

# PRESENTATION TO DEBT INVESTORS

---

1st quarter 2019 | May 2019

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

# DISCLAIMER

---

*The information contained in this document (the “Information”) has been prepared by the Societe Generale Group (the “Group”) solely for informational purposes. The Information is proprietary to the Group and confidential. This presentation and its content may not be reproduced or distributed to any other person or published, in whole or in part, for any purpose without the prior written permission of Societe Generale.*

*The Information is not an offer to buy or sell or a solicitation of an offer to buy or sell any security or instrument or to participate in any trading strategy, and does not constitute a recommendation of, or advice regarding investment in, any security or an offer to provide, or solicitation with respect to, any securities-related services of the Group. This presentation is information given in a summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. Investors should consult the relevant offering documentation, with or without professional advice when deciding whether an investment is appropriate.*

*This presentation contains forward-looking statements relating to the targets and strategies of the Societe Generale Group. These forward-looking statements are based on a series of assumptions, both general and specific, in particular the application of accounting principles and methods in accordance with IFRS (International Financial Reporting Standards) as adopted in the European Union, as well as the application of existing prudential regulations. These forward-looking statements have also been developed from scenarios based on a number of economic assumptions in the context of a given competitive and regulatory environment. The Group may be unable to:*

*-anticipate all the risks, uncertainties or other factors likely to affect its business and to appraise their potential consequences;*

*-evaluate the extent to which the occurrence of a risk or a combination of risks could cause actual results to differ materially from those provided in this document and the related presentation.*

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

*Other than as required by applicable law, Societe Generale does not undertake any obligation to update or revise any forward-looking information or statements information, opinion, projection, forecast or estimate set forth herein.*

*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.*

*Investors are advised to take into account factors of uncertainty and risk likely to impact the operations of the Group when considering the information contained in such forward-looking statements.*

*The financial statements presented for the quarter ending March 31<sup>st</sup> 2019 was examined by the Board of Directors on May 2<sup>nd</sup> 2019 and has been prepared in accordance with IFRS as adopted by the European Union and applicable at this date. Figures in this presentation are unaudited. The consolidated financial statements for the first quarter 2019 does not constitute 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 complete consolidated financial statements for the year ended December 31<sup>st</sup> 2019.*

*By receiving this document or attending the presentation, you will be deemed to have represented, warranted and undertaken to (i) have read and understood the above notice and to comply with its contents, and (ii) keep this document and the Information confidential.*

# 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



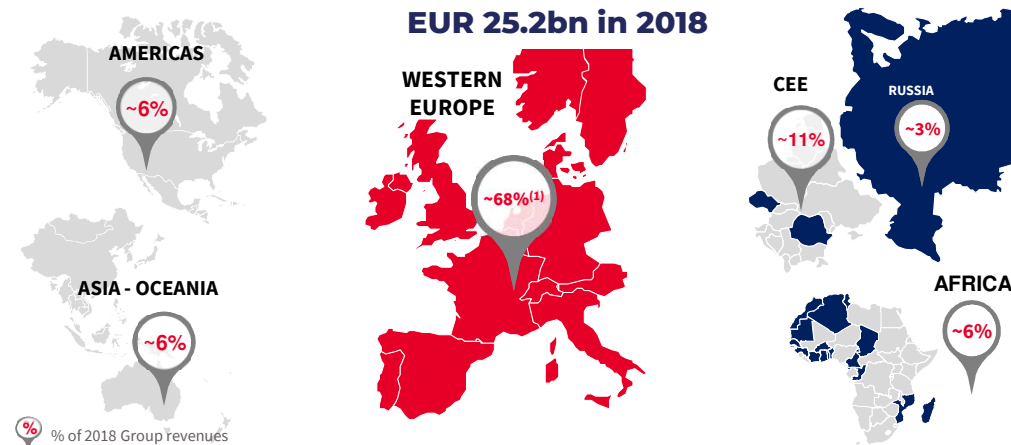
- International Retail: (BRD) #3 in Romania, (KB) #3 in Czech Republic, (SG Russia) #2 private bank by loans in Russia
- Insurance: #5 Bankinsurance in France
- Financial Services: (ALD) #1 Full service leasing in Europe, Equipment Finance #1 in Europe
- Presence in Africa as a differentiating factor



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

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

EUR 25.2bn in 2018

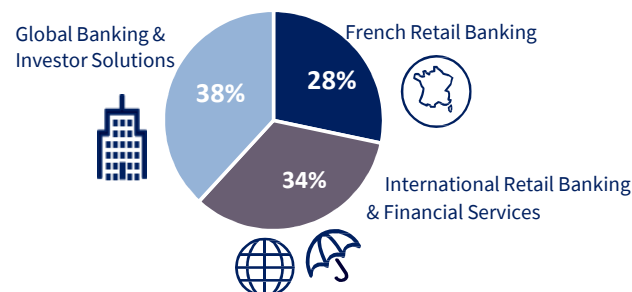


Presence in **SELECTED WHOLESALE MARKETS** for our core clients  
**CONNECTING WITH EUROPE**

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

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

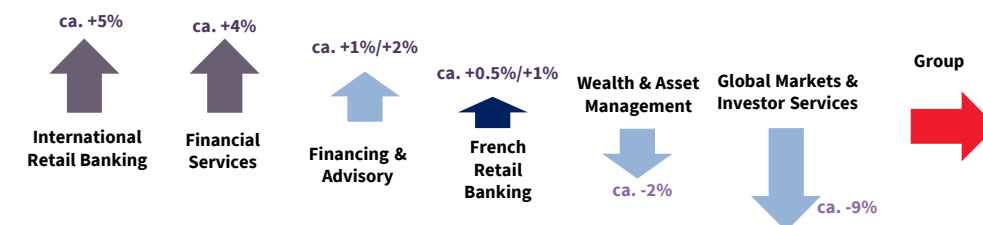
## BALANCED RWA ALLOCATION<sup>(3)</sup> THROUGH BUSINESSES



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

## DISCIPLINED AND SELECTIVE CAPITAL ALLOCATION

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



PRESENTATION TO DEBT INVESTORS MAY 2019

# **1 Q1 19 GROUP PERFORMANCE**

---

# Q1 19 KEY HIGHLIGHTS



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

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

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

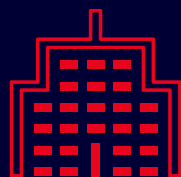
EUR 4.3 bn, +2.9%  
(+1.3% excluding IFRIC 21  
linearisation)

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

EUR 1.0 bn

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

8.4%



## ADAPTING STRATEGY IN GLOBAL BANKING AND INVESTOR SOLUTIONS

Refocusing market  
activities

Executing a new cost  
cutting plan



## STRONG RISK PROFILE

Low cost of risk (21bp)

Decrease in NPL ratio  
(3.5%)

Almost 60% of funding  
program already  
achieved



## ON TRACK TO DELIVER OUR CAPITAL TRAJECTORY

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

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

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

(1) Underlying data. See supplement.

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

# Q1 19 GROUP PERFORMANCE



## FRENCH RETAIL BANKING

### Revenues

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

vs. Q1 18

Net interest margin increasing vs. Q4 18

Stable service fees despite French banking industry measures

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

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

**10.4%**

## INTERNATIONAL RETAIL BANKING

### Revenues

**+8.3%\***

vs. Q1 18

Solid commercial momentum across geographical regions

Positive jaws effect

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

**15.7%**

## INSURANCE AND FINANCIAL SERVICES

### Revenues

**+3.8%\***

vs. Q1 18

Sustained organic growth

Further improved profitability

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

**20.5%**

## GLOBAL BANKING AND INVESTOR SOLUTIONS

### Revenues

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

vs. Q1 18

Strong performance of Financing and Advisory

Resilient Global Markets in a still challenging environment

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

**8.0%**

## CORPORATE CENTRE

**EUR -113 m**

Gross operating income

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

**EUR -207 m**

Group net income

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

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

(2) Excluding PEL/CEL provision

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

# STRONG RISK PROFILE AND CULTURE



## WELL MANAGED CREDIT RISK

HIGH ORIGATION 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 3.5%**

vs. 5.0% in March 16

\*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

# STRONG RISK PROFILE

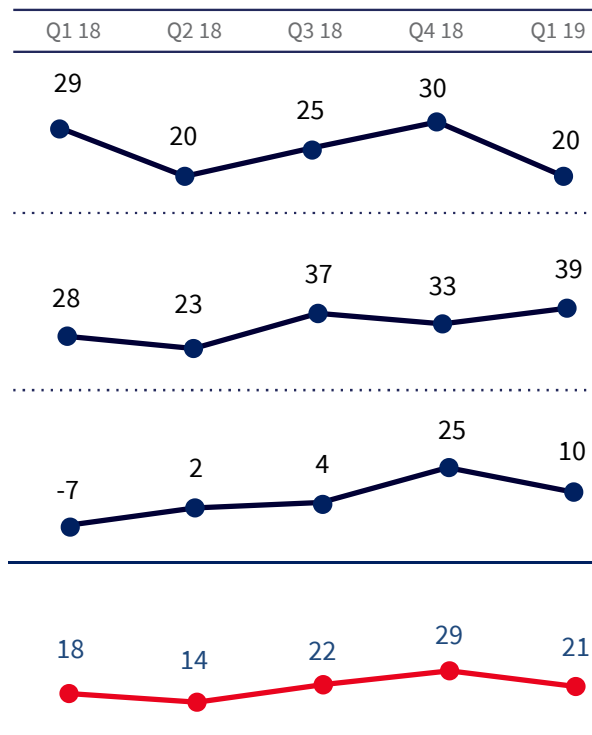
## FRENCH RETAIL BANKING

## INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

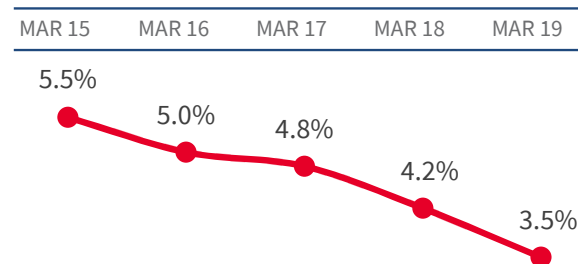
## GLOBAL BANKING AND INVESTOR SOLUTIONS

## GROUP

\_Cost of risk<sup>(1)</sup> (in bp)



## NON-PERFORMING LOANS RATIO



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

In EUR bn	31/03/2019	31/12/2018	31/03/2018
Gross book outstandings*	502,4	501,2	482,1
Doubtful loans*	17,7	18,0	20,4
<b>Group Gross non performing loans ratio*</b>	<b>3,5%</b>	<b>3,6%</b>	<b>4,2%</b>
Stage 1 provisions	0,9	0,9	1,0
Stage 2 provisions	1,0	1,0	1,2
Stage 3 provisions	9,7	9,7	11,3
<b>Group Gross doubtful loans coverage ratio* (Stage 3 provisions / Doubtful loans)</b>	<b>55%</b>	<b>54%</b>	<b>55%</b>

(1) Outstandings at beginning of period. Annualised.

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

See: Methodology



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

EUR 6.2 bn, -1.6% vs. Q1 18

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

EUR 4.3 bn, +2.9% vs. Q1 18

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

EUR 1.0 bn, -16.1% vs. Q1 18

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

8.4% in Q1 19

# GROUP RESULTS

<i>In EUR m</i>	Q1 19	Q1 18	Change	
<b>Net banking income</b>	<b>6,191</b>	<b>6,294</b>	<b>-1.6%</b>	<b>-1.9%*</b>
<i>Underlying net banking income(1)</i>	<i>6,191</i>	<i>6,294</i>	<i>-1.6%</i>	<i>-1.9%*</i>
<b>Operating expenses</b>	<b>(4,789)</b>	<b>(4,729)</b>	<b>+1.3%</b>	<b>+1.3%*</b>
<i>Underlying operating expenses(1)</i>	<i>(4,345)</i>	<i>(4,223)</i>	<i>+2.9%</i>	<i>+2.9%*</i>
<b>Gross operating income</b>	<b>1,402</b>	<b>1,565</b>	<b>-10.4%</b>	<b>-11.4%*</b>
<i>Underlying gross operating income(1)</i>	<i>1,846</i>	<i>2,071</i>	<i>-10.8%</i>	<i>-11.6%*</i>
<b>Net cost of risk</b>	<b>(264)</b>	<b>(208)</b>	<b>+26.9%</b>	<b>+29.5%*</b>
<i>Underlying net cost of risk (1)</i>	<i>(264)</i>	<i>(208)</i>	<i>+26.9%</i>	<i>+29.5%*</i>
<b>Operating income</b>	<b>1,138</b>	<b>1,357</b>	<b>-16.1%</b>	<b>-17.4%*</b>
<i>Underlying operating income(1)</i>	<i>1,582</i>	<i>1,863</i>	<i>-15.0%</i>	<i>-16.0%*</i>
<b>Net profits or losses from other assets</b>	<b>(51)</b>	<b>1</b>	<b>n/s</b>	<b>n/s</b>
Income tax	(310)	(370)	-16.2%	-16.2%*
<b>Reported Group net income</b>	<b>631</b>	<b>850</b>	<b>-25.8%</b>	<b>-27.5%*</b>
<i>Underlying Group net income(1)</i>	<i>1,010</i>	<i>1,205</i>	<i>-16.1%</i>	<i>-17.4%*</i>
ROE	4.2%	6.3%		
ROTE	5.5%	7.4%		
<b>Underlying ROTE (1)</b>	<b>8.4%</b>	<b>10.9%</b>		

(1) Underlying data: adjusted for exceptional items and IFRIC 21 linearisation. See Methodology and Supplement p.27

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

# **2 CAPITAL AND LIQUIDITY**

---

# BALANCE SHEET RATIOS ABOVE REGULATORY REQUIREMENTS

	2018 requirements <sup>(2)</sup>	End-Q1 19 ratios <sup>(6)</sup>	2019 requirements <sup>(2),(3)</sup>		Target 2020
CET1	8.7%	11.7%	9.9%	✓	12%
Total Capital	12.2%	17.5%	13.4%	✓	
Leverage ratio	3.5%	4.2% <sup>(5)</sup>	3.5%	✓	4% - 4.5%
TLAC		25.2% (% RWA) 7.4% (% leverage)	19.5% (% RWA) 6.0% (% leverage)	✓	
MREL <sup>(1)</sup>	8% (% TLOF)	> 8% (% TLOF)	8% (% TLOF)	✓	
LCR	>100%	140% <sup>(4)</sup>	>100%	✓	>100%
NSFR	>100%	>100%	>100%	✓	>100%

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

(2) Excluding Pillar 2 Guidance add-on. Including countercyclical buffer. On 14 February 2019 the European Central Bank notified the level of additional requirement in respect of P2R for Societe Generale, which applies from 1 March 2019. This level stands at 1.75%. On 22 December 2017 the European Central Bank confirmed the level of additional requirement in respect of P2R for Societe Generale at 1.5%, which came into force as from 1st January 2018. Countercyclical buffer at 0.1% as of 31 December 2018.

(3) Requirements are presented as of today's status of regulatory discussions.

(4) Average on Q1 19

(5) Leverage ratio at 4.3% after taking into account the decision on 13 July 2018 of the General Court of the European Union on the exclusion of the outstandings of certain savings accounts centralised at the Caisse des Dépôts which requires the agreement of the ECB

(6) Taking into account the option of a dividend payment in shares subject to the approval by the Ordinary General Meeting on May 21<sup>st</sup>, 2019, taking into account the assumption of a 50% take-up

## CET1<sup>(1)</sup> AT 11.7%

Around 180bp over MDA threshold

## TLAC<sup>(3)</sup> RATIO: 25.2% OF RWA

Already meeting requirements

## AHEAD OF FUTURE MREL REQUIREMENTS

## LEVERAGE RATIO AT 4.2%<sup>(4)</sup>

## LIQUID ASSET BUFFER

EUR 177 bn at end-March 19

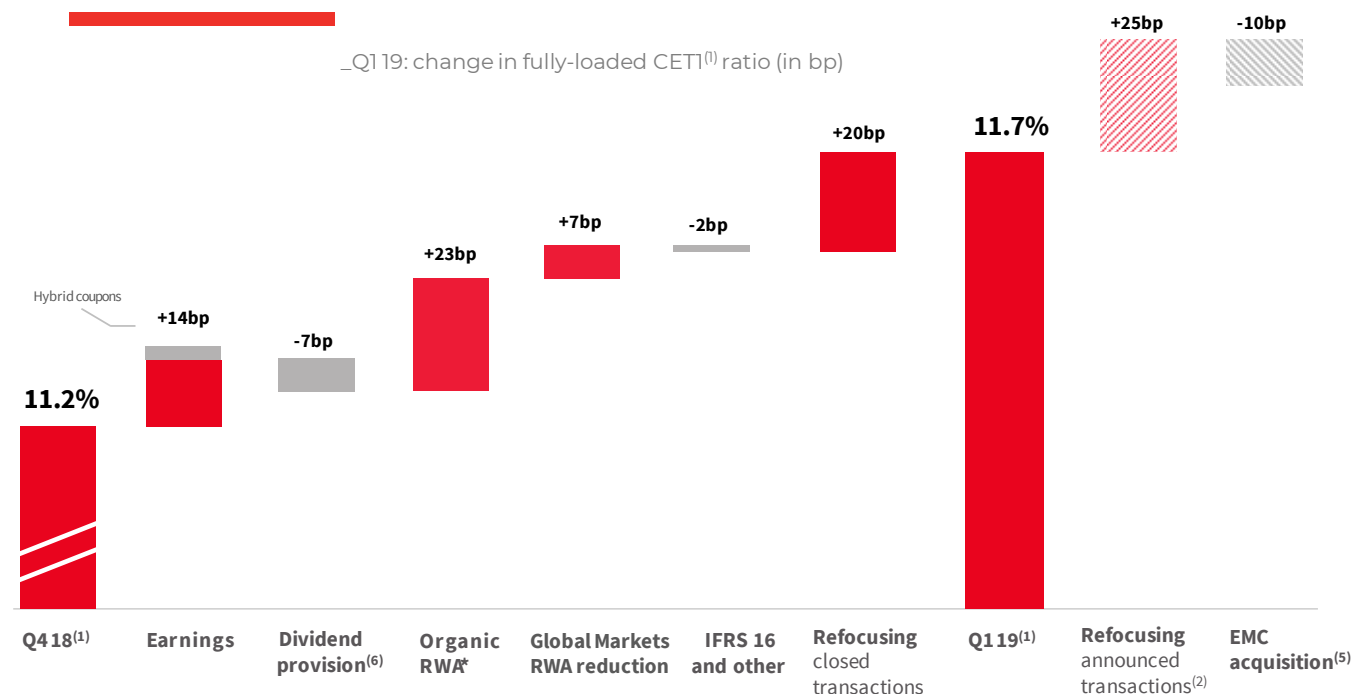
LCR AND NSFR above 100%

## ALMOST 60% OF FUNDING PROGRAM ALREADY ACHIEVED



**SOCIÉTÉ  
GÉNÉRALE**

# STRONG INCREASE IN CET1 COMFORTING OUR CAPABILITY TO REACH 12% TARGET



(1) Fully-loaded, based on CRR/CRD4 rules, including the Danish compromise for Insurance. Pro forma of scrip dividend for +24bp, subject to General Meeting of Shareholders' approval and assuming 50% take-up (excluding scrip effect, CET1 at 10.9% as at 31 December 2019 and 11.5% as at 31 March 2019). See Methodology.

(2) Estimated impact at signing date, excluding IFRS 5 impact

(3) Including 2.5% of Senior Preferred debt. Requirements without countercyclical buffer. Pro forma of scrip dividend.

(4) Pro forma of scrip dividend, unchanged without scrip effect and leverage ratio at 4.3% after taking into account the decision on 13 July 2018 of the General Court of the European Union on the exclusion of the outstandings of certain savings accounts centralised at the Caisse des Dépôts which requires the agreement of the ECB

(5) Commerzbank Capital Markets activities

(6) Corresponding to a 50% pay-out ratio

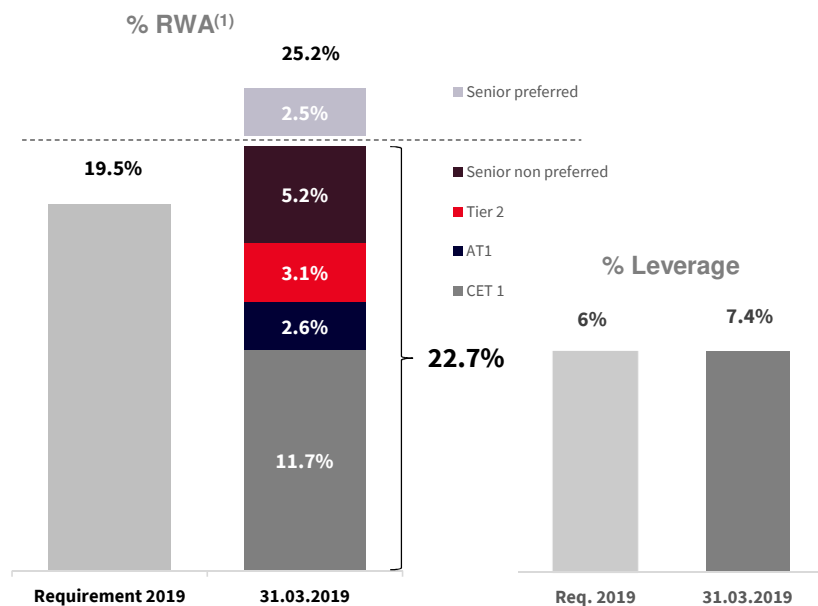
\* when adjusted for changes in Group structure and at constant exchange rates

# GROUP TLAC / MREL: ALREADY MEETING REQUIREMENTS WELL ADVANCED ON UPCOMING SUBORDINATION RULES

\_TLAC ratio

Already meeting requirements

The Group funding plan is not relying on the tolerance of Senior Preferred allowance for upcoming TLAC compliance

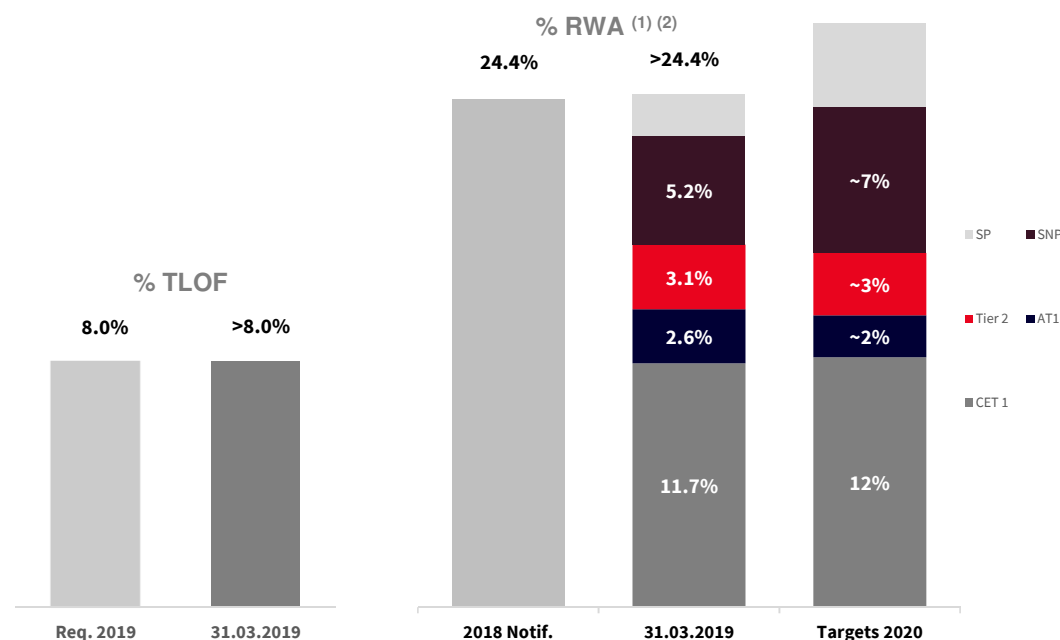


(1) Without countercyclical buffer

\_MREL ratio

Already meeting total requirements (notification received in June 2018)

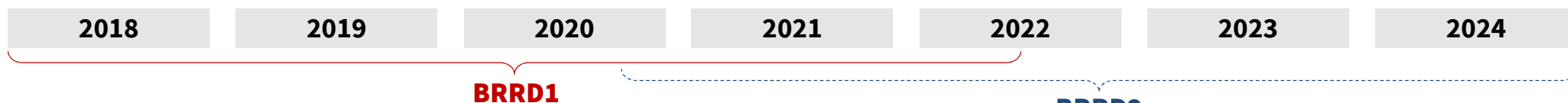
Subordination component expected to be framed by SRB in 2019 ; Group 2020 funding plans already in line with future requirements<sup>(3)</sup>



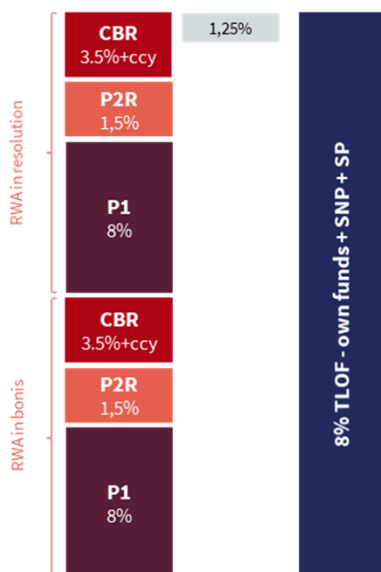
(2) Based on RWAs as of end-December 2016

(3) Based on our understanding of current texts

# PROGRESS ON THE EU PACKAGE FOR MREL



\_Current MREL Requirement  
8% TLOF (~24,36% based on 2016 B/S)

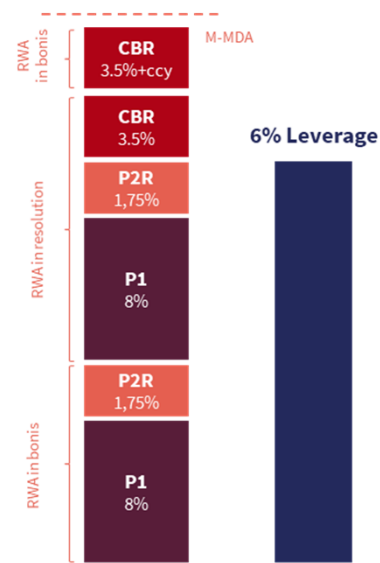


The MREL ratio is a minimum requirement for own funds and eligible liabilities that are available to absorb losses and recapitalise the bank according to the conditions stated in the Bank Recovery and Resolution Directive (BRRD)

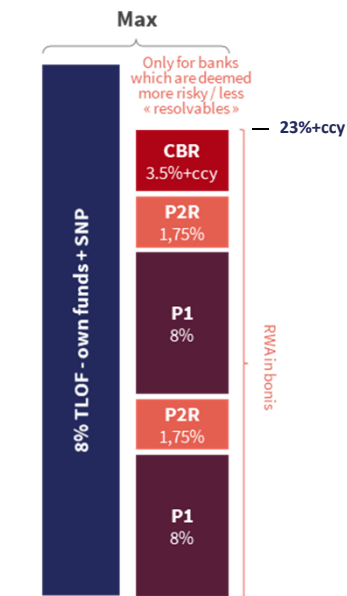
The 2019 policy on MREL is based on the current legislative framework ("BRRD1"). Going forward, banks' resolvability and MREL targets will be covered by the "Banking Package" (CRR2/BRRD2/SRMR2), recently agreed upon but not yet formally adopted by the co-legislators

Loss-absorbing instruments eligible for future MREL requirements<sup>(1)</sup> may include senior preferred debt on top of own funds and senior non preferred debt

\_Future Total MREL Requirements<sup>(1)</sup>  
[26%-27%] in 2024



\_Future MREL Subordination<sup>(1)</sup>



ccy = countercyclical buffer

(1) Based on our understanding of current texts and current requirements

Group 2020 funding plans consistent with future expected MREL requirements <sup>(1)</sup>

# GROUP LONG TERM FUNDING PROGRAMME

## Parent company 2019 funding programme similar to 2018

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









## As of 15 April 2019:

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

(1) Excluding structured notes

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

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

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

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

## 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

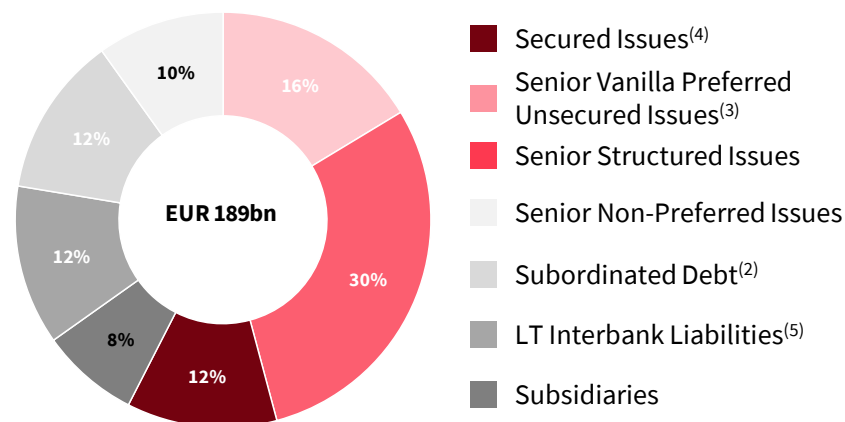
## Issuance by Group subsidiaries

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

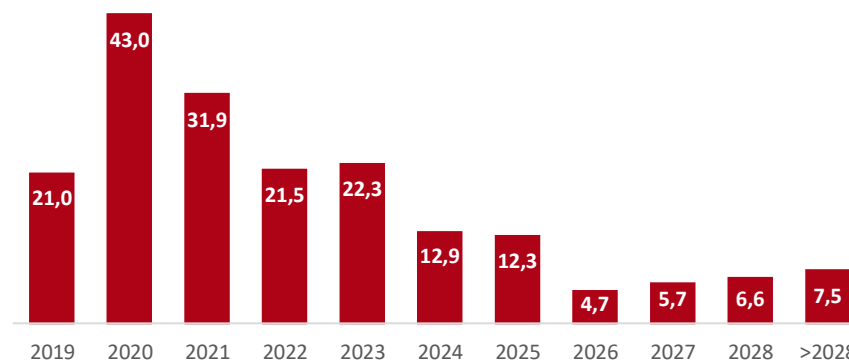
## Balanced amortisation schedule

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

31.03.2019



Amortisation schedule as of 31.03.2019, in EUR bn





# STRENGTHENED FUNDING STRUCTURE

## Very strong balance sheet

Stable loan to deposit ratio

High quality asset buffers

Comfortable LCR at 140% on average in Q1 19

NSFR above regulatory requirements

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

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

Excluding mandatory reserves for central bank deposits

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

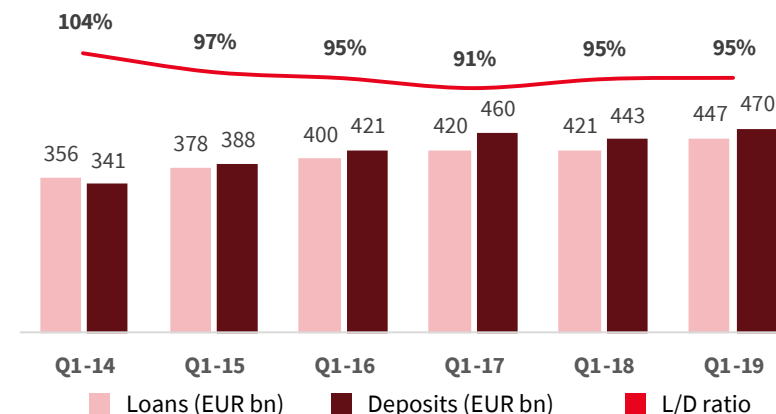
\* See Methodology. Q4 2018 data are presented according to IFRS 9 standard.

(1) Excluding mandatory reserves

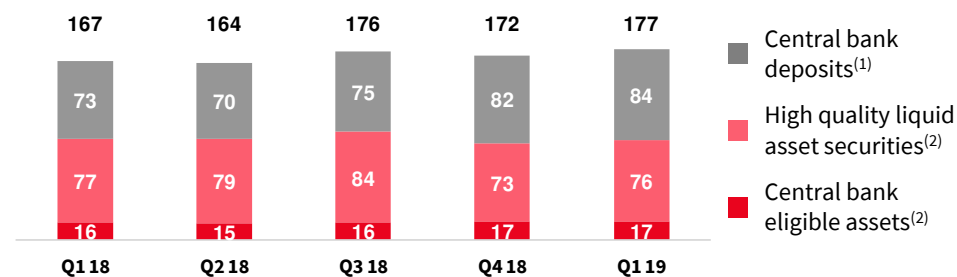
(2) Unencumbered, net of haircuts



## \_Loan to Deposit Ratio



## \_Liquid Asset Buffer (in EUR bn)



# CREDIT RATING OVERVIEW

## 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-in-able 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”

## \_Credit Rating as of May 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	A	Baa2	BBB+
Dated Tier 2 subordinated	n/a	A-	Baa3	BBB
Additional Tier 1	n/a	BB+	Ba2(hyb)	BB+





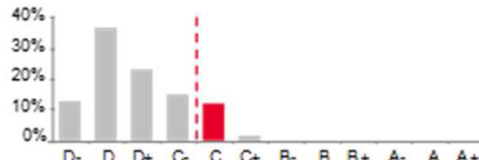
NB: The above statements are extracts from the rating agencies reports on SG and should not be relied upon to reflect the agencies opinion. Please refer to full rating reports available on Societe Generale and the agencies’ websites.

# SUSTAINABILITY RECOGNISED IN RATINGS

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

*“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**

	Rating	Position vs peers
	Rated <b>“A”</b>	
	Rating <b>75%</b> <b>“Outperformer”</b>	91 <sup>st</sup> Percentile
	Rated <b>C “Prime”</b> (above “Prime” threshold)	

# **3 BUSINESS PERFORMANCE**

---

## REVENUES

Q1 19 revenues<sup>(1)</sup> stable vs. Q4 18 (-3.2% vs. Q1 18)

**Net interest income**<sup>(1)</sup> increasing vs. Q4 18 (-3.3% vs. Q1 18)

**Fees** decreasing vs. Q1 18, with financial fees impacted by unsupportive market environment  
Stable service fees vs. Q1 18 despite impacts from French banking industry commitment measures

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

## COSTS UNDER CONTROL

Operating expenses up +0.4% vs. Q1 18

## LOW COST OF RISK

Cost of risk at 20bp (vs. 30bp in Q4 18)

## RESILIENT PROFITABILITY



# FRENCH RETAIL BANKING RESULTS

<i>In EUR m</i>	Q1 19	Q1 18	Change
Net banking income	1,916	2,008	-4.6%
<i>Net banking income excl. PEL/CEL</i>	<i>1,928</i>	<i>1,992</i>	<i>-3.2%</i>
Operating expenses	(1,486)	(1,480)	+0.4%
<b>Gross operating income</b>	<b>430</b>	<b>528</b>	<b>-18.6%</b>
<i>Gross operating income excl. PEL/CEL</i>	<i>442</i>	<i>512</i>	<i>-13.7%</i>
Net cost of risk	(94)	(134)	-29.9%
<b>Operating income</b>	<b>336</b>	<b>394</b>	<b>-14.7%</b>
<b>Reported Group net income</b>	<b>234</b>	<b>270</b>	<b>-13.3%</b>
RONE	8.3%	9.5%	
<b>Underlying RONE (2)</b>	<b>10.4%</b>	<b>10.8%</b>	

## Q1 19 RONE<sup>(2)</sup>: 10.4%

(1) Excluding PEL/CEL provision

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

# DEVELOPING BUSINESS INITIATIVES IN FRENCH RETAIL BANKING

## DEVELOPING INDIVIDUAL CORE CLIENT BASE

**+3%**

# of wealthy and mass affluent clients

**~1.8m**

Boursorama clients as of 31 March 2019 (+30%)



**INDIVIDUAL  
CLIENTS LOANS  
OUTSTANDINGS  
+3.0%**

## DEPLOYING CORPORATES & PROFESSIONALS SET UP

**15** Corners Pro and **1** XL Pro branch opened this quarter

**4** Business centres opened this quarter

**MEDIUM-TERM  
CORPORATE  
LOANS  
OUTSTANDINGS  
+6.3%**

## Private Banking

EUR 64.9 bn (+4.9%) AuM

EUR 1.2 bn Net inflows in Q1 19

## Life insurance

EUR 93.7 bn outstandings

EUR 515 m Net inflows in Q1 19

## P&C

Premium +4% vs. Q1 18

## Corporates

42 structured finance transactions  
completed in Q1 19

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES RESULTS

## GOOD REVENUE MOMENTUM

EUR 2,076 m (+6.8%\* vs. Q1 18)

## SUSTAINED HIGH OPERATING EFFICIENCY

Positive jaws effect of ca. 170bp\*

## COST OF RISK PROGRESSIVE NORMALISATION

39bp

## IMPROVED GROUP NET INCOME AND PROFITABILITY

despite perimeter effects and significant write-backs in Q1 18

<i>In EUR m</i>	Q1 19	Q1 18	Change	
Net banking income	2,076	1,989	+4.4%	+6.8%*
Operating expenses	(1,204)	(1,179)	+2.1%	+5.1%*
<b>Gross operating income</b>	<b>872</b>	<b>810</b>	<b>+7.7%</b>	<b>+9.3%*</b>
Net cost of risk	(128)	(91)	+40.7%	+46.6%*
<b>Operating income</b>	<b>744</b>	<b>719</b>	<b>+3.5%</b>	<b>+4.7%*</b>
Net profits or losses from other assets	1	4	-75.0%	-74.7%
<b>Reported Group net income</b>	<b>464</b>	<b>429</b>	<b>+8.2%</b>	<b>+9.7%*</b>
RONE	16.0%	15.1%		
<b>Underlying RONE (1)</b>	<b>17.6%</b>	<b>17.0%</b>		

**Q1 19 RONE<sup>(1)</sup>: 17.6%**

(1) Adjusted for IFRIC 21 linearisation

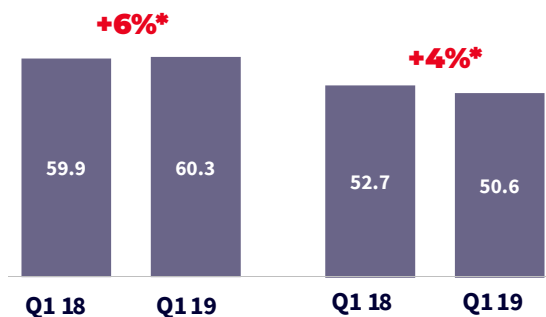
\* When adjusted for changes in Group structure and at constant exchange rates

# STRONG COMMERCIAL MOMENTUM ACROSS REGIONS IN INTERNATIONAL RETAIL BANKING

## EUROPE

\_Loan Outstandings  
(EUR bn)

\_Deposit Outstandings  
(EUR bn)



**Q1 19 Revenues up +7.9%\*** vs. Q1 18

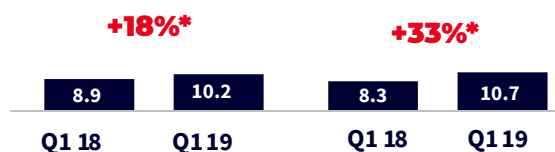
Solid Revenues growth in Czech Republic (+6%\*) and Romania (+9%\*) combining volume and spread effect

Strong revenue growth in Western Europe (+10%\*) mainly driven by car loans

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

\_Loan Outstandings  
(EUR bn)

\_Deposit Outstandings  
(EUR bn)



**Q1 19 Revenues up +12.5%\*** vs. Q1 18

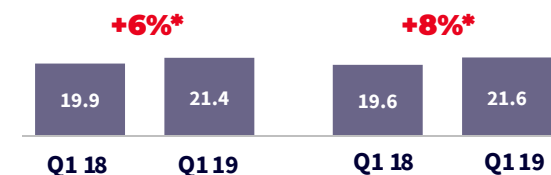
High level of loan production in retail segment (+25%) in a dynamic market

Growing retail client base with acceleration of penetration into premium segment

## AFRICA AND OTHER

\_Loan Outstandings  
(EUR bn)

\_Deposit Outstandings  
(EUR bn)



**Q1 19 Revenues up +6.7%\*** vs. Q1 18

Solid commercial momentum on retail segment

Strong deposit collection across all regions with a stable L/D ratio close to 100%

**Q1 19 GROUP NET INCOME EUR 246 m (+10%\*), RONE 15.7%<sup>(2)</sup> (+20bp)**

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



# FURTHER STRENGTHENING THE GROWTH PLATFORM IN A SOLID ENVIRONMENT

## LEVERAGE ON FAVOURABLE MARKET DYNAMICS

Positive **tailwind** in **Central Europe and Russia** | Strong momentum in **Consumer Finance** | Strong long term outlook in **Africa**

### STRENGTHEN COMMERCIAL PLATFORMS



**State-of-the-art digital improving client experience**  
in retail banking (10min for mortgage approval in Russia)



**Best-in-class integrated POS tools & market place**  
for car dealer & e-commerce (via Vivacar and OTTO platforms)



**Differentiated & integrated offer** for Corporates  
(partnership agreement in development with ABSA in Africa)

### FURTHER IMPROVE OPERATIONAL EFFICIENCY



Refocus **central organization of IBFS**  
(ca. **40% downsizing** of central functions)



Switch to **agile** and **integrated organisation**  
(agile@scale at KB, merger between Rosbank and Deltacredit in Russia)



Creation of **regional hubs and support local IT** in Africa and Russia

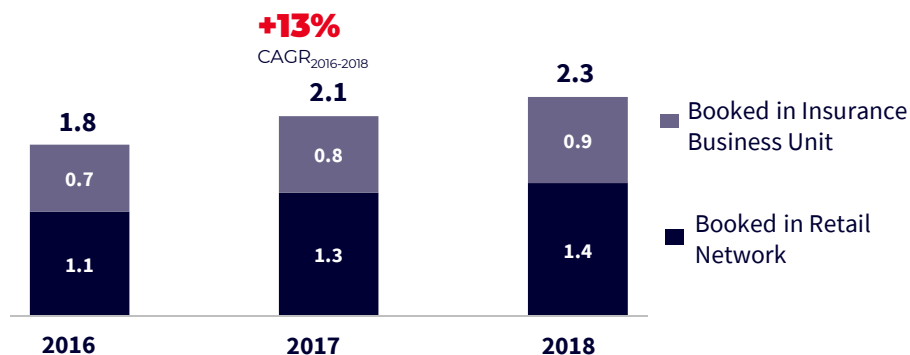


Further improve **strict risk** management

# SOLID PROFITABILITY IN INSURANCE AND FINANCIAL SERVICES

## SUSTAINED GROWTH THROUGH BANCASSURANCE MODEL

\_Total insurance revenues within the Group (EUR bn)



Q1 19 Revenues up **+2.4%\***

Dynamic protection (premiums +10%\*) with strong momentum abroad

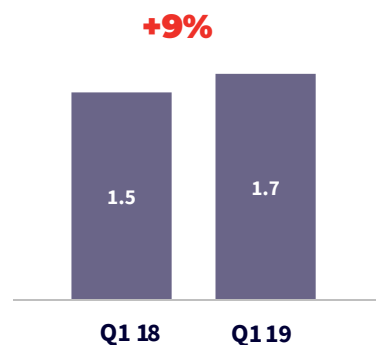
Solid growth in life insurance outstandings +4%\*

Strategic agreement with Roadzen to build Europe's leading digital and contextual insurance player



## PROFITABLE GROWTH IN FINANCIAL SERVICES

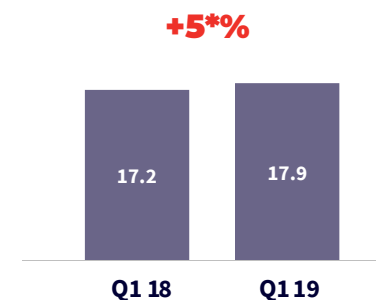
\_ALD Total fleet ('000 000)



Q1 19 Revenues up **+4.6%\***

**ALD** : sustained high operational efficiency with a cost / income ratio<sup>(2)</sup> of 49.6% and resilient car sale results (at EUR 258<sup>(2)</sup> per unit)

\_SGEF Loan and Lease Outstandings<sup>(3)</sup> (EUR bn)



**SGEF**: solid revenues growth (+12%\*) with steady increase of the margin for new business volume

**Q1 19 GROUP NET INCOME EUR 218M (+9%\*), RONE 20.5%<sup>(1)</sup> (+110bp)**

\* When adjusted for changes in Group structure and at constant exchange rates / (1) Adjusted for IFRIC 21 linearisation / (2) rolling last 4 quarters and based on ALD standalone financials, excluding car sales results / (3) Excluding factoring

# GLOBAL BANKING AND INVESTOR SOLUTIONS RESULTS

## REVENUES UP 1.1% (-1.8%\*)

Strong revenue growth in Financing & Advisory  
Low client activity in Global Markets

## OPERATING EXPENSES FLAT (-1.6%\*)

## COST OF RISK

Normalisation after provision reversals in Q1 18

<i>In EUR m</i>	<b>Q1 19</b>	<b>Q1 18</b>	<b>Change</b>	
Net banking income	2,239	2,215	+1.1%	-1.8%*
Operating expenses	(2,026)	(2,024)	+0.1%	-1.6%*
<b>Gross operating income</b>	<b>213</b>	<b>191</b>	<b>+11.5%</b>	<b>-3.8%*</b>
Net cost of risk	(42)	27	n/s	n/s
<b>Operating income</b>	<b>171</b>	<b>218</b>	<b>-21.6%</b>	<b>-31.3%*</b>
<b>Reported Group net income</b>	<b>140</b>	<b>166</b>	<b>-15.7%</b>	<b>-26.1%*</b>
RONE	3.4%	4.5%		
<b>Underlying RONE (1)</b>	<b>8.0%</b>	<b>10.2%</b>		

**Q1 19 RONE<sup>(1)</sup>: 8.0%**

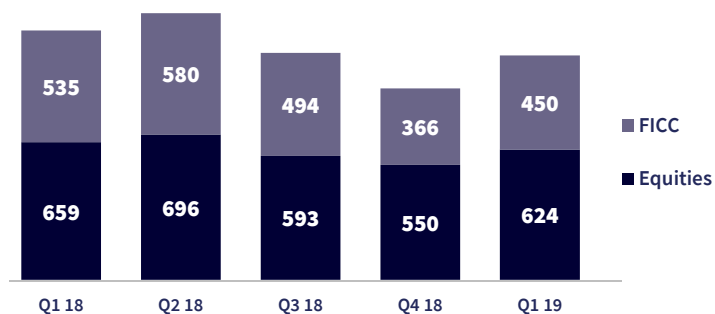
(1) Adjusted for IFRIC 21 linearisation

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

# GOOD MOMENTUM IN FINANCING & ADVISORY, MUTED START TO THE YEAR IN GLOBAL MARKETS

## GLOBAL MARKETS & INVESTOR SERVICES REVENUES: -7% VS. Q1 18

\_Global Markets Revenues (EUR m)



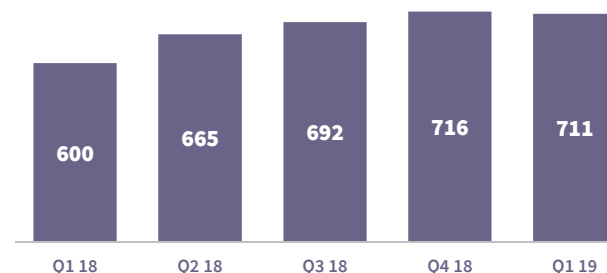
FICC revenues -16% vs. Q1 18: lower Rate activity, better performance in Credit and Emerging

Equities revenues -5% vs. Q1 18: low client activity, more stable market conditions

Securities Services revenues +12% vs. Q1 18, including positive impact of SIX stake revaluation (EUR +34 m)

## FINANCING & ADVISORY REVENUES: +19% VS. Q1 18

\_Revenues (EUR m)



Strong growth in Financing with a high level of originated deals

Good momentum in Global Transaction Banking

## ASSET & WEALTH MANAGEMENT REVENUES: +5% VS. Q1 18

Muted start to the year due to market environment

Private Banking revenues +11% vs. Q1 18, including positive impact of SIX stake revaluation (EUR +32 m), Lyxor revenues -15% vs. Q1 18

## GROSS OPERATING INCOME

EUR -113 m in Q1 19

## NET PROFITS OR LOSSES FROM OTHER ASSETS

Effect of IFRS 5 on ongoing disposals for EUR -53 m in Q1 19 including EUR -67 m on recently announced disposal of SKB (Slovenia) and residual impact of transactions closed in Q1 19 (Expressbank in Bulgaria, SG Private Banking Belgium and SG Albania)

# CORPORATE CENTRE

<i>In EUR m</i>	Q1 19	Q1 18
Net banking income	(40)	82
Operating expenses	(73)	(46)
<b>Gross operating income</b>	<b>(113)</b>	<b>36</b>
Net cost of risk	0	(10)
Net profits or losses from other assets	(53)	(4)
<b>Reported Group net income</b>	<b>(207)</b>	<b>(15)</b>

# **4 DEEP DIVE ON FRENCH RETAIL & CIB**

---

# A REFERENCE BANK WITH A PROFITABLE MODEL IN FRENCH RETAIL BANKING



## NETWORKS

**Digitalise** day-to-day banking & leverage our **expertise** to improve our client **experience**

Enhanced **efficiency** of the model thanks to the transformation underway

## BOURSORAMA

Undisputed **leader** in online banking in France

Targeting **>3M clients** by 2021

On the road to **profitability**

**CAGR<sup>2015-2018</sup>**  
**# of clients**  
**+30%**

2020 RONE: **11.5% - 12.5%**

# FURTHER STRENGTHENING OUR GROWTH PLATFORM IN INTERNATIONAL RETAIL BANKING

## LEVERAGE ON FAVOURABLE MARKET DYNAMICS

Positive **tailwind** in **Central Europe and Russia** | Strong momentum in **Consumer Finance** | Strong long term outlook in **Africa**

### STRENGTHEN COMMERCIAL PLATFORMS

 **State-of-the-art digital** improving client experience in retail banking

 **Best-in-class integrated POS tools & market place** for car dealers & e-commerce

 **Differentiated & integrated offer** for Corporates

### FURTHER IMPROVE OPERATIONAL EFFICIENCY

 Refocus **central organization** of IBFS

 Switch to **agile** and **integrated organisation**

 Creation of **regional hubs** and **support local IT** in Africa and Russia

 Further improve **strict risk** management

IBFS 2020 RONE: **17% - 18%**



# FURTHER INVESTING IN OUR HIGH-GROWTH STORY IN INSURANCE AND FINANCIAL SERVICES TO CORPORATE

INSURANCE	ALD	EQUIPMENT FINANCE
Integrated <b>Bancassurance model</b> to capture synergies <b>Partnership</b> to accelerate growth	<b>Leader in mobility</b> <b>Pioneer in partnership model</b> Private lease	<b>Leader partner</b> for international vendors at the heart of the financing of real economy
<b>#5 Bankinsurance in France</b> EUR 2.3bn of synergies revenues in 2018 (+13% CAGR <sub>2016-2018</sub> )	<b># 1 Full service leasing in Europe</b> <b># 2 Worldwide</b> 1.7 million cars (+10.5% CAGR <sub>2013-2018</sub> )	<b># 1 in Europe</b> <b># 2 Worldwide</b> EUR 28.4bn outstandings*

IBFS 2020 RONE: **17% - 18%**

\*Group leasing outstandings as of end of March 2019

# GLOBAL BANKING & INVESTOR SOLUTIONS: A RELATIONSHIP, PIONEER AND RESPONSIBLE BANK

## PROVIDE THE BEST CLIENT EXPERIENCE WITH THE BEST PRODUCT

Developing **investment & financing solutions** for institutions and high net worth clients

Further strengthening leadership in **structured and asset finance** for Corporates

Developing **transaction banking**

## BY FURTHER **LEVERAGING ON OUR INNOVATIVE** APPROACH

Partnerships (ABSA, DBS...)

Open architecture

Coverage

B2B market place strategy

AND SUPPORTED BY ADJUSTMENT OF **CAPITAL ALLOCATION** CONSISTENT WITH OUR STRATEGIC FOCUS

2020 RONE: **11.5% - 12.5%**

# EXECUTING OUR ROADMAP TO PROFITABILITY



## GROWING REVENUES

Fully **LEVERAGING OUR EMERGING MARKET PRESENCE**

Working on **GROWTH INITIATIVES** in more mature markets

Revenue objectives taking into account **CURRENT ENVIRONMENT**



## COST DISCIPLINE

Taking advantage of **DIGITAL TRANSFORMATION** in all businesses

Transforming our model, leveraging on digital, in French retail banking  
Supporting growth & transformation in International Retail Banking & Financial Services  
Leveraging on SG markets platform in Global Banking & Investor Solutions

Delivering **EUR 1.6bn EFFICIENCY PLAN**



## COST OF RISK MONITORING

**COMFORT** in cost of risk trajectory

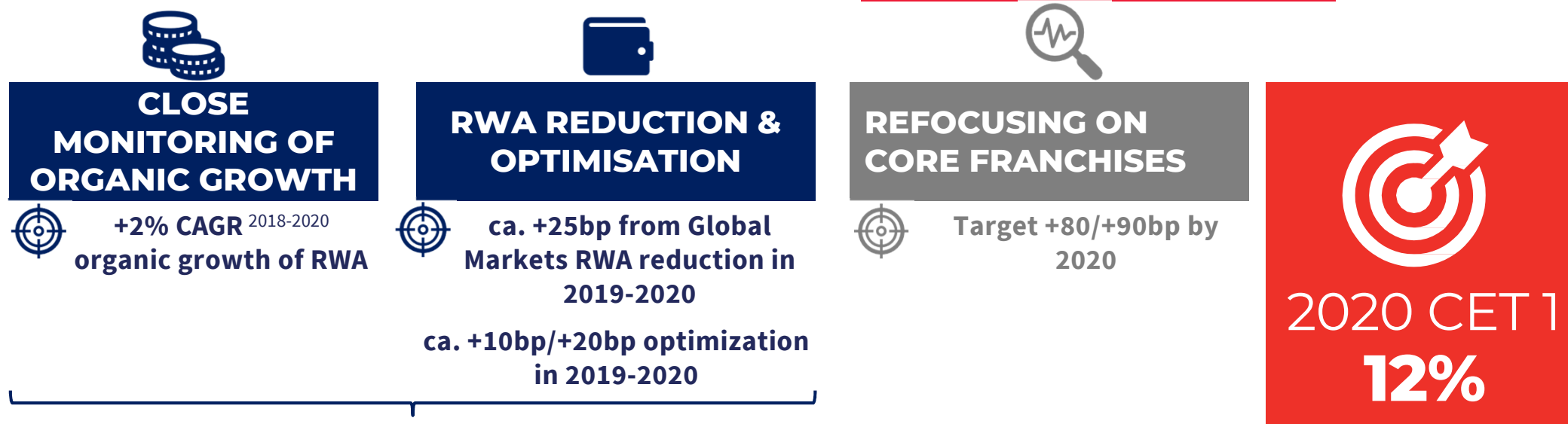


2020 ROTE  
**9% - 10%**



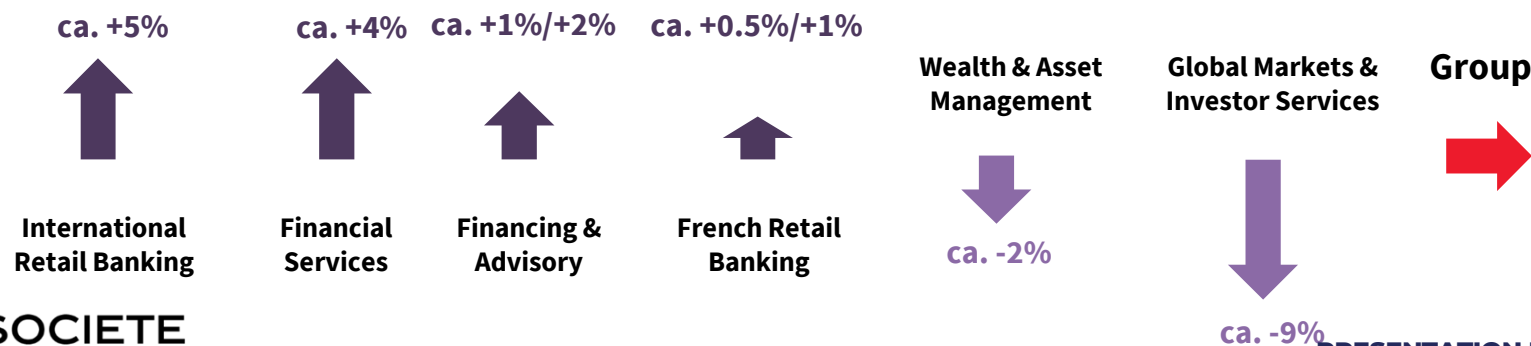
**DELIVERING POSITIVE JAWS ACROSS ALL BUSINESSES BY 2020 AND BEYOND**

# DELIVERING OUR ROADMAP TO CAPITAL TARGET



## 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**



**RWA organic growth offset by deleveraging & optimisation**

# **FRENCH RETAIL BANKING**

---

# AN ATTRACTIVE FRENCH RETAIL MARKET

## DYNAMIC FRENCH RETAIL MARKET

GDP / capita: USD 42,470  
**Above European Average**



2019e GDP growth  
**+ 1.3%**



Household financial savings: EUR 5,117 bn



French population: CAGR<sub>18-24</sub> +0.6%

## STRUCTURAL CHANGES UNDERWAY



**CHANGING CLIENT  
EXPECTATIONS**

**NEW ENTRANTS**



**INCREASING  
REGULATION**

**RATE ENVIRONMENT  
LOW FOR LONG**

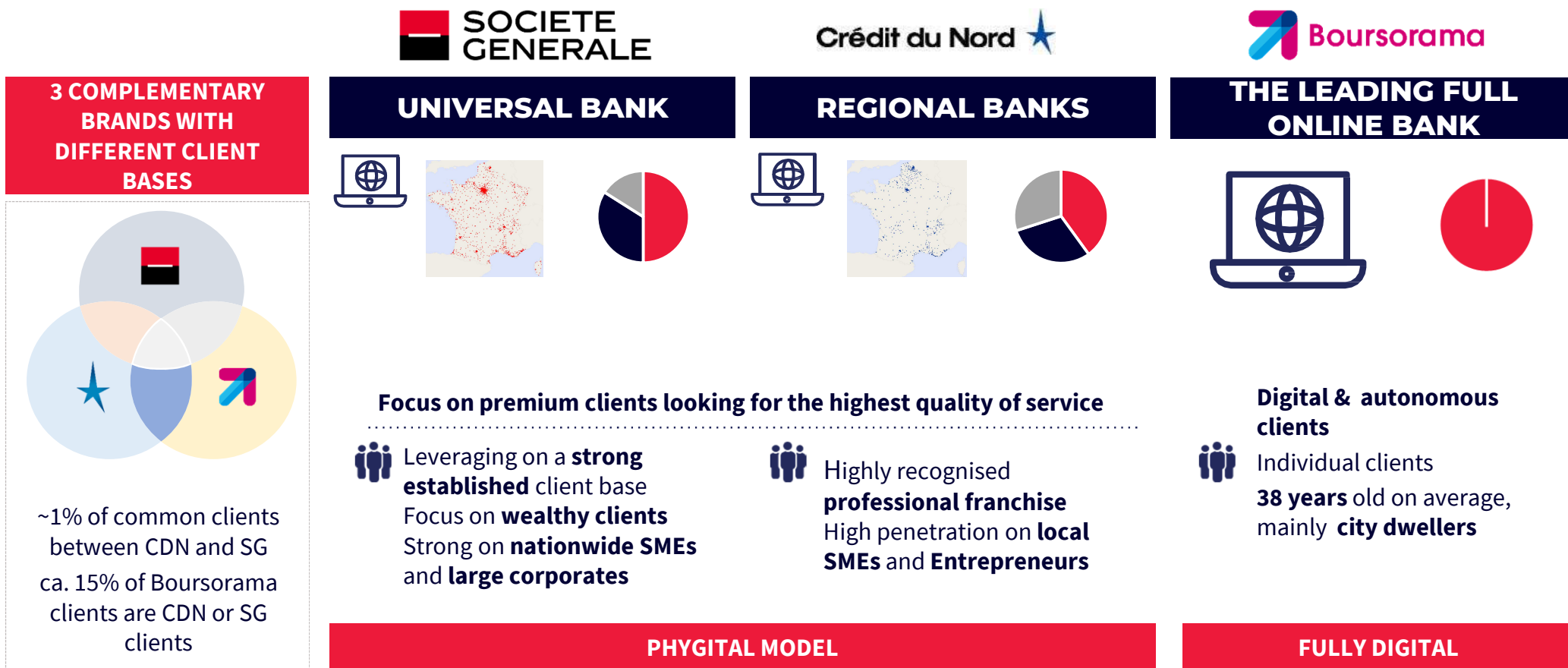


**HIGHLY COMPETITIVE  
SITUATION IN FRANCE**

**PREDOMINANCE OF  
RELATIONSHIP MODEL**

Source : IMF, Banque de France

# 3 COMPLEMENTARY BRANDS ADDRESSING OUR CLIENTS EXPECTATIONS



# ADAPTING OUR MODEL

## Improve client experience and reduce cost to serve

### STANDARD OPERATIONS

#### FULLY AUTOMATED

#### FULLY AUTOMATED

**APPLI for Selfcare** (day-to-day banking)  
Transfers, online payments, cards, budget management

**40** features in 2020 (from 17 in 2016)

**Purchase of products and services with electronic signature**

**Client Journey digitalisation**

Main front-to-back banking processes:  
Account opening, Consumer Credit, Mortgage, Corporate credit...

#### LEVERAGE ON DATA AND IA

**Increase in revenues**

Data Marketing for cross-selling and up selling  
Real time rebound

**Fight against fraud in real-time**

**Automatic decisions on simple overdraft**

#### EXPERTISE & SPECIALISATION

**Training of account managers and back-office staff**

**1 million** hours in 2019 in SG networks

**New dedicated experts for core clients**

Professionals, Wealthy clients, Liberal professions

**Optimised managerial practices**

#### SET UP ADJUSTMENT

**Specialised set up for corporates & professionals**

**~30** business centers /

**~150** pro branches & corners

**Fewer, more adapted branches**

# Branches 2015-2020 ca. **-22%** in SG

network, **-9%** in CDN network

**Leveraging on call centers**

**Transforming back-offices**

Expert platforms, 6 back offices closed between 2016 and 2020

### 5 LEVERS

### DIGITALISED AND DATA CENTRIC IT SYSTEM



# REVENUE GENERATION SUPPORTED BY BUSINESS INITIATIVES



## NET INTEREST MARGIN NORMALISING

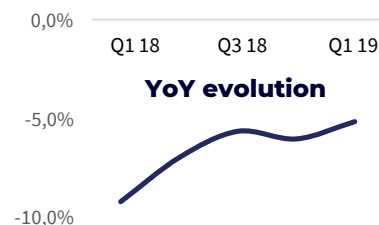
### DEPOSIT MARGIN

impacted by negative replacement rate but progressively normalising

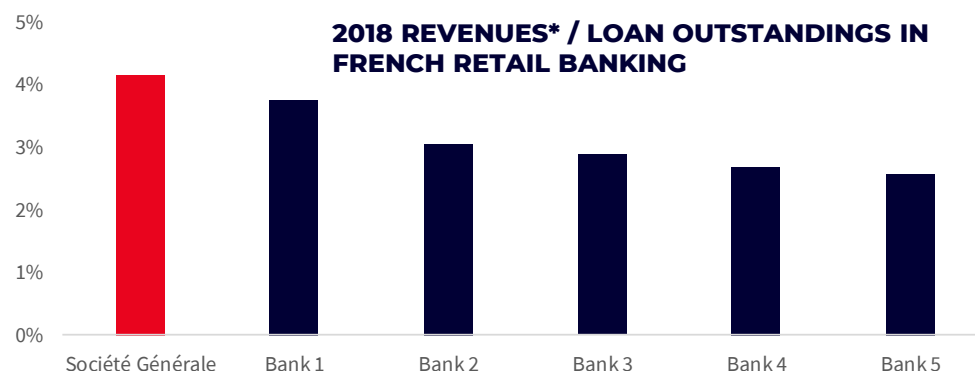
### CREDIT MARGIN

Developing with a selective origination strategy

### DEPOSIT MARGIN EVOLUTION



### A SUCCESSFUL SELECTIVE ORIGATION STRATEGY



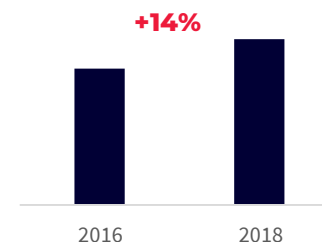
Source : Companies on published data  
\* Revenues Ex PEL / CEL as published



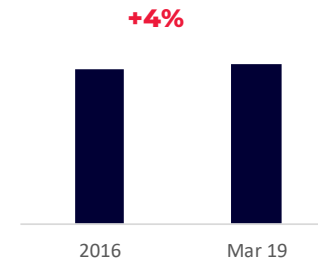
## FOCUS ON FEES GENERATION

### FEES DRIVEN BY REVENUE INITIATIVES

#### FRENCH PRIVATE BANKING FEES

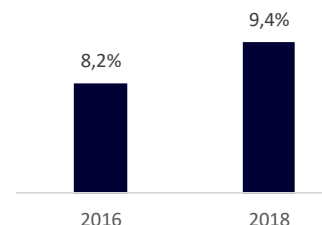


#### LIFE INSURANCE OUTSTANDINGS

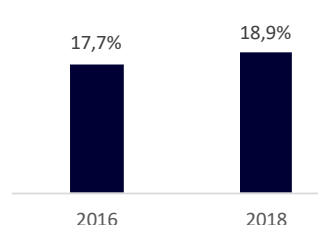


#### INSURANCE PENETRATION

##### P&C



##### Personal Protection



# DELIVERING A PROFITABLE RETAIL BANKING MODEL

## PROGRESSIVE REVENUE IMPROVEMENT, IN THE CURRENT RATE ENVIRONMENT

2019	2020
0% to -1% vs. 2018	Increasing revenues vs. 2019

## OPERATING EXPENSES: FULLY BENEFITING FROM THE TRANSFORMATION

2019	2020
+1% to +2% vs. 2018	Decreasing cost base vs. 2019

**POSITIVE JAW EFFECT FROM 2020 AND BEYOND**  
**COST OF RISK BETWEEN 35BP AND 40BP IN 2020**  
**2020 RONE 11.5% - 12.5%**

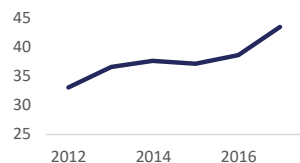
# **GLOBAL BANKING AND INVESTOR SOLUTIONS**

---

# RECOGNISED LEADERSHIP IN GROWING SEGMENTS

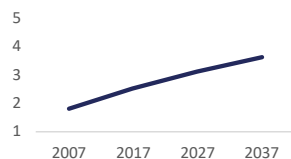
## STRUCTURAL GROWTH DRIVERS

### SAVING FOR RETIREMENT



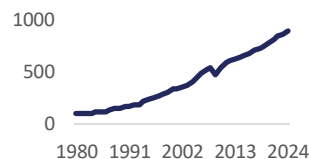
Global retirement savings US\$ trillion (OECD)

### INFRASTRUCTURE AND ENERGY TRANSITION NEEDS



Annual Infrastructure Investment, Current Trends US\$ Trillion (Global Infrastructure Hub)

### NEEDS OF MULTINATIONAL AND EXPORTING CORPORATES



Volume of global exports, 1980 = 100 (IMF)



## MARKET-LEADING EXPERTISE

### GLOBAL LEADER IN INVESTMENT PRODUCTS



**STRUCTURED PRODUCTS  
HOUSE OF THE YEAR  
(RISK MAGAZINE)**

*“Societe Generale is, by far, our most efficient counterpart for Structured Products”*

Structured Products Specialist at a Tier 1 European Private Bank

### GLOBAL LEADER IN STRUCTURED FINANCE



**GLOBAL PROJECT  
FINANCE ADVISOR OF  
THE YEAR  
(PFI)**

*“Societe Generale's speed of execution as well as its significant knowledge in the fibre space was instrumental...”*

German Telco CFO

### REGIONAL LEADER IN TRANSACTION BANKING



**LEADER IN EMEA**

*“Societe Generale's expertise, innovation spirit and daily customer service has been essential for the setup of our global payment & reporting factory across CEEMEA”*

Luxury Goods Company

# AN INTERCONNECTED MODEL FOR OUR CLIENTS

## Americas

17%  
of 2018  
revenues



### STRONG POSITIONS IN TARGETED SEGMENTS

Top foreign bank in Equity Derivatives & leading  
position in Structured Finance

### SUCCESSFUL GROWING CORPORATE CLIENT BASE

21%  
of Americas  
revenues with  
European  
clients



## EMEA

68%  
of 2018  
revenues



### LEADERSHIP POSITION IN CIB

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

## Asia, Pacific & Other

15%  
of 2018  
revenues



### CONNECTING ASIA TO THE WORLD

**Financial Institutions:** focused on distribution of  
investment solutions to private banks.

**Corporates:** increased penetration with EMEA  
clients

17%  
of Asia Pacific &  
other revenues  
with European  
clients



# ALLOCATING CAPITAL TO MOST RELEVANT FRANCHISES

		% OF 2018 RWAs	2018 RETURN	SYNERGIES	2020 ROADMAP: STRATEGIC PRIORITIES
GLOBAL MARKETS AND INVESTOR SERVICES	INVESTMENT SOLUTIONS	~15%	10-15%		STRENGTHEN LEADERSHIP
	FINANCING	~10%	> 15%		PROMOTE CROSS-ASSET AND INNOVATIVE SOLUTIONS
	FLOW*	~25%	< 5%		RESTRUCTURE
FINANCING & ADVISORY	STRUCTURED & ASSET FINANCE, INVESTMENT BANKING, TRANSACTION BANKING	~30%	> 15%		GROW
	CORPORATE LENDING	~10%	< 5%		INCREASE SELECTIVITY
WEALTH & ASSET MANAGEMENT		~10%	< 5%		GROW PRIVATE BANKING IN FRANCE AND ETFs

\*Including Securities Services

# REFOCUSING ON CORE EXPERTISE IN GLOBAL MARKETS

OUR **STRATEGY** IN GLOBAL MARKETS IS BASED ON **THREE FRANCHISES**

**STRENGTHEN LEADERSHIP IN CROSS-ASSET INVESTMENT SOLUTIONS**

**INCREASE EXECUTION CAPABILITIES IN FINANCING**

**OPTIMISE FLOW PRODUCTS LEVERAGING ON GROUP CORPORATE FRANCHISE**

**CONCENTRATE RESOURCES ON MOST PROFITABLE ACTIVITIES & RESTRUCTURE FLOW**

Closure of OTC commodities

Closure of Descartes proprietary trading

Increase client selectivity in Prime Services

Downsize Fixed Income and Currencies

**EUR 8 BN RWA REDUCTION 2020 TARGET\***

**80%**

**FLOW PRODUCTS**

**EUR 2.3 BN ACHIEVED IN Q1 19**

\* At constant regulatory environment

# ADJUSTING THE COST BASE

## STRATEGIC ACTIONS

### GLOBAL MARKETS AND INVESTOR SERVICES

Global Markets: business closures and staff reduction, mainly in FICC

Securities Services: exit from wealth management services and clearing in the UK

### FINANCING & ADVISORY

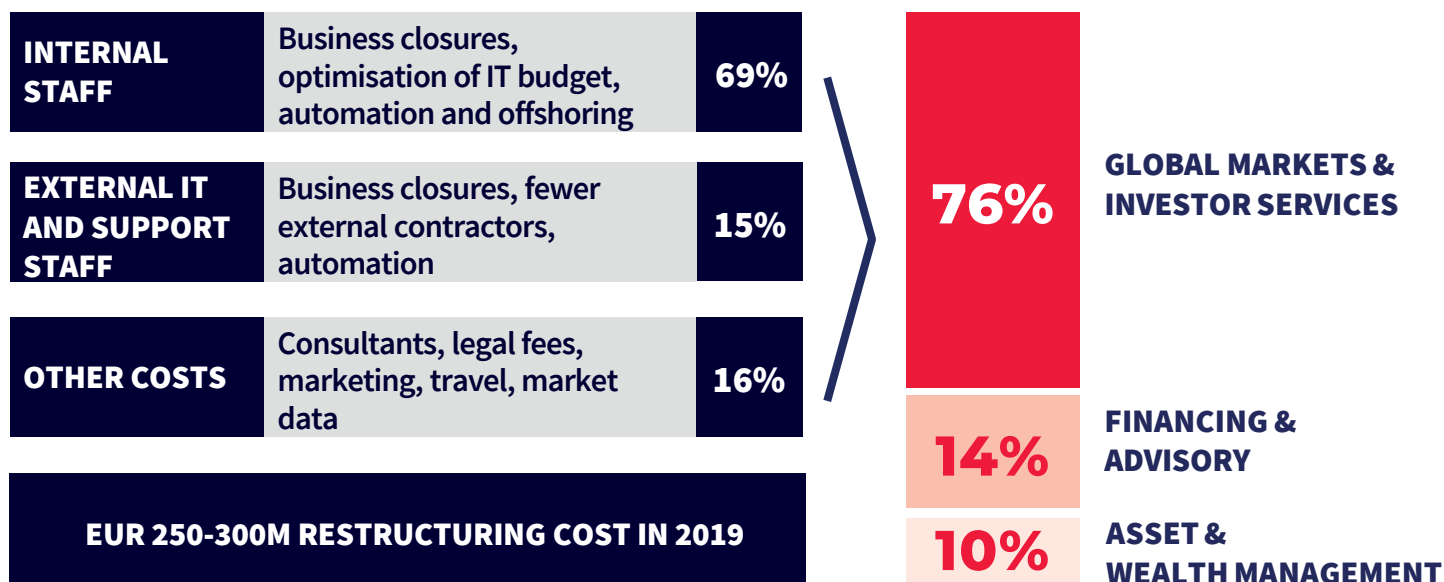
Merger of Global Finance, Coverage and Investment Banking

### ASSET & WEALTH MANAGEMENT

Restructure private banking headquarters

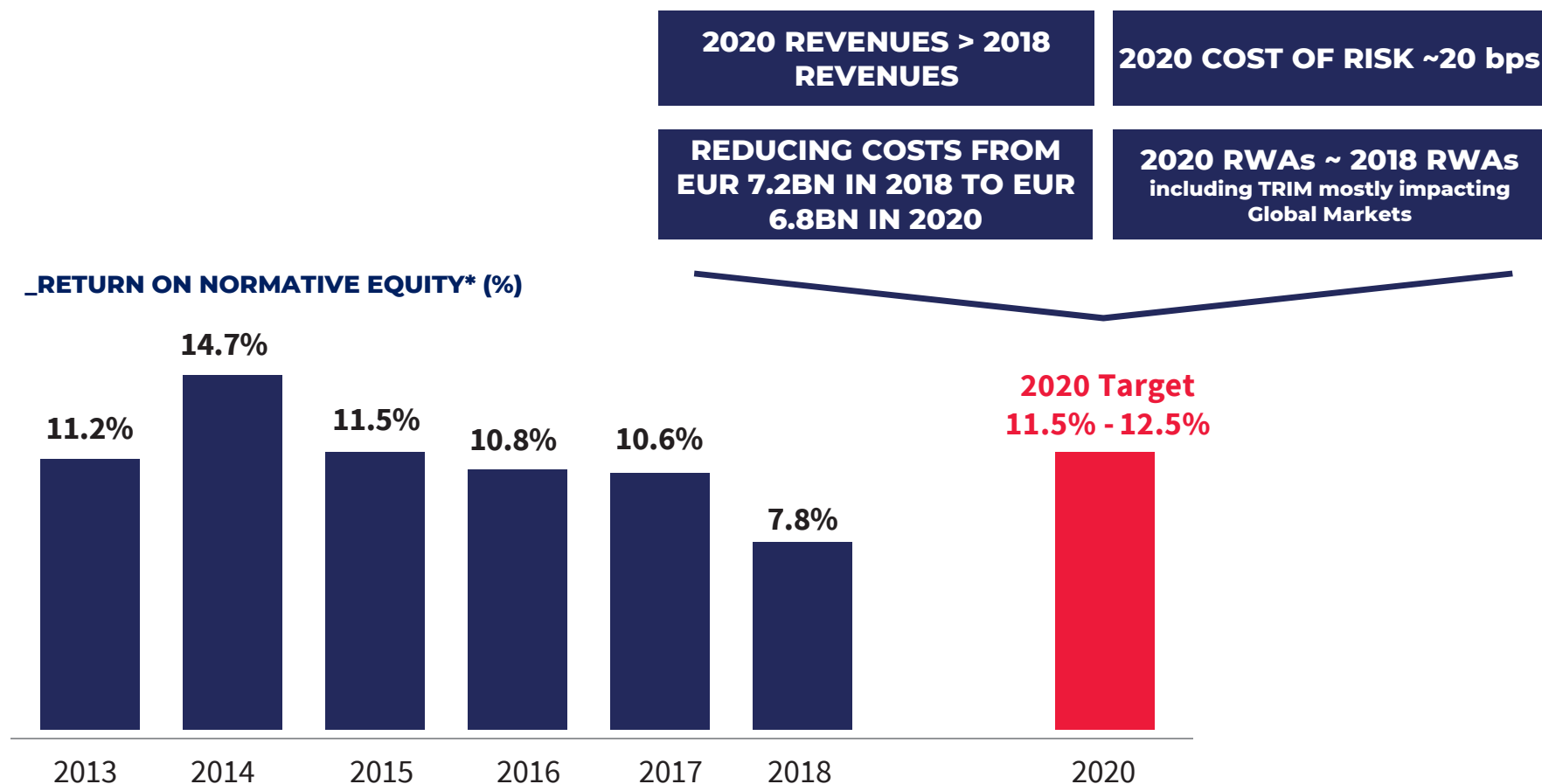
## GLOBAL REORGANISATION OF IT AND OPERATIONS

## % OF EUR 500M additional savings plan





# REACHING OUR 11.5%-12.5% 2020 RONE TARGET



*\*Adjusted for regulatory fines in 2013 and in 2016 (EURIBOR fine and partial reimbursement)  
2013 and 2014 as published in 2014, 2015 and 2016 as published in 2016, 2017 and 2018 as published in 2018*

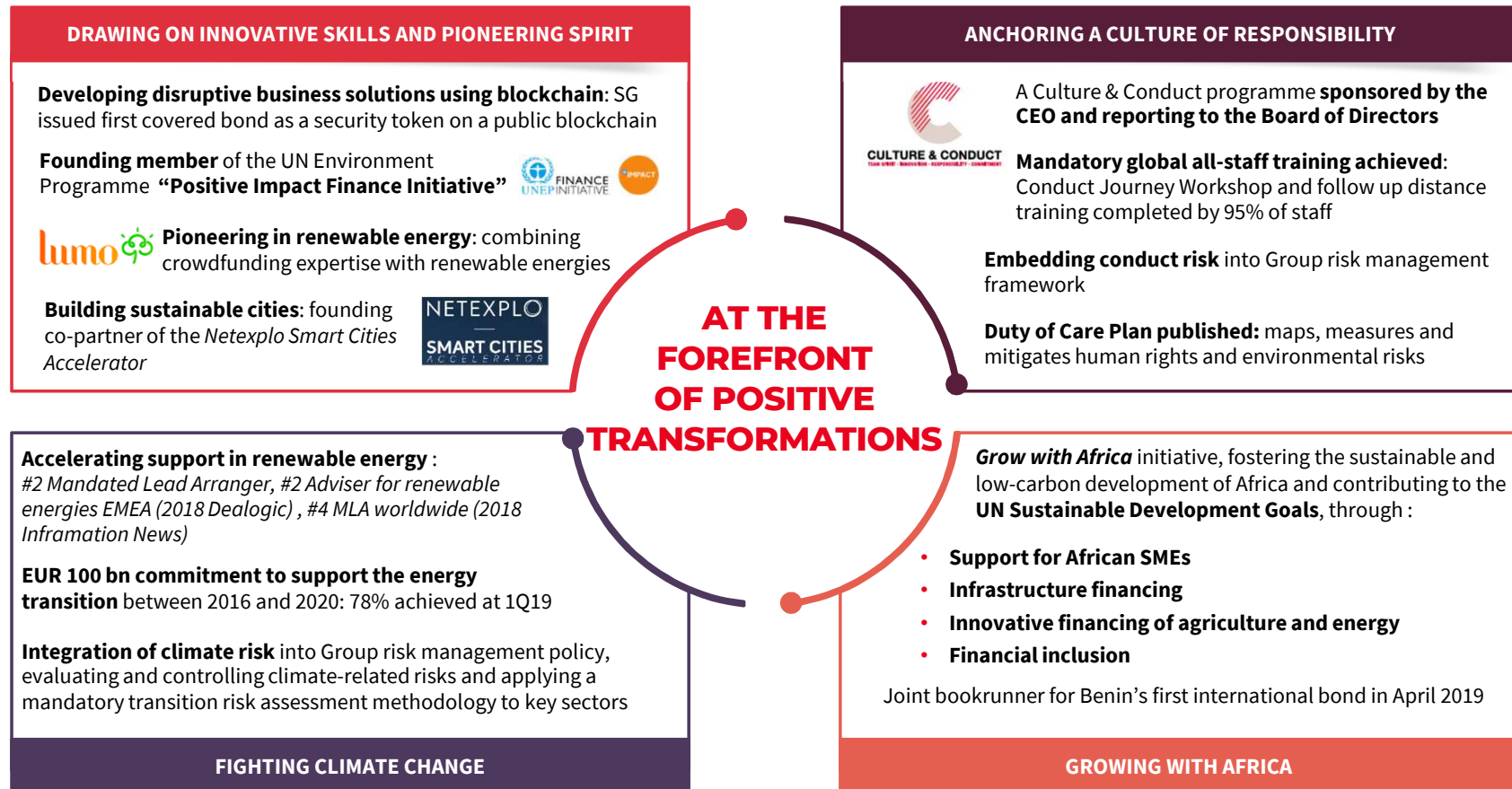
# 2020 GBIS ROADMAP

	2019	2020
<b>EUR 10bn RWA optimisation</b> o/w. EUR 8bn in Global Markets	<b>75%</b>	<b>25%</b>
<b>EUR 500m of cost savings</b>	<b>20/30%</b>	<b>70/80%</b>
<b>EUR -250 to -300 m restructuring costs</b>	<b>100%</b>	<b>0%</b>
<b>EUR 300 m revenues</b>	<b>Contribution of closed and downsized businesses to 2018 revenues</b>	
<b>2020 GBIS RONE TARGET 11.5%-12.5%</b>		

# **5 CSR STRATEGY**



# AT THE FOREFRONT OF POSITIVE TRANSFORMATIONS



# 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

---

## Governance

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

## Methodology

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

## Working Groups

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

# EMBEDDING ENVIRONMENTAL RESPONSIBILITY IN CLIENT ACTIVITY

## ENERGY TRANSITION

- Commitment to align activities by 2020 with the IEA's\* trajectory to limit global warming to 2°C
- €100 billion commitment to support the energy transition between 2016 and 2020: 69% completed as of end-2018
- No new financing projects of coal, oil sands or Arctic oil (since 2016/17)

## LESS RELIANCE ON FOSSIL FUELS


### Electricity financing, 30.06.18:

48.7% non-carbon energies  
→ of which 42% renewable energies



51.3% fossil fuels  
→ of which 19.3% coal  
🎯 Target 19% coal by 2020

## RENEWABLE ENERGY

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

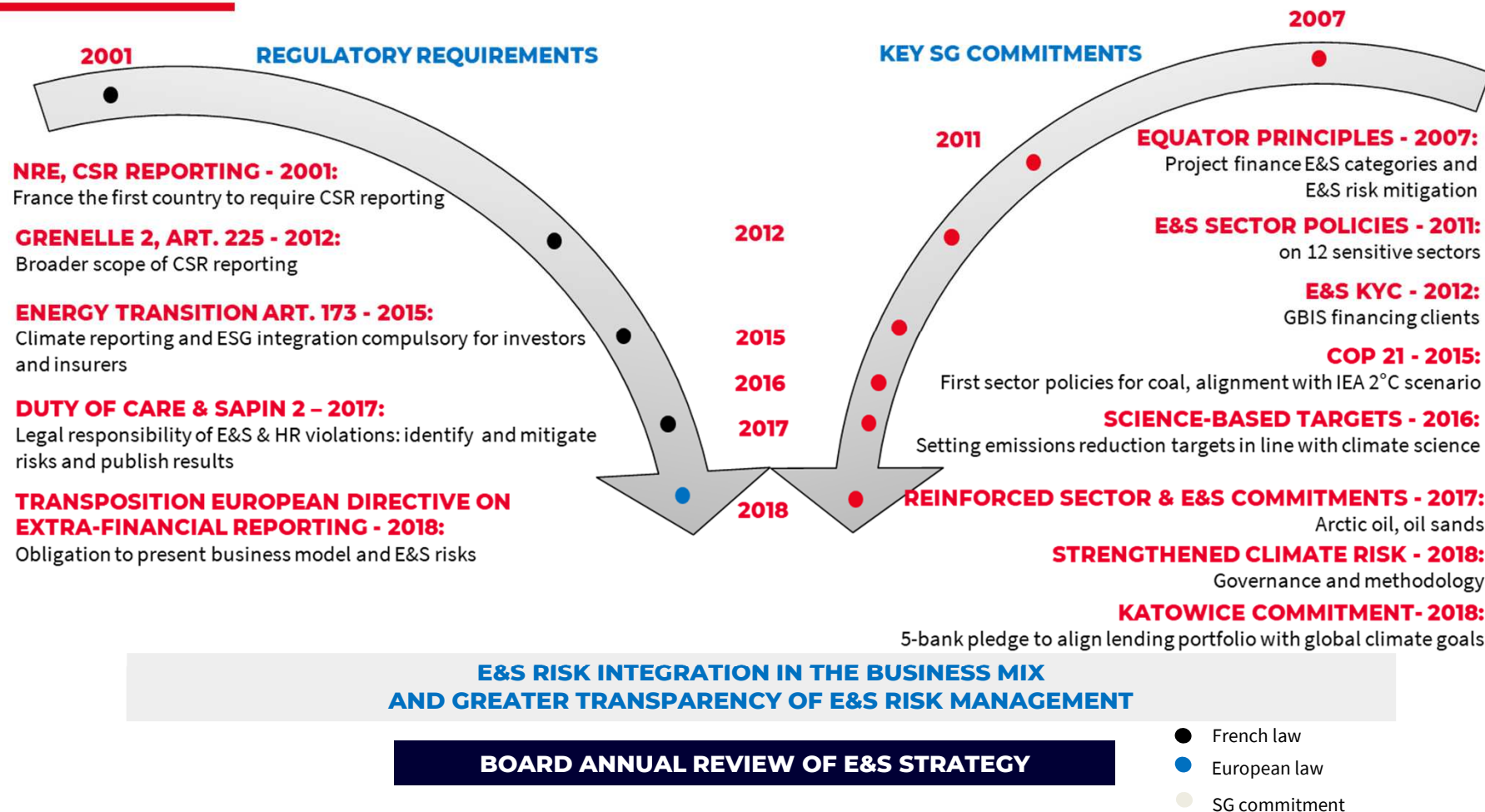


## FROM FINANCING TO INVESTING: EXAMPLES OF THE RANGE OF EXPERTISE AND SOLUTIONS

- **Positive Impact Finance** projects: EUR 5bio since 2016, of which 2.7bio in 2017
- **Renewable energy projects**: EUR 8.3bio (consulting and financing) in 2017
- **Green Bonds**: #2 in Europe and #6 worldwide (Bloomberg, 2017, all currencies). Lead managed a total of 25 green, social and sustainability bonds.
- **SRI Research** top 3 for the past 10 years (Extel)
- **Lyxor ETFs matching 4 Sustainable Development Goals**: Water, Renewable energy, Climate change and Gender equality
- In 2017 Lyxor launched the **first Green Bond ETF** in the world
- Around EUR 2bn AUM on **ESG indices** (started in 2006)
- **Positive Impact Notes**: over EUR 350m issued since early 2017. In 2018 launch of Positive Impact Structured Notes supporting SME financing



# 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)

## 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

🎯 Double Africa workforce dedicated to structured finance by 2019

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

## 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

## 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

🎯 Double outstanding loans to microfinance organisations by 2022

🎯 Targets

# A THREE YEAR CULTURE AND CONDUCT PROGRAMME 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

## ...TO BE ACHIEVED OVER 3 YEARS

2017

- **Develop** the Programme **architecture** and roadmap
- **Communicate** to business and service units
- **Launch** first deliverables

2018

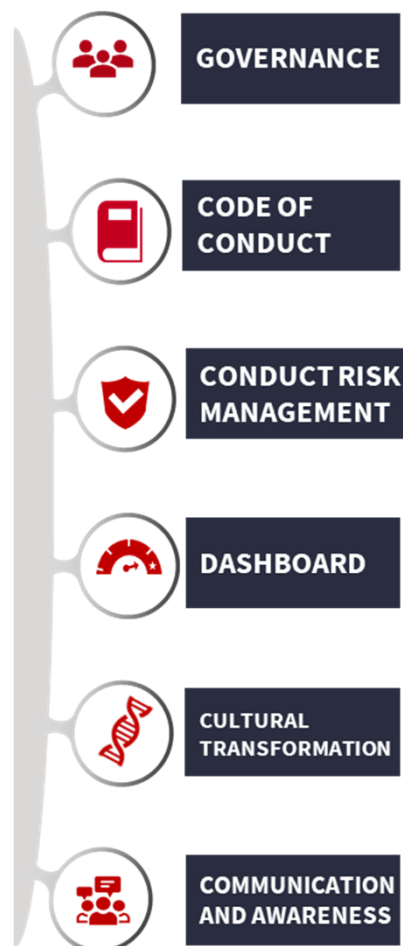
- Ensure the Programme **becomes highly visible**
- **Deliver** on our **core conduct priorities**

2019

- **Complete** Programme **roll-out:** fully embedding deliverables and **alignment of HR processes**
- Prepare the **transition to full ownership by business and service units**

# CULTURE & CONDUCT

## RELYING ON A MULTI-PRONGED APPROACH



- 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 all-staff 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

# 6 SUPPLEMENT



# GROUP

## QUARTERLY INCOME STATEMENT BY CORE BUSINESS

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18
Net banking income	1 916	2 008	2 076	1 989	2 239	2 215	(40)	82	6 191	6 294
Operating expenses	(1 486)	(1 480)	(1 204)	(1 179)	(2 026)	(2 024)	(73)	(46)	(4 789)	(4 729)
Gross operating income	430	528	872	810	213	191	(113)	36	1 402	1 565
Net cost of risk	(94)	(134)	(128)	(91)	(42)	27	0	(10)	(264)	(208)
Operating income	336	394	744	719	171	218	(113)	26	1 138	1 357
Net income from companies accounted for by the equity method	2	6	5	6	2	0	1	4	10	16
Net profits or losses from other assets	1	1	1	4	0	0	(53)	(4)	(51)	1
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0
Income tax	(105)	(131)	(178)	(188)	(28)	(47)	1	(4)	(310)	(370)
O.w. non controlling Interests	0	0	108	112	5	5	43	37	156	154
Group net income	234	270	464	429	140	166	(207)	(15)	631	850
Average allocated capital	11 257	11 387	11 617	11 400	16 582	14 742	9 978 *	9 994 *	49 434	47 523
Group ROE (after tax)									4,2%	6,3%

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: UNDERLYING DATA RECONCILIATION WITH REPORTED FIGURES

Q1 19 (in EUR m)	Net Banking Income	Operating Expenses	Net profit or losses from other assets	Group net income
<b>Reported</b>	<b>6 191</b>	<b>(4 789)</b>	<b>(51)</b>	<b>631</b>
(+) IFRIC 21 linearisation		444		304
(-) IFRS 5 effect on Group refocusing plan*			(53)	(75)
<b>Underlying</b>	<b>6 191</b>	<b>(4 345)</b>	<b>2</b>	<b>1 010</b>

Q1 18 (in EUR m)	Net Banking Income	Operating Expenses	Net profit or losses from other assets	Group net income
<b>Reported</b>	<b>6 294</b>	<b>(4 729)</b>	<b>1</b>	<b>850</b>
(+) IFRIC 21 linearisation		506		354
<b>Underlying</b>	<b>6 294</b>	<b>(4 223)</b>	<b>1</b>	<b>1 204</b>

\*Exceptional items



# GROUP IFRIC 21 IMPACT

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18
Total IFRIC 21 Impact - costs	(99)	(108)	(107)	(124)	(337)	(392)	(49)	(50)	(592)	(674)
<i>o/w Resolution Funds</i>	(69)	(66)	(38)	(42)	(253)	(312)	(2)	(3)	(362)	(423)

	International Retail Banking		Financial Services to Corporates		Insurance		Total	
In EUR m	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18
Total IFRIC 21 Impact - costs	(71)	(86)	(7)	(9)	(30)	(30)	(107)	(124)
<i>o/w Resolution Funds</i>	(36)	(41)	(2)	(1)	0	0	(38)	(42)

	Western Europe		Czech Republic		Romania		Other Europe		Russia		Africa, Asia, Mediterranean bassin and Overseas		Total International Retail Banking	
In EUR m	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18
Total IFRIC 21 Impact - costs	(4)	(6)	(35)	(36)	(15)	(9)	(10)	(22)	(1)	(2)	(5)	(10)	(71)	(86)
<i>o/w Resolution Funds</i>	(1)	(1)	(28)	(28)	(5)	(4)	(2)	(7)	0	0	0	(0)	(36)	(41)

	Global Banking and Investor Services		Financing and Advisory		Asset and Wealth Management		Total Global Banking and Investor Solutions	
In EUR m	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18
Total IFRIC 21 Impact - costs	(243)	(313)	(83)	(71)	(10)	(8)	(337)	(392)
<i>o/w Resolution Funds</i>	(194)	(260)	(50)	(45)	(9)	(7)	(253)	(312)

# GROUP CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

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

In EUR bn	31/03/2019	31/12/2018
<b>Shareholder equity Group share</b>	<b>61,8</b>	<b>61,0</b>
Deeply subordinated notes*	(9,5)	(9,3)
Undated subordinated notes*	(0,3)	(0,3)
Dividend to be paid & interest on subordinated notes	(1,3)	(1,0)
Goodwill and intangible	(6,3)	(6,7)
Non controlling interests	3,4	3,7
Deductions and regulatory adjustments **	(4,9)	(5,3)
<b>Common Equity Tier 1 Capital</b>	<b>42,9</b>	<b>42,0</b>
Additionnal Tier 1 Capital	9,5	9,4
<b>Tier 1 Capital</b>	<b>52,5</b>	<b>51,4</b>
Tier 2 capital	11,5	11,5
<b>Total capital (Tier 1 + Tier 2)</b>	<b>64,0</b>	<b>62,9</b>
<b>Risk-Weighted Assets</b>	<b>366</b>	<b>376</b>
<b>Common Equity Tier 1 Ratio</b>	<b>11,7%</b>	<b>11,2%</b>
<b>Tier 1 Ratio</b>	<b>14,3%</b>	<b>13,7%</b>
<b>Total Capital Ratio</b>	<b>17,5%</b>	<b>16,7%</b>

Ratios based on the CRR/CDR4 rules as published on 26th June 2013, including Danish compromise for insurance. See Methodology. Dividend to be paid calculated assuming a 50% take-up on 2018 scrip dividend (subject to General Meeting of shareholders approval)

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

\*\* Fully loaded deductions

# GROUP CRR LEVERAGE RATIO

\_CRR Fully Loaded Leverage Ratio<sup>(1)</sup>

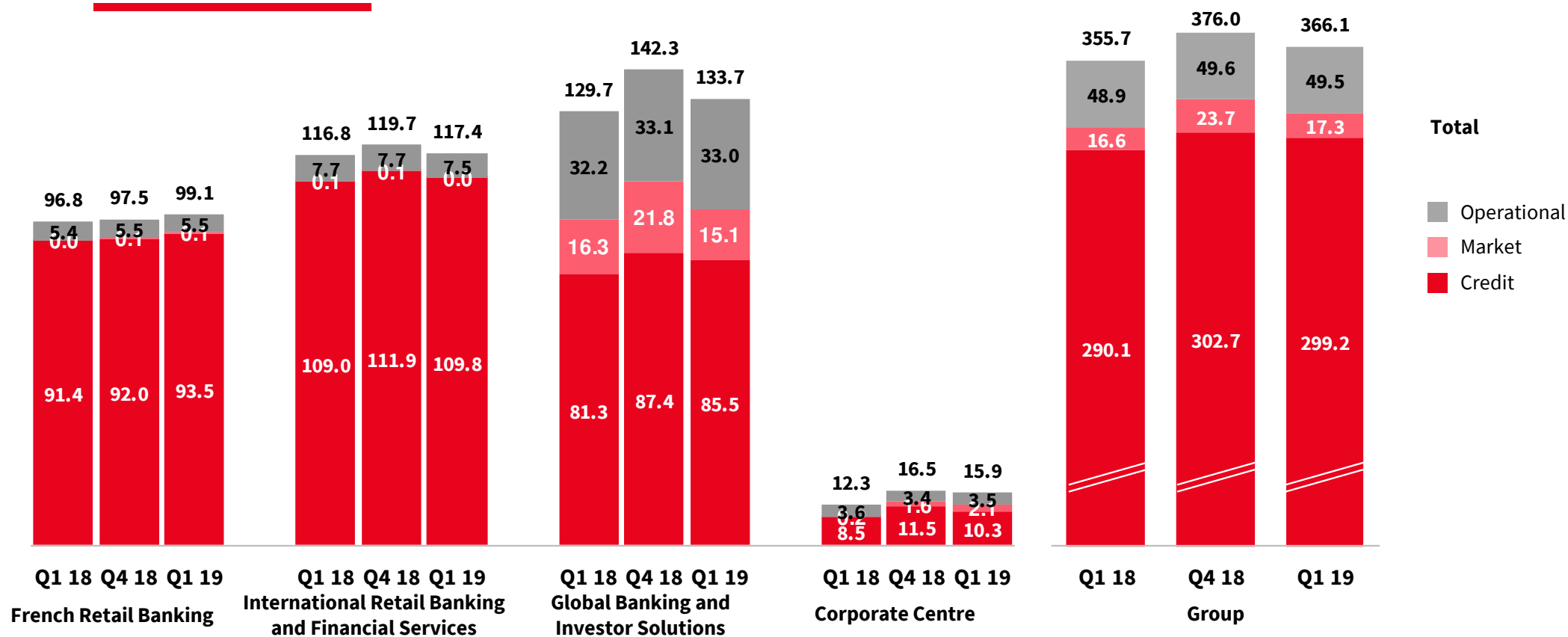
In EUR bn	31/03/2019	31/12/2018
<b>Tier 1 Capital</b>	<b>52,5</b>	<b>51,4</b>
Total prudential balance sheet	1 228	1 175
Adjustment related to derivative exposures <sup>(2)</sup>	(66)	(46)
Adjustment related to securities financing transactions*	(9)	(11)
Off-balance sheet (loan and guarantee commitments)	98	100
Technical and prudential adjustments (Tier 1 capital prudential deductions)	(10)	(10)
<b>Leverage exposure</b>	<b>1 241</b>	<b>1 208</b>
<b>CRR leverage ratio</b>	<b>4,2%</b>	<b>4,3%</b>

(1) Fully loaded based on CRR rules taking into account the leverage ratio delegated act adopted in October 2014 by the European Commission. See Methodology. Tier 1 capital calculated assuming a 50% take-up on 2018 scrip dividend (subject to General Meeting of shareholders approval)

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

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

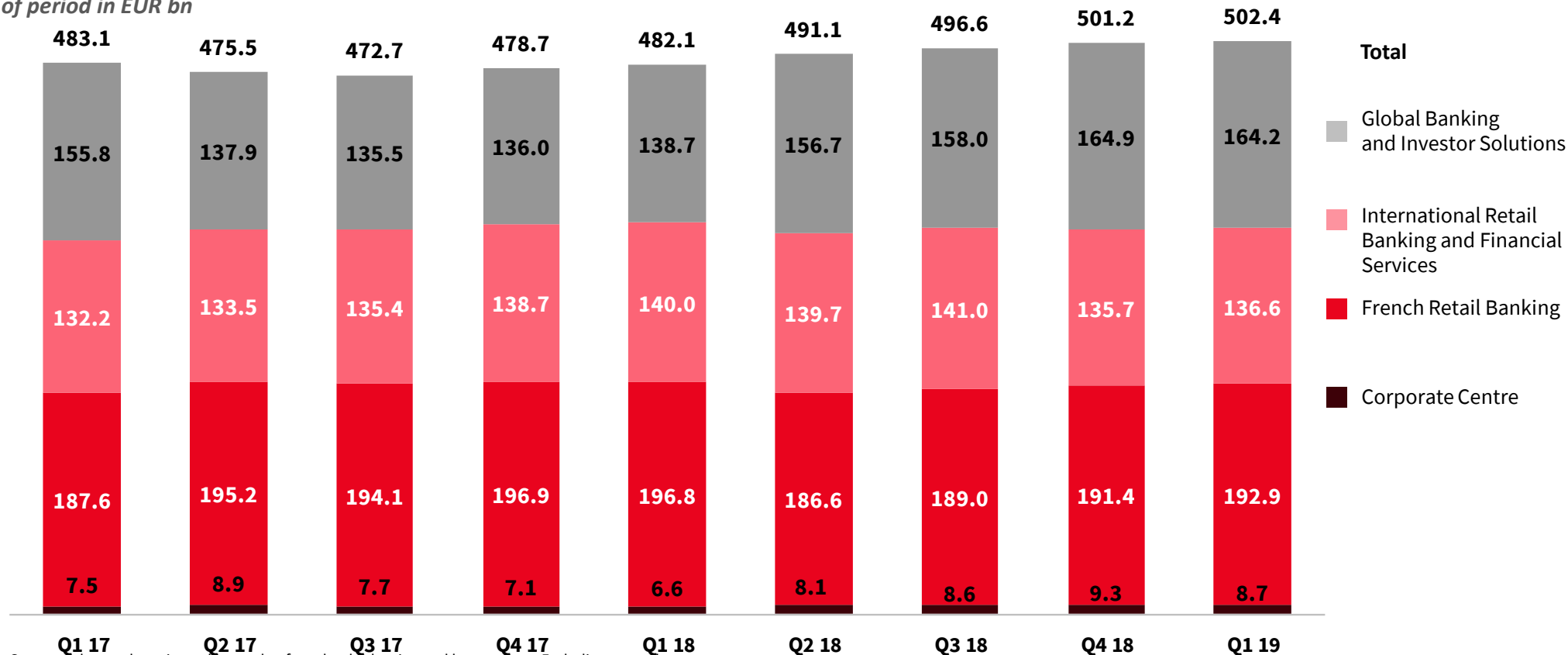
# GROUP RISK-WEIGHTED ASSETS\* (CRR/CRD 4, IN EUR BN)



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

# GROUP CHANGE IN GROSS BOOK OUTSTANDINGS\*

End of period in EUR bn



\*

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

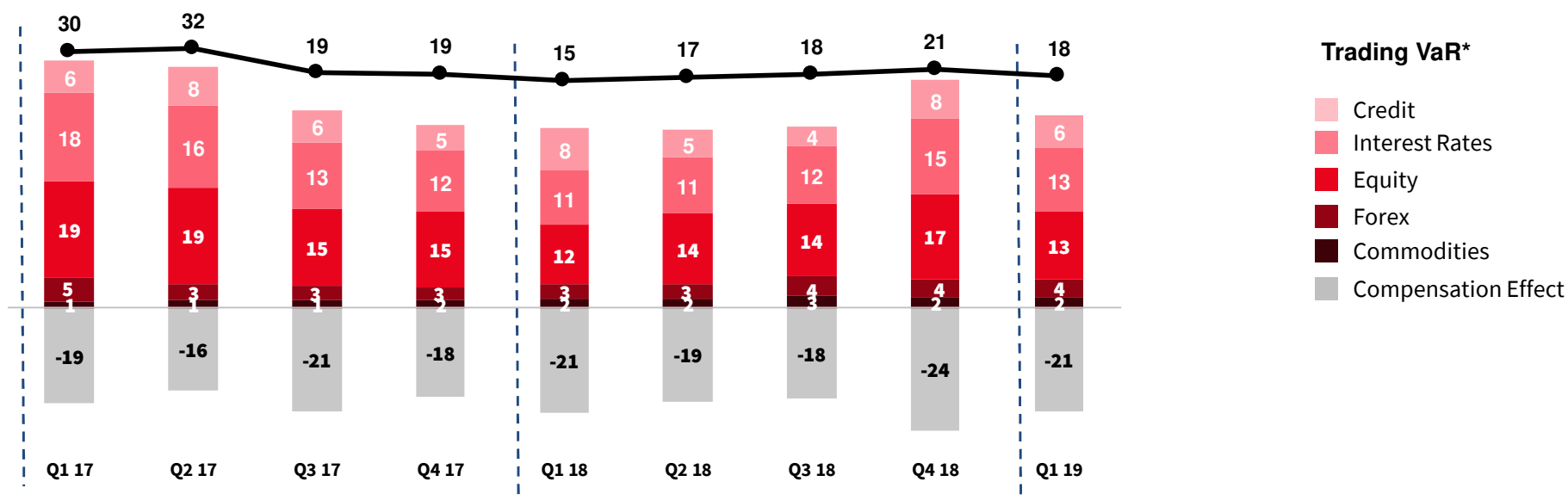
Excluding entities reported under IFRS 5

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

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

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



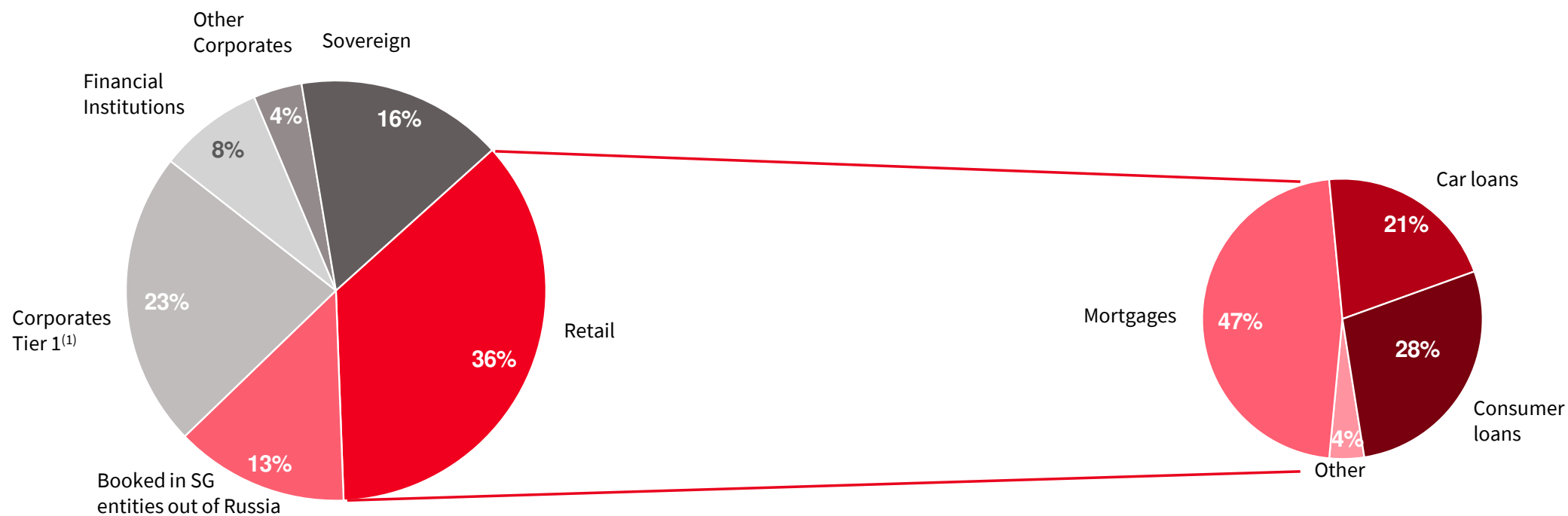
Stressed VAR** (1 day, 99%, in EUR m)	Q1 18	Q2 18	Q3 18	Q4 18	Q1 19
Minimum	14	18	21	34	22
Maximum	72	59	57	123	59
Average	34	33	34	62	36

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

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

# GROUP DIVERSIFIED EXPOSURE TO RUSSIA

\_EAD as of Q1 19: EUR 16.9bn

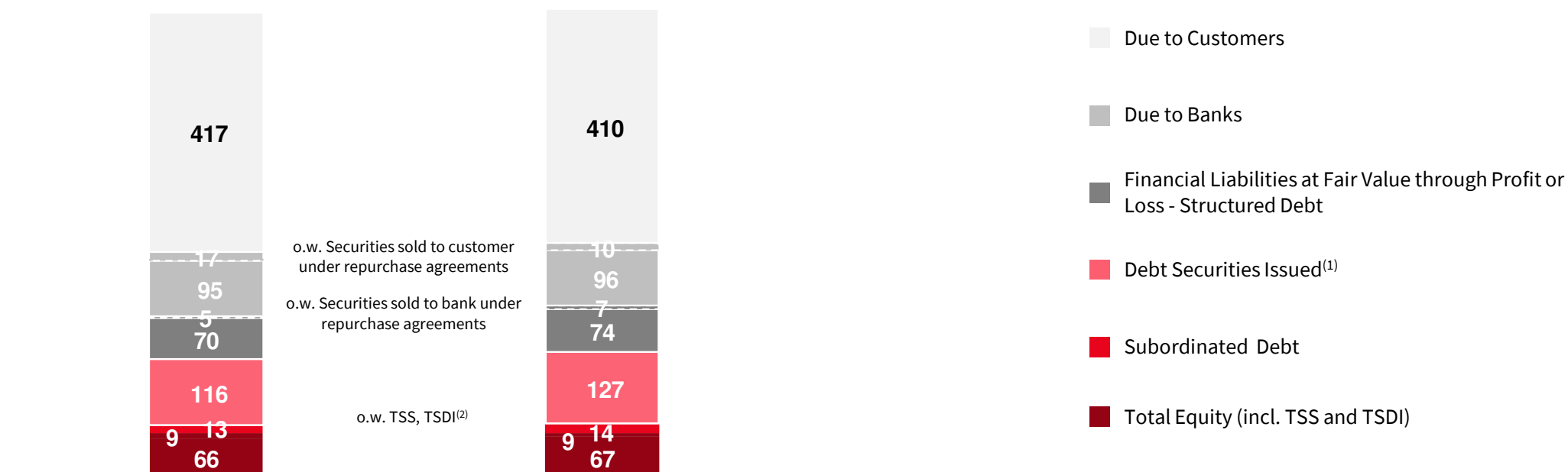


(1) Top 500 Russian corporates and multinational corporates

# GROUP FUNDING STRUCTURE

31 DECEMBER 2018

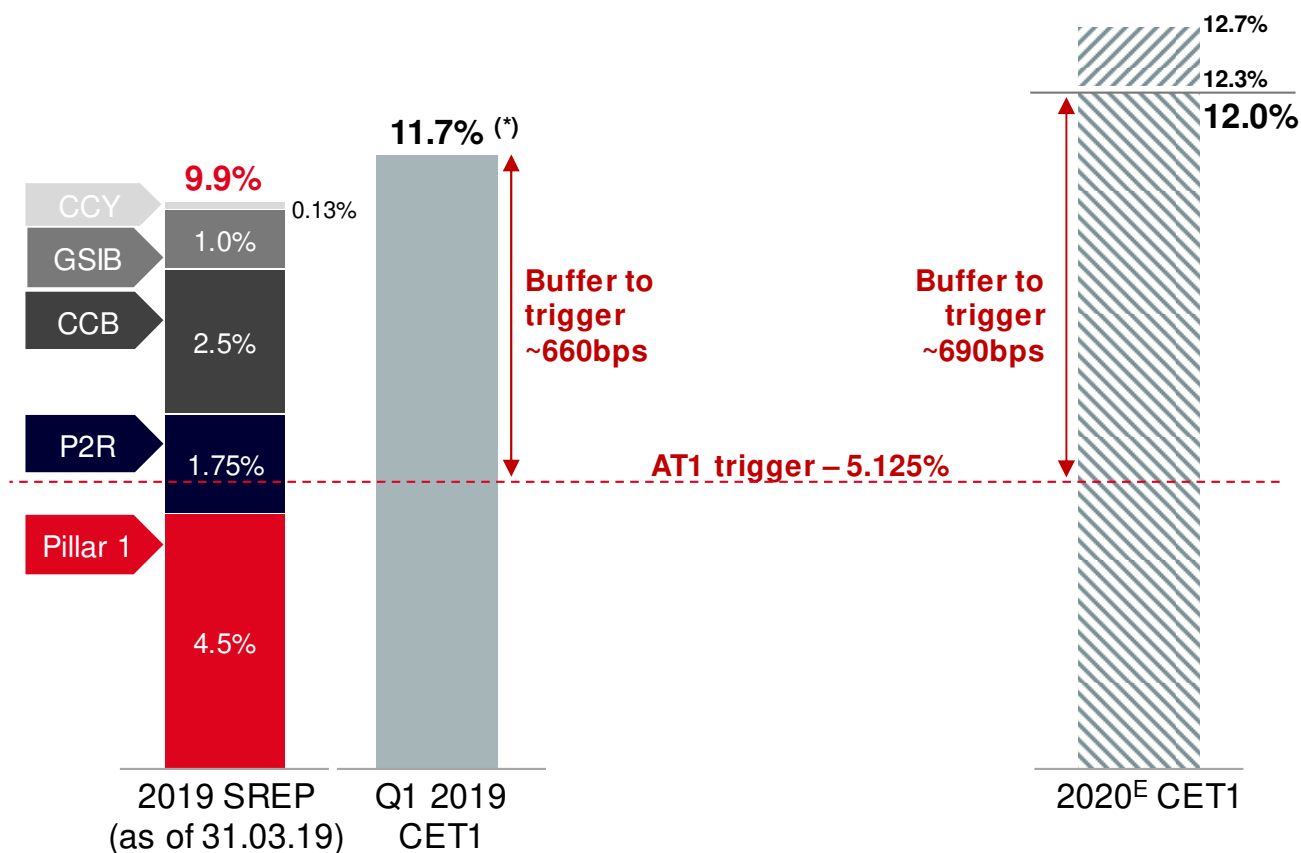
31 MARCH 2019



- (1) o.w. SGSCF: (EUR 3.4bn), SGSFH: (EUR 12.8bn), CRH: (EUR 5.9bn), securitisation and other secured issuances: (EUR 2.9bn), conduits: (EUR 10.8bn) at end-March 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).
- (2) TSS: Deeply Subordinated Notes, TSDI: Undated Subordinated notes. Notional amount excluding notably fx differences, original issue premiums/discounts, and accrued interest



# CAPITAL BUILD-UP IN 2019 AND 2020 WILL CONTINUE TO SUPPORT SG'S STRONG BALANCE SHEET



\* Taking into account the option of a dividend payment in shares subject to approval by the Ordinary General Meeting on May 21st, 2019, with the assumption of a 50% subscription rate, having in particular an impact of +24bp on the CET1 ratio

# 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

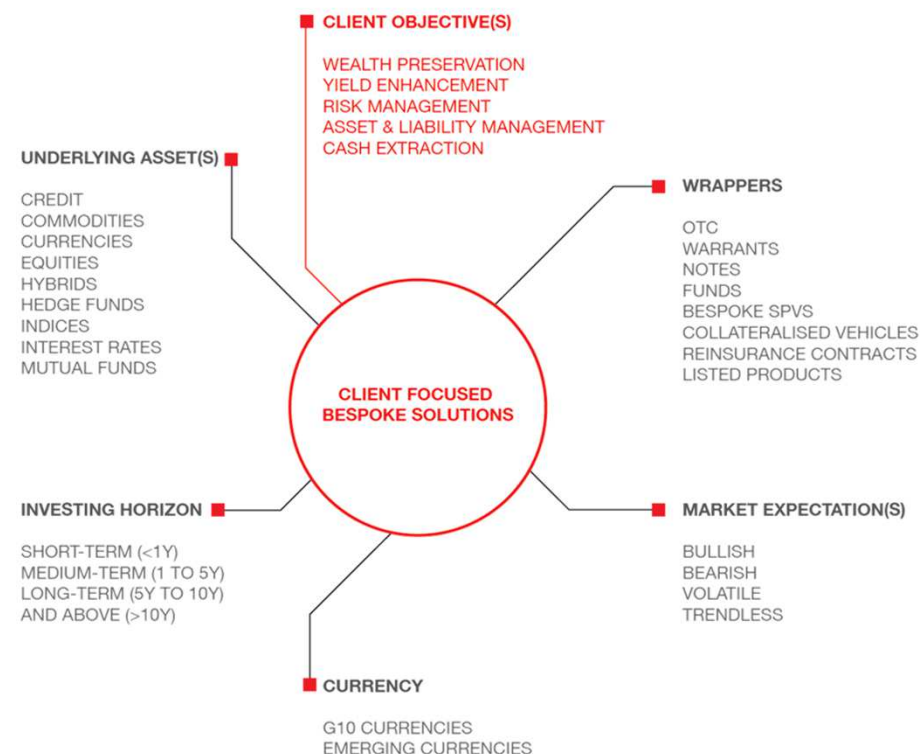
**Long term Senior Structured Notes issued via our platform are a source of liquidity for the Group**

- 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 EPS CALCULATION

Average number of shares (thousands)	Q1 19	2018	2017
Existing shares	807 918	807 918	807 754
<b>Deductions</b>			
Shares allocated to cover stock option plans and free shares awarded to staff	4 467	5 335	4 961
Other own shares and treasury shares	374	842	2 198
<b>Number of shares used to calculate EPS**</b>	<b>803 077</b>	<b>801 741</b>	<b>800 596</b>
<b>Group net Income</b>	<b>631</b>	<b>3 864</b>	<b>2 806</b>
Interest, net of tax on deeply subordinated notes and undated subordinated notes	(110)	(462)	(466)
Capital gain net of tax on partial buybacks	-	-	-
<b>Adjusted Group net income</b>	<b>521</b>	<b>3 402</b>	<b>2 340</b>
<b>EPS (in EUR)</b>	<b>0,65</b>	<b>4,24</b>	<b>2,92</b>
<b>Underlying EPS* (in EUR)</b>	<b>1,12</b>	<b>5,00</b>	<b>5,03</b>

\*Underlying EPS : adjusted for exceptional items and IFRIC 21 linearisation. See p. 27 and Methodology

\*\* The number of shares considered is the number of ordinary shares outstanding at 31 March 2019, excluding treasury shares and buybacks, but including the trading shares held by the Group

# GROUP

## NET ASSET VALUE, TANGIBLE NET ASSET VALUE

End of period	Q1 19	2018	2017
<b>Shareholders' equity Group share</b>	<b>61 830</b>	<b>61 026</b>	<b>59 373</b>
Deeply subordinated notes	(9 473)	(9 330)	(8 520)
Undated subordinated notes	(283)	(278)	(269)
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	(37)	(14)	(165)
Bookvalue of own shares in trading portfolio	550	423	223
<b>Net Asset Value</b>	<b>52 587</b>	<b>51 827</b>	<b>50 642</b>
Goodwill	(4 544)	(4 860)	(5 154)
Intangible Asset	(2 162)	(2 224)	(1 940)
<b>Net Tangible Asset Value</b>	<b>45 881</b>	<b>44 743</b>	<b>43 548</b>
<b>Number of shares used to calculate NAPS**</b>	<b>804 211</b>	<b>801 942</b>	<b>801 067</b>
<b>Net Asset Value per Share</b>	<b>65,4</b>	<b>64,6</b>	<b>63,2</b>
<b>Net Tangible Asset Value per Share</b>	<b>57,1</b>	<b>55,8</b>	<b>54,4</b>

\*\* The number of shares considered is the number of ordinary shares outstanding as of 31 March 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

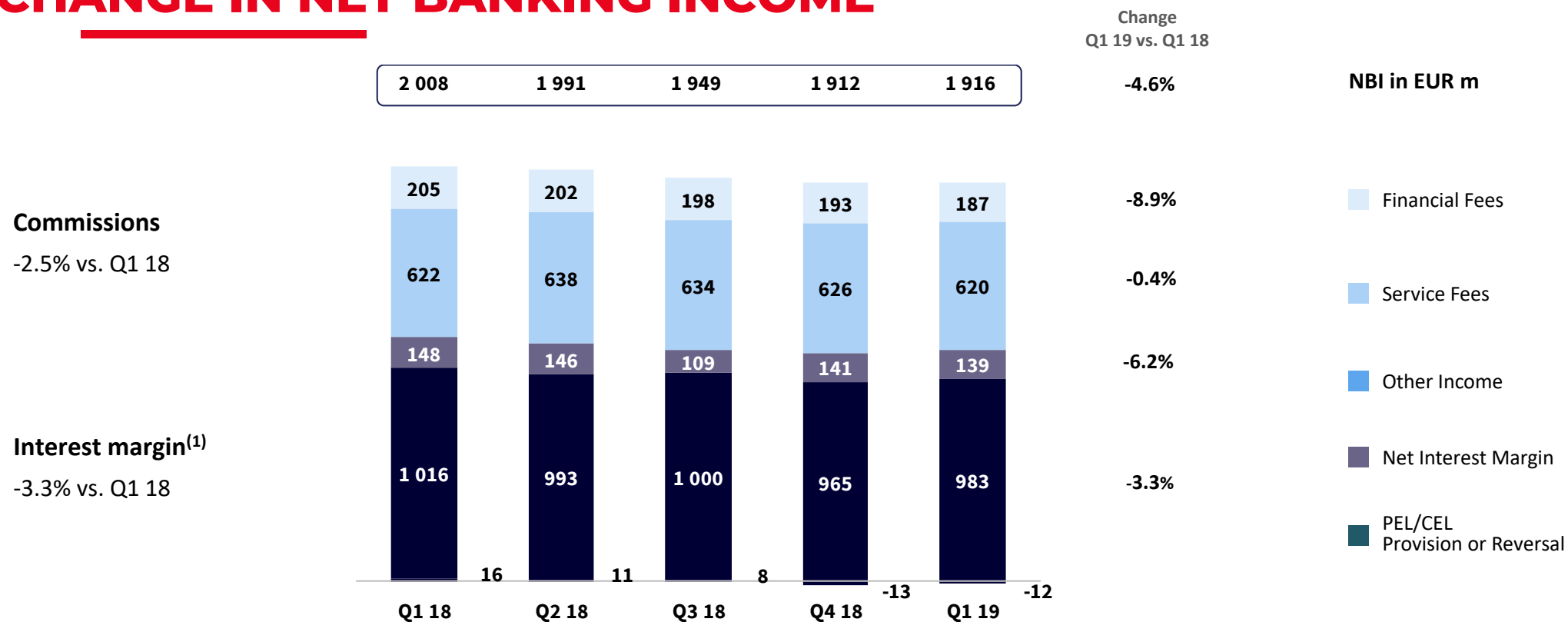
# GROUP ROE/ROTE CALCULATION DETAIL

End of period	Q1 19	Q1 18
<b>Shareholders' equity Group share</b>	<b>61 830</b>	<b>58 925</b>
Deeply subordinated notes	(9 473)	(8 362)
Undated subordinated notes	(283)	(263)
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	(37)	(218)
OCI excluding conversion reserves	(472)	(525)
Dividend provision	(2 025)	(2 136)
<b>ROE equity end-of-period</b>	<b>49 540</b>	<b>47 421</b>
<b>Average ROE equity</b>	<b>49 434</b>	<b>47 523</b>
Average Goodwill	(4 701)	(5 158)
Average Intangible Assets	(2 193)	(1 966)
<b>Average ROTE equity</b>	<b>42 540</b>	<b>40 399</b>
<b>Group net income (a)</b>	<b>631</b>	<b>850</b>
<b>Underlying Group net income (b)</b>	<b>1 010</b>	<b>1 204</b>
Interest, net of tax on deeply subordinated notes and undated subordinated notes (c)	(110)	(102)
Cancellation of goodwill impairment (d)	67	
<b>Adjusted Group net Income (e) = (a)+ (c)+(d)</b>	<b>588</b>	<b>748</b>
<b>Adjusted Underlying Group net Income (f)=(b)+(c)</b>	<b>900</b>	<b>1 102</b>
<b>Average ROTE equity (g)</b>	<b>42 540</b>	<b>40 399</b>
ROTE quarter: (4*e/g)	5,5%	7,4%
<b>Average ROTE equity (underlying) (h)</b>	<b>42 730</b>	<b>40 576</b>
Underlying ROTE quarter: (4*f/h),	8,4%	10,9%

ROE/ROTE: see Methodology

# FRENCH RETAIL BANKING

## CHANGE IN NET BANKING INCOME



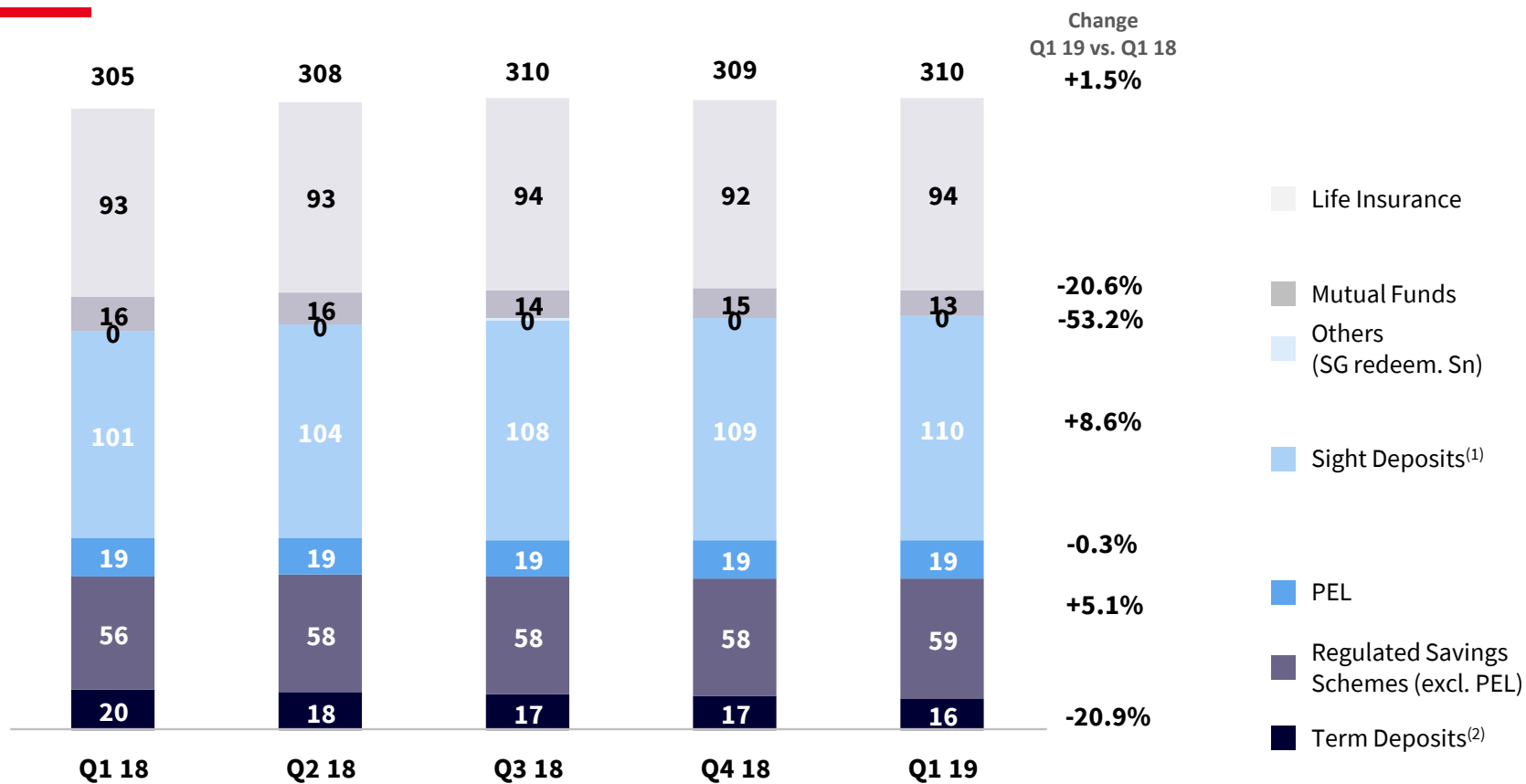
(1) Excluding PEL/CEL  
Data restated reflecting new quarterly series published on 4 April 2018

# FRENCH RETAIL BANKING CUSTOMER DEPOSITS AND FINANCIAL SAVINGS

Average outstanding in EUR bn

**Financial savings:**  
EUR 107.0bn  
-2.6%

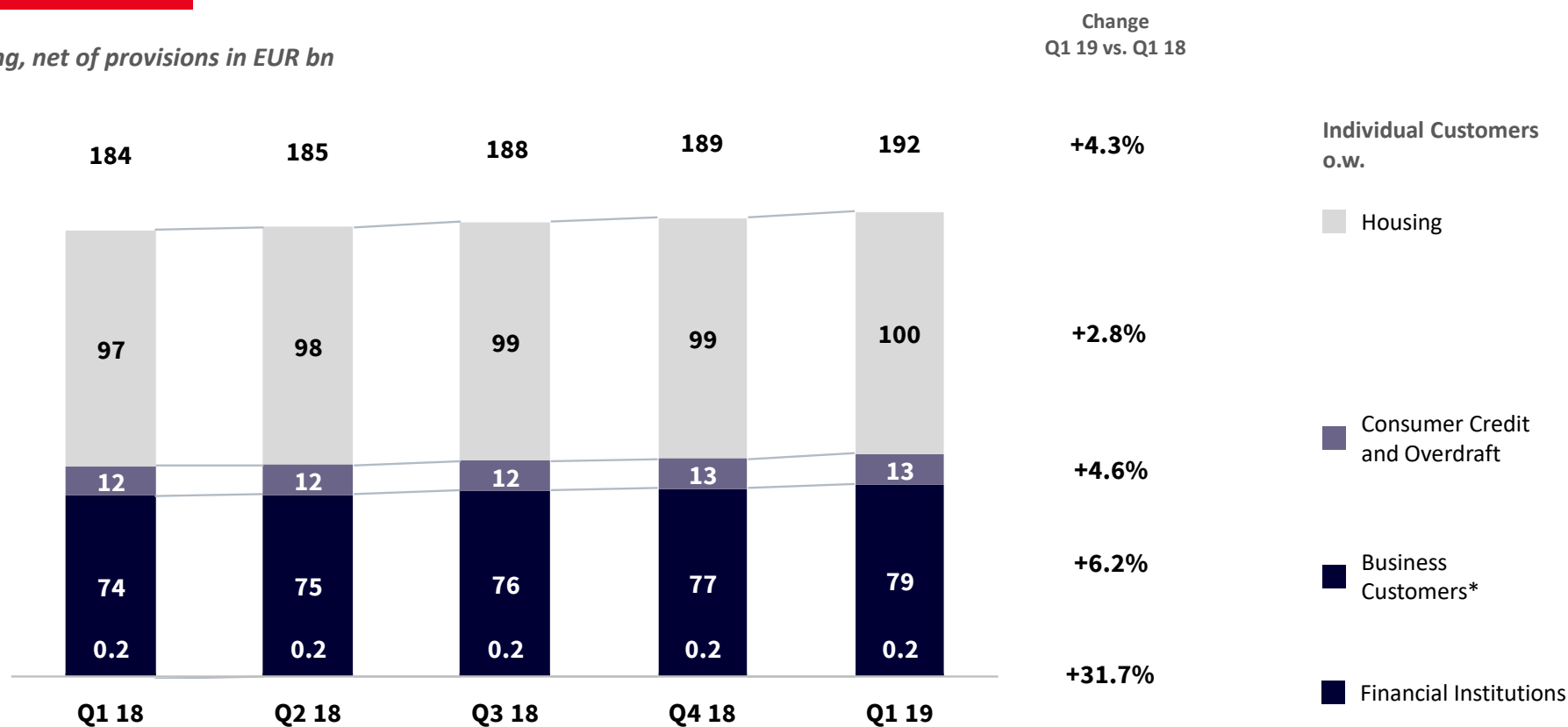
**Deposits:**  
EUR 202.8bn  
+3.8%



- (1) Including deposits from Financial Institutions and foreign currency deposits  
(2) 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 : Historical data restated to reflect technical adjustment on Consumer Credit and Overdraft



# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES QUARTERLY RESULTS

	International Retail Banking			Insurance			Financial Services to Corporates			Total		
<i>In EUR m</i>	Q1 19	Q1 18	Change	Q1 19	Q1 18	Change	Q1 19	Q1 18	Change	Q1 19	Q1 18	Change
Net banking income	1 387	1 328	+8,3%*	231	226	+2,4%*	458	435	+4,6%*	2 076	1 989	+6,8%*
Operating expenses	(858)	(847)	+5,7%*	(104)	(99)	+5,2%*	(242)	(233)	+3,0%*	(1 204)	(1 179)	+5,1%*
Gross operating income	529	481	+12,9%*	127	127	+0,2%*	216	202	+6,5%*	872	810	+9,3%*
Net cost of risk	(111)	(81)	+43,4%*	0	0	n/s	(17)	(10)	+71,0%*	(128)	(91)	+46,6%*
Operating income	418	400	+6,9%*	127	127	+0,2%*	199	192	+3,1%*	744	719	+4,7%*
Net profits or losses from other assets	1	4	-74,7%*	0	0	n/s	0	0	+100,0%*	1	4	-74,7%*
Impairment losses on goodwill	0	0	n/s	0	0	n/s	0	0	n/s	0	0	n/s
Income tax	(95)	(94)	+2,5%*	(39)	(42)	-7,0%*	(44)	(52)	-16,0%*	(178)	(188)	-4,8%*
Group net income	246	229	+10,0%*	87	84	+3,7%*	131	116	+13,5%*	464	429	+9,7%*
C/I ratio	62%	64%		45%	44%		53%	54%		58%	59%	
Average allocated capital	6 998	6 876		1 829	1 917		2 790	2 607		11 617	11 400	

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

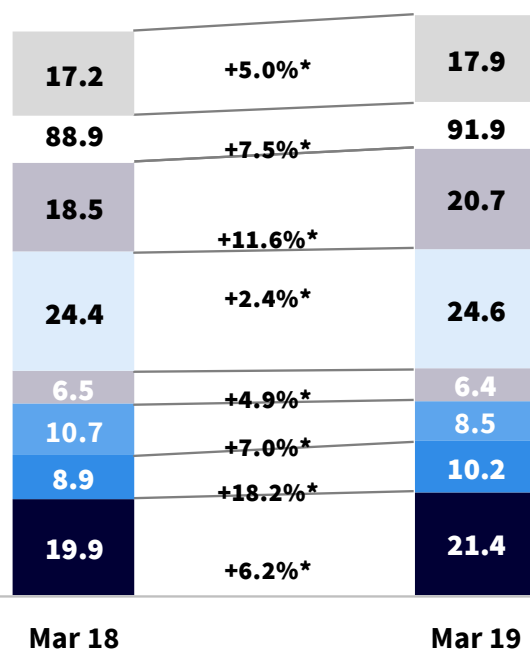
# QUARTERLY RESULTS OF INTERNATIONAL RETAIL BANKING BREAKDOWN BY REGION

	Western Europe		Czech Republic		Romania		Other Europe		Russia (1)		Africa, Asia, Mediterranean basin and Overseas		Total International Retail Banking	
In MEUR	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18	Q1 19	Q1 18
Net banking income	216	196	283	269	149	139	133	162	179	170	427	392	1 387	1 328
Change *	+10,2%*		+6,4%*		+9,1%*		+6,5%*		+14,3%*		+6,7%*		+8,3%*	
Operating expenses	(104)	(100)	(169)	(166)	(100)	(90)	(78)	(108)	(136)	(140)	(271)	(243)	(858)	(847)
Change *	+4,0%*		+2,9%*		+13,0%*		-4,1%*		+4,7%*		+9,3%*		+5,7%*	
Gross operating income	112	96	114	103	49	49	55	54	43	30	156	149	529	481
Change *	+16,7%*		+11,9%*		+1,8%*		+27,3%*		+60,9%*		+2,3%*		+12,9%*	
Net cost of risk	(35)	(35)	7	3	5	33	(4)	(12)	(29)	(16)	(55)	(54)	(111)	(81)
Change *	+0,0%*		n/s		+84,6%*		-68,4%*		+94,7%*		+1,6%*		+43,4%*	
Operating income	77	61	121	106	54	82	51	42	14	14	101	95	418	400
Change *	+26,2%*		+15,4%*		-33,0%*		+49,3%*		+18,2%*		+2,7%*		+6,9%*	
Net profits or losses from other assets	0	0	0	4	0	0	1	0	0	0	0	0	1	4
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income tax	(15)	(13)	(24)	(23)	(11)	(17)	(10)	(9)	(2)	(2)	(33)	(30)	(95)	(94)
Group net income	59	46	61	53	24	39	37	30	12	12	53	49	246	229
Change *	+28,3%*		+16,4%*		-37,4%*		+56,5%*		+17,2%*		+0,0%*		+10,0%*	
C/I ratio	48,1%	51,0%	59,7%	61,7%	67,1%	64,7%	58,6%	66,7%	76,0%	82,4%	63,5%	62,0%	61,9%	63,8%
Average allocated capital	1 427	1 404	1 032	952	463	464	1 180	1 054	1 028	1 176	1 868	1 825	6 998	6 876

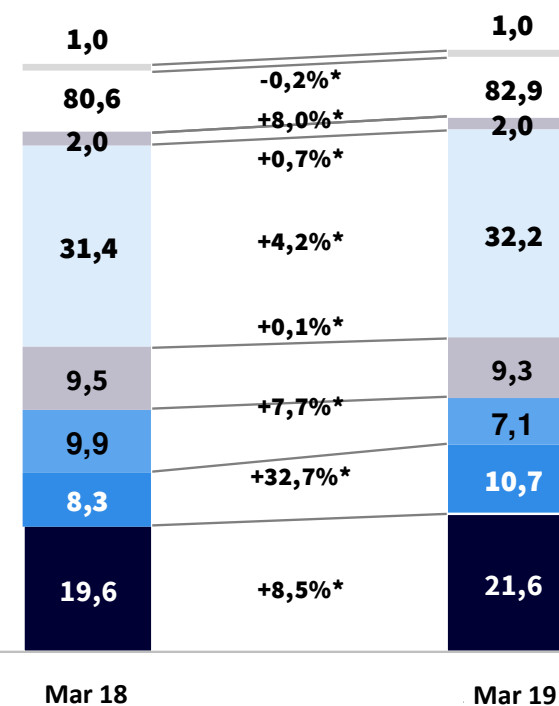
- \* When adjusted for changes in Group structure and at constant exchange rates  
Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology
- (1) Russia structure includes Rosbank, Delta Credit, Rusfinance and their consolidated subsidiaries in International Retail Banking

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

\_Loan Outstandings Breakdown (in EUR bn)  
Change March 19/March 18



\_Deposit Outstandings Breakdown (in EUR bn)  
Change March 19/March 18

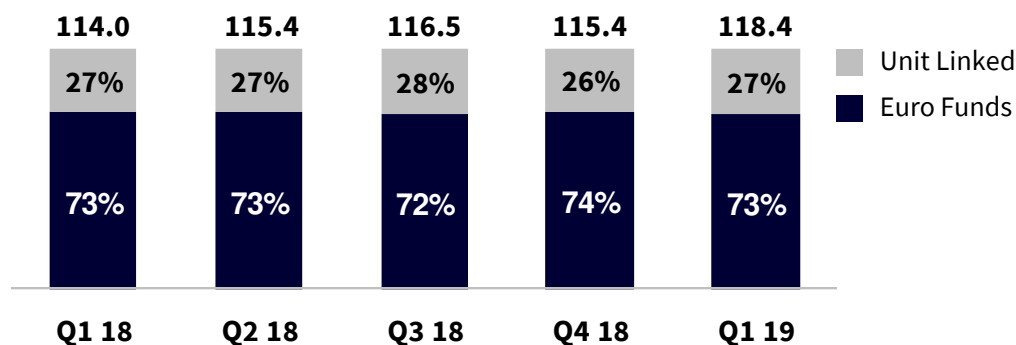


\* When adjusted for changes in Group structure and at constant exchange rates  
(1) Excluding factoring

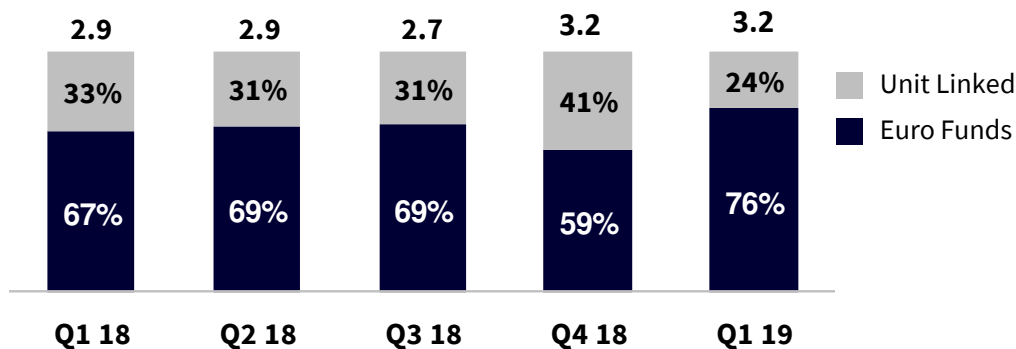
# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

## INSURANCE KEY FIGURES

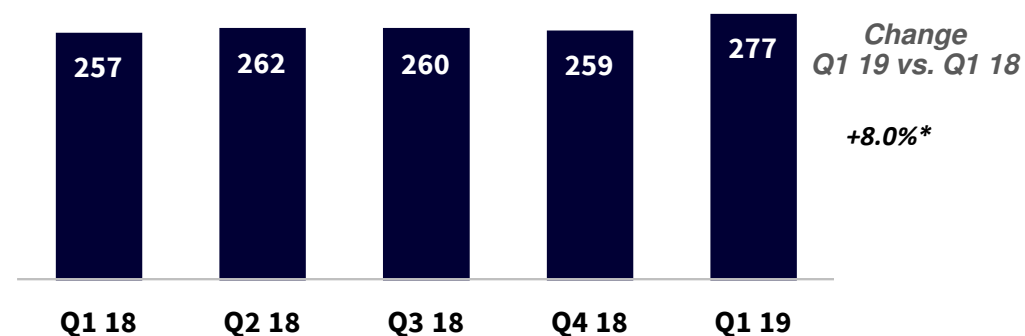
\_Life Insurance Outstandings and Unit Linked Breakdown (in EUR bn)



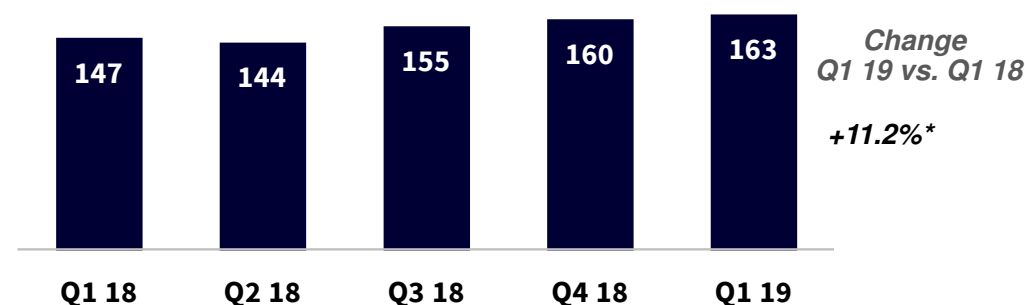
\_Life Insurance Gross Inflows (in EUR bn)



\_Personal Protection Insurance Premiums (in EUR m)



\_Property and Casualty Insurance Premiums (in EUR m)



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

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

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

### \_SG Russia Results

In EUR m	Q1 19	Q1 18	Change
<b>Net banking income</b>	<b>199</b>	190	<b>+12,5%*</b>
Operating expenses	(144)	(149)	+3,2%*
<b>Gross operating income</b>	<b>55</b>	<b>41</b>	<b>+46,9%*</b>
Net cost of risk	(29)	(16)	+93,8%*
<b>Operating income</b>	<b>26</b>	<b>25</b>	<b>+16,5%*</b>
<b>Group net income</b>	<b>20</b>	<b>18</b>	<b>+24,5%*</b>
C/I ratio	72%	78%	

### \_SG Commitment to Russia

In EUR bn	Q1 19	Q4 18	Q4 17	Q4 16
Book value	2,9	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 2.9bn at Q1 19, not including translation reserves of EUR -0.9bn, already deducted from Group Equity

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

(1) Contribution of Rosbank, Delta Credit Bank, Rusfinance Bank, Societe Generale Insurance, ALD Automotive, and their consolidated subsidiaries to Group businesses results  
Net banking income, operating expenses, cost to income ratio: see Methodology

# GLOBAL BANKING AND INVESTOR SOLUTIONS

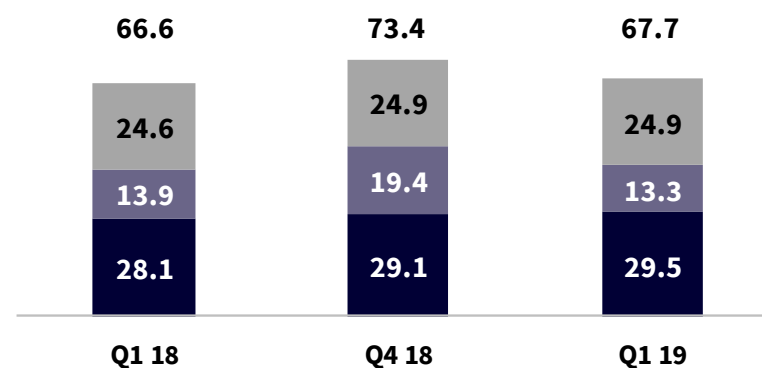
## QUARTERLY RESULTS

	Global Markets and Investor Services			Financing and Advisory			Asset and Wealth Management			Total Global Banking and Investor Solutions			
<i>In EUR m</i>	Q1 19	Q1 18	Change	Q1 19	Q1 18	Change	Q1 19	Q1 18	Change	Q1 19	Q1 18	Change	
Net banking income	1 273	1 372	-10,7%*	711	600	+16,0%*	255	243	+5,5%*	2 239	2 215	+1,1%	-1,8%*
Operating expenses	(1 289)	(1 318)	-4,1%*	(512)	(478)	+5,0%*	(225)	(228)	-0,5%*	(2 026)	(2 024)	+0,1%	-1,6%*
Gross operating income	(16)	54	n/s	199	122	+58,5%*	30	15	+93,2%*	213	191	+11,5%	-3,8%*
Net cost of risk	3	1	n/s	(43)	31	n/s	(2)	(5)	-56,9%*	(42)	27	n/s	n/s
Operating income	(13)	55	n/s	156	153	-0,5%*	28	10	x 2,6	171	218	-21,6%	-31,3%*
Net profits or losses from other assets	0	0		0	0		0	0		0	0		
Net income from companies accounted for by the equity method	2	1		0	(1)		0	0		2	0		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	5	(11)		(26)	(33)		(7)	(3)		(28)	(47)		
Net income	(6)	45		130	119		21	7		145	171		
O.w. non controlling Interests	4	4		0	1		1	0		5	5		
Group net income	(10)	41	n/s	130	118	+7,1%*	20	7	x 2,6	140	166	-15,7%	-26,1%*
Average allocated capital	8 872	8 081		6 530	5 619		1 180	1 042		16 582	14 742		
C/I ratio	101%	96%		72%	80%		88%	94%		90%	91%		

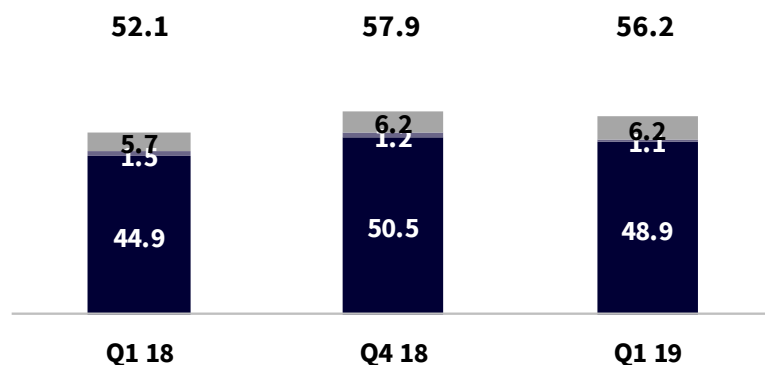
\* When adjusted for changes in Group structure and at constant exchange rates  
Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology

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

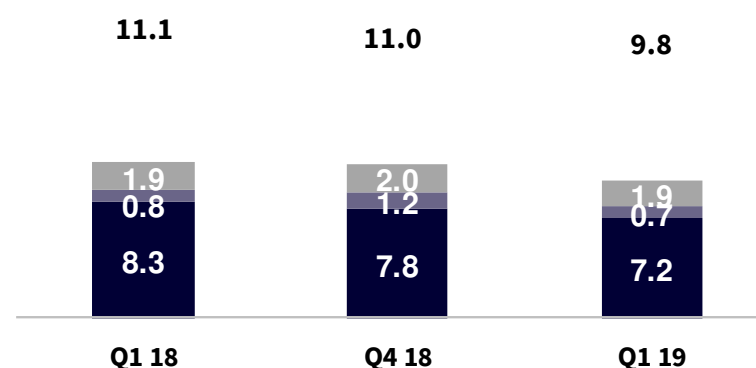
\_Global Markets and Investor Services



\_Financing and Advisory



\_Asset and Wealth Management

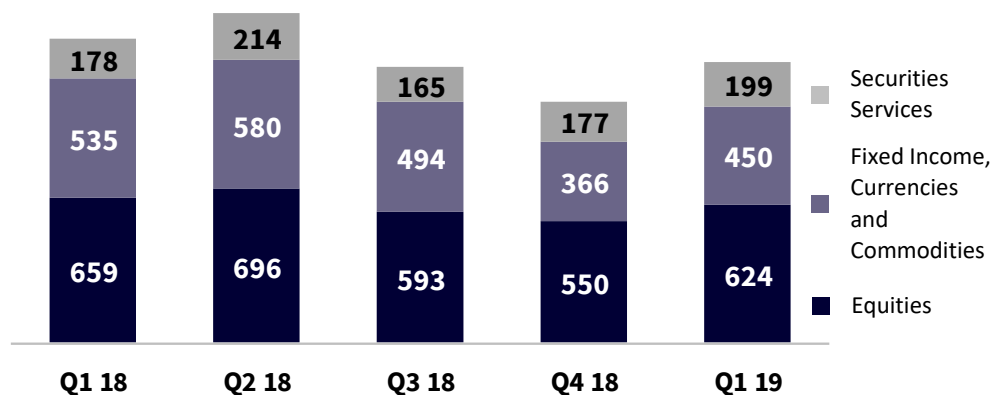


Operational  
Market  
Credit

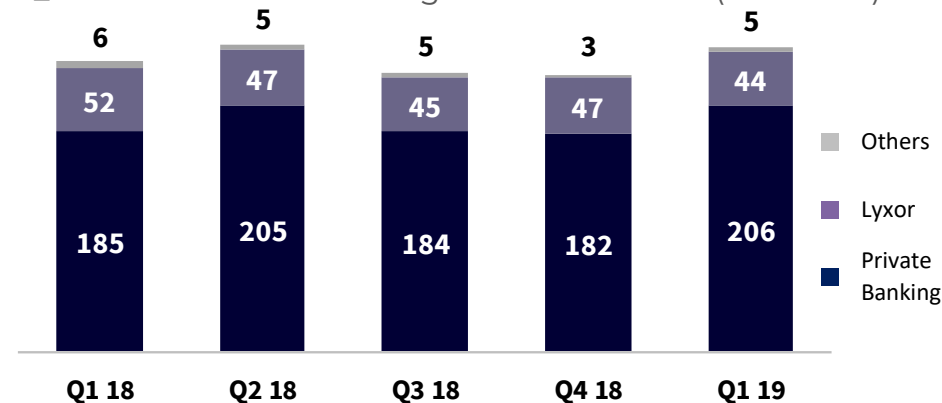
Data restated reflecting new quarterly series published on 4 April 2018

# GLOBAL BANKING AND INVESTOR SOLUTIONS REVENUES

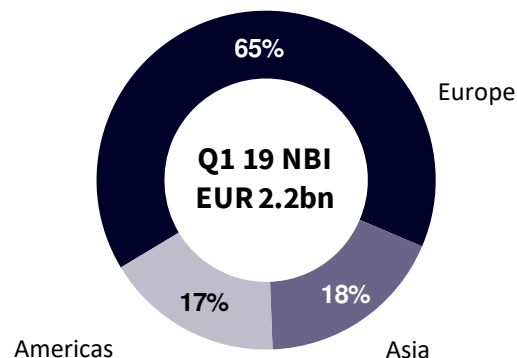
\_Global Markets and Investor Services Revenues (in EUR m)



\_Asset and Wealth Management Revenues (in EUR m)



\_Revenues Split by Region (in %)

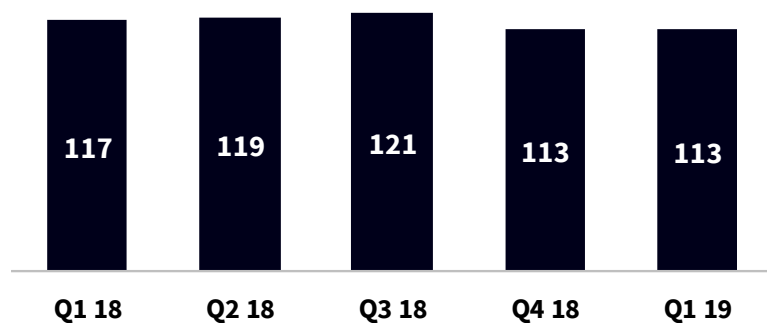




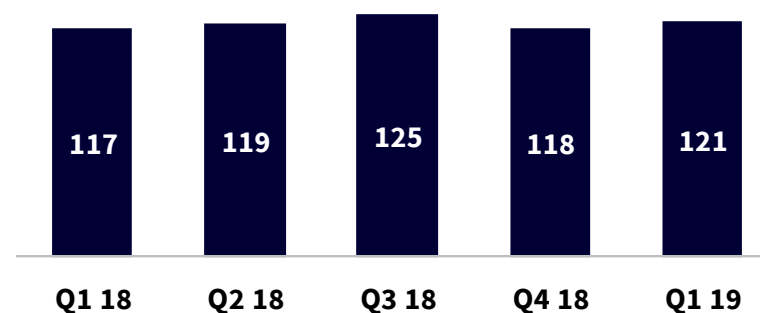
# GLOBAL BANKING AND INVESTOR SOLUTIONS

## KEY FIGURES

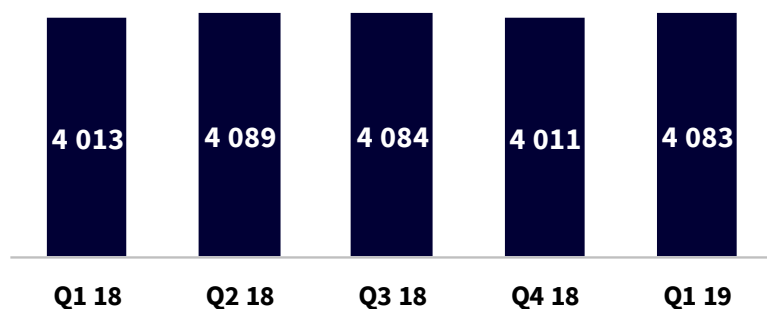
\_Private Banking: Assets under Management<sup>(1)</sup> (in EUR bn)



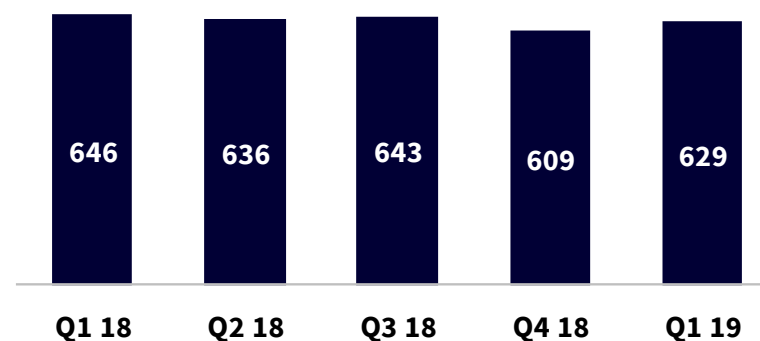
\_Lyxor: Assets under Management (in EUR bn)



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



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



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

# GLOBAL BANKING AND INVESTOR SOLUTIONS

## CVA/DVA IMPACT

NBI impact					
	Q1 18	Q2 18	Q3 18	Q4 18	Q1 19
Equities	(1)	2	3	(9)	10
Fixed income,currencies,commodities	(4)	(3)	9	(20)	19
Financing and Advisory	(3)	(4)	8	(21)	11
<b>Total</b>	<b>(9)</b>	<b>(5)</b>	<b>19</b>	<b>(51)</b>	<b>39</b>

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

## Global Markets and Investor Services



### Structure Retail Products Europe

Best House Europe  
Best House Equities  
Best House Interest Rates  
Best House Commodities  
Best House Credit  
Best House Foreign Exchange  
Deal of the Year award "Cristal Solidarité"



### Structure Retail Products Africa

Best Proprietary Index Provider in Africa



### CTA Intelligence US Services Awards

Best Capital Introduction Service

## Financing and Advisory



### GlobalCapital ECM Awards

ECM Bank of the Year in France and the Benelux

ECM Deal of the Year in France



### IJGLOBAL Awards

Asia Pacific Mandated Lead Arranger of the Year



### Real Estate Capital Awards

Lender of the year in France



Global Custodian's Leaders in Custody awards



### Renewable Energy

#4 Mandated Lead Arranger Worldwide

### Renewable Energy

#1 Mandated Lead Arranger in France  
#2 Mandated Lead Arranger in EMEA  
#2 Financial Adviser in EMEA

### Equity Capital Markets

#3 France, Belgium, Luxembourg  
#8 Equity Linked EMEA  
#8 World offer in Euro

### Acquisition Finance - Loans - Bookrunner

#1 France

### Debt Capital Markets

#5 All int Euro Bonds  
#4 All int Euro Corporate Bonds  
#5 All int Euro Bonds for FI (inc. CB)  
#7 All int SSA Bonds in EUR

### Merger and Acquisition

#2 Target Italy by deal count  
#4 France by deal count



## Asset and Wealth Management

### WealthBriefing Swiss Awards

### Societe Generale Private Banking Switzerland

HNW Team (International Clients)

Alternative Fund Manager

Best Private Bank - Investment Management Platform



### Hedge Fund Journal Awards

### Lyxor Asset Management

Best Alternative Ucits Platform

### European ETF awards (AGEFI)

### ETF Express 2019 Awards

### Lyxor S&P 500 UCITS ETF - Daily Hedged - D - EUR

Best Fund "Developed Market Large CAP Equities"

### Lyxor ETF

Best Europe Equity ETF Provider

# FINANCING & ADVISORY SUPPORTING CLIENTS IN THEIR TRANSFORMATIONS

CLIENT PROXIMITY  
INNOVATION  
PRODUCT EXCELLENCE  
INDUSTRY EXPERTISE  
ADVISORY CAPACITY  
GLOBAL COVERAGE



**MSC**

Debt arranger, MLA, Bookrunner, Facility and Security Agent

USD 177 m Japanese Operating Lease in favour of MSC for the financing of two containerships built in China



**LISEA**

Underwriter, Sole, Global Coordinator, Arranger

EUR 2.2 bn debt and bond refinancing – this operation was the first project bond to receive a green label in France granted by Vigeo Eiris



**GHANA COCOA BOARD**

Underwriter, MLA, Bookrunner

New USD 300 m Medium-Term, Sustainability-Linked Trade Finance facilities



**ARES**

Sole Arranger

SG closed the USD 500 m Ares LII CLO Ltd. securitization transaction backed by broadly syndicated leveraged loans



**LACTALIS / PARMALAT**

Financial Advisor

SG acted as exclusive financial advisor to Lactalis in the delisting of Parmalat



**AIR FRANCE - KLM**

Joint Global Coordinator, Joint Bookrunner

Issuance of EUR 500 m 7-year put 5-year Convertible Bond offering



# METHODOLOGY (1/3)

## **1 – The Group’s consolidated results as at March 31<sup>th</sup>, 2019 were approved by the Board of Directors on May 2<sup>nd</sup>, 2019.**

The financial information presented in respect the quarter ended March 31<sup>st</sup>, 2019 has been prepared in accordance with IFRS as adopted in the European Union and applicable at the date. These items have not been audited.

## **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 27).

## 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)	Q1 19	Q1 18
<b>French Retail Banking</b>	Net Cost Of Risk	94	134
	Gross loan Outstandings	191 422	185 209
	<b>Cost of Risk in bp</b>	<b>20</b>	<b>29</b>
<b>International Retail Banking and Financial Services</b>	Net Cost Of Risk	128	91
	Gross loan Outstandings	129 861	131 630
	<b>Cost of Risk in bp</b>	<b>39</b>	<b>28</b>
<b>Global Banking and Investor Solutions</b>	Net Cost Of Risk	43	(27)
	Gross loan Outstandings	164 811	147 714
	<b>Cost of Risk in bp</b>	<b>10</b>	<b>(7)</b>
<b>Corporate Centre</b>	Net Cost Of Risk	(0)	9
	Gross loan Outstandings	9 248	7 085
	<b>Cost of Risk in bp</b>	<b>(1)</b>	<b>52</b>
<b>Societe Generale Group</b>	Net Cost Of Risk	264	208
	Gross loan Outstandings	495 341	471 637
	<b>Cost of Risk in bp</b>	<b>21</b>	<b>18</b>

### 7 – ROE, RONE, ROTE

The notion of ROE (Return On Equity) and ROTE (Return On Tangible Equity), as well as the methodology for calculating it, are specified on 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, net of taxes to be paid on TSS & TSDI, interest paid to the holders of TSS & TSDI amortization of premiums issues and unrealized gains/losses accounted in equity, excluding translation reserves (see methodological Note 9). For the ROTE, the result is also restated for impairment of goodwill.

**8 – Net assets and tangible net assets** are defined in the methodology, page 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. 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 [www.societegenerale.com](http://www.societegenerale.com) in the "Investor" section.

## INVESTOR RELATIONS TEAM

[investor.relations@socgen.com](mailto:investor.relations@socgen.com)



[www.societegenerale.com/en/investors](http://www.societegenerale.com/en/investors)

