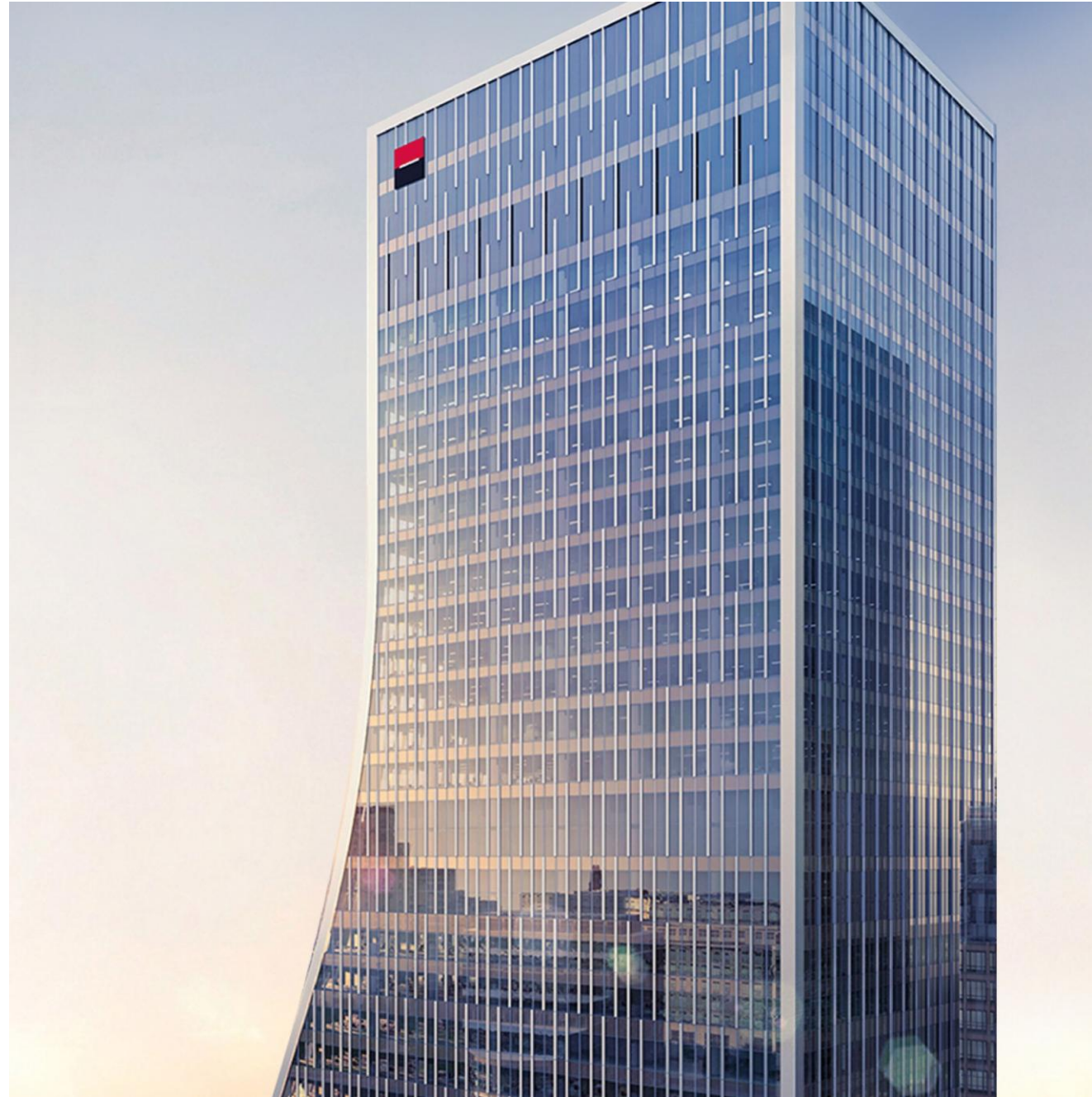


# Societe Generale Capital Markets Day

21 September 2026

ONE BANK STREET, LONDON, UNITED KINGDOM



# Agenda

- 01 - Introduction
- 02 - 2026 plan outperformance
- 03 - 2029 strategy: more performance, consistent playbook
- 04 - Lower costs
- 05 - Accretive growth
- 06 - Strong risk management
- 07 - Deep business transformation
- 08 - Financials
- 09 - ESG
- 10 - Conclusion

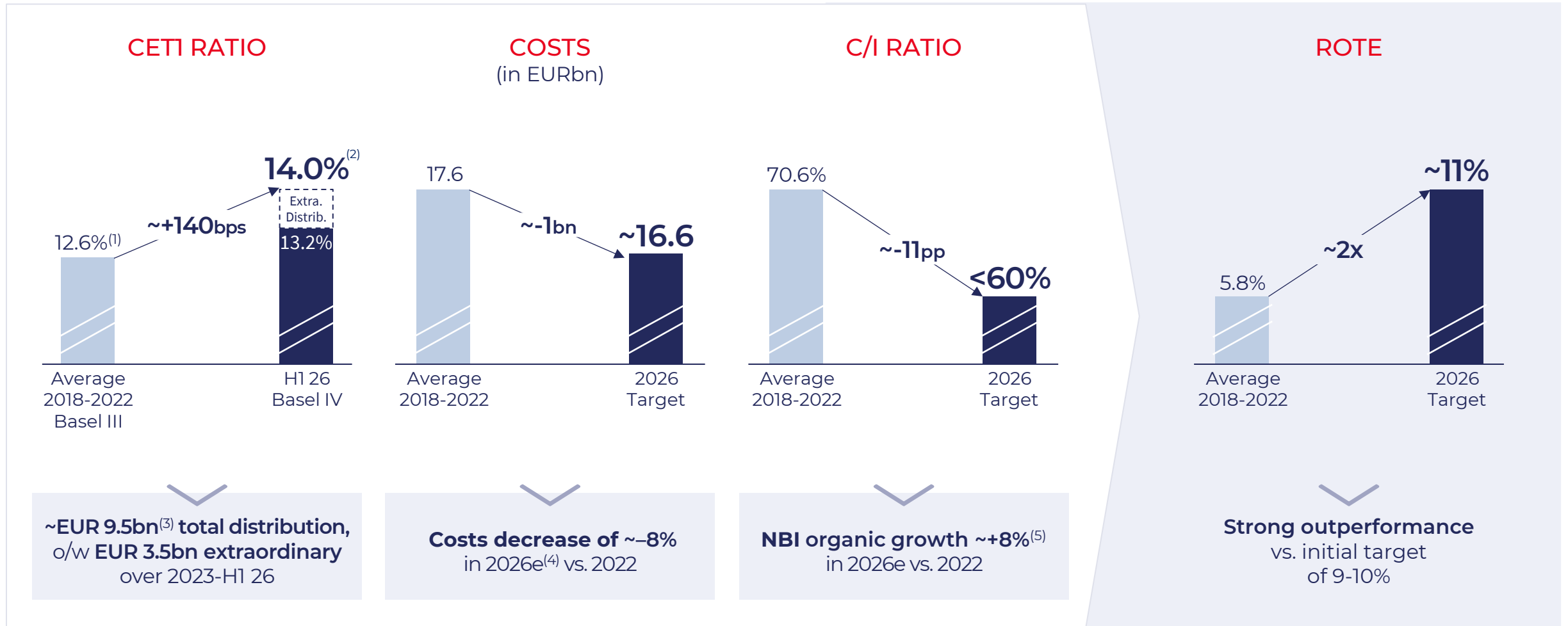
# 01 Introduction

# From weakness to profitable growth



## 02 2026 plan outperformance

# Value creation



# Value creation delivered

EPS  
2026E<sup>(1)</sup> VS. AVG. 2018-2022

**~3X**

DPS  
CAGR 2023-2026E

**>+30%**

TOTAL DISTRIBUTION  
PAYOUT<sup>(2)</sup> 2026E

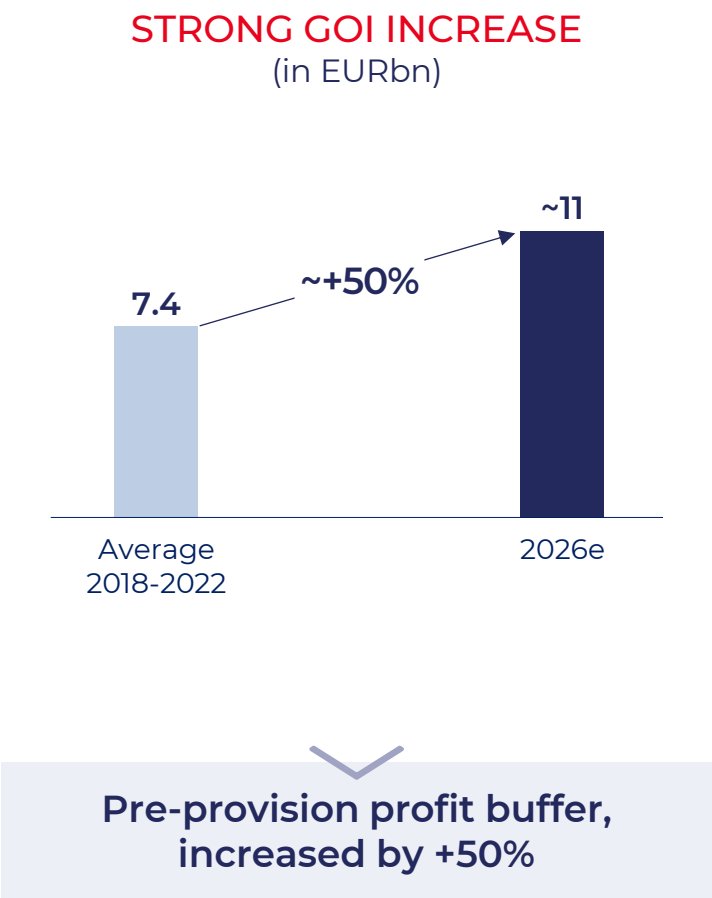
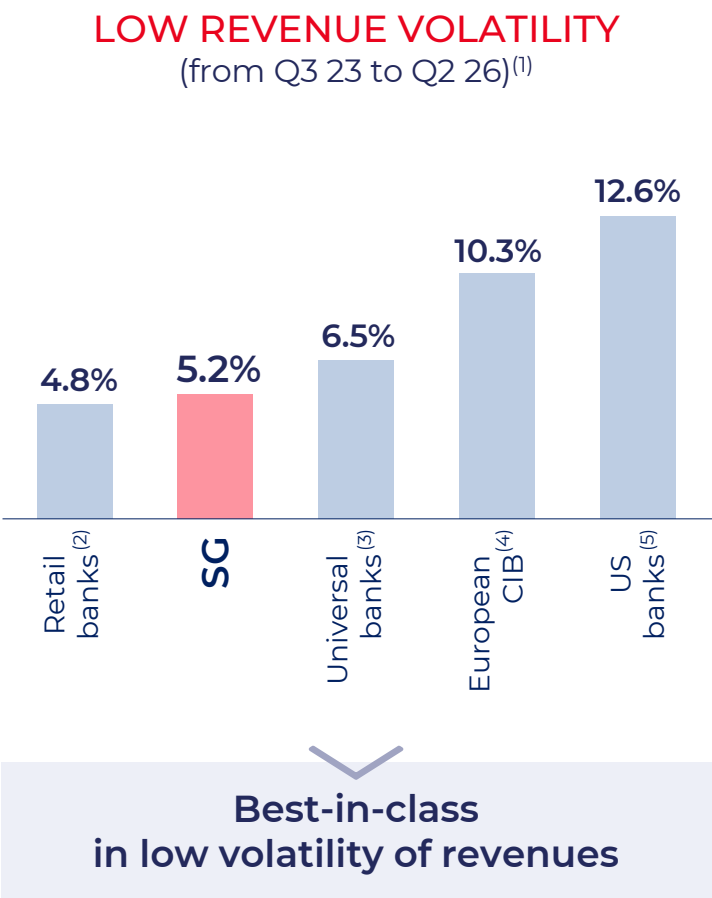
**~75%**

TOTAL DISTRIBUTION  
2023-2026E

**~60%**  
of SG's market cap.<sup>(3)</sup>

**TSR 2023-H1 26 ~+270%**

# Strong and resilient risk profile



(1) Revenue volatility calculated as the standard deviation of quarterly revenues over the quarterly revenue average, (2) Retail banks: BBVA, ING, Intesa Sanpaolo, Nordea, Santander, UniCredit, (3) Universal banks: BNP Paribas, Credit Agricole SA, (4) European CIB: Barclays, Deutsche Bank, HSBC, UBS, (5) US banks: Bank of America, Citi, Goldman Sachs, JP Morgan, Morgan Stanley, (6) Main peers: BNP Paribas, Barclays, Credit Agricole SA, Deutsche Bank, (7) Other peers: BBVA, Intesa Sanpaolo, ING, Nordea, Santander, UniCredit, (8) Based on the quarterly average between Q1 23 and Q2 26

# 2026 targets: all confirmed or upgraded

|                     | CMD 2023<br>2026 TARGETS             |                                                                     | NEW UPGRADED<br>2026 TARGETS           | H1 26                     |   |
|---------------------|--------------------------------------|---------------------------------------------------------------------|----------------------------------------|---------------------------|---|
| REVENUES (REPORTED) | <b>0%-2%</b><br>CAGR 2022-2026       | +0.8% reported CAGR<br>+8% organic growth 2026e vs. 2022            | Revenues<br><b>&gt;+2%</b><br>vs. 2025 | <b>+2.4%</b><br>vs. H1 25 | ✓ |
| COSTS (REPORTED)    |                                      | Strong cost decrease<br>-8% in 2026e vs. 2022                       | Costs<br><b>~-4%</b><br>vs. 2025       | <b>-5.0%</b><br>vs. H1 25 | ✓ |
| COST / INCOME RATIO | <b>&lt;60%</b><br>in 2026            | Linear improvement<br>as targeted                                   | C/I ratio<br><b>&lt;60%</b>            | <b>59.7%</b><br>in H1 26  | ✓ |
| COST OF RISK        | <b>25-30bps</b><br>through the cycle | Low cost of risk<br>~23bps <sup>(1)</sup> on average since 2023     | COR<br><b>25-30bps</b>                 | <b>26bps</b><br>in H1 26  | ✓ |
| ROTE                | <b>9%-10%</b><br>in 2026             | Exceeded<br>and upgraded guidance twice                             | ROTE<br><b>~11%</b>                    | <b>12.0%</b><br>in H1 26  | ✓ |
| CETI                | <b>13%</b><br>in 2026                | Achieved 2 years earlier<br>EUR 3.5bn of extraordinary distribution | CETI<br><b>&gt;13%</b>                 | <b>13.2%</b><br>end Q2 26 | ✓ |

# 03

## 2029 strategy: more performance, consistent playbook

# Strong business foundations

## FRENCH RETAIL, PRIVATE BANKING AND INSURANCE

- **>17m** clients
- **#1** full service digital bank in France (>9m clients)
- **#2** Private Bank in France and top-tier Insurer
- **~25%** penetration<sup>(1)</sup> among affluent segment

Comprehensive market offering  
and strong market position

## GLOBAL BANKING AND INVESTOR SOLUTIONS

- **Lead positions** in equity derivatives
- **Lead positions** in structured finance
- **Lead positions** in equity research and cash equities
- **Leading** in innovation in tokenised finance with SG Forge

Strong franchises and  
one of the most profitable CIBs globally

## MOBILITY, INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

- **>9m** clients
- Ayvens  
**#1** Global multi-brand mobility player
- KB  
**#3** in Czech Republic
- BRD  
Among the **leaders** in Romania

Leading and profitable  
franchises

# Culture change drives team performance

## A CULTURE OF OWNERSHIP

- Employees as largest shareholder (9%)
- 3<sup>rd</sup> consecutive GESOP<sup>(1)</sup> with record subscription rates
- Increased business ownership

## A CULTURE OF EFFICIENCY

- Bottom-up Group-wide initiative to increase efficiency, involving thousands of employees day-to-day
- Focus on talent retention, mobility and reskilling
- Strict spend and hiring control towers

## A CULTURE OF COOPERATION

- Unified data and cyber risk management
- Common Group objectives across businesses and functions
- Sharing best practices, successes and challenges

## A CULTURE OF RESPONSIBILITY

- Workforce reduction focused on natural attrition
- 15 disposals since 2023, respectful of clients, teams and all stakeholders
- ESG embedded in day-to-day decisions

# 2029 strategy

DECREASE  
FURTHER  
OUR COST BASE



ACCELERATE  
DISCIPLINED  
GROWTH



MAINTAIN  
BEST-IN-CLASS  
RISK MANAGEMENT



DEEPEN  
BUSINESS  
TRANSFORMATION



**Higher  
Value  
Creation**

# 2029 Group financial targets

## COSTS<sup>(1)</sup>

**<EUR 16.3bn**  
in 2029

**~-2%**  
vs. 2026e

## REVENUES

**~+3%**  
CAGR 2026e-2029

## C/I RATIO

**<55%**  
in 2029

## COST OF RISK

**25-30bps**  
through the cycle

## ROTE

**13-14%**  
in 2029

## CET1 RATIO

**>13%**

## PAYOUT RATIO<sup>(2)</sup>

**50%**

# A compelling distribution policy

## ORDINARY DISTRIBUTION

Ordinary distribution payout<sup>(1)</sup> **50%** DPS<sup>(2)</sup> CAGR 2026e-2029<sup>(3)</sup> **Low-to-mid teens**

Cumulative ordinary distribution expected between 2026e and 2029

**>EUR 13bn<sup>(4)</sup>**



## EXTRAORDINARY DISTRIBUTION

Excess capital threshold

**CET1 > 13%**

Excess capital expected between 2026e and 2029<sup>(5)</sup>

**~EUR 8bn<sup>(6)</sup>**



## TOTAL POTENTIAL DISTRIBUTION<sup>(7)</sup>

Total potential distribution<sup>(7)</sup> 2026e-2029

**>EUR 21bn**

Total potential distribution<sup>(7)</sup> 2026e-2029

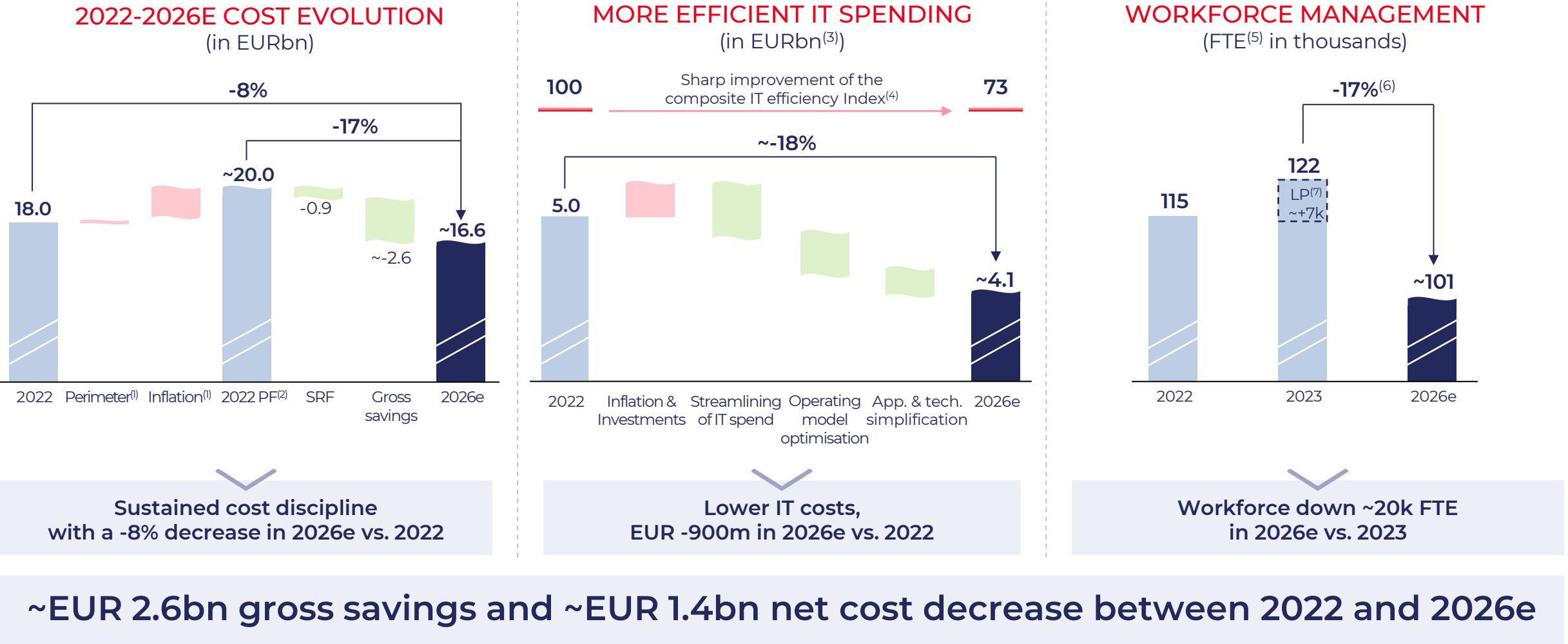
**~39%**  
of SG's market cap.<sup>(8)</sup>

Avg. total potential distribution<sup>(7)</sup> payout<sup>(1)</sup>

**~80%**  
over 2026e-2029

## 04 Lower costs

# Strong cost reduction track-record



# 2029 cost base down in absolute terms



## 2029 TARGETS

- COST BASE<sup>(3)</sup>  
**<EUR 16.3bn**  
~-2% vs. 2026e
- C/I RATIO  
**<55%**

# Cost reduction roadmap

## TECHNOLOGIES & AI

- IT simplification
- Scaling AI use cases across the Group
- Strengthen platform-based operating model
- Reduce IT run costs

**IT cost decrease ~EUR -0.5bn<sup>(1)</sup>**  
in 2029 vs. 2026e



## HUMAN CAPITAL

- Focus on natural attrition
- External recruitment scrutiny
- Span of control and delayering
- Leveraging staff mobility and reskilling

**Low replacement rate  
on natural attrition**



## PROCUREMENT

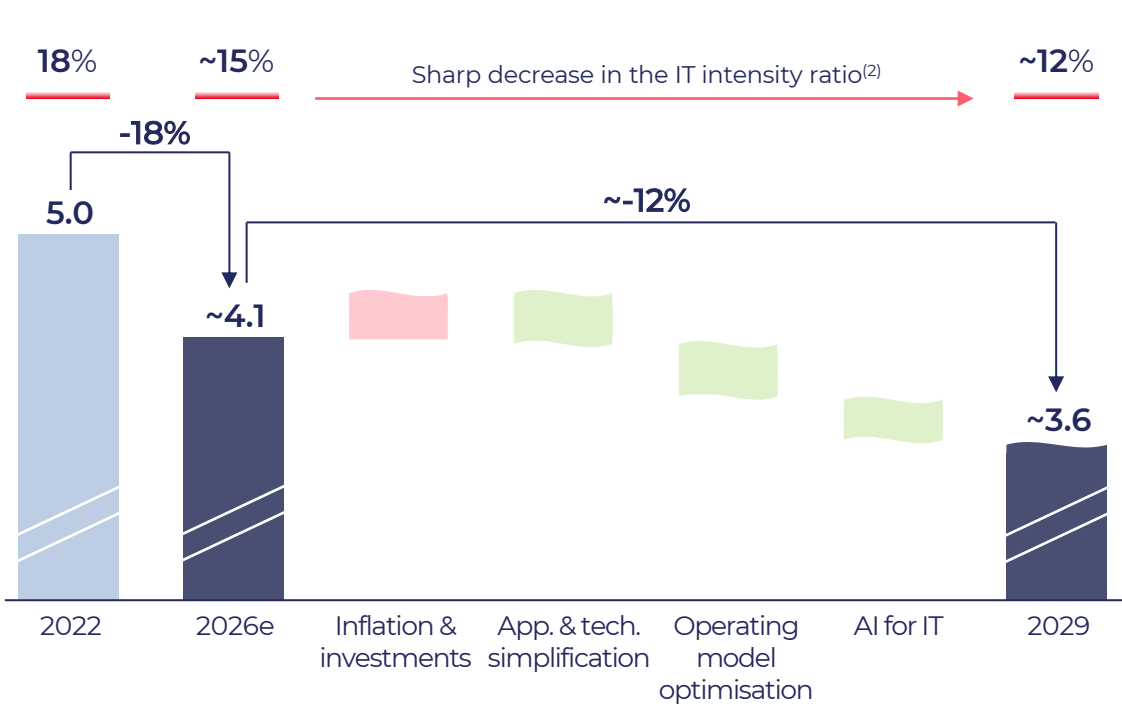
- Group-wide control of external spend
- Discipline usage of consultants, external workforce and IT providers
- Renegotiation and consolidation of the strategic supplier base
- AI-controlled tail spend sourcing

**Procurement costs ~EUR -0.4bn**  
in 2029 vs. 2026e

# Further optimisation of IT and processes

## MORE EFFICIENT IT SPENDING

Total IT costs (EURbn<sup>(1)</sup>)



### Efficiency gains

- Simplify application landscape (from 7k to 5k applications)
- Rationalise technologies (from 900 to 600 technologies)
- Optimise operating model (organisation simplification, supplier partnerships, etc.)
- Deploy AI for IT

IT intensity ratio<sup>(2)</sup> target of **~12%** in 2029

IT costs down by ~30% between 2022 and 2029, while maintaining high IT investments

# The AI opportunity

## INCREASING IT EFFICIENCY

- **>30%** reduction of coding costs
- **x1.5** IT time-to-market acceleration
- **>15%** reduction of maintenance and support costs

Better-quality IT spending  
at lower costs

## IMPROVING PRODUCTIVITY

- **50%** end-to-end process simplification on our main processes
- **>20%** productivity gain with streamlined, low-touch workflows
- Automated reporting and KPI monitoring

A more efficient  
operating model

## ENHANCING CLIENT RELATIONSHIP

- **20%** increase in advisory capacities through AI
- **40%** of incoming calls covered by 24/7 availability through AI assistants
- Improved customer insights and targeting

Growth through  
higher client satisfaction

## COST REDUCTION THROUGH AI

Current  
opportunity of  
**EUR 500-600m**,  
with **~EUR 350m**  
embedded  
so far by 2029

# A strategic collaboration with Anthropic

ANTHROPIC

## A COMPREHENSIVE AGREEMENT

- Recurring rollout of Anthropic's **latest Claude Models**, coding tools and agentic capabilities
- Co-development **to tailor Claude** to our specific financial services requirements
- Joint creation of **responsible AI use cases and control frameworks**

## SUSTAINABLE VALUE CREATION

- **Accelerated automations** across main support functions
- **Faster, more tailored service to our clients** across all businesses
- **Upskilled workforce** and stronger draw for technology talent

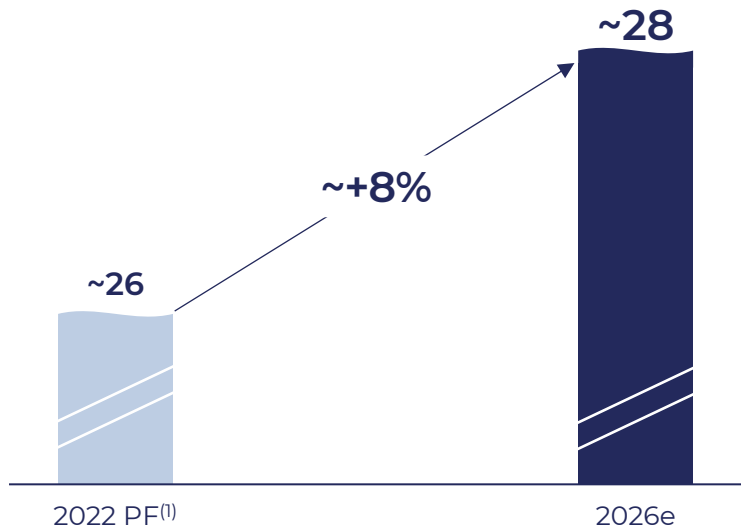
A key milestone  
in AI adoption

# 05 Accretive growth

# We delivered accretive revenue growth

## ~+8% ORGANIC REVENUE GROWTH OVER 2022-2026E

Total revenues (in EURbn)



### Main drivers

- **RPBI:** strong BoursoBank contribution in 2026 and revenue growth in the SG network
- **GBIS:** 2026 revenues up vs. a high level in 2022 and excluding Bernstein contribution (~EUR 0.4bn)
- **MIBS:** strong commercial momentum at KB and BRD and higher underlying margins at Ayvens

**Steady growth**  
with **limited**  
RWA increase

# Enduring commitment



Balanced  
revenue growth  
at **~+3% CAGR<sup>(1)</sup>**  
with  
organic RWA  
growth  
at **~+2% CAGR<sup>(1)</sup>**

# Disciplined organic growth

| INVESTMENT OPPORTUNITIES                                                                                                  | MARGINAL RONE | RATIONALE                                                                                   |
|---------------------------------------------------------------------------------------------------------------------------|---------------|---------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>▪ BoursoBank</li> <li>▪ Wealth and Savings France</li> </ul>                       | 40%-60%       | Asset-light businesses with low RWA consumption and strong growth prospects                 |
| <ul style="list-style-type: none"> <li>▪ Equities</li> <li>▪ United States</li> <li>▪ Financing &amp; Advisory</li> </ul> | 20%-40%       | Higher RWA density businesses well positioned to benefit from major expansion opportunities |
| <ul style="list-style-type: none"> <li>▪ CEE retail banking</li> </ul>                                                    | 25%-45%       | Steady investment, but modest in absolute size                                              |
| <ul style="list-style-type: none"> <li>▪ Ayvens</li> </ul>                                                                | 25%-45%       | Accretive business with cycle-dependent investments                                         |

Focus on:

- **Proven strengths**
- **Growth opportunities**
- **Capital efficiency**

**Invest in our most profitable businesses**

# Approach to portfolio management

## STRICT PORTFOLIO MANAGEMENT

- Accretive to Group profitability
- Material Group synergies
- Limited exposure to tail risks
- Leading franchises in attractive markets
- Consistent with our ESG imperative

Proven track-record in portfolio management (15 disposals since 2023)

## STRICT ACQUISITION CRITERIA

- RoIC > Group CoE
- EPS accretive
- Accretive to the Group ROTE
- Industrial and strategic fit
- Contained execution risk

Disciplined and focused approach to external growth

## STRICT MINORITIES MANAGEMENT

- 3 large subsidiaries
- Full control of strategy
- Relevant contributors to SG strategic and financial model
- Financial impact of all scenarios assessed on a regular basis

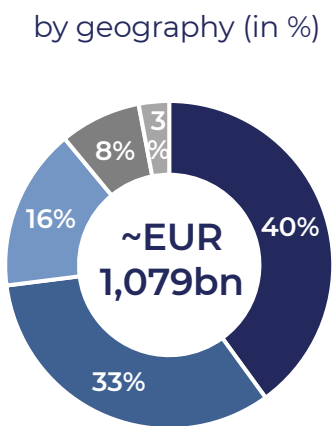
Principles consistent with portfolio management and acquisition criteria

# 06 Strong risk management

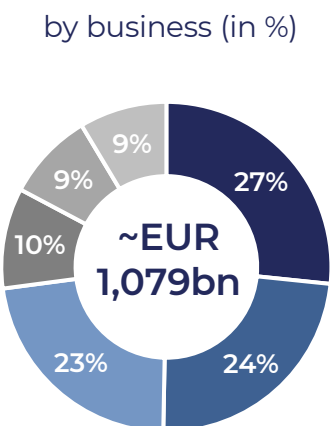
# Strong diversification and low concentration risk

## STRONG GEOGRAPHIC AND BUSINESS DIVERSIFICATION

H1 26 EaD<sup>(1)</sup> breakdown



■ France  
■ Europe  
■ Americas  
■ Asia  
■ Africa & others



■ RPBI<sup>(2)</sup>  
■ GMIS<sup>(3)</sup>  
■ F&A<sup>(4)</sup>  
■ IRB<sup>(5)</sup>  
■ MFS<sup>(6)</sup>  
■ Corporate Centre

## STRONG CREDIT RISK PROFILE

### Low sector concentration

Top 5 corporate sectors <13% of total EaD<sup>(1)</sup>

### Limited client concentration

Top 25 clients ~8% Corporate EaD<sup>(1)</sup>

### Strong asset quality

>70% IG Corporate exposure

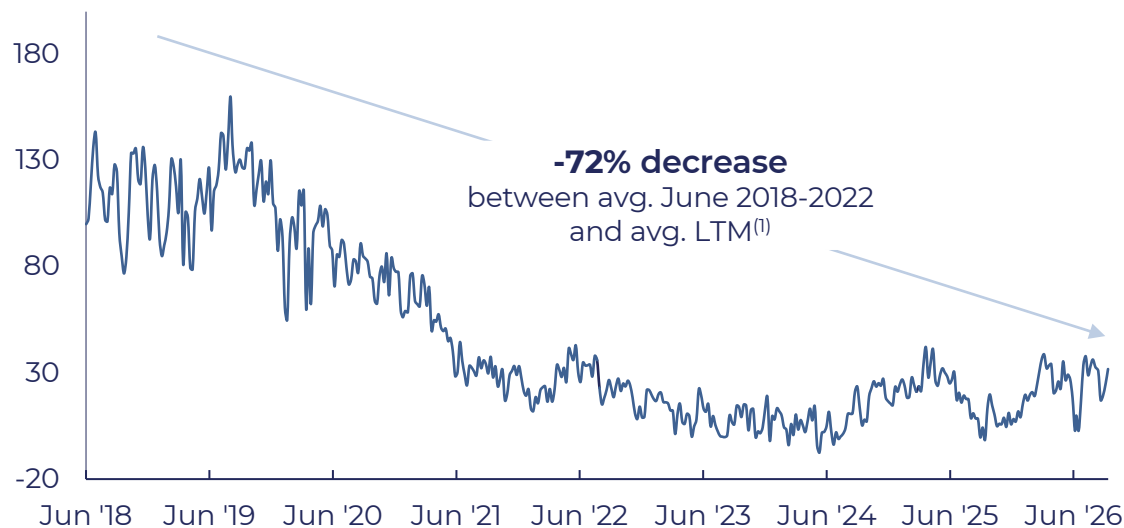
### Sensitive sector exposure

Controlled exposure to Private Credit and Software

## Rigorous and diversified risk management

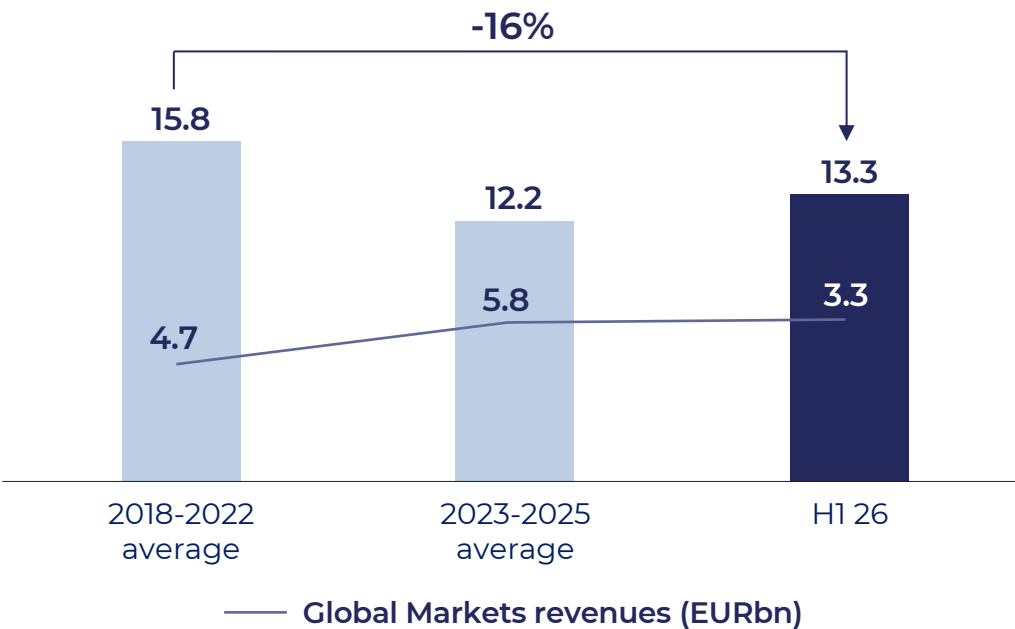
# Strong market risk reduction

GLOBAL MARKET STRESS TEST USAGE  
(based at 100 on 1 June 2018)



Global market stress test usage kept at low levels since 2021 despite volatile market conditions

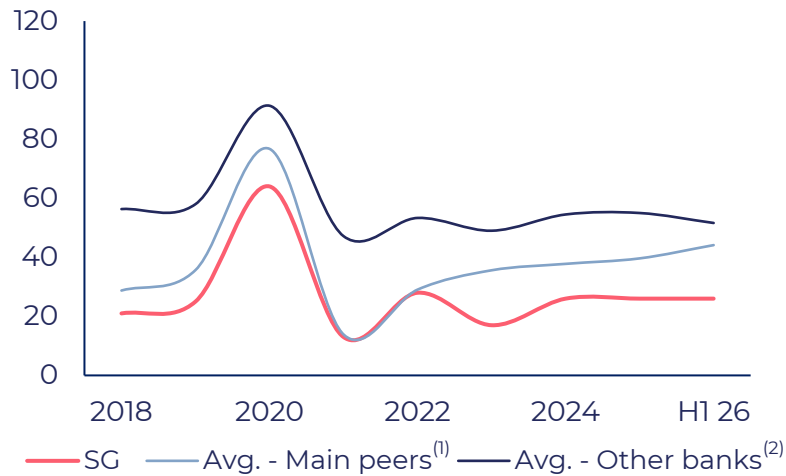
MARKET RWA REDUCTION  
(in EURbn)



Low market RWA level with high Global Markets average revenues in 2023-2025

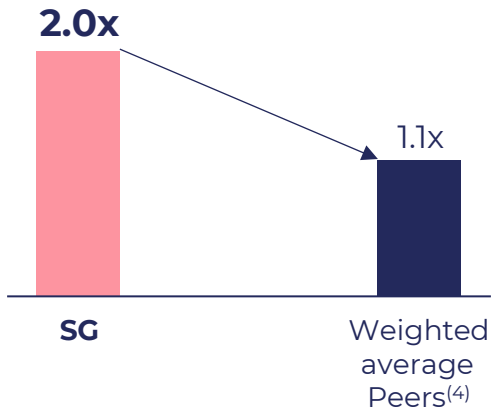
# Strong asset quality and loss-absorption capacity

**LOW COST OF RISK**  
(in basis points)



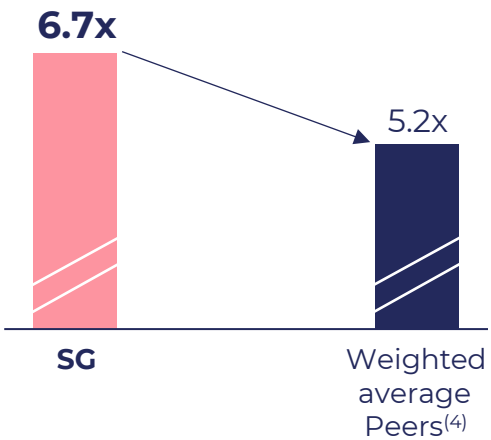
Cost of risk  
average of 23bps<sup>(3)</sup> since 2023

**STRONG S1/S2 PROVISIONS**  
2025 S1/S2 provisions/cost of risk



Higher S1/S2 provision buffer  
vs. peers on average

**STRONG PRE-PROVISION PROFIT (PPP)**  
2025 PPP/cost of risk



Higher capacity to absorb  
credit risk losses vs. peers

**Target CoR 25-30bps through the cycle**

# 07 Deep business transformation

# Powerful forces create opportunities

## STRUCTURAL AND EMERGING TRENDS

- **Energy transition and adaptation needs**
- **Demographics**  
(ageing, education)
- **Technology and AI**
- **A more fragmented global economy**
- **Global capex boom**  
(AI, defence, energy, infrastructure)
- **Digitalisation of finance**
- **Financing Europe's strategic ambitions**  
(Defence, infra., innovation and capital markets gradual integration)
- **US growth prospects and market opportunities**

## OPPORTUNITIES FOR SOCIETE GENERALE

- Financing and Advisory
- Investment product innovation and investment advisory
- Greater client satisfaction, process efficiency, cost decrease
- Multi-local reach
- Specialised structured finance growth and strategic advisory
- Favourable paradigm shift
- Specialised and structured finance growth,  
gradual removal of frictions in European capital markets
- Strong and diversified US business able to grow substantially

# French retail, Private Banking and Insurance (RPBI)

# RPBI: strengths

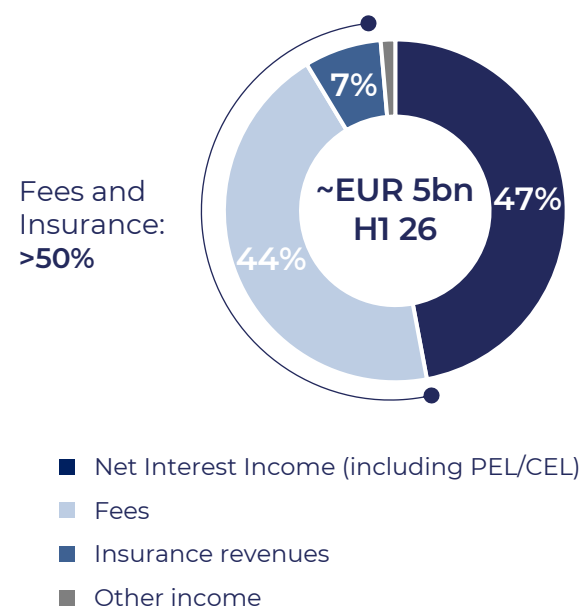
## HIGH-VALUE FRANCHISES

- **>17m** clients
- **#1** full service digital bank in France (>9m clients)
- **#2** Private Bank in France and top-tier Insurer
- **~25%** penetration<sup>(1)</sup> among affluent segment

Full coverage  
of French retail market

## REVENUE MIX BY NATURE

H1 26 revenue breakdown by type (in %)



Broad and balanced  
revenue base

## ASSET GATHERING

- RPBI ~EUR 480bn deposits and savings in H1 26, +8%<sup>(2)</sup> vs. 2022
- Life insurance ~EUR 170bn in H1 26 outstandings, +27% vs. 2022
- Private Bank >EUR 145bn AuM<sup>(2)</sup> in H1 26, +30% vs. 2022
- Boursobank ~EUR 85bn AuA<sup>(3)</sup> in H1 26, +71% vs. 2022

Consistent asset growth  
since 2022

# RBPI: strong achievements

## DELIVERING SUPERIOR PROFITABILITY

- Organic<sup>(1)</sup> revenue growth **~+14%** in 2026e<sup>(2)</sup> vs. 2022
- Organic<sup>(1)</sup> cost decrease **~-11%** in 2026e<sup>(2)</sup> vs. 2022
- C/I ratio **58%** in H1 26 vs. 73% in 2022
- RONE **14.2%** in H1 26 (vs. 10.4% on avg. 2018-2022)

WELL  
ON TRACK  
TO REACH  
2026 TARGETS

### REALISED

C/I ratio  
**57.5%**  
in H1 26



BoursoBank  
Net income  
**EUR 176m**  
in H1 26



BoursoBank  
# of clients  
**9.1m**  
in Q2 26



### 2026 TARGETS

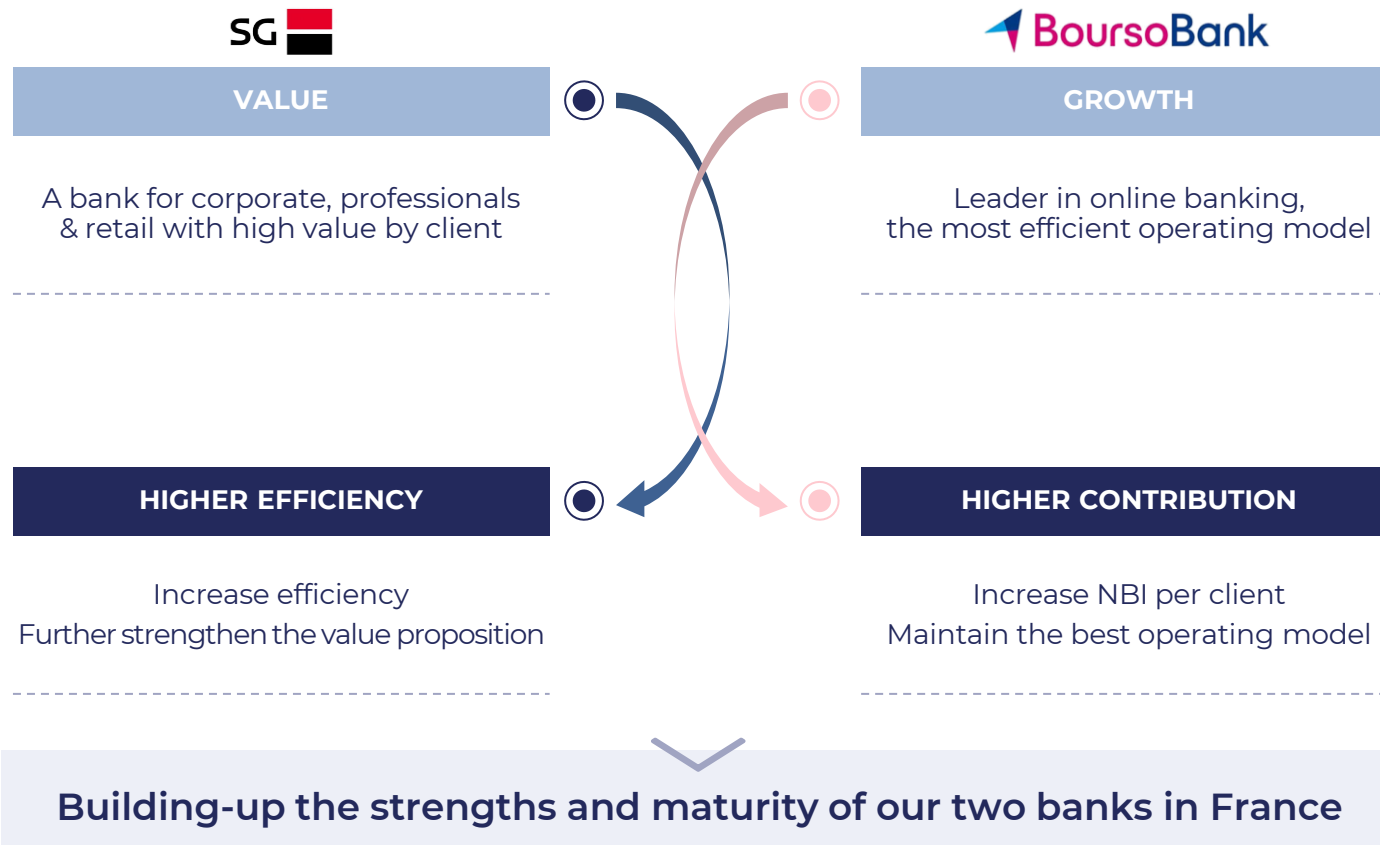
C/I ratio  
**<60%**  
in 2026

BoursoBank  
Net income  
**>EUR 300m**  
in 2026

BoursoBank  
# of clients  
**>8m**  
in 2026

# 2023–2026: cross-convergence in French retail

## OUR VISION IN 2023: CROSS-CONVERGENCE OF STRENGTHS



## SUCCESSFUL DELIVERY



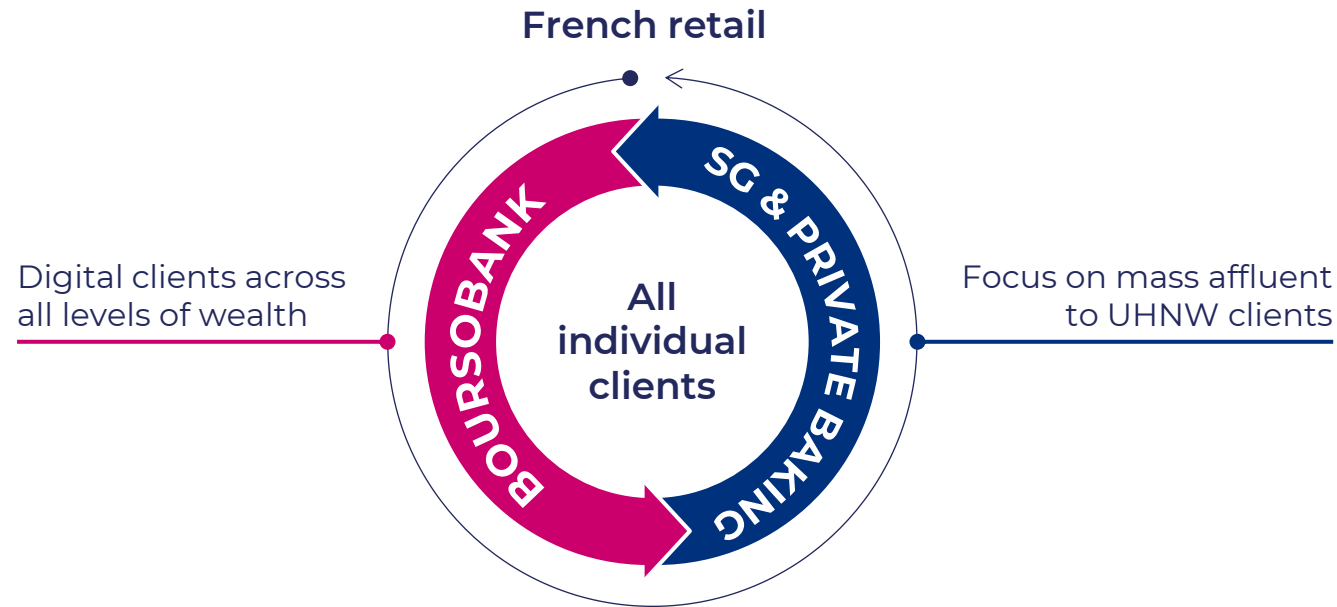
- Strong growth model:  
**9.1m clients H1 26 vs. 2026 target >8m** ✓
- High profitability:  
**>EUR 300m in 2026e and RONE >60% H1 26** ✓

### FRENCH RETAIL, PRIVATE BANKING AND INSURANCE (RPBI)

- High value model:  
**RONE 14.2% H1 26 vs. 11.6% in 2022** ✓
- Increased efficiency:  
**C/I ratio 58% H1 26 vs. 73% in 2022** ✓

# 2026 onwards: unlock French retail potential

## OUR VISION IN 2026: AN INTEGRATED AND SEGMENTED APPROACH



A client-focused strategic shift

## HOW WE TRANSFORM THE MARKET

- All individual clients served by an integrated franchise under one management
- A segmented pricing strategy
- A segmented cost to serve strategy
- A traditional network with a strategic focus on mass affluent to UHNW clients
- Optimised operating model through no duplication of efforts

High RONE increase potential

# RPBI: strategy 2029

## ACCELERATING TRANSFORMATION TO BETTER SERVE OUR CLIENTS

|                |                                                                                                                                                                                                                      |
|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Efficiency     | <ul style="list-style-type: none"><li>▪ Optimise the branch network with targeted reductions</li><li>▪ Pursue streamlining of SG network central functions</li><li>▪ Remove one regional head office layer</li></ul> |
| Growth         | <ul style="list-style-type: none"><li>▪ Seize the Wealth &amp; Savings opportunity</li><li>▪ Grow BoursoBank while maintaining a high level of profitability</li></ul>                                               |
| Transformation | <ul style="list-style-type: none"><li>▪ Unlock the unique potential of our French retail franchise</li></ul>                                                                                                         |

## 2029 TARGET



C/I ratio

**<55%**

in 2029

# Boursorama: a powerful and proven business model

## CLIENT-ACQUISITION FRANCHISE

- #1 online bank and #1 online broker
- #1 financial news portal
- AuA<sup>(1)</sup> of ~EUR 9,000 per client
- Sharp CAC<sup>(2)</sup> decrease (~-65% in H1 26 vs. 2016)

**Growing client base  
+29% p.a. on avg. (2022-2025)**

## STRONG CLIENT LOYALTY

- Full-service offer (~60 products)
- #1 client satisfaction (NPS +54<sup>(3)</sup>)
- #1 banking app<sup>(4)</sup>
- Open architecture

**Low churn rate  
(<4% in H1 26)**

## HIGH-POTENTIAL CLIENT BASE

- Young: 35 years average
- Recent clients (average relationship duration <4 years)
- >50% new clients below 25 years old
- Affluent: 25% EUR 100k+ total wealth

**H1 26 AuA<sup>(1)</sup> at ~EUR 85bn  
(~6x in H1 26 vs. 2016)**

## SCALABLE OPERATING MODEL

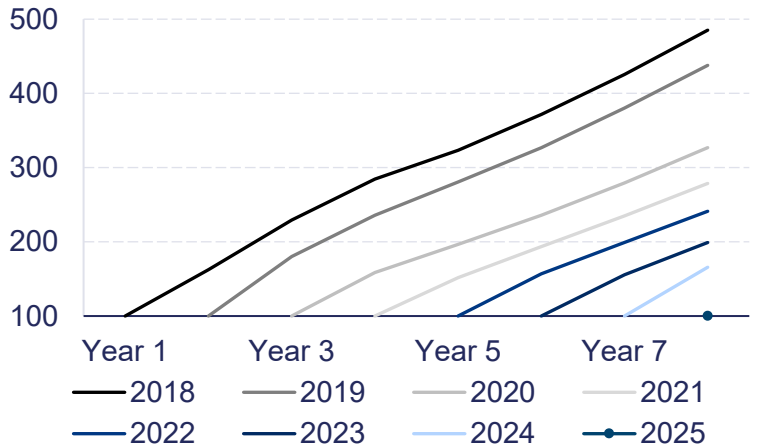
- Low cost-to-serve (~1k employees)
- Automated processes
- Autonomy of clients (0.6 client contact per year)
- Growing AI interaction: 39% (2020) to 65% (2025)

**Highly profitable  
(RONE of 63% in H1 26)**

# Boursobank: strong revenue growth, strong profitability

## VINTAGES MATURITY

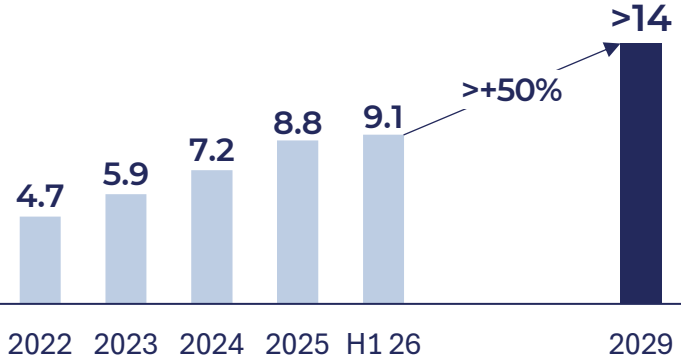
Assets per client and origination year (base 100)



Substantial future value embedded in the existing client base

## CLIENT BASE GROWTH

Number of clients in m



Significant value upside driven by new client acquisition

## TARGETS

BOURSOBANK #CLIENTS

>14m in 2029

BOURSOBANK RONE

>45% each year from 2026 to 2029

# Seize the Wealth and Savings opportunity

## SIGNIFICANT MARKET OPPORTUNITY

- **~EUR 7tn** of households' financial assets  
2<sup>nd</sup> largest in the Eurozone,  
high savings rate at ~18%
- **Ageing society** and rising retirement  
self-funding needs
- **~EUR 9tn** intergenerational wealth  
transfer, **~300% of the GDP by 2040**
- **Erosion of the welfare state**

Compelling asset growth potential

## FULLY INTEGRATED FRANCHISES

- **4 complementary channels** covering all  
client segments with **>17m clients**
- **#1 online bank Boursobank**  
~EUR 85bn AuA H1 26
- **#2 Private Bank in France**  
~EUR 145bn AuM in H1 26
- **#4 in Life and Savings in France**  
~EUR 170bn outstandings in H1 26
- **Internalisation of Asset Management**

Total RPBI AuA of ~EUR 480bn in H1 26

## 2029 OPPORTUNITIES

Boursobank  
AuA

**~EUR 115bn**  
in 2029

Private Banking  
AuM

**~EUR 180bn**  
in 2029

Life insurance  
outstandings

**~EUR 205bn**  
in 2029

# 2029 RPBI financial targets

## RPBI

C/I RATIO

<55%

in 2029

## BOURSOBANK

RONE

>45%

each year from 2026 to 2029

Number of clients

>14m

in 2029

# Global Banking and Investor Solutions (GBIS)

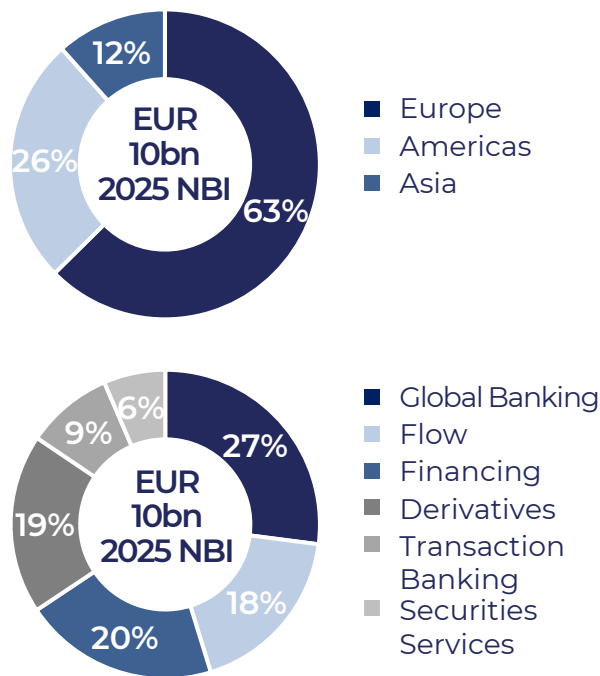
# GBIS: strengths

## HIGH-VALUE FRANCHISES

- **Lead positions** in equity derivatives
- **Lead positions** in structured finance
- **Lead positions** in equity research and cash equity
- **Leading** in innovation in tokenised finance with SG Forge

Leading franchises  
in Global Markets and CIB

## REVENUE DIVERSIFICATION



A diversified  
client and product base

## A STRONG WHOLESALE FRANCHISE



Balanced  
client mix

# GBIS: strong achievements

ONE OF THE MOST PROFITABLE CIBs GLOBALLY

▪ **Fee share** increase from 40% in 2022 to **45% in 2025**

▪ Successful integration of **Bernstein** (NBI ~EUR 400m)

▪ **C/I ratio 60%** in H1 26 vs. 68% in 2022

▪ **RONE 19%** in H1 26 vs. 14% in 2022

WELL  
ON TRACK  
TO REACH  
2026 TARGETS

| REALISED                                                                  | 2026 TARGETS                                                           |
|---------------------------------------------------------------------------|------------------------------------------------------------------------|
| <div>C/I ratio<br/><b>60.5%</b><br/>in H1 26<br/>✓</div>                  | <div>C/I ratio<br/><b>&lt;65%</b><br/>in 2026</div>                    |
| <div>Global Markets<br/>NBI<br/><b>EUR 3.3bn</b><br/>in H1 26<br/>✓</div> | <div>Global Markets<br/>NBI<br/><b>EUR 5.1-5.7bn</b><br/>in 2026</div> |
| <div>F&amp;A NBI<br/><b>3.4%</b><br/>CAGR<br/>H1 22- H1 26<br/>✓</div>    | <div>F&amp;A NBI<br/><b>1%-2%</b><br/>CAGR<br/>2022- 2026</div>        |

 SOCIÉTÉ  
GÉNÉRALE

CAPITAL MARKETS DAY| 21 September 2026

46

# GBIS: strategy 2029

## GROWING A PROFITABLE FRANCHISE

|                |                                                                                                                                                                                                      |
|----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Efficiency     | <ul style="list-style-type: none"><li>▪ Re-engineer and automate processes and accelerate the roll out of AI for IT</li><li>▪ Refocus SGSS operating model on its core wholesale franchise</li></ul> |
| Growth         | <ul style="list-style-type: none"><li>▪ Invest further in our leading franchises</li><li>▪ Close client, products and geographic gaps through granular growth</li></ul>                              |
| Risk           | <ul style="list-style-type: none"><li>▪ Maintain disciplined credit underwriting and a consistent market risk appetite</li></ul>                                                                     |
| Transformation | <ul style="list-style-type: none"><li>▪ Diversify the business and geographic mix and enhance the quality of revenues and distribution capacity</li></ul>                                            |

## 2029 TARGETS



C/I ratio  
**<60%**  
in 2029



Global Markets NBI  
(EURbn)  
**6.0-6.5**  
through the cycle

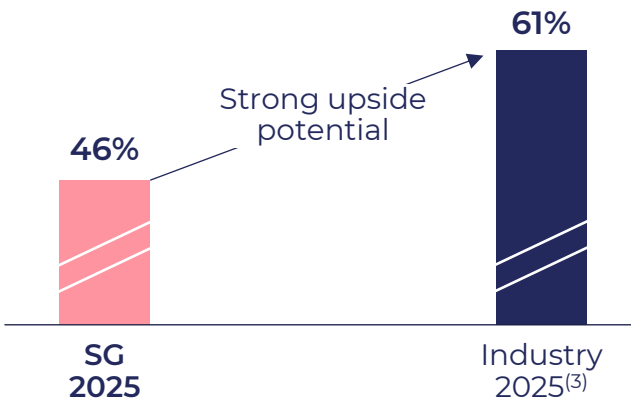


F&A NBI  
**3%-5%**  
CAGR 2026e-2029

# Global Markets: closing gaps and scaling-up

## STRONG FOCUS ON HEDGE FUNDS AND ASSET MANAGERS

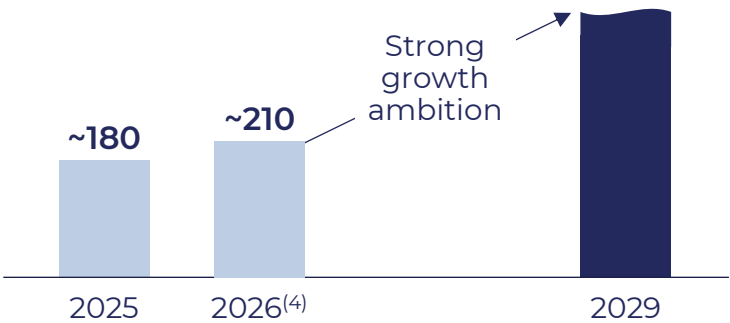
Share of Hedge Funds<sup>(1)</sup> and Asset Managers<sup>(2)</sup> in Global Markets revenues mix



Scale revenues from selected strategic clients in underpenetrated segments

## SCALING-UP OUR PRIME BROKERAGE FRANCHISE

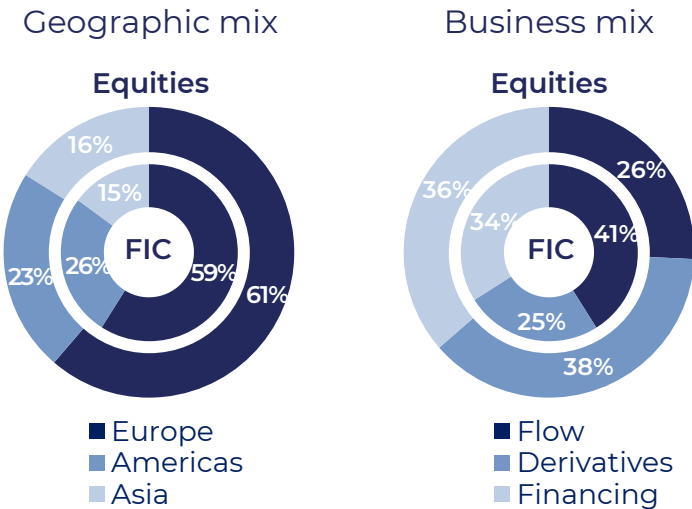
Clients' Prime balances (USDbn)



Increase product diversification and expand share of recurring NBI

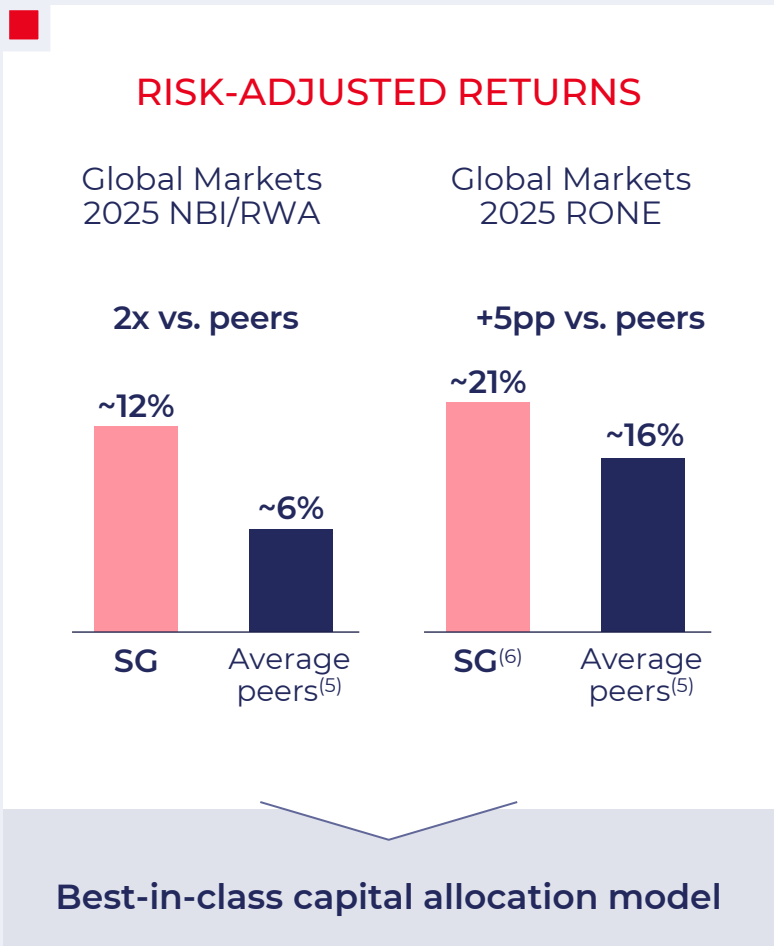
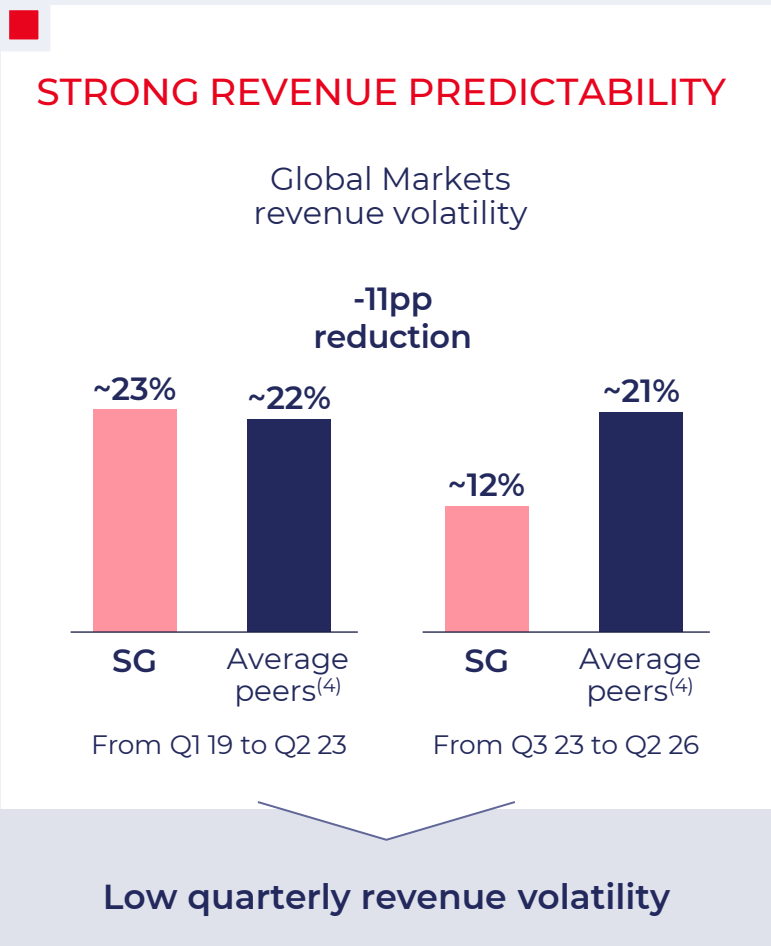
## FURTHER DEVELOPMENT OF FIXED INCOME AND CREDIT PLATFORM

Global Markets 2025 revenue mix



Expand our FIC franchise in Derivatives, Financing and Credit

# Global Markets: high profitability and predictability

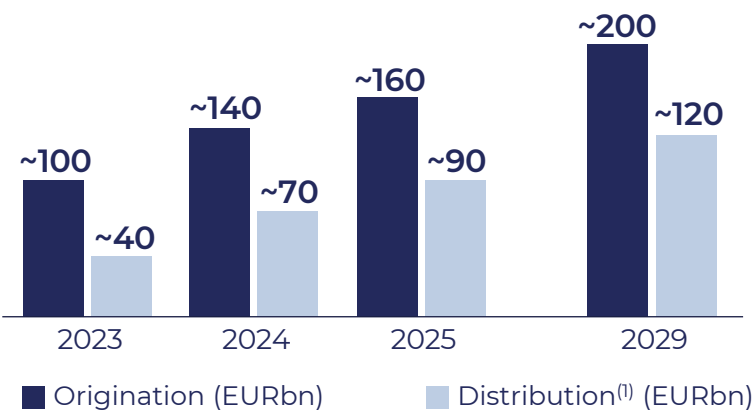


(1) Rebased at 100 on average June 2018-2022, (2) Average from June 2018 until end of 2022, (3) Last twelve months as of 11 September 2026, (4) Peers comprise Bank of America, Barclays, BNP Paribas, Citi, Credit Agricole SA, Deutsche Bank, Goldman Sachs, HSBC, JP Morgan and Morgan Stanley, (5) Source: Coalition Greenwich Cost and Capital Analytics – FY25. Analysis is based on a selected peer group of large U.S. and European systemically important banks. Return on Normative Equity (RONE) is calculated as post-tax operating profit divided by capital where capital is calculated as 14% of RWA and tax rate is assumed to be 25%. Not to be reproduced without the explicit consent of Crisil Coalition Greenwich, (6) RONE calculation based on Coalition Greenwich Cost and Capital Analytics methodology (see note 5)

# F&A: profitable, resilient and capital-efficient franchise

## EXPAND OUR GLOBAL FINANCING FRANCHISE

Strong origination and distribution momentum



Well-positioned to further increase  
our market share

## CAPTURE INVESTMENT BANKING UPSIDE

Targeted investments in client-facing teams

- Scale sector expertise
- Deepen sponsor coverage
- Strengthen presence worldwide with a focus on the US

### Bernstein's unique expertise

~130 analysts  
~1,900 clients (AM)  
Top 8 EMEA  
Top 10 US

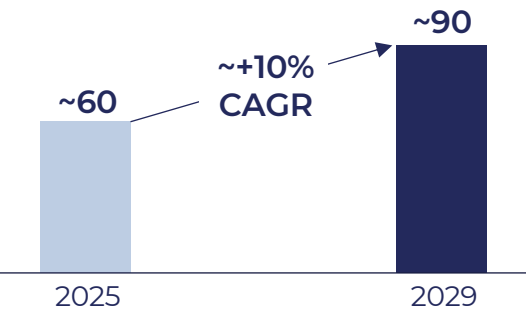
Strong momentum in US ECM

Alphabet CSQUARE FERO ENERGY  
MEDLINE PayPay SPACE X

Build on sector expertise and strong client  
franchise to grow Investment Banking

## STRENGTHEN TRANSACTION AND PAYMENT SERVICES

Strong deposit growth (EURbn)

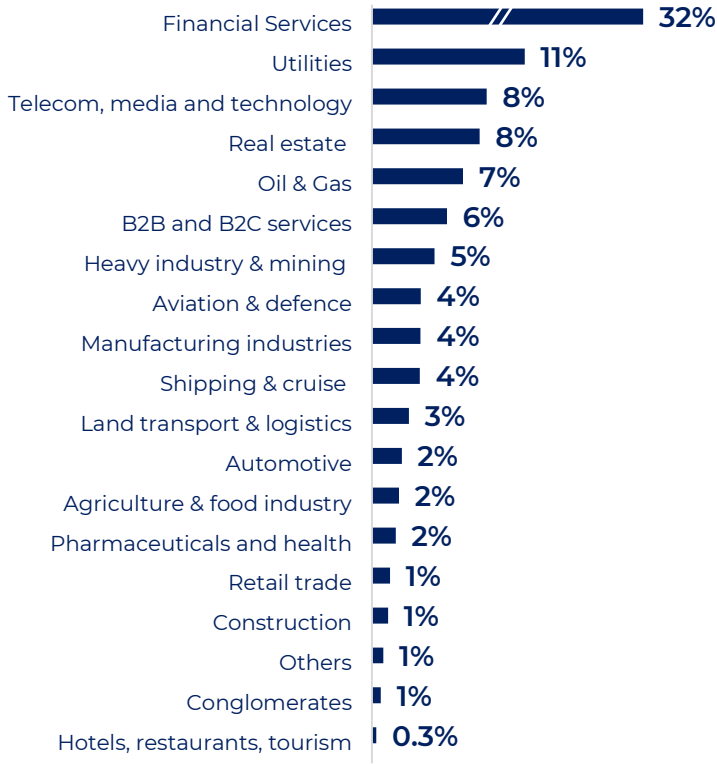


Accelerate growth leveraging  
our strong corporates client franchise

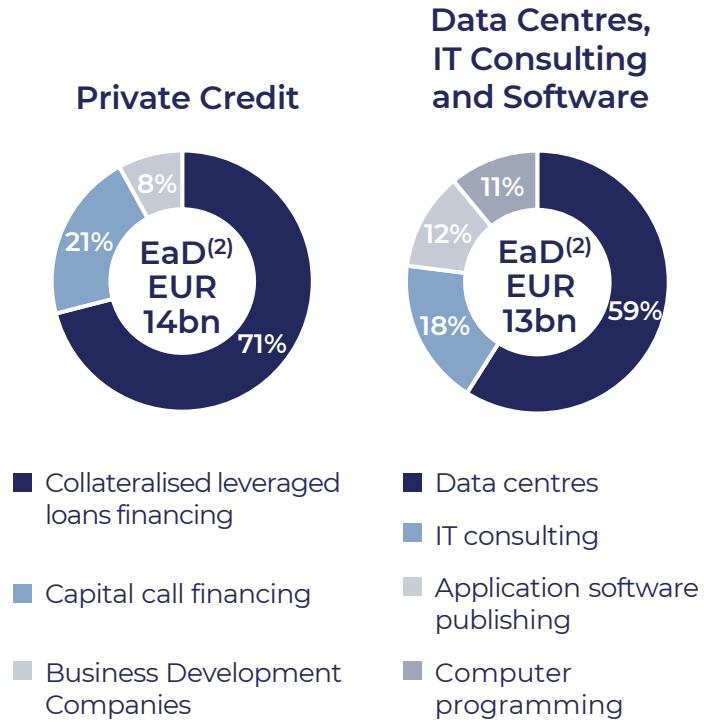
# F&A: disciplined underwriting

## HIGH SECTOR DIVERSIFICATION

F&A EAD<sup>(1)</sup> at end of H1 26 (in %)



## CONTROLLED EXPOSURE TO PRIVATE CREDIT AND SOFTWARE



## PROVEN TRACK-RECORD IN RISK MANAGEMENT THROUGH THE CYCLE



# 2029 GBIS financial targets

## GBIS

C/I RATIO

**<60%**

in 2029

## GLOBAL MARKETS

REVENUES (EURbn)

**6.0-6.5**

through the cycle

## F&A

REVENUE GROWTH

**3%-5%**

CAGR 2026e-2029

# Mobility, International Retail Banking and Financial Services (MIBS)

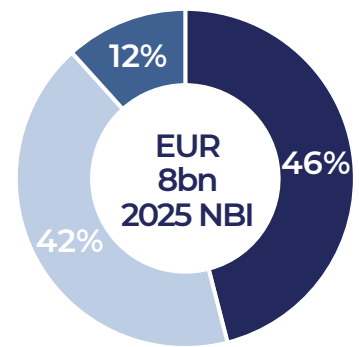
# MIBS: strengths

## HIGH-VALUE FRANCHISES

- >9m clients
- Ayvens  
#1 Global multi-brand mobility player
- KB  
#3 in Czech Republic
- BRD  
Among the **leaders** in Romania

Leading and profitable franchises

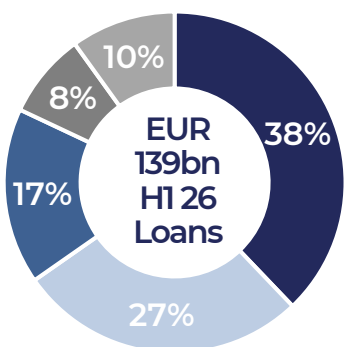
## REVENUE MIX



- International Retail Banking
- Ayvens
- Consumer Finance

Diversified revenues

## LOANS OUTSTANDING



- Ayvens
- Czech Republic
- Consumer Finance
- Romania
- Africa & others

Top-tier lenders

# MIBS: strong achievements

## HIGH PROFITABILITY

- Strict business **portfolio management**
- Sound loan growth in International Retail Banking  
**+5% CAGR 2023-2025**
- **Higher margins** in Ayvens and recovery in Consumer Finance
- Strong MIBS profitability  
**14% average RONE 2023-2025**

WELL  
ON TRACK  
TO REACH  
2026 TARGETS

### REALISED

C/I ratio  
**52.8%**  
in H1 26



### 2026 TARGETS

C/I ratio  
**<55%**  
in 2026

# MIBS: strategy 2029

## IMPROVE PROFITABILITY

### Efficiency

- Optimise efficiency through digitalisation and AI

### Growth

- **International Retail Banking (IRB)**  
Grow consistently in our markets
- **Ayvens**  
Focus on selected growth segments and high margin resiliency
- **Consumer Finance**  
Maintain rigorous underwriting to deliver strong risk-adjusted returns

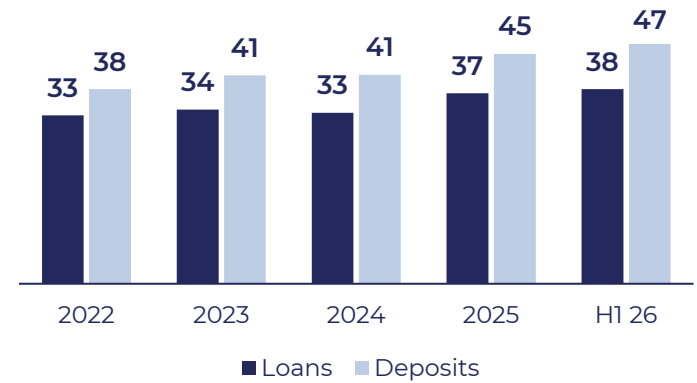
## 2029 TARGET

C/I ratio  
**<47%**  
in 2029

# IRB: disciplined market share gains in high growth markets

## KB

Loans and deposits outstanding (in EURbn)

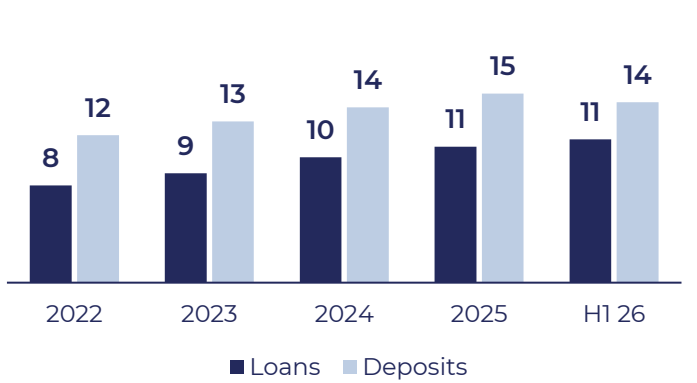


- Profitable growth market
- Strengthen leadership in corporates. Renewed market share gains in retail
- Improve efficiency through AI and optimise set-up

Continue to deliver accretive profitability

## BRD

Loans and deposits outstanding (in EURbn)

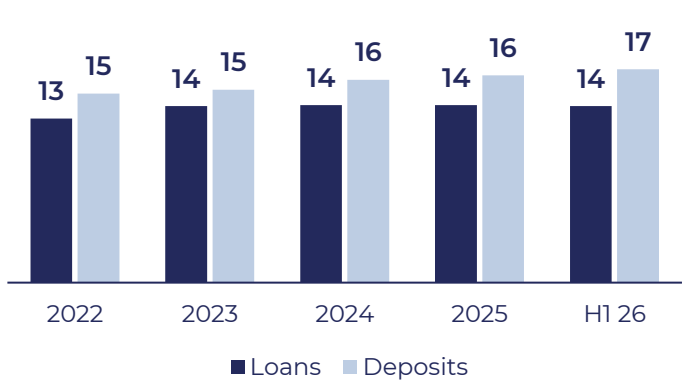


- Profitable growth market
- Consolidating market position while maintaining strong risk discipline
- Scale digital channels

Drive sustainable efficiency gains

## AFRICA & OTHERS

Loans and deposits outstanding<sup>(1)</sup> (in EURbn)



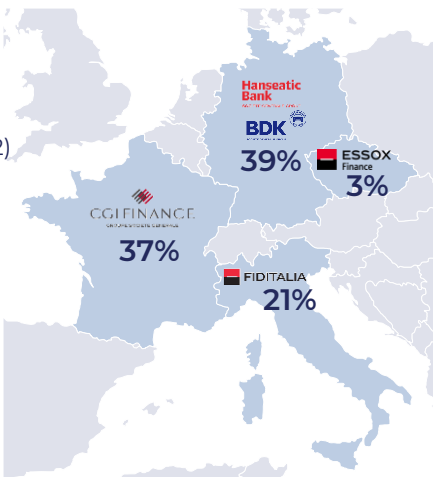
- Trusted local partner for clients
- Continued restructuring to enhance profitability
- Maintain superior risk discipline

Deliver higher and sustainable profitability

# Consumer Finance: focused and efficient

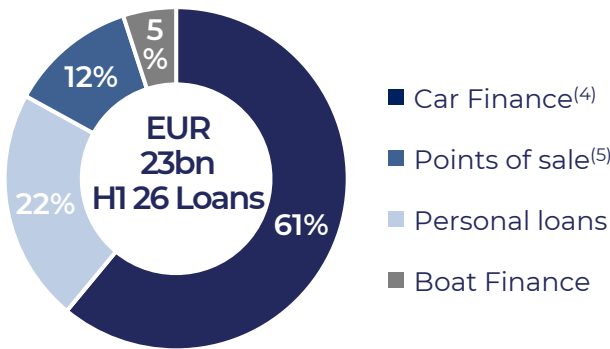
## FOCUSED FOOTPRINT

- **Loan geographic mix<sup>(1)</sup>**  
#4 in Europe<sup>(2)</sup>



- **Leader in top 3 Eurozone economies<sup>(3)</sup>**  
in independent car finance

## BUSINESS OVERVIEW



- Efficient business model with restored margins - C/I ratio 41% in H1 26
- Expanded partnerships portfolio

## STRATEGY 2029

- Deliver attractive risk-adjusted margins
- Accelerate digital transformation
- Maintain leading profitability levels

# Ayvens: global industry leader

## PROVEN COMPETITIVE EDGE

- #1 global multi-brand 3.1m fleet
- Diversified product range and geographic mix with presence in 40 countries
- Superior margins
- Scalable business
- Best positioned to navigate a transforming mobility market

## STRONG ACHIEVEMENTS

- Successful integration of Leaseplan
- Disciplined delivery of the financial roadmap
- Navigated well the material disruptions in the car industry
- Shifted focus from volume growth to profitability and risk management
- Benefited from becoming a regulated Financial Institution

## WELL ON TRACK TO REACH 2026 FINANCIAL TARGETS

### REALISED

### 2026 TARGETS

C/I ratio<sup>(1)</sup>

**52.1%**  
in H1 26



C/I ratio<sup>(1)</sup>

**~52%**  
in 2026

ROTE<sup>(1)</sup>

**14.1%**  
in H1 26



ROTE<sup>(1)</sup>

**13%-15%**  
in 2026

Gross synergies<sup>(1)</sup>

**EUR 222m**  
H1 26



Gross synergies<sup>(1)</sup>

**EUR 440m**  
in 2026

# Ayvens: strategy 2029

## GROW SELECTIVELY

- Differentiated growth strategies across geographies
- Grow in the retail segment
- Increase LCV share and upgrade footprint
- Upsell by scaling up services offer (insurance, EV charging)

## REDUCE COSTS

- Simplify and standardise processes
- Disciplined IT investment focused on value creation
- Automate labor-intensive processes
- Optimise cost to serve on vehicles operations

## PREPARE FOR FUTURE OPPORTUNITIES

- Shape the used car lease market
- Connected, software defined & AI-enabled vehicles
- Lead the shift to autonomous vehicles value chain

Relentless focus on value creation, balancing profitability and selective growth

## 2029 TARGETS

C/I ratio<sup>(1)</sup>

**~49%**  
in 2029

ROTE<sup>(2)</sup>

**14-16%**  
in 2029

# 2029 MIBS financial targets

## MIBS

C/I RATIO

<47%

in 2029

## AYVENS

C/I RATIO<sup>(1)</sup>

~49%

in 2029

ROTE<sup>(2)</sup>

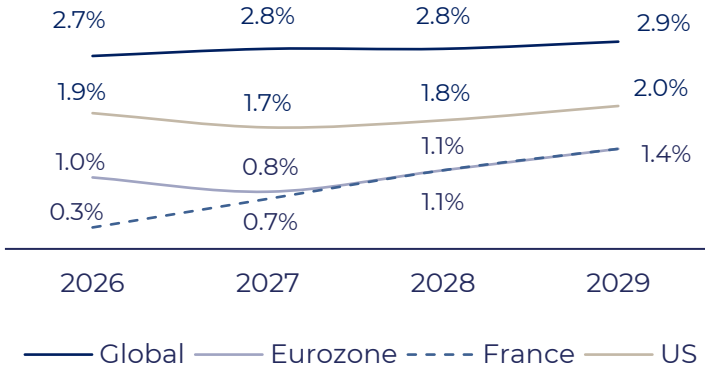
14-16%

in 2029

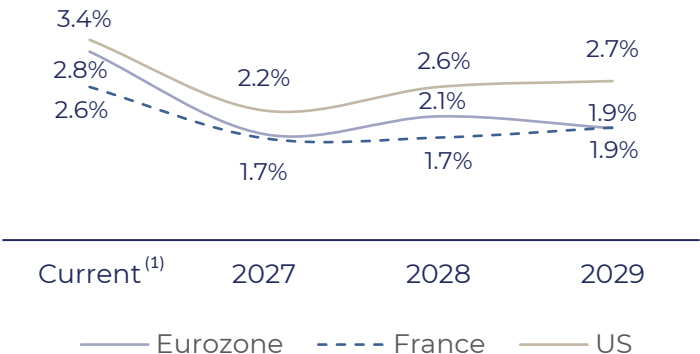
# 08 Financials

# Main macroeconomic and rates assumptions

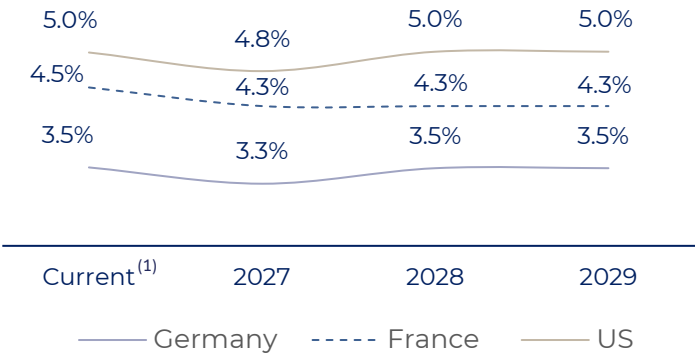
GDP GROWTH (%)



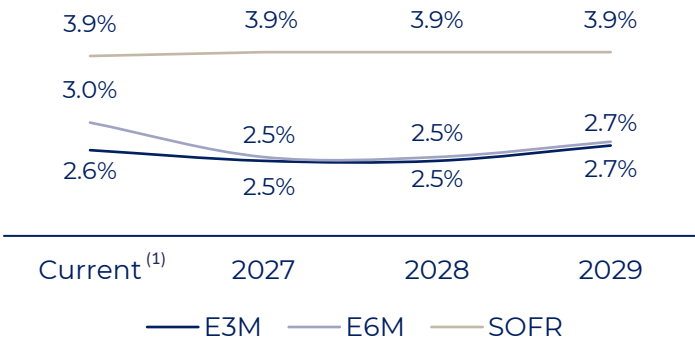
INFLATION RATE (%)



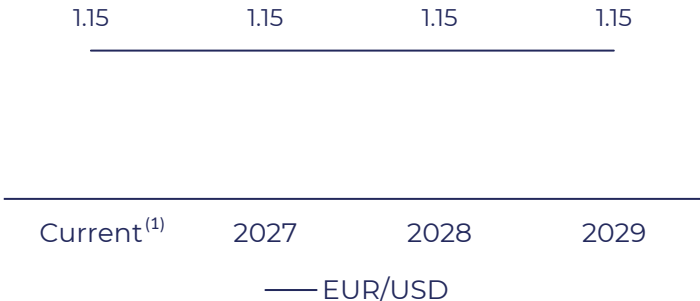
10yr GOVERNMENT BOND RATE (%)



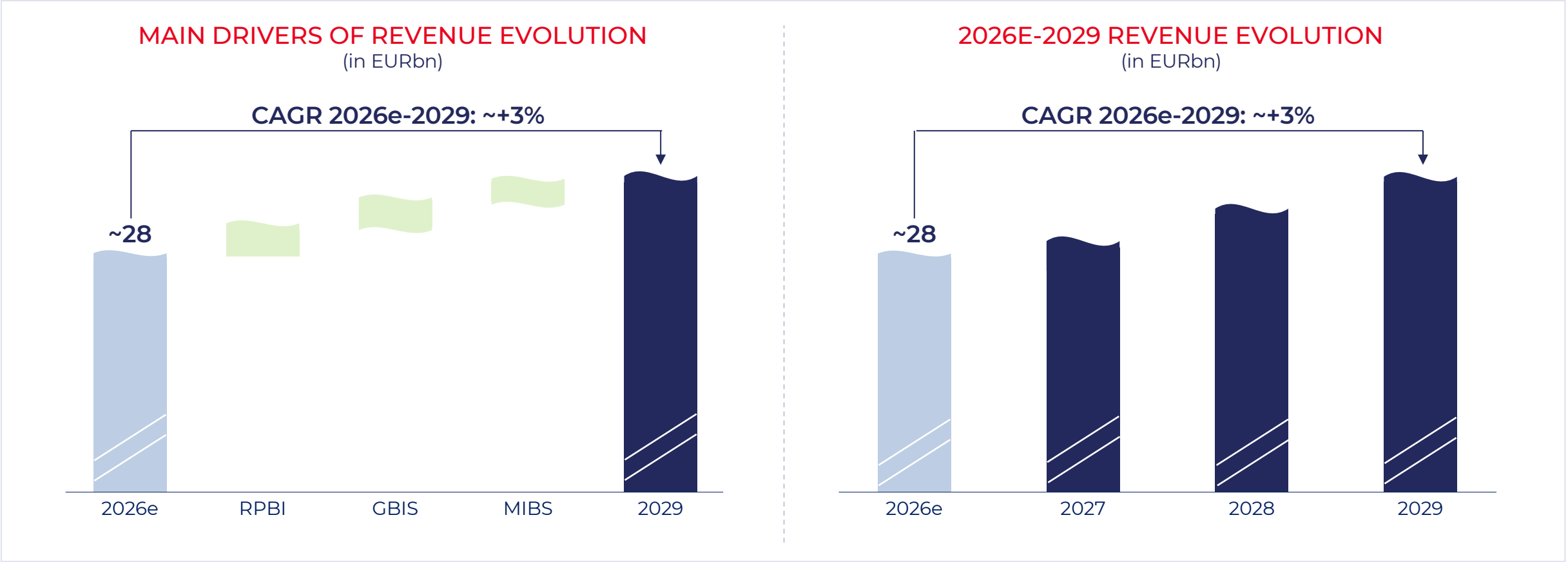
EURIBOR, SOFR (%)



EUR/USD RATE



# Drivers of revenue growth

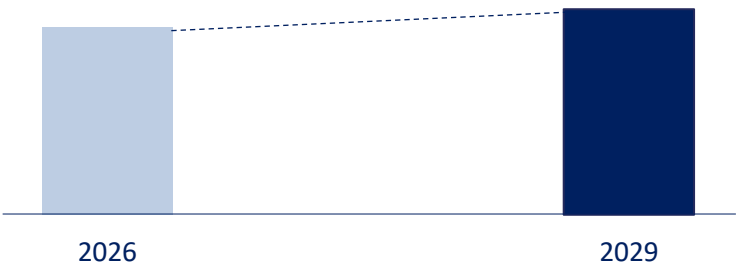


Balanced revenue growth: ~+3% CAGR in 2026e-2029

# RPBI Net Interest Income: gradual progression ahead

## KEY DRIVERS 2026 – 2029

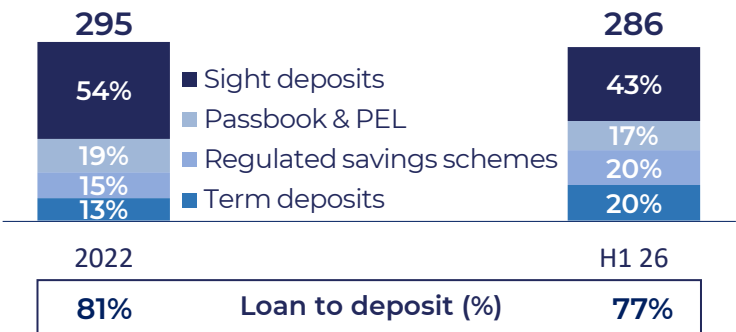
- **Interest rates base case 2029**  
~2.7% Euribor 3 month / ~4.3% OAT 10 year
- **Deposit growth**  
+1.0-2.0% - CAGR
- **Deposit mix**  
Staying broadly stable with peak share of term and regulated deposits over total deposits
- **Average maturity of non-remunerated deposits**  
5 to 8 years<sup>(1)</sup>
- **Rates sensitivity: +/-100bps parallel shift**  
EUR +/-10m NII in year 1
- **Volume sensitivity: EUR +/-1bn sight deposits**  
EUR ~+/-25m NII in year 1



**NII**  
driven by back-book deposits replacement renewal and volume dynamics

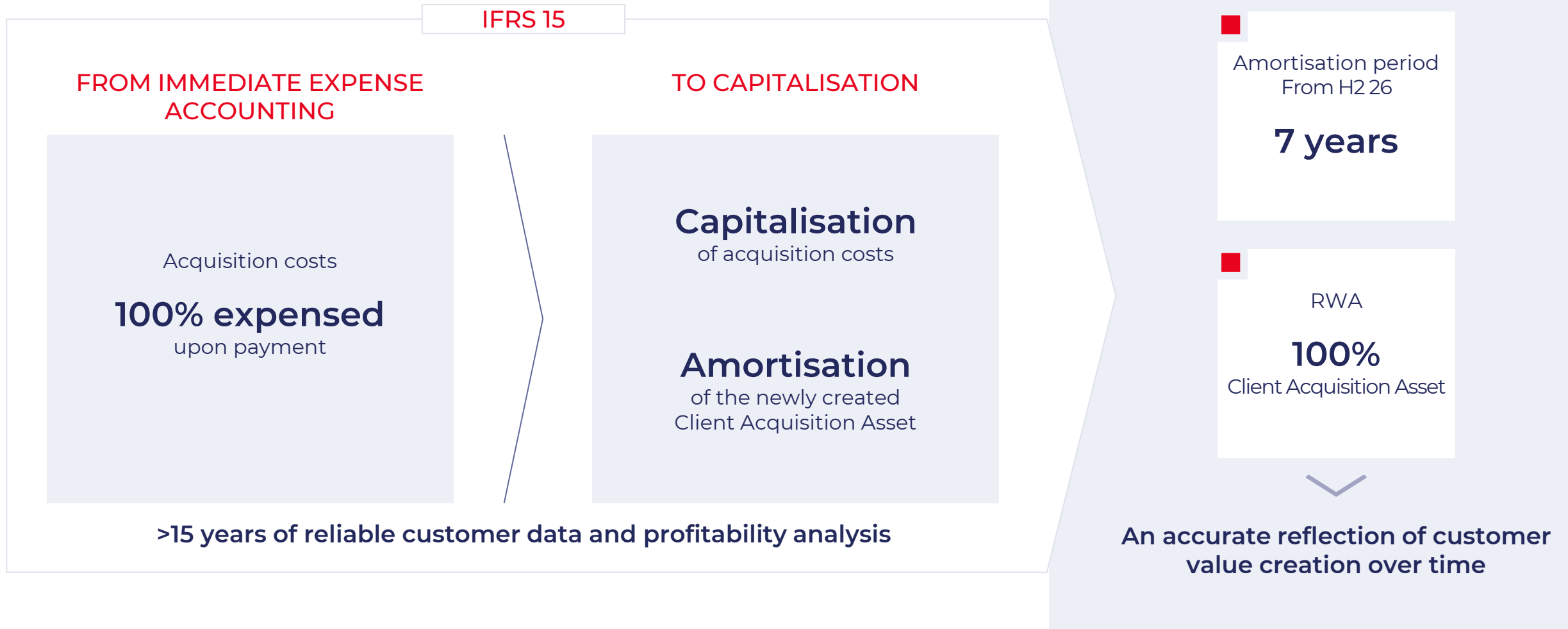


**Loan book<sup>(2)</sup>**  
Stable mix  
  
Selective origination focused on profitability improvement

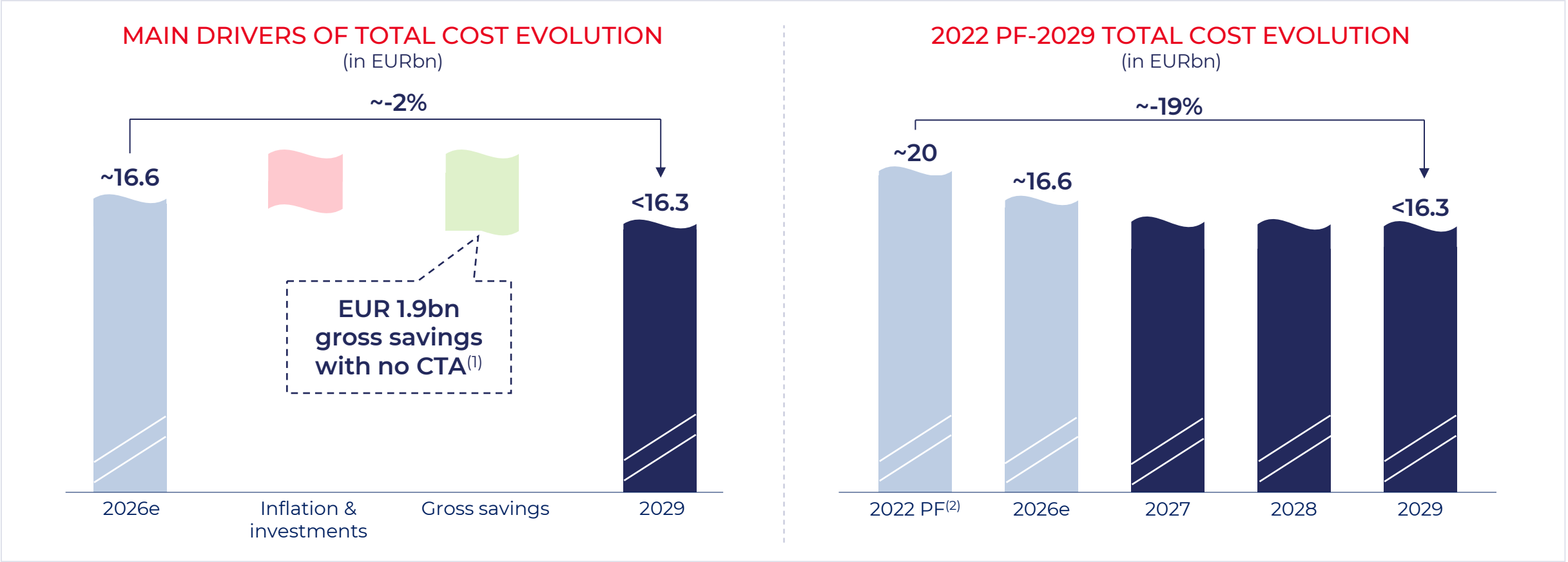


**Deposits<sup>(3)</sup>**  
Mix stabilised since 2024

# BoursoBank: Accounting of client acquisition costs



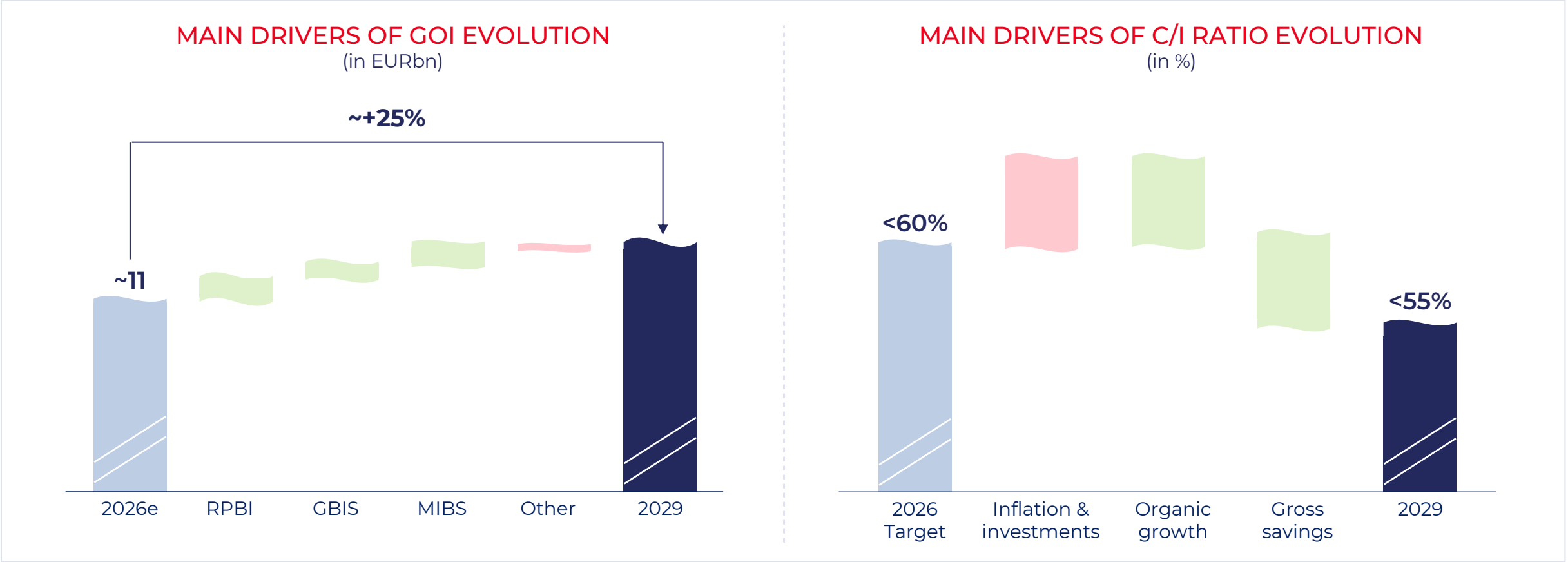
# Drivers of cost reduction



**~-2% cost reduction over 2026e-2029 or -EUR 1.9bn gross savings mostly front-loaded**

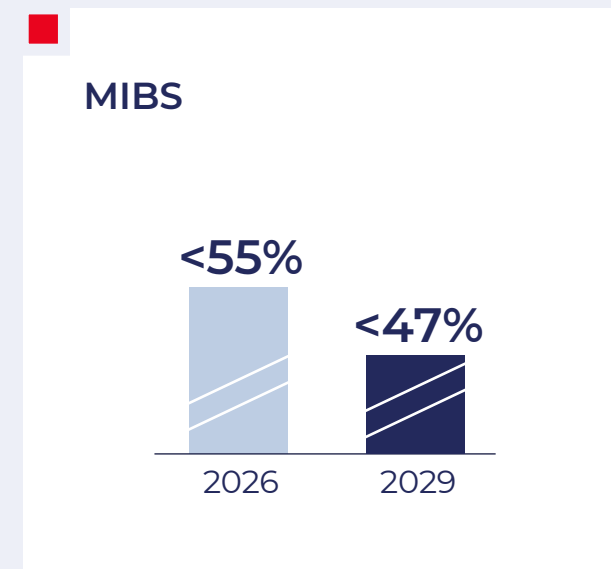
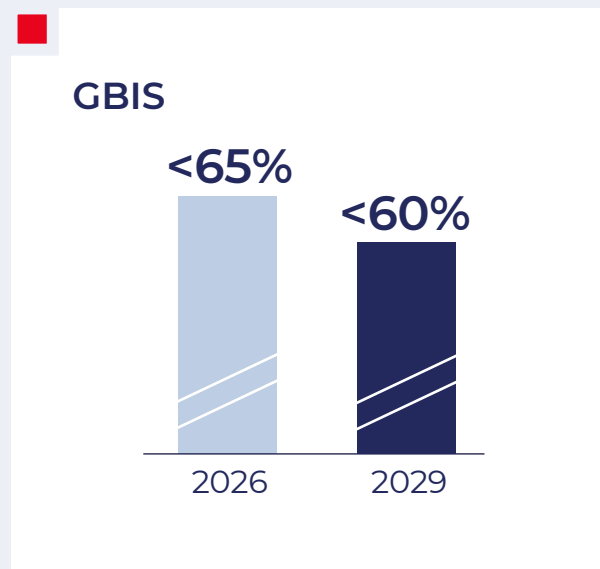
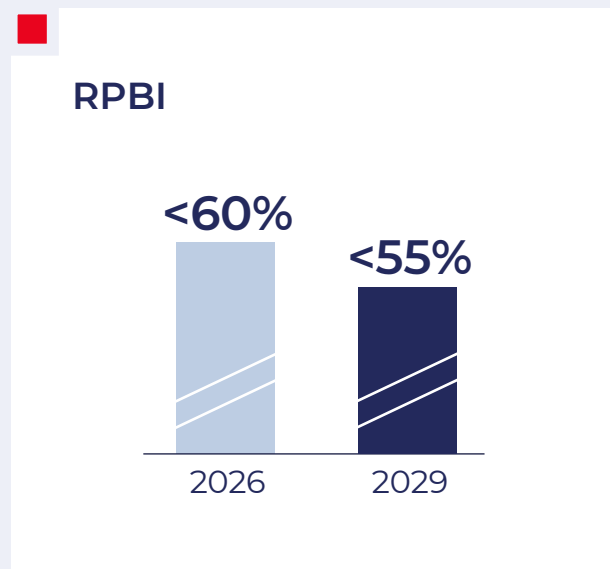
(1) Transformation charges (cost to achieve), (2) 2022 PF total costs are 2022 reported costs adjusted for perimeter impact and inflation

# Operating performance improvement



A strong improvement in operating performance with a C/I ratio target <55% in 2029

# 2029 C/I ratio targets at business level



C/I ratio targets significantly improve in all three pillars

# Increase Business Units ownership

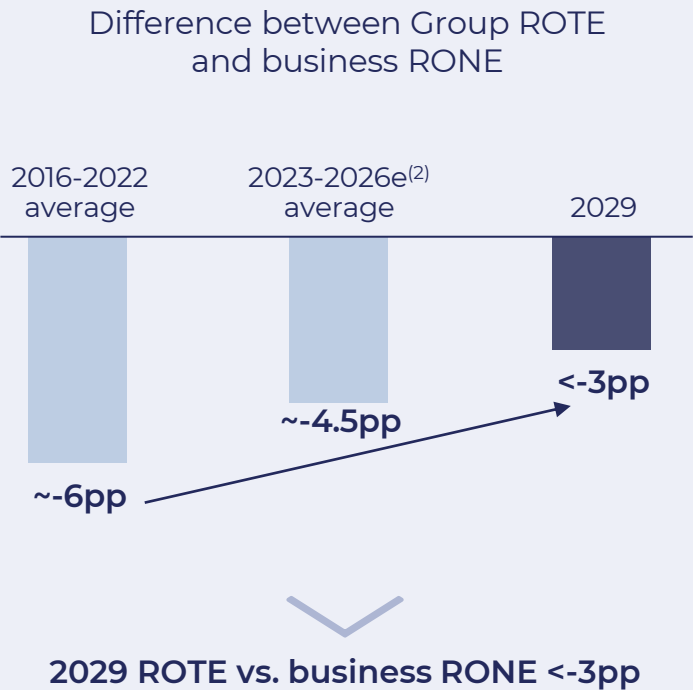
## 2023-2026 ACHIEVEMENTS

- Business transformation costs fully allocated to them
- Improvement of management of excess liquidity
- Improvement of liquidity steering with the businesses

## NEXT STEPS

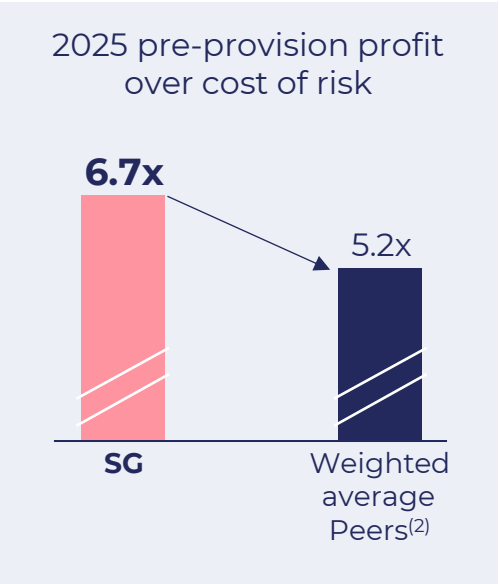
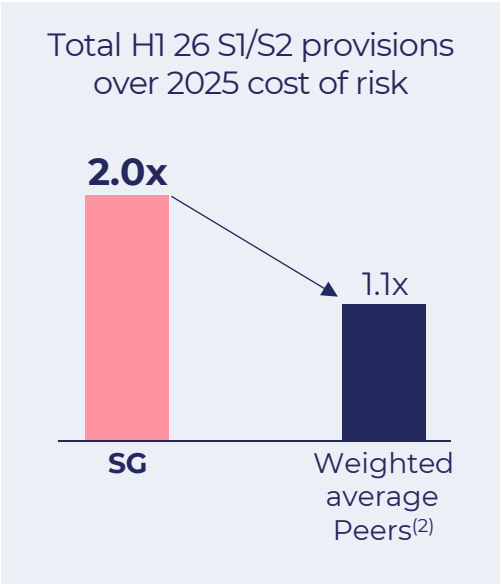
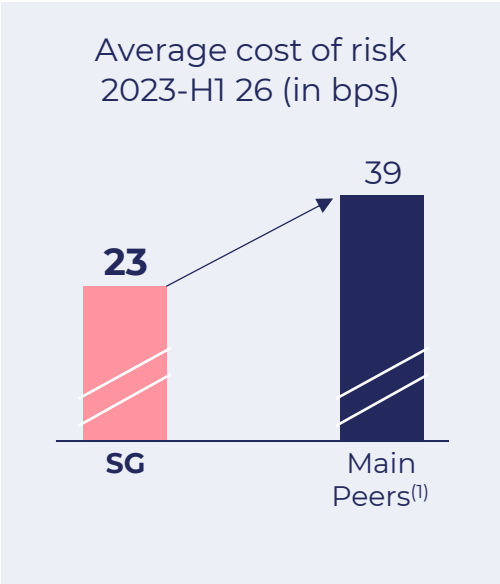
- From now on, overhead and regulatory costs allocated to businesses: ~75% of Corporate Centre cost base<sup>(1)</sup> in 2026e<sup>(2)</sup>
- Reduce structural complexity while enhancing accountability

## REDUCE THE CORPORATE CENTRE DRAG



# Disciplined low-risk growth

## STRONG ASSET QUALITY AND LOSS ABSORPTION CAPACITY

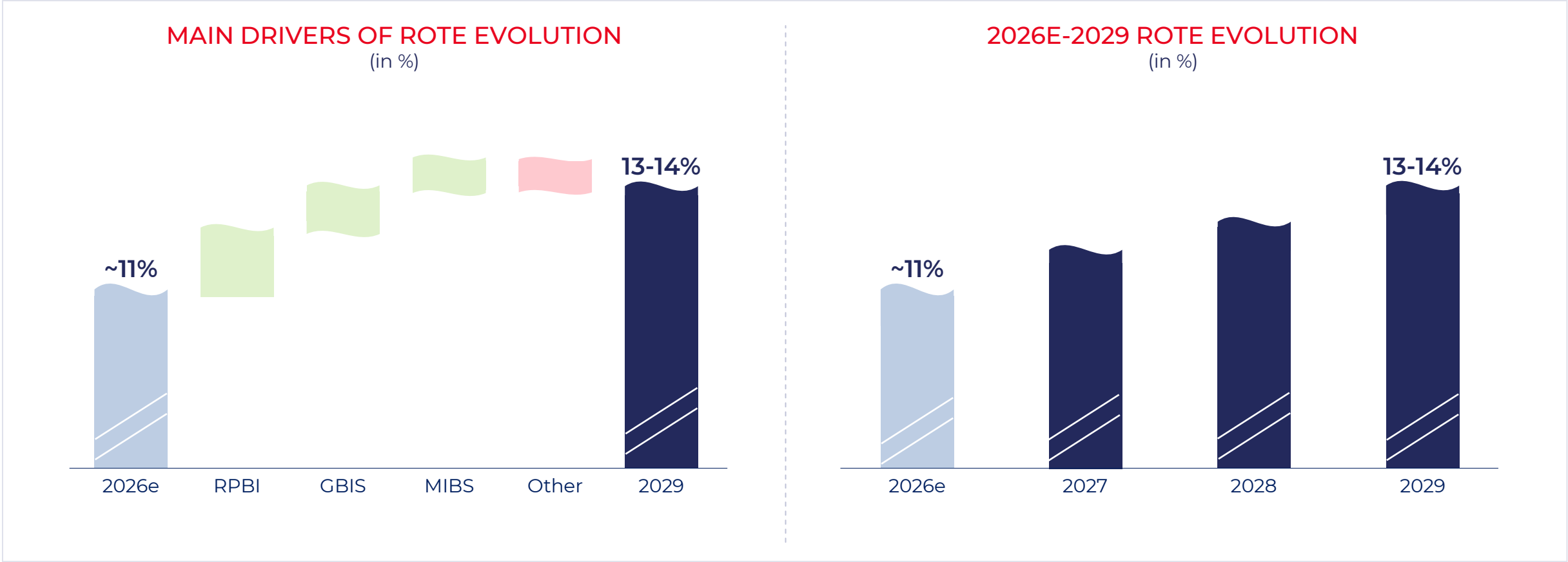


## 2029 TARGET

Cost of risk  
**25-30bps**  
through the cycle

(1) Main peers: Barclays, BNP Paribas, Credit Agricole SA and Deutsche Bank, (2) Weighted average peers: Barclays, BBVA, BNP Paribas, Credit Agricole SA, Deutsche Bank, ING, Intesa Sanpaolo, Santander, UBS and UniCredit

# Sustainable improvement in profitability



Linear improvement of ROTE towards the target of 13-14% in 2029

# Significant shareholder value ahead

## TOTAL POTENTIAL DISTRIBUTION<sup>(6)</sup>



### ORDINARY DISTRIBUTION

- Payout ratio 50%<sup>(1)</sup>
- DPS<sup>(2)</sup> CAGR 2026e-2029<sup>(3)</sup>: low-to-mid teens growth
- Balanced mix between cash dividend and share buy-back
- Interim dividend to be announced each year during Q2 results

**>EUR 13bn<sup>(4)</sup>**

Cumulative ordinary distribution expected between 2026e and 2029

### EXTRAORDINARY DISTRIBUTION

- Excess capital threshold: CETI ratio >13%
- Absent M&A opportunity, excess capital allocated to extraordinary distribution
- Extraordinary distribution (if any) to be announced once a year during Q2 results

**~EUR 8bn<sup>(5)</sup>**

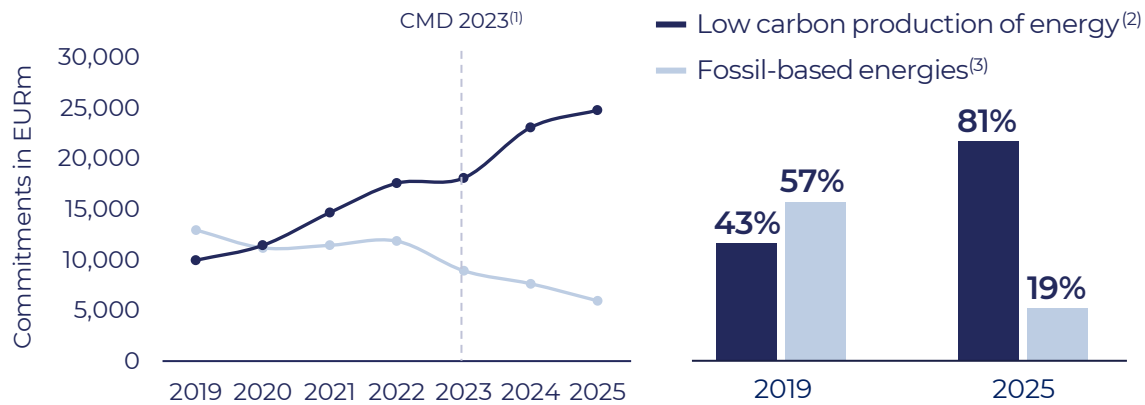
Excess capital expected between 2026e and 2029

09  
ESG

# Sustainability: creating and preserving value

## PROGRESSING CONCRETELY ON DECARBONISATION

- Strong progress on fossil fuel and power generation targets reshaping the financing portfolio energy mix:



- Progressing on 2030 portfolio alignment targets while preparing 2035 alignment ambitions

## GROWING BUSINESS OPPORTUNITIES

- Positioning across the segments of the energy transition:
  - Energy
  - Industry and transport
  - Carbon capture
- Deploying cross-sector expertise to scale emerging solutions and position as an early mover
- Financing innovation and emerging leaders of the transition<sup>(4)</sup>
- Delivering on our EUR 500bn sustainable finance target<sup>(5)</sup>, **>EUR 200bn** achieved at H1 26



**Best Bank for Sustainable Infrastructure & Project Finance**  
Global Finance 2023, 2024, 2025, 2026

# Capturing new opportunities in nature and climate adaptation



(1) World Economic Forum 2025 report (2) Under a 2°C scenario at 2050, source McKinsey, 2025 Advancing Adaptation report (3) UN Global, Restoration Finance report, needs increasing from 2022 levels of USD 64bn to USD 296bn by 2030, (4) Equity and debt investment achieved through a different equity/debt mix to initial announcement, (5) New debt and equity ambition, September 2026-2029, supporting Nature and Emerging Leaders of both the climate transition and adaptation

# Positive social impact

## SUPPORT OUR TEAMS' PERFORMANCE

- **35%** of women in senior leadership positions<sup>(1)</sup> at Group level and 40% in France by 2029
- Accelerate **talents'** visibility and leadership development: ~**2,000 talents** to join Group leadership training by 2029
- Share the Group's success through **GESOP**<sup>(2)</sup> every year for the 2026-2029 period

## MANAGE TRANSFORMATION RESPONSIBLY

- Shaping workforce reduction responsibly through natural attrition
- 15 disposals since 2023, respectful of clients, teams and all stakeholders
- Consistent focus on ESG

## INCREASE PHILANTHROPIC CONTRIBUTION

- **+50%** increase in SG Foundation budget<sup>(3)</sup>
- Philanthropic initiatives **across Education, Culture, Environment**
- Commitment to support **financial literacy**

# Strong governance

## A BOARD BUILT FOR PERFORMANCE

- **Highly independent and effective Board oversight:**  
91% independence<sup>(1)</sup>, separation of Chair / CEO roles since 2015
- **Diverse and complementary expertise:**  
46% women<sup>(2)</sup>, 8 nationalities, highly diversified skills
- **Continuous Board development:**  
12 training sessions in 2025 and annual Director assessments

## SUSTAINABILITY EMBEDDED ACROSS GOVERNANCE

- **The ESG strategy is defined by General Management**, approved by the Board of Directors, and implemented across the Group through its businesses, functions and processes
- **Scientific Advisory Council** advising management on long-term trends
- **Responsible Commitments Committee**, chaired by the Deputy CEO

## EXTERNAL RECOGNITION

- **UN Principles for Responsible Banking:** Governance a clear strength, supported by strong Board and executive oversight<sup>(3)</sup>
- Consistently **strong governance ratings** from extra-financial agencies<sup>(4)</sup>



# 10 Conclusion

# 2029 Group financial targets

## COSTS<sup>(1)</sup>

**<EUR16.3bn**  
in 2029

**~-2%**  
vs. 2026e

## REVENUES

**~+3%**  
CAGR 2026e-2029

## C/I RATIO

**<55%**  
in 2029

## COST OF RISK

**25-30bps**  
through the cycle

## ROTE

**13-14%**  
in 2029

## CET1 RATIO

**>13%**

## PAYOUT RATIO<sup>(2)</sup>

**50%**

# Building 2030 and beyond from now on



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The Group may be unable to anticipate all the risks, uncertainties, contingencies or other factors likely to affect its business and to appraise their potential consequences, or to 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 the Documentation.

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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, including publications, surveys, forecasts and market, industry or sustainability data providers, as well as from our own internal estimates. Societe Generale has not independently verified these third-party sources and cannot guarantee their accuracy, truthfulness, precision or completeness. In addition, our internal surveys and estimates have not been verified by independent experts or other independent sources.

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