

16 / 02 / 2006

# FULL-YEAR AND FOURTH QUARTER 2005 RESULTS



# Disclaimer

The following presentation contains a number of forward-looking statements relating to Société Générale's targets and strategy. These forecasts are based on a series of assumptions, both general and specific. As a result, there is a risk that these projections will not be met. Readers are therefore advised not to rely on these figures more than is justified as the Group's future results are liable to be affected by a number of factors and may therefore differ from current estimates. Readers should take into account elements of uncertainty and risk when basing their investment decisions on information provided in this presentation.

The Group's consolidated financial statements were approved by the Board of Directors on February 15th 2006.

In accordance with European regulation No. 1606/2002 of July 19th 2002 on the application of international accounting standards, the Group prepared its consolidated financial statements for the year ending December 31st 2005 in compliance with all International Financial Reporting Standards (IFRS) adopted by the European Union and in force at that date.

The Group also made use of the provisions of IAS 39 as adopted in the EU for applying macro-fair value hedge accounting (IAS 39 carve-out), and opted to apply in advance, as of January 1st 2005, the amendment to IAS 39 on the use of the fair value option.

The comparative figures for 2004 have been restated to make them compliant with IFRS, with the exception of data relating to transactions falling under the scope of IAS 32, IAS 39 and IFRS 4. These are still recognised and presented under French accounting standards in the comparative figures for 2004, as permitted under IFRS 1 "First-time adoption of International Financial Reporting Standards" which allows companies to apply IAS 32, IAS 39 and IFRS 4 as of January 1st 2005.

The consolidated financial statements for 2005 and 2004 comparative data established under these standards have been audited by the Statutory Auditors.

The Group also provides an assessment in this presentation of the main impacts of IAS 32 & 39 and IFRS 4 on the 2005 results, which has not been reviewed by the Statutory Auditors.



## ■ Group results

### ■ Results of core businesses

- ▶ Retail Banking & Financial Services
- ▶ Global Investment Management & Services
- ▶ Corporate & Investment Banking

### ■ Conclusion

### ■ Supplements

## Sharp rise in 2005 results

### ■ Organic growth in NBI: +14.8%\* vs. 2004

- ▶ Impact of application of IAS 32 & 39 estimated at +1.7% (EUR +317m)

### ■ Low C/I ratio: 63.4% (vs. 67.5% in 2004)

### ■ Very low cost of risk: 16 bp

↪ Operating income: +37.3%\* vs. 2004

↪ Very high Group ROE after tax: 25.3%

↪ EPS: EUR 10.88 (+35% vs. 2004)

In EUR m	FY 04	FY 05	Change 05/04	
Net banking income	16,390	19,170	+17.0%	+14.8%*
Operating expenses	(11,062)	(12,156)	+9.9%	+7.9%*
<b>Gross operating income</b>	<b>5,328</b>	<b>7,014</b>	<b>+31.6%</b>	<b>+29.1%*</b>
Net allocation to provisions	(568)	(448)	-21.1%	-40.1%*
<b>Operating income</b>	<b>4,760</b>	<b>6,566</b>	<b>+37.9%</b>	<b>+37.3%*</b>
Net income from companies accounted for by the equity method	40	19		
Net income on other assets	195	158		
Impairment losses on goodwill	4	(23)		
<b>Net income</b>	<b>3,281</b>	<b>4,446</b>	<b>+35.5%</b>	<b>+36.4%*</b>
Group ROE (after tax)	20.1%	25.3%		
C/I ratio	67.5%	63.4%		
Tier-one ratio	7.7%**	7.6%		

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

\*\* Calculated at January 1st 2005 under IFRS (incl. IAS 32-39 and IFRS 4)

2004: IFRS (excl. IAS 32-39 and IFRS 4)

2005: IFRS (incl. IAS 32-39 and IFRS 4)

# 2005: another year of strong growth for the Société Générale Group

## ■ 19.2 million individual customers in Retail Banking and Financial Services

- ▶ 10 million individual customers in France
- ▶ 9.2 million individual customers outside France

## ■ Global Investment Management and Services

- ▶ AuM: EUR 386bn (+ EUR 86bn\* + EUR 52bn\*)
- ▶ Assets under custody: EUR 1,418bn

## ■ Corporate and Investment Banking

- ▶ No.3 bank in the euro zone in terms of NBI in 2005
- ▶ One of the most profitable platforms
  - GOI: EUR 2.4bn
  - ROE above 30% for 3 straight years

## ■ Over 103,000 staff in 76 countries

- ▶ 46% outside France
- ▶ 10,600 staff recruited in 2005, incl. 4,300 in France

	Change	
	since end-1999	over 1 year
	x2.1	+17.4%
	x1.3	+3.1%
	x6.9	+38.5%
	x2.1	+22.5%
	x2.4	+27.2%
	x1.3	+20.5%
	x1.7	+31.8%
	x1.6	+12.0%

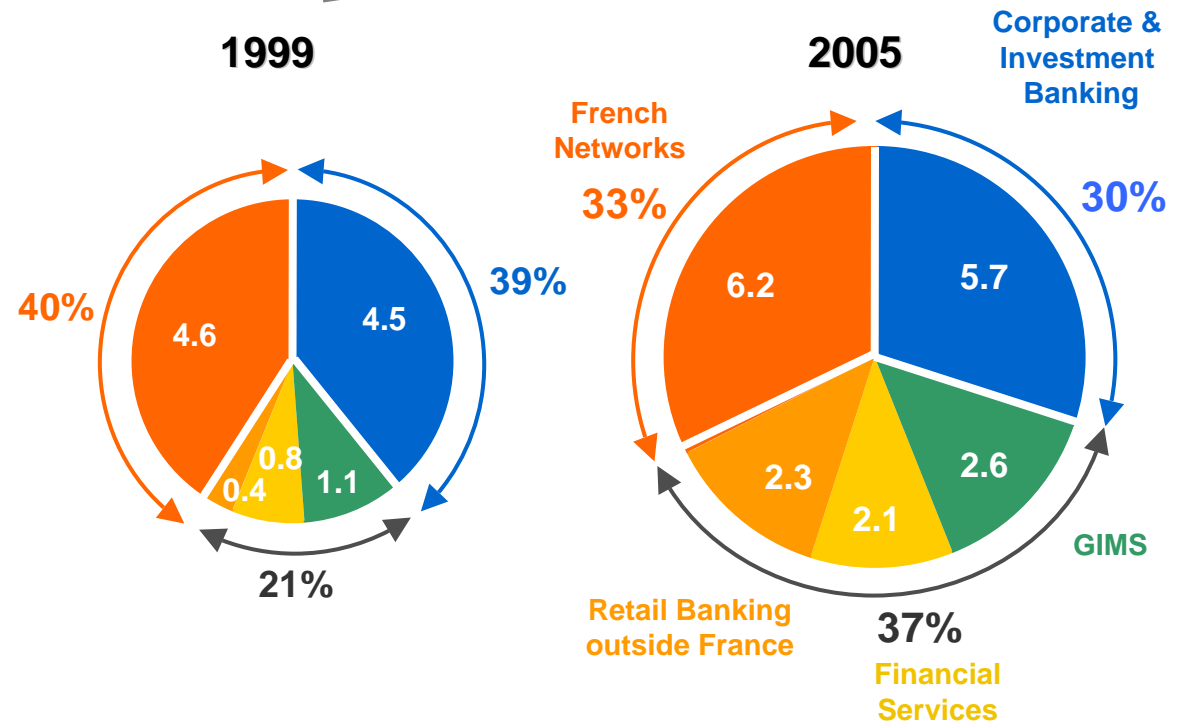
\* GIMS' AuM do not include EUR 86bn of assets held by customers of the French Networks (investable assets exceeding EUR 150,000) or EUR 52bn of assets managed by Lyxor AM, whose results are consolidated in the Equity & Advisory business line

# Long-term growth in a well-balanced mix of businesses

NBI of the core businesses (in EUR bn)

+8.9% /yr

- Marked expansion of all growth drivers (Retail Banking outside France, Financial Services and Global Investment Management and Services): NBI +20.2% per yr since 1999
- Recurrent performance from the French Networks: NBI +5.2% per yr since 1999
- Profitable growth in Corporate and Investment Banking



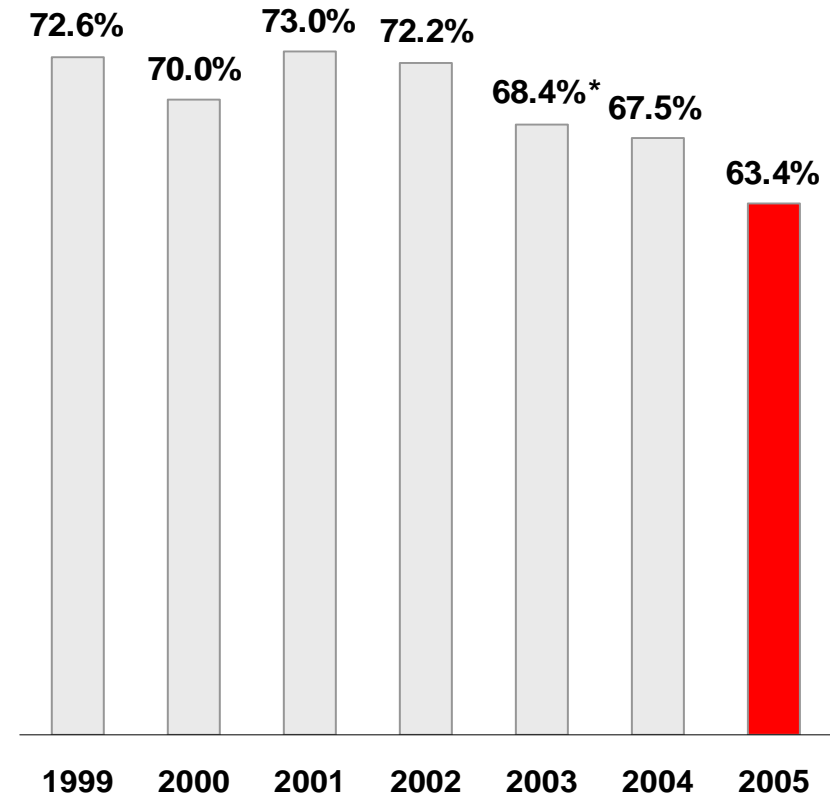
1999: French standards  
2005: IFRS (incl. IAS 32-39 and IFRS 4)

## 2005 C/I ratio down by 9.2 pt since 1999

- Positive impact of restructuring and economies of scale at the growth drivers (Retail Banking outside France, Financial Services, GIMS)
- Steady decline in C/I ratio at the French Networks: -7.2 pt since 1999, excl. IAS 32 & 39
- Confirmation of the operating efficiency of the Corporate and Investment Banking business model

↪ Low C/I ratio

### Cost/income ratio



\* Excluding EUR 187m capital gain on sale of the Trocadéro property booked under NBI in Q1 03  
 1999-2003: French standards  
 2004: IFRS (excl. IAS 32-39 and IFRS 4)  
 2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Very low level of risk provisioning

## ■ Low cost of risk in 2005

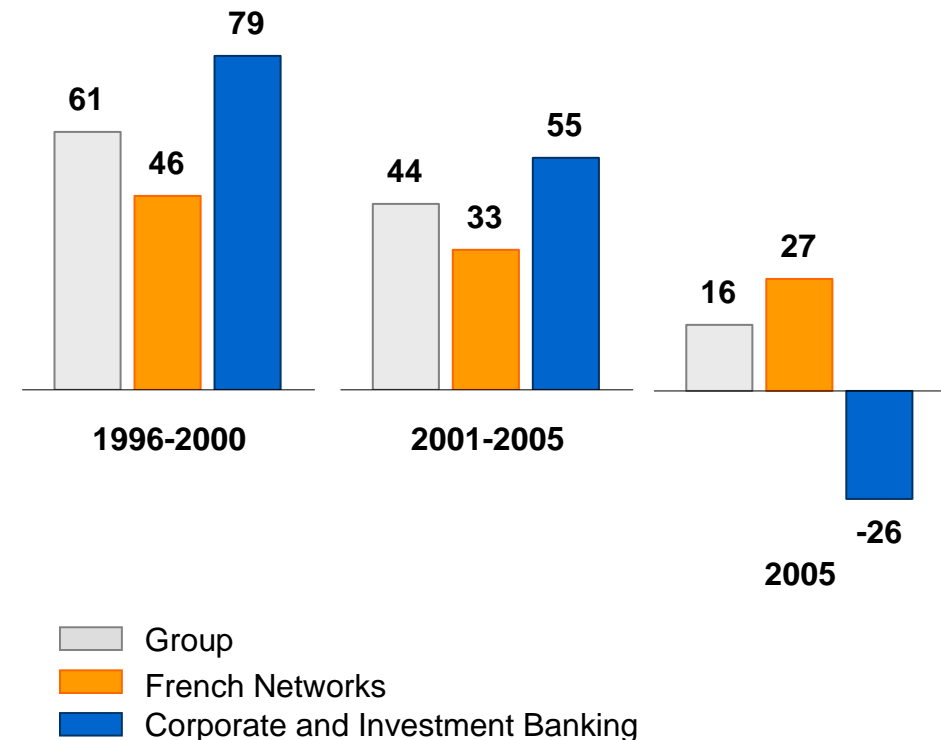
- ▶ 16 bp (14 bp excluding impact of discounting of provisions under IAS 32 & 39) vs. 20 bp in 2004

## ■ Favourable credit environment

## ■ Structural factors

- ▶ Change in profile of the loan book
  - Rise in proportion of housing loans at French Networks: 44% vs. 37% in 2000
  - Increased weight of converging European countries (EU and pre-EU) in Retail Banking outside France: 59% vs. 18% in 2000
- ▶ Redistribution of capital allocation between core businesses
- ▶ Hedging of loan book through credit derivatives and sale of loans in the secondary market
- ▶ Prudent provisioning of at-risk exposure

Average cost of risk (in bp)





## Very good 4th quarter

### ■ NBI up 12.8%\* vs. Q4 04

- ▶ Impact of application of IAS 32 & 39 estimated at +1.9% (EUR +98m)

### ■ Operating expenses: +6.2%\* vs. Q4 04

↪ C/I ratio: 64%

↪ GOI: +26.8%\* vs. Q4 04

### ■ Cost of risk remains low: 15 bp

↪ Net income: +41.9% vs. Q4 04

↪ ROE after tax: 24.2%

In EUR m	Q4 04	Q4 05	Change Q4/Q4	
Net banking income	4,313	5,090	+18.0%	+12.8%*
Operating expenses	(2,943)	(3,258)	+10.7%	+6.2%*
<b>Gross operating income</b>	<b>1,370</b>	<b>1,832</b>	<b>+33.7%</b>	<b>+26.8%*</b>
Net allocation to provisions	(128)	(140)	+9.4%	-6.3%*
<b>Operating income</b>	<b>1,242</b>	<b>1,692</b>	<b>+36.2%</b>	<b>+30.0%*</b>
Net income from companies accounted for by the equity method	15	10		
Net income on other assets	(27)	(7)		
Impairment losses on goodwill	0	(10)		
<b>Net income</b>	<b>797</b>	<b>1,131</b>	<b>+41.9%</b>	<b>+37.7%*</b>
Group ROE (after tax)	18.9%	24.2%		
C/I ratio	68.2%	64.0%		
Tier-one ratio	7.7%**	7.6%		
Risk-weighted assets (end of period, in EUR bn)	215.0	254.8		

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

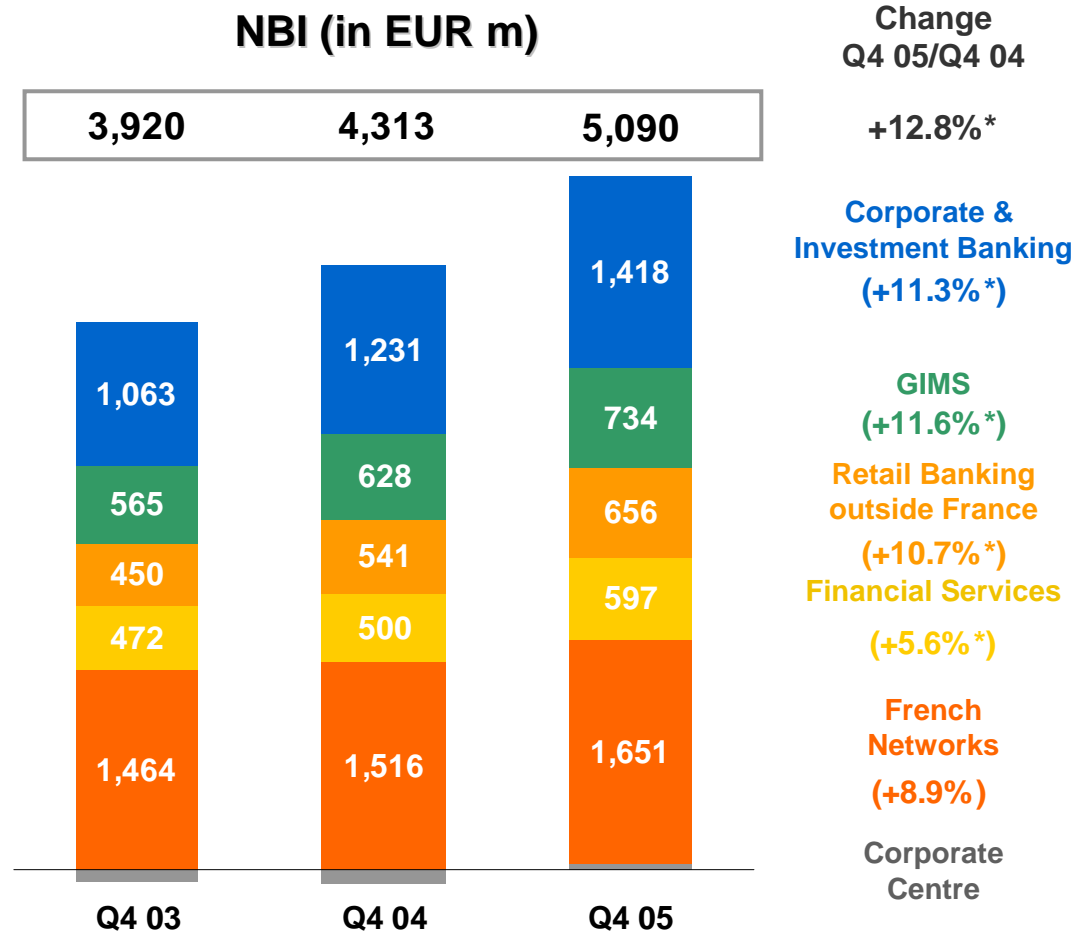
\*\* Calculated at January 1st 2005 under IFRS (incl. IAS 32-39 and IFRS 4)

Q4 04: IFRS (excl. IAS 32-39 and IFRS 4)

Q4 05: IFRS (incl. IAS 32-39 and IFRS 4)

# Q4 05: robust top-line growth in all core businesses

- **Sharp increase in NBI at French Networks: +7.7% vs. Q4 04 excluding impact of IAS 32 & 39**
  - ▶ NBI under IFRS: +8.9% vs. Q4 04 after write-back of EUR 15m from PEL/CEL provisions
- **Sustained expansion of growth drivers (Retail Banking outside France, Financial Services and GIMS)**
- **Good quarter for Corporate and Investment Banking**



Q4 03: French standards  
 Q4 04: IFRS (excl. IAS 32-39 and IFRS 4)  
 Q4 05: IFRS (incl. IAS 32-39 and IFRS 4)

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

# Q4 05: risk provisioning remains low

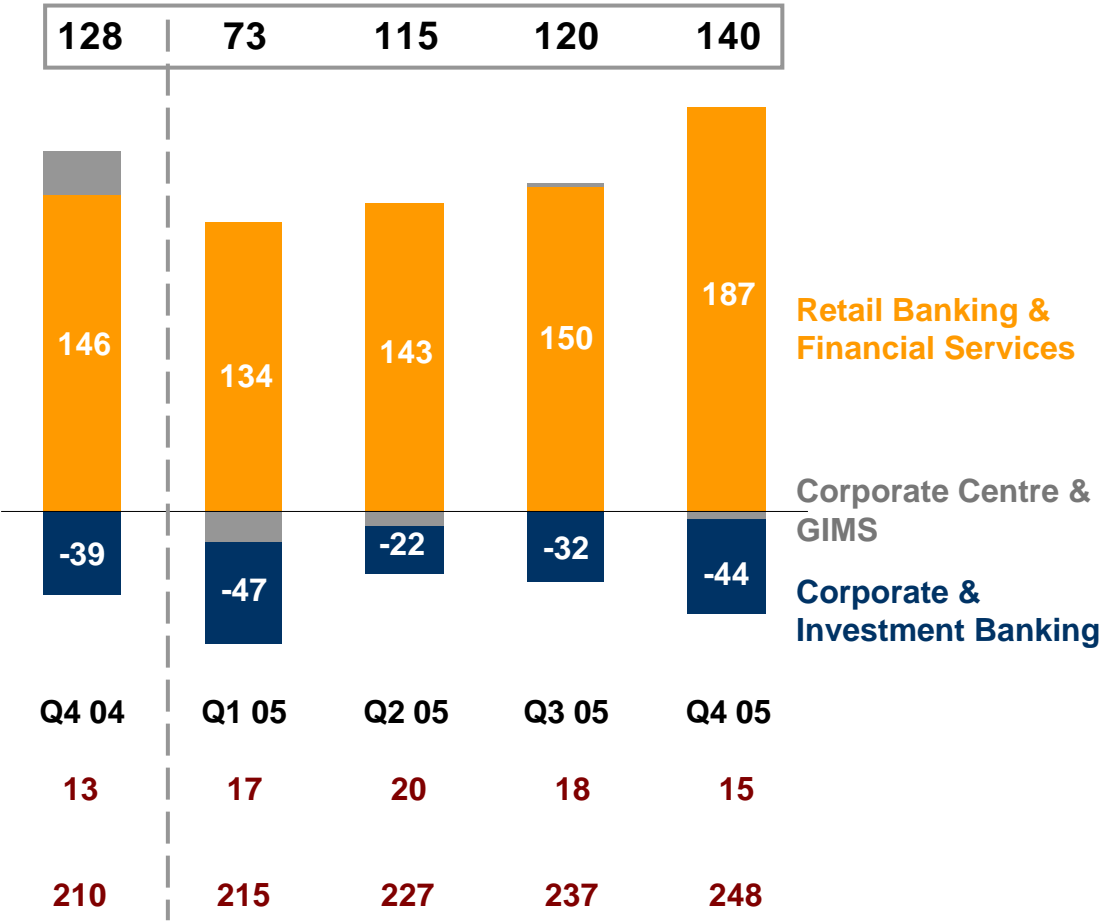
## ■ Retail Banking and Financial Services: favourable credit environment

- ▶ French Networks: cost of risk 33 bp, stable vs. Q4 04
- ▶ Retail Banking outside France: cost of risk back to normal level (83 bp vs. 59 bp in Q4 04)
- ▶ Financial Services: provisions up EUR 27m vs. Q4 04, incl. impact of EUR +23m linked to scope effects, product mix and IAS discounting

## ■ Corporate and Investment Banking

- ▶ Few new loans provisioned
- ▶ Write-back of specific provisions following repayment or sale of loans
- ▶ Reduction in at-risk outstanding loans

Net allocation to provisions (in EUR m)



Annualised cost of commercial risk\* as proportion of RWA at end of period (in bp)

Risk-weighted assets at end of period (excl. market activities) in EUR bn

\* Specific provisioning for identified risks + general credit risk reserve in 2004;  
Specific provisioning for identified risks + portfolio-based provisions as of Q1 05.

Q4 04: IFRS (excl. IAS 32-39 and IFRS 4)  
2005 quarters: IFRS (incl. IAS 32-39 and IFRS 4)



- Group results

- **Results of core businesses**

- ▶ Retail Banking & Financial Services
- ▶ Global Investment Management & Services
- ▶ Corporate & Investment Banking

- Conclusion

- Supplements



## RETAIL BANKING AND FINANCIAL SERVICES

### 2005 NBI:

+10.3% vs. 2004; +6.9% like-for-like;  
+10.3% excluding IAS 32 & 39

### 2005 net income:

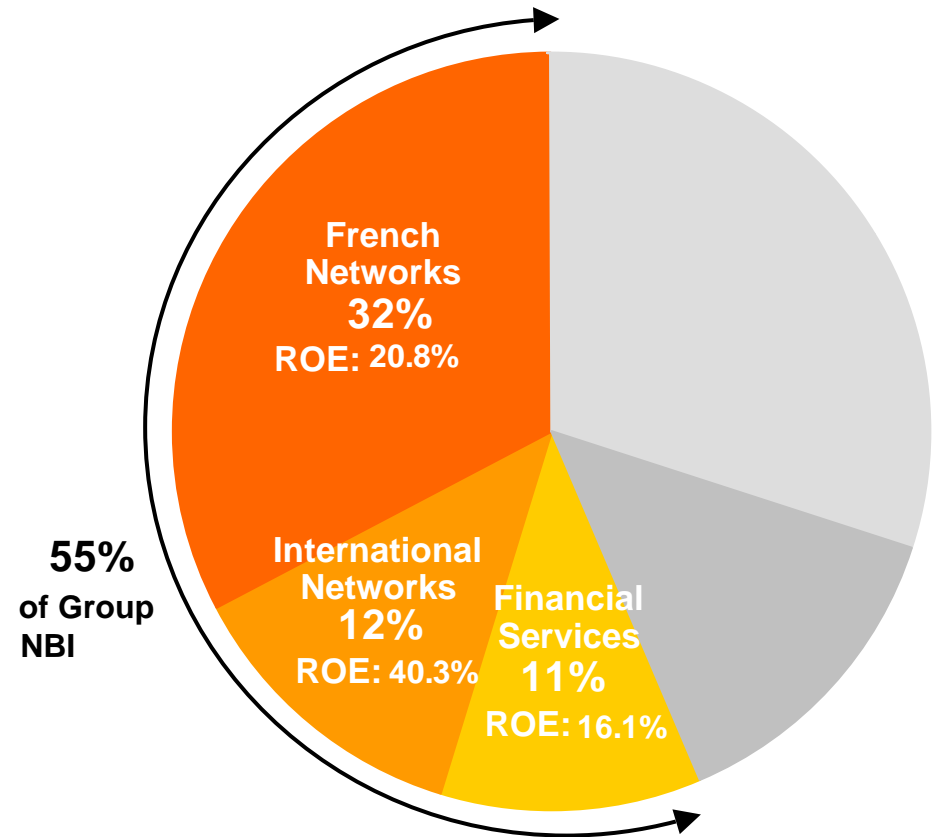
EUR 1,896m, +20.3% vs. 2004

### 2005 ROE after tax:

21.4%; 22.1% excluding IAS 32 & 39

### Individual customers:

19.2 million (+17.4% vs. end-Dec 04)



2005 NBI: EUR 10,661m

2004: IFRS (excl. IAS 32-39 and IFRS 4)

2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Strategy of continued customer acquisition and improvement in loyalty

## ■ Long-standing strengths

- ▶ Significant weighting of higher socio-professional categories and young people in the customer base
- ▶ Major market share in richest and/or most promising regions
- ▶ Attractive brands
  - Société Générale, best score for customer relationships with individuals\*, best brand image with client SMEs\*\*
  - Crédit du Nord, highest rate of satisfaction among individual customers, self-employed professionals and businesses\*\*\*
  - High rate of referrals

## ■ Strong customer focus

- ▶ Comprehensive and attractive range of products
- ▶ Well-positioned prices, with only moderate rises
- ▶ Regular branch openings to cater for the customer base
- ▶ Roll-out of an effective multi-channel platform

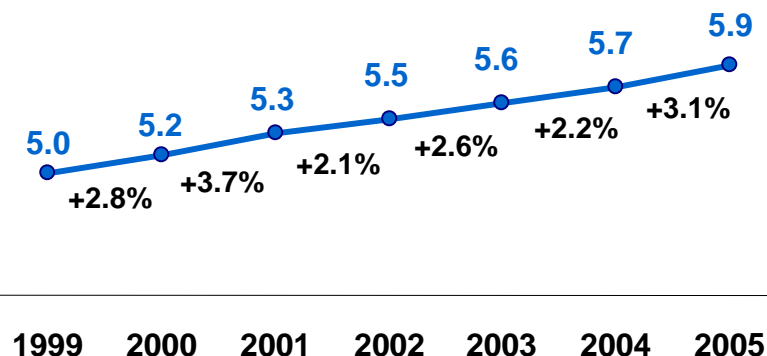
## ➤ Continued gains in market share

\* BVA and AACC study, 2004

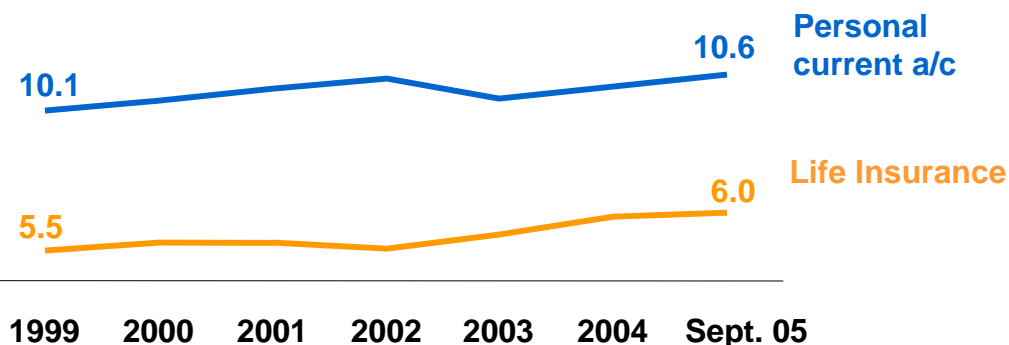
\*\* TNS Sofres, barometer of Société Générale's image with SME-SMI, 2005

\*\*\* CFI 2005

Number of personal current accounts (in millions)



Gains in market share (as a %)



Sources: Société Générale Group (based on data from Banque de France and FFSA)

# Continuous improvements in performance

## ■ Constant growth in revenues

- ▶ NBI: +5.2% per year since 1999
- ▶ Rise in proportion of service commissions (32% vs. 27% in 1999)

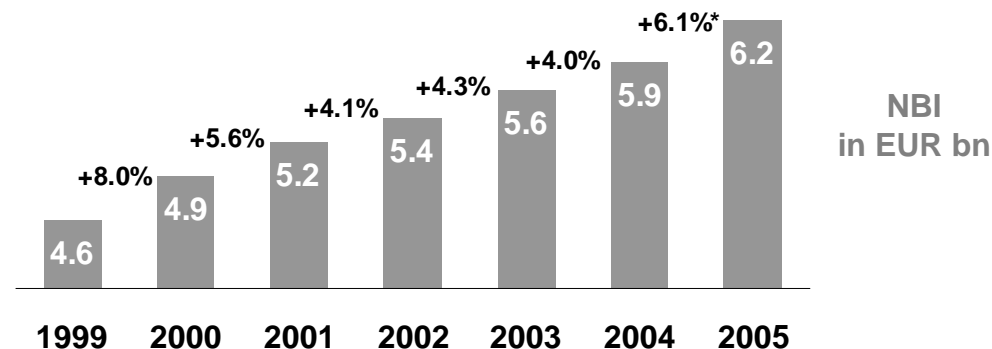
## ■ Ambitious in-depth restructuring of back-offices

- ▶ Regrouping of Société Générale back-offices into regional platforms (136 in 2000, 21 + 52 not regrouped in 2005, target of 23 for 2008)
- ▶ Administrative staff reduced by 10% since 1999
- ▶ Optimisation of business processes

## ↪ Steady rise in productivity

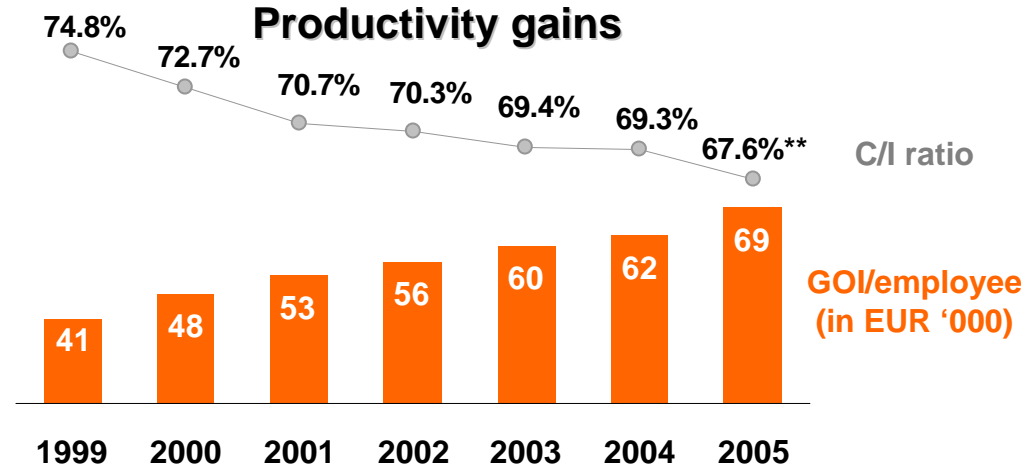
### Increase in revenues

+36% in 6 years



\* 2005 NBI excluding IAS 32 & 39: +5.4%

### Productivity gains



\*\*2005 C/I ratio including IAS 32 & 39: 68.1%  
2005 GOI per head including IAS 32-39: EUR 68,000

# Excellent commercial results

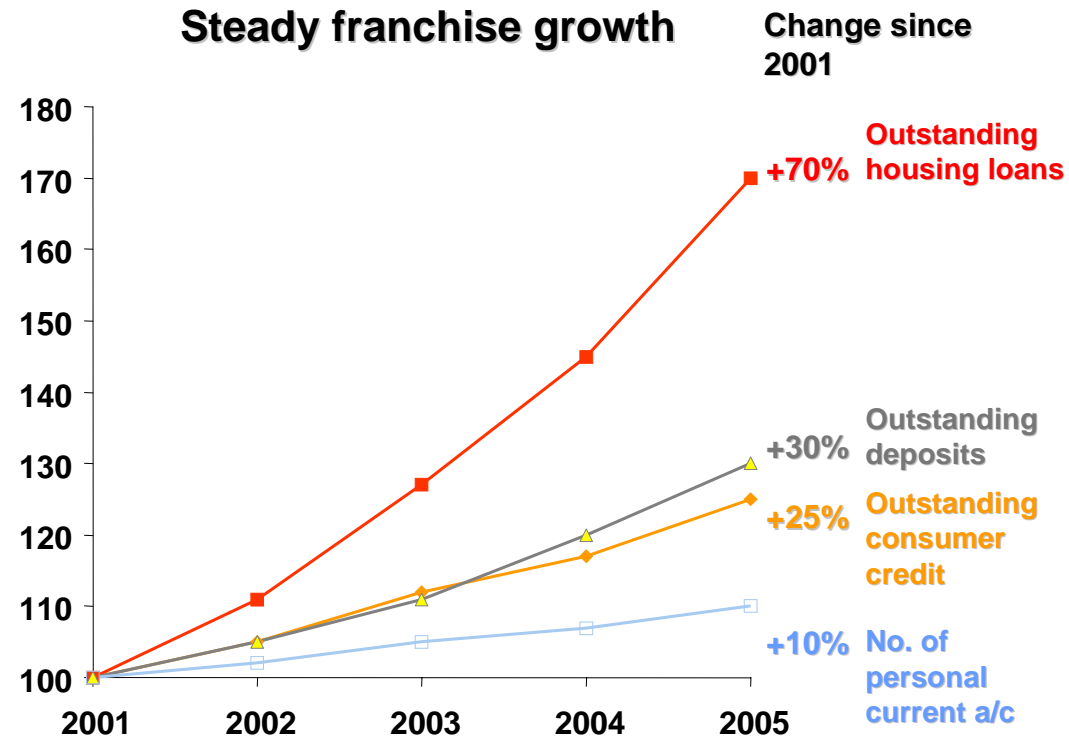
## ■ Individual customers

- ▶ Marked increase in number of personal current accounts  
+179,000 current accounts in 2005 (+3.1% vs. 2004) of which +35,500 young persons accounts (+4.6% vs. 2004)
- ▶ Outstanding deposits: +5.8% vs. 2004, of which sight deposits +8.1% vs. 2004
- ▶ Record savings inflows in life insurance: EUR 8.2bn (vs. EUR 7.3bn in 2004)
  - Unit-linked policies: 31% of total inflows (vs. 17% in 2004) compared with 22% for bancassurance market
- ▶ New housing loans: EUR 16.7bn (+30% vs. 2004)
- ▶ Consumer credit:
  - New instalment loans: EUR 3.4bn (+6.4% vs. 2004)
  - Outstanding revolving loans: EUR 1.2bn (+6.1% vs. 2004)

## ■ Business customers

- ▶ Investment loans: outstanding EUR 34.3bn (+8.1% vs. 2004)
- ▶ Operating loans: outstanding EUR 12bn (stable vs. 2004)

## Individual customers Steady franchise growth





# Strong growth in revenues

■ **NBI: +6.1% vs. 2004 (+7.7 % vs. Q4 04) excluding IAS 32 & 39**

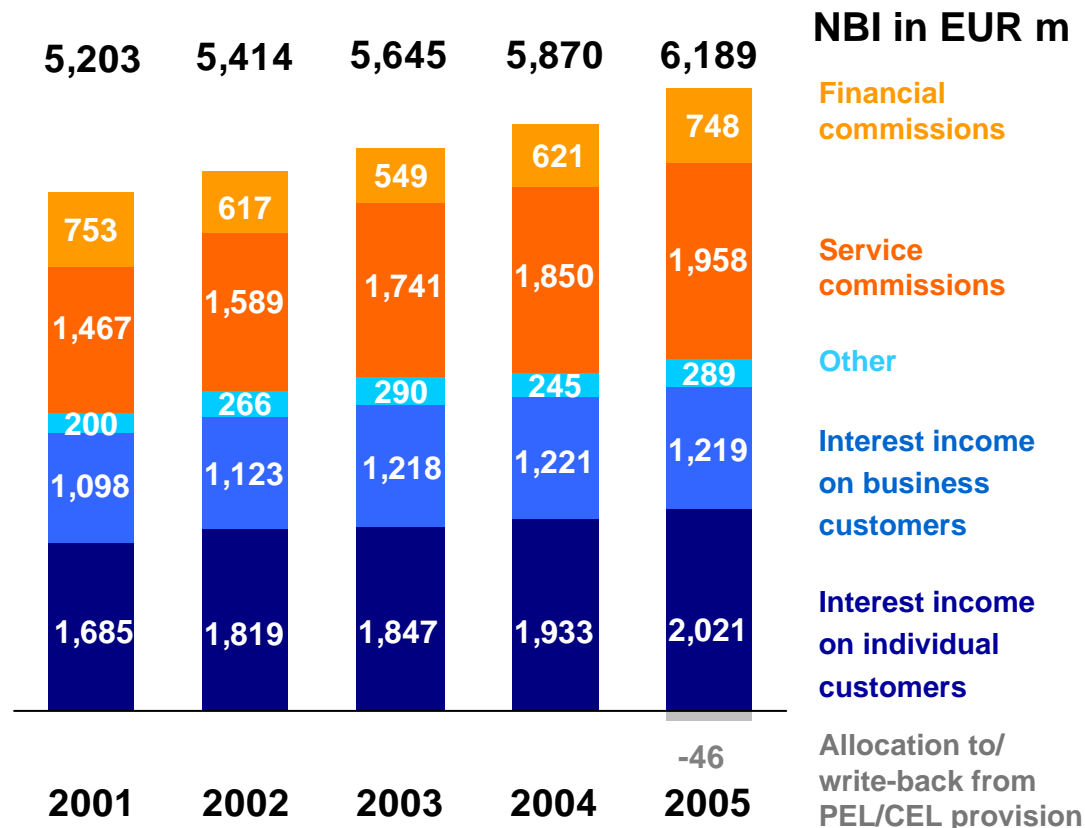
- ▶ EUR 46m allocation to PEL/CEL provisions in 2005 (write-back of EUR 15m in Q4 05)

■ **Fee & commission income: +9.5% vs. 2004 (+12.9% vs. Q4 04)**

- ▶ Financial commissions: +20.5% vs. 2004 (+26.3% vs. Q4 04)
- ▶ Service commissions: +5.8% vs. 2004 (+7.8% vs. Q4 04), incl. price effect of less than 1%

■ **Net interest income: +3.6% vs. 2004 (+3.9% vs. Q4 04) excl. IAS 32 & 39**

- ▶ Average outstanding deposits
  - Sight deposits: +8.5% vs. 2004
  - Special savings accounts: +4.8% vs. 2004
- ▶ Average outstanding loans: +9.3% vs. 2004
  - o.w. individual customers: +13.9% vs. 2004
  - o.w. business customers: +4.6% vs. 2004
- ▶ Interest margin: 3.05% (-18 bp vs. end-2004)
  - Ongoing decline in average rate of interest on interest-earning assets
  - Structural effect: loans have risen faster than deposits



2001 - 2003: French standards  
 2004: IFRS (excl. IAS 32-39 and IFRS 4)  
 2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Very good financial performances

## ■ Full year 2005

- ▶ Substantial growth in revenues:  
NBI +6.1% vs. 2004 excl. IAS 32 & 39
- ▶ Operating expenses kept under control:  
+3.5% vs. 2004

↪ C/I ratio:  
67.6% excl. IAS 32 & 39 (-1.7 pt vs. 2004)

- ▶ Low cost of risk: 27 bp
- ▶ ROE after tax: 22.2% excl. IAS 32 & 39

## ■ Q4 05

- ▶ NBI: +7.7% vs. Q4 04 excl. IAS 32 & 39
- ▶ Operating expenses: +1.9% vs. Q4 04

## ■ Outlook for 2006

- ▶ Continued growth in revenues
- ▶ Further reduction of C/I ratio

In EUR m	FY 04	FY 05	Change 05/04	Q4 05	Change Q4/Q4
Net banking income	5,870	6,189	+5.4%*	1,651	+8.9%**
Operating expenses	(4,069)	(4,212)	+3.5%	(1,057)	+1.9%
<b>Gross operating income</b>	<b>1,801</b>	<b>1,977</b>	<b>+9.8%</b>	<b>594</b>	<b>+24.0%</b>
Net allocation to provisions	(292)	(282)	-3.4%	(83)	+9.2%
<b>Operating income</b>	<b>1,509</b>	<b>1,695</b>	<b>+12.3%</b>	<b>511</b>	<b>+26.8%</b>
<b>Net income</b>	<b>942</b>	<b>1,059</b>	<b>+12.4%</b>	<b>322</b>	<b>+24.3%</b>
ROE after tax	19.8%	20.8%		24.2%	
C/I ratio	69.3%	68.1%		64.0%	

\* +6.1% excluding IAS 32 & 39

\*\* +7.7% excluding IAS 32 & 39

Q4 04 and 2004: IFRS (excl. IAS 32-39 and IFRS 4)  
Q4 05 and 2005: IFRS (incl. IAS 32-39 and IFRS 4)

# A growth model combining acquisitions and organic investments

## ■ Key stages in the division's external growth

- ▶ 1999: Romania, Bulgaria, Madagascar
- ▶ 2001: Czech Republic, Slovenia
- ▶ 2003: Ghana, Reunion, Tunisia
- ▶ 2004: Greece
- ▶ 2005: Egypt (MIBank)

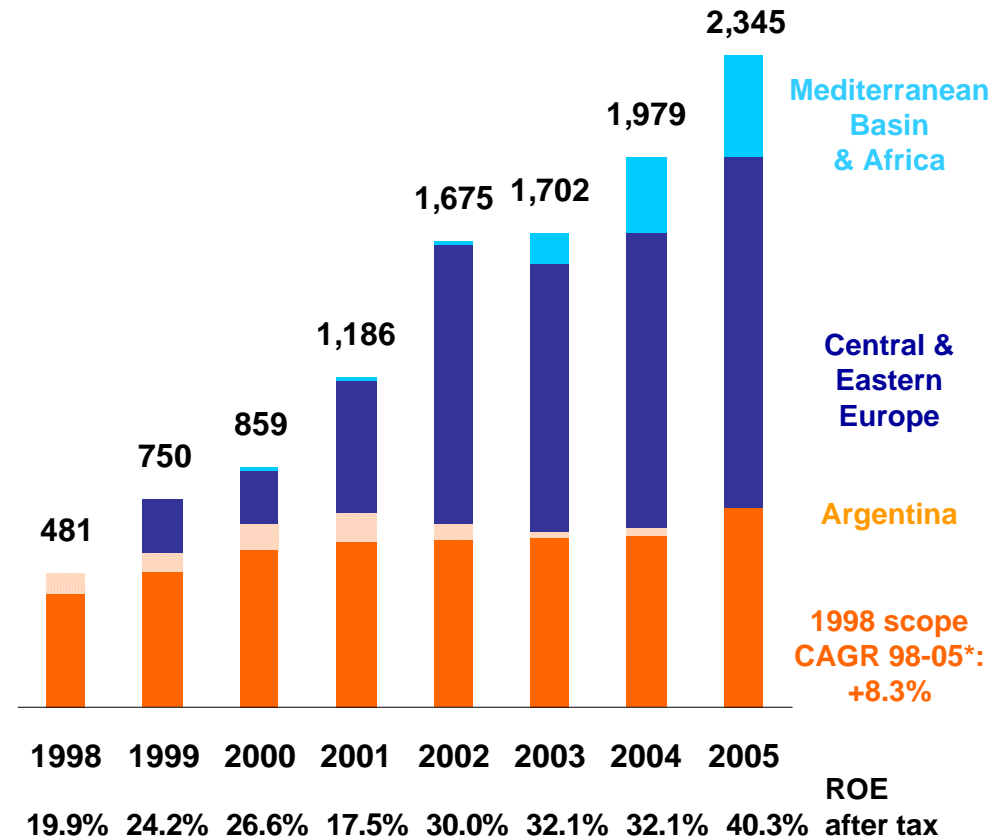
## ■ Ongoing investments to drive future growth

- ▶ 496 net branch openings since 1999
  - 135 in Romania, 51 in Serbia, 42 in Egypt, 18 in Russia
- ▶ 233 net openings, excluding acquisitions, in 2005
- ▶ + 2,300 staff, excluding acquisitions, since 1999, primarily in sales
- ▶ Renewal of product offerings and focus on customer satisfaction
- ▶ Gradual pooling of IT systems and electronic payment platforms

## ■ NBI x5 in 7 years

## ■ Number of individual customers: 5.8 million, x4.1 since 1999

Breakdown of NBI (in EUR m)



# A major player in high-potential regions

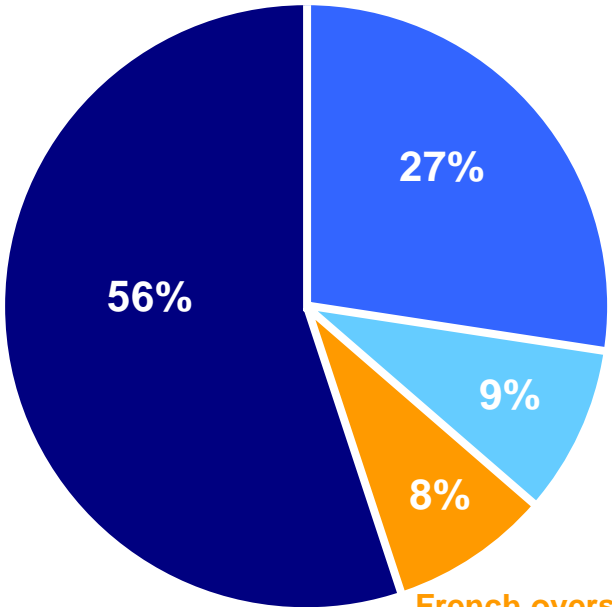
**NBI: EUR 2,345m\* (+12.4%\*\* vs. 2004)**

## Central and Eastern Europe

No.2 in Czech Republic,  
 No.2 in Romania  
 No.5 in Bulgaria  
**NBI: EUR 1,298m (+11.2%\*\* vs. 2004)**  
**Total assets: EUR 24.5bn**  
**Branches: 919**  
**Individual customers: 3,527,000**

## Mediterranean Basin

**No.4 in Morocco**  
**Leading privately-owned bank in Egypt**  
**NBI: EUR 643m (+18.3%\*\* vs. 2004)**  
**Total assets: EUR 14.9bn**  
**Branches: 574**  
**Individual customers: 1,320,000**



## Africa

**NBI: EUR 211m (+13.2%\*\* vs. 2004)**  
**Total assets: EUR 2.2bn**  
**Branches: 180**  
**Individual customers: 761,000**

## French overseas territories

**NBI: EUR 187m (+8.3%\*\* vs. 2004)**  
**Total assets: EUR 2.7bn**  
**Branches: 68**  
**Individual customers: 200,000**

\* Incl. EUR 5m linked to changes in structure  
 \*\* When adjusted for changes in Group structure and at constant exchange rates

# Egypt: robust organic growth and a targeted acquisition

## ■ Sustained organic growth since 2000

- ▶ Rapid expansion of customer base
  - 208,000 individual customers at end-2005 (vs. 30,000 in 2000)
  - 7,400 business customers at end-2005 (x3 since 2000)

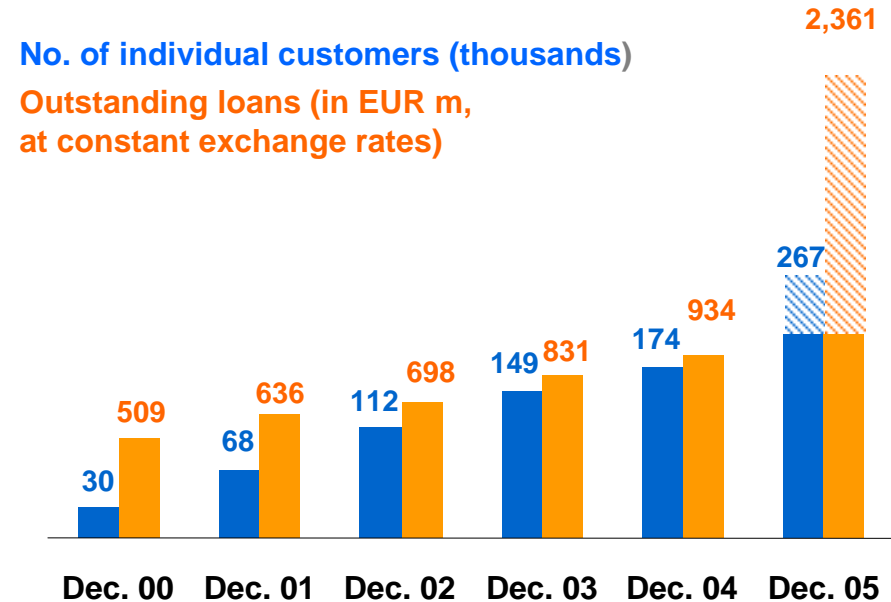
## ■ Excellent financial performances

- ▶ 2005 GOI: EUR 63m (vs. EUR 25m in 2000\*\*)
- ▶ 2005 C/I ratio: 34%

## ■ Acquisition of MIBank

- ▶ Complementary customer base
- ▶ Network coverage increased from 51 to 83 branches
- ▶ Market share doubled
- ▶ Harnessing of synergies and cost rationalisation

**Indicators for NSGB**  
(MIBank included for December 2005)



Branches  
Headcount

Branches	14	25	30	35	39	83*
Headcount	569	691	808	886	1,009	2,276*

\*\* Based on average EGP/EUR exchange rate for 2005

\* o.w. MIBank: 32 branches and 1,081 staff

# Dynamic growth and consistently high profitability

## ■ FY 2005

- ▶ Marked increase in revenues: +12.4%\* vs. 2004
- ▶ Operating expenses: +10.1%\* vs. 2004 (+5.6%\* vs. 2004 excl. investments in development)
- ▶ Low cost of risk
- ▶ ROE after tax of 40.3%

## ■ Outlook for 2006

- ▶ Acceleration of organic growth: planned opening of more than 300 branches (incl. 210 in Romania, 30 in Russia, 25 in Serbia)
- ▶ Further acquisitions (Central and Eastern Europe, Mediterranean Basin, Asia)

In EUR m	FY 04	FY 05	Change 05/04		Q4 05	Change Q4/Q4
Net banking income	1,979	2,345	+18.5%	+12.4%*	656	+10.7%*
Operating expenses	(1,223)	(1,419)	+16.0%	+10.1%*	(402)	+10.3%*
<b>Gross operating income</b>	<b>756</b>	<b>926</b>	<b>+22.5%</b>	<b>+15.6%*</b>	<b>254</b>	<b>+11.4%*</b>
Net allocation to provisions	(161)	(131)	-18.6%	-56.6%*	(47)	+9.8%*
<b>Operating income</b>	<b>595</b>	<b>795</b>	<b>+33.6%</b>	<b>+35.5%*</b>	<b>207</b>	<b>+11.8%*</b>
Net income on other assets	15	5	-66.7%	NM	(1)	NM
<b>Net income</b>	<b>258</b>	<b>386</b>	<b>+49.6%</b>	<b>+48.8%*</b>	<b>101</b>	<b>+26.4%*</b>
ROE after tax	32.1%	40.3%			37.6%	
C/I ratio	61.8%	60.5%			61.3%	

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

Q4 04 and 2004: IFRS (excl. IAS 32-39 and IFRS 4)  
Q4 05 and 2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Specialised Financing: transformation from a domestic player into a European leader

## ■ Construction of 2 business divisions, via acquisitions and organic growth

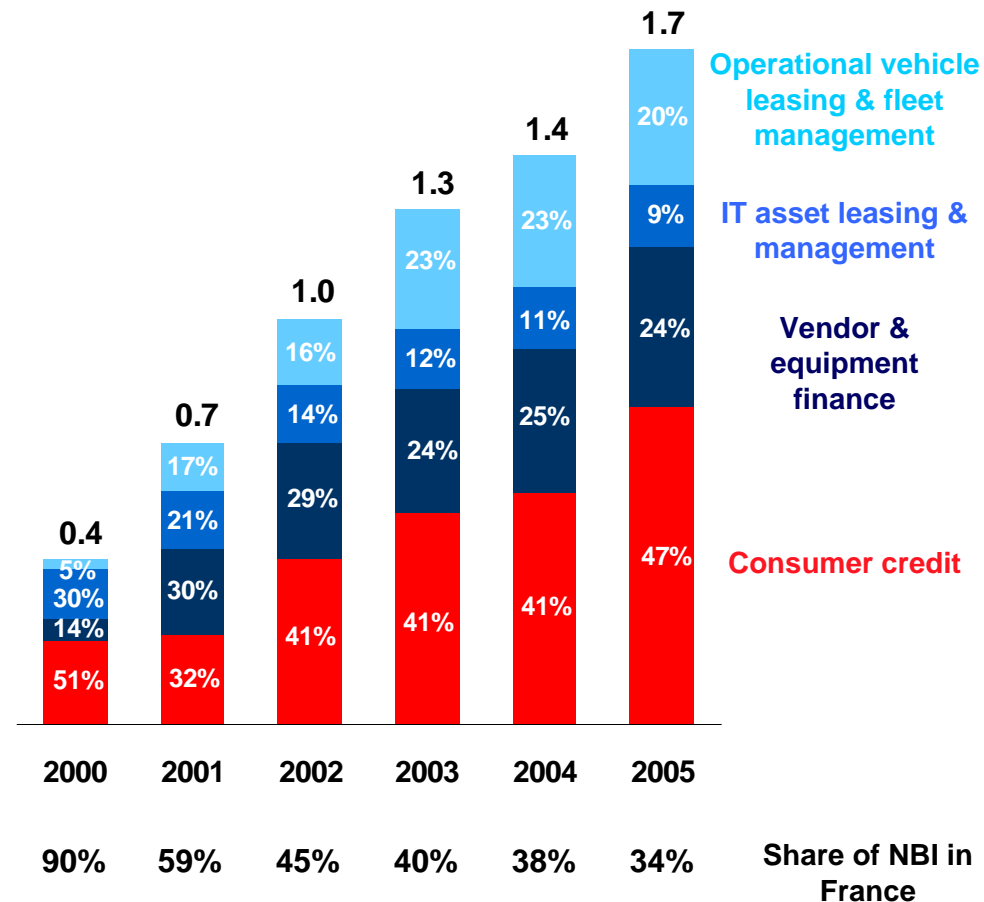
### ▶ Business finance and services:

- SG Equipment Finance, No.1 in Europe for vendor and equipment finance
- ALD, No.2 in Europe by outstanding loans in operational vehicle leasing and fleet management
- ECS, No.1 in Europe in IT asset leasing and management

### ▶ Consumer credit: No.3 in France by outstanding loans, major player in Europe, present in 11 countries

## ↙ A driver for growth

NBI in Specialised Financial Services\*  
(in EUR bn)



\* Excluding Life and Property Insurance

2000 - 2003: French standards  
2004: IFRS (excl. IAS 32-39 and IFRS 4)  
2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Business finance and services: dynamic business levels in 2005

## ■ SG Equipment Finance

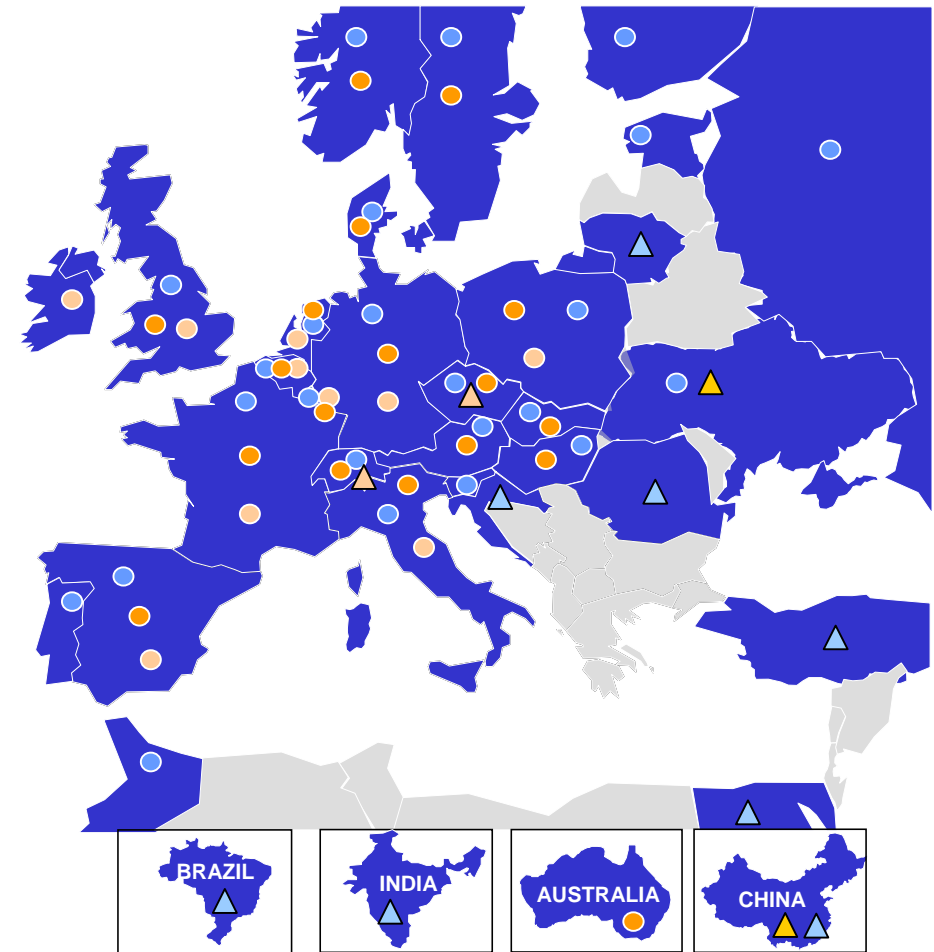
- ▶ New lending: EUR 7bn (+11%\*\* vs. 2004)
- ▶ Integration of Finagen's leasing activities (Italy) and set-up of operations in China

## ■ ALD Automotive

- ▶ Fleet under management: 600,000 vehicles (+9.1%\* vs. 2004)
- ▶ Growth in outstanding loans: +13.2% vs. 2004
- ▶ Organic growth: Baltic countries, Croatia, Romania, Egypt, India, China, Brazil
- ▶ Acquisitions in Turkey and Ukraine

## ■ ECS

- ▶ 7,200 clients (6,900 in 2004)
- ▶ New business: +4.6%\*\* vs. 2004, incl. +6.8%\*\* in service revenues
- ▶ Organic growth in Switzerland and Czech Republic
- ▶ Acquisition of Telci in services business in France



- Operational vehicle leasing and fleet management
- Vendor and equipment finance
- IT asset leasing and management
- ▲ Created in 2005
- ▲ Created in 2005
- ▲ Created in 2005

\* Excluding factoring which generated EUR 5.8bn of new business (+11%\*\* vs. 2004)

\*\* When adjusted for changes in Group structure



## Consumer credit: a very good year

### ■ Franfinance and CGI: a comprehensive and efficient platform in France

- ▶ CGI (car and boat financing, debt restructuring)  
New loans: EUR 1.3m, +16.2% vs. 2004
- ▶ Franfinance (retail finance and credit cards)  
New loans: EUR 1.3bn, +7.2% vs. 2004
- ▶ Launch of Disponis, online direct loan brand
- ▶ Total outstanding loans: EUR 4.2bn, +10%\*\* vs. 2004

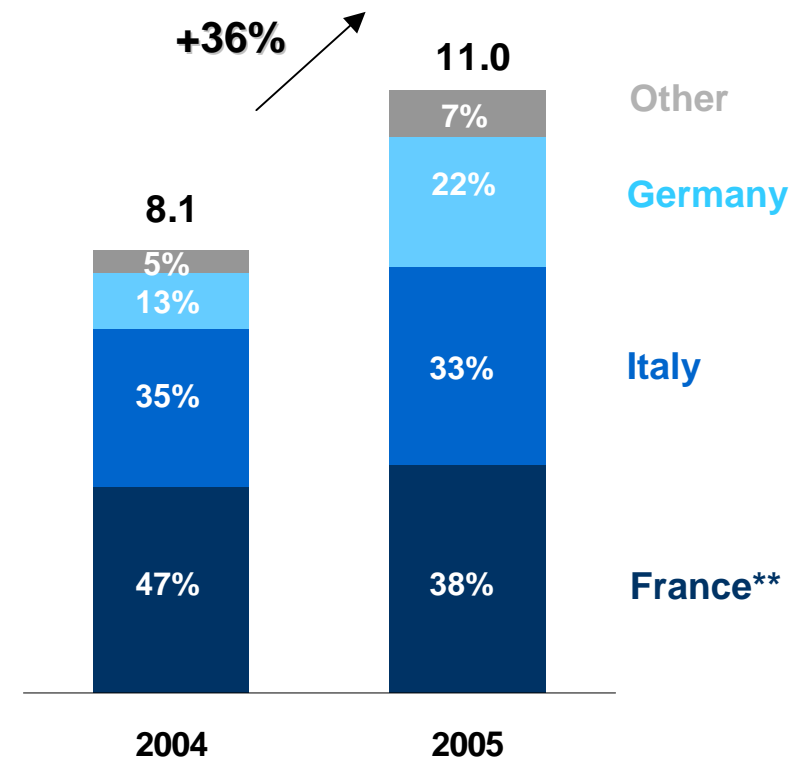
### ■ Strong business momentum in all countries outside France

- ▶ New loans: EUR 4.7bn (+14%\* vs. 2004)
- ▶ Outstanding loans: EUR 6.8bn (+22.6%\* vs. 2004)
- ▶ Consolidation of positions in Western Europe
  - Hanseatic in Germany (outstanding: EUR 1.3bn), Finagen in Italy (outstanding: EUR 280m)
- ▶ Acquisitions or greenfield operations in emerging markets
  - Promek in Russia (outstanding: EUR 118m); Eurobank in Poland (outstanding: EUR 270m); launch of Prostofinance in Ukraine

➤ **Overall new lending: +38.9% vs. 2004, +12.9%\* vs. 2004; resilient margins and sound risk control**

\* When adjusted for changes in Group structure

### Geographical breakdown of outstanding loans\*\* (in EUR bn)



\*\* Average outstanding, excluding EUR 7.4bn and EUR 7.7bn of outstanding consumer loans, excluding overdrafts, distributed by the French Networks in 2004 and 2005 respectively

## Significant rise in contribution

### ■ FY 2005: operating income +16.1%\* vs. 2004

- ▶ Specialised Financing
  - NBI: +20.3% vs. 2004; +6.7%\* vs. 2004
- ▶ Life Insurance:
  - NBI: +13,6%\* vs. 2004
  - New savings inflows: +16.4%\*\* vs. 2004
  - Outstanding: +15%\*\* vs. 2004

### ■ Outlook for 2006

- ▶ Continued development of Specialised Financing outside France, notably in Central and Eastern Europe
- ▶ Life Insurance: increased inflows into unit-linked policies

In EUR m	FY 04	FY 05	Change 05/04		Q4 05	Change Q4/Q4
Net banking income	1,819	2,127	+16.9%	+6.2%*	597	+5.6%*
<i>o.w. specialised financing</i>	1,413	1,700	+20.3%	+6.7%*	481	+5.1%*
Operating expenses	(1,082)	(1,202)	+11.1%	-0.7%*	(348)	-3.7%*
<b>Gross operating income</b>	<b>737</b>	<b>925</b>	<b>+25.5%</b>	<b>+16.0%*</b>	<b>249</b>	<b>+19.2%*</b>
<i>o.w. specialised financing</i>	<i>575</i>	<i>704</i>	<i>+22.4%</i>	<i>+9.6%*</i>	<i>194</i>	<i>+12.7%*</i>
Net allocation to provisions	(136)	(201)	+47.8%	+15.3%*	(57)	+26.7%*
<b>Operating income</b>	<b>601</b>	<b>724</b>	<b>+20.5%</b>	<b>+16.1%*</b>	<b>192</b>	<b>+17.9%*</b>
<i>o.w. specialised financing</i>	<i>438</i>	<i>505</i>	<i>+15.3%</i>	<i>+8.9%*</i>	<i>139</i>	<i>+11.9%*</i>
<b>Net income</b>	<b>376</b>	<b>451</b>	<b>+19.9%</b>	<b>+18.9%*</b>	<b>114</b>	<b>+22.4%*</b>
ROE (after tax)	15.3%	16.1%			15.4%	
C/I ratio	59.5%	56.5%			58.3%	

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

\*\* When adjusted for changes in Group structure

Q4 04 and 2004: IFRS (excl. IAS 32-39 and IFRS 4)

Q4 05 and 2005: IFRS (incl. IAS 32-39 and IFRS 4)

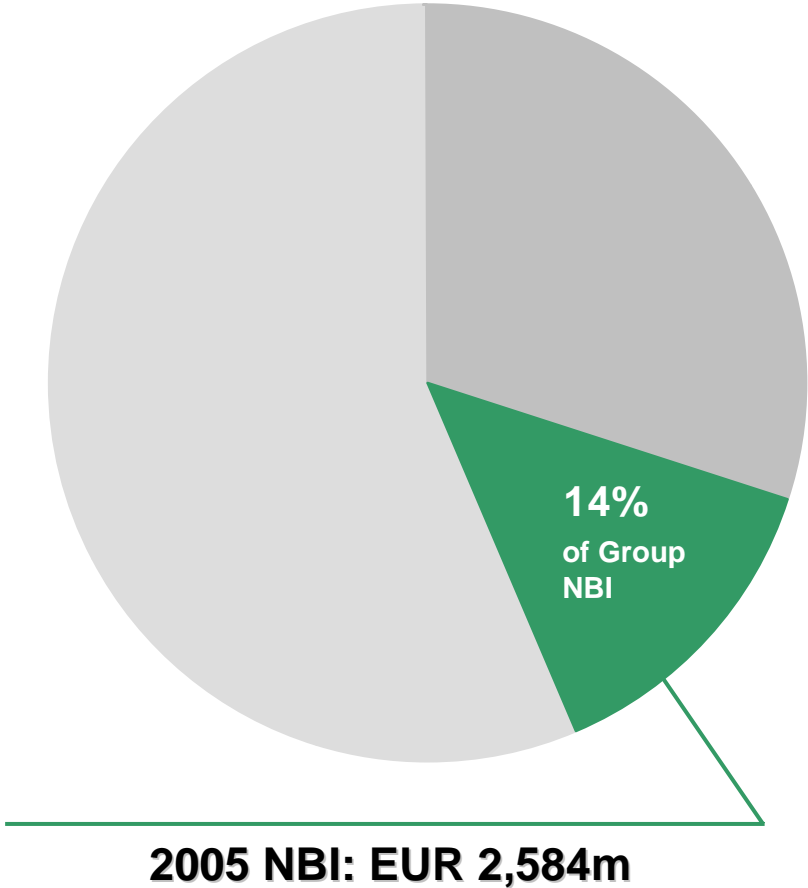


# GLOBAL INVESTMENT MANAGEMENT AND SERVICES

**2005 NBI:**  
+14.1% vs. 2004; +13.1% like-for-like

**2005 net income:**  
EUR 496m (+28.8% vs. 2004)

**2005 net inflows:**  
EUR 33.7bn (vs. EUR 24.8bn in 2004)



2004: IFRS (excl. IAS 32-39 and IFRS 4)  
2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Asset Management & Private Banking: a high-quality offering

## ■ Asset Management

- ▶ A recognised, comprehensive and effective offering
  - TCW: Best CDO Manager of the year<sup>(1)</sup>
  - SGAM named Best Asset Manager by French institutional investors for 3rd year running<sup>(2)</sup>
  - SGAM Fund: 60 strategies, 67% of assets in 1st and 2nd quartiles of S&P over a 3-year investment horizon (78% over 5 years)
- ▶ Consistent capacity for innovation
  - Launch of structured ETF
  - Launch of Fund Equities Target (Japanese small/micro caps)

## ■ Private Banking

- ▶ A recognised player in France and across the world...
  - Best private bank in France for High Net Worth Individuals, entrepreneurs and corporate executives (Euromoney 2006)
  - Best global private bank in structured products (Euromoney 2006)
  - Outstanding Private bank for Alternative Investments (Private Banker International 2005)
- ▶ ...which is continuing to expand
  - Increase in sales force: 155 recruitments (+15%)
  - Launch of on-shore activity in India

<sup>(1)</sup> Securitization News, April 2005. SGAM Group's share of global CDO issues: 12% in 2005

<sup>(2)</sup> Amadeis, February 2006

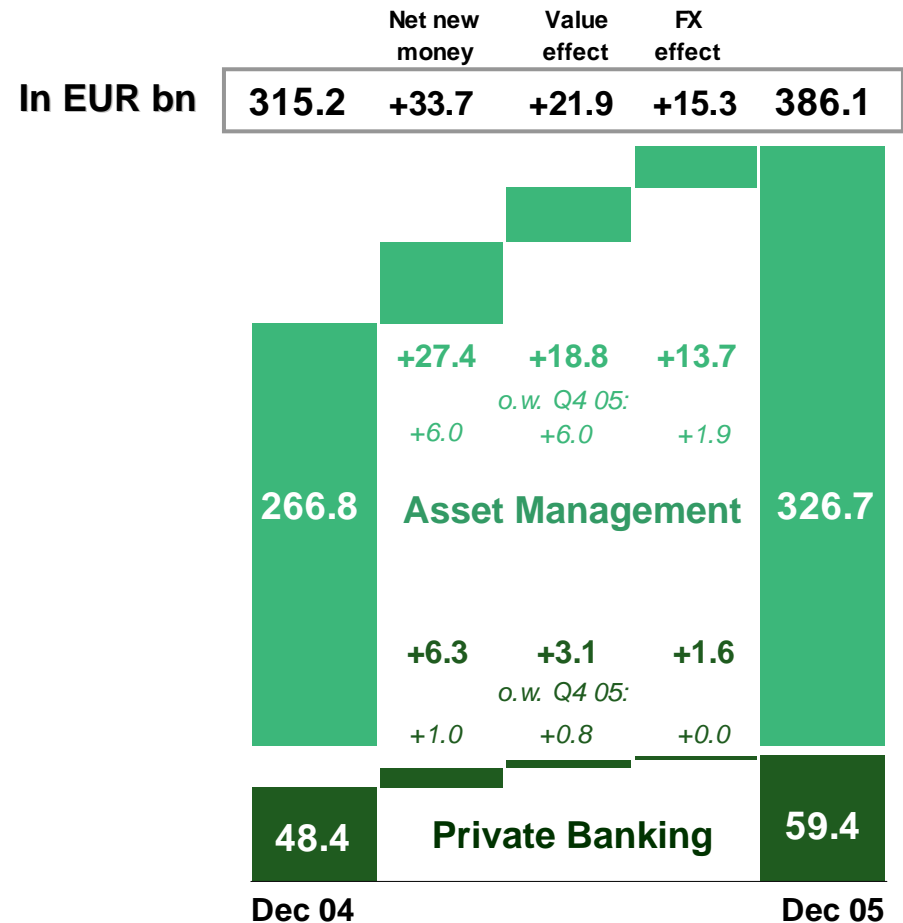
# Inflows and assets under management at all-time highs

## ■ Asset Management

- ▶ AuM: EUR 326.7bn
- ▶ Very high net inflows, up 37.7% vs. 2004 to EUR 27.4bn (EUR 6bn in Q4 05)
  - Representing 10% of AuM on annualised basis
  - Net new money from Asian clients: EUR 6.3bn vs. EUR 2.6bn in 2004
  - Net inflows into CDOs: EUR 12.7bn (vs. EUR 7.8bn in 2004), i.e. 46% of total net inflows

## ■ Private Banking

- ▶ AuM: EUR 59.4bn
- ▶ Record net inflows of EUR 6.3bn (incl. EUR 1bn in Q4 05), up 28.6% vs. 2004
  - Representing 13% of AuM on annualised basis
  - Strong contribution from all platforms



Reminder: these figures do not include some EUR 86bn of assets held by customers of the French Networks (investable assets exceeding EUR 150,000) or assets managed by Lyxor AM, whose results are consolidated in the Equity & Advisory business line (EUR 52bn)

## 2005: sharp growth in SG Securities Services

### ■ Securities Services for Institutional Investors and Fund Administration

- ▶ Substantial increase in assets under custody: +27% vs. 2004
- ▶ Number of funds under administration: +9% vs. 2004
- ▶ Fitch rating raised to CU2+ (vs. CU2)

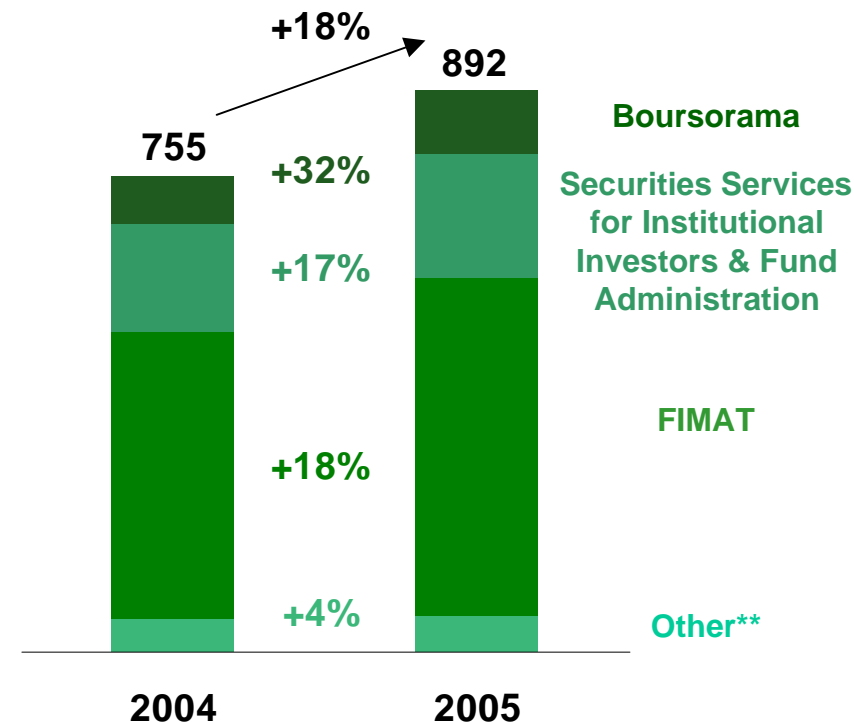
### ■ FIMAT

- ▶ Volumes: +15% vs. 2004
- ▶ Expansion of global market share\* to 5.3% (vs. 5.0% in 2004)
- ▶ Acquisition of PreferredTrade (US)

### ■ Boursorama

- ▶ No.1 online broker in France
- ▶ Acquisition of Squaregain (UK)
- ▶ Shift towards online savings
- ▶ Project for merger of Boursorama Banque and CaixaBank (France)

Growth in NBI (in EUR m)



\* In the main markets of which FIMAT is a member

\*\* Outsourcing Securities Services and Securities Services for Corporate Clients

# Acquisition of Unicredito's Securities Services business: an ambitious expansion project

■ **SG SS will rank No.3 Global Custodian in Europe, with close to EUR 2,000bn of assets under custody**

■ **Unicredito's Securities Services business**

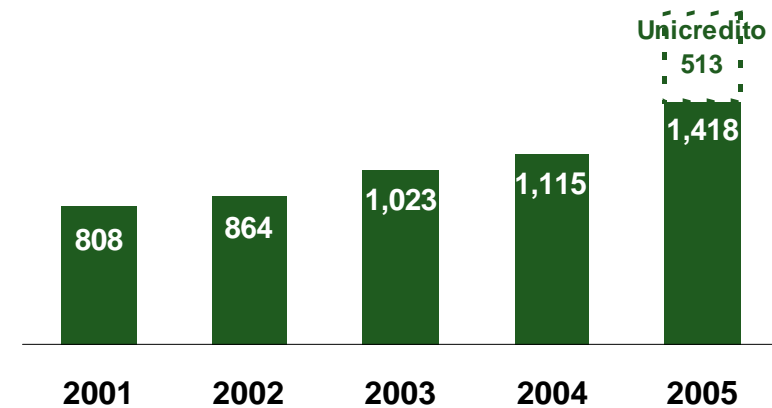
- ▶ No.2 custodian and No.3 depositary bank in Italy, a high-potential market
- ▶ Presence in key European markets: Luxembourg, Ireland, Germany
- ▶ Solid positioning:
  - EUR 513bn of assets under custody
  - EUR 80bn of client assets under administration

■ **Acquisition price: EUR 548m**

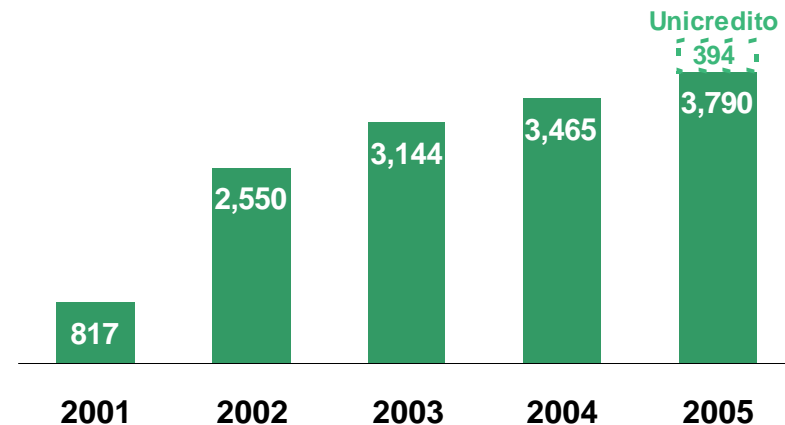
■ **Significant potential for synergies**

- ▶ Pooling of platforms, notably IT
- ▶ Renegotiation of prices with partner sub-custodians
- ▶ 2008 financial targets for SG Securities Services
  - Twofold increase in 2005 GOI
  - C/I ratio under 80%

Assets under custody (EUR bn)



Number of funds under administration



## Very good results

### ■ FY 2005

- ▶ Strong top-line growth:  
NBI +13.1%\* vs. 2004
- ▶ C/I ratio stable, notably due to  
commercial developments

### ■ Q4 05

- ▶ Asset Management
  - NBI stable vs. high Q4 04
  - Rise in operating expenses: exceptional  
charge for consolidation of TCW's  
management and staff
- ▶ Private Banking: marked increase in  
results
- ▶ SG SS and Online Savings: excellent  
results

### ■ Outlook for 2006

- ▶ Another year of high net inflows and  
product innovation
- ▶ Strong development of Securities  
Services business and Online Savings  
offering

In EUR m	FY 04	FY 05	Change 05/04		Q4 05	Change Q4/Q4
Net banking income	2,265	2,584	+14.1%	+13.1%*	734	+11.6%*
<i>o.w. Asset Management</i>	1,047	1,152	+10.0%	+9.9%*	338	+0.0%*
<i>o.w. Private Banking</i>	463	540	+16.6%	+16.9%*	149	+25.2%*
<i>o.w. SG SS &amp; Online Savings</i>	755	892	+18.1%	+15.1%*	247	+23.6%*
Operating expenses	(1,638)	(1,852)	+13.1%	+11.7%*	(547)	+15.9%*
<b>Gross operating income</b>	<b>627</b>	<b>732</b>	<b>+16.7%</b>	<b>+16.7%*</b>	<b>187</b>	<b>+1.1%*</b>
Net allocation to provisions	(7)	(6)	-14.3%	-14.3%*	(4)	NM
<b>Operating income</b>	<b>620</b>	<b>726</b>	<b>+17.1%</b>	<b>+17.1%*</b>	<b>183</b>	<b>-3.1%*</b>
<i>o.w. Asset Management</i>	405	435	+7.4%	+7.4%*	116	-23.2%*
<i>o.w. Private Banking</i>	122	163	+33.6%	+33.6%*	42	+55.6%*
<i>o.w. SG SS &amp; Online Savings</i>	93	128	+37.6%	+37.6%*	25	x2.1*
Net income from other assets	2	0	NM	NM	0	NM
<b>Net income</b>	<b>385</b>	<b>496</b>	<b>+28.8%</b>	<b>+28.8%*</b>	<b>126</b>	<b>+10.4%*</b>
Cost/income ratio	72.3%	71.7%			74.5%	

Q4 04 and 2004: IFRS (excl. IAS 32-39 and IFRS 4)

Q4 05 and 2005: IFRS (incl. IAS 32-39 and IFRS 4)

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



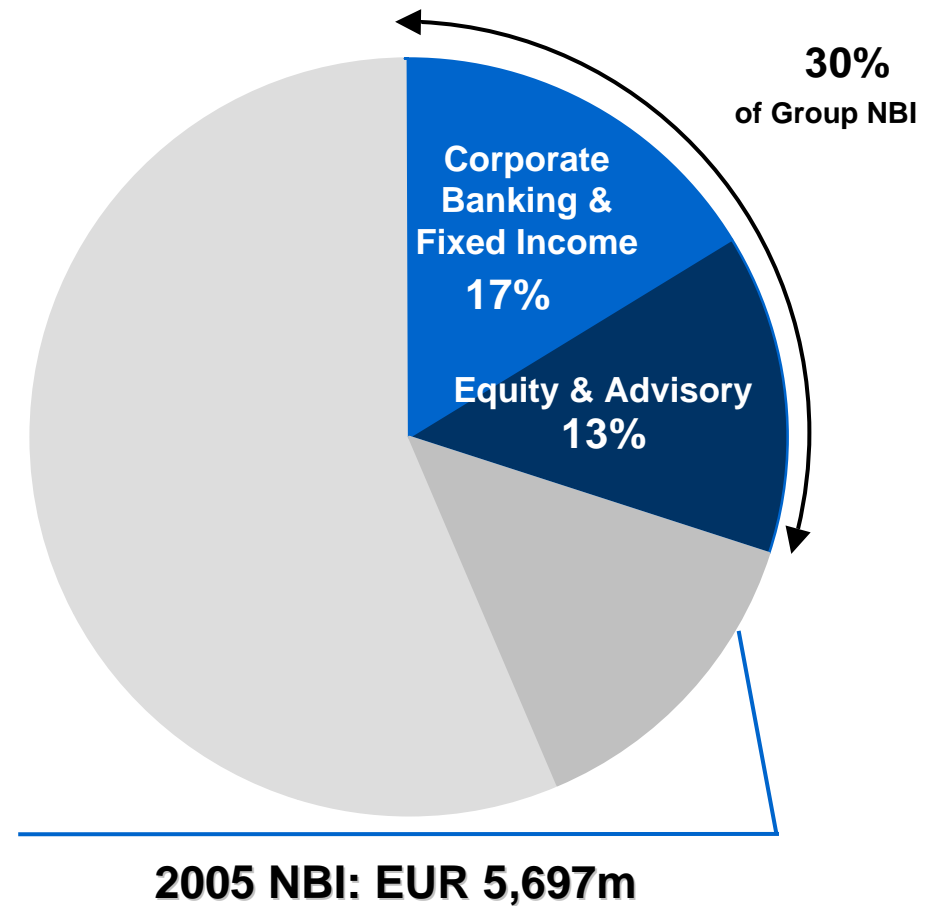


# CORPORATE AND INVESTMENT BANKING

**2005 NBI:**  
**+20.5% vs. 2004; +20.4% like-for-like**

**2005 net income:**  
**EUR 1,841m (+26.7% vs. 2004)**

**2005 ROE after tax:**  
**44.4%**



2004: IFRS (excl. IAS 32-39 and IFRS 4)  
2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Success of the profitable growth strategy

## ■ In-depth transformation of the business model since 2000

## ■ Extension and diversification of client-driven activities

- ▶ Expansion of client franchises in target businesses
- ▶ Geographical diversification in Europe ex. France
- ▶ Specific developments in Americas and Asia

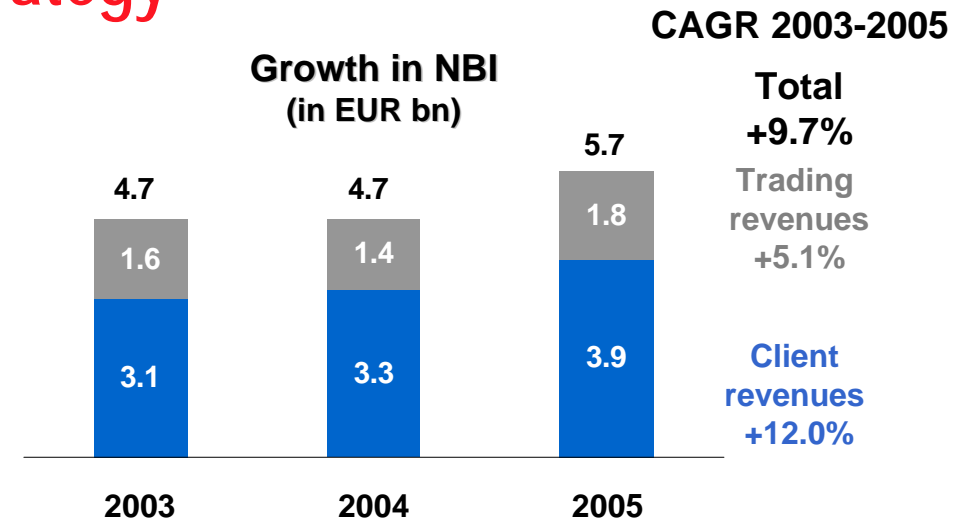
## ■ Policy of sustained, selective investments

- ▶ Recent developments: Hedge Funds, High Yield, LNG\*
- ▶ Increase in average risk-weighted assets: +15.5% vs. 2004
- ▶ Rise in headcount: +5% vs. 2004

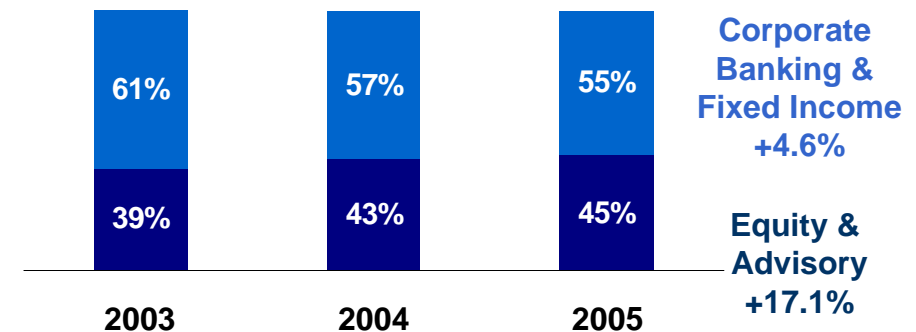
## ↻ Dynamic trend of organic growth in 2005

- ▶ Sustained growth in client revenues in all businesses: +17.8% vs. 2004
- ▶ Balanced contribution from both activities
- ▶ 2/3 – 1/3 distribution between client-driven and trading revenues

\* Liquefied Natural Gas



## Contribution of the business lines to NBI



2003: French standards  
 2004: IFRS (excl. IAS 32-39 and IFRS 4)  
 2005: IFRS (incl. IAS 32-39 and IFRS 4)

# Development of our client franchise: leading positions

## ■ Derivatives

- ▶ An undisputed leader  
**Best Equity Derivatives House** for 2nd year running

2004 2005



No.1	No.1
No.1	No.1
No.1	No.1*

- ▶ Leading player in **interest rate and credit derivatives**  
*(Risk Magazine)*
- ▶ Strong growth in **commodity derivatives**
  - Gold Award for Excellence in Energy Risk Management  
*(Commodities Now)*

\* In Europe and the Americas

## ■ Euro capital markets

- ▶ Leader in **Euro-denominated debt capital markets**



Based on volumes



Based on client votes

Bonds	No.5	No.4
Securitization	No.1	No.1

- ▶ **No.5 for capital raising overall**  
*(Euromoney)*
- ▶ **Best Equity House in France**  
*(Euromoney)*
- ▶ Success of the **Cross Asset Research** approach
  - No.1 in Equity Research in France and top 5 in key European markets  
*(Extel, Börsen Zeitung)*
  - No.4 in Eurozone credit research  
*(Euromoney)*

## ■ Structured finance

- ▶ **Solid global leadership**

- **Best** Export Finance arranger for 4th year running *(Trade Finance)*
- **Best** structured commodities bank for 3rd year running *(Trade Finance)*



- **Global Bank of the Year** in project finance



# One of the most profitable and cost-efficient players in the business

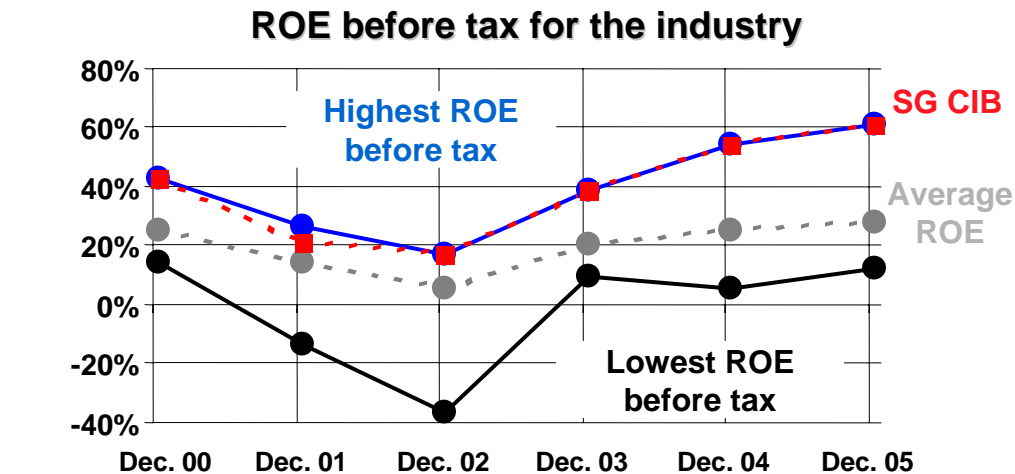
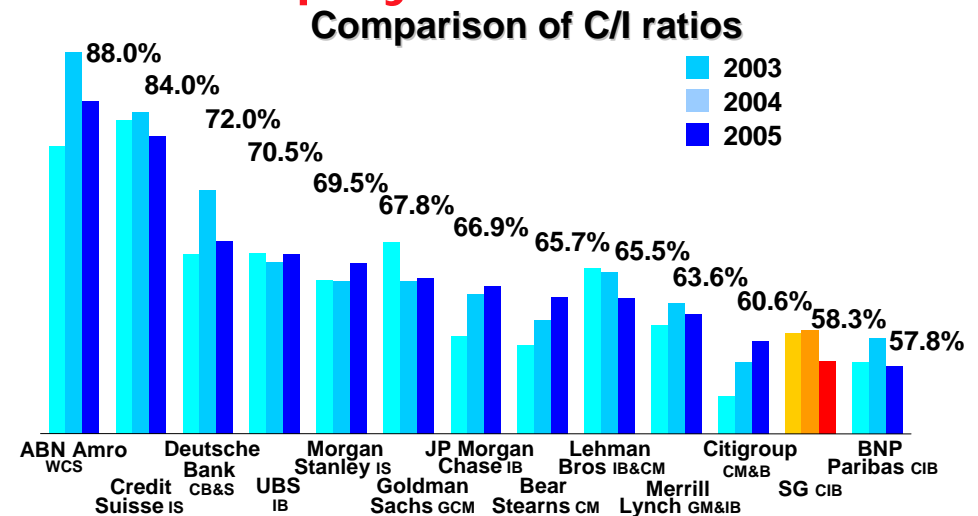
## ■ High return on investment

- ▶ Sharp increase in GOI: +31.8%
- ▶ Reflects the quality of our business mix

## ■ Low cost/income ratio: 58.3%

- ▶ ROE after tax has remained above 30% for 3 consecutive years

## ■ Recurrently high ROE after tax



Corporate & Investment Banking divisions of: Société Générale, ABN Amro, BNPP, BBVA, CASA, Commerzbank, Credit Suisse, Deutsche Bank, Dresdner and UBS. 9M 05 figures for CASA, and H1 05 figures for Dresdner

# Excellent quarter for all business lines

## ■ Corporate Banking & Fixed Income: record quarter

- ▶ Fixed Income
  - Very good progress in interest rate and credit activities
  - Excellent performance in commodities
  - Marked growth in euro debt capital markets
- ▶ Structured finance
  - Impressive contribution from all activities, notably project finance

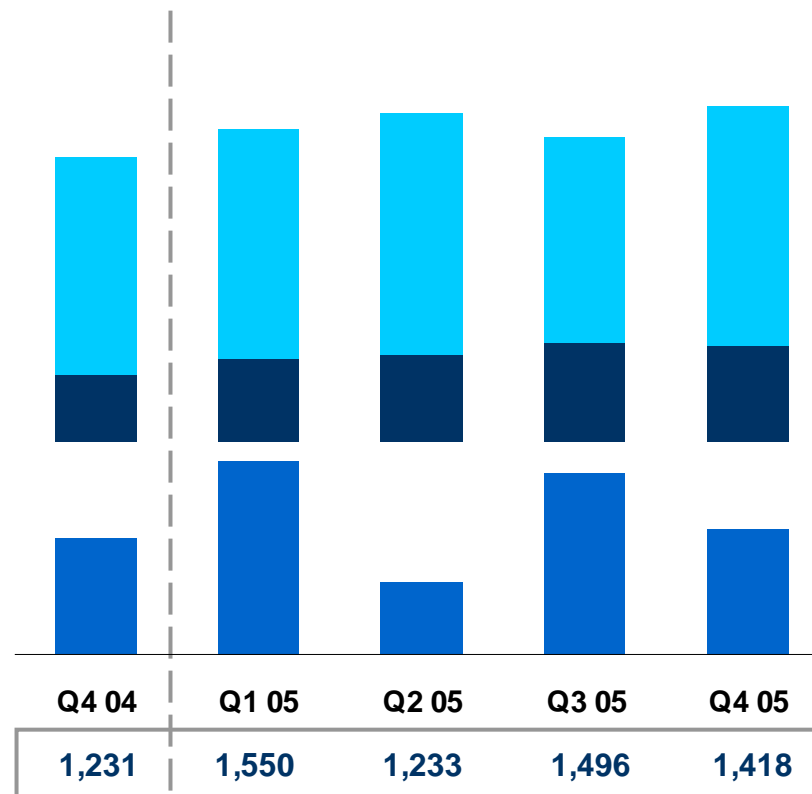
## ■ Equity & Advisory

- ▶ Equity Derivatives: very strong client-driven activity and good trading activity
- ▶ Cash Equity & Advisory: healthy growth in secondary market activities

## ■ Impact of IAS 32 & 39: EUR -26m

- ▶ Corporate Banking & Fixed Income: EUR +60m
- ▶ Equity & Advisory: EUR -86m

## Quarterly NBI (in EUR m): consistently high share of client-driven revenues



Average % of CIB NBI in Q4 05

52% Client-related margins, commissions & brokerage and Private Equity

21% Net interest income

27% Hedging, Trading, Market Making and Arbitrage

CIB net banking income

Q4 04: IFRS (excl. IAS 32-39 and IFRS 4)  
2005 quarters: IFRS (incl. IAS 32-39 and IFRS 4)

# High profitability underpinned by strong growth

## ■ FY 2005

- ▶ NBI +20.4%\* vs. 2004
  - Impact of IAS 32 & 39: EUR -139m
- ▶ GOI: +31.5%\* vs. 2004
- ▶ Low C/I ratio: 58.3%
- ▶ Risk provisioning: net write-back over the year

## ■ 2005 ROE after tax at an all-time high of 44.4%

## ■ Very good Q4 05

- ▶ NBI +11.3%\* vs. Q4 04 (+13.3%\* vs. Q4 04 excl. IAS 32 & 39)
- ▶ GOI +16.5%\* vs. Q4 04

## ■ Outlook for 2006

- ▶ Continued roll-out of the profitable growth strategy

In EUR m	FY 04	FY 05	Change 05/04	Q4 05	Change Q4/Q4
Net banking income	4,727	5,697	+20.5% +20.4%*	1,418	+11.3%*
<i>o.w. Equity &amp; Advisory</i>	2,029	2,554	+25.9% +26.0%*	477	- 9.5%*
<i>o.w. Corp. Bkg &amp; Fixed Income</i>	2,698	3,143	+16.5% +16.1%*	941	+26.0%*
Operating expenses	(2,924)	(3,320)	+13.5% +13.5%*	(840)	+8.0%*
<b>Gross operating income</b>	<b>1,803</b>	<b>2,377</b>	<b>+31.8% +31.5%*</b>	<b>578</b>	<b>+16.5%*</b>
Net allocation to provisions	61	145	x2.4 NM	44	+7.3%*
<b>Operating income</b>	<b>1,864</b>	<b>2,522</b>	<b>+35.3% +34.9%*</b>	<b>622</b>	<b>+15.8%*</b>
<i>o.w. Equity &amp; Advisory</i>	629	1,033	+ 64.2% +64.2%*	113	- 33.5%*
<i>o.w. Corp. Bkg &amp; Fixed Income</i>	1,235	1,489	+20.6% +20.0%*	509	+38.7%*
<b>Net income</b>	<b>1,453</b>	<b>1,841</b>	<b>+26.7% +27.2%*</b>	<b>499</b>	<b>+15.5%*</b>
ROE after tax	41.2%	44.4%		43.7%	
C/I ratio	61.9%	58.3%		59.2%	

Q4 04 and 2004: IFRS (excl. IAS 32-39 and IFRS 4)  
Q4 05 and 2005: IFRS (incl. IAS 32-39 and IFRS 4)

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



- **Group results**

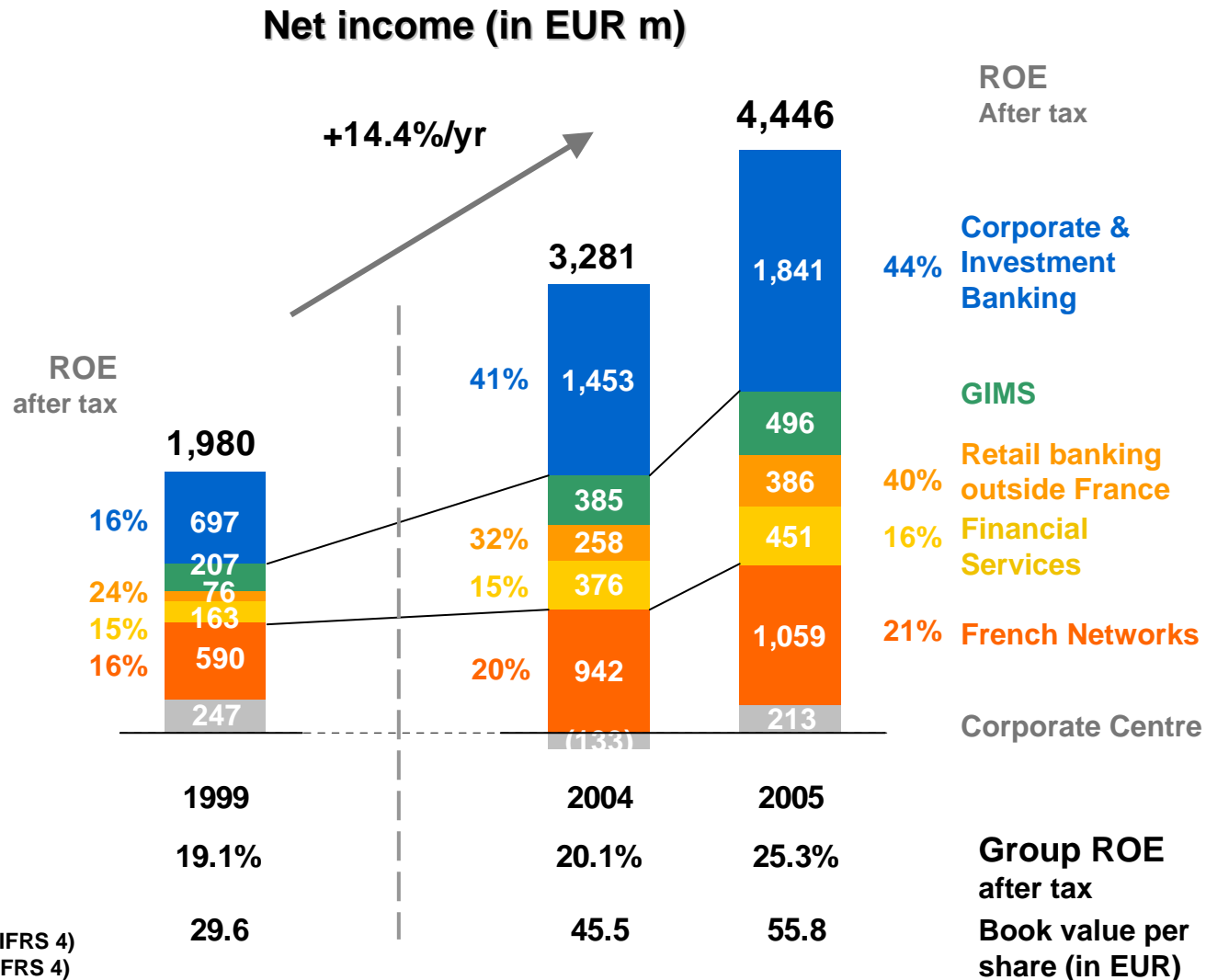
- **Results of core businesses**

- ▶ Retail Banking & Financial Services
- ▶ Global Investment Management & Services
- ▶ Corporate & Investment Banking

- **Conclusion**

- **Supplements**

# Strong performances and profitability in all core businesses



1999: French standards  
 2004: IFRS (excl. IAS 32-39 and IFRS 4)  
 2005: IFRS (incl. IAS 32-39 and IFRS 4)



# Balanced use of capital

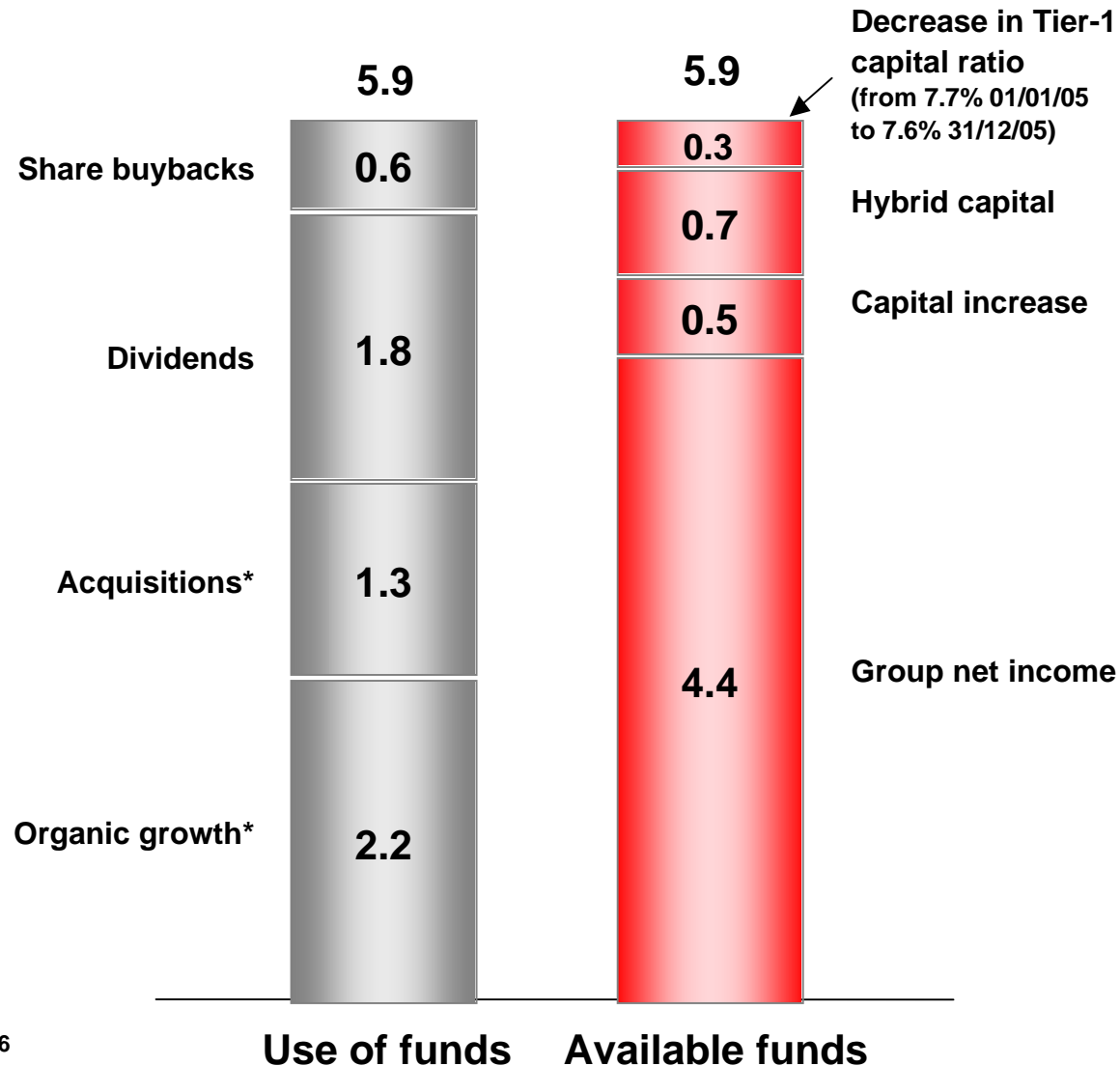
## ■ Strong cash flow generation to finance:

- ▶ A dynamic pace of organic growth (50% of net income)
- ▶ Acquisitions: EUR 1.3bn
- ▶ Proposed dividend of EUR 4.50\*\* per share (+36% vs. 2004), i.e. pay-out ratio of 41.4%
- ▶ Share buybacks (8.7 million shares)

## ■ ... while maintaining a solid financial structure

- ▶ Shareholders' equity: EUR 27.7bn
- ▶ Tier One more or less stable (7.6% at end-2005)

## Full-year 2005 in EUR bn

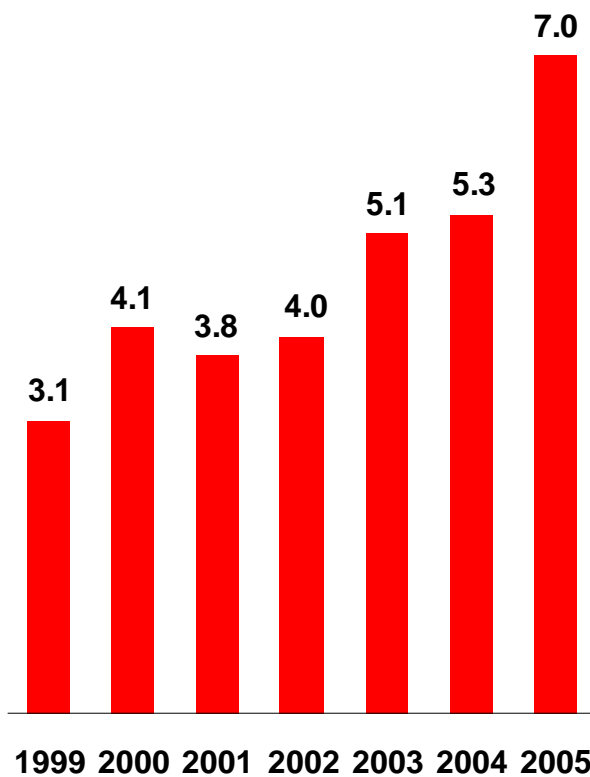


\* Calculation based on a Tier one ratio of 7.5%

\*\* To be proposed to the AGM on May 30th 2006 and paid on June 6th 2006

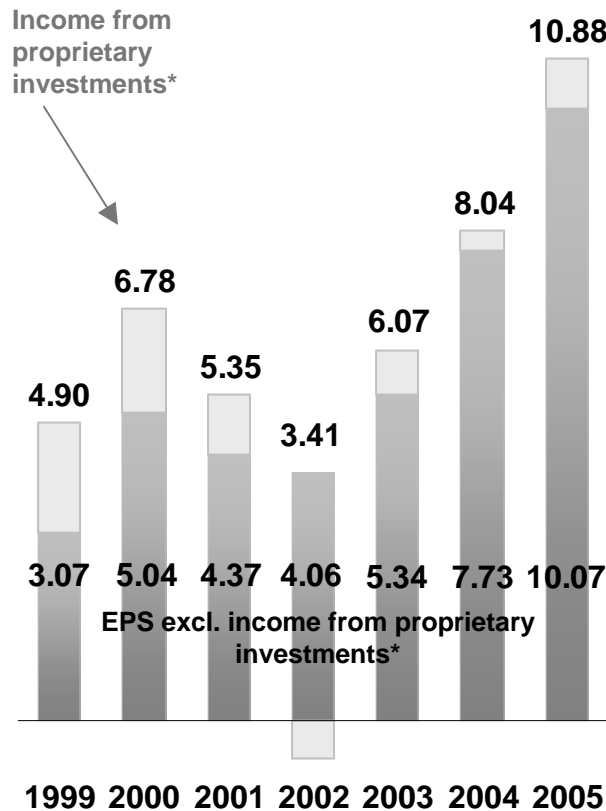
# Proven capacity for long-term profitable growth

**Gross operating income**  
(in EUR bn)



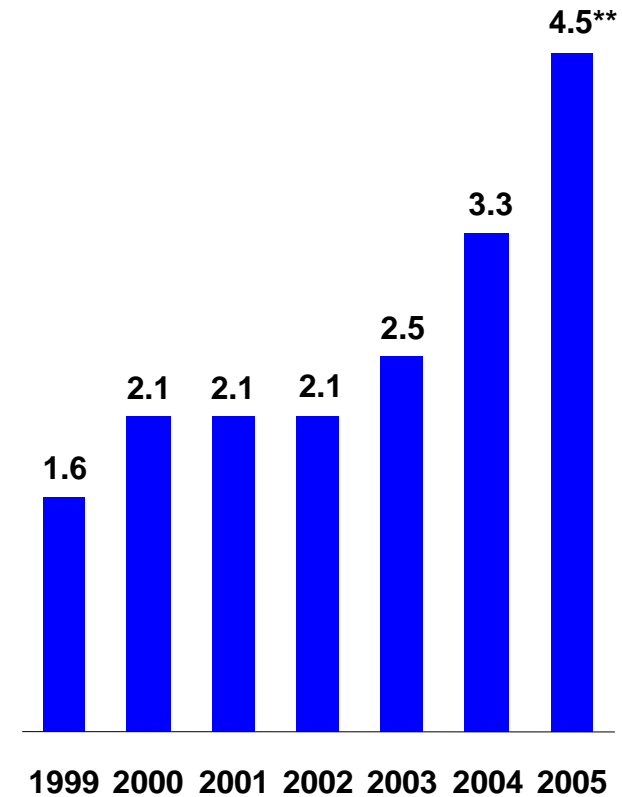
CAGR 1999-2005: +14.5%

**EPS**  
(in EUR)



\* Income from proprietary equity portfolio and sale of subsidiaries

**Dividend**  
(in EUR)



\*\* To be proposed to the AGM on May 30th 2006 and paid on June 6th 2006

1999-2003: French standards  
2004: IFRS (excl. IAS 32-39 and IFRS 4)  
2005: IFRS (incl. IAS 32-39 and IFRS 4)

16 / 02 / 2006



## SUPPLEMENTARY DATA

# Full-year income statement by core business

In EUR m

	Retail Banking & Financial Services		Global Investment Management & Services		Corporate & Investment Banking		Corporate Centre		Group	
	FY 05	FY 04	FY 05	FY 04	FY 05	FY 04	FY 05	FY 04	FY 05	FY 04
Net banking income	10,661	9,668	2,584	2,265	5,697	4,727	228	(270)	19,170	16,390
Operating expenses	(6,833)	(6,374)	(1,852)	(1,638)	(3,320)	(2,924)	(151)	(126)	(12,156)	(11,062)
<b>Gross operating income</b>	<b>3,828</b>	<b>3,294</b>	<b>732</b>	<b>627</b>	<b>2,377</b>	<b>1,803</b>	<b>77</b>	<b>(396)</b>	<b>7,014</b>	<b>5,328</b>
Net allocation to provisions	(614)	(589)	(6)	(7)	145	61	27	(33)	(448)	(568)
<b>Operating income</b>	<b>3,214</b>	<b>2,705</b>	<b>726</b>	<b>620</b>	<b>2,522</b>	<b>1,864</b>	<b>104</b>	<b>(429)</b>	<b>6,566</b>	<b>4,760</b>
Net income from companies accounted for by the equity method	(3)	5	0	0	22	26	0	9	19	40
Net income on other assets	7	19	0	2	(11)	16	162	158	158	195
Impairment losses on goodwill	0	0	0	0	(13)	0	(10)	4	(23)	4
Income tax	(1,070)	(935)	(223)	(191)	(668)	(447)	166	197	(1,795)	(1,376)
Net income before minority interests	2,148	1,794	503	431	1,852	1,459	422	(61)	4,925	3,623
Minority interests	(252)	(218)	(7)	(46)	(11)	(6)	(209)	(72)	(479)	(342)
<b>Net income</b>	<b>1,896</b>	<b>1,576</b>	<b>496</b>	<b>385</b>	<b>1,841</b>	<b>1,453</b>	<b>213</b>	<b>(133)</b>	<b>4,446</b>	<b>3,281</b>
Average allocated capital	8,852	8,022	910	721	4,148	3,523	3,564*	4,059*	17,474	16,324
<b>ROE after tax</b>	<b>21.4%</b>	<b>19.6%</b>	<b>54.5%</b>	<b>53.4%</b>	<b>44.4%</b>	<b>41.2%</b>	<b>NM</b>	<b>NM</b>	<b>25.3%</b>	<b>20.1%</b>

2004: IFRS (excl. IAS 32 & 39 and IFRS 4)  
2005: IFRS (incl. IAS 32 & 39 and IFRS 4)

\* Calculated as the difference between total Group capital and capital allocated to the core businesses

# Quarterly income statement by core business

In EUR m

	Retail Banking & Financial Services		Global Investment Management & Services		Corporate & Investment Banking		Corporate Centre		Group	
	Q4 05	Q4 04	Q4 05	Q4 04	Q4 05	Q4 04	Q4 05	Q4 04	Q4 05	Q4 04
Net banking income	2,904	2,557	734	628	1,418	1,231	34	(103)	5,090	4,313
Operating expenses	(1,807)	(1,679)	(547)	(446)	(840)	(756)	(64)	(62)	(3,258)	(2,943)
<b>Gross operating income</b>	<b>1,097</b>	<b>878</b>	<b>187</b>	<b>182</b>	<b>578</b>	<b>475</b>	<b>(30)</b>	<b>(165)</b>	<b>1,832</b>	<b>1,370</b>
Net allocation to provisions	(187)	(146)	(4)	4	44	39	7	(25)	(140)	(128)
<b>Operating income</b>	<b>910</b>	<b>732</b>	<b>183</b>	<b>186</b>	<b>622</b>	<b>514</b>	<b>(23)</b>	<b>(190)</b>	<b>1,692</b>	<b>1,242</b>
Net income from companies accounted for by the equity method	(7)	0	0	0	17	14	0	1	10	15
Net income on other assets	0	6	0	3	(12)	13	5	(49)	(7)	(27)
Impairment losses on goodwill	0	0	0	0	0	0	(10)	0	(10)	0
Income tax	(304)	(255)	(55)	(59)	(126)	(125)	48	103	(437)	(336)
Net income before minority interests	599	483	128	130	501	416	20	(135)	1,248	894
Minority interests	(62)	(50)	(2)	(17)	(2)	(1)	(51)	(29)	(117)	(97)
<b>Net income</b>	<b>537</b>	<b>433</b>	<b>126</b>	<b>113</b>	<b>499</b>	<b>415</b>	<b>(31)</b>	<b>(164)</b>	<b>1,131</b>	<b>797</b>
Average allocated capital	9,365	8,293	936	809	4,570	3,666	3,735*	4,100*	18,606	16,868
<b>ROE after tax</b>	<b>22.9%</b>	<b>20.9%</b>	<b>53.8%</b>	<b>55.9%</b>	<b>43.7%</b>	<b>45.3%</b>	<b>NM</b>	<b>NM</b>	<b>24.2%</b>	<b>18.9%</b>

Q4 04: IFRS (excl. IAS 32 & 39 and IFRS 4)

Q4 05: IFRS (incl. IAS 32 & 39 and IFRS 4)

\* Calculated as the difference between total Group capital and capital allocated to the core businesses

# Change in cost/income ratio and operating expenses

C/I ratio (12-month moving average)

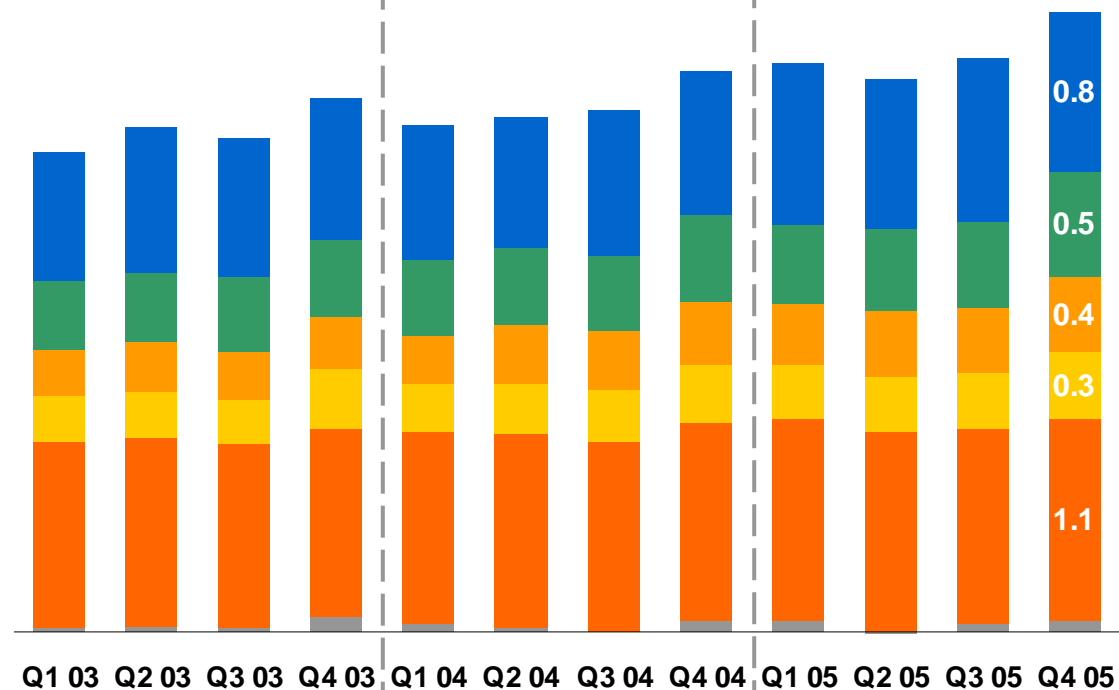
68.4% \*\*

67.5%

63.4%

Operating expenses (in EUR bn)

2.5	2.7	2.6	2.8	2.7	2.7	2.7	2.9	3.0	2.9	3.0	3.3
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----



Group total

Change  
2005/2004

+7.9%\*

Corporate & Investment  
Banking

(+13.5%\*)

GIMS

(+11.7%\*)

Retail Banking outside France

(+10.1%\*)

Financial Services

(-0.7%\*)

French Networks

(+3.5%)

Corporate Centre

2003: French standards

2004: IFRS (excl. IAS 32 & 39 and IFRS 4)

2005: IFRS (incl. IAS 32 & 39 and IFRS 4)

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

\*\* Excl. capital gain of EUR 187 million on disposal of Trocadéro property booked under NBI in Q1 03

# Full-year income statement

In EUR m

	French Networks			Retail Banking outside France			Financial Services			Total Retail Banking and Financial Services			
	FY 05	FY 04	Change	FY 05	FY 04	Change	FY 05	FY 04	Change	FY 05	FY 04	Change	
Net banking income	6,189	5,870	+5%	2,345	1,979	+12%*	2,127	1,819	+6%*	10,661	9,668	+10%	+7%*
Operating expenses	(4,212)	(4,069)	+4%	(1,419)	(1,223)	+10%*	(1,202)	(1,082)	-1%*	(6,833)	(6,374)	+7%	+4%*
<b>Gross operating income</b>	<b>1,977</b>	<b>1,801</b>	<b>+10%</b>	<b>926</b>	<b>756</b>	<b>+16%*</b>	<b>925</b>	<b>737</b>	<b>+16%*</b>	<b>3,828</b>	<b>3,294</b>	<b>+16%</b>	<b>+13%*</b>
Net allocation to provisions	(282)	(292)	-3%	(131)	(161)	-57%*	(201)	(136)	+15%*	(614)	(589)	+4%	-14%*
<b>Operating income</b>	<b>1,695</b>	<b>1,509</b>	<b>+12%</b>	<b>795</b>	<b>595</b>	<b>+35%*</b>	<b>724</b>	<b>601</b>	<b>+16%*</b>	<b>3,214</b>	<b>2,705</b>	<b>+19%</b>	<b>+18%*</b>
Net income from companies accounted for by the equity method	1	2	-50%	4	3		(8)	0		(3)	5	NM	
Net income on other assets	2	5	-60%	5	15		0	(1)		7	19	-63%	
Income tax	(594)	(529)	+12%	(224)	(190)		(252)	(216)		(1,070)	(935)	+14%	
Net income before minority interests	1,104	987	+12%	580	423		464	384		2,148	1,794	+20%	
Minority interests	(45)	(45)	NM	(194)	(165)		(13)	(8)		(252)	(218)	+16%	
<b>Net income</b>	<b>1,059</b>	<b>942</b>	<b>+12%</b>	<b>386</b>	<b>258</b>	<b>+49%*</b>	<b>451</b>	<b>376</b>	<b>+19%*</b>	<b>1,896</b>	<b>1,576</b>	<b>+20%</b>	<b>+20%*</b>
Average allocated capital	5,084	4,756	+7%	959	803		2,809	2,462		8,852	8,022	+10%	
<b>ROE after tax</b>	<b>20.8%</b>	<b>19.8%</b>		<b>40.3%</b>	<b>32.1%</b>		<b>16.1%</b>	<b>15.3%</b>		<b>21.4%</b>	<b>19.6%</b>		

2004: IFRS (excl. IAS 32 & 39 and IFRS 4)  
2005: IFRS (incl. IAS 32 & 39 and IFRS 4)

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

# Quarterly income statement

In EUR m

	French Networks			Retail Banking outside France			Financial Services			Total Retail Banking and Financial Services			
	Q4 05	Q4 04	Change	Q4 05	Q4 04	Change	Q4 05	Q4 04	Change	Q4 05	Q4 04	Change	
Net banking income	1,651	1,516	+9%	656	541	+11%*	597	500	+6%*	2,904	2,557	+14%	+9%*
Operating expenses	(1,057)	(1,037)	+2%	(402)	(341)	+10%*	(348)	(301)	-4%*	(1,807)	(1,679)	+8%	+3%*
<b>Gross operating income</b>	<b>594</b>	<b>479</b>	<b>+24%</b>	<b>254</b>	<b>200</b>	<b>+11%*</b>	<b>249</b>	<b>199</b>	<b>+19%*</b>	<b>1,097</b>	<b>878</b>	<b>+25%</b>	<b>+20%*</b>
Net allocation to provisions	(83)	(76)	+9%	(47)	(40)	+10%*	(57)	(30)	+27%*	(187)	(146)	+28%	+13%*
<b>Operating income</b>	<b>511</b>	<b>403</b>	<b>+27%</b>	<b>207</b>	<b>160</b>	<b>+12%*</b>	<b>192</b>	<b>169</b>	<b>+18%*</b>	<b>910</b>	<b>732</b>	<b>+24%</b>	<b>+21%*</b>
Net income from companies accounted for by the equity method	0	1	NM	1	(1)		(8)	0		(7)	0	NM	
Net income on other assets	1	11	-91%	(1)	(4)		0	(1)		0	6	NM	
Income tax	(179)	(144)	+24%	(58)	(50)		(67)	(61)		(304)	(255)	+19%	
Net income before minority interests	333	271	+23%	149	105		117	107		599	483	+24%	
Minority interests	(11)	(12)	-8%	(48)	(36)		(3)	(2)		(62)	(50)	+24%	
<b>Net income</b>	<b>322</b>	<b>259</b>	<b>+24%</b>	<b>101</b>	<b>69</b>	<b>+26%*</b>	<b>114</b>	<b>105</b>	<b>+22%*</b>	<b>537</b>	<b>433</b>	<b>+24%</b>	<b>+24%*</b>
Average allocated capital	5,321	4,871	+9%	1,074	888		2,970	2,534		9,365	8,293	+13%	
<b>ROE after tax</b>	<b>24.2%</b>	<b>21.3%</b>		<b>37.6%</b>	<b>31.1%</b>		<b>15.4%</b>	<b>16.6%</b>		<b>22.9%</b>	<b>20.9%</b>		

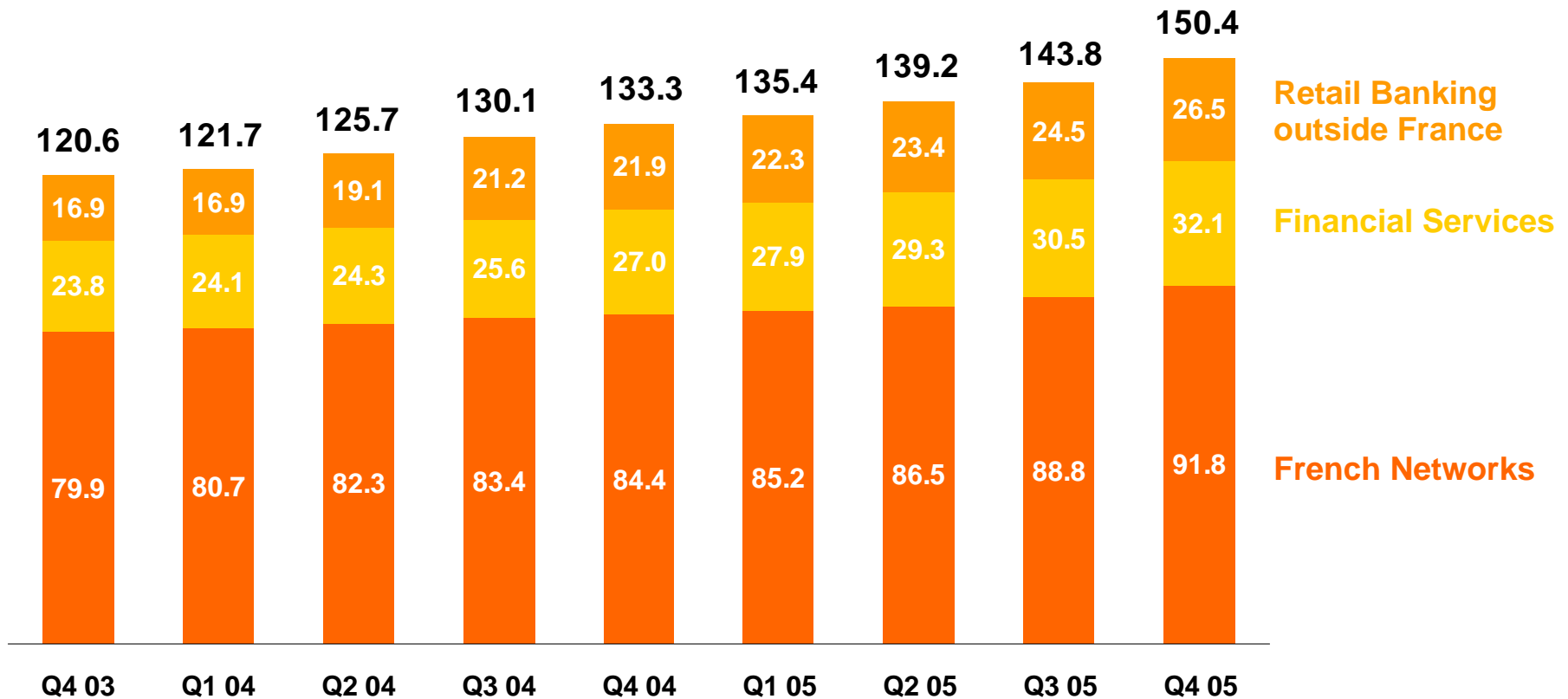
Q4 04: IFRS (excl. IAS 32 & 39 and IFRS 4)  
Q4 05: IFRS (incl. IAS 32 & 39 and IFRS 4)

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



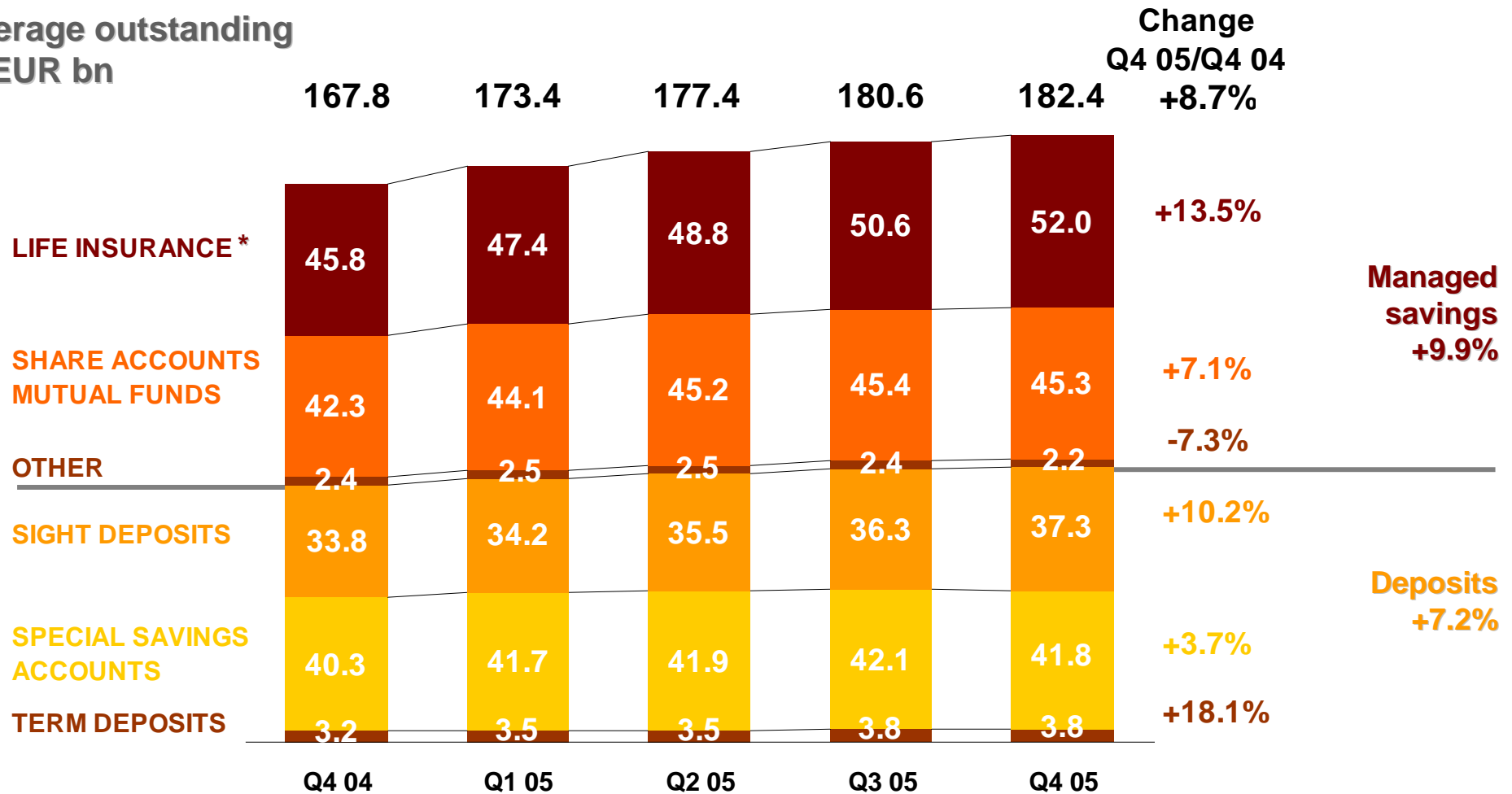
## Change in risk-weighted assets

Average credit risk equivalent in EUR bn



# Customer deposits and savings

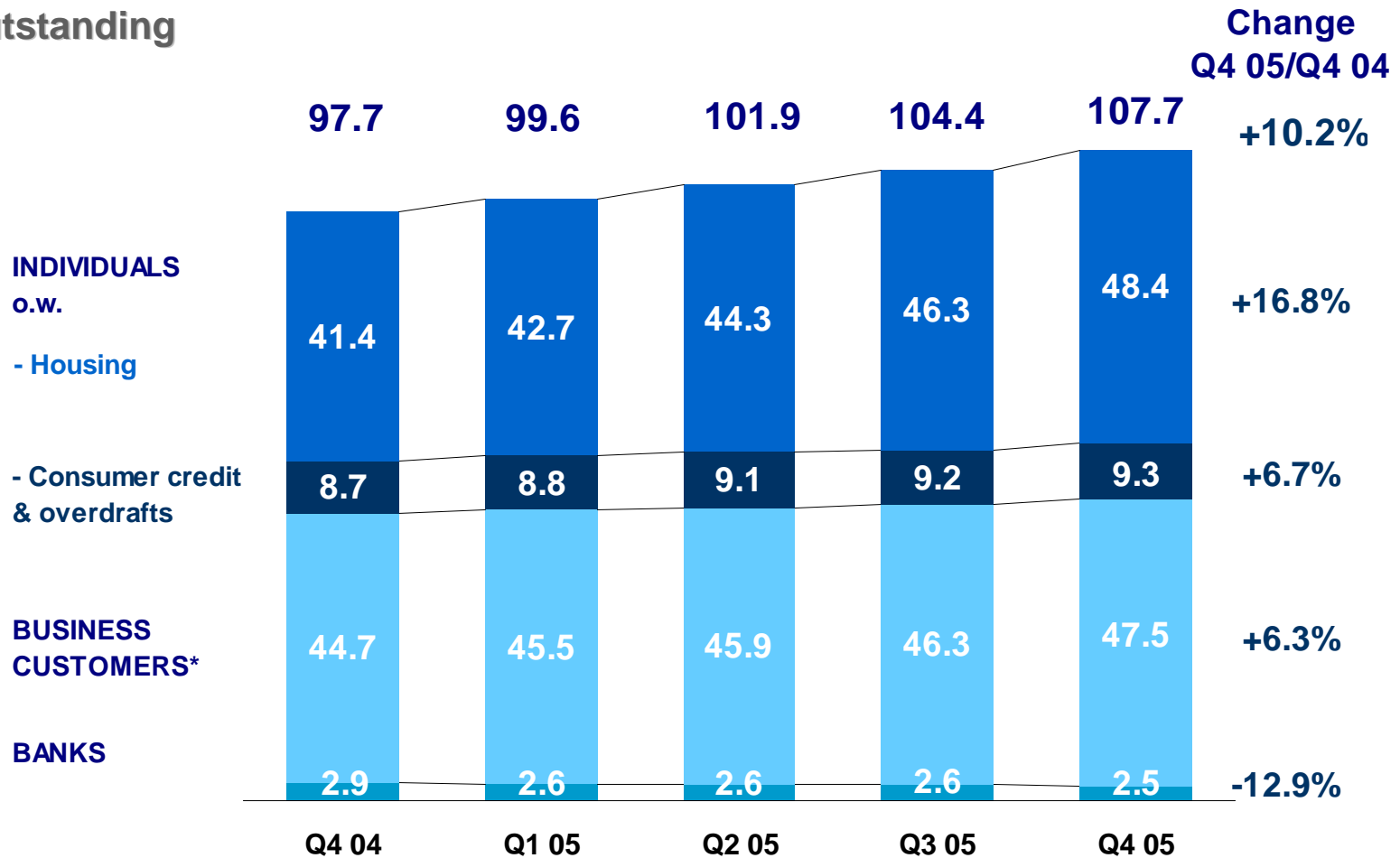
Average outstanding  
In EUR bn



\* Mathematical reserves

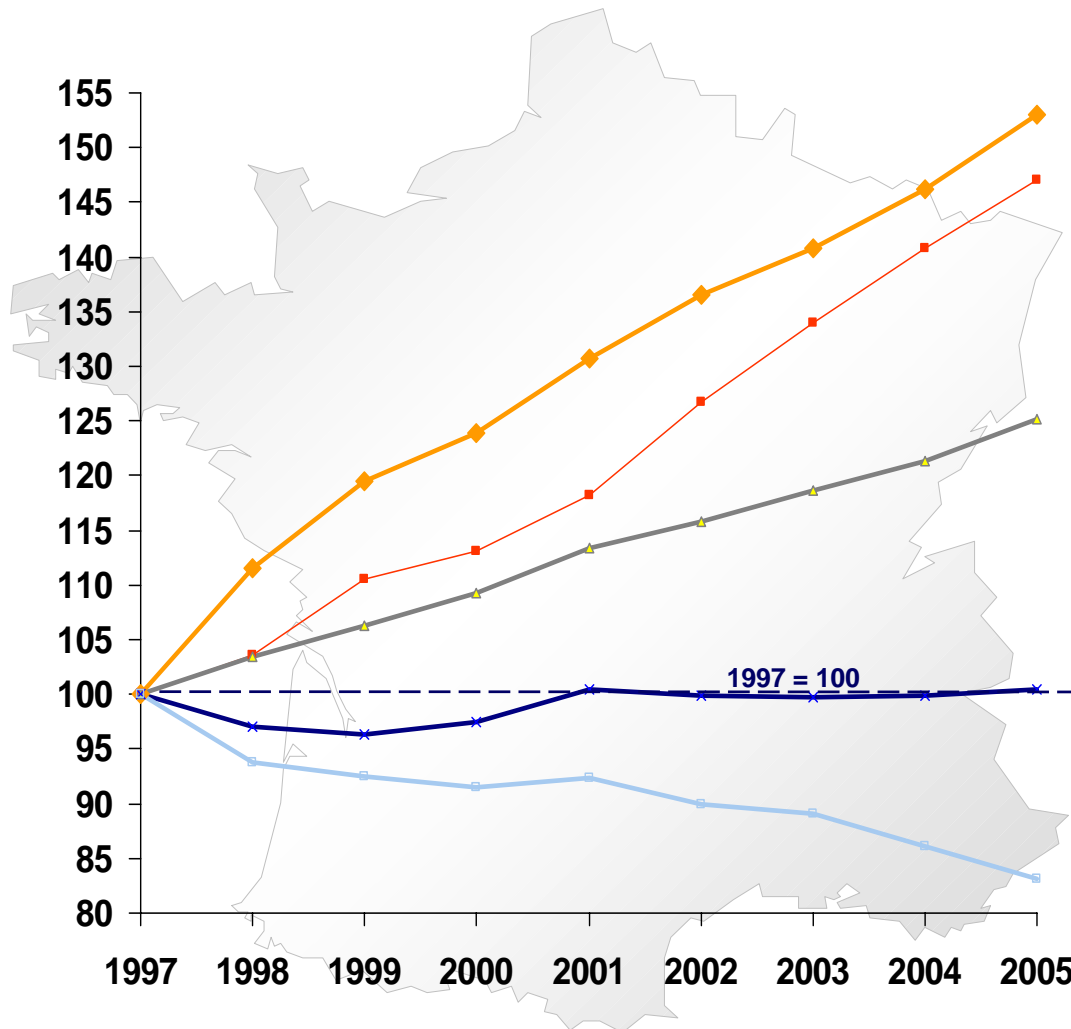
# Customer loans

Average outstanding  
In EUR bn



\* In descending order: SMEs, self-employed professionals, local authorities, corporates, NPOs.

# Productivity of the French Networks



Change since 1997

**+53%** Bank cards (No.)

**+47%** Savings accounts (No.)

**+25%** Individual customer current a/c (No.)

**0%** Global headcount\*

**-17%** Administrative staff

\* Including telemarketing platforms and call centre platforms

# Interest margin of the French networks

■ **The interest margin is an aggregate indicator dependent on 5 elements:**

- ▶ Overall level of client assets
- ▶ Interest earned on interest-earning assets
- ▶ Interest paid on interest-bearing liabilities
- ▶ Refinancing costs  
(Refinancing Rate x [Client Assets – Client Liabilities])
- ▶ Interest from ALM hedging policy

	As a %	Q4 03	Q1 04	Q2 04	Q3 04	Q4 04	Q1 05	Q2 05	Q3 05	Q4 05
① <b>Interest margin</b> (12-month moving average)		3.40	3.36	3.31	3.27	3.23	3.19	3.15	3.11	3.05
② <b>Av. interest rate earned on interest-earning assets</b> (12-month moving average)		5.09	4.96	4.87	4.81	4.74	4.70	4.64	4.58	4.52
③ <b>Av. interest paid on interest-bearing liabilities</b> (12-month moving average)		1.69	1.60	1.56	1.54	1.52	1.51	1.49	1.47	1.47

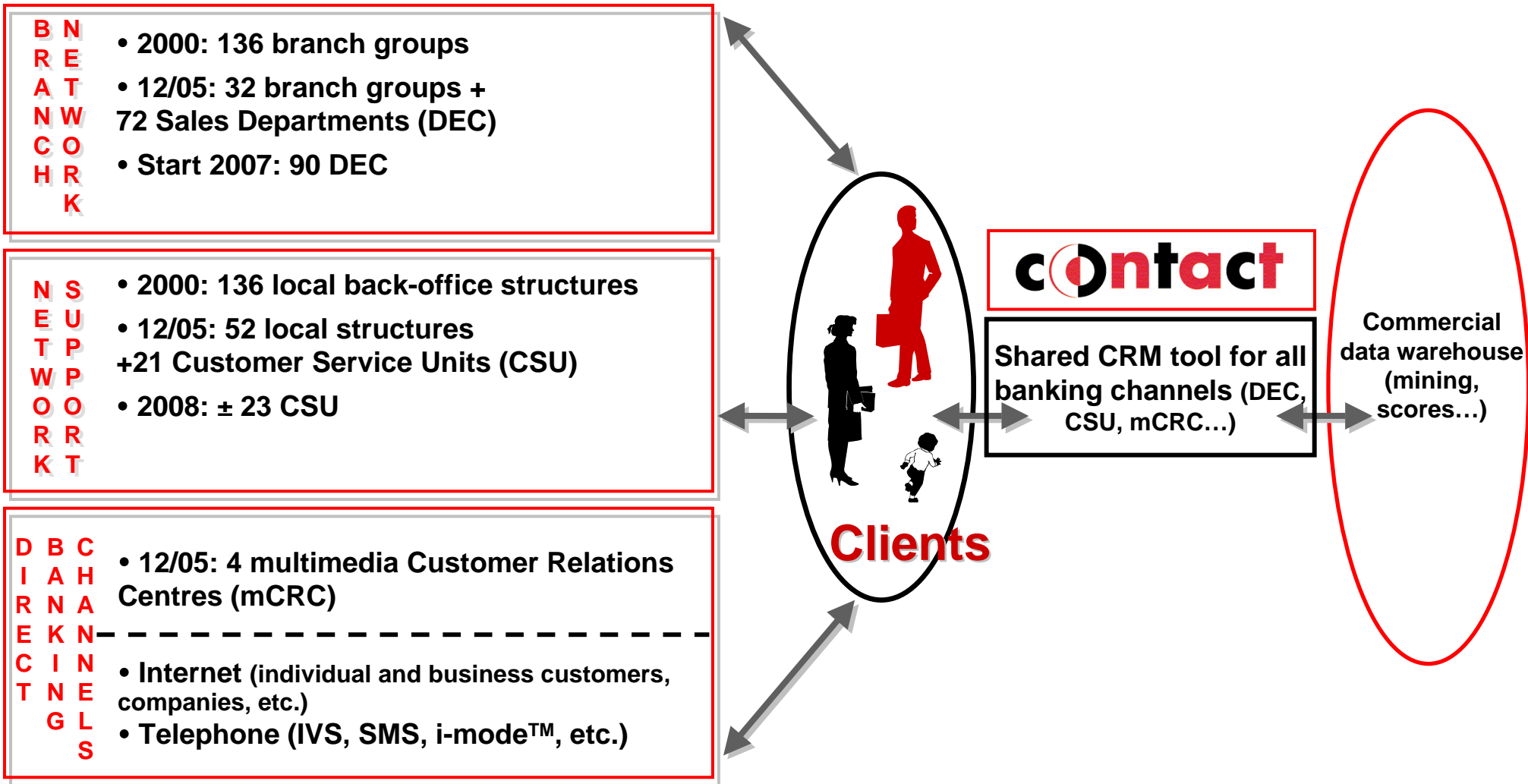
■ **Interest margin:**

- ▶ Does not indicate the evolution of product- or client-margins
- ▶ Is not the sole factor in determining the evolution of net interest income

$$\underbrace{\text{Interest margin}}_{\text{①}} = \underbrace{\frac{\text{Interest earned from clients}}{\text{Client assets}}}_{\text{② Av. interest rate earned on interest-earning assets}} - \underbrace{\frac{[\text{Interest paid to clients} + \text{Refinancing cost}^* + \text{Interest from ALM hedging policy}]}{\text{Client assets}}}_{\text{③ Av. interest paid on interest-bearing liabilities}}$$

\* Refinancing Rate x (Client Assets – Client Liabilities)

# A productive organisation



# Central & Eastern Europe and Mediterranean Basin

## CZECH REPUBLIC

Komercni Banka

 **KB** (2001)

Balance sheet (EUR m)	17,100
Mkt share loans (individuals)	20.3%
Mkt share deposits (ind.)	17.4%
Branches	364

## SERBIA

SG Yugoslav Bank

 (2001)

SOCIETE GENERALE YUGOSLAV BANK

Balance sheet (EUR m)	305
Market share loans (individuals)	9.4%
Market share deposits (ind.)	7.3%
Branches	51

## RUSSIA

SG Vostok

 **BSGV** (2003)

Balance sheet (EUR m)	660
Market share loans	<1%
Market share deposits	<1%
Branches	18

## ROMANIA

BRD

 **BRD** (1999)

GRUPE SOCIETE GENERALE

Balance sheet (EUR m)	4,679
Mkt share loans (individuals)	19.8%
Mkt share deposits (ind.)	16.4%
Branches	326

## SLOVENIA

SKB Banka

 **SKB BANKA D.D.** (2001)

SOCIETE GENERALE GROUP

Balance sheet (EUR m)	1,217
Mkt share loans (individuals)	7.1%
Mkt share deposits (ind.)	7.3%
Branches	56

## MOROCCO

SGMB

 **SGMB**

البنك المغربي للتجارة الخارجية  
SOCIETE GENERALE MAROCAINE DE BANQUES

Balance sheet (EUR m)	3,037
Market share loans	10.4%
Market share deposits	8.2%
Branches	205

## ALGERIA

SG Algérie


 (1999)

سوسيتي جنيرال الجزائر  
SOCIETE GENERALE ALGERIE

Balance sheet (EUR m)	407
Market share loans	<1%
Market share deposits	<1%
Branches	13

## TUNISIA

UIB

 **UIB** (2002)

الاتحاد الدولي للبنوك  
UNION INTERNATIONALE DE BANQUES  
GRUPE SOCIETE GENERALE

Balance sheet (EUR m)	1,004
Market share loans	6.8%
Market share deposits	7.8%
Branches	84

## EGYPTE

NSGB+MIBANK

 **NSGB** (1978, 2005)

البنك الأهلي سوسيتيه جنيرال  
NATIONAL SOCIETE GENERALE BANK

Balance sheet (EUR m)	4,633
Market share loans	5.2%
Market share deposits	5.3%
Branches	83

## LEBANON

SGBL

 **SGBL**

Balance sheet (EUR m)	2,375
Market share loans	5.8%
Market share deposits	4%
Branches	57



## BULGARIA

SG Expressbank

 (1999)

Balance sheet (EUR m)	495
Market share loans	4.7%
Market share deposits	3.2%
Branches	104

## GREECE

General Bank of Greece

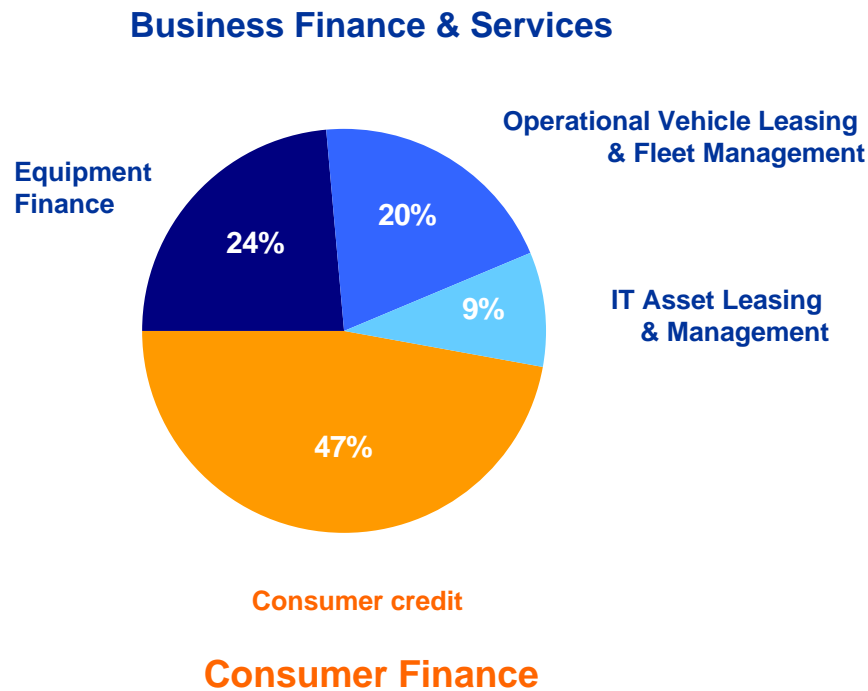
 **GENIKI** (2004)

GENIKI Bank

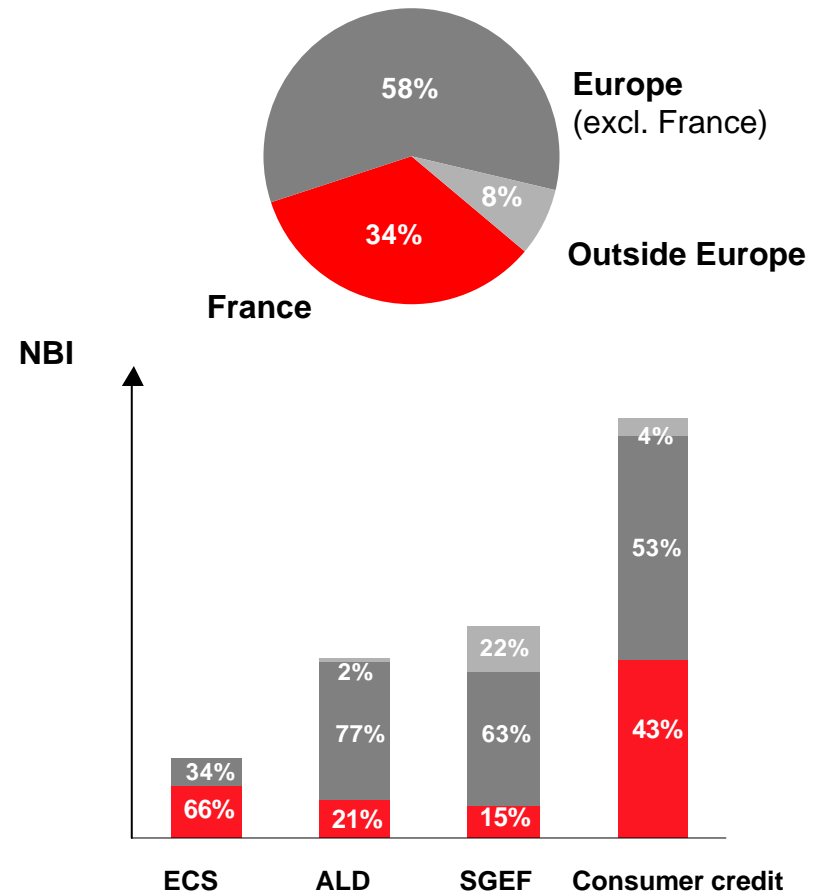
Balance sheet (EUR m)	3,164
Market share loans	1.9%
Market share deposits	1.7%
Branches	121

# Specialised Financing<sup>1</sup>: a major European player with diversified and growing businesses

Breakdown of 2005 NBI<sup>(1)</sup> by activity



Breakdown of 2005 NBI<sup>(1)</sup> by geographical region

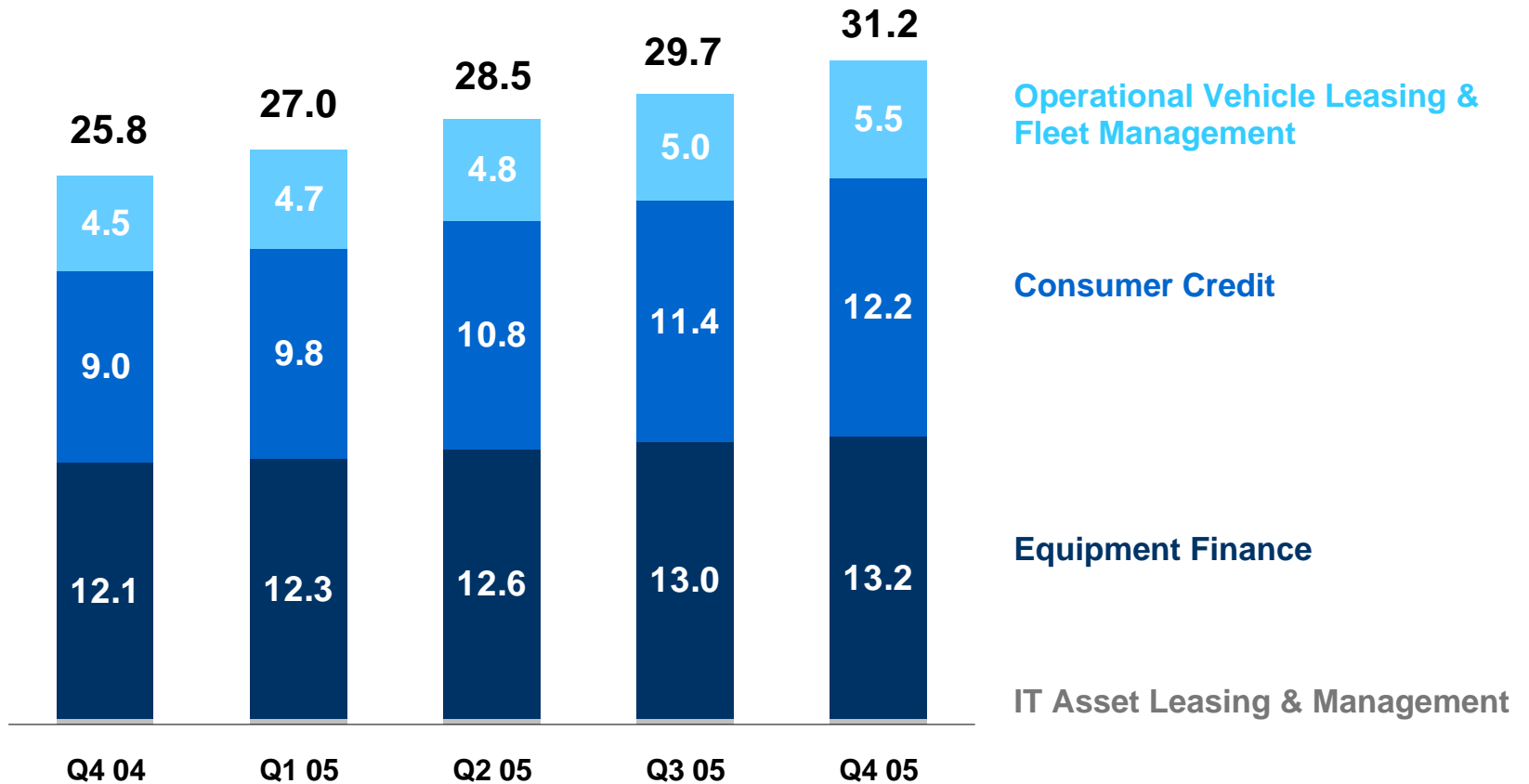


(1) Excluding insurance and banking services



# Change in risk-weighted assets

Average credit risk equivalent in EUR bn



# Full-year income statement

In EUR m

	Asset Management			Private Banking			SG SS & Online Savings			Total GIMS			
	FY 05	FY 04	Change	FY 05	FY 04	Change	FY 05	FY 04	Change	FY 05	FY 04	Change	
Net banking income	1,152	1,047	+10%*	540	463	+17%*	892	755	+15%*	2,584	2,265	+14%	+13%*
Operating expenses	(715)	(642)	+11%*	(376)	(334)	+13%*	(761)	(662)	+11%*	(1,852)	(1,638)	+13%	+12%*
<b>Gross operating income</b>	<b>437</b>	<b>405</b>	<b>+8%*</b>	<b>164</b>	<b>129</b>	<b>+27%*</b>	<b>131</b>	<b>93</b>	<b>+41%*</b>	<b>732</b>	<b>627</b>	<b>+17%</b>	<b>+17%*</b>
Net allocation to provisions	(2)	0	NM	(1)	(7)	-86%*	(3)	0	NM	(6)	(7)	-14%	-14%*
<b>Operating income</b>	<b>435</b>	<b>405</b>	<b>+7%*</b>	<b>163</b>	<b>122</b>	<b>+34%*</b>	<b>128</b>	<b>93</b>	<b>+38%*</b>	<b>726</b>	<b>620</b>	<b>+17%</b>	<b>+17%*</b>
Net income on other assets	0	(2)		0	(1)		0	5		0	2	NM	
Income tax	(147)	(137)		(33)	(23)		(43)	(31)		(223)	(191)	+17%	
Net income before minority interests	288	266		130	98		85	67		503	431	+17%	
Minority interests	(3)	(35)		0	(8)		(4)	(3)		(7)	(46)	-85%	
<b>Net income</b>	<b>285</b>	<b>231</b>	<b>+23%*</b>	<b>130</b>	<b>90</b>	<b>+44%*</b>	<b>81</b>	<b>64</b>	<b>+27%*</b>	<b>496</b>	<b>385</b>	<b>+29%</b>	<b>+29%*</b>
Average allocated capital	303	281		329	243		279	197		910	721	+26%	

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

2004: IFRS (excl. IAS 32 & 39 and IFRS 4)  
2005: IFRS (incl. IAS 32 & 39 and IFRS 4)

# Quarterly income statement

In EUR m

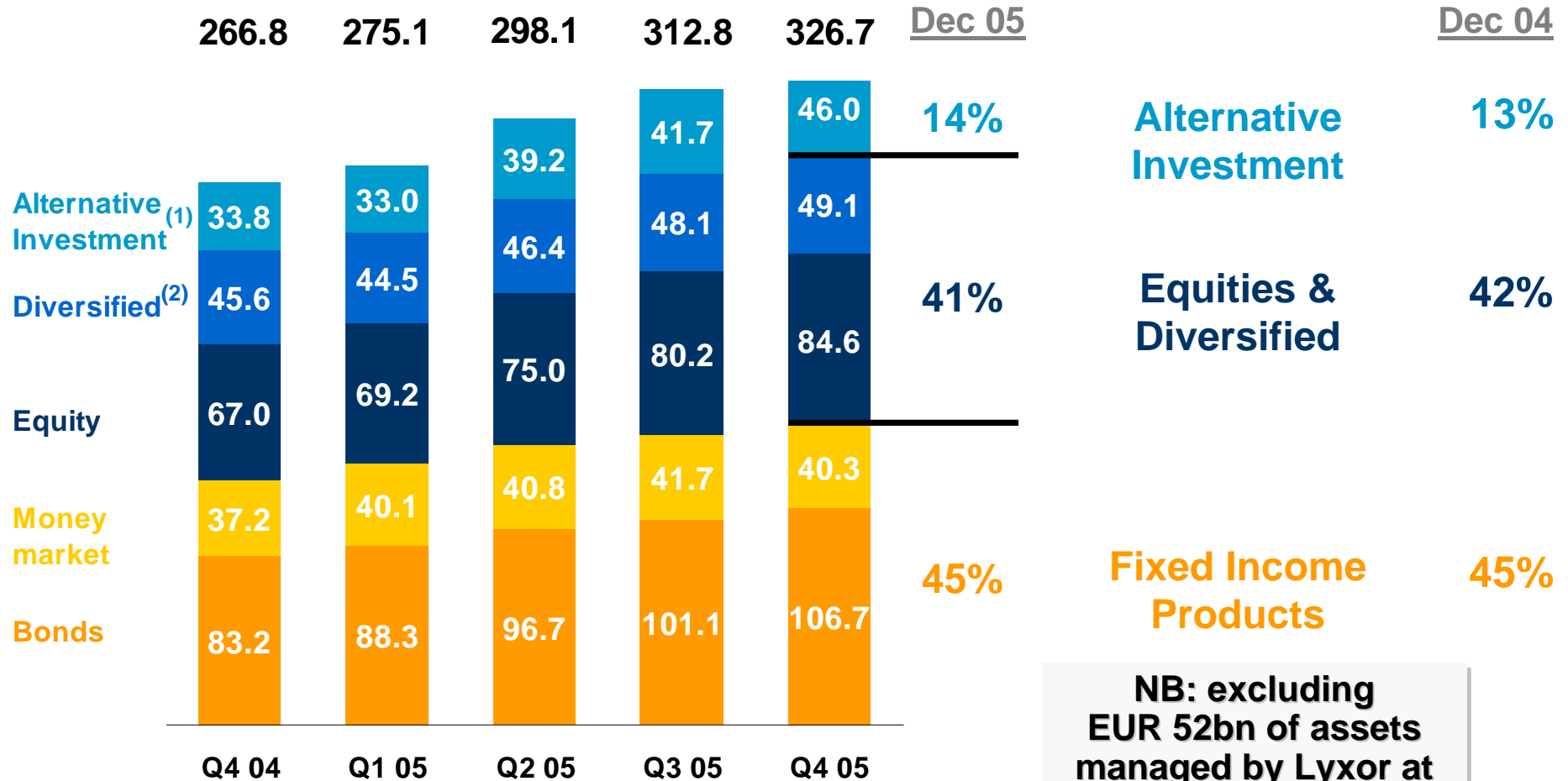
	Asset Management			Private Banking			SG SS & Online Savings			Total GIMS			
	Q4 05	Q4 04	Change	Q4 05	Q4 04	Change	Q4 05	Q4 04	Change	Q4 05	Q4 04	Change	
Net banking income	338	325	+0%*	149	118	+25%*	247	185	+24%*	734	628	+17%	+12%*
Operating expenses	(220)	(184)	+15%*	(107)	(90)	+18%*	(220)	(172)	+16%*	(547)	(446)	+23%	+16%*
<b>Gross operating income</b>	<b>118</b>	<b>141</b>	<b>-19%*</b>	<b>42</b>	<b>28</b>	<b>+50%*</b>	<b>27</b>	<b>13</b>	<b>x2.2*</b>	<b>187</b>	<b>182</b>	<b>+3%</b>	<b>+1%*</b>
Net allocation to provisions	(2)	5	NM	0	(1)	NM	(2)	0	NM	(4)	4	NM	NM
<b>Operating income</b>	<b>116</b>	<b>146</b>	<b>-23%*</b>	<b>42</b>	<b>27</b>	<b>+56%*</b>	<b>25</b>	<b>13</b>	<b>x2.1*</b>	<b>183</b>	<b>186</b>	<b>-2%</b>	<b>-3%*</b>
Net income on other assets	0	(2)		0	0		0	5		0	3	NM	
Income tax	(39)	(49)		(8)	(5)		(8)	(5)		(55)	(59)	-7%	
Net income before minority interests	77	95		34	22		17	13		128	130	-2%	
Minority interests	(1)	(13)		0	(3)		(1)	(1)		(2)	(17)	-88%	
<b>Net income</b>	<b>76</b>	<b>82</b>	<b>-10%*</b>	<b>34</b>	<b>19</b>	<b>+79%*</b>	<b>16</b>	<b>12</b>	<b>+42%*</b>	<b>126</b>	<b>113</b>	<b>+12%</b>	<b>+10%*</b>
Average allocated capital	277	337		352	266		307	206		936	809	+16%	

Q4 04: IFRS (excl. IAS 32 & 39 and IFRS 4)  
Q4 05: IFRS (incl. IAS 32 & 39 and IFRS 4)

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

# Breakdown of assets under management by type of product

Assets under management at 31/12/05: EUR 326.7bn

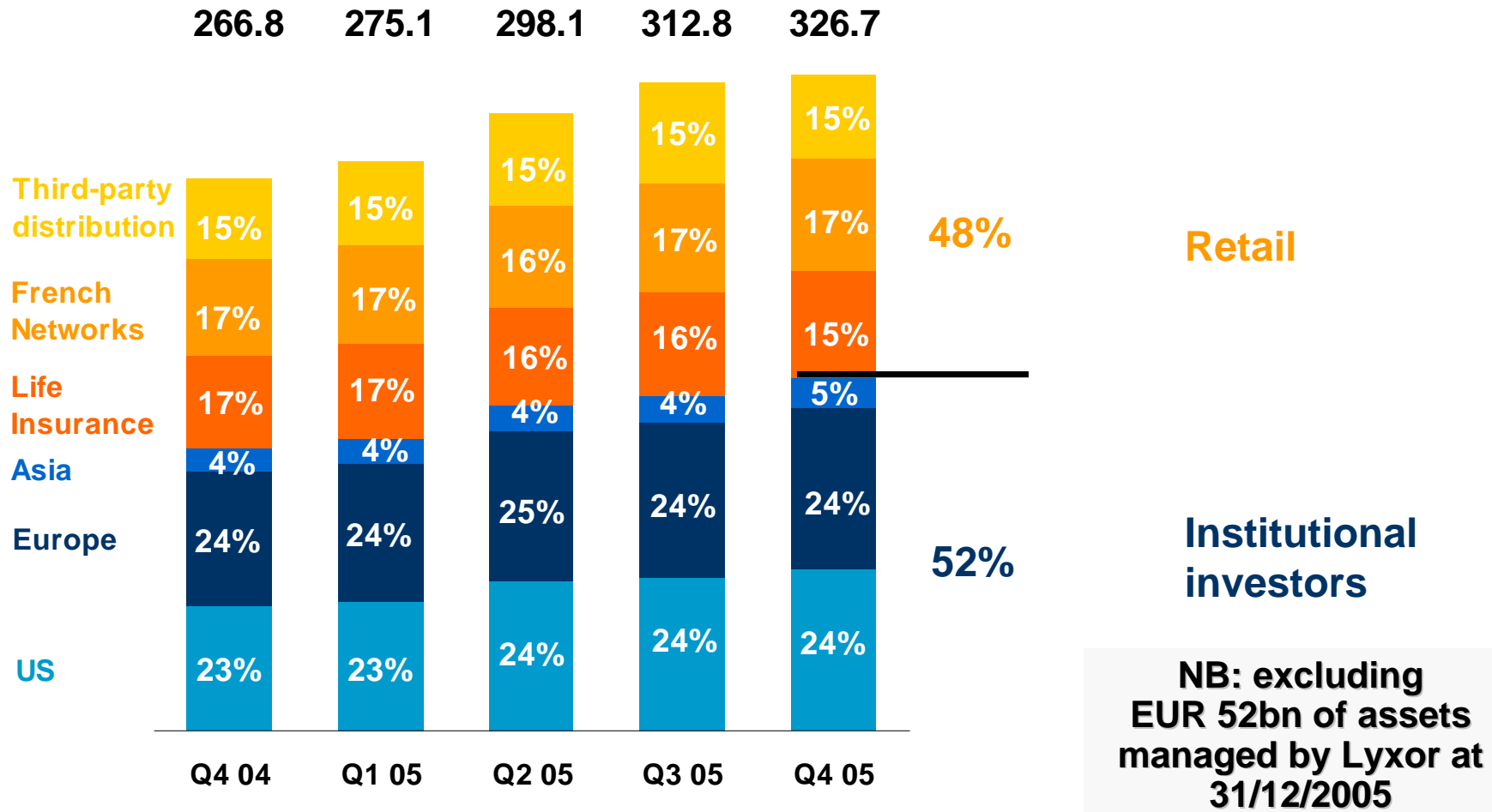


**NB: excluding EUR 52bn of assets managed by Lyxor at 31/12/2005**

(1) Performance-guaranteed funds, futures funds, hedge funds, private equity  
 (2) Funds combining several asset classes (bonds, equities, cash), for example risk-profiled funds

# Breakdown of assets under management by client segment

Assets under management at 31/12/05: EUR 326.7bn



# Full-year income statement

In EUR m

	Equity & Advisory				Corporate Banking & Fixed Income				Total Corporate & Investment Banking			
	FY 05	FY 04	Change		FY 05	FY 04	Change		FY 05	FY 04	Change	
Net banking income	2,554	2,029	+26%	+26%*	3,143	2,698	+16%	+16%*	5,697	4,727	+21%	+20%*
Operating expenses	(1,534)	(1,355)	+13%	+13%*	(1,786)	(1,569)	+14%	+14%*	(3,320)	(2,924)	+14%	+13%*
<b>Gross operating income</b>	<b>1,020</b>	<b>674</b>	<b>+51%</b>	<b>+51%*</b>	<b>1,357</b>	<b>1,129</b>	<b>+20%</b>	<b>+20%*</b>	<b>2,377</b>	<b>1,803</b>	<b>+32%</b>	<b>+32%*</b>
Net allocation to provisions	13	(45)	NM	NM	132	106	+25%	+22%*	145	61	x2.4	NM
<b>Operating income</b>	<b>1,033</b>	<b>629</b>	<b>+64%</b>	<b>+64%*</b>	<b>1,489</b>	<b>1,235</b>	<b>+21%</b>	<b>+20%*</b>	<b>2,522</b>	<b>1,864</b>	<b>+35%</b>	<b>+35%*</b>
Net income from companies accounted for by the equity method	0	(1)	NM		22	27	-19%		22	26	-15%	
Net income on other assets	(1)	(2)	-50%		(10)	18	NM		(11)	16	NM	
Income tax	(291)	(150)	+94%		(377)	(297)	+27%		(668)	(447)	+49%	
Net income before minority interests	728	476	+53%		1,124	983	+14%		1,852	1,459	+27%	
Minority interests	0	0	NM		(11)	(6)	+83%		(11)	(6)	+83%	
<b>Net income</b>	<b>728</b>	<b>476</b>	<b>+53%</b>	<b>+56%*</b>	<b>1,113</b>	<b>977</b>	<b>+14%</b>	<b>+13%*</b>	<b>1,841</b>	<b>1,453</b>	<b>+27%</b>	<b>+27%*</b>
Average allocated capital	398	355	+12%		3,751	3,168	+18%		4,148	3,523	+18%	
<b>ROE after tax</b>	<b>183.1%</b>	<b>134.1%</b>			<b>29.7%</b>	<b>30.8%</b>			<b>44.4%</b>	<b>41.2%</b>		

2004: IFRS (excl. IAS 32 & 39 and IFRS 4)  
2005: IFRS (incl. IAS 32 & 39 and IFRS 4)

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

# Quarterly income statement

In EUR m

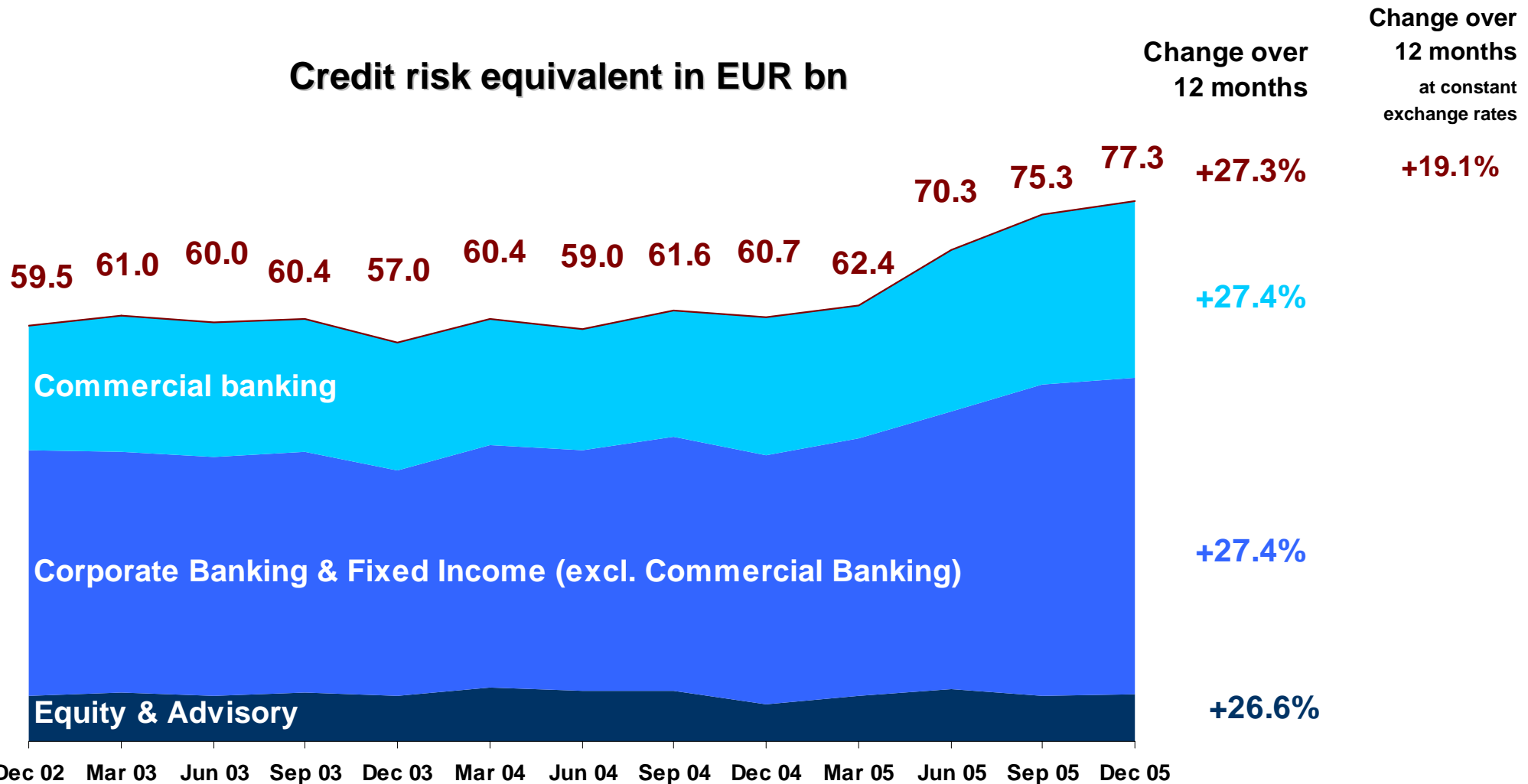
	Equity & Advisory				Corporate Banking & Fixed Income				Total Corporate & Investment Banking			
	Q4 05	Q4 04	Change		Q4 05	Q4 04	Change		Q4 05	Q4 04	Change	
Net banking income	477	512	-7%	-9%*	941	719	+31%	+26%*	1,418	1,231	+15%	+11%*
Operating expenses	(361)	(336)	+7%	+5%*	(479)	(420)	+14%	+10%*	(840)	(756)	+11%	+8%*
<b>Gross operating income</b>	<b>116</b>	<b>176</b>	<b>-34%</b>	<b>-37%*</b>	<b>462</b>	<b>299</b>	<b>+55%</b>	<b>+48%*</b>	<b>578</b>	<b>475</b>	<b>+22%</b>	<b>+17%*</b>
Net allocation to provisions	(3)	(12)	-75%	-77%*	47	51	-8%	-13%*	44	39	+13%	+7%*
<b>Operating income</b>	<b>113</b>	<b>164</b>	<b>-31%</b>	<b>-34%*</b>	<b>509</b>	<b>350</b>	<b>+45%</b>	<b>+39%*</b>	<b>622</b>	<b>514</b>	<b>+21%</b>	<b>+16%*</b>
Net income from companies accounted for by the equity method	0	1	NM		17	13	+31%		17	14	+21%	
Net income on other assets	(1)	0	NM		(11)	13	NM		(12)	13	NM	
Income tax	14	(49)	NM		(140)	(76)	+84%		(126)	(125)	+1%	
Net income before minority interests	126	116	+9%		375	300	+25%		501	416	+20%	
Minority interests	0	0	NM		(2)	(1)	x2.0		(2)	(1)	x2.0	
<b>Net income</b>	<b>126</b>	<b>116</b>	<b>+9%</b>	<b>+5%*</b>	<b>373</b>	<b>299</b>	<b>+25%</b>	<b>+20%*</b>	<b>499</b>	<b>415</b>	<b>+20%</b>	<b>+16%*</b>
Average allocated capital	398	378	+5%		4,172	3,288	+27%		4,570	3,666	+25%	
<b>ROE after tax</b>	<b>126.6%</b>	<b>122.8%</b>			<b>35.8%</b>	<b>36.4%</b>			<b>43.7%</b>	<b>45.3%</b>		

Q4 04: IFRS (excl. IAS 32 & 39 and IFRS 4)  
Q4 05: IFRS (incl. IAS 32 & 39 and IFRS 4)

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

# Change in risk-weighted assets

Credit risk equivalent in EUR bn





## League table rankings

### Euro Capital Markets

***All markets***

**No.5 in Best Overall Capital raising poll** (Euromoney – October 2005)

***Bonds***

**No.5 bookrunner** of euro bond issues

**No.4 bookrunner** of euro bond issues by financial institutions

**No.4 bookrunner** of corporate euro bond issues

**No.1 bookrunner** of corporate euro bond issues in France and Spain

***Securitization***

**No.1 bookrunner** of euro-denominated securitizations

***Syndicated Credits***

**No.7 bookrunner** of syndicated credits in Europe (EMEA)

**No.6 mandated arranger** for sponsor-driven LBOs (EMEA)

***Credit/Equity Research***

**No.8 for credit research on investment-grade companies** (Euromoney – April 2005)

**No.1 for equity research in France** (Extel – June 2005)

**Best Equity House in France** (Euromoney – July 2005)

### Structured Finance

***Export Finance***

**No.1 global arranger** (SG ranked in top 3 for the past 10 years) (Trade Finance, June 2005)

**5 transactions awarded “Deal of the Year” in 2004** (Trade Finance, March 2005)

***Commodity Finance***

**No.1 structured financing arranger worldwide** (SG ranked in top 2 for the past 5 years)

(Trade Finance, June 2005)

**5 transactions awarded “Deal of the Year” in 2004** (Trade Finance, March 2005)

***Project Finance***

**Global Bank of the Year** (PFI, January 2006)

# League table rankings

## Derivatives

### *Equity Derivatives*

**Equity Derivatives House of the Year** (Risk Magazine – 2006)

**Equity Derivatives House of the year - Europe and Americas** (The Banker – 2005)

**Equity Derivatives House of the year - Americas** (IFR – 2005)

**No.1 in Europe for ETFs**

**Best Investment Platform – Lyxor** (Hedge Fund Review, December 2005)

**No.1 in OTC Equity options in Europe & US, exotic options and warrants**  
(2005 Risk inter-dealer rankings – September 2005)

### *Interest Rate & Credit Derivatives*

**Among the top 5 players in numerous product categories**

(Risk Magazine, June 2005)

### *Commodities*

**Among the 5 top players in commodity derivatives in numerous underlyings**

(Energy Risk Magazine, February 2005)

**Gaselys named House of the year – Natural Gas Europe** (Energy Risks – May 2005)

**Gold Award for Excellence in Energy Risk Management** (Commodities Now – Dec. 2005)

## Corporate Centre\*

### ■ Gross operating income

- ▶ Positive impact of IAS 32 & 39 on NBI including:
  - EUR +253m of capital gains on the proprietary equity portfolio
  - EUR +184m following reclassification under minority interest of dividends paid on preferred shares and neutralisation of interest paid on deeply subordinated notes, both previously booked to NBI

### ■ At December 31st 2005

- ▶ IFRS net book value of industrial equity portfolio: EUR 1.3bn
- ▶ Market value: EUR 1.9bn

\* The Corporate Centre groups:  
the Group's real estate portfolio, offices and other premises, industrial and bank equity portfolios, central funding functions and the cost of cross-business projects

In EUR m	2005	2004
Gross operating income	77	(396)
Net income on other assets	162	158
Impairment losses on goodwill	(10)	4
Net income	213	(133)

Q4 04: IFRS (excl. IAS 32 & 39 and IFRS 4)  
Q4 05: IFRS (incl. IAS 32 & 39 and IFRS 4)

## Summary of IAS 32 & 39 impact on results

### ■ Overall effect on Group 2005 NBI limited, at an estimated +1.7% (EUR 317m)

### ■ Main impacts:

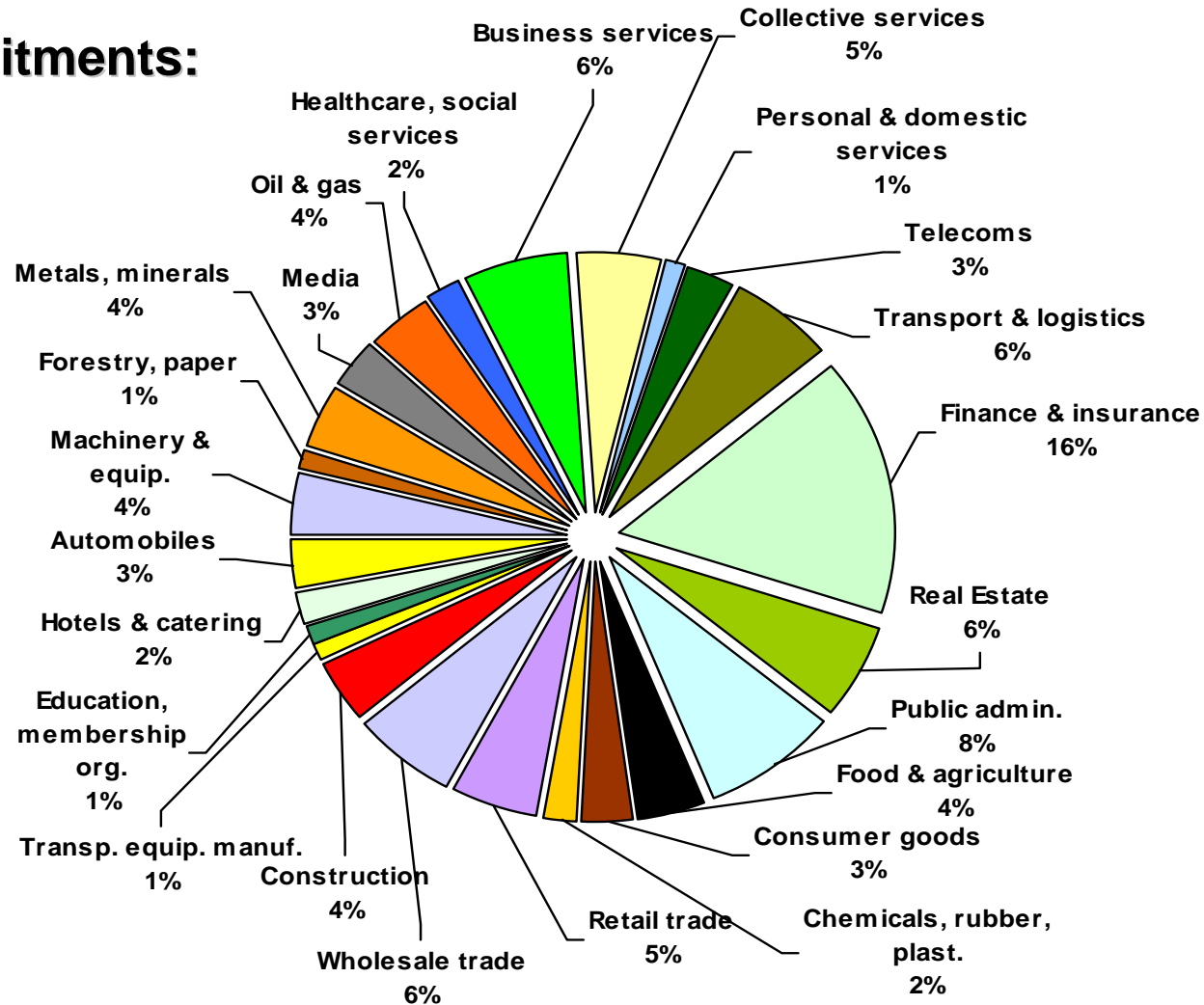
- ▶ French Networks
  - Estimated impact on NBI: EUR -40m, including EUR -46m for PEL/CEL provisions
- ▶ Growth drivers: no major impact
- ▶ Corporate and Investment Banking
  - Estimated impact on NBI: EUR -139m, including Day One impact of EUR -120m
- ▶ Corporate Centre
  - Income from proprietary equity portfolio now booked to NBI: EUR +253m
  - Reclassification under minority interest of dividends paid on preferred shares and neutralisation of interest paid on deeply subordinated notes (both previously booked to NBI); impact on NBI: EUR +184m

### ↳ Negligible effect on net income

- ▶ Overall effect limited to PEL/CEL provisions and Day One P&L

# Sound sectoral diversification of risks at 31/12/05

**Corporate commitments:  
EUR 296bn\***

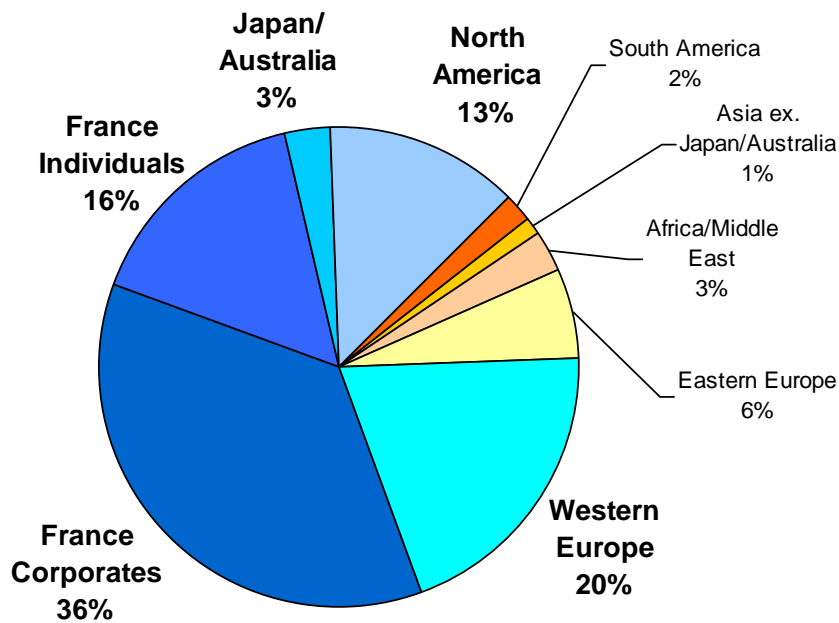


•On and off-balance sheet loans, excluding Individuals and banks and excluding repo transactions

# Geographical breakdown of commitments at 31/12/05

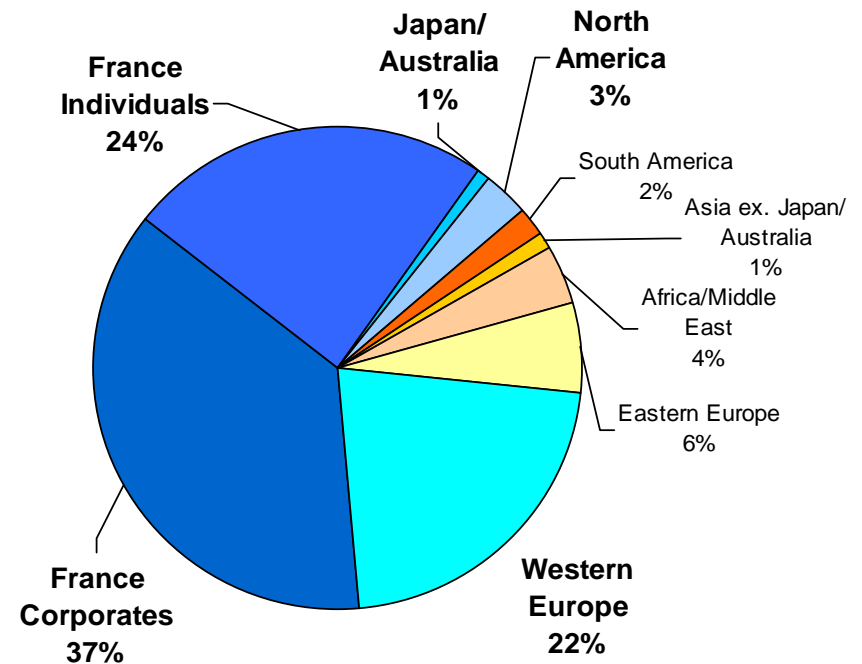
## On- & off-balance sheet\*

Corporates + Individuals: EUR 371bn



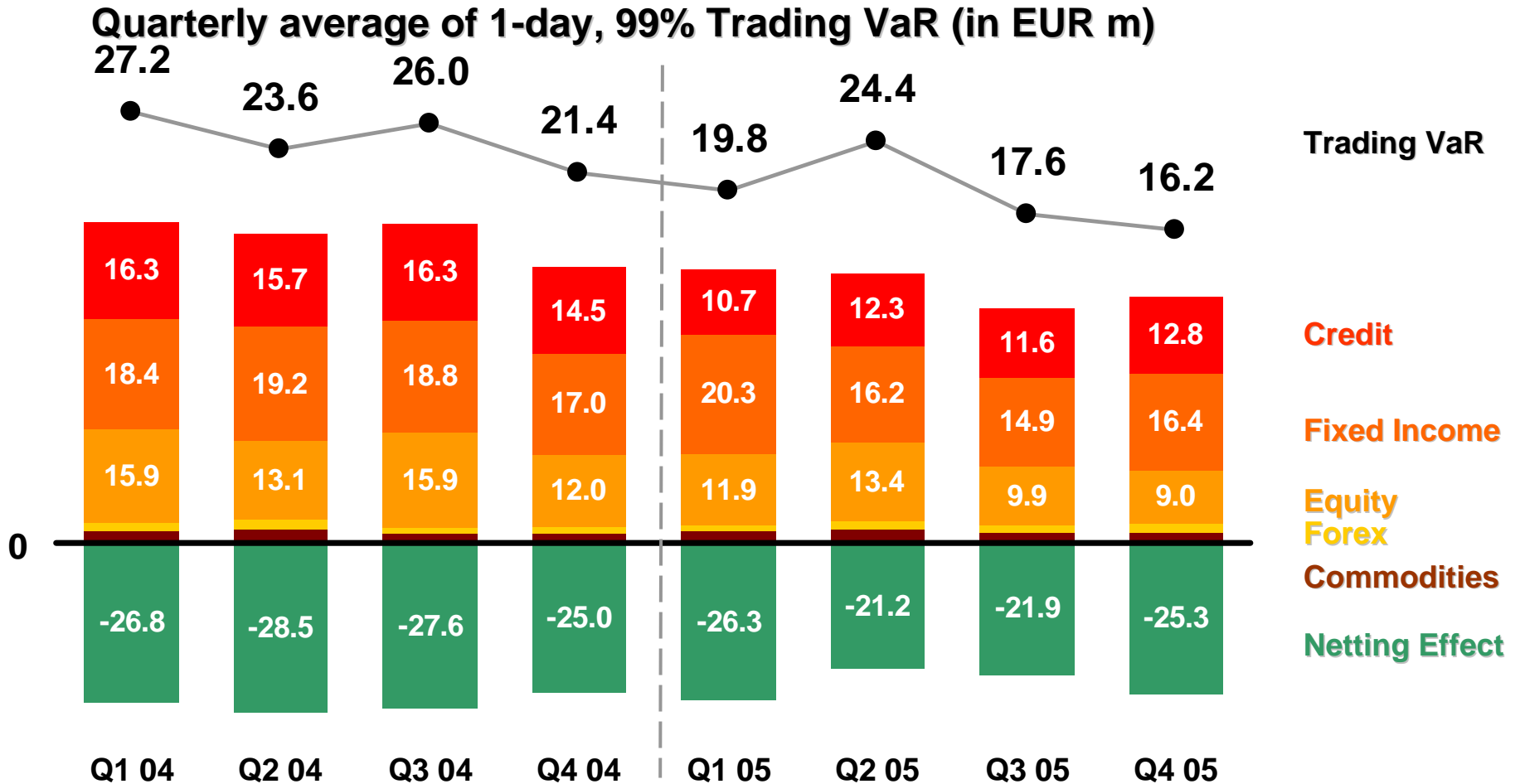
## On-balance sheet\*

Corporates + Individuals: EUR 245bn



\* Excluding repo transactions

# Trading VaR



\* Change in methodology: in order to provide a more accurate classification of risk exposure, the “interest rate risk” category has been broken down into two parts: “interest rate risk” (risk on sovereigns and swaps) and “credit risk”

## High level of provisioning for doubtful loans

	31/12/2004 French standards	IFRS incl. IAS 32-39 & IFRS 4	
		30/09/2005	31/12/2005
Customer loans (in EUR bn)	205	232	245
Doubtful loans (in EUR bn)	10.3	10.5	10.7
<b>Doubtful loans/customer loans</b>	<b>5.0%</b>	<b>4.5%</b>	<b>4.4%</b>
Provisions (in EUR bn)*	7.0	6.9	7.0
<b>Overall coverage ratio for doubtful loans</b>	<b>68%</b>	<b>66%</b>	<b>65%</b>

**\* Excluding:**

- EUR 1bn in the country risk reserve and general credit risk reserves at 31/12/04
- Since the start of 2005, close to EUR 1bn of portfolio-based provisions.



# Determination of number of shares used to calculate EPS and book value per share

Average number of shares (thousands)	2003	2004	2005
<b>Existing shares</b>	<b>434,823</b>	<b>441,157</b>	<b>437,836</b>
<b>Deductions</b>			
Treasury shares and share buybacks	16,360	20,155	15,184
Shares allocated to cover stock options awarded to staff in 1999, 2000, 2002, 2003, 2004 and 2005	8,145*	12,693*	16,456
<b>Number of shares taken to calculate EPS</b>	<b>410,318</b>	<b>408,309</b>	<b>406,196</b>
<b>EPS** (in EUR)</b>	<b>6.07</b>	<b>8.04</b>	<b>10.88</b>
<b>Book value per share*** (in EUR)</b> (on the basis of number of shares at end of period)	<b>41.0</b>	<b>45.5</b>	<b>55.8</b>

\* Excluding shares allocated to cover the 1999 stock-option plan which were not deducted from shareholders' equity under French standards.

\*\* EPS is the ratio of (i) net income for the period (under French GAAP for 2003, IFRS excl. IAS 32 & 39 and IFRS 4 for 2004 and IFRS incl. IAS 32 & 39 and IFRS 4 for 2005), after deduction (as of 2005) of the interest, net of tax impact, to be paid to holders of the deeply subordinated notes (EUR 25m for 2005), to (ii) the average number of shares outstanding excluding treasury shares and buybacks, but taking into account (a) trading shares held by the Group, and (b) shares held under the liquidity contract.

\*\*\* Net assets are comprised of Group shareholders' equity, excluding, as of 2005, (i) deeply subordinated notes (EUR 1 billion) and (ii) interest to be paid to holders of deeply subordinated notes, but reinstating the book value of trading shares held by the Group and shares held under the liquidity contract. The number of shares used to calculate book value per share is the number outstanding at December 31st 2005, excluding treasury shares and buybacks, but taking into account (a) trading shares held by the Group, and (b) shares held under the liquidity contract.

## Economic and market environment

	Q4 04	Q3 05	Q4 05
<b>Interest rates (quarterly average) (%)</b>			
10-year French government bond	3.82	3.21	3.39
3-month Euribor	2.16	2.13	2.35
<b>Indices (end of period)</b>			
CAC 40	3,821	4,600	4,715
Euro Stoxx 50	2,951	3,429	3,579
Nasdaq	2,175	2,152	2,205
<b>Currencies (quarterly average, in EUR)</b>			
USD	1.30	1.22	1.19
GBP	0.69	0.68	0.68
YEN	137	136	139
<b>Issuance volumes in Europe*</b>			
Primary bond issues in euros (in EUR bn)	211	185	261
Primary equity & convertibles (in USD bn)	62	52	64

\* Thomson Financial database (Q4 05 extraction)



**SOCIETE  
GENERALE**

**Investor Relations**

Didier VALET, Sayuri AOKI, Pascale MASSOUD-AYOUB, Julien VANNIER

**Tel.: +33 (0) 1 42 14 47 72**

**E-mail: [investor.relations@socgen.com](mailto:investor.relations@socgen.com) - Internet: [www.ir.socgen.com](http://www.ir.socgen.com)**