



SOCIETE GENERALE

PRESENTATION TO DEBT INVESTORS

JUNE 2014

DISCLAIMER

This document may contain a number of forecasts and comments relating to the targets and strategies of the Societe Generale Group.

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

This information was developed from scenarios based on a number of economic assumptions for a given competitive and regulatory environment. The Group may be unable:

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

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

Unless otherwise specified, the sources for the rankings are internal.

The Group's quarterly results at 31 March 2014 were reviewed by the Board of Directors on 6 May 2014.

The financial information presented for the first quarter 2014 has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. This information does not constitute a set of financial statements for an interim period as defined by IAS 34 "Interim Financial Reporting", and has not been audited. Societe Generale's management intends to publish condensed half-yearly consolidated financial statements for the six-month period ending 30 June 2014.

LATEST QUARTERLY RESULTS AND GROUP OVERVIEW

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2014-2016: A NEW PHASE OF DEVELOPMENT FOR SOCIETE GENERALE

- We are a leading European Universal Bank with an international reach and solid roots
 - **150 years of existence dedicated to accompanying corporate and retail clients internationally**
 - **Demonstrated ability to grow, resist, adjust successfully over time**
- We have completed our adaptation to the Basel 3 environment
 - **Reinforced balance sheet, improved risk profile, greater focus**
- We have proven the relevance of our balanced Universal Banking model and its adaptation to client needs



- Founded in 1864 to “support the development of trade and industry”
- Currently serving 32 million clients
- 148,000 employees
- Present in 76 countries
- NBI EUR 23bn
- Total credit outstandings: EUR 406bn

As of end-2013

OUR FOCUS
Keep the pace of transformation of our businesses to deliver growth and profitability

WHAT MAKES SOCIETE GENERALE DIFFERENT

OUR CLIENT RELATIONSHIP MODEL

- We are a relationship bank, with a strong focus on satisfying our clients

OUR HISTORICAL EXPERTISE IN CIB

- We have a long-standing and demonstrated track record in financing and advising corporate and institutional clients

OUR ORGANIC GROWTH POTENTIAL

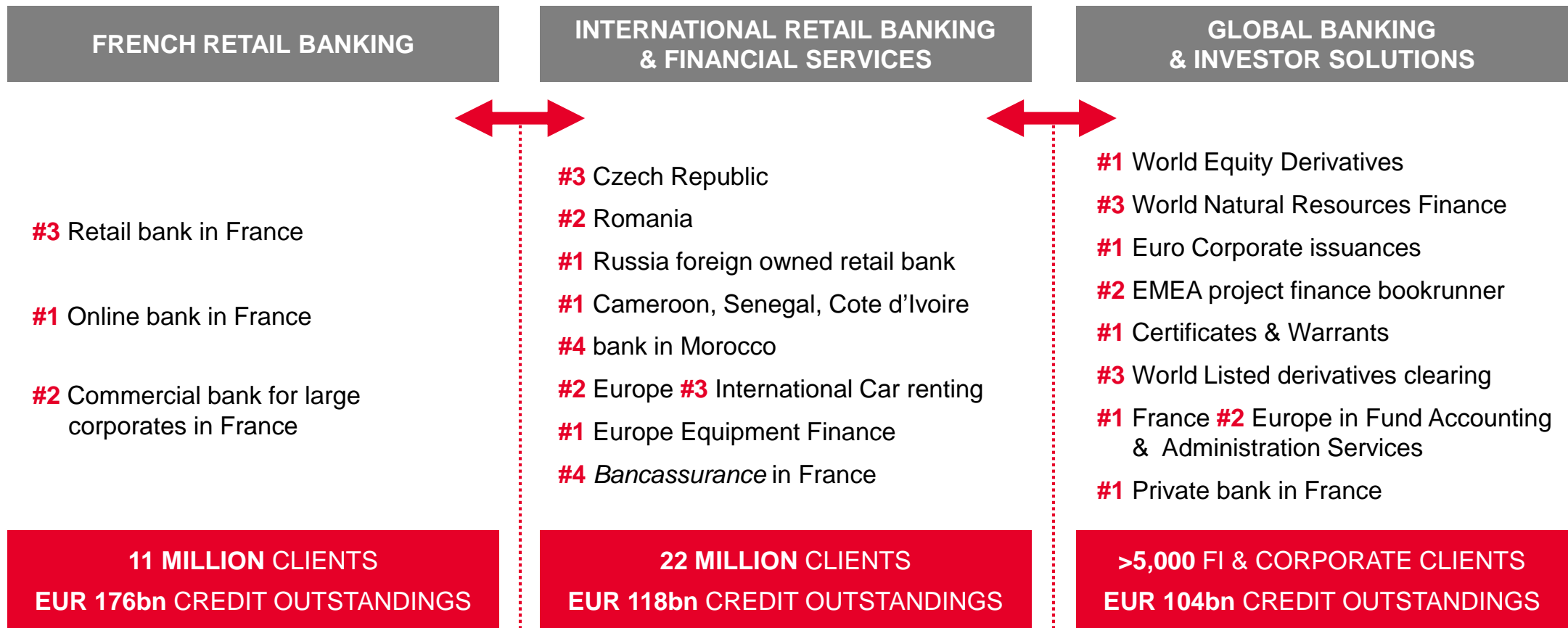
- We have a higher growth potential than most European peers in each of our core pillars and higher revenue synergies

OUR MANAGEMENT VALUES

- We have a strong company culture based on team spirit, innovation, commitment and responsibility
- We have learnt the lessons from the crisis in terms of risk management and business conduct

A UNIVERSAL MODEL BASED ON 3 COMPLEMENTARY PILLARS WITH LEADING FRANCHISES

- Strong market positions across businesses
- Refocused on core franchises following portfolio optimisation since 2010
- Organisational simplification and streamlining achieved in 2013



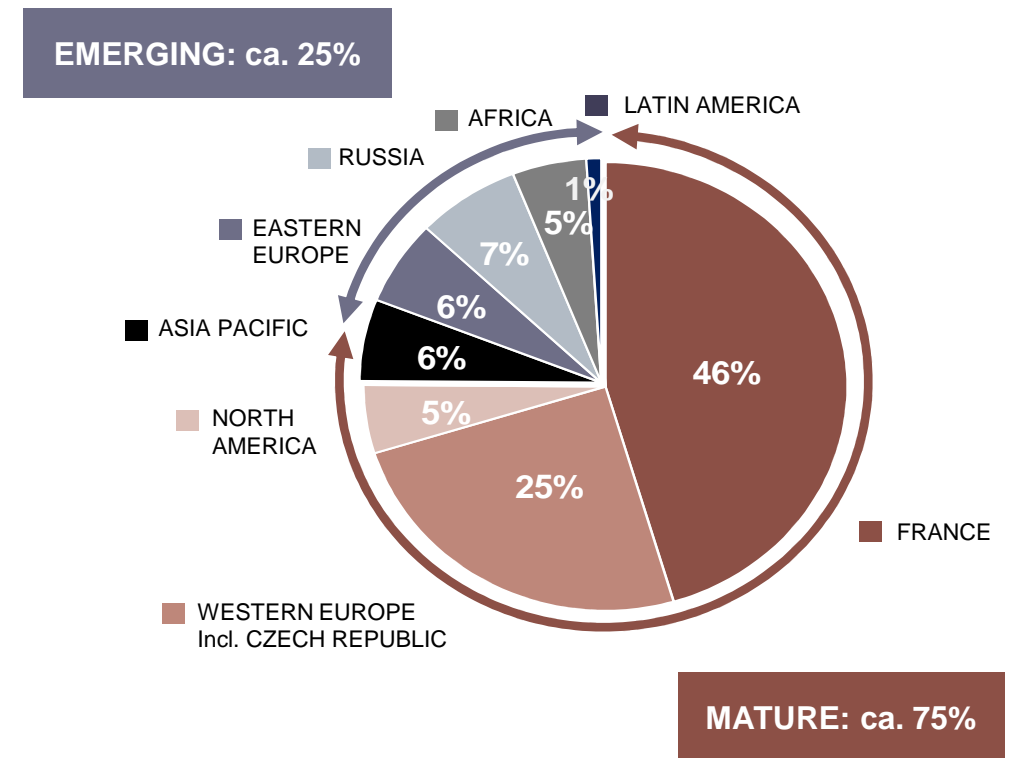
A GOOD GEOGRAPHICAL BALANCE

- Recurring earnings from mature countries
- Exposure to fast-growing emerging markets

➤ A balance to be maintained going forward

- ‘B to C’ activities to remain focused on the EMEA region
 - Strong competitive positioning
 - In-depth knowledge, proven track record
 - Capacity to deliver synergies
- ‘B to B’ and ‘B to B to C’ activities operating on a wider geographical scope
 - Connect Europe to other economic zones
 - Deliver world-class expertise on selected activities: CIB, Financial Services to corporates, Lyxor

2013 NBI BREAKDOWN (EUR 23bn)



Q1 14: SOLID BUSINESS RESULTS

Good operational performance, positive momentum in Retail Banking

NBI excluding revaluation of own financial liabilities and DVA: EUR 5.8bn, +3.3% vs. Q1 13

Stable cost base, +0.2%** vs. Q1 13. Net allocation to provisions down -27.1%** vs. Q1 13

Impairment of Russia goodwill (EUR -525m) reducing Group net income* from EUR 941m to EUR 416m

Group net income: EUR 315m in Q1 14

Solid balance sheet ratios

Fully loaded Common Equity Tier 1 ratio: 10.1%***

Leverage ratio at 3.6%***

Strong liquidity position: LCR > 100%

Business developments

Public offer on Boursorama, strengthening Group leadership in digital banking

Signing of agreement to sell the Group's private banking activities in Asia

Closing of Newedge acquisition

 Update on Group strategy presented on 13th May 2014

* Excluding revaluation of own financial liabilities and DVA. See p. 24.

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

*** Fully loaded, based on CRR/CRD4 rules as published on June 26th, 2013, proforma including Additional Tier 1 debt issued in April 2014

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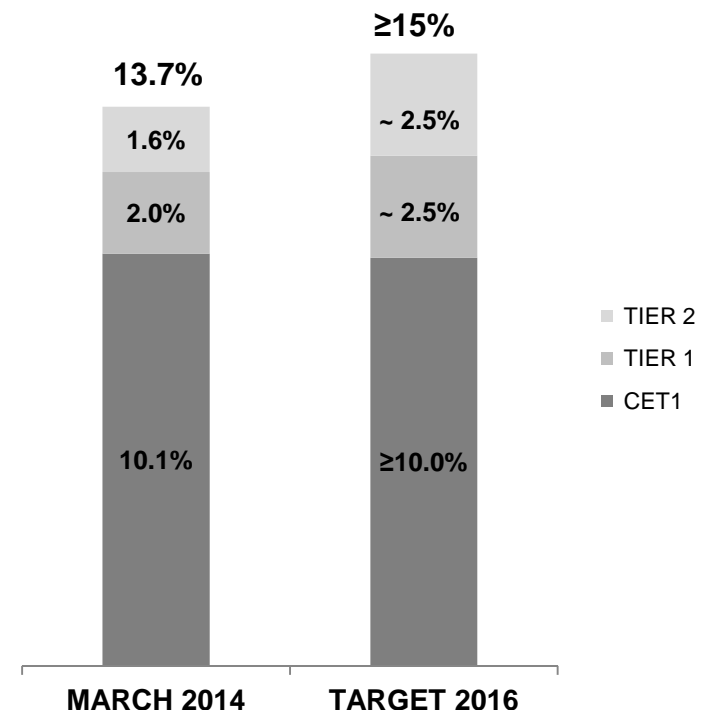
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SOLID SOLVENCY RATIOS

- Fully loaded Basel 3 CET1 ratio: 10.1%⁽¹⁾ at end-March 2014
 - **Significant buffer above 2019 minimum required level (8% CBR) including G-SIFI requirement**
- Tier 1 ratio at 12.1%⁽²⁾ at end-March 2014
- Total Capital Ratio: 13.7%⁽²⁾ at end-March 2014
- CRR Leverage Ratio⁽¹⁾: 3.6%⁽²⁾ at end-March 2014
 - **No significant impact expected from revised Basel 3 rules released in Jan. 2014**
- Hybrid issuance as of May 28th, 2014
 - **1 G\$ Tier 2 RegS/144A, coupon 5%**
 - **1 G€ Additional Tier 1 – Perp NC7, coupon 6.75%**
- 2016 Group Targets: Total Capital Ratio \geq 15% and Leverage ratio around 4%

Basel 3 solvency capital ratios



(1) Fully loaded proforma based on CRR/CRD4 rules as published on June 26th, 2013, including Danish compromise for insurance. Phased-in Basel 3 Common Equity Tier 1 ratio at 10.9% as of March 31st, 2014

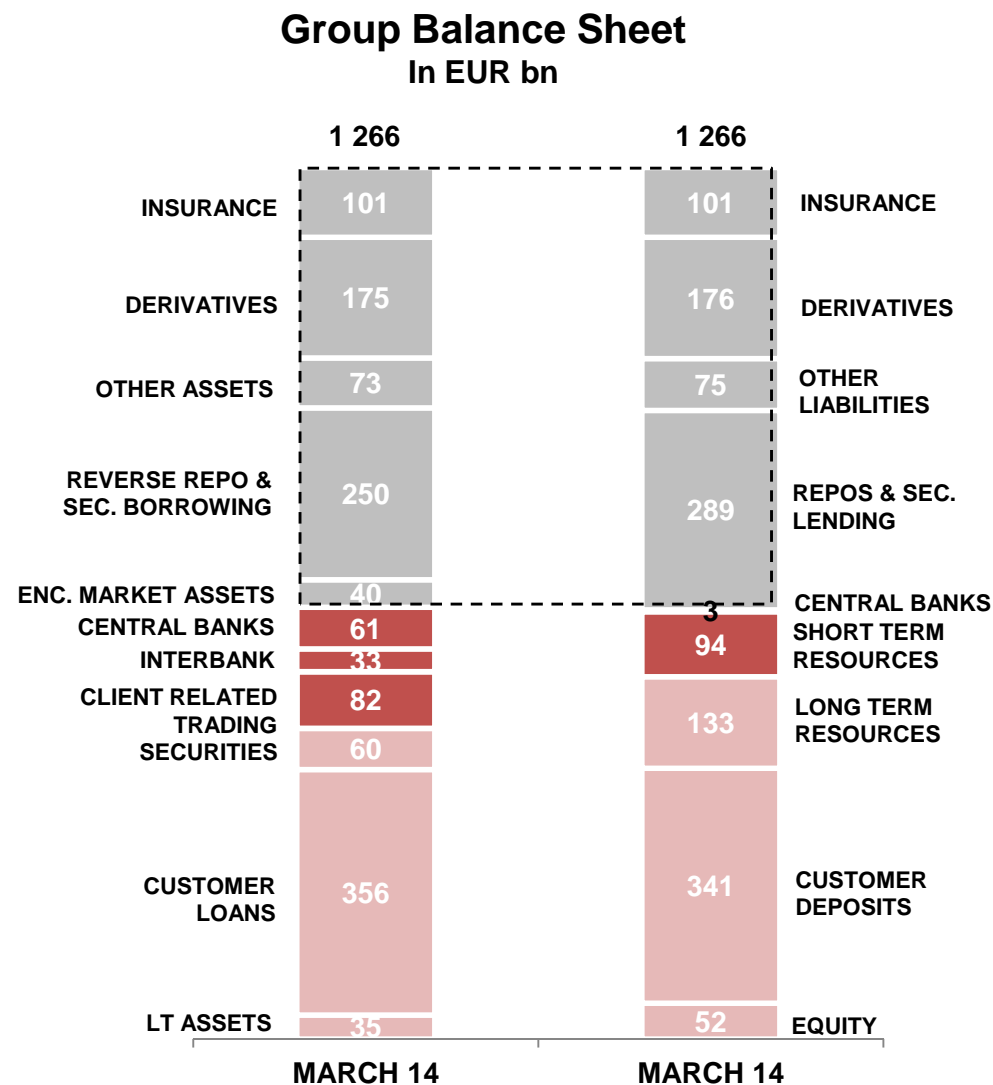
(2) Proforma, including AT1 issued in April 2014

ROBUST BALANCE SHEET

- EUR 1.3trn balance sheet out of which EUR 0.6trn funded balance sheet
 - Excluding contribution of insurance
 - Netting of derivatives, repos and other assets and liabilities

- Excess of stable resources used to finance long term assets, customer loans and securities portfolio

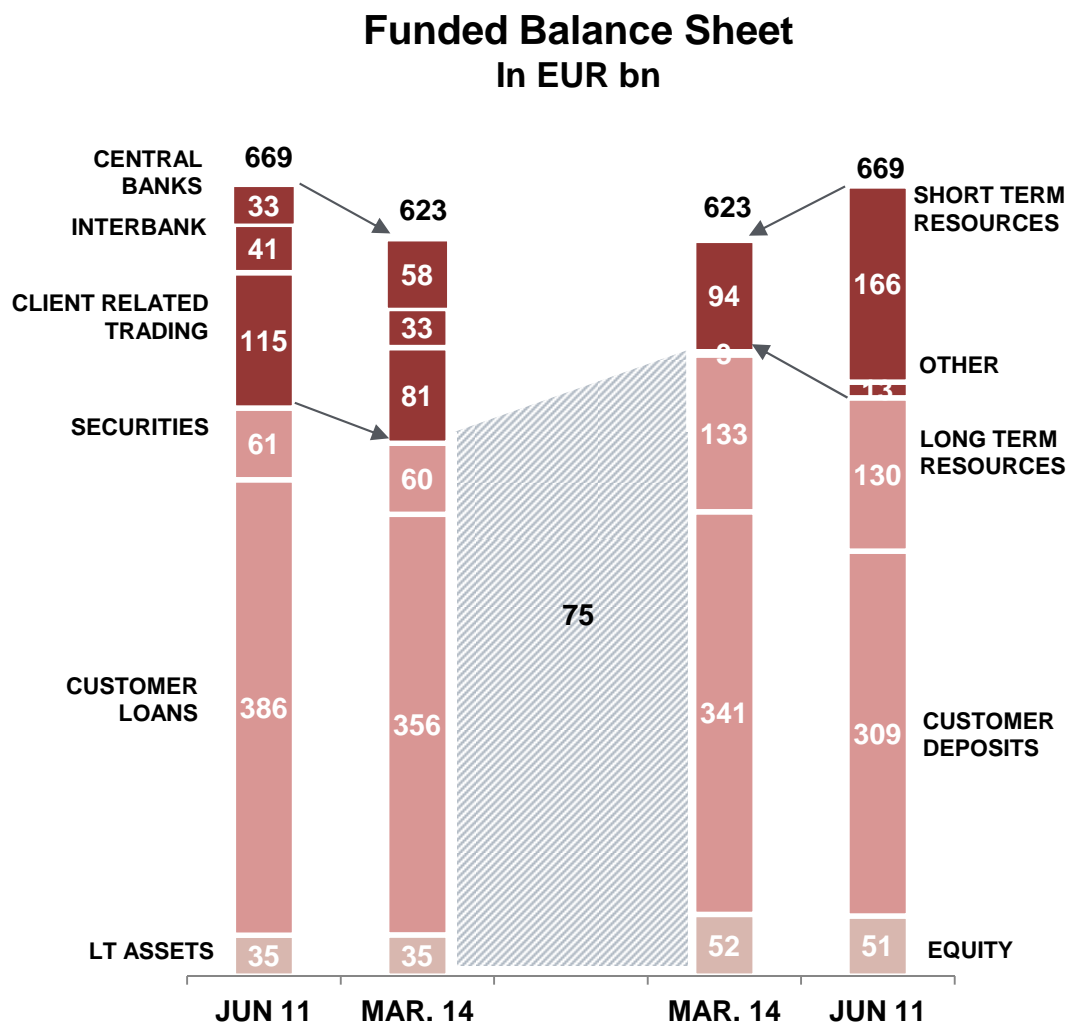
- Short term resources mainly allocated to finance highly liquid assets or deposited at Central banks
 - EUR 94bn short term resources covered by EUR 160bn liquid asset reserve



STRENGTHENED FUNDING STRUCTURE

- Significant shift towards stable resources vs. short term funding
 - Short term funding at 15% of funded balance sheet, down vs. 25% at mid-2011
 - Decline in the loan to deposit ratio: 104%, down 21pts vs. mid 2011
 - EUR 75bn excess of stable resources over long term assets vs EUR 8bn mid-2011
 - No LTRO contribution (fully reimbursed in 2013)

 - Strengthening of liquid asset reserve to EUR 160bn in March 2014
 - Up by EUR 26bn since mid-2011
 - Liquid asset buffer covering 136% of short term needs ⁽¹⁾
- ⇒ LCR > 100% under current CRDIV assumptions, since December 2012



(1) Including long term debt maturing in less than 12 months

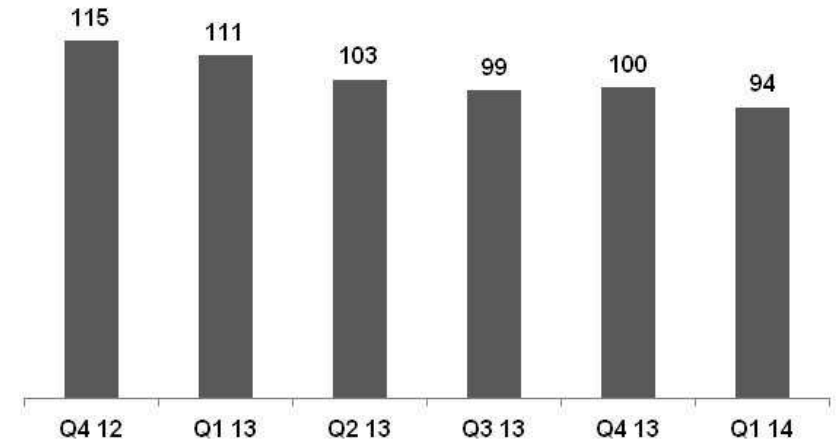
SHORT TERM FUNDING: DECREASING RELIANCE AND SOUND PROFILE

- Tight management of short term wholesale funding
 - Down by EUR 21bn since December 2012
 - To be reduced to EUR 70-60bn by end-2014 and EUR 60bn by end-2016

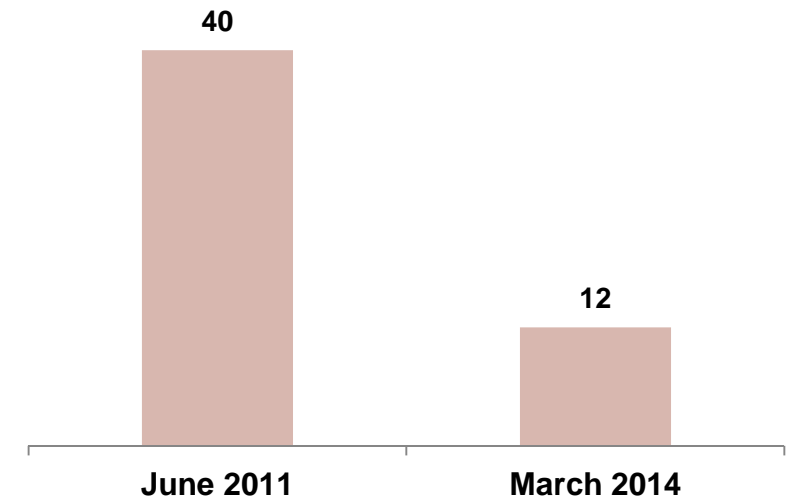
- Access to a diversified range of counterparties

- US Money market funds' outstanding down -70% vs. June 2011

Short term wholesale resources (in EUR bn)



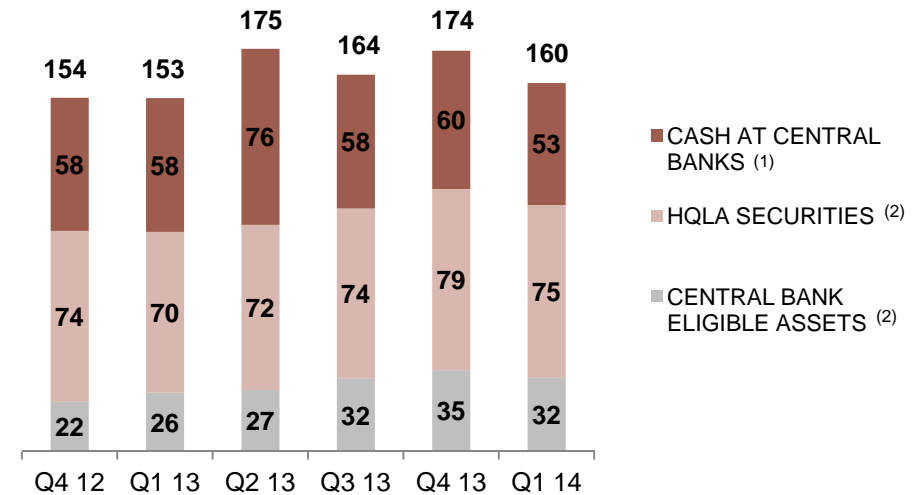
Funding raised from US Money Market Funds (EUR bn equivalent)



LIQUIDITY RESERVE WELL IN EXCESS OF SHORT TERM NEEDS

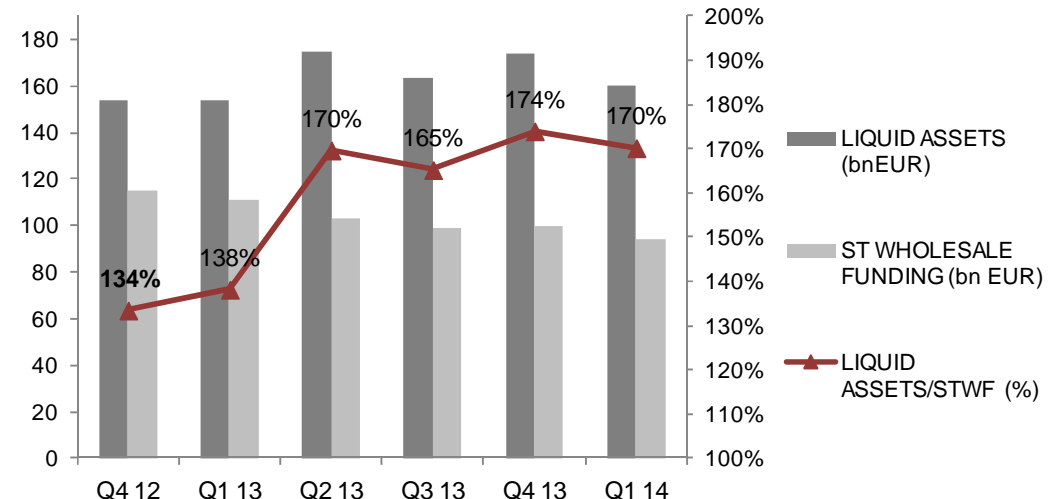
- Significant increase of the Group's liquidity reserve from EUR 134bn mid-2011 to EUR 160bn end of March 2014
- Liquidity reserve well in excess of short term needs
 - Covering 136% short term needs (incl. portion of long term debt maturing within a year)
 - Covering 170% short term funding (excl. portion of long term debt maturing within a year)
- High quality of the liquidity reserve with low proportion of non HQLA assets within the overall liquidity reserve

Group liquidity reserve (EUR bn)



(1) Excluding mandatory reserves (2) Unencumbered, net of haircuts

Short term resources covered by liquid assets



DIVERSIFIED ACCESS TO LONG TERM FUNDING SOURCES

- Access to diversified and complementary investor bases through:
 - Subordinated debt
 - 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, CRH)
 - Securitisations
- Issuance by Group subsidiaries further complements the diversification of funding sources
 - 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
- Gradual amortisation schedule

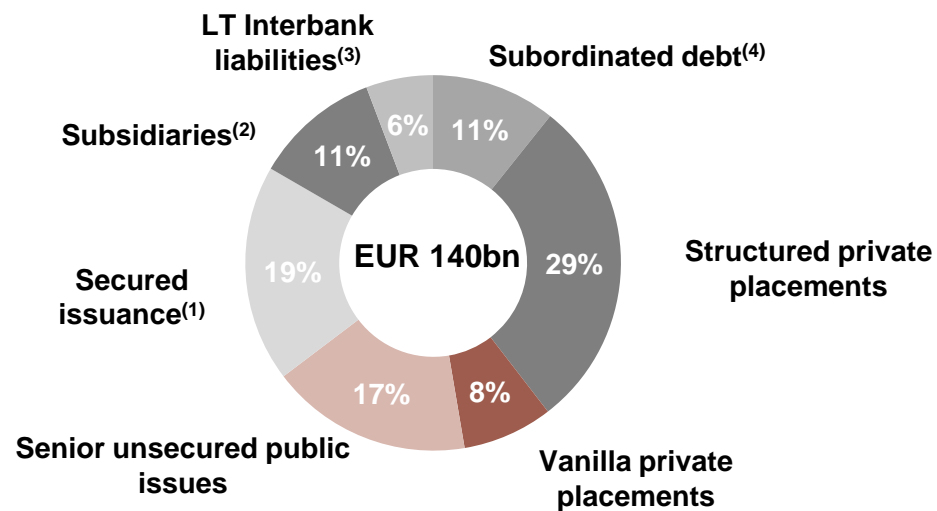
(1) Including Covered Bonds, CRH and SFEF

(2) Including secured and unsecured issuance

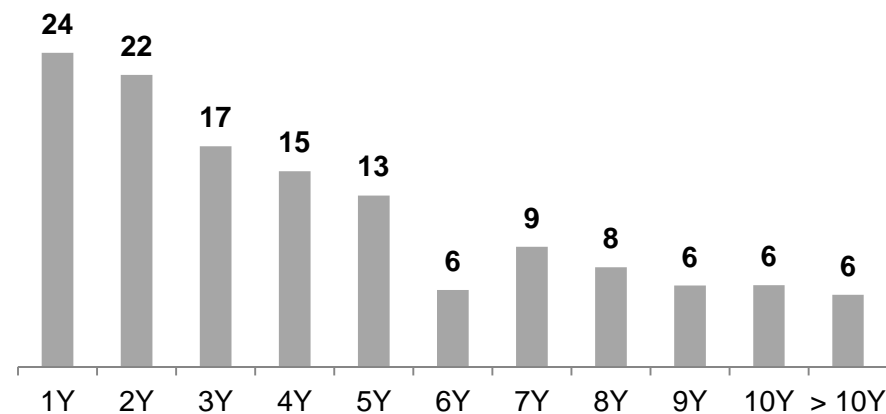
(3) Including International Financial Institutions

(4) Including undated subordinated debt (EUR 7bn) accounted in Equity

Long term funding breakdown as of 31/03/2014



Long Term Resources – Amortisation schedule from 31/03/2014 (EUR bn)



LONG TERM FUNDING PROGRAMME

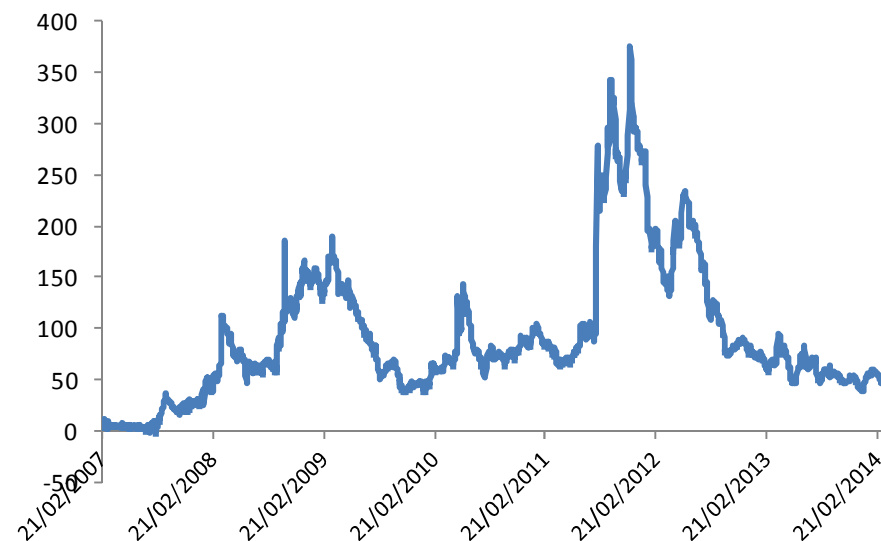
- 2014 long term programme of ~EUR 20/22bn:
 - EUR 10.6bn raised at 26 May 2014, representing ca. 50% of planned issuance
 - Subordinated debt issued: EUR 1.7bn
 - Senior debt issued: EUR 7.4bn 5 yr average maturity at competitive funding conditions (average spread of Euribor MS6M+44 bp⁽¹⁾)
 - EUR 1.5bn raised by subsidiaries, approx. 50% of planned issuance

- 2013 long term funding at Group level:
 - EUR 28.8bn raised, well in excess of our programme
 - EUR 25.6bn of senior debt with an average spread of MS Euribor MS6M+66bp⁽²⁾ and average maturity⁽²⁾ of 5.5 years
 - EUR 3.2bn of subordinated debt

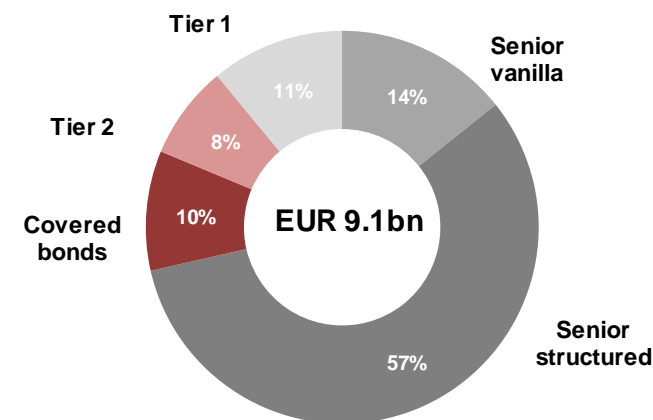
(1) As of 31/03/2014 excluding subordinated debts

(2) As of 31/12/2013 excluding subordinated debts

**SG 5 year secondary conditions
(in bp – spread to Mid Swap)**




Long term issuance (excl. Subsidiaries) – 26/05/2014 YTD



SOCIETE GENERALE WILL CONTINUE TO IMPROVE ITS BALANCE SHEET METRICS

- Additional steps to reinforce capital and funding structure
 - Tier 1 and Total Capital ratios to be raised further
 - Short term wholesale funding to be reduced to EUR 60-70 bn by end 2014 (ca. 10% of funded balance sheet⁽¹⁾)
- Continued strict monitoring of regulatory liquidity requirements
 - LCR >100%
 - NSFR still under discussion by regulators, implementation planned in 2018
- Leverage ratio to be lifted to ca. 4%

 Discipline on balance sheet metrics consistent with selective business development

	2013	Q1 14	Targets 2016
CET1 ⁽²⁾	10.0% ✓	10.1% ✓	≥10%
Tier 1 ⁽²⁾	11.8%	12.1% ⁽⁵⁾	≥12.5%
Total Capital Ratio	13.4%	13.7% ⁽⁵⁾	≥15%
Short term wholesale funding (EUR) ⁽¹⁾	100bn	94bn	ca. 60bn
LCR ⁽³⁾	>100% ✓	>100% ✓	>100%
Leverage Ratio ⁽⁴⁾	3.5%	3.6% ⁽⁵⁾	ca. 4%

(1) As per methodology detailed in Q1 14 results presentation

(2) Fully loaded proforma based on CRR/CRD4 rules as published on 26th June 2013 including Danish compromise for insurance

(3) Based on our current understanding of future CRR requirements

(4) CRR leverage ratio. No significant impact expected from revised Based rules released in January 2014

(5) Proforma, including AT1 issued in April 2014

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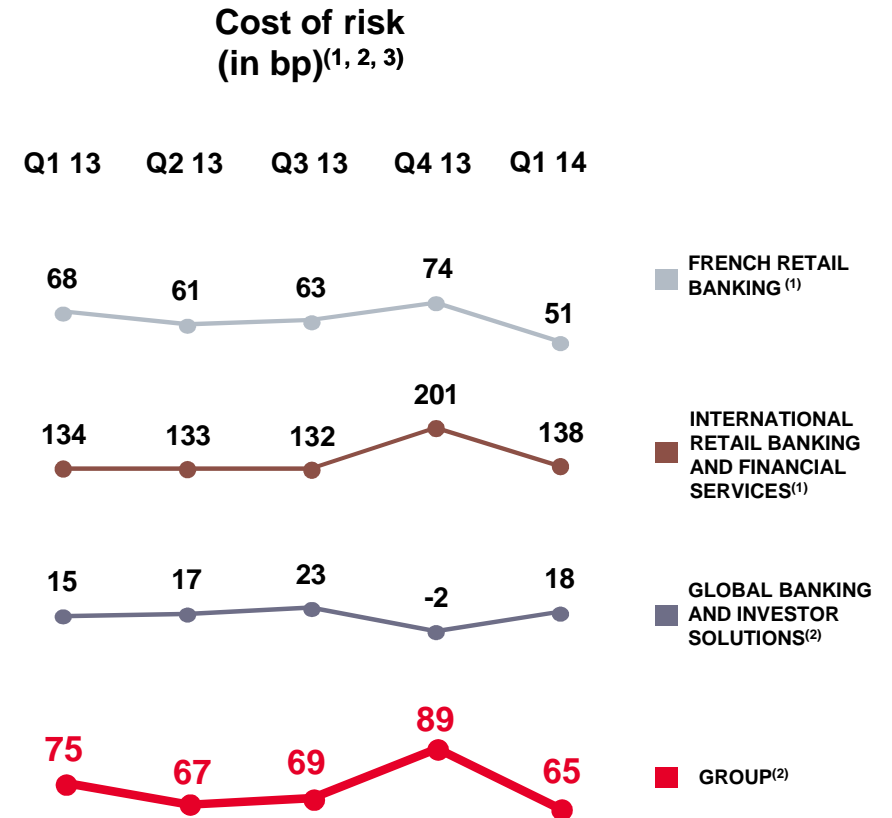
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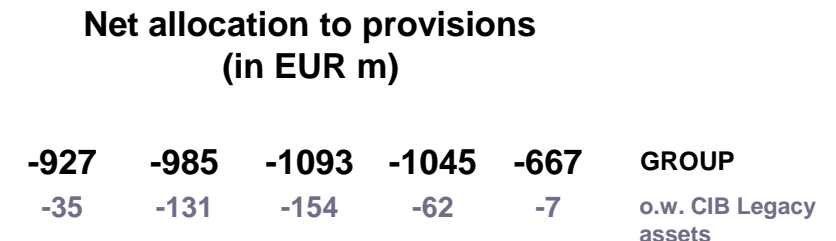
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DECREASE IN COST OF RISK

- French Retail Banking
 - Decrease, mainly on corporates
- International Retail Banking and Financial Services: trend towards normalisation confirmed
 - Progressive improvement in Romania after a strong provisioning effort in Q4 13
 - Decrease in Europe, notably in Consumer Finance
 - Increase in Russia, in particular on individual customers
- Global Banking and Investor Solutions
 - Continued low level
- Gross Group doubtful loan coverage ratio excl. legacy assets: 59%, up +1 point vs. Q4 13



- (1) 2013 figures have been restated to take into account the implementation of IFRS 10 and 11 as from 1st Jan. 2014, and to reflect a new breakdown by business unit as from Q1 14 in French Retail Banking (notably with regards to Franfinance), and International Retail Banking and Financial Services (merger of International Retail Banking and Specialised Financial Services and Insurance)
- (2) Global Banking and Investor Solutions and total Group figures not restated for Legacy Assets in 2013
- (3) Excluding provisions for disputes. Outstandings at beginning of period. Annualised



COST OF RISK TO NORMALISE

- Significant decrease in cost of risk
 - 2016 Group cost of risk: 55-60 bp

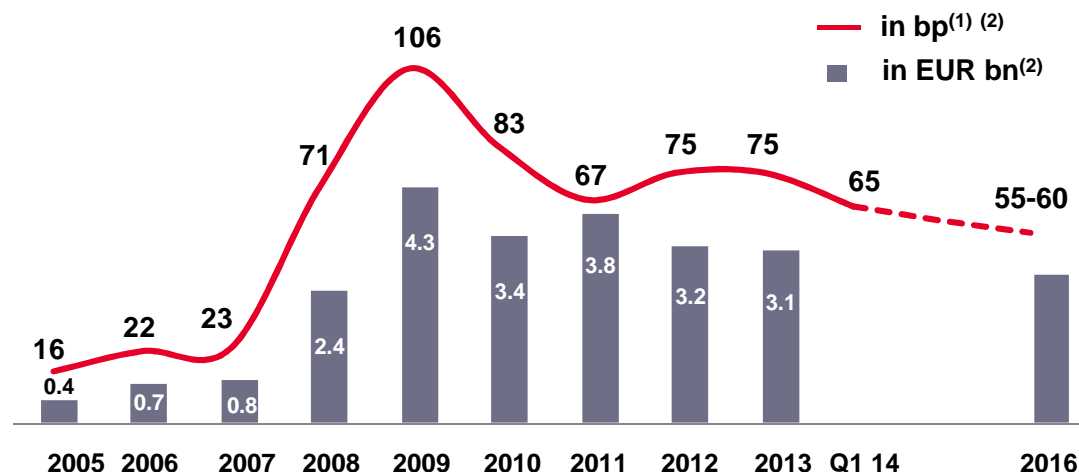
- French Retail Banking
 - Expected to decrease gradually thanks to lower delinquency on corporates

- International Retail Banking and Financial Services
 - To drop significantly, driven by normalization in Romania

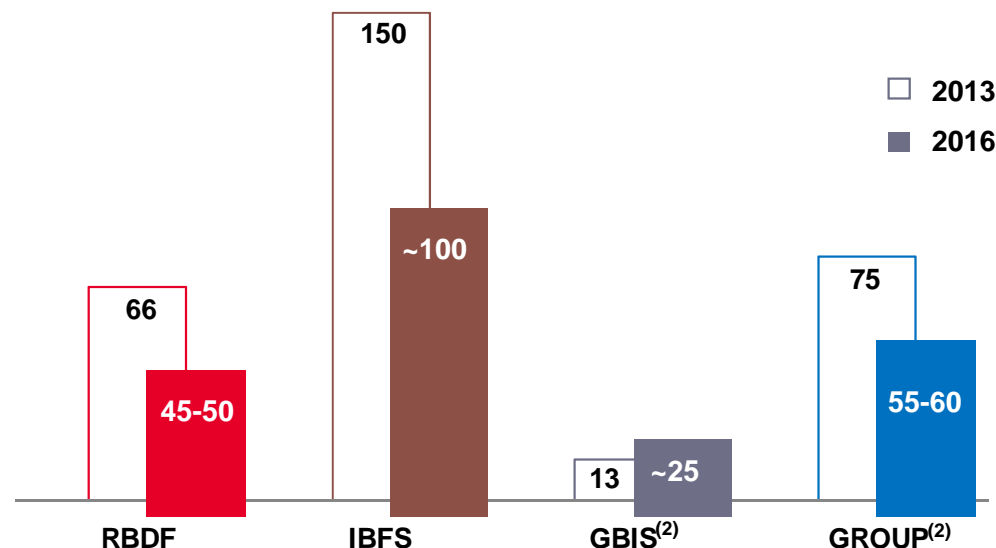
- Global Banking and Investor Solutions
 - Cost of risk to rise slightly from a low level in 2013

(1) Outstandings at beginning of period. Annualised
 (2) Excluding CIB legacy assets up to incl. 2013, and provisions for disputes

GROUP COST OF RISK



2013-2016 COST OF RISK BY DIVISION (IN BP) ⁽¹⁾



DOUBTFUL LOANS

<i>In EUR bn</i>	31/12/2012	31/12/2013	31/03/2014
Gross book outstandings*	417.6	416.7	415.4
<i>Doubtful loans</i>	<i>23.8</i>	<i>24.9</i>	<i>24.9</i>
<i>Collateral relating to doubtful loans</i>	<i>6.1</i>	<i>7.3</i>	<i>6.4</i>
Provisionable commitments	17.7	17.5	18.5
Net non performing loans ratio (Provisionable commitments / Gross book outstandings)	4.2%	4.2%	4.5%
Gross non performing loans ratio (Doubtful loans / Gross book outstandings)	5.7%	6.0%	6.0%
Specific provisions	12.7	13.3	13.5
Portfolio-based provisions	1.1	1.2	1.3
Gross doubtful loans coverage ratio (Overall provisions / Doubtful loans)	58%	58%	59%
Legacy Assets Gross book outstandings	6.7	5.3	5.2
<i>Doutful loans</i>	<i>3.4</i>	<i>3.0</i>	<i>3.0</i>
Non performing loan ratio	50%	56%	57%
Specific Provisions	2.3	2.5	2.5
Gross doubtful loans coverage ratio	68%	84%	84%

* Excluding Legacy Assets. Customer loans, deposits at banks and loans due from banks leasing and lease assets.

REDUCED MARKET RISK

- VaR
 - Despite a more conservative model, VaR in a narrow range around EUR 30m

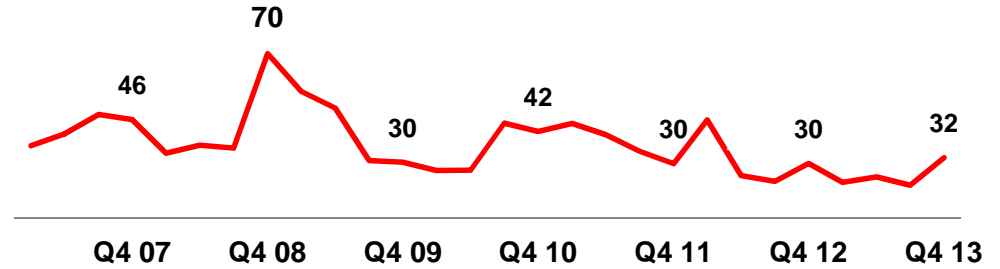
- Stress Tests
 - Significant reduction: -61% vs. Q4 07 despite the introduction of more severe scenarios

- Sharp reduction in daily loss occurrence in market activities
 - Reinforced risk framework across all market desks
 - Substantial reduction in illiquid asset exposures

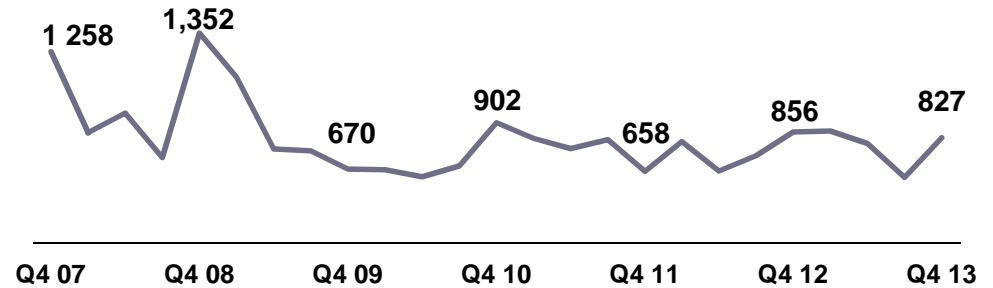
➤ Keep market risk appetite on average at current level

* Management data.

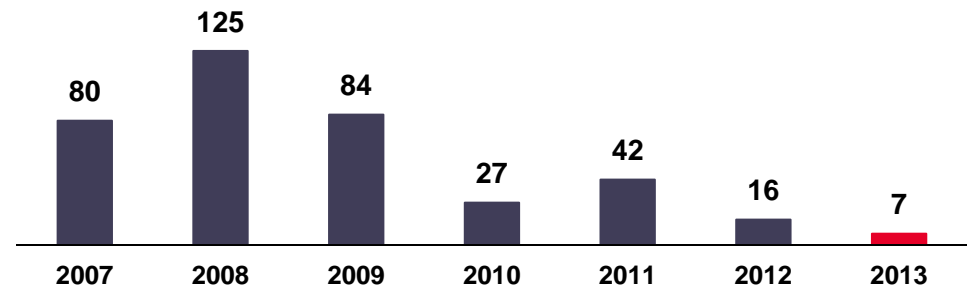
VAR
(99% confidence level, 1 day horizon)



STRESS TESTS
(SG constant structure)



NUMBER OF DAILY LOSS OCCURRENCES IN MARKET ACTIVITIES*



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CREDIT RATINGS OVERVIEW

	DBRS	Fitch Ratings	Moody's	Standard & Poor's
Latest rating date	30/05/2013	26/03/2014	29/05/2014	25/10/2012
Senior Long-term debt	AA (low)	A	A2	A
Outlook	Negative	Negative	Negative	Negative
Senior Short-term debt	R-1 (middle)	F1	Prime-1	A-1
Tier 2 subordinated	n/a	BBB+	Baa3	BBB+
Additional Tier 1	n/a	BB	Ba3(hyb)	BB+

Rating Benchmark - Universal banks with trading activities

Standard & Poor's				Moody's				FitchRatings			
Bank	LT rating	Outlook	ST rating	Bank	LT rating	Outlook	ST rating	Bank	LT rating	Outlook	ST rating
1 RBC	AA-	Stable	A-1+	1 RBC	Aa3	Stable	P-1	1 RBC	AA	Stable	F1+
2 HSBC Bank plc	AA-	Negative	A-1+	2 HSBC Bank plc	Aa3	Negative	P-1	2 HSBC Bank plc	AA-	Stable	F1+
3 BNPP	A+	Negative	A-1	3 BNPP	A1	Negative	P-1	3 BNPP	A+	Stable	F1
4 Barclays Bank plc	A	Negative	A-1	3 Credit Suisse AG	A1	Negative	P-1	3 JPMorgan Chase	A+	Stable	F1
4 Crédit Agricole	A	Negative	A-1	5 UBS AG	A2	Stable	P-1	5 Deutsche Bank	A+	Negative	F1+
4 Credit Suisse AG	A	Negative	A-1	6 Barclays Bank plc	A2	Negative	P-1	6 Bank of America	A	Negative	F1
4 Deutsche Bank	A	Negative	A-1	6 Crédit Agricole	A2	Negative	P-1	7 Barclays Bank plc	A	Stable	F1
4 JPMorgan Chase	A	Negative	A-1	6 Societe Générale	A2	Negative	P-1	7 Citigroup	A	Stable	F1
4 Societe Générale	A	Negative	A-1	9 Deutsche Bank	A2	Poss. Downgrade	P-1	7 Crédit Agricole	A	Stable	F1
4 UBS AG	A	Negative	A-1	10 JPMorgan Chase	A3	Stable	P-2	7 Credit Suisse AG	A	Stable	F1
11 Bank of America	A-	Negative	A-2	11 Banco Santander	Baa1	Stable	P-2	7 Goldman Sachs	A	Stable	F1
11 Citigroup	A-	Negative	A-2	11 Goldman Sachs	Baa1	Stable	P-2	7 Morgan Stanley	A	Stable	F1
11 Goldman Sachs	A-	Negative	A-2	13 RBS Bank plc	Baa1	Negative	P-2	7 UBS AG	A	Stable	F1
11 Morgan Stanley	A-	Negative	A-2	14 Bank of America	Baa2	Stable	P-2	14 RBS Bank plc	A	Negative	F1
11 RBS Bank plc	A-	Negative	A-2	14 Citigroup	Baa2	Stable	P-2	14 Societe Générale	A	Negative	F1
16 Nomura	BBB+	Stable	A-2	14 Morgan Stanley	Baa2	Stable	P-2	16 Nomura	A-	Stable	F1
17 Banco Santander	BBB	Stable	A-2	17 Nomura	Baa3	Stable	n/a	17 Banco Santander	A-	Stable	F2

Source: DBRS, FitchRatings, Moody's and S&P as of 30 May 2014

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CONSOLIDATED RESULTS

- Net banking income: EUR 5.7bn in Q1 14
 - Revenues excluding revaluation of own financial liabilities and DVA: EUR 5.8bn, +3.3% vs. Q1 13
 - Stable* revenues in French Retail Banking
 - Revenues up +2.4%* in International Retail Banking and Financial Services
 - Resilient Global Banking and Investor Solutions
- Costs stable* vs. Q1 13
- Strong decrease in cost of risk
- Impact of impairment of Russia goodwill: EUR -525m
- Group net income: EUR 416m excluding revaluation of own financial liabilities and DVA; Reported EUR 315m

Group results				
(in EUR m)				
In EUR m	Q1 13	Q1 14	Change	
Net banking income	4,981	5,676	+14.0%	+18.8%*
<i>Net banking income (1)</i>	5,643	5,829	+3.3%	-
Operating expenses	(3,971)	(3,875)	-2.4%	+0.2%*
Gross operating income	1,010	1,801	+78.3%	+97.6%*
<i>Gross operating income (1)</i>	1,672	1,954	+16.9%	-
Net cost of risk	(927)	(667)	-28.0%	-27.1%*
Operating income	83	1,134	x13.7	NM*
<i>Operating income (1)</i>	745	1,287	+72.8%	-
Net profits or losses from other assets	448	(2)	NM	NM*
Impairment losses on goodwill	0	(525)	-	-
Reported Group net income	364	315	-13.3%	+2.9%*
<i>Group net income (1)</i>	798	416	-47.8%	-
C/I ratio (1)	70.4%	66.5%		
Group ROE (after tax)	2.8%	2.2%		

* When adjusted for changes in Group structure and at constant exchange rates. Excluding potential forex impact on revaluation of own financial liabilities

(1) Excluding revaluation of own financial liabilities and DVA (refer to p. 24)

NB. 2013 data have been restated to integrate impact of implementation of IAS 10 and 11 as from 1st Jan. 2014

QUARTERLY RESULTS BY CORE BUSINESS

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14
Net banking income	2,070	2,073	1,932	1,818	2,266	2,127	(1,287)	(342)	4,981	5,676
Operating expenses	(1,335)	(1,329)	(1,113)	(1,057)	(1,469)	(1,465)	(55)	(24)	(3,971)	(3,875)
Gross operating income	735	744	819	761	797	662	(1,342)	(366)	1,010	1,801
Net cost of risk	(323)	(232)	(406)	(378)	(71)	(54)	(127)	(3)	(927)	(667)
Operating income	412	512	413	383	726	608	(1,469)	(369)	83	1,134
Net profits or losses from other assets	(1)	(5)	3	3	5	0	441	0	448	(2)
Net income from companies accounted for by the equity method	8	10	9	8	29	25	4	10	50	53
Impairment losses on goodwill	0	0	0	(525)	0	0	0	0	0	(525)
Income tax	(148)	(193)	(113)	(106)	(189)	(149)	331	177	(119)	(271)
Net income	271	324	312	(237)	571	484	(692)	(182)	462	389
O.w. non controlling interests	4	1	56	47	4	3	34	23	98	74
Group net income	267	323	256	(284)	567	481	(727)	(205)	364	315
Average allocated capital	9,649	10,185	10,938	10,141	15,598	12,440	5,113*	9,509*	41,298	42,274
Group ROE (after tax)									2.8%	2.2%

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

CORPORATE CENTRE⁽¹⁾

- Impact from revaluation of own financial liabilities
 - EUR -158m before tax (vs. EUR -1,045m in Q1 13)

- GOI excluding revaluation of own financial liabilities: EUR -208m in Q1 14 (vs. EUR -297m in Q1 13)

Corporate Centre results
(in EUR m)

	Q1 13	Q1 14
Net banking income	(1,287)	(342)
Operating expenses	(55)	(24)
Gross operating income	(1,342)	(366)
Net cost of risk	(127)	(3)
Net profits or losses from other assets	441	0
Group net income	(727)	(205)

(1) The Corporate Centre includes:

- the Group's real estate portfolio, office and other premises
- industrial and bank equity portfolios
- Group treasury functions, some of the costs of cross-business projects and certain corporate costs not invoiced

LATEST QUARTERLY RESULTS AND GROUP OVERVIEW

CAPITAL AND LIQUIDITY

RISKS

RATINGS

KEY FIGURES

APPENDICES

OUR STRATEGIC PRIORITIES FOR THE MEDIUM-TERM

KEEPING THE PACE



FURTHER IMPROVE CLIENT SERVICE, MAINTAIN LEADERSHIP IN INNOVATION

INCREASE DIGITAL READINESS: PROFOUND INTERNAL TRANSFORMATION OF CULTURE AND IT SYSTEMS

A major internal push since 2010

- To foster a digital mindset among teams and executives
 - **SG internal social network (40,000 users in just 2 years)**
 - **Annual international innovation Group trophy**

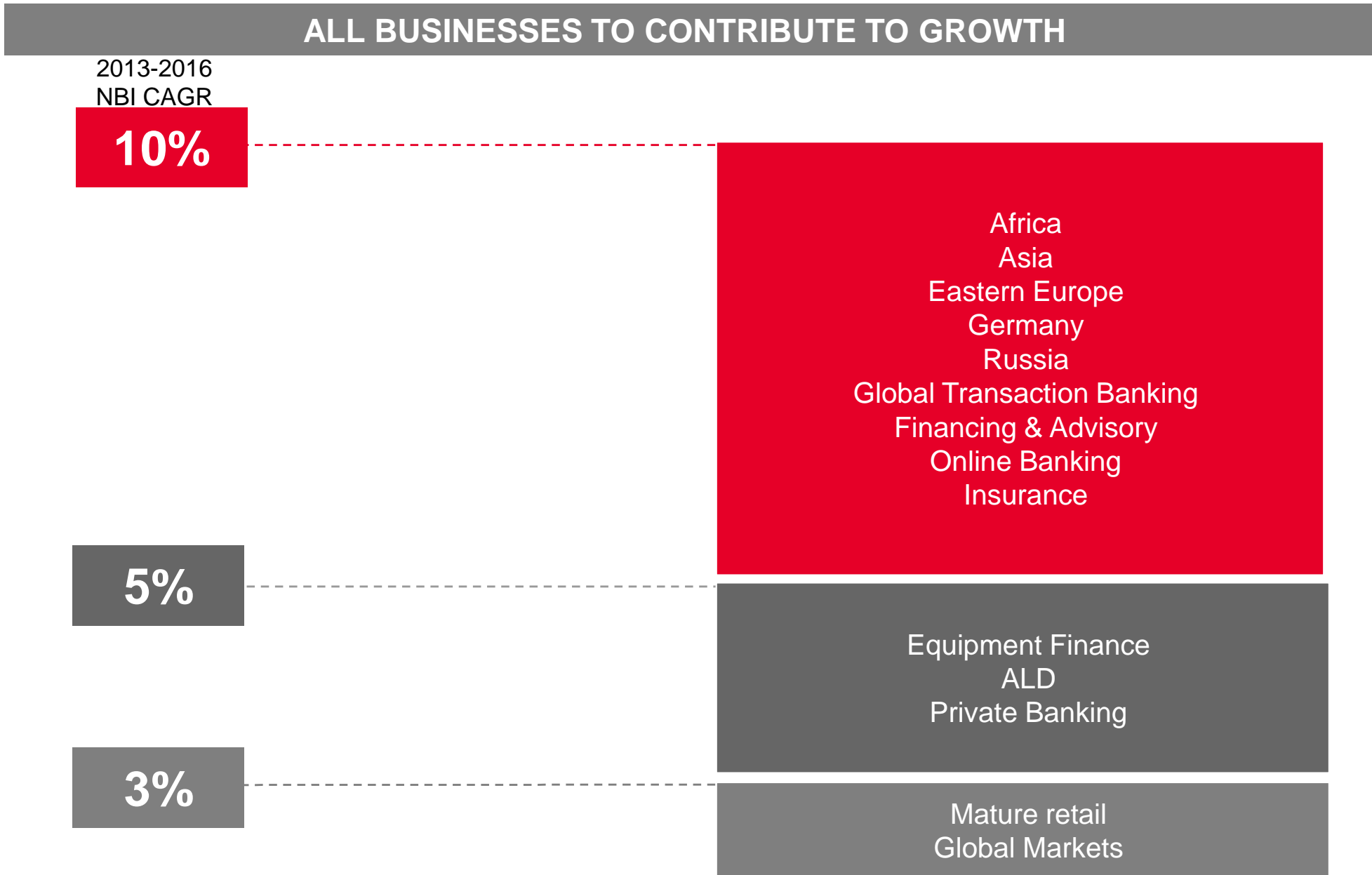
A major additional step forward

- Strategic partnership with Microsoft to digitally upgrade our company and promote mobility
 - **State-of-the-art digital applications, rolled out on a worldwide level**
 - **Maintain strong focus on IT & data security**

We want our innovation to be

- **Nurtured** by each business and close to client needs (e.g. APPLI in France, ALD)
- **Sponsored** at the top (Executive Committee member Françoise Mercadal)
- **Open** to collaboration with staff (PEPS), clients (collaborative approach), universities, research centres
- **Engaging**: “Societe Generale answers in 30 minutes on Twitter”
- **Economically savvy**: Paylib, developed in collaboration with LBP and BNPP

CAPTURE GROWTH THROUGH BUSINESS DEVELOPMENTS...



...AND INCREASED REVENUE SYNERGIES

FIRM-WIDE CROSS-SELLING REVENUES: EUR 5.5bn* IN 2013

- Representing 25% of total Group revenues: one of the highest levels across the industry. Up +14% vs. 2011: growing faster than total Group revenues

➤ Value-enhancing for our customers

- **One-stop shop offering, better understanding of client needs, more tailor-made solutions**

➤ Value-creative for our shareholders

- **Lower cost of client acquisition**
- **Enhancement of customer loyalty through higher share of wallets**
- **Economies of scale**

■ **New levers identified to foster future revenue growth from synergies**

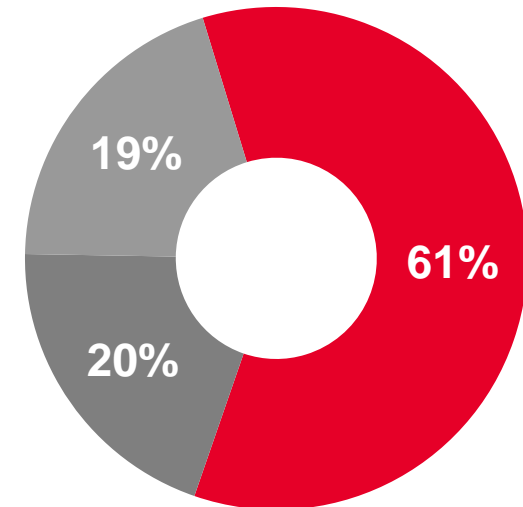
- Increase cooperation between French Private Banking and Retail networks
- Implement Investor Services chain cooperation initiatives
- Deepen and widen footprint of our *bancassurance* offering
- Expand our Global Transaction Banking platform to serve all our corporate clients

* Source: management data, GBIS EUR 1.5bn, IBFS EUR 2.2bn and FRB EUR 1.8 bn

DELIVER SUSTAINABLE PROFITABILITY: DISCIPLINE IN ALLOCATING CAPITAL

- Maintain balanced capital allocation
 - Retail banking activities: basis of our Universal Banking model
 - Share of market activities to remain limited to 20%
- Profitable RWA growth policy
 - Target average business RWA growth of +4% p.a. for 2013-2016
 - Favour fast-growing and most profitable client franchises, in synergy with existing activities
- Ongoing disciplined portfolio management
 - Decisive management of underperforming franchises
 - Ready for limited, opportunistic M&A based on simple criteria:
 - Relevance to our customers, contribution to profitability and growth, connectivity with other businesses, cost synergies, risk profile
- Dividend policy
 - 2014 dividend payout ratio: 40%
 - Target 2015-2016: 50%
 - 100% cash dividend

BUSINESS RWA* 2016E (BASEL 3)



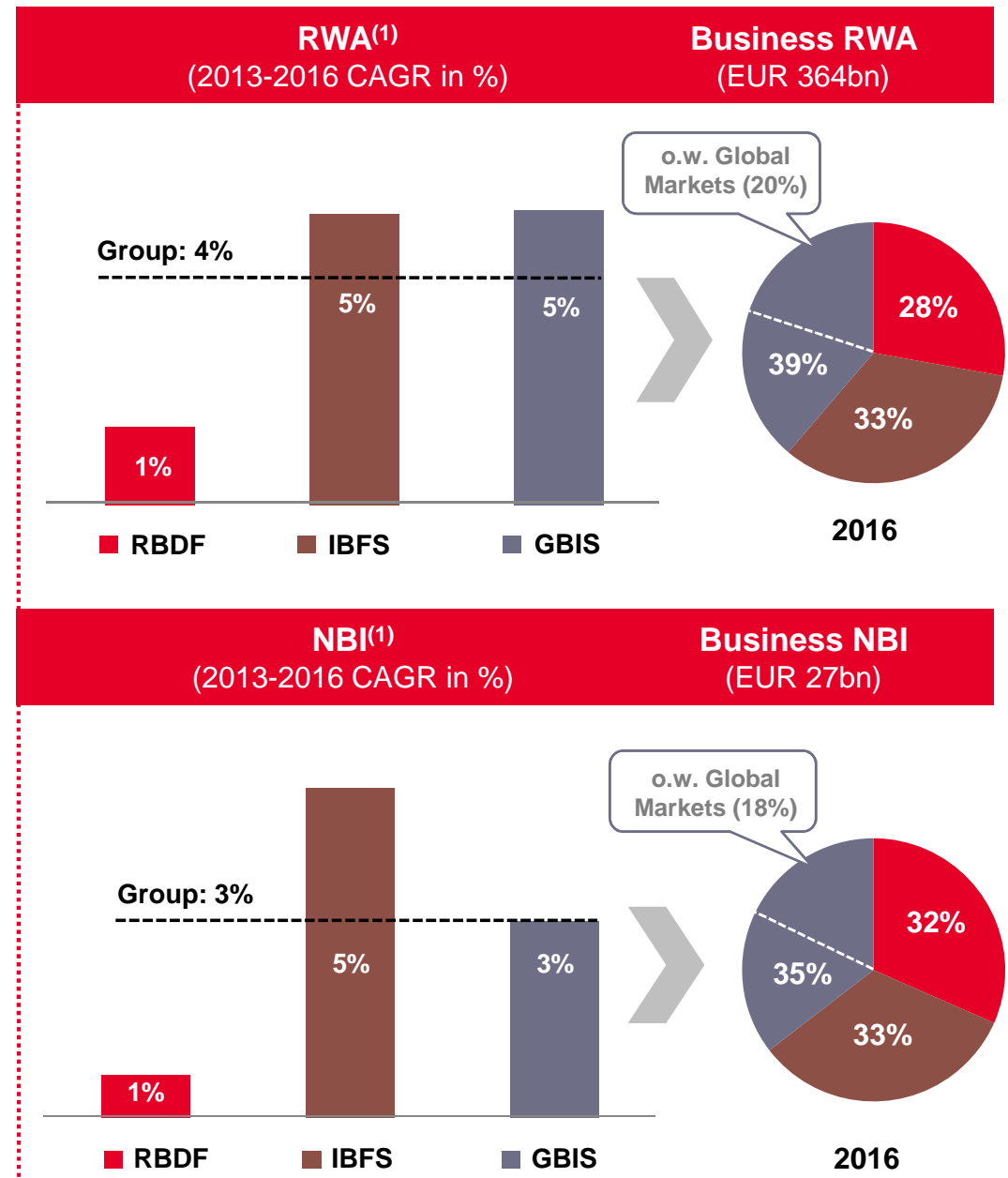
- Retail
- Financing, Investor Services & Wealth Management
- Market Activities

* Excluding legacy assets. Figures include Newedge at 100%.

DEVELOPING FRANCHISES WHILE MAINTAINING A BALANCED BUSINESS MIX

- Reinvested capital to allow business RWA to grow +4%⁽¹⁾ p.a. on average between 2013 and 2016
- Revenue growth expected to average +3%⁽¹⁾ p.a. between 2013 and 2016 in a progressively recovering environment
 - Still held back by low interest rates
 - Prudent stance on market activities
- Maintaining balanced risk profile between businesses and geographical regions
 - Retail activities to continue to account for more than 60% of business RWA and NBI
 - Market activities will be kept below 20% of 2016 business RWA and NBI

(1) 2013 figures based on proforma quarterly series published on March 31st 2014, adjusted for changes in Group perimeter (notably the acquisition of Newedge and the sale of Private Banking activities in Asia), excluding legacy assets, non-economic and non-recurring items as detailed on p39 of full-year and 4th quarter 2013 results presentation



BUSINESS INITIATIVES AND SYNERGIES DRIVING REVENUE GROWTH

■ Retail activities

- French Retail Banking
 - **Strong franchises and business initiatives to support development and to compensate for low interest rate environment**

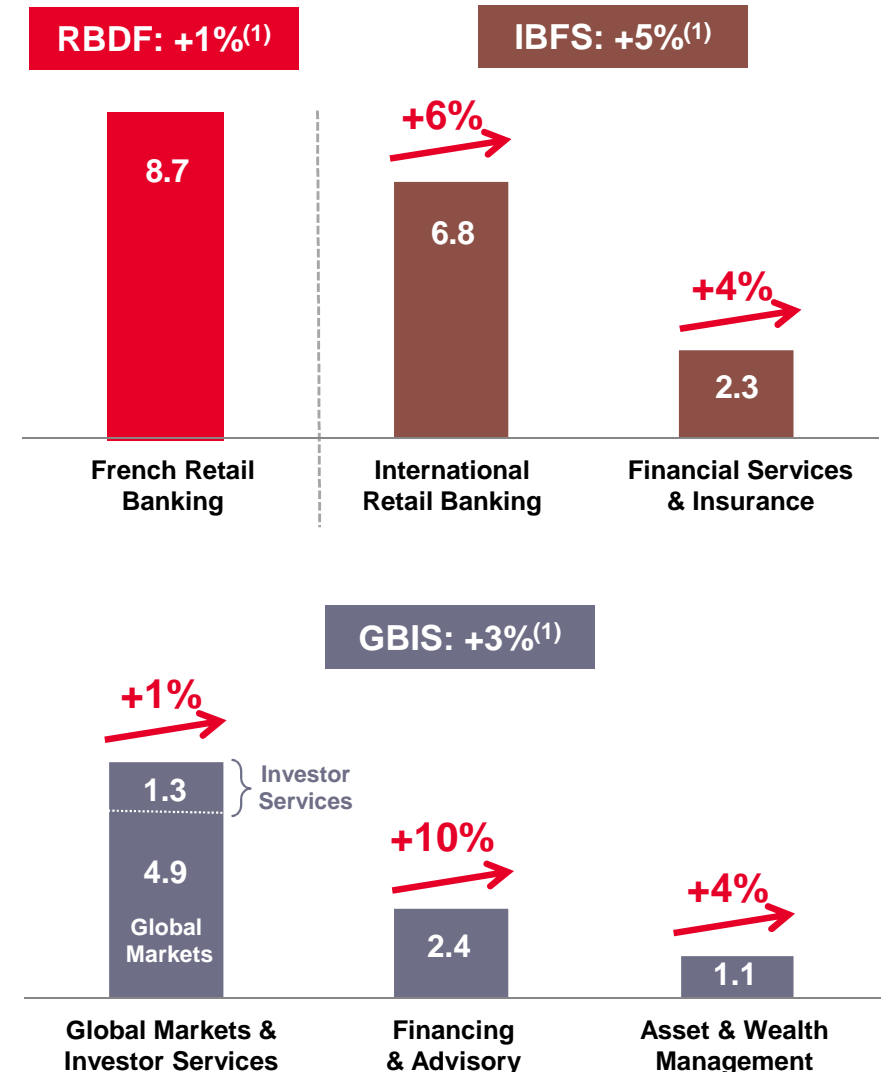
- International Retail Banking and Financial Services
 - **Dynamic growth across businesses and geographies supported by increasing banking penetration on individuals**
 - **Strengthened cooperation with GBIS on corporates**
 - **Enhanced synergies from Insurance business**

■ Global Banking and Investor Solutions

- **More resources committed to Financing and Advisory, limited growth on Global Markets**

(1) 2013 figures based on proforma quarterly series published on March 31st 2014, adjusted for changes in Group perimeter (notably the acquisition of Newedge and the sale of Private Banking activities in Asia), excluding legacy assets, non-economic and non-recurring items as detailed on p39 of full-year and 4th quarter 2013 results presentation

2016 REVENUE TARGETS (IN EUR BN, CAGR IN %)



GRADUAL REBALANCING OF CORPORATE CENTRE

- The Corporate Centre covers two main central functions:

1. Capital, financial investments and real estate management



1. Already allocated to businesses

2. Liquidity and treasury management

- Group ALM activity
- Management of liquidity buffer
- Collateral management
- Debt issuance at Group level
- Internal financing to businesses at market cost

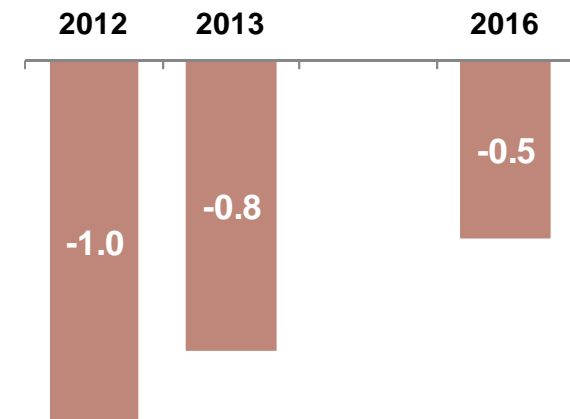


2. Gradual reduction through progressive allocation to businesses started in 2013

- Gross operating income⁽¹⁾ guidance for 2016: EUR -500m

- Group effective tax rate estimated at 25-27% for 2014-2016, representative of geographical mix

UNDERLYING GOI⁽¹⁾ (IN EUR BN)



(1) Excluding non economic, non recurring items. Deeply subordinated notes and undated subordinated notes treated as capital instrument for accounting purpose according to IFRS rules

COST/INCOME RATIO TO DROP TO 62% BY 2016

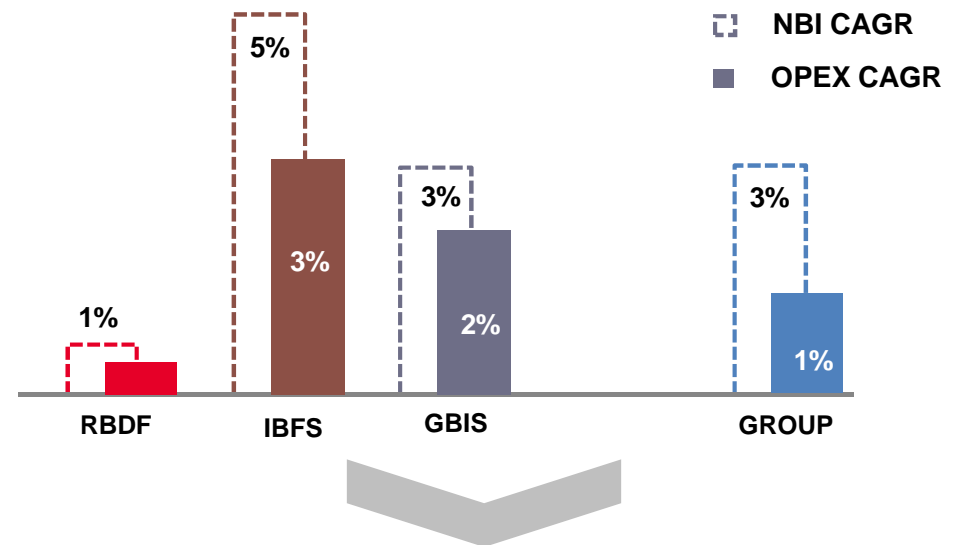
- Average annual growth in operating expenses limited to +1% ⁽¹⁾
 - Additional investments to support business development
 - Increased regulatory burden (resolution fund, ...)
 - Cost saving plan to mitigate upward pressure on operating expenses

- Group Cost/Income ratio to decrease one percentage point p.a. on average over 2013-2016

- Cost/Income ratio to decrease in all divisions
 - Despite increased allocation of liquidity costs from Corporate Centre

(1) 2013 figures based on proforma quarterly series published on March 31st 2014, adjusted for changes in Group perimeter (notably the acquisition of Newedge and the sale of Private Banking activities in Asia), excluding legacy assets, non-economic and non-recurring items as detailed on p39 of full-year and 4th quarter 2013 results presentation

2013-2016 NBI AND OPERATING EXPENSE CAGR (IN %)⁽¹⁾



2013-2016 COST/INCOME RATIO EVOLUTION (IN %)⁽¹⁾

GROUP	66%	↓	62%
RBDF	64%	↓	63%
IBFS	56%	↓	53%
GBIS	70%	↓	68%

GROUP ROE ABOVE 10% IN 2016 SUPPORTED BY IMPROVED BUSINESS PERFORMANCE

- Normative ROE of businesses expected at 15% post tax (equity allocated based on 10% of Basel 3 RWA)
 - Retail Banking divisions to show normative ROE above 14% by 2016
 - GBIS to maintain good profitability: 15% in 2016

- Bridging business and Group ROTE
 - Decreasing negative impact from Corporate Centre
 - Limited impact from additional hybrid debt issuance

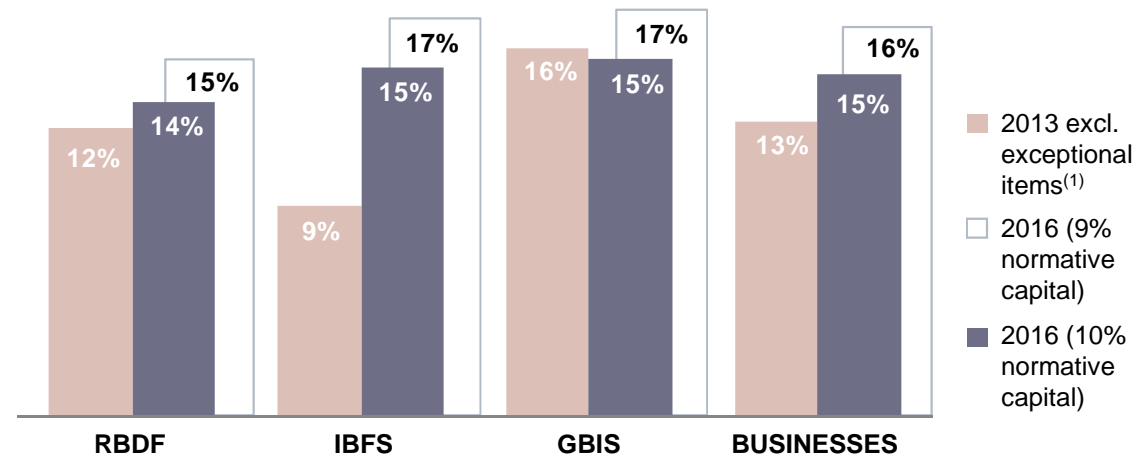
- Group ROTE to reach 12% in 2016

- Group ROE above 10% in 2016

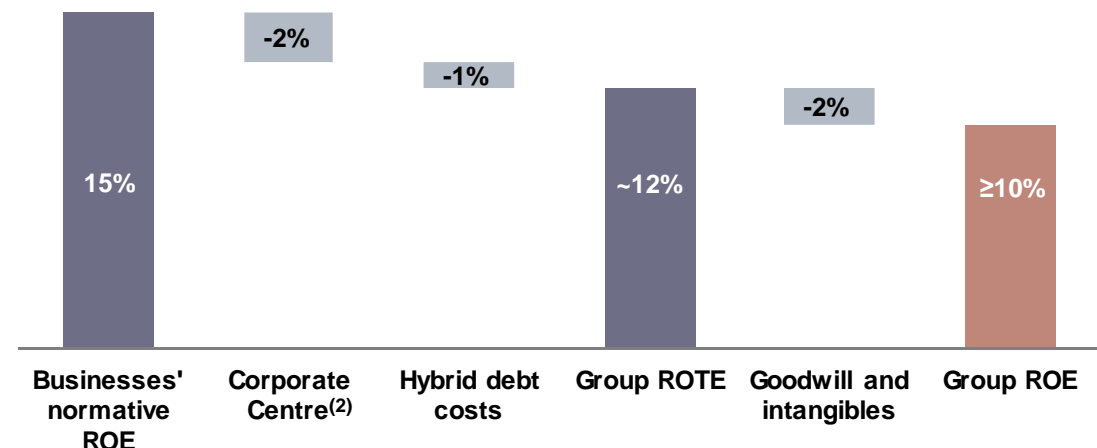
(1) 2013 figures based on proforma quarterly series published on March 31st 2014, adjusted for changes in Group perimeter (notably the acquisition of Newedge and the sale of Private Banking activities in Asia), excluding legacy assets, non-economic and non-recurring items as detailed on p39 of full-year and 4th quarter 2013 results presentation

(2) Including costs and capital allocated to Corporate Centre

BUSINESS NORMATIVE ROE



2016 BUSINESS TO GROUP ROE

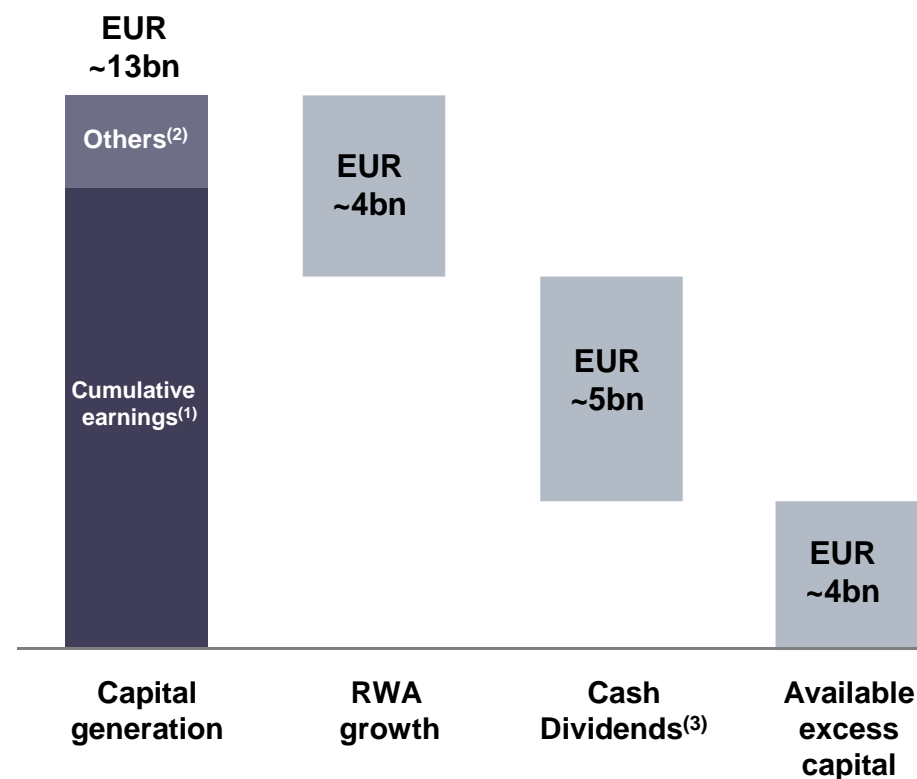


USE OF CAPITAL GENERATED OVER 2014-2016 PERIOD

- Significant capital generation
- Dynamic business development generating additional RWA, consuming ca. EUR 4bn of capital
- 2015-2016 target payout ratio to shareholders: 50%
- Maintaining Common Equity Tier One ratio at 10% translates into around EUR 4bn of available capital
 - Additional business RWA growth, organically or from bolt on acquisitions
 - Share buy-back

(1) 2014-2016 Cumulative earnings, net of interest on hybrid debt
 (2) Reduced Basel 3 deductions and others
 (3) Payout ratio hypothesis: 40% in 2014 and 50% in 2015 and 2016

2014-2016 CAPITAL MANAGEMENT



2016 FINANCIAL TARGETS

		2013	2016 targets
GROWTH	REVENUES	EUR 24bn ⁽¹⁾	+3% CAGR
EFFICIENCY	COST/INCOME RATIO	66% ⁽¹⁾	62%
PROFITABILITY	RETURN ON EQUITY	8.3% ⁽¹⁾	≥10%
SOLVENCY	BASEL 3 FULLY LOADED CET1	10%	≥10%
	PAYOUT RATIO	27%	50%

2016 EPS: EUR 6

(1) 2013 figures based on proforma quarterly series published on March 31st 2014, adjusted for changes in Group perimeter (notably the acquisition of Newedge and the sale of Private Banking activities in Asia), excluding legacy assets, non-economic and non-recurring items as detailed on p39 of full-year and 4th quarter 2013 results presentation

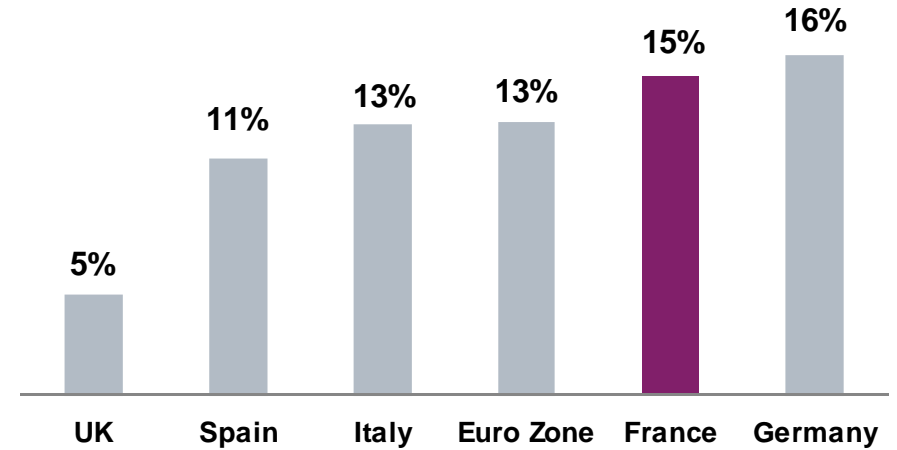
FRENCH BANKING MARKET: SOLID FUNDAMENTALS

RISING POPULATION 2010 – 2030 (in %)



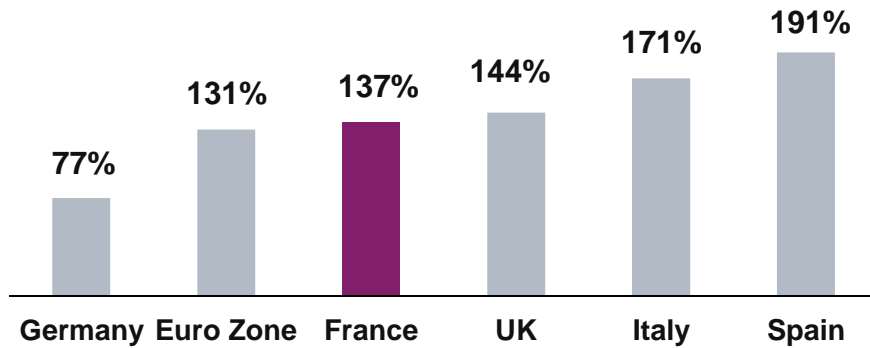
Source: UN, 2013

HIGH HOUSEHOLD SAVINGS RATE (% of income)



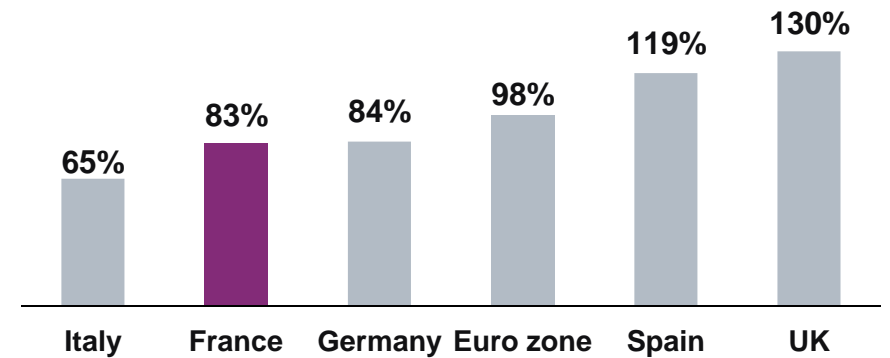
Source: Eurostat, OEE, Q3 2013

MODERATE CORPORATE DEBT (% of value added)



Source: Banque de France, Q1 2013

LOW HOUSEHOLD DEBT (% of income)



Source: Banque de France, Q3 2013

THREE STRONG, DIFFERENTIATED AND COMPLEMENTARY BRANDS



- A universal bank with wide geographical coverage in France
- A bank with recognised expertise
- An innovative bank, leading the market in terms of digital/direct channels



- Bank for professionals and SMEs
- Regionally anchored
- Delivering and valuing high quality of service



- 100% online, simple, affordable for young, urban, autonomous, active client base
- Open architecture
- Cutting-edge technology to guarantee security and service quality

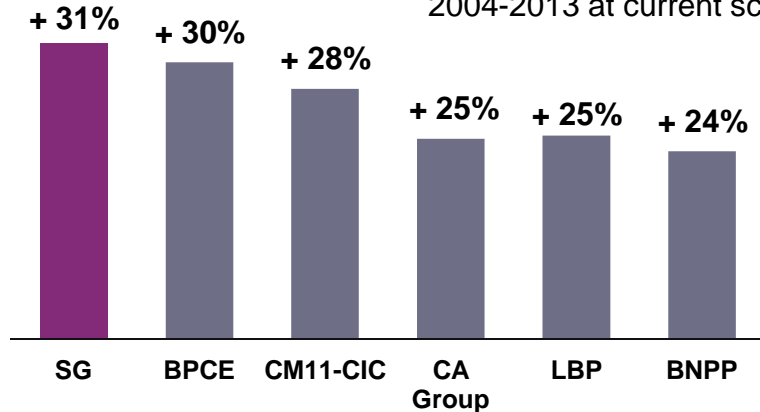
	Key figures French Retail Banking		Change 2013 vs 2010
Employees	39,300	↘	-1.9%
Branches	3,161	↘	-1.9%
Retail customers	11m	↗	+6%
Deposits	EUR 155bn	↗	+20.9%
Loans	EUR 175bn	↗	+3.2%
2013 NBI	EUR 8.2bn	↗	+3.8%
2013 Operating expenses	EUR 5.3bn	↗	+2.1%
2013 Cost/income	64%	↘	-0.9%

Source: Management data

STRONGER GROWTH THAN PEERS

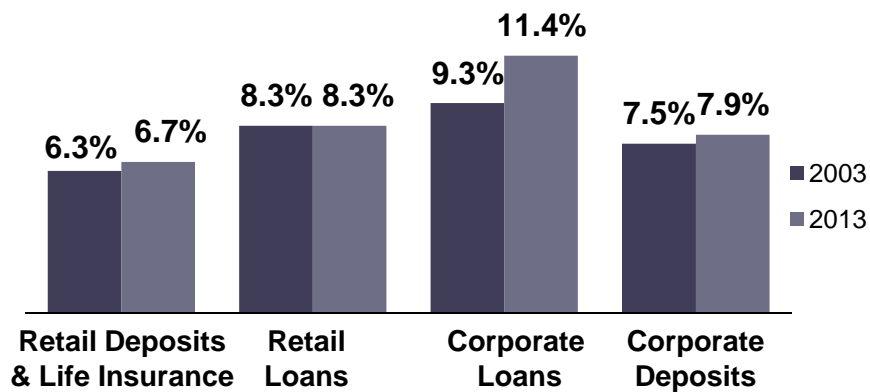
RESILIENT REVENUES

Cumulative growth in NBI
2004-2013 at current scope



Source: Trapeza

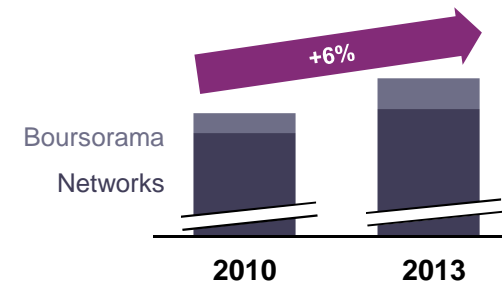
French Retail Banking market share



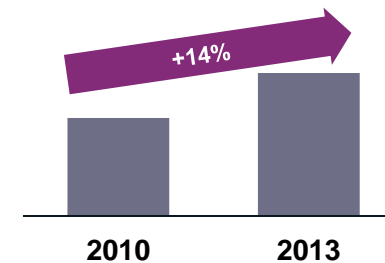
Source: Banque de France quarterly reporting

CONSISTENT CUSTOMER GROWTH ACROSS ALL MARKETS

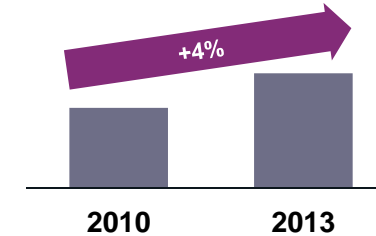
Number of Individual customers



Number of Professionals



Number of Corporates & SMEs

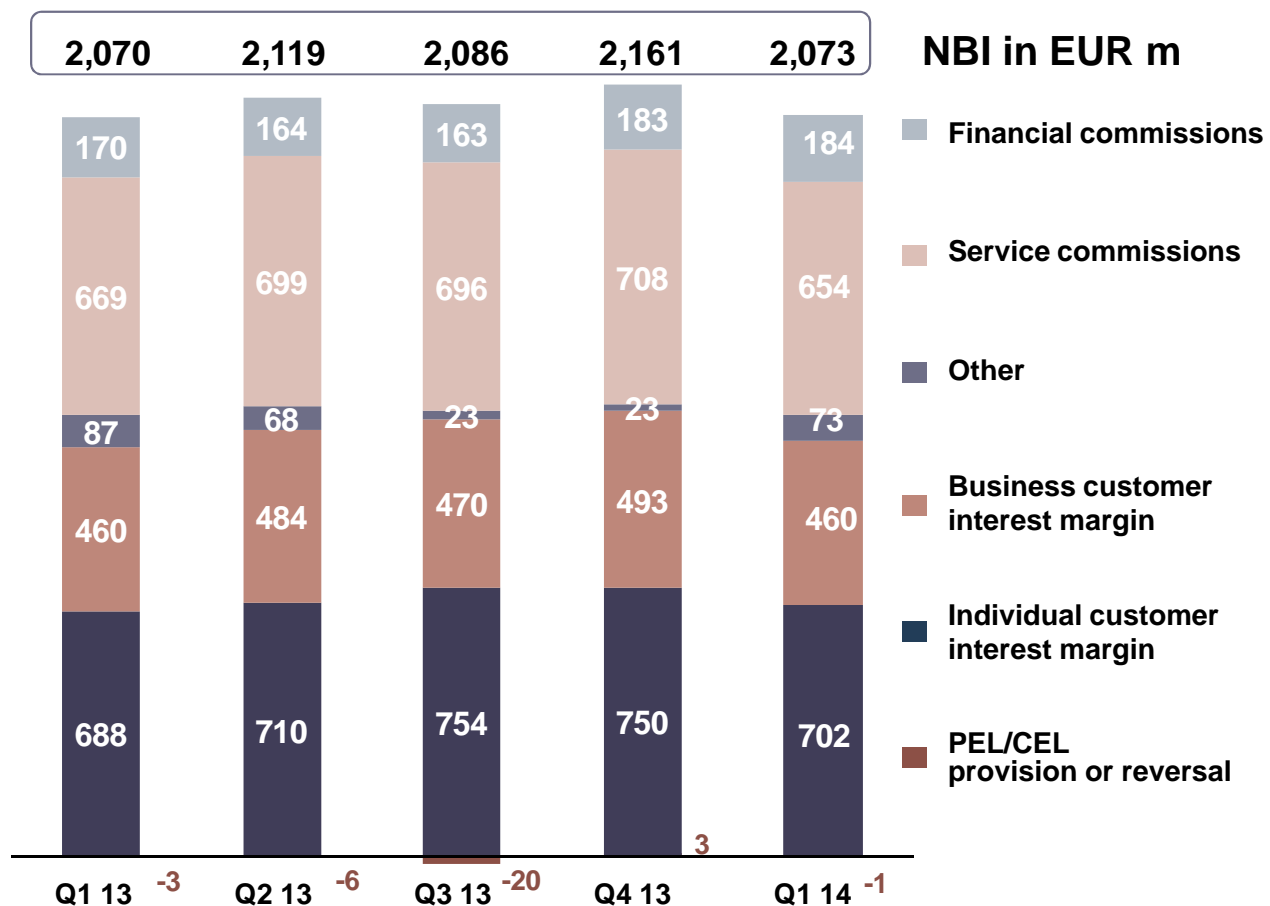


Source: Management data

CHANGE IN NET BANKING INCOME

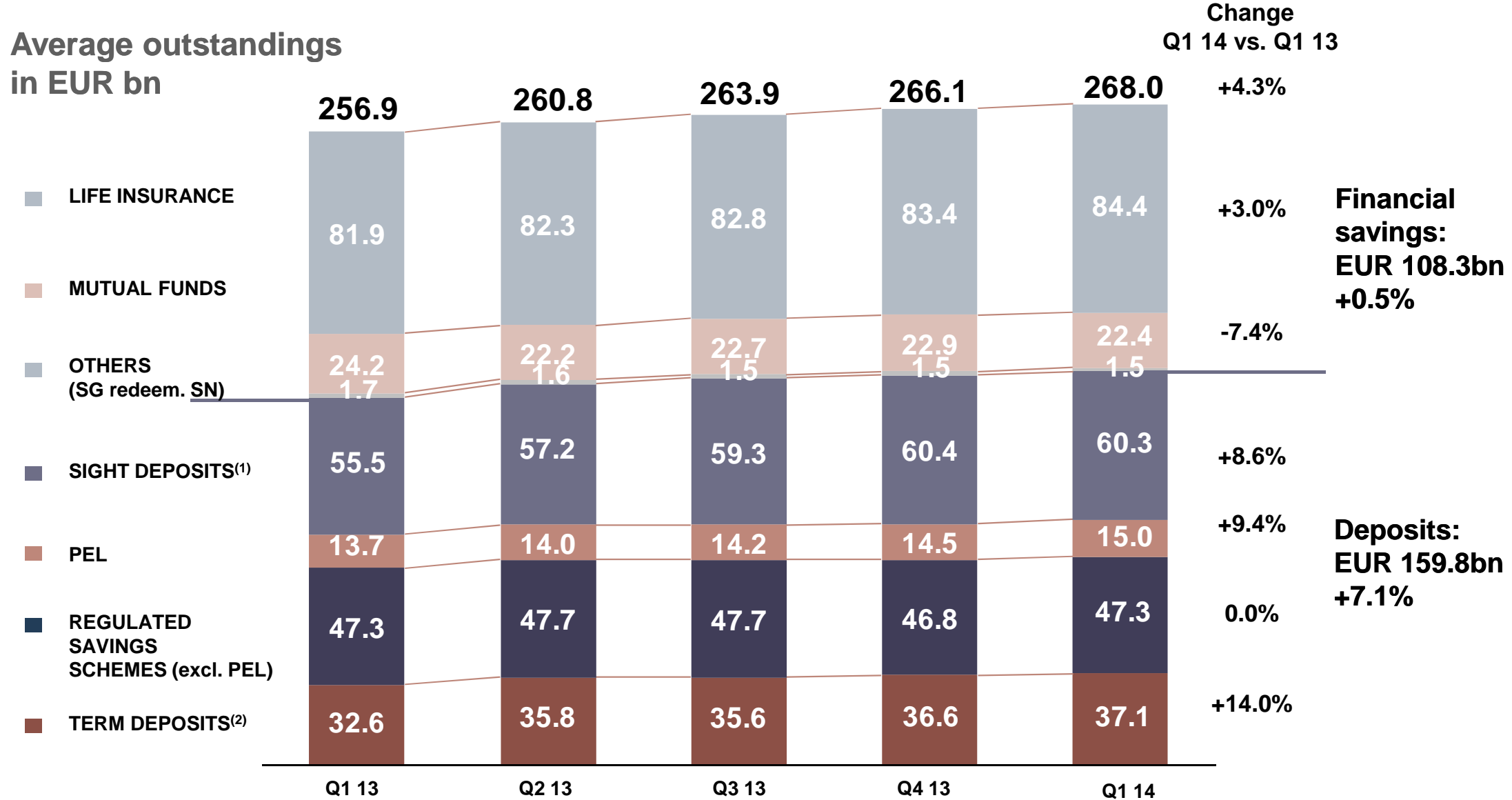
- Commissions: 0.0% vs. Q1 13
 - Financial commissions: +8.1%
 - Service commissions: -2.1%

- Interest margin: +0.1%⁽¹⁾ vs. Q1 13
 - Average deposit outstandings: +7.1%
 - Average loan outstandings: -2.5%



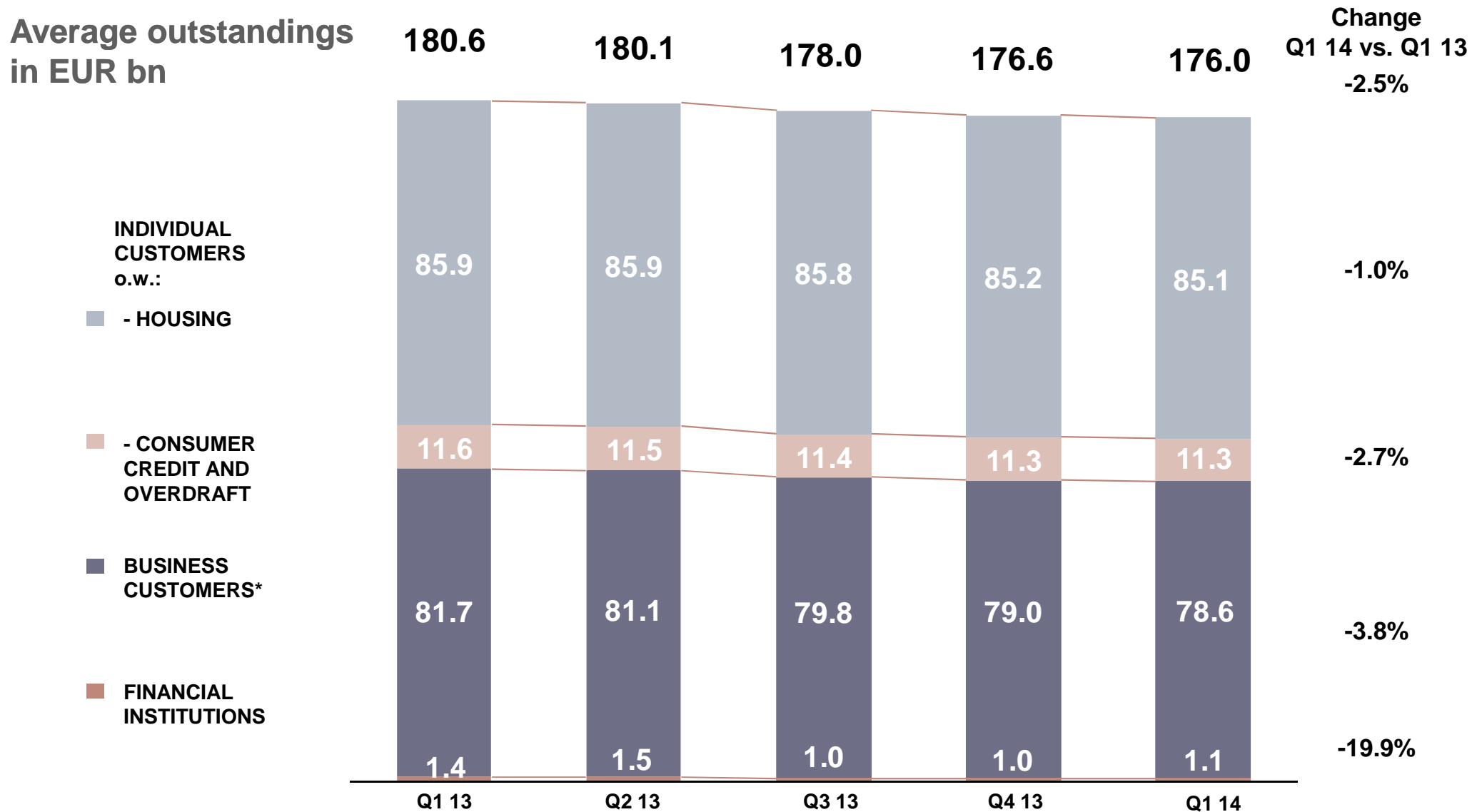
(1) Excluding PEL/CEL

CUSTOMER DEPOSITS AND FINANCIAL SAVINGS



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

LOAN OUTSTANDINGS⁽¹⁾



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

(1) Including Franfinance

QUARTERLY RESULTS

In EUR m	International retail Banking (1)			Financial Services to corporates			Insurance			Other		Total		
	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Q1 13	Q1 14	Change
Net banking income	1,478	1,332	+0.4%*	297	334	+13.9%*	182	192	+6.1%*	(26)	(40)	1,932	1,818	+2.4%*
Operating expenses	(869)	(805)	+3.1%*	(166)	(172)	+4.9%*	(67)	(73)	+10.4%*	(11)	(7)	(1,113)	(1,057)	+3.0%*
Gross operating income	610	527	-3.6%*	131	162	+25.3%*	116	119	+3.6%*	(37)	(47)	819	761	+1.5%*
Net cost of risk	(377)	(367)	+2.0%*	(24)	(21)	-11.5%*	(0)	0	NM*	(5)	10	(406)	(378)	-2.8%*
Operating income	233	160	-14.3%*	107	141	+33.6%*	116	119	+3.6%*	(42)	(37)	413	383	+6.2%*
Net profits or losses from other assets	3	3		0	0		0	0		(0)	0	3	3	
Impairment losses on goodwill	0	(525)		0	0		0	0		0	0	0	(525)	
Income tax	(57)	(38)		(34)	(44)		(37)	(38)		15	14	(113)	(106)	
Group net income	125	(443)	n/s	78	100	+29.5%*	78	81	+4.2%*	(25)	(22)	256	(284)	n/s
C/I ratio	59%	60%		56%	51%		37%	38%		NM*	NM*	58%	58%	
ROE	7%	NM		15%	21%		21%	21%		-	-	9%	NM	

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

(1) Stake in NSGB (Egypt) sold in March 2013. Contribution to Group Net Income: EUR +20m in Q1 13

QUARTERLY RESULTS : BREAKDOWN BY ZONE

In EUR m	Western Europe		Czech Republic		Romania		Russia (1)		Other Europe		Africa, Asia, Mediterranean basin and Overseas (2)		Total International retail Banking	
	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14
Net banking income	159	162	268	246	151	130	306	277	164	153	431	364	1,478	1,332
<i>Change</i>		+2.2%*		-1.8%*		-11.8%*		+8.3%*		-4.8%*		+2.7%*		+0.4%*
Operating expenses	(80)	(87)	(128)	(121)	(81)	(78)	(221)	(193)	(110)	(108)	(249)	(218)	(869)	(805)
<i>Change</i>		+9.8%*		+1.6%*		-1.2%*		+4.4%*		+0.6%*		+3.2%*		+3.1%*
Gross operating income	79	75	140	125	70	52	85	84	54	45	182	146	610	527
<i>Change</i>		-5.5%*		-4.9%*		-24.2%*		+18.4%*		-15.6%*		+2.0%*		-3.6%*
Net cost of risk	(54)	(61)	(29)	(19)	(80)	(56)	(41)	(86)	(69)	(42)	(103)	(103)	(377)	(367)
<i>Change</i>		+11.9%*		-29.8%*		-28.4%*		x 2,5		-38.4%*		+5.5%*		+2.0%*
Operating income	24	14	111	106	(10)	(4)	44	(2)	(15)	3	79	43	233	160
<i>Change</i>		-43.6%*		+1.6%*		NM*		NM*		NM*		-5.6%*		-14.3%*
Net profits or losses from other assets	0	0	(0)	0	(0)	0	1	2	2	0	0	1	3	3
Impairment losses on goodwill	0	1	0	0	0	0	0	(525)	0	(1)	0	0	0	(525)
Income tax	(6)	(4)	(27)	(24)	2	1	(11)	0	3	(1)	(19)	(10)	(57)	(38)
Group net income	18	10	51	49	(5)	(2)	28	(525)	(11)	1	43	24	125	(443)
<i>Change</i>		-42.7%*		+1.7%*		NM*		NM*		NM*		+2.8%*		n/s
C/I ratio	50%	54%	48%	49%	54%	60%	72%	70%	67%	71%	58%	60%	59%	60%

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

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

(2) Stake in NSGB (Egypt) sold in March 2013. Contribution to Group Net Income: EUR +20m in Q1 13

LEADING FRANCHISES WITH RECOGNISED EXPERTISE: BANKS & INSURANCE

EUROPE (18 countries)

- **#2 largest bank by presence in CEE***
 - Czech Republic: #3 banking Group
 - Romania: #2 bank
 - Poland: ca. 500 branches
- **Germany: leading positions in Financial Services**

RUSSIA

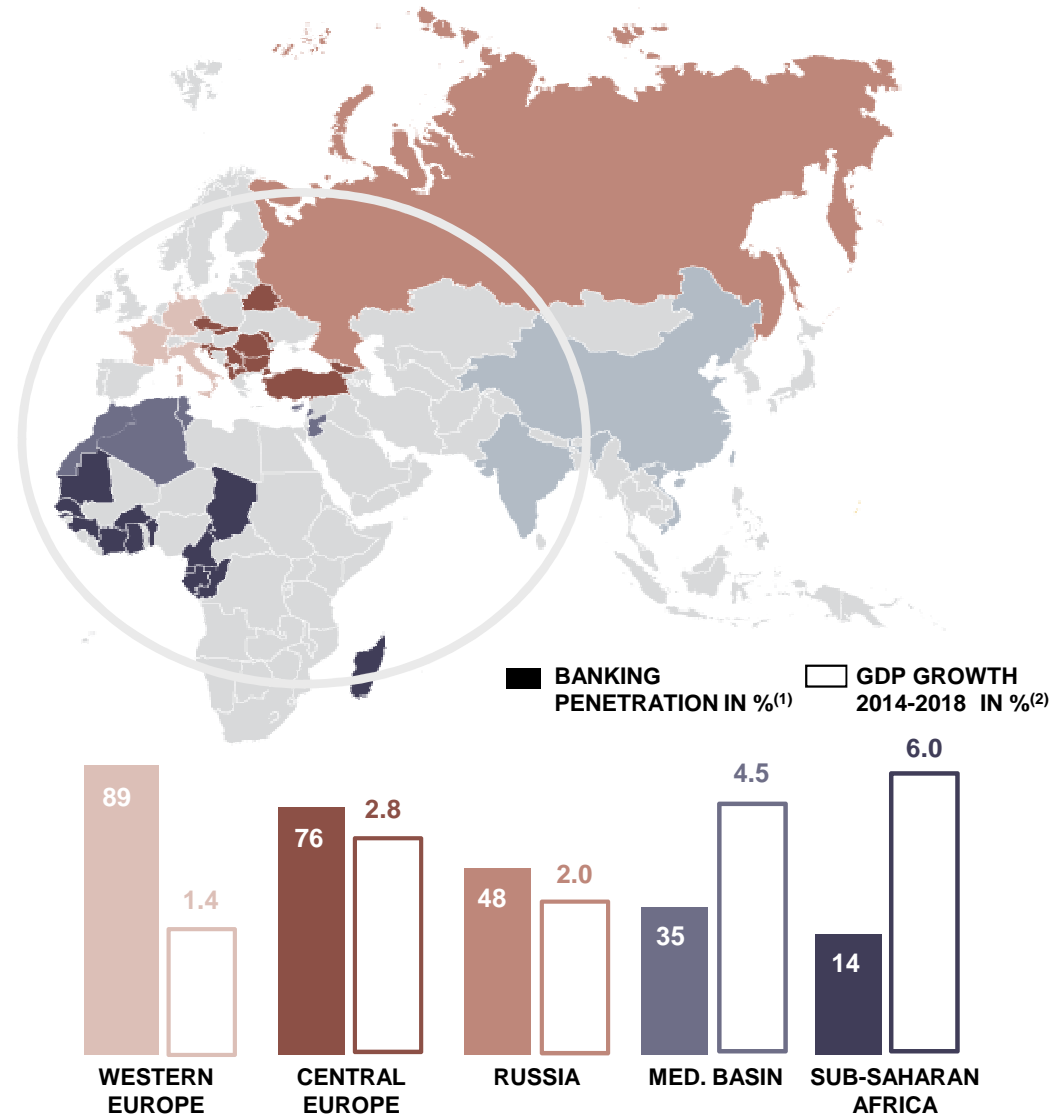
- **Russia: #1 foreign-owned banking group** ⁽³⁾

AFRICA & OTHERS (21 countries)⁽⁴⁾

- **One of the Top 3 global banking groups**
- **#1 bank in French speaking Sub-Saharan Africa**
 - #1 Côte d'Ivoire, Cameroon, Senegal
- **Morocco: #4 bank**

INSURANCE

- **Service offering available to more than 85% of IBFS retail customers**



* Central & Eastern Europe: Poland, Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Slovenia, Croatia, Albania, Bosnia-Herzegovina, Macedonia, Montenegro, Serbia

(1) Banking penetration: account at a formal financial institution (% aged 15+), source: World Bank, latest available data. Regions are aggregated according to IBFS main countries for banking and insurance activities. Western Europe: Germany, Italy, France / Central Europe: Poland, Romania, Czech Rep., Croatia, Slovenia / Africa: Côte d'Ivoire, Senegal, Ghana, Cameroon, Madagascar / Mediterranean Basin = Morocco, Tunisia, Algeria

(2) Real GDP growth rates, average 2014-2018, source: IMF at 8 April 2014. Regions as aggregated according to IBFS main countries.

(3) In terms of total loans in billions of rubles

(4) Sub-Saharan Africa, Mediterranean Basin, Asia and Overseas

LEADING FRANCHISES WITH RECOGNISED EXPERTISE: FINANCIAL SERVICES TO CORPORATES

- ALD: a leader in multi-brand, car renting and fleet management
- SGEF: unique expertise in Equipment Finance
- Extensive international networks, with a strong foothold in Western Europe
- Proven experience in building business ties with international clients and partners
- Efficient operating models, rolled out internationally

	ALD	SGEF
COUNTRIES	37	35
RANKING EUROPE	#2	#1
RANKING WORLDWIDE	#3	#5
C/I (2013)	49%	56%

CLIENTS & PARTNERS



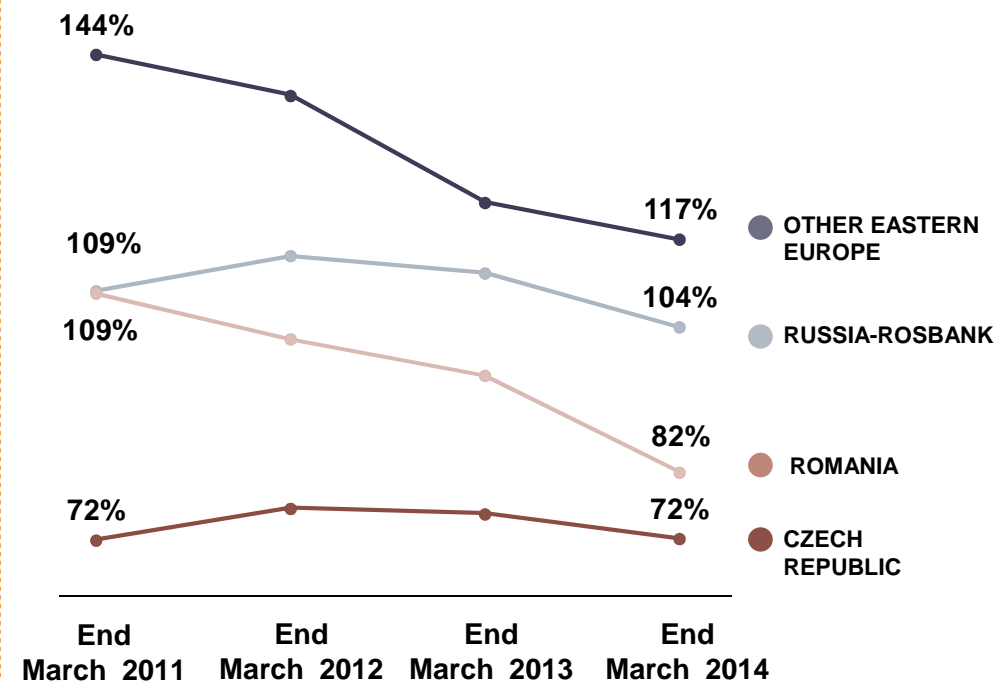
RESHAPED BUSINESS MODELS ATTUNED TO A POST-CRISIS ENVIRONMENT

- **Funding: a successful move towards a more self-funded model**
 - **International Retail Banking: +EUR 10bn additional deposits collected between 2010 and 2013**
(+6% annual growth rate)
 - **Financial Services to Corporates: self-funding share increased from 5% in 2010 to above 25% in 2013, through diversification of funding sources (securitisations, bond issues and deposit collection)**

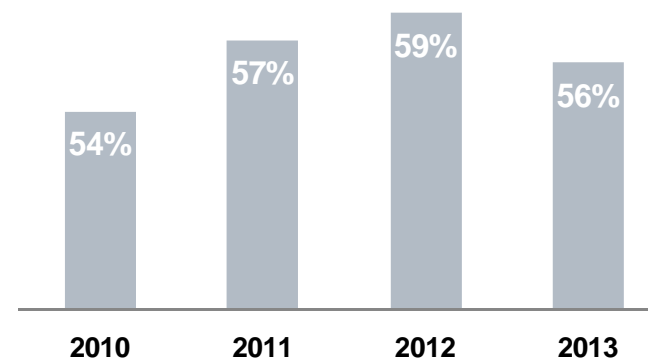
- **Costs: streamlined business models and industrial approach to reducing production costs**
 - **In 2012 and 2013, total recurring cost savings: around EUR 165m and FTE: around 2,800**
 - **Strict cost discipline across businesses**
 - **Decreasing C/I ratio⁽¹⁾ since 2012**

(1) Excluding Greece, Egypt and Franfinance

INTERNATIONAL RETAIL: LOAN TO DEPOSIT RATIO (%)



COST TO INCOME RATIO (%)⁽¹⁾



OUR DIVERSIFIED MODEL CAN DELIVER GROWTH

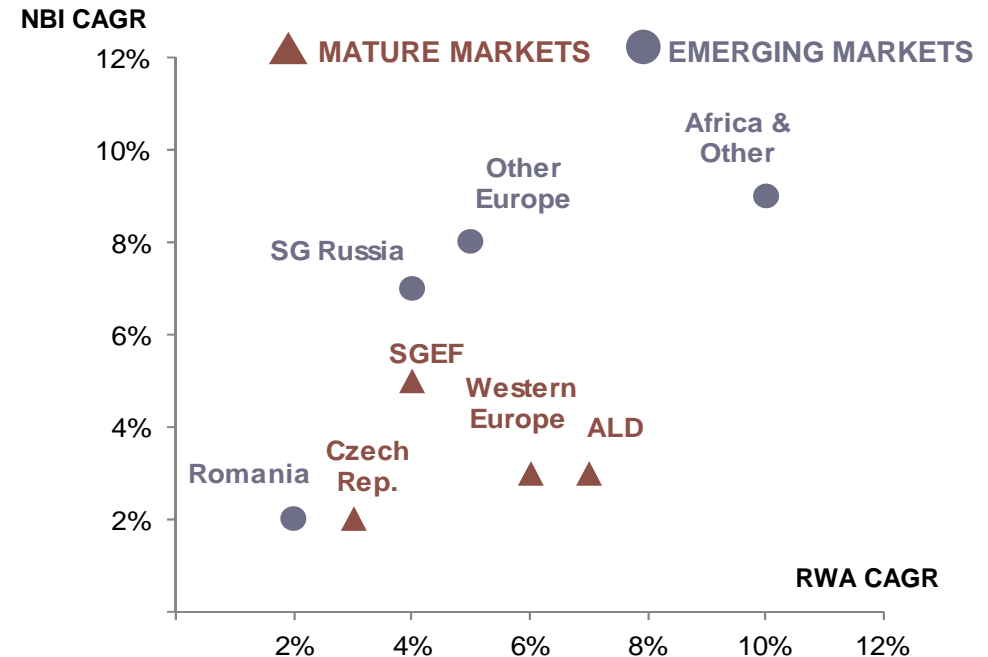
- Fuelling businesses to accompany growth
 - RWA : +5% average annual growth in 2013-2016
 - Further development of independent funding capacity

- Developing cross-selling with retail clients
 - **Bancassurance**: roll out of the model, enlarge range of products, increase equipment rates
 - **Consumer Finance**: leverage on expertise in loan approval, recovery know-how
 - **Private Banking**: roll out in key countries

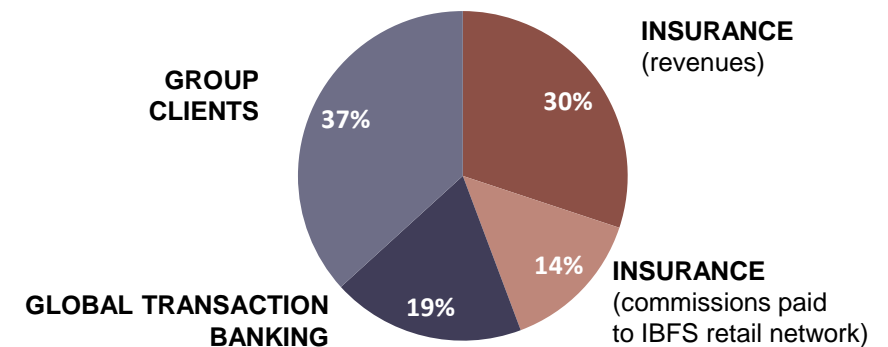
- Increasing cross-selling with corporate clients
 - **Commercial Banking**: upgrade capabilities, mainly in Trade Finance, Cash Management and Factoring
 - **Leasing and Car Renting**: increase penetration of Corporate clients
 - **CIB**: develop Regional Platforms for Capital Markets activities and structured finance

➤ **Around 25% of revenues derive from cross-selling thanks to a fully integrated range of services and products**

2013-2016 PROJECTED INCREASE IN NBI AND BASEL 3 RWA (%)



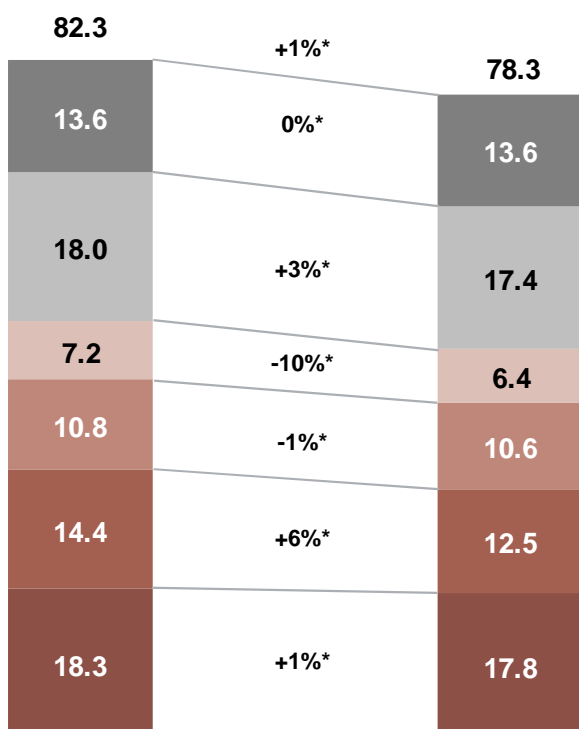
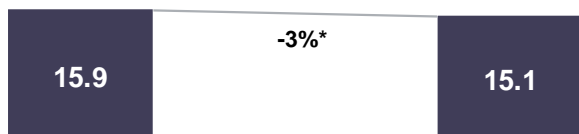
BREAKDOWN OF EUR 2.2bn CROSS-SELLING REVENUES IN 2013



LOAN AND DEPOSIT OUTSTANDINGS BREAKDOWN

Loan outstandings breakdown (in EUR bn)

Change
MAR. 14 vs. MAR. 13



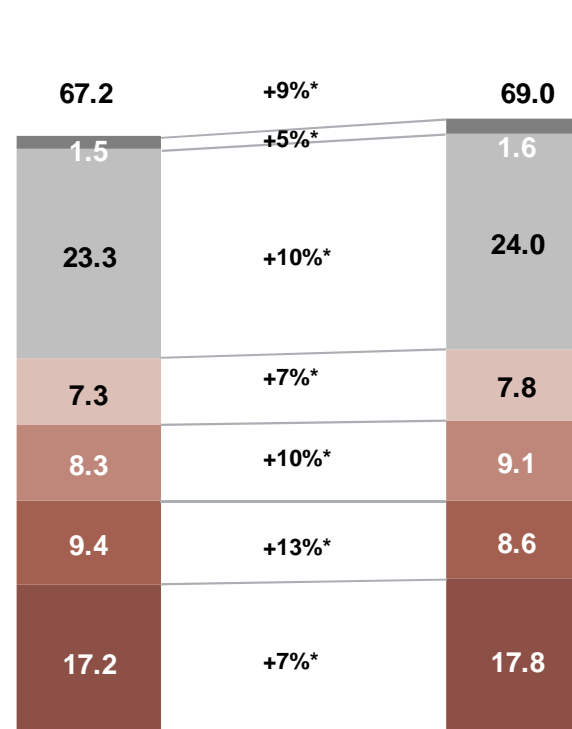
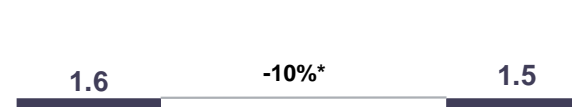
- O.w. EQUIPMENT FINANCE⁽¹⁾
- O.w. SUB-TOTAL INTERNATIONAL RETAIL BANKING
- WESTERN EUROPE (CONSUMER FINANCE)
- CZECH REPUBLIC
- ROMANIA
- OTHER EUROPE
- RUSSIA
- AFRICA, ASIA, MED. BASIN AND OVERSEAS

MAR.13

MAR.14

Deposit outstandings breakdown (in EUR bn)

Change
MAR. 14 vs. MAR. 13



MAR.13

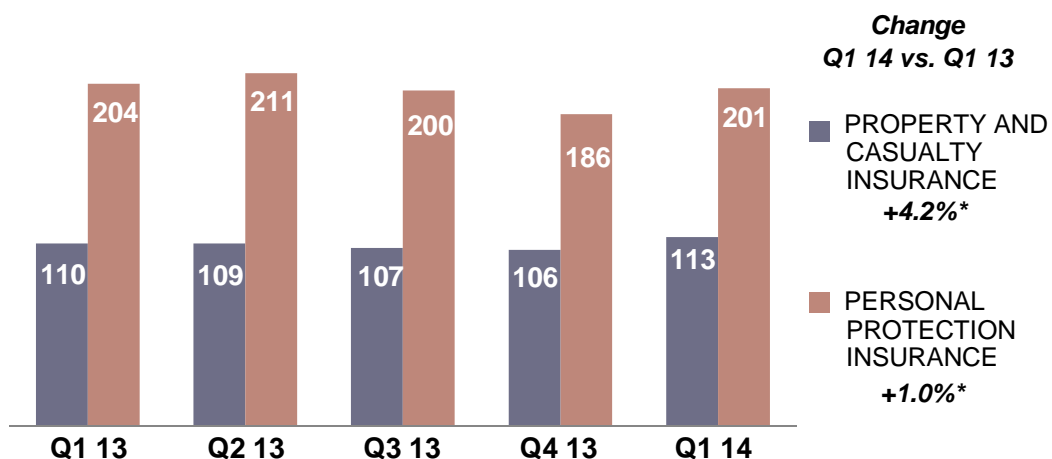
MAR.14

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

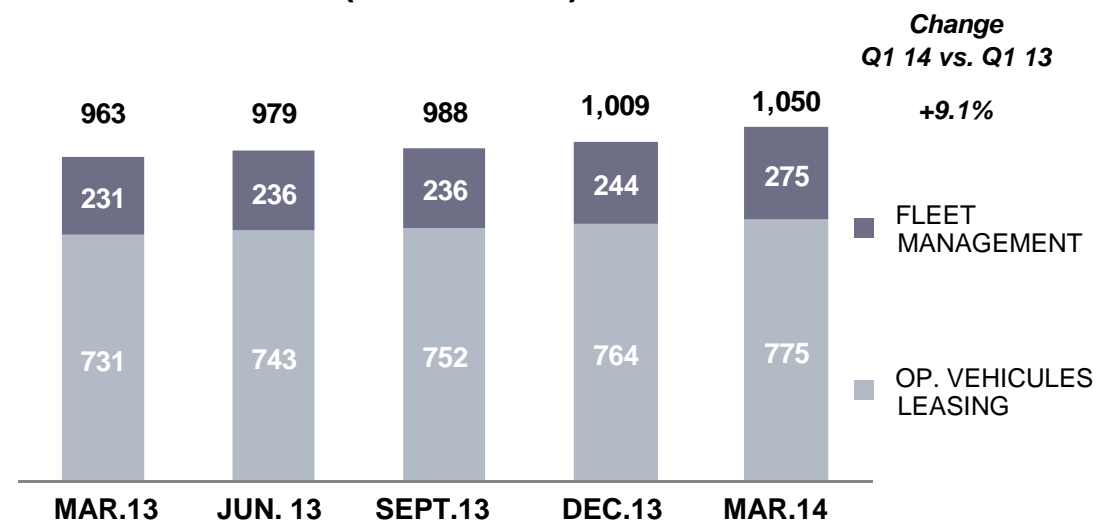
(1) Excluding factoring

FINANCIAL SERVICES TO CORPORATES AND INSURANCE KEY FIGURES

**Premiums
(In EUR bn)**



**Number of vehicles
(in thousands)**



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

QUARTERLY RESULTS

	Global Markets (1)			Financing and Advisory			Asset & Wealth Management			Securities Services and Brokerage			Total Global Banking and Investor Solutions			
	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Change
Net banking income	1,373	1,243	-8%*	475	455	-4%*	264	261	+3%*	155	168	+9%*	2,266	2,127	-6%	-5%*
Operating expenses (1)	(808)	(799)	-0%*	(308)	(304)	-0%*	(206)	(204)	+4%*	(148)	(158)	+7%*	(1,469)	(1,465)	-0%	+1%*
Gross operating income	565	444	-19%*	167	151	-10%*	58	57	-0%*	7	10	+50%*	797	662	-17%	-15%*
Net cost of risk	(31)	(10)	-68%*	(43)	(43)	-1%*	4	(1)	+24%*	(1)	0	-100%*	(71)	(54)	-24%	-29%*
Operating income	534	434	-16%*	124	108	-13%*	62	56	-1%*	6	10	+63%*	726	608	-16%	-14%*
Net profits or losses from other assets	(0)	1		3	0		0	0		1	(1)		5	0		
Net income from companies accounted for by the equity method	0	0		0	0		28	27		0	(2)		29	25		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		0	0		
Income tax	(153)	(116)		(19)	(14)		(14)	(14)		(3)	(5)		(189)	(149)		
Net income	381	319		109	94		76	69		5	2		571	484		
O.w. non controlling interests	4	3		(0)	1		0	1		0	(2)		4	3		
Group net income	378	316	-14%*	109	93	-14%*	76	68	-5%*	5	4	-20%*	567	481	-15%	-13%*
Average allocated capital	10,280	7,149		3,460	3,480		1,023	1,029		836	781		15,598	12,440		
C/l ratio	58.9%	64.3%		64.8%	66.8%		77.9%	78.2%		95.5%	94.0%		64.8%	68.9%		

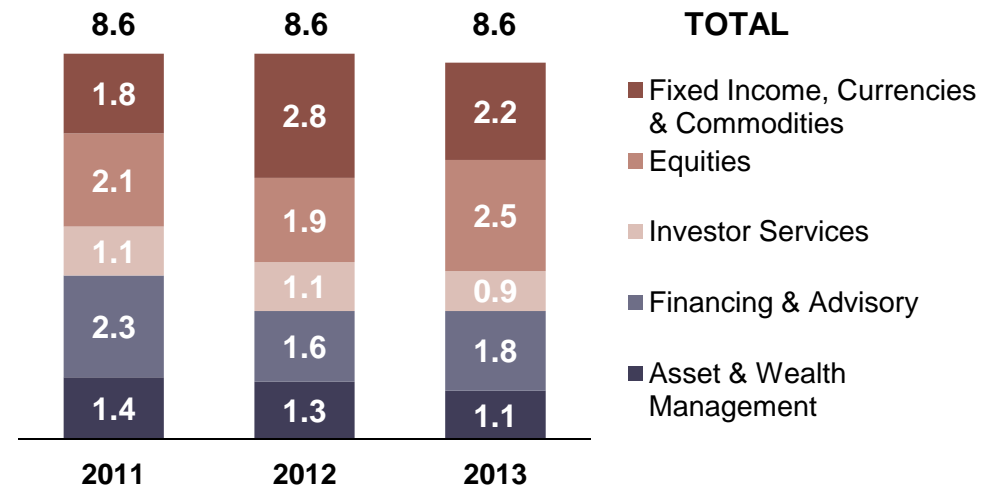
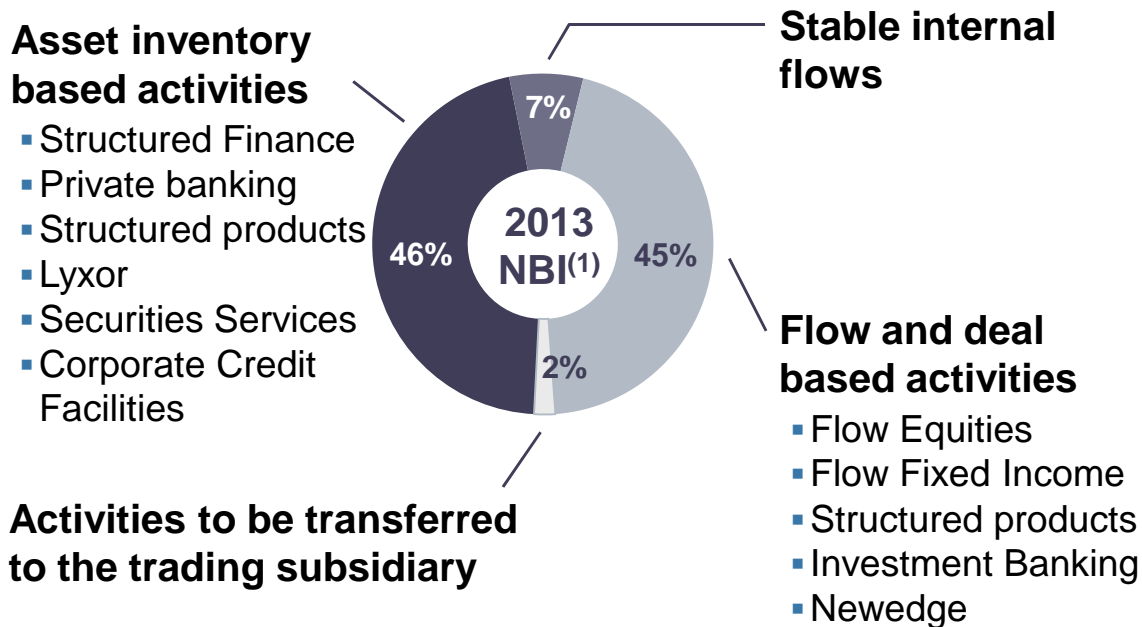
* When adjusted for changes in Group structure and at constant exchange rates

(1) Global Markets figures restated to include legacy assets

SOLID RECURRENT REVENUE BASE FROM CLIENT-ORIENTED ACTIVITIES

MIX GEARED TOWARDS ACTIVITIES WITH STABLE REVENUES

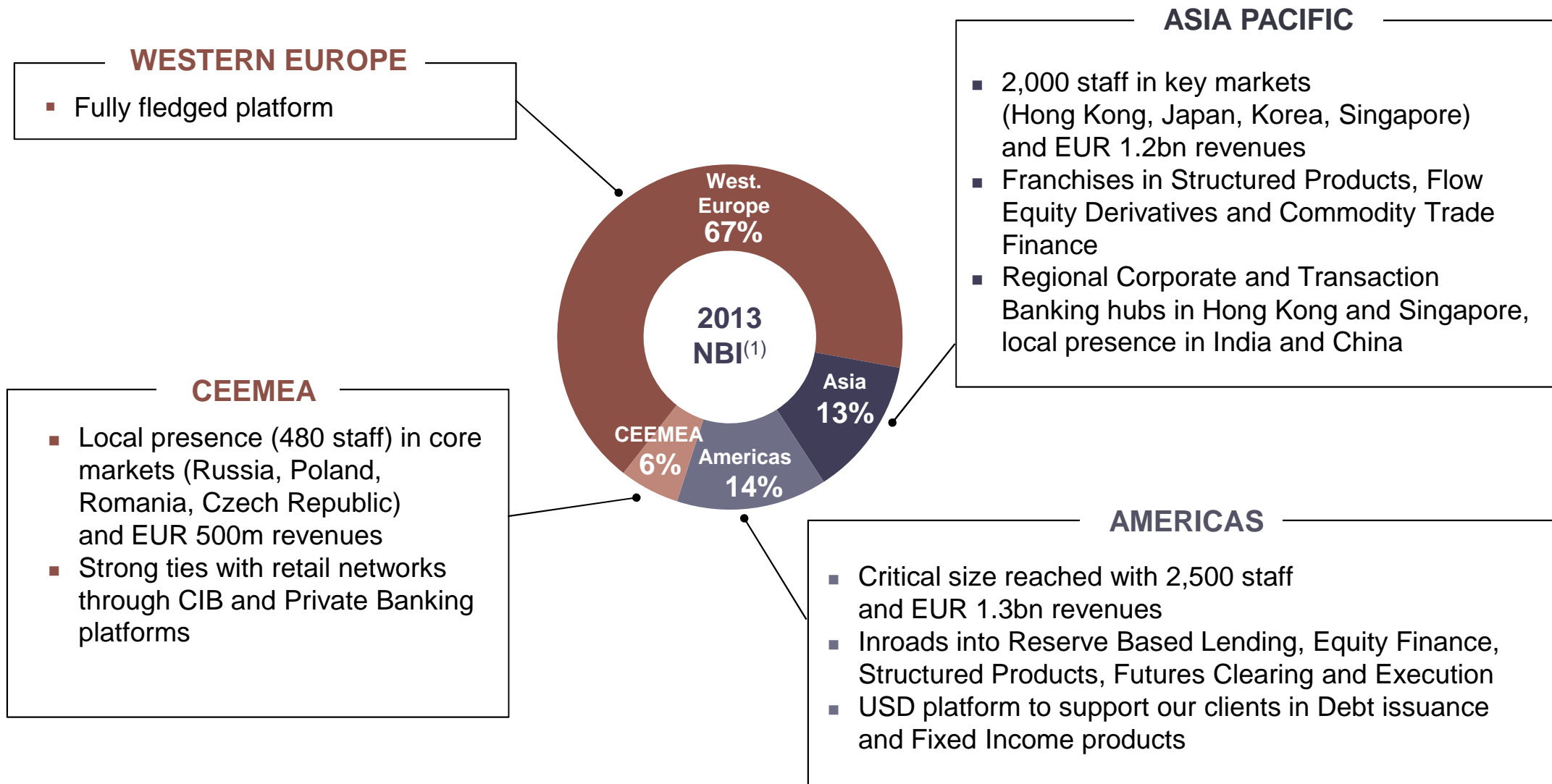
RESULTING IN A REMARKABLY RESILIENT REVENUE PROFILE⁽²⁾ (in EUR bn)



(1) Management information, allocation based on dominant revenue profile of each activity

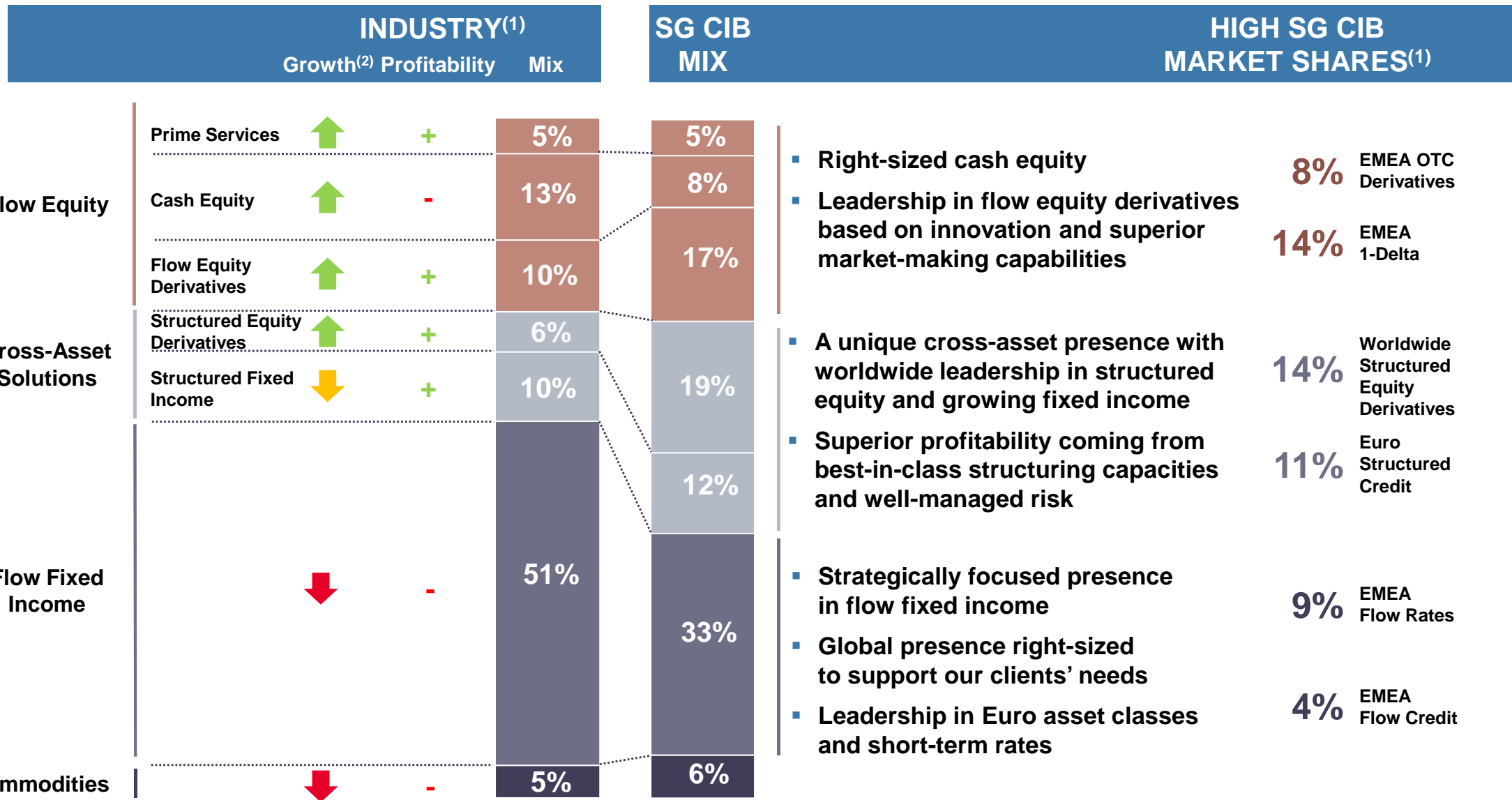
(2) Excluding legacy assets, using proportional consolidation at 50% for Newedge

GEOGRAPHICAL FOOTPRINT ADAPTED TO OUR CLIENTS' NEEDS



(1) Newedge at 100%. SG Private Banking excluding Asia

GLOBAL MARKETS: BUSINESS MIX KEY TO PROFITABILITY



(1) Source: Oliver Wyman 2013
 (2) NBI evolution 2013/2012

2016 FINANCIAL TARGETS

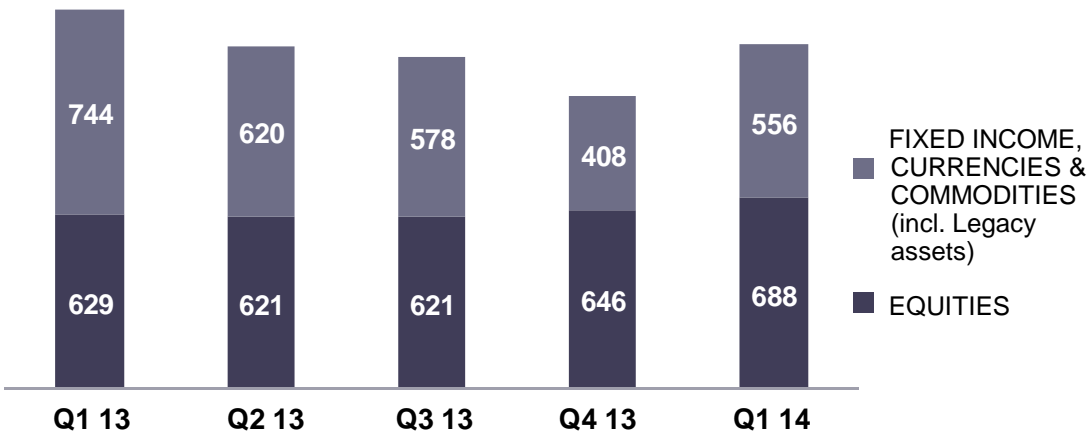
		NBI (in EUR bn)	CAGR ⁽¹⁾	Cost/ Income	Post-tax ROE
> Global Markets & Investor Services	Global Markets	4.9	+1%	ca. 65%	16%
	Investor Services	1.3	+12% ⁽²⁾	ca. 90%	ca. 13%
> Financing & Advisory		2.4	+8%	<60%	13%
> Asset & Wealth Management		1.1	+4%	75%	>25%
GBIS TARGETS		9.7	+3%	68%	15%

(1) 2013 figures excluding non recurring items (SGSS impairment of goodwill, impact of transaction with EU Commission, CVA/DVA, Lehman claim recovery and loss on tax claim) and legacy assets. Newedge at 100%, SG Private Banking excluding Asia

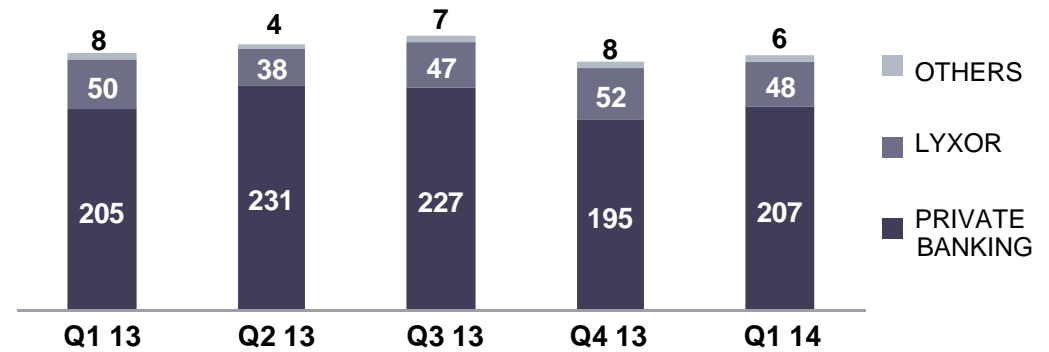
(2) Taking into account contribution of 50% of Newedge bolt on acquisition and subsequent turnaround to NBI growth. NBI at constant perimeter: +2% CAGR

KEY FIGURES

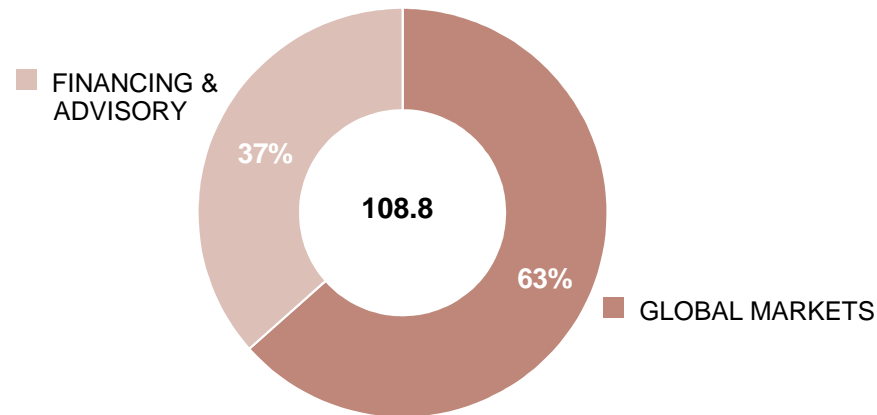
Global Markets revenues
(in EUR m)



Asset & Wealth Management revenues
(in EUR m)

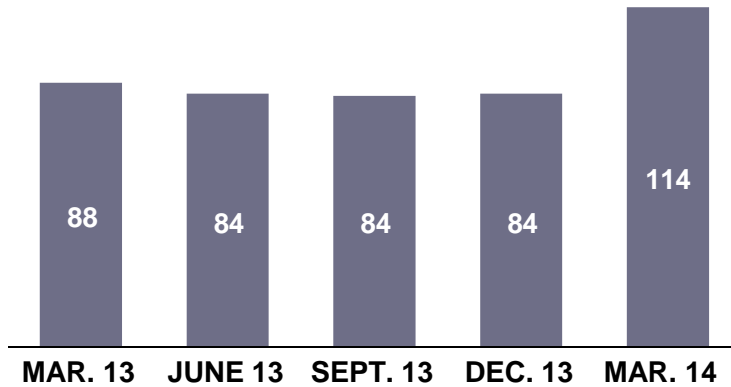


CIB RWAs
(in EUR bn)

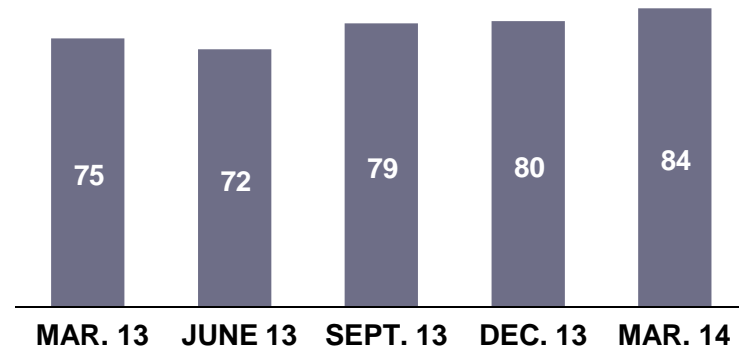


KEY FIGURES

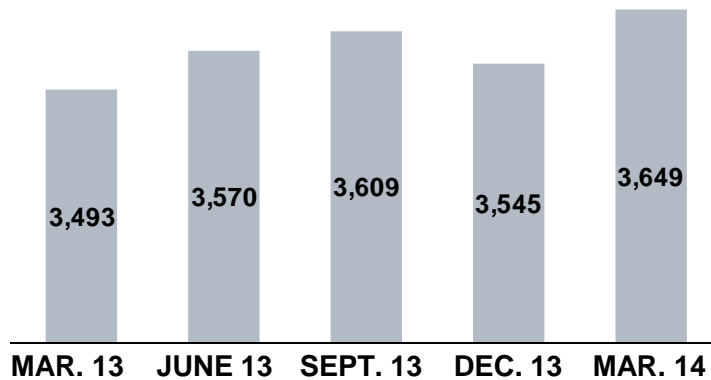
Private Banking: Assets under management⁽¹⁾
(in EUR bn)



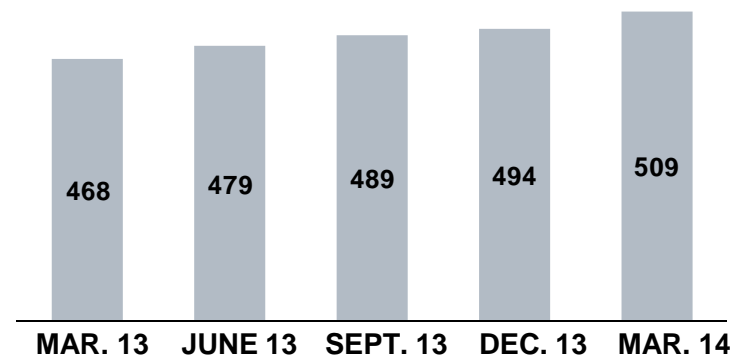
Lyxor: Assets under management⁽²⁾
(in EUR bn)



Securities Services: Assets under custody
(in EUR bn)



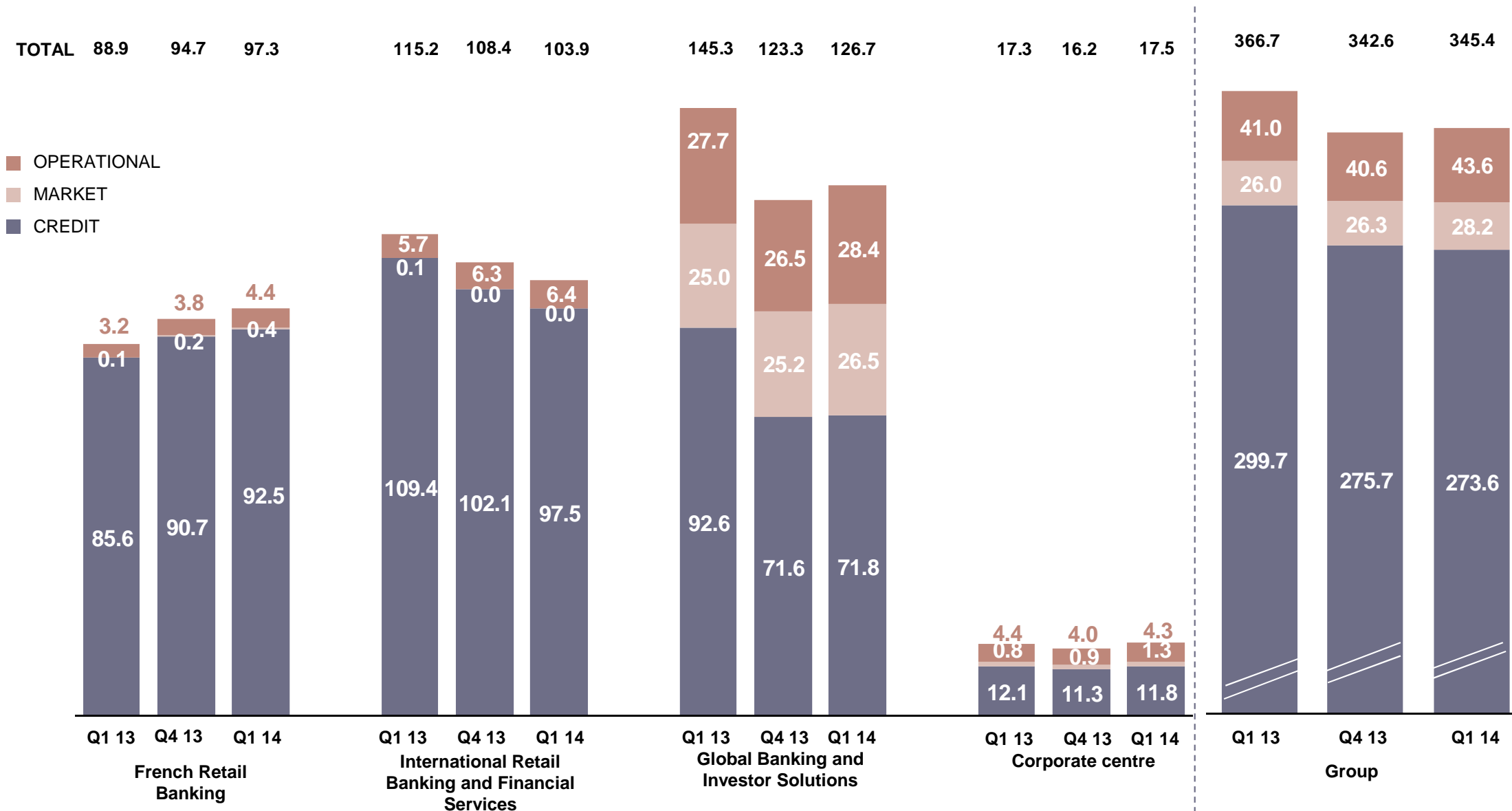
Securities Services: Assets under administration
(in EUR bn)



(1) Including new Private Banking set-up in France as from 1st Jan. 2014

(2) Including SG Fortune

RISK-WEIGHTED ASSETS* (CRR/CRD 4, in EUR bn)



* Includes the entities reported under IFRS 5 until disposal

GIIPS SOVEREIGN EXPOSURES⁽¹⁾Net exposures⁽²⁾ (in EUR bn)

	31.03.2014			31.12.2013		
	Total	Dont positions en banking	Dont positions en trading	Total	Dont positions en banking	Dont positions en trading
Grèce	0.0	0.0	0.0	0.0	0.0	0.0
Irlande	0.1	0.0	0.1	0.0	0.0	0.0
Italie	2.9	1.0	1.9	2.3	0.9	1.4
Portugal	0.2	0.0	0.2	0.1	0.0	0.1
Espagne	1.7	1.1	0.5	1.9	0.8	1.1

(1) Methodology defined by the European Banking Authority (EBA) for the European bank capital requirements tests as of 3rd October 2012

(2) Perimeter excluding direct exposure to derivatives
 Banking book, net of provisions at amortised cost adjusted with accrued interests, premiums and discounts
 Trading Book, net of CDS positions (difference between the market value of long positions and that of short positions)

INSURANCE SUBSIDIARIES' EXPOSURES TO GIIPS SOVEREIGN RISK

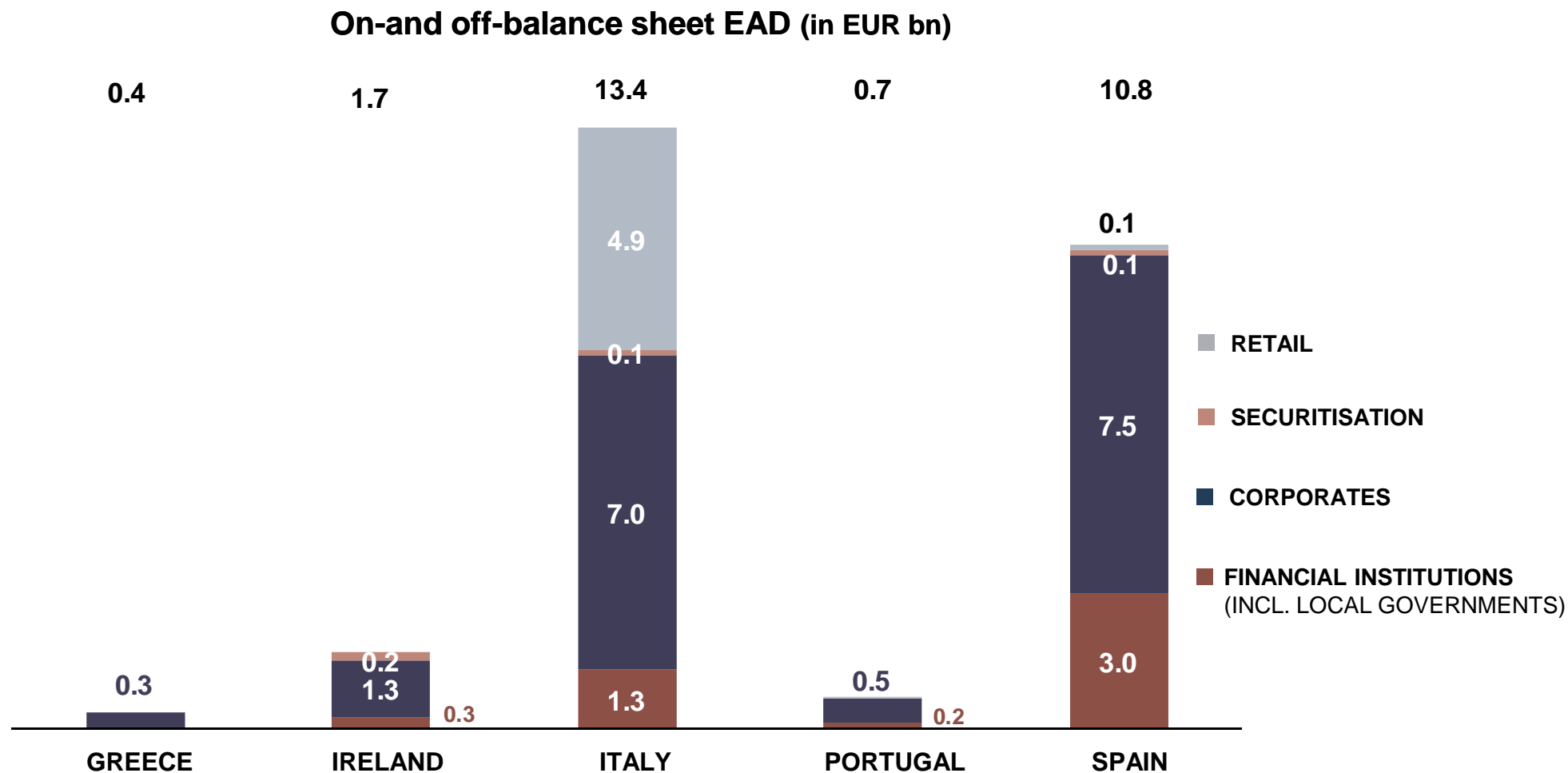
Exposures in the banking book (in EUR bn)

	31.03.2014		31.12.2013	
	Gross exposure (1)	Net exposure (2)	Gross exposure (1)	Net exposure (2)
Greece	0.0	0.0	0.0	0.0
Ireland	0.4	0.0	0.4	0.0
Italy	2.3	0.1	2.3	0.1
Portugal	0.0	0.0	0.0	0.0
Spain	1.3	0.1	1.3	0.1

(1) Gross exposure (net book value) excluding securities guaranteed by Sovereigns

(2) Net exposure after tax and contractual rules on profit-sharing

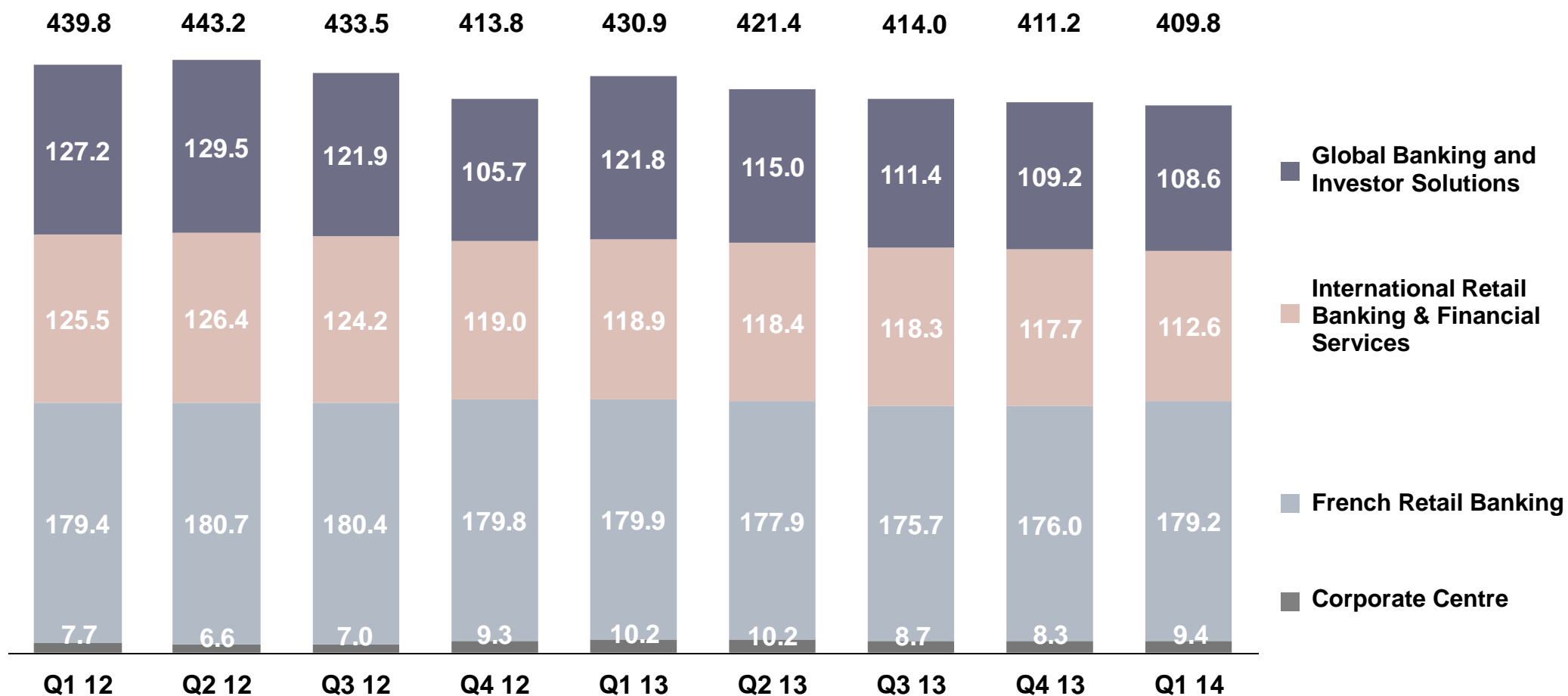
GROUP EXPOSURE TO GIIPS NON SOVEREIGN RISK⁽¹⁾



(1) Based on EBA July 2011 methodology.

CHANGE IN GROSS BOOK OUTSTANDINGS*

End of period in EUR bn



* Customer loans; deposits and loans due from banks and leasing
Excluding entities reported under IFRS 5, notably Geniki and TCW since Q3 12, and NSGB since Q4 12

CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

<i>In EUR bn</i>	31 Dec.13	31 Mar.14
Shareholder equity group share	51.0	51.1
Deeply subordinated notes*	(6.6)	(6.6)
Undated subordinated notes*	(0.4)	(0.4)
Dividend to be paid & interest on subordinated notes	(0.9)	(1.1)
Goodwill and intangibles	(7.4)	(6.8)
Non controlling interests	2.8	2.6
Deductions and other prudential adjustments**	(4.3)	(4.0)
Common Equity Tier One capital	34.3	34.9
Additional Tier 1 capital	6.0	6.0
Tier 1 capital	40.3	40.8
Tier 2 capital	5.7	5.6
Total Capital (Tier 1 and Tier 2)	46.0	46.5
RWA	342.6	345.4
Common Equity Tier 1 ratio	10.0%	10.1%
Tier 1 ratio	11.8%	11.8%
Total Capital ratio	13.4%	13.5%

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

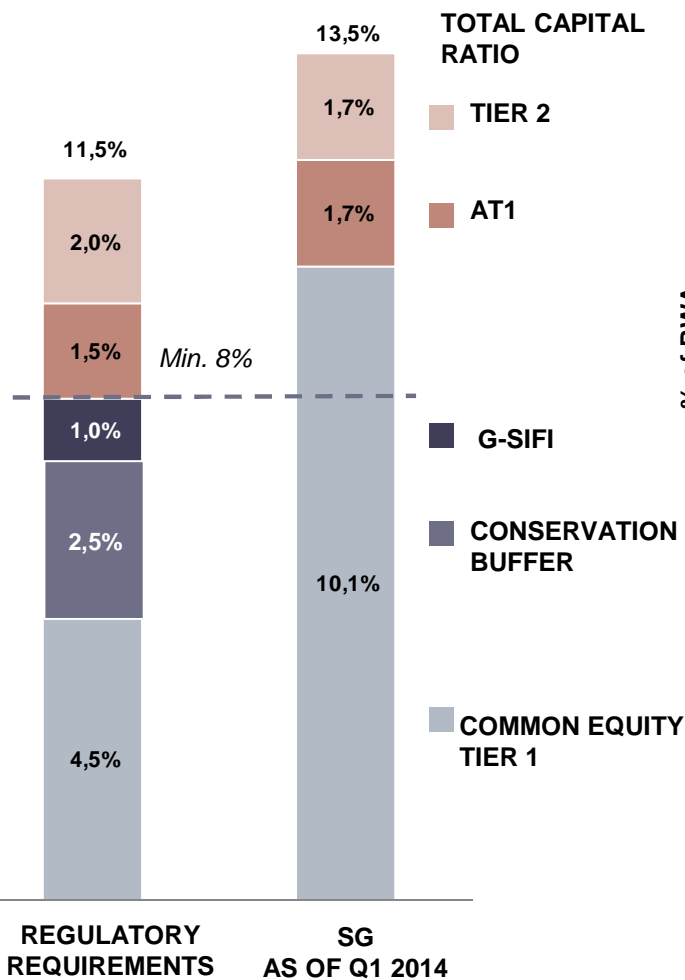
* Excluding issue premiums on deeply subordinated notes and on undated subordinated notes

** Fully loaded deductions

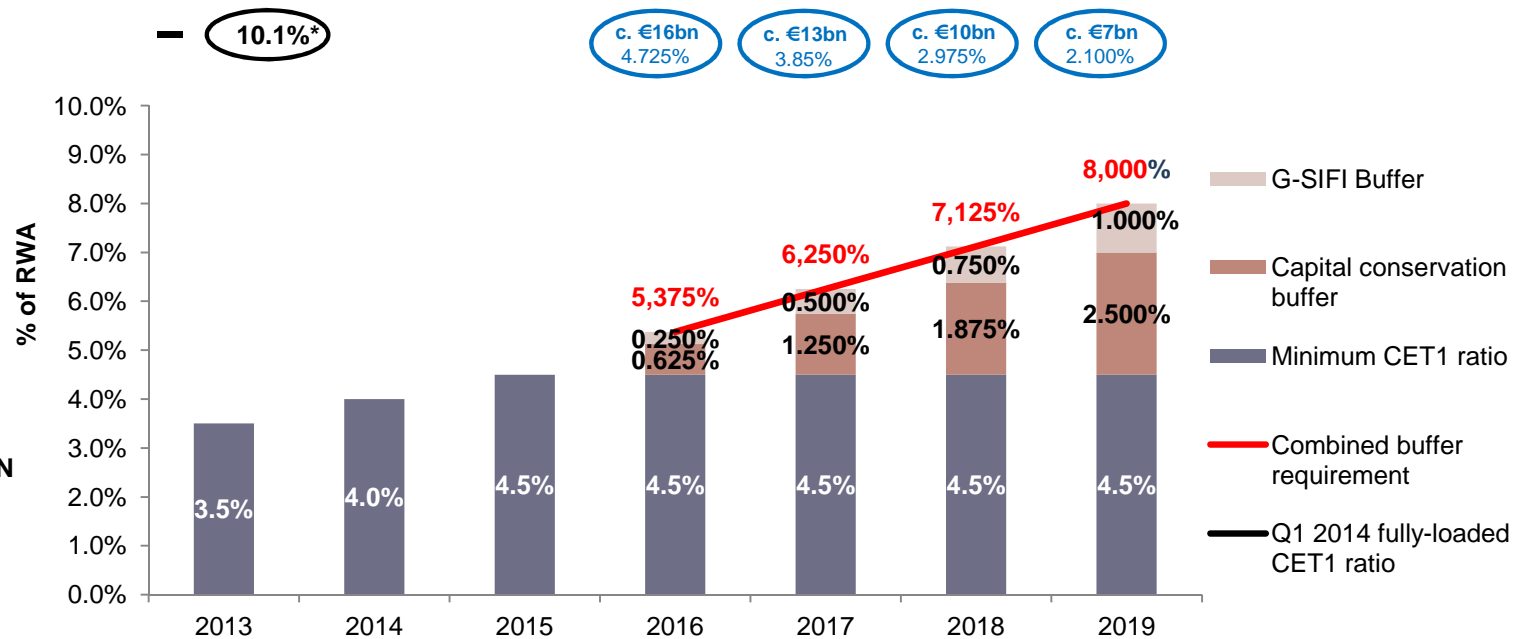
NB. The ratios above do not take into account the AT1issuance of April 2014

CAPITAL REQUIREMENT AND MDA

CRR/CRD4 Capital ratios



Buffer to coupon restrictions, using the reported 10.1% Q1 2014 fully-loaded CET1 ratio vs. Combined buffer requirement**



SG has built up a comfortable buffer to mitigate the risk of restrictions on payments of interests on AT1

* CET1 Basel 3 fully-loaded, as reported in Q1 14, does not consist in any form of guidance or expected CET1 ratio going forward

** Based on the reported Q1 14 fully-loaded CET1 ratio & RWA. Buffer should be calculated on the phased-in CET1 ratio

CRR LEVERAGE RATIO

CRR Leverage ratio⁽¹⁾

<i>In EUR bn</i>	31 Mar.14
Tier 1 capital	40.8
Total IFRS Balance sheet	1,266
Adjustement related to derivatives exposures	(49)
Adjustement related to securities financing transactions *	(180)
Off-balance sheet (loan and guarantee commitments)	128
Technical and prudential adjustments (Tier 1 capital prudential deductions)	9
Leverage exposure	1,174
CRR leverage ratio	3.5%

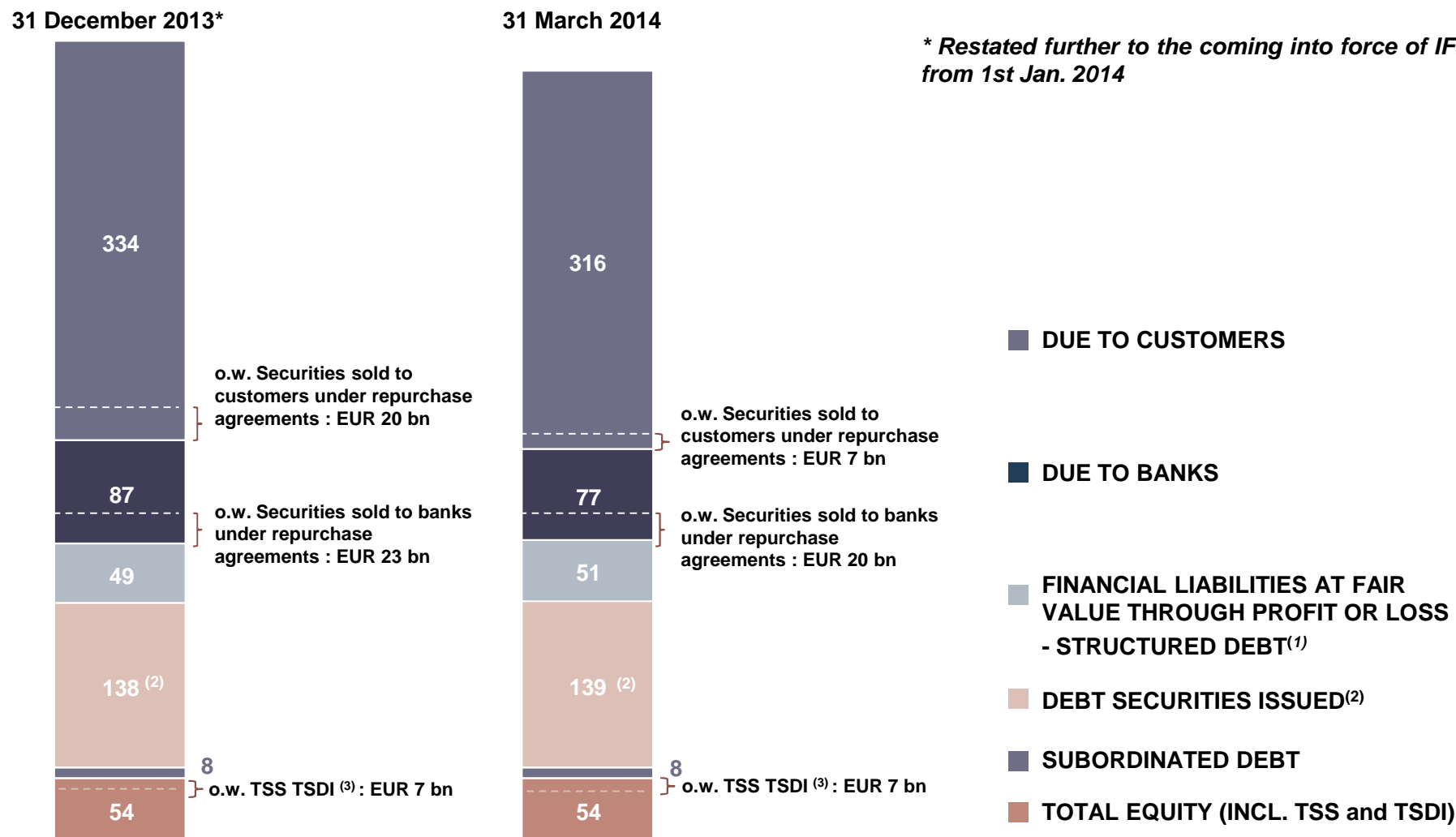
(1) Fully loaded proforma based on CRR rules as published on 26th June 2013

NB. The ratios above do not take into account the AT1 issuance of April 2014

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

The figures reported above do not reflect new rules published by the Basel committee in January 2014. These new rules have no significant impact on the ratio.

DETAILS ON GROUP FUNDING STRUCTURE



(1) o.w. : debt securities issued reported in the trading book and debt securities issued measured using fair value option through P&L

(2) o.w. SGSCF: EUR 8.5bn; SGSFH: EUR 7.9bn; CRH: EUR 6.7bn, securitisation: EUR 2.2bn, conduits: EUR 6.3bn at end-March 2014 (and SGSCF: EUR 8.5bn; SGSFH: EUR 7.9bn; CRH: EUR 7.3bn, securitisation: EUR 2.4bn, conduits: EUR 6.7bn at end 2013)

(3) TSS, TSDI: deeply subordinated notes, perpetual subordinated notes

NON ECONOMIC AND OTHER RESTATED ITEMS

Q1 14	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*	(158)				(104)	Corporate Centre
Accounting impact of DVA*	5				3	Group
Accounting impact of CVA (stock effect)	52				37	Group
Impairment & capital losses			(525)		(525)	International Retail Banking and Financial Services
TOTAL	(101)				(589)	Group

Q1 13	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*	(1 045)				(685)	Corporate Centre
Accounting impact of DVA*	383				251	Group
Accounting impact of CVA (stock effect)	(463)				(307)	Group
Capital gain on NSGB disposal			417		377	Corporate Centre
TOTAL	(1 125)				(364)	Group

* non economic items

LEADING FRANCHISES WITH RECOGNISED EXPERTISE: BANKS & INSURANCE

	Q1 13	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Legacy assets		(10)	(18)		(35)	(45)	Global Banking and Investor Solutions
Revaluation of own financial liabilities		(1,045)				(685)	Corporate Centre
Capital gain on NSGB disposal				417		377	Corporate Centre
Adjustment on TCW disposal				24		21	Corporate Centre
Accounting impact of CVA / DVA		(64)				(45)	Global Banking and Investor Solutions
Accounting impact of CVA / DVA		(14)				(9)	French Retail Banking
Accounting impact of CVA / DVA		(2)				(2)	International retail Banking and Financial Services
Provision for disputes					(100)	(100)	Corporate Centre
TOTAL		(1,135)				(488)	Group

INVESTOR RELATIONS TEAM

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