SG Conference, Premium Review 2010

Frédéric Oudéa, Chairman & CEO

Paris, December 2, 2010
Disclaimer

This document may contain a number of forecasts and comments relating to the targets and strategies of the Societe Generale Group. These forecasts are based on a series of assumptions, both general and specific, notably - unless specified otherwise - the application of accounting principles and methods in accordance with IFRS as adopted in the European Union, as well as the application of existing prudential regulations.

This information was developed from scenarios based on a number of economic assumptions for a given competitive and regulatory environment. The Group may be unable:
- to anticipate all the risks, uncertainties or other factors likely to affect its business and to appraise their impact on its operations;
- to precisely evaluate the extent to which the occurrence of a risk or a combination of risks could cause actual results to differ materially from those contemplated in this press release.

There is a risk that these projections will not be met. Investors are advised to take into account factors of uncertainty and risk likely to impact the operations of the Group when basing their investment decisions on information provided in this document.

Unless otherwise specified the sources for the rankings are internal.

The Group’s Q3 consolidated results at September 30th 2010 were approved by the Board of Directors on November 2nd 2010.

The financial information presented for the nine-month period ended September 30th 2010 has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. This financial information does not constitute a set of financial statements for an interim period as defined by IAS 34 "Interim Financial Reporting". Societe Generale’s management intends to publish complete consolidated financial statements for the 2010 financial year.
Strategic plan highlights

Ambition SG 2015

- Enhance a client-oriented Universal Banking model refocused on 3 core pillars with strong potential
  - Retail Banking in France
  - International Retail Banking
  - Corporate & Investment Banking
- Optimise the Group’s portfolio of activities
- Maintain strict risk management
- Transform the operational model

Main financial targets

- Revenue CAGR 2009-2012 of ~+4%
- Group net earnings target around EUR 6bn in 2012
- C/I ratio below 60% in 2012
- Basel 3 Core Tier 1 ratio of around 7.5% from early 2013 and 8.5% at end of 2013
- Balance sheet size and funding programme closely monitored
French networks well positioned to outperform

- **2010 achievements (9 months)**
  - More than 160,000 net new current account openings
  - Growth in loans and deposits
  - Increase in Group Net Income by +21%* vs. 9M-09

- **Strengths**
  - 3rd largest network in France with 3 complementary brands
  - Branches located in regions with high potential
  - Wealthier and younger customers than market average

- **Targets for 2012**
  - NBI growth 2009-2012: around +3% per year
  - Cost/income ratio of 63%
  - 2012 net earnings target: EUR 1.4-1.6bn

* excl. PEL/CEL provision

**excl. Boursorama in 2006 and 2007**

- Net new account openings by quarter **
  (in thousands)

- Average deposits and loans outstandings
  (in EUR bn)

- Loan to deposit ratio

---

**FRENCH NETWORKS**
Confirmation of the upturn in activities

- **2010 achievements (9 months)**
  - Breakeven in Russia in Q3 10
  - Growth in loans and deposits
  - Decrease in cost of risk
  - Increase in Group Net Income by +9%* vs. 9M 09

- **Strengths**
  - 4th largest banking group in CEE incl. Russia
  - One of the leaders in the Mediterranean Basin and Africa

- **Targets for 2012**
  - NBI growth 2009-2012: ≈ +8% per year
  - 2012 net earnings target: EUR 1.1bn
  - Grow the client franchises

---

**INTERNATIONAL RETAIL BANKING**

**Loans and deposits outstandings**

(in EUR bn – in absolute terms)

<table>
<thead>
<tr>
<th></th>
<th>Sept-09</th>
<th>Dec-09</th>
<th>Sept-10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans</td>
<td>60.7</td>
<td>60.4</td>
<td>63.4</td>
</tr>
<tr>
<td>Deposits</td>
<td></td>
<td>64.0</td>
<td></td>
</tr>
</tbody>
</table>

**Others**

- Sub-sah. Africa + French territories
- Med. Basin
- Russia
- Central and Eastern Europe

**Net allocation to provisions (in EUR m) and Cost of risk (in bp)**

<table>
<thead>
<tr>
<th></th>
<th>Q3 09</th>
<th>Q4 09</th>
<th>Q1 10</th>
<th>Q2 10</th>
<th>Q3 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans</td>
<td>336</td>
<td>353</td>
<td>366</td>
<td>334</td>
<td>305</td>
</tr>
<tr>
<td>Deposits</td>
<td>202 bp</td>
<td>209 bp</td>
<td>225 bp</td>
<td>192 bp</td>
<td>174 bp</td>
</tr>
</tbody>
</table>

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

** excl. disputes and annualized
Benefits of a diversified business model

- **2010 achievements (9 months)**
  - Very good performance of structured finance activities
  - Strong resilience of market activities

- **Strengths**
  - Broad product range fits sizeable financing needs
  - Leadership positions in growth businesses (Equity Derivatives, Structured finance, Lyxor)
  - Solid client base for cross-selling

- **Targets for 2012**
  - Top 5 position in Europe
  - 2012 NBI of around EUR 9.5bn
  - 2012 net earnings target: EUR 2.3-2.8bn

---

**CORPORATE AND INVESTMENT BANKING**

Core activities 9M 10 NBI split by business line
EUR 5,871 m

- **Equity**
  - 30%
- **Fixed Income, Currencies and Commodities**
  - 36%
- **Financing and Advisory**
  - 34%

**Highlights of New Awards & Rankings**
(as of Sept. 2010)

#4 Top 20 Dealers Ranking
#1 OTC Single-stock equity options
#1 Equity index options
#1 Exotic equity products
#1 Repurchase Agreements in Euro
#1 Forward Rate Agreements in Euro
#1 Currency Forwards Euro/Sterling
#1 Currency Forwards Euro/Yen
Confirmed improvement

- **2010 achievements (9 months)**
  - Sustained net life insurance inflow
  - Solid growth of assets under administration and assets under custody
  - Decrease in cost of credit risk
  - Rebound in Group Net Income vs. 2009

- **Strengths**
  - Leadership positions in Equipment Finance and Fleet Management in Europe
  - Recognized franchise in Private Banking and solid position in Custody

- **Targets for 2012**
  - **SFS&I 2012 net earnings target**: EUR 0.7-0.9bn
  - **GIMS 2012 net earnings target**: EUR 0.5-0.7bn
Strict risk management

- Gradual fall in cost of credit risk
- Significant reduction in market risk
  - Decrease in gross Trading VaR since end of 2008
  - Max loss under stress cut by 50% since 2007
  - Refocusing of trading on liquid positions
- Low exposure to sovereign debt
- Legacy assets
  - External credit analysis by BlackRock Solutions projects substantial positive final recovery vs. current marks
  - 2010 expected pre-tax losses at c. EUR 0.7bn
  - Significant assets disposals

Cost of Risk (in bp*)
Group excluding legacy assets

Quarterly average Trading VaR (in EUR m)
Increase operating efficiency

- Retail Information system: Industrialisation and Pooling
  - France: one single information system delivered and implemented in stages between 2012 and 2014
  - Largest international entities (BRD, KB, Rosbank): pooling of IS at group level, distribution platform and product factories being shared by France and international entities
  - Smaller international entities: regional hubs in Africa and CEE

- CIB: Transforming the operational model to improve risk control and optimise cost structure

Shared IT applications
- Global IT application for our large European Retail businesses
- Standard platform for International Retail entities, replacing 1,500 applications
- Complete the integration process
- Transformation of SGCIB's operating model
“Basel 3” Core Tier 1 ratio of around 7.5% achieved from early 2013

Business growth impact

8.4% (+300 bp)
10.2% (-120 bp)

Regulatory impact

7.9%* (with phase-in of deductions)
8.6%* (Ambition SG 2015 assumption)

7.5%
8.5%

Sep. 30th 2010
Capital generation
RWA growth
Jan. 1st 2013**
Basel 2.5
Basel 3
Mitigation
Jan. 1st 2013**
Dec. 31st 2013**
Good access to deposits and long-term funding

Proactive management of the balance sheet

- **Long-term resources**
  - **Customer loans and deposits**: 397 (314) \(+20\%\) \(+13\%\)
  - **Short-term Balance Sheet**: 349 (279) \(-23\%\) \(-24\%\)

- **Financial derivatives and other assets**: 404 (396)

2010 programme of EUR 28 bn realised

- **Secured public senior issues**
- **Unsecured public senior plain vanilla issues**
- **Structured private placements**

2010 programme of EUR 28 bn realised

Source: Société Générale
Conclusion

- We have solid foundations for long-term profitable growth with significant exposure to emerging markets
- We are transforming the Group through portfolio arbitrage and pooling of information systems
- We will meet “Basel 3” capital requirements as of 2013 without raising capital on the markets