

JULY 2019

PUBLIC

# POSITIVE IMPACT COVERED BOND

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SG SFH INVESTOR PRESENTATION

**THE FUTURE  
IS YOU**  **SOCIÉTÉ  
GÉNÉRALE**

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# 1

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## SOCIÉTÉ GÉNÉRALE GROUP

**Group Results**

CSR strategy

# SOCIÉTÉ GÉNÉRALE AT A GLANCE

## LEADING FRANCHISES



- Société Générale and Crédit du Nord: two complementary brands focused on premium clients
- Boursorama: undisputed leader in online banking in France targeting > 3M clients by 2021



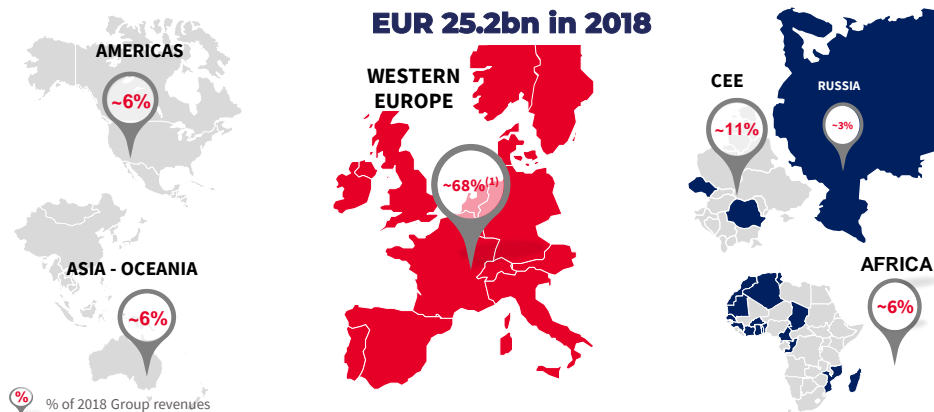
- International Retail: (BRD) #3 in Romania, (KB) #3 in Czech Republic, (SG Russia) #2 private bank by loans in Russia
- Insurance: #5 Bankinsurance in France
- Financial Services: (ALD) #1 Full service leasing in Europe, Equipment Finance #1 in Europe
- Presence in Africa as a differentiating factor



- World leader in Equity derivatives and in Structured Finance
- EMEA leader in Investment Banking and in Transaction Banking
- French Leader in Private Banking

## WITH AN INTERNATIONAL FOOTPRINT TO SERVE OUR CLIENTS AND CAPTURE GROWTH POTENTIAL

EUR 25.2bn in 2018

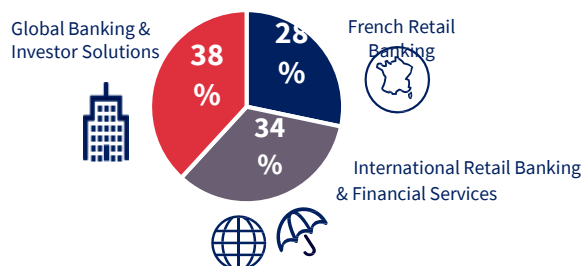


Presence in **SELECTED WHOLESALE MARKETS** for our core clients  
**CONNECTING WITH EUROPE**

**LEADERSHIP** positions in Western Europe  
A reference **RETAIL BANK** in France

Reference bank in **HIGH POTENTIAL RETAIL MARKETS**  
Leveraging on **GROUP PRESENCE** for our corporate clients

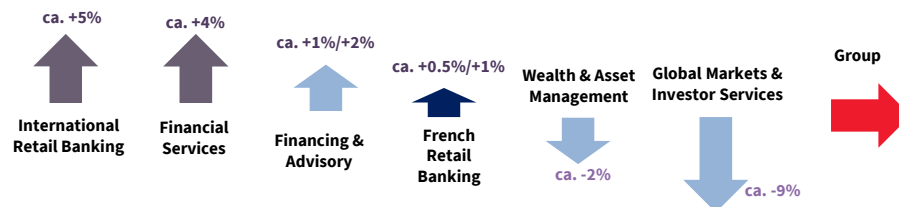
## BALANCED RWA ALLOCATION<sup>(3)</sup> THROUGH BUSINESSES



- (1) Including 47% in France  
(2) As of FY 2018 results  
(3) As of 31.03.2019

## DISCIPLINED AND SELECTIVE CAPITAL ALLOCATION

RWA CAGR 2018-2020 constant scope and currency which excludes all model reviews (e.g. TRIM) and IFRS 16



# Q1 19 KEY HIGHLIGHTS



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

EUR 6.2 bn, -1.6%  
(Core businesses revenues +0.3%)

## OPERATING EXPENSES<sup>(1)</sup>

EUR 4.3 bn, +2.9%  
(+1.3% excluding IFRIC 21  
linearisation)

## GROUP NET INCOME<sup>(1)</sup>

EUR 1.0 bn

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

8.4%



## ADAPTING STRATEGY IN GLOBAL BANKING AND INVESTOR SOLUTIONS

Refocusing market  
activities

Executing a new cost  
cutting plan



## STRONG RISK PROFILE

Low cost of risk (21bp)

Decrease in NPL ratio  
(3.5%)

Almost 60% of funding  
program already  
achieved



## ON TRACK TO DELIVER OUR CAPITAL TRAJECTORY

CET1 up +55bp at 11.7%<sup>(2)</sup>

Further progress in refocusing  
program : + 25bp announced  
including SKB on top of +20bp  
closed in Q1 19

First impact of Global Markets  
RWA reduction (+7bp)

(1) Underlying data. See supplement.

(2) Pro forma of scrip dividend for +24bp, subject to General Meeting of Shareholders' approval and assuming 50% take-up

# 1

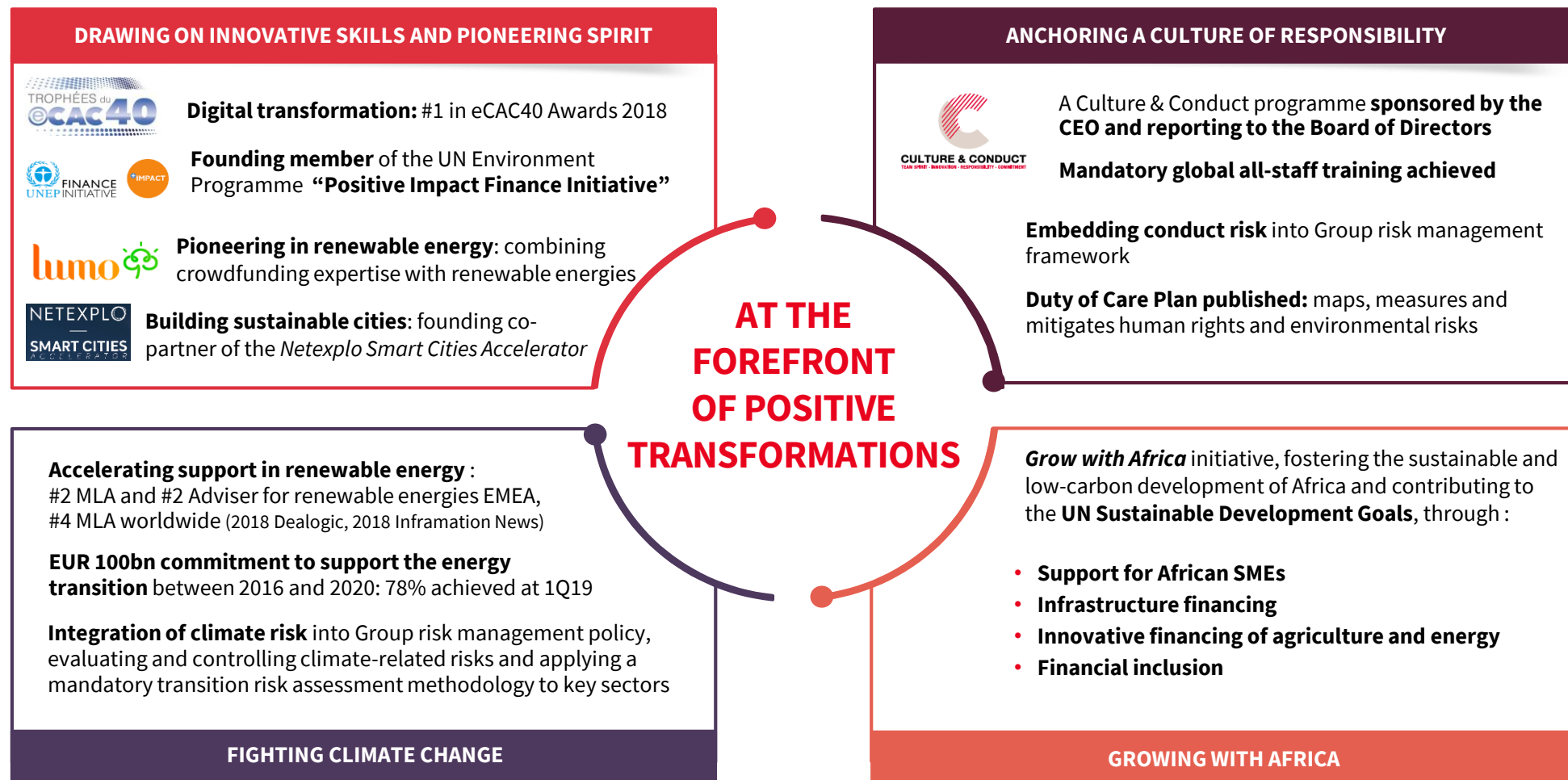
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## SOCIÉTÉ GÉNÉRALE GROUP

Group Results

**CSR strategy**

# INTEGRATING ENVIRONMENTAL, SOCIAL & GOVERNANCE IN SOCIETE GENERALE'S TRANSFORM TO GROW STRATEGY



MEMBER OF  
**Dow Jones Sustainability Indices**  
In Collaboration with RobecoSAM

**MSCI** ESG Research  
Rated **“A”**

**ISS-ekom**  
Rated above **“PRIME”** threshold



**Best French Bank in**  
gender equality  
by Equileap

# CLIMATE RISK

## Governance

- In 2016 the Risk and CSR teams collaborated to analyse climate-related risk, and **from 2017 these risk factors were incorporated in the risk appetite of the Group, with Board approval**
- Climate-related credit risks are reviewed at least annually through the **Group Management Risk Committee**
- The risks related to climate change (physical and transition risks) are **not considered as a separate risk category**: they constitute a risk factor aggravating credit, operational, insurance and market risks
- In October 2018 the Group Management Risk Committee refined the credit risk appetite to take a 2°C transition scenario into account in the Group's credit risk profile
- Exposure to physical risk in French residential real estate was also presented

## Methodology

- Transition risk assessment methodology:
  - A **reference climate scenario** is selected for the Group's credit policy and reviewed annually : output helps to assess the economic impact on sectors and individual clients
  - A '**climate vulnerability**' assessment of transition risks is conducted for all client groups in key sectors
  - This evaluation is **mandatory for key sectors** impacted by climate: oil and gas, metals and mining, transport and power sectors for the corporate credit portfolio

## Working Groups

- SG seeks to participate in the development of methodologies to continue to improve the incorporation of the risk of climate change and participates in a number of working groups:
  - the United Nations Environment Programme Finance Initiative (UNEP-FI), from which SG's methodology is largely derived
  - the working group organised by the French banking regulator (ACPR) and the Banque de France on climate change risk assessment in the banking sector
  - the ClimINVEST initiative, to develop understanding of the impact of physical risk on SMEs in France



# EMBEDDING ENVIRONMENTAL RESPONSIBILITY IN CLIENT ACTIVITY

## ENERGY TRANSITION

- Commitment to align activities by 2020 with the IEA's\* trajectory to limit global warming to 2°C
- €100 billion commitment to support the energy transition between 2016 and 2020: 78% completed as at 1Q19
- No new financing projects of coal, oil sands or Arctic oil (since 2016/17)
- Oil & Gas policy updated in 2018, committing to finance only activities with mitigated impact on climate
- Coal policy strengthened in 2019 with the introduction of corporate exclusion

## LESS RELIANCE ON FOSSIL FUELS

### Electricity financing, 30.06.18:

48.7% non-carbon energies

→ of which 42% renewable energies




51.3% fossil fuels

→ of which 19.3% coal



Target 19% coal by 2020

## RENEWABLE ENERGY

- Accelerating support in renewable energy financing : currently among global leaders
- SG supports and finances R&D of new technologies, large-scale infrastructure projects and innovative start-ups
- 2018 acquisition of the pioneering renewable energy crowdfunding fintech platform : 
  - Offers individuals and companies the opportunity to participate in financing projects

## E&S RISK MANAGEMENT

- 12 cross-sector and sector-specific Environmental & Social policies
- E&S risk management framework which extends beyond the regulatory requirements of the French Duty of Care Bill
- Compliance with the Equator Principles

## CLIENT SUPPORT

- Environmental & Social advisory for GBIS clients:
  - Assisting clients with the transition to a low-carbon economy
  - Ensuring clients and transactions meet SG E&S Sector Policies and Guidelines
  - Managing SG E&S reputation and credit risks

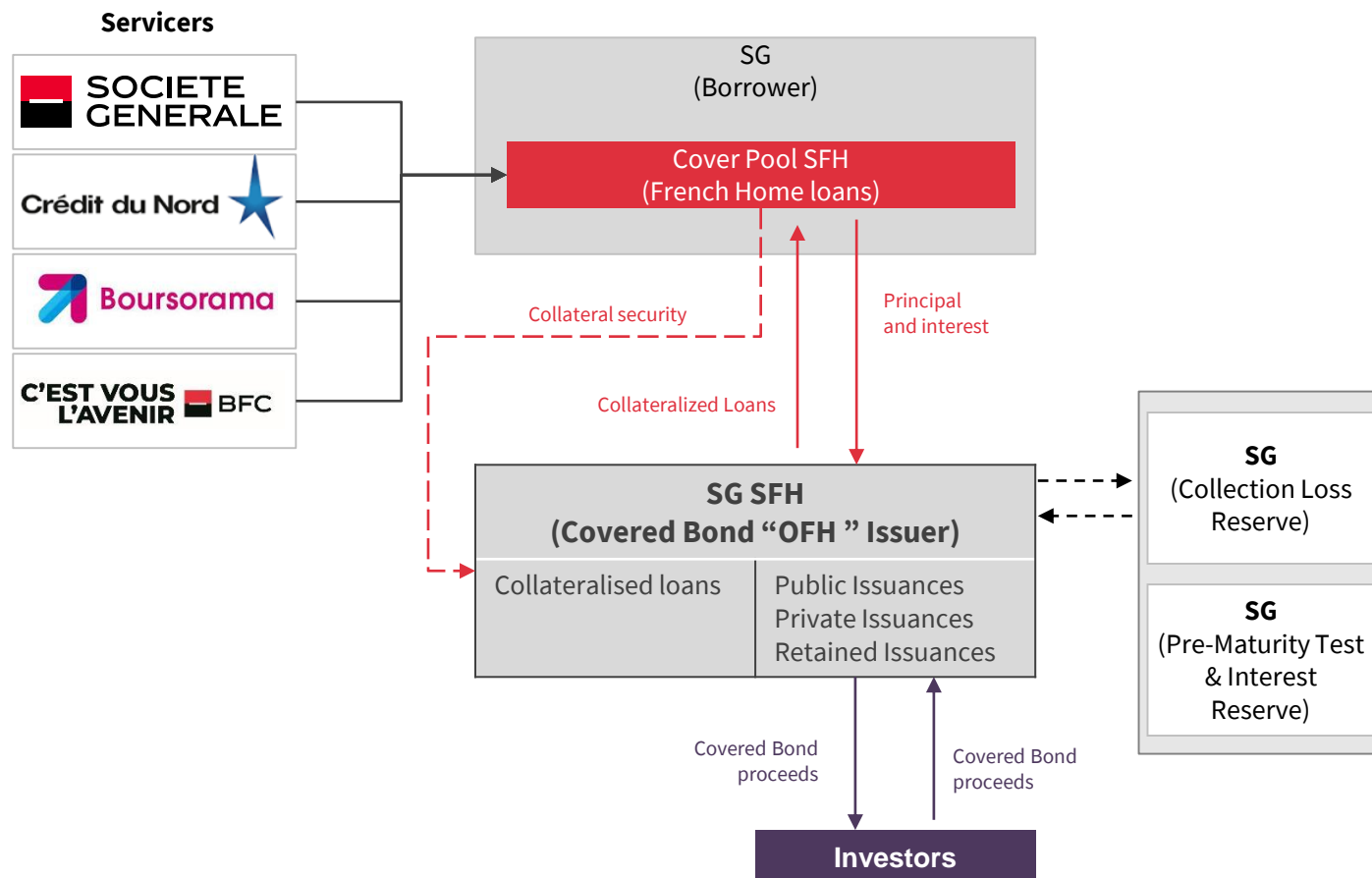
# 2

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## SG SFH PRESENTATION

# SG SFH STRUCTURE OVERVIEW

- Assets are comprised of collateralized loans granted by SG SFH to SG
- Bonds are covered by a direct security over the Cover Pool
- Dual recourse on Société Générale and the Cover Pool



# COLLATERAL INVESTMENT POLICY IN LINE WITH SG GROUP BUSINESS STRATEGY

## Strategic integration in the Group

- SG SFH is the main refinancing entity for the French Home Loan business originated by the SG Group French Retail Network

## Attractive and resilient market segment

- Low home ownership rate allowing further development of the French Home Loan business
- Resilient home prices
- High quality and well performing prime home loans
- Dedicated mutual guarantee mechanism (Crédit Logement)

## Concentration on core competences

- Home loans represent 50% of French retail network outstanding loans
- Sustained home loan production focusing on upscale clients

## Strict selection criteria

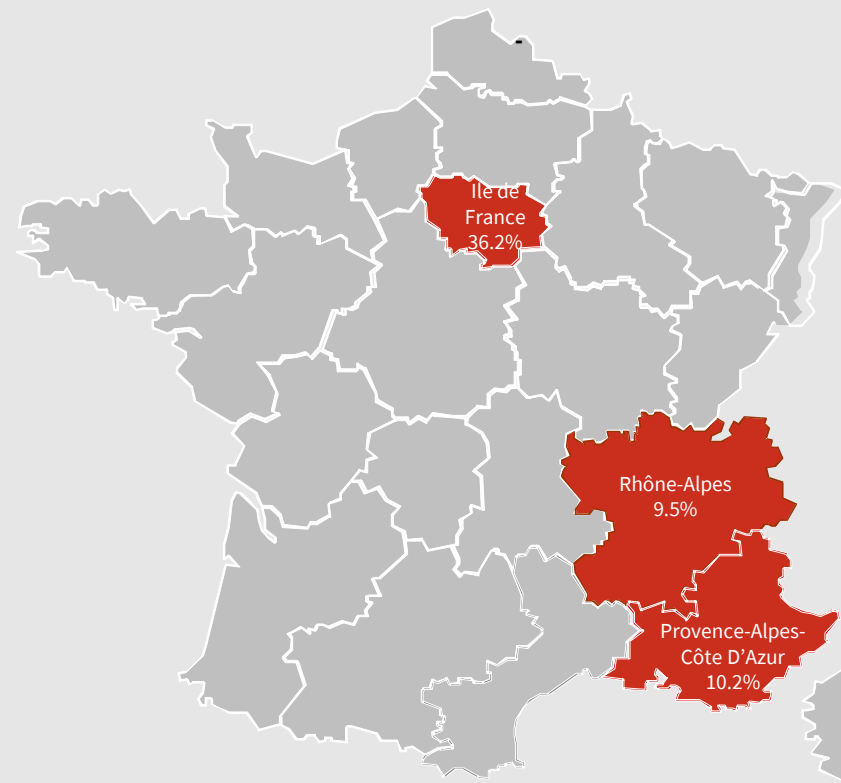
- Double credit approval at origination at SG and Crédit Logement levels
- Due diligence on legal compliance of the selected assets made by the Specific Controller
- Additional self-imposed investment restrictions at SG SFH level: residual maturity can not exceed 30 years, no unpaid instalment, borrowers are not SG employees

# HIGH QUALITY AND WELL DIVERSIFIED COVER POOL

As at May 2019

<b>Collateral</b>	100% prime French residential loans & guaranteed by Crédit Logement
<b>Pool Size</b>	€ 36.4bn
<b>Number of borrowers</b>	312,403
<b>Number of loans</b>	372,048
<b>Average loan balance</b>	98,054
<b>Current WA LTV</b>	64.9%
<b>WA Seasoning</b>	55 months
<b>WAL</b>	85 months
<b>Non performing loans</b>	0

## Geographical distribution



Figures as of end April 2019

# SG SFH PROGRAMME AND ISSUANCE CONSIDERATIONS

## SG SFH Programme

- EUR 40bn programme
- EUR 32bn of outstanding debt including EUR 12.84bn of publicly placed debt
- Listed in Paris

## Rating Agencies

- Aaa by Moody's
- AAA by Fitch

## Collateral Strategy

- French Home loans only originated by SG Group Retail – Network
- Guaranteed by Crédit Logement Aa3/AA (Moody's /DBRS)

## Indicative Term-Sheet for the Projected Transaction

<b>Issuer, Ticker</b>	SOCIETE GENERALE SFH, SOCSFH Corp <GO>
<b>Type</b>	Positive Impact Covered Bond to be issued within SG's Positive Impact Covered Bond Framework Obligations de Financement de l'Habitat - ECB Eligible ECBC Covered Bond Label / CRD IV compliant - 10% RW
<b>Expected Issue Ratings</b>	Aaa/AAA (Moody's/Fitch)
<b>Expected Size</b>	EUR Benchmark
<b>Maturity</b>	Intermediate to long tenor (soft bullet)
<b>Listing, Denominations</b>	Euronext Paris / EUR 100k+100k
<b>Governing Law</b>	French law
<b>Form</b>	Dematerialised Notes in bearer form
<b>Format</b>	RegS
<b>Documentation</b>	SG SFH EUR 40,000,000,000 EMTN Programme dated 29 May 2019 and its supplement
<b>Use of Proceeds</b>	The net proceeds of the Bond will refinance existing eligible mortgage loans as defined in the Framework
<b>Structuring Advisor and Global Coordinator</b>	Societe Generale
<b>Joint Bookrunners</b>	ABN AMRO / Commerzbank / Danske Bank / ING / Societe Generale / UniCredit
<b>Target Market</b>	Eligible counterparties and professional clients only; excludes retail clients

# 3





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## POSITIVE IMPACT COVERED BOND

# SG'S APPROACH TO POSITIVE IMPACT BONDS

- Address the financing needs that are necessary to attain the Sustainable Development Goals (SDG) of the United Nations
  - Societe Generale (SG) is **a founding member of the UNEP-FI “Positive Impact Finance Initiative”**, since 2015, and a core member of the UNEP-FI working group defining “Banking Principles”
- Société Générale Group is an active participant in the Green Bond / Positive Impact Bond market:
  - Issuer: 4 Positive Impact Bond outstanding
  - Market initiatives: SG is a member of the ICMA Green and Social Bonds Principles as well as a Partner of the Climate Bond Initiative
  - The bank has committed EUR 100 billion in contribution to the energy transition from 2016 to 2020, of which EUR 85 billion in lead management or co-lead management of Green Bonds, and EUR 15 billion in advisory and financing of renewable energies. As of the end of Q1 2019, 78% are already achieved
- Approach to **SG SFH's Positive Impact Covered Bond Framework**
  - SG has a significant presence in the **French home loan market** and the sector is a substantial contributor to the French carbon footprint
  - Real estate is part of SG's strategic axis on **Sustainable cities**



			
Société Générale	Société Générale	SG Taiwan	ALD
5Y Senior Preferred	5Y Senior Preferred	3 tranches (5/10/15Y)	4Y Senior Preferred
EUR 500m	EUR 500m	TWD 1,600m	EUR 500m
0.750% 2020	0.125% 2021	Multiple	1.250% 2022
Issued in 2015	Issued in 2016	Issued in 2018	Issued in 2018



# POSITIVE IMPACT COVERED BOND FRAMEWORK

## USE OF PROCEEDS & TARGET IMPACT

- ✓ Use of proceeds: to refinance **mortgages on residential properties that belong to the top 15% carbon efficient dwellings in metropolitan France**
- ✓ Positive contribution to climate and support to the transition to a low carbon future
- ✓ Contribution to SDG target 7.3 and SDG 13



## SELECTION OF POSITIVE IMPACT MORTGAGES

- ✓ Criteria of the underlying property:
  - Located in Metropolitan France
  - Destined to be exclusively used for main housing
  - Top 15% carbon efficient residential properties



## ASSESSMENT & REPORTING

- ✓ The positive impact on climate change is estimated with the support of the external consultant company Wild Trees, **taking into consideration potential negative externalities**
- ✓ Annual reporting until maturity on:
  - Total outstanding amount of eligible mortgages
  - Estimated annual energy savings (in MWh)
  - Annual GHG emissions in tons of CO2 equivalent saved

## TRANSPARENCY

- ✓ Second Party Opinion by Vigeo Eiris on the alignment with:
  - Principles for Positive Impact Finance
  - ICMA Green Bond Principles
- ✓ Top 15% selection methodology developed with Wild Trees
- ✓ Impact measurement methodology developed by Wild Trees



# TOP 15% CARBON EFFICIENT PROPERTIES IN FRANCE

- As EPC (Energy Performance Certificate) labels are not available (nor comparable), Wild Trees analyzed the French statistical data and energy agency data to determine the current top 15% carbon efficient properties



## Energy performance

- Newer dwellings have a better energy performance than older constructions. Therefore, dwellings constructed in compliance with the RT 2012 requirements are the most efficient of the French residential building stock in terms of energy consumption



## Carbon performance

- Most commonly used energies (for heating) by new dwellings are nowadays natural gas and electricity, less carbon intensive than oil used for older residences. Therefore, dwellings constructed in compliance with the RT 2012 requirements are also the most efficient in terms of related GHG emissions



## Top 15%

- As at 1 Jan 2019, dwellings in compliance with the RT 2012 represent approximatively 7.1% of the French mainland building stock
- **Dwellings built in accordance with the French RT 2012 belong to the top 15% efficient buildings from a GHG emissions perspective**



RÈGLEMENTATION  
THERMIQUE  
2012

- As of **1 Jan 2013**, building code requires all new residential buildings to comply with the thermal regulation RT 2012
- **Primary energy consumption < 50 kWhPE/sqm/year on average**
- This threshold allows every new building to achieve **A and B level under the Energy Performance Certificate system (EPC)**

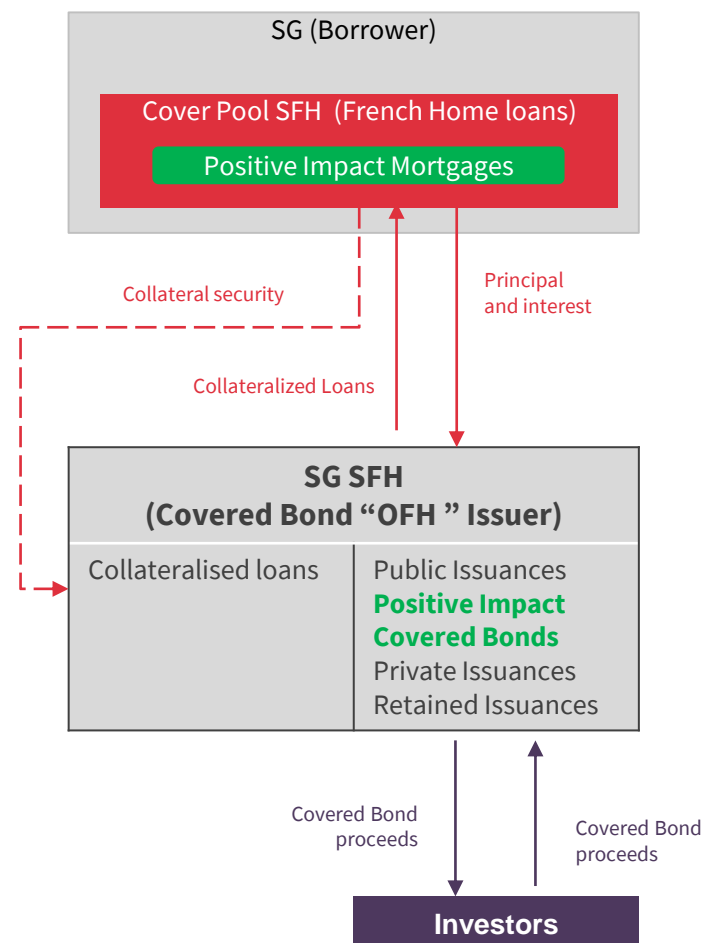
- **2-years time-lag** to ensure that the properties selected are compliant with RT 2012, i.e. **only loans with first drawn after 1 Jan 2015 are selected**

# GOVERNANCE & MANAGEMENT OF PROCEEDS

- The allocation is validated by the Committee, on a semi-annual basis based on the tagging of the eligible mortgages and the net proceeds of the bonds are calculated by the Group Treasury team



- During the life of the bonds, Eligible Loans (Positive Impact Mortgages) will be added to or removed from the pool to the extent required (e.g. in case of loans divestment or cancellation, in case of amortized or redeemed loan)
- In case of removal of some loans, SG SFH commits, on a best effort basis, to reallocate immediately the equivalent amount of proceeds to other Eligible Loans
- SG SFH commits to reach at issuance a total outstanding amount of loans and investments related to the Eligible Loans that matches or exceeds the balance of net proceeds from its outstanding Positive Impact Covered Bonds
- Eligible mortgages already exist within SG SFH's cover pool

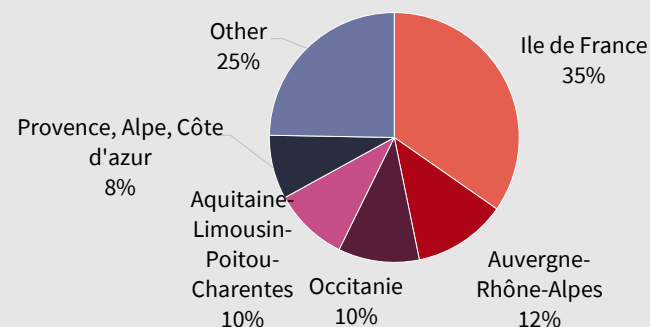


# SG SFH'S POSITIVE IMPACT MORTGAGES PORTFOLIO (1/2)

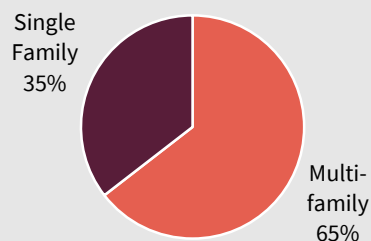
## Eligible Portfolio as at 31 May 2019

<b>Outstanding amount</b>	€ 2,987m
<b>Number of loans</b>	21,237
<b>Average Portfolio Lifetime</b>	18 years

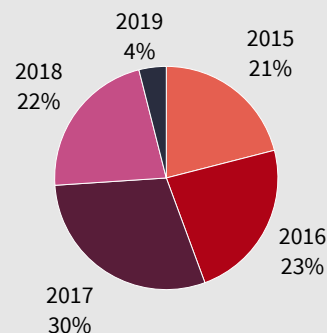
## Breakdown of outstanding amount per region



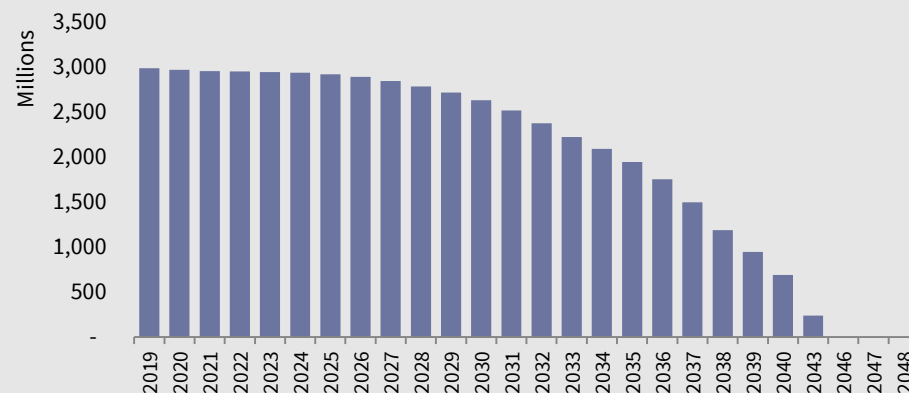
## Breakdown of outstanding amount by type of dwelling



## Breakdown of outstanding amount by year of first drawdown



## Amortising profile of the Positive Impact mortgages portfolio

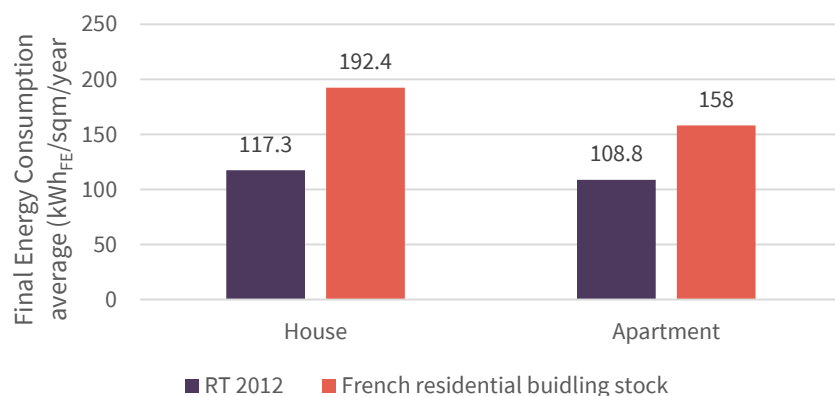


Source: SG SFH, Wild Trees

# SG SFH'S POSITIVE IMPACT MORTGAGES PORTFOLIO (2/2)

## • Methodological assumptions

- Main data source is the survey on the efficiency of homes, “Performance de l’Habitat, Équipements, Besoins et Usages de l’énergie” Phebus <sup>(1)</sup>, that gives the state of the housing stock in 2012 and the energy consumption per dwelling
- Baseline average energy performance of the French residential building stock is derived from Phebus survey
- Positive impact mortgages portfolio average energy performance is estimated by extrapolating Phebus survey
- GHG conversion factor is a weighted average of the conversion factors for each energy source (coal, wood, oil, natural gas, electricity) and usage for residential buildings



(1) <https://www.statistiques.developpement-durable.gouv.fr/enquete-performance-de-lhabitat-equipements-besoins-et-usages-de-lenergie-phebus>

## Environmental impacts of the Eligible portfolio

Type of dwelling	Annual Energy avoided (MWh)	Annual GHG emissions avoided (tCO <sub>2</sub> eq)	Estimated floor area (sqm)
Multi-family	35,552	6,243	722,596
Single-family	55,143	9,683	734,261
<b>Total</b>	<b>90,695</b>	<b>15,926</b>	<b>1,456,856</b>

# METHODOLOGICAL ASSUMPTIONS



Source: Wild Trees methodology, Phebus survey

# TRANSPARENCY

## Second Party Opinion

- *“Vigeo Eiris is of the opinion that the Positive Impact Bond considered by Société Générale SFH is aligned with the four core components of the Green Loan Principles 2018, and with the four Principles for Positive Impact Finance 2017. We express a reasonable assurance (our highest level of assurance) on the Issuer’s commitments and the Bond’s contribution to sustainable development.”*



## Eligibility and Impact reporting

- The identification of RT 2012 buildings as part of the top 15% efficient residential buildings in France has been determined by the consultant Wild Trees
- The impact reporting with energy savings and GHG emissions avoided has also been prepared by Wild Trees



## Auditor review

- SG SFH will request, on an annual basis, a limited or reasonable assurance from external auditor or any other appointed independent third party on the reporting

# PUBLICATIONS AND CONTACTS

## PUBLICATIONS

Link to the **Positive Impact Covered Bond Framework**:

[https://www.societegenerale.com/sites/default/files/documents/Notations%20Financi%C3%A8res/sg\\_sfh\\_positive\\_impact\\_covered\\_bond\\_framework\\_june2019.pdf](https://www.societegenerale.com/sites/default/files/documents/Notations%20Financi%C3%A8res/sg_sfh_positive_impact_covered_bond_framework_june2019.pdf)

Link to the **SPO**:

[https://www.societegenerale.com/sites/default/files/documents/Notations%20Financi%C3%A8res/video\\_se\\_cond\\_party\\_opinion\\_video\\_positive\\_impact\\_covered\\_bond\\_sg\\_sfh\\_june2019.pdf](https://www.societegenerale.com/sites/default/files/documents/Notations%20Financi%C3%A8res/video_se_cond_party_opinion_video_positive_impact_covered_bond_sg_sfh_june2019.pdf)

Link to the **SG's Approach to Sustainability presentation**:

[https://www.societegenerale.com/sites/default/files/documents/Investisseurs/sg\\_approach\\_to\\_sustainability\\_june2019.pdf](https://www.societegenerale.com/sites/default/files/documents/Investisseurs/sg_approach_to_sustainability_june2019.pdf)

More information on **SOCIETE GENERALE's website**:

<https://www.societegenerale.com/en/measuring-our-performance/investors/debt-investors>

## MAIN CONTACTS

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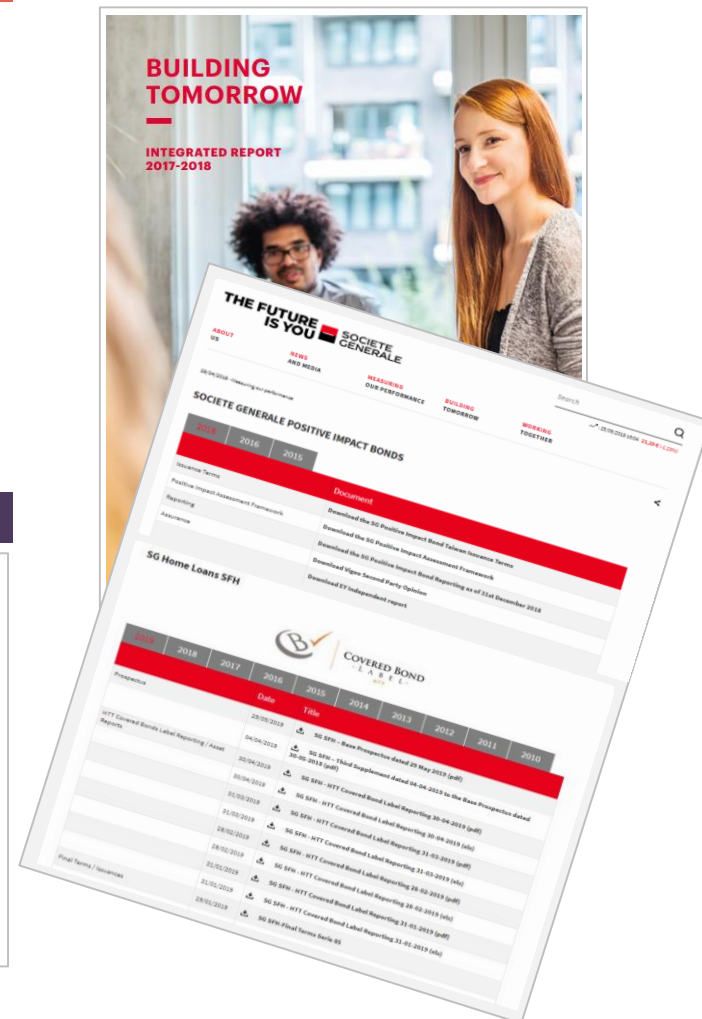
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# 4

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## APPENDICES

# Q1 19 GROUP PERFORMANCE



## FRENCH RETAIL BANKING

### Revenues

**-3.2%, excl. PEL/CEL**

vs. Q1 18

Net interest margin increasing vs. Q4 18

Stable service fees despite French banking industry measures

2019 revenues<sup>(2)</sup> expected between 0% and -1% vs. 2018

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

**10.4%**



## INTERNATIONAL RETAIL BANKING

### Revenues

**+8.3%\***

vs. Q1 18

Solid commercial momentum across geographical regions

Positive jaws effect

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

**15.7%**



## INSURANCE AND FINANCIAL SERVICES

### Revenues

**+3.8%\***

vs. Q1 18

Sustained organic growth

Further improved profitability

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

**20.5%**



## GLOBAL BANKING AND INVESTOR SOLUTIONS

### Revenues

**+1.1% (-1.8%\*)**

vs. Q1 18

Strong performance of Financing and Advisory

Resilient Global Markets in a still challenging environment

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

**8.0%**

## CORPORATE CENTRE

**EUR -113 m**

Gross operating income

Impact of IFRS 5 on refocusing program: EUR -53 m

**EUR -207 m**

Group net income

**Group net income<sup>(1)</sup> at EUR 1,010 m (reported at EUR 631 m), ROTE<sup>(1)</sup>: 8.4% in Q1 19**

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

(2) Excluding PEL/CEL provision

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

# GROUP LONG TERM FUNDING PROGRAMME

## Parent company 2019 funding programme similar to 2018









- c. EUR 17bn of vanilla debt, well balanced across the different debt formats
- Annual structured notes issuance volume in line with amounts issued over the past years (i.e. ~EUR 19 bn)

## \_2019 Expected funding program<sup>(1)</sup>

Senior Preferred and Secured debt	~EUR 6/8 bn
Senior Non Preferred debt	~EUR 6/7 bn
Subordinated debt (AT1/T2)	~EUR 2.5/3 bn Max

## As of 15 April 2019:

- ~56% completion of the vanilla funding programme (including EUR 0.75bn of prefunding in 2018)
- ~EUR 5.5 bn of structured notes
- Competitive funding conditions: MS6M+64bp and average maturity of 4.6 years (incl. senior non preferred debt, senior preferred debt and covered bonds)
- Additional EUR 0.5 bn issued by subsidiaries

			
<b>Societe Generale</b> 2Y Senior Preferred <b>E3M+37bp 14-Jan-21</b> <b>EUR 1,750,000,000</b>	<b>SG SFH</b> 8Y Covered Bond <b>0.750% 29-Jan-27</b> <b>EUR 1,000,000,000</b>	<b>Societe Generale</b> 5Y Senior Non Preferred <b>1.25% 15-Feb-24</b> <b>EUR 1,750,000,000</b>	<b>Societe Generale</b> 5Y & 10Y Senior Non Preferred <b>0.94% &amp; 1.164% 21-Feb-24 &amp; 29</b> <b>JPY 96,200,000,000</b>
			
<b>Societe Generale</b> 10Y Senior Non Preferred <b>1.75% 22-Mar-29</b> <b>EUR 1,250,000,000</b>	<b>Societe Generale</b> 5Y Senior Non Preferred <b>3.875% 28-Mar-24</b> <b>USD 1,500,000,000</b>	<b>Societe Generale</b> PerpNC5 AT1 <b>6.125% 16-Apr-24</b> <b>SGD 750,000,000</b>	<b>Societe Generale</b> 15NC10 Tier2 <b>4.5% 18-Apr-34NC29</b> <b>AUD 300,000,000</b>

(1) Excluding structured notes

# GROUP LONG TERM FUNDING BREAKDOWN

## Access to diversified and complementary investor bases through:

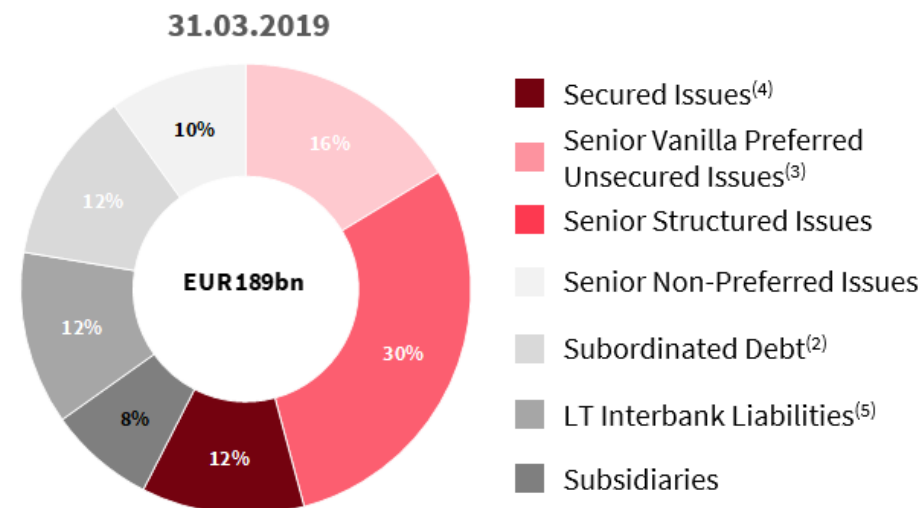
Subordinated issues  
 Senior vanilla issuances (public or private placements)  
 Senior structured notes distributed to institutional investors, private banks and retail networks, in France and abroad  
 Covered bonds (SFH, SCF) and securitizations

## Issuance by Group subsidiaries

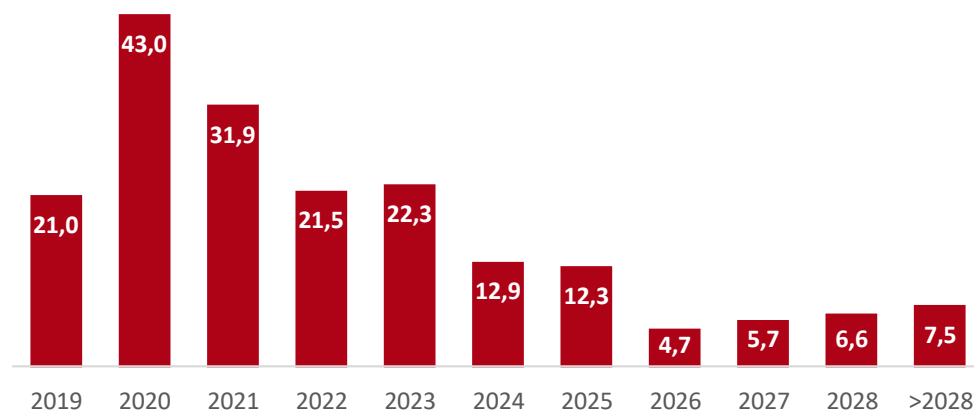
Access to local investor bases by subsidiaries which issue in their own names or issue secured transactions (Russian entities, ALD, GEFA, Crédit du Nord, etc.)  
 Increased funding autonomy of IBFS subsidiaries

## Balanced amortisation schedule

- (1) See Methodology
- (2) Including undated subordinated debt
- (3) Including CD & CP >1y
- (4) Including CRH
- (5) Including IFI



## Amortisation schedule as of 31.03.2019, in EUR bn



# STRENGTHENED FUNDING STRUCTURE

## Very strong balance sheet

Stable loan to deposit ratio

High quality asset buffers

Comfortable LCR at 140% on average in Q1 19

NSFR above regulatory requirements

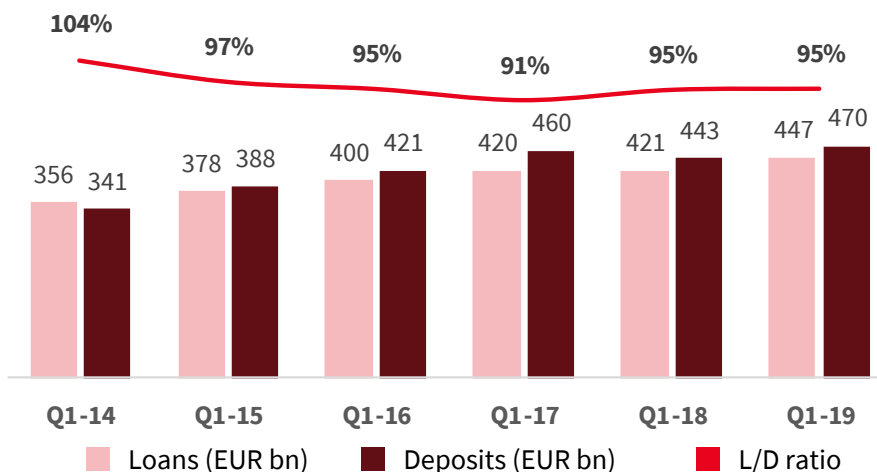
## Liquid asset buffer of EUR 177bn at end-March 19

High quality of the liquidity reserve: EUR 76bn of HQLA assets at end-March 2019 and EUR 84bn of Central bank deposits

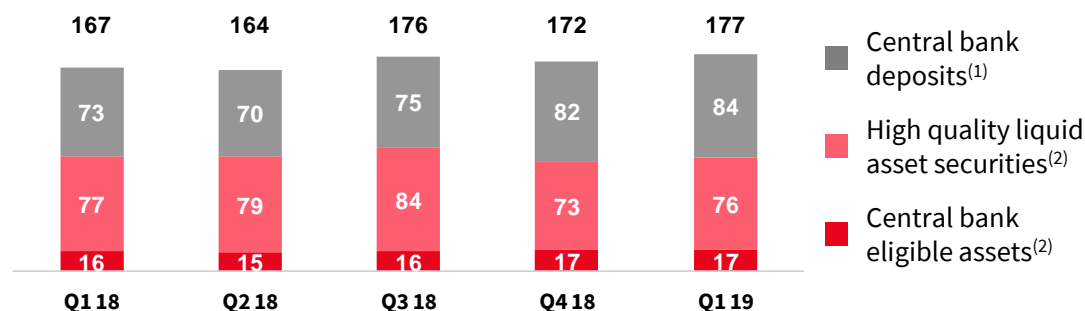
Excluding mandatory reserves for central bank deposits

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

## Loan to Deposit Ratio



## Liquid Asset Buffer (in EUR bn)



\* See Methodology. Q4 2018 data are presented according to IFRS 9 standard.

(1) Excluding mandatory reserves

(2) Unencumbered, net of haircuts

# E&S RISK MANAGEMENT: REGULATORY AND VOLUNTARY

## REGULATORY REQUIREMENTS

- 2001**  
**NRE, CSR REPORTING - 2001:**  
France the first country to require CSR reporting
- 2012**  
**GRENELLE 2, ART. 225 - 2012:**  
Broader scope of CSR reporting
- 2015**  
**ENERGY TRANSITION ART. 173 - 2015:**  
Climate reporting and ESG integration compulsory for investors and insurers
- 2017**  
**DUTY OF CARE & SAPIN 2 - 2017:**  
Legal responsibility of E&S & HR violations: identify and mitigate risks and publish results
- 2018**  
**TRANSPPOSITION OF EUROPEAN DIRECTIVE ON NON-FINANCIAL REPORTING - 2018:**  
Obligation to present business model and E&S risks

## KEY SG COMMITMENTS

- 2007**  
**EQUATOR PRINCIPLES - 2007:**  
Project finance
- 2011**  
**E&S SECTOR POLICIES - 2011:**  
on 12 sensitive sectors
- 2012**  
**E&S KYC - 2012:**  
GBIS financing clients
- 2015**  
**COP 21 - 2015:**  
First sector policies for coal, alignment with IEA 2°C scenario
- 2016**  
**SCIENCE-BASED TARGETS - 2016:**  
Setting emissions reduction targets in line with climate science
- 2017**  
**REINFORCED SECTOR COMMITMENTS - 2017:**  
Arctic oil, oil sands
- 2018**  
**STRENGTHENED CLIMATE RISK - 2018:**  
Governance and methodology
- 2018**  
**KATOWICE COMMITMENT - 2018:**  
5-bank pledge to align lending portfolio with global climate goals
- 2019**  
**STRENGTHENED COAL POLICY - 2019:**  
Introduction of corporate exclusion
- 2019**  
**TCFD - 2019:**  
Publication of first TCFD report

**E&S RISK INTEGRATION IN THE BUSINESS MIX  
AND GREATER TRANSPARENCY OF E&S RISK MANAGEMENT**

**BOARD ANNUAL REVIEW OF E&S STRATEGY**

- French law
  - European law
  - SG commitment
- E&S: Environmental & Social

# WORKING WITH REGULATION TO SHAPE STRATEGY

## FRANCE CONTINUES TO ENHANCE ITS SUSTAINABLE AND CLIMATE-RELATED REGULATION, STRENGTHENING THE PIONEERING ROLE OF THE PARIS MARKETPLACE IN GREEN FINANCE

### Law on Energy Transition for Green Growth - Article 173

In August 2015 France became the first country to introduce mandatory climate change-related reporting.

Article 173 makes it compulsory for investors to explain how they take climate risks and ESG criteria in their investment decisions, in line with the voluntary recommendations of the Financial Stability Board's Taskforce on Climate-related Financial Disclosures (TCFD).



**SG is an active member of the UNEP FI working group on the TCFD disclosure and committed to align to these recommendations**

### Grenelle 2 Law – Article 225 / EU Non Financial Directive

In 2012, it became compulsory for French companies to report on the Environmental and Social impacts of their business and to have this information audited.

From 2018, the EU Non-Financial Information Directive will reinforce the article 225, and require companies to focus on their major E&S risks and on the management of the adverse impacts of their worldwide activities.



**SG is fully supportive of these French and EU regulations, having reported on E&S impacts since 2003**

### Duty of Care Bill

In March 2017, following the UK Modern Slavery Act, France made it compulsory for companies with over 5,000 employees to implement a vigilance plan whose objective is to map, measure and mitigate human rights and environmental risks, on a worldwide basis.



**SG sees this as an opportunity to strengthen its existing E&S practices and published its Duty of Care Plan in February 2018**

# VERY STRONG LEGAL AND REGULATORY FRAMEWORK FOR A HIGHEST LEVEL OF INVESTORS' PROTECTION

## Supervision

- Direct supervision by the European Central Bank
- Monitoring of the cover pool and certification of the legal ratios by an independent statutory auditor (Specific Controller)

## Legal mitigants

- Legal Cover Ratio (105%)
- Liquidity needs coverage for a 180 days period with restricted liquid assets
- Strict monitoring of asset liability mismatch in terms of WAL and gaps with regulatory limits

## Transfer of Collateral

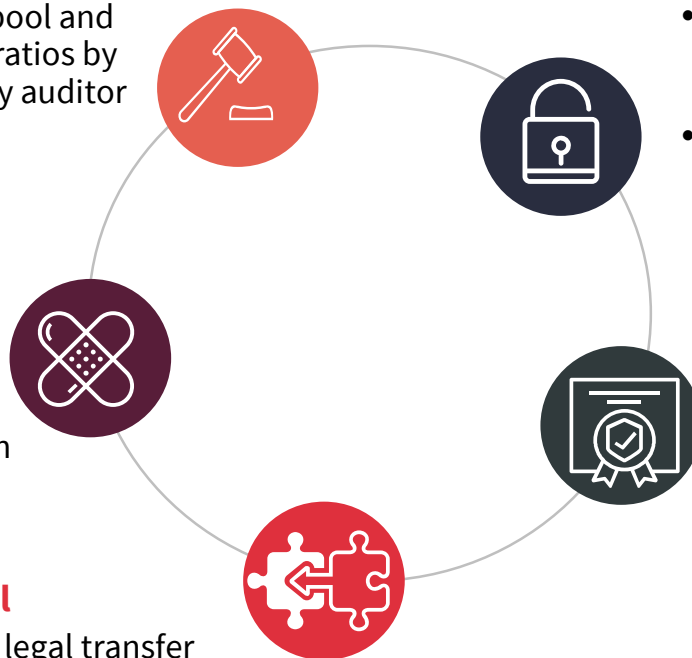
- Valid and enforceable legal transfer of full title as security under the European Collateral Directive
- Procures a double recourse on the cover pool and on SG

## Exclusive Legal Purpose

- Business purpose limited by law to the sole refinancing of eligible assets
- Restrained legal eligibility criteria targeting an extremely high quality collateral selection
- Substitution assets limited to 15% of the privileged debt

## Derogatory insolvency regime

- Segregation of cover pool assets and legal preferential claim for covered bonds investors
- Absolute seniority of payments over all creditors, no early redemption or acceleration
- Regulated covered bonds are exempted from bail-in (BRRD)





# COVERED BONDS PROVIDE PREFERENTIAL REGULATORY TREATMENT FOR BANK INVESTORS

## Capital Requirements Regulations (CRR) (10% Weighting)

### SG SFH (Art 129.1.e)

- Residential loans all fully guaranteed by Crédit Logement (Aa3/AA for Moody's/DBRS)
- Loan to Income (LTI) lower or equal to 33%
- No mortgage liens on the residential property when the loan is granted, and for the loans granted from 1 January 2014 the borrower is contractually committed not to grant such liens without the consent of the credit institution



## High Quality Liquid Assets (L1 & L2A)\*

- UCITS compliant (52.4) ([http://ec.europa.eu/finance/investment/legal\\_texts/index\\_fr.htm](http://ec.europa.eu/finance/investment/legal_texts/index_fr.htm))
- Transparency requirements (Art. 129.7)\*
- Minimum issuance size (at least EUR 250 million for L2A and EUR 500 million for L1)
- Step 1 covered bond ratings by 2 ECAs
- Legal Cover Ratio > 102% (SG SCF: 134,59% and SG SFH:112,85%)\*\*
- Exposures towards Credit institutions <15 % of outstanding covered bonds



\*cf. ECBC Report available on the investor website (<http://www.societegenerale.com/fr/mesurer-notre-performance/investisseurs/investisseurs-dette>)

\*\*Figures as of end of June 2018

# RISKS ARE RIGOROUSLY MANAGED AND STRONGLY MITIGATED

- Counterparty risk

## MITIGANTS

- Dual recourse
- Minimum rating requirements

- Commingling risk

## MITIGANTS

- Collection loss reserve

- Timely payment risk

## MITIGANTS

- Prematurity test
- Soft bullet
- Average life mismatch test

- Interest rate risk

## MITIGANTS

- Interest reserve

- All risks

## MITIGANTS

- Over-collateralization

# SG SFH COVER POOL : REVIEW OF THE ELIGIBILITY CRITERIA

## SG SFH main eligibility criteria

- Loans granted in Euros
- Loans governed by French law
- The financed property is a residential property, located in France
- Loans are secured by a guarantee granted by Crédit Logement
- At the date on which the loan is selected to enter into the pool:
  - principal outstanding can not exceed EUR 480,000 if the property value exceeds EUR 600,000
  - residual maturity can not exceed 30 years
  - at least one instalment has been paid
  - no unpaid instalment
- Borrowers are individuals
- Borrowers are not SG Group employees
- No contractual set off right granted to the borrower
- No amount drawn under the loan and already repaid can be redrawn by the borrower



The Cover Pool is replenished on a monthly basis, eligibility criteria being applied at each replenishment

# DISCLAIMER

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This presentation contains forward-looking statements relating to the targets and strategies of the Societe Generale Group.

These forward-looking statements are based on a series of assumptions, both general and specific, in particular the application of accounting principles and methods in accordance with IFRS (International Financial Reporting Standards) as adopted in the European Union, as well as the application of existing prudential regulations.

These forward-looking statements have also been developed from scenarios based on a number of economic assumptions in the context of a given competitive and regulatory environment. The Group may be unable to:

- anticipate all the risks, uncertainties or other factors likely to affect its business and to appraise their potential consequences;
- evaluate the extent to which the occurrence of a risk or a combination of risks could cause actual results to differ materially from those provided in this document and the related presentation.

Therefore, although Societe Generale and Société Générale SFH believe that these statements are based on reasonable assumptions, these forward-looking statements are subject to numerous risks and uncertainties, including matters not yet known to it or its management or not currently considered material, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. Important factors that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among others, overall trends in general economic activity and in Societe Generale's markets in particular, regulatory and prudential changes, and the success of Societe Generale's strategic, operating and financial initiatives.

More detailed information on the potential risks that could affect Societe Generale or Société Générale SFH's financial results can be found in Société Générale Registration Document and Société Générale SFH Base Prospectus as supplemented, both filed with the French Autorité des Marchés Financiers.

Further information regarding Société Générale Positive Impact Covered Bonds Framework are available on the website of Société Générale (<https://www.societegenerale.com/fr/mesurer-notre-performance/investisseurs/investisseurs-dette>).

Investors are advised to take into account factors of uncertainty and risk likely to impact the operations of the Group when considering the information contained in such forward-looking statements. Other than as required by applicable law, Societe Generale and Société Générale SFH do not undertake any obligation to update or revise any forward-looking information or statements. Unless otherwise specified, the sources for the business rankings and market positions are internal.

Figures in this presentation are unaudited.