

A French corporation with a share capital of EUR 1,009,897,173.75 Registered office: 29, boulevard Haussmann - 75009 PARIS 552 120 222 R.C.S. PARIS

# THIRD UPDATE

# TO THE

# **2018 REGISTRATION DOCUMENT**

Registration document filed with the AMF (French Financial Markets Authority) on 8 March 2018 under No. D.18-0112

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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 9 November 2018, under number D.18-0112-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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- 1.1 Press releases and events subsequent to the submission of the second update to the 2018 Registration Document
- 1.1.1 Press release dated 8 November 2018: Third Quarter 2018 Results Update of the 2018 Registration document pages 30 to 49

Paris, November 8th, 2018

Q3 18: CONFIRMATION OF A GOOD LEVEL OF PROFITABILITY: ROTE<sup>(1)</sup> OF 11.0% IN Q3 18 AND 11.0% IN 9M 18

#### **HIGHLIGHTS**

9.0%<sup>(1)</sup> increase in Group revenues in Q3 18 (+4.4% excluding the revaluation of Euroclear securities), driven primarily by International Retail Banking & Financial Services, the rebound in Global Markets and the strong momentum in Financing & Advisory

Costs in line with the 2018 target in French Retail Banking and positive jaws effect in International Retail Banking & Financial Services and Global Banking & Investor Solutions

Good level of profitability: ROTE<sup>(1)</sup> of 11.0% in Q3 18 and 11.0% in 9M 18

Continued refocusing of the Group through the signing of an agreement for the disposal of Euro Bank (Poland)

Further progress in the resolution of litigation issues

Further strengthening of the balance sheet and risk profile

The Group's engagement in **positive transformation processes** recognised through several prizes and awards

#### **KEY FINANCIAL DATA**

- Q3 18 revenues<sup>(1)</sup>: EUR 6,530m (+9.0% vs. Q3 17); 9M 18: EUR 19,278m (+2.4% vs. 9M 17)
- Q3 18 operating expenses<sup>(1)</sup>: EUR 4,374m (+5.2% vs. Q3 17); 9M 18: EUR 12,968m (+2.5% vs. 9M 17)
- Q3 18 Group net income<sup>(1)</sup>: EUR 1,252m (+16.1% vs. Q3 17); 9M 18: EUR 3,721m (+2.9% vs. 9M 17)
- Q3 18 Group book net income: EUR 1,234m (+32.4% vs. Q3 17); 9M 18: EUR 3,240m (+18.4% vs. 9M 17)
- Fully-loaded CET1 ratio: 11.2%
- 9M 18 Earnings Per Share: EUR 3.62; dividend provision: EUR 1.81 (50% payout ratio)

#### Fréderic Oudéa, the Group's Chief Executive Officer, commented:

"Societe Generale published solid results in Q3 18, with a good level of profitability. Our revenues increased due to the confirmed growth in International Retail Banking & Financial Services and the healthy momentum in Financing & Advisory and market activities. The Group pursued its disciplined approach to cost management and the low cost of risk confirms the quality of our loan portfolio. The Group put an end this quarter to the financial impact of the major litigation issues with the US authorities relating to the pre-financial crisis period. Finally, the Group continued to optimise its portfolio of activities, with the announcement of the disposal of its Polish subsidiary. On the back of these various developments and its recognition as one of the most socially responsible banks in Europe, the Group is determinedly and confidently pursuing the implementation of its strategic plan".

The footnote \* in this document corresponds to data adjusted for changes in Group structure and at constant exchange rates.

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

#### 1. GROUP CONSOLIDATED RESULTS

In EUR m	Q3 18	Q3 17	Ch	ange	9M 18	9M 17	Cha	ange
Net banking income	6,530	5,958	+9.6%	+9.9%*	19,278	17,631	+9.3%	+10.9%*
Underlying net banking income <sup>(1)</sup>	6,530	5,993	+9.0%	+9.2%*	19,278	18,834	+2.4%	+3.7%*
Operating expenses	(4,341)	(4,001)	+8.5%	+8.6%*	(13,473)	(12,814)	+5.1%	+6.6%*
Underlying operating expenses <sup>(1)</sup>	(4,374)	(4,157)	+5.2%	+5.4%*	(12,968)	(12,657)	+2.5%	+3.8%*
Gross operating income	2,189	1,957	+11.9%	+12.4%*	5,805	4,817	+20.5%	+22.7%*
Underlying gross operating income <sup>(1)</sup>	2,156	1,836	+17.4%	+18.0%*	6,310	6,178	+2.1%	3.5%*
Net cost of risk	(264)	(512)	-48.4%	-48.3%*	(642)	(880)	-27.0%	-24.0%*
Underlying net cost of risk <sup>(1)</sup>	(264)	(212)	+24.5%	+25.3%*	(642)	(680)	-5.6%	-0.3%*
Operating income	1,925	1,445	+33.2%	+34.1%*	5,163	3,937	+31.1%	+33.0%*
Underlying operating income <sup>(1)</sup>	1,892	1,624	+16.5%	+17.1%*	5,668	5,498	+3.1%	+3.9%*
Net profits or losses from other assets	2	72	-97.2%	-97.2%*	(39)	317	n/s	n/s
Income tax	(539)	(459)	+17.4%	+16.8%*	(1,425)	(1,150)	+23.9%	+25.4%*
Reported Group net income	1,234	932	+32.4%	+35.9%*	3,240	2,737	+18.4%	+23.2%*
Underlying Group net income <sup>(1)</sup>	1,252	1,079	+16.1%	+18.7%*	3,721	3,616	+2.9%	+6.1%*
ROE	9.3%	6.9%			8.1%	6.6%		
ROTE	10.9%	8.1%	-		9.6%	7.7%	-	
Underlying ROTE <sup>(1)</sup>	11.0%	9.5%			11.0%	10.4%		
Underlying Cost/Income	67%	69%			67%	67%		

<sup>(1)</sup> Adjusted for non-economic items (in Q3 17 and 9M 17), exceptional items and linearisation of IFRIC 21.

Societe Generale's Board of Directors, which met on November 7<sup>th</sup>, 2018 under the chairmanship of Lorenzo Bini Smaghi, examined the results for Q3 and 9M 2018 of the Societe Generale Group.

The various restatements enabling the transition from underlying data to published data are presented in the methodology notes (section 10.5).

#### Net banking income: EUR 6,530m (+9.6% vs. Q3 17), EUR 19,278m (+9.3% vs. 9M 17)

Underlying net banking income was significantly higher (+9.0%) in Q3 18 (+4.4% excluding the revaluation of Euroclear securities) at EUR 6,530 million vs. EUR 5,993 million in Q3 17. In 9M 18, underlying net banking income totalled EUR 19,278 million, up +2.4% (+0.9% excluding the revaluation of Euroclear securities) vs. EUR 18.834 million in 9M 17.

- French Retail Banking revenues were up +1.8% in Q3 18 (+2.3% vs. Q3 17 excluding changes in the PEL/CEL provision) and down -0.3% in 9M 18 (-0.6% vs. 9M 17 excluding PEL/CEL provision), driven by dynamic commissions in an environment still characterised by low interest rates.
- International Retail Banking & Financial Services' net banking income was significantly higher (+7.3%, +8.0%\*) in Q3 18 vs. Q3 17 and up +5.1% (+6.4%\*) in 9M 18 vs. 9M 17, driven by the growth in activities across all businesses and geographical regions.
- Global Banking & Investor Solutions' revenues were higher in Q3 18 (+7.7%) than in Q3 17 due to a rebound in Global Markets and the healthy momentum in Financing & Advisory activities, and slightly lower in 9M 18 (-2.5%) vs. 9M 17.

In accordance with IFRS 9, the variation in the revaluation of the Group's own financial liabilities is no longer recognised in profit or loss for the period. Consequently, in 2018, the Group no longer restates its earnings for non-economic items.

#### Operating expenses: EUR -4,341m (+8.5% vs. Q3 17), EUR -13,473m (+5.1% vs. 9M 17)

Underlying operating expenses amounted to EUR -4,374 million in Q3 18 vs. EUR -4,157 million in Q3 17 (+5.2%) and EUR -12,968 million in 9M 18 vs. EUR -12,657 million in 9M 17 (+2.5%).

The increase in operating expenses is in line with the full-year target in French Retail Banking. Efforts to support growth in International Retail Banking & Financial Services and Global Banking & Investor Solutions resulted in a positive jaws effect between revenue growth and the increase in costs.

The provision for disputes was the subject of an allocation of EUR -136 million in Q3 18, recorded in operating expenses. The balance of the provision for disputes was EUR 1.58 billion at September 30<sup>th</sup>, 2018.

#### Gross operating income: EUR 2,189m (+11.9% vs. Q3 17), EUR 5,805m (+20.5% vs. 9M 17)

Underlying gross operating income totalled EUR 2,156 million in Q3 18 (EUR 1,836 million in Q3 17) and EUR 6,310 million in 9M 18 (EUR 6,178 million in 9M 17).

#### Cost of risk<sup>(1)</sup>: EUR -264m in Q3 18, EUR -642m in 9M 18

The Group's underlying net cost of risk amounted to EUR -264 million in Q3 18 (EUR -212 million in Q3 17) and EUR -642 million in 9M 18 (EUR -680 million in 9M 17).

The commercial cost of risk (expressed as a fraction of outstanding loans) was higher in Q3 18 at 22 basis points (17 basis points in Q3 17) and stable at a low level of 18 basis points in 9M 18 (19 basis points in 9M 17).

- In French Retail Banking, the commercial cost of risk amounted to 25 basis points in Q3 18 (22 basis points in Q3 17) due to a selective origination policy, in a favourable economic environment.
- International Retail Banking & Financial Services' cost of risk stood at a low level of 37 basis points (33 basis points in Q3 17) and benefited from provision write-backs in the Czech Republic and Romania.
- Global Banking & Investor Solutions' cost of risk amounted to 4 basis points (-1 basis point in Q3 17) in an environment still characterised by a low level of impairments and reclassifications as performing loans.

The 2018 target is a cost of risk of between 20 and 25 basis points.

The gross doubtful outstandings ratio stood at 3.8% at end-September 2018 (4.5% at end-September 2017). The Group's gross coverage ratio for doubtful outstandings stood at 55%<sup>(2)</sup> at end-September 2018 (stable vs. June 30<sup>th</sup>, 2018).

#### Operating income: EUR 1,925m (+33.2% vs. Q3 17), EUR 5,163m (+31.1% vs. 9M 17)

Underlying operating income totalled EUR 1,892 million in Q3 18 (EUR 1,624 million in Q3 17) and EUR 5,668 million in 9M 18 (EUR 5,498 million in 9M 17).

<sup>(1) 2018</sup> figures established according to IFRS 9, 2017 figures established according to IAS 39, figures restated for the transfer of Global Transaction and Payment Services from French Retail Banking to Global Banking & Investor Solutions.

<sup>(2)</sup> Ratio between the amount of provisions on doubtful outstandings and the amount of these same outstandings.

#### **Net income**

In EUR m	Q3 18	Q3 17	9M 18	9M 17
Reported Group net income	1,234	932	3,240	2,737
Underlying Group net income <sup>(1)</sup>	1,252	1,079	3,721	3,616

In %	Q3 18	Q3 17	9M 18	9M 17
ROTE (reported)	10.9%	8.1%	9.6%	7.7%
Underlying ROTE <sup>(1)</sup>	11.0%	9.5%	11.0%	10.4%

Earnings per share amounts to EUR 3.62 in 9M 18 (EUR 3.12<sup>(2)</sup> in 9M 17). The dividend provision amounts to EUR 1.81 in 9M 18 corresponding to a 50% payout ratio.

<sup>(1)</sup> Adjusted for non-economic items (in 2017), exceptional items and effect of the linearisation of IFRIC 21

<sup>(2)</sup> Excluding non-economic items (gross EPS of EUR 2.98 in 9M 17)

#### 2. THE GROUP'S FINANCIAL STRUCTURE

Group **shareholders' equity** totalled EUR 60.1 billion at September 30<sup>th</sup>, 2018 (EUR 59.4 billion at December 31<sup>st</sup>, 2017; EUR 58.4 billion<sup>(1)</sup> at January 1<sup>st</sup>, 2018). Net asset value per share was EUR 63.40 and tangible net asset value per share was EUR 54.47.

The **consolidated balance sheet** totalled EUR 1,304 billion at September 30<sup>th</sup>, 2018 (EUR 1,274 billion at January 1<sup>st</sup>, 2018<sup>(1)</sup>, EUR 1,275 billion at December 31<sup>st</sup>, 2017). The net amount of customer loan outstandings at September 30<sup>th</sup>, 2018, including lease financing, was EUR 410 billion (EUR 396 billion at January 1<sup>st</sup>, 2018, EUR 404 billion at December 31<sup>st</sup>, 2017) – excluding assets and securities sold under repurchase agreements. At the same time, customer deposits amounted to EUR 393 billion at September 30<sup>th</sup>, 2018, vs. EUR 395 billion at January 1<sup>st</sup>, 2018 and December 31<sup>st</sup>, 2017 (excluding assets and securities sold under repurchase agreements).

At September 30<sup>th</sup>, 2018, the parent company had issued EUR 32.4 billion of medium/long-term debt, having an average maturity of 4.7 years and an average spread of 26.9 basis points (vs. the 6-month mid-swap, excluding subordinated debt). The subsidiaries had issued EUR 3.3 billion. At September 30<sup>th</sup>, 2018, the Group had issued a total of EUR 35.7 billion of medium/long-term debt. The LCR (Liquidity Coverage Ratio) was well above regulatory requirements at 131% at end-September 2018 vs. 127% at end-June 2018. At the same time, the NSFR (Net Stable Funding Ratio) was over 100% at end-September 2018.

The Group's **risk-weighted assets** (RWA) amounted to EUR 364.7 billion at September 30<sup>th</sup>, 2018 (vs. EUR 353.3 billion at end-December 2017) according to CRR/CRD4 rules. Risk-weighted assets in respect of credit risk represent 82.2% of the total, at EUR 299.8 billion, up +3.6% vs. December 31<sup>st</sup>, 2017.

At September 30<sup>th</sup>, 2018, the Group's fully-loaded **Common Equity Tier 1** ratio stood at 11.2%<sup>(2)</sup> (11.1% at June 30<sup>th</sup>, 2018, 11.4% at end-December 2017) up 8 basis points vs. June 30<sup>th</sup>, 2018. The Tier 1 ratio stood at 13.7% at end-September 2018 and the total capital ratio amounted to 16.9%.

Items eligible for the TLAC ratio represent 22.8% of RWA and 6.9% of leveraged exposure at end-September, which is already above the FSB's respective requirements for 2019 (19.5% and 6%). In addition, items eligible for the MREL ratio also enable the Group to comply with the minimum level notified by the SRB, i.e. 8% of the TLOF<sup>(3)</sup>. This level of 8% of the TLOF represented 24.36% of RWA at end-December 2016, which served as a reference for the SRB calibration.

The leverage ratio stood at 4.1% at September 30th, 2018 (4.3% at end-December 2017).

The Group is rated by five rating agencies: (i) DBRS - long-term rating (senior preferred debt) "A (high)", positive trends, short-term rating "R-1 (middle)"; (ii) FitchRatings - long-term rating "A", stable outlook, senior preferred debt rating "A+", short-term rating "F1"; (iii) Moody's – long-term rating (senior preferred debt) "A", stable outlook, short-term rating "P-1"; (iv) R&I - long-term rating (senior preferred debt) "A", stable outlook; and (v) S&P Global Ratings - long-term rating (senior preferred debt) "A", outlook raised to positive on October 24th, 2018, short-term rating "A-1".

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<sup>(1)</sup> Balances at January 1st, 2018 after first-time application of IFRS 9 except for subsidiaries in the insurance sector

<sup>(2)</sup> The phased-in ratio, including earnings for the current financial year amounts to 11.2% at end-September 2018 vs. 11.6% at end-December 2017 and 11.9% at end-September 2017

<sup>(3)</sup> TLOF: Total Liabilities and Own Funds

#### 3. FRENCH RETAIL BANKING

In EUR m	Q3 18	Q3 17	Change	9M 18	9M 17	Change
Net banking income	1,949	1,914	+1.8%	5,948	5,963	-0.3%
Net banking income excl. PEL/CEL	1,942	1,898	+2.3%	5,913	5,946	-0.6%
Operating expenses	(1,358)	(1,339)	+1.4%	(4,199)	(4,111)	+2.1%
Gross operating income	591	575	+2.8%	1,749	1,852	-5.6%
Gross Operating Income excl. PEL/CEL	584	559	+4.4%	1,714	1,835	-6.6%
Net cost of risk	(119)	(105)	+13.3%	(346)	(363)	-4.7%
Operating income	472	470	+0.4%	1,403	1,489	-5.8%
Reported Group net income	320	320	+0.0%	955	1,021	-6.5%
RONE	11.4%	11.6%		11.3%	12.5%	
Underlying RONE (1)	10.6%	12.7%	-	11.3%	13.3%	
Underlying Cost/Income <sup>(1)</sup>	71%	69%		71%	68%	

<sup>(1)</sup> Adjusted for linearisation of IFRIC 21, PEL/CEL provision and adjustment of hedging costs in Q3 17 and 9M 17

French Retail Banking delivered a resilient performance in Q3 18, against the backdrop of a persistently low interest rate environment and the transformation of the French networks.

#### Activity and net banking income

French Retail Banking's three brands, Societe Generale, Crédit du Nord and Boursorama, enjoyed a solid commercial momentum in Q3 18.

Boursorama consolidated its position as the leading online bank in France, with nearly 1.6 million clients at end-September 2018.

The Societe Generale and Crédit du Nord networks strengthened their franchises on the Group's target customers.

In the case of mass affluent and wealthy clients, French Retail Banking is supported by a solid private banking platform, with the number of clients up +5.1% at end-August 2018 (vs. end-August 2017). Private Banking in France recorded net inflow of EUR 3.1 billion in the first nine months of the year and a 3.9% increase in outstandings in Q3 18 vs. Q3 17 to EUR 64.3 billion (including Crédit du Nord).

Bancassurance enjoyed buoyant activity, with net inflow of EUR 411 million. Outstandings were up +2.0% at EUR 94 billion, with the unit-linked share accounting for 25%.

In the Business customer segment, French Retail Banking continued to develop its expertise in order to serve its customers, with the rollout of 4 regional business centres at end-October. The number of business customers increased by 1% vs. Q3 17.

In the case of Professional customers, Societe Generale continued to strengthen its expertise/proximity-based model, with the opening of three new "Pro Corners" (*espaces pro*) in Q3 18. The number of professional customers in French Retail Banking grew by 1% vs. Q3 17.

In a low interest rate environment, the Group confirmed its selective origination strategy.

Housing loan production totalled EUR 4.9 billion in Q3 18, down -10.5% vs. Q3 17 but up +12.0% vs. Q2 18. Consumer loan production remained dynamic in Q3 18, with an increase of +2.6% vs. Q3 17 and +11.1% over nine months.

Outstanding loans to individuals totalled EUR 110.3 billion and rose +3.0% in Q3 18 vs. Q3 17.

Corporate investment loan production was particularly dynamic in Q3 18, up +18.0% at EUR 3.5 billion, with an increase in average investment loan outstandings of +4.2% vs. Q3 17.

Overall, average loan outstandings rose +3.5% vs. Q3 17 to EUR 186.7 billion. Average outstanding balance sheet deposits came to EUR 201.5 billion in Q3 18, up +3.0% vs. Q3 17, driven by sight deposits (+8.2%). As a result, the average loan/deposit ratio stood at 93% in Q3 18 (vs. 92% in Q3 17).

French Retail Banking posted net banking income (after neutralising the impact of PEL/CEL provisions) of EUR 1,942 million in Q3 18, up +2.3% vs. Q3 17. In 9M 18, net banking income was down -0.6%. Published net banking income (after neutralising the impact of PEL/CEL provisions) is expected to be slightly lower (between -1% and -2%) in 2018 than in 2017 (EUR 7,982 million).

When restated for the impact of the adjustment of hedging costs (EUR -88 million in Q3 17), net banking income (after neutralising the impact of PEL/CEL provisions) was down -2.2% in Q3 18 and -2.0% in 9M 18.

This trend reflects the strong fee momentum (+3.6% vs. Q3 17 and +1.7% vs. 9M 17), with a good performance by service commissions and a pick-up in financial commissions particularly in Private Banking and Insurance. This healthy momentum was offset by the impact of the low interest rate environment on net interest income excluding PEL/CEL provision (+1.1% vs. Q3 17 and -4.4% vs. 9M 17, with a contraction of 7.2% in Q3 18 and 7.0% in 9M 18 when restated for the impact of the adjustment of hedging costs in Q3 17).

#### **Operating expenses**

French Retail Banking's operating expenses totalled EUR 1,358 million, up +1.4% vs. Q3 17.

In 9M 18, they were up +2.1%, in line with the expected increase in underlying operating expenses of less than 3% for the year, and reflect the acceleration of investments in the digital transformation process and the development of growth drivers.

As part of its transformation plan, the Group notably closed 75 branches over nine months. At the same time, the Group continued to digitalise the banking networks, with the ongoing dematerialisation of the offering.

The cost to income ratio stood at 71.3% in Q3 18, after linearisation of the IFRIC 21 charge (70.6% in 9M 18).

#### **Operating income**

The net cost of risk increased by 13.3% in Q3 18 vs. Q3 17 and remained at a low level of 25bp. Operating income came to EUR 472 million in Q3 18 (+0.4% vs. Q3 17). In 9M 18, French Retail Banking posted operating income of EUR 1,403 million (EUR 1,489 million in 9M 17).

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

French Retail Banking's contribution to Group net income amounted to EUR 320 million in Q3 18 (EUR 320 million in Q3 17). The return on normative equity after linearisation of the IFRIC 21 charge and restated for the PEL/CEL provision came to 10.6% (vs. 12.7% in Q3 17 restated for the adjustment of hedging costs). In 9M 18, the contribution to Group net income amounted to EUR 955 million (EUR 1,021 million in 9M 17).

In 9M 18, underlying RONE amounted to 11.3%.

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

In EUR m	Q3 18	Q3 17	Change		9M 18	9M 17	Cha	ange
Net banking income	2,092	1,949	+7.3%	+8.0%*	6,156	5,857	+5.1%	+6.4%*
Operating expenses	(1,100)	(1,051)	+4.7%	+5.4%*	(3,381)	(3,236)	+4.5%	+6.3%*
Gross operating income	992	898	+10.5%	+11.0%*	2,775	2,621	+5.9%	+6.4%*
Net cost of risk	(124)	(111)	+11.7%	+13.1%*	(290)	(281)	+3.2%	+16.4%*
Operating income	868	787	+10.3%	+10.7%*	2,485	2,340	+6.2%	+5.4%*
Net profits or losses from other assets	2	0	n/s	x 21.1	6	33	-81.8%	-82.7%*
Reported Group net income	532	493	+7.9%	+12.0%*	1,502	1,489	+0.9%	+4.7%*
RONE	18.9%	18.0%			17.6%	17.8%		
Underlying RONE (1)	18.2%	17.4%			17.9%	17.9%		
Underlying Cost/Income (1)	54%	56%			54%	55%		

#### (1) Adjusted for linearisation of IFRIC 21

Net banking income totalled EUR 2,092 million in Q3 18, up +7.3% vs. Q3 17, driven by an excellent commercial momentum in all regions and businesses. Operating expenses were up +4.7% over the period, generating a positive jaws effect. Gross operating income totalled EUR 992 million in Q3 18 (+10.5% vs. Q3 17). There was an increase of EUR 13 million in the net cost of risk but, overall, it remained low at EUR 124 million. The contribution to Group net income totalled EUR 532 million, up +7.9% vs. Q3 17.

Revenues totalled EUR 6,156 million in 9M 18, up +5.1% vs. 9M 17. Operating expenses, which included a EUR 60 million restructuring provision write-back in Q2 17, were up +4.5% vs. 9M 17. Gross operating income amounted to EUR 2,775 million (+5.9% vs. 9M 17). The net cost of risk was slightly higher (+3.2%) than in 9M 17 and the contribution to Group net income came to EUR 1,502 million (+0.9% vs. 9M 17). Underlying RONE stood at 17.9%.

On November 5<sup>th</sup>, 2018, Societe Generale signed an agreement to sell Euro Bank (Poland) to Bank Millennium. This transaction will take place in the next few months, subject to obtaining the authorisations of the relevant banking and competition authorities. This transaction will have an impact of around +8bp on the CET 1 ratio.

#### **International Retail Banking**

At end-September 2018, International Retail Banking's outstanding loans and deposits had grown at the same pace, by +6.2% (+7.0%\*) and +5.8% (+6.4%\*) respectively in Q3 18, to EUR 91.5 billion and EUR 82.1 billion.

The healthy commercial momentum was observed in all geographical regions, particularly in the individual customer segment, resulting in a good revenue performance. Revenues were up +8.2% (+9.9%\*) vs. Q3 17, taking net banking income to EUR 1,418 million in Q3 18.

At the same time, operating expenses remained under control at EUR 792 million, with a moderate increase of +4.8% (+6.5%\*). These two factors resulted in substantially higher (+12.8%, +14.5%\*) gross operating income at EUR 626 million in Q3 18. The contribution to Group net income rose accordingly (+13.0% vs. Q3 17) to EUR 313 million in Q3 18.

In 9M 18, net banking income totalled EUR 4,131 million and the contribution to Group net income came to EUR 855 million, up by +5.7% (+8.8%\*) and +7.4% respectively year-on-year.

In Western Europe, outstanding loans were up +11.9% vs. Q3 17, at EUR 19.5 billion, driven by buoyant automotive activity and a favourable economic environment. Revenues totalled EUR 215 million and gross operating income EUR 118 million in Q3 18; both were significantly higher (+8.6% and +12.4% respectively) than in Q3 17. The contribution to Group net income came to EUR 61 million, or +8.9% over the same period.

In the Czech Republic, there was an increase in both outstanding loans (+3.2% year-on-year, +2.2%\*) and outstanding deposits (+5.2% year-on-year, +4.2%\*) notably in the individual customer segment. This volume

effect, combined with a rise in rates, took net banking income to EUR 284 million, up +10.1% vs. Q3 17 (+8.5%\*). Disciplined management of costs, which were 3.0% higher than in Q3 17 (+1.7%\*) at EUR 136 million, accelerated the growth in gross operating income which was substantially higher (+17.5%, +15.6%\*) at EUR 148 million in Q3 18. Finally, the franchise made a solid contribution to Group net income of EUR 77 million in Q3 18, up +30.5% vs. Q3 17, with a EUR 11 million write-back in the net cost of risk.

In Romania, outstanding loans amounted to EUR 6.7 billion, stable at current exchange rates and slightly higher (+1.5%\*) at constant exchange rates. Outstanding deposits rose +1.0% (+2.4%\*), as a result of the general increase in wages, to EUR 9.4 billion in Q3 18. Against a backdrop of rising interest rates, net banking income climbed +11.4% (+13.0%\*) in Q3 18 to EUR 156 million. In relative terms, operating expenses rose +5.0% (+6.3%\*) to EUR 84 million. At EUR 72 million, operating performance was substantially higher (+20.0%, +21.9%\*) than in Q3 17. Risks remained under control, with a stable net cost of risk vs. Q3 17. The franchise's contribution to Group net income improved by +14.7% to EUR 39 million in Q3 18.

In other European countries, outstanding loans were up +9.0% (+8.3%\*) and outstanding deposits were up +7.9% (+7.0%\*) vs. Q3 17. Revenues increased by +14.5% (+13.8%\*) to EUR 174 million, reflecting the good performance of all customer segments, particularly in Serbia, while operating expenses were 4.4% higher (+3.9%\*). The net cost of risk remained under control in all countries, with a significant decline of -13.3% (-13.9%\*). The contribution to Group net income totalled EUR 51 million, substantially higher (+41.7%) than in Q3 17.

In Russia, there was further confirmation of commercial expansion in the individual customer segment, against the backdrop of the depreciation of the rouble. As a result, outstanding loans continued on their upward trend (+11.3%\* at constant exchange rates, +2.0% at current exchange rates). Deposit inflow was highly positive (+18.0%\*, +9.6%), driven both by the individual and business customer segments given the surplus liquidity in the market. Net banking income for SG Russia<sup>(1)</sup> came to EUR 207 million in Q3 18, up +11.1%\* (+0.6% at current exchange rates). Operating expenses were up +7.7%\* at EUR 133 million in Q3 18 (-1.6% at current exchange rates). The net cost of risk increased by EUR 10\* million and remained at a generally low level of EUR 20 million in Q3 18. SG Russia made a positive contribution to Group net income of EUR 43 million (+8.6%\* at constant exchange rates vs. Q3 17, -4.5% at current exchange rates).

In Africa, Mediterranean Basin and French Overseas Territories, commercial activity was generally healthy in all the geographical regions. Outstanding loans rose +7.4% (+8.1%\*) vs. Q3 17 to EUR 20.3 billion in Q3 18, with outstanding deposits up +6.5% (+7.3%\*) at EUR 20.2 billion. Net banking income came to EUR 403 million, an increase of +6.3% (+8.1%\*) vs. Q3 17, slightly undermined by the macro-economic difficulties encountered in Benin and Chad. The contribution to Group net income came to EUR 50 million (EUR 56 million in Q3 17), impacted by a seasonal effect on operating expenses (+9.4%, +10.6%\*) and a net cost of risk up +17.4% (+19.4%\*) in Q3 18.

#### Insurance

The Life Insurance business saw outstandings increase by +3.2%\* in Q3 18 vs. Q3 17. The business also benefited from a favourable trend towards unit-linked products, with the share of unit-linked products in outstandings up +2 points vs. Q3 17 at 28%.

There was further growth in Personal Protection insurance (premiums up +8.9%\* vs. Q3 17). Likewise, Property/Casualty insurance continued to enjoy strong growth (premiums up +12.4%\* vs. Q3 17), especially internationally.

The Insurance business saw net banking income increase by +2.4% vs. Q3 17 to EUR 217 million (+2.7%\* when adjusted for changes in Group structure and at constant exchange rates). Operating expenses rose +5.5% (+5.8%\*) vs. Q3 17, reflecting the expansion of the business and investments related to regulatory changes. The cost to income ratio remained at a low level (35.5% in Q3 18). The business' contribution to Group net income came to EUR 94 million, up +3.3% vs. Q3 17.

In 9M 18, net banking income was up +7.3% (+5.0%\*) at EUR 663 million and the contribution to Group net income was 8.8% higher at EUR 273 million.

(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 a good commercial momentum in Q3 18.

Operational Vehicle Leasing and Fleet Management experienced a substantial increase in its vehicle fleet (+9.8% vs. the end of Q3 17) to 1,626 million vehicles in Q3 18, driven by distribution channels' diversification strategy.

Equipment Finance's outstanding loans were up +5.6% (+5.9%\*) in Q3 18 vs. Q3 17, at EUR 17.7 billion (excluding factoring), driven primarily by the good performance in Scandinavia.

Against this backdrop, Financial Services to Corporates' net banking income was up +7.3% in Q3 18 vs. Q3 17 at EUR 457 million (+4.8%\*). Operating expenses increased by +4.1% vs. Q3 17, to EUR 231 million (+1.7%\*). The net cost of risk amounted to EUR 21 million, an increase of EUR 7 million. The contribution to Group net income was EUR 125 million, stable vs. Q3 17.

In 9M 18, Financial Services to Corporates' net banking income came to EUR 1,362 million, up +2.3% vs. 9M 17. The contribution to Group net income amounted to EUR 374 million vs. EUR 442 million in 9M 17, down -15.4%, reflecting primarily the consolidation of ALD for around 80% at the time of its stock market flotation.

#### 5. GLOBAL BANKING & INVESTOR SOLUTIONS

In Eur m	Q3 18	Q3 17	Cha	inge	9M 18	9M 17	Cha	inge
Net banking income	2,178	2,022	+7.7%	+7.5%*	6,805	6,980	-2.5%	-0.2%*
Operating expenses	(1,710)	(1,618)	+5.7%	+5.6%*	(5,462)	(5,378)	+1.6%	+3.7%*
Gross operating income	468	404	+15.8%	+15.1%*	1,343	1,602	-16.2%	-13.6%*
Net cost of risk	(15)	4	n/s	n/s	5	(37)	n/s	n/s
Operating income	453	408	+11.0%	+10.4%*	1,348	1,565	-13.9%	-11.4%*
Reported Group net income	345	325	+6.2%	+5.4%*	1,018	1,219	-16.5%	-14.2%*
RONE	8.7%	8.7%			8.9%	10.7%		
Underlying RONE <sup>(1)</sup>	6.9%	7.0%			9.5%	11.3%		
Underlying Cost/Income <sup>(1)</sup>	83%	84%			79%	76%		

#### (1) Adjusted for linearisation of IFRIC 21

Global Banking & Investor Solutions posted revenues of EUR 2,178 million in Q3 18, 7.7% higher than in Q3 17 (+7.5%\*), reflecting the rebound in Global Markets and the excellent momentum in Financing & Advisory.

In 9M 18, the division's net banking income totalled EUR 6,805 million, down -2.5% vs. 9M 17, following a decline in H1 in Global Markets.

#### **Global Markets & Investor Services**

**Global Markets & Investor Services'** net banking income amounted to EUR 1,252 million in Q3 18, 7.9% higher than in Q3 17 (+7.7%\*), due to the rebound in Equity activities and the good performance of Rates and Commodities, offsetting a less buoyant Credit market in Europe. In line with previous quarters, the United States and Asia delivered another excellent performance, with an improvement vs. Q3 17 due primarily to the good performance in equity derivatives. The division's net banking income totalled EUR 4,114 million in 9M 18, down -5.1% year-on-year (-2.4%\*).

The revenues of **Equities and Prime Services** were up +19% in Q3 18 vs. Q3 17 at EUR 593 million, due primarily to the good performance in the United States and in structured products, which offset the lower performance of the Cash Equity activity. Revenues totalled EUR 1,948 million in 9M 18, down -0.7% vs. 9M 17.

At EUR 494 million, the revenues of **Fixed Income, Currencies & Commodities** were stable in Q3 18 vs. Q3 17. Rate activity experienced a rebound in Q3 18 against a backdrop of increased client demand. However, this business was adversely affected by low liquidity in the European Credit market during the summer. Revenues totalled EUR 1,609 million in 9M 18, down -13.4% vs. 9M 17.

**Securities Services**' assets under custody amounted to EUR 4,084 billion at end-September 2018, up +3.3% vs. Q3 17. Over the same period, assets under administration were down -1.6% at EUR 643 billion. Securities Services' revenues were virtually stable in Q3 18 vs. Q3 17 at EUR 165 million (-0.6%), with the good level of commissions offsetting the decline in interest income. In 9M 18, the increase was +8.4% vs. 9M 17 at EUR 557 million. This sharp rise reflects the continued healthy commercial momentum.

#### **Financing & Advisory**

**Financing & Advisory's** net banking income totalled EUR 692 million in Q3 18, 9.3% higher than in Q3 17 and at its highest level since 2016. Net banking income amounted to EUR 1,957 million in 9M 18 (+3.3% vs. 9M 17).

All Financing activities benefited from robust new production and posted higher revenues. Asset Financing (aircraft, shipping and real estate) continued to grow, with a higher level of new business than in 2017. The Asset Backed Products division saw further expansion, particularly in Asia. Global Transaction Banking's

earnings were higher in Q3 18, with revenue growth notably for Cash Management and Correspondent Banking.

#### **Asset and Wealth Management**

The net banking income of the **Asset and Wealth Management** business line totalled EUR 234 million in Q3 18, up +2.2% vs. Q3 17, and EUR 734 million in 9M 18, down -2.4% vs. 9M 17.

Private Banking's assets under management amounted to EUR 121 billion at end-September 2018. Driven by strong inflow in France, they were up +1.3% vs. June 2018. **Private Banking** revenues totalled EUR 184 million in Q3 18, also higher (+2.2%) than in Q3 17, driven by the good performance in France. Revenues came to EUR 574 million in 9M 18, down -4.0% vs. 9M 17, impacted by the decline in international activities over the period.

**Lyxor's** assets under management came to EUR 125 billion in Q3 18, up +5% vs. Q2 18. Revenues totalled EUR 45 million, the same level as revenues in Q3 17. Good inflow on the Active Management component offset margin pressure in ETF activity. Revenues amounted to EUR 144 million in 9M 18, up +2.9% vs. 9M 17.

#### **Operating expenses**

Global Banking & Investor Solutions' operating expenses were up +5.7% in Q3 18 vs. the exceptionally low level in Q3 17, generating a positive jaws effect. In 9M 18, they were up +1.6% (+3.7%\*).

### **Operating income**

Gross operating income came to EUR 468 million, up +15.8% vs. Q3 17, and EUR 1,343 million in 9M 18, down -16.2% vs. 9M 17.

The net cost of risk amounted to EUR -15 million in Q3 18. In 9M 18, there was a EUR 5 million write-back in the net cost of risk (EUR -37 million in 9M 17), reflecting the division's good risk management.

Global Banking & Investor Solutions' operating income totalled EUR 453 million in Q3 18, up +11% vs. Q3 17, and EUR 1,348 million in 9M 18, down -13.9%.

#### **Net income**

The division's contribution to Group net income came to EUR 345 million in Q3 18, up +6.2%.

Underlying RONE amounted to 9.5% in 9M 18.

#### 6. CORPORATE CENTRE

In EUR m	Q3 18	Q3 17	9M 18	9M 17
Net banking income	311	73	369	(1,169)
Net banking income <sup>(1)</sup>	311	20	369	(1,023)
Operating expenses	(173)	7	(431)	(89)
Gross operating income	138	80	(62)	(1,258)
Gross operating income <sup>(1)</sup>	138	27	(62)	(1,112)
Net cost of risk	(6)	(300)	(11)	(199)
Net profits or losses from other assets	1	72	(31)	279
Reported Group net income	37	(206)	(235)	(992)
Group Net Income <sup>(1)</sup>	37	(244)	(235)	(888)

#### 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 reinvoiced to the businesses.

The revaluation of the Group's own financial liabilities is no longer recognised in profit or loss for the period due to the implementation of IFRS 9 as from January 1<sup>st</sup>, 2018. Consequently, earnings are no longer restated for this non-economic item.

The Corporate Centre's net banking income totalled EUR 311 million in Q3 18 vs. EUR 20<sup>(1)</sup> million in Q3 17 and included the revaluation of Euroclear securities amounting to EUR +271 million.

Operating expenses included an allocation to the provision for disputes of EUR -136 million. At September 30<sup>th</sup>, 2018, the provision for disputes amounted to EUR 1.58 billion. The expected financial cost of the future settlement of the US Sanctions Case is fully covered by the provision allocated within the provision for disputes.

Gross operating income was EUR 138 million in Q3 18 vs. EUR 27<sup>(1)</sup> million in Q3 17. In 9M 18, gross operating income excluding the impact of exceptional items amounted to EUR 274 million and EUR 3 million after restatement of the revaluation of Euroclear securities.

The net cost of risk amounted to EUR -6 million in Q3 18 vs. EUR -300 million in Q3 17, which included an additional allocation of EUR -300 million to the provision for disputes.

The Corporate Centre's contribution to Group net income was EUR +37 million in Q3 18 (EUR -244<sup>(1)</sup> million in Q3 17).

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<sup>(1)</sup> Excluding non-economic items for 2017 data

#### 7. CONCLUSION

Societe Generale generated Group net income of EUR 1,234 million and underlying Group net income of EUR 1,252 million in Q3 18. Underlying ROTE stood at 11.0%.

Societe Generale continued to implement its strategic plan in Q3 18, based around its 5 key pillars:

- **Growing**, with the Group's underlying revenues up +9.0% in Q3 18 (+4.4% excluding the revaluation of Euroclear securities). In a persistently low interest rate environment, French Retail Banking revenues proved resilient. The growth in International Retail Banking & Financial Services continued in all businesses and geographical regions. Global Banking & Investor Solutions' performance was underpinned by the rebound in market activities and buoyant Financing & Advisory businesses.
- **Transforming**, with the ongoing transformation of French Retail Banking and strengthening of the Group's risk profile.
- Delivering on cost control with costs in line with the 2018 target in French Retail Banking and a
  positive jaws effect in International Retail Banking & Financial Services and Global Banking & Investor
  Solutions.
- Completing the refocusing, with the announcement of the signing of the agreement for the disposal
  of Euro Bank (Poland) and the announcements of several disposals expected over the next few
  quarters.
- **Establishing**, at all levels, a culture of responsibility, throughout the Group and its activities, notably through further progress in the resolution of litigation issues and the Group's engagement in positive transformation processes.

#### 8. 2018/2019 FINANCIAL CALENDAR

2018/2019 Financial communication calendar

February 7<sup>th</sup>, 2019 Fourth quarter and FY 2018 results

May 3<sup>rd</sup>, 2019 First quarter 2019 results

August 1st, 2019 Second quarter and first half 2019 results

November 6<sup>th</sup>, 2019 Third quarter 2019 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, ROTE, RONE, net assets, tangible net assets, and the amounts serving as a basis for the different restatements carried out (in particular the transition from published 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.

## 9. APPENDIX 1: FINANCIAL DATA

## **GROUP NET INCOME AFTER TAX BY CORE BUSINESS**

In EURm	Q3 18	Q3 17	Change	9M 18	9M 17	Change
French Retail Banking	320	320	0.0%	955	1,021	-6.5%
International Retail Banking and Financial Services	532	493	+7.9%	1,502	1,489	+0.9%
Global Banking and Investor Solutions	345	325	+6.2%	1,018	1,219	-16.5%
Core Businesses	1,197	1,138	+5.2%	3,475	3,729	-6.8%
Corporate Centre	37	(206)	n/s	(235)	(992)	+76.3%
Group	1,234	932	+32.4%	3,240	2,737	+18.4%

## **CONSOLIDATED BALANCE SHEET**

(ASSETS - In millions of euros)	30.09.2018	01.01.2018
Central banks	92,570	114,404
Financial assets at fair value through profit or loss	373,844	369,112
Hedging derivatives	11,272	12,718
Financial assets measured at fair value through other comprehensive		
income	52,203	50,468
Securities at amortised cost	11,515	11,592
Due from banks at amortised cost	68,183	53,656
Customer loans at amortised cost (**)	433,871	417,391
Revaluation differences on portfolios hedged against interest rate risk	443	663
Investment of insurance activities	149,868	147,611
Tax assets	5,422	6,292
Other assets	67,943	60,449
Non-current assets held for sale	5,151	13
Investments accounted for using the equity method	666	659
Tangible and intangible assets	26,060	24,200
Goodwill	4,862	4,988
Total	1,303,873	1,274,216
(LIABILITIES - In millions of euros)	30.09.2018	01.01.2018
Central banks	7,110	5,604
Financial liabilities at fair value through profit or loss	364,204	368,550
Hedging derivatives	6,090	6,146
Debt securities issued	114,082	103,235
Due to banks (**)	96,789	88,621
Customer deposits (**)	411,434	410,633
Revaluation differences on portfolios hedged against interest rate risk	4,708	6,020
Tax liabilities	1,286	1,608
Other liabilities	77,098	69,139
Non-current liabilities held for sale	4,940	
Liabilities related to insurance activities contracts	132,924	131,717
Provisions	5,364	6,345
Subordinated debts	13,103	13,647
Total liabilities	1,239,132	1,211,265
SHAREHOLDERS' EQUITY		
Shareholders' equity, Group share		
Issued common stocks, equity instruments and capital reserves	29,722	29,427
Retained earnings	28,411	27,698
Net income	3,240	2,806
Sub-total	61,373	59,931
Unrealised or deferred capital gains and losses	(1,224)	(1,503)
Sub-total equity, Group share	60,149	58,428
	4.500	4,523
Non-controlling interests	4,592	4,525
Total equity	4,592 <b>64,741</b>	62,951

NB. Customer loans include lease financing.

(\*\*) The Group signed an agreement for the disposal of Euro Bank on November 5<sup>th</sup>, 2018. This entity's contributions to the Group's balance sheet include primarily EUR 2,797 million of customer loans, EUR 938 million of amounts due to banks and EUR 1,675 million of customer deposits. No unrealised loss is to be provisioned in the income statement as at September 30<sup>th</sup>, 2018.

At September 30<sup>th</sup>, 2018, the highly probable nature that this entity will be sold in the next twelve months had not yet been established. Consequently, in the consolidated balance sheet at September 30<sup>th</sup>, 2018, the entity's assets and liabilities continue to be presented in their original items.

#### 10. APPENDIX 2: METHODOLOGY

# 1 – The Group's consolidated results as at September 30<sup>th</sup>, 2018 were examined by the Board of Directors on November 7<sup>th</sup>, 2018.

The financial information presented in respect of the third quarter and first nine months of the year ending on September 30<sup>th</sup>, 2018 has been prepared in accordance with IFRS as adopted in the European Union and applicable at that date. This information has not been audited.

#### 2 - Net banking income

The pillars' **net banking income** is defined on page 44 of Societe Generale's 2018 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>, 2017 (pages 390 et seq. and page 410 of Societe Generale's 2018 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 2018 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.

# 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. In accordance with IFRS 9, the variation in the revaluation of the Group's own financial liabilities is no longer recognised in earnings for the period but in shareholders' equity. Consequently, the Group will no longer present published information restated for non-economic items.

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.

In EURm	Q3 18	Q3 17	Change		9M 18	9M 17	Change
Net Banking Income	6,530	5,958	+9.6%		19,278	17,631	+9.3%
Revaluation of own financial							
liabilities*		53				(146)	
DVA*		0				(6)	
Adjustment of hedging							
costs**		(88)				(88)	
LIA settlement**						(963)	
Underlying Net Banking							
Income	6,530	5,993	+9.0%		19,278	18,834	+2.4%
Operating expenses	(4,341)	(4,001)	+8.5%	(	13,473)	(12,814)	+5.1%
IFRIC 21 linearisation	(169)	(157)			169	157	
Provision for disputes**	(136)				(336)		
Underlying Operating							
expenses	(4,374)	(4,158)	+5.2%	(	12,968)	(12,657)	+2.5%
Net cost of risk	(264)	(512)	-48.4%		(642)	(880)	-27.0%
Provision for disputes**		(300)				(600)	
LIA settlement**						400	
Underlying Net Cost of Risk	(264)	(212)	+24.5%		(642)	(680)	-5.6%
Net profit or losses from							
other assets	2	72	n/s		(39)	317	n/s
Sale of Express Bank and							
Societe Generale Albania**					(27)		
Change in consolidation							
method of Antarius**						203	
SG Fortune disposal**		74				74	
Underlying Net profits or							
losses from other assets	2	(2)	n/s		(12)	40	n/s
Group net income	1,234	932	+32.4%		3,240	2,737	+18.4%
Effect in Group net income of							
above restatements	(18)	(147)			(481)	(879)	
Underlying Group net		, ,					
income	1,252	1,079	+16.1%		3,721	3,616	+2.9%

<sup>\*</sup> Non-economic items

<sup>\*\*</sup> 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 564 of Societe Generale's 2018 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 EURm)	Q3 18	Q3 17	9M 18	9M 17
	Net Cost Of Risk	118	100	346	369
French Retail Banking	Gross Ioan Outstandings	186,639	184,283	186,031	181,194
	Cost of Risk in bp	25	22	25	27
	Net Cost Of Risk	124	105	290	257
International Retail Banking and Financial Services	Gross Ioan Outstandings	135,671	125,914	133,350	125,259
	Cost of Risk in bp	37	33	29	27
	Net Cost Of Risk	16	(4)	(5)	36
Global Banking and Investor Solutions	Gross Ioan Outstandings	156,723	148,867	151,240	158,517
Conditions	Cost of Risk in bp	4	(1)	0	3
	Net Cost Of Risk	6	-	11	-
<b>Corporate Centre</b>	Gross Ioan Outstandings	8,100	8,931	7,266	7,891
	Cost of Risk in bp	29	-	20	(1)
	Net Cost Of Risk	264	201	642	662
Societe Generale Group	Gross loan Outstandings	487,133	467,995	477,887	472,862
	Cost of Risk in bp	22	17	18	19

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, ROTE, RONE

The notions of **ROE** (Return On Equity) and **ROTE** (Return On Tangible Equity), as well as their calculation methodology, are specified on page 47 of Societe Generale's 2018 Registration Document. This measure makes it possible to assess Societe Generale's return on equity and return on tangible 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.

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). For ROTE, income is also restated for goodwill impairment.

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

End of period	Q3 18	Q3 17	9M 18	9M 17
Shareholders' equity Group share	60,149	60,254	60,149	60,254
Deeply subordinated notes	(9,249)	(9,082)	(9,249)	(9,082)
Undated subordinated notes	(276)	(272)	(276)	(272)
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	(169)	(154)	(169)	(154)
OCI excluding conversion reserves	(300)	(1,082)	(300)	(1,082)
Dividend provision	(1,451)	(1,321)	(1,451)	(1,321)
ROE equity end of period	48,704	48,342	48,704	48,342
Average ROE equity	48,327	48,348	47,845	48,132
Average Goodwill	(5,033)	(5,027)	(5,044)	(4,868)
Average Intangible Assets	(2,091)	(1,850)	(2,028)	(1,807)
Average ROTE equity	41,203	41,471	40,773	41,457
Group Net Income (a)	1,234	932	3,240	2,737
Underlying Group Net Income (b)	1,252	1,079	3,721	3,616
Interest net of tax on deeply subordinated notes & undated subordinated notes (c)	(115)	(95)	(338)	(349)
Cancellation of goodwill impairment (d)	-	-	22	-
Corrected Group Net Income (e) = (a)+(c)+(d)	1,119	837	2,924	2,388
Corrected underlying Group Net Income (f)=(b)+(c)	1,137	984	3,383	3,267
Average ROTE equity (g)	41,203	41,471	40,773	41,457
ROTE [quarter: (4*e)/g, 9 months: (4/3*e/g)]	10.9%	8.1%	9.6%	7.7%
Average ROTE equity (underlying) (h)	41,212	41,520	41,013	41,920
Underlying ROTE [quarter: (4*f)/h, 9 months: (4/3*f/h)]	11.0%	9.5%	11.0%	10.4%

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

	Q3 18	Q3 17	Change	9M 18	9M 17	Change
French Retail Banking	11,192	11,077	+1.0%	11,229	10,878	+3.2%
International Retail Banking and Financial Services	11,287	10,928	+3.2%	11,359	11,146	+1.9%
Global Banking and Investor Solutions	15,933	15,026	+6.0%	15,237	15,152	+0.6%
Core Businesses	38,406	37,031	+3.7%	37,823	37,176	+1.7%
Corporate Centre	9,915	11,317	-11.9%	10,020	10,956	-8.5%
Group	48,327	48,348	+0.1%	47,845	48,132	-0.6%

**8 – Net assets and tangible net assets** are defined in the methodology, page 49 of the Group's 2018 Registration Document. The items used to calculate them are presented below.

End of period	9M 18	H1 18	2017	9M 17
Shareholders' equity Group share	60,149	58,959	59,373	60,254
Deeply subordinated notes	(9,249)	(9,197)	(8,520)	(9,082)
Undated subordinated notes	(276)	(274)	(269)	(272)
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	(169)	(213)	(165)	(154)
Book value of own shares in trading portfolio	387	500	223	181
Net Asset Value	50,842	49,775	50,642	50,926
Goodwill	(5,033)	(5,140)	(5,154)	(5,028)
Intangible Assets	(2,130)	(2,027)	(1,940)	(1,868)
Net Tangible Asset Value	43,679	42,608	43,548	44,030
Number of shares used to calculate NAPS**	801,942	801,924	801,067	800,848
Net Asset Value per Share	63.4	62.1	63.2	63.6
Net Tangible Asset Value per Share	54.5	53.1	54.4	55.0

<sup>\*\*</sup> The number of shares considered is the number of ordinary shares outstanding as at September 30<sup>th</sup>, 2018, 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 2018 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 2018 Registration Document, the Group also publishes EPS adjusted for the impact of non-economic items, exceptional items and the effect of the linearisation of IFRIC 21 presented in methodology note No. 5 (underlying EPS).

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

Average number of shares (thousands)	9M 18	H1 18	2017	9M 17
Existing shares	807,918	807,918	807,754	807,714
Deductions				
Shares allocated to cover stock option plans and free shares awarded to staff	5,231	5,059	4,961	4,892
Other own shares and treasury shares	996	1,252	2,198	2,343
Number of shares used to calculate EPS**	801,691	801,607	800,596	800,478
Group net Income	3,240	2,006	2,806	2,737
Interest, net of tax on deeply subordinated notes and undated subordinated notes	(338)	(223)	(466)	(349)
Capital gain net of tax on partial buybacks				
Adjusted Group net income	2,902	1,783	2,340	2,388
EPS (in EUR)	3.62	2.22	2.92	2.98
Underlying EPS* (in EUR)	4.22	2.80	5.03	4.08

<sup>\*</sup> Excluding non-economic and exceptional items and including the effect of the linearisation of IFRIC 21 (for 9M 17, H1 18 and 9M 18).

**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 in the "Investor" section.

<sup>\*\*</sup> The number of shares considered is the number of ordinary shares outstanding as at September 30<sup>th</sup>, 2018, excluding treasury shares and buybacks, but including the trading shares held by the Group

# 1.1.2 Press releases of 3<sup>rd</sup> and 4<sup>th</sup> September 2018: Update of the information related to investigations by U.S. authorities

In the context of the investigation by the Office of Foreign Assets Control of the U.S. Department of the Treasury, the U.S. Attorney's Office of the Southern District of New York, the New York County District Attorney's Office, the Board of Governors of the Federal Reserve System and the Federal Reserve Bank of New York, and the New York State Department of Financial Services (the "U.S. Authorities"), regarding certain U.S. dollar transactions processed by Société Générale involving countries that are the subject of U.S. economic sanctions (the "U.S. Sanctions Matter"), Societe Generale has entered into a phase of more active discussions with these U.S. authorities with a view to reaching a resolution of this matter within the coming weeks.

Within the provision for disputes amounting to EUR 1.43 billion, approximately 1.1 billion in Euro equivalent is allocated to the U.S. Sanctions Matter, in accordance with IFRS standards. At this stage, Société Générale expects that the amount of the penalties in the U.S. Sanctions Matter will be almost entirely covered by the provision for disputes allocated to this matter.

# 1.1.3 Press releases of 2<sup>nd</sup> November 2018: The European Banking Authority Publishes the results of the 2018 European Stress Testing Exercise

The European Banking Authority published on 2<sup>nd</sup> November 2018 the results of the 2018 Europe-wide stress-testing exercise covering 48 banks in the EU.

The detailed results of the stress testing for Societe Generale are available in excel format on the Group's Corporate website under "Pillar 3 and other prudential information", for the year 2018 at: <a href="https://www.societegenerale.com/en/measuring-our-performance/information-and-publications/registration-documents">https://www.societegenerale.com/en/measuring-our-performance/information-and-publications/registration-documents</a>

The complete results and information regarding the methodology used for the set of European banks reviewed are available on the European Banking Authority website: <a href="https://www.eba.europa.eu">www.eba.europa.eu</a>.

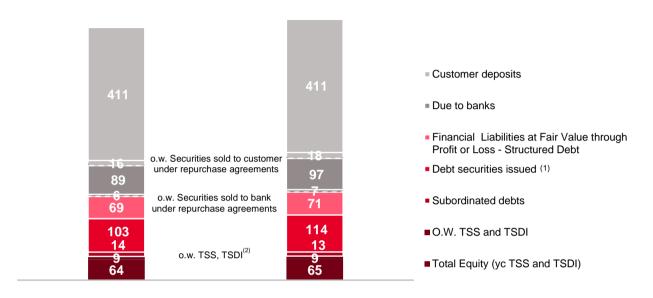
# 1.2 Financial policy

# 1.2.1 Group debt policy: update of the pages 64 and 65 of the 2018 Registration Document

#### **GROUP FUNDING STRUCTURE**

#### **31 DECEMBER 2017**

#### **30 SEPTEMBER 2018**



(1) o.w. SGSCF: (EUR 5.8bn), SGSFH: (EUR 12.6bn), CRH: (EUR 5.9bn), securitisation and other secured issuances: (EUR 2.9bn), conduits: (EUR 9.8bn) at end-September 2018 (and SGSCF: (EUR 7.1bn), SGSFH: (EUR 10.3bn), CRH: (EUR 6.0bn), securitisation and other secured issuances: (EUR 3.5bn), conduits: (EUR 9.5bn) at end-December 2017).

(2) TSS: Deeply Subordinated Notes, TSDI: Undated Subordinated notes. Notional amount excluding notably fx differences, original issue premiums/discounts, and accrued interest

The Group's funding structure is broken down as follows:

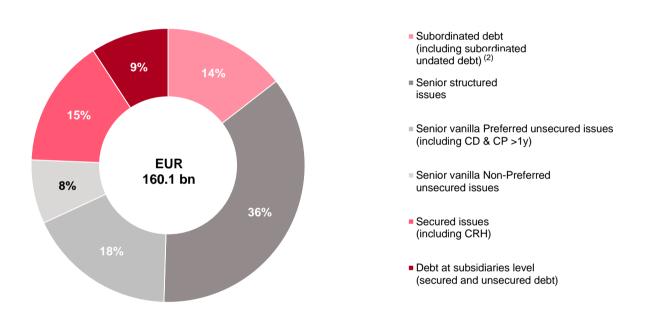
- capital including deeply subordinated and perpetual subordinated notes (representing EUR 9.6bn as of 30 September 2018 and EUR 8.9bn at end 2017),
- debt securities issued by the Group, of which:
  - dated subordinated debt (EUR 13.6bn at 30 September 2018 and EUR 14.1bn at end-2017),
  - long-term vanilla senior non-preferred debt (EUR 12.1bn at 30 September 2018 and EUR 6.6bn at end-2017),
  - long-term vanilla senior debt (EUR 28.2bn at 30 September 2018 and EUR 26.1bn at end-2017),
  - covered bonds issued through the following vehicles: SGSCF (EUR 5.8bn at 30 September 2018 and EUR 7.1bn at end-2017); SGSFH (EUR 12.6bn at 30 September 2018 and EUR 10.3bn at end-2017); CRH (EUR 5.9bn at 30 September 2018 and EUR 6.0bn at end-2017),
  - securitisations and other secured debt issues: EUR 2.9bn at 30 September 2018 and EUR 3.5bn at end-2017,
  - conduits (EUR 9.8bn at 30 September 2018 and EUR 9.5bn at end-2017),
  - financial liabilities reported at fair value through P&L, including debt securities issued reported in the trading book, and debt securities issued measured using fair value option through P&L,
- debt to customers, particularly deposits.

The **Societe Generale Group's debt policy** is designed not only to ensure financing for the growth of the core businesses' commercial activities and debt renewal, but also to maintain repayment schedules that are compatible with the Group's ability to access the market and its future growth.

The Group's debt policy is based on 2 principles:

- firstly, maintaining an active policy of diversifying the Societe Generale Group's sources of refinancing issued in the capital market in order to guarantee its stability;
- secondly, adopting a Group refinancing structure that consistently matches the maturities of its assets and liabilities.

#### GROUP LONG-TERM DEBT ISSUED IN THE CAPITAL MARKET AT 30 SEPTEMBER 2018(1)

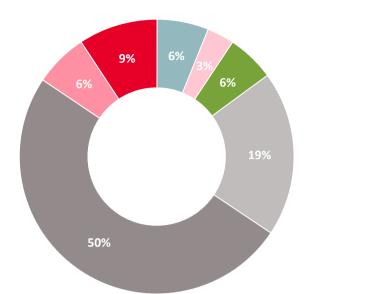


- (1) Group short-term debt totalled EUR 47.4bn as of 30 September 2018, of which EUR 9.8bn issued by conduits.
- (2) Of which EUR 9.5bn accounted as "other equity instruments" (see consolidated financial statements, changes in shareholders' equity).

Accordingly, the **Group's long-term financing plan**, implemented gradually and in a coordinated manner during the year based on a non-opportunistic issuance policy, is designed to maintain a surplus liquidity position over the medium and long term.

At 30 September 2018, the liquidity raised under the 2018 financing programme amounted to EUR 35.7bn in senior and subordinated debt. The liquidity raised at the parent company level amounted to EUR 32.4bn at 30 September 2018. The breakdown of refinancing sources is as follows: EUR 2.0 billion in senior vanilla preferred unsecured issues, EUR 6.9bn in senior vanilla non-preferred unsecured issues, EUR 17.9bn in senior structured issues, EUR 2.25bn in secured issues (SG SFH) and EUR 3.3bn in subordinated issues. At the subsidiary level, EUR 3.3bn had been raised at 30 September 2018.

## FINANCING PROGRAMME AT END SEPTEMBER 2018: EUR 35.7bn



- Subordinated debt
- Senior vanilla Preferred unsecured issues
- Senior vanilla Non-Preferred unsecured issues
- Senior structured issues
- Secured issues (including CRH)
- Debt at subsidiaries level (secured and unsecured)
- Subordinated undated debt

# 1.3 Major investments and disposals - update of the page 66 of the 2018 Registration Document

The Group has maintained in 2018 a targeted acquisition and disposal policy in line with its strategy focused on its core businesses and management of its resources.

<b>Business division</b>	Description of investments				
2018					
International Retail Banking and Financial Services	Acquisition of Reflex (flexible operational vehicle leasing in Spain).				
Global Banking and Investor Solutions	Acquisition of Lumo (crowdfunding platform dedicated to renewable enegies).				
2017					
International Retail Banking and Financial Services	Acquisition of BBVA Autorenting (operational vehicle leasing in Spain) and of Merrion Fleet (operational vehicle leasing in Ireland).				
International Retail Banking and Financial Services	Acquisition of 50% and exclusive control of Antarius (insurance).				
2016					
International Retail Banking and Financial Services	Acquisition of the Parcours 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).				
and Financial Services International Retail Banking and Financial Services 2016 International Retail Banking and Financial Services Global Banking	Merrion Fleet (operational vehicle leasing in Ireland).  Acquisition of 50% and exclusive control of Antarius (insurance).  Acquisition of the Parcours Group (operational vehicle leasing in France).  Acquisition of the Kleinwort Benson Group (private banking in the United)				

Business division	Description of disposals				
2018					
Corporate Centre	Disposal of a 2.05% stake in Euroclear.				
2017					
International Retail Banking and Financial Services	Disposal of 20% of ALD at the time of the company's stock market listing.				
International Retail Banking and Financial Services	Disposal of Splitska Banka in Croatia.				
Global Banking and Investor Solutions	Disposal of the entire stake in Fortune (49%) in China.				
French Retail Banking	Disposal of Onvista in Germany.				
2016					
International Retail Banking and Financial Services	Disposal of 93.6% of Bank Republic in Georgia.				
Corporate Centre	Disposal of the Group's stake in Visa Europe.				
Corporate Centre	Disposal of the 8.6% stake in Axway.				

# 1.4 Pending acquisitions and major contracts - update of the page 67 of the 2018 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**

The Group has announced on 3 July 2018 that it has reached an agreement to acquire Commerzbank's Equity Markets and Commodities business (EMC). This agreement became final on 8 November 2018. The staff integration and the transfer of trading books as well as its associated assets and liabilities are anticipated to take place gradually, starting in 2019, once the relevant approvals are obtained.

The Group has announced on 27 September 2018 the acquisition of Treezor, one of France's pioneering Banking-as-a-Service platforms. This acquisition is subject to approval by the ACPR.

## **Pending disposals**

On 5 June 2018, the Group, through Boursorama, has announced it has agreed to sell the entire stake of Boursorama in Self Trade Bank S.A.U, its Spanish subsidiary, to Warburg Pincus. The sale is expected to close before end of year, following completion of the necessary regulatory authorizations.

On 30 July 2018, the Group has signed an agreement with ABN-AMRO for the sale of its entire stake in SG Private Banking Belgium. The sale is expected to be closed within the next months, following completion of the necessary authorizations.

The Group has announced on 1<sup>st</sup> August 2018 it has signed an agreement for the sale of its entire stake in SG Express Bank, in Bulgaria, to OTP. The sale is expected to be closed within the next months, following completion of the necessary regulatory and antitrust authorizations.

The Group has also announced on 1<sup>st</sup> August 2018 it has signed an agreement for the sale of its entire stake in SG Albania, in Albania, to OTP. The sale is expected to be closed within the next months, following renunciation from minority shareholders of their preemption right and completion of the necessary regulatory and antitrust authorizations.

On 5 November 2018, the Group has entered into an agreement to sell Euro Bank, its Retail banking subsidiary in Poland, to Bank Millennium. The closing of the transaction is expected to take place in the first half of 2019, subject to receipt of clearances from the relevant banking and antitrust authorities.

#### 2.1 Prudential ratios

# 2.1.1 Prudential ratio management – Update of the pages 166 to 177 of the 2018 Registration Document

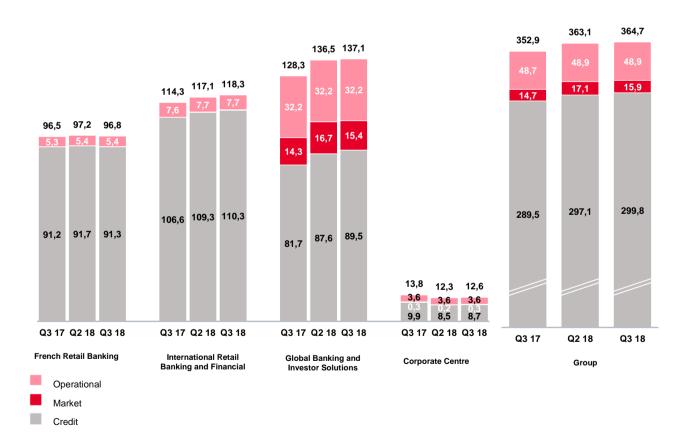
During the first three quarters of 2018, Societe Generale issued an equivalent of EUR 1,150 M of subordinated Tier 2 bonds and USD 1,250 M of Additional Tier 1 bonds. Societe Generale also launched an Additional Tier 1 issuance of USD 1,250 M on 27 September 2018 issued on 4 October 2018.

In addition, during this period, the Group redeemed at its first call date two Additional Tier 1 bonds for respective amounts of GBP 506 M and EUR 100 M, implemented in June and July 2008, as well as six Tier 2 bonds (issuances with residual amounts of GBP 276 M, implemented in January and December 2003, issuances with residual amounts of EUR 681 M, implemented in February and March 2008 and May 2006, and an issuance with a residual amount of EUR 778 M implemented in August 2008).

Société Générale also announced on 15 October 2018 the early redemption at first call date (29 November 2018) of USD 1,250 M Additional Tier 1 bonds issued in September 2013.

# 2.1.2 Extract from the presentation dated November 8, 2018: third quarter 2018 results - Update of the pages 171 to 177 of the 2018 Registration document

## RISK-WEIGHTED ASSETS\* (CRR/CRD 4, IN EUR BN)



<sup>\*</sup> Includes the entities reported under IFRS 5 until disposal Data restated reflecting new quarterly series published on 4 April 2018.

# 2.2 CRR/CRD4 Prudential capital ratios

#### FULLY LOADED COMMON EQUITY TIER 1, TIER 1 AND TOTAL CAPITAL

In EUR m	30/09/2018	31/12/2017
Shareholder equity Group share	60.1	59.4
Deeply subordinated notes*	(9.2)	(8.5)
Undated subordinated notes*	(0.3)	(0.3)
Dividend to be paid & interest on subordinated notes	(1.6)	(1.9)
Goodwill and intangible	(6.8)	(6.6)
Non controlling interests	3.5	3.5
Deductions and regulatory adjustments	(5.1)	(5.4)
Common Equity Tier 1 Capital	40.7	40.2
Additionnal Tier 1 Capital	9.3	8.7
Tier 1 Capital	49.9	48.9
Tier 2 capital	11.6	11.1
Total capital (Tier 1 + Tier 2)	61.5	60.0
Risk-Weighted Assets	365	353
Common Equity Tier 1 Ratio	11.2%	11.4%
Tier 1 Ratio	13.7%	13.8%
Total Capital Ratio	16.9%	17.0%

Ratios based on the CRR/CDR4 rules as published on 26th June 2013, including Danish compromise for insurance. See Methodology

#### FINANCIAL CONGLOMERATE RATIO

At 30 June 2018, the financial conglomerate ratio is 138%, consisting of a numerator ("Own funds of the Financial Conglomerate") of EUR 63.5 billion, and a denominator ("Regulatory requirement of the Financial Conglomerate") of EUR 46.2 billion.

### CRR FULLY LOADED LEVERAGE RATIO(1)

In EUR bn	30/09/2018	31/12/2017
Tier 1 Capital	49.9	48.9
Total prudential balance sheet (2)	1,165	1,138
Adjustement related to derivative exposures	(32)	(61)
Adjustement related to securities financing transactions*	(9)	(9)
Off-balance sheet (loan and guarantee commitments)	98	93
Technical and prudential ajustments (Tier 1 capital prudential deductions)	(10)	(11)
Leverage exposure	1,211	1,150
CRR leverage ratio	4.1%	4.3%

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

<sup>\*</sup> Excluding issue premiums on deeply subordinated notes and on undated subordinated notes

<sup>\*\*</sup> Fully loaded deductions

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

<sup>\*</sup> Securities financing transactions: repos, reverse repos, securities lending and borrowing and other similar transaction

# 2.3 Provisioning of doubtful loans - Update of the page 199 of the 2018 Registration Document

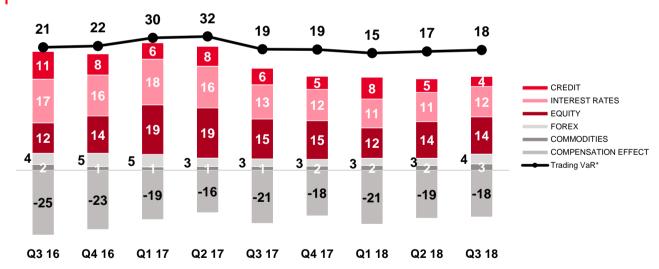
In EUR bn	30/09/2018	30/06/2018	30/09/2017
Gross book outstandings*	496.6	491.2	472.7
Doubtful loans*	19.0	19.4	21.4
Group Gross non performing loans ratio*	3.8%	3.9%	4.5%
Specific provisions	10.5	10.7	11.8
Portfolio-based provisions**	2.0	2.1	1.4
Group Gross doubtful loans coverage ratio* (Overall provisions / Doubtful loans)	66%	66%	62%
Stage 1 provisions**	1.0	1.0	
Stage 2 provisions**	1.1	1.1	
Stage 3 provisions	10.5	10.7	
Group Gross doubtful loans coverage ratio* (Stage 3 provisions / Doubtful loans)	55%	55%	_

<sup>\*</sup> Customer loans, deposits at banks and loans due from banks, leasing and lease assets

# 2.4 Market risks: Change in trading VaR and in stressed VaR - Update of the pages 202 to 205 of the 2018 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\* AND STRESSED VAR\*\***



Stressed VAR** (1 day, 99%, in EUR m)	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
Minimum	14	14	14	18	21
Maximum	37	37	72	59	57
Average	25	21	34	33	34

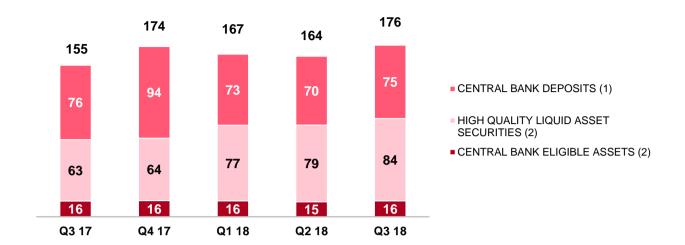
<sup>\*</sup>Trading VaR: measurement over one year (i.e. 260 scenario) of the greatest risk obtained after elimination of 1% of the most unfavourable occurrences

<sup>\*\*</sup> As of June 30, 2018, and September 30, 2018 portfolio-based provisions are the sum of stage 1 and stage 2 provisions.

<sup>\*\*</sup>Stressed VaR: Identical approach to VaR (historical simulation with 1-day shocks 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 Since 1 January 2008, the scope of the credit VaR excludes hybrid CDO positions now dealt with prudentially in the banking book.

# 2.5 Liquidity risk

# 2.5.1 Liquid asset buffer – Update of the page 223 of the 2018 Registration document



Liquidity Coverage Ratio at 129% on average in Q3 18

<sup>(1)</sup> Excluding mandatory reserves(2) Unencumbered, net of haircuts

# 2.6 Risks and litigation - Update of the page 232 of the 2018 Registration Document

- On 24th October 2012, the Court of Appeal of Paris confirmed the first judgment delivered on 5th October 2010, finding J. Kerviel guilty of breach of trust, fraudulent insertion of data into a computer system, forgery and use of forged documents. J. Kerviel was sentenced to serve a prison sentence of five years, two years of which are suspended, and was ordered to pay EUR 4.9 billion as damages to the bank. On 19th March 2014, the Supreme Court confirmed the criminal liability of J. Kerviel. This decision puts an end to the criminal proceedings. On the civil front, the Supreme Court has departed from its traditional line of case law regarding the compensation of victims of criminal offences against property and remanded the case to the Versailles Court of Appeal for it to rule on the amount of damages. On 23rd September 2016, the Versailles Court of Appeal rejected J. Kerviel's request for an expert determination of the damage suffered by Societe Generale, and therefore confirmed that the net accounting losses suffered by the Bank as a result of his criminal conduct amount to EUR 4.9 billion. It also declared J. Kerviel partially responsible for the damage caused to Societe Generale and sentenced him to pay to Societe Generale EUR 1 million. Societe Generale and J. Kerviel did not appeal before the Supreme Court. Societe Generale considers that this decision has no impact on its tax situation. However, as indicated by the Minister of the Economy and Finance in September 2016, the tax authorities have examined the tax consequences of this book loss and recently confirmed that they intended to call into question the deductibility of the loss caused by the actions of J. Kerviel, amounting to EUR 4.9 billion. This proposed tax rectification has no immediate effect and will possibly have to be confirmed by an adjustment notice sent by the tax authorities when Societe Generale is in a position to deduct the tax loss carryforwards arising from the loss from its taxable income. Such a situation will not occur for several years according to the bank's forecasts. In view of the 2011 opinion of the French Supreme Administrative Court (Conseil d'état) and its established case law which was recently confirmed again in this regard, Societe Generale considers that there is no need to provision the corresponding deferred tax assets. In the event that the authorities decide, in due course, to confirm their current position, Societe Generale group will not fail to assert its rights before the competent courts. By a decision handed down on the 20th September 2018, the Investigation Committee of the reviewing and reassessment Criminal Court has declared inadmissible the request filed in May 2015 by J. Kerviel against his criminal sentence, confirming the absence of any new element or fact that could justify the reopening of the criminal file.
- On 10th December 2012, the French Supreme Administrative Court (Conseil d'État) rendered two decisions confirming that the "précompte tax" which used to be levied on corporations in France does not comply with EU law and defined a methodology for the reimbursement of the amounts levied by the tax authorities. However, such methodology considerably reduces the amount to be reimbursed. Societe Generale purchased in 2005 the "précompte tax" claims of two companies (Rhodia and Suez, now ENGIE) with a limited recourse on the selling companies. One of the above decisions of the French Supreme Administrative Court relates to Rhodia. Societe Generale has brought proceedings before the French administrative courts. The latest court decision rendered is a rejection, on 1st February 2016 by the French Administrative Supreme Court, of an appeal lodged by ENGIE and Societe Generale.

Several French companies applied to the European Commission, who considered that the decisions handed down by the French Supreme Administrative Court on 10<sup>th</sup> December 2012, which was supposed to implement the decision rendered by the Court of Justice of the European Union C-310/09 on 15<sup>th</sup> September 2011, infringed a number of principles of European law. The European Commission subsequently brought infringement proceedings against the French Republic in November 2014, and since then confirmed its position by publishing a reasoned opinion on 29<sup>th</sup> April 2016 and by referring the matter to the Court of Justice of the European Union on 8<sup>th</sup> December 2016. The Court of Justice of European Union rendered its judgement on 4<sup>th</sup> October 2018 and sentenced France for failure by the the French Supreme Administrative Court to disregard the tax on EU sub-subsidiaries in order to secure the withholding tax paid in error. With regard to the practical implementation of the decision, Societe Generale will assert its rights before the competent courts and the French tax authority, from which it expects diligent treatment and in accordance with the legitimate expectations of the concerned companies.

Societe Generale continues to cooperate with the Office of Foreign Assets Control of the U.S. Department of the Treasury, the U.S. Attorney's Office for the Southern District of New York, the New York County District Attorney's Office, the Board of Governors of the Federal Reserve System, the Federal Reserve Bank of New York, and the New York Department of Financial Services (collectively, the "US Authorities") in connection with an investigation relating to certain U.S. dollar transactions processed by Societe Generale involving countries, persons and entities that are subject to economic sanctions under U.S. law (the "U.S. Sanctions" matter).

This matter should be resolved with the US authorities within the next few days or weeks. With the new increase of the provision for disputes, Société Générale expects that the amount of the penalties in the U.S. Sanctions matter will be entirely covered by the fraction of the provision for disputes allocated to this matter.

- Since August 2015, various former and current employees of the Société Générale group have been under investigation by German criminal prosecution and tax authorities for their alleged participation in the so called "CumEx" patterns in connection with withholding tax on dividends on German shares. These investigations relate to the administration of a fund, proprietary trading activities and transactions carried out on behalf of clients. The Group entities respond to the requests of the German authorities.
- The New York Department of Financial Services ("NYDFS") has indicated to Societe Generale New York branch ("SGNY") that it is considering taking enforcement action against the bank concerning SGNY's Bank Secrecy Act and Anti Money Laundering compliance program. SGNY has entered into a phase of more active discussions with the NYDFS with a view to reaching a resolution of this matter within the next few days or weeks. Société Générale expects that any financial penalties associated with this matter will be covered by the bank's provisions.

# 3 - Chapter 8: Person responsible for the update of the Registration Document

# 3.1 Person responsible for the update of the Registration Document

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

# 3.2 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 2018 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 2018 Registration Document, its updates A-01 and A-02 and this update in their entirety.

Paris, on 9 November 2018

Mr. Frédéric OUDÉA

Chief Executive Officer of Societe Generale

# 3.3 Persons responsible for the audit of the accounts

#### STATUTORY AUDITORS

Name: Société Ernst & Young et Autres represented by Mr. Micha Missakian

Address: 1-2, place des Saisons

92400 Courbevoie - Paris-La Défense 1 (France)

Date of appointment: 22 May 2012

Date of renewal: 23 May 2018

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 2023

Name: Société Deloitte & Associés

represented by Mr. Jean-Marc Mickeler

Address: 6, place de la Pyramide

92908 Paris-La Défense Cedex (France)

Date of first appointment: 18 April 2003

Date of the last renewal: 23 May 2018

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 2023

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

# 4 - Chapter 9: Cross-reference tables

# 4.1 Cross-reference table of the update

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