



03 / 11 / 2010

## THIRD QUARTER AND FIRST 9 MONTHS 2010 RESULTS

### SUPPLEMENTARY DATA



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## Quarterly income statement by core business

In EUR m

|  | French Networks |            | International Retail Banking |            | Specialised Financial Services & Insurance |            | Private Banking, Global Investment Management and Services |           | Corporate & Investment Banking |            | Corporate Centre |              | Group        |              |
|--|-----------------|------------|------------------------------|------------|--|------------|--|-----------|--------------------------------|------------|------------------|--------------|--------------|--------------|
|  | Q3 09           | Q3 10      | Q3 09                        | Q3 10      | Q3 09                                      | Q3 10      | Q3 09  | Q3 10     | Q3 09                          | Q3 10      | Q3 09            | Q3 10        | Q3 09        | Q3 10        |
| <b>Net banking income</b>                                    | 1,867           | 1,913      | 1,174                        | 1,250      | 810  | 888        | 636  | 568       | 2,348                          | 1,934      | (865)            | (252)        | 5,970        | 6,301        |
| Operating expenses   | (1,181)         | (1,199)    | (657)                        | (695)      | (446)                                      | (464)      | (557)  | (504)     | (1,037)                        | (1,159)    | (20)             | (18)         | (3,898)      | (4,039)      |
| <b>Gross operating income</b>                                | <b>686</b>      | <b>714</b> | <b>517</b>                   | <b>555</b> | <b>364</b>                                 | <b>424</b> | <b>79</b>  | <b>64</b> | <b>1,311</b>                   | <b>775</b> | <b>(885)</b>     | <b>(270)</b> | <b>2,072</b> | <b>2,262</b> |
| Net allocation to provisions                                 | (220)           | (197)      | (336)                        | (305)      | (338)                                      | (299)      | (12)   | 5         | (605)                          | (123)      | (2)              | 1            | (1,513)      | (918)        |
| <b>Operating income</b>                                      | <b>466</b>      | <b>517</b> | <b>181</b>                   | <b>250</b> | <b>26</b>                                  | <b>125</b> | <b>67</b>  | <b>69</b> | <b>706</b>                     | <b>652</b> | <b>(887)</b>     | <b>(269)</b> | <b>559</b>   | <b>1,344</b> |
| Net profits or losses from other assets                      | 0               | 0          | 0                            | (2)        | 1  | 0          | (1)  | 0         | 1                              | 0          | (1)              | 0            | 0            | (2)          |
| Net income from companies accounted for by the equity method | 3               | 2          | 2                            | 3          | (7)  | 1          | 0  | 28        | 13                             | 0          | 1                | (1)          | 12           | 33           |
| Impairment losses on goodwill                                | 0               | 0          | 0                            | 0          | 1  | 0          | 0  | 0         | 0                              | 0          | (1)              | 0            | 0            | 0            |
| Income tax   | (158)           | (176)      | (36)                         | (46)       | (8)  | (35)       | (15)   | (17)      | (200)                          | (181)      | 377              | 83           | (40)         | (372)        |
| Net income before minority interests                         | 311             | 343        | 147                          | 205        | 13   | 91         | 51   | 80        | 520                            | 471        | (511)            | (187)        | 531          | 1,003        |
| O.w. minority interests                                      | 15              | 3          | 35                           | 56         | 3  | 4          | 1  | 0         | 2                              | 3          | 49               | 41           | 105          | 107          |
| <b>Group net income</b>                                      | <b>296</b>      | <b>340</b> | <b>112</b>                   | <b>149</b> | <b>10</b>                                  | <b>87</b>  | <b>50</b>  | <b>80</b> | <b>518</b>                     | <b>468</b> | <b>(560)</b>     | <b>(228)</b> | <b>426</b>   | <b>896</b>   |
| Average allocated capital                                    | 6,224           | 6,189      | 3,562                        | 3,770      | 4,611                                      | 4,954      | 1,323  | 1,422     | 8,877                          | 9,626      | 5,292*           | 11,227*      | 29,889       | 37,187       |
| <b>ROE (after tax)</b>                                       |                 |            |                              |            |  |            |  |           |                                |            |                  |              | <b>4.1%</b>  | <b>8.7%</b>  |

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



## 9-month income statement by core business

| In EUR m   | Private Banking,<br>Global<br>Investment<br>Management<br>and Services |         |                                 |         |   |         |         |         |         |         |         |         | Corporate &<br>Investment<br>Banking |          |       |       | Corporate Centre |       | Group |       |
|--|--|---------|---------------------------------|---------|---|---------|---------|---------|---------|---------|---------|---------|--------------------------------------|----------|-------|-------|------------------|-------|-------|-------|
|  | French<br>Networks   |         | International<br>Retail Banking |         | Specialised<br>Financial<br>Services &<br>Insurance |         | 9M 09   |         | 9M 10   |         | 9M 09   |         | 9M 10                                |          | 9M 09 |       | 9M 10            |       | 9M 09 |       |
|  | 9M 09  | 9M 10   | 9M 09                           | 9M 10   | 9M 09   | 9M 10   | 9M 09   | 9M 10   | 9M 09   | 9M 10   | 9M 09   | 9M 10   | 9M 09                                | 9M 10    | 9M 09 | 9M 10 | 9M 09            | 9M 10 | 9M 09 | 9M 10 |
| Net banking income   | 5,523  | 5,736   | 3,530                           | 3,673   | 2,355   | 2,663   | 1,894   | 1,664   | 6,225   | 5,829   | (2,928) | (4)     | 16,599                               | 19,561   |       |       |                  |       |       |       |
| Operating expenses   | (3,585)  | (3,680) | (2,001)                         | (2,052) | (1,317)   | (1,376) | (1,673) | (1,481) | (3,136) | (3,385) | (70)    | (131)   | (11,782)                             | (12,105) |       |       |                  |       |       |       |
| Gross operating income                                       | 1,938  | 2,056   | 1,529                           | 1,621   | 1,038   | 1,287   | 221     | 183     | 3,089   | 2,444   | (2,998) | (135)   | 4,817                                | 7,456    |       |       |                  |       |       |       |
| Net allocation to provisions                                 | (664)  | (645)   | (945)                           | (1,005) | (865)   | (909)   | (39)    | 0       | (1,431) | (498)   | 2       | (3)     | (3,942)                              | (3,060)  |       |       |                  |       |       |       |
| Operating income   | 1,274  | 1,411   | 584                             | 616     | 173   | 378     | 182     | 183     | 1,658   | 1,946   | (2,996) | (138)   | 875                                  | 4,396    |       |       |                  |       |       |       |
| Net profits or losses from other assets                      | 1  | 5       | 11                              | 2       | 2   | (4)     | 0       | 0       | (1)     | (2)     | 1       | (3)     | 14                                   | (2)      |       |       |                  |       |       |       |
| Net income from companies accounted for by the equity method | 7  | 6       | 5                               | 9       | (38)  | (7)     | 0       | 75      | 34      | 9       | (2)     | (1)     | 6                                    | 91       |       |       |                  |       |       |       |
| Impairment losses on goodwill                                | 0  | 0       | 0                               | 0       | (18)  | 0       | 0       | 0       | 0       | 0       | 0       | (0)     | (18)                                 | (0)      |       |       |                  |       |       |       |
| Income tax   | (433)  | (482)   | (119)                           | (117)   | (48)  | (106)   | (40)    | (48)    | (453)   | (527)   | 991     | 102     | (102)                                | (1,178)  |       |       |                  |       |       |       |
| Net income before minority interests                         | 849  | 940     | 481                             | 510     | 71  | 261     | 142     | 210     | 1,238   | 1,426   | (2,006) | (40)    | 775                                  | 3,307    |       |       |                  |       |       |       |
| O.w. minority interests                                      | 39   | 9       | 122                             | 122     | 8   | 12      | 3       | 1       | 13      | 7       | 133     | 113     | 318                                  | 264      |       |       |                  |       |       |       |
| Group net income   | 810  | 931     | 359                             | 388     | 63  | 249     | 139     | 209     | 1,225   | 1,419   | (2,139) | (153)   | 457                                  | 3,043    |       |       |                  |       |       |       |
| Average allocated capital                                    | 6,154  | 6,417   | 3,577                           | 3,675   | 4,515   | 4,840   | 1,339   | 1,426   | 9,147   | 8,846   | 4,780*  | 11,139* | 29,512                               | 36,343   |       |       |                  |       |       |       |
| ROE (after tax)  |  |         |                                 |         |   |         |         |         |         |         |         |         | 0.7%                                 | 10.2%    |       |       |                  |       |       |       |

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



## Amendment to IAS 39: reclassifications of non-derivative financial assets

- No asset reclassifications since October 1st 2008

| Change in fair value between transfer date and period end date<br>(value that would have been booked if the instruments had not been reclassified) |       |      |       |       |       |
|--|-------|------|-------|-------|-------|
| In EUR bn  | 2008  | 2009 | Q1 10 | Q2 10 | Q3 10 |
| OCI  | -0.54 | 0.68 | 0.07  | -0.12 | -0.03 |
| Net banking income   | -1.5  | -1.6 | 0.3   | 0.2   | 0.5   |
| <i>For the record, provision<br/>booked to NCR</i>   | 0.0   | -1.1 | -0.2  | -0.1  | -0.04 |

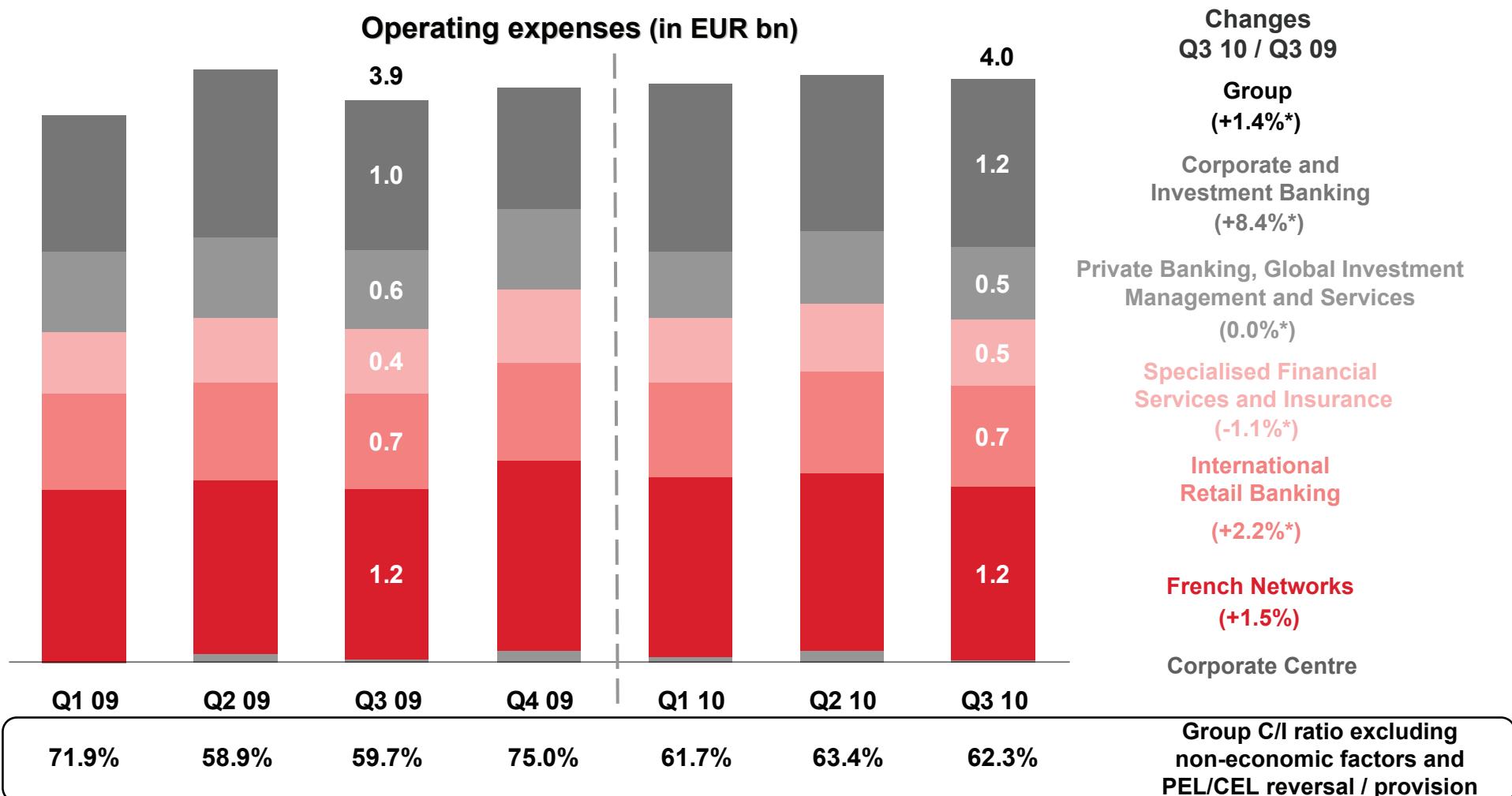
| Reclassified asset portfolio       |             |             |  |
|------------------------------------|-------------|-------------|--|
| In EUR bn                          | 30/09/2010  |             |  |
| Transferred to                     | NBV         | Fair value  |  |
| Available-for-Sale                 | 0.6         | 0.6         |  |
| Credit Instit. Loans & Receivables | 4.9         | 5.0         |  |
| Customer Loans & Receivables       | 18.6        | 17.7        |  |
| <b>Total</b>                       | <b>24.2</b> | <b>23.3</b> |  |

The asset reclassification on October 1st 2008 entailed a change in management direction, based on a "credit risk" approach rather than a "market risk" approach. Consequently, the negative effect on the net banking income described above that the Group would have booked if the assets had continued to be valued at market value does not take into account the measures that would have been implemented with management at market value of the corresponding assets (hedges, disposals, etc.).



## SUPPLEMENT SOCIETE GENERALE GROUP

### Group Cost/Income ratio: 64.1% (vs. 65.3% in Q3 09)

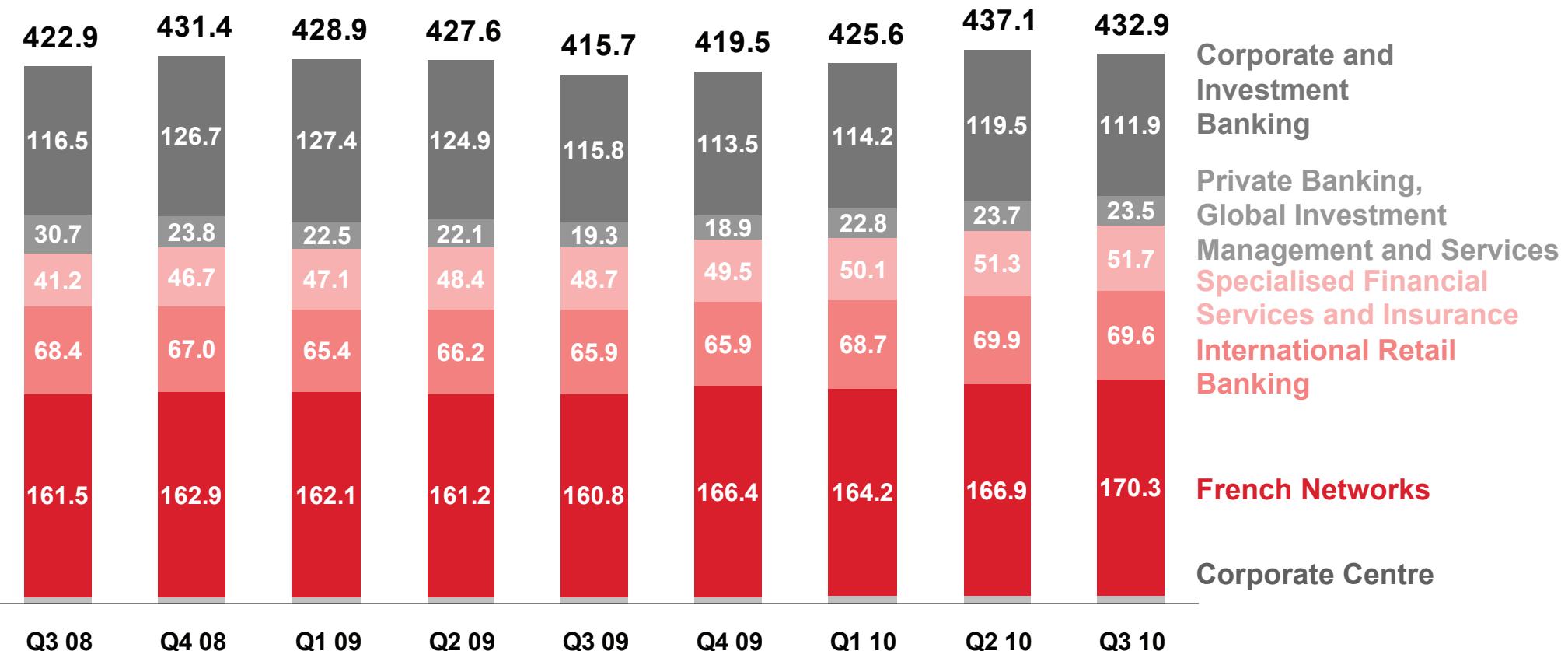


\* When adjusted for changes in Group structure and at constant exchange rates, excluding Asset Management following the creation of Amundi.



## Change in book outstandings

End of period in EUR bn





## SUPPLEMENT APPLICATION OF THE BASEL II REFORM

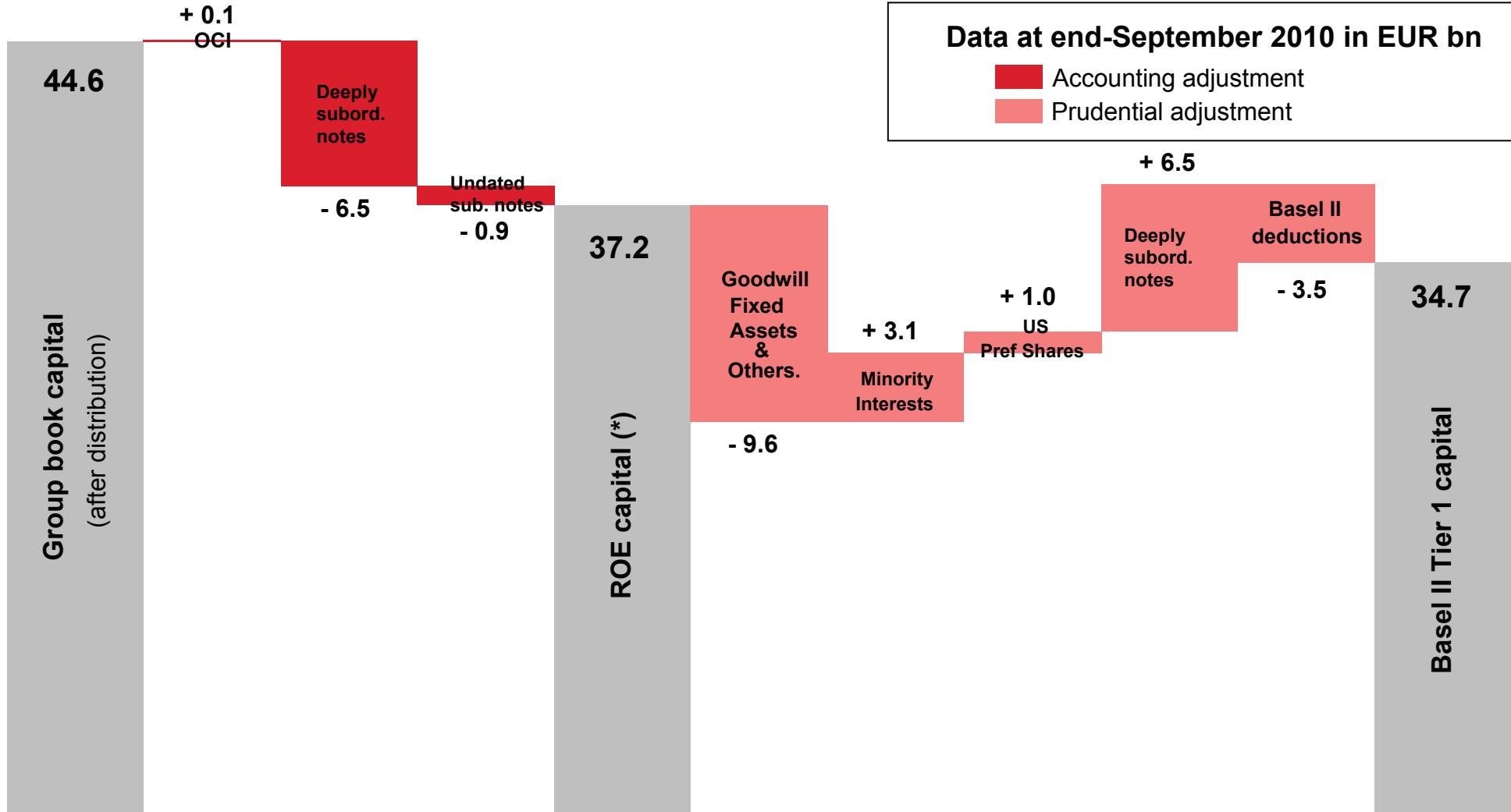
### Basel II risk-weighted assets at end-September 2010 (in EUR bn)

|  | Credit       | Market      | Operational | Total        |
|--|--------------|-------------|-------------|--------------|
| French Networks  | 78.9         | 0.1         | 2.9         | 81.9         |
| International Retail Banking                               | 67.5         | 0.3         | 3.6         | 71.3         |
| Specialised Financial Services & Insurance                 | 38.8         | 0.0         | 2.2         | 41.0         |
| Private Banking, Global Investment Management and Services | 11.4         | 0.5         | 2.9         | 14.8         |
| Corporate & Investment Banking                             | 70.3         | 14.9        | 30.3        | 115.5        |
| Corporate Centre   | 3.4          | 0.1         | 4.9         | 8.4          |
| <b>Group total</b>   | <b>270.3</b> | <b>15.9</b> | <b>46.8</b> | <b>333.0</b> |



## SUPPLEMENT APPLICATION OF THE BASEL II REFORM

### Calculation of ROE Capital and the Tier 1 ratio



(\*) Data at the end of the period; ROE is calculated based on the average capital at the end of the period



## Results - French Networks

| In EUR m                      | Q3 09        | Q3 10        | Change Q3/Q3  |                  | 9M 09        | 9M 10        | Change 9M/9M  |                  |
|-------------------------------|--------------|--------------|---------------|------------------|--------------|--------------|---------------|------------------|
| Net banking income            | 1,867        | 1,913        | +2.5%         | +2.6%(a)         | 5,523        | 5,736        | +3.9%         | +5.0%(a)         |
| Operating expenses            | (1,181)      | (1,199)      | +1.5%         |                  | (3,585)      | (3,680)      | +2.6%         |                  |
| <b>Gross operating income</b> | <b>686</b>   | <b>714</b>   | <b>+4.1%</b>  | <b>+4.5%(a)</b>  | <b>1,938</b> | <b>2,056</b> | <b>+6.1%</b>  | <b>+9.5%(a)</b>  |
| Net allocation to provisions  | (220)        | (197)        | -10.5%        |                  | (664)        | (645)        | -2.9%         |                  |
| <b>Operating income</b>       | <b>466</b>   | <b>517</b>   | <b>+10.9%</b> | <b>+11.2%(a)</b> | <b>1,274</b> | <b>1,411</b> | <b>+10.8%</b> | <b>+16.0%(a)</b> |
| <b>Group net income</b>       | <b>296</b>   | <b>340</b>   | <b>+14.9%</b> | <b>+15.2%(a)</b> | <b>810</b>   | <b>931</b>   | <b>+14.9%</b> | <b>+20.6%(a)</b> |
| <b>ROE (after tax)</b>        | <b>19.0%</b> | <b>22.0%</b> |               |                  | <b>17.5%</b> | <b>19.3%</b> |               |                  |
| C/I ratio                     | 63.3%        | 62.7%        |               |                  | 64.9%        | 64.2%        |               |                  |
| C/I ratio (a)                 | 62.4%        | 61.7%        |               |                  | 65.1%        | 63.7%        |               |                  |

(a) Excluding the EUR -29m PEL/CEL provision in Q3 10 vs. the EUR -25m provision in Q3 09



## Change in net banking income

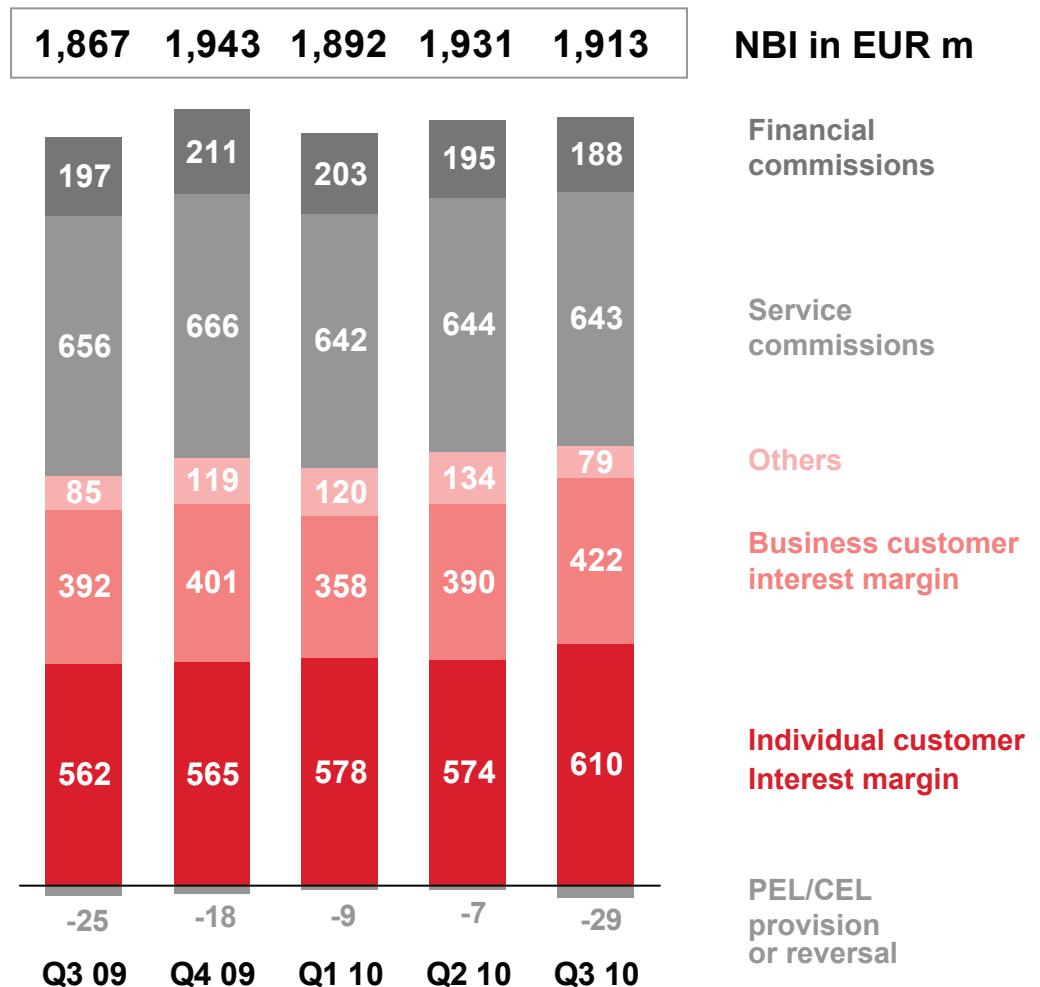
■ NBI: +2.6%<sup>(a)</sup> vs. Q3 09

■ Commissions: -2.7% vs. Q3 09

- ▶ Financial commissions: -4.9% vs. Q3 09
- ▶ Service commissions: -2.0% vs. Q3 09

■ Interest margin: +7.0%<sup>(a)</sup> vs. Q3 09

- ▶ Average deposit outstandings: +11.5% vs. Q3 09
- ▶ Average loan outstandings: +4.1% vs. Q3 09
- ▶ Gross interest margin:  
2.44% (stable vs. Q2 10)

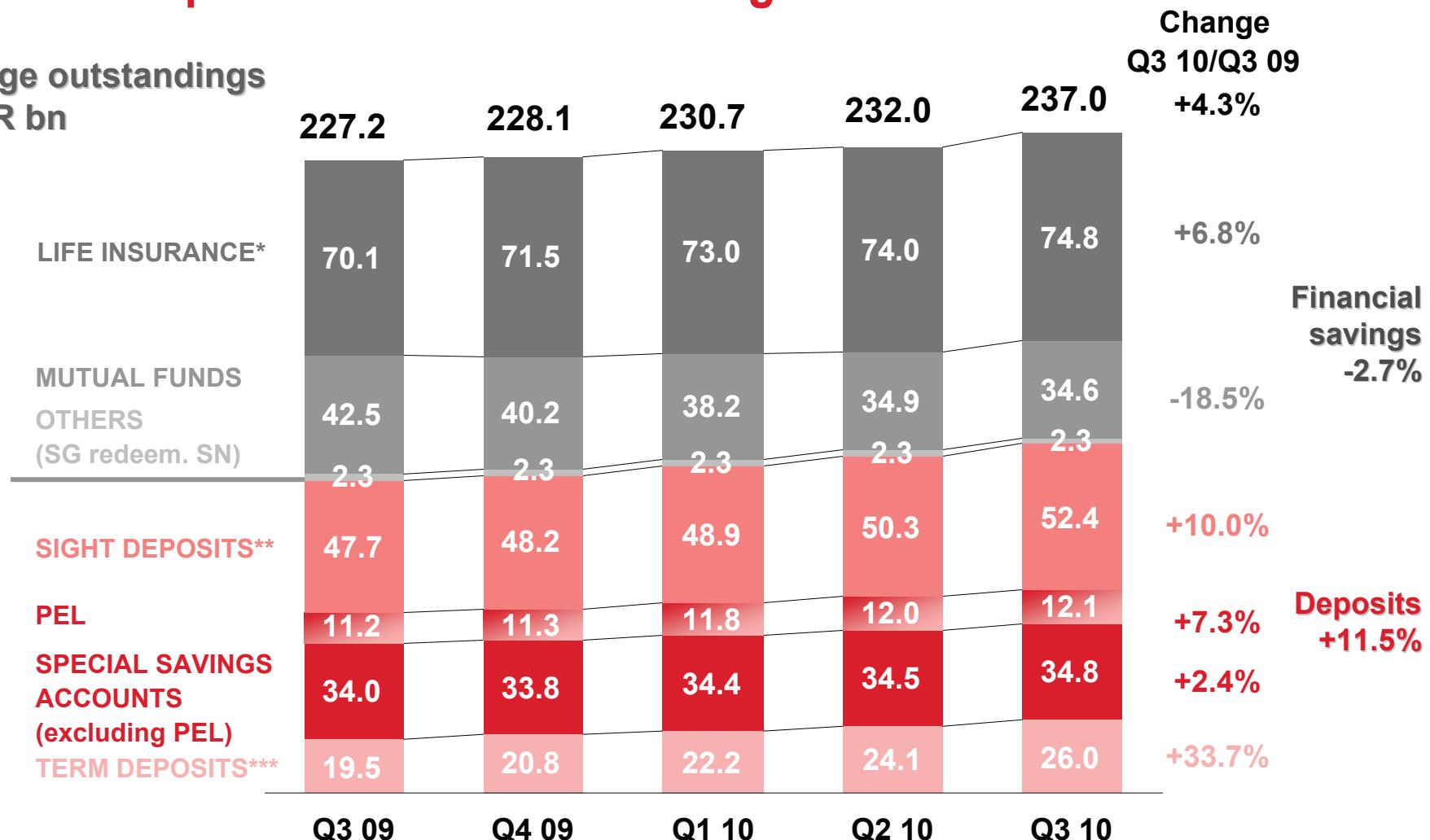


(a) Excluding the EUR -29m PEL/CEL provision in Q3 10 vs. the EUR -25m provision in Q3 09



## Customer deposits and financial savings

Average outstandings  
In EUR bn



\* Mathematical reserves

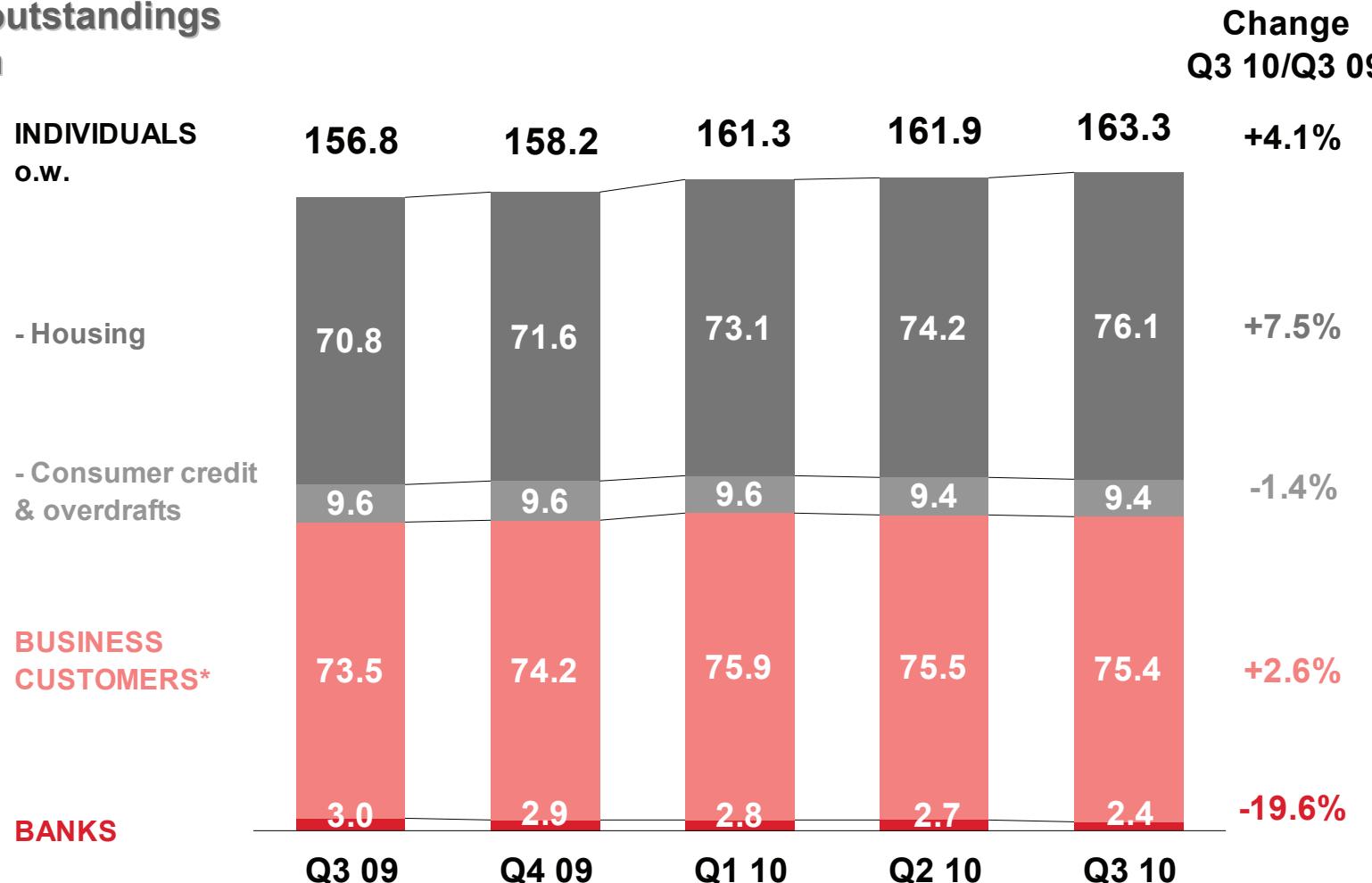
\*\* Including deposits from Financial Institutions and currency deposits

\*\*\* Including deposits from Financial Institutions and medium-term notes



## Loan outstandings

Average outstandings  
in EUR bn



\* In descending order: SMEs, self-employed professionals, local authorities, corporates, NPOs  
Including foreign currency loans



## Gross interest margins\*

- The interest margin is an aggregate indicator dependent on three elements:
  - ▶ Net interest income on loans
  - ▶ Structure effect, measured by the ratio of deposits to loans
  - ▶ Margin on resources:  
replacement rate of resources  
- remuneration rate of resources

| Interest<br>margin<br>(12 month<br>moving average) | as %  |       |       |       |       |       |       |       |       |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|  | Q3 08 | Q4 08 | Q1 09 | Q2 09 | Q3 09 | Q4 09 | Q1 10 | Q2 10 | Q3 10 |
|  | 2.25  | 2.21  | 2.13  | 2.11  | 2.19  | 2.24  | 2.35  | 2.44  | 2.44  |

Interest margin = Interest margin on loans + Deposits x (Replacement rate of resources - Remuneration rate of resources)  
Loans

\* The interest margin does not indicate the change in product or customer margins and is not the sole factor in determining the changes in net interest income



## SUPPLEMENT INTERNATIONAL RETAIL BANKING

# Results - International Retail Banking

| In EUR m                                | Q3 09      | Q3 10      | Change Q3/Q3  |                | 9M 09        | 9M 10        | Change 9M/9M |               |
|---|------------|------------|---------------|----------------|--------------|--------------|--------------|---------------|
| Net banking income                      | 1,174      | 1,250      | +6.5%         | +3.1%*         | 3,530        | 3,673        | +4.1%        | +0.6%*        |
| Operating expenses                      | (657)      | (695)      | +5.8%         | +2.2%*         | (2,001)      | (2,052)      | +2.5%        | -0.9%*        |
| <b>Gross operating income</b>           | <b>517</b> | <b>555</b> | <b>+7.4%</b>  | <b>+4.3%*</b>  | <b>1,529</b> | <b>1,621</b> | <b>+6.0%</b> | <b>+2.7%*</b> |
| Net allocation to provisions            | (336)      | (305)      | -9.2%         | -14.8%*        | (945)        | (1,005)      | +6.3%        | -0.2%*        |
| <b>Operating income</b>                 | <b>181</b> | <b>250</b> | <b>+38.1%</b> | <b>+44.2%*</b> | <b>584</b>   | <b>616</b>   | <b>+5.5%</b> | <b>+7.7%*</b> |
| Net profits or losses from other assets | 0          | (2)        | NM            | NM*            | 11           | 2            | -81.8%       | -90.0%*       |
| <b>Group net income</b>                 | <b>112</b> | <b>149</b> | <b>+33.0%</b> | <b>+36.1%*</b> | <b>359</b>   | <b>388</b>   | <b>+8.1%</b> | <b>+9.3%*</b> |
| C/I ratio                               | 56.0%      | 55.6%      |               |                | 56.7%        | 55.9%        |              |               |

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



**SUPPLEMENT  
INTERNATIONAL RETAIL BANKING**

## Quarterly results - International Retail Banking, by geographic zone

|  | Czech Republic | Romania      |            | Russia      |              | Other CEE    |            | Mediterranean Basin |           | Sub-sah. Africa, French territories and Others |           |             |
|--|----------------|--------------|------------|-------------|--------------|--------------|------------|---------------------|-----------|--|-----------|-------------|
| In EUR m                                       |                | Q3 09        | Q3 10      | Q3 09       | Q3 10        | Q3 09        | Q3 10      | Q3 09               | Q3 10     | Q3 09  | Q3 10     |             |
| <b>Net banking income</b>                      | 279            | <b>290</b>   | 195        | <b>190</b>  | 206          | <b>224</b>   | 163        | <b>161</b>          | 186       | <b>224</b>                                     | 145       | <b>161</b>  |
| <b>Operating expenses</b>                      | (135)          | <b>(134)</b> | (89)       | <b>(89)</b> | (149)        | <b>(164)</b> | (113)      | <b>(115)</b>        | (89)      | <b>(97)</b>                                    | (82)      | <b>(96)</b> |
| <b>Gross operating income</b>                  | <b>144</b>     | <b>156</b>   | <b>106</b> | <b>101</b>  | <b>57</b>    | <b>60</b>    | <b>50</b>  | <b>46</b>           | <b>97</b> | <b>127</b>                                     | <b>63</b> | <b>65</b>   |
| <b>Net allocation to provisions</b>            | (45)           | <b>(23)</b>  | (33)       | <b>(67)</b> | (169)        | <b>(61)</b>  | (50)       | <b>(118)</b>        | (37)      | <b>(13)</b>                                    | (2)       | <b>(23)</b> |
| <b>Operating income</b>                        | <b>99</b>      | <b>133</b>   | <b>73</b>  | <b>34</b>   | <b>(112)</b> | <b>(1)</b>   | <b>0</b>   | <b>(72)</b>         | <b>60</b> | <b>114</b>                                     | <b>61</b> | <b>42</b>   |
| <b>Net profits or losses from other assets</b> | 1              | <b>(1)</b>   | 0          | <b>1</b>    | 0            | <b>(3)</b>   | 0          | <b>1</b>            | 0         | <b>0</b>                                       | (1)       | <b>0</b>    |
| <b>Group net income</b>                        | <b>49</b>      | <b>66</b>    | <b>35</b>  | <b>17</b>   | <b>(56)</b>  | <b>(2)</b>   | <b>7 *</b> | <b>(24) *</b>       | <b>40</b> | <b>68</b>                                      | <b>37</b> | <b>24</b>   |
| <b>C/I ratio</b>                               | 48%            | <b>46%</b>   | 46%        | <b>47%</b>  | 72%          | <b>73%</b>   | 69%        | <b>71%</b>          | 48%       | <b>43%</b>                                     | 57%       | <b>60%</b>  |

\* O.w. EUR -40m for Greece in Q3 10 and EUR -9m in Q3 09



**SUPPLEMENT  
INTERNATIONAL RETAIL BANKING**

## 9-month results - International Retail Banking, by geographic zone

|  | Czech Republic | Romania    |              | Russia     |              | Other CEE    |              | Mediterranean Basin |                | Sub-sah. Africa, French territories and Others |              |            |              |
|--|----------------|------------|--------------|------------|--------------|--------------|--------------|---------------------|----------------|--|--------------|------------|--------------|
| In EUR m                                       |                | 9M 09      | 9M 10        | 9M 09      | 9M 10        | 9M 09        | 9M 10        | 9M 09               | 9M 10          | 9M 09  | 9M 10        |            |              |
| <b>Net banking income</b>                      |                | 815        | <b>838</b>   | 551        | <b>571</b>   | 684          | <b>678</b>   | 476                 | <b>464</b>     | 578  | <b>657</b>   | 426        | <b>465</b>   |
| <b>Operating expenses</b>                      |                | (393)      | <b>(378)</b> | (273)      | <b>(267)</b> | (472)        | <b>(482)</b> | (342)               | <b>(351)</b>   | (268)  | <b>(290)</b> | (253)      | <b>(284)</b> |
| <b>Gross operating income</b>                  |                | <b>422</b> | <b>460</b>   | <b>278</b> | <b>304</b>   | <b>212</b>   | <b>196</b>   | <b>134</b>          | <b>113</b>     | <b>310</b>                                     | <b>367</b>   | <b>173</b> | <b>181</b>   |
| <b>Net allocation to provisions</b>            |                | (139)      | <b>(84)</b>  | (86)       | <b>(161)</b> | (497)        | <b>(283)</b> | (138)               | <b>(390)</b>   | (67)   | <b>(54)</b>  | (18)       | <b>(33)</b>  |
| <b>Operating income</b>                        |                | <b>283</b> | <b>376</b>   | <b>192</b> | <b>143</b>   | <b>(285)</b> | <b>(87)</b>  | <b>(4)</b>          | <b>(277)</b>   | <b>243</b>                                     | <b>313</b>   | <b>155</b> | <b>148</b>   |
| <b>Net profits or losses from other assets</b> |                | 1          | <b>(1)</b>   | 0          | <b>0</b>     | 0            | <b>(3)</b>   | 11                  | <b>1</b>       | 0  | <b>0</b>     | (1)        | <b>5</b>     |
| <b>Group net income</b>                        |                | <b>138</b> | <b>185</b>   | <b>92</b>  | <b>70</b>    | <b>(139)</b> | <b>(48)</b>  | <b>27 *</b>         | <b>(106) *</b> | <b>150</b>                                     | <b>191</b>   | <b>91</b>  | <b>96</b>    |
| <b>C/I ratio</b>                               |                | 48%        | <b>45%</b>   | 50%        | <b>47%</b>   | 69%          | <b>71%</b>   | 72%                 | <b>76%</b>     | 46%  | <b>44%</b>   | 59%        | <b>61%</b>   |

\* O.w. EUR -136m for Greece in 9M 10 and EUR -25m in 9M 09



## SUPPLEMENT INTERNATIONAL RETAIL BANKING

### Indicators of subsidiaries

|                       | Ownership percentage | Credit RWAs*(1) | Loans*(1) | Deposits*(1) | Loan to deposit ratio (as %)(1) | Net position*(1) | Group share of the Market capitalisation |
|-----------------------|----------------------|-----------------|-----------|--------------|---------------------------------|------------------|--|
| Czech Republic (KB)   | 60.4%                | 11,941          | 15,235    | 21,540       | 70.7%                           | 1,346            | 3,644                                    |
| Romania (BRD)         | 59.4%                | 9,812           | 7,598     | 6,695        | 113.5%                          | 667              | 1,192                                    |
| Greece (GBG)          | 54.0%                | 3,900           | 3,564     | 2,448        | 145.6%                          | 135              | 41                                       |
| Croatia (SB)          | 100.0%               | 2,689           | 2,504     | 1,939        | 129.1%                          | 442              | -  |
| Slovenia (SKB)        | 99.7%                | 1,987           | 2,457     | 1,407        | 174.6%                          | 248              | -  |
| Bulgaria (SGEB)       | 99.7%                | 1,419           | 1,203     | 835          | 144.1%                          | 162              | -  |
| Serbia (SGS)          | 100.0%               | 1,412           | 852       | 443          | 192.3%                          | 195              | -  |
| Russia (Rosbank)      | 65.7%                | 8,199           | 6,309     | 6,277        | 100.5%                          | 262              | -  |
| Russia (BSGV)         | 100.0%               | 2,659           | 2,347     | 1,510        | 155.4%                          | 341              | -  |
| Russia (Delta Credit) | 100.0%               | 439             | 1,166     | 14           | NM                              | 175              | -  |
| Egypt (NSGB)          | 77.2%                | 5,305           | 4,088     | 6,224        | 65.7%                           | 750              | 1,369                                    |
| Morocco (SGMA)        | 56.9%                | 5,926           | 5,923     | 5,053        | 117.2%                          | 324              | -  |
| Algeria (SGA)         | 100.0%               | 1,276           | 971       | 1,059        | 91.7%                           | 176              | -  |
| Reunion (BFCOI)       | 50.0%                | 965             | 1,351     | 725          | 186.3%                          | 60               | -  |

\* Indicators at end-September 2010 - In EUR m

(1) The exposures reported relate to all of the International Retail Banking division's activities



## SUPPLEMENT - SPECIALISED FINANCIAL SERVICES AND INSURANCE

# Results - Specialised Financial Services and Insurance

| In EUR m                            | Q3 09      | Q3 10      | Change Q3/Q3  |                | 9M 09        | 9M 10        | Change 9M/9M  |                |
|-------------------------------------|------------|------------|---------------|----------------|--------------|--------------|---------------|----------------|
| Net banking income                  | 810        | 888        | +9.6%         | +6.3%*         | 2,355        | 2,663        | +13.1%        | +8.8%*         |
| o.w. Specialised Financial Services | 698        | 762        | +9.2%         | +5.3%*         | 2,021        | 2,281        | +12.9%        | +7.9%*         |
| Operating expenses                  | (446)      | (464)      | +4.0%         | -1.1%*         | (1,317)      | (1,376)      | +4.5%         | -0.6%*         |
| <b>Gross operating income</b>       | <b>364</b> | <b>424</b> | <b>+16.5%</b> | <b>+15.5%*</b> | <b>1,038</b> | <b>1,287</b> | <b>+24.0%</b> | <b>+20.8%*</b> |
| o.w. Specialised Financial Services | 297        | 348        | +17.2%        | +15.9%*        | 842          | 1,056        | +25.4%        | +21.4%*        |
| Net allocation to provisions        | (338)      | (299)      | -11.5%        | -14.2%*        | (865)        | (909)        | +5.1%         | +0.1%*         |
| <b>Operating income</b>             | <b>26</b>  | <b>125</b> | <b>x4.8</b>   | <b>x5.8*</b>   | <b>173</b>   | <b>378</b>   | <b>x2.2</b>   | <b>x2.3</b>    |
| o.w. Specialised Financial Services | (41)       | 49         | NM            | NM*            | (23)         | 147          | NM            | NM*            |
| <b>Group net income</b>             | <b>10</b>  | <b>87</b>  | <b>x8.7</b>   | <b>x11.2*</b>  | <b>63</b>    | <b>249</b>   | <b>x4.0</b>   | <b>x3.0*</b>   |
| C/I ratio                           | 55.1%      | 52.3%      |               |                | 55.9%        | 51.7%        |               |                |

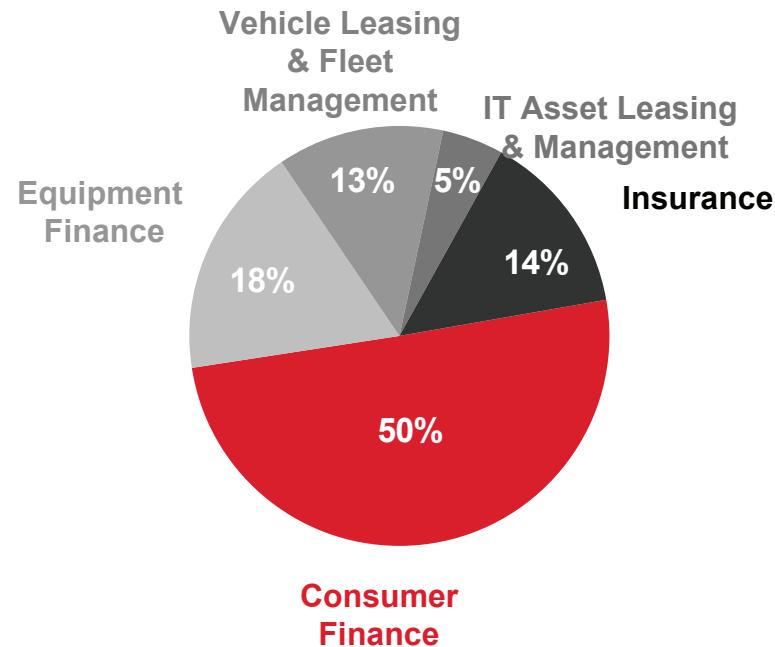
\* When adjusted for changes in Group structure and at constant exchange rates



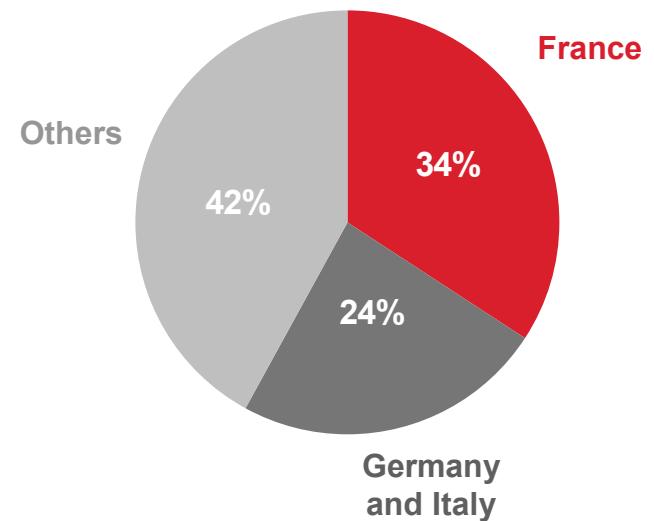
## SUPPLEMENT - SPECIALISED FINANCIAL SERVICES AND INSURANCE

### Breakdown of NBI by business and geographic zone

Q3 10 NBI by business



Q3 10 NBI by geographic zone





## SUPPLEMENT – PRIVATE BANKING, GLOBAL INVESTMENT MANAGEMENT AND SERVICES

# Results - Private Banking, Global Investment Management and Services

| In EUR m                                | Q3 09     | Q3 10     | Change Q3/Q3  |                | 9M 09      | 9M 10      | Change 9M/9M  |                |
|---|-----------|-----------|---------------|----------------|------------|------------|---------------|----------------|
| Net banking income                      | 636       | 568       | -10.7%        | -3.0%*         | 1,894      | 1,664      | -12.1%        | -8.2%*         |
| Operating expenses                      | (557)     | (504)     | -9.5%         | 0.0%*          | (1,673)    | (1,481)    | -11.5%        | -5.6%*         |
| <b>Gross operating income</b>           | <b>79</b> | <b>64</b> | <b>-19.0%</b> | <b>-16.5%*</b> | <b>221</b> | <b>183</b> | <b>-17.2%</b> | <b>-20.7%*</b> |
| Net allocation to provisions            | (12)      | 5         | NM            | NM             | (39)       | 0          | -100.0%       | -97.4%*        |
| <b>Operating income</b>                 | <b>67</b> | <b>69</b> | <b>+3.0%</b>  | <b>-1.4%*</b>  | <b>182</b> | <b>183</b> | <b>+0.5%</b>  | <b>-6.6%*</b>  |
| Net profits or losses from other assets | (1)       | 0         | NM            | NM*            | 0          | 0          | NM            | NM*            |
| <b>Group net income</b>                 | <b>50</b> | <b>80</b> | <b>60.0%</b>  | <b>+0.0%*</b>  | <b>139</b> | <b>209</b> | <b>+50.4%</b> | <b>-10.6%*</b> |
| C/I ratio                               | 87.6%     | 88.7%     |               |                | 88.3%      | 89.0%      |               |                |

\* When adjusted for changes in Group structure and at constant exchange rates, excluding Asset Management following the creation of Amundi.



## SUPPLEMENT – PRIVATE BANKING, GLOBAL INVESTMENT MANAGEMENT AND SERVICES

### Quarterly income statement

In EUR m

|  | Private Banking |       |        | Asset Management |       |        | SG SS, Brokers |       |        | Total Private Banking, Global Investment Management and Services |       |            |
|--|-----------------|-------|--------|------------------|-------|--------|----------------|-------|--------|--|-------|------------|
|  | Q3 09           | Q3 10 | Change | Q3 09            | Q3 10 | Change | Q3 09          | Q3 10 | Change | Q3 09  | Q3 10 | Change     |
| Net banking income   | 206             | 203   | -5%*   | 171              | 109   | -36%   | 259            | 256   | -1%*   | 636  | 568   | -11% -3%*  |
| Operating expenses   | (131)           | (147) | +7%*   | (174)            | (116) | -33%   | (252)          | (241) | -4%*   | (557)  | (504) | -10% -0%*  |
| Gross operating income                                       | 75              | 56    | -26%*  | (3)              | (7)   | NM     | 7              | 15    | +67%*  | 79   | 64    | -19% -16%* |
| Net allocation to provisions                                 | (11)            | 0     | -100%* | 0                | 4     | NM     | (1)            | 1     | NM*    | (12)   | 5     | NM NM      |
| Operating income   | 64              | 56    | -14%*  | (3)              | (3)   | +0%    | 6              | 16    | +100%* | 67   | 69    | +3% -1%*   |
| Net profits or losses from other assets                      | 0               | (1)   |        | 1                | 0     |        | (2)            | 1     |        | (1)  | 0     |            |
| Net income from companies accounted for by the equity method | 0               | 0     |        | 0                | 28    |        | 0              | 0     |        | 0  | 28    |            |
| Income tax   | (15)            | (13)  |        | 0                | 1     |        | 0              | (5)   |        | (15)   | (17)  |            |
| Net income before minority interests                         | 49              | 42    |        | (2)              | 26    |        | 4              | 12    |        | 51   | 80    |            |
| O.w. minority interests                                      | 0               | 0     |        | 0                | 0     |        | 1              | 0     |        | 1  | 0     |            |
| Group net income   | 49              | 42    | -16%*  | (2)              | 26    | NM     | 3              | 12    | x3.0*  | 50   | 80    | 60% +0%*   |
| Average allocated capital                                    | 443             | 473   |        | 355              | 418   |        | 525            | 532   |        | 1,323  | 1,422 |            |

\* When adjusted for changes in Group structure and at constant exchange rates, excluding Asset Management following the creation of Amundi.



## SUPPLEMENT – PRIVATE BANKING, GLOBAL INVESTMENT MANAGEMENT AND SERVICES

### 9-month financial statement

In EUR m

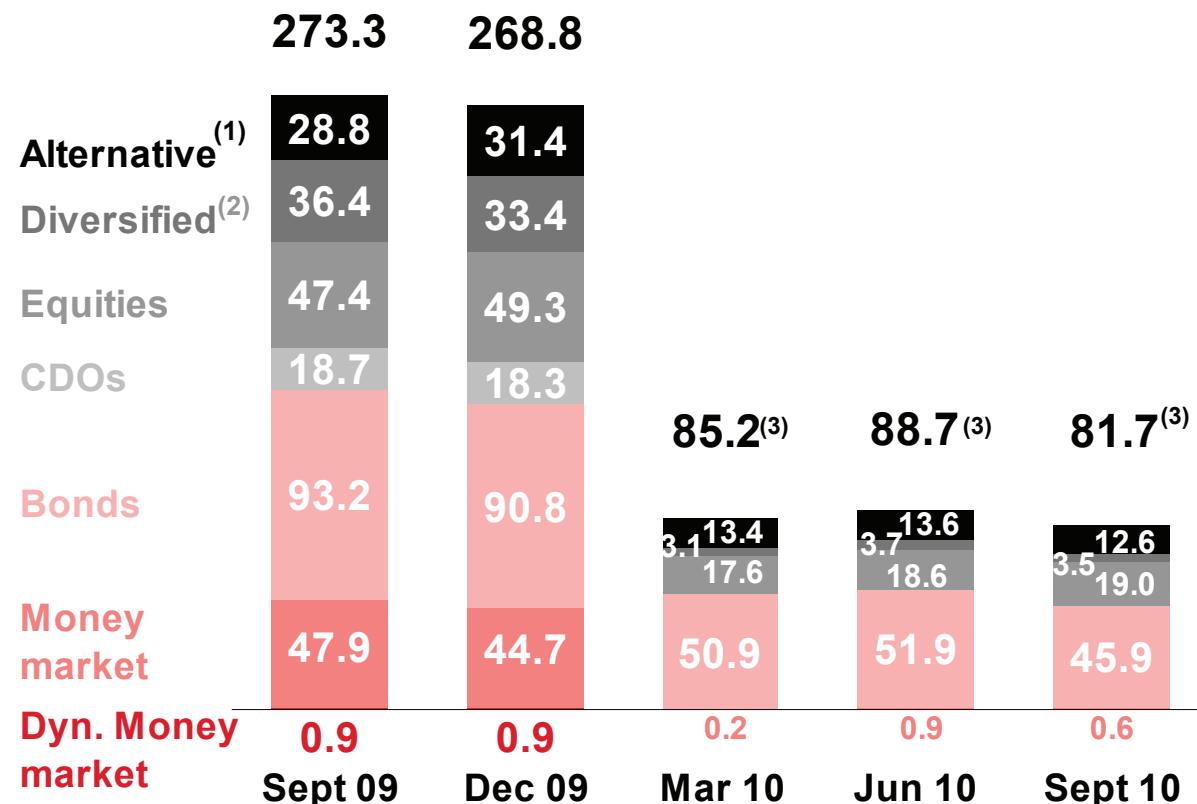
|   | Private Banking |            |              | Asset Management |             |             | SG SS, Brokers |           |              | Total Private Banking, Global Investment Management and Services |            |                   |
|---|-----------------|------------|--------------|------------------|-------------|-------------|----------------|-----------|--------------|--|------------|-------------------|
|   | 9M 09           | 9M 10      | Change       | 9M 09            | 9M 10       | Change      | 9M 09          | 9M 10     | Change       | 9M 09  | 9M 10      | Change            |
| <b>Net banking income</b>   | 625             | 528        | -17%*        | 453              | 327         | -28%        | 816            | 809       | -1%*         | 1,894  | 1,664      | -12% -8%*         |
| <b>Operating expenses</b>   | (394)           | (411)      | +1%*         | (477)            | (343)       | -28%        | (802)          | (727)     | -9%*         | (1,673)  | (1,481)    | -11% -6%*         |
| <b>Gross operating income</b>                                       | <b>231</b>      | <b>117</b> | <b>-50%*</b> | <b>(24)</b>      | <b>(16)</b> | <b>+33%</b> | <b>14</b>      | <b>82</b> | <b>x4.8*</b> | <b>221</b>   | <b>183</b> | <b>-17% -21%*</b> |
| <b>Net allocation to provisions</b>                                 | (37)            | (1)        | -97%*        | 0                | 1           | NM          | (2)            | 0         | -100%*       | (39)   | 0          | -100% -97%*       |
| <b>Operating income</b>   | <b>194</b>      | <b>116</b> | <b>-41%*</b> | <b>(24)</b>      | <b>(15)</b> | <b>+38%</b> | <b>12</b>      | <b>82</b> | <b>x5.5*</b> | <b>182</b>   | <b>183</b> | <b>+1% -7%*</b>   |
| <b>Net profits or losses from other assets</b>                      | 0               | (1)        |              | 0                | 0           |             | 0              | 1         |              | 0  | 0          |                   |
| <b>Net income from companies accounted for by the equity method</b> | 0               | 0          |              | 0                | 75          |             | 0              | 0         |              | 0  | 75         |                   |
| <b>Income tax</b>   | (44)            | (26)       |              | 8                | 5           |             | (4)            | (27)      |              | (40)   | (48)       |                   |
| <b>Net income before minority interests</b>                         | 150             | 89         |              | (16)             | 65          |             | 8              | 56        |              | 142  | 210        |                   |
| <b>O.w. minority interests</b>                                      | 0               | 0          |              | 2                | 0           |             | 1              | 1         |              | 3  | 1          |                   |
| <b>Group net income</b>   | <b>150</b>      | <b>89</b>  | <b>-41%*</b> | <b>(18)</b>      | <b>65</b>   | <b>NM</b>   | <b>7</b>       | <b>55</b> | <b>x6.1*</b> | <b>139</b>   | <b>209</b> | <b>+50% -11%*</b> |
| <b>Average allocated capital</b>                                    | 444             | 446        |              | 377              | 448         |             | 518            | 532       |              | 1,339  | 1,426      |                   |

\* When adjusted for changes in Group structure and at constant exchange rates, excluding Asset Management following the creation of Amundi.



## Assets under management by product type excluding Lyxor

EUR 81.7bn at September 30th 2010



(1) Hedge funds, private equity, real estate, active structured asset management, index-fund management

(2) Funds combining several asset classes (bonds, equities, cash), for example risk-profiled funds

(3) Excluding assets managed by Amundi

Reminder: EUR 89.1bn of  
assets managed by Lyxor  
at 30/09/2010



SUPPLEMENT  
CORPORATE & INVESTMENT BANKING

## Results - Corporate and Investment Banking

| In EUR m                      | Q3 09        | Q3 10      | Change Q3/Q3   |                | 9M 09        | 9M 10        | Change 9M/9M  |                |
|-------------------------------|--------------|------------|----------------|----------------|--------------|--------------|---------------|----------------|
| Net banking income            | 2,348        | 1,934      | -17.6%         | -20.0%*        | 6,225        | 5,829        | -6.4%         | -8.8%*         |
| Operating expenses            | (1,037)      | (1,159)    | +11.8%         | +8.4%*         | (3,136)      | (3,385)      | +7.9%         | +4.1%*         |
| <b>Gross operating income</b> | <b>1,311</b> | <b>775</b> | <b>- 40.9%</b> | <b>-42.6%*</b> | <b>3,089</b> | <b>2,444</b> | <b>-20.9%</b> | <b>-21.6%*</b> |
| Net allocation to provisions  | (605)        | (123)      | -79.7%         | -80.6%*        | (1,431)      | (498)        | -65.2%        | -66.1%*        |
| <b>Operating income</b>       | <b>706</b>   | <b>652</b> | <b>-7.6%</b>   | <b>-9.1%*</b>  | <b>1,658</b> | <b>1,946</b> | <b>+17.4%</b> | <b>+17.5%*</b> |
| <b>Group net income</b>       | <b>518</b>   | <b>468</b> | <b>-9.7%</b>   | <b>-8.2%*</b>  | <b>1,225</b> | <b>1,419</b> | <b>+15.8%</b> | <b>+18.7%*</b> |
| C/I ratio                     | 44.2%        | 59.9%      |                |                | 50.4%        | 58.1%        |               |                |

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



## SUPPLEMENT CORPORATE & INVESTMENT BANKING

# Quarterly income statement

|   | Core activities |         |        | Legacy assets |       |        | Total Corporate and Investment Banking |         |        |
|---|-----------------|---------|--------|---------------|-------|--------|--|---------|--------|
|   | Q3 09           | Q3 10   | Change | Q3 09         | Q3 10 | Change | Q3 09                                  | Q3 10   | Change |
| <b>Net banking income</b>                   | 2,635           | 2,024   | -23%   | (287)         | (90)  | NM     | 2,348                                  | 1,934   | -18%   |
| o.w. Financing & Advisory                   | 642             | 729     | +14%   |               |       |        | 642                                    | 729     | +14%   |
| o.w. Global Markets                         | 1,993           | 1,295   | -35%   |               |       |        | 1,993                                  | 1,295   | -35%   |
| Equities                                    | 1,057           | 639     | -40%   |               |       |        | 1,057                                  | 639     | -40%   |
| Fixed income, Currencies and Commodities    | 936             | 656     | -30%   |               |       |        | 936                                    | 656     | -30%   |
| <b>Operating expenses</b>                   | (1,026)         | (1,139) | +11%   | (11)          | (20)  | NM     | (1,037)                                | (1,159) | +12%   |
| <b>Gross operating income</b>               | 1,609           | 885     | -45%   | (298)         | (110) | NM     | 1,311                                  | 775     | -41%   |
| <b>Net allocation to provisions</b>         | (249)           | (15)    | -94%   | (356)         | (108) | NM     | (605)                                  | (123)   | -80%   |
| <b>Operating income</b>                     | 1,360           | 870     | -36%   | (654)         | (218) | NM     | 706                                    | 652     | -8%    |
| Net profits or losses from other assets     | 0               | 1       |        | 1             | (1)   |        | 1                                      | 0       |        |
| Income tax                                  | (416)           | (251)   |        | 216           | 70    |        | (200)                                  | (181)   |        |
| <b>Net income before minority interests</b> | 958             | 620     |        | (438)         | (149) |        | 520                                    | 471     |        |
| O.w. minority interests                     | 3               | 4       |        | (1)           | (1)   |        | 2                                      | 3       |        |
| <b>Group net income</b>                     | 955             | 616     | -35%   | (437)         | (148) | NM     | 518                                    | 468     | -10%   |
| Average allocated capital                   | 6,882           | 7,026   |        | 1,995         | 2,600 |        | 8,877                                  | 9,626   |        |
| <b>C/I ratio</b>                            | 38.9%           | 56.3%   |        | NM            | NM    |        | 44.2%                                  | 59.9%   |        |

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



## SUPPLEMENT CORPORATE & INVESTMENT BANKING

### 9-month income statement

|   | Core activities |         |        | Legacy assets |       |        | Total Corporate and Investment Banking |         |            |
|---|-----------------|---------|--------|---------------|-------|--------|--|---------|------------|
|   | 9M 09           | 9M 10   | Change | 9M 09         | 9M 10 | Change | 9M 09                                  | 9M 10   | Change     |
| <b>Net banking income</b>                       | 8,269           | 5,871   | -29%   | (2,044)       | (42)  | NM     | 6,225                                  | 5,829   | -6% -9%*   |
| o.w. Financing & Advisory                       | 1,881           | 1,987   | +6%    |               |       |        | 1,881                                  | 1,987   | +6% -1%*   |
| o.w. Global Markets                             | 6,388           | 3,884   | -39%   |               |       |        | 6,388                                  | 3,884   | -39% -40%* |
| <i>Equities</i>                                 | 2,738           | 1,782   | -35%   |               |       |        | 2,738                                  | 1,782   | -35%       |
| <i>Fixed income, Currencies and Commodities</i> | 3,650           | 2,102   | -42%   |               |       |        | 3,650                                  | 2,102   | -42%       |
| <b>Operating expenses</b>                       | (3,107)         | (3,339) | +7%    | (29)          | (46)  | NM     | (3,136)                                | (3,385) | +8% +4%*   |
| <b>Gross operating income</b>                   | 5,162           | 2,532   | -51%   | (2,073)       | (88)  | NM     | 3,089                                  | 2,444   | -21% -22%* |
| <b>Net allocation to provisions</b>             | (836)           | (79)    | -91%   | (595)         | (419) | NM     | (1,431)                                | (498)   | -65% -66%* |
| <b>Operating income</b>                         | 4,326           | 2,453   | -43%   | (2,668)       | (507) | NM     | 1,658                                  | 1,946   | +17% +17%* |
| <b>Net profits or losses from other assets</b>  | (1)             | (2)     |        | 0             | 0     |        | (1)                                    | (2)     |            |
| <b>Income tax</b>                               | (1,334)         | (689)   |        | 881           | 162   |        | (453)                                  | (527)   |            |
| <b>Net income before minority interests</b>     | 3,026           | 1,771   |        | (1,788)       | (345) |        | 1,238                                  | 1,426   |            |
| <b>O.w. minority interests</b>                  | 14              | 8       |        | (1)           | (1)   |        | 13                                     | 7       |            |
| <b>Group net income</b>                         | 3,012           | 1,763   | -41%   | (1,787)       | (344) | NM     | 1,225                                  | 1,419   | +16% +19%* |
| <b>Average allocated capital</b>                | 7,415           | 6,761   |        | 1,732         | 2,085 |        | 9,147                                  | 8,846   |            |
| <b>C/I ratio</b>                                | 37.6%           | 56.9%   |        | NM            | NM    |        | 50.4%                                  | 58.1%   |            |

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



## SUPPLEMENT CORPORATE & INVESTMENT BANKING

### Legacy assets - Summary of exposures

In EUR bn

| <i>Legacy assets disclosed in the Specific Financial Information (G7)</i>     | <i>Banking Book</i>                     | <i>Trading Book</i>                     | <i>Total</i>                            |
|---|---|---|---|
| <b>Unhedged exposures</b>   | <i>Net exposure</i>                     | <i>Net exposure</i>                     | <i>Net exposure</i>                     |
| - RMBS'   | 1.6                                     | 0.1                                     | 1.8                                     |
| - CMBS'   | 7.0                                     | 0.1                                     | 7.1                                     |
| - Other ABS'  | 0.3                                     | 0.0                                     | 0.3                                     |
| - CDOs of RMBS'   | 2.3                                     | 1.7                                     | 4.0                                     |
| - Banking & Corporate Bonds   | 0.0                                     | 0.4                                     | 0.5                                     |
| - Others (other CDOs, CLOs, etc.)   | 0.8                                     | 0.3                                     | 1.1                                     |
| <b>Total unhedged exposure</b>  | <b>12.0</b>                             | <b>2.7</b>                              | <b>14.7</b>                             |
| <b>Exotic credit derivative portfolio cash assets</b>                         |   | <i>Fair value of underlying assets</i>  | <i>Fair value of underlying assets</i>  |
| - RMBS' (US + EUR)  |   | 0.1                                     | 0.1                                     |
| - CMBS' (US + EUR)  |   | 1.6                                     | 1.6                                     |
| - Other ABS'  |   | 0.1                                     | 0.1                                     |
| <b>Total exotic credit derivatives</b>  |   | <b>1.9</b>                              | <b>1.9</b>                              |
| <b>Exposures to monolines, CDPCs &amp; other financial institutions</b>       | <i>Fair value of hedged instruments</i> | <i>Fair value of hedged instruments</i> | <i>Fair value of hedged instruments</i> |
| - o.w. CDOs of RMBS'  | 0.0                                     | 0.7                                     | 0.7                                     |
| - o.w. other CDOs   | 0.7                                     | 1.1                                     | 1.7                                     |
| - o.w. CLOs   | 4.5                                     | 2.9                                     | 7.4                                     |
| - o.w. others (inc. Structured Financing)                                     | 0.9                                     | 3.0                                     | 3.9                                     |
| <b>Total monoline and other exposures</b>                                     | <b>6.1</b>                              | <b>7.6</b>                              | <b>13.7</b>                             |
| <i>Legacy assets not disclosed in the Specific Financial Information (G7)</i> | <i>Banking Book</i>                     | <i>Trading Book</i>                     | <i>Total</i>                            |
| <b>Various assets</b>   | <i>Net exposure</i>                     | <i>Net exposure</i>                     | <i>Net exposure</i>                     |
| - other ABS'  | 0.9                                     | 1.1                                     | 2.1                                     |
| - other corporates  | 0.9                                     | 0.9                                     | 1.8                                     |
| - other assets  | 0.6                                     | 0.0                                     | 0.6                                     |
| <b>Total various assets</b>   | <b>2.5</b>                              | <b>2.0</b>                              | <b>4.5</b>                              |



## SUPPLEMENT CORPORATE & INVESTMENT BANKING

### Legacy assets - Income statement

| EUR m   | Q1 09          | Q2 09        | Q3 09        | Q4 09        | Q1 10        | Q2 10       | Q3 10        |
|---|----------------|--------------|--------------|--------------|--------------|-------------|--------------|
| <b>NBI of runoff portfolios</b>                           | <b>- 1,592</b> | <b>- 165</b> | <b>- 287</b> | <b>- 776</b> | <b>- 23</b>  | <b>71</b>   | <b>- 90</b>  |
| O.W.  |                |              |              |              |              |             |              |
| <b>Losses and writedowns of exotic credit derivatives</b> | <b>- 385</b>   | <b>- 637</b> | <b>- 311</b> | <b>- 224</b> | <b>- 163</b> | <b>- 91</b> | <b>- 177</b> |
| <b>Corporate and LCDX macrohedging</b>                    | <b>21</b>      | <b>- 81</b>  | <b>- 130</b> | <b>- 67</b>  | <b>9</b>     | <b>- 5</b>  | <b>- 2</b>   |
| <b>Writedown of unhedged CDOs</b>                         | <b>- 116</b>   | <b>16</b>    | <b>- 78</b>  | <b>- 188</b> | <b>- 54</b>  | <b>- 14</b> | <b>23</b>    |
| <b>Writedown of monolines</b>                             | <b>- 609</b>   | <b>145</b>   | <b>136</b>   | <b>- 364</b> | <b>58</b>    | <b>32</b>   | <b>- 10</b>  |
| <b>Writedown of RMBS'</b>                                 | <b>12</b>      | <b>- 2</b>   | <b>- 6</b>   | <b>- 3</b>   | <b>8</b>     | <b>- 9</b>  | <b>1</b>     |
| <b>Writedown of ABS portfolio sold by SGAM</b>            | <b>- 193</b>   | <b>62</b>    | <b>165</b>   | <b>29</b>    | <b>57</b>    | <b>52</b>   | <b>- 2</b>   |
| <b>CDPC reserves</b>                                      | <b>- 257</b>   | <b>116</b>   | <b>14</b>    | <b>- 43</b>  | <b>- 36</b>  | <b>20</b>   | <b>1</b>     |
| <b>SIV PACE writedown/reversal</b>                        | <b>15</b>      | <b>- 22</b>  | <b>- 18</b>  | <b>- 8</b>   | <b>-</b>     | <b>-</b>    | <b>-</b>     |
| <b>Others</b>   | <b>- 82</b>    | <b>236</b>   | <b>- 60</b>  | <b>91</b>    | <b>98</b>    | <b>85</b>   | <b>75</b>    |
| <b>NCR of runoff portfolios</b>                           | <b>- 221</b>   | <b>- 18</b>  | <b>- 356</b> | <b>- 803</b> | <b>- 214</b> | <b>- 97</b> | <b>- 108</b> |
| O.W.  |                |              |              |              |              |             |              |
| <b>Permanent writedown of US RMBS'</b>                    | <b>- 65</b>    | <b>- 15</b>  | <b>- 11</b>  | <b>- 59</b>  | <b>- 8</b>   | <b>4</b>    | <b>- 36</b>  |
| <b>Provisions for reclassified CDOs of RMBS'</b>          | <b>- 58</b>    | <b>-</b>     | <b>- 334</b> | <b>- 633</b> | <b>- 195</b> | <b>- 88</b> | <b>- 45</b>  |



## SUPPLEMENT CORPORATE & INVESTMENT BANKING

# League Table

| Investment Banking   |  |      |      | Global Finance |   |  |      |      |      |
|--|--|------|------|----------------|---|--|------|------|------|
| Debt Capital Markets (1)   |  | 2010 | 2009 | 2008           | Export Finance  |  | 2010 | 2009 | 2008 |
| All-International Euro-denominated Bonds   |  | #5   | #4   | #5             | Best Export Finance Arranger (1)  |  | #1   | #1   | #1   |
| All corporate bonds in Euro  |  | #3   | #3   | #4             | Global MLA of ECA-backed Trade Finance Loans (3)                              |  | #2   | #2   | #2   |
| All sovereign issues in Euro   |  | #2   | #3   | #8             | Best Global Export Finance Bank (2)   |  | X    | X    |      |
| All Jumbo covered bonds  |  | #6   | #1   | #8             |   |  |      |      |      |
| Bookrunner of syndicated loans in EMEA   |  | #3   | #4   | #7             |   |  |      |      |      |
| Primary Debt House Overall (2)   |  | #5   | #6   | #14            |   |  |      |      |      |
| Rating Agency Advisory (2)   |  | #5   | #3   | #12            |   |  |      |      |      |
| Best Syndicate and runner-up for Best Bank for Covered Bonds (5)   |  |      | X    |                |   |  |      |      |      |
| Equity Capital Markets   |  | 2010 | 2009 | 2008           | Commodities Finance   |  | 2010 | 2009 | 2008 |
| Equity, equity related issues in France (3)  |  | #1   | #5   | #2             | Best Commodity Finance Bank (1)   |  | #1   | #1   | #2   |
| Equity, equity related issues in Western Europe in Euros (3)   |  | #13  | #7   | #7             | Best Energy Commodity Finance Bank (1)  |  | #1   | #3   | #2   |
| France Equity sales (4)  |  | #2   | #1   |                | Best Metals Commodity Finance Bank (1)  |  | #1   | #2   | #1   |
| M&A  |  | 2010 | 2009 | 2008           | Energy Finance House of the year (8 & 9)                                      |  | X    |      |      |
| Financial advisor in France based on deals announced (3)   |  | #2   | #4   | #10            | Project and Asset Finance   |  | 2010 | 2009 | 2008 |
| Sources:   |  |      |      |                | Advisor of the year (7)   |  | X    |      |      |
| (1) IFR, September 30th 2010, December 31st 2009 and 2008  |  |      |      |                | Best arrangers of project finance loans (4)                                   |  | #1   | #1   |      |
| (2) Euromoney Primary Debt Poll June 2010 & 2009. Euromoney Global annual Debt Trading Poll, November 2008 |  |      |      |                | Best Africa Project Finance House (5)   |  | X    |      |      |
| (3) Thomson Reuters September 30th 2010, December 31st 2009 and 2008                                       |  |      |      |                | Acquisition Finance   |  | 2010 | 2009 | 2008 |
| (4) Thomson Extel Pan European Survey, June 2010, 2009 and 2008  |  |      |      |                | Bookrunner of Europe, Middle East & Africa Syndicated Loans (6)               |  | #4   | #3   | #7   |
| (5) Euroweek Covered Bonds Awards September 2009   |  |      |      |                | Sources:  |  |      |      |      |
|  |  |      |      |                | (1) Trade Finance Magazine June 2010, 2009 and 2008                           |  |      |      |      |
|  |  |      |      |                | (2) Global Trade Review Magazine December 2009 and 2008                       |  |      |      |      |
|  |  |      |      |                | (3) Dealogic Trade Finance league tables October 2010, December 2009 and 2008 |  |      |      |      |
|  |  |      |      |                | (4) Euroweek February 2009  |  |      |      |      |
|  |  |      |      |                | (5) Emeafinance Awards April 2009   |  |      |      |      |
|  |  |      |      |                | (6) IFR September 2010, December 2009 and 2008                                |  |      |      |      |
|  |  |      |      |                | (7) PFI Awards 2009   |  |      |      |      |
|  |  |      |      |                | (8) Energy Risk Magazine January 2010   |  |      |      |      |
|  |  |      |      |                | (9) Euromoney July 2010   |  |      |      |      |



## SUPPLEMENT CORPORATE & INVESTMENT BANKING

# League Table

| Global Markets  |      |      |      |
|---|------|------|------|
|   | 2010 | 2009 | 2008 |
| <b>Equity</b>   |      |      |      |
| Equity derivatives House of the Year (1)                      |      | X    | X    |
| Global provider in Equity Derivatives (2 & 3)                 | #1   | #1   | #1   |
| Most innovative Bank for Equity Derivatives (1)               |      | X    |      |
| Lyxor: Best Managed Account Platform (12)                     | X    |      |      |
| Lyxor: Institutional Manager of the Year (6)                  |      | X    |      |
| Best overall investment platform: Lyxor platform (4)          |      | X    | X    |
| Flow research (7)   | #3   | #3   | #1   |
| Structured Products - Research (7)                            |      | #3   | #1   |
| <b>Fixed Income and Currencies</b>                            | 2010 | 2009 | 2008 |
| Overall for debt trading market share (5)                     |      | #2   | #1   |
| Exotic Interest Rate Products (2)                             | #7   | #2   | #3   |
| Inflation Swaps - Euro (2)                                    | #2   | #2   | #2   |
| Repurchase Agreements - Euro (3)                              | #1   | #1   | #3   |
| FX: Overall for market share: (10)                            | #13  | #13  | #18  |
| <b>Commodities</b>  | 2010 | 2009 | 2008 |
| Energy derivatives House of the Year (1)                      |      | X    |      |
| Top dealer overall in commodity markets: (8)                  | #2   | #3   | #3   |
| 1. Dealer overall: Oil  | #1   | #1   | #3   |
| 2. Dealer overall: base metals                                | #1   | #1   | #3   |
| 3. Research in Metals   | #2   | #2   | #3   |
| 4. Structured Products (Corporates)                           | #2   | #1   | #1   |
| 5. Structured Products (Investors)                            | #4   | #2   | #1   |
| Derivatives House of the Year (9)                             |      | X    |      |
| Oil & Products House of the Year (9)                          | X    |      |      |
| <b>Cross Asset Research</b>                                   | 2010 | 2009 | 2008 |
| European Fixed Income Credit Research - Investment Grade (11) |      | #1   | #2   |
| 1. Overall Trade Ideas (11)                                   | #2   | #1   | #1   |
| 2. Overall Credit Strategy (11)                               | #1   | #1   | #1   |
| Global Strategy (7)   | #1   | #1   | #1   |
| Cross Asset Research (7)                                      | #1   | #1   | #1   |

### Sources:

- (1) Risk magazine January 2010; The Banker October 2009; Euromoney 2009
- (2) Risk Magazine Institutional Investors Rankings June 2010 and 2009
- (3) Risk Interdealer Rankings September 2010, 2009 and 2008
- (4) Hedge Fund Review, November 2009 and 2008
- (5) Euromoney Global Annual Debt Trading Poll, November 2009 and 2008
- (6) Alternative Investment News, Institutional Investor July 2009
- (7) Thomson Extel Pan European survey June 2010, 2009 and 2008
- (8) Energy Risk Rankings/Commodity Risk Rankings February 2010, 2009 and 2008
- (9) Energy Risk Magazine May 2010 and 2009
- (10) Euromoney, FX Poll May 2010, 2009 and 2008
- (11) Euromoney, European Fixed Income Research poll, May 2010, 2009 and 2008
- (12) HedgeWeek Awards March 2010

## Q3 2010 Highlights of New Awards & Rankings

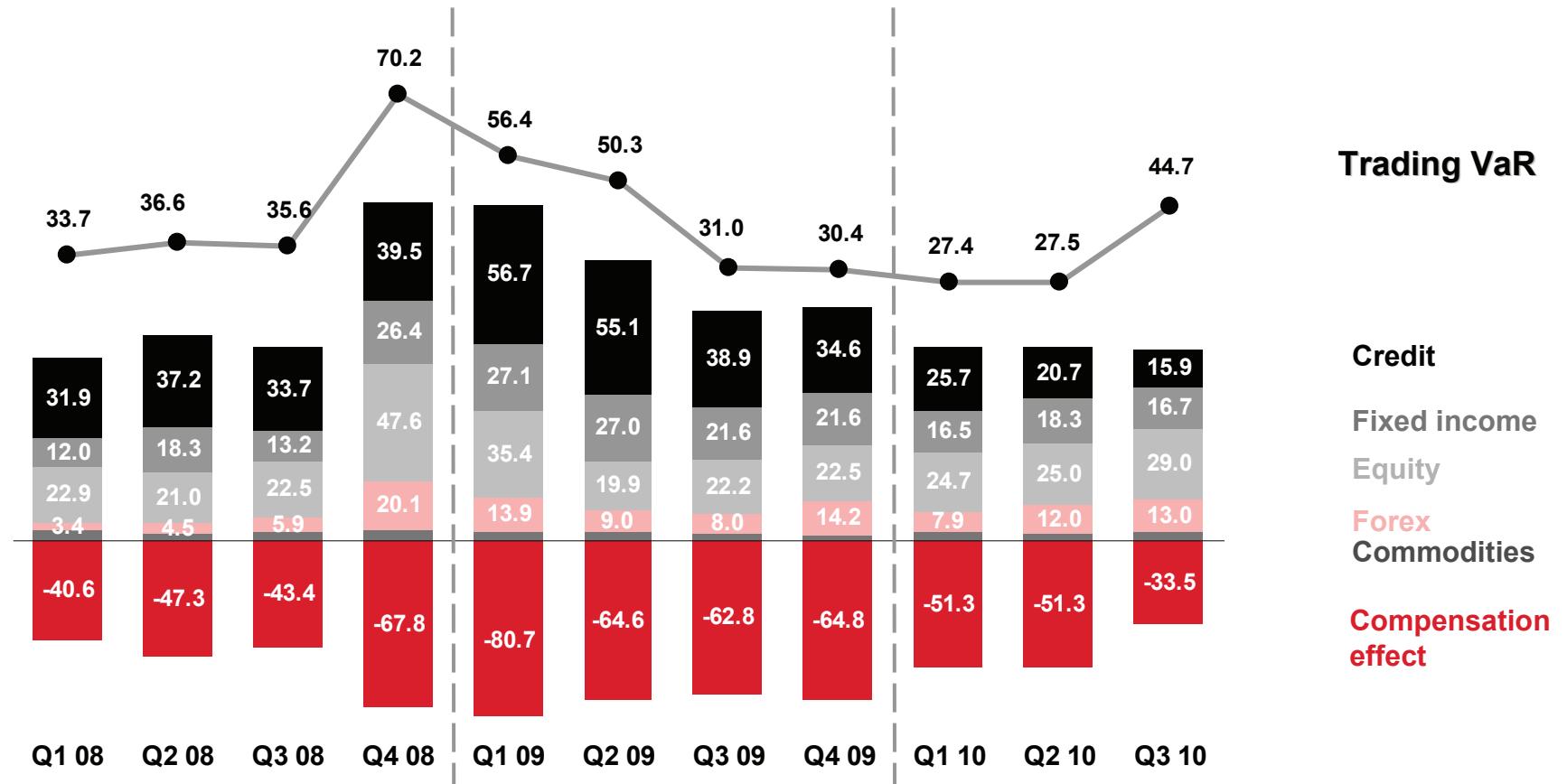


- #4 Top 20 Dealers Ranking
- #1 OTC Single-stock equity options
- #1 Equity index options
- #1 Exotic equity products
- #1 Repurchase Agreements in Euro
- #1 Forward Rate Agreements in Euro
- #1 Currency Forwards Euro/Sterling
- #1 Currency Forwards Euro/Yen



## Change in trading VaR\*

Quarterly average of 1-day, 99% Trading VaR (in EUR m)



\* Trading VaR: measurement over one year (i.e. 250 scenarios) of the greatest risk obtained after elimination of 1% of the most unfavourable occurrences. Since 01/01/2008, the parameters for Credit VaR have excluded positions on hybrid CDOs, which are now accounted for prudentially in the banking book.



## Doubtful loans\* (including Credit Institutions)

|  | Group       |             |             |             |
|--|-------------|-------------|-------------|-------------|
|  | 31/12/09    | 31/03/10    | 30/06/10    | 30/09/10    |
| <b>Customer loans in EUR bn *</b>                            | 400.4       | 405.4       | 415.4       | 413.3       |
| <i>Doubtful loans in EUR bn *</i>                            | 20.8        | 22.5        | 23.6        | 24.0        |
| <i>Collateral relating to loans written down in EUR bn *</i> | 3.4         | 4.1         | 4.2         | 4.5         |
| <b>Provisionable commitments in EUR bn *</b>                 | 17.4        | 18.4        | 19.4        | 19.5        |
| <b>Provisionable commitments / Customer loans *</b>          | <b>4.3%</b> | <b>4.5%</b> | <b>4.7%</b> | <b>4.7%</b> |
| <b>Specific provisions in EUR bn *</b>                       | 10.6        | 11.3        | 12.1        | 12.5        |
| <b>Specific provisions / Provisionable commitments *</b>     | <b>61%</b>  | <b>62%</b>  | <b>63%</b>  | <b>64%</b>  |
| <b>Portfolio-based provisions in EUR bn *</b>                | 1.2         | 1.3         | 1.2         | 1.2         |
| <b>Overall provisions / Provisionable commitments *</b>      | <b>68%</b>  | <b>69%</b>  | <b>69%</b>  | <b>70%</b>  |

\* Excluding legacy assets



## Determination of number of shares used to calculate the EPS

| Average number of shares (thousands)   | 2008           | 2009           | 9M 10          |
|--|----------------|----------------|----------------|
| <b>Existing shares</b>   | <b>568,782</b> | <b>646,234</b> | <b>742,041</b> |
| <b>Deductions</b>  |                |                |                |
| Shares allocated to cover stock options awarded to staff and restricted shares awarded | 9,872          | 11,444         | 11,559         |
| Other treasury shares and share buybacks   | 18,631         | 10,301         | 9,605          |
| <b>Number of shares taken to calculate EPS*</b>  | <b>540,279</b> | <b>624,489</b> | <b>720,877</b> |
| <b>EPS* (in EUR) (a)</b>   | <b>3.20</b>    | <b>0.45</b>    | <b>3.87</b>    |

\* When calculating the earnings per share, the "Group net income for the period" is adjusted (decreased in the case of a profit and increased in the case of a loss) by the following elements:

- (i) the interest, net of tax, to be paid to holders of deeply subordinated notes (EUR 77 million in Q3 10 and EUR 233 in the first 9 months of 2010) and to holders of undated subordinated notes reclassified from debt to shareholders' equity (EUR 6 million in Q3 10 and EUR 18 million in the first 9 months of 2010),
- (ii) in 2009, the amount to be paid (prorata temporis) to holders of preferred shares (EUR 60 million at end-December 2009).

The earnings per share therefore equal the Group net income for the period thus adjusted divided by the average number of existing ordinary shares, excluding treasury shares and buybacks, but including the trading shares held by the Group.

(a) 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.



## Determination of number of shares used to calculate the NAPS

| Number of shares at end of period (thousands)  | 2008           | 2009           | 9M 10          |
|--|----------------|----------------|----------------|
| <b>Existing shares</b>   | <b>580,727</b> | <b>739,806</b> | <b>746,422</b> |
| <b>Deductions</b>  |                |                |                |
| Shares allocated to cover stock options awarded to staff and restricted shares awarded | 9,743          | 11,976         | 12,285         |
| Other treasury shares and share buybacks   | 10,248         | 8,987          | 9,023          |
| <b>Number of shares taken to calculate NAPS*</b>                                       | <b>560,737</b> | <b>718,843</b> | <b>725,114</b> |
| <b>NAPS* (in EUR) (a)</b>  | <b>49.6</b>    | <b>48.9</b>    | <b>53.1</b>    |

\* The net asset value per ordinary share equals the Group shareholders' equity, excluding

(i) deeply subordinated notes (EUR 6.5 billion at end-September 2010), reclassified undated subordinated notes (EUR 0.9 billion at end-September 2010), (ii) the interest to be paid to holders of deeply subordinated notes and undated subordinated notes and (iii) the remuneration of preferred shares in 2009, determined under contractual terms, but reinstating the book value of the trading shares held by the Group.

The number of shares considered is the number of ordinary shares outstanding at September 30th 2010, excluding treasury shares and buybacks, but including the trading shares held by the Group.

(a) 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.



## Environment

|   | Q3 09 | Q2 10 | Q3 10 |
|---|-------|-------|-------|
| <b>Interest rates (quarterly average) %</b> |       |       |       |
| 10-year French government bond              | 3.59  | 3.18  | 2.78  |
| 3-month euribor                             | 0.87  | 0.69  | 0.87  |
| <b>Indices (end of period)</b>              |       |       |       |
| CAC 40                                      | 3,795 | 3,443 | 3,643 |
| EuroStoxx 50                                | 2,873 | 2,573 | 2,742 |
| Nasdaq                                      | 2,122 | 2,109 | 2,255 |
| <b>Currencies (quarterly average)</b>       |       |       |       |
| EUR / USD                                   | 1.43  | 1.27  | 1.29  |
| EUR / GBP                                   | 0.87  | 0.85  | 0.83  |
| EUR / YEN                                   | 134   | 117   | 111   |
| <b>Issuance volumes in Europe *</b>         |       |       |       |
| Primary bond issues in euros (in EUR bn)    | 224   | 181   | 222   |
| Primary equity & convertibles (in USD bn)   | 66    | 36    | 20    |

\* Thomson Financial database (Q3 10 extraction)



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