



**SOCIETE GENERALE**

# PRESENTATION TO DEBT INVESTORS

**2ND QUARTER AND 1ST HALF 2018**



SEPTEMBER 2018



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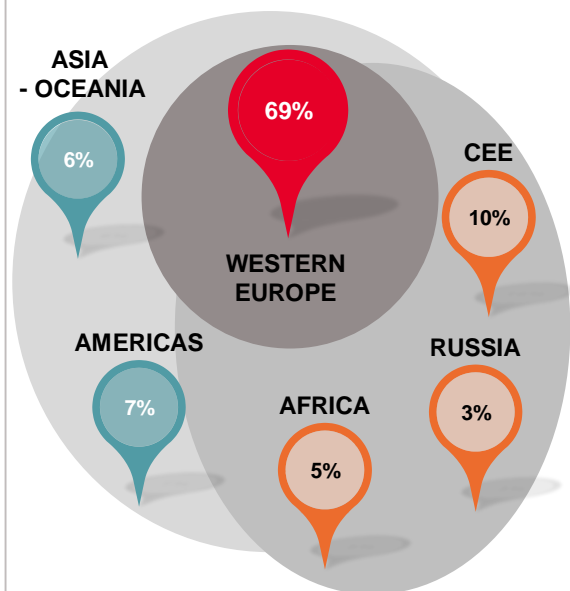
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*The financial information presented for the six-month period ending 30 June 2018 was examined by the Board of Directors on 1<sup>st</sup> August 2018 and has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. The condensed interim consolidated financial statements for the six-month period ending 30 June 2018 were prepared in accordance with IAS 34 “Interim Financial Reporting” and have been subject to a limited review by the Statutory Auditors. Societe Generale’s management intends to publish complete consolidated financial statements for the year ended 31<sup>st</sup> December 2018.*

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# INTERCONNECTING REGIONS AND FRANCHISES, AT THE BENEFIT OF OUR CLIENTS

## A EUROPEAN LEADER CONNECTING EUROPE TO THE REST OF THE WORLD



% of 2016 Group revenues

## WITH LEADING FRANCHISES ACROSS THE BOARD

**N°1 Online Bank** in France

**N°3 Retail Bank** in France

**N°3 Private Bank** in France

**N°2** in Romania, **N°3** in Czech Republic, **N°2** foreign bank in Russia and **leading international** bank in Africa

**N°1** in Fleet Management

in Europe and **Top 3** globally

**N°2** in Equipment Finance globally

**World leader** in Derivatives

**Leader** in Structured Finance

Lyxor **Top 3 ETFs** in Europe

## KEY ELEMENTS<sup>(1)</sup>

### FRENCH RETAIL BANKING

**3<sup>rd</sup>** largest retail bank, 3 complementary brands (Société Générale, Crédit du Nord, Boursorama)

**38,000** employees, **EUR 191bn** in outstanding loans

### INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

A network of local banks in fast-growing regions

3 specialised businesses : Insurance, Equipment finance and Vehicle leasing and fleet management

**73,000** employees, **EUR 115bn** in outstanding loans

### GLOBAL BANKING AND INVESTOR SOLUTIONS

A worldwide offer in CIB, asset management, private banking and securities services

**21,000** employees, **EUR 135bn** in outstanding loans, **EUR 230bn** of Assets under management and **EUR 3,904bn** of Assets under custody

<sup>(1)</sup> Figures as of Q4 2017

1

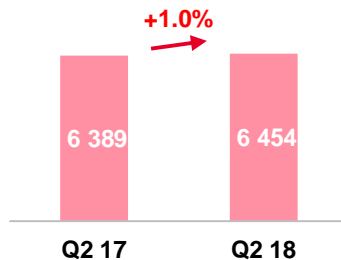
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GROUP  
RESULTS

## Q2 18 MAIN TAKEAWAYS

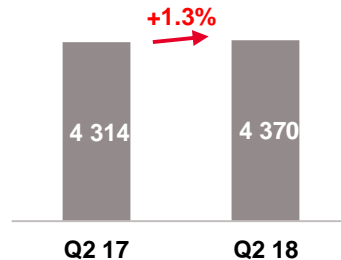
### Higher Group revenues<sup>(1)</sup>

In EUR m



### Disciplined management of costs<sup>(1)</sup>

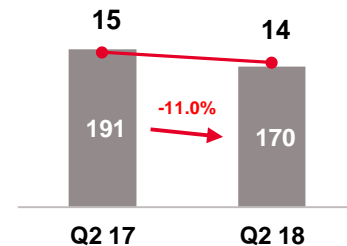
In EUR m



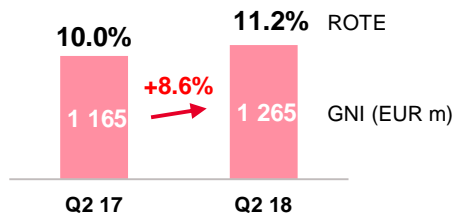
### Very low Cost of Risk<sup>(1)</sup>

Bp<sup>(2)</sup>

EUR m



### Group Net Income<sup>(1)</sup> and ROTE<sup>(1)</sup>



### Strong balance sheet & robust ratios

**CET 1 Ratio<sup>(3)</sup> at 11.1% and Total Capital Ratio at 16.8%**

**TLAC ratio<sup>(4)</sup> at 21.9% at 30.06.2018**

**Already compliant with MREL ratio<sup>(5)</sup>**

**Leverage ratio<sup>(6)</sup> at 4.1% at 30.06.2018**

(1) Adjusted for exceptional items, IFRIC 21 linearisation and non-economic items (for Q2 17 and H1 17). See Methodology and Supplement p. 39.

(2) Annualised, in basis points. Outstandings at the beginning of period. Excluding litigation

(3) Fully-loaded, based on CRR/CRD4 rules, including the Danish compromise for Insurance. See Methodology

(4) Including 2.5% of Senior Preferred debt. Requirements without countercyclical buffer

(5) June 2018 Requirement: 8% of TLOF (Total Liabilities & Own Funds, after full recognition of netting rights on derivatives) corresponding to 24.36% of RWA as of end-December 2016. Requirements subject to regulatory and legislative changes

(6) Leverage ratio at 4.2% after taking into account the decision of the General Court of the European Union and the pending Single Supervisory Mechanism agreement on regulated savings exemption

Q2 18 ROTE<sup>(1)</sup> AT 11.2%

Revenues <sup>(1)</sup>		
<b>Q2 18</b>		<b>H1 18</b>
<b>EUR 6.5bn</b>		<b>EUR 12.7bn</b>
+1.0% vs. Q2 17		-0.7% vs. H1 17
Operating Expenses <sup>(1)</sup>		
<b>Q2 18</b>		<b>H1 18</b>
<b>EUR 4.4bn</b>		<b>EUR 8.6bn</b>
+1.3% vs. Q2 17		+1.1% vs. H1 17
Net Cost of Risk <sup>(2)</sup>		
<b>Q2 18</b>		<b>H1 18</b>
<b>14bp</b>		<b>16bp</b>
-1 bp vs. Q2 17		-3 bp vs. H1 17
Group Net Income <sup>(1)</sup>		
<b>Q2 18</b>		<b>H1 18</b>
<b>EUR 1.3bn</b>		<b>EUR 2.5bn</b>
+8.6% vs. Q2 17		-3.2% vs. H1 17
Profitability <sup>(1)</sup>		
<b>Q2 18 ROTE 11.2%</b>		<b>H1 18 ROTE 11.0%</b>

**Higher Group revenues**

Slight decrease in revenues in French Retail Banking

Strong growth in International Retail Banking and Financial Services activities

Sound performance in Global Banking and Investor Solutions activities supported by good commercial momentum

**Disciplined management of costs**

Transformation in French Retail Banking well on track

Positive jaws<sup>(3)</sup> in International Retail Banking and Financial Services

Strict cost control in Global Banking and Investor Solutions

**Cost of risk at low level across all businesses**

**Q2 18 ROTE at 11.2%, H1 18 ROTE at 11.0%**

**H1 18 Earnings per share<sup>(1)</sup>: EUR 2.80 /share**

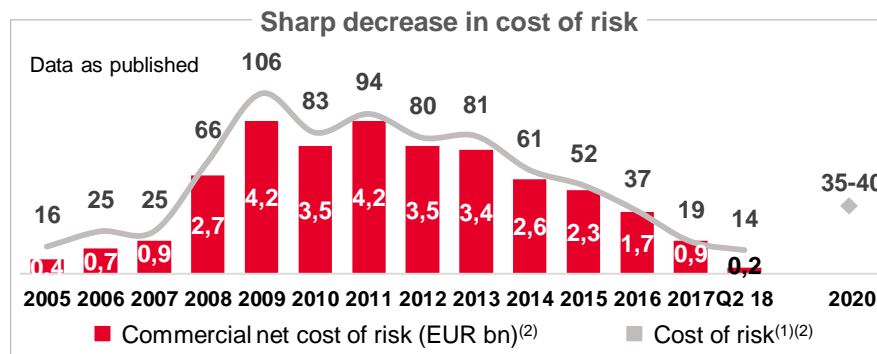
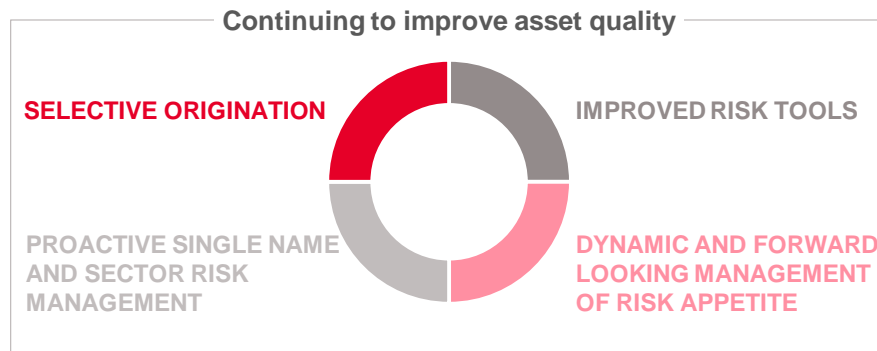
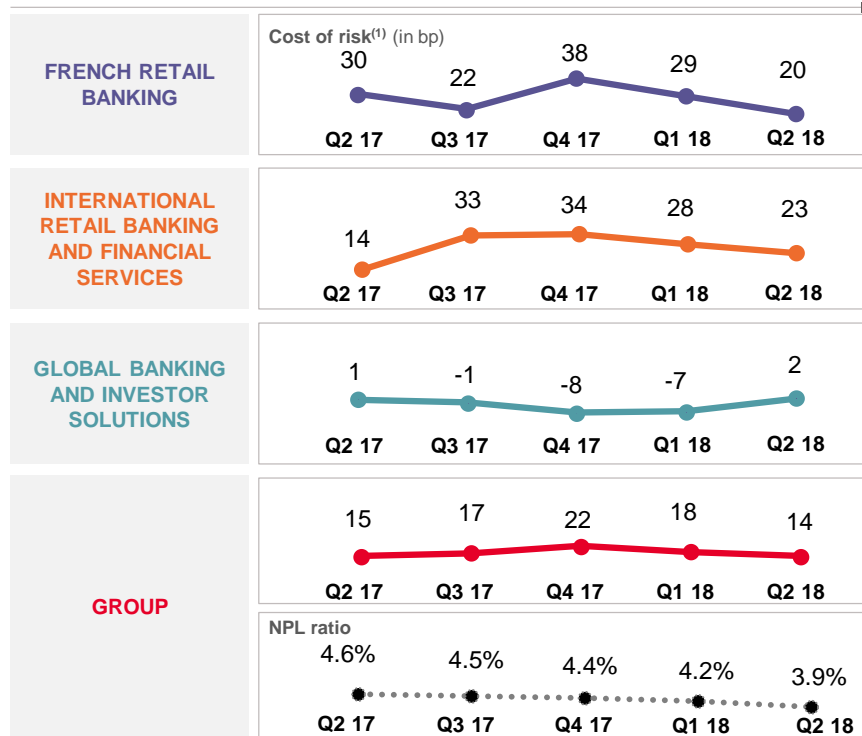
**Provision for dividend: EUR 1.11 /share**

(1) Underlying data: adjusted for exceptional items, IFRIC 21 linearisation and non-economic items for Q2 17 and H1 17. Non-economic items (revaluation of financial liabilities and DVA) are no longer restated from reported data from 2018. See methodology and supplement p.39

(2) Annualised, in basis points. Outstandings at the beginning of period. Excluding litigation.

(3) Excluding reversal of restructuring provision in Q2 17.

# LOW COST OF RISK



**2018 COST OF RISK EXPECTED BETWEEN 20bp AND 25bp**

- (1) Cost of risk in basis points including IFRS 9 effects for Q1 18 and Q2 18. Outstandings at beginning of period. Annualised.  
 (2) Excluding provisions for CIB legacy assets up to 2013, and provisions for disputes

# GROUP RESULTS

In EUR m	Q2 18	Q2 17	Change		H1 18	H1 17	Change
<b>Net banking income</b>	<b>6,454</b>	<b>5,199</b>	<b>+24.1%</b>	<b>+26.1%*</b>	<b>12,748</b>	<b>11,673</b>	<b>+9.2%</b>
<i>Underlying net banking income(1)</i>	6,454	6,389	+1.0%	+2.3%*	12,748	12,841	-0.7%
<b>Operating expenses</b>	<b>(4,403)</b>	<b>(4,169)</b>	<b>+5.6%</b>	<b>+6.7%*</b>	<b>(9,132)</b>	<b>(8,813)</b>	<b>+3.6%</b>
<i>Underlying operating expenses(1)</i>	(4,370)	(4,314)	+1.3%	+0.0%*	(8,594)	(8,500)	+1.1%
<b>Gross operating income</b>	<b>2,051</b>	<b>1,030</b>	<b>+99.1%</b>	<b>x2,1*</b>	<b>3,616</b>	<b>2,860</b>	<b>+26.4%</b>
<i>Underlying gross operating income(1)</i>	2,084	2,075	+0.4%	+2.3%	4,154	4,341	-4.3%
<b>Net cost of risk</b>	<b>(170)</b>	<b>259</b>	<b>n/s</b>	<b>n/s</b>	<b>(378)</b>	<b>(368)</b>	<b>+2.7%</b>
<i>Underlying net cost of risk (1)</i>	(170)	(191)	-11.0%	-9.2%	(378)	(468)	-19.2%
<b>Operating income</b>	<b>1,881</b>	<b>1,289</b>	<b>+45.9%</b>	<b>+50.3%*</b>	<b>3,238</b>	<b>2,492</b>	<b>+29.9%</b>
<i>Underlying operating income(1)</i>	1,914	1,884	+1.6%	+3.4%*	3,776	3,873	-2.5%
<b>Net profits or losses from other assets</b>	<b>(42)</b>	<b>208</b>	<b>n/s</b>	<b>n/s</b>	<b>(41)</b>	<b>245</b>	<b>n/s</b>
Income tax	(516)	(302)	+70.9%	+74.6%*	(886)	(691)	+28.2%
<b>Reported Group net income</b>	<b>1,156</b>	<b>1,058</b>	<b>+9.3%</b>	<b>+14.8%*</b>	<b>2,006</b>	<b>1,805</b>	<b>+11.1%</b>
<i>Underlying Group net income(1)</i>	1,265	1,165	+8.6%	+13.5%*	2,469	2,551	-3.2%
<b>ROE</b>	<b>8.6%</b>	<b>7.7%</b>			<b>7.5%</b>	<b>6.5%</b>	
<b>ROTE</b>	<b>10.4%</b>	<b>9.0%</b>			<b>8.9%</b>	<b>7.5%</b>	
<i>Underlying ROTE(1)</i>	11.2%	10.0%			11.0%	11.0%	
<i>Underlying Cost to Income(1)</i>	68%	68%			67%	66%	

(1) Adjusted for exceptional items, IFRIC 21 linearisation and non-economic items (for Q2 17 and H1 17). See Methodology and Supplement p. 39.

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



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## CAPITAL AND LIQUIDITY

## BALANCE SHEET RATIOS ABOVE REGULATORY REQUIREMENTS

	2018 requirements	End-Q2 18 ratios		2019 requirements <sup>(5)</sup>		Investor day target (2020)
		Phased-in <sup>(4)</sup>	Fully-loaded			
CET1	8.6% <sup>(6)</sup>	11.2%	11.1%	9.5% <sup>(3)</sup>	✓	>12%
Total Capital	12.1%	16.9%	16.8%	13.0%	✓	
Leverage ratio	3.5% <sup>(7)</sup>	4.1% <sup>(9)</sup>		3.5% <sup>(8)</sup>	✓	4% - 4.5%
TLAC <sup>(1)</sup>		21.9% (% RWA) 6.7% (% leverage)		19.5% (% RWA) 6.0% (% leverage)	✓	
MREL <sup>(2)</sup>		> 24.36% (% RWA)		8% (% of TLOF) i.e. 24.36% of RWA	✓	
LCR	>100%	124% <sup>(7)</sup>		>100%	✓	>100%
NSFR	>100%	>100%		>100%	✓	>100%

(1) Refer to p.12 for detailed presentation of TLAC ratio

(2) TOLF : Total Liabilities & Own Funds, after full recognition of netting rights on derivatives. Requirements subject to regulatory and legislative changes

(3) Excluding Pillar 2 Guidance add-on and countercyclical buffer

(4) Including the earnings of the current financial year

(5) Requirements are presented as of today's status of regulatory discussions and without non-significant impact of countercyclical buffer

(6) Excluding countercyclical buffer

(7) Average on Q2 18

(8) Requirement expected to be set at 3.5% in the future

(9) Leverage ratio at 4.2% after taking into account the decision of the General Court of the European Union and the pending Single Supervisory Mechanism agreement on regulated savings exemption

# SOLID BALANCE SHEET, ALREADY MREL COMPLIANT

**CET1<sup>(1)</sup> at 11.1%**

**Total capital ratio at 16.8%**

**Leverage ratio at 4.1%<sup>(2)</sup>**

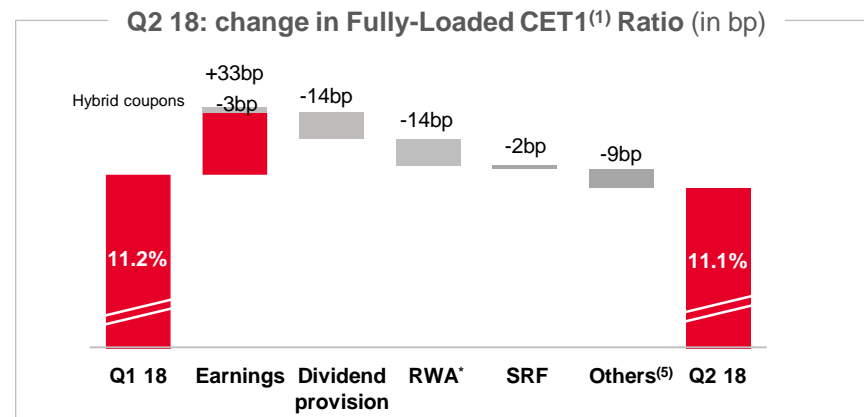
**Balance sheet already compliant with MREL**

First notification received in June

Requirement (8% of TLOF<sup>(3)</sup>) corresponding to 24.36% of RWA as of end-December 2016) in line with expectations and Group funding plans

**TLAC<sup>(4)</sup> ratio: 21.9% of RWA**

Already meeting 2019 (19.5%) and 2022 requirements (21.5%)



(1) Fully-loaded, based on CRR/CRD4 rules, including the Danish compromise for Insurance. See Methodology.

(2) Leverage ratio at 4.2% after taking into account the decision of the General Court of the European Union and the pending Single Supervisory Mechanism agreement on regulated savings exemption

(3) Total Liabilities & Own Funds, after full recognition of netting rights on derivatives. Requirements subject to regulatory and legislative changes

(4) Including 2.5% of Senior Preferred debt. Requirements without countercyclical buffer

(5) o/w Prudent Valuation Adjustment (-2bp), intangible assets (-2bp), methodological adjustments (-4bp)

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

# REFOCUSING ON OUR CORE FRANCHISES

## Exiting non-synergetic businesses

### EXPRESS BANK SG ALBANIA

Agreement to sell all of SG's majority stakes in Express Bank in Bulgaria and Societe Generale Albania to OTP Bank

Discussion on a service agreement with OTP Bank

### PRIVATE BANKING BELGIUM

Agreement to sell SG's private banking activity in Belgium to ABN Amro

### SELF TRADE BANK

Agreement to sell Boursorama's entire stake in its Spanish subsidiary to Warburg Pincus

Total estimated gain on CET1 ca. +15bps  
in 2018-2019

## Strengthening our core franchises

### EMC

Agreement to acquire Commerzbank's Equity Markets and Commodities business

Strengthening global leadership position in derivatives and investment solutions across asset classes

Increasing our Pan-European footprint notably in Germany

Developing Lyxor's ETF franchise

Group ROE accretive acquisition

### FINTECHS

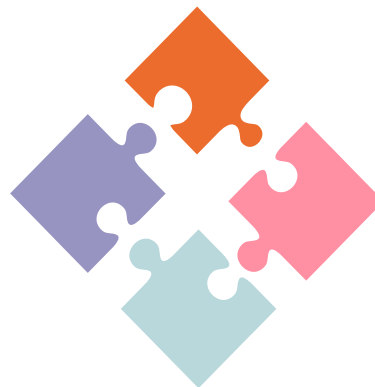


Acquisition of the pioneering renewable energy crowdfunding platform



Additional investment to develop the digital banking platform

Total estimated impact on CET1 ca. -10bps  
from 2019 onwards

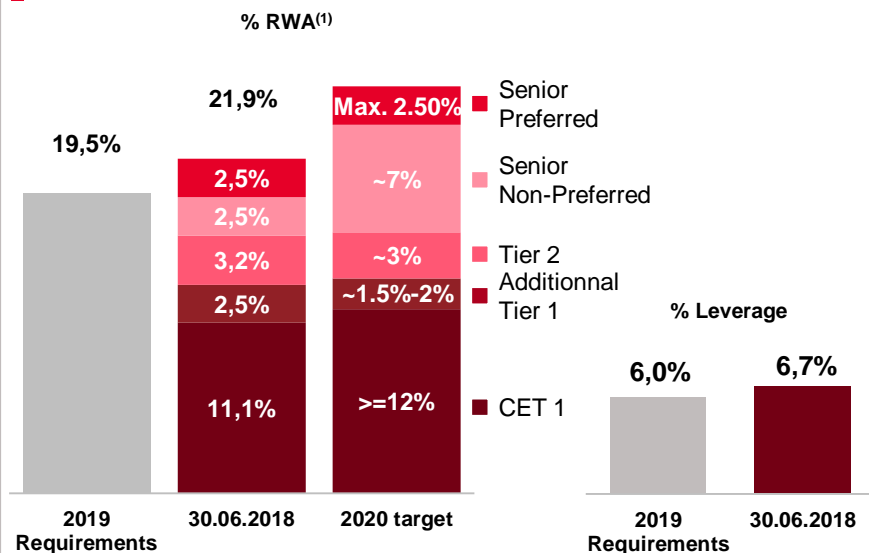


FURTHER ANNOUNCEMENTS EXPECTED IN H2 18

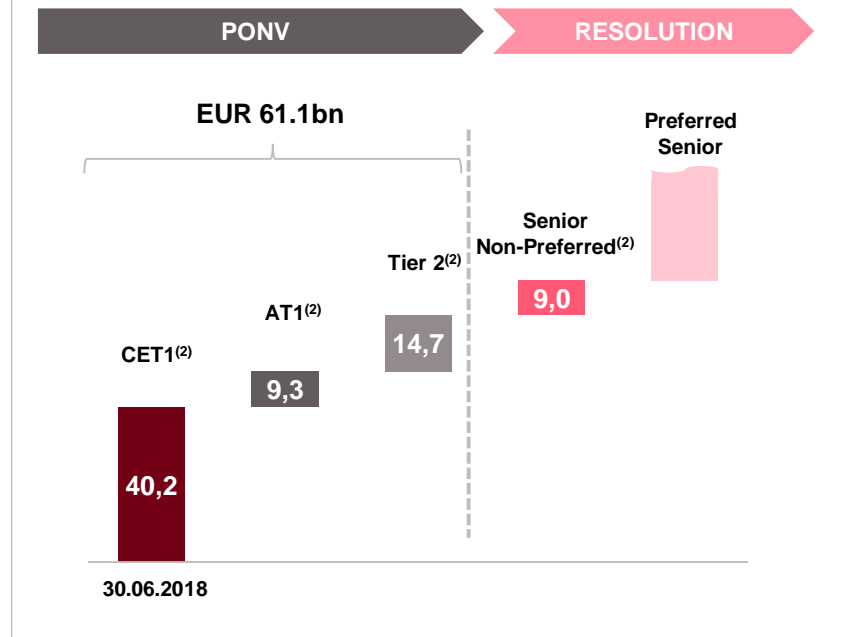
# STRONG TLAC RATIO ALREADY IN LINE WITH REGULATORY REQUIREMENTS

TLAC ratio

Already meeting 2019 (~19.5%) and 2022 (~21.5%)(1) requirements



Comfortable viability buffer



(1) Without contra cyclical buffer

(2) Nominal values for AT1, T2 and SNP. Prudential value for CET1

# 2018 LONG TERM FUNDING PROGRAMME WELL ADVANCED AT COMPETITIVE CONDITIONS

**Parent company 2018 vanilla annual funding programme of EUR 12bn, broken down consistently with the average trajectory communicated during the Investor Day**

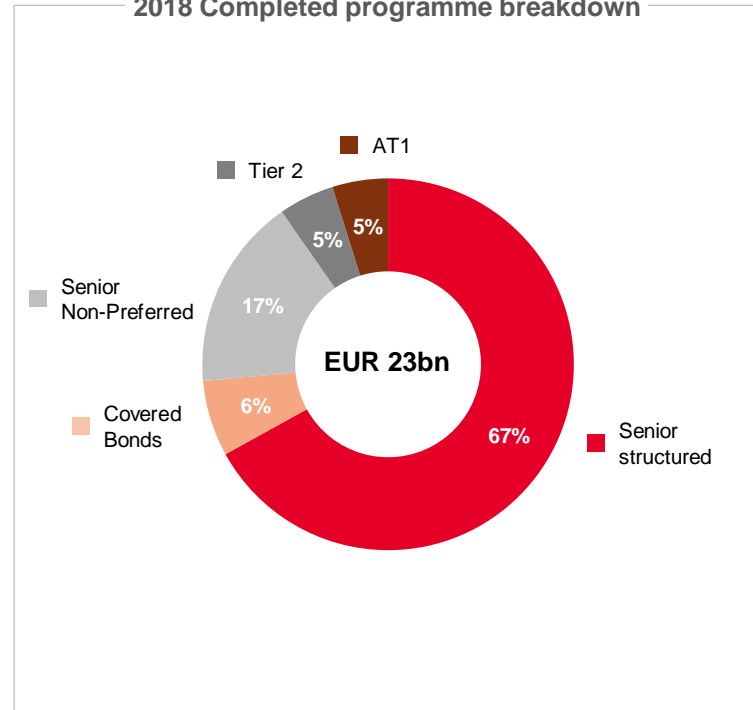
Annual structured notes issuance volume in line with amounts issued over the past years (i.e. EUR 19bn)

Diversification of the investor base by currencies and maturities

## As of 20<sup>th</sup> August 2018:

- 73% completion of the funding programme (including EUR 1.5bn of prefunding in 2017)
  - EUR 7.6bn of vanilla debt o/w USD 1.25bn of AT1, EUR 1.1bn of T2, EUR 3.8bn of SNP and EUR 1.5bn of covered bonds
  - EUR 15.2bn of structured notes
- Competitive funding conditions: MS6M+15bp and average maturity of 4.6 years (incl. senior non preferred debt, senior preferred debt and covered bonds)
- Additional EUR 3.3bn issued by subsidiaries

2018 Completed programme breakdown



# DIVERSIFIED ACCESS TO LONG TERM FUNDING SOURCES

## Access to diversified and complementary investor bases through:

Subordinated issues

Senior vanilla issuances (public or private placements)

Senior structured notes distributed to institutional investors, private banks and retail networks, in France and abroad

Covered bonds (SFH, SCF) and securitisations

## Issuance by Group subsidiaries

Access to local investor bases by subsidiaries which issue in their own names or issue secured transactions (Russian entities, ALD, GEFA, Cr dit du Nord, etc.)

Increased funding autonomy of IBFS subsidiaries

## Balanced amortisation schedule

(1) See Methodology

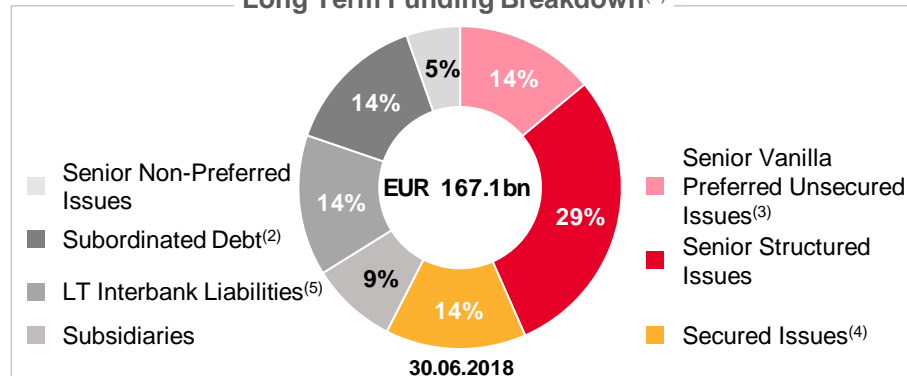
(2) Including undated subordinated debt

(3) Including CD & CP >1y

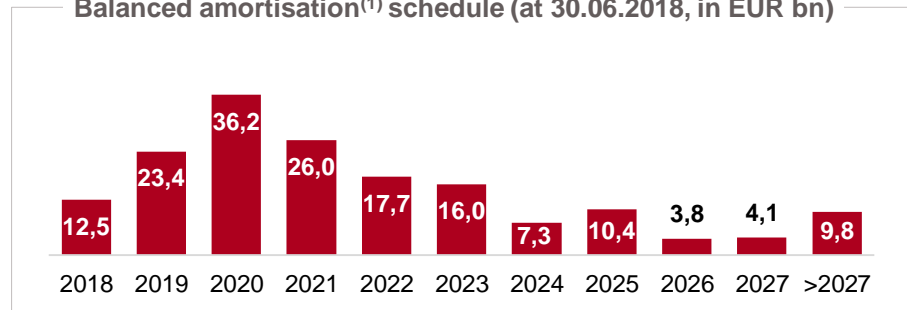
(4) Including CRH

(5) Including IFI

Long Term Funding Breakdown<sup>(1)</sup>



Balanced amortisation<sup>(1)</sup> schedule (at 30.06.2018, in EUR bn)



# STRENGTHENED FUNDING STRUCTURE

## Very strong balance sheet

Stable loan to deposit ratio

High quality asset buffers

Comfortable LCR at 124% on average in Q2 18

NSFR above regulatory requirements

## Liquid asset buffer of EUR 164bn at end-June 18

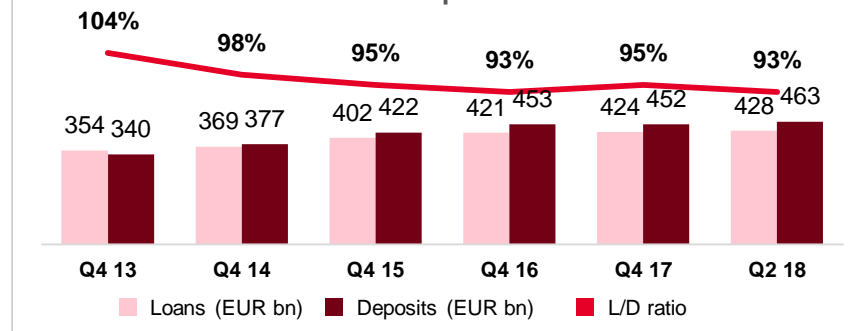
High quality of the liquidity reserve: EUR 79bn of HQLA assets at end-June 2018 and EUR 70bn of Central bank deposits

Excluding mandatory reserves for central bank deposits

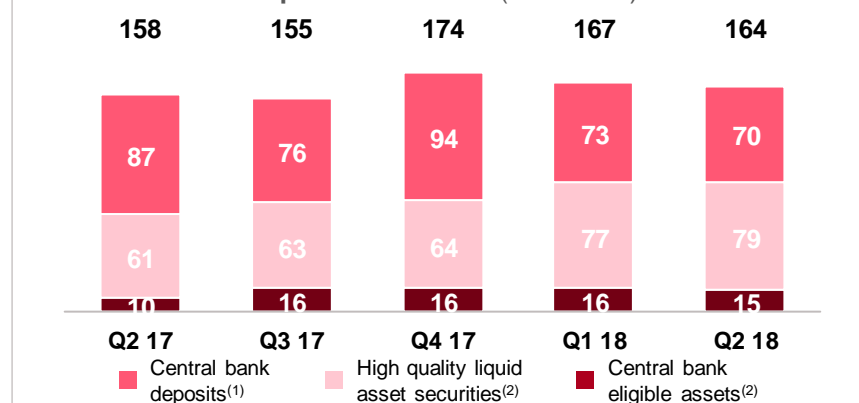
Unencumbered, net of haircuts for HQLA assets and other assets eligible to central bank

- \* See Methodology
- (1) Excluding mandatory reserves
- (2) Unencumbered, net of haircuts

### Loan to Deposit Ratio



### Liquid Asset Buffer (in EUR bn)





## CREDIT RATING OVERVIEW

**Moody's upgraded Societe Generale's LT senior unsecured ratings to A1 on April 11<sup>th</sup>, 2018**

**DBRS: trend on the long-term ratings changed to Positive from Stable (May 18)**

**Key strengths reflected in ratings are SG's solid franchises, sound capital and liquidity**

### Strong franchises

- Fitch: "Sound company profile, which benefits from franchise strengths across selected products and geographies"
- Moody's: "Strong franchise and well-diversified universal banking business model"
- S&P: "Solid foundation in domestic retail, corporate and investment banking, and financial services to corporates. Consistent strategy and well-diversified revenues by business lines and geography"

### Sound balance-sheet metrics

- Fitch: "Strong internal capital generation"
- Moody's: "Regulatory capitalisation is good and improving, underpinned by a strong earnings generation capacity [...] Liquidity is strong and broadly in line with large European peers"
- S&P: "Steady build-up of a comfortable bail-in-able debt cushion"

### Credit Rating as of August 2018

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

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

3



BUSINESS  
PERFORMANCE

# DYNAMIC BUSINESS PERFORMANCE

FRENCH RETAIL BANKING	INTERNATIONAL RETAIL BANKING	INSURANCE AND FINANCIAL SERVICES TO CORPORATES	GLOBAL BANKING AND INVESTOR SOLUTIONS												
<p>Transformation process well on track, in line with the cost target</p> <p>Acceleration of client acquisition at Boursorama</p> <p>2018 revenues expected to be slightly down (between -1% and -2%)</p>	<p>Supportive interest rate environment in non-eurozone countries</p> <p>Strong growth in Europe</p> <p>Continued development and improved profitability in Russia and Africa</p> <p>Positive jaw effects</p>	<p>Good commercial performance in Insurance across regions</p> <p>Strong ALD fleet growth and good financial performance</p> <p>High level of profitability</p>	<p>Rebound in Market activities vs. Q1 18</p> <p>Supportive dynamism in Financing &amp; Advisory and high level of origination</p> <p>Strict cost control</p>												
Q2 18 KEY FIGURES	Q2 18 KEY FIGURES	Q2 18 KEY FIGURES	Q2 18 KEY FIGURES												
NBI	Costs	CoR	GNI	NBI	Costs	CoR	GNI	NBI	Costs	CoR	GNI	NBI	Costs	CoR	GNI
1,991	(1,361)	(93)	365	1,385	(787)	(57)	542	690	(315)	(18)	228	2,412	(1,728)	(7)	507
RONE <sup>(1)</sup> 12.1%				RONE <sup>(1)</sup> 17.6%				RONE <sup>(1)</sup> 19.5%				RONE <sup>(1)</sup> 11.7%			

(1) Underlying data: adjusted for IFRIC 21 linearisation and PEL/CEL provision for French Retail Banking.

# FRENCH RETAIL BANKING RESULTS

Q2 18		H1 18
<b>Revenues<sup>(1)</sup></b>		
<b>EUR 1,908m</b>		<b>EUR 3,971m</b>
-2.1% vs. Q2 17		-1.9% vs. H1 17
<b>Operating Expenses</b>		
<b>EUR 1,361m</b>		<b>EUR 2,841m</b>
+0.7% vs. Q2 17		+2.5% vs. H1 17
<b>Net Cost of Risk</b>		
<b>EUR 93m</b>		<b>EUR 227m</b>
-27.9% vs. Q2 17		-12% vs. H1 17
<b>Group Net Income</b>		
<b>EUR 365m</b>		<b>EUR 635m</b>
-1.4% vs. Q2 17		-9.4% vs. H1 17
<b>Profitability<sup>(2)</sup></b>		
<b>RONE 12.1%</b>		<b>RONE 11.5%</b>
13.1% in Q2 17		13.6% vs. H1 17

**Revenues<sup>(1)</sup>** -2.1% vs. Q2 17 in a still low interest rate environment,  
-1.9% vs. H1 17

Net interest margin<sup>(1)</sup> -9.4% vs. Q2 17

Fees +2.5% vs. Q2 17 driven by the dynamic trend in service fees

**Operating expenses** up +0.7% vs. Q2 17, +2.5% vs. H1 17 in line with  
full-year target







Ongoing transformation investment

**Resilient profitability**

(1) Excluding PEL/CEL provision

(2) Adjusted for IFRIC 21 implementation and PEL/CEL provision

## DEVELOPING BUSINESS INITIATIVES

INDIVIDUALS		<b>Increasing our Wealthy and Mass affluent clients base</b>	<b>+5.1%</b> in number of clients vs. Q2 17 Dynamic Private Banking France franchise <b>with AuM of EUR 63bn</b> (+2.6% vs. Q2 17), <b>EUR 1.3bn</b> net inflows
		<b>Accelerating client acquisition at Boursorama</b>	Reaching <b>1.5m</b> clients in July 18
		<b>Developing our bancassurance model</b>	Outstandings +1.7% at <b>EUR 93bn</b> , Unit-Linked share at <b>25%</b> of outstandings Strong net inflows <b>EUR +621m</b>
		<b>Promoting consumer credit</b>	Consumer credit production <b>+13.7%</b> vs. Q2 17
PROFESSIONALS		<b>Expanding Professional expertise</b>	Deployment of Professional-specific setup <b>+1.3%</b> in number of clients vs. Q2 17
CORPORATE		<b>Strengthening Corporate franchise</b>	Push on Investment Banking, notably Equity Capital Markets transactions <b>+1.7%</b> in number of clients vs. Q2 17

### PRODUCTION

Home loans -26.6% vs. Q2 17  
Medium-term Corporate loans +1.2% vs. Q2 17

### OUTSTANDINGS

Individual client loans +3.2% vs. Q2 17  
Medium-term Corporate loans +3.1% vs. Q2 17

### FEES : +2.5% vs Q2 17

42% of total revenues in Q2 18

# KEEP TRANSFORMING FRENCH RETAIL BANKING

## Maintaining the pace of transformation

### RESHAPING THE DISTRIBUTION PLATFORM



**Continuing branch closures:** 50 branches closed in H1 18

**Specialising Back offices:** 1 back office closed in H1 18, 2 more to be closed in H2 18

**Expanding advisory services:** 75 Professional corners already introduced as of 30 June 2018

### DIGITALISING THE OFFER



**Developing online offer** (account opening, day-to-day banking, consumer credit, insurance, savings...): ca. 50,000 online electronic signatures each month

**Offering new functionalities:** Apple Pay, document and invoice aggregators.

Spreading 360° view of client data in real time

### ACCOMPANYING STAFF



Formalising employee **development plan**

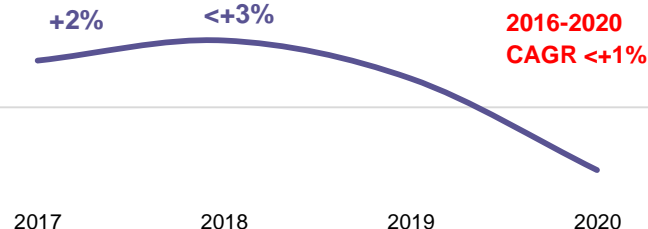
Developing employee **training**

**Social agreement** under new labour law signed in H1 18

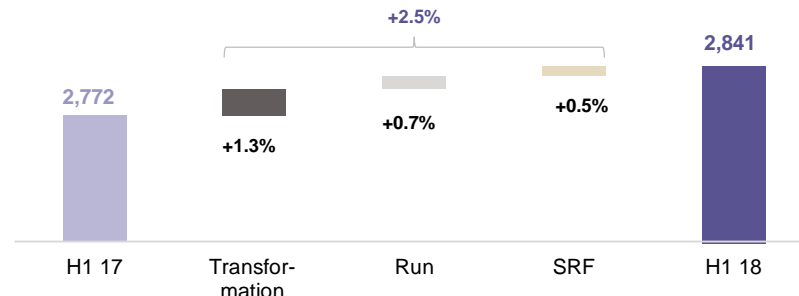
## Investing in transformation

### Underlying operating expenses trend

Illustrative trajectory



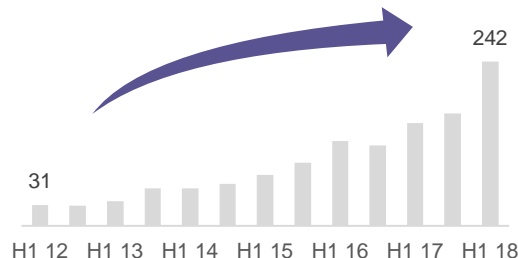
### Operating expenses trend (EURm)



# BOURSORAMA: AHEAD OF THE GROWTH TARGET

## Proven client acquisition model

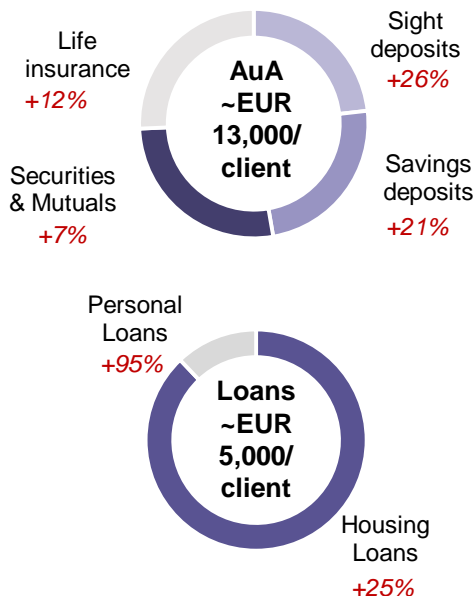
No. of new clients ('000)



Reaching **1.5m** clients in July 2018



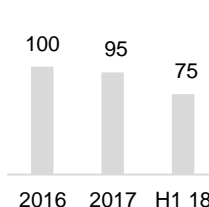
## A full-service banking model



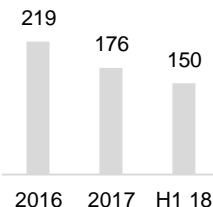
X%: CAGR 14 – H1 18 at Boursorama level

## Efficient operating model

**Acquisition costs per client**  
Rebased on 100



**No. of front officers for 1m clients**



**INCREASED PROFITABILITY**

**Positive** net income excluding marketing expenses\*

**ca. x2.5** between H1 16 and H1 18

**ON TRACK TO REACH 2M CLIENTS BY END-2019, AHEAD OF SCHEDULE**

\*Marketing expenses: commercial offers and advertising costs

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES RESULTS

Q2 18		H1 18
<b>Revenues</b>		
<b>EUR 2,075m</b>		<b>EUR 4,064m</b>
+6.1%* vs. Q2 17		+5.2%* vs. H1 17
<b>Operating Expenses</b>		
<b>EUR 1,102m</b>		<b>EUR 2,281m</b>
+4.3%*(1) vs. Q2 17		+6.2%* vs. H1 17
<b>Net Cost of Risk</b>		
<b>EUR 75m</b>		<b>EUR 166m</b>
+29.6%* vs. Q2 17		-18.6%* vs. H1 17
<b>Group Net Income</b>		
<b>EUR 541m</b>		<b>EUR 970m</b>
+1.0%* vs. Q2 17		+1.3%* vs. H1 17
<b>Profitability<sup>(1)</sup></b>		
<b>RONE 18.3%</b>		<b>RONE 17.7%</b>
19.2% in Q2 17		18.3% vs. H1 17

**Revenue growth momentum maintained**  
(+6.1%\* vs. Q2 17)

## Positive jaws

Operating expenses up 4.3%\* vs. Q2 17 adjusted for a EUR 60m writeback of a restructuring provision in Q2 17

## Low cost of risk

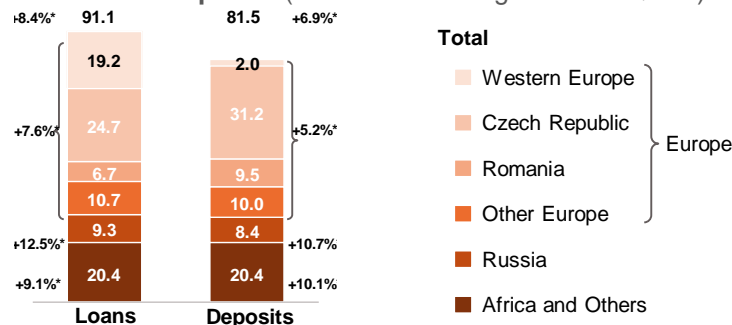
\* When adjusted for changes in Group structure and at constant exchange rates

(1) Adjusted for IFRIC 21 implementation



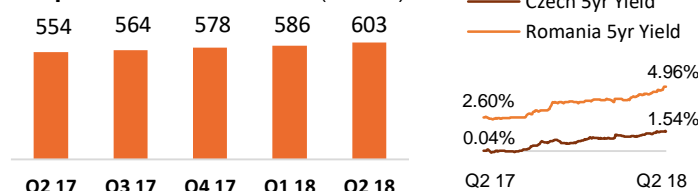
# STRONG MOMENTUM IN INTERNATIONAL RETAIL BANKING

## Loans and Deposits (in EURbn – change vs. end-Q2 17)



## Good Net Interest Income Momentum in Europe Supported by Volume growth and Higher Rates

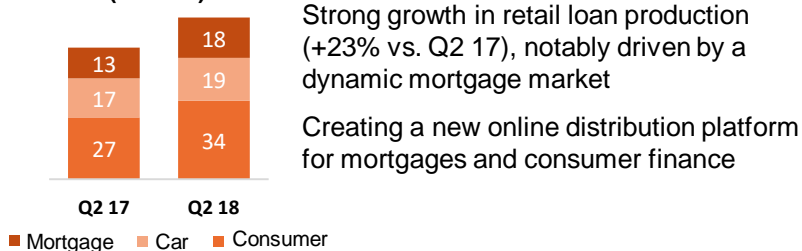
### Europe Net Interest Income (EURm)



Q2 18 RONE<sup>(1)</sup> : 19.7% vs. 22.5%<sup>(2)</sup> in Q2 17

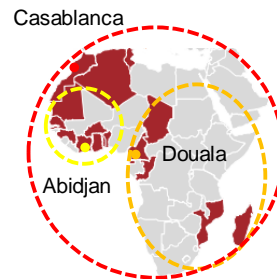
## Further Progress in Russia<sup>(3)</sup>

### Retail Loan Production (RUBbn)



Q2 18 RONE : 15.9% vs. 11.2% in Q2 17

## Developing Regional Hubs in Africa



Strong positive jaws: revenues +9.4%\* and costs +2.9%\* vs. Q2 17

Awarded Best Bank in Africa 2018



Q2 18 RONE<sup>(1)</sup> : 15.3% vs. 11.4% in Q2 17

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

(1) Adjusted for IFRIC 21.

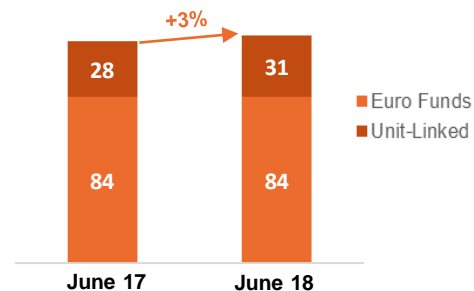
(2) Including notably insurance indemnities in Romania and the reversal of a restructuring provision in Q2-17

(3) SG Russia scope (see p.55)

# GOOD COMMERCIAL PERFORMANCE IN INSURANCE AND FINANCIAL SERVICES

## Developing the Bancassurance Model

### Life Insurance Outstandings (EURbn)

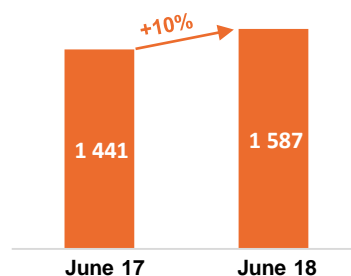


Steady growth in life insurance outstandings: +3% vs. Q2 17, driven by unit-linked

Personal protection premiums +7%,  
Property and Casualty Premiums +7% vs.  
Q2 17; strong growth internationally

## ALD: Strong Fleet Growth

### ALD Fleet (000 vehicles)

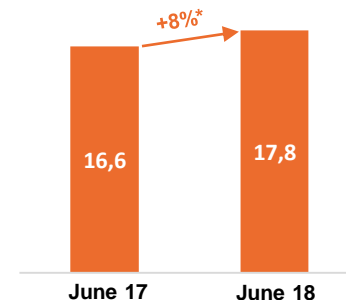


Dynamic organic fleet growth:  
ALD fleet +10.1% vs. June 17

Acquisition of Reflex Alquiler, strengthening  
ALD's Flexible Renting offering in Spain, in  
line with bolt-on acquisitions strategy

## Solid Commercial Performance in Equipment Finance

### Loans and Leases Outstanding<sup>(1)</sup> (EURbn)



Very solid volume growth and acceleration  
in production:

New business volume +6%\* vs. H1 17

<sup>(1)</sup> Excluding factoring

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

## ALD: PROFITABLE GROWTH

### Structural Growth Drivers

#### Trend towards more outsourcing

Increasing penetration in growing corporate fleet market and development of SME segment through partnerships

#### Shift from ownership to use

Private lease growing by >40%, through partnerships and state of the art digital tools

#### Ready for a new wave of mobility services

Car-sharing in Helsinki with the Whim app

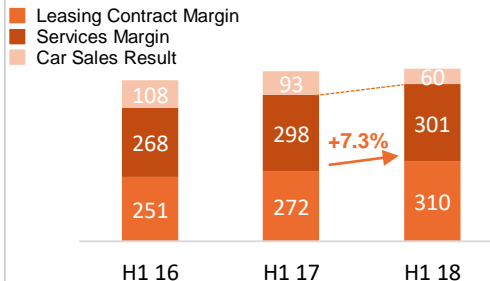


ALD Switch: swap your primary vehicle for another model



### Highly Profitable, Efficient Operating Model

#### Gross Operating Income\* (EURm)



#### Steady growth in Leasing Contract & Services Margins (+7.3% vs. H1 17)

#### Best in class operating efficiency:

H1 18 C/I ratio<sup>(1)</sup>: 50.4%, -1 pt vs. H1 17

Average cost synergies of ca. 20%<sup>(2)</sup> in recent acquisitions

\*Based on ALD standalone financials

(1) Excl. car sales result

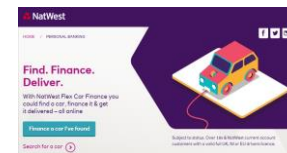
(2) Estimated cost synergies as a % of standalone opex

### Digital is a Core Component of the Model

Retail platform for used cars combining showrooms and digital



Fully online distribution of private lease



Connected cars enabling « pay as you go »



H1 18 Group net income EUR 184m

H1 18 RONE 26.4%

Market Cap. EUR 6.2bn

## GLOBAL BANKING AND INVESTOR SOLUTIONS RESULTS

Q2 18		H1 18
<b>Revenues</b>		
<b>EUR 2,412m</b>		<b>EUR 4,627m</b>
+2.9%* vs. Q2 17		+3.3%* vs. H1 17
<b>Operating Expenses</b>		
<b>EUR 1,728m</b>		<b>EUR 3,752m</b>
-1.0%* vs. Q2 17		+2.9%* vs. H1 17
<b>Net Cost of Risk</b>		
<b>EUR 7m</b>		<b>EUR +20m</b>
<b>Group Net Income</b>		
<b>EUR 507m</b>		<b>EUR 673m</b>
+1.2%* vs. Q2 17		-21.3%* vs. H1 17
<b>Profitability<sup>(1)</sup></b>		
<b>RONE 11.7%</b>		<b>RONE 11.0%</b>
12.2% in Q2 17		13.5% vs. H1 17

**Revenue** trend reflecting momentum across businesses  
(+3%\* vs. Q2 17, +9% vs. Q1 18)

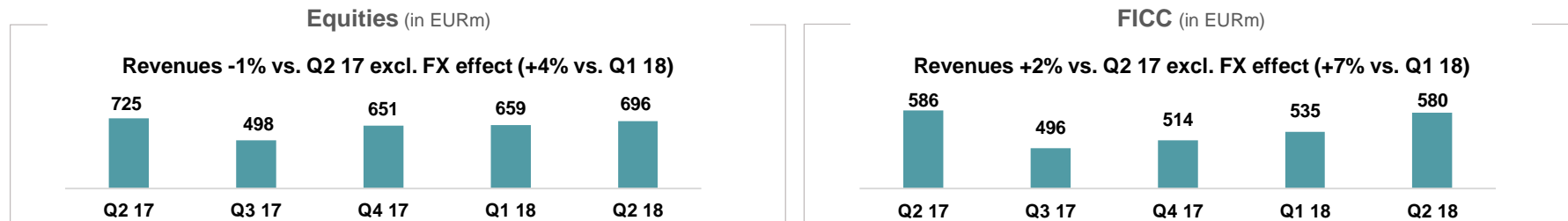
**Operating expenses down** -1% vs. Q2 17 with ongoing transformation and regulatory investment offset by strict discipline on costs

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

(1) Adjusted for IFRIC 21 implementation

# RESILIENT GLOBAL MARKETS & INVESTOR SERVICES REVENUES

Global Markets & Investor Services revenues: +2% vs. Q2 17 excl. FX effect



## Americas & Asia: solid revenues

**Equities and Prime:** strong performance in flow products, mixed performance in structured products

**FICC:** sound commercial activity in a more favorable environment for structured products

## Europe: resilient client activity in a still challenging environment

**Equities and Prime:** solid commercial performance in Prime Services more than offset by low client momentum on cash.

Softer structured products activity in a low volatility environment

**FICC:** good commercial activity on flows, with volatility benefiting Rates and Commodities but penalising Credit market.

Mixed structured products performance

**Securities Services:** high level of fees in line with the first quarter and positive effect of Euroclear participation reevaluation

# STRENGTHENING OUR LEADERSHIP POSITION WITH EMC<sup>(1)</sup> ACQUISITION

## FLOW PRODUCTS & MARKET MAKING

Increasing our franchise in listed products and market-making  
 Becoming the European leader and global top 3 player in flow products  
 Leveraging EMC's IT platform  
 Increasing our pan-European footprint notably in Germany

## INVESTMENT SOLUTIONS

Further strengthening our leading franchise  
 Increasing market share particularly in Germany

## ASSET MANAGEMENT

Improving Lyxor's leadership position in ETFs, becoming top 2 player in Europe and top 3 player in Germany

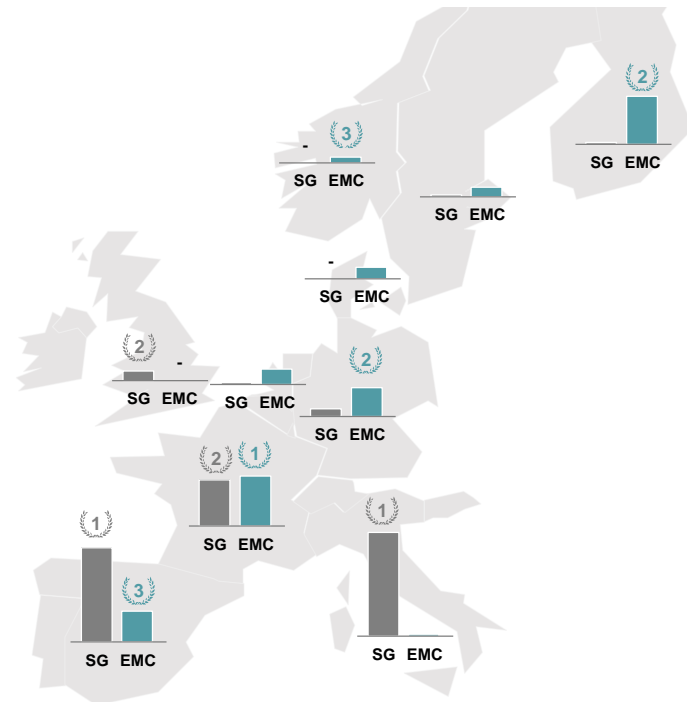
Gradual transfer of assets and teams from end 2018 to 2020

Integration costs of ca. EUR 150m

Expected GOI run rate: >EUR 150m<sup>(2)</sup>

Accretive ROE acquisition from 2020

## Market share in listed products



## POSITIVE MOMENTUM IN FINANCING AND ADVISORY

Financing & Advisory revenues: +8% vs. Q2 17 excl. FX effect

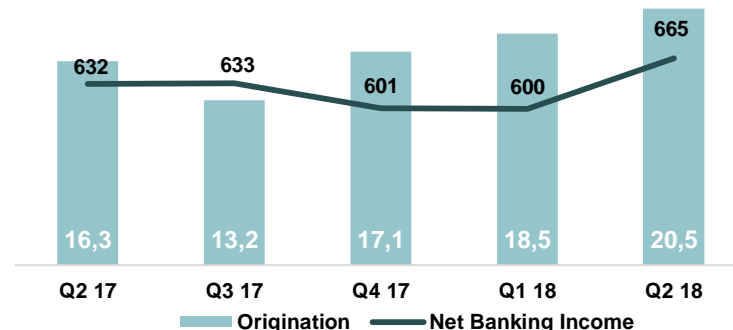
Highest **level of quarterly revenues** since 2016

Sustained **Financing activity**, with the highest level of origination business since 2016 and increasing fees, notably for Real Estate, Shipping and Energy

Softer **Investment Banking** activity

High level of fees in **Global Transaction Banking**, driven by robust commercial trend across businesses

Net Banking Income (in EURm) and originated volumes (in EURbn)



Asset & Wealth Management revenues: -4% vs. Q2 17 excl. FX effect

### Lyxor

ETF: revenues slightly lower vs. high level in Q2 17  
Active Management: lower performance fees

### Private Banking

Solid revenues, though below high Q2 17  
Sequential rebound vs. Q1 18 mainly driven by France, with growth levers bearing fruit

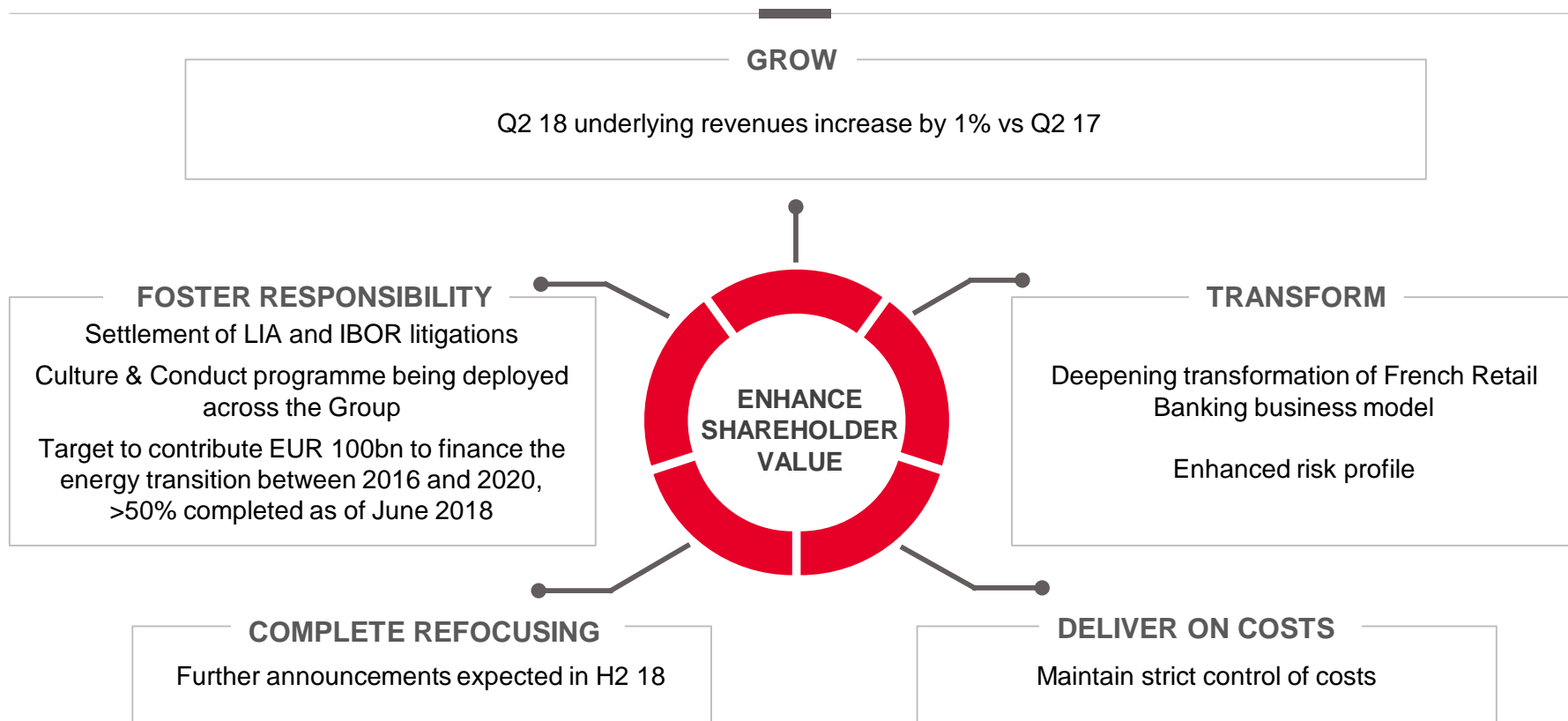
4



CONCLUSION



## A DETERMINED AND SUCCESSFUL START TO THE STRATEGIC PLAN



5



SUPPLEMENT

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## KEY FIGURES

<i>In EUR m</i>	Q2 18	Change Q2 vs. Q1	Change Q2 vs. Q2	H1 18	Change H1 18 vs. H1 17
Net banking income	6,454	+2.5%	+24.1%	12,748	+9.2%
Underlying net banking income(1)	6,614	-6.9%	+5.6%	19,202	+3.6%
Gross operating income	2,051	n/s	+0.0%	3,616	+0.0%
Underlying operating income(1)	1,965	+36.0%	n/s	5,690	-100.0%
Income tax	(516)			(886)	
ROTE*	11.2%			11.0%	
Earnings per Share*				2.12	
Net Tangible Asset value per Share (EUR)				53.13	
Net Asset value per Share (EUR)				62.07	
Common Equity Tier 1 Ratio *				11.1%	
Tier 1 Ratio *				13.6%	
Total Capital Ratio *				16.8%	

\* Fully-loaded based on CRR/CRD4 rules, including Danish compromise for insurance. Refer to Methodology  
Underlying ROE/ROTE: adjusted for non-economic and exceptional items, see p. 39 and Methodology

## CONTINUED FOCUS IN POSITIVE TRANSFORMATION



### Drawing on innovative skills and pioneering spirit

Acquisition of Lumo fintech renewable energy crowdfunding platform  
First French bank to join the Climate Bonds Partner Programme

### Anchoring a culture of responsibility

Continuing roll out and training of the Code governing the fight against corruption and influence peddling and Code of Conduct, both endorsed by the Board

## Engaged in Positive Transformation

### Increasing transparency and integration

Publication of first Integrated Report in May 2018  
Integrating responsibility in the heart of the Transform to Grow strategy

### Achieving independent recognition

Ranked No.1 in the CAC 40 positivity index piloted by an expert group « Positive Planet »

# QUARTERLY INCOME STATEMENT BY CORE BUSINESS

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17
Net banking income	1,991	2,026	2,075	1,968	2,412	2,399	(24)	(1,194)	6,454	5,199
Operating expenses	(1,361)	(1,352)	(1,102)	(1,008)	(1,728)	(1,751)	(212)	(58)	(4,403)	(4,169)
Gross operating income	630	674	973	960	684	648	(236)	(1,252)	2,051	1,030
Net cost of risk	(93)	(129)	(75)	(59)	(7)	(4)	5	451	(170)	259
Operating income	537	545	898	901	677	644	(231)	(801)	1,881	1,289
Net income from companies accounted for by the equity method	10	4	2	6	3	0	(2)	3	13	13
Net profits or losses from other assets	1	5	0	(2)	(15)	(5)	(28)	210	(42)	208
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0
Income tax	(183)	(184)	(230)	(230)	(152)	(124)	49	236	(516)	(302)
O.w. non controlling Interests	0	0	129	107	6	6	45	37	180	150
Group net income	365	370	541	568	507	509	(257)	(389)	1,156	1,058
Average allocated capital	11,066	10,797	11,452	11,352	14,965	15,096	10,484*	10,539*	47,967	47,784
Group ROE (after tax)									8.6%	7.8%

Net banking income, operating expenses, allocated capital, ROE: see Methodology

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

# HALF YEAR INCOME STATEMENT BY CORE BUSINESS

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
Net banking income	3,999	4,049	4,064	3,908	4,627	4,958	58	(1,242)	12,748	11,673
Operating expenses	(2,841)	(2,772)	(2,281)	(2,185)	(3,752)	(3,760)	(258)	(96)	(9,132)	(8,813)
Gross operating income	1,158	1,277	1,783	1,723	875	1,198	(200)	(1,338)	3,616	2,860
Net cost of risk	(227)	(258)	(166)	(170)	20	(41)	(5)	101	(378)	(368)
Operating income	931	1,019	1,617	1,553	895	1,157	(205)	(1,237)	3,238	2,492
Net income from companies accounted for by the equity method	16	20	8	18	3	1	2	11	29	50
Net profits or losses from other assets	2	5	4	33	(15)	0	(32)	207	(41)	245
Impairment losses on goodwill	0	0	0	1	0	0	0	0	0	1
Income tax	(314)	(343)	(418)	(411)	(199)	(251)	45	314	(886)	(691)
O.w. non controlling Interests	0	0	241	198	11	13	82	81	334	292
Group net income	635	701	970	996	673	894	(272)	(786)	2,006	1,805
Average allocated capital	11,226	10,778	11,440	11,255	14,856	15,216	10,223*	10,585*	47,745	47,834
Group ROE (after tax)									7.5%	6.5%

Net banking income, operating expenses, allocated capital, ROE: see Methodology

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

## NON ECONOMIC AND EXCEPTIONAL ITEMS

<i>In EUR m</i>	Q2 18	Q2 17	Change	H1 18	H1 17	Change
<b>Net Banking Income</b>	<b>6,454</b>	<b>5,199</b>	<b>+24.1%</b>	<b>12,748</b>	<b>11,673</b>	<b>+9.2%</b>
<i>Reevaluation of own financial liabilities*</i>		(224)			(199)	
<i>DVA*</i>		(3)			(6)	
<i>LIA settlement**</i>	0	(963)		0	(963)	
<b>Underlying Net Banking Income</b>	<b>6,454</b>	<b>6,389</b>	<b>+1.0%</b>	<b>12,748</b>	<b>12,841</b>	<b>-0.7%</b>
<b>Operating expenses</b>	<b>(4,403)</b>	<b>(4,169)</b>	<b>+5.6%</b>	<b>(9,132)</b>	<b>(8,813)</b>	<b>+3.6%</b>
<i>IFRIC 21 linearisation</i>	(167)	(145)		338	313	
<i>Provision for disputes**</i>	(200)			(200)		
<b>Underlying Operating expenses</b>	<b>(4,370)</b>	<b>(4,314)</b>	<b>+1.3%</b>	<b>(8,594)</b>	<b>(8,500)</b>	<b>+1.1%</b>
<b>Net cost of risk</b>	<b>(170)</b>	<b>259</b>	<b>n/s</b>	<b>(378)</b>	<b>(368)</b>	<b>+2.7%</b>
<i>Provision for disputes**</i>		(300)			(300)	
<i>LIA settlement**</i>		750			400	
<b>Underlying Net Cost of Risk</b>	<b>(170)</b>	<b>(191)</b>	<b>-11.0%</b>	<b>(378)</b>	<b>(468)</b>	<b>-19.2%</b>
<b>Net profit or losses from other assets</b>	<b>(42)</b>	<b>208</b>	<b>n/s</b>	<b>(41)</b>	<b>245</b>	<b>n/s</b>
<i>Sale of Express Bank and Societe Generale Albania**</i>	(27)			(27)		
<i>Change in consolidation method of Antarius**</i>		203			203	
<b>Underlying Net profits or losses from other assets</b>	<b>(15)</b>	<b>5</b>	<b>n/s</b>	<b>(14)</b>	<b>42</b>	<b>n/s</b>
<b>Group net income</b>	<b>1,156</b>	<b>1,058</b>	<b>+9.3%</b>	<b>2,006</b>	<b>1,805</b>	<b>+11.1%</b>
<i>Effect in Group net income of above restatements</i>	(109)	(107)		(463)	(746)	
<b>Underlying Group net income</b>	<b>1,265</b>	<b>1,165</b>	<b>+8.6%</b>	<b>2,469</b>	<b>2,551</b>	<b>-3.2%</b>

\* Non-economic items

\*\* Exceptional items



## IFRIC 21 AND SRF IMPACT

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
Total IFRIC 21 Impact - costs	-108	-103	-129	-136	-393	-349	-47	-39	-677	-626
<i>o/w Resolution Funds</i>	-66	-55	-47	-52	-313	-263	-1	10	-427	-360

	International Retail Banking		Financial Services to Corporates		Insurance		Other		Total	
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
Total IFRIC 21 Impact - costs	-90	-96	-10	-11	-30	-26	0	-3	-129	-136
<i>o/w Resolution Funds</i>	-45	-49	-2	-1	0	0	0	-2	-47	-52

	Western Europe		Czech Republic		Romania		Russia		Other Europe		Africa, Asia, Mediterranean bassin and Overseas		Total International Retail Banking	
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
Total IFRIC 21 Impact - costs	-9	-7	-35	-34	-9	-17	-2	-3	-24	-21	-11	-14	-90	-96
<i>o/w Resolution Funds</i>	-4	-1	-27	-27	-4	-14	0	0	-9	-7	0	0	-45	-49

	Global Markets and Investor Services		Financing and Advisory		Asset and Wealth Management		Total Global Banking and Investor Solutions	
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
Total IFRIC 21 Impact - costs	-303	-274	-79	-66	-11	-9	-393	-349
<i>o/w Resolution Funds</i>	-250	-219	-54	-38	-9	-6	-313	-263

## CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

### Fully Loaded Common Equity Tier 1, Tier 1 and Total Capital

<i>In EUR bn</i>	30/06/2018	31/12/2017
<b>Shareholder equity Group share</b>	<b>59.0</b>	<b>59.4</b>
Deeply subordinated notes*	(9.2)	(8.5)
Undated subordinated notes*	(0.3)	(0.3)
Dividend to be paid & interest on subordinated notes	(1.0)	(1.9)
Goodwill and intangible	(6.7)	(6.6)
Non controlling interests	3.4	3.5
Deductions and regulatory adjustments**	(5.0)	(5.4)
<b>Common Equity Tier 1 Capital</b>	<b>40.2</b>	<b>40.2</b>
Additional Tier 1 capital	9.2	8.7
<b>Tier 1 Capital</b>	<b>49.4</b>	<b>48.9</b>
Tier 2 capital	11.7	11.1
<b>Total capital (Tier 1 + Tier 2)</b>	<b>61.2</b>	<b>60.0</b>
<b>Total risk-weighted assets</b>	<b>363.1</b>	<b>353.3</b>
<b>Common Equity Tier 1 Ratio</b>	<b>11.1%</b>	<b>11.4%</b>
<b>Tier 1 Ratio</b>	<b>13.6%</b>	<b>13.8%</b>
<b>Total Capital Ratio</b>	<b>16.8%</b>	<b>17.0%</b>

Ratios based on the CRR/CDR4 rules as published on 26th June 2013, including Danish compromise for insurance. See Methodology

\* Excluding issue premiums on deeply subordinated notes and on undated subordinated notes

\*\* Fully loaded deductions

## CRR LEVERAGE RATIO

CRR Fully Loaded Leverage Ratio<sup>(1)</sup>

<i>In EUR bn</i>	30/06/2018	31/12/2017
<b>Tier 1 Capital</b>	<b>49.4</b>	<b>48.9</b>
Total prudential balance sheet (2)	1,160	1,138
Adjustement related to derivative exposures	(45)	(61)
Adjustement related to securities financing transactions*	(5)	(9)
Off-balance sheet (loan and guarantee commitments)	95	93
Technical and prudential adjustments (Tier 1 capital prudential deductions)	(10)	(11)
Leverage exposure	1,194	1,150
<b>CRR leverage ratio</b>	<b>4.1%</b>	<b>4.3%</b>

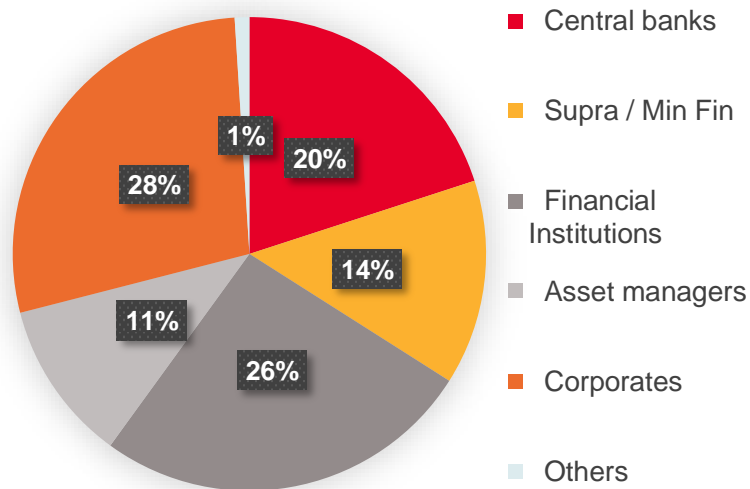
(1) Fully loaded based on CRR rules taking into account the leverage ratio delegated act adopted in October 2014 by the European Commission. See Methodology

(2) The prudential balance sheet corresponds to the IFRS balance sheet less entities accounted for through the equity method (mainly insurance subsidiaries)

\* Securities financing transactions: repos, reverse repos, securities lending and borrowing and other similar transactions

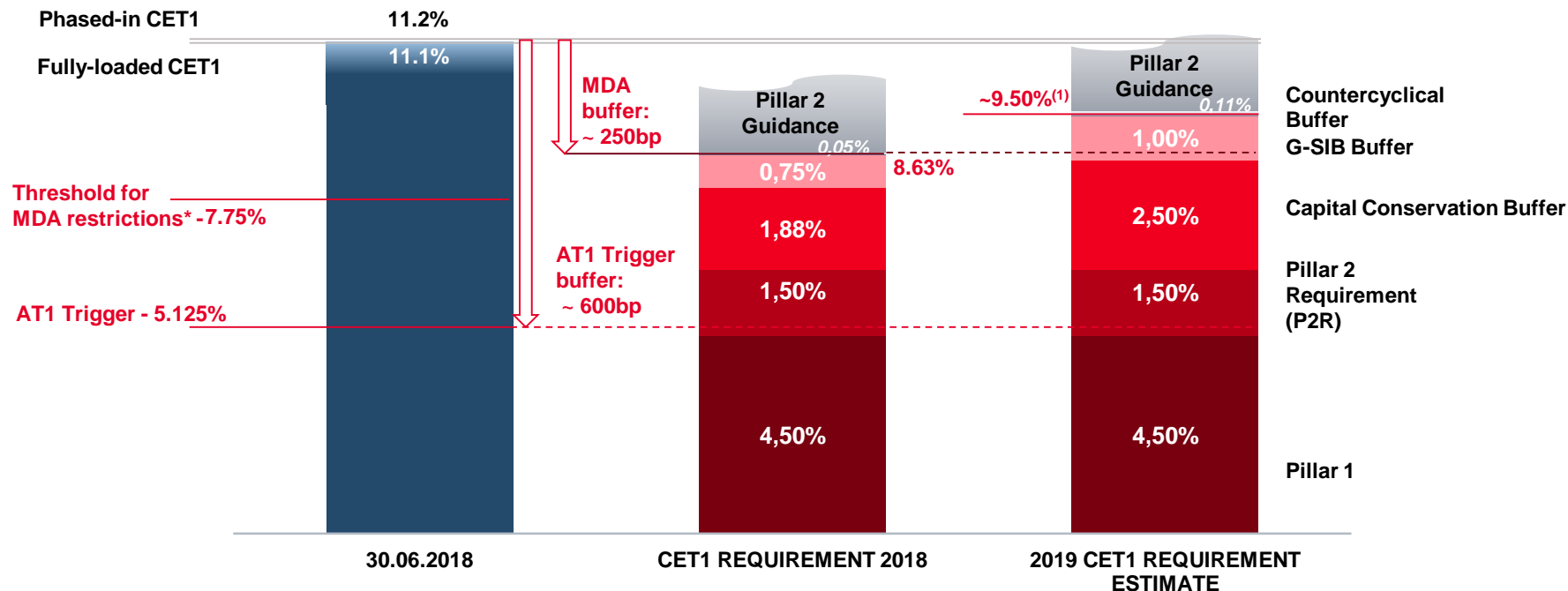
## 2018 SHORT TERM FUNDING WELL DIVERSIFIED

Group Unsecured Short Term External Funding Mapping (initial maturities < 18m)



(as of 30/06/2018)

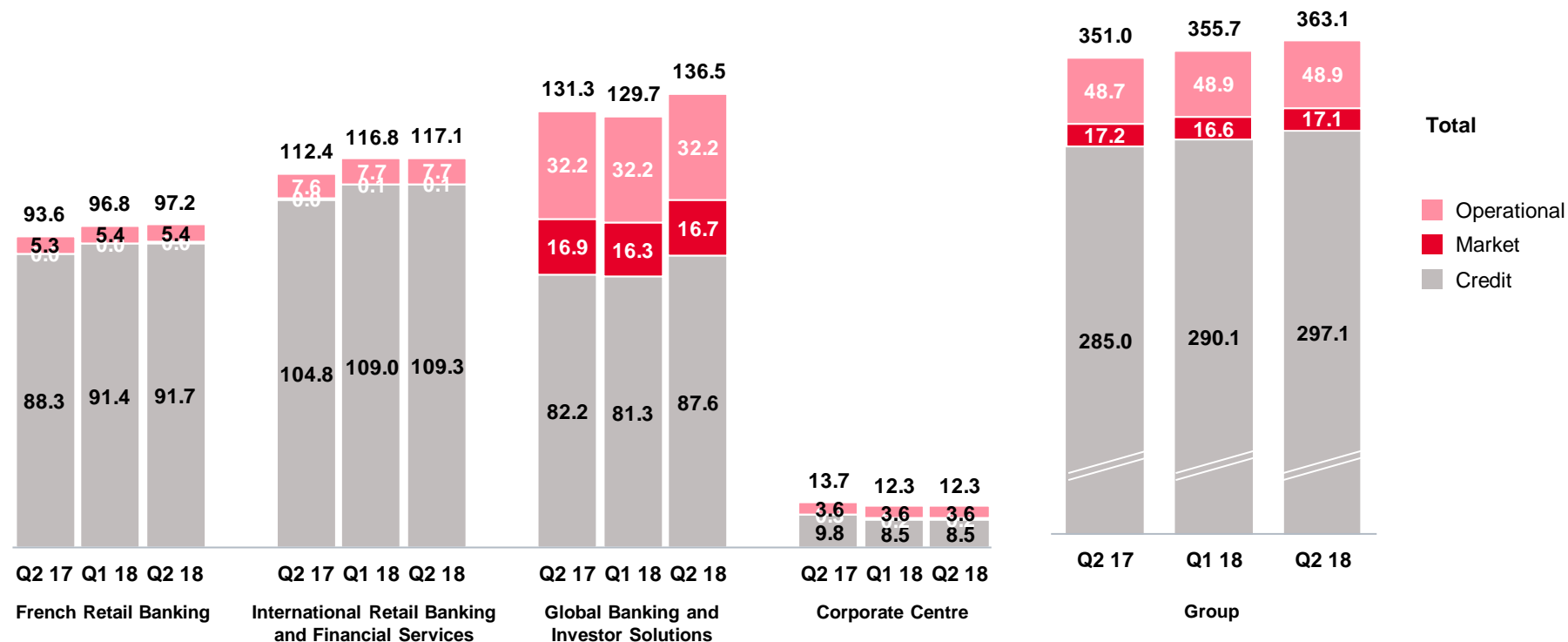
# PILLAR 2 LATEST DEVELOPMENT STRENGTHENING ALREADY LARGE CAPITAL BUFFERS



\* Excluding countercyclical Buffer

<sup>(1)</sup> based on the final notification in December 2017

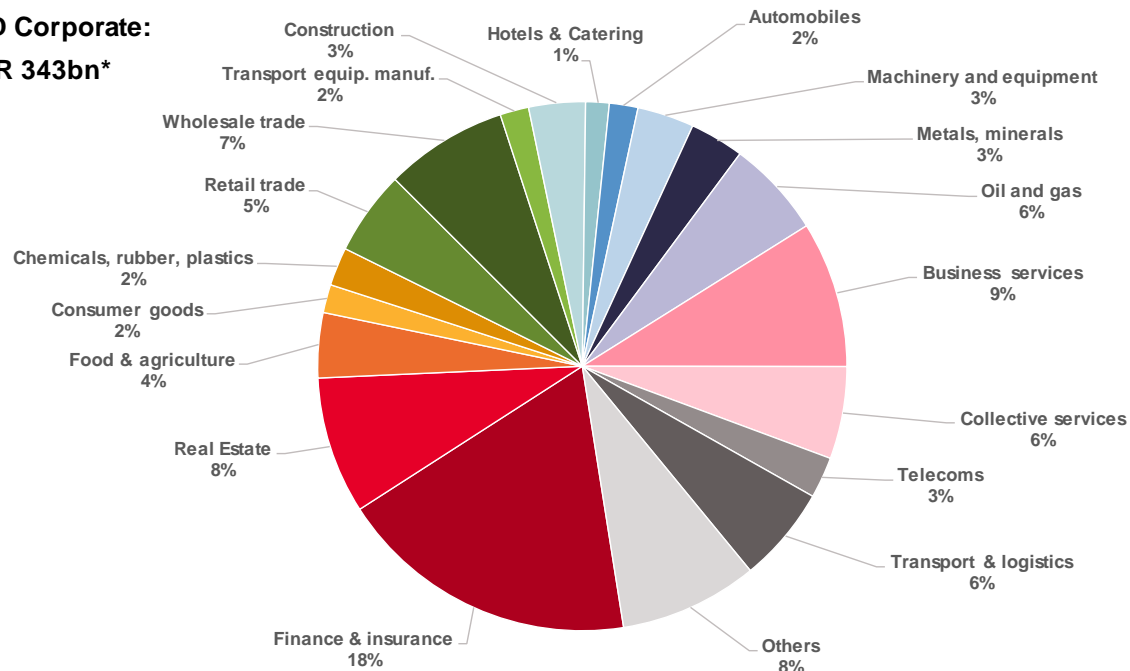
## RISK-WEIGHTED ASSETS\* (CRR/CRD 4, IN EUR BN)



\* Includes the entities reported under IFRS 5 until disposal  
Data restated reflecting new quarterly series published on 4 April 2018

# BREAKDOWN OF SG GROUP COMMITMENTS BY SECTOR AT 30.06.2018

**EAD Corporate:**  
**EUR 343bn\***

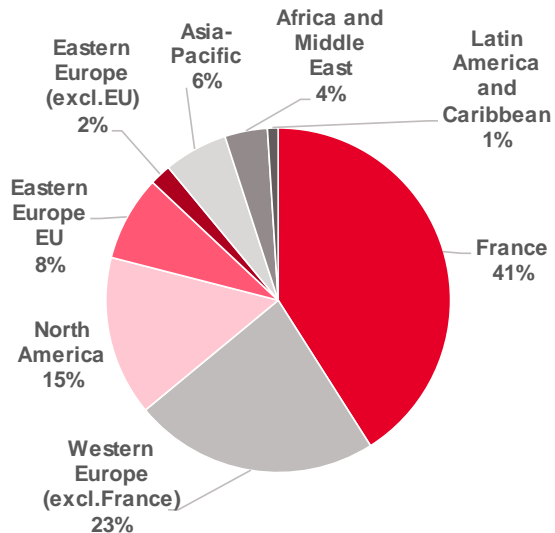


\*EAD for the corporate portfolio as defined by the Basel regulations (large corporate including insurance companies, funds and hedge funds, SME, specialised financing, and factoring) based on the obligor's characteristics before taking account of the substitution effect. Total credit risk (debtor, issuer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

# GEOGRAPHIC BREAKDOWN OF SG GROUP COMMITMENTS AT 30.06.2018

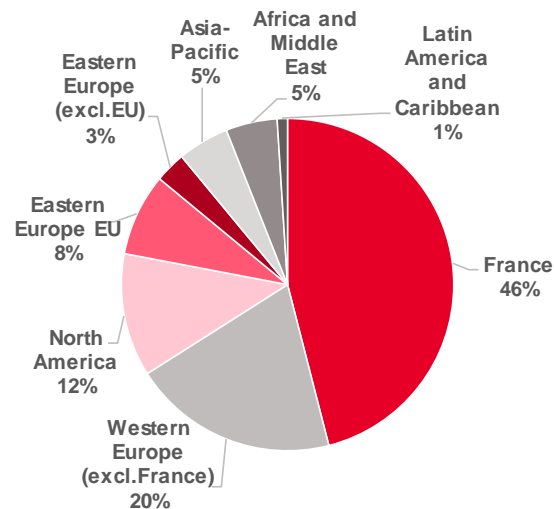
## On-and off-balance sheet EAD\*

All customers included: EUR 899bn



## On-balance sheet EAD\*

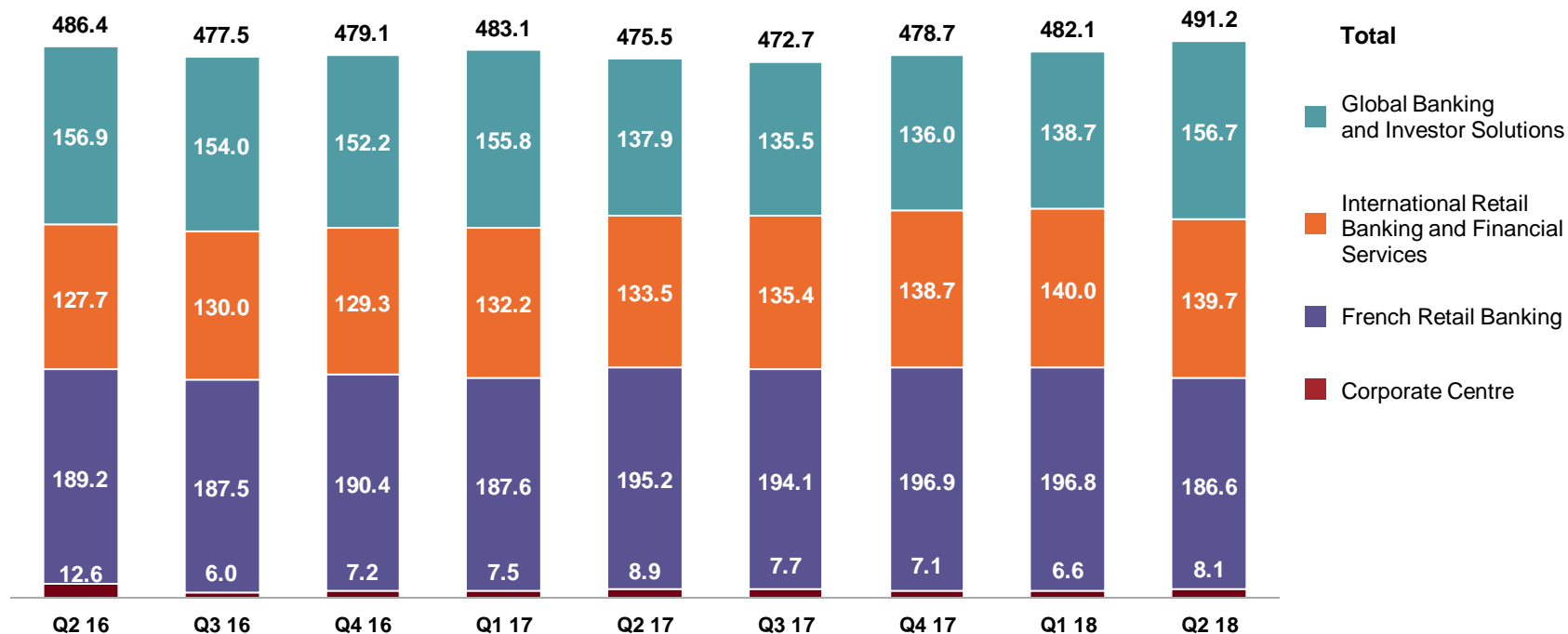
All customers included: EUR 655bn



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



## CHANGE IN GROSS BOOK OUTSTANDINGS\*

*End of period in EUR bn*

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

Excluding entities reported under IFRS 5

Data Q2 2018, restated reflecting the transfer of Global Transaction and payment services from French Retail Banking to Global Banking and Investor solutions.

## NON PERFORMING LOANS

In EUR bn	30/06/2018	31/03/2018	30/06/2017
Gross book outstandings*	491.2	482.1	475.6
Doubtful loans*	19.4	20.4	22.0
<b>Group Gross non performing loans ratio*</b>	<b>3.9%</b>	<b>4.2%</b>	<b>4.6%</b>
Specific provisions	10.7	11.3	12.1
Portfolio-based provisions**	2.1	2.1	1.4
<b>Group Gross doubtful loans coverage ratio* (Overall provisions / Doubtful loans)</b>	<b>66%</b>	<b>66%</b>	<b>62%</b>
Stage 1 provisions**	1.0	1.0	
Stage 2 provisions**	1.1	1.2	
Stage 3 provisions	10.7	11.3	
<b>Group Gross doubtful loans coverage ratio* (Stage 3 provisions / Doubtful loans)</b>	<b>55%</b>	<b>55%</b>	

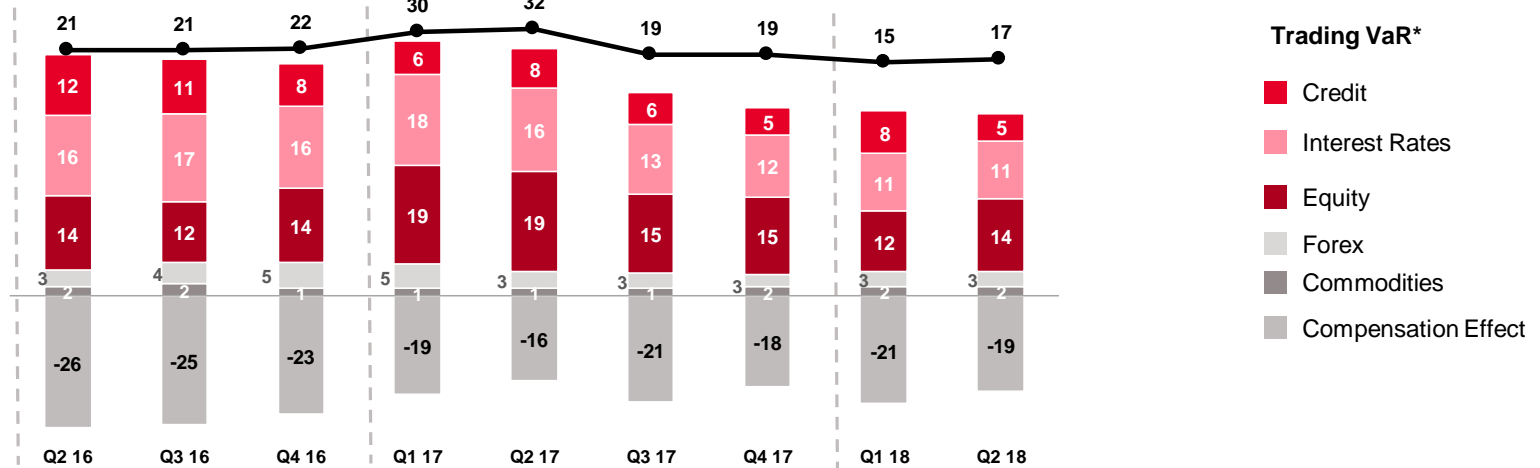
\* Customer loans, deposits at banks and loans due from banks, leasing and lease assets

\*\* As of March 31, 2018 and June 30<sup>th</sup>, 2018 portfolio-based provisions are the sum of stage 1 and stage 2 provisions.

See: Methodology

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

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

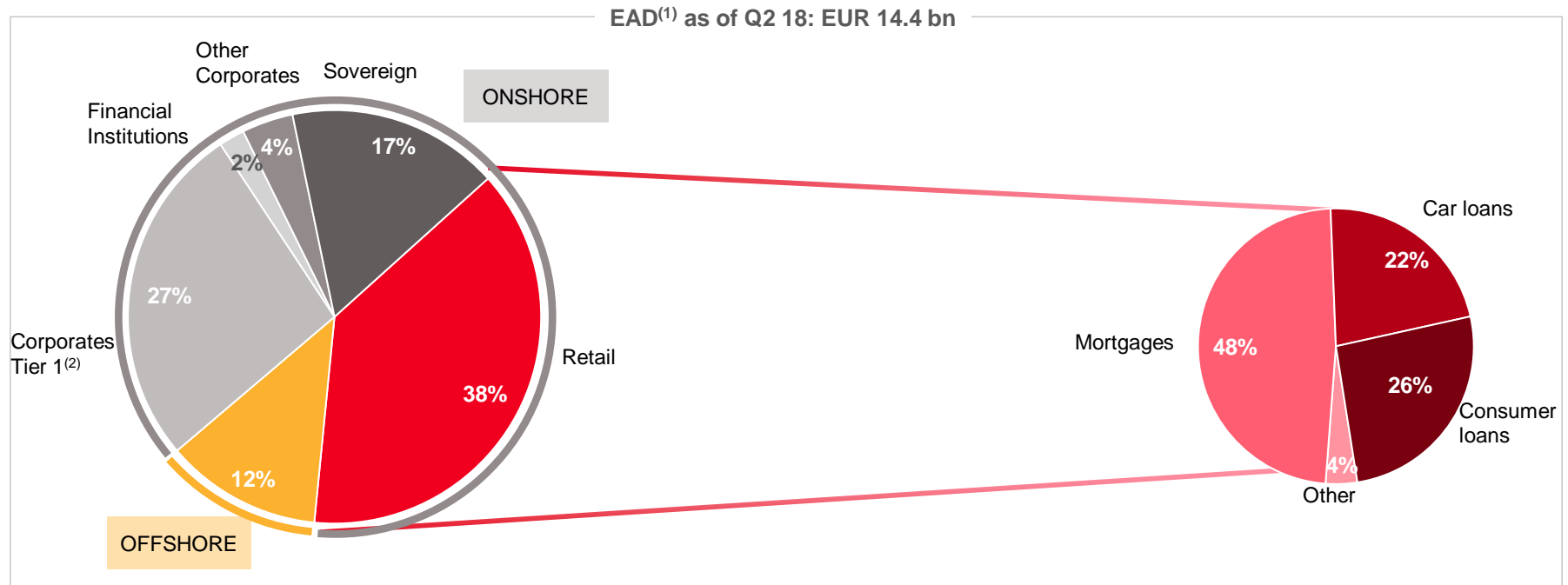


Stressed VAR** (1 day, 99%, in EUR m)	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18
Minimum	21	14	14	14	18
Maximum	52	37	37	72	59
Average	36	25	21	34	33

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

\*\* Stressed VaR : Identical approach to VaR (historical simulation with 1-day shocks and a 99% confidence interval), but over a fixed one-year historical window corresponding to a period of significant financial tension instead of a one-year rolling period

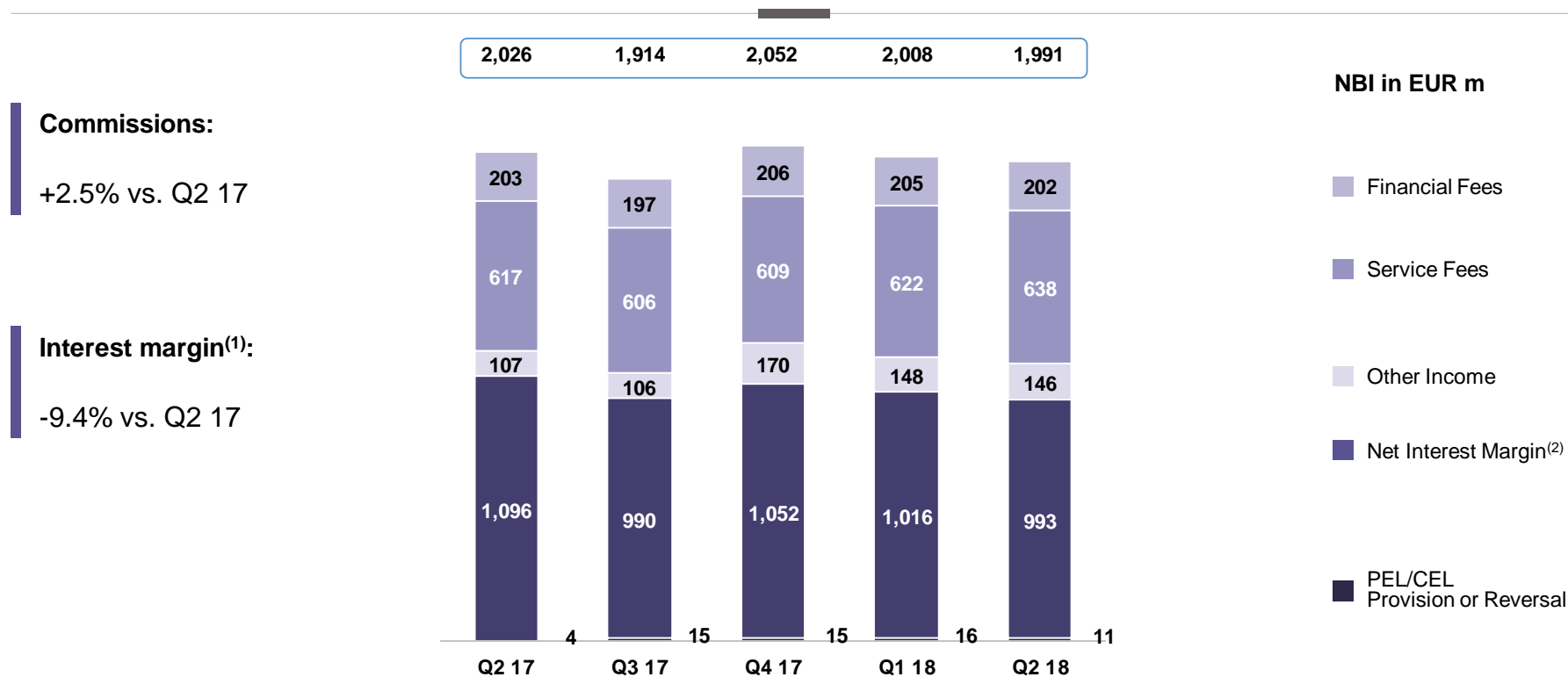
## DIVERSIFIED EXPOSURE TO RUSSIA



(1) EAD net of provisions

(2) Top 500 Russian corporates and multinational corporates

## CHANGE IN NET BANKING INCOME



(1) Excluding PEL/CEL

(2) Including EUR -88m adjustment of hedging costs in Q3 17

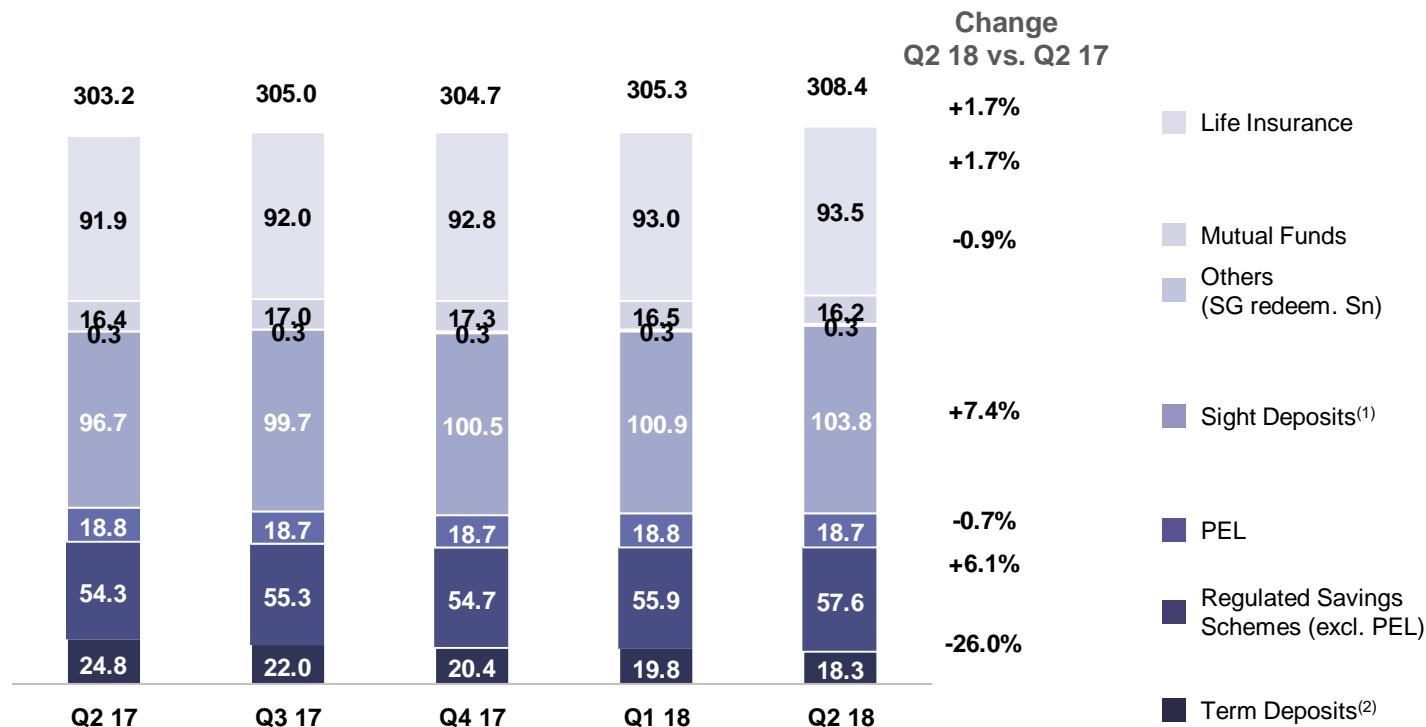
Data restated reflecting new quarterly series published on 4 April 2018

# CUSTOMER DEPOSITS AND FINANCIAL SAVINGS

*Average outstanding  
in EUR bn*

**Financial  
savings:**  
EUR 110.0bn  
+1.3%

**Deposits:**  
EUR 198.5bn  
+2.0%



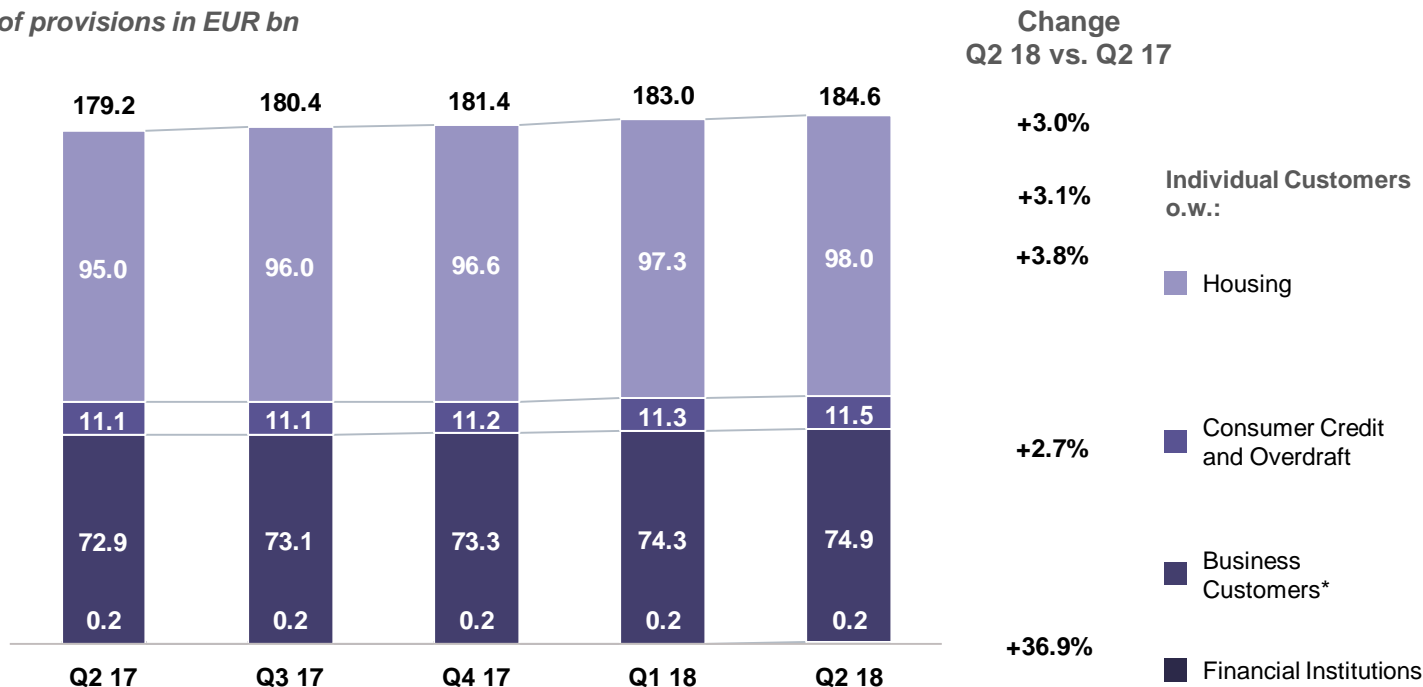
(1) Including deposits from Financial Institutions and foreign currency deposits

(2) Including deposits from Financial Institutions and medium-term notes

Note: Regulated saving schemes and Term Deposits series are restated to reflect technical adjustment on saving accounts.

# LOANS OUTSTANDING

*Average outstanding, net of provisions in EUR bn*



\* SMEs, self-employed professionals, local authorities, corporates, NPOs, including foreign currency loans

Note : Business Customers and Housing historical series are restated to reflect technical adjustment on housing loans denominated in currency

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES – QUARTERLY RESULTS

	International Retail Banking			Insurance			Financial Services to Corporates			Total		
In EUR m	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change
Net banking income	1,385	1,315	+7.8%*	220	208	+6.0%*	470	445	+1.1%*	2,075	1,968	+6.1%*
Operating expenses	(787)	(712)	+12.0%*	(78)	(73)	+7.3%*	(237)	(223)	+2.5%*	(1,102)	(1,008)	+9.5%*
Gross operating income	598	603	+2.8%*	142	135	+5.3%*	233	222	-0.3%*	973	960	+2.5%*
Net cost of risk	(57)	(50)	+15.4%*	0	0	n/s	(18)	(9)	x 2,1	(75)	(59)	+29.6%*
Operating income	541	553	+1.7%*	142	135	+5.3%*	215	213	-4.6%*	898	901	+0.8%*
Net profits or losses from other assets	0	(2)	+100.0%*	0	0	n/s	0	0	n/s	0	(2)	+100.0%*
Impairment losses on goodwill	0	0	n/s	0	0	n/s	0	0	n/s	0	0	n/s
Income tax	(127)	(128)	+1.0%*	(47)	(45)	+4.7%*	(56)	(57)	-6.9%*	(230)	(230)	+0.6%*
Group net income	313	326	+1.8%*	95	89	+6.9%*	133	153	-3.2%*	541	568	+1.0%*
C/I ratio	57%	54%		35%	35%		50%	50%		53%	51%	
Average allocated capital	6,891	6,865		1,906	1,799		2,656	2,688		11,452	11,352	

\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology



# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES – HALF YEAR RESULTS

	International Retail Banking			Insurance			Financial Services to Corporates			Total		
In EUR m	H1 18	H1 17	Change	H1 18	H1 17	Change	H1 18	H1 17	Change	H1 18	H1 17	Change
Net banking income	2,713	2,597	+8.3%*	446	406	+6.1%*	905	905	-3.8%*	4,064	3,908	+5.2%*
Operating expenses	(1,634)	(1,569)	+8.4%*	(177)	(163)	+6.1%*	(470)	(453)	+1.2%*	(2,281)	(2,185)	+6.2%*
Gross operating income	1,079	1,028	+8.1%*	269	243	+6.1%*	435	452	-8.9%*	1,783	1,723	+4.1%*
Net cost of risk	(138)	(148)	+15.6%*	0	0	n/s	(28)	(22)	+32.9%*	(166)	(170)	+18.6%*
Operating income	941	880	+7.1%*	269	243	+6.1%*	407	430	-11.0%*	1,617	1,553	+2.8%*
Net profits or losses from other assets	4	33	-88.6%*	0	0	n/s	0	0	n/s	4	33	-88.6%*
Impairment losses on goodwill	0	1	+100.0%*	0	0	n/s	0	0	n/s	0	1	+100.0%*
Income tax	(221)	(214)	+3.3%*	(89)	(82)	+3.9%*	(108)	(115)	-11.9%*	(418)	(411)	-0.1%*
Group net income	542	519	+4.4%*	179	160	+7.2%*	249	317	-10.4%*	970	996	+1.3%*
C/I ratio	60%	60%		40%	40%		52%	50%		56%	56%	
Average allocated capital	6,883	6,790		1,911	1,779		2,646	2,686		11,440	11,255	

\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology

# QUARTERLY RESULTS OF INTERNATIONAL RETAIL BANKING: BREAKDOWN BY REGION

	Western Europe		Czech Republic		Romania		Other Europe		Russia (1)		Africa, Asia, Mediterranean bassin and Overseas		Total International Retail Banking	
In M EUR	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17
<b>Net banking income</b>	<b>208</b>	189	<b>272</b>	258	<b>145</b>	138	<b>170</b>	156	<b>178</b>	186	<b>412</b>	388	<b>1,385</b>	1,315
Change *	+10.1%*		+1.9%*		+7.2%*		+8.5%*		+11.0%*		+9.4%*		+7.8%*	
<b>Operating expenses</b>	<b>(93)</b>	(90)	<b>(149)</b>	(131)	<b>(81)</b>	(79)	<b>(96)</b>	(31)	<b>(126)</b>	(140)	<b>(242)</b>	(241)	<b>(787)</b>	(712)
Change *	+3.3%*		+10.4%*		+4.4%*		x 2,2		+3.4%*		+2.9%*		+12.0%*	
<b>Gross operating income</b>	<b>115</b>	99	<b>123</b>	127	<b>64</b>	59	<b>74</b>	125	<b>52</b>	46	<b>170</b>	147	<b>598</b>	603
Change *	+16.2%*		-6.7%*		+11.1%*		-34.7%*		+35.1%*		+20.3%*		+2.8%*	
<b>Net cost of risk</b>	<b>(31)</b>	(30)	<b>12</b>	(5)	<b>0</b>	44	<b>(6)</b>	(15)	<b>(4)</b>	(9)	<b>(28)</b>	(35)	<b>(57)</b>	(50)
Change *	+3.3%*		n/s		+100.0%*		-60.3%*		-48.7%*		-18.6%*		+15.4%*	
<b>Operating income</b>	<b>84</b>	69	<b>135</b>	122	<b>64</b>	103	<b>68</b>	110	<b>48</b>	37	<b>142</b>	112	<b>541</b>	553
Change *	+21.7%*		+6.6%*		-36.4%*		-30.8%*		+56.4%*		+32.8%*		+1.7%*	
<b>Net profits or losses from other assets</b>	<b>0</b>	0	<b>0</b>	1	<b>0</b>	0	<b>0</b>	(1)	<b>0</b>	(1)	<b>0</b>	(1)	<b>0</b>	(2)
<b>Impairment losses on goodwill</b>	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0
<b>Income tax</b>	<b>(17)</b>	(14)	<b>(29)</b>	(25)	<b>(14)</b>	(21)	<b>(14)</b>	(26)	<b>(10)</b>	(7)	<b>(43)</b>	(35)	<b>(127)</b>	(128)
<b>Group net income</b>	<b>64</b>	52	<b>66</b>	60	<b>31</b>	49	<b>45</b>	86	<b>38</b>	29	<b>69</b>	50	<b>313</b>	326
Change *	+23.1%*		+5.8%*		-35.0%*		-39.8%*		+59.0%*		+47.4%*		+1.8%*	
<b>C/I ratio</b>	<b>45%</b>	48%	<b>55%</b>	51%	<b>56%</b>	57%	<b>56%</b>	20%	<b>71%</b>	75%	<b>59%</b>	62%	<b>57%</b>	54%
<b>Average allocated capital</b>	<b>1,412</b>	1,308	<b>984</b>	942	<b>474</b>	416	<b>1,147</b>	1,228	<b>1,104</b>	1,293	<b>1,770</b>	1,678	<b>6,891</b>	6,865

\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology

(1) Russia structure includes Rosbank, Delta Credit, Rusfinance and their consolidated subsidiaries in International Retail Banking

# HALF YEAR RESULTS OF INTERNATIONAL RETAIL BANKING: BREAKDOWN BY REGION

	Western Europe		Czech Republic		Romania		Other Europe		Russia (1)		Africa, Asia, Mediterranean bassin and Overseas		Total International Retail Banking	
In M EUR	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
<b>Net banking income</b>	<b>404</b>	370	<b>541</b>	513	<b>284</b>	265	<b>332</b>	333	<b>348</b>	360	<b>804</b>	756	<b>2,713</b>	2,597
Change *	+9.2%*		+0.4%*		+9.9%*		+9.1%*		+11.0%*		+11.5%*		+8.3%*	
<b>Operating expenses</b>	<b>(193)</b>	(185)	<b>(315)</b>	(292)	<b>(171)</b>	(171)	<b>(204)</b>	(154)	<b>(266)</b>	(287)	<b>(485)</b>	(480)	<b>(1,634)</b>	(1,569)
Change *	+4.3%*		+3.1%*		+2.3%*		+51.1%*		+5.4%*		+4.8%*		+8.4%*	
<b>Gross operating income</b>	<b>211</b>	<b>185</b>	<b>226</b>	<b>221</b>	<b>113</b>	<b>94</b>	<b>128</b>	<b>179</b>	<b>82</b>	<b>73</b>	<b>319</b>	<b>276</b>	<b>1,079</b>	<b>1,028</b>
Change *	+14.1%*		-3.2%*		+23.9%*		-24.4%*		+34.2%*		+23.5%*		+8.1%*	
<b>Net cost of risk</b>	<b>(66)</b>	(57)	<b>15</b>	2	<b>33</b>	72	<b>(18)</b>	(58)	<b>(20)</b>	(30)	<b>(82)</b>	(77)	<b>(138)</b>	(148)
Change *	+15.8%*		n/s		+53.0%*		-45.8%*		-23.7%*		+9.2%*		+15.6%*	
<b>Operating income</b>	<b>145</b>	<b>128</b>	<b>241</b>	<b>223</b>	<b>146</b>	<b>166</b>	<b>110</b>	<b>121</b>	<b>62</b>	<b>43</b>	<b>237</b>	<b>199</b>	<b>941</b>	<b>880</b>
Change *	+13.3%*		+2.3%*		-9.5%*		-19.1%*		+77.7%*		+29.4%*		+7.1%*	
<b>Net profits or losses from other assets</b>	<b>0</b>	0	<b>4</b>	37	<b>0</b>	0	<b>0</b>	(2)	<b>0</b>	(1)	<b>0</b>	(1)	<b>4</b>	33
<b>Impairment losses on goodwill</b>	<b>0</b>	0	<b>0</b>	1	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0	<b>0</b>	1
<b>Income tax</b>	<b>(30)</b>	(27)	<b>(52)</b>	(54)	<b>(31)</b>	(35)	<b>(23)</b>	(27)	<b>(12)</b>	(8)	<b>(73)</b>	(63)	<b>(221)</b>	(214)
<b>Group net income</b>	<b>110</b>	<b>98</b>	<b>119</b>	<b>127</b>	<b>70</b>	<b>79</b>	<b>75</b>	<b>91</b>	<b>50</b>	<b>34</b>	<b>118</b>	<b>90</b>	<b>542</b>	<b>519</b>
Change *	+12.2%*		-11.6%*		-8.6%*		-27.1%*		+85.2%*		+47.5%*		+4.4%*	
<b>C/I ratio</b>	<b>48%</b>	50%	<b>58%</b>	57%	<b>60%</b>	65%	<b>61%</b>	46%	<b>76%</b>	80%	<b>60%</b>	63%	<b>60%</b>	60%
<b>Average allocated capital</b>	<b>1,408</b>	1,262	<b>968</b>	941	<b>469</b>	411	<b>1,099</b>	1,223	<b>1,141</b>	1,258	<b>1,798</b>	1,697	<b>6,883</b>	6,790

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

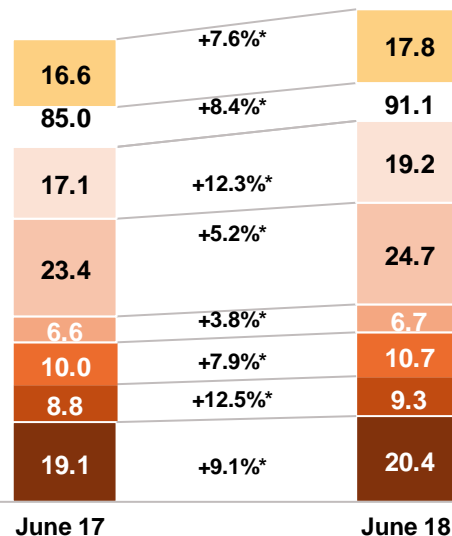
Net banking income, operating expenses, cost to income ratio, allocated capital : see Methodology

(1) Russia structure includes Rosbank, Delta Credit, Rusfinance and their consolidated subsidiaries in International Retail Banking

# LOAN AND DEPOSIT OUTSTANDINGS BREAKDOWN

## Loan Outstandings Breakdown (in EUR bn)

*Change  
June 18 vs. June 17*

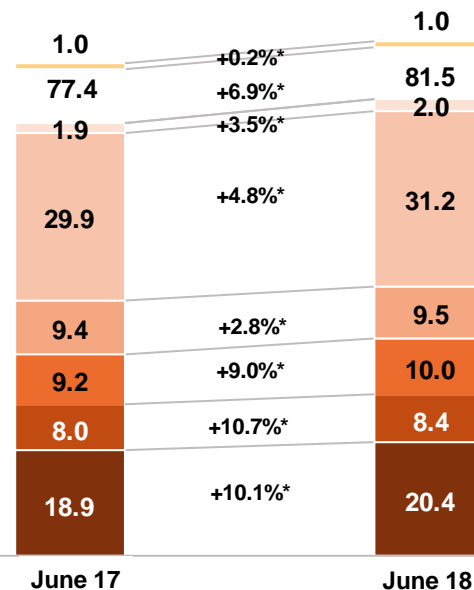


o.w. Equipment Finance<sup>(1)</sup>  
o.w. sub-total International Retail Banking

Western Europe (Consumer Finance)  
Czech Republic  
Romania  
Other Europe  
Russia  
Africa and other

## Deposit Outstandings Breakdown (in EUR bn)

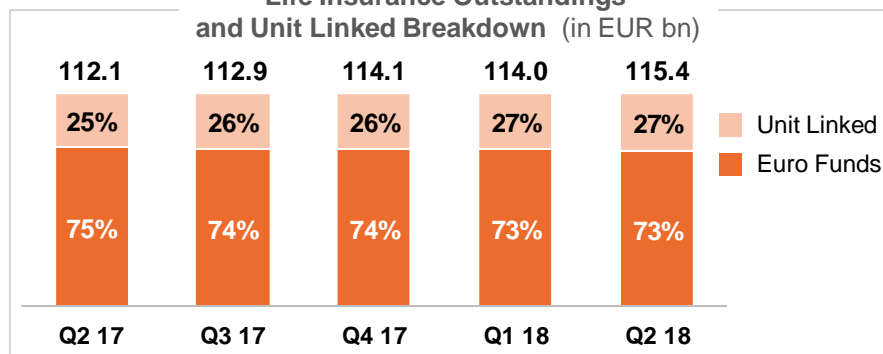
*Change  
June 18 vs. June 17*



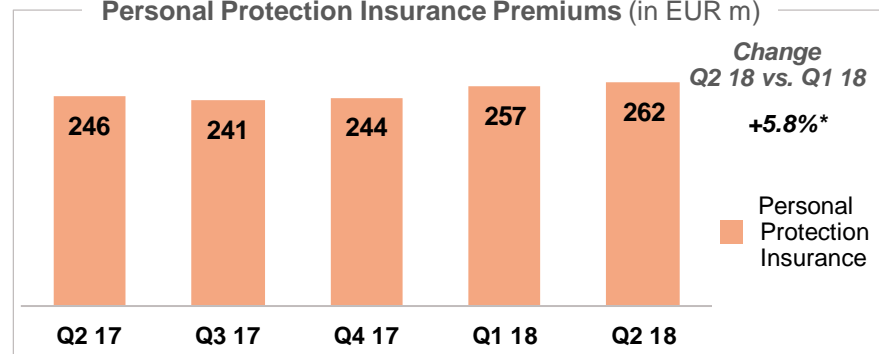
\* When adjusted for changes in Group structure and at constant exchange rates  
(1) Excluding factoring

# INSURANCE KEY FIGURES

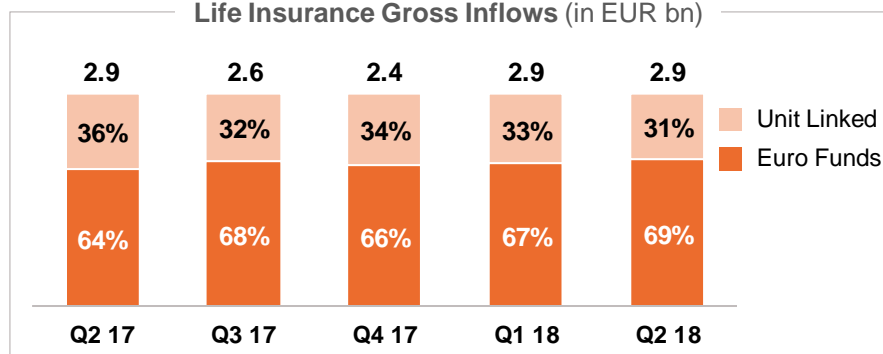
**Life Insurance Outstandings  
and Unit Linked Breakdown** (in EUR bn)



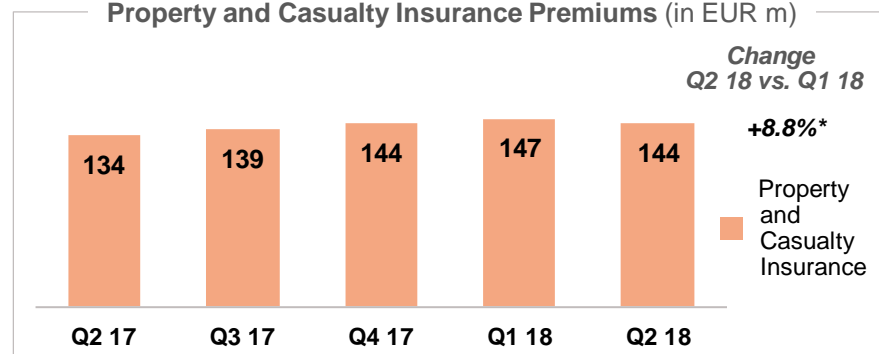
**Personal Protection Insurance Premiums** (in EUR m)



**Life Insurance Gross Inflows** (in EUR bn)



**Property and Casualty Insurance Premiums** (in EUR m)



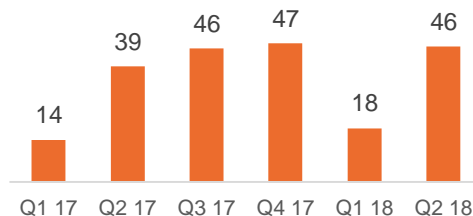
\* When adjusted for changes in Group structure and at constant exchange rates

SG RUSSIA<sup>(1)</sup>

## SG Russia Results

In EUR m	Q2 18	Q2 17	Change	H1 18	H1 17	Change
<b>Net banking income</b>	<b>197</b>	<b>211</b>	<b>+9.1%*</b>	<b>387</b>	<b>407</b>	<b>+9.7%*</b>
Operating expenses	(134)	(149)	+3.5%*	(283)	(305)	+5.6%*
<b>Gross operating income</b>	<b>63</b>	<b>62</b>	<b>+23.2%*</b>	<b>104</b>	<b>102</b>	<b>+22.6%*</b>
Net cost of risk	(4)	(9)	-49.5%*	(20)	(30)	-24.3%*
<b>Operating income</b>	<b>59</b>	<b>53</b>	<b>+36.2%*</b>	<b>84</b>	<b>72</b>	<b>+43.3%*</b>
<b>Group net income</b>	<b>46</b>	<b>39</b>	<b>+43.3%*</b>	<b>65</b>	<b>54</b>	<b>+49.0%*</b>
C/I ratio	68%	71%		73%	75%	

## SG Russia Group Net Income (In EUR m)



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

(1) Contribution of Rosbank, Delta Credit Bank, Rusfinance Bank, Societe Generale Insurance, ALD Automotive, and their consolidated subsidiaries to Group businesses results

Net banking income, operating expenses, cost to income ratio: see Methodology

## PRESENCE IN CENTRAL AND EASTERN EUROPE

Clients	NBI	Net income	C/I	RWA
7.5m	EUR 1.2bn	EUR 266m	59.5%	EUR 31bn

H1 18	NBI (In EUR m)	RWA (In EUR m)	Credits (In EUR m)	Deposits (In EUR m)	L/D ratio	Ranking
Czech Republic	541	14,117	24,726	31,231	79%	3rd
Romania	284	6,412	6,672	9,480	70%	3rd
Poland	82	1,886	2,723	1,583	172%	-
Slovenia	54	2,002	2,381	2,404	99%	3rd <sup>(2)</sup>
Bulgaria <sup>(3)</sup>	68	2,558	2,355	2,785	85%	7th
Serbia	57	1,948	1,847	1,523	121%	3rd <sup>(2)</sup>
Montenegro	14	493	360	379	95%	1st <sup>(2)</sup>
FYR Macedonia	14	595	438	426	103%	5th
Albania <sup>(3)</sup>	13	572	400	543	74%	4th <sup>(2)</sup>
Moldova	16	480	241	399	60%	3rd <sup>(2)</sup>
Other	14	-	-	-	-	-



- (1) Ranking based on balance sheet  
 (2) Ranking based on loan outstandings  
 (3) Ongoing sale of entities

## PRESENCE IN AFRICA

Clients	NBI	Net income	C/I	RWA
3.8m	EUR 0.7bn	EUR 100m	59.5%	EUR 20bn

H1 18	NBI (In EUR m)	RWA (In EUR m)	Credits (In EUR m)	Deposits (In EUR m)	L/D ratio	Ranking
Morocco	203	6,996	7,229	6,215	116%	4th <sup>(2)</sup>
Algeria	76	2,608	1,872	2,120	88%	-
Tunisia	58	1,703	1,655	1,365	121%	7th <sup>(2)</sup>
Côte d'Ivoire	92	2,029	1,687	2,104	80%	1st <sup>(2)</sup>
Senegal	53	1,594	853	1,069	80%	2nd <sup>(2)</sup>
Cameroun	51	1,281	934	1,071	87%	2nd <sup>(2)</sup>
Ghana	38	670	301	405	74%	8th <sup>(2)</sup>
Madagascar	28	399	216	449	48%	-
Burkina Faso	20	828	619	672	92%	3rd <sup>(2)</sup>
Guinea Equatorial	21	479	250	412	61%	2nd <sup>(2)</sup>
Guinea	20	392	173	310	56%	1st <sup>(2)</sup>
Chad	13	245	125	168	74%	4th <sup>(2)</sup>
Benin	13	488	297	293	102%	4th <sup>(2)</sup>

(1) Ranking based on balance sheet

(2) Ranking based on loan outstandings





# GLOBAL BANKING AND INVESTOR SOLUTIONS – QUARTERLY RESULTS

	Global Markets and Investor Services			Financing and Advisory			Asset and Wealth Management			Total Global Banking and Investor Solutions		
In M EUR	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change
Net banking income	1,490	1,496	+2.1%*	665	632	+7.9%*	257	271	-4.1%*	2,412	2,399	+0.5% +2.9%*
Operating expenses	(1,072)	(1,082)	+1.3%*	(431)	(438)	+1.1%*	(225)	(231)	-1.1%*	(1,728)	(1,751)	-1.3% +1.0%*
Gross operating income	418	414	+4.2%*	234	194	+23.3%*	32	40	-20.8%*	684	648	+5.6% +8.3%*
Net cost of risk	(3)	(17)	-80.3%*	2	15	+87.4%*	(6)	(2)	x 3,0	(7)	(4)	+75.0% x 5,4
Operating income	415	397	+7.5%*	236	209	+14.7%*	26	38	-32.3%*	677	644	+5.1% +7.4%*
Net profits or losses from other assets	(1)	0		0	(5)		(14)	0		(15)	(5)	
Net income from companies accounted for by the equity method	3	1		1	(2)		(1)	1		3	0	
Impairment losses on goodwill	0	0		0	0		0	0		0	0	
Income tax	(114)	(108)		(35)	(5)		(3)	(11)		(152)	(124)	
Net income	303	290		202	197		8	28		513	515	
O.w. non controlling Interests	5	6		0	(1)		1	1		6	6	
Group net income	298	284	+8.0%*	202	198	+2.8%*	7	27	-75.6%*	507	509	-0.4% +1.2%*
Average allocated capital	8,023	8,339		5,779	5,617		1,163	1,140		14,965	15,096	
C/I ratio	72%	72%		65%	69%		88%	85%		72%	73%	

\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology

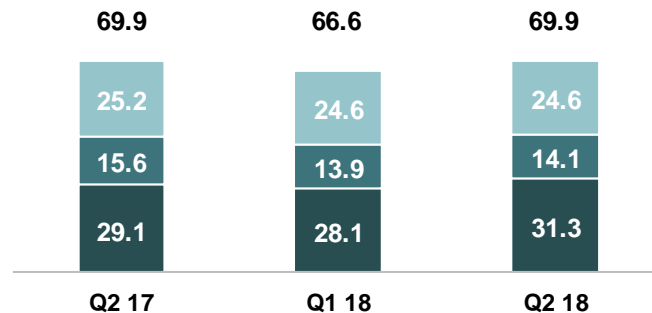
# GLOBAL BANKING AND INVESTOR SOLUTIONS – HALF YEAR RESULTS

	Global Markets and Investor Services			Financing and Advisory			Asset and Wealth Management			Total Global Banking and Investor Solutions			
In M EUR	H1 18	H1 17	Change	H1 18	H1 17	Change	H1 18	H1 17	Change	H1 18	H1 17	Change	
Net banking income	2,862	3,174	-6.0%*	1,265	1,261	+3.6%*	500	523	-3.1%*	4,627	4,958	-6.7%	-3.3%*
Operating expenses	(2,390)	(2,393)	+2.7%*	(909)	(906)	+4.9%*	(453)	(461)	-0.1%*	(3,752)	(3,760)	-0.2%	+2.9%*
Gross operating income	472	781	-34.3%*	356	355	+0.4%*	47	62	-25.3%*	875	1,198	-27.0%	-23.0%*
Net cost of risk	(2)	(40)	-94.6%*	33	3	n/s	(11)	(4)	x 2,8	20	(41)	n/s	n/s
Operating income	470	741	-31.0%*	389	358	+8.6%*	36	58	-38.9%*	895	1,157	-22.6%	-18.5%*
Net profits or losses from other assets	(1)	0		0	0		(14)	0		(15)	0		
Net income from companies accounted for by the equity method	4	3		0	(3)		(1)	1		3	1		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	(125)	(201)		(68)	(33)		(6)	(17)		(199)	(251)		
Net income	348	543		321	322		15	42		684	907		
O.w. non controlling Interests	9	12		1	0		1	1		11	13		
Group net income	339	531	-30.6%*	320	322	-1.1%*	14	41	-67.5%*	673	894	-24.7%	-21.3%*
Average allocated capital	8,052	8,346		5,702	5,738		1,103	1,132		14,856	15,216		
C/I ratio	84%	75%		72%	72%		91%	88%		81%	76%		

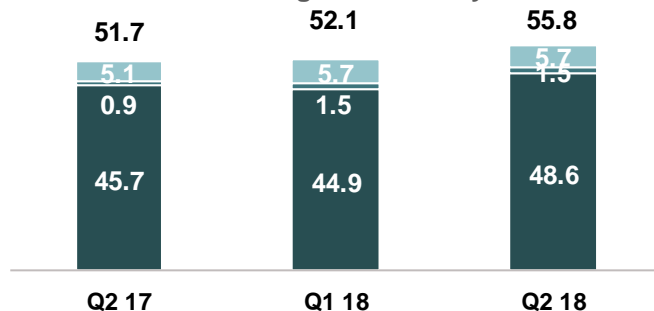
\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, Cost to income ratio, allocated capital : see Methodology

## RISK-WEIGHTED ASSETS IN EUR BN

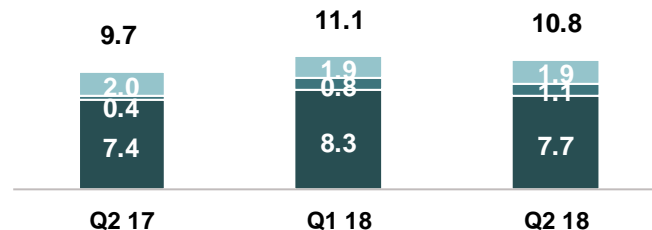
### Global Markets and Investor Services



### Financing and Advisory



### Asset and Wealth Management

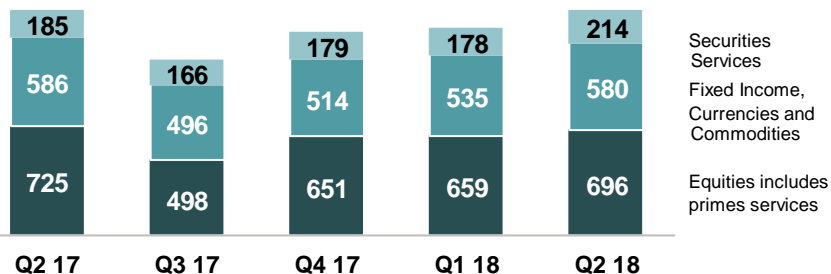


Operational  
Market  
Credit

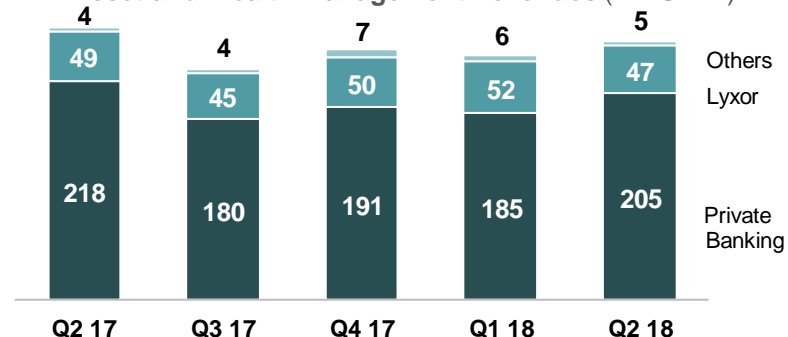
Data restated reflecting new quarterly series published on 4 April 2018

## REVENUES

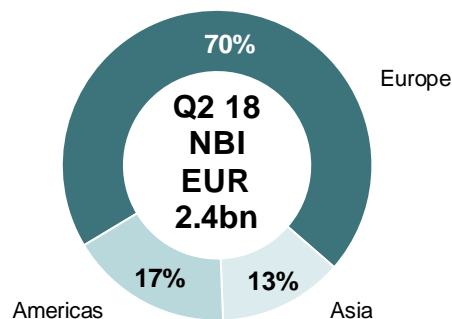
### Global Markets and Investor Services Revenues (in EUR m)



### Asset and Wealth Management Revenues (in EUR m)

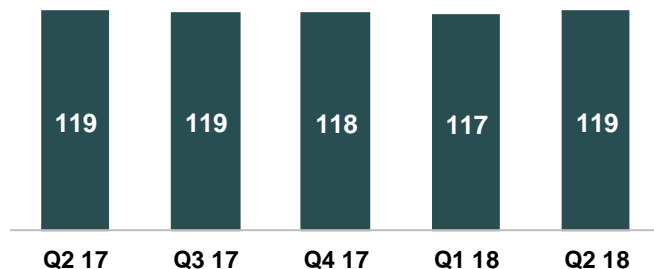


### Revenues Split by Region (in %)

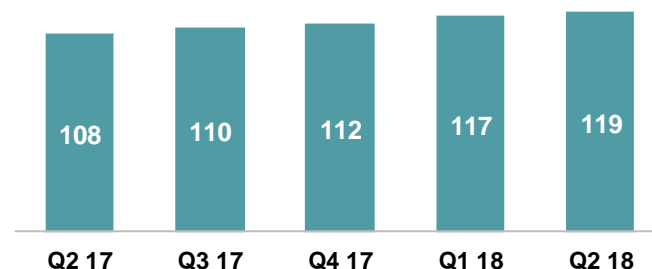


## KEY FIGURES

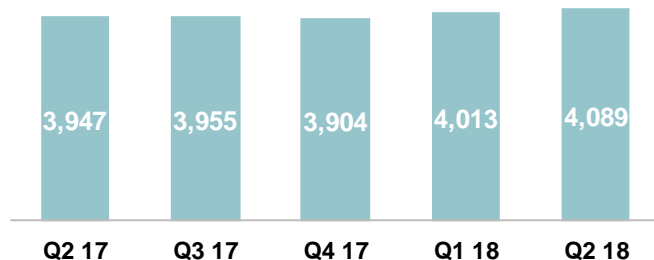
**Private Banking: Assets under Management<sup>(1)</sup> (in EUR bn)**



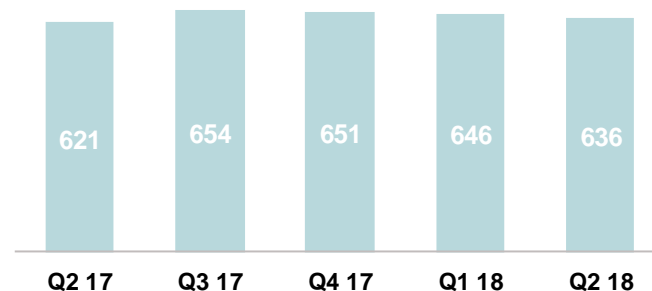
**Lyxor: Assets under Management (in EUR bn)**



**Securities Services: Assets under Custody (in EUR bn)**



**Securities Services: Assets under Administration (in EUR bn)**



(1) Including New Private Banking set-up in France as from 1<sup>st</sup> Jan. 2014

## CVA/DVA IMPACT

NBI impact					
	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18
Equities	10	2	3	(1)	2
Fixed income,currencies,commodities	16	7	7	(4)	(3)
Financing and Advisory	14	12	7	(3)	(4)
<b>Total</b>	<b>40</b>	<b>21</b>	<b>17</b>	<b>(9)</b>	<b>(5)</b>

## Q2 2018 – AWARDS AND RANKINGS: STRONG MARKET RECOGNITION

### Asset and Wealth Management



**WealthBriefing European Awards**  
Best ETF provider



**Hedge Fund Journal** - Leading UCITS Manager Selection



**Label Finance Innovation** – Projet Elyxir

### Global Markets and Investor Services



**Research**  
#1 Global Strategy  
#1 Multi Asset Research  
#1 Index Analysis  
#1 Quantitative Research  
#5 Overall Research



**Foreign Exchange for Corporates**  
#1 CEE  
#3 Globally  
#1 in Options – globally  
#2 in Spots – globally  
#2 Overall electronic – globally



#1 Interest rate products  
#1 Equity products  
#1 Credit products  
#2 Currency products



#### Securities Services

- Client clearing broker of the year
- Transfer agent of the year

- Asia structured products house of the year
- Foreign exchange house of the year
- Commodities derivatives house of the year
- Singapore house of the year

### Financing and Advisory



#### Asia Infrastructure Awards

- Project Finance House of the Year – Australia
- Eight deals of the year across ASEAN, South Asia and Australia



- Europe Corporate Bond of the year
- Europe Leveraged Finance deal of the year
- Middle East Corporate Bond of the year
- Africa Equity Deal of the year



- Distinguished provider Banking services in euros



**GlobalCapital Bond Awards**

- #1 Most Impressive MTN Dealer for Corporate Borrowers
- #1 Coming Force in Emerging Market Bonds
- #1 Most Impressive Emerging Markets MTN Dealer
- #1 Most Impressive Emerging Markets Structured MTN Dealer
- #1 Best for Creative and Useful Corporate Funding Ideas
- #1 Most Willing to Extend Balance Sheet to Corporate Borrowers



**Project Finance Advisory**  
#1 Worldwide



#1 Export and Agency Finance



#### Equity Capital Markets

- #1 France
- #2 Equity-Linked in EMEA
- #6 Offer currency in Euro

#### Debt Capital Market

- #2 All International Euro Bonds
- #2 All International Euro Corporate Bonds
- #1 All International subordinated issue for FI

#### Asset Backed Securities

- #1 Global Securitisation in Euros

#### Acquisition Finance

- #4 EMEA Bookrunner
- #6 EMEA Mandated Lead Arranger

# FINANCING & ADVISORY: SUPPORTING CLIENTS IN THEIR TRANSFORMATIONS



## EDF ENERGIES NOUVELLES Sole Financial Advisor



Acquisition of 100% of the issued share capital of Neart Na Gaoithe offshore wind project



## SAFRAN

Joint Global Coordinator, Joint Bookrunner

The leading French aerospace and defense company launched the issuance of a €700m convertible bonds



**CLIENT PROXIMITY**  
**INNOVATION**  
**PRODUCT EXCELLENCE**  
**INDUSTRY EXPERTISE**  
**ADVISORY CAPACITY**



## FORMOSA 1 MLA, Lender

Taiwan's first commercial-scale offshore wind farm: a pioneering project financing



## PEMEX Active Bookrunner



PEMEX, Mexico's most economically important company, raised € 3.15bn to support the company's investment plans.



## ACCORINVEST Financial Adviser



Demerger of AccorHotels' property unit with a €3.6bn inaugural financing



## SENEGAL MOF MATIERES MLA, Agent, Lender

Delivery and construction of 18 bridges across Senegal

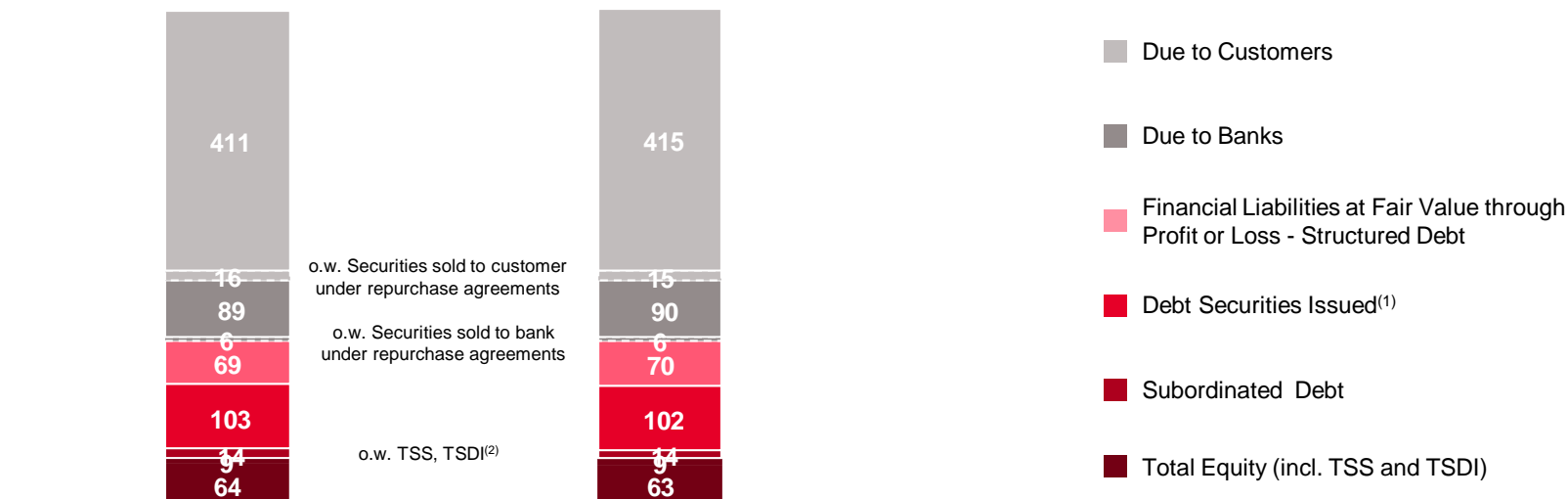




## GROUP FUNDING STRUCTURE

31 DECEMBER 2017

30 JUNE 2018



(1) o.w. SGSCF: (EUR 5.8bn), SGSFH: (EUR 11.8bn), CRH: (EUR 5.9bn), securitisation and other secured issuances: (EUR 3.2bn), conduits: (EUR 9bn) at end-June 2018 (and SGSCF: EUR 7.1bn, SGSFH: EUR 10.3bn, CRH: EUR 6.0bn, securitisation and other secured issuances: EUR 3.5bn, conduits: EUR 9.5bn at end-December 2017).

(2) TSS: Deeply Subordinated Notes, TSDI: Undated Subordinated notes. Notional amount excluding notably fx differences, original issue premiums/discounts, and accrued interest

## EPS CALCULATION

Average number of shares (thousands)	H1 18	Q1 18	2017	H1 17
Existing shares	807,918	807,918	807,754	807,714
<b>Deductions</b>				
Shares allocated to cover stock option plans and free shares awarded to staff	5,059	4,704	4,961	4,713
Other own shares and treasury shares	1,252	1,765	2,198	2,645
<b>Number of shares used to calculate EPS</b>	<b>801,607</b>	<b>801,449</b>	<b>800,596</b>	<b>800,355</b>
<b>Group net income</b>	<b>2,006</b>	<b>850</b>	<b>2,806</b>	<b>1,805</b>
Interest, net of tax on deeply subordinated notes and undated subordinated notes	(223)	(102)	(466)	(254)
Capital gain net of tax on partial buybacks	0	0	0	0
<b>Adjusted Group net income</b>	<b>1,783</b>	<b>748</b>	<b>2,340</b>	<b>1,551</b>
<b>EPS (in EUR)</b>	<b>2.22</b>	<b>0.93</b>	<b>2.92</b>	<b>1.94</b>
<b>Underlying EPS* (in EUR)</b>	<b>2.80</b>	<b>1.38</b>	<b>5.03</b>	<b>2.87</b>

\*Underlying EPS : adjusted for exceptional items and IFRIC 21 linearisation. Adjusted for non-economic items for 2017. See p. 34 and Methodology

## NET ASSET VALUE, TANGIBLE NET ASSET VALUE

<i>End of period</i>	<b>H1 18</b>	<b>Q1 18</b>	<b>2017</b>	<b>H1 17</b>
<b>Shareholders' equity Group share</b>	<b>58,959</b>	<b>58,925</b>	<b>59,373</b>	<b>60,111</b>
Deeply subordinated notes	(9,197)	(8,362)	(8,520)	(10,059)
Undated subordinated notes	(274)	(263)	(269)	(279)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(213)	(218)	(165)	(201)
Bookvalue of own shares in trading portfolio	500	174	223	35
<b>Net Asset Value</b>	<b>49,775</b>	<b>50,256</b>	<b>50,642</b>	<b>49,608</b>
Goodwill	(5,140)	(5,163)	(5,154)	(5,027)
Intangibles Assets	(2,027)	(1,993)	(1,940)	(1,833)
<b>Net Tangible Asset Value</b>	<b>42,608</b>	<b>43,100</b>	<b>43,547</b>	<b>42,748</b>
<b>Number of shares used to calculate NAPS**</b>	<b>801,924</b>	<b>801,830</b>	<b>801,067</b>	<b>800,848</b>
<b>NAPS (EUR)</b>	<b>62.1</b>	<b>62.7</b>	<b>63.2</b>	<b>61.9</b>
<b>Net Tangible Asset Value per share (EUR)</b>	<b>53.1</b>	<b>53.8</b>	<b>54.4</b>	<b>53.4</b>

\*\* The number of shares considered is the number of ordinary shares outstanding as of 31<sup>st</sup> December 2017, excluding treasury shares and buybacks, but including the trading shares held by the Group.  
In accordance with IAS 33, historical data per share prior to the date of detachment of a preferential subscription right are restated by the adjustment coefficient for the transaction. See Methodology

# RECONCILIATION OF SHAREHOLDERS EQUITY TO ROE/ROTE EQUITY

<i>End of period</i>	<b>H1 18</b>	<b>Q1 18</b>	<b>2017</b>	<b>H1 17</b>
<b>Shareholders' equity Group share</b>	<b>58,959</b>	<b>58,925</b>	<b>59,373</b>	<b>60,111</b>
Deeply subordinated notes	(9,197)	(8,362)	(8,520)	(10,059)
Undated subordinated notes	(274)	(263)	(269)	(279)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(213)	(218)	(165)	(201)
Unrealised gains/losses booked under shareholders' equity, excluding conversion reserves	130	(525)	(1,031)	(1,101)
Dividend provision	(892)	(2,136)	(1,762)	(881)
<b>ROE equity</b>	<b>48,513</b>	<b>47,421</b>	<b>47,626</b>	<b>47,591</b>
<b>Average ROE equity</b>	<b>47,745</b>	<b>47,523</b>	<b>48,087</b>	<b>47,834</b>
Average goodwill	(5,155)	(5,158)	(4,924)	(4,788)
Average Intangible Assets	(1,988)	(1,966)	(1,831)	(1,785)
<b>Average ROTE equity</b>	<b>40,602</b>	<b>40,399</b>	<b>41,332</b>	<b>41,261</b>

ROE/ROTE: see Methodology

## METHODOLOGY (1/3)

### 1 – The Group's consolidated results as at June 30<sup>th</sup>, 2018 were approved by the Board of Directors on August 1<sup>st</sup>, 2018.

The financial information presented in respect the quarterly ended June 30<sup>th</sup>, 2018 has been prepared in accordance with IFRS as adopted in the European Union and applicable at the date. The limited examination procedures carried out by the Statutory Auditors are in progress on the summarised interim consolidated financial statements as at June 30<sup>th</sup>, 2018.

### 2 – Net banking income

The pillars' net banking income is defined on page 44 of Societe Generale's 2018 Registration Document. The terms "Revenues" or "Net Banking Income" are used interchangeably. They provide a normalised measure of each pillar's net banking income taking into account the normative capital mobilised for its activity.

### 3 – Operating expenses

**Operating expenses** correspond to the "Operating Expenses" as presented in note 5 and 8.2 to the Group's consolidated financial statements as at December 31<sup>st</sup>, 2017 (pages 381 et seq. and page 401 of Societe Generale's 2018 Registration Document). The term "costs" is also used to refer to Operating Expenses. The Cost/Income Ratio is defined on page 44 of Societe Generale's 2018 Registration Document.

### 4 – IFRIC 21 adjustment

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

### 5 – Non-economic and exceptional items – transition from accounting data to underlying data

**Non-economic items** correspond to the revaluation of the Group's own financial liabilities and the debt value adjustment on derivative instruments (DVA). These two factors constitute the restated non-economic items in the analyses of the Group's results. They lead to the recognition of self-generated earnings reflecting the market's evaluation of the counterparty risk related to the Group. They are also restated in respect of the Group's earnings for prudential ratio calculations.

In accordance with IFRS9, the change of the revaluation of the Group's own financial liabilities is no longer accounted for in the income statement of the period but in shareholders equity. Consequently the group will no longer publish financial figures restated from non economic items.

Moreover, the Group restates the revenues and earnings of the French Retail Banking pillar for PEL/CEL provision allocations or write-backs. This adjustment makes it easier to identify the revenues and earnings relating to the pillar's activity, by excluding the volatile component related to commitments specific to regulated savings.

Details of these items, as well as the other items that are the subject of a one-off or recurring restatement (exceptional items) are given in the appendix (page 35).

## METHODOLOGY (2/3)

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

The cost of risk or commercial cost of risk is defined on pages 46 and 564 of Societe Generale's 2018 Registration Document. This indicator makes it possible to assess the level of risk of each of the pillars as a percentage of balance sheet loan commitments, including operating leases. The gross coverage ratio for Non performing loans is calculated as the ratio of provisions recognised in respect of the credit risk to gross outstandings identified as in default within the meaning of the regulations, without taking account of any guarantees provided. This coverage ratio measures the maximum residual risk associated with outstandings in default ("non performing").

	(En M EUR)	Q2 18	Q2 17	H1 18	H1 17
France Retail Networks	Net cost of risk	93	135	227	268
	Gross loan outstandings	186,245	178,386	185,727	179,649
	<b>Net Cost of Risk in pb</b>	<b>20</b>	<b>30</b>	<b>24</b>	<b>30</b>
IBFS International Banking and Financial Services	Net cost of risk	75	43	166	153
	Gross loan outstandings	132,749	125,160	132,190	124,932
	<b>Net Cost of Risk in pb</b>	<b>23</b>	<b>14</b>	<b>25</b>	<b>24</b>
GBIS Global Banking and Investor Solutions	Net cost of risk	7	3	- 20	40
	Gross loan outstandings	149,283	164,994	148,499	163,342
	<b>Net Cost of Risk in pb</b>	<b>2</b>	<b>1</b>	<b>- 3</b>	<b>5</b>
Corporate Centre	Net cost of risk	- 4	-	5	- 0
	Gross loan outstandings	6,614	7,497	6,849	7,371
	<b>Net Cost of Risk in pb</b>	<b>- 24</b>	<b>-</b>	<b>15</b>	<b>- 0</b>
Société Générale Group	Net cost of risk	170	181	378	461
	Gross loan outstandings	474,891	476,037	473,264	475,295
	<b>Net Cost of Risk in pb</b>	<b>14</b>	<b>15</b>	<b>16</b>	<b>19</b>

### 7 – ROE, RONE, ROTE

The notion of ROE (Return On Equity) and ROTE (Return On Tangible Equity), as well as the methodology for calculating it, are specified on page 47 of Societe Generale's 2018 Registration Document. This measure makes it possible to assess return on equity and Societe Generale's return on equity tangible.

RONE (*Return on Normative Equity*) determines the return on average normative equity allocated to the Group's businesses, according to the principles presented on page 47 of Societe Generale's 2018 Registration Document.

## METHODOLOGY (3/3)

The net result by the group retained for the numerator of the ratio is the net profit attributable to the accounting group adjusted by the interest, net of taxes to be paid on TSS & TSDI, interest paid to the holders of TSS & TSDI amortization of premiums issues and unrealized gains/losses accounted in equity, excluding translation reserves (see methodological Note 9). For the ROTE, the result is also restated for impairment of goodwill.

**8 – Net assets and tangible net assets** are defined in the methodology, page 49 of the Group's 2018 Registration Document.

### 9 – Calculation of Earnings Per Share (EPS)

The EPS published by Societe Generale is calculated according to the rules defined by the IAS 33 standard (see page 48 of Societe Generale's 2018 Registration Document). The corrections made to Group net income in order to calculate EPS correspond to the restatements carried out for the calculation of ROE. As specified on page 48 of Societe Generale's 2018 Registration Document, the Group also publishes EPS adjusted for the impact of non-economic items presented in methodology note No. 5. For indicative purpose, the Group also publishes EPS adjusted for the impact of non-economic and exceptional items (Underlying EPS).

**10 –** The Societe Generale Group's **Common Equity Tier 1 capital** is calculated in accordance with applicable CRR/CRD4 rules. The fully-loaded **solvency ratios** are presented pro forma for current earnings, net of dividends, for the current financial year, unless specified otherwise. When there is reference to phased-in ratios, these do not include the earnings for the current financial year, unless specified otherwise. The leverage ratio is calculated according to applicable CRR/CRD4 rules including the provisions of the delegated act of October 2014.

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

**12 –** The **“Long Term Funding” outstanding** is based on the Group financial statements and on the following adjustments allowing for a more economic reading. It then Includes interbank liabilities and debt securities issued with a maturity above one year at inception. SG Euro CT outstanding (initially within repurchase agreements) and issues placed in the Group's Retail Banking networks (recorded in medium/long-term financing) are removed from the total of debt securities issued.

Note: The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding rules. All the information on the results for the period (notably: press release, downloadable data, presentation slides and supplement) is available on Societe Generale's website [www.societegenerale.com](http://www.societegenerale.com) in the “Investor” section.

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