

A French corporation with share capital of EUR 998.320.373,75 Head office: 29 boulevard Haussmann - 75009 PARIS 552 120 222 R.C.S. PARIS

# **THIRD UPDATE**

## TO THE

## **2013 REGISTRATION DOCUMENT**

Registration document filed with the AMF (French Securities Regulator) on March 4, 2013 under No. D.13-0101. The first update was filed with the AMF on May 10, 2013 under No D.13-0101-A01 The second update was filed with the AMF on August 2, 2013 under No D.13-0101-A02



The AMF has conducted no verification of the content of this document. Only the French version of the Registration Document ("Document de Référence") has been controlled by the AMF. The original update to the registration document was filed with the AMF (French Securities Regulator) on November 8, 2013, under the number D.13-0101-A03. It may be used to support a financial transaction if accompanied by a prospectus duly approved by the AMF. This document was produced by the issuer and is binding upon its signatory.

## **CONTENTS**

#### UPDATE OF THE 2013 REGISTRATION DOCUMENT BY CHAPTER

1 - CHAPTER 2: GROUP STRATEGY AND BUSINESSES	3
<ul> <li>1.1 RECENT PRESS RELEASES AND EVENTS SUBSEQUENT TO THE SUBMISSION OF THE SECOND UPDATE TO THE 2013 REGISTRATION DOCUMENT</li> <li>1.1.1 Press release dated August 29, 2013 : successful subordinated hybrid Tier 1 issue</li> <li>1.1.2 Press release dated September 9, 2013 : update of Q2 13 financial information: publication of Basel 3 leverage ratio.</li> <li>1.1.3 Press release dated September 19, 2013 : communications of the Board of Directors.</li> <li>1.1.4 . Press release dated October7, 2013 : Societe Generale signs a framework agreement with V to strengthen its position in Rosbank.</li> <li>1.1.5 Press release dated November 7, 2013 : Third quarter 2013 results.</li> <li>1.1.6 Press release dated November 7, 2013 : Societe Generale is considering the full acquisition of Newedge to provide an integrated client offer from market activities to post-trade services.</li> </ul>	3 the 3 /TB /TB 3 /TB
2 - CHAPTER 5 : CORPORATE GOVERNANCE	6
2.1 BOARD OF DIRECTORS	6
3 - CHAPTER 9 : RISK MANAGEMENT	7
<ul> <li>3.1 PROVISIONING OF DOUBTFUL LOANS</li></ul>	8 9 9
4 - CHAPTER 10 : FINANCIAL INFORMATION:	12
<ul> <li>4.1 UPDATE OF Q2 13 FINANCIAL INFORMATION: PUBLICATION OF THE BASEL 3 LEVERAGE RATIO (PRESS RELEAD DATED SEPTEMBER 9, 2013)</li> <li>4.2 SECOND QUARTER 2013 RESULTS (PRESS RELEASE DATED NOVEMBER 7, 2013)</li> <li>4.3 QUARTERLY SERIES.</li> </ul>	12 13
5 - CHAPTER 12 : PERSON RESPONSIBLE FOR UPDATING THE REGISTRATION DOCUMENT	47
5.1 PERSON RESPONSIBLE FOR UPDATING THE REGISTRATION DOCUMENT 5.2 STATEMENT OF THE PERSON RESPONSIBLE FOR UPDATING THE REGISTRATION DOCUMENT 5.3 PERSONS RESPONSIBLE FOR THE AUDIT OF THE FINANCIAL STATEMENTS	47
6 - CHAPTER 13 : CROSS-REFERENCE TABLE	
6.1 UPDATE TO THE REGISTRATION DOCUMENT CROSS-REFERENCE TABLE	49

Rankings: the sources for all references to rankings are given explicitly,

where they are not, rankings are based on internal sources

#### 1 - Chapter 2: Group strategy and businesses

# 1.1 Recent press releases and events subsequent to the submission of the Second update to the 2013 registration document

# 1.1.1 Press release dated August 29, 2013 : successful subordinated hybrid Tier 1 issue

Taking advantage of the definition of the regulatory framework (CRD4-CRD) regarding additional Tier 1 capital (Tier One), Societe Generale has successfully structured and raised USD 1.25bn through the issuance of a perpetual subordinated hybrid debt instrument, eligible to Basel 3 Tier 1 under the new regulatory definition, with a 8.25% coupon.

The transaction has been well received by the market as illustrated by the size, depth and quality of the order book which exceeded USD 4bn. It has been of particular appeal to institutional investors, especially in Europe.

The Group's Common Equity Tier One Capital ratio stood at 9.4% at the end of June. At the time of the release of the Q2 2013 results, Societe Generale said it had already secured its end of 2013 9.5% Basel 3 core tier one ratio, well above the minimum Basel 3 regulatory capital standards.

Additional Tier 1 capital of this subordinated hybrid Tier 1 issue will contribute to further reinforce the Group's financial solidity, adding respectively 27 basis points<sup>\*</sup> to the Group's Basel 3 Tier 1 and total capital ratios.

# 1.1.2 Press release dated September 9, 2013 : update of Q2 13 financial information: publication of the Basel 3 leverage ratio

See chapter 10, page 12

# 1.1.3 Press release dated September 19, 2013 : communications of the Board of Directors.

See chapter 5, page 6

# 1.1.4 . Press release dated October7, 2013 : Societe Generale signs a framework agreement with VTB to strengthen its position in Rosbank

Societe Generale has signed a framework agreement with VTB Group for the acquisition of VTB Group's 10% stake in Rosbank. Through this acquisition Societe Generale strengthens its commitment to the Russian market, increasing its stake in Rosbank to 92.4%.

In exchange, the agreement includes the sale by Societe Generale Group to VTB Group of certain Russian assets: shares listed on Moscow Exchange as well as some

pro forma calculation based on RWA at the end of June 2013 and a USD/EUR FX rate at 1.3266

loans and real-estate assets. These operations contribute to Rosbank's ongoing strategic refocusing.

This transaction will have a positive financial impact on Rosbank and limited impact on Societe Generale Core Tier 1 ratio.

The transaction is expected to be completed in Q4 2013.

#### 1.1.5 Press release dated November 7, 2013 : Third quarter 2013 results

See chapter 10, page 13.

# 1.1.6 Press release dated November 7, 2013 : Societe Generale is considering the full acquisition of Newedge to provide an integrated client offer from market activities to post-trade services

Societe Generale has entered into exclusive negotiations with Credit Agricole to acquire the additional 50% stake in Newedge, their commonly owned joint-venture focused on derivatives brokerage, which would bring its shareholding to 100%.

In line with Societe Generale's strategy to further build on its core businesses and develop synergies, the full acquisition of Newedge would be a key development in the area of market activities aligned with evolving regulatory trends towards more centralised clearing of OTC products.

The combination of the two complementary franchises would bring a new dimension to Societe Generale's Global Banking and Investor Solutions division in terms of client offer and geographical reach while enabling additional synergies.

"This transaction would enable us to give our clients access to an integrated offer across global markets, from execution to prime and clearing services on both listed and OTC products", said Didier Valet, Head of the division. "In addition, due to the evolution of the regulatory framework, we want to invest in post trade activities in order to enlarge our client offer."

The financial terms under discussion in the exclusive negotiations between Societe Generale and Credit Agricole are as follows:

Societe Generale would acquire from Credit Agricole CIB the remaining 50% stake in Newedge, for a consideration of EUR 275m.

In parallel, Societe Generale would sell to Credit Agricole SA a 5% stake in Amundi, their jointly owned asset management company, for an amount of EUR 337.5m, taking Societe Generale's stake in Amundi from 25% to 20%. This sale would not have any impact on the current governance structure of the company. Amundi would remain the leading provider of savings solutions across Societe Generale's retail banking networks; within the framework of the transaction, the distribution agreements would be extended through the end of 2019 from the initial expiration date scheduled for the end of 2014.

At closing, these transactions would result in a net impact on the Group's earnings expected to be positive and an approximately 10 bps negative impact on the Group's Basel 3 Core Tier One ratio.

The completion of the project is subject to a final agreement between the parties, the authorisation of the relevant regulatory bodies and the consultation with the workers councils in France.

#### 2 - Chapter 5 : Corporate governance

#### 2.1 Board of Directors

# 2.1.1 Press release dated September 19, 2013 : communications of the Board of Directors

At its meeting on 19 September 2013, the Board of Directors, has accepted the decision of Thierry Martel, Chief Executive Officer of Groupama, to resign from his position as a Member of the Board of Societe Generale.

This resignation was proposed by Thierry Martel and follows Groupama's sale of its Societe Generale shares in August 2013.

The Board of Directors has unanimously thanked Thierry Martel for his action as a Member of the Board.

### 3 - Chapter 9 : Risk Management

## 3.1 Provisioning of doubtful loans

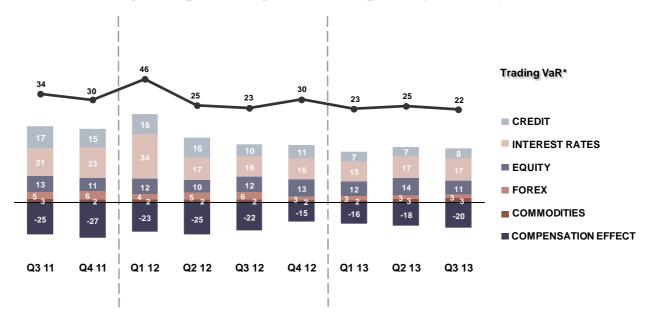
#### DOUBTFUL LOANS\*

In EUR bn	31/03/2013	30/06/2013	30/09/2013
Gross book outstandings*	424.2	415.4	408.2
Doubtful loans	24.3	24.3	24.9
Collateral relating to doubtful loans	6.3	6.4	7.1
Provisionable commitments	18.0	17.8	17.9
Non performing loans ratio (Provisionable commitments / Gross book outstandings)	4.2%	4.3%	4.4%
Specific provisions	12.7	12.5	12.9
Specific provisions / Provisionable commitments	71%	70%	72%
Portfolio-based provisions	1.2	1.3	1.3
Doubtful loans coverage ratio (Overall provisions / Provisionable commitments)	77%	78%	79%

\* excluding legacy assets.

#### 3.2 Change in trading VaR

Quarterly average 99% Value at Risk (VaR), a composite indicator used to monitor the bank's daily risk exposure, notably for its trading activities, in millions of euros:



Quarterly average of 1-day, 99% Trading VaR\* (in EUR m)

Since January 1, 2008, the parameters for credit VaR have excluded positions on hybrid CDOs, which are now accounted for prudentially in the banking book.

#### 3.3 Legal Risks (update of the 2013 Registration document - pages 259 to 261)

- In October 2005, the official receivers in charge of the restructuring plans of Moulinex and Brandt, companies that were put into bankruptcy in 2001, initiated a lawsuit against member banks of syndicated loans granted to Moulinex in 1997 and to Brandt in 1998. They are seeking compensatory damages to indemnify the creditors for the banks' alleged improper financial support to the aforementioned companies. The compensatory damages sought against Societe Generale and Credit du Nord amount to respectively EUR 192.4 million and EUR 51.7 million. Societe Generale and Credit du Nord amount to respectively to support Moulinex and Brandt based on serious and credible recovery plans, the banks have been the first victims of the collapse of Moulinex and Brandt. By decisions dated June 28, 2013 the Nanterre Commercial Court dismissed all the claims of the receivers in charge of the restructuring plans. The receivers have appealed this decision.
- "On December 10 2012, the Council of State made a ruling on the lawfulness of withholding tax (*précompte*), a tax which has now been abolished. It concluded that this tax violated EC law and defined the conditions pursuant to which the amounts levied towards the withholding tax should be restituted to companies. The conditions for restitution defined by the Council of State significantly reduce the amount of restitution. In 2005, two companies assigned their rights to restitution to Societe Generale with a

limited right of recourse against the assignors. The Council of State's ruling concerns one of the two companies in question (Rhodia). Societe Generale will continue to defend its rights in the proceedings that are currently pending against the French tax authorities including through available judicial remedies before the European authorities."

Societe Generale, along with other financial institutions, has received formal requests for information from several authorities in Europe, the United States and Asia, in connection with investigations regarding submissions to the British Bankers Association for setting certain London Interbank Offered Rates ("LIBOR") and submissions to the European Banking Federation for setting the Euro Interbank Offered Rate ("EURIBOR"), as well as trading in derivatives indexed to various benchmark rates. Societe Generale is cooperating fully with the investigating authorities.

Societe Generale, along with other financial institutions, has been named as a defendant in two putative class actions in the United States alleging violations of, among other laws, US antitrust laws and the United States Commodity Exchange Act in connection with its involvement in the setting of US Dollar LIBOR rates and trading in derivatives indexed to LIBOR. These actions, which have been brought by purchasers of certain over-the-counter derivative contracts and purchasers of certain exchange-listed derivatives contracts, respectively, are pending before a single judge in the United States District Court in Manhattan. Société Générale has also been named as a defendant in several actions by "opt out" plaintiffs that make substantially the same allegations as those made in the class actions.

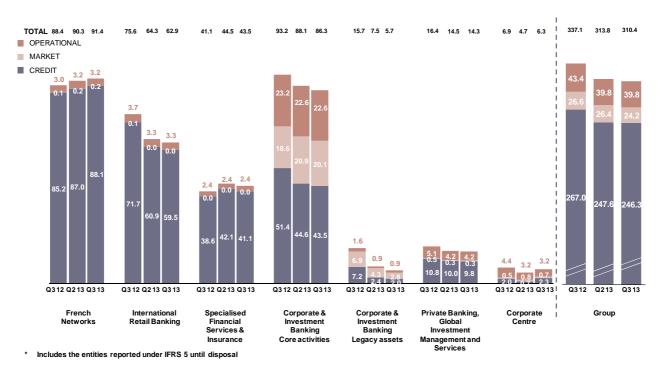
Societe Generale, along with other financial institutions, also has been named as defendant in two other putative class actions in the United States District Court in Manhattan: one alleges violations of, among other laws, US antitrust laws and the US Commodity Exchange Act, and is brought on behalf of individuals who purchased or sold Euroyen derivative contracts on the Chicago Mercantile Exchange which are alleged to have traded at artificial levels due to alleged manipulation of Yen Libor and Euroyen Tibor rates; the other alleges violations of various state antitrust laws, and is brought on behalf of those who owned preferred equity securities on which dividends were payable at a rate linked to US dollar LIBOR rates which are alleged to have been manipulated.

#### 3.4 Regulatory ratios

#### 3.4.1 Prudential ratio management

Q3 2013 was marked by a perpetual Additional Tier 1 subordinated notes issue in Societe Generale's name for USD 1.25 billion, carried out in September and having a first call date in 2018.

#### 3.4.2 Extract from the presentation dated November7, 2013 : Third quarter 2013 results (and supplements)



#### BASEL 2.5 (CRD3) RISK-WEIGHTED ASSETS\* (in EUR bn)

#### PRUDENTIAL CAPITAL RATIOS BASEL 2.5

	30 June 13	30 Sept.13
In EUR bn		
Shareholder equity group share	49.4	50.9
Deeply subordinated notes*	(4.5)	(5.3)
Undated subordinated notes*	(1.6)	(1.5)
Dividend to be paid & interest on subordinated notes	(0.6)	(0.7)
Goodwill and intangibles	(7.6)	(7.6)
Non controlling interests	3.2	3.3
Deductions and other prudential adjustments	(3.5)	(3.0)
Core Tier 1 capital	34.9	35.9
Additional Tier 1 capital	5.1	6.0
Tier 1 capital	40.0	41.8
Tier 2 capital	5.3	5.5
Total Basel 2 Capital (Tier 1 and Tier 2)	45.3	47.3
RWA	313.8	310.4
Core Tier 1 ratio	11.1%	11.6%
Tier 1 ratio	12.7%	13.5%
Total capital ratio	14.4%	15.2%

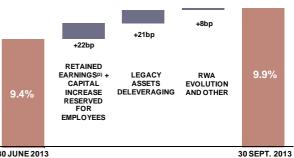
NB: Contrary to the Basel 3 calculation, the redemption of the undated subordinated note issued in December 2012, which took place in Q4 13 has not been included: consequently, the table above still includes EUR 1.1 billion in respect of this undated subordinated note. Proforma for the redemption, total capital would amount to EUR 46.2 billion for a total ratio of 14.9%.

Basel 2 including CRD3 requirements Excluding issue premiums on deeply subordinated notes and on undated subordinated notes

#### BASEL 3 CORE TIER 1 RATIO<sup>(1)</sup> AT TARGET LEVEL

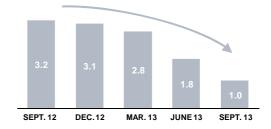
- Fully loaded Basel 3 Core Tier 1 ratio: 9.9%<sup>(1)</sup> at end-September, +51bp on the quarter
  - Retained earnings<sup>(2)</sup> and capital increase reserved for employees: +22bp
  - Significant legacy assets deleveraging: +21bp
    - Non investment grade assets net book value: EUR 1.0bn at end-September down from EUR 1.8bn at end-June
- Total Capital Ratio<sup>(1)</sup>: 13.1% at end-September
  - Target: 14-15% at end-2015
  - Inaugural AT1 issuance in August boosting total capital ratio by +27bp
- CRD4 Leverage ratio<sup>(1)</sup>: 3.3% at end-September
- (1) Fully loaded proforma based on our understanding of CRR/CRD4 rules as published on 26<sup>th</sup> June, including Danish compromise for insurance. RWA charged at 9% (2) Restated for DVA and revaluation of own debt, net of dividend provisions

**Basel 3 Core Tier 1 ratio** 



30 JUNE 2013

Non investment grade legacy assets (Net book value in EUR bn)



#### 4 - Chapter 10 : Financial information:

#### 4.1 update of Q2 13 financial information: publication of the Basel 3 leverage ratio (press release dated September 9, 2013)

Societe Generale indicates that its Basel 3 leverage ratio at the end of June 2013 stood at 3.2%<sup>\*</sup>, corresponding to a numerator of 37.4 billion euro of Tier 1 capital<sup>\*\*</sup> and a denominator of 1178 billion euro of total assets.

During the months of July and August, several factors have contributed to further reinforce this ratio:

- capital increase reserved for employees,
- disposal of legacy assets which had previously given rise to Core Tier 1 capital deductions,
- subordinated hybrid Tier 1 issue.

The combined effect of these elements on the Basel 3 leverage ratio is estimated at around +10 basis points.

<sup>\*</sup> Based on our understanding of CRR/CRD4 rules as published on 26th of June, including the Danish

compromise for insurance

<sup>&</sup>lt;sup>\*\*</sup> p. 35 of the presentation of the Q2 13 financial results

#### 4.2 Second quarter 2013 results (press release dated November 7, 2013)

#### Q3 2013: SOLID GROUP PERFORMANCE

- Core Tier 1 ratio (Basel 3): 9.9%
- NBI: EUR 5.7bn (+14.3%\* vs. Q3 12)

Business revenues up +3.8%\* vs. Q3 12, evenly-balanced contribution from the three pillars

- Significant progress in the cost-cutting plan: EUR 260m of savings secured for one-off transformation costs of EUR -170m
- Cost of risk<sup>(1)</sup> stable at 69 basis points
- Book Group net income: EUR 534m, a sixfold increase vs. Q3 12 Group net income\*\*: EUR 976m (+14.3% vs. Q3 12)

ROE\*\*: 8.5% in Q3 13

- Exclusive negotiations initiated for the purchase of Newedge, continued refocusing of the businesses
- 9M 13: GROUP NET INCOME\*\* OF EUR 2,934m (+4.3% vs. 9M 12), BUSINESSES' GROSS OPERATING INCOME UP +10.5%\* vs. 9M 12
- Book Group net income: EUR 1.9bn (EUR 1.3bn in 9M 12)
- Stable cost to income ratio\*\* vs. 9M 12
- ROE\*\*: 8.6% in 9M 13

EPS<sup>(2)</sup>: EUR 2.12

\*\* Excluding non-economic items (revaluation of own financial liabilities), legacy assets, and non-recurring items. See methodology note No. 8.

Items relating to the results for 2012 have been restated due to the implementation of the revised IAS 19: the change in accounting method involves the adjustment of data for the previous year.

(1) Excluding litigation issues, legacy assets in respect of assets at the beginning of the period. Cost of risk: 67bp in Q2 13 and 71bp in Q3 12.

(2) After deducting interest, net of tax effect, to be paid to holders of deeply subordinated notes and undated subordinated notes for 9M 13 (respectively EUR 190 million and EUR 43 million). At end-September 2013, the capital gain net of tax and accrued unpaid interest relating to buybacks of deeply subordinated notes was nil. See methodology note No. 3.

<sup>\*</sup> When adjusted for changes in Group structure and at constant exchange rates

The Board of Directors of Societe Generale met on November 6th, 2013 and examined the Group's financial statements for Q3 and the first 9 months of 2013.

Q3 net banking income and Group net income amounted to respectively EUR 5,728 million (+14.3%\* vs. Q3 12) and EUR 534 million (a sixfold increase vs. Q3 12).

When restated for non-economic items, non-recurring items and legacy assets<sup>(1)</sup>, net banking income and Group net income amounted to respectively EUR 5,898 million and EUR 976 million in Q3, generating a ROE of 8.5%\*\*.

For the first 9 months of the year, net banking income totalled EUR 17,049 million (stable\* vs. the previous year) and Group net income EUR 1,853 million (vs. EUR 1,261 million in 9M 12). When restated for non-economic items, non-recurring items and legacy assets<sup>(1)</sup>, net banking income and Group net income amounted to respectively EUR 18,274 million and EUR 2,934 million.

The Group has continued with its transformation, rolling out a new organisational set-up focused on its three pillars of excellence: the French Networks, whose structure is unchanged; International Banking & Financial Services (IBFS), which encompasses the activities of the International Retail Banking and Specialised Financial Services & Insurance divisions; Global Banking & Investor Solutions (GBIS), incorporating the activities of Corporate & Investment Banking and the Private Banking, Global Investment Management & Services division. They benefit from an evenly-balanced capital allocation, which is reflected in their respective contribution to earnings. This new organisational set-up will strengthen the revenue and cost synergies between the businesses, with the more effective integration of the customer services offering and simplified internal operating methods.

At the same time, Societe Generale has proactively pursued the refocusing of its business portfolio and the optimisation of allocated capital, by refinining its model. Accordingly, the Group has consolidated its positions in Russia through the planned purchase of VTB's share in Rosbank. Private Banking activities in Japan have been sold. Finally, Societe Generale has entered into exclusive negotiations to acquire 100% of Newedge. This will enable it to broaden its services offering from the execution of transactions to post-trade (clearing operations and associated services), and intensify its presence in the Americas and Asia regions.

The businesses have demonstrated their ability to adapt, with revenues up +3.8%\* vs. Q3 12. This constitutes a good performance given the environment. The **French Networks** posted solid revenues (+2.0% excluding PEL/CEL provisions vs. Q3 12), underpinned by dynamic deposit inflow, against the backdrop of weak credit demand. **IBFS** net banking income grew +2.7%\* overall, with record revenues in Specialised Financial Services & Insurance. Within the **GBIS** pillar, net banking income rose +7.2%\*, with comparable growth\* in **Corporate & Investment Banking** and in the **Private Banking, Global Investment Management & Services** division.

**Operating expenses** were down -0.9% vs. Q3 12. All in all, the businesses' gross operating income improved by +0.6%\* in Q3 13 vs. Q3 12. At the same time, the cost savings plan announced at the beginning of the year has now helped secure EUR 260 million of recurring savings by 2015 (cumulative total at end-September 2013), for cumulative one-off transformation costs of EUR -170 million at end-September 2013.

The **commercial cost of risk**, measured in basis points<sup>(2)</sup> was stable at 69 basis points in Q3 13 (67 basis points in Q2 13), whereas the coverage ratio increased to 79% (+1 point).

<sup>&</sup>lt;sup>(1)</sup> Non-economic items, non-recurring items and legacy assets: EUR -170 million in net banking income in Q3 13 (including the revaluation of own financial liabilities for EUR -223 million, legacy assets for EUR +61 million); in operating expenses: EUR -22 million in Q3 13 (legacy assets); net cost of risk in Q3 13: EUR -354 million, including a collective provision for litigation issues EUR -200 million and legacy assets EUR -154 million. In 9M 13, total in net banking income: EUR -1,225 million (including EUR -1,215 million for the revaluation of own financial liabilities); operating expenses: EUR -52 million for legacy assets; EUR +433 million in respect of disposals or write-downs related to subsidiaries or shareholdings (including NSGB EUR +417 million and TCW EUR +24 million); net cost of risk EUR -720 million, including collective provisions for litigation issues EUR -400 million and legacy assets EUR -320 million. Details and 2012 data in methodology note No. 8.

<sup>&</sup>lt;sup>(2)</sup> Annualised, excluding litigation issues and legacy assets, in respect of assets at the beginning of the period.

The Group's fully loaded "Basel 3" Core Tier 1 ratio stood at  $9.9\%^{(1)}$  at the end of the quarter, a significant increase of +51 basis points, due to the earnings contribution and the ongoing reduction in the legacy asset portfolio. Under "Basel 2.5", it amounted to  $11.6\%^{(2)}$ .

Commenting on the Group's results for Q3 2013, Frédéric Oudéa – Chairman and CEO – stated:

"With underlying Group net income of EUR 976 million in Q3 and approximately EUR 3 billion in the first 9 months of 2013, and a ROE of 8.6%, Societe Generale's businesses have once again demonstrated their ability to adapt to a rapidly changing environment. The Group is supported by a solid financial structure that now meets all the Basel 3 regulatory requirements. The second phase of transformation is under way. It will enable us to deliver medium-term growth and profitability, with a ROE target of 10% by end-2015. The Group will continue to reinforce and optimise its Universal Banking model centred around the customer. The implementation of a new, refocused and simplified, organisational set-up will help improve the Group's efficiency by strengthening the synergies between the businesses."

<sup>&</sup>lt;sup>(1)</sup> Pro-forma fully loaded Basel 3 Core Tier 1 ratio, based on our understanding of the CRR/CRD4 rules published on June 26th, 2013, including the Danish compromise. Basel 2.5 Core Tier 1 ratio calculated according to EBA Basel 2.5 standards (Basel 2 standards incorporating CRD3 requirements) <sup>(2)</sup> It was 10.3% in Q3 12.

#### **1 - GROUP CONSOLIDATED RESULTS**

CONSOLIDATED INCOME STATEMENT (in EUR millions)		French Networks		national ing and ancial rvices	Global Banking and Investor Solutions		Corpora	ate Centre	Group	
	Q3 13	Change	Q3 13	Change	Q3 13	Change	Q3 13	Change	Q3 13	Change
		Q3 vs. Q3		Q3 vs. Q3		Q3 vs. Q3		Q3 vs. Q3		Q3 vs. Q3
Net banking income	2,036	+2.0%(1)	1,972	+2.7%*	2,155	+7.2%*	(435)	+53.0%*	5,728	+14.3%*
Operating expenses	(1,293)		(1,096)	+3.6%*	(1,502)	+9.9%*	(48)	-28.4%*	(3,939)	+5.1%*
Gross operating income	743	+0.8%(1)	876	+1.6%*	653	+1.5%*	(483)	+51.3%*	1,789	+41.6%*
Net cost of risk	(263)		(412)	-1.5%*	(231)	+19.1%*	(188)	x 94,0*	(1,094)	+31.9%*
Operating income	480	-7.6%(1)	464	+4.5%*	422	-6.1%*	(671)	+32.5%*	695	+60.2%*
Group net income	308		289	-0.1%*	366	+2.6%*	(429)	+5.5%*	534	-1.5%*

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

(1) Excluding PEL/CEL

CONSOLIDATED INCOME STATEMENT (in EUR millions)		rench tworks	Bank Fin	national king and ancial rvices	and	l Banking Investor utions	Corpora	ate Centre	Group	
	9M 13	Change 9M vs. 9M	9M 13	Change 9M vs. 9M	9M 13	Change 9M vs. 9M	9M 13	Change 9M vs. 9M	9M 13	Change 9M vs. 9M
Net banking income	6,120	+1.2%(1)	5,962	+1.7%*	6,705	+12.5%*	(1,738)	NM*	17,049	-0.3%*
Operating expenses	(3,901)		(3,357)	+1.4%*	(4,506)	+3.0%*	(150)	+0.7%*	(11,914)	+1.7%*
Gross operating income	2,219	+2.5%(1)	2,605	+2.0%*	2,199	+38.4%*	(1,888)	-95.0%*	5,135	-4.7%*
Net cost of risk	(838)		(1,272)	-1.5%*	(487)	+10.9%*	(410)	x 51,2*	(3,007)	+27.0%*
Operating income	1,381	-9.8%(1)	1,333	+5.8%*	1,712	+48.9%*	(2,298)	NM*	2,128	-29.8%*
Group net income	883		816	+63.0%*	1,391	+44.8%*	(1,237)	NM*	1,853	-8.4%*
Group ROTE (after tax)									6.1%	
Tier 1 ratio at end of period									13.5%	

 $^{\ast}\,$  When adjusted for changes in Group structure and at constant exchange

rates

(1) Excluding PEL/CEL

2012 comparative tables in detailed sections and in Appendix 1 (statistical data)

#### Net banking income

The Group's net banking income totalled EUR 5,728 million in Q3 13 and EUR 17,049 million for the first 9 months of the year.

If non-economic items, non-recurring items and legacy assets are stripped out, revenues amounted to EUR 5,898\*\* million and EUR 18,274\*\* million in 9M 13.

The businesses' contribution to revenues was higher for all activities in Q3 13 and vs. Q3 12: +3.8%\*, with each of the three pillars contributing around one-third of the total:

- The **French Networks** continued to grow, with revenues up +1.3%\* and +2.0% excluding PEL/CEL provisions vs. Q3 12, underpinned by strong deposit inflow in an environment characterised by weak credit demand.

- In International Banking & Financial Services (IBFS), revenues were 2.7%\* higher than in Q3 12. International Retail Banking provided further evidence of the resilience of its business model (net banking income up +1.4%\* overall), while the environment remained unfavourable in Eastern Europe. At the same time, Specialised Financial Services & Insurance revenues reached a record level (up +4.4%\*), driven by dynamic Insurance activity (+12.0%\*).
- In Global Banking & Investor Solutions (GBIS), which encompasses the activities of Corporate & Investment Banking and the Private Banking, Global Investment Management & Services division, revenues were up +7.2%\*. There was an equivalent\* increase for the two divisions, Private Banking, Global Investment Management & Services (+7.4%\* vs. Q3 12, with a significant rise in Private Banking revenues) and Corporate & Investment Banking (+7.1%\*), despite continuing low interest rates, the emerging market crisis and weak volumes during the summer.

The businesses' revenues were up +4.8%\* in 9M 13 vs. 9M 12.

The accounting impact of the revaluation of the Group's own financial liabilities was EUR -223 million in Q3 13, taking the total impact of this revaluation on net banking income to EUR -1,215 million in 9M 13. It represents the bulk of the Corporate Centre's net banking income. In 2012, this revaluation had an impact of EUR -594 million in Q3 and EUR -569 million for the first 9 months of the year.

#### **Operating expenses**

The Group has continued with its efforts to control operating expenses: the cost savings plan announced at the beginning of the year has helped secure EUR -260 million of recurring savings by 2015, for one-off transformation costs of EUR -170 million at end-September 2013.

Operating expenses totalled EUR -3,939 million in Q3 13 (EUR -3,976 million in Q3 12). At end-September, cumulative operating expenses showed a limited increase of  $+1.7\%^*$  vs. the same period in 2012. If the cost savings plan is stripped out, operating expenses were stable\* in 9M 13 vs. 9M  $12^{(1)}$ , and down -4.4% in absolute terms.

When restated for non-economic and non-recurring items and the revaluation of own financial liabilities, the Group's cost to income ratio was generally stable at 64.9%\*\* in 9M 13 vs. 64.5%\*\* in 9M 12.

#### **Operating income**

The Group's gross operating income came to EUR 1,789 million in Q3 13 (EUR 1,421 million in Q3 12, +41.6%\*). Gross operating income totalled EUR 5,135 million in 9M 13 (vs. EUR 5,693 million in 2012, down -4.7%\*). In line with the businesses' revenue growth and the efforts to control operating expenses highlighted previously, the gross operating income of the Group's businesses amounted to EUR 7,023 million in 9M 13, an increase of +10.5%\* vs. 9M 12.

The Group's **net cost of risk** amounted to EUR -740 million for Q3 13, excluding collective provisions for litigation issues and legacy assets (EUR -883 million in Q3 12). In total, the Group's net cost of risk was EUR -1,094 million in Q3 13 vs. EUR -897 million in Q3 12.

The Group posted an additional collective provision for litigation issues amounting to EUR -200 million in Q3 13, taking the total for the first 9 months of the year to EUR -400 million. At end-September 2013, collective provisions for litigation issues totalled EUR 700 million.

The Group's **commercial cost of risk** (expressed as a fraction of outstanding loans) was stable at  $69^{(2)}$  basis points in Q3 13 ( $67^{(2)}$  basis points in Q3 12), in a still challenging economic environment.

- The **French Networks**' cost of risk generally remained stable at 57 basis points (vs. 58 basis points in Q2 13). The Group increased collective provisions for business customers.

 $<sup>\</sup>stackrel{(1)}{\ldots}$  Calculation that disregards the currency impact of the cost savings plan

<sup>&</sup>lt;sup>(2)</sup> Annualised, excluding litigation issues and legacy assets, in respect of assets at the beginning of the period.

- At 151 basis points (vs. 150 basis points in Q2 13), **International Retail Banking's** cost of risk was also stable, with mixed trends according to region: return to a normal situation in the Czech Republic, increase in Russia and Romania. It declined in the Mediterranean Basin.
- **Specialised Financial Services'** cost of risk remained low (119 basis points vs. 115 basis points in Q2 13), despite a challenging economic environment.
- The cost of risk of **Corporate & Investment Banking's** core activities remained low at 19 basis points (vs. 22 basis points in Q2 13), confirming the quality of the loan portfolio. Legacy assets' net cost of risk amounted to EUR -154 million in Q3 13.

The Group's NPL coverage ratio was 79% at end-September 2013, up +1 point vs. end-June 2013 and September 2012.

The Group's **operating income** came to EUR 695 million in Q3 13 vs. EUR 524 million in Q3 12 and EUR 2,128 million in 9M 13 vs. EUR 3,072 million in 9M 12. These variations can be attributed primarily to the impact of the revaluation of the Group's own financial liabilities, with a favourable relative impact in Q3 13 vs. Q3 12 and unfavourable relative impact in the first 9 months.

#### Net income

Group net income totalled EUR 534 million for Q3 13 (EUR 90 million in Q3 12), after taking into account tax (the Group's effective tax rate was 13.2% in Q3 13 – insignificant in Q3 12) and the contribution of non-controlling interests.

When corrected for non-economic items, non-recurring items and legacy assets<sup>(1)</sup>, Group net income totalled EUR 976 million in Q3 13 vs. EUR 854 million in Q3 12 (+14.3%).

Group net income amounted to EUR 1,853 million for 9M 13 (vs. EUR 1,261 million in 9M 12), with an effective tax rate of 20.1% at end-September 2013 (and 24.1% in 2012). When corrected for non-economic and non-recurring items as well as the effect of legacy assets, Group net income came to EUR 2,934 million for 9M 13, up +4.3% vs. 9M 12.

The Group's ROE, excluding non-economic items, non-recurring items and legacy assets, stood at 8.5% in Q3 13 (4.3% in absolute terms). ROTE calculated on the same basis came to 9.9% (5.0% in absolute terms). When calculated for 9M 13, ROE was 8.6% excluding non-economic items, non-recurring items and legacy assets (and 5.2% in absolute terms) for a ROTE of 10.1% (6.1% in absolute terms).

Earnings per share amounts to EUR 2.12 for the first 9 months of the year, after deducting interest payable to holders of deeply subordinated notes and undated subordinated notes<sup>(2)</sup>.

In view of the significant reinforcement of the Group's capital ratios, the Group confirms the hypothesis of a cash dividend on the basis of a payout ratio of 25%, without use of a scrip dividend option.

<sup>&</sup>lt;sup>(1)</sup> See methodology note No. 8.

<sup>&</sup>lt;sup>(2)</sup> The interest, net of tax effect, payable to holders of deeply subordinated notes and undated subordinated notes amounts to respectively EUR -65 million and EUR -14 million for Q3 13 and EUR -190 million and EUR -43 million for 9M 13.

#### 2 - THE GROUP'S FINANCIAL STRUCTURE

Group **shareholders' equity** totalled EUR 50.9 billion<sup>(1)</sup> at September 30th, 2013 and tangible net asset value per share was EUR 48.83 (corresponding to net asset value per share of EUR 56.73, including EUR 1.04 of unrealised capital gains).

The **consolidated balance sheet** totalled EUR 1,254 billion at September 30th, 2013 (EUR 1,282 billion in Q3 12 and EUR 1,250 billion at December 31st, 2012). The net amount of **customer loans** was EUR 338 billion, down EUR -12 billion vs. December 31st, 2012 (EUR -22 billion in Q3 12), reflecting the slowdown in credit demand. At the same time, **customer deposits** amounted to EUR 350 billion, up EUR +13 billion vs. December 31st, 2012.

The Group's **funded balance sheet** (see methodology note No. 7) totalled EUR 629 billion at September 30th, 2013, down EUR -23 billion vs. December 31st, 2012, with a loan/deposit ratio of 110% vs. 118% at December 31st, 2012. To-date<sup>(2)</sup>, the Group has raised EUR 23.4 billion of medium/long-term debt in 2013, with an average maturity of 5.8 years, exceeding its financing needs for the year. The Group's liquid asset buffer (net available central bank deposits and unencumbered central bank eligible assets) totalled EUR 137 billion at September 30th (vs. EUR 133 billion at December 31st, 2012), covering 129% of short-term financing needs.

The Group's **risk-weighted assets** (calculated according to Basel 2.5 rules) amounted to EUR 310.4 billion at end-September 2013 (vs. EUR 337.1 billion at end-September 2012 and EUR 324.1 billion at end-2012). The decline in the Group's risk-weighted assets continued, especially for market risks (-9.0% in the space of a year). Each of the Group's pillars accounts for around one-third of prudential commitments, with a predominance of retail banking activities: EUR 91.4 billion in the French Networks, EUR 106.4 billion for International Banking & Financial Services and EUR 106.2 billion for Global Banking & Investor Solutions. In line with continuing efforts to reduce the legacy asset portfolio, this portfolio's risk-weighted assets were down -24.4% in Q3 (and reduced by almost two-thirds in the space of a year); they now account for 1.8% of the Group's risk-weighted commitments.

The Group's **Core Tier 1 ratio**, calculated according to Basel 2.5 rules, stood at 11.6%<sup>(3)</sup>. According to Basel 3 rules<sup>(4)</sup>, it amounted to 9.9% at September 30th, up +51 basis points in Q3. The majority of this increase is due to capital generation (income, net of dividends, for Q3 and capital increase reserved for employees, +22 basis points) and initiatives to reduce the Group's legacy asset portfolio (+21 basis points). The Tier 1 ratio (Basel 2.5) stood at 13.5% at end-September 2013 (vs.12.0% a year earlier).

The leverage ratio stood at 3.3% according to Basel 3 rules<sup>(4)</sup>.

The Group is rated by the rating agencies DBRS (AA – low), FitchRatings (A, rating allocated on July 17th, 2013), Moody's (A2) and Standard & Poor's (A).

<sup>&</sup>lt;sup>(1)</sup> This figure includes notably (i) EUR 5.3 billion of deeply subordinated notes and (ii) EUR 1.5 billion of undated subordinated notes

<sup>&</sup>lt;sup>(2)</sup> As at October 28th, 2013

<sup>&</sup>lt;sup>(3)</sup> It was 10.3% at September 30th, 2012

<sup>&</sup>lt;sup>(4)</sup> Basel 3 Core Tier 1 ratio and leverage ratio calculated according to our understanding of the CRR/CRD4 rules published on June 26th, 2013. Fully loaded Core Tier 1, including the Danish compromise.

#### **3 - FRENCH NETWORKS**

In EUR m	Q3 12	Q3 13	Change Q3 vs. Q3	9M 12	9M 13	Change 9M vs. 9M
Net banking income	2,010	2,036	+1.3% +2.0%(1)	6,093	6,120	+0.4% +1.2%(1)
Operating expenses	(1,258)	(1,293)	+2.8%	(3,882)	(3,901)	+0.5%
Gross operating income	752	743	-1.2% +0.8%(1)	2,211	2,219	+0.4% +2 <i>.5%(1)</i>
Net cost of risk	(216)	(263)	+21.8%	(631)	(838)	+32.8%
Operating income	536	480	-10.4%	1,580	1,381	-12.6%
Group net income	351	308	-12.3%	1,037	883	-14.9%

(1) Excluding PEL/CEL

The **French Networks** delivered a solid performance and higher revenues, despite a still challenging macroeconomic environment in France in Q3.

Despite a still competitive market for deposit inflow, balance sheet outstandings rose +9.6% vs. Q3 12 to EUR 156.9 billion. This performance was driven by the inflow on term deposits and certificates of deposit which progressed +24.6% vs. Q3 12. Regulated savings (excluding PEL savings account) were 8.4% higher. Livret A (passbook savings accounts) and sustainable development savings accounts continued to benefit from the increase in ceilings. The French Networks remained fully committed to serving their customers and continued to support the economy, assisting both businesses and individuals with the financing of their projects. Outstanding loans to businesses amounted to EUR 77.7 billion (EUR 79.9 billion in Q3 12) whereas outstanding loans to individuals totalled EUR 95.2 billion (stable vs. Q3 12). The loan/deposit ratio stood at 111% in Q3 13 vs. 114% in Q2 13 and 123% in Q3 12.

Societe Generale was awarded the title of "Customer Service of the Year 2014" in the Banking Category, attributed by Viséo Conseil in October 2013. It rewards the commitment of the Bank's teams in satisfying its customers. In September 2013, Boursorama was named "best online bank" by the magazine *Le Revenu*, (for professional profile clients).

The French Networks' **revenues** were up +1.3% vs. Q3 12, with net banking income of EUR 2,036 million in Q3 13. Net banking income was 2.0% higher than in Q3 12 excluding PEL/CEL provisions. The increase in the interest margin excluding PEL/CEL provisions (+2.9% vs. Q3 12) can be explained by a favourable volume effect on deposits, the decline in the Livret A rate and a positive trend in the loan margin. Commissions rose +1.0% over this same period. The French Networks generated net banking income of EUR 6,120 million in the first 9 months of the year, up 1.2% vs. 9M 12 (excluding PEL/CEL provisions).

Operating expenses were 2.8% higher than in Q3 12, mainly due to temporary effects<sup>(1)</sup>. The French Networks generated gross operating income of EUR 743 million, up +0.8% (excluding PEL/CEL provisions). At 0.5%, the increase in operating expenses was more moderate<sup>(1)</sup> in the first 9 months of the year and the French Networks generated gross operating income of EUR 2,219 million, up +2.5% vs. 9M 12 (excluding PEL/CEL provisions).

The net cost of risk amounted to EUR 263 million in Q3 13 vs. EUR 216 million in Q3 12. The cost of risk (expressed as a fraction of outstanding loans) was down 1 basis point vs. Q2 13 at 57 basis points in Q3 13.

The French Networks' contribution to Group net income totalled EUR 308 million in Q3 13 (down -12.3% vs. Q3 12) against the backdrop of a weak French economy. The figure for the first nine months of the year was EUR 883 million (EUR 1,037 million in 9M 12).

<sup>&</sup>lt;sup>(1)</sup> Notably the allocation of the systemic tax to the businesses from the beginning of 2013. It was only allocated to them in Q4 12 last year. If 75% of the tax allocated at the end of the year is included in 9M 12 expenses (EUR 35.5 million), the French Networks' operating expenses are down -0.2% in total for the first 9 months.

#### **4 - INTERNATIONAL BANKING & FINANCIAL SERVICES**

The new International Banking & Financial Services division encompasses International Retail Banking and Specialised Financial Services & Insurance.

	Interna	International Banking and Financial Services				ernational	Retail Ba	nking	Specialised Financial Services & Insurance			
	Q3 12	Q3 13		Change		Q3 12 Q3 13 Change		•	Q3 12	Q3 13		ange
			Q3 v	/s. Q3			Q3 vs. Q3		_		Q3 v	s. Q3
Net banking income	2,119	1,972	-6.9%	+2.7%*	1,250	1,084	-13.3%	+1.4%*	869	888	+2.2%	+4.4%*
Operating expenses	(1,180)	(1,096)	-7.1%	+3.6%*	(732)	(655)	-10.5%	+4.7%*	(448)	(441)	-1.6%	+2.1%*
Gross operating income	939	876	-6.7%	+1.6%*	518	429	-17.2%	-3.3%*	421	447	+6.2%	+6.8%*
Net cost of risk	(480)	(412)	-14.2%	-1.5%*	(302)	(256)	-15.2%	+4.0%*	(178)	(156)	-12.4%	-9.3%*
Operating income	459	464	+1.1%	+4.5%*	216	173	-19.9%	-12.2%*	243	291	+19.8%	+18.3%*
Group net income	291	289	-0.7%	-0.1%*	112	84	-25.0%	-23.5%*	179	205	+14.5%	+14.9%*

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

	Interna	International Banking and Financial Services				ternationa	l Retail Bar	king	Specialised Financial Services & Insurance											
	9M 12	9M 13	Change		Change		Change		Change		Change		9M 12	9M 13	Cha	inge	9M 12	9M 13	Ch	ange
			9M v	9M vs. 9M			9M vs. 9M				9M v	/s. 9M								
Net banking income	6,310	5,962	-5.5%	+1.7%*	3,715	3,315	-10.8%	+0.5%*	2,595	2,647	+2.0%	+3.1%*								
Operating expenses	(3,604)	(3,357)	-6.9%	+1.4%*	(2,248)	(2,015)	-10.4%	+1.6%*	(1,356)	(1,342)	-1.0%	+1.1%*								
Gross operating income	2,706	2,605	-3.7%	+2.0%*	1,467	1,300	-11.4%	-1.0%*	1,239	1,305	+5.3%	+5.2%*								
Net cost of risk	(1,524)	(1,272)	-16.5%	-1.5%*	(1,012)	(808)	-20.2%	+2.0%*	(512)	(464)	-9.4%	-7.0%*								
Operating income	1,182	1,333	+12.8%	+5.8%*	455	492	+8.1%	-5.7%*	727	841	+15.7%	+13.7%*								
Group net income	435	816	+87.6%	+63.0%*	(74)	222	NM	NM*	509	594	+16.7%	+16.8%*								

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

#### 4.1 International Retail Banking

In EUR m	Q3 12	Q3 13	Change Q3 vs. Q3	9M 12	9M 13	Change 9M vs. 9M
Net banking income	1,250	1,084	-13.3%	3,715	3,315	-10.8%
On a like-for-like basis*			+1.4%			+0.5%
Operating expenses	(732)	(655)	-10.5%	(2,248)	(2,015)	-10.4%
On a like-for-like basis*			+4.7%			+1.6%
Gross operating income	518	429	-17.2%	1,467	1,300	-11.4%
On a like-for-like basis*			-3.3%			-1.0%
Net cost of risk	(302)	(256)	-15.2%	(1,012)	(808)	-20.2%
Operating income	216	173	-19.9%	455	492	+8.1%
On a like-for-like basis*			-12.2%			-5.7%
Group net income	112	84	-25.0%	(74)	222	NM

International Retail Banking's Q3 commercial activity continued in the same vein as H1 2013.

At EUR 61.6 billion, there was a slight increase in International Retail Banking's outstanding loans (+0.8%\* vs. Q3 12) against the backdrop of sluggish economic growth in Europe, with a contrasting trend in outstandings between business customers (-4.5%\*) and individual customers (+7.9%). In this environment, Russia and the Czech Republic stood out on account of the dynamic growth of their outstanding loans.

At the same time, there was an acceleration in the growth of outstanding deposits (+9.2%\*) vs. end-September 2012 to EUR 64.4 billion in Q3 13, with a particularly strong inflow for business customers and still buoyant growth in Russia (+20%\*) and in Central and Eastern European countries (+14.7%\*).

International Retail Banking revenues rose slightly (+1.4%\* vs. Q3 12) to EUR 1,084 million. Revenues were higher in Russia and Sub-Saharan Africa, whereas they were stable in the Czech Republic and lower in Romania in conjunction with the continuing low interest rate environment in Europe, and in the Mediterranean Basin.

Costs rose +4.7%\* vs. Q3 12, due primarily to wage increases in Sub-Saharan Africa and the Mediterranean Basin and ongoing expansion in these regions.

The division's gross operating income came to EUR +429 million in Q3 13, down -3.3%\* vs. Q3 12.

International Retail Banking's contribution to Group net income totalled EUR +84 million in Q3 13. This was -25.0% lower than in Q3 12, but higher than in the previous quarter (EUR 59 million).

The division posted revenues of EUR 3,315 million, gross operating income of EUR 1,300 million and a contribution to Group net income of EUR 222 million in the first 9 months of 2013.

**In Russia** (structure including Rosbank, Delta Credit and 25% of Rusfinance), the Q3 results provided further evidence of the improvement observed in H1 2013. Commercial growth remains on a solid trend: outstanding loans rose +10.2%\* vs. Q3 12 to EUR 12.3 billion, driven by the dynamic individual customer segment (+18.8%\*). Despite a healthy level of loan production in Q3, outstanding loans to business customers were slightly lower due to the high level of loan repayments over the period. At the same time, outstanding deposits enjoyed robust growth for both customer segments (up +20% at EUR 8.7 billion overall), reflecting the success of the deposit inflow strategy initiated by the Group. As a result, the loan /deposit ratio continued to rapidly improve.

These good results were reflected in the increase in net banking income  $(+16.8\%^*)^{(1)}$  vs. Q3 12. Over the same period, costs remained under control  $(+4.8\%^*)$  against the backdrop of inflation close to 6.5% in 2013. The contribution to Group net income came to EUR 13 million, up +44%\* vs. Q3 12.

**All in all, the SG Russia**<sup>(2)</sup> entity made a EUR 32 million contribution to Q3 Group net income. The SG Russia entity's ROE stood at 10.3% in Q3 13, based on the normative capital allocated by the Group.

**In the Czech Republic,** despite a sluggish economic environment and increased competition, Komercni Banka's (KB) commercial activity remained buoyant: outstanding loans rose +3.2%\* (to EUR 17.9 billion) and outstanding deposits increased +7.8%\* vs. end-September 2012 (to EUR 23.8 billion). This positive volume effect was offset by the successive margin declines on deposits in 2013 due to low interest rates. As a result, there was a slight drop in revenues (-0.7%\*) vs. Q3 12 to EUR 269 million. Over the same period, there was a limited increase (+0.8%\*) in operating expenses to EUR 130 million. The contribution to Group net income amounted to EUR 60 million in Q3 13 (vs. EUR 63 million in Q3 12).

**In Romania**, in a still fragile economic environment, BRD's outstanding loans were down -10.1%\* (at EUR 6.7 billion) vs. end-September 2012, adversely affected by the sharp decline in the business segment, whereas outstandings for individual customers were stable. Over the same period, outstanding deposits increased substantially (+6.7%\* to EUR 7.6 billion), driven by the business segment and reflecting businesses' wait-and-see attitude. Against this backdrop, Romania's revenues came to EUR 145 million in Q3 13 (down -2.0%\* vs. Q3 12) while operating expenses amounted to EUR 82 million. Net income was close to breakeven (loss of EUR -7 million vs. a loss of EUR -15 million in Q3 12).

In the **other Central and Eastern European countries**, the Group gained new customers (number of customers up 6.1% vs. Q3 12) and substantially increased its outstanding deposits which rose +14.7%<sup>\*</sup> (to EUR 7.5 billion) driven by business customers. In contrast with this momentum, loan activity experienced weak growth over the same period (+0.7%<sup>\*</sup> to EUR 8.4 billion). Despite the positive volume effect from deposits, revenues were stable vs. Q3 12 at EUR 126 million (+0.3%<sup>\*</sup>) due to the decline in activity in Croatia. Over the same period, costs were 6.4%<sup>\*</sup> higher owing to an increase in payroll costs. The region's net income came to EUR 4 million.

In the **Mediterranean Basin**, deposits were 3.0%\* higher than at end-September 2012 at EUR 7.8 billion, with a marked increase in Algeria. Outstanding loans remained lower in Q3 13 (-3.7%\* vs. Q3 12 at EUR 7.9 billion), adversely affected by a decline in Morocco. Net banking income was down -3.4%\* vs. Q3 12 due primarily to a change in commission and foreign exchange regulations in Algeria. Over the same period, operating expenses increased +5.8%\* in conjunction with the network's expansion (16 new branches in the space of a year) and due to the effect of high local inflation.

In **Sub-Saharan Africa**, outstanding loans rose  $+2.3\%^*$  vs. Q3 12 to EUR 3.0 billion, despite the decline observed in Côte d'Ivoire, which partially masked the good performances in the individual customer segment. There was a further strong increase in outstanding deposits ( $+6.3\%^*$ ) to EUR 4.2 billion over the same period, resulting in revenues up  $+6.8\%^*$  vs. Q3 12 at EUR 103 million. The Group expanded its network, with 14 new branches in the space of a year. This led to operating expenses rising  $+17.2\%^*$  vs. Q3 12. Gross operating income came to EUR 37 million.

<sup>&</sup>lt;sup>(1)</sup> At end-2012, the entities BelRosbank (Byelorussia) and AVD, Rosbank's debt recovery subsidiary, were sold as part of the Group's refocusing

<sup>&</sup>lt;sup>(2)</sup> SG Russia's result: contribution of Rosbank, Delta Credit Bank, Rusfinance Bank, Societe Generale Insurance, ALD automotive and their consolidated subsidiaries to the businesses' results.

#### 4.2 Specialised Financial Services & Insurance

In EUR m	Q3 12	Q3 13	ChangeQ3 vs. Q3	9M 12	9M 13	Change9M vs. 9M
Net banking income	869	888	+2.2%	2,595	2,647	+2.0%
On a like-for-like basis*			+4.4%			+3.1%
Operating expenses	(448)	(441)	-1.6%	(1,356)	(1,342)	-1.0%
On a like-for-like basis*			+2.1%			+1.1%
Gross operating income	421	447	+6.2%	1,239	1,305	+5.3%
On a like-for-like basis*			+6.8%			+5.2%
Net cost of risk	(178)	(156)	-12.4%	(512)	(464)	-9.4%
Operating income	243	291	+19.8%	727	841	+15.7%
On a like-for-like basis*			+18.3%			+13.7%
Group net income	179	205	+14.5%	509	594	+16.7%

#### The Specialised Financial Services & Insurance division comprises:

- (i) **Specialised Financial Services** (operational vehicle leasing and fleet management, equipment finance, consumer finance),
- (ii) **Insurance** (Life, Personal Protection, Property and Casualty).

**Specialised Financial Services & Insurance** posted a good performance in Q3 13, with a contribution to Group net income of EUR 205 million, up +14.5% vs. Q3 12.

**Operational Vehicle Leasing and Fleet Management** experienced continued growth in its fleet: with approximately 990,000 vehicles at end-September 2013, the increase was +5.6%<sup>(1)</sup> vs. end-September 2012. Growth was underpinned by the successful development of its partnerships with car manufacturers and retail banking networks.

Against the backdrop of a slowdown in investment, **Equipment Finance** proved resilient thanks to strong positions, particularly in vendor programs: new business experienced a limited decline (-2.6%\*) vs. Q3 12 to EUR 1.6 billion (excluding factoring) – in Scandinavia and the UK, new business was buoyant (at respectively +7.2%\* and +20.3%\*). Margins held up well thanks to the business' selective origination policy. Outstandings totalled EUR 16.9 billion excluding factoring, down -4.0%\* vs. end-September 2012.

In a still sluggish environment, new **Consumer Finance** business was nevertheless +3.7%\* higher in Q3 13 than in Q3 12 at EUR 2.4 billion on the back of successful partnerships in Germany. Outstandings fell -2.2%\* vs. end-September 2012 to EUR 21.3 billion.

**Specialised Financial Services'** net banking income was up +2.5%\* vs. Q3 12 at EUR 701 million. Gross operating income increased +5.5%\* to EUR 332 million, benefiting from stable operating expenses (EUR -369 million).

**Specialised Financial Services'** net cost of risk fell to EUR 156 million in Q3 13 (119 basis points) vs. EUR 178 million in Q3 12 (123 basis points). It was slightly higher (EUR +3 million) than in Q2 13.

**Specialised Financial Services'** contribution to Group net income totalled EUR 124 million (+19.2% vs. Q3 12) and ROE stood at 13.7% in Q3 13, with a stable capital allocation to the businesses since 2009. The contribution to Group net income was EUR 352 million in 9M 13 (+23.1% vs. 9M 12).

**Specialised Financial Services** continued with its external refinancing initiatives which totalled EUR 3.1 billion for 2013. They included, in particular, the successful placement of the second auto receivables securitisation deal in Germany for EUR 915 million.

<sup>&</sup>lt;sup>(1)</sup> At constant structure

The **Insurance** activity posted a good performance in Q3 13, with net banking income up +12.0%\* vs. Q3 12, at EUR 187 million.

Outstandings in life insurance savings continued to grow in Q3 to EUR 82.8 billion (+6.1%\* vs. end-September 2012) and net inflow totalled EUR 0.1 billion in Q3 13.

Personal Protection and Property/Casualty insurance continued to enjoyed robust growth, driven by their international expansion, notably in Poland, with premiums up +20.0%\* vs. Q3 12.

The Insurance activity's contribution to Group net income was EUR 81 million in Q3 13 and EUR 242 million in the first 9 months of 2013.

#### **5 - GLOBAL BANKING & INVESTOR SOLUTIONS**

The new Global Banking & Investor Solutions division encompasses Corporate & Investment Banking and the activities of Private Banking, Global Investment Management & Services.

	Glo	Global Banking and Investor Solutions				orate & In	vestment	Banking	Private Banking, Global Investment Management and Services			
	Q3 12	Q3 13		Change Q3 vs. Q3		Q3 13		ange vs. Q3	Q3 12	Q3 13		ange rs. Q3
Net banking income	2,160	2,155	-0.2%	+7.2%*	1,639	1,696	+3.5%	+7.1%*	521	459	-11.9%	+7.4%*
Operating expenses	(1,470)	(1,502)	+2.2%	+9.9%*	(1,007)	(1,111)	+10.3%	+14.3%*	(463)	(391)	-15.6%	-0.9%*
Gross operating income	690	653	-5.4%	+1.5%*	632	585	-7.4%	-4.3%*	58	68	+17.2%	x 2,1*
Net cost of risk	(199)	(231)	+16.1%	+19.1%*	(197)	(212)	+7.6%	+10.4%*	(2)	(19)	x9.5	x 9,5*
Operating income	491	422	-14.1%	-6.1%*	435	373	-14.3%	-11.0%*	56	49	-12.5%	+59.5%*
Group net income	385	366	-4.9%	+2.6%*	322	305	-5.3%	-1.6%*	63	61	-3.2%	+30.5%*

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

	Global Banking and Investor Solutions				Corpo	orate & In	vestment I	Banking	Private Banking, Global Investment Management and Services			
	9M 12	9M 13		Change 9M vs. 9M		9M 12 9M 13 Chan 9M vs.		0		9M 13		ange ′s. 9M
Net banking income	6,336	6,705	+5.8%	+12.5%*	4,729	5,288	+11.8%	+14.7%*	1,607	1,417	-11.8%	+4.8%*
Operating expenses	(4,651)	(4,506)	-3.1%	+3.0%*	(3,232)	(3,297)	+2.0%	+4.1%*	(1,419)	(1,209)	-14.8%	+0.1%*
Gross operating income	1,685	2,199	+30.5%	+38.4%*	1,497	1,991	+33.0%	+37.9%*	188	208	+10.6%	+43.8%*
Net cost of risk	(443)	(487)	+9.9%	+10.9%*	(434)	(466)	+7.4%	+8.4%*	(9)	(21)	x2.3	x 2,3
Operating income	1,242	1,712	+37.8%	+48.9%*	1,063	1,525	+43.5%	+50.4%*	179	187	+4.5%	+37.9%*
Group net income	819	1,391	+69.8%	+44.8%*	804	1,173	+45.9%	+51.9%*	15	218	x14.5	+15.5%*

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

In EUR m	Q3 12	Q3 13	Change Q3 vs. Q3	9M 12	9M 13	Change 9M vs. 9M
Net banking income	1,639	1,696	+3.5%	4,729	5,288	+11.8%
On a like-for-like basis*			+7.1%			+14.7%
Financing and Advisory	481	442	-8.1%	1,146	1,319	+15.1%
On a like-for-like basis*			-7.5%			+16.8%
Global Markets (1)	1,252	1,193	-4.7%	3,846	3,834	-0.3%
On a like-for-like basis*			-0.3%			+2.5%
Legacy assets	(94)	61	NM	(263)	135	NM
Operating expenses	(1,007)	(1,111)	+10.3%	(3,232)	(3,297)	+2.0%
On a like-for-like basis*			+14.3%			+4.1%
Gross operating income	632	585	-7.4%	1,497	1,991	+33.0%
On a like-for-like basis*			-4.3%			+37.9%
Net cost of risk	(197)	(212)	+7.6%	(434)	(466)	+7.4%
O.w. Legacy assets	(14)	(154)	x11.0	(167)	(320)	+91.6%
Operating income	435	373	-14.3%	1,063	1,525	+43.5%
On a like-for-like basis*			-11.0%			+50.4%
Group net income	322	305	-5.3%	804	1,173	+45.9%

#### 5.1 Corporate & Investment Banking

(1) O.w. "Equities" EUR 675m in Q3 13 (EUR 575m in Q3 12) and "Fixed income,

Currencies and Commodities" EUR 517m in Q3 13 (EUR 678m in Q3 12)

**Corporate & Investment Banking** revenues totalled EUR 1,696 million in Q3 13, an increase of +7.1%\* vs. Q3 12. Revenues were up +14.7%\* at EUR 5,288 million in the first 9 months of the year vs. EUR 4,729 million in 9M 12.

**Corporate & Investment Banking's core activities** posted revenues down -2.3%\* year-on-year, at EUR 1,635 million in Q3 13. This was due to an unfavourable comparison effect with Q3 12, which was supported by the ECB's accommodative monetary policy. When restated for various non-recurring items (in Q3 13: EUR -8 million in respect of CVA/DVA<sup>(1)</sup>; in Q3 12: EUR -84 million in respect of the net discount on loan sales), revenues were -9.6% lower year-on-year. Revenues totalled EUR 5,153 million in the first 9 months of the year vs. EUR 4,992 million in 9M 12, demonstrating the recurring nature and low volatility of the revenues of SG CIB's core activities, which were underpinned by client-driven activity.

At EUR 675 million, **Equity** activities turned in a solid commercial performance for both structured and flow products. The division's revenues were up +11.0% year-on-year excluding the positive CVA/DVA contribution of EUR +38 million. Lyxor's assets under management were also higher, on the back of a substantial inflow in Q3 in line with the extension of its product range. Finally, SG CIB's multi-product expertise on structured products was once again rewarded with it being voted "Most Innovative Investment Bank in Structured Investor Products" by the magazine "The Banker" (October 2013).

Despite an unfavourable market environment, **Fixed Income, Currencies & Commodities** posted resilient revenues vs. Q3 12 which represented a high comparison base. When restated for the CVA/DVA impact of EUR -21 million in Q3 13, revenues were down -20.7% year-on-year. Fixed income and currency activities delivered a strong commercial performance on the back of buoyant demand in Europe, especially from Corporate clients. For example, SG CIB participated as global coordinator in a major rate hedging transaction (nominal value of EUR 42 billion) on behalf of SAREB<sup>(2)</sup> (asset management company in charge of the banking restructuring plan in Spain).

<sup>&</sup>lt;sup>(1)</sup> Fair value adjustment in respect of credit risk following the implementation of IFRS 13

<sup>&</sup>lt;sup>(2)</sup> In 2012 and 2013, SAREB issued a total of EUR 50 billion of floating-rate bonds. In order to reduce the uncertainty related to the medium/long-term interest rate trend and in order to reduce its financial costs, the Board of Directors opted to hedge EUR 42 billion via an interest rate swap

At EUR 443 million, **Financing & Advisory** revenues were lower than in Q3 12 (-17.0% when restated for the CVA/DVA impact of EUR -25 million in Q3 13 and the net discount on loan sales as part of deleveraging, amounting to EUR -84 million in Q3 12). Financing activities' results were mixed: they were lower compared with a particularly strong Q3 12, but higher for the first 9 months of the year. SG CIB strengthened its capital markets positioning. It was ranked<sup>(1)</sup> No. 5 in "all international Euro denominated bonds", No. 3 in "all Euro corporate bonds", No. 6 in "all Euro financial institution bonds" and No. 7 in "ECM and EQL Euro denominated". SG CIB played a leading role in several deals: in particular, it was mandated by the UK Debt Management Office as lead manager for the reopening of its GBP 30-year inflation-linked benchmark bond. This issue represents the fourth syndicated transaction by the UK DMO and the second for an index-linked bond in respect of its 2013/2014 programme. SG CIB also acted as Lead Arranger for the implementation of a USD 8 billion syndicated loan for Alibaba in Asia.

**Legacy assets** made a positive revenue contribution of EUR 61 million in Q3 13. During the quarter, the Group continued with its policy of reducing the size of the portfolio of non-investment grade assets for which net exposure declined from EUR 1.8 billion to EUR 1.0 billion. Revenues totalled EUR 135 million in the first 9 months of the year vs. EUR -263 million in 9M 12.

The division's operating expenses amounted to EUR -1,111 million in Q3 13, up +14.3%\* vs. Q3 12. This was due primarily to the allocation of systemic taxes to the businesses as from Q4 12, an increase in the "Contribution Sociale de Solidarité des Sociétés" (corporate social solidarity contribution), and other temporary factors. There was a limited increase in operating expenses in the first 9 months of the year (+4.1%\* to EUR -3,297 million vs. EUR -3,232 million in 9M 12).

Corporate & Investment Banking's net cost of risk amounted to EUR -212 million in Q3 13, up +10.4%\* yearon-year. Core activities' **cost of risk** remained low at 19 basis points. Legacy assets' net cost of risk came to EUR -154 million in Q3 13, due largely to the efforts to reduce the size of the portfolio.

The net cost of risk increased +8.4%\* to EUR -466 million in the first 9 months of the year (vs. EUR -434 million in 9M 12).

Corporate & Investment Banking's contribution to Group net income totalled EUR 305 million in Q3 vs. EUR 322 million in Q3 12. The contribution to Group net income was EUR 1,173 million in the first 9 months of the year, substantially higher than in 9M 12 (+45.9%). ROE came to 12% overall in the first 9 months of the year (Basel 3 at 10%) and 17% for core activities.

<sup>&</sup>lt;sup>(1)</sup> As at October 24th, 2013

#### 5.2 Private Banking, Global Investment Management & Services

In EUR m		Q3 12	Q3 13	Change Q3 vs. Q3	9M 12	9M 13	Change 9M vs. 9M
Net banking income		521	459	-11.9%	1,607	1,417	-11.8%
	On a like-for-like basis*			+7.4%			+4.8%
Operating expenses		(463)	(391)	-15.6%	(1,419)	(1,209)	-14.8%
	On a like-for-like basis*			-0.9%			+0.1%
Operating income		56	49	-12.5%	179	187	+4.5%
	On a like-for-like basis*			+59.5%			+37.9%
Group net income		63	61	-3.2%	15	218	x14.5
o.w. Private Banking		16	42	x2.6	66	130	+97.0%
o.w. Asset Management		39	21	-46.2%	(92)	71	NM
o.w. SG SS & Brokers		8	(2)	NM	41	17	-58.5%

Private Banking, Global Investment Management & Services consists of four activities:

- (i) **Private Banking** (Societe Generale Private Banking)
- (ii) Societe Generale Securities Services (SGSS)
- (iii) **Brokerage** (Newedge<sup>(1)</sup>)
- (iv) Asset Management (Amundi<sup>(1)</sup>, TCW which was sold on February 6th, 2013)

**Global Investment Management & Services**' Q3 contribution to Group net income was in line with Q3 12, in an unfavourable market environment.

The division's revenues of EUR 459 million were up +7.4%\* year-on-year. At EUR -391 million, operating expenses were -0.9%\* lower than in Q3 12. This resulted in gross operating income of EUR 68 million, a twofold\* increase vs. Q3 12. The division's contribution to Group net income totalled EUR 61 million, vs. EUR 63 million in Q3 12.

Net banking income amounted to EUR 1,417 million in the first 9 months of the year, up +4.8%\* vs. 9M 12. The contribution to Group net income came to EUR 218 million vs. EUR 215 million in 9M 12, excluding goodwill write-down of EUR 200 million recorded in Q2 12.

#### Private Banking

**Private Banking** enjoyed robust commercial activity in Q3 13, particularly for structured products. This performance helped boost the gross margin to 108 basis points (99 basis points<sup>(2)</sup>) vs. 83 basis points in Q3 12. The business line's assets under management amounted to EUR 83.9 billion at end-September. This was due to a positive inflow of EUR +0.8 billion in Q3, mainly driven by France and Asia, a "market" effect of EUR +0.7 billion and a "currency" impact of EUR +0.1 billion. In contrast, the disposal of the business in Japan on October 1st generated a "structure" effect of EUR -2.2 billion. In October, Private Banking was named "Outstanding Wealth Manager and Trust Provider" by *Private Banker International*.

At EUR 227 million, Private Banking's revenues rose  $+16.0\%^{(2)}$  vs. Q3 12. Operating expenses were stable over the same period at EUR 156 million. Gross operating income totalled EUR +71 million in Q3 (vs. EUR 24 million in Q3 12). The business line's contribution to Group net income amounted to EUR 42 million (vs. EUR 16 million in Q3 12) despite a EUR -15 million provision in Q3 13 for two loan dossiers.

Net banking income amounted to EUR 663 million in the first 9 months of the year, up +16.4%<sup>(2)</sup> vs. 9M 12. Operating expenses were 3.2% higher at EUR -477 million and Private Banking's contribution to Group net income was EUR 130 million vs. EUR 66 million in 9M 12.

<sup>&</sup>lt;sup>(1)</sup> Exclusive negotiations initiated for the acquisition of 50% of Newedge and the disposal of 5% of Amundi on November 7th, 2013

<sup>&</sup>lt;sup>(2)</sup> Excluding non-recurring income resulting from a EUR 17 million provision write-back in Q3 12.

#### Societe Generale Securities Services (SGSS) and Brokerage (Newedge)

**Securities Services** saw its assets under custody increase +7.7% to EUR 3,609 billion vs. end-September 2012. Assets under administration rose +11.6% over the same period to EUR 500 billion. **Newedge** retained a stable market share (11.9%) in 9M 13 vs. 9M 12 in a bear market environment, and despite a backdrop of restructuring.

At EUR 224 million, Securities Services and Brokerage revenues fell -9.7%\* in Q3 vs. Q3 12, due to the decline in brokerage revenues. The businesses continued with their operating efficiency initiatives, which helped reduce operating expenses by -4.6%\* vs. Q3 12 to EUR -226 million. The contribution to Group net income amounted to EUR -2 million.

Net banking income amounted to EUR 734 million in the first 9 months of the year, down -8.1%\* year-onyear. Operating expenses declined -4.7%\* to EUR -706 million and the business line's contribution to Group net income totalled EUR 17 million.

#### Asset Management

Amundi's contribution to Group net income came to EUR 22 million in Q3 13 (EUR 26 million in Q3 12) and EUR 75 million in the first 9 months of the year (EUR 87 million in 9M 12).

#### 6 - CORPORATE CENTRE

In EUR m	Q3 12	Q3 13	Change Q3 vs. Q3	9M 12	9M 13	Change 9M vs. 9M
Net banking income	(892)	(435)	+51.2%	(759)	(1,738)	NM
On a like-for-like basis*			+53.0%			NM
Operating expenses	(68)	(48)	-29.4%	(150)	(150)	-0.0%
On a like-for-like basis*			-28.4%			+0.7%
Gross operating income	(960)	(483)	+49.7%	(909)	(1,888)	NM
On a like-for-like basis*			+51.3%			-95.0%
Net cost of risk	(2)	(188)	x94.0	(23)	(410)	x17.8
Operating income	(962)	(671)	+30.2%	(932)	(2,298)	NM
On a like-for-like basis*			+32.5%			NM
Group net income	(937)	(429)	+54.2%	(1,030)	(1,237)	-20.1%

The Corporate Centre includes:

- the Group's property portfolio, offices and other premises
- the banking and industrial equity portfolio
- the Treasury function for the Group, certain costs related to cross-functional projects and certain costs incurred by the Group and not reinvoiced.

The Corporate Centre's net banking income amounted to EUR -435 million in Q3 13 vs. EUR -892 million in Q3 12. It includes the revaluation of the Group's own financial liabilities amounting to EUR -223 million (vs. EUR -594 million in Q3 12).

Q3 operating expenses amounted to EUR -48 million vs. EUR -68 million in Q3 12.

Gross operating income came to EUR -483 million in Q3. When restated for the non-economic item mentioned above, it amounted to EUR -260 million and can be explained principally by the additional financing cost for the excess liquidity currently held by the Group. This is borne by the Corporate Centre which provides the Group's Treasury function.

The net cost of risk amounted to EUR -188 million in Q3 13, vs. EUR -2 million in Q3 12, due to an additional collective provision for litigation issues amounting to EUR -200 million.

The net result for the Corporate Centre was a loss of EUR -429 million in Q3 13, vs. EUR -937 million in Q3 12.

Gross operating income totalled EUR -1,888 million in the first 9 months of the year, vs. EUR -909 million in 9M 12. When restated for non-economic and non-recurring items (see methodology note No. 8), it amounted to EUR -706 million. The contribution to Group net income was EUR -1,237 million, vs. EUR -1,030 million in 9M 12.

#### 7 - 2013/2014 FINANCIAL CALENDAR

2013 financial communication calendar						
February 12th, 2014	Publication of fourth quarter and FY 2013 results					
May 6th, 2014	Publication of first quarter 2014 results					
May 13th, 2014	Investor Day					
May 20th, 2014	Annual General Meeting					

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:

The Group may be unable to: - anticipate all the risks, uncertainties or other factors likely to affect its business and to appraise their potential impact on its operations; - precisely evaluate the extent to which the occurrence of a risk or 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.

#### 8 - APPENDIX 1: STATISTICAL DATA

#### CONSOLIDATED INCOME STATEMENT

(in EUR millions)

	Q3 12	Q3 13		ange s. Q3	9M 12	9M 13		ange s. 9M
Net banking income	5,397	5,728	+6.1%	+14.3%*	17,980	17,049	-5.2%	-0.3%*
Operating expenses	(3,976)	(3,939)	-0.9%	+5.1%*	(12,287)	(11,914)	-3.0%	+1.7%*
Gross operating income	1,421	1,789	+25.9%	+41.6%*	5,693	5,135	-9.8%	-4.7%*
Net cost of risk	(897)	(1,094)	+22.0%	+31.9%*	(2,621)	(3,007)	+14.7%	+27.0%*
Operating income	524	695	+32.6%	+60.2%*	3,072	2,128	-30.7%	-29.8%*
Net profits or losses from other assets	(481)	(7)	+98.5%		(488)	441	NM	
Net income from companies accounted for	43	33	-23.3%		104	109	+4.8%	
by the equity method								
Impairment losses on goodwill	0	0	NM		(450)	0	+100.0	
							%	
Income tax	119	(91)	NM		(622)	(516)	-17.0%	
Net income	205	630	x3.1		1,616	2,162	+33.8%	
O.w. non controlling interests	115	96	-16.5%		355	309	-13.0%	
Group net income	90	534	x5.9	-1.5%*	1,261	1,853	+46.9%	-8.4%*
Group ROTE (after tax)	0.2%	5.0%			4.1%	6.1%		
Tier 1 ratio at end of period					12.0%	13.5%		

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

#### NET INCOME AFTER TAX BY CORE BUSINESS

(in EUR millions)

	Q3 12	Q3 13	Change Q3 vs. Q3	9M 12	9M 13	Change 9M vs. 9M
French Networks	351	308	-12.3%	1,037	883	-14.9%
International Retail Banking	112	84	-25.0%	(74)	222	NM
Specialised Financial Services & Insurance	179	205	+14.5%	509	594	+16.7%
Corporate & Investment Banking	322	305	-5.3%	804	1,173	+45.9%
Private Banking, Global Investment Management and	63	61	-3.2%	15	218	x14.5
Services						
o.w. Private Banking	16	42	x2.6	66	130	+97.0%
o.w. Asset Management	39	21	-46.2%	(92)	71	NM
o.w. SG SS & Brokers	8	(2)	NM	41	17	-58.5%
CORE BUSINESSES	1,027	963	-6.2%	2,291	3,090	+34.9%
Corporate Centre	(937)	(429)	+54.2%	(1,030)	(1,237)	-20.1%
GROUP	90	534	x5.9	1,261	1,853	+46.9%

#### CONSOLIDATED BALANCE SHEET

Assets (in billions of euros)	September 30, 2013	December 31, 2012	% change	
Cash, due from central banks	57.9	67.6	-14%	
Financial assets measured at fair value through profit and loss	498.4	484.0	+3%	
Hedging derivatives	12.6	15.9	-21%	
Available-for-sale financial assets	132.6	127.7	+4%	
Due from banks	97.7	77.2	+27%	
Customer loans	337.8	350.2	-4%	
Lease financing and similar agreements	27.7	28.7	-3%	
Revaluation differences on portfolios hedged against interest rate risk	3.2	4.4	-27%	
Held-to-maturity financial assets	1.0	1.2	-17%	
Tax assets	6.5	6.2	+6%	
Other assets	53.6	53.6	0%	
Non-current assets held for sale	0.5	9.4	-95%	
Deferred profit-sharing	0.0	0.0	n/s	
Investments in subsidiaries and affiliates accounted for by equity method	2.1	2.1	-1%	
Tangible and intangible fixed assets	17.4	17.2	+1%	
Goodwill	5.2	5.3	-3%	
Total	1,254.4	1,250.9	0%	

Liabilities (in billions of euros)	September 30, 2013	December 31, 2012	% change
Due to central banks	6.3	2.4	x 2,6
Financial liabilities measured at fair value through profit and loss	433.1	411.4	+5%
Hedging derivatives	10.9	14.0	-22%
Due to banks	106.1	122.0	-13%
Customer deposits	350.4	337.2	+4%
Securitised debt payables	121.4	135.8	-11%
Revaluation differences on portfolios hedged against interest rate risk	4.1	6.5	-38%
Tax liabilities	1.2	1.2	+2%
Other liabilities	58.0	58.2	0%
Non-current liabilities held for sale	1.0	7.3	-87%
Underwriting reserves of insurance companies	95.6	90.8	+5%
Provisions	4.0	3.5	+14%
Subordinated debt	7.6	7.1	+7%
Shareholders' equity	50.9	49.3	+3%
Non controlling Interests	4.0	4.3	-8%
Total	1,254.4	1,250.9	0%

#### 9 - APPENDIX 2: METHODOLOGY

## 1- The Group's consolidated results as at September 30th, 2013 were examined by the Board of Directors on November 6th, 2013.

The financial information presented for the nine-month period ended September 30th, 2013 has been prepared in accordance with IFRS as adopted in the European Union and applicable at that 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 full consolidated financial statements in respect of the 2013 financial year.

Note that the data for the 2012 financial year have been restated due to the implementation of the revised IAS 19, resulting in the publication of adjusted data for the previous financial year.

**2- Group ROE** is calculated on the basis of average Group shareholders' equity under IFRS excluding (i) unrealised or deferred capital gains or losses booked directly under shareholders' equity excluding conversion reserves, (ii) deeply subordinated notes, (iii) undated subordinated notes recognised as shareholders' equity ("restated"), and deducting (iv) interest payable to holders of deeply subordinated notes and of the restated, undated subordinated notes. The net income used to calculate ROE is based on Group net income excluding interest, net of tax impact, to be paid to holders of deeply subordinated notes for the period and, since 2006, holders of deeply subordinated notes and restated, undated subordinated notes (EUR 79 million at end-September 2013).

As from January 1st, 2012, the allocation of capital to the different businesses is based on 9% of riskweighted assets at the beginning of the period, vs. 7% previously. The published quarterly data related to allocated capital have been adjusted accordingly. At the same time, the normative capital remuneration rate has been adjusted for a neutral combined effect on the businesses' historic revenues.

**3-** For the calculation of **earnings per share**, "Group net income for the period" is corrected (reduced in the case of a profit and increased in the case of a loss) for interest, net of tax impact, to be paid to holders of:

- (i) deeply subordinated notes (EUR -65 million in respect of Q3 13 and EUR -190 million for 9M 13),
- (ii) undated subordinated notes recognised as shareholders' equity (EUR -14 million in respect of Q3 13 and EUR -43 million for 9M 13).

Earnings per share is therefore calculated as the ratio of corrected Group net income for the period to the average number of ordinary shares outstanding, excluding own shares and treasury shares but including (a) trading shares held by the Group and (b) shares held under the liquidity contract.

**4-** Net assets are comprised of Group shareholders' equity, excluding (i) deeply subordinated notes (EUR 5.3 billion), undated subordinated notes previously recognised as debt (EUR 1.5 billion) and (ii) interest payable to holders of deeply subordinated notes and undated subordinated notes, but reinstating the book value of trading shares held by the Group and shares held under the liquidity contract. **Tangible net assets** are corrected for net goodwill in the assets and goodwill under the equity method. In order to calculate Net Asset Value Per Share or Tangible Net Asset Value Per Share, the number of shares used to calculate book value per share is the number of shares issued at September 30th, 2013, excluding own shares and treasury shares but including (a) trading shares held by the Group and (b) shares held under the liquidity contract.

**5-** The Societe Generale Group's **Core Tier 1 capital** is defined as Tier 1 capital minus the outstandings of hybrid instruments eligible for Tier 1 and a share of Basel 2 deductions. This share corresponds to the ratio between core Tier 1 capital excluding hybrid instruments eligible for Tier 1 capital and Core Tier 1 capital. As from December 31st, 2011, Core Tier 1 capital is defined as Basel 2 Tier 1 capital minus Tier 1 eligible hybrid capital and after application of the Tier 1 deductions provided for by the Regulations.

6- The Group's **ROTE** is calculated on the basis of tangible capital, i.e. excluding cumulative average book capital (Group share), average net goodwill in the assets and underlying average goodwill relating to shareholdings in companies accounted for by the equity method. The net income used to calculate ROTE is based on Group net income excluding interest, interest net of tax on deeply subordinated notes for the

period (including issuance fees paid, for the period, to external parties and the discount charge related to the issue premium for deeply subordinated notes and the redemption premium for government deeply subordinated notes) and interest net of tax on undated subordinated notes recognised as shareholders' equity for the current period (including issuance fees paid, for the period, to external parties and the discount charge related to the issue premium for undated subordinated notes).

#### 7- Funded balance sheet, loan/deposit ratio, liquidity reserve

The **funded balance sheet** gives a representation of the Group's balance sheet excluding the contribution of insurance subsidiaries and after netting derivatives, repurchase agreements and accruals. It has been restated to include: a) the reclassification under "repurchase agreements and securities lending/borrowing" of securities and assets delivered under repurchase agreements to clients, previously classified under "customer deposits" (excluding outstandings with the counterparty SG Euro CT amounting to EUR 3.0 billion in Q3 13); b) a line by line restatement, in the funded balance sheet, of the assets and liabilities of insurance subsidiaries; c) the reintegration in their original lines of financial assets reclassified under loans and receivables in 2008 in accordance with the conditions stipulated by the amendments to IAS 39; d) the reintegration within "long-term assets" of the operating lease fixed assets of specialised financing companies, previously classified under "customer loans".

Note that a loan to the ECB, in the funded balance sheet, was declassified from interbank assets and appears as a central bank cash deposit since it involves a very short period and is considered economically as central bank cash. The amount of the loan was EUR 14 billion at the end of Q1 13, EUR 12 billion at the end of Q2 13 and EUR 6 billion at the end of Q3 13.

The Group's **loan/deposit ratio** is calculated as the ratio between customer loans and customer deposits defined accordingly.

The liquid asset buffer or **liquidity reserve** amounted to EUR 137 billion at the end of Q3 13. It consisted of EUR 58 billion of net central bank deposits and EUR 79 billion of central bank eligible assets (available, net of discount), made up primarily of so-called "HQLA" assets (*High Quality Liquid Assets*) eligible for the liquidity coverage ratio (LCR). All in all, these assets represented 129% of short-term outstandings (unsecured short-term debt and interbank liabilities). At September 30th, 2012, the total liquid asset buffer was EUR 142 billion (EUR 133 billion at December 31st, 2012), representing EUR 73 billion of central bank deposits (EUR 65 billion at December 31st, 2012) and EUR 69 billion of eligible assets, net of discount (EUR 68 billion at December 31st, 2012). All in all, these assets represented 100% of short-term outstandings (and 101% at December 31st, 2012).

The Group also possessed EUR 31 billion of rapidly tradable assets (vs. EUR 14 billion at September 30th, 2012, and EUR 18 billion at December 31st, 2012).

## 8 - Non-economic and non-recurring items and legacy assets

Non-economic items correspond to the revaluation of own financial liabilities. Details of these items, and other items that are restated, are given below for Q3 13, Q3 12, 9M 13 and 9M 12.

02.42	Net			• • •		
Q3 13	banking income	Operating expenses	Others	Cost of risk	Group net income	
Legacy assets	61	(22)		(154)	(82)	Corporate & Investment Banking
Revaluation of own financial liabilities	(223)				(146)	Corporate Centre
Provision for disputes				(200)	(200)	Corporate Centre
Accounting impact of CVA / DVA	(8)				(6)	Corporate & Investment Banking
Impairment & capital losses			(8)		(8)	Corporate Centre
TOTAL	(170)				(442)	Group
Q3 12	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Legacy assets	(94)	(11)		(14)	(82)	Corporate & Investment Banking
SG CIB core deleveraging	(84)				(58)	Corporate & Investment Banking
Revaluation of own financial liabilities	(594)				(389)	Corporate Centre
TCW impairment & capital losses			(92)		(92)	Corporate Centre
Geniki impairment & capital losses			(380)		(130)	Corporate Centre
Other impairment & capital losses			(13)		(13)	Corporate Centre
TOTAL	(772)				(764)	Group
	(112)				(704)	
	Net					
9M 13	banking income	Operating expenses	Others	Cost of risk	Group net income	
Legacy assets	135	(52)		(320)	(169)	Corporate & Investment Banking
Revaluation of own financial liabilities	(1,215)				(797)	Corporate Centre
Capital gain on NSGB disposal			417		377	Corporate Centre
Adjustment on TCW disposal			24		21	Corporate Centre
Provision for disputes				(400)	(400)	Corporate Centre
Accounting impact of CVA / DVA	(178)				(126)	Corporate & Investment Banking
Capital gain on Piraeus stake disposal	33				21	Corporate Centre
Impairment & capital losses			(8)		(8)	Corporate Centre
TOTAL	(1,225)				(1,081)	Group

9M 12	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Legacy assets	(263)	(39)		(167)	(324)	Corporate & Investment Banking
SG CIB core deleveraging	(469)				(324)	Corporate & Investment Banking
Revaluation of own financial liabilities	(569)				(373)	Corporate Centre
Greek sovereign exposure				(23)	(16)	Corporate Centre
Buy Back Tier 2 debt	305				195	Corporate Centre
Impairment & capital losses			(511)		(261)	Corporate Centre
Impairment & capital losses			(200)		(200)	Private Banking, Global Investment Management and Services
Impairment & capital losses			(250)		(250)	International retail banking
TOTAL	(996)				(1,553)	Group

**NB (1)** The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding rules.

(2) All the information on the results for the period (notably: press release, downloadable data, presentation slides and appendices) is available on Societe Generale's website www.societegenerale.com in the "Investor" section.

# 4.3 Quarterly series

### GROUP QUATERLY RESULTS



(in millions of euros)	Q1 11	Q2 11	Q3 11	Q4 11	2011	Q1 12	Q2 12	Q3 12	Q4 12	2012	Q1 13	Q2 13	Q3 13	Q3 vs Q3
Group														
Net banking income	6,619	6,503	6,504	6,010	25,636	6,311	6,272	5,397	5,130	23,110	5,088	6,233	5,728	+6.1%
Operating expenses	-4,376	-4,241	-4,018	-4,401	-17,036	-4,329	-3,982	-3,976	-4,131	-16,418	-4,067	-3,908	-3,939	-0.9%
Gross operating income	2,243	2,262	2,486	1,609	8,600	1,982	2,290	1,421	999	6,692	1,021	2,325	1,789	+25.9%
Net cost of risk	-878	-1,185	-1,192	-1,075	-4,330	-902	-822	-897	-1,314	-3,935	-927	-986	-1,094	+22.0%
Operating income	1,365	1,077	1,294	534	4,270	1,080	1,468	524	-315	2,757	94	1,339	695	+32.6%
Net income from other assets	1	63	20	-72	12	15	-22	-481	-16	-504	448	0	-7	+98.5%
Net income from companies accounted for by the equity method	38	40	32	-16	94	47	14	43	50	154	39	37	33	-23.3%
Impairment losses on goodwill	0	0	-200	-65	-265	0	-450	0	-392	-842	0	0	0	NM
Income tax	-370	-317	-455	-181	-1,323	-300	-441	119	281	-341	-119	-306	-91	NM
Net income	1,034	863	691	200	2,788	842	569	205	-392	1,224	462	1,070	630	x3.1
O.w. non controlling interests	118	116	69	100	403	107	133	115	79	434	98	115	96	-16.5%
Group net income	916	747	622	100	2,385	735	436	90	-471	790	364	955	534	x5.9
Average allocated capital	37,972	38,772	40,114	41,072	39,483	41,601	41,937	41,974	41,566	41,770	41,298	41,761	42,283	
Group ROE (after tax)	8.8%	6.9%	5.4%	3.1%	6.0%	6.4%	3.5%	0.2%	n/s	1.2%	2.7%	8.4%	4.3%	
C/I ratio (excluding revaluation of own financial liabilities)	62.7%	65.4%	70.7%	82.9%	69.6%	66.7%	65.6%	66.4%	71.0%	67.4%	66.3%	63.2%	66.2%	

2011 to 2012 figures: Basel 2 - IFRS (inc. IAS 32 & 39 and IFRS 4) - incorporating CRD3 requirements The results for the 2012 financial year restated due to the implementation of revised IAS 19, resulting in the publication of adjusted data for the previous financial year. The results for the 2011 financial year unchanged

#### FRENCH NETWORKS QUATERLY RESULTS



(in millions of euros)	Q1 11	Q2 11	Q3 11	Q4 11	2011	Q1 12	Q2 12	Q3 12	Q4 12	2012	Q1 13	Q2 13	Q3 13	Q3 vs Q3
French Networks														
Net banking income	2,038	2,038	2,035	2,054	8,165	2,046	2,037	2,010	2,068	8,161	2,015	2,069	2,036	+1.3%
Operating expenses	-1,324	-1,293	-1,273	-1,358	-5,248	-1,347	-1,277	-1,258	-1,382	-5,264	-1,310	-1,298	-1,293	+2.8%
Gross operating income	714	745	762	696	2,917	699	760	752	686	2,897	705	771	743	-1.2%
Net cost of risk	-179	-160	-169	-237	-745	-203	-212	-216	-300	-931	-301	-274	-263	+21.8%
Operating income	535	585	593	459	2,172	496	548	536	386	1,966	404	497	480	-10.4%
Net income from other assets	1	0	1	-1	1	0	0	0	-3	-3	-1	1	-1	NM
Net income from companies accounted for by the equity method	2	2	2	4	10	2	2	1	6	11	2	1	2	+100.0%
Income tax	-182	-199	-202	-156	-739	-169	-187	-182	-131	-669	-145	-179	-173	-4.9%
Net income	356	388	394	306	1,444	329	363	355	258	1,305	260	320	308	-13.2%
O.w. non controlling interests	4	4	4	4	16	3	3	4	4	14	4	1	0	-100.0%
Group net income	352	384	390	302	1,428	735	360	351	254	1,291	256	319	308	-12.3%
Average allocated capital*	8,288	8,219	8,256	8,305	8,267	8,529	8,370	8,519	8,634	8,514	8,690	8,693	8,685	+1.9%
C/I ratio	65%	63%	63%	66%	64%	66%	63%	63%	67%	65%	65%	63%	64%	

2011 to 2012 figures: Basel 2 - IFRS (inc. IAS 32 & 39 and IFRS 4) - incorporating CRD3 requirements

\* As from january 1st 2012 the allocation of capital to the different businesses is based on 9% of risk-weighted assets at the beginning of the period vs. 7% previously. Published quaterly data related to allocated capital have been adjusted accordingly. At the same time, the normative capital remuneration rate has been adjusted for a neutral combined effect on the businesses' historic revenues.

### INTERNATIONAL RETAIL BANKING QUATERLY RESULTS



(in millions of euros)	Q1 11	Q2 11	Q3 11	Q4 11	2011	Q1 12	Q2 12	Q3 12	Q4 12	2012	Q1 13	Q2 13	Q3 13	Q3 vs Q3
International Retail Banking														
Net banking income	1,189	1,260	1,229	1,339	5,017	1,226	1,239	1,250	1,228	4,943	1,131	1,100	1,084	-13.3%
Operating expenses	-738	-754	-731	-765	-2,988	-758	-758	-732	-829	-3,077	-698	-662	-655	-10.5%
Gross operating income	451	506	498	574	2,029	468	481	518	399	1,866	433	438	429	-17.2%
Net cost of risk	-323	-268	-314	-379	-1,284	-350	-360	-302	-336	-1,348	-273	-279	-256	-15.2%
Operating income	128	238	184	195	745	118	121	216	63	518	160	159	173	-19.9%
Net income from other assets	4	0	-1	-3	0	0	-3	-1	0	-4	3	0	0	+100.0%
Net income from companies accounted for by	2	3	7	4	13	2	0	3	3	8	3	3	3	+0.0%
the equity method	Z	3	1	I	13	2	0	3	3	0	3	3	3	+0.0%
Impairment losses on goodwill	0	0	0	0	0	0	-250	0	0	-250	0	0	0	NM
Income tax	-29	-53	-39	-40	-161	-25	-27	-47	-13	-112	-36	-35	-38	+19.1%
Net income	105	188	151	153	597	95	-159	171	53	160	130	127	138	-19.3%
O.w. non controlling interests	61	72	61	78	272	735	72	59	30	211	51	68	54	-8.5%
Group net income	44	116	90	75	325	45	-231	112	23	-51	79	59	84	-25.0%
Average allocated capital*	5,078	5,000	5,068	5098	5,061	5,151	5,213	5,252	5,265	5,220	5,079	4,469	4,394	
C/I ratio	62%	60%	59%	57%	60%	62%	61%	59%	68%	62%	62%	60%	60%	

2011 to 2012 figures: Basel 2 - IFRS (inc. IAS 32 & 39 and IFRS 4) - incorporating CRD3 requirements

\* As from january 1st 2012 the allocation of capital to the different businesses is based on 9% of risk-weighted assets at the beginning of the period vs. 7% previously.

Published quaterly data related to allocated capital have been adjusted accordingly. At the same time, the normative capital remuneration rate has been adjusted for a neutral combined effect on the businesses' historic revenues.

#### SPECIALISED FINANCIAL SERVICES AND INSURANCE

### QUATERLY RESULTS



(in millions of euros)	Q1 11	Q2 11	Q3 11	Q4 11	2011	Q1 12	Q2 12	Q3 12	Q4 12	2012	Q1 13	Q2 13	Q3 13	Q3 vs Q3
Specialised Financial Services and Insurance														
Net banking income	873	871	850	849	3,443	849	877	869	894	3,489	868	891	888	+2.2%
Operating expenses	-470	-458	-448	-470	-1,846	-455	-453	-448	-488	-1,844	-442	-459	-441	-1.6%
Gross operating income	403	413	402	379	1,597	394	424	421	406	1,645	426	432	447	+6.2%
Net cost of risk	-213	-214	-189	-213	-829	-166	-168	-178	-175	-687	-155	-153	-156	-12.4%
Operating income	190	199	213	166	768	228	256	243	231	958	271	279	291	+19.8%
Net income from other assets	-1	-1	-3	0	-5	0	-2	-1	-9	-12	0	-1	0	+100.0%
Net income from companies accounted for by		0		40	~~	0	10			45	0	0		00.00/
the equity method	1	8	1	-43	-33	3	-10	11	11	15	6	6	4	-63.6%
Impairment losses on goodwill	0	0	-200	0	-200	0	0	0	0	0	0	0	0	NM
Income tax	-55	-56	-60	-48	-219	-64	-74	-70	-63	-271	-81	-83	-87	+24.3%
Net income	135	150	-49	75	311	167	170	183	170	690	196	201	208	+13.7%
O.w. non controlling interests	4	4	4	2	14	4	3	4	5	16	4	4	3	-25.0%
Group net income	131	146	-53	73	297	735	167	179	165	674	192	197	205	+14.5%
Average allocated capital*	5,153	5,149	5,252	5,237	5,198	5,198	5,176	5,160	5,080	5,154	5,110	5,140	5,105	
C/I ratio	54%	53%	53%	55%	54%	54%	52%	52%	55%	53%	51%	51%	50%	
o.w. Specialised Financial Services														
Net banking income	728	718	700	697	2,843	682	707	701	715	2,805	685	706	701	+0.0%
Operating expenses	-413	-402	-391	-407	-1,613	-390	-390	-385	-420	-1,585	-375	-390	-369	-4.2%
Gross operating income	315	316	309	290	1,230	292	317	316	295	1,220	310	316	332	+5.1%
Net cost of risk	-213	-214	-189	-213	-829	-166	-168	-178	-175	-687	-155	-153	-156	-12.4%
Operating income	102	102	120	77	401	126	149	138	120	533	155	163	176	+27.5%
Net income from other assets	-2	0	-2	-1	-5	0	-2	-1	-9	-12	0	-1	0	+100.0%
Net income from companies accounted for by the equity method	1	8	1	-43	-33	3	-10	10	12	15	6	6	4	-60.0%
Impairment losses on goodwill	0	0	-200	0	-200	0	0	0	0	0	0	0	0	NM
Income tax	-29	-28	-34	-21	-112	-36	-42	-40	-31	-149	-46	-48	-53	+32.5%
Net income	72	82	-115	12	51	93	95	107	92	387	115	120	127	+18.7%
O.w. non controlling interests	4	4	3	2	13	3	3	3	5	14	3	4	3	+0.0%
Group net income	68	78	-118	10	38	90	92	104	87	373	112	116	124	+19.2%
Average allocated capital*	3,861	3,790	3,864	3,805	3,830	3,814	3,775	3,762	3,659	3,753	3,659	3,654	3,608	
C/I ratio	57%	56%	56%	58%	57%	57%	55%	55%	59%	57%	55%	55%	53%	
o.w. Insurance														
Net banking income	145	153	150	152	600	167	170	168	179	684	183	185	187	+11.3%
Operating expenses	-57	-56	-57	-63	-233	-65	-63	-63	-68	-259	-67	-69	-72	+14.3%
Gross operating income	88	97	93	89	367	102	107	105	111	425	116	116	115	+9.5%
Net cost of risk	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Operating income	88	97	93	89	367	102	107	105	111	425	116	116	115	+9.5%
Net income from other assets	1	-1	-1	1	0	0	0	0	0	0	0	0	0	NM
Net income from companies accounted for by the equity method	0	0	0	0	0	0	0	1	-1	0	0	0	0	-100.0%
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Income tax	-26	-28	-26	-27	-107	-28	-32	-30	-32	-122	-35	-35	-34	+13.3%
Net income	63	68	66	63	260	74	75	76	78	303	81	81	81	+6.6%
O.w. non controlling interests	0	0	1	0	1	1	0	1	0	2	1	0	0	-100.0%
Group net income	63	68	65	63	259	73	75	75	78	301	80	81	81	+8.0%
Average allocated capital*	1,292	1,359	1,388	1,432	1,368	1,384	1,401	1,398	1,421	1,401	1,451	1,486	1,497	
C/I ratio	39%	37%	38%	41%	39%	39%	37%	38%	38%	57%	37%	37%	39%	

2010 to 2012 figures: Basel 2 - IFRS (inc. IAS 32 & 39 and IFRS 4) - incorporating CRD3 requirements

\* As from january 1st 2012 the allocation of capital to the different businesses is based on 9% of risk-weighted assets at the beginning of the period vs. 7% previously.

Published quaterly data related to allocated capital have been adjusted accordingly. At the same time, the normative capital remuneration rate has been adjusted for a neutral combined effect on the businesses' historic revenues.

#### CORPORATE AND INVESTMENT BANKING

#### QUATERLY RESULTS



(in millions of euros)	Q1 11	Q2 11	Q3 11	Q4 11	2011	Q1 12	Q2 12	Q3 12	Q4 12	2012	Q1 13	Q2 13	Q3 13	Q3 vs Q3
Corporate and Investment Banking														
Net banking income	2.280	1,835	1,210	655	5,980	1.867	1,223	1,639	1,460	6,189	1.904	1,688	1,696	+3.5%
Operating expenses	-1.315	-1.163	-971	-1,299	-4,748	-1.220	-1.005	-1.007	-957	-4,189	-1.161	-1.025	-1.111	+10.3%
Gross operating income	965	672	239	-644	1,232	647	218	632	503	2,000	743	663	585	-7.4%
Net cost of risk	-134	-147	-188	-94	-563	-153	-84	-197	-196	-630	-74	-180	-212	+7.6%
Operating income	831	525	51	-738	669	494	134	435	307	1.370	669	483	373	-14.3%
Net income from other assets	2	63	25	-14	76	0	3	5	2	10	4	-1	0	-100.0%
Net income from companies accounted for by													-	
the equity method	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Income tax	-239	-137	5	274	-97	-138	-2	-115	-58	-313	-175	-105	-63	-45.2%
Net income	594	451	81	-478	648	356	135	325	251	1,067	498	377	310	-4.6%
O.w. non controlling interests	3	2	4	4	13	5	4	3	2	14	4	3	5	+66.7%
Group net income	591	449	77	-482	635	351	131	322	249	1,053	494	374	305	-5.3%
Average allocated capital*	12,097	11,851	11,388	11,227	11,641	735	12,020	10,897	9,643	11,195	9,643	9,301	8,807	
C/I ratio	58%	63%	80%	198%	, 79%	65%	82%	61%	66%	68%	61%	61%	66%	
Core activities														
Net banking income	2,238	1,792	1,247	1,179	6,456	1,924	1,335	1,733	1,465	6,457	1,914	1,604	1,635	-5.7%
Financing and Advisory	641	655	616	403	2,315	276	389	481	436	1,582	475	402	442	-8.1%
Global Markets	1,597	1,137	631	776	4,141	1.648	946	1,252	1.029	4,875	1.439	1,202	1.193	-4.7%
o.w. Equities	884	615	472	408	2,379	655	940 470	575	386	2,085	685	666	675	+17.4%
o.w. Fixed income. Currencies and Commodities	713	523	159	368	1.762	993	476	678	644	2,005	754	537	517	-23.7%
Operating expenses	-1.299	-1.148	-958	-1,283	-4,688	-1.206	-991	-996	-922	-4,115	-1.143	-1.013	-1.089	+9.3%
Gross operating income	939	644	289	-104	1,768	718	344	737	-922 543	2,342	771	591	546	-25.9%
Net cost of risk	-38	-17	-70	-13	-138	-38	-46	-183	-101	-368	-39	-49	-58	-68.3%
Operating income	901	627	219	-117	1.630	680	298	554	442	1.974	732	542	488	-11.9%
Net income from other assets	2	63	215	-15	75	000	230	5	1	1,374	4	0	400 0	-100.0%
Net income from companies accounted for by	2	00	20	-10	15	0	-	5		10	-	0	U	-100.070
the equity method	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Income tax	-260	-169	-48	83	-394	-196	-53	-152	-99	-500	-193	-122	-97	-36.2%
Net income	643	521	196	-49	1,311	484	249	407	344	1,484	543	420	391	-3.9%
O.w. non controlling interests	3	2	3	5	13	-04	4	3	3	15	4	4	4	+33.3%
Group net income	640	519	193	-54	1,298	479	245	404	341	1,469	539	416	387	-4.2%
Average allocated capital*	8,690	8,738	8,512	8,698	8,660	9.201	9,553	8,584	7,804	8.924	8,007	7,873	7,639	-4.270
C/I ratio	58%	64%	77%	109%	73%	63%	74%	57%	63%	64%	60%	63%	67%	
	0070	0.70				0070		0.70	0070	0.70	00,0	0070	0.70	
Legacy assets	40	40	07	504	470		440	0.4	-	000	10		04	
Net banking income	42	43	-37	-524	-476 -60	-57	-112	-94	-5	-268 -74	-10	84	61	NM
Operating expenses	-16	-15	-13	-16		-14	-14	-11	-35		-18	-12	-22	+100.0%
Gross operating income	26	28	-50	-540	-536	-71	-126	-105	-40	-342	-28	72	39	NM
Net cost of risk	-96	-130	-118	-81	-425	-115	-38	-14	-95	-262	-35	-131	-154	x11.0
Operating income	-70	-102	-168	-621	-961	-186	-164	-119	-135	-604	-63	-59	-115	+3.4%
Net income from other assets	0	0	0	1	1	0	-1	0	1	0	0	-1	0	NM
Net income from companies accounted for by	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
the equity method	-						0			-				
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Income tax	21	32	53	191	297	58	51	37	41	187	18	17	34	-8.1%
Net income	-49	-70	-115	-429	-663	-128	-114	-82	-93	-417	-45	-43	-81	+1.2%
O.w. non controlling interests	0	0	1	-1	0	0	0	0	-1	-1	0	-1	1	NM
Group net income	-49	-70	-116	-428	-663	-128	-114	-82	-92	-416	-45	-42	-82	+0.0%
Average allocated capital*	3,407	3,113	2,876	2,529	2,981	3,019	2,467	2,313	1,839	2,410	1,636	1,428	1,168	

2011 to 2012 figures: Basel 2 - IFRS (inc. IAS 32 & 39 and IFRS 4) - incorporating CRD3 requirements

\* As from january 1st 2012 the allocation of capital to the different businesses is based on 9% of risk-weighted assets at the beginning of the period vs. 7% previously.

Published quaterly data related to allocated capital have been adjusted accordingly. At the same time, the normative capital remuneration rate has been adjusted for a neutral combined effect on the businesses' historic revenues.

The results for the 2012 financial year restated due to the implementation of revised IAS 19, resulting in the publication of adjusted data for the previous financial year.

The results for the 2011 financial year unchanged

# PRIVATE BANKING. GLOBAL INVESTMENT MANAGEMENT AND SERVICES QUATERLY RESULTS



(in millions of euros)	Q1 11	Q2 11	Q3 11	Q4 11	2011	Q1 12	Q2 12	Q3 12	Q4 12	2012	Q1 13	Q2 13	Q3 13	Q3 vs Q3
Private Banking. Global Investment Management and	I Services													
Net banking income	580	547	542	500	2,169	553	533	521	553	2,160	457	501	459	-11.9%
Operating expenses	-484	-499	-486	-498	-1,967	-484	-472	-463	-486	-1,905	-397	-421	-391	-15.6%
Gross operating income	96	48	56	2	202	69	61	58	67	255	60	80	68	+17.2%
Net cost of risk	-12	-12	0	11	-13	-8	1	-2	-1	-10	2 62	-4 76	-19	x 9,5
Operating income Net income from other assets	84 2	36 0	56 -2	13 -6	189 -6	61 2	62 8	56 0	66 1	245 11	1	0	49 1	-12.5% NM
Net income from companies accounted for by				-0	-0		0	0				0		
the equity method	32	30	19	17	98	36	25	26	28	115	26	27	22	-15.4%
Impairment losses on goodwill	0	0	0	-65	-65	0	-200	0	-380	-580	0	0	0	NM
Income tax	-21	-6	-13	-3	-43	-18	-22	-17	-20	-77	-15	-19	-11	-35.3%
Net income	97	60	60	-44	173	81	-127	65	-305	-286	74	84	61	-6.2%
O.w. non controlling interests	0	1	0	1	2	0	2	2	3	7	1	0	0	-100.0%
Group net income	97	59	60	-45	171	735	-129	63	-308	-293	73	84	61	-3.2%
Average allocated capital*	1,664	1,702	1,725	1,751	1,711	1,817	1,856	1,938	1,827	1,860	1,706	1,728	1,663	
C/I ratio	83%	91%	90%	100%	91%	88%	89%	89%	88%	88%	87%	84%	85%	
o.w. Private Banking														
Net banking income	220	194	190	158	762	200	174	181	202	757	206	230	227	+25.4%
Operating expenses	-155	-155	-158	-151	-619	-148	-157	-157	-162	-624	-155	-166	-156	-0.6%
Gross operating income	65	39	32	7	143	52	17	24	40	133	51	64	71	x3.0
Net cost of risk	-11	0	2	8	-1	-2	1	-2	-3	-6	4	-5	-18	x9.0
Operating income	54	39	34	15	142	50	18	22	37	127	55	59	53	x2.4
Net income from other assets	0	0	0	2	2	0	0	1	0	1	0	0	0	-100.0%
Net income from companies accounted for by the	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
equity method Income tax	-10	-8	-7	-4	-29	-14	-4	-7	-10	-35	-12	-13	-11	+57.1%
Net income	-10	31	27	13	115	36	14	16	27	93	43	46	42	+37.1% x2.6
O.w. non controlling interests	1	0	-1	0	0	0	0	0	0	0	40			NM
Group net income	43	31	28	13	115	36	14	16	27	93	43	45	42	x2.6
Average allocated capital*	635	617	639	649	635	680	651	669	659	665	610	638	676	A2.0
C/I ratio	70%	80%	83%	96%	81%	74%	90%	87%	80%	82%	75%	72%	69%	
o.w. Asset Management														
Net banking income	89	80	73	102	344	85	74	91	88	338	8	4	8	-91.2%
Operating expenses	-78	-87	-78	-99	-342	-84	-62	-69	-74	-289	-8	-9	-9	-87.0%
Gross operating income	11	-7	-5	3	2	1	12	22	14	49	0	-5	-1	NM
Net cost of risk	1	-1	0	0	0	0	1	0	0	1	0	0	0	NM
Operating income	12	-8	-5	3	2	1	13	22	14	50	0	-5	-1	NM
Net income from other assets	0	0	0	0	0	0	0	0	0	0	0	0	0	NM
Net income from companies accounted for by the	32	30	19	17	98	37	24	26	28	115	26	27	22	-15.4%
equity method		0			0		000			-200				
Impairment losses on goodwill	0	0	0	0		0	-200	0	0		0	0	0	NM
Income tax	-4	3 25	2 16	-2 18	-1 99	-1	-4 -167	-8 40	-4 38	-17 -52	26	0 24	0 21	-100.0% -47.5%
				10	33				30	-52		24	21	-47.5%
Net income	40		0	0	0	37		1	1		0	0	0	100.0%
O.w. non controlling interests	0	0	0	0 18	0 99	0	1	1	4 34		0	0	0	-100.0%
O.w. non controlling interests Group net income	0 40	0 25	16	18	99	0 37	1 -168	39	34	-58	26	24	21	-100.0% -46.2%
O.w. non controlling interests Group net income Average allocated capital*	0	0				0	1	39 474			-		21 364	
O.w. non controlling interests Group net income Average allocated capital* C/I ratio	0 40 469	0 25 478	16 447	18 451	99 461	0 37 472	1 -168 483	39	34 480	-58 477	26 494	24 436	21	
O.w. non controlling interests Group net income Average allocated capital* C/I ratio	0 40 469 88%	0 25 478 NM	16 447 NM	18 451 97%	99 461 99%	0 37 472 99%	1 -168 483 84%	39 474 76%	34 480 84%	-58 477 86%	26 494 100%	24 436 225%	21 364 113%	-46.2%
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>b.w. SG SS &amp; Brokers</b> Net banking income	0 40 469 88% 271	0 25 478 NM 273	16 447 NM 279	18 451 97% 240	99 461 99% 1,063	0 37 472 99% 268	1 -168 483 84% 285	39 474 76% 249	34 480 84% 263	-58 477 86% 1,065	26 494 100% 243	24 436 225% 267	21 364 113% 224	-46.2%
O.w. non controlling interests Group net income Average allocated capital* C/I ratio c.w. SG SS & Brokers Net banking income Operating expenses	0 40 469 88% 271 -251	0 25 478 NM 273 -257	16 447 NM 279 -250	18 451 97% 240 -248	99 461 99% 1,063 -1,006	0 37 472 99% 268 -252	1 -168 483 84% 285 -253	39 474 76% 249 -237	34 480 84% 263 -250	-58 477 86% 1,065 -992	26 494 100% 243 -234	24 436 225% 267 -246	21 364 113% 224 -226	-46.2% -10.0% -4.6%
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>b.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income	0 40 469 88% 271 -251 20	0 25 478 NM 273 -257 16	16 447 NM 279 -250 29	18 451 97% 240 -248 -8	99 461 99% 1,063 -1,006 57	0 37 472 99% 268 -252 16	1 -168 483 84% 285	39 474 76% 249 -237 12	34 480 84% 263 -250 13	-58 477 86% 1,065	26 494 100% 243 -234 9	24 436 225% 267 -246 21	21 364 113% 224 -226 -2	-46.2% -10.0% -4.6% NM
O.w. non controlling interests Group net income Average allocated capital* C/I ratio D.w. SG SS & Brokers Net banking income Operating expenses Gross operating income Net cost of risk	0 40 469 88% 271 -251 20 -2	0 25 478 NM 273 -257	16 447 NM 279 -250 29 -2	18 451 97% 240 -248 -8 3	99 461 99% 1,063 -1,006	0 37 472 99% 268 -252 16 -6	1 -168 483 84% 285 -253 32	39 474 76% 249 -237 12 0	34 480 84% 263 -250 13 2	-58 477 86% 1,065 -992 73	26 494 100% 243 -234	24 436 225% 267 -246	21 364 113% 224 -226	-46.2% -10.0% -4.6% NM NM
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>b.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income	0 40 469 88% 271 -251 20	0 25 478 NM 273 -257 16 -11	16 447 NM 279 -250 29	18 451 97% 240 -248 -8	99 461 99% 1,063 -1,006 57 -12	0 37 472 99% 268 -252 16	1 -168 483 84% 285 -253 32 -1	39 474 76% 249 -237 12	34 480 84% 263 -250 13	-58 477 86% 1,065 -992 73 -5	26 494 100% 243 -234 9 -2	24 436 225% 267 -246 21 0	21 364 113% 224 -226 -2 -1	-46.2% -10.0% -4.6% NM
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>b.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income Net cost of risk Operating income Net income from other assets Net income from other assets Net income from companies accounted for by the	0 40 469 88% 271 -251 20 -2 18	0 25 478 NM 273 -257 16 -11 5	16 447 NM 279 -250 29 -2 27	18 451 97% 240 -248 -8 3 -5 -5 -8	99 461 99% 1,063 -1,006 57 -12 45	0 37 472 99% 268 -252 16 -6 10	1 -168 483 84% 285 -253 32 -1 31	39 474 76% 249 -237 12 0 12 -1	34 480 84% 263 -250 13 2 15	-58 477 86% 1,065 -992 73 -5 68	26 494 100% 243 -234 9 -2 7	24 436 225% 267 -246 21 0 22	21 364 113% 224 -226 -2 -1 -3	-46.2% -10.0% -4.6% NM NM NM
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>D.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income Net cost of risk Operating income Net income from other assets Net income from other assets Net income from companies accounted for by the equity method	0 40 469 88% 271 -251 20 -2 18 2 2 0	0 25 478 NM 273 -257 16 -11 5 0	16 447 NM 279 -250 29 -2 27 -2 27 -2 0	18 451 97% -240 -248 -8 3 -5 -5 -8 0	99 461 99% 1,063 -1,006 57 -12 45 -8 0	0 37 472 99% 268 -252 16 -6 10 2 -1	1 -168 483 84% 285 -253 32 -1 31 8 1	39 474 76% 249 -237 12 0 12 -1 0	34 480 84% 263 -250 13 2 15 1 0	-58 477 86% 1,065 -992 73 -5 68 10 0	26 494 100% 243 -234 9 -2 7 7 1 0	24 436 225% 267 -246 21 0 22 0 0 0	21 364 113% 224 -226 -2 -1 -3 1 0	-46.2% -10.0% -4.6% NM NM NM NM
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>b.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income Net cost of risk Operating income Net income from other assets Net income from companies accounted for by the equity method Impairment losses on goodwill	0 40 469 88% 271 -251 20 -2 18 2 0 0 0	0 25 478 NM 273 -257 16 -11 5 0 0 0	16 447 NM -279 -250 29 -2 27 -2 0 0	18 451 97% -248 -8 3 -5 -8 0 -65	99 461 99% 1,063 -1,006 57 -12 45 -8 0 -65	0 37 472 99% 268 -252 16 -6 10 2 -1 0	1 -168 483 84% 285 -253 32 -1 31 8 1 0	39 474 76% 2249 -237 12 0 12 -1 0 0 22 -1 0 0	34 480 84% 263 -250 13 2 15 1 0 -380	-58 477 86% 1,065 -992 73 -5 68 10 0 -380	26 494 100% 243 -234 9 -2 7 7 1 0 0	24 436 225% 267 -246 21 0 22 0 0 0 0 0	21 364 113% -224 -226 -2 -1 -3 1 0 0	-46.2% -10.0% -4.6% NM NM NM NM NM
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>D.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income Net cost of risk Operating income Net income from other assets Net income from companies accounted for by the equity method Impairment losses on goodwill Income tax	0 40 469 88% 271 -251 20 -2 18 18 2 0 0 -7	0 25 478 NM 273 -257 16 -11 5 0 0 0 0 -1	16 447 NM -250 29 -2 27 -2 27 -2 0 0 -8	18 451 97% 240 -248 -8 3 -5 -8 0 -65 3	99 461 99% 1,063 -1,006 57 -12 45 -8 0 -65 -13	0 37 472 99% 268 -252 16 -6 10 2 -1 0 -3	1 -168 483 84% 285 -253 32 -1 31 8 1 0 -14	39 474 76% 249 -237 12 0 12 -1 0 0 2 2	34 480 84% 263 -250 13 2 15 1 0 -380 -6	-58 477 86% 1,065 -992 73 -5 68 10 0 -380 -25	26 494 100% 243 -234 9 -2 7 7 1 0 0 0 -3	24 436 225% 267 -246 21 0 22 0 0 0 0 22 0 0	21 364 113% -226 -2 -1 -3 1 0 0 0	-46.2% -10.0% -4.6% NM NM NM NM NM -100.0%
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>D.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income Net cost of risk Operating income Net income from other assets Net income from companies accounted for by the equity method Impairment losses on goodwill Income tax Net income	0 40 469 88% 2711 -251 20 -2 18 2 0 0 0 0 77 13	0 25 478 NM 273 -273 -576 -11 5 0 0 0 0 -1 4	16 447 NM -250 29 -2 27 -2 27 -2 0 0 -8 17	18 451 97% 240 -248 -8 3 -5 -8 0 -65 3 -75	99 461 99% 1,063 -1,006 57 -12 45 -8 0 -65 -13 -13 -41	0 37 472 99% 268 -252 16 -6 10 2 -1 0 -3 8	1 -168 483 84% 285 -253 32 -1 31 8 1 0 -14 26	39 474 76% 249 -237 12 0 12 -1 0 0 2 2 9	34 480 84% 263 -250 13 2 15 1 0 -380 -6 -370	-58 477 86% 1,065 -992 73 -5 68 10 0 -380 -25 -327	26 494 100% 243 -234 9 -2 7 7 1 0 0 -3 5	24 436 225% 267 -246 21 0 22 0 0 0 0 0 0 0 14	21 364 113% 224 -226 -2 -1 -3 1 0 0 0 0 0 -2	-46.2% -10.0% -4.6% NM NM NM NM -100.0%
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>b.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income Net cost of risk Operating income Net income from other assets Net income from companies accounted for by the equity method Impairment losses on goodwill Income tax Net income O.w. non controlling interests	0 40 469 88% 271 -251 20 -2 18 2 0 0 -7 13 3 -1	0 25 478 NM 273 -257 16 -11 5 0 0 0 0 -1 4	16 447 NM 279 -250 29 -25 27 -2 27 -2 0 0 -8 17	18 451 97% 240 -248 -8 3 -5 -8 0 -65 3 3 -75 1	99 461 99% 1,063 -1,006 57 -12 45 -8 0 -65 -13 -41 2	0 37 472 99% 268 -252 16 -6 6 -6 10 2 -1 0 -3 8 0	1 -168 483 84% 285 -253 32 -1 31 8 1 0 -14 26 1	39 474 76% 249 -237 12 0 12 -1 0 0 2 9 1	34 480 84% 263 -250 13 2 15 1 0 -380 -6 -370 -1	-58 477 86% 1,065 -992 73 -5 68 10 0 -380 -25 -327 1	26 494 100% 243 -234 9 -2 7 7 1 0 0 -3 5 5 1	24 436 225% 267 -246 21 0 22 0 0 0 0 0 0 -8 8 14 -1	21 364 113% 224 -226 -2 -1 -3 1 0 0 0 0 0 0 0 2 2 0	-46.2% -10.0% -4.6% NM NM NM NM -100.0%
O.w. non controlling interests Group net income Average allocated capital* C/I ratio <b>D.w. SG SS &amp; Brokers</b> Net banking income Operating expenses Gross operating income Net cost of risk Operating income Net income from other assets Net income from companies accounted for by the equity method Impairment losses on goodwill Income tax Net income	0 40 469 88% 2711 -251 20 -2 18 2 0 0 0 0 77 13	0 25 478 NM 273 -273 -576 -11 5 0 0 0 0 -1 4	16 447 NM -250 29 -2 27 -2 27 -2 0 0 -8 17	18 451 97% 240 -248 -8 3 -5 -8 0 -65 3 -75	99 461 99% 1,063 -1,006 57 -12 45 -8 0 -65 -13 -13 -41	0 37 472 99% 268 -252 16 -6 10 2 -1 0 -3 8	1 -168 483 84% 285 -253 32 -1 31 8 1 0 -14 26	39 474 76% 249 -237 12 0 12 -1 0 0 2 2 9	34 480 84% 263 -250 13 2 15 1 0 -380 -6 -370	-58 477 86% 1,065 -992 73 -5 68 10 0 -380 -25 -327	26 494 100% 243 -234 9 -2 7 7 1 0 0 -3 5	24 436 225% 267 -246 21 0 22 0 0 0 0 0 0 0 14	21 364 113% 224 -226 -2 -1 -3 1 0 0 0 0 0 -2	-46.2% -10.0% -4.6% NM NM NM NM -100.0% NM

2011 to 2012 figures: Basel 2 - IFRS (inc. IAS 32 & 39 and IFRS 4) - incorporating CRD3 requirements

\* As from january 1st 2012 the allocation of capital to the different businesses is based on 9% of risk-weighted assets at the beginning of the period vs. 7% previously.

Published quaterly data related to allocated capital have been adjusted accordingly. At the same time, the normative capital remuneration rate has been adjusted for a neutral combined effect on the businesses' historic revenues.

## CORPORATE CENTER QUATERLY RESULTS



(in millions of euros)	Q1 11	Q2 11	Q3 11	Q4 11	2011	Q1 12	Q2 12	Q3 12	Q4 12	2012	Q1 13	Q2 13	Q3 13	Q3 vs Q3
Corporate Centre														
Net banking income	-341	-48	638	613	862	-230	363	-892	-1,073	-1,832	-1,287	-16	-435	+51.2%
o.w. financial liabilities	-362	16	822	700	1,177	-181	206	-594	-686	-1,255	-1,045	53	-223	-62.5%
Operating expenses	-45	-74	-109	-11	-239	-65	-17	-68	11	-139	-59	-43	-48	-29.4%
Gross operating income	-386	-122	529	602	623	-295	346	-960	-1,062	-1,971	-1,346	-59	-483	-49.7%
Net cost of risk	-17	-384	-332	-163	-896	-22	1	-2	-306	-329	-126	-96	-188	NM
Operating income	-403	-506	197	439	-273	-317	347	-962	-1,368	-2,300	-1,472	-155	-671	+30.2%
Net income from other assets	-7	1	0	-48	-54	13	-28	-484	-7	-506	442	1	-7	+98.6%
Net income from companies accounted for by the equity method	1	-3	3	5	6	4	-3	2	2	5	2	0	2	+0.0%
Impairment losses on goodwill	0	0	0	0	0	0	0	0	-12	-12	0	0	0	NM
Income tax	156	134	-146	-208	-64	114	-129	550	566	1,101	332	115	281	+48.9%
Net income	-253	-374	54	188	-385	735	187	-894	-819	-1,712	-696	-39	-395	+55.8%
O.w. non controlling interests	46	33	-4	11	86	45	49	43	35	172	34	39	34	-20.9%
Group net income	-299	-407	58	177	-471	-231	138	-937	-854	-1,884	-730	-78	-429	+54.2%

2011 to 2012 figures: Basel 2 - IFRS (inc. IAS 32 & 39 and IFRS 4) - incorporating CRD3 requirements

The results for the 2012 financial year restated due to the implementation of revised IAS 19, resulting in the publication of adjusted data for the previous financial year.

The results for the 2011 financial year unchanged

# 5 - Chapter 12 : Person responsible for updating the Registration Document

## 5.1 Person responsible for updating the Registration Document

Mr. Frédéric OUDEA, Chairman and Chief Executive Officer of Societe Generale

## 5.2 Statement of the person responsible for updating the Registration Document

I hereby certify, having taken all reasonable measures to this effect and to the best of my knowledge, that the information contained in the present update of the 2013 Registration Document is in accordance with the facts and that it makes no omission likely to affect its import.

I have received a completion letter from the Statutory Auditors, stating that they have verified the information contained in the present update about the Group's financial position and accounts and that they have read the 2013 Registration Document, its updates A-01, A-02 and the present update in their entirety.

The historical financial information presented in the 2013 Registration Document has been discussed in the Statutory Auditors' reports found on pages 385 to 386 and 446 to 447 of the 2013 Registration Document, and those enclosed for reference purposes for the financial years 2010 and 2011, found on pages 343 to 344 and 416 to 417 of the 2011 Registration Document and on pages 363 to 364 and 426 to 427 of the 2012 Registration Document. The Statutory Auditors' reports on the 2012 and 2010 parent company financial statements contain observations. The Statutory Auditors' report on the consolidated financial statements dated June 30, 2013, included in section 6.2 of the second update of the 2013 Registration Document, contains observations.

Paris, November 8, 2013

Mr Frédéric OUDEA Chairman and Chief Executive Officer of Societe Generale

## 5.3 Persons responsible for the audit of the financial statements

## Statutory auditors

Name : Société Ernst & Young et Autres represented by Ms. Isabelle Santenac
Adress : 1/2, place des Saisons 92400 Courbevoie – Paris-La Défense 1
Date of appointment: May 22, 2012
Term of mandate: 6 fiscal years
End of current mandate: at the close of the Ordinary General Meeting which will approve the financial statements for the year ended December 31, 2017.

Name: Société Deloitte et Associés represented by Mr. Jean-Marc Mickeler
Address: 185, avenue Charles de Gaulle 92524 Neuilly-sur-Seine Cedex
Date of first appointment: April 18, 2003
Date of renewal: May 22, 2012
Term of mandate: 6 fiscal years
End of current mandate: at the close of the Ordinary General Meeting which will approve the financial statements for the year ended December 31, 2017.

### Substitute statutory auditors

Name: Société Picarle et Associés Address: 1/2, place des Saisons 92400 Courbevoie – Paris-La Défense 1 Date of appointment: May 22, 2012 Term of mandate: 6 fiscal years

Name: Société BEAS Address: 7-9 Villa Houssay 92200 Neuilly-sur-Seine Date of appointment: May 22, 2012 Term of mandate: 6 fiscal years

# 6 - Chapter 13 : Cross-reference table

# 6.1 Update to the registration document cross-reference table

2 Subject	013 Registration document	First update	Second update	Third update
PERSONS RESPONSIBLE FOR THE REGISTRATION 1. DOCUMENT	464	79	128	47
2. STATUTORY AUDITORS	132-133; 465	80	129	48
3. SELECTED FINANCIAL INFORMATION				
Selected historical financial information on the issuer for each 3.1. financial year	20-21			
3.2. Selected financial information for interim periods	NA		9-13	
4. RISK FACTORS		36-42 ; Appendix 1	41-50	7-11
5. INFORMATION ABOUT THE ISSUER				
5.1. History and development of the Company	2;33			
5.2. Investments	67		32	
6. BUSINESS OVERVIEW 6.1. Principal activities	6-17; 64-66	3	4 ; 7-38	3-5
6.1. Principal activities         6.2. Principal markets	381-384	0	1,100	00
6.3. Exceptional factors	NA			
6.4. Dependence of the issuer on patents or licences, industrial,				
commercial or financial contracts or new manufacturing processes 6.5. The basis for statements made by the issuer regarding its competitive	NA			
position	Contents	Contents	Contents	Contents
ORGANISATIONAL STRUCTURE  7.1. Brief description of the Group	3; 38-39		8	
7.2. List of significant subsidiaries	43-61 ; 375- 381 ; 434- 444		8 ; 63	
PROPERTY, PLANT AND EQUIPMENT	74		38	
<ul> <li>8.1. Material tangible fixed assets (existing or planned)</li> <li>Environmental issues that may affect the issuer's utilisation of the</li> <li>8.2. tangible fixed assets</li> </ul>	152-195			
OPERATING AND FINANCIAL REVIEW	62-63; 70-73		29-30 ; 33-37	
9.2. Operating results	40-61		9-28	
10. CAPITAL RESOURCES 10.1. Information on the issuer's capital resources	270-276		5-6 ; 56-57	
10.2. Sources and amounts of the issuer's cash flow	270-278		58	
Information on the issuer's borrowing requirements and funding 10.3. structure	62-63		29-30 ; 37	9-11
10.4. Information regarding any restrictions for the use of capital resources that have materially affected, or could materially affect, the issuer's operations	34			
10.5. Information regarding the anticipated sources of funds needed to fulfil commitments referred to in items 5.2.3 and 8.1	63			
11. RESEARCH AND DEVELOPMENT, PATENTS AND LICENCES	na			
12. TREND INFORMATION	68-69			
13. PROFIT FORECASTS OR ESTIMATES	NA			
ADMINISTRATIVE, MANAGEMENT AND SUPERVISORY BODIES 14. AND GENERAL MANAGEMENT			40	
14.1. Board of Directors and General Management	76-102	5-6		6
14.2. Administrative bodies' and General Management's conflicts of interests	90			

		2013 Registratior	1	First	Second update	Third update
Subje	ct	document		update		apuato
15.	REMUNERATION AND BENEFITS			•		
15.1.	Amount of remuneration paid and benefits in kind	118-13	31	6-35		
15.2.	Total amounts set aside or accrued by the issuer to provide pension, retirement or similar benefits	37	'4	7		
16.	BOARD PRACTICES					
		76	6-			
16.1.	Date of expiration of the current term of office	79				
16.2.	Members of the administrative bodies' service contracts with the issuer	N				
16.3.	Information about the issuer's Audit Committee and Remuneration Committee	98 101	8-			
16.4	Statement as to whether or not the issuer complies with the	9	93			
<u>16.4.</u> 17.	corporate governance regime EMPLOYEES					
		138	8-			
17.1.	Number of employees	149				
		70				
47.0		79	,		00	
17.2.	Shareholdings and stock options awarded to directors	118-13			83	
17.3.	Arrangements for involving employees in the capital of the issuer	145 146	0-		5	
18.	MAJOR SHAREHOLDERS	140			0	
10.		2	29			
18.1.	Shareholders owning more than 5% of capital or voting rights				6	
		29				
18.2.	Different voting rights held by the major shareholders		34		6	
18.3.	Control of the issuer		29			
18.4.	Arrangements known to the issuer, the operation of which may at a subsequent date result in a change in control		•			
	of the issuer	N 135				
		136;374;434				
19.	RELATED PARTY TRANSACTIONS	44				
20.	FINANCIAL INFORMATION CONCERNING THE ASSETS AND LIABILITIES, FINANCIAL POSITION AND PROFITS AND LOSSES OF THE ISSUER					
		270				
		384; 387-445				
20.1.	Historical financial information	46	-			
20.2.	Pro forma financial information	N				
20.3.	Financial statements	270-384;387 44				
20.0.		134; 385-386				
20.4.	Auditing of historical annual financial information	446-44				
20.5.	Age of latest financial information	270;38	37		51	
20.6.	Interim financial information	N		43-70	51-88 ; 91-116	13-46
20.7.	Dividend policy	22-2			5	
20.8.	Legal and arbitration proceedings	259-26	61			
20.9.	Significant changes in the issuer's financial or trading position	N	A			
21.	ADDITIONAL INFORMATION				-	
21.1.	Share capital	26-3		4	5	
21.2.	Memorandum and by-laws	450-45		71-78	117-127	
22.	MATERIAL CONTRACTS THIRD-PARTY INFORMATION AND STATEMENTS BY	N	А			
23.	EXPERTS AND DECLARATIONS OF ANY INTEREST	N	A			
24.	DOCUMENTS ON DISPLAY		5			
		38-39;375-38				
		,				