# PRESENTATION TO DEBT INVESTORS

2nd quarter and 1st half 2019 | September 2019



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More detailed information on the potential risks that could affect Societe Generale's financial results can be found in the Registration Document and its updates filed with the French Autorité des Marchés Financiers.

The financial information presented for the six-month period ending 30 June 2019 was examined by the Board of Directors on 31 July 2019 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 2019 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 December 2019.

The figures presented in this document have been restated for the application of IAS 12 amendment. As a consequence, the tax effect on interest paid to holders of deeply subordinated notes undated subordinated notes is now accounted in the profit and loss of the period on « Income tax ». See supplement.

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### **SOCIETE GENERALE 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



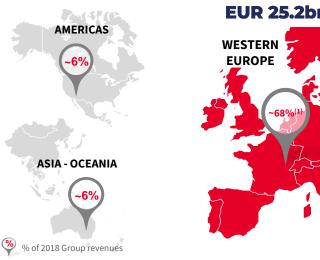


- Insurance: #5 Bankinsurance in France
- Financial Services: (ALD) #1 Full service leasing in Europe, Equipment Finance #1 in Europe
- Presence in Africa as a differentiating factor

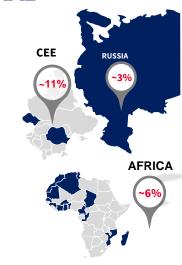


- World leader in Equity derivatives and in Structured Finance
- EMEA leader in Investment Banking and in Transaction Banking
- French Leader in Private Banking

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







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

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

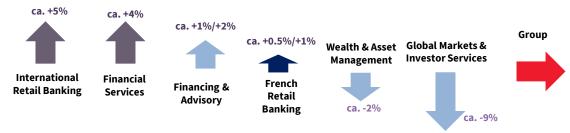
Reference bank in **HIGH POTENTIAL RETAIL MARKETS** Leveraging on **GROUP PRESENCE** for our corporate clients

### BALANCED RWA ALLOCATION(3) THROUGH BUSINESSES



### DISCIPLINED AND SELECTIVE CAPITAL ALLOCATION

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



## 7 Q2 & H1 19 GROUP PERFORMANCE

## **Q2 19 AND H1 19 KEY HIGHLIGHTS**



### **CET1 up at 12.0%**

- >200 bp buffer over MDA
- ⇒ Strong discipline in RWA consumption
- ⇒ Further progress in Global Markets RWA reduction (EUR 2.6bn)
- ⇒ Further progress in refocusing program: closing of Eurobank (+8bp)

**Leverage ratio at 4.3%** 



## RESILIENT PROFITABILITY, RESTRUCTURING ON TRACK

EUR 1.6bn cost program on track: ca.35% of cost savings achieved

Group net income<sup>(1)</sup>: EUR 1.25bn in Q2 19

ROTE<sup>(1)</sup>: 9.7% in Q2 19 (9.1% in H1 19)



Low cost of risk (23bp) in H1 19

Decrease in NPL ratio at 3.4%, 55% gross coverage ratio

Solid balance sheet:

- ⇒ 69% of funding program already achieved
- ⇒ TLAC and MREL compliant

(1) Underlying data. See supplement.



## **Q2 19 AND H1 19 GROUP PERFORMANCE**









### FRENCH RETAIL BANKING

### Revenues

**+2.1%, excl. PEL/CEL** vs. Q2 18

-0.6%, excl. PEL/CEL, vs. H1 18

Increase in net interest margin (+1.7% vs. Q2 18) underpinned by good trend in medium-term corporate loans

Fees affected by French banking industry commitment measures and market environment

### RONE(1)

12.6% in O2 19 11.5% in H1 19

### **INTERNATIONAL RETAIL BANKING**

### Revenues

+7.0%\* vs. 02 18

+7.5%\* vs. H1 18

Strong revenue growth in all regions driven by volume effect

### **INSURANCE AND FINANCIAL SERVICES**

### Revenues

+2.9%\* vs. 02 18

+3.6%\* vs. H1 18

Steady growth in insurance revenues in France and abroad Good momentum in equipment finance

New personal car leasing offer in partnership with Amazon

### **GLOBAL BANKING AND INVESTOR SOLUTIONS**

### Revenues

**-6.1% (-7.3%\*)** vs. Q2 18

-2.6% (-4.6%\*) vs. H1 18

Sustained Financing activities, subdued Investment Banking activities in Europe

Resilient Global Markets revenues

### CORPORATE CENTRE

**EUR +38m** 

Q2 19 Gross operating income

### RONE(1)

17.1% in Q2 19 16.5% in H1 19

### RONE(1)

21.3% in O2 19 20.9% in H1 19

### RONE(1)

10.0% in O2 19 8.9% in H1 19

### **EUR -91m**

O2 19 Contribution to Group net income

Q2 19 Revenues EUR 6.3bn, Q2 19 Group net income<sup>(1)</sup> at EUR 1,247m

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

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



## **IMPROVING COST FLEXIBILITY**

### **DELIVERING COST SAVINGS**

Gross cost savings in EURbn





### STRONG RISK PROFILE AND CULTURE



## **WELL MANAGED CREDIT RISK**

HIGH ORIGINATION AND PORTFOLIO QUALITY

WELL-ESTABLISHED TRACK RECORD OF LOW **COST OF RISK** 

ca. 25 bps on average since 2016

**KEEPING NPL AT A LOW LEVEL** 

NPL ratio at 3.4%

vs. 5.7% in June 15

\*Quarterly Average of 1-Day, 99% Trading VaR Based on published data



### CONTAINED **MARKET RISK**

**MARKET RISK** 

~5% of total RWA since 2016

HIGHLY DISCIPLINED APPROACH TO RISK **APPETITE** 

**VaR\*<EUR 35m** since 2013



### A STRICT FOCUS ON **OPERATIONAL RISK**

**CONTINUOUS INVESTMENT IN** COMPLIANCE

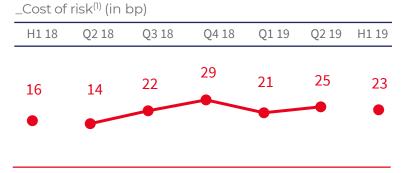
TRANSVERSAL CULTURE & CONDUCT PROGRAMME

RESPONSIBLE REMUNERATION SCHEME FOR **MANAGEMENT TEAMS** 



## LOW COST OF RISK, STRONG RISK PROFILE

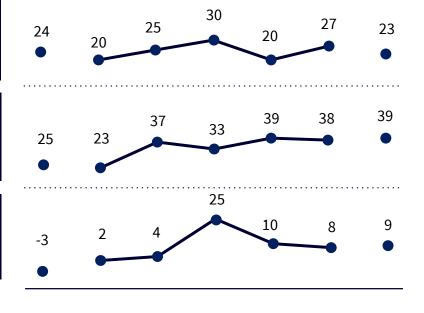
GROUP

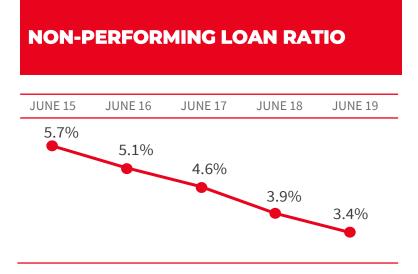


### FRENCH RETAIL BANKING

INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

GLOBAL BANKING AND INVESTOR SOLUTIONS





**GROSS COVERAGE RATE:** 55% at end-June 19

(1) Outstandings at beginning of period. Annualised.



## **COMMITED TO POSITIVE TRANSFORMATIONS**



### LONG-TERM VISION TO ACCOMPANY OUR CLIENTS THROUGH POSITIVE TRANSFORMATIONS



### **TRANSITION TO LOWER CARBON**

Strengthened commitments in the energy transition: scheduled 2030 exit from thermal coal in EU and OECD and 2040 elsewhere

Promote and sign commitments towards decarbonising the shipping industry

First Climate Disclosure 'TCFD'(1) report published

### **PIONEER IN POSITIVE IMPACT**

EUR 100bn commitment to support the energy transition between 2016 and 2020: 89% achieved at end-Q2 19

Inaugural EUR 1bn 10-year Positive Impact Covered Bond on carbon-efficient real estate

Renewable energy: #4 Mandated Lead Arranger worldwide and #2 EMEA (Dealogic 2018)



### **GROW WITH AFRICA**

Awarded 'Africa's Best Bank for Corporate Responsibility' (Euromoney 2019) for:

· Commitment to SMEs, microfinance, women entrepreneurs and staff diversity

Awarded 'Best Sustainable Export Finance Deal of the Year' for EUR 253m financing of Abidjan drinking water supply plant (TXF 2018)



### **TRANSITION TO SUSTAINABLE CITIES**

Applying innovation to create new models:

- · Founding co-partner of the Netexplo Smart Cities Accelerator
- ·Launch of LaVilleE+® start-up

(1) Task Force on Climate-related Financial Disclosure



### **GROUP RESULTS**

### **RESILIENT REVENUES**

Q2 19 Revenues from businesses -0.9%\* vs. Q2 18

### **OPERATING EXPENSES**

Effect of restructuring provisions in GBIS (EUR -227m) and IBFS (EUR -29m)

### **INCOME TAX**

Effect of IAS 12 amendment: tax effect of hybrid coupons recorded in "Income Tax" for EUR +63m in Q2 19 and EUR +118m in H1 19

In EUR m	Q2 19	Q2 18	Change		H1 19	H1 19 H1 18		Change	
Net banking income	6,284	6,454	-2.6%	-2.1%*	12,475	12,748	-2.1%	-2.0%*	
Underlying net banking income(1)	6,284	6,454	-2.6%	-2.1%*	12,475	12,748	-2.1%	-2.0%*	
Operating expenses	(4,270)	(4,403)	-3.0%	-2.5%*	(9,059)	(9,132)	-0.8%	-0.5%*	
Underlying operating expenses(1)	(4,152)	(4,370)	-5.0%	-4.5%*	(8,500)	(8,594)	-1.1%	-0.8%*	
Gross operating income	2,014	2,051	-1.8%	-1.2%*	3,416	3,616	-5.5%	-5.9%*	
Underlying gross operating income(1)	2,132	2,084	+2.3%	+3.0%*	3,975	4,154	-4.3%	-4.6%*	
Net cost of risk	(314)	(170)	+84.7%	+96.1%*	(578)	(378)	+52.9%	+59.1%*	
Underlying net cost of risk (1)	(296)	(170)	+74.1%	+84.8%*	(560)	(378)	+48.1%	+54.0%*	
Operatingincome	1,700	1,881	-9.6%	-9.4%*	2,838	3,238	-12.4%	-13.0%*	
Underlying operating income(1)	1,836	1,914	-4.1%	-3.8%*	3,415	3,776	-9.6%	-10.1%	
Net profits or losses from other assets	(80)	(42)	-90.5%	-90.7%*	(131)	(41)	n/s	n/s	
Income tax	(390)	(448)	-12.9%	-12.4%*	(645)	(765)	-15.7%	-16.3%*	
Reported Group net income	1,054	1,224	-13.9%	-13.4%*	1,740	2,127	-18.2%	-18.6%*	
Underlying Group net income(1)	1,247	1,333	-6.4%	-5.8%*	2,332	2,590	-10.0%	-10.3%*	
ROE	6.9%	8.6%			5.5%	7.5%			
ROTE	8.3%	10.4%	<u>-</u>		6.9%	8.9%	<u>-</u>		
Underlying ROTE (1)	9.7%	11.2%	_		9.1%	11.0%	_		



<sup>(1)</sup> Underlying data: adjusted for exceptional items and IFRIC 21 linearisation. See Methodology and Supplement p.48 Note: 2018 figures restated for IAS 12 impact of tax effect on interest paid to holders of deeply subordinated notes & undated subordinated notes (EUR +68m on Q2 18 and EUR +121m on H1 18) on "Income tax" and "Group net income". See supplement.

<sup>(2)</sup> Group net income, adjusted for hybrid coupons

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

# 2 CAPITAL AND LIQUIDITY

## **BALANCE SHEET RATIOS ABOVE REGULATORY REQUIREMENTS**

	2019 requirements <sup>(2),(3)</sup>	End-Q2 19 ratios	Target 2020
CET1	9.9%	12.0%	12%
Total Capital	13.4%	17.9%	
Leverage ratio	3.5%	4.3%	4% - 4.5%
TLAC	19.5% (% RWA) 6.0% (% leverage)	25.8% (% RWA) 7.5% (% leverage)	
MREL <sup>(1)</sup>	8% (% TLOF)	> 8% (% TLOF)	
LCR	>100%	135% <sup>(4)</sup>	>100%
NSFR	>100%	>100%	>100%

Average on Q2 19



TLOF: Total Liabilities & Own Funds, after full recognition of netting rights on derivatives. Requirements subject to regulatory and legislative changes Excluding Pillar 2 Guidance add-on. Including countra cyclical buffer (at 0.1% as of 31 December 2018) and P2R (at 1.75%)

Requirements are presented as of today's status of regulatory discussions

## **CETI AT 12%**

**CETI<sup>(1)</sup> UP+52bp AT 12.0%** >200 bp buffer over MDA

**LEVERAGE RATIO AT 4.3%** 

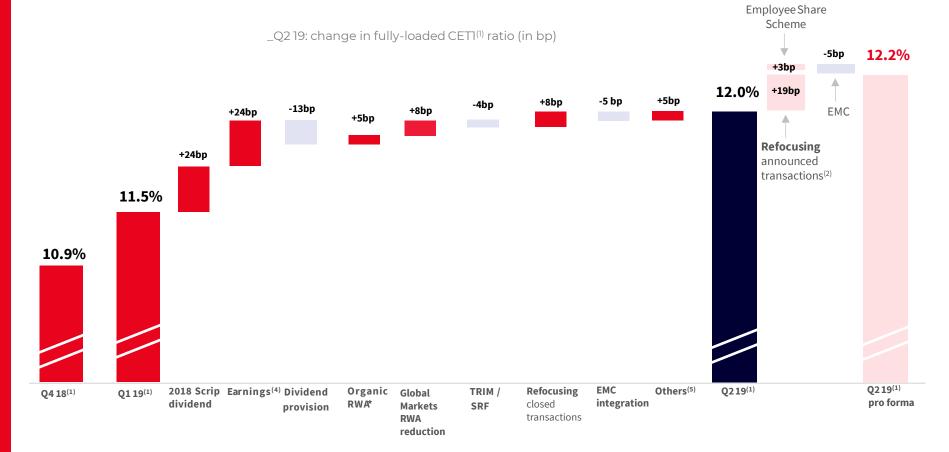
TLAC(3) RATIO: 25.8% OF RWA

**ALREADY MREL COMPLIANT** 

**LIQUID ASSET BUFFER** EUR 188bn at end-June 19

**LCR AND NSFR** above 100%

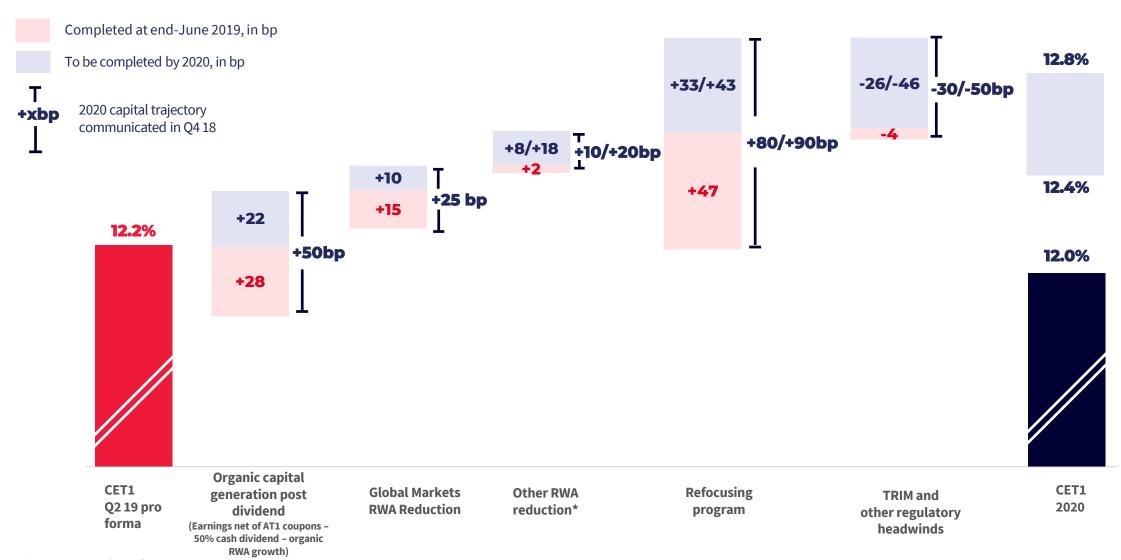
69% OF FUNDING PROGRAM ALREADY ACHIEVED



- (1) Fully-loaded, based on CRR/CRD4 rules, including the Danish compromise for Insurance. See Methodology.
- (2) Estimated impact at signing date, excluding IFRS 5 impact, as of August 1st 2019
- (3) Including 2.5% of Senior Preferred debt.
- (4) Including -5bps of hybrid coupons
- (5) Mainly DTA
- when adjusted for changes in Group structure and at constant exchange rates



## ON TRACK TO DELIVER OUR 2020 CETI TARGET



<sup>\*</sup> Securitisation, risk transfer, OTD, insurance

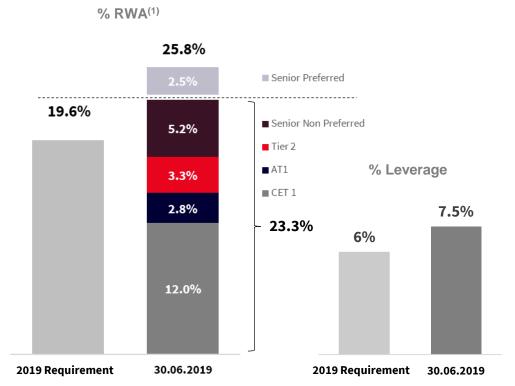


## **GROUP TLAC / MREL**

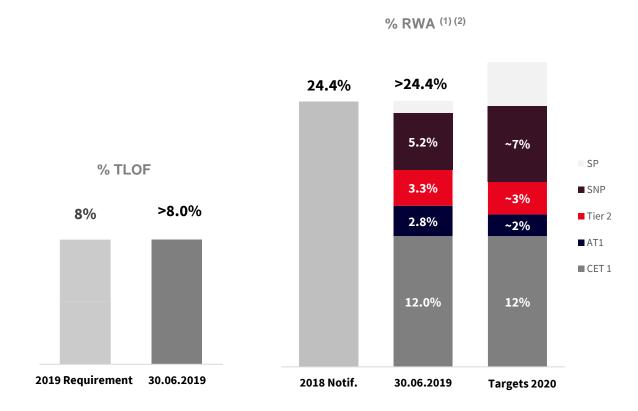
TLAC ratio

MREL ratio

### Already meeting 2019 (19.6%) and 2022 (21.5%<sup>(1)</sup>) requirements



### Already meeting total requirements (notification received in June 2018)



- Without countra cyclical buffer
- Based on RWAs as of end-December 2016



## 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 19bn)

### **As of 15 July 2019:**

~75% completion of the vanilla funding programme (including EUR 0.75bn of prefunding in 2018)

~EUR 10.6bn of structured notes

Competitive funding conditions: MS6M+51bp and average maturity of 4.6 years (incl. senior non preferred debt, senior preferred debt and covered bonds)

Additional EUR 1.4bn issued by subsidiaries

(1) Excluding structured notes

## SOCIETE GENERALE

## GROUP LONG TERM FUNDING PROGRAMME

\_2019 Expected funding programme(1)

Senior Preferred and Secured debt

Senior Non Preferred debt

-EUR 6/8 bn

-EUR 6/7 bn

Subordinated debt (AT1/T2)

-EUR 2.5/3 bn Max



#### **Societe Generale**

2Y Senior Preferred **E3M+37bp 14-Jan-21** 

EUR 1,750,000,000



#### **Societe Generale**

5Y Senior Non Preferred 3.875% 28-Mar-24

USD 1,500,000,000



#### **Societe Generale**

5Y Senior Non Preferred **1.25% 15-Feb-24** 

EUR 1,750,000,000



### **Societe Generale**

PerpNC5 AT1 **6.125% 16-Apr-24** 

SGD 750,000,000



#### **Societe Generale**

5Y & 10Y Senior Non Preferred **0.94% & 1.164% 21-Feb-24 & 29** 

JPY 96,200,000,000



### Societe Generale

10Y Senior Non Preferred

1.75% 22-Mar-29

EUR 1,250,000,000



#### **Societe Generale**

15NC10 Tier2

4.5% 18-Apr-34NC29

AUD 300,000,000



#### **SG SFH**

10Y Green Covered Bond **0.1250% 18-Jul-29** 

EUR 1,000,000,000

## 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.)

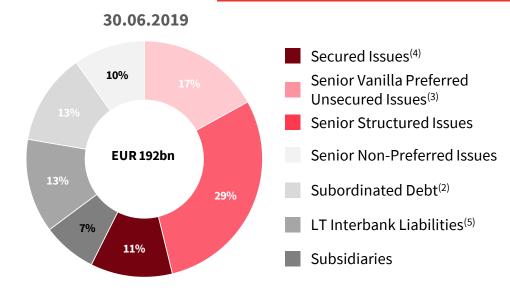
Increased funding autonomy of IBFS subsidiaries

### **Balanced amortisation schedule**

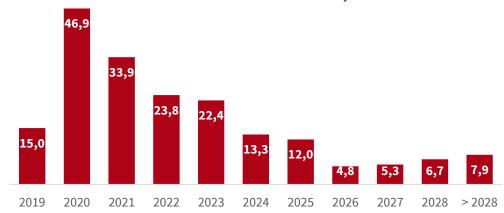
- (1) See Methodology
- (2) Including undated subordinated debt
- (3) Including CD & CP > 1y
- (4) Including CRH
- (5) Including IFI

## SOCIETE GENERALE

## GROUP LONG TERM FUNDING BREAKDOWN<sup>(1)</sup>



### Amortisation schedule as of 30.06.2019, in EUR bn



### Very strong balance sheet

Stable loan to deposit ratio
High quality asset buffers
Comfortable LCR at 134% on average in Q2 19
NSFR above regulatory requirements

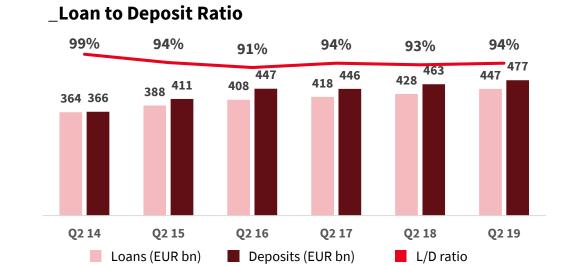
### Liquid asset buffer of EUR 188bn at end-June 19

High quality of the liquidity reserve: EUR 82bn of HQLA assets at end-June 2019 and EUR 85bn of Central bank deposits

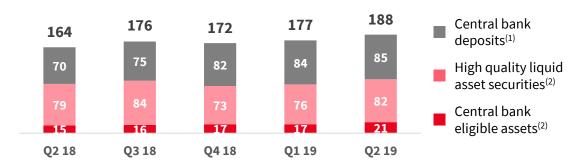
Excluding mandatory reserves for central bank deposits

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

## STRENGTHENED FUNDING STRUCTURE



### **\_Liquid Asset Buffer** (in EUR bn)





<sup>\*</sup> See Methodology. Q4 2018 data are presented according to IFRS 9 standard.

<sup>(1)</sup> Excluding mandatory reserves

<sup>(2)</sup> Unencumbered, net of haircuts

### **Strong franchises**

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"

Moody's: "Strong franchise and well-diversified universal banking business model"

Fitch: "Sound company profile, which benefits from franchise strengths across selected products and geographies"

### Sound balance-sheet metrics

S&P: "Steady build-up of a comfortable bail-inable debt cushion"

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"

Fitch: "Strong internal capital generation"

NB: The above statements are extracts from the rating agencies reports on SG 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.



### CREDIT RATING OVERVIEW

### Credit Rating as of July 2019

	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	Positive
ST senior unsecured debt	R-1(middle)	F1	P-1	A-1
LT senior non preferred debt	n/a 	Α	Baa2	BBB+
Dated Tier 2 subordinated	n/a	A-	Baa3	ВВВ
Additional Tier 1	n/a	BB+	Ba2(hyb)	BB+

"In this period of profound change we are experiencing, we are committed to an approach supporting the positive transformations of our clients and all of our stakeholders. CSR matters are at the heart of our Transform to Grow strategic plan. As external indicators, these results are proof of the growing integration of CSR issues in the development of the Bank's activities."

**Diony Lebot, Deputy CEO** 

## SUSTAINABILITY RECOGNISED IN RATINGS

\_SG is well recognised by extra-financial rating agencies and included in the leading sustainability indices, including DJSI:

	Rating Position vs peers						
MSCI ESG Research	Rated <b>"A"</b>	2996 2596 2796 196 596 296 CCC B BB BBB A AA AAA					
SUSTAINALYTICS	Rating <b>75%</b> "Outperformer"	91 <sup>st</sup> Percentile					
ISS-oekom▶	Rated <b>C "Prime"</b> (above "Prime" threshold)	40% 30% 20% 10% 0% D- D D+ C- C C+ B- B B+ A- A A+					



# BUSINESS PERFORMANCE

#### **REVENUES**

Q2 19 revenues<sup>(1)</sup> +2.1% vs. Q2 18 (+4.9% vs. Q1 19 and -0.6% vs. H1 18), confirming 2019 revenue<sup>(1)</sup> guidance between 0% and -1% vs. 2018

**Net interest income**<sup>(1)</sup> +1.7% vs. Q2 18 (+2.8% vs. Q1 19 and -0.8% vs. H1 18) underpinned by good momentum in credit to corporates and professionals

Fees -1.2% vs. Q2 18 (+2.9% vs. Q1 19 and -1.9% vs. H1 18) including a EUR +61m adjustment on commission-related taxes. Decrease in fees vs. a high comparative base in Q2 18, impacted by French banking industry commitment measures and market environment

### **COSTS UNDER CONTROL**

Operating expenses -1.0% vs. Q2 18 and stable vs. H1 18, confirming 2019 cost guidance between +1% and +2% vs. 2018

## FRENCH RETAIL BANKING RESULTS

In EUR m	Q2 19	Q2 18	Change	H1 19	H1 18	Change
Net banking income	1,994	1,991	+0.2%	3,910	3,999	-2.2%
Net banking income excl. PEL/CEL	2,021	1,980	+2.1%	3,949	3,971	-0.6%
Operating expenses	(1,348)	(1,361)	-1.0%	(2,834)	(2,841)	-0.2%
Gross operating income	646	630	+2.5%	1,076	1,158	- <b>7.1</b> %
Gross operating income excl. PEL/CEL	673	619	+8.8%	1,115	1,130	-1.4%
Net cost of risk	(129)	(93)	+38.7%	(223)	(227)	-1.8%
Operating income	517	537	-3.7%	853	931	-8.4%
Reported Group net income	356	365	-2.5%	590	635	<b>-7.1</b> %
RONE	12.6%	13.2%		10.5%	11.3%	
Underlying RONE (2)	12.6%	12.1%		11.5%	11.5%	•

**Q2 19 RONE<sup>(2)</sup>: 12.6%** 



<sup>(1)</sup> Excluding PEL/CEL provision

<sup>(2)</sup> Underlying data: adjusted for IFRIC 21 linearisation, PEL/CEL provision. See supplement.

## **DEVELOPING CORE FRANCHISES IN FRENCH RETAIL BANKING**

### **DEVELOPING CLIENT BASE**



Best Bank for corporates<sup>(1)</sup>



**+2%** 

# of wealthy and mass affluent clients vs. Q2 18



~1.9m

Boursorama clients as of 30 June 2019

### **INDIVIDUAL CLIENT LOAN OUTSTANDINGS**

+3% vs. Q2 18

**MEDIUM-TERM CORPORATE LOAN OUTSTANDINGS** 

+8% vs. Q2 18

### **ADAPTING SET UP LEVERAGING ON DIGITAL**



**339** Societe Generale branches closed since end-2015, on track to reach 2020 target

Pro corners as of 30 June 19

business centres as of 30 June 19



2m Instant Payments since January

~70% Online increase in credit cards limits in SG network

### **PRIVATE BANKING**

**AuM** 

EUR 67bn **Q2 19 Net inflows EUR 1.1bn** 

### **INSURANCE**

Life insurance outstandings

EUR 95bn

**Protection premiums** 

+1.4% vs. H1 18

(1) Study carried out by Challenges magazine's among corporate CFOs



### **STEADY REVENUE GROWTH**

Q2 19 EUR 2,124m (+5.7%\* vs. Q2 18) H1 19 EUR 4,200m (+6.1%\* vs. H1 18)

## SUPPORTING BUSINESS GROWTH MOMENTUM WITH POSITIVE JAW EFFECT IN HI 19<sup>(1)</sup>

Operating expenses +5.1%\* vs. H1 18, excluding restructuring provision for EUR 29m

LOW COST OF RISK 39bp in H1 19

IMPROVED PROFITABILITY H1 19 RONE 18.2%<sup>(1)</sup>

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES RESULTS

In EUR m	Q2 19	Q2 18	Change		H1 19	H1 18	Ch	ange
Net banking income	2,124	2,075	+2.4%	+5.7%*	4,200	4,064	+3.3%	+6.1%*
Operating expenses	(1,145)	(1,102)	+3.9%	+7.3%*	(2,349)	(2,281)	+3.0%	+6.5%*
Gross operating income	979	973	+0.6%	+3.9%*	1,851	1,783	+3.8%	+5.8%*
Net cost of risk	(133)	(75)	+77.3%	x 2,1	(261)	(166)	+57.2%	+73.1%*
Operatingincome	846	898	-5.8%	-3.4%*	1,590	1,617	-1.7%	-0.3%*
Net profits or losses from other assets	0	0	n/s	-100.0%	1	4	-75.0%	-74.8%*
Reported Group net income	515	541	-4.8%	-2.2%*	979	970	+0.9%	+2.7%*
RONE	18.6%	18.9%			17.3%	17.0%		
Underlying RONE (1)	18.9%	18.3%			18.2%	17.7%	-	

**Q2 19 RONE(1): 18.9%** 

(1) Adjusted for IFRIC 21 linearisation and restructuring provision for EUR 29m



## STRONG PERFORMANCE ACROSS REGIONS IN INTERNATIONAL RETAIL BANKING

### **EUROPE**

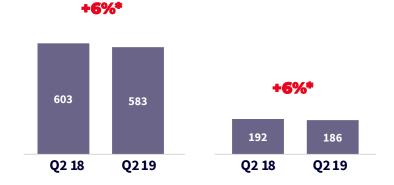
Net Interest Income (EUR m) \_Non-interest Revenues (EUR m)

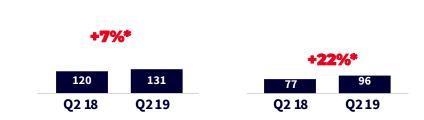
### RUSSIA(1)

\_Net Interest Income (EUR m) \_Non-interest Revenues (EUR m)

### **AFRICA AND OTHER**

\_Net Interest Income (EUR m) \_Non-interest Revenues (EUR m)







**Revenues up +6%\*** vs. Q2 18

Strong revenue growth in all regions underpinned by **positive trend in interest rates** 

Solid **momentum on Non-interest Revenues across regions** (Western Europe, Czech Republic and Romania)

**Revenues up +13%\*** vs. Q2 18

Dynamic growth in **retail loan production** (+16%\* H1 19 vs H1 18) driven by mortgages and car loans

Solid **fee** momentum **in all segments** 

**Revenues up +5%\*** vs. Q2 18

Steady revenue growth in **Africa +8%\*** driven by strong commercial momentum

**Regional IT hub** fully operational

### **Q2 19 GROUP NET INCOME EUR 297m, RONE 17.1%**(2)

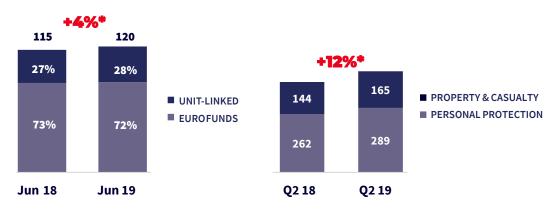
<sup>\*</sup> When adjusted for changes in Group structure and at constant exchange rates / (1) SG Russia scope / (2) adjusted for IFRIC 21 linearisation



## HIGH PROFITABILITY IN INSURANCE AND FINANCIAL SERVICES

### **SUSTAINED REVENUE GROWTH IN INSURANCE**

\_Life Insurance Outstandings (EURbn) \_Protection Premiums (EURm)



**Revenues up +3.6%\*** vs. Q2 18

Solid performance across segments

**Good momentum internationally** (life insurance premiums +34%\*, personal protection +27%\* and property & casualty +32%\*) which represents 18% of the activity in H1 19

### GOOD MOMENTUM IN FINANCIAL SERVICES



\_SGEF Loan and Lease Outstandings<sup>(2)</sup> (EURbn)



**Revenues up +2.6%\*** vs. Q2 18

**ALD: fleet growth annual guidance confirmed**, H1 used car sales result well within 2019 guidance

Selected by Amazon to launch 'Motors' personal car leasing platform in Spain

**SGEF:** confirmation of **good Q1 momentum**, with revenues up +11%\*

### **Q2 19 GROUP NET INCOME EUR 237m, RONE 21.3%**(1)

<sup>(2)</sup> Excluding factoring



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

<sup>(1)</sup> Adjusted for IFRIC 21 linearisation

## REVENUES -6.1% vs. Q2 18, -2.6% vs. H1 18

Strong Financing & Advisory, resilient Global Markets

OPERATING EXPENSES -3.5% vs. Q2 18 adjusted for EUR 227m restructuring provision and Commerzbank integration costs of EUR 21m -1.6% vs. H1 18

IMPROVED PROFITABILITY VS. Q1 19 Underlying RONE up +2pts in Q2 19

## GLOBAL BANKING AND INVESTOR SOLUTIONS RESULTS

In EUR m	Q2 19	Q2 18	Change		H1 19	H1 18	Ch	ange
Net banking income	2,266	2,412	-6.1%	-7.3%*	4,505	4,627	-2.6%	-4.6%*
Operating expenses	(1,915)	(1,728)	+10.8%	+10.0%*	(3,941)	(3,752)	+5.0%	+3.7%*
Gross operating income	351	684	-48.7%	-50.1%*	564	875	-35.5%	-39.0%*
Net cost of risk	(33)	(7)	x 4,7	x 4,4	(75)	20	n/s	n/s
Operating income	318	677	-53.0%	-54.4%*	489	895	-45.4%	-48.2%*
Reported Group net income	274	507	-46.0%	-47.5%*	414	673	-38.5%	-41.8%*
RONE	7.1%	13.6%			5.2%	9.1%		
Underlying RONE (1)	10.0%	11.7%			8.9%	11.0%	-	

**Q2 19 RONE<sup>(1)</sup>: 10.0%** 

(1) Adjusted for IFRIC 21 linearisation and restructuring provision

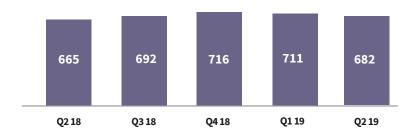


 $<sup>^{\</sup>star}$  When adjusted for changes in Group structure and at constant exchange rates

## STRONG FINANCING & ADVISORY, RESILIENT GLOBAL MARKETS

FINANCING & ADVISORY REVENUES: +3% VS. Q2 18 (H1 19 revenues up +10% VS. H1 18)

\_Financing & Advisory Revenues (EUR m)



**Sustained** level of **activity in Financing** with a **high level of fees**, low level of investment banking activity in Europe

**Active portfolio management** through various derisking and secondary sales initiatives: EUR 10bn notional amount in H1 19 vs. EUR 11bn for full-year 2018

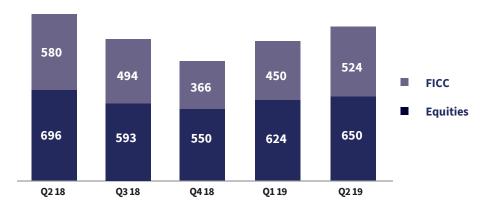
**Capturing transaction banking market share** in Western Europe: Revenues booked in GBIS up +19% vs. Q2 18

ASSET & WEALTH MANAGEMENT REVENUES: -5% VS. Q2 18 (flat VS. H1 18) adjusted for Belgium disposal

**Good private banking inflows in France**, Luxembourg and Switzerland and improvement in transaction volumes vs. low Q1 19

## GLOBAL MARKETS & INVESTOR SERVICES REVENUES: -9% VS. Q2 18

\_Global Markets Revenues (EUR m)



FICC revenues -10% vs. Q2 18 on low currency volatility and low interest rates, first business closures; revenues +16% vs. Q1 19

**Equities revenues -7% vs. Q2 18** on lower volumes in flow products; **revenues +4% vs. Q1 19** 

**First transfer of front office staff** and structured derivative positions transferred from **Commerzbank** 

Securities Services revenues -16% vs. Q2 18, flat adjusted for Q2 18 Euroclear revaluation



### **RESTRUCTURING ON TRACK**

**PORTFOLIO ADJUSTMENT** 

- Ongoing closure of OTC commodities principal business
- Descartes Trading in run-off

**COST BASE REDUCTION** 

- ⇒ New organisation in place since 1<sup>st</sup> July
- ⇒ **Staff reduction process started** outside of France
- ⇒ **Voluntary redundancy plan launched** in France on 1<sup>st</sup> July
- ⇒ **EUR 227m** restructuring provision

**DELEVERAGING** 

□ EUR 4.9bn of the EUR 8bn of Global Markets deleveraging by 2020 completed as of end of Q2



### **CORPORATE CENTRE**

### **GROSS OPERATING INCOME**

EUR +38m in Q2 19, EUR -75m in H1 19 Adjustment of operating taxes: EUR +241m

## **NET PROFITS OR LOSSES FROM OTHER ASSETS**

Effect of IFRS 5 on refocusing program: PEMA disposal for EUR -43m, Balkans for EUR -27m

In EUR m	Q2 19	Q2 18	H1 19	H1 18
Net banking income	(100)	(24)	(140)	58
Operating expenses	138	(212)	65	(258)
Gross operating income	38	(236)	(75)	(200)
Net cost of risk	(19)	5	(19)	(5)
Net profits or losses from other assets	(81)	(28)	(134)	(32)
Reported Group net income	(91)	(189)	(243)	(151)

Note: 2018 figures restated for IAS 12 impact of tax effect on interest paid to holders of deeply subordinated notes & undated subordinated notes (EUR +68m on Q2 18 and EUR +121m on H1 18) on « Income tax » and « Group net income ». See supplement.



# CSR STRATEGY

### **COMMITTED TO POSITIVE TRANSFORMATIONS**

#### DRAWING ON INNOVATIVE SKILLS AND PIONEERING SPIRIT



**Founding member** of the UN Environment Programme "**Positive Impact Finance Initiative**"; inaugural EUR1bn 10-year Positive Impact Covered Bond on carbon-efficient real estate in July 2019



**Pioneering in renewable energy**: combining crowdfunding expertise with renewable energies



**Building sustainable cities**: founding co-partner of the *Netexplo Smart Cities Accelerator* 

## COMMITTED TO POSITIVE TRANSFORMATIONS

#### Accelerating support in renewable energy:

#2 Mandated Lead Arranger, #2 Adviser for renewable energies EMEA (2018 Dealogic), #4 MLA worldwide (2018 Inframation News)

**EUR 100 bn commitment to support the energy transition** between 2016 and 2020: 89% achieved at 2Q19

**Integration of climate risk** into Group risk management policy, evaluating and controlling climate-related risks and applying a mandatory transition risk assessment methodology to key sectors

**FIGHTING CLIMATE CHANGE** 

#### **ANCHORING A CULTURE OF RESPONSIBILITY**



A Culture & Conduct programme **sponsored by the CEO and reporting to the Board of Directors** 

3-year programme with mandatory global allstaff training

**Embedding conduct risk** into Group risk management framework

**Duty of Care Plan published:** maps, measures and mitigates human rights and environmental risks

**Grow with Africa** initiative, fostering the sustainable and low-carbon development of Africa and contributing to the **UN Sustainable Development Goals**, through:

- Support for African SMEs
- Infrastructure financing
- Innovative financing of agriculture and energy
- Financial inclusion

Awarded Africa's Best Bank for Corporate Responsibility (Euromoney 2019)

**GROWING WITH AFRICA** 



### A CLEAR CSR STRATEGY INTEGRATED ACROSS THE SG GROUP

### **TONE FROM THE TOP**

- Each year, the Board approves the Group's CSR objectives and strategy and reviews the developments of the programme
- Climate risk monitored by the Board and reviewed by a dedicated Group Management Risk Committee

CSR ambitions structured around six main themes and integrated in the *TRANSFORM TO GROW* strategy

Listening to stakeholders to define our Materiality Matrix in 2017 and continue integrating ESG risks

### In our business development goals...

Climate Change

Offers in line with Social Trends

Sustainable Development of Africa

### In the way we conduct business...

Client Satisfaction & Protection

Culture, Conduct & Governance

Responsible Employer



### CLIMATE RISK

- Societe Generale has built a climate strategy around three strategic priorities:
  - Implementation of climate risk management
  - Development of sustainable finance offering
  - Managing the bank's own impact on the climate (via own activities and clients)
- Since the COP21 in 2015 Societe Generale has committed to work on methodologies enabling alignment with a climate scenario, initially using the IEA reference scenario of 2°C
  - o Since then Societe Generale has signed the Katowice Agreement which references the Paris Agreement and a scenario of below 2°C
- From 2017 climate-related risks 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.
- In 2018 a transition risk methodology framework was established, based on a selected climate scenario and a climate vulnerability assessment. The output helps to assess the economic impact on sectors and individual clients.
- This evaluation is mandatory for clients in key sectors (oil & gas, metals & mining, transport, energy).
- Credit is the activity most sensitive to transition risk to a low carbon economy: the analyses carried out on the loan portfolio conclude a low global impact and are concentrated on sectors that are particularly CO2 emitting.
- Societe Generale has also assessed the exposure to physical risk in French residential real estate.



Societe Generale published its first 'TCFD' climate disclosure report in June 2019: https://www.societegenerale.com/sites/default/files/documents/Document%20RSE/climate-disclosure-societe-generale-tcfd-report-june.pdf



### **EMBEDDING ENVIRONMENTAL RESPONSIBILITY IN CLIENT ACTIVITY**

### ENERGY TRANSITION

- Commitment to align activities by 2020 with the IEA's trajectory to limit global warming to below 2°C
- €100 billion commitment to support the energy transition between 2016 and 2020: 89% completed as of 2Q19
- No new financing projects of coal, oil sands or Arctic oil (since 2016/17)
- 2019 introduction of corporate exclusion for coal and objective to reduce to zero Societe Generale's exposure to the thermal coal sector

## LESS RELIANCE ON FOSSIL FUELS



### 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



#### A BANK PIONEERING RESPONSIBLE FINANCE

#### A CONSOLIDATED SUSTAINABLE AND POSITIVE IMPACT FINANCE OFFERING

• Societe Generale is a founding member of the UNEP "Positive Impact Finance Initiative", since 2001, and a core member of the UNEP-FI working group defining "Banking Principles"





• Consolidated « Sustainable and Positive Impact Finance » proposition, whose objective is to develop and diversify a range of products and services by introducing more structuring expertise and advice on impact analysis and measurement, whilst incorporating the UN's 17 Sustainable Development Goals

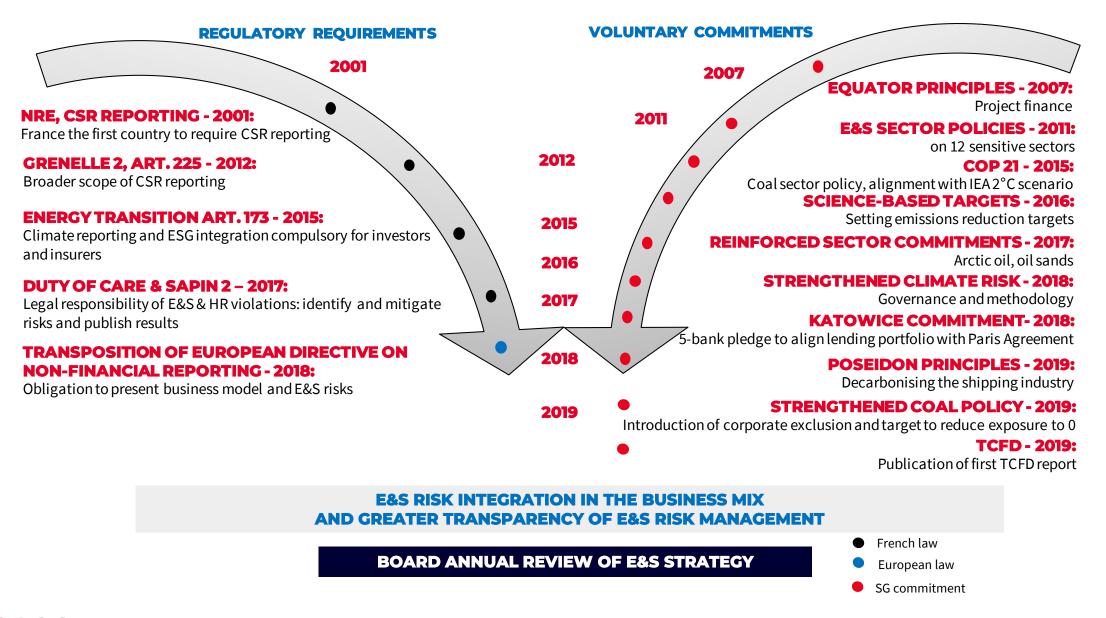
#### FROM FINANCING TO INVESTING: EXAMPLES OF THE RANGE OF EXPERTISE AND SOLUTIONS

- Total amount of Sustainable & Positive Impact Finance EUR 11.9bio
  - Of which Positive Impact Finance (as defined by UNEP-FI) EUR 5.1bio
  - Of which 'green' financing EUR 6.5bio
  - Of which 'social/ societal' financing EUR 5.4bio
- Green Bond issues arranged: EUR 47.6bio nominal since 2016
- Renewable energy projects: EUR 21.4bio (advisory and / or financing) since 2016
- ESG Research top 5 for the past 10 years (Extel)

- Lyxor ETFs matching 4 UN Sustainable Development Goals:
  - Water (the largest one in Europe with EUR485m AUM),
     Renewable energy, Climate action and Gender equality
- In 2017 Lyxor launched the first Green Bond ETF in the world
- Structuring of ESG stock baskets and indices since 2007
- Positive Impact Notes: In 2018 launch of Positive Impact Structured Notes supporting SME financing
- Socially Responsible Deposits: for corporate clients wanting their cash investments to support socially responsible businesses: more than EUR 900m collected
- Launch in 2018 of the first structured product with a charity dimension by SG Private Banking



### **E&S RISK MANAGEMENT: REGULATORY AND VOLUNTARY**





#### **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



#### CONTRIBUTION TO THE SUSTAINABLE DEVELOPMENT OF AFRICA

#### **SUPPORT FOR AFRICAN SMEs**

• Creation of "SME Centres" in each SG Africa subsidiary, bringing together different stakeholders to work together for business development (public bodies, multilaterals, development agencies, private sector, funds etc)

Increase outstanding loans to African SMEs by 60% over the next 5 years (+ EUR 4bn)

#### **INNOVATIVE FINANCING**

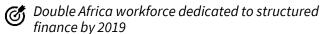
- Improve support of agriculture industries, through a more collaborative approach with farmers, cooperatives and SMEs
- Support energy inclusion and promote renewable energy sources



Provide access to range of banking and non-banking services (healthcare, education, advisory) to one million farmers over the next 5 years, via YUP platform

#### INFRASTRUCTURE FINANCING

• A key aspect of development in Africa in which the bank is already strongly involved. Four areas of focus: energy, transport, water and waste management and sustainable cities



(d) Increase financial commitments related to structured finance in Africa by 20% over the next 3 years

### **GROW** WITH **AFRICA**

**LEVERAGING OPERATIONS IN 19 COUNTRIES AND HISTORICAL** PRESENCE OVER A CENTURY.

#### FINANCIAL INCLUSION

- Launch of YUP mobile money in 2017 to address the poorly and unbanked population of Africa. Introduced in Cote d'Ivoire, Senegal and Burkina Faso with more than 300 000 clients at Nov.18
- Continue to grow microfinance business
  - Reach 1 million clients with YUP by 2020 and roll out to 4 additional countries
  - **M** Double outstanding loans to microfinance organisations by 2022



### A THREE YEAR CULTURE AND CONDUCT PROGRAMMME TO ACCELERATE OUR CULTURAL TRANSFORMATION

#### THE PROGRAMME HAS 3 MAIN OBJECTIVES...

Accelerate our cultural transformation

Achieve the highest standards of quality of service, integrity and behaviour

Make our culture a key differentiating factor: integrity and ethics, creating performance and a competitive advantage





### **CULTURE & CONDUCT RELYING ON A MULTI-PRONGED APPROACH**







**CODE OF** CONDUCT



**CONDUCT RISK MANAGEMENT** 



**DASHBOARD** 



**CULTURAL** TRANSFORMATION



COMMUNICATION **AND AWARENESS** 

- Culture & Conduct programme launched January 2017: implementation discussed by the Board twice a year
- Overall responsibility for the programme is with General Management: the Group Head of Culture & Conduct reports directly to the CEO and delivers an annual dashboard of indicators
- Managers and Excos of each Business/Service Unit champion and lead on culture and conduct which is directly under their responsibility
- The **Board formally endorsed** the Code of Conduct in 2016 and the Anti-Corruption and Anti-Bribery Code in 2017
- **2018 global roll-out** of a mandatory Conduct Journey Workshop to all active staff, with an additional appropriation allstaff test
- **Redefining and broadening our definition of conduct risk and embedding this definition into overall Group risk** management framework, so that risks can be better identified, assessed and mitigated across the Group
- **Annual dashboard for General Management with indicators on culture and conduct** covering regulatory training, compliance dysfunctions, operational losses resulting from misconduct, sanctions and compensation reviews, results of internal staff survey
- Alignment of HR processes, including sanctions, performance evaluation and compensation, recruitment and induction, talent development
- Providing tools to support and encourage an ethical approach
- Communication on 3 levels (General Management, Business/ Service Unit and local level) to embed culture and conduct topics into the daily lives of staff



# 5 SUPPLEMENT

## RESILIENT BUSINESS MODEL IN A "LOW FOR LONG" RATE ENVIRONMENT



>75% of revenues generated by non interest income

Direct sensitivity to Eurozone rates mainly related to Securities Services and GTB



>95% of revenues generated by non interest income





**~50%** of revenues generated by non interest income

Dynamic loan book growth supporting net interest margin

Direct sensitivity to Eurozone rates related to deposit margin



>25% of revenues generated by non interest income

Supportive interest rate environment combined with strong loan growth



Deposit margin collected in Eurozone retail banking

Based on net banking income as disclosed in the 2018 financial statements, revenues generated by non interest income are all revenues except interest income



## **GROUP QUARTERLY INCOME STATEMENT BY CORE BUSINESS**

	French Ret	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EURm	Q2 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18	
Net banking income	1,994	1,991	2,124	2,075	2,266	2,412	(100)	(24)	6,284	6,454	
Operating expenses	(1,348)	(1,361)	(1,145)	(1,102)	(1,915)	(1,728)	138	(212)	(4,270)	(4,403)	
Gross operating income	646	630	979	973	351	684	38	(236)	2,014	2,051	
Net cost of risk	(129)	(93)	(133)	(75)	(33)	(7)	(19)	5	(314)	(170)	
Operating income	517	537	846	898	318	677	19	(231)	1,700	1,881	
Net income from companies accounted for by the equity method	2	10	(1)	2	2	3	2	(2)	5	13	
Net profits or losses from other assets	1	1	0	0	0	(15)	(81)	(28)	(80)	(42)	
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	
Income tax	(164)	(183)	(193)	(230)	(40)	(152)	7	117	(390)	(448)	
O.w. non controlling Interests	0	0	137	129	6	6	38	45	181	180	
Group net income	356	365	515	541	274	507	(91)	(189)	1,054	1,224	
Average allocated capital	11,306	11,066	11,051	11,452	15,543	14,965	12,350 *	10,484 *	50,250	47,967	
Group ROE (after tax)									6.9%	8.6%	

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



### **GROUP** HALF YEAR INCOME STATEMENT BY CORE BUSINESS

	French Ret	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EURm	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	
Net banking income	3,910	3,999	4,200	4,064	4,505	4,627	(140)	58	12,475	12,748	
Operating expenses	(2,834)	(2,841)	(2,349)	(2,281)	(3,941)	(3,752)	65	(258)	(9,059)	(9,132)	
Gross operating income	1,076	1,158	1,851	1,783	564	875	(75)	(200)	3,416	3,616	
Net cost of risk	(223)	(227)	(261)	(166)	(75)	20	(19)	(5)	(578)	(378)	
Operating income	853	931	1,590	1,617	489	895	(94)	(205)	2,838	3,238	
Net income from companies accounted for by the equity method	4	16	4	8	4	3	3	2	15	29	
Net profits or losses from other assets	2	2	1	4	0	(15)	(134)	(32)	(131)	(41)	
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	
Income tax	(269)	(314)	(371)	(418)	(68)	(199)	63	166	(645)	(765)	
O.w. non controlling Interests	0	0	245	241	11	11	81	82	337	334	
Group net income	590	635	979	970	414	673	(243)	(151)	1,740	2,127	
Average allocated capital	11,281	11,226	11,334	11,440	16,062	14,856	11,165 *	10,223*	49,842	47,745	
Group ROE (after tax)									5.5%	7.5%	

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



### **GROUP: IAS 12 AMENDMENT IMPACT RECONCILIATION WITH 2017/18 AND Q1 19 REPORTED FIGURES**

		Income Tax			<b>Group Net Income</b>	
	Reported	IAS 12 impact	Adjusted	Reported	IAS 12 impact	Adjusted
2017	(1,708)	198	(1,510)	2,806	198	3,004
Q1 18	(370)	53	(317)	850	53	903
Q2 18	(516)	68	(448)	1,156	68	1,224
H1 18	(886)	121	(765)	2,006	121	2,127
Q3 18	(539)	75	(464)	1,234	75	1,309
Q4 18	(136)	61	(75)	624	61	685
2018	(1,561)	257	(1,304)	3,864	257	4,121
Q1 19	(310)	55	(255)	631	55	686



## GROUP: UNDERLYING DATA RECONCILIATION WITH REPORTED FIGURES

Q2 19 (in EURm)	Operating Expenses	Net cost of risk		Net profit or losses from other assets		Group net income	Business
Reported	(4,270)		(314)	(	80)	1,054	
(+) IFRIC 21 linearisation	(138)					(101)	
(-) Restructuring provision*	(256)					(192)	GBIS (EUR -227m) / IBFS (EUR -29m)
(-)Group refocusing plan			(18)		(84)	(102)	Corporate Centre
Underlying	(4,152)		(296)		4	1,247	
Q2 18 (in EURm)	Operating Expenses	Net cost of risk		Net profit or losses from other assets		Group net income	Business
Reported	(4,403)		(170)		42)	1,224	
(+) IFRIC 21 linearisation	(167)					(118)	
(-) Provision for disputes	(200)					(200)	Corporate Centre
(-)Group refocusing plan					(27)	(27)	Corporate Centre
Underlying	(4,370)		(170)	(	(15)	1,333	
H1 19 (in EURm)	Operating Expenses	Net cost of risk		Net profit or losses from other assets		Group net income	Business
Reported	(9,059)	ı	(578)	(1	31)	1,740	
(+) IFRIC 21 linearisation	303					222	
(-) Restructuring provision*	(256)					(192)	GBIS (EUR -227m) / IBFS (EUR -29m)
(-)Group refocusing plan			(18)	(1	37)	(177)	Corporate Centre
Underlying	(8,500)		(560)		6	2,332	
H1 18 (in EURm)	Operating Expenses	Net cost of risk		Net profit or losses from other assets		Group net income	Business
Reported	(9,132)		(378)		41)	2,127	
(+) IFRIC 21 linearisation	338					236	
(-) Provision for disputes	(200)					(200)	Corporate Centre
(-)Group refocusing plan					(27)	(27)	Corporate Centre
Underlying	(8,594)		(378)		14)	2,590	

GBIS restructuration provision allocation: Global Markets and Investor Services (EUR 160m), Financing & Advisory (EUR 45m), Asset and Wealth Management (EUR 22m)



### **GROUP IFRIC 21 IMPACT**

	French Ret	ail Banking	Banking ar	onal Retail nd Financial vices		nking and Solutions	Corporat	te Centre	Gro	oup				
In EURm	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	_			
Total IFRIC 21 Impact - costs	-100	-108	-112	-129	-346	-393	-48	-47	-606	-677				
o/w Resolution Funds	-70	-66	-42	-47	-262	-313	-2	-1	-376	-427	_			
		onal Retail king		Services to orates	Insur	rance	То	tal						
In EURm	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	_					
Total IFRIC 21 Impact - costs o/w Resolution Funds	<b>-75</b> -40	<b>-90</b> -45	<b>-7</b> -2	<b>-10</b> -2	-30	-30	<b>-112</b> -42	<b>-129</b> -47	_					
	Wester	n Europe	Czech F	Republic	Rom	nania	Rus	ssia	Other	Europe	Mediterrane	, Asia, an bassin and rseas	Total Interna Bank	
In EURm	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18
Total IFRIC 21 Impact - costs	-8	-9	<b>-34</b>	<b>-35</b>	-16	-9	-1	-2	-10	-24	-5	-11	-75	- <b>90</b>
o/w Resolution Funds	-5	-4	-27	-27	-5	-4			-2	-9			-40	-45

		nking and Services	Financing a	nd Advisory		d Wealth gement		Banking and Solutions
In EURm	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18
Total IFRIC 21 Impact - costs	-246	-303	-89	-79	-10	-11	-346	-393
o/w Resolution Funds	-197	-250	-56	-54	-9	-9	-262	-313



## GROUP CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

\_Fully Loaded Common Equity Tier 1, Tier 1 and Total Capital

In EUR bn	30/06/2019	31/12/2018
Shareholder equity Group share	62.5	61.0
Deeply subordinated notes*	(9.9)	(9.3)
Undated subordinated notes*	(0.3)	(0.3)
Dividend to be paid & interest on subordinated notes	(0.9)	(1.0)
Goodwill and intangible	(6.4)	(6.7)
Non controlling interests	3.7	3.7
Deductions and regulatory adjustments	(5.4)	(5.3)
Common Equity Tier 1 Capital	43.4	42.0
Additionnal Tier 1 Capital	9.9	9.4
Tier 1 Capital	53.3	51.4
Tier 2 capital	11.4	11.5
Total capital (Tier 1 + Tier 2)	64.7	62.9
Risk-Weighted Assets	361	376
Common Equity Tier 1 Ratio	12.0%	11.2%
Tier 1 Ratio	14.8%	13.7%
Total Capital Ratio	17.9%	16.7%

Ratios based on the CRR/CDR4 rules as published on 26th June 2013, including Danish compromise for insurance. See Methodology. For 31/12/2018, dividend to be paid calculated assuming a 50% takeup on 2018 scrip dividend

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

<sup>\*\*</sup> Fully loaded deductions



## **GROUP CRR LEVERAGE RATIO**

#### \_CRR Fully Loaded Leverage Ratio(1)

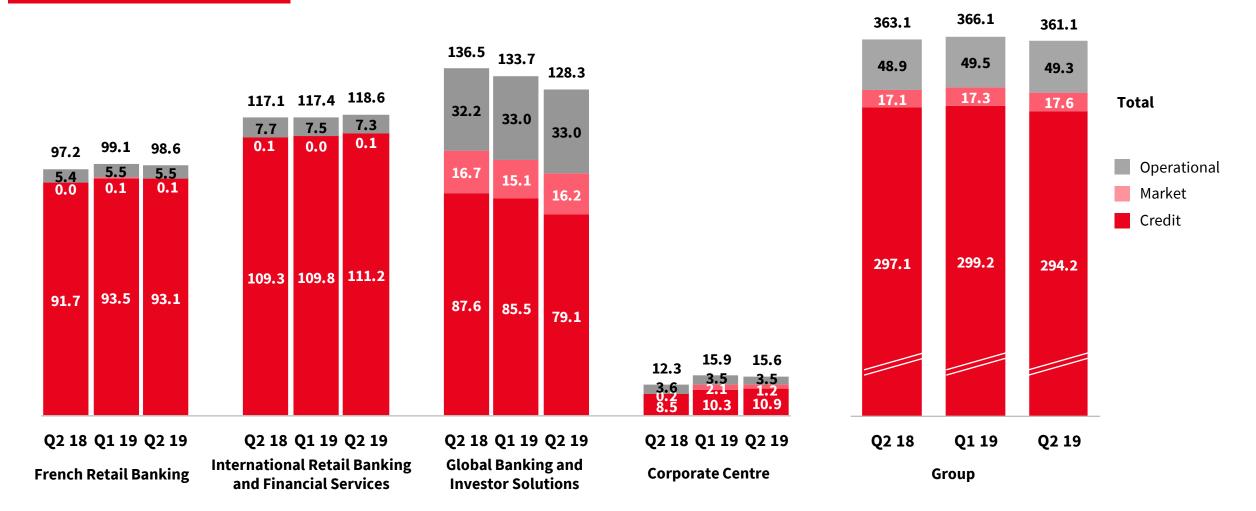
In EUR bn	30/06/2019	31/12/2018
Tier 1 Capital	53.3	51.4
Total prudential balance sheet <sup>(2)</sup>	1,244	1,175
Adjustement related to derivative exposures	(89)	(46)
Adjustement related to securities financing transactions*	(7)	(11)
Off-balance sheet (loan and guarantee commitments)	102	100
Technical and prudential adjustments (Tier 1 capital prudential deductions)	(10)	(10)
Leverage exposure	1,240	1,208
CRR leverage ratio	4.3%	4.3%

 <sup>(2)</sup> 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



<sup>(1)</sup> Fully loaded based on CRR rules taking into account the leverage ratio delegated act adopted in October 2014 by the European Commission. See Methodology. Tier 1 capital calculated assuming a 50% takeup on 2018 scrip dividend

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



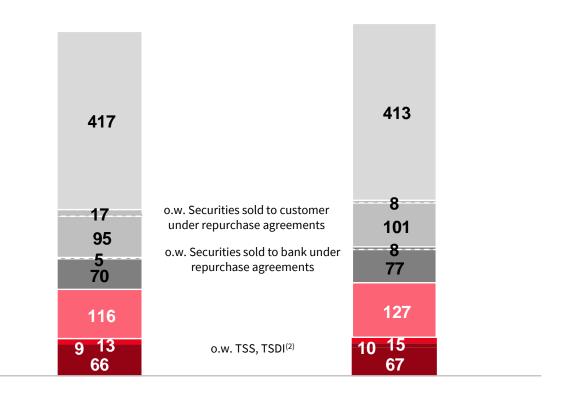
<sup>\*</sup> Includes the entities reported under IFRS 5 until disposal



## GROUP FUNDING STRUCTURE

**31 DECEMBER 2018** 

**30 JUNE 2019** 



- Due to Customers
- Due to Banks
- Financial Liabilities at Fair Value through Profit or Loss Structured Debt
- Debt Securities Issued<sup>(1)</sup>
- Subordinated Debt
- Total Equity (incl. TSS and TSDI)

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



<sup>(1)</sup> o.w. SGSCF: EUR 3.4bn, SGSFH: EUR 12.8bn, CRH: EUR 5.3bn, securitisation and other secured issuances: EUR 2.7bn, conduits: EUR 10.9bn at end-June 2019 (and SGSCF: EUR 5.7bn, SGSFH: EUR 13.3bn, CRH: EUR 5.9bn, securitisation and other secured issuances: EUR 3.1bn, conduits: EUR 10.6bn at end-December 2018).

### **SENIOR STRUCTURED NOTES**

For our distributors and institutional clients alike, we deliver a comprehensive range of customized solutions with world-class trading capabilities and a single multi-asset sales and trading team.

- A unique, fully cross-asset approach
- Strong risk management capabilities
- Perennial Best Structured Product House Award Winner

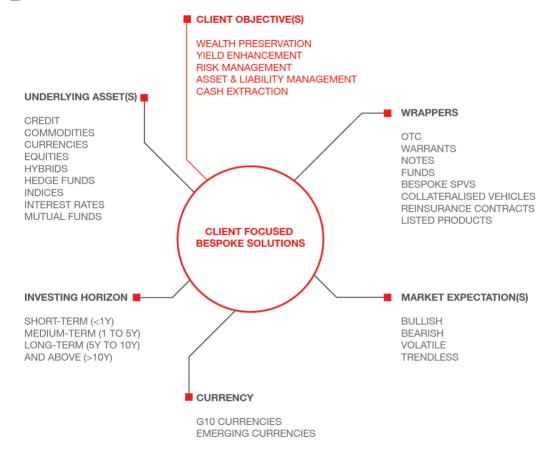
## Long term Senior Structured Notes issued via our platform are a source of liquidity for the Group

- Geographically diversified
- · Placed in various currencies and maturities
- Balanced underlyings between equity and FIC, generally unsecured
- Distributed to institutional investors, private banks and retail networks, in France and abroad
- Very granular and placed regardless of market conditions

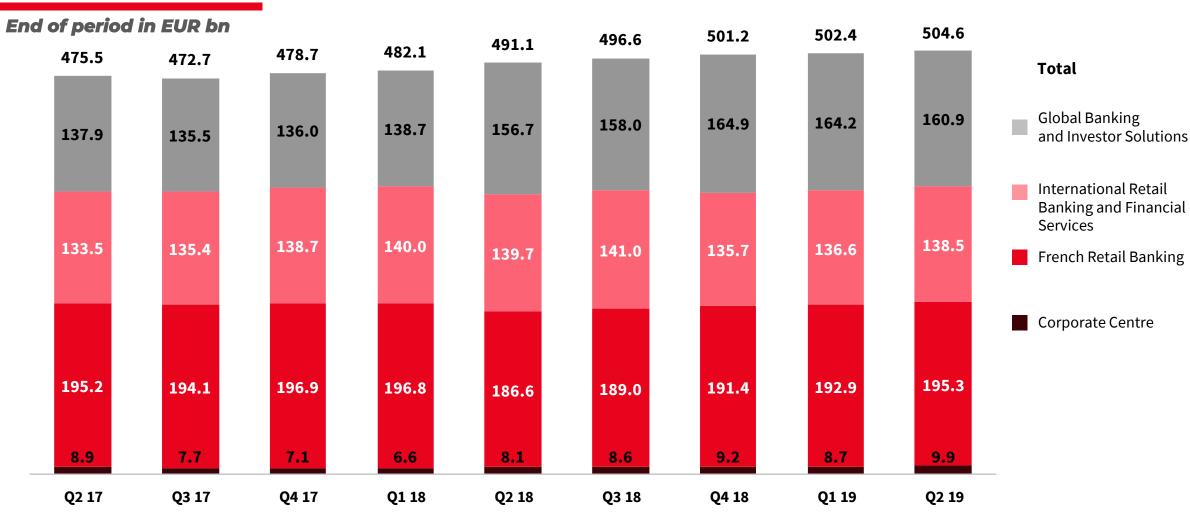
#### Structured notes has proved a resilient market

- Overall outstanding of ~1.6-1.9 tn EUR every year since 2007
- Rules of thumb: Capital protected term notes are in favor when rates are high, autocalls when rates are low

#### **\_Tailormade Investor solutions**



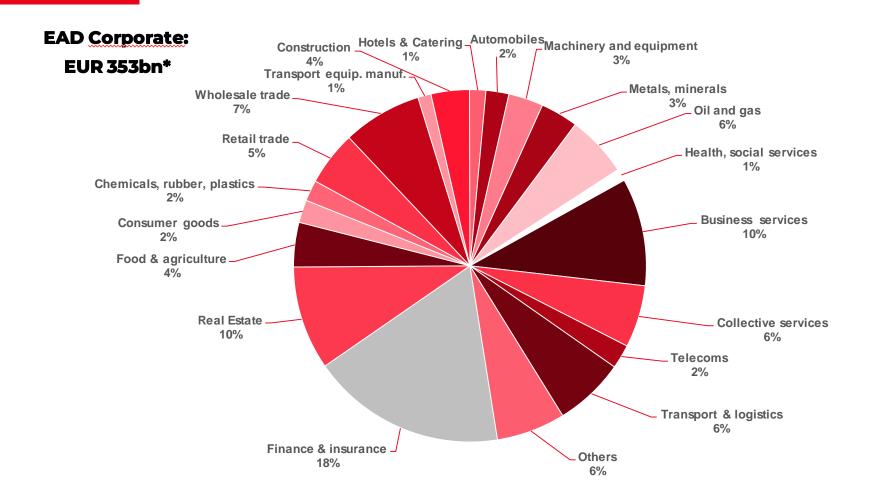
## **GROUP CHANGE IN GROSS BOOK OUTSTANDINGS\***



<sup>\*</sup> Customer loans; deposits and loans due from banks, leasing and lease assets. Excluding repurchase agreements.
Excluding entities reported under IFRS 5
From Q2 18, date restated reflecting the transfer of Global Transaction and Payment Services from French Retail Banking to Global Banking and Investor solutions.



## **GROUP - BREAKDOWN OF SG GROUP COMMITMENTS BY SECTOR AT 30.06.2019**

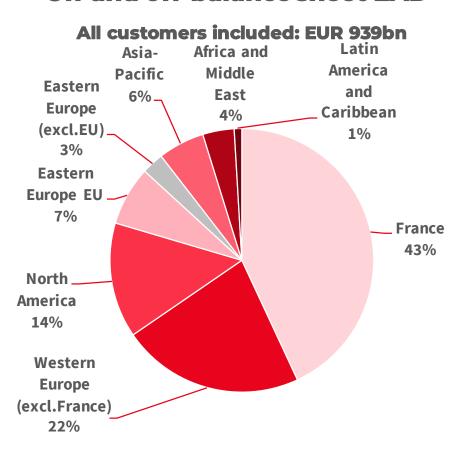


<sup>\*</sup>EAD for the corporate portfolio as defined by the Basel regulations (large corporate including insurance companies, funds and hedge funds, SME, specialised financing, and factoring) based on the obligor's characteristics before taking account of the substitution effect. Total credit risk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

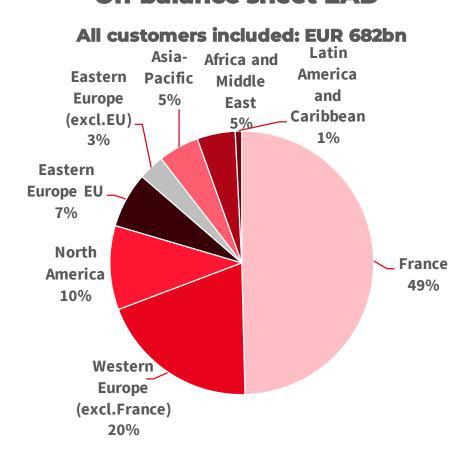


## **GROUP - GEOGRAPHIC BREAKDOWN OF SG GROUP COMMITMENTS AT 30.06.2019**

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



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



<sup>\*</sup>Total credit risk (debtor, issuer and replacement risk for all portfolios)



### **GROUP NON PERFORMING LOANS**

In EUR bn	30/06/2019	31/03/2019	30/06/2018
Gross book outstandings*	504.7	502.4	491.2
Doubtful loans*	17.0	17.7	19.4
Group Gross non performing loans ratio*	3.4%	3.5%	3.9%
Stage 1 provisions	0.9	0.9	1.0
Stage 2 provisions	1.0	1.0	1.1
Stage 3 provisions	9.4	9.7	10.7
Group Gross doubtful loans coverage ratio* (Stage 3 provisions / Doubtful loans)	55%	55%	55%

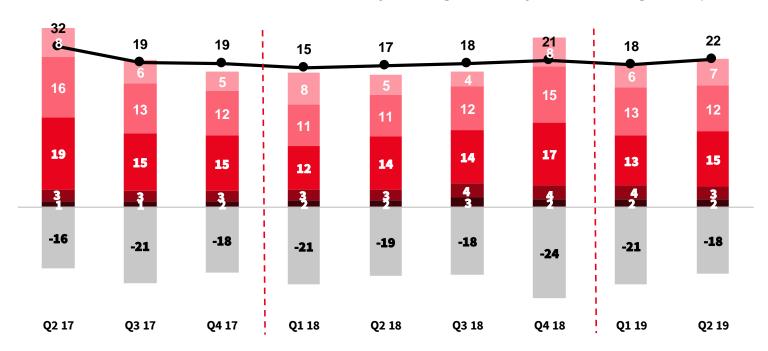
<sup>\*</sup> Customer loans, deposits at banks and loans due from banks, leasing and lease assets See: Methodology



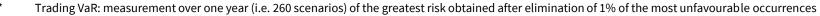
## GROUP

### **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 18	Q3 18	Q4 18	Q1 19	Q2 19
Minimum	18	21	34	22	25
Maximum	59	57	123	59	70
Average	33	34	62	36	45



<sup>\*</sup> 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



### **GROUP DIVERSIFIED EXPOSURE TO RUSSIA**

\_EAD as of Q2 19: EUR 17.3bn



o/w ca.90% Tier 1 corporates



### **GROUP EPS CALCULATION**

Average number of shares (thousands)	H1 19	Q1 19	2018	H1 18
Existing shares	821,189	807,918	807,918	807,918
Deductions				
Shares allocated to cover stock option plans and free shares awarded to staff	4,214	4,467	5,335	5,059
Other own shares and treasury shares	249	374	842	1,252
Number of shares used to calculate EPS**	816,726	803,077	801,741	801,607
Group net Income	1,740	686	4,121	2,127
Interest on deeply subordinated notes and undated subordinated notes	(357)	(165)	(719)	(344)
Capital gain net of tax on partial buybacks				
Adjusted Group net income	1,383	521	3,402	1,783
EPS (in EUR)	1.69	0.65	4.24	2.22
Underlying EPS* (in EUR)	2.42	1.12	5.00	2.80

<sup>\*</sup>Underlying EPS: adjusted for exceptional items and IFRIC 21 linearisation. See p.31 and Methodology

\*\* The number of shares considered is the average number of ordinary shares of the period, excluding treasury shares and buybacks, but including the trading shares held by the Group Group net income for Q1 19, 2018 and H1 18 adjusted for IAS 12 amendment. See p.30



## **GROUP NET ASSET VALUE, TANGIBLE NET ASSET VALUE**

End of period	H1 19	Q1 19	2018	H1 18
Shareholders' equity Group share	62,492	61,830	61,026	58,959
Deeply subordinated notes	(9,861)	(9,473)	(9,330)	(9,197)
Undated subordinated notes	(280)	(283)	(278)	(274)
Interest net of tax payableto holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(39)	(37)	(14)	(213)
Bookvalue of own shares in trading portfolio	431	550	423	500
Net Asset Value	52,743	52,587	51,827	49,775
Goodwill	(4,548)	(4,544)	(4,860)	(5,140)
Intangible Asset	(2,226)	(2,162)	(2,224)	(2,027)
Net Tangible Asset Value	45,969	45,881	44,743	42,608
Number of shares used to calculate NAPS**	844,026	804,211	801,942	801,924
Nest Asset Value per Share	62.5	65.4	64.6	62.1
Net Tangible Asset Value per Share	54.5	57.1	55.8	53.1

The number of shares considered is the number of ordinary shares outstanding as of 30 June 2019, 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



## **GROUP ROE/ROTE CALCULATION DETAIL**

End of period	Q2 19	Q2 18	H1 19	H1 18
Shareholders' equity Group share	62,492	58,959	62,492	58,959
Deeply subordinated notes	(9,861)	(9,197)	(9,861)	(9,197)
Undated subordinated notes	(280)	(274)	(280)	(274)
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	(39)	(213)	(39)	(213)
OCI excluding conversion reserves	(636)	130	(636)	130
Dividend provision	(717)	(892)	(717)	(892)
ROE equity end-of-period	50,959	48,513	50,959	48,513
	50,250	47,967	49 842	47,745
Average ROE equity				•
Average Goodwill	(4,541)	(5,152)	(4,619)	(5,155)
Average Intangible Assets	(2,194)	(2,010)	(2,194)	(1,988)
Average intallgible Assets				
Average ROTE equity	43,515	40,805	43,029	40,602
Group net Income (a)	1,054	1,224	1,740	2,127
Underlying Group net income (b)	1,247	1,333	2,332	2,590
Interest on deeply subordinated notes and undated subordinated notes (c)	(192)	(189)	(357)	(344)
Cancellation of goodwill impairment (d)	41	22	108	22
Adjusted Group net Income (e) = (a)+ (c)+(d)	903	1,057	1,491	1,805
Adjusted Underlying Group net Income (f)=(b)+(c)	1,056	1,144	1,975	2,246
Average ROTE equity (g)	43,515	40,805	43,029	40,602
ROTE [quarter: (4*e/g), 6M: (2*e/g)]	8.3%	10.4%	6.9%	8.9%
Average ROTE equity (underlying) (h)	43,612	40,859	43,325	40,833
Underlying ROTE [quarter: (4*f/h), 6M: (2*f/h)]	9.7%	11.2%	9.1%	11.0%

ROE/ROTE: see Methodology Q2 18, H1 18 Group net Income adjusted for IAS amendment impact. See p.47



## FRENCH RETAIL BANKING CHANGE IN NET BANKING INCOME

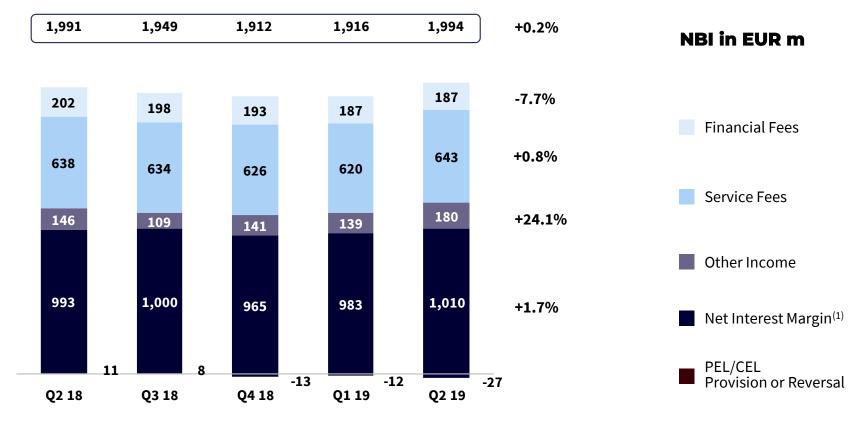
## Change **Q2 19 vs. Q2 18**

#### **Commissions**

-1.2% vs. Q2 18 and -1.9% vs. H1 18

#### Interest margin<sup>(1)</sup>

+1.7% vs. Q2 18 and -0.8% vs. H1 18





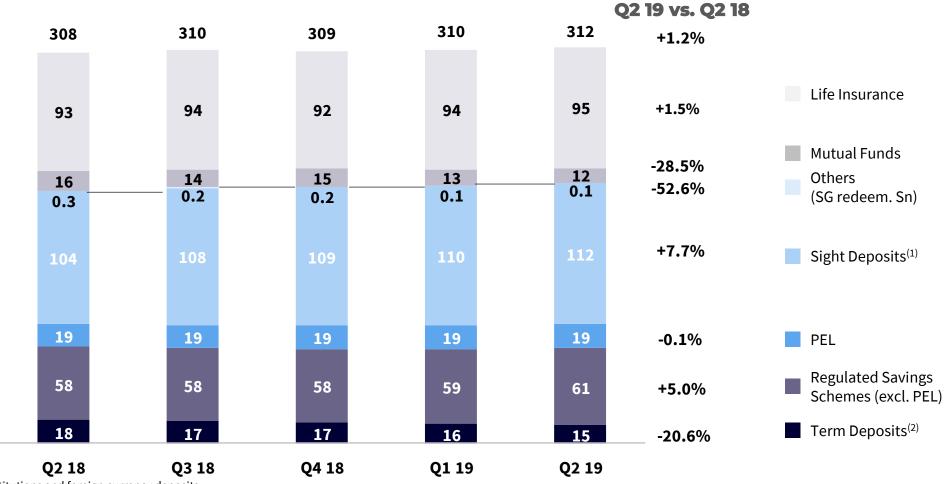


## FRENCH RETAIL BANKING CUSTOMER DEPOSITS AND FINANCIAL SAVINGS



Financial savings: EUR 106.6bn -3.1%

Deposits: EUR 205.5bn +3.6%



<sup>(1)</sup> Including deposits from Financial Institutions and foreign currency deposits

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



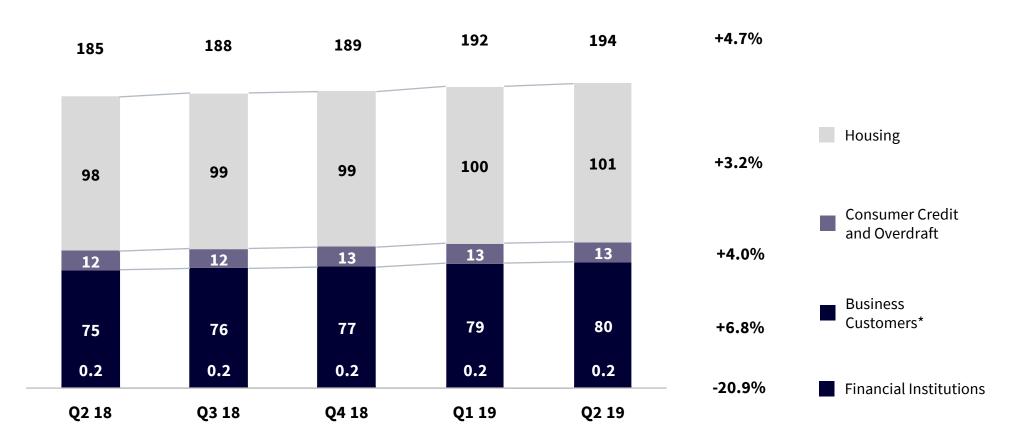
Change

<sup>(2)</sup> Including deposits from Financial Institutions and medium-term notes

### FRENCH RETAIL BANKING **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**

	Internati	national Retail Banking Insurance					Financial S	ervices to	Total			
In EUR m	Q2 19	Q2 18	Change	Q2 19	Q2 18	Change	Q2 19	Q2 18	Change	Q2 19	Q2 18	Change
Net banking income	1,412	1,385	+7.0%*	229	220	+3.6%*	483	470	+2.6%*	2,124	2,075	+5.7%*
Operating expenses	(782)	(787)	+4.0%*	(81)	(78)	+4.3%*	(253)	(237)	+6.4%*	(1,145)	(1,102)	+7.3%*
Gross operating income	630	598	+11.0%*	148	142	+3.2%*	230	233	-1.2%*	979	973	+3.9%*
Net cost of risk	(111)	(57)	x 2,4	0	0	n/s	(22)	(18)	+22.8%*	(133)	(75)	x 2,1
Operating income	519	541	-0.1%*	148	142	+3.2%*	208	215	-3.2%*	846	898	-3.4%*
Net profits or losses from other assets	0	0	-100.0%*	0	0	n/s	0	0	+100.0%*	0	0	-100.0%*
Impairment losses on goodwill	0	0	-100.0%*	0	0	n/s	0	0	n/s	0	0	-100.0%*
Income tax	(113)	(127)	-5.9%*	(46)	(47)	-3.0%*	(44)	(56)	-21.5%*	(193)	(230)	-13.4%*
Group net income	297	313	-0.8%*	102	95	+6.3%*	135	133	+2.1%*	515	541	-2.2%*
C/I ratio	55%	57%		35%	35%		52%	50%		54%	53%	
Average allocated capital	6,686	6,891		1,503	1,906		2,836	2,656		11,051	11,452	

IMPORTANT NOTE: The total column includes the effect of restructuring provision for EUR -29m recorded in Operating expenses (EUR -20 in Group net income), not allocated to the businesses

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 H1-19 RESULTS

	International Retail Banking				Insurance			icial Servi Corporate		Total			
In EUR m	H1 19	H1 18	Change	H1 19	H1 18	Change	H1 19	H1 18	Change	H1 19	H1 18	Change	
Net banking income	2,799	2,713	+7.5%*	460	446	+3.2%*	941	905	+3.9%*	4,200	4,064	+6.1%*	
Operating expenses	(1,640)	(1,634)	+5.2%*	(185)	(177)	+4.5%*	(495)	(470)	+5.2%*	(2,349)	(2,281)	+6.5%*	
Gross operating income	1,159	1,079	+10.9%*	275	269	+2.3%*	446	435	+2.5%*	1,851	1,783	+5.8%*	
Net cost of risk	(222)	(138)	+81.3%*	0	0	n/s	(39)	(28)	+39.5%*	(261)	(166)	+73.1%*	
Operating income	937	941	+2.0%*	275	269	+2.3%*	407	407	-0.1%*	1,590	1,617	-0.3%*	
Net profits or losses from other assets	1	4	-74.8%*	0	0	n/s	0	0	+100.0%*	1	4	-74.8%*	
Impairment losses on goodwill	0	0	-100.0%*	0	0	n/s	0	0	n/s	0	0	-100.0%*	
Income tax	(208)	(221)	-4.2%*	(85)	(89)	-4.5%*	(88)	(108)	-18.7%*	(371)	(418)	-10.5%*	
Group net income	543	542	+3.2%*	189	179	+5.6%*	266	249	+7.3%*	979	970	+2.7%*	
C/I ratio	59%	60%		40%	40%		53%	52%		56%	56%		
Average allocated capital	6,842	6,883		1,667	1,911		2,812	2,646		11,334	11,440		

IMPORTANT NOTE: The total column includes the effect of restructuring provision for EUR -29m recorded in Operating expenses (EUR -20 in Group net income), not allocated to the businesses

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



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

## 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 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18	Q2 19	Q2 18
Net banking income	223	208	289	272	157	145	99	170	206	178	438	412	1,412	1,385
Change *	+7.2%*		+6.6%*		+10.5%*		-4.1%*		+14.2%*		+5.2%*		+7.0%*	
Operating expenses	(98)	(93)	(140)	(149)	(84)	(81)	(56)	(96)	(141)	(126)	(263)	(242)	(782)	(787)
Change *	+5.4%*		-5.7%*		+5.6%*		-2.4%*		+9.9%*		+6.9%*		+4.0%*	
Gross operating income	125	115	149	123	73	64	43	74	65	52	175	170	630	598
Change *	+8.7%*		+21.6%*		+16.6%*		-6.0%*		+24.7%*		+2.6%*		+11.0%*	
Net cost of risk	(36)	(31)	9	12	25	0	(3)	(6)	(20)	(4)	(86)	(28)	(111)	(57)
Change *	+16.1%*		+24.7%*		n/s		n/s		x 4,9		х 3,0		x 2,4	
Operating income	89	84	158	135	98	64	40	68	45	48	89	142	519	541
Change *	+6.0%*		+17.5%*		+56.6%*		-20.8%*		-6.3%*		-36.7%*		-0.1%*	
Net profits or losses from other assets	0	0	1	0	0	0	(2)	0	0	0	1	0	0	0
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income tax	(18)	(17)	(32)	(29)	(19)	(14)	(8)	(14)	(8)	(10)	(28)	(43)	(113)	(127)
Group net income	67	64	78	66	50	31	28	45	37	38	37	69	297	313
Change *	+4.7%*		+18.6%*		+65.2%*		-8.5%*		-8.7%*		-45.8%*		-0.8%*	
C/I ratio	43.9%	44.7%	48.4%	54.8%	53.5%	55.9%	56.6%	56.5%	68.4%	70.8%	60.0%	58.7%	55.4%	56.8%
Average allocated capital	1,479	1,412	1,001	984	454	474	831	1,147	1,133	1,104	1,788	1,770	6,686	6,891

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



## H1-19 RESULTS OF INTERNATIONAL RETAIL BANKING BREAKDOWN BY REGION

	Western	Europe	Czech R	epublic	Rom	ania	Other I	Europe	Russ	ia (1)	Medite	Africa, Asia, Mediterranean assin and Overseas		rnational anking
In M EUR	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18	H1 19	H1 18
Net banking income	439	404	572	541	306	284	232	332	385	348	865	804	2,799	2,713
Change *	+8.7%*		+6.5%*		+9.8%*		-0.1%*		+13.3%*		+5.9%*		+7.5%*	
Operating expenses	(202)	(193)	(309)	(315)	(184)	(171)	(134)	(204)	(277)	(266)	(534)	(485)	(1,640)	(1,634)
Change *	+4.7%*		-1.3%*		+9.4%*		+0.8%*		+6.4%*		+8.2%*		+5.2%*	
Gross operating income	237	211	263	226	122	113	98	128	108	82	331	319	1,159	1,079
Change *	+12.3%*		+17.3%*		+10.3%*		-1.3%*		+35.8%*		+2.4%*		+10.9%*	
Net cost of risk	(71)	(66)	16	15	30	33	(7)	(18)	(49)	(20)	(141)	(82)	(222)	(138)
Change *	+7.6%*		-7.5%*		+7.4%*		+4.3%*		x 2,5		+69.7%*		+81.3%*	
Operating income	166	145	279	241	152	146	91	110	59	62	190	237	937	941
Change *	+14.5%*		+16.7%*		+6.3%*		-1.5%*		-1.6%*		-21.0%*		+2.0%*	
Net profits or losses from other assets	0	0	1	4	0	0	(1)	0	0	0	1	0	1	4
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income tax	(33)	(30)	(56)	(52)	(30)	(31)	(18)	(23)	(10)	(12)	(61)	(73)	(208)	(221)
Group net income	126	110	139	119	74	70	65	75	49	50	90	118	543	542
Change *	+14.5%*		+17.8%*		+8.1%*		+8.1%*		+1.4%*		-26.0%*		+3.2%*	
C/I ratio	46.0%	47.8%	54.0%	58.2%	60.1%	60.2%	57.8%	61.4%	71.9%	76.4%	61.7%	60.3%	58.6%	60.2%
Average allocated capital	1,453	1,408	1,017	968	459	469	1,005	1,099	1,080	1,141	1,828	1,798	6,842	6,883

<sup>\*</sup> 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

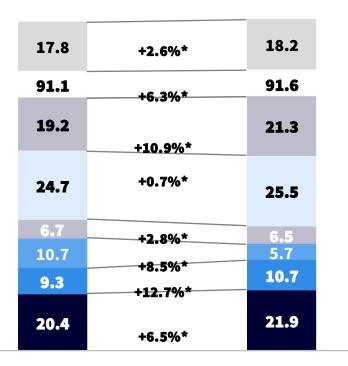
(1) Russia structure includes Rosbank, Delta Credit, Rusfinance and their consolidated subsidiaries in International Retail Banking

SOCIETE

## INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES LOAN AND DEPOSIT OUTSTANDINGS BREAKDOWN

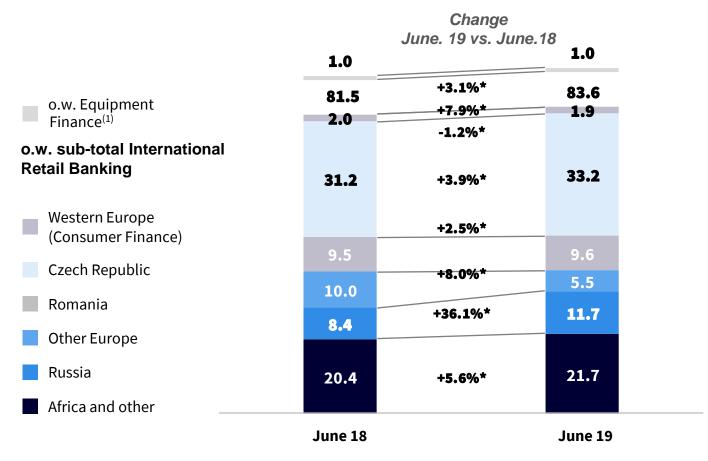
\_Loan Outstandings Breakdown (in EURbn)

Change June.19 vs. June. 18



June 18 June 19

\_Deposit Outstandings Breakdown (in EURbn)

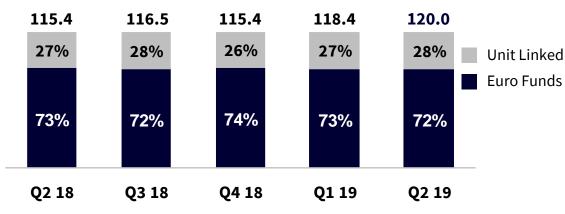


When adjusted for changes in Group structure and at constant exchange rates
 Excluding factoring

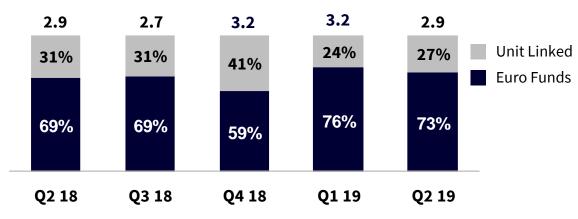


## INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES INSURANCE KEY FIGURES

\_Life Insurance Outstandings and Unit Linked Breakdown (in EUR bn)



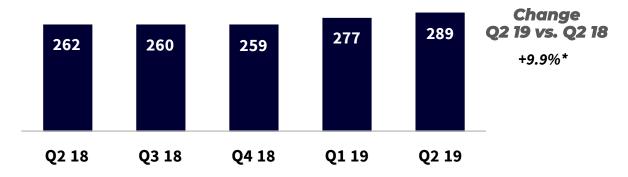
\_Life Insurance Gross Inflows (in EUR bn)



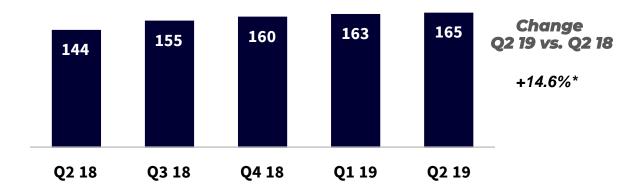
<sup>\*</sup> When adjusted for changes in Group structure and at constant exchange rates



\_Personal Protection Insurance Premiums (in EUR m)



\_Property and Casualty Insurance Premiums (in EUR m)



### INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES SG RUSSIA(1)

SG Russia Results

In EUR m	Q2 19	Q2 18	Change	H1 19	H1 18	Change
Net banking income	227	197	+13.0%*	427	387	+12.9%*
Operating expenses	(149)	(134)	+9.2%*	(294)	(283)	+6.0%*
Gross operating income	78	63	+21.1%*	133	104	+32.0%*
Net cost of risk	(20)	(4)	+409.2%*	(49)	(20)	+154.3%*
Operating income	58	59	-4.6%*	84	84	+3.1%*
Group net income	45	46	-4.2%*	66	65	+5.3%*
C/I ratio	66%	68%		69%	73%	

SG Commitment to Russia

In EUR bn	Q2 19	Q4 18	Q4 17	Q416
Book value	3.0	2.8	2.8	2.7
Intragroup Funding				
- Sub. Loan	0.5	0.5	0.5	0.6
- Senior	0.0	0.0	0.0	0.0

NB. The Rosbank Group book value amounts to EUR 3.0bn at Q2 19, not including translation reserves of EUR -0.9bn, already deducted from Group Equity

#### **Q2 19 RONE: 15.4%**

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



# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES PRESENCE IN CENTRAL AND EASTERN EUROPE

Clients		NBI	N	let incom	e	C/I	
6m	E	EUR 1.1bn		EUR 286m	R 286m 5		
H1 19	NBI (In EUR m)	RWA (In EUR m)	Credits (In EUR m)	Deposits (In EUR m)	L/D ratio	Ranking	
Czech Republic	572	14,023	25,468	33,186	77%	3rd	
omania	306	6,594	6,485	9,569	68%	3rd	
oland <sup>(3)</sup>	58	-	-	-	-	-	
ovenia <sup>(2)</sup>	62	2,284	2,508	2,569	98%	3rd(1)	
rbia <sup>(2)</sup>	62	2,240	2,078	1,680	124%	3rd(1)	
ntenegro (2)	14	503	389	387	101%	2nd(1)	
R Macedonia <sup>(2)</sup>	14	673	468	452	103%	5th(1)	
bania <sup>(3)</sup>	6	-	-	-	-	-	
1oldova <sup>(2)</sup>	18	508	277	448	62%	3rd(1)	

<sup>(1)</sup> Ranking based on loan outstandings

<sup>(3)</sup> Entities sold



<sup>(2)</sup> Ongoing sale of entities

## INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES **PRESENCE IN AFRICA**

Clients		NBI		Net	income	
4m		EUR 0.8	Bbn	EU		
H1 19	NBI (In EUR m)	RWA (In EUR m)	Credits (In EUR m)	Deposits (In EUR m)	L/D ratio	Ranking
Morocco	222	7,602	7,719	6,500	119%	5th(1)
Algeria	84	1,983	1,921	2,201	87%	-
Гunisia	60	1,719	1,682	1,487	113%	7th(1)
Côte d'Ivoire	105	2,167	1,967	2,321	85%	1st(1)
Senegal	59	1,525	944	1,204	78%	2nd(1)
Cameroun	54	1,413	980	1,183	83%	1st(1)
Shana	41	687	356	414	86%	5th(1)
Madagascar	26	417	266	450	59%	-
Burkina Faso	25	981	733	664	110%	3rd(1)
Guinea Equatorial	18	446	188	409	46%	2nd(1)
Guinea	24	351	206	329	63%	1st(1)
Chad	14	316	126	228	55%	4th(1)
Benin	8	461	252	318	79%	6th(1)
Congo <sup>(2)</sup>	14	276	167	190	88%	

Ranking based on loan outstandings Full consolidation from 1 January 2019



## **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 EUR m	Q2 19	Q2 18	Change	Q2 19	Q2 18	Change	Q2 19	Q2 18	Change	Q2 19	Q2 18	Cł	nange
Net banking income	1,353	1,490	-11.0%*	682	665	+0.9%*	231	257	-7.0%*	2,266	2,412	-6.1%	-7.3%*
Operating expenses	(1,222)	(1,072)	+12.3%*	(454)	(431)	+3.8%*	(239)	(225)	+11.0%*	(1,915)	(1,728)	+10.8%	+10.0%*
Gross operating income	131	418	-69.7%*	228	234	-4.4%*	(8)	32	n/s	351	684	-48.7%	-50.1%*
Net cost of risk	(14)	(3)	x 4,7	(27)	2	n/s	8	(6)	n/s	(33)	(7)	x 4,7	x 4,4
Operating income	117	415	-72.8%*	201	236	-16.3%*	0	26	-100.0%*	318	677	-53.0%	-54.4%*
Net profits or losses from other assets	0	(1)		0	0		0	(14)		0	(15)		
Net income from companies accounted for by the equity method	2	3		0	1		0	(1)		2	3		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	(30)	(114)		(10)	(35)		0	(3)		(40)	(152)		
Net income	89	303		191	202		0	8		280	513		
O.w. non controlling Interests	4	5		2	0		0	1		6	6		
Group net income	85	298	-72.5%*	189	202	-7.6%*	0	7	-100.0%*	274	507	-46.0%	-47.5%*
Average allocated capital	8,249	8,023		6,268	5,779		1,026	1,163		15,543	14,965		
C/I ratio	90%	72%		67%	65%		103%	88%		85%	72%		

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



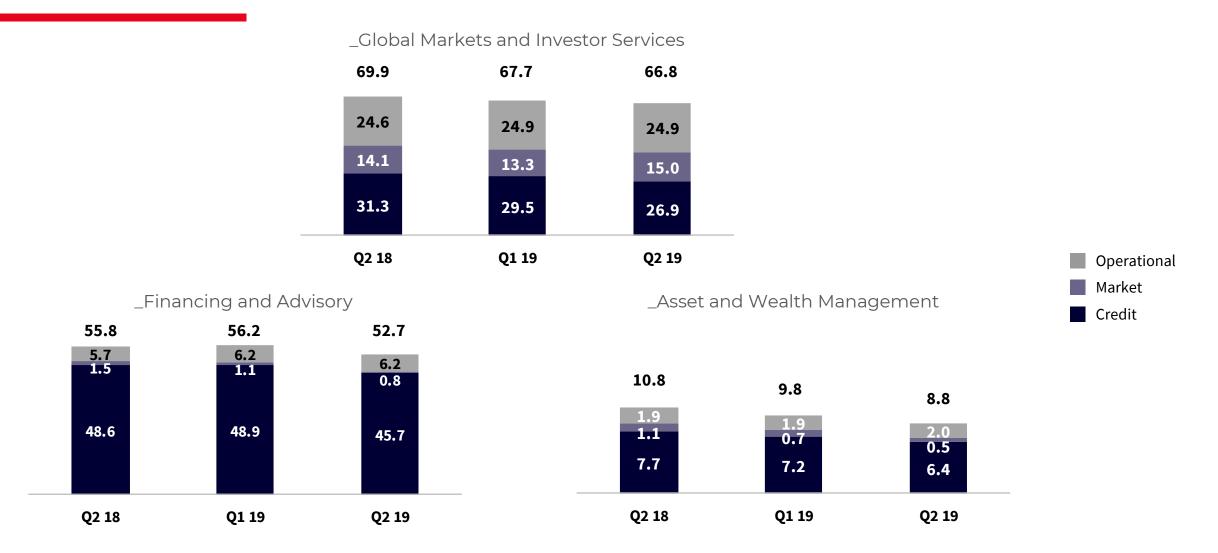
### **GLOBAL BANKING AND INVESTOR SOLUTIONS** H1-19 RESULTS

	Global Markets and Investor Services			Financing and Advisory			Asset and Wealth Management			Total Global Banking and Investor Solutions			
In EUR m	H1 19	H1 18	Change	H1 19	H1 18	Change	H1 19	H1 18	Change	H1 19	H1 18	Cha	inge
Net banking income	2,626	2,862	-10.8%*	1,393	1,265	+8.0%*	486	500	-0.7%*	4,505	4,627	-2.6%	-4.6%*
Operating expenses	(2,511)	(2,390)	+3.2%*	(966)	(909)	+4.4%*	(464)	(453)	+5.1%*	(3,941)	(3,752)	+5.0%	+3.7%*
Gross operating income	115	472	-77.6%*	427	356	+17.2%*	22	47	-54.3%*	564	875	-35.5%	-39.0%*
Net cost of risk	(11)	(2)	x 5,5	(70)	33	n/s	6	(11)	n/s	(75)	20	n/s	n/s
Operating income	104	470	-79.6%*	357	389	-10.1%*	28	36	-25.3%*	489	895	-45.4%	-48.2%*
Net profits or losses from other assets	0	(1)		0	0		0	(14)		0	(15)		
Net income from companies accounted for by the equity method	4	4		0	0		0	(1)		4	3		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	(25)	(125)		(36)	(68)		(7)	(6)		(68)	(199)		
Net income	83	348		321	321		21	15		425	684		
O.w. non controlling Interests	8	9		2	1		1	1		11	11		
Group net income	75	339	-79.7%*	319	320	-2.2%*	20	14	+32.9%*	414	673	-38.5%	-41.8%*
Average allocated capital	8,560	8,052		6,399	5,702		1,103	1,103		16,062	14,856		
C/I ratio	96%	84%		69%	72%		95%	91%		87%	81%		

<sup>\*</sup> 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



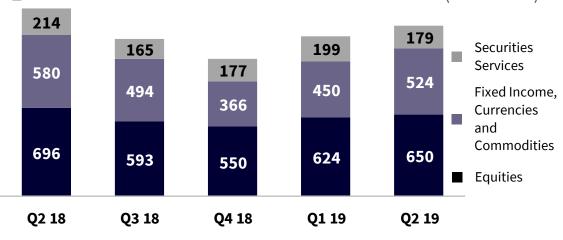
## GLOBAL BANKING AND INVESTOR SOLUTIONS RISK-WEIGHTED ASSETS IN EUR BN



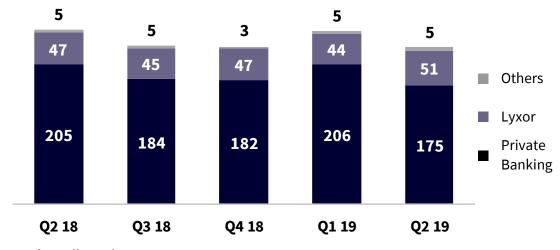


# GLOBAL BANKING AND INVESTOR SOLUTIONS REVENUES

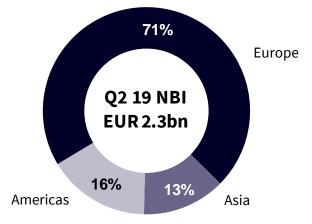
\_Global Markets and Investor Services Revenues (in EUR m)



\_Asset and Wealth Management Revenues (in EUR m)



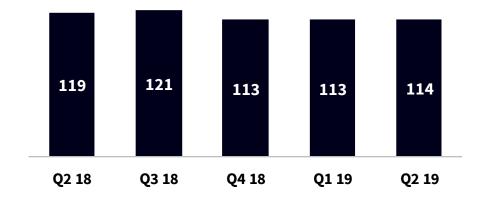
\_Revenues Split by Region (in %)





## GLOBAL BANKING AND INVESTOR SOLUTIONS KEY FIGURES

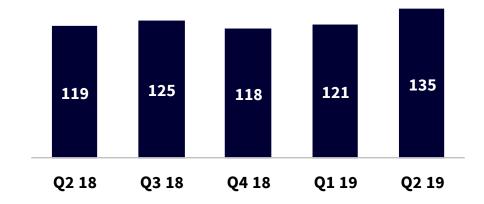
\_Private Banking: Assets under Management<sup>(1)</sup> (in EUR bn)



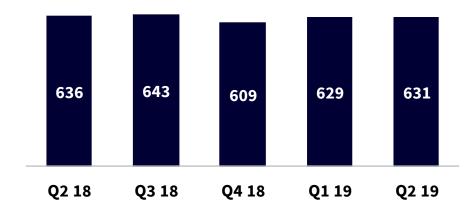
\_Securities Services: Assets under Custody (in EUR bn)



\_Lyxor: Assets under Management (in EUR bn)



\_Securities Services: Assets under Administration (in EUR bn)





# GLOBAL BANKING AND INVESTOR SOLUTIONS CVA/DVA IMPACT

NBI impact					
	Q2 18	Q3 18	Q4 18	Q1 19	Q2 19
Equities	2	3	(9)	10	4
Fixed income, currencies, commodities	(3)	9	(20)	19	5
Financing and Advisory	(4)	8	(21)	11	0
Total	(5)	19	(51)	39	9



### GLOBAL BANKING AND INVESTOR SOLUTIONS **LEAGUE TABLES - RANKINGS - AWARDS**

#### **Financing and Advisory**



#### Trophées Leaders de la Finance

Best European Corporate and Investment Bank

Best Corporate and Investment Bank in Energy, Infrastructure and Transport sector Best Specialised Financial Advisor for Capital Markets



#### **GlobalCapital Bond Awards:**

Most Impressive Bank for CEE Bonds

Most Impressive Bank for non-dollar bonds in Emerging Markets outside Asia Most Impressive Bank for corporate Swaps and other derivatives



#### **Euromoney Awards for Excellence**

Best Investment Bank in France



#### **EnergyRisk Awards**

Commodity Finance House of the Year



#### The Banker: Deals of the Year

Europe: Bonds - SSA

Asia Pacific: Bonds Corporates Middle East: Bonds Corporates



**ASIA INFRASTRUCTURE AWARDS** 

Project Finance House of the Year:

Australia

#### **Merger and Acquisition**

Bloomberg

#1 Target Italy

#4 Target France by deal count

### dealogic

#### **Equity Capital Markets**

#3 France, Belgium, Luxembourg

#### **Acquisition Finance**

#6 Bookrunner EMEA #3 Bookrunner France

#1 Mandated Lead Arranger France

#### **Debt Capital Markets**

#3 All Int Euro Bonds

#4 All Int Euro Corporate Bonds

#2 All Int Euro Bonds for FI (inc. CB)

#### **Global Markets and Investor Services**



#### **GlobalCapital Americas Derivatives Awards**

Volatility Derivatives Bank of the Year Corporate Solutions Provider of the year



#### **Americas Structured Note Showcase & Awards**

House of the Year Power Performer under 3a2 issuance programme (3rd party distrib).



#### SRP Asia Awards

Asia Pacific Best House, South and South East Asia

Best House, Hong Kong Best House, Taiwan

Best House, Foreign Exchange

Best House, Credit Best Provider, Australia



#### **Global Finance Best sub-custodian** Bank:

- Russia
- Tunisia
- Côte d'Ivoire
- Romania

#### **Asset and Wealth Management**



#### **WealthTech Awards**

Best private bank for digital (robo) advisory services in Europe (SYNOE)



#### Private Banker International (PBI)

Outstanding Private Bank - UK **Domestic Clients Crown Dependencies** 



#### Oscar de l'Innovation

Rewarded by journalists of « Gestion de Fortune » and professionals of insurance industry



#### Trophée Profidéo

Rewarded by Profidéo analysts





Best ETF Investment Manager Europe 2019

Milano Finanza **Global Awards** 

ETF provider with the highest number of AAA ratings



# FINANCING & ADVISORY SUPPORTING CLIENTS IN THEIR TRANSFORMATIONS

CLIENT PROXIMITY
INNOVATION
PRODUCT EXCELLENCE
INDUSTRY EXPERTISE
ADVISORY CAPACITY
GLOBAL COVERAGE



EUR 1.9bn – Financing the roll-out of c. 5m optical fiber plugs for SFR FTTH – a joint-venture between Altice, Omers, Allianz and AXA



\* REPUBLIC OF CHILE
Joint bookrunner

EUR 861m – First Euro green bond issued by a Latin American Sovereign



BOCOMM LEASING

Arranger, MLA, Facility and Security Agent

USD 90m – Japanese Operating Lease in favour of Bocomm Leasing for the financing of two Boeing leased to KLM



GAC

Financial Advisor, Lender, Security Agent

USD 750m – Greenfield mining project financing to Guinea Alumina Corporation (GAC)



ERMEWA

Exclusive Financial Advisor, Sole MLA, Sole Lender

Acquisition of Singapore-based Raffles Lease and its managed fleet of c. 14,000 tank containers by Ermewa



CMA CGM Financial Advisor

CHF 2.3bn – Public tender offer on CEVA Logistics





### METHODOLOGY (1/3)

1 - The financial information presented for the second quarter and first half ending 30 June 2019 was reviewed by the Board of Directors on 31 July 2019 and has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. The limited review procedures on the condensed interim financial statements at 30 June 2019 carried out by he Statutory Auditors are currently underway.

#### 2 - Net banking income

The pillars' net banking income is defined on page 40 of Societe Generale's 2019 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 8.1 to the Group's consolidated financial statements as at December 31<sup>st</sup>, 2018 (pages 416 et seq. of the 2019 Registration Document). The term "costs" is also used to refer to Operating Expenses.

The **Cost/Income Ratio** is defined on page 40 of Societe Generale's 2019 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 - Exceptional items - transition from accounting data to underlying data

The Group may be required to provide underlying indicators for a clearer understanding of its actual performance. Underlying data is obtained from reported data by restating the latter to take into account exceptional items and the IFRIC 21 adjustment

The Group restates also 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 48).



## 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 42 and 562 of Societe Generale's 2019 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").

	(In EUR m)	Q2 19	Q2 18	H1 19	H1 18
	Net Cost Of Risk	129	93	223	227
French Retail Banking	Gross loan Outstandings	192,896	186,245	192,159	185,727
	Cost of Risk in bp	27	20	23	24
International Retail Banking	Net Cost Of Risk	133	75	261	166
and Financial Services	Gross loan Outstandings	139,634	132,749	134,747	132,190
and i manerat services	Cost of Risk in bp	38	23	39	25
Global Banking and Investor	Net Cost Of Risk	33	7	75	(20)
Solutions	Gross loan Outstandings	164,162	149,283	164,512	148,499
Solutions	Cost of Risk in bp	8	2	9	(3)
	Net Cost Of Risk	19	(4)	19	5
Corporate Centre	Gross loan Outstandings	8,705	6,614	8,977	6,849
	Cost of Risk in bp	86	(24)	42	15
	Net Cost Of Risk	314	170	578	378
Societe Generale Group	Gross loan Outstandings	505,397	474,891	500,395	473,264
	Cost of Risk in bp	25	14	23	16

#### 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 pages 42 and 43 of Societe Generale's 2019 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 43 of Societe Generale's 2019 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 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 45 of the Group's 2019 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 44 of Societe Generale's 2019 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 and ROTE. For indicative purpose, the Group also publishes EPS adjusted for the impact of exceptional items and for IFRIC 21 adjustment (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. 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 <a href="https://www.societegenerale.com">www.societegenerale.com</a> in the "Investor" section.



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