a share capital of EUR 1,009,641,917.50  
Registered office: 29 boulevard Haussmann - 75009 PARIS  
552 120 222 R.C.S. PARIS

# THIRD UPDATE

## TO THE

### 2017 REGISTRATION DOCUMENT

Registration Document filed with the AMF (French Financial Markets Authority) on 8 March 2017  
under No. D.17-0139

The first update was filed with the AMF on 4 May 2017 under No D.17-0139-A01

The second update was filed with the AMF on 3 August 2017 under No D.17-0139-A02



The AMF has conducted no verification of the content of this document. Only the French version of the Registration Document ("Document de référence") has been controlled by the AMF. This update to the Registration Document was filed with the AMF (French Financial Markets Authority) on 6 November 2017, under the number D.17-0139-A03, in accordance with Article 212-13 of its general regulation. It may be used to support a financial transaction if accompanied by a prospectus duly approved by the AMF. This document was produced by the issuer and is binding upon its signatory.

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## 1 - Chapter 2: Group management report

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### 1.1 Press releases and events subsequent to the submission of the second update to the 2017 Registration Document

#### 1.1.1 Press release dated 3 November 2017: Third Quarter 2017 Results – Update of the 2017 Registration Document pages 30 to 43

Paris, November 3<sup>rd</sup>, 2017

##### Q3 17: SOLID RESULTS IN RETAIL, DECLINE IN MARKETS ACTIVITIES

- **Net banking income for the core businesses** of EUR 5.9bn (-5.9% vs. Q3 16): substantial growth in International Retail Banking & Financial Services (+5.2%\*), revenue decline in Global Banking & Investor Solutions, in a historically low volatility environment (-14.7% vs. Q3 16), and in French Retail Banking (-6.6%<sup>(1)</sup> vs. Q3 16) against a backdrop of low interest rates.
- **Group book net banking income** was slightly lower (-0.9%) at EUR 5,958m (EUR 6,010m in Q3 16).
- **Stable operating expenses**: -0.4% vs. Q3 16.
- **Commercial cost of risk**<sup>(2)</sup> halved, at 17bp in Q3 17 (34bp in Q3 16) reflecting the improvement in the Group's risk profile observed for several quarters. Additional allocation to the provision for disputes of EUR 300m.
- **Book Group net income** of EUR 932m in Q3 17 (EUR 1,099m in Q3 16).  
Group net income excluding non-economic items of EUR 894m in Q3 17 (EUR 1,257m in Q3 16).
- **Fully-loaded CET 1 ratio** of 11.7% (stable vs. June 30th, 2017).

##### 9M 17: INCREASE IN UNDERLYING GROUP NET INCOME

- **Underlying net banking income**<sup>(3)</sup> of EUR 18.8bn (+0.4% vs. 9M 16)
- **Underlying operating expenses**<sup>(3)</sup> under control: +1.2% vs. 9M 16
- **Underlying Group net income**<sup>(3)</sup> of EUR 3,616m, up +16.9% vs. 9M 16
- **Underlying ROE**<sup>(3)</sup> of 9.0% (8.0% in 9M 16)

**EPS\*\***: EUR 3.12 in 9M 17 (EUR 4.19 in 9M 16). Provision for dividend of EUR 1.65/share

### Presentation of the strategic plan on November 28<sup>th</sup>, 2017

The footnotes \* and \*\* in this document are specified below:

\* When adjusted for changes in Group structure and at constant exchange rates.

\*\*Excluding non-economic items.

(1) Including adjustment of hedging costs and excluding PEL/CEL provision.

(2) Excluding disputes, in basis points for outstandings at the beginning of the period, including operating leases. Annualised calculation.

(3) See methodology note 5 for the transition from accounting data to underlying data.

Societe Generale's Board of Directors, which met on November 2<sup>nd</sup>, 2017 under the chairmanship of Lorenzo Bini Smaghi, examined the results for Q3 and the first nine months of 2017.

**Book Group net income** amounted to EUR 932 million in Q3 2017 (EUR 1,099 million in Q3 2016) and EUR 2,737 million in the first nine months of 2017 (EUR 3,484 million in the first nine months of 2016).

When corrected for the impact of non-economic items, exceptional items and the linearisation over the year of the IFRIC 21 charge recorded in Q1 2017, **underlying Group net income** totalled EUR 1,079 million in Q3 2017 (EUR 1,168 million in Q3 2016). Underlying Group net income was significantly higher (up +16.9%) at EUR 3,616 million in the first nine months of 2017 (EUR 3,094 million in the first nine months of 2016). **Underlying ROE** stood at 9.0% in the first nine months of 2017 vs. 8.0% in the first nine months of 2016.

In Q3 2017, French Retail Banking's commercial momentum remained robust and results were resilient against a backdrop of low interest rates and the transformation of the business model. International Retail Banking & Financial Services continued to enjoy strong growth in all businesses and geographical regions. Global Banking & Investor Solutions' revenues were lower than in Q3 16 in a market environment characterised by historically low volatility levels.

**Book net banking income** totalled EUR 5,958 million in Q3 2017 (EUR 6,010 million in Q3 2016) and EUR 17,631 million in the first nine months of 2017 (EUR 19,169 million in the first nine months of 2016). Underlying net banking income amounted to EUR 5,993 million in Q3 2017 (down -4.1% vs. Q3 2016) and EUR 18,834 million in the first nine months (up +0.4% vs. the first nine months of 2016).

**Operating expenses** were slightly lower in Q3 2017 (-0.4%) at EUR -4,001 million (EUR -4,016 million in Q3 2016). There was a further decline in costs in Global Banking & Investor Solutions, whereas the Group continued with its investments in the transformation of French Retail Banking and efforts to support the growth in International Retail Banking & Financial Services. Underlying operating expenses were stable at EUR -4,157 million in Q3 2017 (EUR -4,147 million in Q3 2016). Operating expenses were slightly higher (+1.2%) at EUR -12,657 million in the first nine months of the year (EUR -12,506 million in the first nine months of 2016).

The **net cost of risk** (excluding the variation in the provision for disputes) continued on the downward momentum observed in previous quarters, against a backdrop of an improvement in the Group's risk profile. It amounted to EUR -212 million (excluding the variation in the provision for disputes) in Q3 2017, substantially lower than in Q3 2016 (EUR -417 million).

The provision for disputes was the subject of an additional allocation of EUR 300 million in the third quarter, and now stands at EUR 2.2 billion. Societe Generale is currently in discussions with the US authorities in order to resolve two litigations, LIA and IBOR, and has decided to increase the provision for disputes. The discussions could result in an agreement in the coming weeks or months.

Moreover, as there is no certainty that the Group will reach a resolution of these disputes before the date initially set for the Global Employee Share Ownership Plan, given this uncertainty and for legal reasons, it was decided, with the Board of Directors' approval, not to proceed with this plan which was initially scheduled in late 2017.

The **Common Equity Tier 1** (fully-loaded CET1) ratio was 11.7% at September 30<sup>th</sup>, 2017 (11.7% at June 30<sup>th</sup>, 2017). Earnings per share, excluding non-economic items, amounts to EUR 3.12 at end-September 2017 (EUR 4.19 at end-September 2016).

Commenting on the Group's results for Q3 and the first nine months of 2017, Frédéric Oudéa – Chief Executive Officer – stated:

**“Despite an unfavourable financial environment, Societe Generale generated resilient Q3 results, driven in particular by International Retail Banking & Financial Services. The Group continued to improve its risk profile and pursued its investments, in order to meet the needs of its customers and respond to changes in the methods of using banking services. With increased underlying profitability in the first nine months of the year, a solid capital base and the commitment of its teams, Societe Generale is ready to embark on a new phase of its development and will present its strategic plan on November 28<sup>th</sup>.”**

## 1. GROUP CONSOLIDATED RESULTS

In EUR m	Q3 17	Q3 16	Change	9M 17	9M 16	Change
<b>Net banking income</b>	<b>5,958</b>	<b>6,010</b>	<b>-0.9%</b>	<b>17,631</b>	<b>19,169</b>	<b>-8.0%</b>
<i>Net banking income<sup>(1)</sup></i>	5,905	6,251	-5.5%	17,783	19,476	-8.7%
Operating expenses	(4,001)	(4,016)	-0.4%	(12,814)	(12,419)	+3.2%
<b>Gross operating income</b>	<b>1,957</b>	<b>1,994</b>	<b>-1.9%</b>	<b>4,817</b>	<b>6,750</b>	<b>-28.6%</b>
<i>Gross operating income<sup>(1)</sup></i>	1,904	2,235	-14.8%	4,969	7,057	-29.6%
Net cost of risk	(512)	(417)	+22.8%	(880)	(1,605)	-45.2%
<b>Operating income</b>	<b>1,445</b>	<b>1,577</b>	<b>-8.4%</b>	<b>3,937</b>	<b>5,145</b>	<b>-23.5%</b>
<i>Operating income<sup>(1)</sup></i>	1,392	1,818	-23.4%	4,089	5,452	-25.0%
Net profits or losses from other assets	72	62	+16.1%	317	50	x 6.3
Income tax	(459)	(450)	+2.0%	(1,150)	(1,461)	-21.3%
<b>Reported Group net income</b>	<b>932</b>	<b>1,099</b>	<b>-15.2%</b>	<b>2,737</b>	<b>3,484</b>	<b>-21.4%</b>
<i>Group net income<sup>(1)</sup></i>	894	1,257	-28.8%	2,845	3,685	-22.8%
<b>ROE</b>	<b>6.9%</b>	<b>8.4%</b>		<b>6.6%</b>	<b>9.1%</b>	
<b>Underlying Group net income<sup>(2)</sup></b>	<b>1,079</b>	<b>1,168</b>	<b>-7.7%</b>	<b>3,616</b>	<b>3,094</b>	<b>+16.9%</b>
<b>Underlying ROE<sup>(2)</sup></b>	<b>8.1%</b>	<b>9.0%</b>		<b>9.0%</b>	<b>8.0%</b>	

(1) Adjusted for revaluation of own financial liabilities and DVA

(2) Adjusted for non-economic and exceptional items and IFRIC 21

### Net banking income

The Group's book net banking income totalled EUR 5,958 million in Q3 17 (EUR 6,010 million in Q3 16) and EUR 17,631 million in 9M 17 (EUR 19,169 million in 9M 16).

Underlying net banking income amounted to EUR 5,993 million in Q3 17 (EUR 6,251 million in Q3 16) and EUR 18,834 million in 9M 17 (EUR 18,751 million in 9M 16).

There was a slight decline in net banking income for the businesses (EUR 5,882 million in Q3 17 vs. EUR 6,249 million in Q3 16).

- French Retail Banking's net banking income was lower in Q3 17 (-5.0% and -6.6% excluding PEL/CEL provision vs. Q3 16). Net interest income fell -13.9% in Q3 17 vs. Q3 16 due to the recording of an exceptional expense of EUR -88 million related to the adjustment of hedging costs and the ongoing low interest rate environment. Commissions maintained the momentum observed in previous quarters, increasing +4% in Q3 17 vs. Q3 16.
- International Retail Banking & Financial Services' net banking income rose +3.8% (+5.2%\*) in Q3 17, driven by the strong commercial momentum of activities in all businesses and geographical regions. International Retail Banking's net banking income increased +2.7% (+6.7%\*) vs. Q3 16. Net banking income rose +14.5% (+8.2%\*) for the Insurance business and +1.4% (-1.1%\*) for Financial Services to Corporates.

- Global Banking & Investor Solutions' revenues were down -14.7% in Q3 17 vs. Q3 16. Global Markets and Investor Services experienced a decline of -20.7%, adversely affected by the "wait-and-see" attitude of investors in connection with historically low volatility levels. Financing & Advisory revenues were stable vs. Q3 16 (-0.7%). In Asset and Wealth Management, net banking income was down -11.7%.

The accounting impact of the revaluation of the Group's own financial liabilities was EUR 53 million in Q3 17 (EUR -237 million in Q3 16). The DVA impact was nil in Q3 17 (EUR -4 million in Q3 16). These two factors constitute the restated non-economic items in the analyses of the Group's results.

### **Operating expenses**

The Group's operating expenses amounted to EUR -4,001 million in Q3 17, down -0.4% (+1.5%\*) vs. Q3 16.

Underlying operating expenses totalled EUR -12,657 million in 9M 17 vs. EUR -12,506 million in 9M 16, representing a limited increase of +1.2%.

The increase reflects the investments in the transformation of French Retail Banking, efforts to support the growth of International Retail Banking & Financial Services, and the beneficial effects of the cost savings plans implemented in Global Banking & Investor Solutions.

### **Gross operating income**

The Group's book gross operating income totalled EUR 1,957 million in Q3 17 (EUR 1,994 million in Q3 16) and EUR 4,817 million in 9M 17 (EUR 6,750 million in 9M 16).

Underlying gross operating income amounted to EUR 1,836 million in Q3 17 (EUR 2,104 million in Q3 16) and EUR 6,178 million in 9M 17 (EUR 6,245 million in 9M 16).

### **Cost of risk**

The Group's net cost of risk, excluding the variation in the provision for disputes, continued to decline to EUR -212 million in Q3 17 vs. EUR -417 million in Q3 16. The provision for disputes was the subject of an additional allocation of EUR 300 million in Q3 17.

The commercial cost of risk (expressed as a fraction of outstanding loans) continued to decline, to a very low level of 17 basis points in Q3 17 (vs. 34 basis points in Q3 16):

- In French Retail Banking, the commercial cost of risk was low at 21 basis points in Q3 17 (36 basis points in Q3 16) due primarily to the improvement in the economic environment and the quality of loan origination.
- International Retail Banking & Financial Services' cost of risk was lower, at 33 basis points vs. 67 basis points in Q3 16, due primarily to a net write-back in Romania.
- Global Banking & Investor Solutions' cost of risk amounted to -2 basis points in Q3 17 (9 basis points in Q3 16).

The Group's commercial cost of risk is expected to be around 25 basis points for full-year 2017.

The gross doubtful outstandings ratio was lower, at 4.5% at end-September 2017 (vs. 5.1% at end-September 2016). The Group's gross coverage ratio for doubtful outstandings stood at 62% (vs. 65% at end-September 2016).

### **Operating income**

Book Group operating income totalled EUR 1,445 million in Q3 17 (EUR 1,577 million in Q3 16) and EUR 3,937 million in 9M 17 (EUR 5,145 million in 9M 16).

Underlying operating income amounted to EUR 1,624 million in Q3 17 (EUR 1,687 million in Q3 16) and EUR 5,498 million in 9M 17 (EUR 4,840 million in 9M 16), up +13.6% vs. 9M 16.

### Net profits or losses from other assets

Net profits or losses from other assets amounted to EUR 72 million in Q3 17 (EUR 62 million in Q3 16) and consist principally of the capital gain on the sale of SG Fortune shares amounting to EUR 74 million.

### Net income

In EUR m	Q3 17	Q3 16	9M 17	9M 16
Book Group net income	932	1,099	2,737	3,484
Group net income <sup>(1)</sup>	894	1,257	2,845	3,685
Underlying Group net income <sup>(2)</sup>	1,079	1,168	3,616	3,094

	Q3 17	Q3 16	9M 17	9M 16
ROE (reported)	6.9%	8.4%	6.6%	9.1%
ROE <sup>(1)</sup>	6.6%	9.7%	6.9%	9.6%
Underlying ROE <sup>(2)</sup>	8.1%	9.0%	9.0%	8.0%

(1) Adjusted for revaluation of own financial liabilities and DVA

(2) Adjusted for non-economic and exceptional items and IFRIC 21

Earnings per share amounts to EUR 2.98 in 9M 17 (EUR 3.94 in 9M 16). When adjusted for non-economic items, EPS is EUR 3.12 in 9M 17 (EUR 4.19 in 9M 16).



## 2. THE GROUP'S FINANCIAL STRUCTURE

Group **shareholders' equity** totalled EUR 60.3 billion at September 30<sup>th</sup>, 2017 (EUR 62.0 billion at December 31<sup>st</sup>, 2016). Net asset value per share was EUR 63.59, including EUR 1.35 of unrealised capital gains. Tangible net asset value per share was EUR 57.31.

The **consolidated balance sheet** totalled EUR 1,339 billion at September 30<sup>th</sup>, 2017 (EUR 1,382 billion at December 31<sup>st</sup>, 2016). The net amount of **customer loan** outstandings, including lease financing, was EUR 393 billion at September 30<sup>th</sup>, 2017 (EUR 403 billion at December 31<sup>st</sup>, 2016) – excluding assets and securities sold under repurchase agreements. At the same time, **customer deposits** amounted to EUR 383 billion, vs. EUR 397 billion at December 31<sup>st</sup>, 2016 (excluding assets and securities sold under repurchase agreements).

At September 30<sup>th</sup>, 2017, the parent company had issued EUR 21.7 billion of medium/long-term debt (representing the achievement of 90% of the 2017 financing programme of EUR 24.1 billion), having an average maturity of 4.35 years and an average spread of 19.2 basis points (vs. the 6-month mid-swap, excluding subordinated debt). The subsidiaries had issued EUR 3.7 billion. At September 30<sup>th</sup>, 2017, the Group had issued a total of EUR 25.4 billion of medium/long-term debt. The LCR (Liquidity Coverage Ratio) was well above regulatory requirements at 116% at end-September 2017, vs. 142% at end-December 2016.

The Group's **risk-weighted assets** (RWA) amounted to EUR 352.9 billion at September 30<sup>th</sup>, 2017 (vs. EUR 355.5 billion at end-December 2016) according to CRR/CRD4 rules. Risk-weighted assets in respect of credit risk represent 82.0% of the total, at EUR 289.5 billion, down -1.6% vs. December 31<sup>st</sup>, 2016.

At September 30<sup>th</sup>, 2017, the Group's fully-loaded **Common Equity Tier 1** ratio stood at 11.7%<sup>(1)</sup> (11.5% at end-December 2016), up +19 basis points vs. end-December 2016. The Tier 1 ratio stood at 14.3% at end-September 2017 (14.5% at end-December 2016) and the total capital ratio amounted to 17.6%.

With a level of 21.6% of RWA and 6.4% of leveraged exposure at end-September 2017, the Group's TLAC ratio is already above the FSB's requirements for 2019.

The **leverage ratio** stood at 4.3% at September 30<sup>th</sup>, 2017 (4.2% at end-December 2016, 4.2% at end-June 2017).

The Group is rated by the rating agencies DBRS (long-term rating: "A (high)" with a stable outlook; short-term rating: "R-1(middle)" and long-term Critical Obligations Rating of "AA" and short-term Critical Obligations Rating of "R-1(high)"), FitchRatings (long-term senior unsecured preferred rating raised on September 28<sup>th</sup> 2017 to "A+" with a stable outlook; short-term rating: "F1" and long-term Derivative Counterparty Rating at "A(dcr)"), Moody's (long-term deposit and senior unsecured ratings: "A2" with a stable outlook; short-term rating: "P-1" and long-term Counterparty Risk Assessment of "A1" and short-term Counterparty Risk Assessment of "P-1"), Standard & Poor's (long-term rating: "A" with a stable outlook; short-term rating: "A-1") and R&I (long-term rating: "A" with a stable outlook).

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<sup>(1)</sup> The phased-in ratio, excluding the earnings of the current financial year, stood at 11.7% at end-September 2017 vs. 11.8% at end-December 2016.

### 3. FRENCH RETAIL BANKING

<i>In EUR m</i>	Q3 17	Q3 16	Change	9M 17	9M 16	Change
<b>Net banking income</b>	<b>1,939</b>	<b>2,042</b>	<b>-5.0%</b>	<b>6,047</b>	<b>6,226</b>	<b>-2.9%</b>
<i>Net banking income excl. PEL/CEL</i>	1,923	2,059	-6.6%	6,030	6,253	-3.6%
Operating expenses	(1,376)	(1,346)	<b>+2.2%</b>	(4,226)	(4,111)	<b>+2.8%</b>
<b>Gross operating income</b>	<b>563</b>	<b>696</b>	<b>-19.1%</b>	<b>1,821</b>	<b>2,115</b>	<b>-13.9%</b>
<i>Gross operating income excl. PEL/CEL</i>	547	713	-23.3%	1,804	2,142	-15.8%
Net cost of risk	(108)	(174)	-37.9%	(383)	(522)	-26.6%
Operating income	455	522	-12.8%	1,438	1,593	-9.7%
<b>Reported Group net income</b>	<b>310</b>	<b>353</b>	<b>-12.2%</b>	<b>988</b>	<b>1,084</b>	<b>-8.9%</b>
RONE	<b>11.0%</b>	<b>12.9%</b>		<b>12.0%</b>	<b>13.7%</b>	
<b>Adjusted RONE<sup>(1)</sup></b>	<b>12.1%</b>	<b>12.8%</b>		<b>12.7%</b>	<b>14.1%</b>	

(1) Adjusted for IFRIC 21 implementation, PEL/CEL provision and adjustment of hedging costs

The healthy commercial momentum enjoyed by French Retail Banking continued in Q3 17, in line with H1 2017. It was accompanied by solid profitability against a backdrop of low interest rates and the transformation of the business model.

#### Activity and net banking income

French Retail Banking's three brands (Societe Generale, Crédit du Nord and Boursorama) continued their commercial expansion, particularly for growth drivers.

In the individual customer segment, Boursorama maintained a robust customer acquisition momentum in 9M 17 (28% increase vs. 9M 16) and strengthened its position as the leading online bank in France, with nearly 1.2 million customers at end-September 2017. Overall, French Retail Banking had 11.6 million individual customers at end-September 2017.

In the business segment, French Retail Banking entered into relationships with more than 3,500 new companies in the first nine months of the year (+4% vs. 9M 16) thanks to various initiatives, in particular SG Entrepreneurs, which aims to offer a comprehensive range of products and services to entrepreneurs.

Finally, in the professional customer segment, the number of new customers remains dynamic (2% increase in 9M 17). As part of the rollout of the new "Pro Corners" ("*Espaces Pro*") model nationwide, Societe Generale opened two new "XL Pro Corners" in Nice and Lyon in September in order to offer its professional customers greater proximity and more expertise.

French Retail Banking's housing loan production came to EUR 5.5 billion, up +3.3% vs. Q3 16. Home loan outstandings increased +2.4% in Q3 17. Corporate investment loan production enjoyed robust growth (+9.2% vs. Q3 16 at EUR 2.5 billion), while average investment outstandings rose +1.7%. Overall, average outstanding loans grew +1.4% vs. Q3 16 to EUR 186.4 billion.

Average outstanding balance sheet deposits came to EUR 197.4 billion at end-September 2017. They were up +5.7%, driven by the strong growth in sight deposits (+16.2%), particularly in the business segment. As a result, the average loan/deposit ratio amounted to 94% at end-September 2017 (vs. 100% on average in 2016).

French Retail Banking's growth drivers were also healthy, with an increase in assets under management for Private Banking in France (+6.2% vs. Q3 16) and life insurance outstandings up +1.6% at EUR 92 billion.

Net banking income (after neutralising the impact of PEL/CEL provisions) amounted to EUR 1,923 million, down -6.6%. In an environment of low interest rates, increased prepayments and a significant loan renegotiation volume in 2017, Q3 17 saw the Group carry out an operation to adjust the hedging costs of its home loans for the years concerned by the prepayments and renegotiations, the amount of assets hedged having become lower than the sum of the hedging swaps. This operation, which will generate positive impacts over several years, as from 2018, resulted in a EUR -88 million loss in net banking income in Q3 17.

Excluding this operation, net banking income was down -2.3% vs. Q3 16. This was due primarily to the contraction in interest income (-6.6% excluding the adjustment of hedging costs), which was adversely affected by mortgage renegotiations and prepayments.

The good momentum on commissions continued this quarter, with growth of +4.0% in Q3 17 (and +4.6% in 9M 17), reflecting the transition to a fee-generating model. Still buoyant brokerage and life insurance activities, particularly for unit-linked contracts, resulted in a sharp rise in financial commissions (+22.7% in Q3 17 and +19.4% in 9M 17). The increase also reflects the higher contribution from Antarius, after Societe Generale acquired total control of the insurance company. Service commissions remained robust (-0.8% in Q3 17 and +0.7% in 9M 17) particularly for business customers.

In 9M 17, net banking income (after neutralising the impact of PEL/CEL provisions) came to EUR 6,030 million, down -3.6% (including the adjustment of hedging costs) in accordance with expectations of a decline of between -3.0% and -3.5% in 2017.

### **Operating expenses**

French Retail Banking's operating expenses came to EUR -1,376 million, up +2.2% vs. Q3 16, reflecting investments in the digital transformation process and fast-growing activities, whereas other operating expenditure remained under control. Operating expenses rose +2.8% in 9M 17, in line with the Group's expectations of an increase of between +3% and +3.5% in 2017. As part of its transformation plan, the Group notably closed 18 branches in France in Q3 17 (and 83 in the first nine months of 2017).

### **Operating income**

The net cost of risk was down -38% vs. Q3 16, with the cost of risk continuing on the downward trend of previous quarters to a low level of 21 basis points (vs. 36 basis points in Q3 16), reflecting the quality of the portfolio. In 9M 17, the net cost of risk decreased by -27% compared with the previous year.

Operating income totalled EUR 455 million in Q3 17 (EUR 522 million in Q3 16) and EUR 1,438 million in 9M 17 (EUR 1,593 million in 9M 16).

### **Contribution to Group net income**

French Retail Banking's contribution to Group net income amounted to EUR 310 million in Q3 17 (EUR 353 million in Q3 16) and EUR 988 million in 9M 17 (EUR 1,084 million in 9M 16).

When restated for the adjustment of hedging costs, the IFRIC 21 charge and the PEL/CEL provision, the division's profitability remains robust, with a RONE of 12.1% in Q3 17 (vs. 12.8% in Q3 16) and 12.7% in 9M 17 (14.1% in 9M 16).

#### 4. INTERNATIONAL RETAIL BANKING & FINANCIAL SERVICES

The division's net banking income totalled EUR 1,988 million in Q3 17, up +3.8% vs. Q3 16, driven by the growth in activity in all regions and businesses. Operating expenses increased +4.0% over the period, in accordance with the investment policy. Gross operating income totalled EUR 916 million in Q3 17 (+3.6% vs. Q3 16). The net cost of risk continued to improve, amounting to EUR -111 million (-46.4% vs. Q3 16). The division's contribution to Group net income totalled EUR 500 million in Q3 17, up +9.4% vs. Q3 16.

Revenues amounted to EUR 5,975 million in 9M 17, up +6.1% vs. 9M 16. Operating income was EUR 2,388 million (+31.3% vs. 9M 16) and the contribution to Group net income came to EUR 1.5 billion (+25.8%).

<i>In EUR m</i>	Q3 17	Q3 16	Change		9M 17	9M 16	Change	
<b>Net banking income</b>	<b>1,988</b>	<b>1,915</b>	<b>+3.8%</b>	<b>+5.2%*</b>	<b>5,975</b>	<b>5,631</b>	<b>+6.1%</b>	<b>+5.2%*</b>
Operating expenses	(1,072)	(1,031)	+4.0%	+6.3%*	(3,306)	(3,202)	+3.2%	+2.3%*
<b>Gross operating income</b>	<b>916</b>	<b>884</b>	<b>+3.6%</b>	<b>+4.0%*</b>	<b>2,669</b>	<b>2,429</b>	<b>+9.9%</b>	<b>+8.9%*</b>
Net cost of risk	(111)	(207)	-46.4%	-45.2%*	(281)	(610)	-53.9%	-58.7%*
Operating income	805	677	+18.9%	+19.1%*	2,388	1,819	+31.3%	+32.3%*
Net profits or losses from other assets	0	46	n/s	n/s	33	59	-44.1%	-48.4%*
<b>Reported Group net income</b>	<b>500</b>	<b>457</b>	<b>+9.4%</b>	<b>+16.5%*</b>	<b>1,501</b>	<b>1,193</b>	<b>+25.8%</b>	<b>+30.5%*</b>
RONE	18.0%	16.8%			17.9%	15.0%		
<b>Adjusted RONE<sup>(1)</sup></b>	<b>17.4%</b>	<b>16.2%</b>			<b>18.3%</b>	<b>15.2%</b>		

(1) Adjusted for IFRIC 21 implementation

##### International Retail Banking

At end-September 2017, International Retail Banking's outstanding loans had risen +4.8% (+7.9%\*) vs. Q3 16, to EUR 86.2 billion; the increase was particularly strong in Europe, especially in the individual customer segment. Deposit inflow remained high in virtually all the international operations; outstanding deposits totalled EUR 77.7 billion at end-September 2017, up +4.9% (+9.0%\*) year-on-year.

After adjustment for structure effects (disposal of Splitska Banka in Croatia and Bank Republic in Georgia), there was a significant increase in International Retail Banking's financial performance, in line with previous quarters. Revenues were 2.7% higher than in Q3 16 (+6.7%\*), underpinned by the healthy commercial momentum, while the increase in operating expenses (+0.9%, +4.7%\*) reflects investments in fast-growing activities. Gross operating income came to EUR 564 million, up +5.0% (+9.5%\*) vs. Q3 16. International Retail Banking's contribution to Group net income amounted to EUR 278 million in Q3 17 (+31.1% vs. Q3 16), due primarily to the decline in the net cost of risk (-51.5% vs. Q3 16).

International Retail Banking's net banking income totalled EUR 3,893 million in 9M 17, up +4.2% (+5.5%\*) vs. 9M 16. The contribution to Group net income came to EUR 749 million in 9M 17 vs. EUR 529 million in 9M 16 (+41.6%).

In Western Europe, outstanding loans were up +14.4%\* vs. Q3 16, at EUR 17.4 billion, and resulted in revenue growth of +8.2%. In Q3 17, the region's net banking income totalled EUR 198 million and gross operating income EUR 105 million, up 18.0%. The contribution to Group net income came to EUR 53 million, up +35.9% vs. Q3 16.

In the Czech Republic, the commercial momentum continued in Q3 17. Outstanding loans rose +10.5% (+6.2%\*), driven by home loans and consumer loans. Outstanding deposits climbed +13.8% (+9.4%\*) year-on-year. At EUR 258 million in Q3 17, revenues were slightly higher (+0.4%, -3.1%\*), given the persistent low interest rate environment. Over the same period, operating expenses were up +8.1% (+4.3%\*) at EUR -134 million, due to an increase in payroll costs in a full employment environment. The contribution to Group net income amounted to EUR 57 million (-14.9% vs. Q3 16,

when the contribution to Group net income benefited from the capital gain on the disposal of a payment services subsidiary).

In Romania, the franchise expanded in a buoyant economic environment but in a highly competitive banking sector, with outstanding loans growing +4.9% (+8.3%\*) and deposits rising +1.4% (+4.7%\*). Outstanding loans totalled EUR 6.7 billion, primarily on the back of the growth in the individual customer and large corporate segments. Deposits totalled EUR 9.3 billion. In this context, net banking income rose +5.3% (+8.0%\*). Operating expenses were up +2.5% (+5.1%\*), given the investments in the network's transformation. Concerning the net cost of risk, Q3 17 was again marked by provision write-backs, which led to a negative net cost of risk of EUR +10 million. As a result, the BRD group's contribution to Group net income was EUR 31 million; it was EUR 16 million in Q3 16.

In other European countries, outstanding loans were down -15.2% and deposits were down -19.1% vs. Q3 16, due to the disposal of Splitska Banka and Bank Republic. When adjusted for changes in Group structure and at constant exchange rates, outstanding loans and outstanding deposits were up +8.3%\* and +9.5%\* respectively. In Q3 17, revenues rose +3.1%\* when adjusted for changes in Group structure and at constant exchange rates (-22.4% in absolute terms), while operating expenses were down -1.0%\* (-24.4% in absolute terms) as a result of the cost control in all countries in the region. The contribution to Group net income came to EUR 35 million (EUR 38 million in Q3 16), with the decline in the net cost of risk (-36.0%) largely offsetting the decline in gross operating income following the disposal of Splitska Banka. Overall, the region's contribution to Group net income was up +32.8%\*, when adjusted for changes in Group structure and at constant exchange rates.

In Russia, activity in the individual customer segment continued to expand against the backdrop of a stabilisation in the economic environment. Outstanding loans were up +6.3% (+4.5%\*), driven both by corporate loans (+2.1%\*) and loans to individual customers (+6.2%\*). Outstanding deposits were substantially higher (+15.8%, +15.7%\*), both for individual and business customers, contributing to the improvement in the financing cost for the Group's entities in Russia. Net banking income for SG Russia<sup>(1)</sup> totalled EUR 205 million in Q3 17, up +18.0% (+13.3%\*). Operating expenses remained under control at EUR -141 million, +7.0% (+2.8%\*) and the net cost of risk was substantially lower at EUR -11 million (-77.8% vs. Q3 16). Overall, SG Russia made a positive contribution to Group net income of EUR 38 million in Q3 17 (corresponding to a RONE of 13%). SG Russia's contribution to Group net income was EUR 7 million in Q3 16.

In Africa and other regions where the Group operates, outstanding loans rose +2.4% (+5.6%\* vs. Q3 16) to EUR 18.9 billion, with a healthy commercial momentum in the majority of African operations. Outstanding deposits were up +4.6% (+7.8%\*) at EUR 19.0 billion. Net banking income came to EUR 377 million in Q3 17, an increase vs. Q3 16 (+6.5%, +10.3%\*). Over the same period, operating expenses rose +8.1% (+11.6%\*), accompanying the development of the businesses in the region. The contribution to Group net income came to EUR 71 million in Q3 17, up +29.1% vs. Q3 16.

## Insurance

The life insurance savings business saw outstandings climb +16.5% in Q3 17 vs. Q3 16, reflecting the integration of Antarius' life insurance outstandings.

There was further growth in Personal Protection insurance (premiums up +9.8% vs. Q3 16). Likewise, Property/Casualty insurance continued to grow (premiums up +10.5% vs. Q3 16), with substantial growth internationally (+23.2% vs. Q3 16), driven by car and home insurance.

The Insurance business turned in a good financial performance in Q3 17, with net banking income up +14.5% vs. Q3 16 at EUR 253 million (+8.2%\* when adjusted for changes in Group structure and at constant exchange rates), and a still low cost to income ratio (35.2% in Q3 17). The contribution to Group net income increased +11.5% in Q3 17 to EUR 107 million.

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(1) SG Russia encompasses the entities Rosbank, Delta Credit Bank, Rusfinance Bank, Societe Generale Insurance, ALD Automotive and their consolidated subsidiaries

## Financial Services to Corporates

Financial Services to Corporates maintained its commercial momentum in Q3 2017.

Operational Vehicle Leasing and Fleet Management experienced another substantial increase in its vehicle fleet in Q3 17 (+9.8%).

Equipment Finance enjoyed a good level of new business in Q3 17, with an increase of +1.4% (+2.7%\*) vs. Q3 16. Outstanding loans were up +3.2% (+4.7%\*) vs. Q3 16, at EUR 16.8 billion (excluding factoring), in a highly competitive environment adversely affecting new business margins.

Financial Services to Corporates' net banking income rose +1.4% to EUR 426 million in Q3 17 (-1.1%\*). Operating expenses were higher over the period at EUR -218 million (+14.1%, 12.5%\*, vs. Q3 16), due to operating and technological investments related to the development of activities. The contribution to Group net income was EUR 130 million, down -17.2% vs. Q3 16, following the disposal of 20.18% of ALD's capital as part of its stock market floatation.

In 9M 17, Financial Services to Corporates' net banking income came to EUR 1,334 million (+9.1%, +3.9%\*, vs. 9M 16) and the contribution to Group net income was EUR 459 million (+6.0% vs. 9M 16).



## 5. GLOBAL BANKING & INVESTOR SOLUTIONS

<i>In EUR m</i>	Q3 17	Q3 16	Change		9M 17	9M 16	Change	
<b>Net banking income</b>	<b>1,955</b>	<b>2,292</b>	<b>-14.7%</b>	<b>-12.2%*</b>	<b>6,770</b>	<b>7,084</b>	<b>-4.4%</b>	<b>-3.4%*</b>
Operating expenses	(1,567)	(1,666)	-5.9%	-3.2%*	(5,216)	(5,136)	+1.6%	+2.6%*
<b>Gross operating income</b>	<b>388</b>	<b>626</b>	<b>-38.0%</b>	<b>-36.2%*</b>	<b>1,554</b>	<b>1,948</b>	<b>-20.2%</b>	<b>-18.9%*</b>
Net cost of risk	8	(36)	<i>n/s</i>	<i>n/s</i>	(16)	(282)	-94.3%	-94.3%*
Operating income	396	590	-32.9%	-30.9%*	1,538	1,666	-7.7%	-6.0%*
<b>Reported Group net income</b>	<b>316</b>	<b>469</b>	<b>-32.6%</b>	<b>-30.7%*</b>	<b>1,198</b>	<b>1,371</b>	<b>-12.6%</b>	<b>-11.1%*</b>
<b>RONE</b>	<b>8.7%</b>	<b>12.4%</b>			<b>11.0%</b>	<b>11.9%</b>		
<b>Adjusted RONE<sup>(1)</sup></b>	<b>7.0%</b>	<b>11.2%</b>			<b>11.5%</b>	<b>10.4%</b>		

(1) Adjusted for IFRIC 21 implementation

With net banking income of EUR 1,955 million in Q3 17, Global Banking & Investor Solutions saw its revenues decline -14.7% in Q3 17 vs. Q3 16 (EUR 2,292 million), which benefited from a good level of activity.

The division's net banking income totalled EUR 6,770 million in 9M 17, down -4.4% vs. 9M 16.

### Global Markets & Investor Services

**Global Markets & Investor Services'** net banking income amounted to EUR 1,160 million in Q3 17, down -20.7% vs. Q3 16 and -4.9% vs. 9M 16 at EUR 4,334 million. The first signs of a slowdown observed in Q2 intensified, with sluggish trading activity in August and a late rebound at the end of the quarter. While world markets continued on their upward trend, Q3 was marked primarily by the "wait-and-see" attitude of investors, in conjunction with historically low volatility.

At EUR 496 million in Q3 17 (EUR 1,859 million in 9M 17), the net banking income of **Fixed Income, Currencies & Commodities** declined -27.8% vs. Q3 16 and -7.3% vs. 9M 16, in a lacklustre market, characterised by a low volatility environment and reduced investor activity. In this context, structured products turned in a good performance, confirming the successful expansion of our cross-asset structured products franchise. In contrast, flow product revenues were lower on all underlyings, particularly on Rates, impacted by low volatility, and on Credit, hit by very tight spreads.

The net banking income of **Equities and Prime Services** was down -19.3% vs. Q3 16 and -5% vs. 9M 16.

**Equities'** net banking income was EUR 359 million in Q3 17 (down -25.5% vs. Q3 16), and EUR 1,470 million in 9M 17 (-7.5% vs. 9M 16). Impacted by historically low volatility, structured product revenues plummeted in Q3 17, despite resilient commercial activity. In this context, flow products also experienced limited activity, particularly on flow derivatives. However, the Group retained its leadership position in this segment (No. 2 globally based on Euronext Global volumes).

**Prime Services'** net banking income totalled EUR 139 million in Q3 17 (up +3.0% vs. Q3 16) and EUR 491 million in 9M 17 (+4.0% vs. 9M 16). The business continued with the proactive development of its franchises.

**Securities Services'** assets under custody amounted to EUR 3,955 billion at end-September 2017, down -2.0% year-on-year. Over the same period, assets under administration were up +9.9% at EUR 654 billion. Securities Services' revenues were up +4.4% in Q3 17 vs. Q3 16 at EUR 166 million (and +5.1% vs. 9M 16). The business saw an increase in commissions, particularly on custody and settlement/delivery activity, and benefited from a less unfavourable rate environment.

## Financing & Advisory

**Financing & Advisory's** net banking income came to EUR 569 million, stable vs. Q3 16 (-0.7%), and EUR 1,693 million in 9M 17 (-5.0% vs. 9M 16). Revenues were higher for the Asset Financing division, which benefited from good commercial activity with an increase in volumes, and the Capital Markets division, which maintained the healthy momentum of previous quarters, bolstered primarily by the excellent performance of the securitisation and leveraged finance businesses. Despite a good commercial momentum, reflected in higher origination volumes than last year, the Natural Resources division continued to suffer from a particularly lacklustre commodities market.

## Asset and Wealth Management

The net banking income of the **Asset and Wealth Management** business line totalled EUR 226 million in Q3 17, down -11.7% vs. Q3 16. Net banking income was stable at EUR 743 million in 9M 17 (-0.4% vs. 9M 16).

**Private Banking's** assets under management amounted to EUR 119 billion at end-September 2017. Driven by positive inflow in Q3 17, assets under management were 2.6% higher than at end-December 2016. Net banking income was down -14.9% vs. Q3 16, at EUR 177 million, and -3.1% vs. 9M 16, at EUR 589 million.

**Lyxor's** assets under management came to EUR 110 billion (+3.8% vs. end-December 2016), underpinned by healthy inflow. Lyxor retained its No. 2 ETF ranking in Europe, with a market share of 10.3% (source ETFGI). Net banking income amounted to EUR 45 million in Q3 17 (+7.1% vs. Q3 16) and EUR 140 million (+19.7% vs. 9M 16), driven by an excellent commercial momentum on ETFs.

## Operating expenses

Global Banking & Investor Solutions' operating expenses were down -5.9% in Q3 17 vs. Q3 16. They were up +1.6% in 9M 17 due to a base effect related to the partial refund of the Euribor fine<sup>(2)</sup> in Q1 16. When restated for this effect, operating expenses were down -2.6% vs. 9M 16, reflecting cost control efforts implemented via the 2015-2017 transformation plan. They more than offset the increase in regulatory constraints. The cost to income ratio stood at 77.0% in 9M 17.

## Operating income

Gross operating income came to EUR 388 million (down -38% vs. Q3 16), and EUR 1,554 million (down -20.2% vs. 9M 16).

The net cost of risk remained at a very low level for the fourth consecutive quarter, with a net write-back of EUR +8 million in Q3 17, an improvement compared with EUR -36 million in Q3 16. The net cost of risk was EUR -16 million in 9M 17 (EUR -282 million in 9M 16).

The division's operating income totalled EUR 396 million in Q3 17 (down -32.9% vs. Q3 16) and EUR 1,538 million in 9M 17 (down -7.7% vs. 9M 16).

## Net income

The division's contribution to Group net income came to EUR 316 million in Q3 17 (-32.6% vs. Q3 16) and EUR 1,198 million in 9M 17. When restated for the effect of IFRIC 21, the division's RONE amounted to 11.5% in 9M 17 (11.0% in absolute terms).

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(2) Partial refund of the Euribor fine of EUR 218m in Q1 16



## 6. CORPORATE CENTRE

<i>In EUR m</i>	<b>Q3 17</b>	<b>Q3 16</b>	<b>9M 17</b>	<b>9M 16</b>
<b>Net banking income</b>	<b>76</b>	<b>(239)</b>	<b>(1,161)</b>	<b>228</b>
<i>Net banking income<sup>(1)</sup></i>	23	(2)	(1,015)	532
Operating expenses	14	27	(66)	30
Gross operating income	90	(212)	(1,227)	258
<i>Gross operating income<sup>(1)</sup></i>	37	25	(1,081)	562
Net cost of risk	(301)	0	(200)	(191)
Net profits or losses from other assets	72	(15)	279	(26)
<b>Reported Group net income</b>	<b>(194)</b>	<b>(180)</b>	<b>(950)</b>	<b>(164)</b>
<i>Group net income<sup>(1)</sup></i>	(232)	(25)	(846)	35

(1) Adjusted for revaluation of own financial liabilities

The Corporate Centre includes:

- the property management of the Group's head office,
- the Group's equity portfolio,
- the Treasury function for the Group,
- certain costs related to cross-functional projects and certain costs incurred by the Group and not re-invoiced to the businesses.

The Corporate Centre's net banking income totalled EUR 76 million in Q3 17 (EUR -239 million in Q3 16), and EUR 23 million excluding the revaluation of the Group's own financial liabilities (EUR -2 million in Q3 16).

Gross operating income was EUR 90 million in Q3 17 vs. EUR -212 million in Q3 16. When restated for the revaluation of own financial liabilities, gross operating income amounted to EUR 37 million in Q3 17 (vs. EUR 25 million in Q3 16). When restated for these non-economic items and exceptional items of previous quarters in 2017 and 2016, gross operating income came to EUR -118 million in 9M 17 vs. EUR -163 million in 9M 16. The Corporate Centre's gross operating income, excluding non-economic and exceptional items, is expected to be above EUR -500 million for full-year 2017.

The net cost of risk amounted to EUR -301 million and includes an additional allocation to the provision for disputes of EUR 300 million.

The item "net profits or losses from other assets" amounted to EUR 72 million in Q3 17 and consists mainly of the capital gain on the disposal of SG Fortune for EUR 74 million before inclusion of the tax effect.

The Corporate Centre's contribution to Group net income was EUR -194 million in Q3 17 (EUR -950 million in 9M 17), vs. EUR -180 million in Q3 16 (EUR -164 million in 9M 16). When restated for the impact of the revaluation of own financial liabilities, the Corporate Centre's contribution to Group net income was EUR -232 million in Q3 17 (EUR -846 million in 9M 17) vs. EUR -25 million in Q3 16 (EUR 35 million in 9M 16).

## 7. CONCLUSION

Societe Generale generated Group net income, excluding non-economic items, of EUR 894 million in Q3 2017. Underlying Group net income increased by 16.9% to EUR 3,616 million in the first nine months of the year.

These results reflect the good performance of International Retail Banking & Financial Services whose commercial momentum continued in all the businesses. French Retail Banking delivered a solid performance, despite the adjustment of hedging costs, and confirmed its revenue and cost guidance for 2017. In a historically low volatility environment, Global Banking & Investor Solutions was affected by the decline in Global Markets.

Moreover, the significant decline in the net cost of risk (excluding provision for disputes) illustrates the Group's intention to maintain a rigorous risk management policy.

Societe Generale will present its strategic plan on November 28th.

## 8. 2017-2018 FINANCIAL CALENDAR

### *2017-2018 financial communication calendar*

November 28 <sup>th</sup> , 2017	Presentation of the strategic plan – Investor Day
February 8 <sup>th</sup> , 2018	Fourth quarter and FY 2017 results
May 4 <sup>th</sup> , 2018	First quarter 2018 results
August 2 <sup>nd</sup> , 2018	Second quarter and first half 2018 results
November 8 <sup>th</sup> , 2018	Third quarter 2018 results

The Alternative Performance Measures, notably the notions of net banking income for the pillars, operating expenses, IFRIC 21 adjustment, (commercial) cost of risk in basis points, ROE, RONE, net assets, tangible net assets, EPS excluding non-economic items, and the amounts serving as a basis for the different restatements carried out (in particular the transition from accounting data to underlying data) are presented in the methodology notes, as are the principles for the presentation of prudential ratios.

This document contains forward-looking statements relating to the targets and strategies of the Societe Generale Group.

These forward-looking statements are based on a series of assumptions, both general and specific, in particular the application of accounting principles and methods in accordance with IFRS (International Financial Reporting Standards) as adopted in the European Union, as well as the application of existing prudential regulations.

These forward-looking statements have also been developed from scenarios based on a number of economic assumptions in the context of a given competitive and regulatory environment. The Group may be unable to:

- anticipate all the risks, uncertainties or other factors likely to affect its business and to appraise their potential consequences;
- evaluate the extent to which the occurrence of a risk or a combination of risks could cause actual results to differ materially from those provided in this document and the related presentation.

Therefore, although Societe Generale believes that these statements are based on reasonable assumptions, these forward-looking statements are subject to numerous risks and uncertainties, including matters not yet known to it or its management or not currently considered material, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. Important factors that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among others, overall trends in general economic activity and in Societe Generale's markets in particular, regulatory and prudential changes, and the success of Societe Generale's strategic, operating and financial initiatives.

More detailed information on the potential risks that could affect Societe Generale's financial results can be found in the Registration Document filed with the French Autorité des Marchés Financiers.

Investors are advised to take into account factors of uncertainty and risk likely to impact the operations of the Group when considering the information contained in such forward-looking statements. Other than as required by applicable law, Societe Generale does not undertake any obligation to update or revise any forward-looking information or statements. Unless otherwise specified, the sources for the business rankings and market positions are internal.

## 6. APPENDIX 1: FINANCIAL DATA

### CONSOLIDATED INCOME STATEMENT

	9M 17	9M 16	Change		Q3 17	Q3 16	Change	
In M EUR								
Net banking income	17,631	19,169	-8.0%	-8.2%*	5,958	6,010	-0.9%	+0.5%*
Operating expenses	(12,814)	(12,419)	+3.2%	+3.4%*	(4,001)	(4,016)	-0.4%	+1.5%*
<b>Gross operating income</b>	<b>4,817</b>	<b>6,750</b>	<b>-28.6%</b>	<b>-29.5%*</b>	<b>1,957</b>	<b>1,994</b>	<b>-1.9%</b>	<b>-1.4%*</b>
Net cost of risk	(880)	(1,605)	-45.2%	-47.0%*	(512)	(417)	+22.8%	+24.6%*
<b>Operating income</b>	<b>3,937</b>	<b>5,145</b>	<b>-23.5%</b>	<b>-24.0%*</b>	<b>1,445</b>	<b>1,577</b>	<b>-8.4%</b>	<b>-8.3%*</b>
Net profits or losses from other assets	317	50	x 6.3	x 6.2	72	62	+16.1%	+16.5%*
Net income from companies accounted for by the equity method	86	101	-14.9%	+17.0%*	36	33	+9.1%	+77.2%*
Impairment losses on goodwill	1	0	n/s	n/s	0	0	n/s	n/s
Income tax	(1,150)	(1,461)	-21.3%	-22.0%*	(459)	(450)	+2.0%	+2.2%*
<b>Net income</b>	<b>3,191</b>	<b>3,835</b>	<b>-16.8%</b>	<b>-16.5%*</b>	<b>1,094</b>	<b>1,222</b>	<b>-10.5%</b>	<b>-9.5%*</b>
O.w. non-controlling interests	454	351	+29.3%	+20.5%*	162	123	+31.7%	+10.0%*
<b>Group net income</b>	<b>2,737</b>	<b>3,484</b>	<b>-21.4%</b>	<b>-20.3%*</b>	<b>932</b>	<b>1,099</b>	<b>-15.2%</b>	<b>-11.7%*</b>
Tier 1 ratio at the end of period	14.3%	14.3%			14.3%	14.3%		

\* When adjusted for changes in Group structure and at constant exchange rates

### GROUP NET INCOME AFTER TAX BY CORE BUSINESS

In M EUR	9M 17	9M 16	Change	Q3 17	Q3 16	Change
<b>French Retail Banking</b>	988	1,084	-8.9%	310	353	-12.2%
<b>International Retail Banking and Financial Services</b>	1,501	1,193	+25.8%	500	457	+9.4%
<b>Global Banking and Investor Solutions</b>	1,198	1,371	-12.6%	316	469	-32.6%
<b>Core Businesses</b>	3,687	3,648	+1.1%	1,126	1,279	-12.0%
<b>Corporate Centre</b>	(950)	(164)	n/s	(194)	(180)	-7.8%
<b>Group</b>	<b>2,737</b>	<b>3,484</b>	<b>-21.4%</b>	<b>932</b>	<b>1,099</b>	<b>-15.2%</b>

## CONSOLIDATED BALANCE SHEET

<b>Assets - in EUR bn</b>	<b>30.09.2017</b>	<b>31.12.2016</b>
Cash, due from central banks	96.6	96.2
Financial assets measured at fair value through profit and loss	490.1	514.7
Hedging derivatives	14.5	18.1
Available-for-sale financial assets	141.6	139.4
Due from banks	67.2	59.5
Customer loans	412.2	426.5
Revaluation differences on portfolios hedged against interest rate risk	0.7	1.1
Held-to-maturity financial assets	3.5	3.9
Tax assets	6.2	6.4
Other assets	77.2	84.8
Non-current assets held for sale	0.0	4.3
Investments in subsidiaries and affiliates accounted for by equity method	0.8	1.1
Tangible and intangible fixed assets	23.2	21.8
Goodwill	4.9	4.5
<b>Total</b>	<b>1,338.7</b>	<b>1,382.2</b>

<b>Liabilities - in EUR bn</b>	<b>30.09.2017</b>	<b>31.12.2016</b>
Due to central banks	10.9	5.2
Financial liabilities measured at fair value through profit and loss	427.6	455.6
Hedging derivatives	7.0	9.6
Due to banks	87.6	82.6
Customer deposits	396.7	421.0
Securitised debt payables	99.0	102.2
Revaluation differences on portfolios hedged against interest rate risk	6.5	8.5
Tax liabilities	1.7	1.4
Other liabilities	87.1	94.2
Non-current liabilities held for sale	0.0	3.6
Underwriting reserves of insurance companies	130.4	112.8
Provisions	5.5	5.7
Subordinated debt	13.8	14.1
Shareholders' equity	60.3	62.0
Non-controlling interests	4.5	3.8
<b>Total</b>	<b>1,338.7</b>	<b>1,382.2</b>

*NB. Customer loans include lease financing.*

## 10. APPENDIX 2: METHODOLOGY

### 1 – The Group’s consolidated results as at September 30<sup>th</sup>, 2017 were approved by the Board of Directors on November 2<sup>nd</sup>, 2017.

The financial information presented in respect of Q3 and first nine months of the year ending September 30<sup>th</sup>, 2017 has been prepared in accordance with IFRS as adopted in the European Union and applicable at that date, and has not been audited.

### 2 – Net banking income

The pillars’ net banking income is defined on page 44 of Societe Generale’s 2017 Registration Document. The terms “Revenues” or “Net Banking Income” are used interchangeably. They provide a normalised measure of each pillar’s net banking income taking into account the normative capital mobilised for its activity.

### 3 – Operating expenses

**Operating expenses** correspond to the “Operating Expenses” as presented in notes 5 and 8.2 to the Group’s consolidated financial statements as at December 31<sup>st</sup>, 2016 (pages 381 et seq. and page 401 of Societe Generale’s 2017 Registration Document). The term “costs” is also used to refer to Operating Expenses.

The **Cost/Income Ratio** is defined on page 44 of Societe Generale’s 2017 Registration Document.

### 4 – IFRIC 21 adjustment

The **IFRIC 21 adjustment** corrects the result of the charges recognised in the accounts in their entirety when they are due (generating event) so as to recognise only the portion relating to the current quarter, i.e. a quarter of the total. It consists in smoothing the charge recognised accordingly over the financial year in order to provide a more economic idea of the costs actually attributable to the activity over the period analysed.

The corrections made in this respect to operating expenses for the different business divisions and the Group for the first nine months of 2017 are reiterated below:

In EUR m	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
	9M 17	9M 16	9M 17	9M 16	9M 17	9M 16	9M 17	9M 16	9M 17	9M 16
<b>Total IFRIC 21 Impact - costs</b>	(103)	(85)	(136)	(126)	(349)	(261)	(39)	(49)	(626)	(523)
<b>o/w Resolution Funds</b>	(55)	(34)	(52)	(34)	(263)	(160)	10	(5)	(360)	(232)

## 5 – Restatements and other significant items for the period – Transition from accounting data to underlying data

**Non-economic items** correspond to the revaluation of the Group's own financial liabilities and the debt value adjustment on derivative instruments (DVA). These two factors constitute the restated non-economic items in the analyses of the Group's results. They lead to the recognition of self-generated earnings reflecting the market's evaluation of the counterparty risk related to the Group. They are also restated in respect of the Group's earnings for prudential ratio calculations.

Moreover, the Group restates the revenues and earnings of the French Retail Banking pillar for **PEL/CEL provision allocations or write-backs**. This adjustment makes it easier to identify the revenues and earnings relating to the pillar's activity, by excluding the volatile component related to commitments specific to regulated savings.

Details of these items, as well as the other items that are the subject of a one-off or recurring restatement (exceptional items), are provided below, given that, in the table below, the items marked with one asterisk (\*) are the non-economic items and the items marked with two asterisks (\*\*) are the exceptional items.

The reconciliation enabling the transfer from accounting data to underlying data is set out below.

<i>In EUR m</i>	<b>Q3 17</b>	<b>Q3 16</b>	<b>Change</b>	<b>9M 17</b>	<b>9M 16</b>	<b>Change</b>
<b>Net Banking Income</b>	<b>5,958</b>	<b>6,010</b>	<b>-0.9%</b>	<b>17,631</b>	<b>19,169</b>	<b>-8.0%</b>
<i>Reevaluation of own financial liabilities*</i>	53	(237)		(146)	(304)	
<i>DVA*</i>	(0)	(4)		(6)	(3)	
<i>Visa transaction**</i>					725	
<i>LIA settlement**</i>				(963)		
<i>Adjustment of hedging costs**</i>	(88)			(88)		
<b>Underlying Net Banking Income</b>	<b>5,993</b>	<b>6,251</b>	<b>-4.1%</b>	<b>18,834</b>	<b>18,751</b>	<b>+0.4%</b>
<b>Operating expenses</b>	<b>(4,001)</b>	<b>(4,016)</b>	<b>-0.4%</b>	<b>(12,814)</b>	<b>(12,419)</b>	<b>+3.2%</b>
<i>IFRIC 21</i>	(157)	(131)		157	131	
<i>Euribor fine refund**</i>					218	
<b>Underlying Operating expenses</b>	<b>(4,158)</b>	<b>(4,147)</b>	<b>+0.3%</b>	<b>(12,657)</b>	<b>(12,506)</b>	<b>+1.2%</b>
<b>Net cost of risk</b>	<b>(512)</b>	<b>(417)</b>	<b>+22.8%</b>	<b>(880)</b>	<b>(1,605)</b>	<b>-45.2%</b>
<i>Provision for disputes**</i>	(300)			(600)	(200)	
<i>LIA settlement**</i>				400		
<b>Underlying Net cost of risk</b>	<b>(212)</b>	<b>(417)</b>	<b>-49.2%</b>	<b>(680)</b>	<b>(1,405)</b>	<b>-51.6%</b>
<b>Net profit or losses from other assets</b>	<b>72</b>	<b>62</b>	<b>+16.1%</b>	<b>317</b>	<b>50</b>	<i>n/s</i>
<i>Change in consolidation method of Antarius**</i>				203		
<i>SG Fortune disposal**</i>	74			74		
<b>Underlying Net profits or losses from other assets</b>	<b>(2)</b>	<b>62</b>	<i>n/s</i>	<b>40</b>	<b>50</b>	<i>n/s</i>
<b>Group net income</b>	<b>932</b>	<b>1,099</b>	<b>-15.2%</b>	<b>2,737</b>	<b>3,484</b>	<b>-21.4%</b>
<i>Effect in Group net income of non-economic and exceptional items and IFRIC 21</i>	(147)	(69)		(879)	390	
<b>Underlying Group net income</b>	<b>1,079</b>	<b>1,168</b>	<b>-7.7%</b>	<b>3,616</b>	<b>3,094</b>	<b>+16.9%</b>

\* Non-economic items

\*\* Exceptional items

## 6 – Cost of risk in basis points, coverage ratio for doubtful outstandings

The cost of risk or commercial cost of risk is defined on pages 46 and 528 of Societe Generale's 2017 Registration Document. This indicator makes it possible to assess the level of risk of each of the pillars as a percentage of balance sheet loan commitments, including operating leases.

	(In EUR M)	Q3 17	Q3 16	9M 17	9M 16
<b>French Retail Banking</b>	Net Cost of Risk	104	172	389	495
	Gross loan outstandings	195,243	189,232	191,061	188,244
	<b>Cost of Risk in bp</b>	21	36	27	35
<b>International Retail Banking and Financial Services</b>	Net Cost of Risk	105	201	257	602
	Gross loan outstandings	125,914	120,348	125,259	117,656
	<b>Cost of Risk in bp</b>	33	67	27	68
<b>Global Banking and Investor Solutions</b>	Net Cost of Risk	(7)	36	16	280
	Gross loan outstandings	137,907	156,888	148,650	146,276
	<b>Cost of Risk in bp</b>	(2)	9	1	26
<b>Societe Generale Group</b>	Net Cost of Risk	201	409	662	1,367
	Gross loan outstandings	467,995	479,068	472,862	464,323
	<b>Cost of Risk in bp</b>	17	34	19	39

The **gross coverage ratio for doubtful outstandings** is calculated as the ratio of provisions recognised in respect of the credit risk to gross outstandings identified as in default within the meaning of the regulations, without taking account of any guarantees provided. This coverage ratio measures the maximum residual risk associated with outstandings in default ("doubtful").

## 7 – ROE, RONE

The notion of ROE, as well as the methodology for calculating it, are specified on page 47 of Societe Generale's 2017 Registration Document. This measure makes it possible to assess Societe Generale's return on equity.

RONE (*Return on Normative Equity*) determines the return on average normative equity allocated to the Group's businesses, according to the principles presented on page 47 of Societe Generale's Registration Document.

### Calculation of the Group's ROE (*Return on Equity*)

Details of the corrections made to book equity in order to calculate ROE for the period are given in the table below:

Symmetrically, Group net income used for the ratio numerator is book Group net income adjusted for "interest, net of tax payable to holders of deeply subordinated notes and undated subordinated notes, interest paid to holders of deeply subordinated notes and undated subordinated notes, issue premium amortisations" and "unrealised gains/losses booked under shareholders' equity, excluding conversion reserves" (see methodology note No. 9).



<i>End of period</i>	<b>9M 17</b>	<b>2016</b>	<b>9M 16</b>
<b>Shareholders' equity Group share</b>	<b>60,254</b>	<b>61,953</b>	<b>60,886</b>
Deeply subordinated notes	(9,082)	(10,663)	(10,232)
Undated subordinated notes	(272)	(297)	(372)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(154)	(171)	(178)
Unrealised gains/losses booked under shareholders' equity, excluding conversion reserves	(1,082)	(1,273)	(1,493)
Dividend provision	(1,321)	(1,759)	(1,675)
<b>ROE equity</b>	<b>48,342</b>	<b>47,790</b>	<b>46,936</b>
<b>Average ROE equity</b>	<b>48,132</b>	<b>46,531</b>	<b>46,253</b>

**RONE calculation: Average capital allocated to Core Businesses (in EURm)**

	<b>Q3 17</b>	<b>Q3 16</b>	<b>9M 17</b>	<b>9M 16</b>
<b>French Retail Banking</b>	<b>11,227</b>	10,915	<b>11,020</b>	10,542
<b>International Retail Banking and Financial Services</b>	<b>11,099</b>	10,887	<b>11,200</b>	10,625
<b>Global Banking and Investor Solutions</b>	<b>14,479</b>	15,082	<b>14,584</b>	15,342

**8 – Net assets and tangible net assets** are defined in the methodology, page 49 of the Group's 2017 Registration Document ("Net Assets"). The items used to calculate them are presented below.

<i>End of period</i>	<b>9M 17</b>	<b>2016</b>	<b>9M 16</b>
<b>Shareholders' equity Group share</b>	<b>60,254</b>	<b>61,953</b>	<b>60,886</b>
Deeply subordinated notes	(9,082)	(10,663)	(10,232)
Undated subordinated notes	(272)	(297)	(372)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(154)	(171)	(178)
Book value of own shares in trading portfolio	181	75	47
<b>Net Asset Value</b>	<b>50,926</b>	<b>50,897</b>	<b>50,151</b>
Goodwill	5,028	4,709	4,798
<b>Net Tangible Asset Value</b>	<b>45,899</b>	<b>46,188</b>	<b>45,353</b>
<b>Number of shares used to calculate NAPS**</b>	<b>800,848</b>	<b>799,462</b>	<b>799,217</b>
<b>NAPS** (in EUR)</b>	<b>63.6</b>	<b>63.7</b>	<b>62.8</b>
<b>Net Tangible Asset Value per share (EUR)</b>	<b>57.3</b>	<b>57.8</b>	<b>56.7</b>

*\*\* The number of shares considered is the number of ordinary shares outstanding as at September 30<sup>th</sup>, 2017, excluding treasury shares and buybacks, but including the trading shares held by the Group.*

*In accordance with IAS 33, historical data per share prior to the date of detachment of a preferential subscription right are restated by the adjustment coefficient for the transaction.*

## 9 – Calculation of Earnings Per Share (EPS)

The EPS published by Societe Generale is calculated according to the rules defined by the IAS 33 standard (see page 48 of Societe Generale's 2017 Registration Document). The corrections made to Group net income in order to calculate EPS correspond to the restatements carried out for the calculation of ROE. As specified on page 48 of Societe Generale's 2017 Registration Document, the Group also publishes EPS adjusted for the impact of non-economic items presented in methodology note No. 5.

The number of shares used for the calculation is as follows:

Average number of shares (thousands)	9M 17	2016	9M 16
<b>Existing shares</b>	<b>807,714</b>	<b>807,293</b>	<b>807,188</b>
<b>Deductions</b>			
Shares allocated to cover stock option plans and free shares awarded to staff	4,892	4,294	4,116
Other own shares and treasury shares	2,343	4,232	4,478
<b>Number of shares used to calculate EPS</b>	<b>800,478</b>	<b>798,768</b>	<b>798,594</b>
<b>Group net income</b>	<b>2,737</b>	<b>3,874</b>	<b>3,484</b>
Interest, net of tax on deeply subordinated notes and undated subordinated notes	(349)	(472)	(337)
Capital gain net of tax on partial buybacks	0	0	0
<b>Adjusted Group net income</b>	<b>2,388</b>	<b>3,402</b>	<b>3,147</b>
<b>EPS (in EUR)</b>	<b>2.98</b>	<b>4.26</b>	<b>3.94</b>
<b>EPS* (in EUR)</b>	<b>3.12</b>	<b>4.55</b>	<b>4.19</b>

\* Adjusted for revaluation of own financial liabilities and DVA

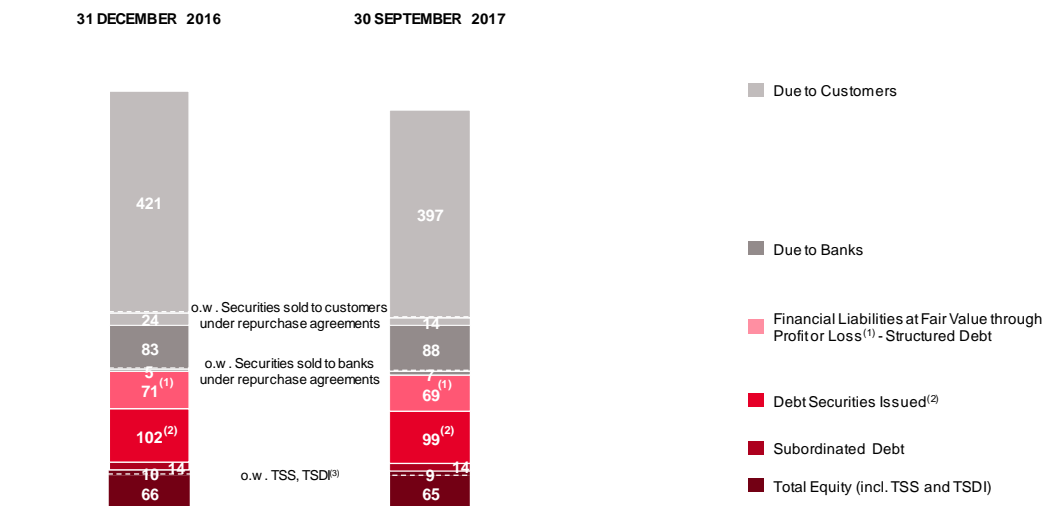
**10** – The Societe Generale Group's **Common Equity Tier 1 capital** is calculated in accordance with applicable CRR/CRD4 rules. The fully-loaded **solvency ratios** are presented pro forma for current earnings, net of dividends, for the current financial year, unless specified otherwise. When there is reference to phased-in ratios, these do not include the earnings for the current financial year, unless specified otherwise. The leverage ratio is calculated according to applicable CRR/CRD4 rules including the provisions of the delegated act of October 2014.

**NB (1)** The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding rules.

**(2)** All the information on the results for the period (notably: press release, downloadable data, presentation slides and supplement) is available on Societe Generale's website [www.societegenerale.com](http://www.societegenerale.com) in the "Investor" section.

## 1.2 Financial policy

### 1.2.1 Group debt policy: update of the pages 60 and 61 of the 2017 Registration Document

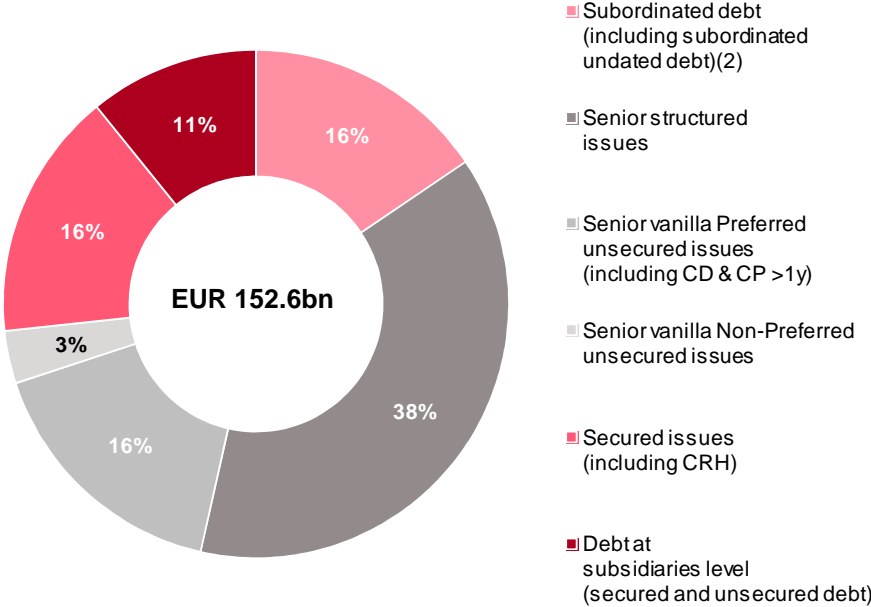


(1) o.w. debt securities issued reported in the trading book and debt securities issued measured using fair value option through P&L. Outstanding unsecured debt securities with maturity exceeding one year: EUR 36.0bn at end-Q3 17 and EUR 41.7bn at end-Q4 16

(2) o.w. SGSCF: (EUR 7.1bn), SGSFH: (EUR 10.8bn), CRH: (EUR 6.3bn), securitisation and other secured issuances: (EUR 4.1bn), conduits: (EUR 9.4bn) at end-Q3 17 (and SGSCF: EUR 7.6bn, SGSFH: EUR 9.3bn, CRH: EUR 6.6bn, securitisation and other secured issuances: EUR 4.9bn, conduits: EUR 10.1bn at end-December 2016). Outstanding amounts with maturity exceeding one year (unsecured): EUR 30.4bn at end-Q3 17 and EUR 27.0bn at end-Q4 16

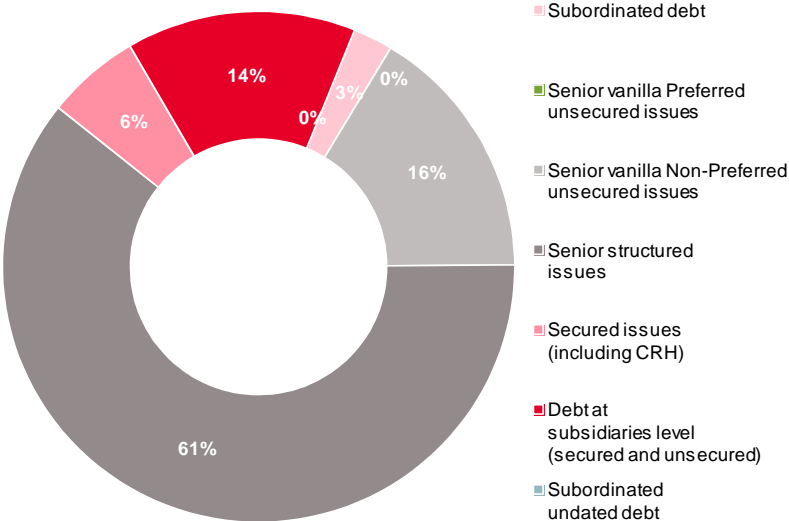
(3) TSDI: deeply subordinated notes, perpetual subordinated notes. Notional amount excluding notably fx differences, original issue premiums/discounts, and accrued interest

**GROUP LONG-TERM SECURITIES DEBT<sup>(1)</sup> at 30.09.2017**



(1) Group short-term securities outstanding totalled EUR 39.1bn as of 30 September 2017, of which EUR 9.4bn issued by conduits.  
 (2) Of which EUR 9.5bn accounted as "other equity instruments"

**COMPLETION OF THE FINANCING PROGRAMME AT END-SEPTEMBER 2017: EUR 25.4BN**



## 1.3 Major investments and disposals - update of the page 62 of the 2017 Registration Document

The Group has maintained in 2017 a targeted acquisition and disposal policy in line with its strategy focused on its core businesses and management of its resources.

Business division	Description of the investments
<b>2017</b>	
International Retail Banking and Financial Services	Acquisition of BBVA Autorenting (operational vehicle leasing in Spain).
International Retail Banking and Financial Services	Acquisition of Merrion Fleet (operational vehicle leasing in Ireland).
International Retail Banking and Financial Services	Acquisition of a 50% stake and exclusive control of Antarius (life insurance in France).
<b>2016</b>	
International Retail Banking and Financial Services	Acquisition of the Parcour Group (operational vehicle leasing in France).
Global Banking and Investor Solutions	Acquisition of the Kleinwort Benson Group (private banking in the United Kingdom and Channel Islands).
<b>2015</b>	
International Retail Banking and Financial Services	Acquisition of a 65% stake in MCB Mozambique
French Retail Banking	Acquisition of a 20.5% stake and exclusive control of Boursorama. Acquisition of a 49% stake and exclusive control of Selftrade Bank in Spain.

Business division	Description of the disposals
<b>2017</b>	
Global Banking and Investor Solutions	Disposal of the Group's 49% stake in Fortune SG (asset management in China).
International Retail Banking and Financial Services	Disposal of a 20% stake in ALD at the time of the company's Initial Public Offering.
International Retail Banking and Financial Services	Disposal of Splitska Banka in Croatia.
French Retail Banking	Disposal of On Vista in Germany.
Corporate Centre	Disposal of the Group's 5.3% stake in TBC Bank Group plc.
Corporate Centre	Disposal of a 1.5% stake in Euronext NV.
<b>2016</b>	
International Retail Banking and Financial Services	Disposal of the Group's 93.6% stake in Bank Republic in Georgia.
Corporate Centre	Disposal of the Group's stake in Visa Europe.
Corporate Centre	Disposal of the Group's 8% stake in Axway.
<b>2015</b>	
International Retail Banking and Financial Services	Disposal of consumer credit activities in Brazil.
Global Banking and Investor Solutions	Disposal of the entire stake in Amundi (20%) at the time of the company's Initial Public Offering.
Corporate Centre	Disposal of treasury shares (1% of Societe Generale's total shares). Disposal of the Group's 7.4% stake held by Geninfo in Sopra Steria.

## 1.4 Pending acquisitions and major contracts - update of the page 63 of the 2017 Registration Document

### **Financing of the main ongoing investments**

The investments currently underway will be financed using the Group's usual sources of funding.

### **Pending acquisitions**

No pending acquisition.

### **Ongoing disposals**

No ongoing disposal.

## 2 - Chapter 3: Corporate Governance

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### 2.1 Corporate governance structure and main bodies

#### 2.1.1 Press release dated 31 August 2017: Societe Generale adopts a new, more agile and customer-focused organisational structure

**Societe Generale has confirmed the implementation of its new organisational structure as of 1 September, with a twofold objective:**

- **to be more agile and customer-focused** in order to seize opportunities for growth, particularly in digital technology, respond faster to market expectations, and promote new working methods with the potential to spur innovation;
- **and to work together more effectively** in a bid to boost synergies between our businesses and maintain Group-wide coherence.

**This new organisational structure will be more horizontal, with a greater regional emphasis, and will be based on 17 Business Units** (business lines or regions) and 10 Service Units (support or control functions). These units will report directly to General Management and will have expanded authority on decisions related to customers, loans, recruitment, and other budget processes. Any necessary changes in organisational structure for the Business or Service Units will take place in accordance with employee dialogue agreements and following consultation with employee representative bodies.

**The Group's governing bodies will evolve towards a more collective working model.** The General Management Committee, made up of the Chief Executive Officer and three Deputy Chief Executive Officers, will ensure the overall steering of the Group with the help of specialized committees (for example, the Risk Committee). Under the authority of General Management, strategic oversight of the Group and its operational units will be ensured by the cross-functional steering committees comprised of Business and Service Unit heads, the previous Executive Committee ceasing to exist. The Group Management Committee, a reflection of the Group's diversity, will continue to serve as a forum for reflection and exchange. Shared goals will be set for its around 60 members, focusing on four strategic areas (financial performance, customer satisfaction, employee commitment, and Corporate Social Responsibility) on which will depend a significant part of their variable compensation.

Furthermore, the Group will continue to present its financial disclosures organised around three balanced core businesses that are consistent in their business momentum and in line with the company's strategy (French Retail Banking, International Retail Banking & Financial Services, Global Banking & Investor Solutions).

**Frédéric Oudéa, Chief Executive Officer:** *"In the face of major technological changes and increasing competition, it seemed essential to us to revisit our organisational structure and operating methods in order to strengthen our capacity for innovation and meet our customers' needs as closely as possible. We aim to achieve this by expanding the autonomy of our teams in the field, with notably a greater regional focus. We also plan to further increase the collegial oversight of our Group within our decision-making bodies and by setting shared goals which influence the variable compensation.*

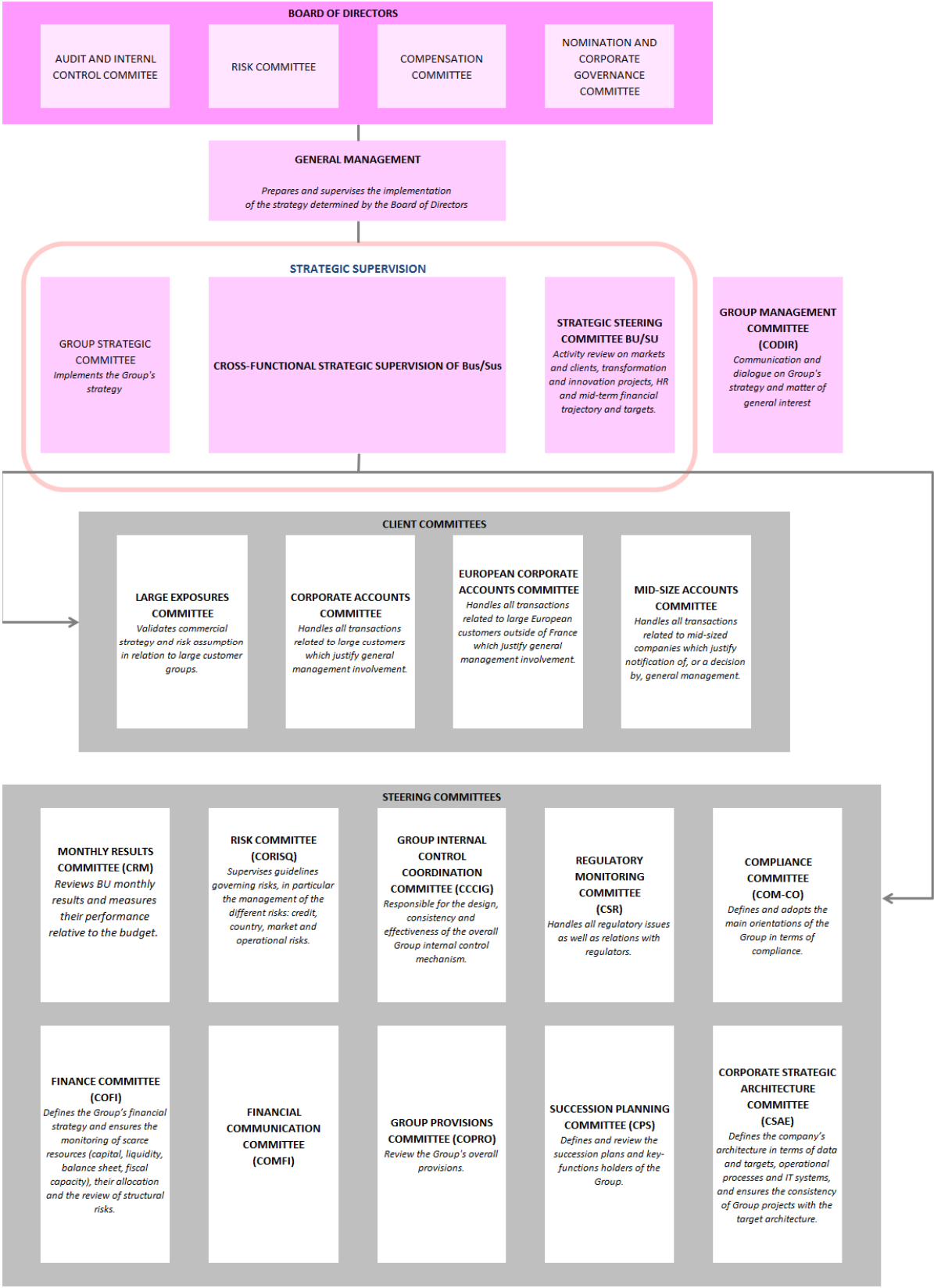
*Through this new, more agile and collegial operating method, we will continue to pursue the development of our Group, drawing on the strengths of our balanced business model to create lasting value for all of our stakeholders."*

To know more about the Group's governance

<https://www.societegenerale.com/en/aboutus/governance/general-management>



## 2.1.2 Presentation of governance and structure of supervision committees – Update of the page 68 of the 2017 Registration Document



## **GENERAL MANAGEMENT**

**(As of 1<sup>st</sup> October 2017)**

<b>NAME</b>	<b>MAIN FUNCTION IN SOCIETE GENERALE GROUP</b>
<b>Frédéric OUDÉA</b>	Chief Executive Officer
<b>Séverin CABANNES</b>	Deputy Chief Executive Officer
<b>Bernardo SANCHEZ INCERA</b>	Deputy Chief Executive Officer
<b>Didier VALET</b>	Deputy Chief Executive Officer

## GROUP MANAGEMENT COMMITTEE

(As of 1<sup>st</sup> October 2017)

NAME	MAIN FUNCTION IN SOCIETE GENERALE GROUP
Frédéric OUDÉA	Chief Executive Officer
Séverin CABANNES	Deputy Chief Executive Officer
Bernardo SANCHEZ INCERA	Deputy Chief Executive Officer
Didier VALET	Deputy Chief Executive Officer
Philippe AMESTOY	Head of Operations and Transformation for Retail Banking activities in France
Hervé AUDREN de KERDREL	Deputy Chief Financial Officer of the Group
Pascal AUGÉ*	Head of Global Transaction and Payment Services
Philippe AYMERICH*	Chief Executive Officer of Crédit du Nord
Cécile BARTENIEFF*	Chief Operating Officer of Global Banking & Investor Solutions
François BLOCH	Chief Executive Officer of BRD
Alain BOZZI	Head of Group Internal Control Coordination
Gilles BRIATTA*	Group General Secretary
Pavel ČEJKA*	Chief Operating Officer at International Banking and Financial Services
Antoine CREUX	Chief Security Officer
Thierry D'ARGENT*	Co-Head of the Coverage and Investment Banking
Véronique DE LA BACHELERIE	Chief Executive Officer of Societe Generale Bank & Trust
Bruno DELAS*	Chief Operating Officer and Head of Innovation & Information Technology for French Retail Banking
Pierre-Yves DEMOURES	Deputy Head of Human Resources
Frank DROUET*	Head of Global Markets
Marie-Christine DUCHOLET	Head of Clients for Retail Banking activities in France
Claire DUMAS	Deputy Chief Financial Officer
Ian FISHER	Head of the Culture and Conduct Programme
Patrick FOLLÉA	Deputy Head of Societe Generale Private Banking, Head of Societe Generale Private Banking France
Jean-Marc GIRAUD*	Head of Inspection and Audit Division
Carlos GONCALVES	Head of Global Technology Services
Donato GONZALEZ-SANCHEZ	Head of Corporate & Investment Banking, Private Banking, Asset Management, Securities Services and Group Country Head for Spain and Portugal
Laurent GOUTARD*	Head of Societe Generale Retail Banking in France
Jean-François GRÉGOIRE	Deputy Group Chief Risk Officer
Eric GROVEN	Head of the Real Estate division of Retail Banking activities in France
Caroline GUILLAUMIN*	Group Head of Human Resources and Group Head of Communication
Didier HAUGUEL*	Group Country Head for Russia
Philippe HEIM*	Group Chief Financial Officer
Édouard-Malo HENRY*	Group Head of Compliance
Alvaro HUETE	Deputy Head of Global Finance and Head of GLFI for the United Kingdom
Arnaud JACQUEMIN	Deputy Head of Group Compliance
Jochen JEHLICH*	Head of the Equipment Finance businesses and CEO of GEFA Bank
Jan JUCHELKA	Chairman of the Board and CEO of Komerční banka and Group Country Head for the Czech Republic and Slovakia
William KADOUCH-CHASSAING	Head of Group Strategy

<b>Jean-Louis KLEIN</b>	Head of Corporate Accounts for Societe Generale Retail Banking in France
<b>Slawomir KRUPA*</b>	Chief Executive Officer for Societe Generale Americas
<b>Christophe LEBLANC*</b>	Group Head of Corporate Resources and Innovation
<b>Diony LEBOT*</b>	Group Chief Risk Officer
<b>Xavier LOFFICIAL</b>	Head of Transformation, Processes and Information Systems
<b>Michala MARCUSSEN</b>	Group Chief Economist and Head of Economic and Sectorial Research
<b>Anne MARION-BOUCHACOURT</b>	Group Chief Country Officer for China
<b>Mike MASTERSON*</b>	Chief Executive Officer of ALD Automotive
<b>Laetitia MAUREL</b>	Group Deputy Head of Communication
<b>Alexandre MAYMAT*</b>	Head of the Africa/Asia/Mediterranean Basin & Overseas region, International Banking and Financial Services
<b>Jean-François MAZAUD*</b>	Head of Societe Generale Private Banking, Supervisor of Lyxor
<b>Françoise MERCADAL-DELASALLES</b>	Deputy Chief Executive Officer of Crédit du Nord
<b>Hikaru OGATA*</b>	Chief Executive Officer for Societe Generale Asia Pacific
<b>Dmitry OLYUNIN</b>	Chief Executive Officer of Rosbank
<b>Pierre PALMIERI*</b>	Head of Global Finance
<b>Jean-Luc PARER</b>	Advisor to the Deputy Chief Executive Officer
<b>Philippe PERRET*</b>	Head of the Insurance businesses
<b>Sylvie PRÉA</b>	Director of Corporate Social Responsibility
<b>Bruno PRIGENT*</b>	Global Head of Societe Generale Securities Services
<b>Sylvie RÉMOND*</b>	Co-Head of the Coverage and Investment Banking
<b>Sadia RICKE</b>	Group Country Head for the United Kingdom and Head of Coverage and Investment Banking in the United Kingdom
<b>Grégoire SIMON-BARBOUX</b>	Deputy Group Chief Risk Officer
<b>Giovanni-Luca SOMA*</b>	Head of the Europe region, International Banking and Financial Services division
<b>Vincent TRICON</b>	Head of Societe Generale's Mid Cap Investment Banking
<b>Guido ZOELLER</b>	Group Country Head for Germany and Head of Societe Generale Corporate & Investment Banking activities in Germany

\* *Manager of a Business Unit or a Service Unit*

## 3 - Chapter 4: Risks and capital adequacy

### 3.1 Prudential ratios

#### 3.1.1 Prudential ratio management – Update of the pages 169-180 of the 2017 Registration Document

During the first three quarters of 2017, Societe Generale issued an equivalent of EUR 639m of subordinated Tier 2 bonds.

The Group also redeemed at first call date two Additional Tier 1 bonds implemented in April 2007 for a residual amount of USD 871m and redeemed at maturity two Tier 2 bonds (residual amounts of EUR 112m implemented in February 2005 and EUR 90m implemented in May 2005).

### 3.2 CRR/CRD4 prudential capital ratios

Fully Loaded Common Equity Tier 1, Tier 1 and Total Capital

<i>In EUR bn</i>	30/09/2017	31/12/2016
<b>Shareholder equity Group share</b>	<b>60.3</b>	<b>62.0</b>
Deeply subordinated notes*	(9.1)	(10.7)
Undated subordinated notes*	(0.3)	(0.3)
Dividend to be paid & interest on subordinated notes	(1.4)	(1.9)
Goodwill and intangible	(6.4)	(6.3)
Non controlling interests	3.5	2.6
Deductions and regulatory adjustments**	(5.2)	(4.4)
<b>Common Equity Tier 1 Capital</b>	<b>41.3</b>	<b>40.9</b>
Additional Tier 1 capital	9.2	10.6
<b>Tier 1 Capital</b>	<b>50.6</b>	<b>51.5</b>
Tier 2 capital	11.4	12.0
<b>Total capital (Tier 1 + Tier 2)</b>	<b>61.9</b>	<b>63.6</b>
<b>Total risk-weighted assets</b>	<b>353</b>	<b>355</b>
<b>Common Equity Tier 1 Ratio</b>	<b>11.7%</b>	<b>11.5%</b>
<b>Tier 1 Ratio</b>	<b>14.3%</b>	<b>14.5%</b>
<b>Total Capital Ratio</b>	<b>17.6%</b>	<b>17.9%</b>

Ratios based on the CRR/CRD4 rules as published on 26<sup>th</sup> June 2013, including Danish compromise for insurance. See Methodology

\* Excluding issue premiums on deeply subordinated notes and on undated subordinated notes

\*\* Fully loaded deductions

#### 3.2.1 Financial conglomerate Ratio

At 30<sup>th</sup> June 2017, the financial conglomerate ratio was 205%, consisting of a numerator “Own funds of the Financial Conglomerate” of EUR 64.7 billion, and a denominator “Regulatory requirement of the Financial Conglomerate” of EUR 31.5 billion.

## 3.2.2 CRR Leverage Ratio

CRR Fully Loaded Leverage Ratio<sup>(1)</sup>

<i>In EUR bn</i>	30/09/2017	31/12/2016
<b>Tier 1 Capital</b>	<b>50.6</b>	<b>51.5</b>
Total prudential balance sheet (2)	1,203	1,270
Adjustment related to derivative exposures	(84)	(112)
Adjustment related to securities financing transactions*	(14)	(22)
Off-balance sheet (loan and guarantee commitments)	89	91
Technical and prudential adjustments (Tier 1 capital prudential deductions)	(10)	(10)
Leverage exposure	1,183	1,217
<b>CRR leverage ratio</b>	<b>4.3%</b>	<b>4.2%</b>

(1) Fully loaded based on CRR rules taking into account the leverage ratio delegated act adopted in October 2014 by the European Commission. See Methodology

(2) The prudential balance sheet corresponds to the IFRS balance sheet less entities accounted for through the equity method (mainly insurance subsidiaries)

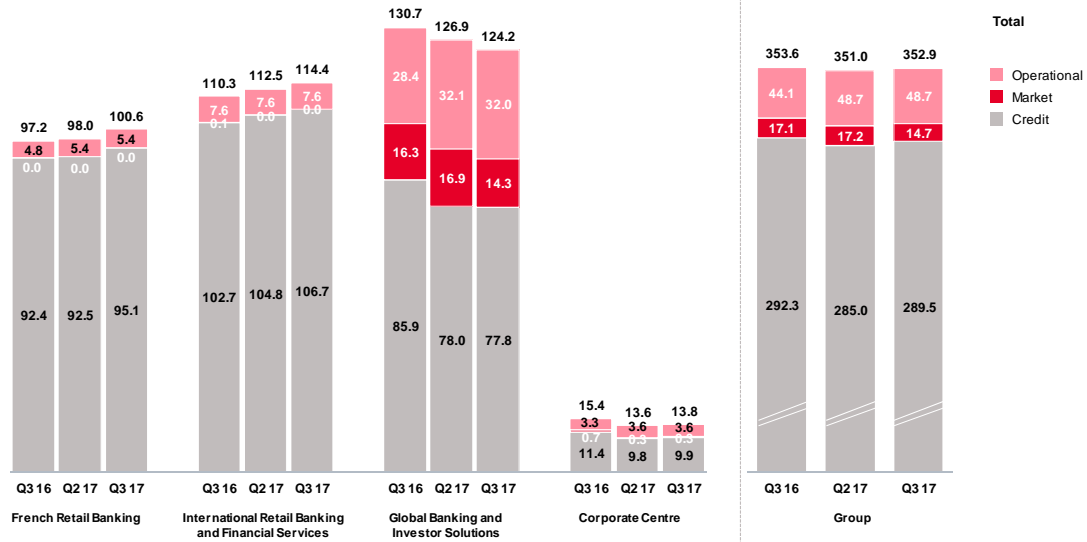
\* Securities financing transactions: repos, reverse repos, securities lending and borrowing and other similar transactions

## 3.3 Provisioning of doubtful loans - Update of the page 202 of the 2017 Registration Document

<i>In EUR bn</i>	30/09/2017	30/06/2017	30/09/2016
Gross book outstandings*	472.7	475.6	477.6
Doubtful loans*	21.4	22.0	24.6
<b>Group Gross non performing loans ratio*</b>	<b>4.5%</b>	<b>4.6%</b>	<b>5.1%</b>
Specific provisions*	11.8	12.1	14.3
Portfolio-based provisions*	1.4	1.4	1.6
<b>Group Gross doubtful loans coverage ratio* (Overall provisions / Doubtful loans)</b>	<b>62%</b>	<b>62%</b>	<b>65%</b>

\* Customer loans, deposits at banks and loans due from banks, leasing and lease assets  
See: Methodology

### 3.3.1 RISK-WEIGHTED ASSETS\* (CRR/CRD4, in EUR bn) – Update of the page 157 of the 2017 Registration Document

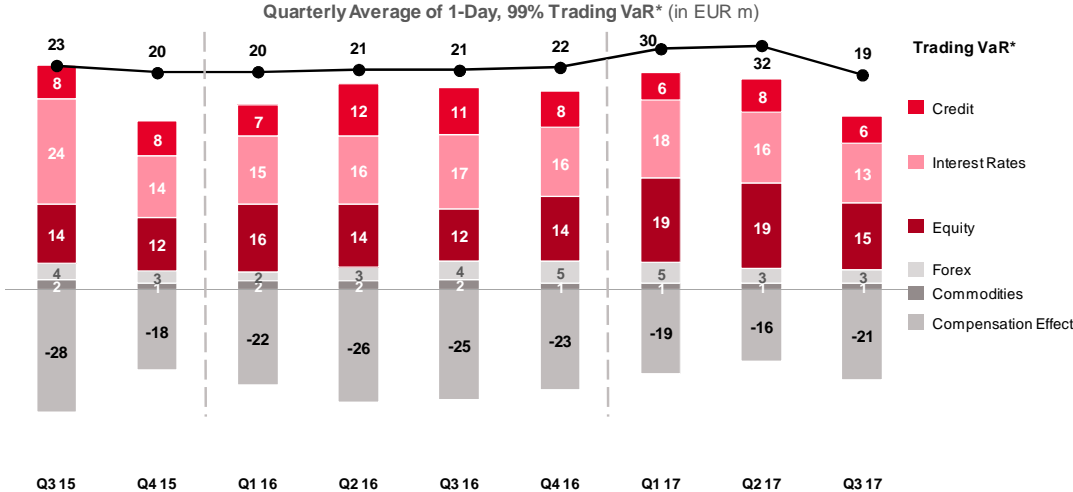


\* Includes the entities reported under IFRS 5 until disposal

### 3.4 Market risks: Change in trading VaR and in stressed VaR - Update of the pages: 206 to 209 of the 2017 Registration Document

Quarterly average 99% Value at Risk (VaR), a composite indicator used for the day-to-day monitoring of the market risks incurred by the bank, on the scope of its trading activities, in millions of euros:

#### CHANGE IN TRADING VAR\*



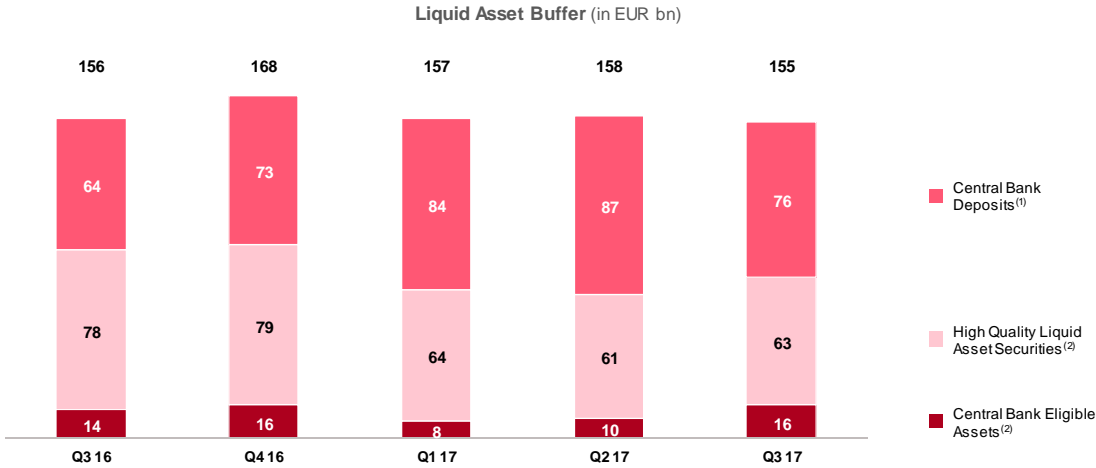
Stressed VAR** (1 day, 99%, in EUR m)	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Minimum	26	30	27	21	14
Maximum	53	68	68	52	37
Average	39	46	47	36	25

\* Trading VaR: measurement over one year (i.e. 260 scenario) of the greatest risk obtained after elimination of 1% of the most unfavourable occurrences  
 \*\* Stressed VaR: Identical approach to VaR (historical simulation with 1-dayshocks and a 99% confidence interval), but over a fixed one-year historical window corresponding to a period of significant financial tension instead of a one-year rolling period



### 3.5 Liquidity risks

#### 3.5.1 Liquid asset buffer - Update of the page 227 of the 2017 Registration Document



**Liquidity Coverage Ratio at 123% on average in Q3 17**

(1) Excluding mandatory reserves  
 (2) Unencumbered, net of haircuts

### 3.6 Risks and Litigation – update of the pages 423 to 426 of the 2017 Registration Document

■ Société Générale, along with other financial institutions, has received formal requests from the US Department of Justice (“DOJ”) and the US Commodity Futures Trading Commission (“CFTC”) (collectively, the “US authorities”), in connection with investigations regarding submissions to the British Bankers Association for setting certain London Interbank Offered Rates (“Libor”) and submissions to the European Banking Federation (now the EBF-FBE) for setting the Euro Interbank Offered Rate (“Euribor”), as well as trading in derivatives indexed to various benchmark rates.

Société Générale is cooperating with the US authorities and is in discussions with them in order to reach an agreement to resolve this matter. Any such agreement would include a requirement that Société Générale pay a monetary fine and may in addition impose other sanctions. It is possible, without it being certain, that the pending discussions lead to an agreement in the next weeks or months. It is furthermore impossible to determine with certainty the amount of the fine or the other sanctions that may be imposed on Société Générale.

In the United States, Societe Generale, along with other financial institutions, has been named as a defendant in putative class actions involving the setting of US Dollar Libor, Japanese Yen Libor, and Euribor rates and trading in instruments indexed to those rates. Societe Generale has also been named in several individual (non-class) actions concerning the US Dollar Libor rate. All of these actions are pending in the US District Court in Manhattan (the “District Court”).

As to US Dollar Libor, the District Court has dismissed all claims against Societe Generale in two of the putative class actions and in all of the individual actions. The class plaintiffs and a number of individual plaintiffs have appealed the dismissal of their antitrust claims to the United States Court of Appeals for the Second Circuit. Two other putative class actions are effectively stayed pending resolution of these appeals. Societe Generale was voluntarily dismissed from a fifth putative class action on 5<sup>th</sup> March 2015.

As to Japanese Yen Libor, on 3<sup>rd</sup> April 2017, plaintiffs in the action brought by purchasers of Euroyen over-the-counter derivative products appealed the dismissal of their complaint to the United States Court of Appeals for the Second Circuit. In the other action, brought by purchasers or sellers of Euroyen derivative contracts on the Chicago Mercantile Exchange, the District Court has allowed certain Commodity Exchange Act (“CEA”) claims to proceed to discovery. Plaintiff’s deadline to move for class certification in that action is 17<sup>th</sup> October 2018.

As to Euribor, on 21<sup>st</sup> February 2017, the District Court dismissed all claims against Societe Generale in the putative class action and on 17<sup>th</sup> March 2017 denied plaintiffs’ motion to file a proposed amended complaint.

In Argentina, Societe Generale, along with other financial institutions, has been named as a defendant in litigation brought by a consumer association on behalf of Argentine consumers who held government bonds or other instruments that paid interest tied to US Dollar Libor. The allegations concern violations of Argentine consumer protection law in connection with alleged manipulation of the US Dollar Libor rate. On 25<sup>th</sup> August 2016, the Argentine Court of Appeal issued a decision directing that the actions against the various financial institutions (including the action against Societe Generale) be consolidated before a single judge. On 10 October 2017, the judge overseeing the actions directed that service of the complaint on Société Générale be completed in France. In addition, the judge directed the consumer association to provide additional information about the

consumers and their alleged damages and to procure information from certain government agencies about the financial instruments that are the subject of the claims. Based on the information provided, the judge will issue an order that, among other things, sets forth the definition and composition of the putative class of consumers for inclusion in the public registry of collective actions. Société Générale has not yet been served with the complaint in this matter.

- In April 2014, the DOJ served a subpoena requesting that Société Générale produce documents relating to potential violations of the Foreign Corrupt Practices Act ("FCPA") in connection with certain transactions involving Libyan counterparties, including the Libyan Investment Authority ("LIA"). In October 2016, the Securities and Exchange Commission ("SEC," together with the DOJ, "US Authorities") issued a subpoena to Société Générale and its U.S. broker-dealer requesting substantially the same information. Société Générale is cooperating with the US Authorities in connection with this matter.

Société Générale is in discussions with them in order to reach an agreement to resolve this matter. Any such agreement would include a requirement that Société Générale pay a monetary fine and may in addition impose other sanctions. It is possible, without it being certain, that the pending discussions lead to an agreement in the next weeks or months. It is furthermore impossible to determine with certainty the amount of the fine or the other sanctions that may be imposed on Société Générale.

In September and October 2017, Societe Generale also received two judicial requests to produce documents regarding its relations with the LIA in the scope of a preliminary investigation opened by the French National Financial Prosecutor's office regarding possible violations of French anti-corruption laws. The requested documents are being communicated to the French authorities.

- SG Americas Securities, LLC ("SGAS"), along with other financial institutions, has been named as a defendant in several putative class actions alleging violations of US antitrust laws and the CEA in connection with its activities as a US Primary Dealer, buying and selling US Treasury securities. The cases have been consolidated in the US District Court in Manhattan, and lead plaintiffs' counsel has been appointed. An amended consolidated complaint is due to be filed shortly.

- Societe Generale, along with several other financial institutions, has been named as a defendant in a putative class action alleging violations of US antitrust laws and the CEA in connection with foreign exchange spot and derivatives trading. The action is brought by persons or entities that transacted in certain over-the-counter and exchange-traded foreign exchange instruments. Societe Generale has reached a settlement of \$18 million, which was preliminarily approved by the Court. Notice to the class has begun, and a final approval hearing is scheduled for May 23, 2018. Separate putative class actions on behalf of putative classes of indirect purchasers are also pending. A motion to dismiss those cases was recently filed.

Societe Generale and certain subsidiaries, along with other financial institutions, have also been named as defendants in two putative class actions in Canada (in the Ontario Superior Court in Toronto and Quebec Superior Court in Quebec City) involving similar claims. The Societe Generale defendants have reached a settlement in these actions of CAD 1.8 million, both of which have received preliminary court approval.

- In the early 2000s, the French banking industry decided to transition to a new digital system in order to streamline cheque clearing.

To support this reform (known as EIC – *Echange d'Images Chèques*), which has contributed to the improvement of cheque payments' security and to the fight against fraud, the banks established several interbank fees (including the CEIC which was abolished in 2007). These fees were implemented under the aegis of the banking sector supervisory authorities, and to the knowledge of the public authorities. On 20<sup>th</sup> September 2010, after several years of investigation, the French

competition authority considered that the joint implementation and the setting of the amount of the CEIC and of two additional fees for related services were in breach of competition law. The authority fined all the participants to the agreement (including the *Banque de France*) a total of approximately EUR 385 million. Societe Generale was ordered to pay a fine of EUR 53.5 million and Credit du Nord, its subsidiary, a fine of EUR 7 million.

However, in its 23<sup>rd</sup> February 2012 order, the French Court of Appeal, to which the matter was referred by all the banks involved except *Banque de France*, upheld the absence of any competition law infringement, allowing the banks to recoup the fines paid. On 14<sup>th</sup> April 2015, the Supreme Court quashed and annulled the Court of Appeal decision on the grounds that the latter did not examine the arguments of two third parties who voluntarily intervened in the proceedings. The case was heard again on 3<sup>rd</sup> and 4<sup>th</sup> November 2016 by the Paris Court of Appeal before which the case was remanded. The decision is expected on 21<sup>st</sup> December 2017.

- Between 2003 and 2008, Societe Generale had set up gold consignment lines with the Turkish group Goldas. In February 2008, Societe Generale was alerted to a risk of fraud and embezzlement of gold stocks held by Goldas. These suspicions were rapidly confirmed following the failure by Goldas to pay or refund gold worth EUR 466.4 million. Societe Generale brought civil proceedings against its insurers and various Goldas Group entities. Goldas launched various proceedings in Turkey and in the UK against Societe Generale. In the action brought by Societe Generale against Goldas in the UK, Goldas applied to have the action of SG struck-out and applied to the UK court for damages. On 3<sup>rd</sup> April 2017, the UK court granted both applications and will, after an inquiry into damages, rule on the amount due to Goldas, if any. On 14<sup>th</sup> September 2017, Societe Generale has been granted leave to appeal by the Court of Appeal. A stay of the inquiry into damages was agreed by consent between Societe Generale and Goldas. The stay will be lifted upon determination of the appeal. On 16<sup>th</sup> February 2017, the Paris Commercial Court dismissed Societe Generale's claims against its insurers. Societe Generale filed an appeal against this decision.

- SG has been informed on 28<sup>th</sup> July 2017 of the opening of enforcement proceedings by the ACPR enforcement division related to the adequacy of SG's level of vigilance on some cash withdrawals in retail banking, and of staff training in this field.

## 4 - Chapter 8: Person responsible for updating the Registration Document

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### 4.1 Person responsible for updating the Registration Document

Mr. Frédéric OUDÉA, Chief Executive Officer of Societe Generale.

### 4.2 Statement of the person responsible

I hereby certify that, after taking all reasonable measures for this purpose, the information contained in this update of the 2017 Registration Document is, to the best of my knowledge, in accordance with the facts and that it contains no omission likely to affect its meaning.

I have received a completion letter from the Statutory Auditors stating that they have audited the information about the financial position and accounts contained in this update, and that they have read the 2017 Registration Document, its updates A-01 and A-02 and this update in their entirety.

Paris, on 6 November 2017

Mr. Frédéric OUDÉA  
Chief Executive Officer of Societe Generale

## 4.3 Persons responsible for the audit of the accounts

### STATUTORY AUDITORS

**Name :** Société Ernst & Young et Autres  
represented by Mrs. Isabelle Santenac

**Address:** 1/2, place des Saisons  
92400 Courbevoie – Paris-La Défense 1 (France)

**Date of appointment:** 22 May 2012

**Duration of current term of office:** six financial years

**End of current term of office:** at the close of the Ordinary General Meeting called to approve the accounts for the year ended 31 December 2017

**Name :** Société Deloitte & Associés  
represented by Mr. José-Luis Garcia

**Address:** 185, avenue Charles-de-Gaulle  
92524 Neuilly-sur-Seine Cedex (France)

**Date of first appointment:** 18 April 2003

**Date of renewal:** 22 May 2012

**Duration of current term of office:** six financial years

**End of current term of office:** at the close of the Ordinary General Meeting called to approve the accounts for the year ended 31 December 2017

### SUBSTITUTE STATUTORY AUDITORS

**Name :** Société Picarle et Associés

**Address:** 1/2, place des Saisons  
92400 Courbevoie – Paris-La Défense 1 (France)

**Date of appointment:** 22 May 2012

**Duration of current term of office:** six financial years

**Name :** Société BEAS

**Address:** 195, avenue Charles-de-Gaulle  
92524 Neuilly-sur-Seine Cedex (France)

**Date of appointment:** 22 May 2012

**Duration of current term of office:** six financial years

Ernst & Young et Autres and Deloitte & Associés are registered as Statutory Auditors with the Compagnie régionale des Commissaires aux comptes de Versailles.

## 5 - Chapter 9: Cross-reference table

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