DISCLAIMER

This presentation 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 and Société Générale Base Prospectus as supplemented, both 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.

Figures in this presentation are unaudited.
1 SG APPROACH TO SUSTAINABILITY
“Building together, with our clients, a better and sustainable future through responsible and innovative solutions”

Key objectives

- SUPPORTING CLIENTS OVER THE LONG-TERM, TO PRESERVE THE REAL ECONOMY AND SUPPORT SOCIETY
- DRIVING POSITIVE TRANSFORMATIONS TO CONTRIBUTE TO BUILDING SUSTAINABLE AND INCLUSIVE MODELS
- FOSTERING A PIONEERING SPIRIT AND STRENGTHENING THE DEVELOPMENT OF OUR EMPLOYEES

SELECTED FINANCING TARGETS

- EUR 120bn to the energy transition 2019-2023
- Reducing to zero the exposure to thermal coal sector by 2030/2040
- Increasing loans to African SMEs by +60% 2018-2023

Six strategic CSR priorities contributing to the UN Sustainable Development Goals (SDGs)
SIX STRATEGIC CSR PRIORITIES: "TRANSFORM TO GROW"

**CLIMATE CHANGE**
- Committed to align lending portfolio with Paris Agreement
- Integration of E&S risk management across front office, written into SG Code
- Strengthened governance and organisation
- Stakeholder engagement

**SUSTAINABLE DEVELOPMENT OF AFRICA**
- Committed to sustainable, low-carbon and inclusive development
- *Grow with Africa* initiative
- Alternative banking models
- Impact-based finance to respond to the SDG financing gap

**SOCIAL TRENDS & INNOVATION**
- Support for the social and solidarity economy, entrepreneurship, urban development, sustainable mobility and inclusion

**CLIENT SATISFACTION**
- Consistently striving for the highest standards of customer protection, security and service quality

**ETHICS & GOVERNANCE**
- Applying the highest standards of integrity, supported by a Group Code of Conduct, Tax Code of Conduct, Anti-Corruption and Anti-Bribery Code
- Culture and Conduct programme
- 12 sectoral policies covering sensitive sectors
- Variable remuneration ESG targets for top management

**RESPONSIBLE EMPLOYER**
- Developing employee skills, adapting to changing environments
- Developing a responsible banking culture based on shared values
- Fostering employee commitment
POSITIONING SOCIÉTÉ GENERALE AS A LEADER IN SUSTAINABLE FINANCE AND INVESTOR ACTIVITIES

TARGETING LEADERSHIP

- **Financing energy transition:**
  2020 EUR 100bn energy transition target achieved one year in advance
  New commitment of EUR 120bn over 2019-2023\(^{(1)}\)

- **Unique client offer:**
  A sustainable banking proposition combining distinctive financial and ESG expertise

- **Focused on innovation:**
  Consistently defining new market standards, both for clients and for own account: first French bank to sign a Green Power Purchase Agreement in France

- **Deeply rooted in Africa:**
  "Grow with Africa" initiative has led to 7 “SME Centres” opened in 7 African countries

- **Transparency:**
  First ‘TCFD’ Climate Disclosure report published\(^{(2)}\)

RECEIVING RECOGNITION

- Positive recognition by the extra-financial rating agencies, including:
  ✓ AA rated by MSCI
  ✓ #1 bank worldwide in Environment and #6 bank in Europe across all ESG criteria (RobecoSAM 2019)

- Included in the **2020 Bloomberg Gender-Equality Index**

- Awarded **Best CSR Bank in Africa** (Euromoney 2019)

- Awarded the **Integrated Thinking Prize – Europe category**, capitalization >EUR7bn (Responsible Business and Governance Awards 2019)

- Winner of the **Customer Service of the Year 2020** award, for the 7th year in a row (Viséo Customer Insights)

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\(^{(1)}\) The Group is committed to raising €120 billion for the energy transition between 2019 and 2023, of which €100 billion in sustainable bond issues and €20 billion dedicated to the renewable energy sector through advisory and financing.

\(^{(2)}\) Task Force on Climate-related Financial Disclosure
SG is well recognised by extra-financial rating agencies and included in the leading sustainability indices, including DJSI:

<table>
<thead>
<tr>
<th>Rating</th>
<th>Position vs peers</th>
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<tbody>
<tr>
<td><strong>SAM</strong></td>
<td>79/100</td>
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<tr>
<td></td>
<td>90th percentile</td>
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<tr>
<td></td>
<td>#1 Bank worldwide in environment</td>
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<td></td>
<td>#6 European Bank across all ESG criteria</td>
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<tr>
<td><strong>MSCI</strong></td>
<td>AA</td>
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<tr>
<td></td>
<td>Top 14% of banks worldwide rated above AA</td>
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<tr>
<td><strong>Sustainalytics</strong></td>
<td>71/100*</td>
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<tr>
<td></td>
<td>83rd percentile</td>
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<td><strong>VigeoEiris</strong></td>
<td>66/100</td>
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<tr>
<td></td>
<td>SG in leading category ‘Advanced’</td>
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<tr>
<td></td>
<td>of 31 European banks, 6 are in Advanced status</td>
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<tr>
<td><strong>ISS ESG</strong></td>
<td>C « Prime »</td>
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<tr>
<td></td>
<td>Prime threshold</td>
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* ESG rating based on former methodology

“In this period of profound change we are experiencing, we are committed to an approach supporting the positive transformations of our clients and all of our stakeholders. CSR matters are at the heart of our Transform to Grow strategic plan. As external indicators, these results are proof of the growing integration of CSR issues in the development of the Bank’s activities.”

Diony Lebot, Deputy CEO
VOLUNTARY AND RESPONSIBLE POLICY

REGULATORY REQUIREMENTS

NRE, CSR REPORTING - 2001:
France the first country to require CSR reporting

GRENEILLE 2, ART. 225 - 2012:
Broader scope of CSR reporting

ENERGY TRANSITION ART. 173 - 2015:
Climate reporting and ESG integration compulsory for investors and insurers

DUTY OF CARE & SAPIN 2 – 2017:
Legal responsibility of E&S & HR violations: identify and mitigate risks and publish results

TRANSPOSITION OF EUROPEAN DIRECTIVE ON NON-FINANCIAL REPORTING - 2018:
Obligation to present business model and E&S risks

PACTE LAW – 2019:
Obligatory integration of CSR principles; voluntary publication of corporate purpose

NON-FINANCIAL REPORTING - 2020
Ongoing consultation on revisions to improve NFRD

SELECTED VOLUNTARY COMMITMENTS

2001

- EQUATOR PRINCIPLES - 2007:
  Project finance

- E&S SECTOR POLICIES - 2011:
on 12 sensitive sectors

- COP 21 - 2015:
  Coal sector policy, alignment with IEA 2°C scenario

- SCIENCE-BASED TARGETS - 2016:
  Setting emissions reduction targets

- REINFORCED SECTOR POLICIES - 2017:
  Arctic oil, oil sands

- KATOWICE COMMITMENT- 2018:
  5-bank pledge to align lending portfolio with Paris Agreement

- POSEIDON PRINCIPLES, GETTING TO ZERO COALITION - 2019:
  Decarbonising the shipping industry: founding signatory

- STRENGTHENED COAL POLICY - 2019:
  Introduction of corporate exclusion and target to reduce exposure to zero

- TCFD - 2019:
  Publication of first TCFD report

- PRINCIPLES FOR RESPONSIBLE BANKING, COLLECTIVE COMMITMENT TO CLIMATE ACTION - 2019:
  Founding signatory and core member defining the principles

- SUSTAINABLE IT CHARTER - 2019:
  Limiting environmental impact of technology and promoting digital inclusion

- HYDROGEN COUNCIL - 2020:
  Supporting the development of hydrogen for energy transition

French law
European law
SG commitment
E&S: Environmental & Social
ALIGNING THE GROUP’S ACTIVITIES WITH THE PARIS AGREEMENT

COMMITMENTS UNDERTAKEN THROUGH THE KATOWICE COMMITMENT, PRINCIPLES FOR RESPONSIBLE BANKING, AND THE COLLECTIVE COMMITMENT TO CLIMATE ACTION:

DEFINE A COMMON METHODOLOGY

Piloting the PACTA methodology, together with the 4 other Katowice banks, analysing alignment of portfolios and targets with climate scenarios.

APPLY THE METHODOLOGY TO KEY SECTORS

The methodology will be rolled out across different sectors, focusing on the sectors in our loan book generating the highest climate impact.

SET OBJECTIVES

Sector-specific targets for portfolio alignment to be set by end-2022.

TRANSPARENCY: publicly reporting on progress once a year

CLIENTS: working with customers to improve their business practices
SG SUSTAINABLE AND POSITIVE IMPACT BOND FRAMEWORK
SG APPROACH TO POSITIVE IMPACT BONDS

1. **Green, Social and Sustainability Bonds are of strategic importance for SG**
   - Founding member of the UNEP-FI “Positive Impact Finance Initiative”, since 2015, and a core member of the UNEP-FI working group defining “Banking Principles”
   - Active member of the ICMA Green and Social Bonds Principles
   - First French bank Partner of the Climate Bond Initiative

2. **SG already has Green Bonds outstanding, from various issuing vehicles under different formats**
   - **Societe Generale SA** has issued two Positive Impact Bonds (senior unsecured) of EUR 500m each in 2015 and 2016, maturing in 2020 and 2021, to finance renewable energy projects
   - **Societe Generale Taiwan branch** published a Positive Impact Bond Framework and issued two Positive Impact Bonds (Formosa, senior unsecured) of TWD 1,600m in 2018 and TWD 3,600m in 2019 (multiple tranches, several maturities) to refinance renewable energy projects
   - **Societe Generale SFH** published a Positive Impact Covered Bond Framework and issued two Positive Impact Bonds (covered bonds) of EUR 1,000m each, maturing in 2029 and 2030, to refinance green home loans
   - Additionally, **ALD, SG’s car leasing subsidiary**, issued a EUR 500m Positive Impact Bond (CBI certified) in 2018 to finance the growth of the green fleet (via a dedicated Framework established for ALD)

3. **In order to continue being active on this strategic area, SG evolves to streamline the whole approach**
   - Set up a single Sustainable and Positive Impact Bond Framework outlining the Group’s holistic approach, with a view to:
     - Increase the volume and the diversity of eligible activities: green (renewables, transports, …) but also social (SME financing, education, …)
     - Allowing issuance from various entities of the group: SG SA, SG SFH, SG country branches, etc. under a common Framework

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**Group Commitment EUR 120bn**

Dedicated to the energy transition including EUR 100bn in Sustainable bond issues and EUR 20bn dedicated to the renewable energy sector through advisory and financing between 2019-2023
SG’s Sustainable and Positive Impact Bond framework is:

✓ fully aligned with the UNEP FI’s Principles for Positive Impact Finance and its Assessment Framework
✓ fully aligned with the ICMA’s Green Bond Principles, Social Bond Principles and Sustainability Bond Guidelines
✓ and designed to be consistent with the TEG’s EU Green Bond Standard, when relevant and feasible

SG’s Positive Impact Bonds will (re)finance eligible activities aimed at generating environmental and/or social benefits and will support achieving one or several of the following United Nations Sustainable Development Goals:

- SDG 1: No Poverty
- SDG 2: Zero Hunger
- SDG 3: Good Health and Well-being
- SDG 4: Quality Education
- SDG 5: Gender Equality
- SDG 6: Clean Water and Sanitation
- SDG 7: Affordable and Clean Energy
- SDG 8: Decent Work and Economic Growth
- SDG 9: Industry, Innovation and Infrastructure
- SDG 10: Reduced Inequalities
- SDG 11: Sustainable Cities and Communities
- SDG 12: Responsible Consumption and Production
- SDG 13: Climate Action
- SDG 14: Life Below Water
- SDG 15: Life on Land
- SDG 16: Peace and Justice, Strong Institutions
- SDG 17: Partnerships for the Goals

Framework’s main components

1 - Use of Proceeds
2 - Asset Evaluation & Selection
3 - Management of Proceeds
4 - Assessment / Reporting
5 - Transparency / External Review
### USE OF PROCEEDS

**Positive Impact Bonds characteristics**

- **Any debt security** such as senior preferred bonds, senior non preferred bonds, subordinated bonds, covered bonds, structured bonds, or commercial papers and medium-term notes
- Issued by **any issuance entities of Societe Generale**
- Either **green, social or sustainability bonds** if an amount equivalent to the net proceeds is applied to (re)finance, in part or in full, eligible activities in the **green categories**, in the **social categories** or in both categories respectively

### Eligibility criteria for activities

Eligible activities will be selected:

- ✓ Based on the **eligibility criteria** defined for each category and described in the Framework, and
- ✓ According to the **qualification process for positive impact**

Eligible activities will exclude:

- ✗ Enterprises operating in the business sectors listed in appendix, such as, but not limited to, tobacco, gambling, weapons and munitions, alcohol (excluding beer and wine)
- ✗ Projects fully financed by any other type of funding*

### Positive Impact Bonds categories

#### “Green Categories”

- Renewable energy
- Green buildings
- Low carbon transport
- Water management and water treatment
- Pollution prevention and control
- Circular economy

#### “Social Categories”

- Employment generation and preservation through SME financing
- Socioeconomic advancement and empowerment
- Affordable housing
- Access to education and professional training
- Access to healthcare

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*(*) when Eligible Activities partially benefit from a specific funding scheme, the associated amount eligible will only include the share financed by the Issuer
ASSET EVALUATION & SELECTION (1/2)

Activities selection process

THE POSITIVE IMPACT BOND COMMITTEE

- Chaired by SG Head of Group Treasury
- Meeting on at least a semi-annual basis
- Created to ensure the compliance with the Framework and oversee the entire issuance process

THE COMMITTEE RESPONSIBILITIES

- To validate the portfolio of Eligible Activities identified by SG Group
- To discuss and validate changes required to the Framework (if any)
- To foster transparency by ensuring adequate disclosures to third parties
- To address any issues arising from the review by the SPO

A 3-steps qualification process

IDENTIFICATION

- A first level of the ‘a priori’ positive impact through the identification of potential negative impacts on the 3 sustainable development pillars (economic convergence, populations’ basic needs and the environment) and of positive impacts at least on climate

EVALUATION

✓ Assessing positive and negative E&S impacts
✓ Assessing how negative impacts are addressed or mitigated

- Only activities with well managed negative impacts combined with positive ones are at the end “positive impact”
- The E&S risks analysis performed encompasses the “do no significant harm” and the “compliance with minimum social safeguards” required by the EU Taxonomy for the selection of green categories Eligible Activities

ACTION

- For green activities, the positive impact on climate change is estimated based on methodologies defined for each green category
- For social activities, the positive impact on society is estimated according to the level of available information based on the number of beneficiaries
Positive Impact approach

Positive Impact Finance is that which serves to:

- Deliver a positive contribution to one or more of the 3 pillars* of sustainable development
- Once any potential negative impacts to any of the pillars have been duly identified and mitigated

EU Taxonomy approach

To be considered as environmentally sustainable, an economic activity must notably:

- Contribute substantially to one or more of the 6 environmental objectives**
- Do no significant harm to any of the other environmental objectives

(*) Economic, environmental and social

(**) Climate change mitigation, Climate change adaptation, Sustainable use and protection of water and marine resources, Transition to a circular economy, Waste prevention and recycling, Pollution prevention and control, Protection of healthy ecosystems
MANAGEMENT OF PROCEEDS & REPORTING

Management of proceeds

• SG’s Treasury department will manage the net proceeds of the Positive Impact Bonds in accordance with this Framework

• **Subsequent changes to the Framework will not apply to outstanding Positive Impact Bonds.** Eligible Activities must meet the eligibility criteria at the time they are flagged as Eligible Activities (possible future enhanced criteria will not apply retroactively to the existing Eligible Activities)

• During the life of the Positive Impact Bonds:
  - Eligible Activities will be added to or removed from the pool of Eligible Activities to the extent required
  - In case of removal of Eligible Activities, **SG commits, on a best effort basis, to reallocate immediately the equivalent amount of proceeds to other Eligible Activities**

• **Unallocated proceeds**, if any, will be managed within SG’s regular cash management operations

Assessment / Reporting

• **SG will publish annually and until the maturity** of the Positive Impact Bonds a reporting on:
  - the allocation of the net proceeds, and
  - the expected positive impact of the eligible activities with relevant impact metrics, as per the indicative list included in the Framework, at eligible activities level when applicable and per eligible category otherwise

• **SG will strive to follow market practices such as the ICMA’s Harmonized Framework for Impact Reporting**

Example of information presented in SG’s impact reports for its outstanding Positive Impact Bond (issued in 2015, 2016 and 2018)
TRANSPARENCY THROUGH EXTERNAL REVIEWS

Second Party Opinion

ISS ESG

• ISS ESG has reviewed SG’s Framework and issued a SPO on its environmental and social credentials and its alignment with:
  ✓ The PPIF and the ICMA Principles

  • The issuer has defined a formal concept for its Sustainable and Positive Impact Bond Framework regarding definition, framework, assessment, and transparency.
  • This concept is in line with the UNEP FI’s PPIF and the ICMA GBPs, SBPs and SBGs

  ✓ As well as the EU GBS on a best effort basis

• ISS ESG finds that the concept described in the Société Générale Framework aligns with the draft model of EU GBS on a best effort basis

  • Société Générale’s eligible green categories are aligned with the Technical Screening Criteria defined by the EU Taxonomy
  • ISS ESG finds that the willingness of Société Générale to align with the draft of EU Green Bond Standards before its official inception at the European level contributes to shape best market practices

• As part of its evaluation, ISS ESG also assessed the bank’s ESG performance, giving it “Prime” status (C rating) and ranking SG 11th out of 285 companies within its sector

Auditor review

• SG will request and make public, on an annual basis, a reasonable assurance report, provided by its external assurance auditor or any other appointed independent third party on the reporting

• For each reporting, the auditors will verify:
  ✓ the allocated and unallocated net proceeds
  ✓ the compliance of the eligible activities with the defined eligibility criteria of the relevant categories
  ✓ the review of the positive impact reporting

SOCIETE GENERALE

SEPTEMBER 2020  |  18
REVIEW OF THE MAIN PUBLICATIONS AND CONTACTS
PUBLICATIONS AND CONTACTS

PUBLICATIONS

Link to the Sustainable and Positive Impact Bond Framework: link

Link to the SPO: link

Link to the SG Sustainable and Responsible Banking presentation: link

More information on SOCIETE GENERALE’s website: link

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4 APPENDICES
### Employees

- **Priority given to the care situation of our staff**
- **Demonstrated capacity to fully operate remotely** at Group level
- **Strong managerial support** and regular morale surveys
- **Fixed salaries guaranteed** for 138,000 members of staff worldwide during the crisis

### Clients

#### Corporate

- Accompanying corporate and institutional clients through the crisis, with Financing and Advisory business in all our geographies
- Active participation to support corporate companies and maintain jobs
- In **France**, active participation in a **smooth** and **quick** implementation of a large-scale loan facility guaranteed by the French state:
  - ~86,100 client requests for new loans within French State guarantee scheme for ~EUR 19bn, as of 24/07/20
- Participation to similar loan programmes guaranteed by Governments in **Czech Republic** and **Romania**
- In **Russia**, 6-month moratorium on bankruptcy for companies operating in the most affected sectors
- In **Africa**, pro-active standstill measures from 3 to 6 months implemented in most countries on top of potential local measures
- Up to **EUR 100m** of financial commitments taken by **SG Insurance** to support its clients and the economy

#### Individual

- Networks **fully operational** with ~85% branches open in France, 95% in Africa, 90% in Russia and ~70% in KB and BRD
- In **France**, flexible approach for individual customers
- Standstill measures for 3 to 6 months(1) applicable to individual clients in international geographies

#### Communities

- A **global solidarity programme** up to EUR 50m both at a French and international level, including a EUR 1.5m donation to **Médecins Sans Frontières** to support emergency aid in Africa
- Exceptional support plan for classical music in France
- Tailor made support schemes developed by each bank in every country where the Group operates

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(1) Up to 9 months in Romania until 31/12/2020

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**Société Générale**

**SEPTEMBER 2020 | 22**
POSITIVE CLIMATE ACTION: A FAIR AND INCLUSIVE TRANSITION

3 core themes

1. MANAGING RISK
2. FINANCING THE TRANSITION, THROUGH CLIENT ACCOMPANIMENT
3. MANAGING OWN IMPACT

UNDERPINNED BY INDIVIDUAL AND COLLECTIVE APPROACHES:

SECTOR POLICIES

- Zero new financing in coal, oil sands, Arctic oil
- Exiting coal financing and exposure to the coal sector
- 12 sector Environmental and Social policies

POSITIVE IMPACT PRINCIPLES

- Founding member of the UNEP-FI Positive Impact Initiative, which aims to close the financing gap of the UN SDGs
- Principles deliver a verifiable positive contribution to one or more of the 3 pillars of sustainable finance (economic, environmental, social) once any potential negative impacts have been mitigated across any pillar

COLLECTIVE COMMITMENTS

- Collective approach in the industry to co-develop transparent methodologies and coordinate global efforts
A LEADER IN « SUSTAINABLE & POSITIVE IMPACT FINANCE » AND « SUSTAINABLE & RESPONSIBLE INVESTMENTS »

BEST-IN-CLASS SUSTAINABILITY RESEARCH HOUSE
• Top ranked Cross asset sustainability research team established in 2006
• First bank to integrate the ESG dimensions into all our equity research

EXCELLENCE IN ESG HEDGING & INVESTMENT SOLUTIONS DESIGN
• Engineering expertise cross asset and investment solutions
• Uniquely combined to meet our clients’ needs
• Including Structured Products, Active and Passive Asset Management

DEEPLY ROOTED IN AFRICA, GROW WITH AFRICA PROGRAMME
• Infrastructure Development
• Support to SMEs
• Renewable energy and agriculture
• Financial Inclusion

UNIQUE SUSTAINABLE BANKING VALUE PROPOSITION COMBINES DISTINCTIVE FINANCIAL & ESG EXPERTISE

A PIONEER IN ESG WITH AN INTEGRATED OFFER
• Pioneer in holistic impact assessment as a founding bank of the UNEP FI Positive Impact initiative in 2015 and the Principles for Responsible Banking in 2019
• Leading the way as an issuer, with innovative instruments and best-in-class reports
• Leveraging this expertise with a fully integrated offer for clients

RECOGNISED ADVISORY EXPERTISE
• Fully dedicated teams of Impact experts
• Impact Based R&D approach to finance the UN Sustainable Development Goals
• Thought leadership and advocacy in relevant international collective initiatives and consultation groups

BEST POSITIONED TO LEAD THE ENERGY TRANSITION
• Long track record as an energy bank
• Structuring new solutions across key energy value chains to accelerate the energy transition
• Innovative B2B2C financing solutions
GROW WITH AFRICA INITIATIVE LAUNCHED IN 2018

LEVERAGING OPERATIONS IN 19 COUNTRIES AND HISTORICAL PRESENCE OVER A CENTURY

SUPPORT FOR AFRICAN SMEs

- Creation of local “SME Centres” bringing together different public and private stakeholders to work together
- Increase outstanding loans to African SMEs by 60% 2018-2023 (+ EUR 4bn)

INNOVATIVE FINANCING

- Agricultural support through collaboration with farmers, cooperatives and SMEs
- Promotion of energy inclusion and renewable energy
- Provide access to range of banking and non-banking services (healthcare, education, advisory) to one million farmers, 2018-2023, via YUP platform

INFRASTRUCUTRE FINANCING

- Four areas of focus: energy, transport, water and waste management and sustainable cities
- Double Africa workforce dedicated to structured finance by 2019
- Increase financial commitments related to structured finance in Africa by 20%, 2018-2021

FINANCIAL INCLUSION

- Launch of YUP mobile money in 2017
- Continue to grow microfinance business
- Reach 1 million clients with YUP by 2020 and roll out to 4 additional countries
- Double outstanding loans to microfinance organisations by 2022

AWARDED ‘AFRICA’S BEST BANK FOR CORPORATE RESPONSIBILITY’ (2019 EUROMONEY)
The financing gap to achieve the UN Sustainable Development Goals is roughly USD 2.6tn per year, of which 1.3tn is in Africa.

When traditional business models do not work and projects are not bankable, **impact-based finance is an innovative and partnership-driven approach** that consists in multiplying impacts and leveraging on digitalisation to generate new revenues, improving both the profitability and bankability of projects.

It focuses on access to energy, energy efficiency, sustainable cities, smart agriculture and other high impact value chains.

**IDENTIFYING IMPACTS THAT CAN GENERATE:**
- Savings
- Revenues
- Data
- Answers to other people and planet needs

**IMPACT-ENHANCEMENT: IMPROVING BUSINESS MODELS BY COMBINING SOLUTIONS AND SERVICES**
- Profitability
- Bankability
- Cost-to-impact

**EXAMPLE OF THE SMART LAMPOST**

With an off grid solar PV panel and battery, the smart lamppost brings energy in areas where there is no electricity and provides connectivity and other services that can generate revenues and foster employment and well being.

**CO-CONSTRUCTING NEW BUSINESS MODELS TO MEET UN SDGS**

**CREATING IMPACT IN AFRICA**

**SOCIETE GENERALE**

Societe Generale is the only bank with an R&D team entirely focused on designing solutions to bridge the SDG funding gap.
COMMITTED TO REDUCE ACTIVITIES IN FOSSIL FUELS

- Best-in-class policy to accelerate exit from coal sector:
  ✓ Long-term commitment to reduce to zero exposure to thermal coal by 2030 for companies in EU or OECD countries, and 2040 elsewhere
  ✓ Achieved in a 2-step approach:
    - Immediate conditions for the most exposed to thermal coal: ceasing to offer products and services, other than those dedicated to the energy transition, to companies whose revenues in thermal coal are >25% and which do not have an exit strategy from the sector, and those developing new thermal coal projects
    - From end-2021: an overall request for all clients with mining and power assets to have defined and communicated by the of end 2021 a transition plan aligned with the 2030/2040 thermal coal phase-out objective of SG

- Exclusion policies for oil sands and Arctic oil exploration and extraction activities

Target to reduce exposure to coal mining to 19% by 2020 achieved ahead of schedule: 11.5% at end-2019
E&S RISK INTEGRATED INTO BUSINESS ACTIVITIES

PROMOTING FAIR AND RESPONSIBLE GROWTH

REFLECTS BOTH REGULATORY REQUIREMENTS AND VOLUNTARY COMMITMENTS

ACHIEVED THROUGH THE INTEGRATION OF E&S ASPECTS INTO EXISTING PROCESSES

FORMALLY INTEGRATED INTO SG NORMATIVE DOCUMENTATION

THREE E&S RISK STEPS

E&S RISK IDENTIFICATION
- Analysis of clients’ activities or specific transactions
- Verification against E&S exclusion list, identification list, sector policies, controversies

E&S ASSESSMENT OF IDENTIFIED RISKS
- Focus on E&S credit risk, reputational risk, risk of non-alignment with E&S policy criteria, controversy severity, CSR maturity of counterparty

E&S ACTIONS
- The E&S assessment results in a positive, conditional (contractual, action plans, restrictions) or negative E&S opinion
FOCUS ON GENDER DIVERSITY IN THE GROUP

Gender diversity embedded in all HR processes

- **French Gender Equality Index Score 86/100 in 2019**
- **Collective agreements** with unions on equal opportunities
- **Unconscious Bias** training for managers
- **Women’s networks**
- **Sponsorship by senior management**
- **Diversity & Inclusion branding & marketing**

- **Gender pay gap actions:** Since 2013 EUR13.1m allocated to correcting 6300 pay gap differences in France. A further EUR7m allocated 2019-21, of which EUR3m in 2019
- **Work/Life balance benefits**
- **Women’s mentoring and reverse mentoring**

- **Charters:** UN Women Empowerment Principles in 2016; UK Women in Finance Charter 2018; renewal of UNI Global Union (human rights) in 2019
- **Juniors and female pipeline:** recruitment campaigns
- **Mid-careers:** focus on women returning after maternity

- **Priority to promote women and international profiles** to positions of responsibility
- **Sponsorship programmes** for young female talent
- **40% of High Potentials** were women in 2019

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GENDER DIVERSITY PROGRAMMES:
- #WomenByLyxor
- Société Générale
- IT4Girls
- Global Compact Network UAE

THE CIRCLE

WOMEN IN MARK