# PRESENTATION TO DEBT INVESTORS

2<sup>nd</sup> QUARTER AND 1<sup>st</sup> HALF 2022 RESULTS



# DISCLAIMER

The financial information on Societe Generale for its second quarter and first half 2022 financial results comprises this presentation and a dedicated press release which are available on the website: https://investors.societegenerale.com/en.

This presentation contains forward-looking statements relating to the targets and strategies of the Societe Generale Group. These forwardlooking 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, in particular in the Covid-19 crisis and Ukraine war context, 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 section "Risk Factors" in our Universal Registration Document filed with the French Autorité des Marchés Financiers (which is available on https://investors.societegenerale.com/en).

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 undertakes no 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. This presentation includes information pertaining to our markets and our competitive positions therein. Such information is based on market data and our actual revenues in those markets for the relevant periods. We obtained this market information from various third-party sources (publications, surveys and forecasts) and our own internal estimates. We have not independently verified these third-party sources and cannot guarantee their accuracy or completeness and our internal surveys and estimates have not been verified by independent experts or other independent sources.

The financial information presented for the financial year ending 30 June 2022 was approved by the Board of Directors on 2 August 2022. It has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. The limited review procedures on the condensed interim financial statements at 30 June 2022 carried by the Statutory Auditors are currently underway.



# **1. KEY HIGHLIGHTS AND GROUP PERFORMANCE**

# **STRONG UNDERLYING RESULTS**

## GROUP NET INCOME EUR 1.5bn<sup>(1)</sup>

### -EUR 1.5bn reported

incl. the impact of the Russian disposal for EUR 3.3bn before tax in Q2 22

ROTE 10.5%<sup>(1)</sup> in Q2 22

# Excellent business performance

### Revenues

+12.8% (+13.4%\*) vs. Q2 21

Record quarter for private banking, F&A, ALD and international retail

Strong performance in Global Markets Solid commercial activity in French retail

### Cost/income ratio

**61.8%**<sup>(2)</sup>

in Q2 22

## High asset quality

### **Cost of risk 15 bps** in Q2 22 Limited defaults

High level of S1/S2

provisions

# Solid capital

CET 1 12.9%<sup>(3)</sup> at end of Q2 22 ~360 bps over MDA Launch of the 2021 share buy-backs ~ EUR 915m Provision for 2022 distribution ~EUR 1.44<sup>(4)</sup>

per share at H1-22

## H1 22 underlying Group net result<sup>(1)</sup> of EUR 3.1bn (+16.3% vs. H1 21) H1 22 reported Group net result of -EUR 640m

(1) Underlying data: adjusted for exceptional items (see Supplement) (2) Underlying and excluding the contribution to the Single Resolution Fund

(3) Including IFRS9 phasing, 12.8% fully-loaded (4) Based on a payout of 50% of the underlying group net income after deduction of interest on deeply subordinated notes and undated subordinated notes

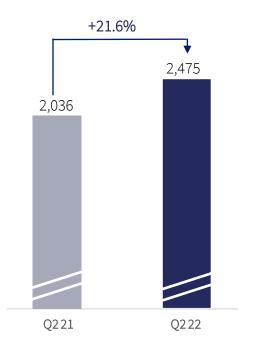
\* When adjusted for changes in Group structure and at constant exchange rates



# **HIGH GROSS OPERATING INCOME IN Q2 22**

## Gross Operating Income

\_Underlying gross operating income<sup>(1)</sup>

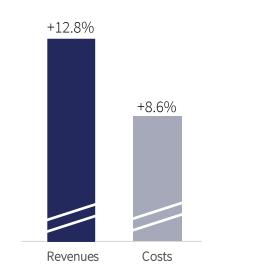


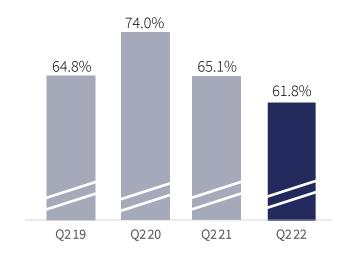
## Positive jaws

\_Change in underlying revenues and costs<sup>(1)</sup>

## Cost/income ratio

\_Underlying cost/income<sup>(1)</sup> excluding SRF<sup>(2)</sup>





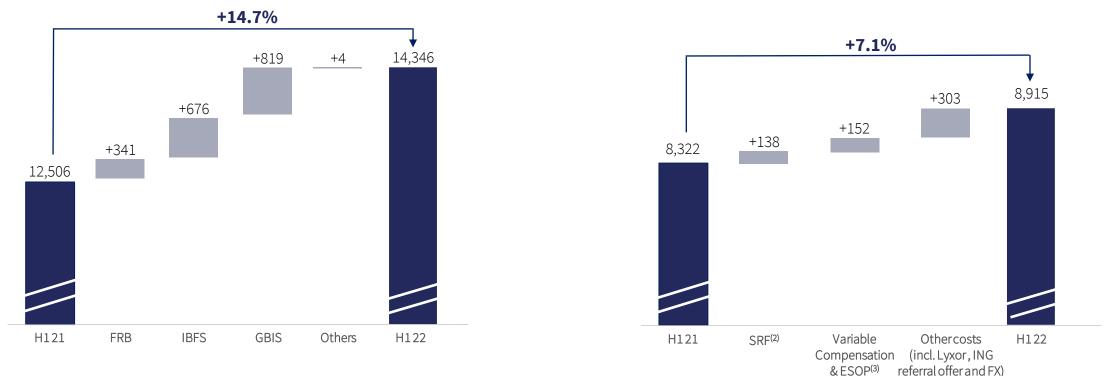
Underlying data: adjusted for exceptional items (see Supplement)
 Single Resolution Fund



# **STRONG POSITIVE JAWS IN H1 22**

## Excellent performance across businesses

\_Revenues H1 22/H1 21 (EURm)



## 2022 underlying cost/income ratio excl. SRF expected between 64% - 66%

(1) Underlying data: adjusted for exceptional items (see Supplement)

(2) Single Resolution Fund

(3) Group Employee Share Ownership Programme

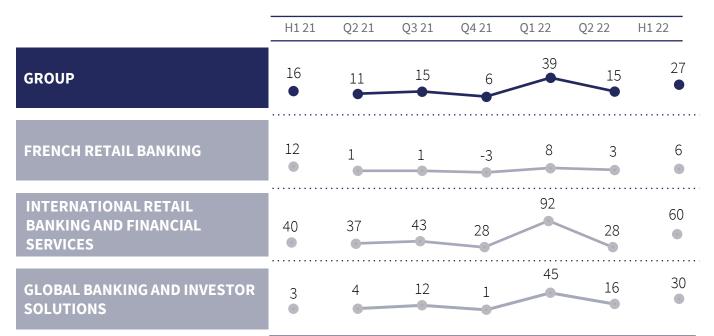


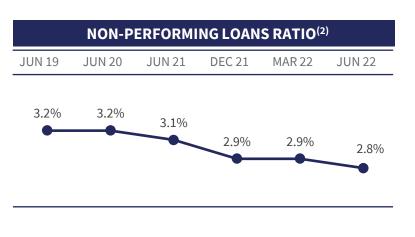
## Continuous cost discipline

\_Underlying costs<sup>(1)</sup> H1 22/H1 21 (EURm)



\_Cost of risk<sup>(1)</sup> (in bp)





Gross coverage ratio: 50% at end-June 22

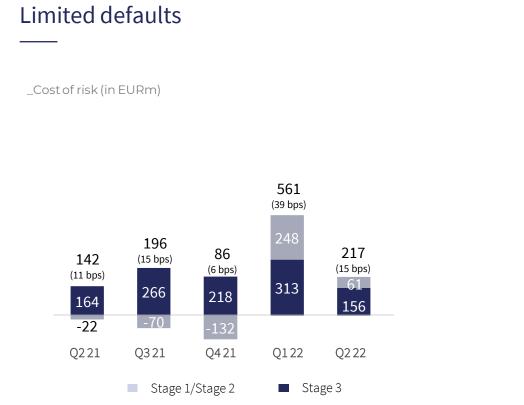
## 2022 Cost of risk confirmed between 30-35 bps

(1) Calculated based on Gross loans outstanding at the beginning of period (annualised)

(2) According to new EBA methodology published on 16 July 2019. The NPL rate calculation was modified in order to exclude the net accounting value of the tangible assets for operating lease from the gross exposure in the denominator. Historical data restated (see Supplement)

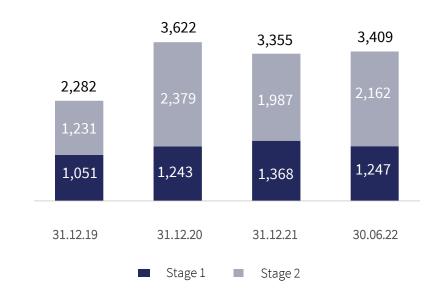


# **CONTINUED PRUDENT PROVISIONING**



## Further strengthening of S1/S2 total provisions

#### \_Total S1/S2 provisions<sup>(1)</sup> (in EURm)

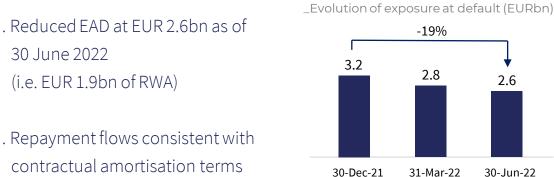


(1) Quarterly variation of provisions for S1/S2 is not strictly matching the net S1/S2 cost of risk mainly due to FX impact



# **RUSSIAN OFF-SHORE CREDIT EXPOSURE**

#### Portfolio managed in run-off mode since end February



30 June 2022 (i.e. EUR 1.9bn of RWA)

. Repayment flows consistent with contractual amortisation terms

Best estimate to date of the net Exposure at Risk < EUR 1bn<sup>(1)</sup>

Total provisions on offshore exposure at EUR 377m as of 30 June 22 o/w EUR 139m cost of risk in Q2 22

#### Residual EAD to Rosbank of ~EUR 0.5bn

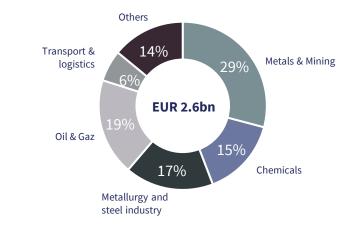
. Mainly letters of credit and performance guarantees

(1) Excluding replacement risk and before provisions



#### Residual exposure mainly composed of secured structured transactions

\_Exposure at default by sectors at 30 June 22



\_Corporate gross exposure by type at 30 June 22



# LEADING THE ENERGY TRANSITION WITH FLAGSHIP TARGETS

### BEST-IN-CLASS SECTOR POLICIES

SETTING STANDARDS

### **CLIENT-FOCUSED**

COMPETITIVE EDGE

## Decarbonising our portfolios

# OIL AND GAS

Reduce our exposure to extraction sector by at least 10% by 2025 vs 2019

Reduce the carbon intensity

of ALD Automotive deliveries

by 40% by 2025 vs 2019

**VEHICLE LEASING** 



Reduce to zero our exposure to thermal coal in 2030 in EU and OECD countries, and 2040 elsewhere

**POWER** 

Reduce the carbon emission

**18% by 2025** and by 75% by

intensity of power portfolio by

# Engaging our businesses



To support sustainable finance 2022-2025

ALD Automotive

30% Electric Vehicles in ALD deliveries by 2025



Reach carbon neutrality in own operations by 2026

## Aligning credit portfolios with trajectories compatible with a 1.5°C scenario

2040 vs. 2019



# **RECOGNISED LEADERSHIP IN SUSTAINABILITY**

#### **AWARDS**





### Global Best Bank Transition Strategy



## Africa Best Bank for Sustainable Finance

# GLOBAL FINANCE

Best Investment Bank for Sustainable Finance

Awards 2021 Investment Bank of the Year for Sustainability

The Banker

Investment Banking

Investment Bank of the Year for Green / Sustainability-Linked Loans

Investment Bank of the **Year for Africa** 



**Best Bank for** 

Sustainable

Finance

(1) IJ Global League Tables FY2021 (2) Dealogic FY2021 (3) TXF FY2021 (4) Clean Energy Pipeline 2020 League Table



Global FINANCE

**Outstanding Leadership** in Social Bonds in Asia-Pacific

Outstanding Leadership in Transition/Sustainability Linked Bonds in Western Europe

**ESG Research** of the Year

2021 Winner

Best ESG

House



Most Impressive Financial Institution Green/SRI Bond Issuer



ACHIEVEMENT

**Sustainable** 

**House in Asia** 

Finance

Best



Best ESG **Bank in Asia** 



LEAGUE TABLES, RANKINGS &

**#1** Project Finance Advisory<sup>(1)</sup>

#4 Global Renewable Energy

**#1** Export Finance in Africa<sup>(3)</sup>

Bonds in EMEA EUR<sup>(2)</sup>

Arrangers by deal value (4)

**#1** Sustainable Export Finance<sup>(3)</sup>

**#3** Green, Social, Sustainability

**#1** in the Top 20 Clean Energy Lead

RATINGS

Project Finance<sup>(2)</sup>

MOODY'S ESG 69/100 **TOP 1%** 





In EURm	Q2 22	Q2 21	Cha	ange	H1 22	H121	Ch	ange
Net banking income	7,065	6,261	+12.8%	+13.4%*	14,346	12,506	+14.7%	+14.8%*
Operating expenses	(4,458)	(4,107)	+8.5%	+9.6%*	(9,787)	(8,855)	+10.5%	+11.2%*
Underlying operating expenses <sup>(1)</sup>	(4,590)	(4,225)	+8.6%	+9.6%*	(8,915)	(8,322)	+7.1%	+7.9%*
Gross operating income	2,607	2,154	+21.0%	+20.7%*	4,559	3,651	+24.9%	+23.3%*
Underlying gross operating income <sup>(1)</sup>	2,475	2,036	+21.6%	+21.3%*	5,431	4,184	+29.8%	+28.4%*
Net cost of risk	(217)	(142)	+52.8%	+52.4%*	(778)	(418)	+86.1%	+23.4%*
Operating income	2,390	2,012	+18.8%	+18.5%*	3,781	3,233	+17.0%	+23.2%*
Underlying operating income <sup>(1)</sup>	2,258	1,894	+19.2%	+18.9%*	4,653	3,766	+23.6%	+29.2%*
Net profits or losses from other assets	(3,292)	5	n/s	n/s	(3,290)	11	n/s	n/s
Net income from companies accounted for by the equity method	4	2	+100.0%	+100.0%*	4	5	-20.0%	-20.0%*
Income tax	(327)	(404)	-19.0%	-19.0%*	(680)	(687)	-1.0%	+48.7%*
Net income	(1,225)	1,615	n/s	n/s	(185)	2,562	n/s	n/s
O.w. non-controlling interests	257	176	+46.0%	+43.6%*	455	309	+47.2%	+45.7%*
Reported Group net income	(1,482)	1,439	n/s	n/s	(640)	2,253	n/s	n/s
Underlying Group net income <sup>(1)</sup>	1,505	1,349	+11.5%	+11.0%*	3,079	2,647	+16.3%	+11.1%*
ROE	-12.0%	9.8%			-3.4%	7.5%		
ROTE	-13.5%	11.2%			-3.8%	8.6%		
Underlying ROTE <sup>(1)</sup>	10.5%	10.4%			10.8%	10.2%		

(1) Underlying data: adjusted for exceptional items and IFRIC 21 linearisation (see Supplement)
 \*when adjusted for changes in Group structure and at constant exchange rates



# 2. BUSINESS PERFORMANCE

# **FRENCH RETAIL BANKING RESULTS**

#### Revenues

#### +5.9%<sup>(2)</sup>vs. Q2 21

**Net interest margin and other +5.0%**<sup>(2)</sup> **vs. Q2 21** driven notably by good commercial activity despite negative effect of the TLA<sup>(3)</sup> and still negative rates

Fees +7.1% vs. Q2 21 strong growth in service fees

#### **Operating expenses**

+5.5%<sup>(1)</sup> vs. Q2 21

mainly due to client acquisition, contribution to the  $\mathsf{SRF}^{(4)}$  and variable costs

#### Positive jaws

In EURm	Q2 22	Q2 21	Change	H1 22	H121	Change
Net banking income	2,256	2,080	+8.5%	4,444	4,103	+8.3%
Net banking income excl. PEL/CEL	2,185	2,063	+5.9%	4,350	4,098	+6.1%
Operating expenses	(1,513)	(1,447)	+4.6%	(3,233)	(3,058)	+5.7%
Underlying operating expenses <sup>(1)</sup>	(1,571)	(1,489)	+5.5%	(3,120)	(2,972)	+5.0%
Gross operating income	743	633	+17.4%	1,211	1,045	+15.9%
Underlying gross operating income <sup>(1)</sup>	614	574	+7.0%	1,230	1,126	+9.2%
Net cost of risk	(21)	(8)	x2,6	(68)	(137)	-50.4%
Operating income	722	625	+15.5%	1,143	908	+25.9%
Net profits or losses from other assets	3	1	x 3,0	3	4	-25.0%
Reported Group net income	539	454	+18.7%	852	666	+27.9%
Underlying Group net income <sup>(1)</sup>	444	412	+7.6%	866	724	+19.5%
RONE	17.5%	15.0%		14.1%	11.0%	
Underlying RONE <sup>(1)</sup>	14.4%	13.6%		14.4%	11.9%	

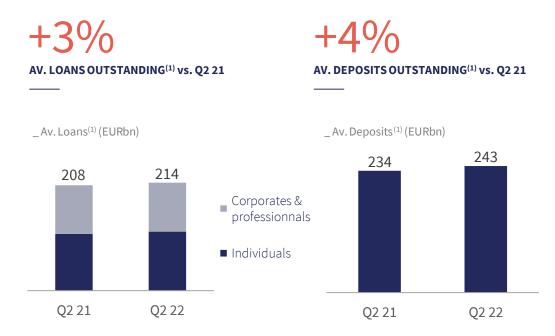
## Q2 22 RONE 14.4%<sup>(1)</sup> (18.3%<sup>(1)</sup> excl. Boursorama)

(1) Underlying data : adjusted for exceptional items, excluding PEL/CEL provision and IFRIC21 linearisation (see Supplement)

(2) Excluding PEL/CEL provision (3) rate of the "Livret A" (4) Single Resolution Fund

NB: including Private Banking activities as per Q1 22 restatement (France and International), includes other businesses transferred following the disposal of Lyxor

# **FRENCH NETWORKS AND PRIVATE BANKING**



Increase in deposits from both regulated savings and sight deposits Robust growth in mid-long term corporate loans production (+42% vs. Q2 21) and continued amortization of PGE +4% in home loans outstanding vs. Q2 21 +1% AV. LIFE INSURANCE OUTSTANDINGS<sup>(2)</sup> vs. Q2 21 \_Av. Life insurance outstandings<sup>(2)</sup> (EURbn) \_Av. Private Banking AuM<sup>(3)</sup> (EURbn) 109 110 \_\_\_\_\_\_\_ Av. Private Banking AuM<sup>(3)</sup> (EURbn) 146 147 \_\_\_\_\_\_\_ 109 110 \_\_\_\_\_\_\_ Unit-linked Euro Funds

Solid gross inflows in life insurance<sup>(2)</sup> (EUR 2.2bn in Q2 22) with high proportion of unit-linked in production (34%)

Strong net inflows in Private Banking<sup>(3)</sup> (EUR 2.6bn in Q2 22)

Q2 21

Q2 22

Increase of Personal protection and P&C premia (+4% vs. Q2 21)

(1) French Networks

(2) Total life insurance outstandings following the integration of the Private Banking in Q122

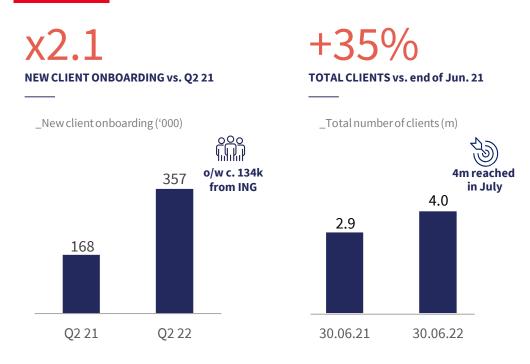
(3) Private Banking as per Q122 restatement (France and International), includes other businesses transferred following the disposal of Lyxor



Q2 21

Q2 22



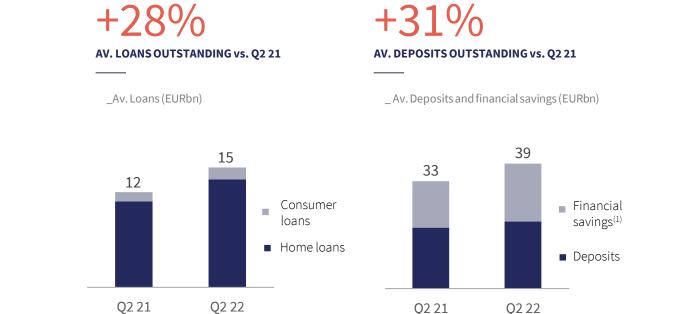


ING transaction progresses according to plan. As of 22 July:

- . 50% onboarding rate after 3-months<sup>(2)</sup> (~250k clients mostly with affluent profile)
- . EUR 7bn of savings largely composed of life insurance outstandings  $^{\rm (3)}$
- . End of the referral period expected in September

(1) Life Insurance, Mutual Funds and Securities
(2) Update as of 22 July, the referral offer having started on 11 April (~500k eligible clients)
(3) Transferred in July





Strong increase in home loans outstanding, +27% vs. Q2 21 Solid progression in consumer loans outstanding +32% vs. Q2 21 Robust growth in deposits and financial savings, +19% vs. Q2 21 Sustained brokerage volumes >1.5m orders in Q2 22

## **INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES RESULTS**

#### **Revenues**

## +21.4%\* vs. Q2 21

International Retail Banking revenues +12.7%\* vs. Q2 21

Insurance and Financial Services revenues +33.7%\* vs. Q2 21

### **Operating expenses**

+9.5%\* vs. Q2 21

Robust positive jaws

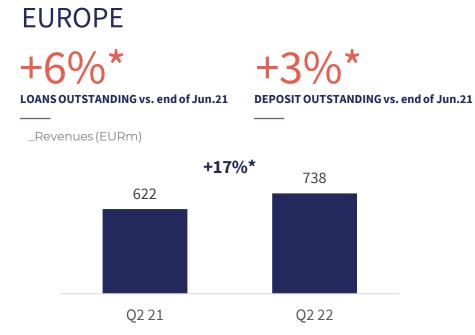
InEURm	Q2 22	Q2 21	Cha	nge	H1 22	H121	Ch	ange
Net banking income	2,304	1,989	+15.8%	+21.4%*	4,527	3,851	+17.6%	+20.4%*
Operating expenses	(1,045)	(1,011)	+3.4%	+9.5%*	(2,228)	(2,100)	+6.1%	+9.0%*
Underlying operating expenses $^{(1)}$	(1,075)	(1,035)	+3.9%	+9.9%*	(2,167)	(2,052)	+5.6%	+8.5%*
Gross operating income	1,259	978	+28.7%	+33.5%*	2,299	1,751	+31.3%	+33.9%*
Underlying gross operating income $^{(1)}$	1,229	954	+28.8%	+33.7%*	2,360	1,799	+31.2%	+33.8%*
Net cost of risk	(97)	(121)	-19.8%	-19.6%*	(422)	(263)	+60.5%	-11.2%*
Operating income	1,162	857	+35.6%	+41.2%*	1,877	1,488	+26.1%	+51.2%*
Net profits or losses from other assets	8	4	+100.0%	+98.2%*	10	6	+66.7%	+65.3%*
Reported Group net income	694	522	+33.0%	+40.1%*	1,094	914	+19.7%	+39.9%*
Underlying Group net income <sup>(1)</sup>	676	508	+33.2%	+40.6%*	1,130	942	+20.0%	+39.5%*
RONE	26.3%	20.6%			20.3%	18.2%		
Underlying RONE <sup>(1)</sup>	25.6%	20.0%			20.9%	18.7%		

## Q2 22 RONE 25.6%<sup>(1)</sup> (26.4%<sup>(1)</sup> excl. disposed Russian activities)

(1) Underlying data: adjusted for exceptional items and IFRIC 21 linearisation (see Supplement)
 \* When adjusted for changes in Group structure and at constant exchange rates (excluding activities sold in Russia)



## **INTERNATIONAL RETAIL BANKING**

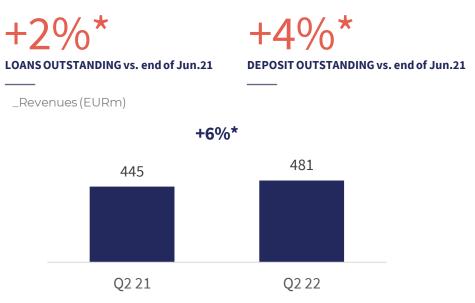


Sustained growth of loans outstanding in Czech Republic (+9%) and Romania (+9%)

Favorable rates environment in Eastern Europe with positive impact in net interest margin

Specialised consumer finance revenues up +7%\* vs. Q2 21, with a strong momentum in fees

## **AFRICA AND OTHERS**



Improved business dynamic in Q2 22 across all geographies

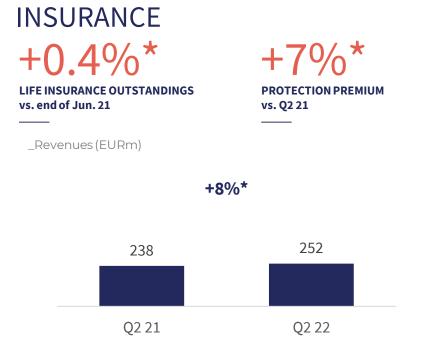
Strong increase in deposits contributing to further strengthen the L/D ratio at ~91%

Solid revenue growth driven by fees (+15%\*)

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



## **INSURANCE AND FINANCIAL SERVICES**



Life insurance gross inflows (+0.3%\* vs. Q2 21) with a 44% share of unit linked

Life insurance outstandings at EUR 131bn of which a sustained high level of unit linked (35%)

Continued strong dynamic in P&C premia across regions (+7%\* vs. Q2 21)

## **FINANCIAL SERVICES**

**1.8** TOTAL ALD CONTRACTS as of end of Jun. 22



\_Revenues (EURm)



Record semester for ALD in terms of NBI and net income:

. +5.4% of funded fleet growth vs end of June 21

. Strong NBI growth (+54%\*), notably driven by still high demand for used cars (EUR 3,212 result per unit)

Resilient net outstanding growth in Equipment Finance (+1.1% vs. end June 21)

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



# **GLOBAL BANKING AND INVESTOR SOLUTIONS RESULTS**

#### Revenues

## +18.3% vs. Q2 21

driven by strong performance across businesses

### **Operating expenses**

+8.1%<sup>(1)</sup> vs. Q2 21, +4.7%<sup>(1)</sup> excl. SRF<sup>(2)</sup>

## C/I ratio<sup>(1)</sup> excl. SRF<sup>(2)</sup>

62.2%

## High positive jaws

InEURm	Q2 22	Q2 21	Vari	ation	H1 22	H121	Vari	ation
Net banking income	2,563	2,166	+18.3%	+16.1%*	5,318	4,499	+18.2%	+16.5%*
Operating expenses	(1,565)	(1,498)	+4.5%	+3.4%*	(3,737)	(3,391)	+10.2%	+10.3%*
Underlying operating expenses <sup>(1)</sup>	(1,755)	(1,623)	+8.1%	+7.1%*	(3,366)	(3,149)	+6.9%	+7.0%*
Gross operating income	998	668	+49.4%	+43.8%*	1,581	1,108	+42.7%	+34.3%*
Underlying gross operating income $^{(1)}$	808	543	+48.9%	+42.1%*	1,952	1,350	+44.6%	+37.5%*
Net cost of risk	(69)	(15)	x4.6	x4.2*	(263)	(18)	×14.6	x14.2*
Operating income	929	653	+42.3%	+37.1%*	1,318	1,090	+20.9%	+13.7%*
Reported Group net income	742	506	+46.6%	+41.2%*	1,044	853	+22.4%	+15.2%*
Underlying Group net income <sup>(1)</sup>	596	410	+45.3%	+38.6%*	1,329	1,039	+27.9%	+21.7%*
RONE	20.3%	14.9%			14.5%	12.6%		
Underlying RONE <sup>(1)</sup>	16.3%	12.1%			18.5%	15.4%		

## Q2 22 RONE 16.3%<sup>(1)</sup> (20.6%<sup>(1)</sup> excl. SRF<sup>(2)</sup>)

(1) Underlying data: adjusted for exceptional items and IFRIC21 linearisation (see Supplement)

(2) Single Resolution Fund

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

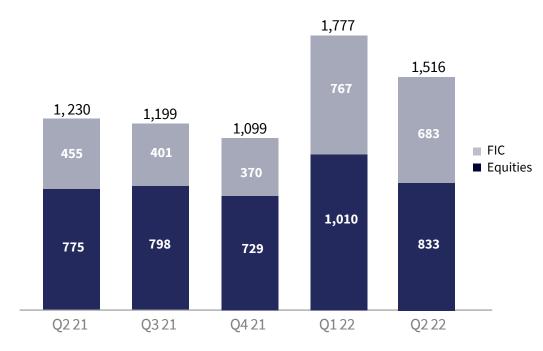
NB: excluding Private banking activities as per Q1 22 restatement (France and International). Excludes other businesses transferred following the disposal of Lyxor



# **GLOBAL MARKETS AND INVESTOR SERVICES**

## REVENUES: +25% vs. Q2 21

\_Global Markets revenues (EURm)



#### GLOBAL MARKETS REVENUES +23% vs. Q2 21

Excellent and balanced performance in a volatile environment Dynamic client activity across products and regions

### EQUITIES +8% vs. Q2 21

Good performance overall with high client demand, notably in Equity Derivatives and Prime Services

### FIC +50% vs. Q2 21

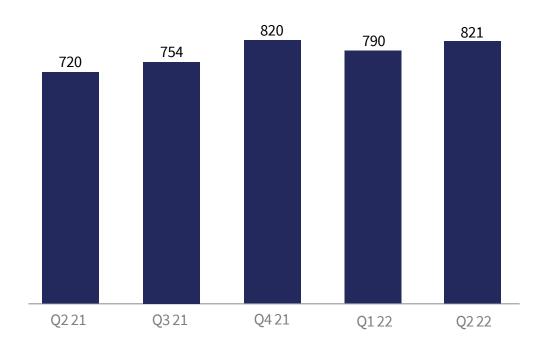
Very strong commercial activity driven by a conducive market environment for our business mix



# **FINANCING AND ADVISORY**

## REVENUES: +14% vs. Q2 21

\_Revenues (EURm)



#### GLOBAL BANKING AND ADVISORY +11% vs. Q2 21

Continued strong momentum in Natural Resources and Infrastructure augmented by our comprehensive and recognised ESG strategy

Sustained activity in Asset Backed-Products

Resilient activity in Investment Banking despite lower volumes in Capital Markets

#### GLOBAL TRANSACTION & PAYMENT SERVICES +29% vs. Q2 21

Strong results in all businesses driven by solid commercial performance and favourable interest rate environment



# **CORPORATE CENTER**

Increase in underlying costs vs Q2 21 notably driven by the impact of the Global Employee Share Ownership Programme (EUR 44m)

EUR 159m<sup>(2)</sup> transformation charges in the business and support functions in Q2 22

Disposal of Russian activities: -EUR 3.3bn before tax recorded in net losses from other assets

In EURm	Q2 22	Q2 21	H1 22	H121
Net banking income	(58)	26	57	53
Operating expenses	(335)	(151)	(589)	(306)
Underlying operating expenses <sup>(1)</sup>	(189)	(78)	(262)	(149)
Gross operating income	(393)	(125)	(532)	(253)
Underlying gross operating income <sup>(1)</sup>	(247)	(52)	(205)	(96)
Net cost of risk	(30)	2	(25)	-
Net profits or losses from other assets	(3,303)	-	(3,303)	1
Income tax	321	124	333	160
Reported Group net income	(3,457)	(43)	(3,630)	(180)
Underlying Group net income <sup>(1)</sup>	(264)	7	(315)	(62)

(1) Underlying data: adjusted for exceptional items and IFRIC 21 linearisation (see Supplement)

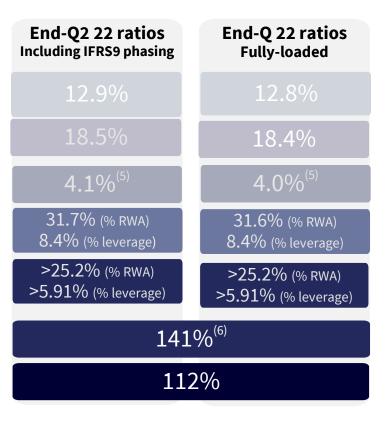
(2) Q2 22 transformation charges: French Retail Banking (EUR 97m), Global Banking and Investor Solutions (EUR 25m) and Corporate Center (EUR 37m).



# **3.** CAPITAL AND LIQUIDITY

## **REGULATORY RATIOS COMFORTABLY ABOVE MINIMUM REQUIREMENTS**





(1) Requirements are presented as of today's status of regulatory discussions (NSFR and leverage requirements applicable since mid-2021)

- (2) Based on CRR2/CRD5 rules, with the P2R increase from 1,75% to 2,12%, effective from 1st March 20222
- (3) Including counter cyclical buffer (4bps as of 31.12.21)
- (4) Requirements applicable from 01/01/2022
- (5) Taking into account the prolongation of the quick-fix arrangement allowing banks to exclude cash deposited in central banks
- (6) Average in Q2 2022

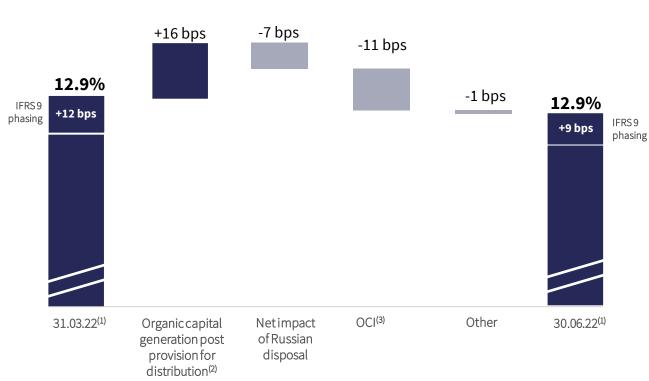
#### PRESENTATION TO DEBT INVESTORS | AUGUST 2022 26

(1) Including IFRS 9 phasing, i.e. 12.8% fully loaded. Based on CRR2/CRD5 rules, including the Danish compromise for Insurance (see Methodology)

(2) Based on a pay-out ratio of 50% of the underlying Group net income after deduction of interest on deeply subordinated notes and undated subordinated notes

(3) OCI on sovereign exposure and insurance





#### CET 1 of 12.9%<sup>(1)</sup>

~ 360 bps buffer over MDA (9.24%)

Leverage ratio at 4.1% TLAC ratio at 31.7%

Balance sheet meeting MREL requirements

~85% of 2022 funding programme already completed

#### \_Q2 22 change in CET 1<sup>(1)</sup> ratio (in bp)

## **CET 1 WELL ABOVE MDA**



#### **TLAC Q2 22 ratios**

#### Meeting 2022 requirements

% RWA

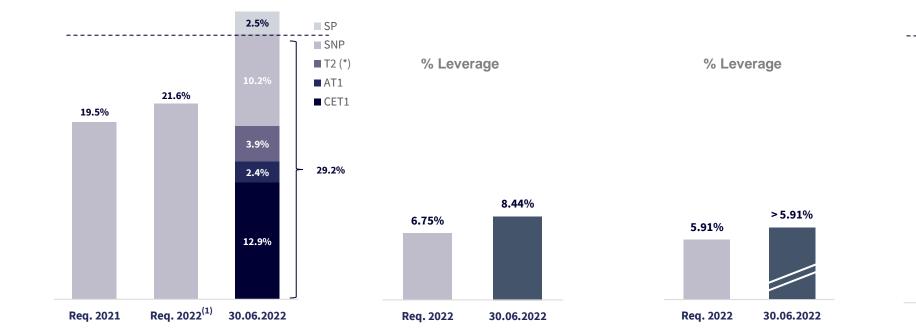


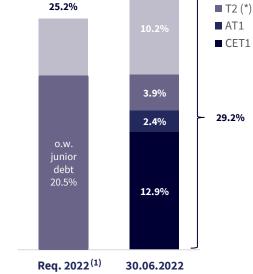
#### Meeting 2022 requirements<sup>(2)</sup>

SP

SNP







(\*) Tier 2 capital computed for TLAC / MREL differ from Q2 capital for total capital ratio due to TLAC / MREL eligibility rules (1) Including countercyclical buffer (2) Notification received in June 2021 based on balance sheet as of 31.12.2019, requirements applicable from 01.01.2022

NB : phased-in ratio



# LONG TERM FUNDING PROGRAMME

## 2022 WELL ADVANCED

#### 2022 funding programme:

- c. EUR 20-22bn of vanilla debt, well balanced across the different formats
- c. EUR 19bn of structured notes issuance

# As of 18.07.2022, EUR 33.7bn have been raised for 2022 program o/w:

- completion of over 85% of the vanilla funding program through issuance of EUR 19.6bn (including EUR 4.0bn of prefunding raised in 2021) split as follows:
  - EUR 0.1bn AT1
  - EUR 1.9bn T2
  - EUR 5.7bn SNP
  - EUR 6.0bn SP
  - EUR 5.9bn CB
- EUR 14.1bn of structured notes issuance

#### Competitive funding conditions:

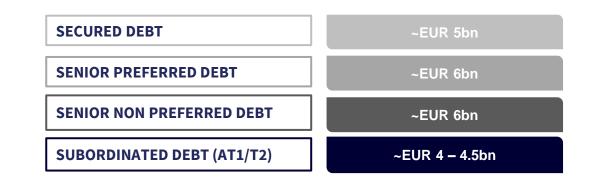
- MS6M+54 bp (excluding subordinated debt)
- Average maturity of 5.2 years

#### Additional EUR 1.2bn issued by subsidiaries

Active diversification of the investor base across different currencies (EUR, USD, AUD, CHF, HKD, NOK, CNY, SGD), maturities and types



### 2022 long term funding programme : EUR 20-22bn<sup>(1)</sup>



### Selection of recent key transactions

<b>—</b>		-
Societe Generale 21NC20 Tier 2 4.027% 21-Jan-43NC42 USD 750,000,000 4NC3 & 6NC5 & 11NC10 Senior Non Preferred SOFR + 1.050% 21-Jan-26NC25 USD 750,000,000 2.226% 21-Jan-26NC25 USD 1,250,000,000 2.797% 19-Jan-28NC27 USD 1,250,000,000 3.337% 21-Jan-33NC32 USD 1,000,000,000	Societe Generale 5Y Senior Preferred 0.280% 26-Jan-27 CHF 160,000,000 & 7NC6 Senior Non Preferred 0.745% 26-Jan-29NC28 CHF 100,000,000	Societe Generale, Sydney Branch 5Y Senior Preferred FRN 03-Mar-27 AUD 450,000,000 Societe Generale SFH 6Y & 12Y Covered Bond 1.375% 05-May-28 EUR 1,750,000,000 1.750% 05-May-34 EUR 1,250,000,000
Societe Generale 3NC2 & 7Y Senior Preferred 1.500% 30-May-25NC24 EUR 1,000,000,000 2.625% 30-May-29 EUR 1,000,000,000	Societe Generale 11NC10 Tier 2, 3Y & 5Y Senior Preferred 6.221% 15-Jun-33NC32 USD 1,250,000,000 4.351% 13-Jun-25 USD 600,000,000 4.677% 15-Jun-27 USD 800,000,000 PRESENTATION TO DEBT INVE	Societe Generale PNC5 Additional Tier 1 8.250% PNC 15-07-27 SGD 200,000,000 STORS   AUGUST 2022 28

# 4. 2025 FINANCIAL TARGETS



# **TWO YEARS OF STRONG EXECUTION...**

# SIMPLIFYING

- Completion of the multi-year refocusing programme
- Repositioning of Market activities ensuring greater resilience and lower risk profile
- Disposal of Rosbank and the Russian insurance subsidiaries

#### A MORE FOCUSED AND RESILIENT BUSINESS MODEL,

# TRANSFORMING

- Preparation of the French networks merger to create of a new landmark bank
- Increased digitalisation and automation with improved client journeys and efficiency
- Groupwide ESG integration with accelerated ambition and stronger commitments

**EMBRACING NEW CLIENT NEEDS** 

AND DEEP SOCIETAL EVOLUTIONS,

# INVESTING

- Acquisition of LeasePlan to create a global leader in mobility
- Acceleration of Boursorama's organic growth and integration of ING clients
- Higher capital allocation to European retail activities and Financing & Advisory

# TO ENSURE SUSTAINABLE AND PROFITABLE GROWTH.



# **PAVING THE WAY TO 2025 TARGETS**



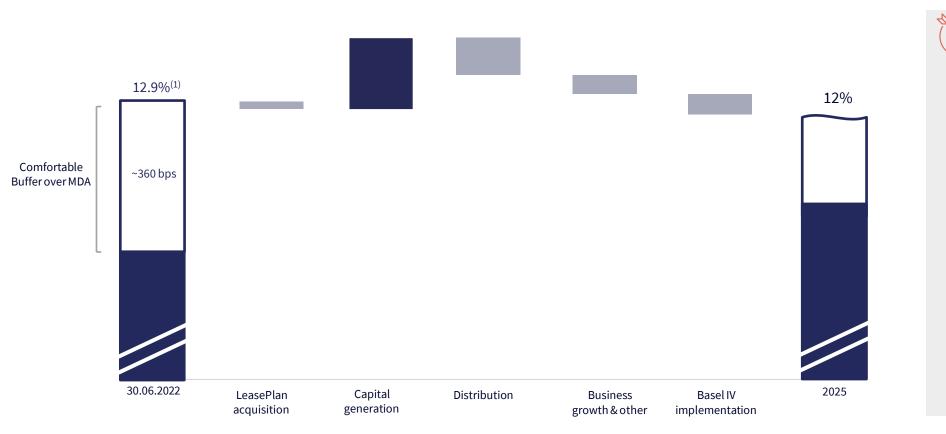
# **50%** pay-out ratio based on an underlying net result<sup>(1)</sup> of which up to **40%** of the distribution in share buy-backs<sup>(2)</sup>

After deduction of interest on deeply subordinated notes and undated subordinated notes
 Subject to General Meeting of Shareholders and regulatory approval





\_Change in CET 1 ratio (in bp)



2025 TARGET

# 12% Cet 1

50% Underlying Group net

Income<sup>(2)</sup> of which up to 40% in share buy-backs<sup>(3)</sup>

~120 bps<sup>(4)</sup> Fully loaded Basel IV impact ~100 bps<sup>(4)</sup> phased-in in 2025

(1) Phased-in ratio

(2) After deduction of interests on deeply subordinated notes and undated subordinated notes

(3) Subject to General Meeting of Shareholders and regulatory approval

(4) Excluding output floor



# **NORMALISATION OF COST OF RISK**

Low S3 cost of risk

\_Cost of risk (bp)

64 52 39 38 21 19 15 11 13 2021 Q122 2015 2016 2017 2018 2019 2020 Q2 22 Cost of risk (in bp)

S3 cost of risk

# Solid buffer of provisions

\_Total S1/S2 provisions (in EURbn)

#### 3.6 3.4 3.4 2.3 2.4 2.0 2.2 1.2 1.4 1.2 1.2 1.1 31.12.2019 31.12.2020 31.12.2021 30.06.2022 Stage 1 Stage 2

# Continuous improvement in credit quality

\_NPL rate<sup>(1)</sup> (%)



## Cost of risk at ~30 bps in 2025

(1) Calculated based on Gross loans outstanding at the beginning of period (annualised). 2015 NPL rate has not been restated according to EBA methodology published on 16 July 2019



# **RELENTLESS FOCUS ON EFFICIENCY ACROSS THE GROUP**

# Key levers to ensure strict cost management

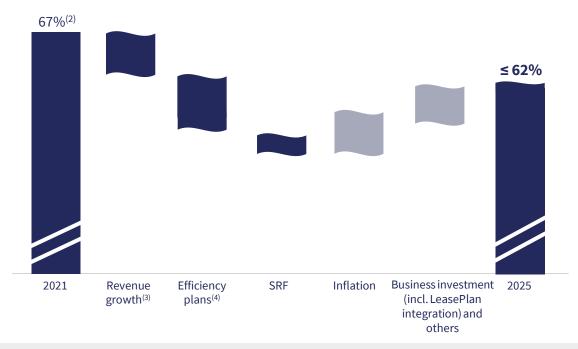
Delivering on the ongoing cost reduction plans with related transformation charges mainly in 2022 and 2023

Continuous discipline to maintain structural cost<sup>(1)</sup> growth below inflation on average

End of the ramp up phase of the Single Resolution Fund expected end of 2023

# Cost/income ratio to decrease with positive jaws across businesses

\_Group cost-to-income ratio under IFRS 4 (%)



## ≤ 62% Cost/income ratio in 2025

(1) Excluding SRF, transformation costs and LeasePlan integration
 (2) Underlying data: adjusted for exceptional items (see Supplement)
 (3) Excluding LeasePlan integration (4) Including efficiency plans of Vision 25, in GBIS, ALD and IT



## **DELIVERING PROFITABLE REVENUE GROWTH**

# Executing strategic initiatives

Investing in fast-growing engines on **mobility** and **online banking** to capture growth and generate superior return

Supporting the profitable franchises benefiting from **leading positions**, favourable environments and promising opportunities

Strengthening our core & synergetic businesses with greater **resilience** and **diversification of revenues** through advisory, value-added services and fees

# Selectively allocating capital to businesses

\_ Business RWA growth (2021-2025 CAGR) vs. 2021 total RWA

> 4%	ALD Boursorama
Between 1.5% and 4%	International Retail Banking Financing & Advisory Private banking
< 1.5%	French networks Global Markets & Investor Solutions Other Financial Services & Insurance



≥ 3%

2021-2025 CAGR Revenue growth<sup>(1)</sup>

EFFICIENT USE OF EQUITY WITH STABLE NBI ON CAPITAL WHILE ABSORBING BASEL IV IMPACT



(1) Based on Global Markets revenues at EUR 4.7bn in 2025

# FRENCH NETWORKS & PRIVATE BANK: A LANDMARK RETAIL BANK

Be the bank of reference in France in terms of customer experience, value-added expertise and responsibility

## Snapshot

>65% of revenues

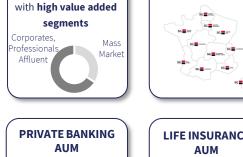
2025 Priorities



**TOP 3** Client satisfaction

67-69% C/I ratio

**10%** RONE





**REGIONAL COVERAGE** 

Extract full **synergies from the creation of a new bank** to upgrade client value proposition, enhance digitalization and improve efficiency

**Further strengthen the positioning** with wealthy, professional, and corporate clients

Enhance product differentiation & diversification by reinforcing the **bancassurance, ESG** and **Mobility** offering

Be a leader in **Savings & Retirement**, with a strong ESG angle, and expand the **Private Banking expertise** 



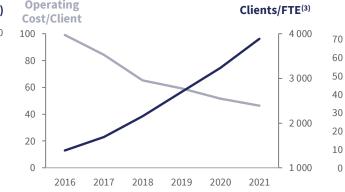
## **BOURSORAMA : A POWERFUL BUSINESS MODEL**

#### Highly scalable model

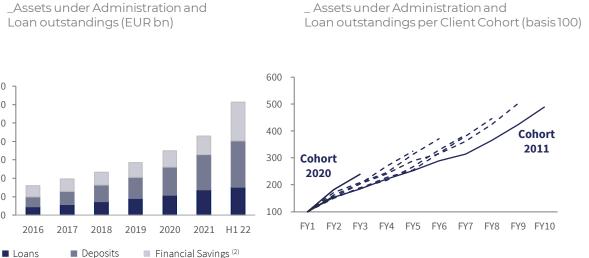
\_Number of new Clients ('000) and Avg. Cost of Client onboarding<sup>(1)</sup> (basis 100 in 2016)



\_Operating Cost per Client and Clients per FTE (basis 100 in 2016)



#### Steady increase in client wallet



# x3.3 new clients in 2021 vs. 2016 with a continuous decreasing acquisition cost per client (~-40% vs 2016)

c. 85% active clients, c. 50% clients using Boursorama as their primary bank Steady decrease of cost-to-serve (~-50% vs 2016) with limited staff increase increase to serve an expanding client base

# Strong increase in AuA with a diversified product mix both in savings and credit (AuA +19% cagr 16-21)

Continued growth of client equipment with increasing trend for the most recent cohorts (x2 in AuA after 2Y on average, x3 after 6Y)

(1) Excluding the ING transaction

(2) Life Insurance including the transfer of ING insurance as of early July, Mutual Funds and Securities (3) Full Time Equivalent



# **BOURSORAMA : THE DEFINITIVE LEADER IN ONLINE BANKING**

Bring to full maturity and establish Boursorama as one of the leading banks for individual clients in France

#### Snapshot

#### 2025 Priorities



**Strengthen our undisputed leading position** in online banking with a continued proactive customer acquisition policy

**Bolster client equipment** thanks to best-in-class digital experience, fully-fledged product & service offer and external partnerships

Maintain outstanding operational efficiency and further reduce the cost-to-serve

Benefit from the **intrinsic value of the model** to generate abovemarket profitability



~EUR 200m Net result

>25% RONE<sup>(2)</sup>

Life Insurance, Mutual Funds and Securities, update as of mid July
 Under IRBA



## **IRB: CONSOLIDATE GROWTH AND PROFITABILITY**

Be a leading franchise in selected markets and support our corporate clients in these promising geographies

#### Snapshot

#### 2025 Priorities

CORPORATE DRIVEN TOP 3 **BUSINESS MIX** in Africa<sup>(1)</sup> in core markets<sup>(1)</sup> Retai ~40% 🌔 🚺 📢 20% ~70% ~45% 2021 RONE 📕 KB 🗧 BRD in Specialised Consumer DIGITAL CLIENTS Finance end 2021

**Reinforce leading positions in core attractive markets** and allocate capital in the most profitable regions

**Enhance corporate client support**, capitalising on SG's cutting-edge expertise and historical presence

Accelerate digitalisation and omnichannel banking model for better client experience and improved efficiency

Integrate the Consumer Finance offer within the open-banking model and the mobility value chain to optimise synergies

2025 TARGET

**50-52%** C/I ratio

>16% RONE

(1) In terms of loan outstandings as of end of December 2021



## **INSURANCE: AN ENHANCED BANCASSURANCE MODEL**

Be the clients' trusted partner by protecting them, their families and assets at all stages of their life

#### Snapshot

2025 Priorities



Reinforce our leadership in life insurance savings and accelerate in protection, with a strong ESG focus

Strengthen our **differentiated positioning on retirement** with a comprehensive product range and enhanced digital service

Keep developing our **solid external partnership model** to further diversify and accelerate growth drivers

Deepen Group synergies by **enhancing the bancassurance model** and increasing the footprint in mobility



~40% C/I ratio under IFRS 4

>25% RONE under IFRS 4

(1) Excluding activities sold in Russia



#### ALD / LEASEPLAN: CREATION OF A LEADING GLOBAL PLAYER IN MOBILITY

Shaping the mobility industry's transformation towards sustainable and digital solutions

#### Snapshot

#### 2025 Priorities



Create a **leading global player** through the perfect combination with LeasePlan to capture the mobility sector's growth

Reinforce our leadership in **sustainable mobility** and provide **fully integrated solutions** with our specialised consumer finance activity

Be the most **innovative mobility provider** by leveraging **unrivalled investment capacity** to increase the **digital competitive edge** 

Generate **significant synergies** and further improve **best in class operating efficiency** to create superior value through the cycle 2025 TARGET

≥ 6% Annual fleet growth post integration of LeasePlan

~ 45% Best-in-class C/I ratio in 2025<sup>(3)</sup>

> 20% RONE

(1) Combined ALD and LeasePlan fleet as of December 2021 (2) EV: Battery Electric Vehicles (BEVs) Plug-in Hybrids (PHEVs) Fuel Cell

(2) EV: Battery Electric Vehicles (BEVs), Plug-in Hybrids (PHEVs), Fuel Cell (FCEV), excludes full hybrids (3) At ALD level, computed as: Total overheads / Gross margin (excluding used car sales result)



#### GLOBAL MARKETS AND INVESTOR SERVICES: CONFIRMED STRATEGY OF RESILIENT AND PROFITABLE GROWTH

Be a relevant and Top tier European market player with a balanced and resilient business model

#### Snapshot

#### 2025 Priorities



Keep **diversifying** and **innovating**, with an acceleration in ESG, to consolidate our positions and seize market opportunities

**Maintain a stable risk appetite,** and **develop flow and fee-based** businesses to ensure higher stability and predictability of performance

**Make operational efficiency a permanent focus** to preserve operating leverage and continue to invest in our businesses

**Enhance profitability** of Securities Services by further optimising the operating model while developing our offer on fast-growing segments



2025 GLOBAL MARKETS TARGET

EUR 4.7-5.3bn

Revenue range



65-68% C/I ratio 12-14% RONE

(1) Assets under Custody



#### FINANCING AND ADVISORY: CAPTURE GROWTH THROUGH DIVERSIFICATION AND EXPERTISE

Be Top 5 in our core markets in Global Banking and a Tier 1 European Transaction Banking player

#### Snapshot

#### 2025 Priorities



**Continue to selectively allocate capital** to the most dynamic sectoral and client segments to maintain superior gross return on capital

Embed ESG in every business, **shift our offer through a systematic ESG oriented approach** 

Further **accelerate in Global Transaction Banking** with an integrated, modular and open platform

Maintain a **diversified business mix**, an **active portfolio management** and **high standards** in counterparty risk management



~3% 2021-2025 CAGR Revenue growth



2025 GBIS TARGET

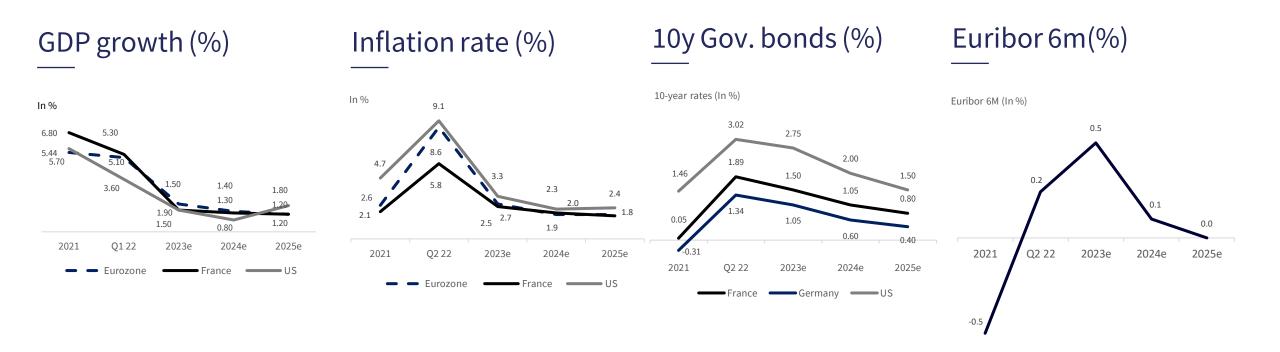
65-68% C/I ratio 12-14% RONE

(1) Global Transaction & Payment Services



## **2025 PRUDENT ECONOMIC ASSUMPTIONS**

#### Progressive return to more stable conditions from 2023





# 5. SUPPLEMENT



## **GROUP LONG TERM FUNDING BREAKDOWN**<sup>(1)</sup>

# Access to diversified and complementary investor bases through:

Subordinated issuances

Senior vanilla issuances (public or private placements) Senior structured notes distributed to institutional investors, private banks and retail networks, in France and abroad

Covered bonds (SFH, SCF) and securitisations

#### **Issuance by Group subsidiaries**

Access to local investor bases by subsidiaries which issue in their own names or issue secured transactions (ALD, BDK etc.) Funding autonomy of IBFS retail subsidiaries

#### **Balanced amortisation schedule**

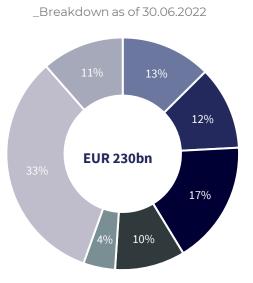
See Methodology
 Including CD & CP > 1y
 Including CPH

(3) Including CRH

(4) Including secured and unsecured issuance

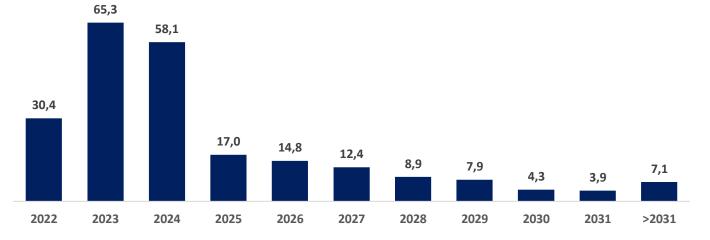
(5) Including IFI(6) Including undated subordinated debt





\_Amortisation schedule as of 30.06.2022, in EUR bn

- Senior Preferred Structured
- Senior Vanilla Preferred Unsecured Issues(2)
- Senior Non-Preferred Issues
- Secured Issues(3)
- Subsidiaries(4)
- LT Interbank Liabilities(5)
- Subordinated Debt(6)



#### PRESENTATION TO DEBT INVESTORS | AUGUST 2022 46

## **SOLID FUNDING STRUCTURE**

\_Loan to Deposit Ratio

#### **Robust balance sheet**

Loan to deposit ratio rose to 90%

High quality asset buffers

Comfortable LCR at **141%** on average in Q2 22 NSFR at **112%** above regulatory requirements (stable compared to Q1 22)

# Liquid asset buffer of EUR 244bn at end-June 2022

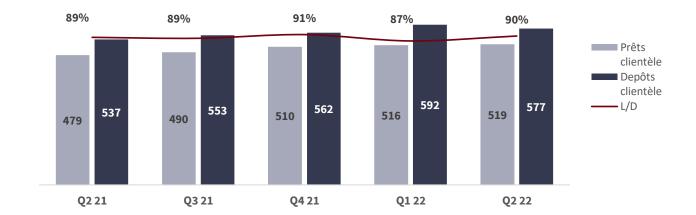
High quality of the liquidity reserve: **EUR 173bn** of Central bank deposits and **EUR 61bn** of HQLA securities at end-June 2022

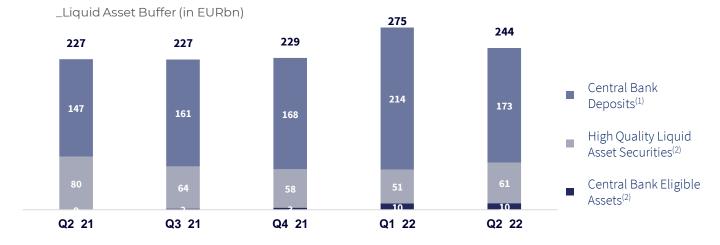
Excluding mandatory reserves for central bank deposits Unencumbered, net of haircuts for HQLA assets and other assets eligible to central bank

\* See Methodology.

Excluding mandatory reserves
 Unencumbered, net of haircuts







#### PRESENTATION TO DEBT INVESTORS | AUGUST 2022

#### **CREDIT RATING OVERVIEW**

Good fundamentalsS&P: "Diverse business model by geography and segment"Moody's: "Strong franchise and well-diversified universal<br/>banking business model"Fitch: "The bank's ratings remain supported by a<br/>diversified company profile, resilient earnings generation<br/>and a sound liquidity profile"Strong funding & liquidityOut

S&P: "SG's volumes of bail-in-able debt issued and its policy to keep a high bail-in-able buffer support the current two notches of ALAC uplift."

Moody's: "Our advanced LGF analysis indicates an extremely low loss-given-failure for junior depositors and senior unsecured creditors, resulting in a three-notch uplift in the relevant ratings from the firm's baa2 Adjusted BCA "

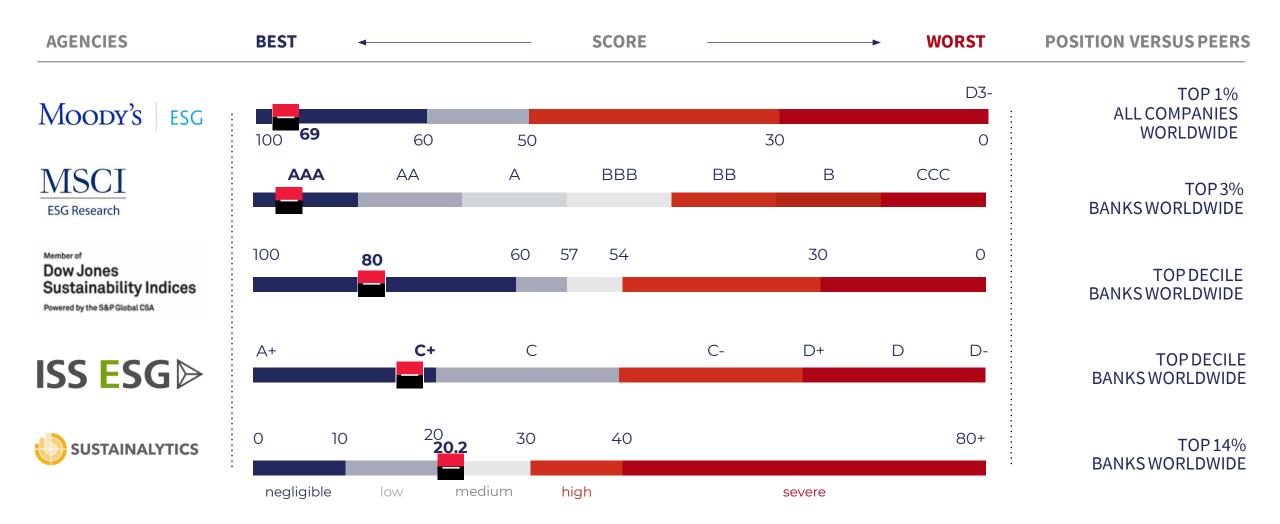
Fitch: "French banks generally have a sound liquidity profile balanced between client deposits and wholesale funding, which should further be supported by the new facilities offered by the ECB" Credit Rating as of August 2022

	Fitch	Moody's	S&P
LT/ST Counterparty	A(dcr)	A1(cr)/P-1(cr)	A/A-1
LT senior unsecured debt	A	A1	А
Outlook	Stable	Stable	Stable
ST senior unsecured debt	F1	P-1	A-1
LT senior non preferred debt	A-	Baa2	BBB
Dated Tier 2 subordinated	BBB	Baa3	BBB-
Additional Tier 1	BB+	Ba2(hyb)	BB

NB: The statements are extracts from the rating agencies reports on SG and should not be relied upon to reflect the agencies opinion. Please refer to full rating reports available on Societe Generale and the agencies' websites.



## **MAPPING OF EXTRA-FINANCIAL RATINGS**



Note: Number of companies in each agency universe: MSCI 190 banks; S&P CSA 242 banks; Sustainalytics 415 banks; Moody's ESG Solutions 4,882 companies; ISS ESG 285 banks



## **GROUP** QUARTERLY INCOME STATEMENT BY CORE BUSINESS

	French Ret	ailBanking		Retail Banking cial Services		igand Investor tions	Corpora	te Centre	Gr	oup
In EURm	Q2 22	Q221	Q222	Q221	Q2 22	Q2 21	Q2 22	Q2 21	Q222	Q221
Net banking income	2,256	2,080	2,304	1,989	2,563	2,166	(58)	26	7,065	6,261
Operating expenses	(1,513)	(1,447)	(1,045)	(1,011)	(1,565)	(1,498)	(335)	(151)	(4,458)	(4,107)
Gross operating income	743	633	1,259	978	998	668	(393)	(125)	2,607	2,154
Net cost of risk	(21)	(8)	(97)	(121)	(69)	(15)	(30)	2	(217)	(142)
Operating income	722	625	1,162	857	929	653	(423)	(123)	2,390	2,012
Net income from companies accounted for by the equity method	1	2	1	0	2	1	0	(1)	4	2
Net profits or losses from other assets	3	1	8	4	0	0	(3,303)	0	(3,292)	5
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0
Income tax	(187)	(174)	(282)	(212)	(179)	(142)	321	124	(327)	(404)
Non controlling Interests	0	0	195	127	10	6	52	43	257	176
Group net income	539	454	694	522	742	506	(3,457)	(43)	(1,482)	1,439
Average allocated capital**	12,295	12,116	10,570	10,158	14,642	13,581	17,326*	16,306*	54,833	52,161
Group ROE ( after tax)									-12.0%	9.8%

\* Calculated as the difference between total Group capital and capital allocated to the core businesses \*\* Amounts restated compared with the financial data published in Q2 21



## GROUP HALF YEAR INCOME STATEMENT BY CORE BUSINESS

	French Ret	tail Banking		Retail Banking cial Services		ng and Investor Itions	Corpora	te Centre	Gr	oup
In EURm	H122	H1 21	H122	H1 21	H122	H121	H122	H1 21	H122	H121
Net banking income	4,444	4,103	4,527	3,851	5,318	4,499	57	53	14,346	12,506
Operating expenses	(3,233)	(3,058)	(2,228)	(2,100)	(3,737)	(3,391)	(589)	(306)	(9,787)	(8,855)
Gross operating income	1,211	1,045	2,299	1,751	1,581	1,108	(532)	(253)	4,559	3,651
Net cost of risk	(68)	(137)	(422)	(263)	(263)	(18)	(25)	0	(778)	(418)
Operating income	1,143	908	1,877	1,488	1,318	1,090	(557)	(253)	3,781	3,233
Net income from com panies accounted for by the equity method	2	3	(1)	0	3	2	0	0	4	5
Net profits or losses from other assets	3	4	10	6	0	0	(3,303)	1	(3,290)	11
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0
Income tax	(297)	(252)	(461)	(370)	(255)	(225)	333	160	(680)	(687)
Non controlling Interests	(1)	(3)	331	210	22	14	103	88	455	309
Group net income	852	666	1,094	914	1,044	853	(3,630)	(180)	(640)	2,253
Average allocated capital**	12,058	12,162	10,794	10,058	14,386	13,492	17,513*	16,144*	54,751	51,856
Group ROE ( after tax)									-3.4%	7.5%

 $^*$  Calculated as the difference between total Group capital and capital allocated to the core businesses  $^{**}$  Amounts restated compared with the financial data published in Q2 21



### **GROUP** UNDERLYING DATA - RECONCILIATION WITH REPORTED FIGURES

in EUR m	H122	H1 21	Q2 22	Q2 21
Exceptional operating expenses (-)	872	533	(132)	(118)
IFRIC linearisation	570	398	(291)	(203)
Transformation costs <sup>(1)</sup>	302	135	159	85
Of which related to French Retail Banking	201	60	97	38
Of which related to Global Banking & Investor Solutions	39	43	25	26
Of which related to Corporate Centre	62	32	37	21
Exceptional Net profit or losses from other assets (+/-)	(3,303)	0	(3,303)	0
Net losses from the disposal of Russian activities $^{(1)}$	(3,300)		(3,300)	
Net losses from the disposal of Lyxor <sup>(1)</sup>	(3)		(3)	
Total exceptional items (pre-tax)	4,175	533	3,171	(118)
Reported Net income - Group Share	(640)	2,253	(1,482)	1,439
Total exceptional items - Group share (post-tax)	3,719	394	2,987	(90)
Underlying Net income - Group Share	3,079	2,647	1,505	1,349

(1) Allocated to Corporate Centre



## **GROUP** UNDERLYING DATA - IFRIC 21 IMPACT

	French Re	tail Banking		Retail Banking ial Services	Global Bankin Solu	g and Investor tions	Corporat	te Centre	Gro	oup		
In EURm	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21	H1 22	H121	H1 22	H1 21		
Total IFRIC 21 Impact – costs 	(225) <i>(173)</i>	(173) <i>(128)</i>	(123) <i>(65)</i>	(95) <i>(52)</i>	(741) <i>(623)</i>	(483) <i>(405)</i>	(50) <i>(3)</i>	(44) <i>(2)</i>	(1,139) <i>(864)</i>	(795) <i>(586)</i>	_	
	International	l Retail Banking		Services to prates	Insu	rance	То	tal				
In EURm	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21	l			
Total IFRIC 21 Impact – costs o/w Resolution Fund	(87) <i>(61)</i>	(67) <i>(48)</i>	(10) <i>(4)</i>	(9) <i>(4)</i>	(26) <i>(0)</i>	(19) <i>0</i>	(123) <i>(65)</i>	(95) <i>(52)</i>	-			
	Wester	n Europe	Czech F	Republic	Rom	nania	OtherI	Europe	Rus	sia	Africa, Asia, M bassin and	lediterranean l Overseas
In EURm	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21
Total IFRIC 21 Impact – costs o/w Resolution Fund	(7) <i>(4)</i>	(6) <i>(3)</i>	(52) <i>(44)</i>	(40) <i>(34)</i>	(14) <i>(</i> 7 <i>)</i>	(9) <i>(7)</i>	(4) <i>(2)</i>	(4) (2)	(1) <i>(1)</i>	(1) (0)	(8) <i>(3)</i>	(8) <i>(2)</i>
	Clobal Marko	ts and Investor			Total Global	Bankingand						

	Global Market Serv	s and Investor vices	Financinga	nd Advisory		Banking and Solutions
In EURm	H1 22	H1 21	H1 22	H1 21	H1 22	H1 21
Total IFRIC 21 Impact – costs o/w Resolution Fund	(566) (486)	(362) <i>(306)</i>	(176) <i>(137)</i>	(121) <i>(</i> 99)	(741) <i>(623)</i>	(483) <i>(405)</i>



Total International Retail Banking

H1 22

(87) (61) H1 21

(67)

(48)

## GROUP CRR2/CRD5 PRUDENTIAL CAPITAL RATIOS

\_Phased-in Common Equity Tier 1, Tier 1 and Total Capital

In EURbn	30.06.2022	31.12.2021
Shareholder equity Group share	64.6	65.1
Deeply subordinated notes*	(8.7)	(8.0)
Undated subordinated notes*	0.0	0.0
Dividend to be paid & interest on subordinated notes $^{(1)}$	(1.3)	(2.3)
Goodwill and intangible	(5.3)	(5.2)
Non controlling interests	4.5	4.6
Deductions and regulatory adjustments	(6.6)	(4.3)
Common Equity Tier 1 Capital	47.3	49.8
Additionnal Tier 1 Capital	8.8	8.1
Tier1 Capital	56.1	57.9
Tier 2 capital	11.9	10.6
Total capital (Tier1 + Tier2)	68.0	68.5
Risk-Weighted Assets	368	363
Common Equity Tier 1 Ratio	12.9%	13.7%
Tier1 Ratio	15.2%	15.9%
Total Capital Ratio	18.5%	18.8%

Ratios based on the CRR2/CDR5 rules as published in June 2019, including Danish compromise for insurance (see Methodology). Ratio fully loaded at 12.8% and IFRS 9 phasing at +9 bp. (1) The dividend to be paid is calculated based on a pay-out ratio of 50% of the underlying Group net income, after deduction of deeply subordinated notes and on undated subordinated notes \* Excluding issue premia on deeply subordinated notes and on undated subordinated notes



### GROUP **CRR2 LEVERAGE RATIO**

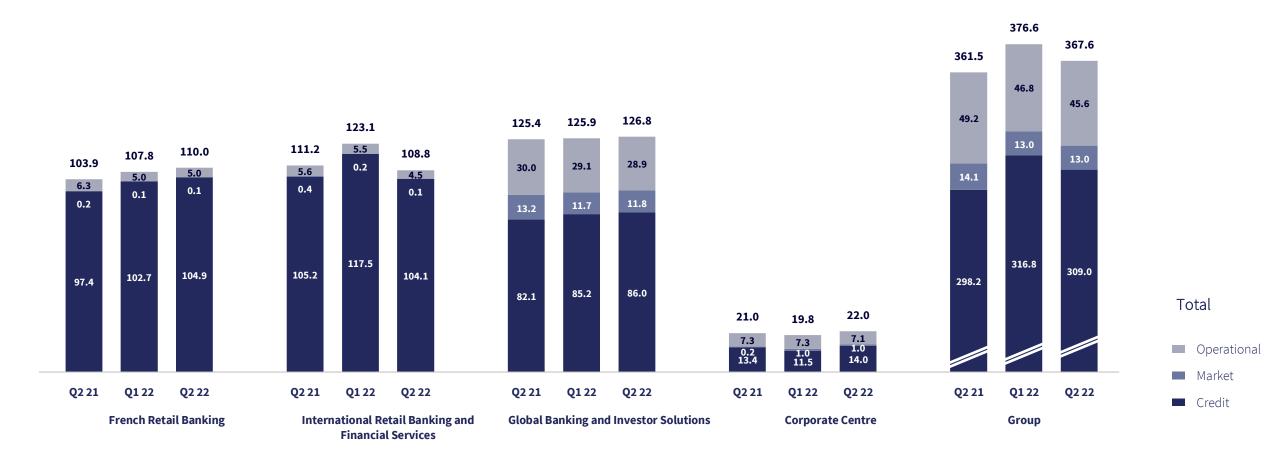
\_CRR2 phased-in Leverage Ratio<sup>(1)</sup>

In EURbn	30.06.2022	31.12.2021
Tier1 Capital	56.1	57.9
Total prudential balance sheet <sup>(2)</sup>	1,387	1,300
Adjustments related to derivative financial instruments	(12)	9
Adjustments related to securities financing transactions $^{(3)}$	16	15
Off-balance sheet exposure (loan and guarantee commitments	126	118
Technical and prudential adjustments	(135)	(252)
inc. central banks exemption	0	(118)
Leverage exposure	1,382	1,190
Phased leverage ratio	4.1%	4.9%

Based on CRR2 rules adopted by the European Commission in June 2019. Fully loaded leverage ratio at 4.0% (see Methodology)
 The prudential balance sheet corresponds to the IFRS balance sheet less entities accounted for through the equity method (mainly insurance subsidiaries).
 Securities financing transactions: repurchase transactions, securities lending or borrowing transactions and other similar transactions



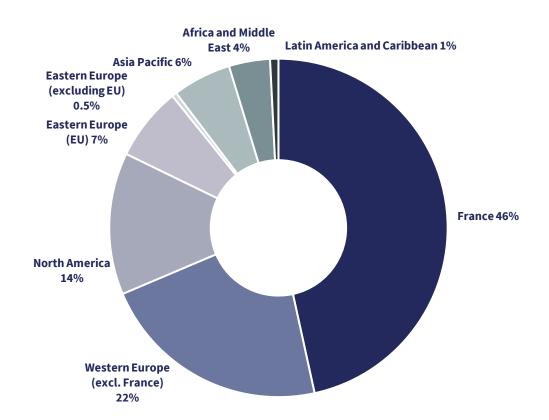
## **GROUP** RISK-WEIGHTED ASSETS\* (CRR2/CRD5, IN EURbn)



\* Phased-in Risk-Weighted Asset including IFRS 9 phasing. Includes the entities reported under IFRS 5 until disposal



### **GROUP - GEOGRAPHIC BREAKDOWN OF SG GROUP COMMITMENTS AT 30.06.2022**



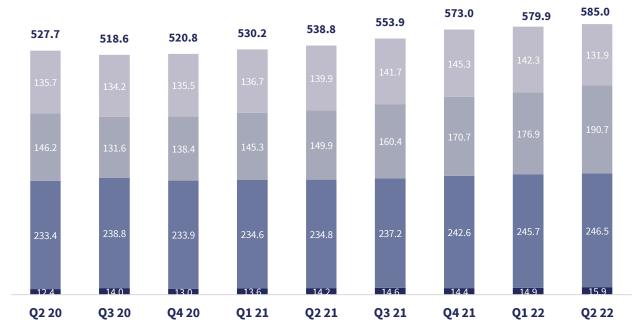
On-and off-balance sheet EAD\* All customers included: EUR 1,118bn

\*Total credit risk (debtor, issuer and replacement risk for all portfolios)



### GROUP CHANGE IN GROSS BOOK OUTSTANDINGS\*

\_End of period in EURbn



Total

International Banking and Financial Services Global Banking and Investor Solutions French Retail Banking Corporate Center

\* Customer loans; deposits and loans due from banks, leasing and lease assets. Excluding repurchase agreements

Excluding entities reported under IFRS 5 NB : Data restated since Q1 22 considering the transfer of Private banking activities (French and international) to the French Retail Banking. Includes other businesses transferred after the disposal of Lyxor



### GROUP COST OF RISK

n EURm		Q2 22	Q2 21	H122	H121
	Net Cost Of Risk	21	8	68	137
French Retail Banking	Gross loan Outstandings	245,710	234,643	244,177	234,298
	Cost of Risk in bp	3	1	6	12
	Net Cost Of Risk	97	121	422	263
International Retail Banking and Financial Services	Gross loan Outstandings	141,075	131,344	140,811	130,770
	Cost of Risk in bp	28	37	60	40
	Net Cost Of Risk	69	15	263	18
Global Banking and Investor Solutions	Gross loan Outstandings	176,934	145,302	173,842	141,803
	Cost of Risk in bp	16	4	30	3
	Net Cost Of Risk	30	(2)	25	0
Corporate Centre	Gross loan Outstandings	14,943	13,561	14,678	13,262
	Cost of Risk in bp	79	(4)	34	0
	Net Cost Of Risk	217	142	778	418
Societe Generale Group	Gross loan Outstandings	578,662	524,849	573,508	520,133
	Cost of Risk in bp	15	11	27	16

See: Methodology. Cost of Risk in bp are calculated based on Gross loans outstanding at the beginning of period (annualised) NB : Data restated since Q122 considering the transfer of Private banking activities (French and international) to the French Retail Banking. Includes other businesses transferred after the disposal of Lyxor SOCIETE GENERALE



### **GROUP** NON-PERFORMING LOANS

In EUR bn	30.06.2022	31.03.2022	30.06.2021
Performingloans	565.9	561.3	519.3
inc. Stage 1 book outstandings <sup>(1)</sup>	503.1	491.3	454.8
inc. Stage 2 book outstandings	44.0	50.7	42.0
Non-performing loans	16.3	16.9	16.7
inc. Stage 3 book outstandings	16.3	16.9	16.7
Total Gross book outstandings*	582.2	578.2	536.1
Group Gross non performing loans ratio*	2.8%	2.9%	3.1%
Provisions on performing loans	2.9	3.1	3.0
inc. Stage 1 provisions	1.0	1.2	1.1
inc. Stage 2 provisions	1.8	1.9	1.9
Provisions on non-performing loans	8.1	8.4	8.6
inc. Stage 3 provisions	8.1	8.4	8.6
Total provisions	10.9	11.4	11.6
Group gross non-performing loans ratio (provisions on non-performing loans/ non-performing loans)	50%	49%	52%

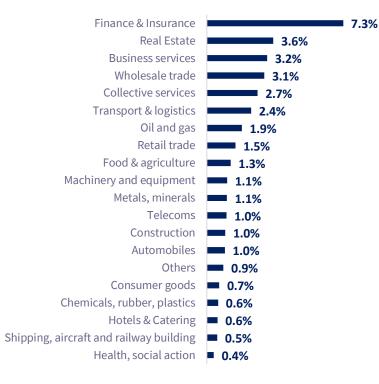
\*Figures calculated on on-balance sheet customer loans and advances, deposits at banks and loans due from banks, finance leases, excluding loans and advances classified as held for sale, cash balances at central banks and other demand deposits, in accordance with the EBA/ITS/2019/02 Implementing Technical Standards amending Commission Implementing Regulation (EU) No 680/2014 with regard to the reporting of financial information (FINREP). The NPL rate calculation was modified in order to exclude from the gross exposure in the denominator the net accounting value of the tangible assets for operating lease. Performing and non-performing loans at fair value through profit or loss which are not eligible to IFRS 9 provisioning and so not split by stage. Historical data restated (1) Data restated excluding loans at fair value through profit or loss which are not eligible to IFRS 9 provisioning



## **FOCUS ON EXPOSURES**

#### Corporate portfolio breakdown

#### Corporate EAD<sup>(1)</sup> in each sector in % of total group EAD at 30.06.2022 Total group EAD: EUR 1,118bn



#### Exposure to sensitive sectors

POWER UTILITIES IN EUROPE: 1.1% of total Group EAD

ACCOMMODATION\*: 0.3% of total Group EAD

CATERING\*: 0.3% of total Group EAD

AIRLINES: 0.3% of total Group EAD, mostly secured

**COMMERCIAL REAL ESTATE:** disciplined origination with average LTV ranging between 55% and 60% and limited exposure on Retail Assets (15%)

**DIRECT GROUP LBO EXPOSURE: EUR~6bn** 

**SME REPRESENT ~5% OF TOTAL GROUP EAD** (mostly in France)

(\*) As per the decree n° 2020-1770 published in France on 30.12.2020 (both Corporate and Retail exposure) Accommodation: hotels, campsites, holiday homes, resorts, holiday centers, etc. Catering : restaurants, cafes, collective catering, etc.

(1) EAD for the corporate portfolio as defined by the Basel regulations (large corporate including insurance companies, funds and hedge funds, SME, specialised financing and factoring) based on the obligor's characteristics before taking account of the substitution effect. Total credit risk (debtor, issuer and replacement risk). Corporate EAD : EUR 399bn

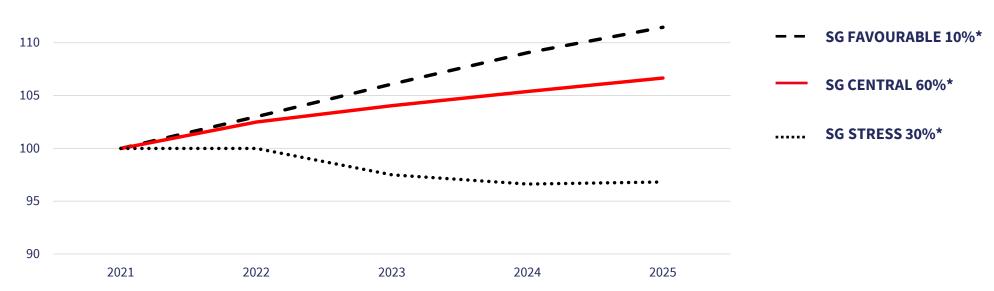


## **IFRS 9 MONITORING**

#### **METHODOLOGY APPLIED**

#### As of Q2 22, IFRS 9 parameters were updated in order to take into account the current economic environment:

- 3 macroeconomic scenarios were retained to capture the uncertainties around the war in Ukraine and the continuation of the Covid19 pandemic: central, favourable and stress. The central scenario assumes that the growth in the eurozone would be lower in 2022 and 2023 due to a high level of inflation and the probable recession scenario in case of the termination of energy supply from Russia.
- Additional sector / areas-at-risk adjustments to compensate for more favorable macroeconomic parameters



#### **MACROECONOMIC SCENARIOS (FRANCE GDP GROWTH)**

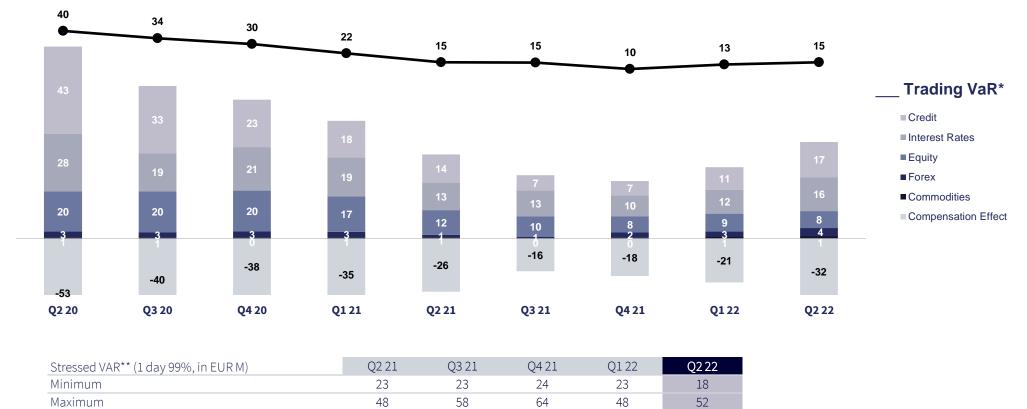
\*scenario weighting in IFRS 9 expected credit loss calculation



115

## **GROUP** CHANGE IN TRADING VAR\* AND STRESSED VAR\*\*

\_Quarterly Average of 1-Day, 99% Trading VaR\* (in EURm)



39

32

30

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

\*\* 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

38

35



Average

### **GROUP** EPS CALCULATION

Average number of shares (in thousand)	H122	Q1 22	2021
Existing shares	842,540	845,248	853,371
Deductions			
Shares allocated to cover stock option plans and free shares awarded to staff	6,041	6,021	3,861
Other own shares and treasury shares	5,416	8,124	3,249
Number of shares used to calculate EPS*	831,084	831,103	846,261
Group net Income	(640)	842	5,641
Interest on deeply subordinated notes and undated subordinated notes	(278)	(119)	(590)
Adjusted Group net income	(918)	723	5,051
EPS (in EUR)	(1.10)	0.87	5.97
Underlying EPS** (in EUR)	2.87	1.00	5.52

\* The number of shares considered is the average number of ordinary shares of the period, excluding treasury shares and buybacks, but including the trading shares held by the Group \*\*Underlying EPS calculated based on an underlying Group net Income excluding IFRIC 21 linearisation (see Methodology)



## GROUP NET ASSET VALUE, TANGIBLE NET ASSET VALUE

End of period (in EURm)	H122	Q1 22	2021
Shareholders' equity Group share	64,583	65,852	65,067
Deeply subordinated notes	(8,683)	(8,178)	(8,003)
Undated subordinated notes	-		
Interest of deeeply & undated subodinated notes, issue premium amortisations $^{\left( 1\right) }$	(8)	(65)	20
Bookvalue of own shares in trading portfolio	(222)	(78)	37
NetAssetValue	55,669	57,531	57,121
Goodwill	(3,667)	(3,624)	(3,624)
Intangible Assets	(2,672)	(2,773)	(2,733)
NetTangibleAssetValue	49,330	51,134	50,764
Number of shares used to calculate NAPS*	831,045	831,044	831,162
	-		
Net Asset Value per Share	67.0	69.2	68.7
Net Tangible Asset Value per Share	59.4	61.5	61.1

(1) Interest net of tax, payable or paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations \*The number of shares considered is the number of ordinary shares outstanding at end of period, excluding treasury shares and buybacks, but including the trading shares held by the Group (expressed in thousand of shares) 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 (see Methodology)



### **GROUP** ROE/ROTE CALCULATION DETAIL

End of period (in EURm)	Q2 22	Q2 21	H122	H121
Shareholders' equity Group share	64,583	63,136	64,583	63,136
Deeply subordinated notes	(8,683)	(8,905)	(8,683)	(8,905)
Undated subordinated notes	-	(62)	-	(62)
Interest of deeeply & undated subodinated notes, issue premium amortisations $^{(1)}$	(8)	(1)	(8)	(1)
OCI excluding conversion reserves	854	(699)	854	(699)
Distribution provision <sup>(2)</sup>	(1,193)	(1,021)	(1,193)	(1,021)
Distribution for N-1	(914)	-	(914)	-
ROE equity end-of-period	54,638	52,448	54,638	52,448
Average ROE equity*	54,833	52,161	54,751	51,856
Average Goodwill	(3,646)	(3,927)	(3,636)	(3,928)
Average Intangible Assets	(2,723)	(2,542)	(2,738)	(2,524)
Average ROTE equity*	48,464	45,692	48,377	45,404
Group net Income	(1,482)	1,439	(640)	2,253
Interest on deeply subordinated notes and undated subordinated notes	(159)	(165)	(278)	(309)
Cancellation of goodwill impairment	-	-	2	-
Ajusted Group net Income	(1,641)	1,274	(916)	1,944
Average ROTE equity*	48,464	45,692	48,377	45,404
ROTE	-13.5%	11.2%	-3.8%	8.6%
Underlying Group net income	1,505	1,349	3,079	2,647
Interest on deeply subordinated notes and undated subordinated notes	(159)	(165)	(278)	(309)
Cancellation of goodwill impairment	-	-	2	-
Ajusted Underlying Group net Income	1,346	1,184	2,803	2,338
Average ROTE equity (underlying)*	51,451	45,602	52,096	45,797
Underlying ROTE	10.5%	10.4%	10.8%	10.2%

ROE/ROTE: see Methodology (1) Interest net of tax, payable or paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations (2) The dividend to be paid is calculated based on a pay-out ratio of 50% of the underlying Group net income, after deduction of deeply subordinated notes and on undated subordinated notes \* Amounts restated compared with the 2020 financial statements (See Note 1,7 of the financial statements)



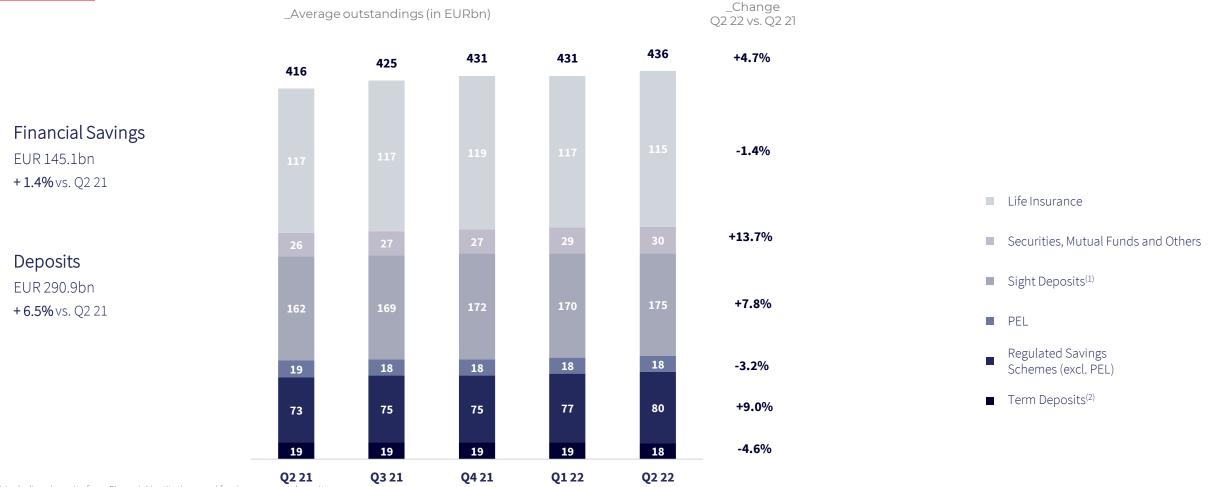
#### FRENCH RETAIL BANKING NET BANKING INCOME



#### (1) Excluding PEL/CEL NB: including Private banking activities as per Q1 22 restatement (France and International), includes other businesses transferred following the disposal of Lyxor



### **FRENCH RETAIL BANKING** CUSTOMER DEPOSITS AND FINANCIAL SAVINGS



Including deposits from Financial Institutions and foreign currency deposits
 Including deposits from Financial Institutions and medium-term notes
 NB: including Private banking activities as per Q1 22 restatement (France and International), includes other businesses transferred following the disposal of Lyxor



### **FRENCH RETAIL BANKING** LOANS OUTSTANDING

\_Change \_Average outstandings, net of provisions (in EURbn) Q2 22 vs. Q2 21 248 +4.4% 244 241 238 237 +6.4% 126 125 123 121 20 20 19 20 +6.3% 19 Housing Consumer Credit and Overdraft 100 101 +1.7% 99 98 99 Business Customers\* 0.1 0.1 0.2 0.2 0.1 +8.7% Financial Institutions Q2 21 Q3 21 Q4 21 Q1 22 Q2 22

\*SMEs, self-employed professionals, local authorities, corporates, NPOs, including foreign currency loans NB: including Private banking activities as per Q1 22 restatement (France and International), includes other businesses transferred following the disposal of Lyxor



## **INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES** QUARTERLY RESULTS

	Internat	ional Retai	lBanking		Insurance		Fina	ancial Serv	vices	Total			
In EURm	Q222	Q221	Change	Q222	Q221	Change	Q2 22	Q2 21	Change	Q2 22	Q221	Change	
Net banking income	1,270	1,231	+12.7%*	252	238	+7.9%*	782	520	+45.1%*	2,304	1,989	+21.4%*	
Operating expenses	(669)	(698)	+5.1%*	(93)	(90)	+6.3%*	(283)	(223)	+22.4%*	(1,045)	(1,011)	+9.5%*	
Gross operating income	601	533	+22.6%*	159	148	+8.9%*	499	297	+62.2%*	1,259	978	+33.5%*	
Net cost of risk	(83)	(99)	-14.3%*	0	0	n/s	(14)	(22)	-44.2%*	(97)	(121)	-19.6%*	
Operating income	518	434	+31.6%*	159	148	+8.9%*	485	275	+71.0%*	1,162	857	+41.2%*	
Net profits or losses from other assets	8	3	x 2.6*	0	1	-100.0%*	0	0	+100.0%*	8	4	+98.2%*	
Income tax	(130)	(107)	+31.0%*	(42)	(42)	+1.3%*	(110)	(63)	+69.7%*	(282)	(212)	+37.3%*	
Group net income	272	245	+28.1%*	117	106	+11.9%*	305	171	+71.2%*	694	522	+40.1%*	
C/Iratio	53%	57%		37%	38%		36%	43%		45%	51%		
Average allocated capital	5,468	5,642		2,135	2,058		2,941	2,436		10,570	10,158		

\* When adjusted for changes in Group structure and at constant exchange rates (excluding disposed Russian activities)



## **INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES** HALF YEAR RESULTS

	Internat	ional Retail	Banking		Insurance		Fina	ancial Serv	ices	Total			
In EURm	H122	H1 21	Change	H1 22	H1 21	Change	H122	H1 21	Change	H122	H1 21	Change	
Net banking income	2,613	2,418	+12.4%*	502	474	+6.7%*	1,412	959	+44.6%*	4,527	3,851	+20.4%*	
Operating expenses	(1,478)	(1,451)	+6.3%*	(211)	(200)	+6.9%*	(539)	(449)	+16.9%*	(2,228)	(2,100)	+9.0%*	
Gross operating income	1,135	967	+21.3%*	291	274	+6.5%*	873	510	+69.5%*	2,299	1,751	+33.9%*	
Net cost of risk	(396)	(228)	-8.4%*	0	0	n/s	(26)	(35)	-28.5%*	(422)	(263)	-11.2%*	
Operating income	739	739	+46.9%*	291	274	+6.5%*	847	475	+76.7%*	1,877	1,488	+51.2%*	
Net profits or losses from other assets	10	5	+98.0%*	0	1	-100.0%*	0	0	n/s	10	6	+65.3%*	
Income tax	(193)	(183)	+41.7%*	(76)	(77)	-1.0%*	(192)	(110)	+72.9%*	(461)	(370)	+44.0%*	
Group net income	350	423	+26.0%*	214	196	+9.6%*	530	295	+77.3%*	1,094	914	+39.9%*	
C/Iratio	57%	60%		42%	42%		38%	47%		49%	55%		
Average allocated capital	5,787	5,607		2,102	2,000		2,877	2,429		10,794	10,058		

\* When adjusted for changes in Group structure and at constant exchange rates (excluding disposed Russian activities)



## **INTERNATIONAL RETAIL BANKING**

**BREAKDOWN BY REGION - QUARTERLY RESULTS** 

	We	estern Eu	Irope	Cz	ech Rep	ublic	Romania Russia <sup>(1)</sup>			Africa, Mediterranean bassin and Overseas			Total International Retail Banking					
In EURm	Q2 22	Q2 21	Change	Q2 22	Q2 21	Change	Q2 22	Q2 21	Change	Q2 22	Q2 21	Change	Q2 22	Q2 21	Change	Q2 22	Q2 21	Change <sup>(2)</sup>
Net banking income	249	233	+7.1%*	343	249	+32.4%*	145	138	+6.5%*	51	164	+13.3%*	481	445	+6.4%*	1,270	1,231	+12.7%*
Operatating expenses	(107)	(101)	+6.2%*	(152)	(140)	+4.7%*	(85)	(85)	+2.0%*	(40)	(106)	+6.7%*	(282)	(263)	+5.8%*	(669)	(698)	+5.1%*
Gross operating income	142	132	+7.7%*	191	109	+67.7%*	60	53	+13.4%*	11	58	+46.7%*	199	182	+7.4%*	601	533	+22.6%*
Net cost of risk	(33)	(27)	+24.6%*	(11)	(2)	x 3.9*	1	0	n/s	(4)	(8)	-9.1%*	(36)	(62)	-43.3%*	(83)	(99)	-14.3%*
Operating income	109	105	+3.5%*	180	107	+62.1%*	61	53	+15.3%*	7	50	x 2.3*	163	120	+33.9%*	518	434	+31.6%*
Net profit or losses from other assets	0	0	n/s	7	1	x 6.8*	1	0	n/s	0	1	-100.0%*	0	1	-100.0%*	8	3	x 2.6*
Income tax	(24)	(22)	+8.7%*	(40)	(23)	+67.3%*	(14)	(11)	+27.5%*	(1)	(11)	-38.3%*	(51)	(40)	+25.7%*	(130)	(107)	+31.0%*
Minority interests	6	5	+6.5%*	57	32	+67.1%*	18	17	+13.2%*	0	0	n/s	42	30	+33.3%*	125	85	+39.7%*
Group net income	79	78	+3.2%*	91	53	+62.8%*	30	25	+17.5%*	6	40	+28.2%*	70	51	+34.4%*	272	245	+28.1%*
C/I ratio	43%	43%		44%	56%		59%	62%		78%	65%		59%	59%		53%	57%	
Average allocated capital	1,499	1,478		1,145	959		563	425		423	1,003		1,831	1,763		5,468	5,642	

\* When adjusted for changes in Group structure and at constant exchange rates (1) Russia structure includes Rosbank, Rusfinance and their consolidated subsidiaries in International Retail Banking disposed on 18 may 2022

(2) Excluding disposed Russian activities



# **INTERNATIONAL RETAIL BANKING**

**BREAKDOWN BY REGION - HALF YEAR RESULTS** 

	We	estern Eu	rope	Cz	ech Rep	ublic		Roman	ia		Russia <sup>(</sup>	1)		a, Medite Sin and O		TotalIr	nternatio Bankin	nal Retail g
In EURm	H122	H1 21	Change	H122	H1 21	Change	H122	H1 21	Change	H122	H1 21	Change	H122	H1 21	Change	H122	H1 21	Change <sup>(2)</sup>
Net banking income	491	461	+6.5%*	670	490	+30.3%*	290	273	+7.5%*	213	314	+11.5%*	947	877	+6.8%*	2,613	2,418	+12.4%*
Operatating expenses	(215)	(204)	+5.3%*	(350)	(311)	+7.4%*	(183)	(180)	+3.3%*	(145)	(214)	+6.6%*	(578)	(541)	+6.0%*	(1,478)	(1,451)	+6.3%*
Gross operating income	276	257	+7.4%*	320	179	+70.1%*	107	93	+15.6%*	68	100	+23.6%*	369	336	+8.3%*	1,135	967	+21.3%*
Net cost of risk	(70)	(58)	+21.7%*	(22)	(25)	-17.0%*	1	(11)	n/s	(202)	(20)	-8.4%*	(103)	(114)	-11.8%*	(396)	(228)	-8.4%*
Operating income	206	199	+3.3%*	298	154	+84.3%*	108	82	+46.7%*	(134)	80	+19.0%*	266	222	+18.8%*	739	739	+46.9%*
Net profit or losses from other assets	0	0	n/s	9	1	x 8.6*	1	0	n/s	0	3	-100.0%*	0	1	-100.0%*	10	5	+98.0%*
Income tax	(45)	(42)	+6.9%*	(67)	(33)	+93.1%*	(24)	(17)	+58.4%*	27	(17)	+15.9%*	(85)	(74)	+13.9%*	(193)	(183)	+41.7%*
Minority interests	9	9	-8.4%*	93	47	+88.8%*	33	26	+30.9%*	0	0	n/s	66	53	+22.0%*	205	138	+43.9%*
Group net income	151	148	+2.0%*	147	75	+82.6%*	52	39	+33.5%*	(107)	66	-26.2%*	115	96	+17.8%*	350	423	+26.0%*
C/I ratio	44%	44%		52%	63%		63%	66%		68%	68%		61%	62%		57%	60%	
Average allocated capital	1,487	1,466		1,096	953		537	412		795	1,013		1,863	1,749		5,787	5,607	

\* When adjusted for changes in Group structure and at constant exchange rates (1) Russia structure includes Rosbank, Rusfinance and their consolidated subsidiaries in International Retail Banking disposed on 18 may 2022

(2) Excluding disposed Russian activities



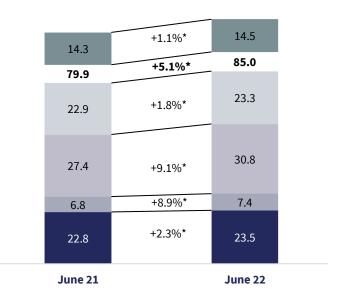
# **INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES** BREAKDOWN OF LOANS AND DEPOSITS OUTSTANDING

\_Breakdown of Loans Outstanding (in EURbn)

\_Change June 22 vs. June 21



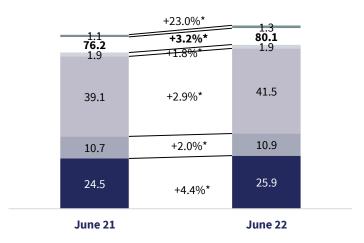
\_Change June 22 vs. June 21



### Equipment Finance<sup>(1)</sup>

### Sub-total International Retail Banking :

- Western Europe (Specialized Consumer Finance)
- Czech Republic
- Romania
- Africa and other



 $^{\ast}$  When adjusted for changes in Group structure and at constant exchange rates (1) Excluding factoring



# **INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES** PRESENCE IN AFRICA

Clients	NBI	Net income	C/I	RWA
4.3m	EUR 0.8bn	EUR 104m	61%	EUR 23bn

H1 2022	NBI (in EUR m)	RWA (in EUR m)	Credits (in EUR m)	Deposits (in EUR m)	L/D Ratio	Ranking
Morocco	236	8,389	8,604	7,092	121%	5th
Algeria	68	1,507	1,262	2,000	63%	-
Tunisia	76	2,040	1,816	1,618	112%	7th
Côte d'Ivoire	148	2,853	2,888	3,817	76%	1st
Senegal	52	1,473	1,053	1,768	60%	2nd
Cameroun	67	1,662	967	1,487	65%	2nd
Ghana	37	644	329	446	74%	7th
Madagascar	38	619	486	710	68%	2nd
Burkina Faso	29	1,186	694	927	75%	3rd
Guinea Equatorial	11	323	58	345	17%	4th
Guinea	28	608	290	437	66%	1st
Chad	15	318	139	247	56%	4th
Benin	15	523	317	347	91%	3rd
Congo	14	346	133	221	60%	6th



NB: Ranking based on loans outstanding



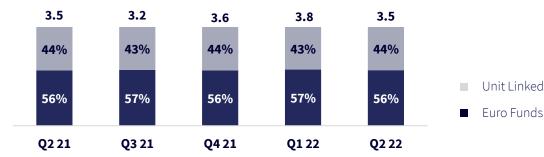
# **INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES** INSURANCE KEY FIGURES



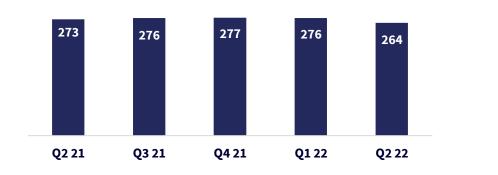
\_Life Insurance Gross Inflows (in EURbn)

\_Life Insurance Outstandings

and Unit Linked Breakdown (in EURbn)



\_Personal Protection Insurance Premiums (in EURm)



\_Property and Casualty Insurance Premiums (in EURm)



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



Change

Q222/Q221

+6.0%\*

# **GLOBAL BANKING AND INVESTOR SOLUTIONS**

# QUARTERLY RESULTS

	GlobalN	Global Markets and Investor Services			Financing and Advisory			Lyxor			Total Global Banking and Investor Solutions <sup>(1)</sup>			
In EURm	Q222	Q221	Change	Q2 22	Q221	Change	Q222	Q221	Change	Q222	Q2 21	Cha	ange	
Net banking income	1,742	1,390	+19.8%*	821	720	+9.1%*	-	56	-	2,563	2,166	+18.3%	+16.1%*	
Operatingexpenses	(1,092)	(1,032)	+2.1%*	(473)	(425)	+6.9%*	-	(41)	-	(1,565)	(1,498)	+4.5%	+3.4%*	
Gross operating income	650	358	+69.0%*	348	295	+12.3%*	-	15	-	998	668	+49.4%	+43.8%*	
Net cost of risk	1	(1)	n/s	(70)	(14)	x 4.5*	-	0	-	(69)	(15)	x 4.6	×4.2*	
Operatingincome	651	357	+69.7%*	278	281	-5.6%*	-	15	-	929	653	+42.3%	+37.1%*	
Income tax	(150)	(83)		(29)	(56)		-	(3)	-	(179)	(142)			
Net income	503	276	+69.7%*	249	225	+5.8%*	-	11	-	752	512	+46.9%	+41.4%*	
Non controlling Interests	10	6		0	0		-	0	-	10	6			
Group net income	493	270	+69.8%*	249	225	+5.8%*	-	11	-	742	506	+46.6%	+41.2%*	
Average allocated capital	7,917	7,639		6,722	5,844		-	93		14,642	13,581			
C/Iratio	63%	74%		58%	59%		-	73%		61%	69%			

\*When adjusted for changes in Group structure and at constant exchange rates (1) Excluding Private Banking activities as per Q1 22 restatement (France and International). Excludes other businesses transferred following the disposal of Lyxor



# **GLOBAL BANKING AND INVESTOR SOLUTIONS** HALF YEAR RESULTS

	Global N	Global Markets and Investor Services			Financing and Advisory			Lyxor			Total Global Banking and Investor Solutions <sup>(1)</sup>			
In EURm	H122	H1 21	Change	H122	H121	Change	H122	H121	Change	H122	H1 21	Cha	ange	
Net banking income	3,707	3,040	+17.3%*	1,611	1,355	+14.7%*	-	104	-	5,318	4,499	+18.2%	+16.5%*	
Operatingexpenses	(2,692)	(2,395)	+9.1%*	(1,045)	(908)	+13.6%*	-	(88)	-	(3,737)	(3,391)	+10.2%	+10.3%*	
Gross operating income	1,015	645	+46.4%*	566	447	+16.8%*	-	16	-	1,581	1,108	+42.7%	+34.3%*	
Net cost of risk	3	0	n/s	(266)	(18)	×14.3*	-	0	-	(263)	(18)	×14.6	× 14.2*	
Operatingincome	1,018	645	+46.8%*	300	429	-35.6%*	-	16	-	1,318	1,090	+20.9%	+13.7%*	
Incometax	(234)	(149)		(21)	(73)		-	(3)	-	(255)	(225)			
Net income	787	499	+46.7%*	279	356	-27.4%*	-	12	-	1,066	867	+23.0%	+15.8%*	
Non controlling Interests	22	14		0	0		-	0	-	22	14			
Group net income	765	485	+46.6%*	279	356	-27.4%*	-	12	-	1,044	853	+22.4%	+15.2%*	
Average allocated capital	7,808	7,676		6,574	5,721		-	91		14,386	13,492			
C/Iratio	73%	79%		65%	67%		-	85%		70%	75%			

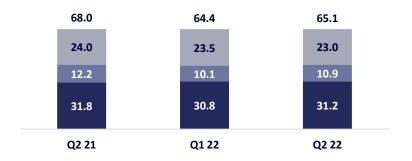
\*When adjusted for changes in Group structure and at constant exchange rates (1) Excluding Private Banking activities as per Q1 22 restatement (France and International). Excludes other businesses transferred following the disposal of Lyxor



# **GLOBAL BANKING AND INVESTOR SOLUTIONS**

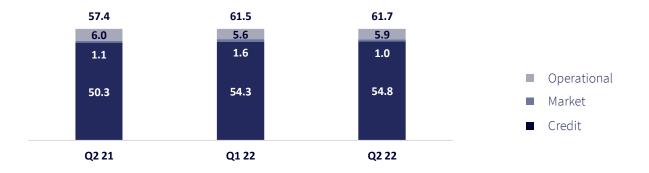
# **KEY FINANCIAL INDICATORS**

\_Global Markets and Investor Services RWA (in EURbn)



\_Securities Services: Assets under Custody (in EURbn)





\_Securities Services: Assets under Administration (in EURbn)





NB: excluding Private Banking activities as per Q1 22 restatement (France and International). Excludes other businesses transferred following the disposal of Lyxor

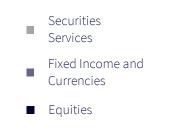


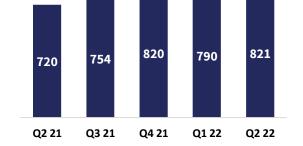
# **GLOBAL BANKING AND INVESTOR SOLUTIONS** REVENUES

\_Global Markets and Investor Services Revenues (in EURm)

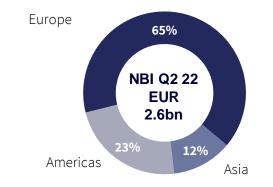








\_Revenues Split by Region (in %)





# **GLOBAL BANKING AND INVESTOR SOLUTIONS**

# **RECOGNISED EXPERTISE: LEAGUE TABLES - RANKINGS - AWARDS**

## **AWARDS**

## **GLOBAL BANKING & ADVISORY**

Energy Risk Awards 2022 Winner

## **ENERGY RISK AWARDS 2022**

Commodity and Energy Finance House of the Year



#### GLOBAL FINANCE SUSTAINABLE FINANCE AWARDS 2022

Outstanding Leadership in Sustainable Finance -Global & Western Europe

Outstanding Leadership in Social Bonds in Asia-Pacific

Outstanding Leadership in Transition/Sustainability Linked Bonds in Western Europe



#### THE ASSET TRIPLE A SUSTAINABLE **INFRASTRUCTURE AWARDS 2022**

Global ESG Infrastructure Bank of the Year Asia Pacific ESG Infrastructure Bank of the Year Europe and Africa Project Finance House of the Year





Best House - Asia Pacific & South Korea Best House - Equities & Asian Equities



MF INVESTMENT MANAGER& ADVISOR ITAL YAWARDS 2022

Best in ESG Category - First investment certificate replicating the MIB ESG Index



Best Industrial Metals Research Best Natural Gas Research Best Power and Emissions Research

**Oil Research** #2 Precious Metals Research



Top 3 Issuer – Turnover Top 3 Issuer - Issuance

## TRANSACTION BANKING

€ INNOVATORS 2022 INNOVATORS AWARDS 2022

Outstanding innovations in Treasury with Global Treasury powered by Kyriba Outstanding innovations in Trade Finance with sustainability-linked trade finance



EUROMONEYSURVEY2022 Market Leader & Best Service in Trade Finance in France, Senegal & Cameroon



Supply Chain Finance Provider of the Year

## SECURITIES SERVICES

GLOBAL FINANCE BEST SUB-CUSTODIAN BANKAWARDS 2022

Best sub-custodian bank in Switzerland. Romania, Czech Republic and Morocco

BRVM AWARDS 2022 Best Custodian Bank (SG Cote d'Ivoire)

## **LEAGUE TABLES**

### SUSTAINABLE FINANCE

#3 Green, Social and Sustainability Bonds EMEA EUR #2 All Euro-denominated Sustainability-Linked Bonds #3 EMEA Sustainability-Linked Loans

#### **CAPITAL MARKETS**

**#4** All Euro-denominated Bonds #3 All International Euro-denominated Bonds for Financial Institutions **#3** All Euro-denominated Agency Issues #1 All Euro-denominated Corporate Bonds CEE #1 ECM France<sup>1</sup> **#4** FCM World Offer in Euro<sup>1</sup>

M&A **#4** M&A France Any Involvement

LEVERAGED BUY-OUT **#1** Sponsor driven LBO - Bookrunner EMEA < USD750MM

**PROJECT FINANCE #2** Bookrunner EMEA

### **ACQUISITION FINANCE**

#3 MLA Acquisition Finance EMEA #4 Bookrunner Acquisition Finance France **#4** MLA Acquisition Finance France

#### SYNDICATED LOANS

#3 Bookrunner EMEA<sup>2</sup> #3 Bookrunner EMEA Investment Grade<sup>2</sup> #3 EMEA Syndicated Real Estate Finance Loans Volume #2 / #3 EMEA Syndicated Real Estate Finance Non-Recourse Loans Volume by MLA / by Bookrunner

Sources: Dealogic H1 2022 (except for: <sup>1</sup>Bloomberg, <sup>2</sup>Refinitiv)



# **FINANCING & ADVISORY**

# SUPPORTING CLIENTS IN THEIR TRANSFORMATIONS

		<b>JDR Cable Systems</b> Financial Advisor, ECA-Coordinator and Mandated Lead Arranger	GBP 103.7m UK Export Finance-covered Green Loan and bonding lines for the construction of a new subsea power cable manufacturing and R&D facility in the UK to service energy infrastructure in offshore wind energy and inter-connector markets.		
INDUSTRY EXPERTISE ADVISORY CAPACITY GLOBAL COVERAGE		OWL ROCK CLO VII Arranger	USD 350m new CLO issue transaction managed by Blue Owl. Despite the challenging macro conditions, SG placed 100% of the debt to third party investors at strong market levels	BLUE OWL	
		AIR FRANCE-KLM Joint Global Coordinator	EUR 2.26bn rights issue on Air France-KLM, the European airline company	AIRFRANCEKLM GROUP	
		<b>RUBIS</b> Financial Advisor	SG financial advisor in the acquisition of Photosol , a leading independent solar energy producer	rubis	
		<b>FLYING WHALES</b> Financial Advisor	EUR 122m fundraising on Flying Whales to develop a low- environmental-impact cargo airship	WHALES	
		<b>Public-Private Partnerships for</b> <b>schools in New Zealand</b> Financial Advisor	NZD 245m refinancing of two Public Private Partnership Projects representing the 1 <sup>st</sup> and 2 <sup>nd</sup> schools projects to be accredited as Sustainability Loans in New Zealand		



# **METHODOLOGY (1/2)**

### 1 – Net banking income

The pillars' net banking income is defined on page 41 of Societe Generale's 2022 Universal 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.

### 2 – Operating expenses

**Operating expenses** are defined on page 41 of Societe Generale's 2022 Universal Registration Document. The term "costs" is also used to refer to Operating Expenses. The Cost/Income Ratio is defined on page 41 of Societe Generale's 2022 Universal Registration Document.

### 3 - IFRIC 21 adjustment

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

The contribution to Single Resolution Fund ("SRF") are part of the charges adjusted from IFRIC 21. They include the national resolution funds within the EU.

### 4 - Exceptional items - transition from accounting data to underlying data

The Group may be required to provide underlying indicators for a clearer understanding of its actual performance. Underlying data is obtained from reported data by restating the latter to take into account exceptional items and the IFRIC 21 adjustment

The Group restates also 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 given in the supplement.

### 5 – Cost of risk in basis points, coverage ratio for non-performing loans

The cost of risk is defined on pages 43 and 663 of Societe Generale's 2022 Universal 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. The gross coverage ratio for non-performing loans or "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 ("non-performing").



# **METHODOLOGY (2/2)**

#### 6 – ROE, RONE, ROTE

The notion of ROE (Return On Equity) and ROTE (Return On Tangible Equity), as well as the methodology for calculating it, are specified on pages 43 and 44 of Societe Generale's 2022 Universal Registration Document. This measure makes it possible to assess return on equity and Societe Generale's 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 44 of Societe Generale's 2022 Universal Registration Document.

The net result by the group retained for the numerator of the ratio is the net profit attributable to the accounting group adjusted by the interest to be paid on TSS & TSDI, interest paid to the holders of TSS & TSDI amortization of premiums issues and the impairment of goodwill.

7 – Net assets and tangible net assets are defined in the methodology, page 46 of the Group's 2022 Universal Registration Document.

### 8 – 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 45 of Societe Generale's 2022 Universal 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 and ROTE. For indicative purpose, the Group also publishes EPS adjusted for the impact of exceptional items and for IFRIC 21 adjustment (Underlying EPS).

9 – The Societe Generale Group's Common Equity Tier 1 capital is calculated in accordance with applicable CRR2/CRD5 rules. The phased-in ratios include the earnings for the current financial year and the related provision for dividends. The difference between phased-in ratio and fully-loaded ratio is related to the IFRS 9 impacts. The leverage ratio is calculated according to applicable CRR2/CRD5 rules including the phased-in follows the same rationale as solvency ratios.

10 – The liquid asset buffer or liquidity reserve includes 1/ central bank cash and deposits recognised for the calculation of the liquidity buffer for the LCR ratio, 2/ liquid assets rapidly tradable in the market (High Quality Liquid Assets or HQLA), unencumbered net of haircuts, as included in the liquidity buffer for the LCR ratio and 3/ central bank eligible assets, unencumbered net of haircuts.

11 – The "Long Term Funding" outstanding is based on the Group financial statements adjusted by the following items for a more economic reading: interbank liabilities and debt securities issued with a maturity above one year at inception. Issues placed in the Group's Retail Banking networks (recorded in medium/long-term financing) are removed from the total of debt securities issued.

Note: The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding rules. 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.

