



# **SOCIETE GENERALE** GROUP RESULTS

FULL-YEAR AND 4<sup>TH</sup> QUARTER 2014 RESULTS

12 FEBRUARY 2015

# DISCLAIMER

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

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

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

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

Therefore, although Societe Generale 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.

More detailed information on the potential risks that could affect Societe Generale's financial results can be found in the Registration Document 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. Other than as required by applicable law, Societe Generale does not undertake any obligation to update or revise any forward-looking information or statements. Unless otherwise specified, the sources for the business rankings and market positions are internal.

The financial information presented for the financial year ending 31st December 2014 was approved by the Board of Directors on 11 February 2015 and has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. The audit procedures carried out by the Statutory Auditors are currently underway.



## **INTRODUCTION**

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KEY FIGURES

## 2014: A YEAR OF INTENSE AND SUCCESSFUL TRANSFORMATION

### 1 FURTHER IMPROVE CLIENT SERVICE MAINTAIN LEADERSHIP IN INNOVATION

#### Further development of high quality businesses

- ✓ Client satisfaction awards across all businesses and regions
- ✓ Leadership positions in digital banking and roll-out of innovative and competitive initiatives

### 2 CAPTURE GROWTH THROUGH BUSINESS DEVELOPMENTS AND INCREASED REVENUE SYNERGIES

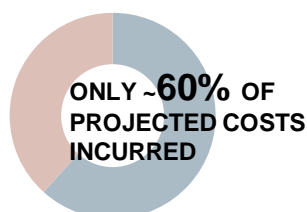
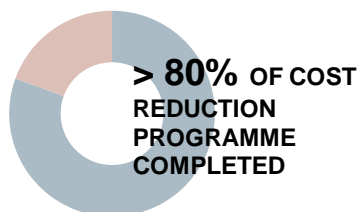
#### Developing in synergy

- ✓ Insurance NBI up +5.6%\*
- ✓ > 250 new clients on-boarded with Newedge

### 3 DELIVER SUSTAINABLE PROFITABILITY: DISCIPLINED COST AND RISK MANAGEMENT

#### Strict monitoring of costs and risks

- ✓ Cost saving programme on track
- ✓ Prudent provisioning policy confirmed by AQR outcome: no significant impact on Group ratios



#### Optimised capital allocation

##### CAPITAL REFOCUSING

  Boursorama  
ACQUISITION OF  
100% NEWEDGE GROUP  
BUYOUT OF MINORITY INTERESTS  
IN BOURSORAMA AND ROSBANK

##### DELEVERAGING AND OPTIMISATION

DISPOSAL OF PRIVATE BANKING  
ACTIVITIES IN ASIA  
WITHDRAWAL FROM CONSUMER  
CREDIT ACTIVITY IN BRAZIL

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

## FINANCIAL PERFORMANCE OF BUSINESSES IN LINE WITH STRATEGIC OBJECTIVES

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**Good business  
performance in  
challenging  
economic  
conditions**

Group NBI at EUR 23.6bn, up +5.0%\* vs. 2013  
NBI from businesses at EUR 24.5bn in 2014, stable\* vs. 2013

Costs down -1.9%\* vs. 2013

Prudent risk management and good portfolio quality: cost of risk down -25.2%\* vs. 2013

Businesses contribution to Group net income up +3.5%, at EUR 3,504m

Reported Group net income at EUR 2,692m in 2014 vs. EUR 2,044m in 2013


**Very solid  
balance sheet**

Balanced use of the steady capital generation, Common Equity Tier 1 ratio at 10.1%\*\* at year-end vs. 10.0% at end-2013

Leverage ratio improved at 3.8%\*\*

Very strong liquidity profile: 2016 targets already reached

EPS at EUR 2.92

 Proposed cash dividend to be paid in May: EUR 1.20 per share  
40% pay out ratio

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

\*\* Solvency ratios according to CRR/CRD4 rules taking into account the Danish compromise for insurance activities. Common Equity Tier 1 ratio fully loaded 2013 proforma. Leverage ratio calculated according to revised CRR rules integrating the October 2014 Delegated Act

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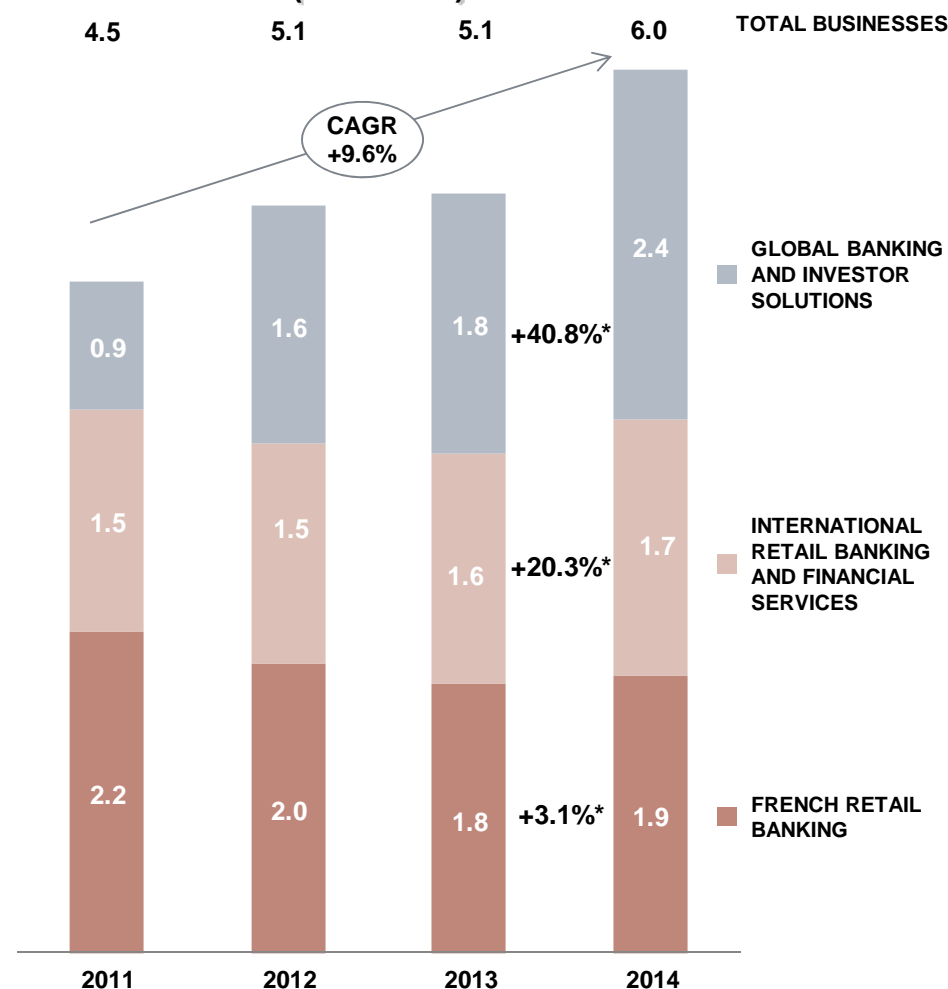
CONCLUSION

KEY FIGURES

## ADAPTATION OF BUSINESSES IMPROVING STEADILY LONG TERM OPERATING PERFORMANCE

- Solid revenue base, supported by diversified business mix
- New initiatives and adjustments to business set up supporting operational development
  - Support of French Retail Banking clients through digital innovation and global services e.g. transaction and payment services
  - Solid growth of Insurance and Financial Services to Corporates
  - Implementation of new synergetic set up in Private Banking and Investor Services, good revenue generation in Financing and Advisory businesses
- Strict monitoring of costs: decrease in operating expenses: -1.8% per annum over 2011/2014
- Decrease in cost of risk

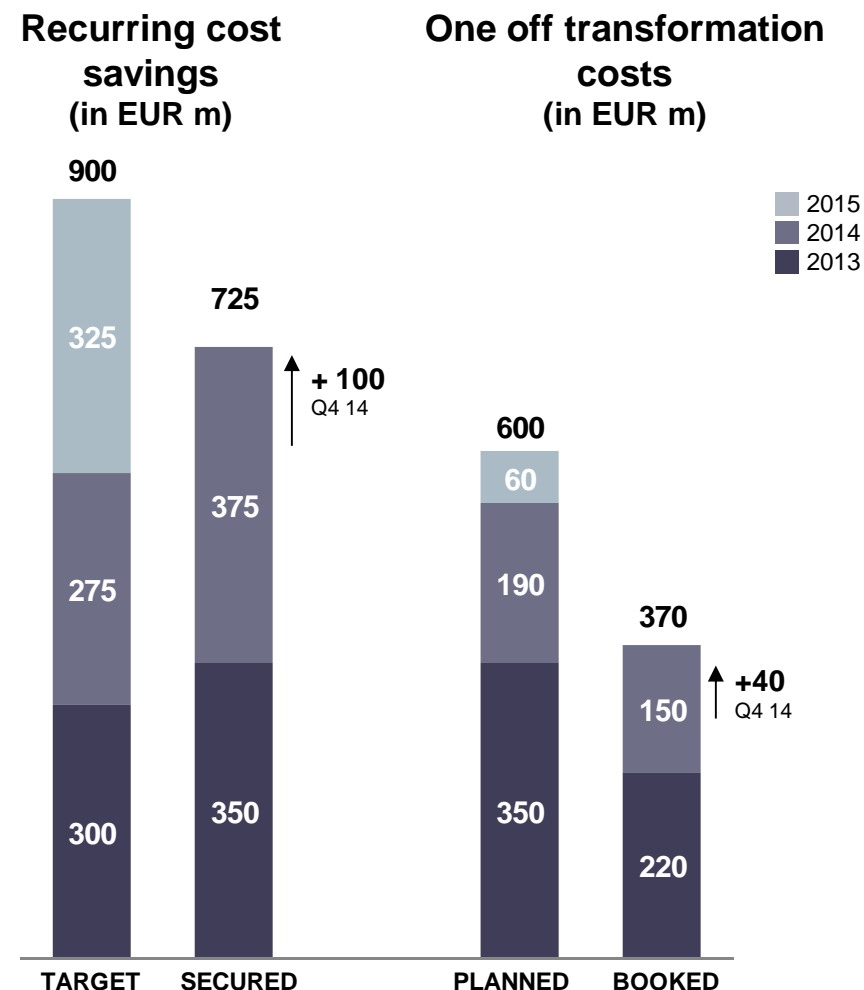
### Operating Income from businesses (in EUR bn)



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

## ~80% OF THE COST REDUCTION PLAN ALREADY COMPLETED

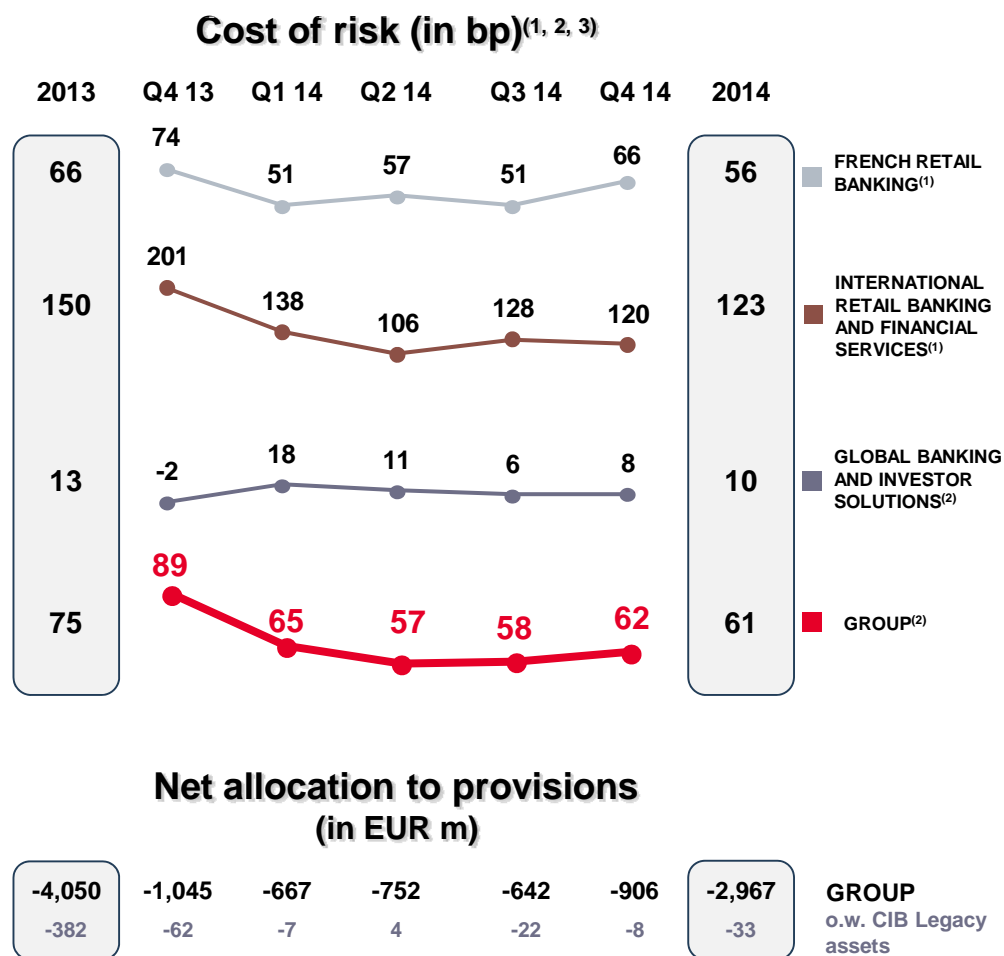
- EUR 725m recurring cost savings secured since 2013
  - Programme running ahead of schedule, with an extra EUR 100m cost savings secured during Q4 14
  - 30% of projects completed
- Main achievements and ongoing initiatives
  - Additional right-sizing initiative completed at Rosbank
  - Full integration of Newedge delivering cost synergies
  - Improvements on IT costs, based on team relocation and infrastructure resource rationalisation
- 2015 additional gains expected from further transformation of IT infrastructure and GBIS operations, notably further integration of Newedge





## DECREASE IN ANNUAL COST OF RISK

- French Retail Banking
  - Overall decrease despite seasonal increase in Q4
- International Retail Banking and Financial Services
  - Decrease in Europe, notably in Romania while still strengthening doubtful loan coverage ratio
  - Increase in Russia due to deteriorating macro economic environment
- Global Banking and Investor Solutions
  - Stable at a low level
- Group gross doubtful loan coverage ratio up +2 points vs. 2013 at 63%



(1) 2013 figures have been restated to take into account the implementation of IFRS 10 and 11 as from 1<sup>st</sup> January 2014, and to reflect a new breakdown by business unit as from Q1 14 in French Retail Banking (notably with regards to Franfinance) and International Retail Banking and Financial Services (merger of International Retail Banking and Specialised Financial Services and Insurance)

(2) Global Banking and Investor Solutions and Group figures not restated for Legacy Assets in 2013

(3) Excluding provisions for disputes. Outstandings at beginning of period. Annualised

## DIVERSIFIED AND REDUCING EXPOSURE TO RUSSIA

- Reduced exposure: EUR 16.7bn as of end 2014 (2% of Group EAD) vs. EUR 21.4bn end 2013

- Offshore portfolio exposure: EUR 3.7bn

**Focused on natural resources exporters and prefinancing**

**Denominated in USD and EUR**

**More than 50% investment grade**

- Onshore exposure: prudent risk management

**Corporate & Financial Institutions**

Focused on export/strategic sectors

No industry sector beyond 10%

85% on Tier 1 corporates<sup>(2)</sup>

Disposal of legacy commercial real estate assets

**Retail portfolio: tight origination criteria**

70% secured by assets: mortgages and car loans

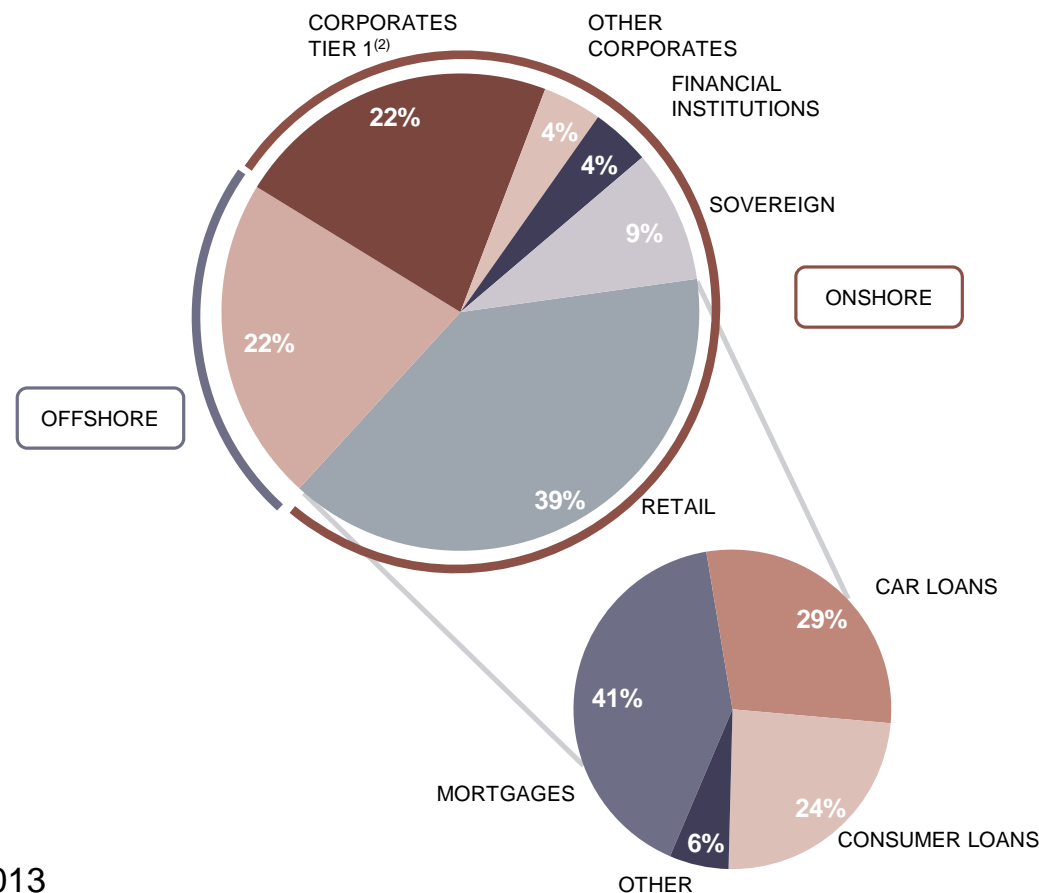
Run off of the maturing USD mortgage portfolio (-23% at end-2014 vs. 2013 to USD 0.7bn)

**Successful derisking programme**

NPL ratio lowered to 8.5% at end-2014, vs. 12% at end-2013

NPL gross coverage ratio raised to 85% at end-2014 (vs. 74% at end-2013)

**EAD as of Q4 14: EUR 16.7bn<sup>(1)</sup>**

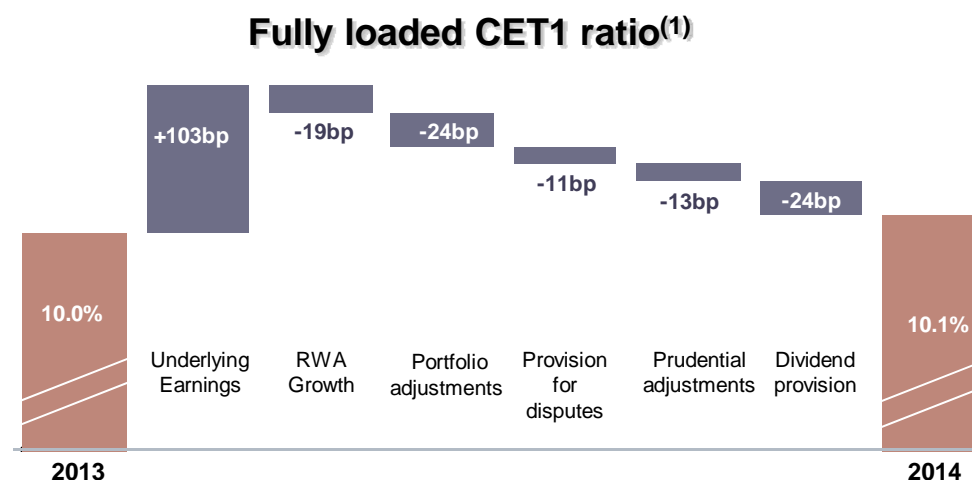


(1) EAD net of provisions

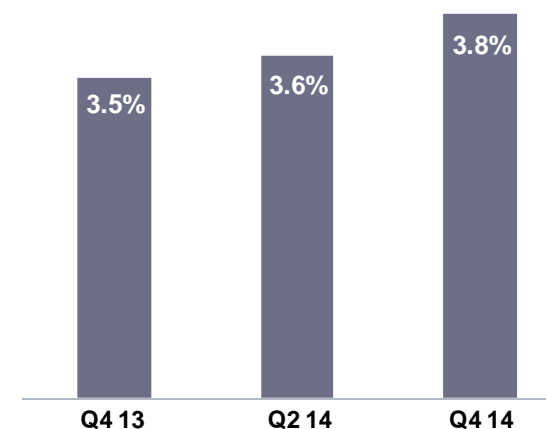
(2) Top 500 Russian corporates and multinational corporates

## SOLID CAPITAL POSITION, IN LINE WITH TARGET

- Significant capital generation in 2014 allowing higher payout ratio, buying out of minorities and organic growth
- Fully loaded Common Equity Tier 1 ratio: 10.1%<sup>(1)</sup> at end-December, in line with target
- -25bp impact on CET1 in Q4 14 from Prudent Value Adjustment, refocusing in Brazil, discount of post-retirement benefits
- Tier 1 Ratio<sup>(1)</sup> at 12.6%
- Total Capital Ratio<sup>(1)</sup>: 14.3%
- CRR Leverage ratio<sup>(2)</sup>: 3.8%



### CRR fully loaded leverage ratio<sup>(2)</sup>



(1) Fully loaded based on CRR/CRD4 rules, including Danish compromise for insurance. Phased in CET1 ratio of 10.9% at end-2014

(2) Pro forma fully loaded leverage ratio calculated according to revised CRR rules integrating the Delegated Act in Q4 14. Previous leverage ratios based on Basel 3 rules published in January 2014  
Refer to Methodology, section 5

## STRONG LIQUIDITY POSITION

- Balance sheet structure further improved
  - Short term funding down sharply at 9% of funded balance sheet\*
  - Continued deposit collection: L/D ratio at 98% at end-December 14
- Strong liquidity position
  - LCR at 118% under CRR/CRD4 rules at end-2014
  - Liquid asset buffer<sup>(1)</sup> at EUR 140bn covering 168% of short term needs at end-December<sup>(2)</sup>
- Pro-actively managed LT funding programme
  - Significantly improved funding conditions in 2014

EUR 21.2bn issued by the parent company of which EUR 17.3bn of senior debt with a 5.2 years average maturity at an average spread of Euribor MS 6M+40bp

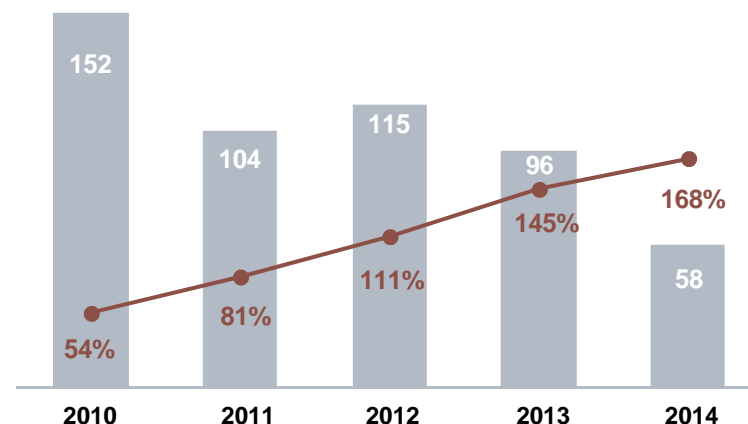
(1) Unencumbered, net of haircuts

(2) Including LT debt maturing within 1 year (EUR 25bn)

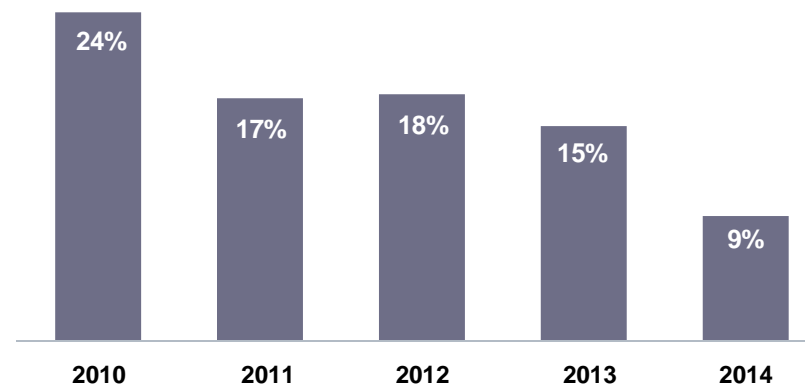
\* See Methodology, section 7

2010-2012 historical data not restated for changes in Group structure or other regulatory changes

**Short term wholesale resources (in EUR bn)\*  
and short term needs coverage (%)\***



**Share of short term wholesale funding  
in the funded balance sheet\***



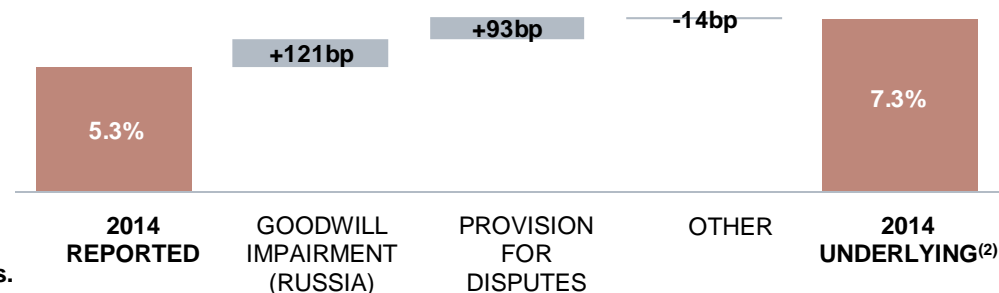
## CONSOLIDATED RESULTS

- Solid business results  
NBI stable overall, -0.5%\* vs. 2013
- Costs down -1.9%\* vs. 2013  
Costs under control in all businesses despite fast adaptation to new environment
- Cost of risk down significantly vs. 2013
- Underlying ROE of 7.3%
- 2014 EPS EUR 2.92, vs. EUR 2.40 in 2013  
Proposed cash dividend EUR 1.20 vs. EUR 1.00 in 2013  
40% pay out ratio

### Group results (in EUR m)

In EUR m	2013	2014	Change		Q4 13	Q4 14	Change	
<b>Net banking income</b>	<b>22,433</b>	<b>23,561</b>	<b>+5.0%</b>	<b>+5.0%*</b>	<b>5,696</b>	<b>6,123</b>	<b>+7.5%</b>	<b>+7.5%*</b>
Net banking income (1)	23,942	23,662	-1.2%	-	6,093	6,046	-0.8%	-
Operating expenses	(16,047)	(16,016)	-0.2%	-1.9%*	(4,405)	(4,263)	-3.2%	-5.3%*
<b>Gross operating income</b>	<b>6,386</b>	<b>7,545</b>	<b>+18.1%</b>	<b>+23.7%*</b>	<b>1,291</b>	<b>1,860</b>	<b>+44.1%</b>	<b>+55.9%*</b>
Net cost of risk	(4,050)	(2,967)	-26.7%	-25.2%*	(1,045)	(906)	-13.3%	-10.5%*
Operating income	2,336	4,578	+96.0%	x 2,1*	246	954	x 3.9	x 5,3*
Net profits or losses from other assets	575	109	-81.0%	-81.0%	134	(84)	NM	NM*
Impairment losses on goodwill	(50)	(525)	NM	NM	(50)	0	NM	NM*
<b>Reported Group net income</b>	<b>2,044</b>	<b>2,692</b>	<b>+31.7%</b>	<b>+30.8%*</b>	<b>191</b>	<b>511</b>	<b>x2.7</b>	<b>+78.5%*</b>
Group net income (1)	3,033	2,759	-9.0%	-	451	460	+2.0%	-
<b>C/I ratio (1)</b>	<b>67.0%</b>	<b>67.7%</b>			<b>72.3%</b>	<b>70.5%</b>		
<b>Group ROE (after tax)</b>	<b>4.1%</b>	<b>5.3%</b>			<b>0.8%</b>	<b>3.6%</b>		

### 2014 Group ROE



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

(1) Excluding revaluation of own financial liabilities and DVA (refer to pp. 38 and 39)

(2) For details in items included in Other, please refer to pp. 38 and 39

NB. 2013 data have been restated to integrate impact of implementation of IFRS 10 and 11 as from 1<sup>st</sup> Jan. 2014, except EPS

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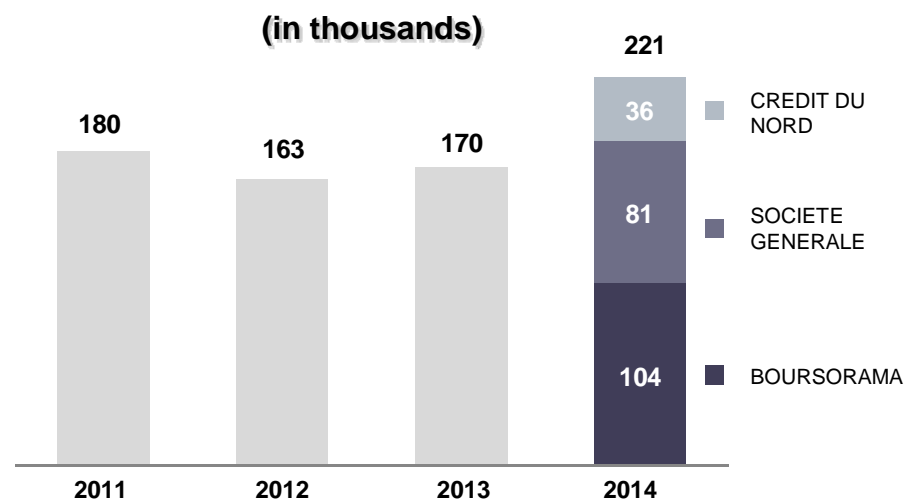
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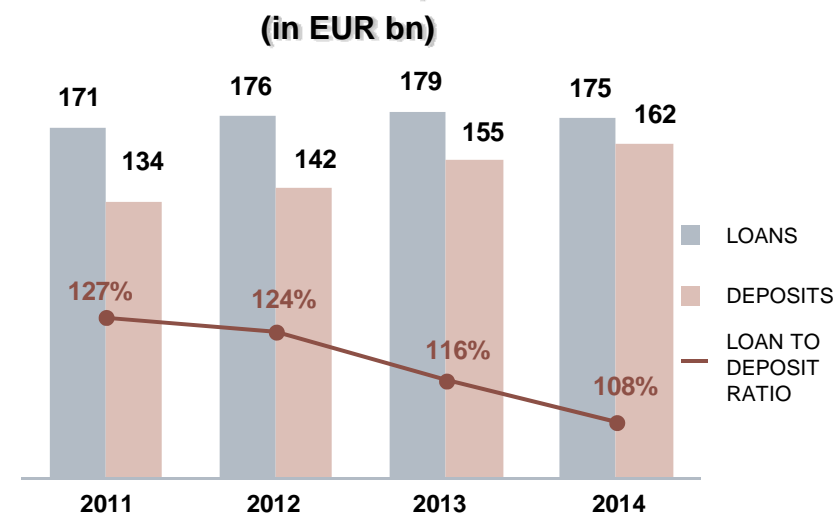
## STRONG COMMERCIAL DYNAMISM

- Marked increase in net new accounts across three networks
  - Highest level in last 10 years
  - Relationship-based model and digital leadership is attracting more affluent clients
  - Positioned in most dynamic regions
  - Boursorama ahead of year-end 2014 target with over 600,000 customers in France
- Steady deposit growth (+4.9% vs. 2013), driven by a +7.2% increase in sight deposits
- Resilient credit production
  - Loan production up +0.5% in loans to business customers vs. 2013
  - Factoring production up +37.9% vs. 2013
- Increase in gross life insurance premiums (+9.0% vs. 2013)

### Net new individual customer accounts



### Loans and Deposits



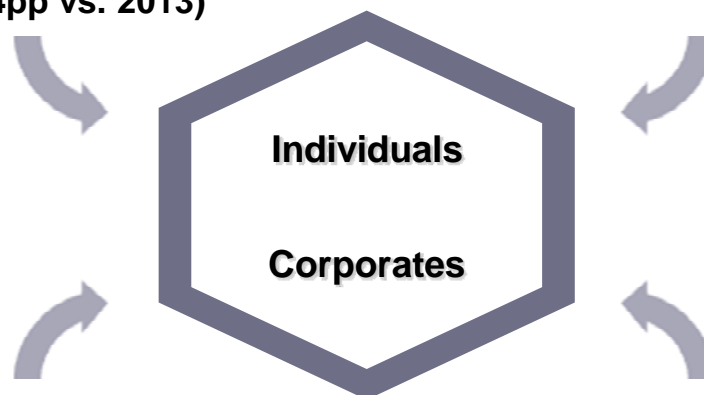
## CROSS-SELLING OPPORTUNITIES OFFER GROWTH POTENTIAL

### Accompanying Clients with Insurance

- Growth potential through increased client penetration in protection insurance
  - Personal protection: 17.2% (+0.4pp vs. 2013)
  - Property & Casualty: 7.8% (+0.4pp vs. 2013)

### Rolling-out New Private Banking Model

- Offering higher value added services
  - AuM: EUR 50bn at Dec-14
  - +25% in operating income by 2017<sup>(1)</sup>



### Developing Transaction Banking

- New Global Transaction Banking platform already delivering results
  - Expected NBI CAGR by 2016 of ~6%<sup>(1)</sup>

### Innovating Through Mid-Cap Investment Banking

- Increased disintermediation to fuel growth

#1<sup>(2)</sup>

Euro  
Private Placements

#2<sup>(3)</sup>

Mid Cap M&A France

(1) Investor Day 2014

(2) In 2014, Thomson Financial

(3) In 2014, Bloomberg



## SOLID CONTRIBUTION TO GROUP NET INCOME

### ■ Resilient net banking income

- **Net interest income +0.4%<sup>(1)</sup> vs. 2013**

Strong deposit inflows mitigating lower long term interest rates

Higher margins on new loan production

- **Strong improvement of L/D ratio at 108%**
- **Fees down -3.1% vs. 2013 notably due to regulatory cap on certain processing fees**

### ■ Cost discipline and investment maintained

- **Operating expenses flat vs. 2013**
- **Underlying downward trend (-1.1% vs. 2013) offset by one-off costs in Q4 14**
- **Ongoing adaptation of branch network (~30 branches closed)**

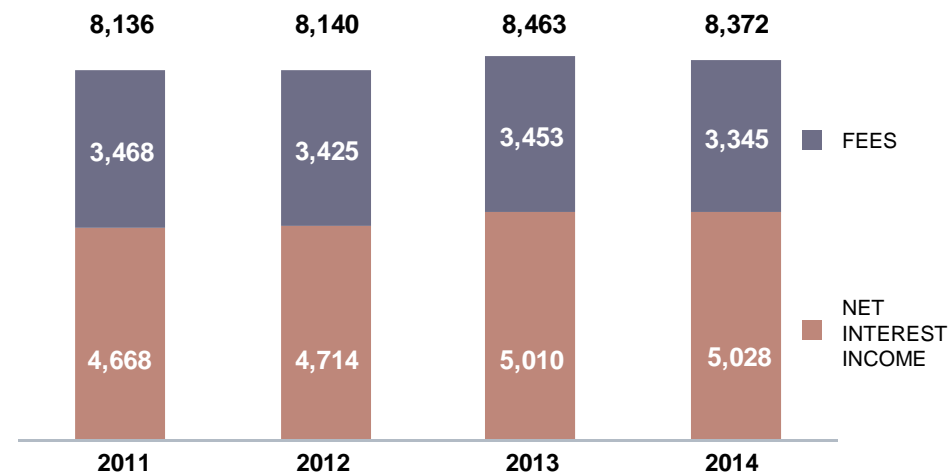
### ■ Significant decrease in cost of risk

- **-17.3% vs. 2013**

➤ **Contribution to Group net income:  
EUR +1,205m in 2014**

### Net Banking Income<sup>(1)</sup>

(in EUR m)



### French retail Banking results

In EUR m	2013	2014	Change		Q4 13	Q4 14	Change	
Net banking income	8,437	8,275	-1.9%	-1.1%(1)	2,161	2,117	-2.0%	-1.0%(1)
Operating expenses	(5,358)	(5,356)	-0.0%		(1,385)	(1,435)	+3.6%	
Gross operating income	3,079	2,919	-5.2%	-2.8%(1)	776	682	-12.1%	-9.2%(1)
Net cost of risk	(1,258)	(1,041)	-17.3%		(346)	(303)	-12.5%	
Operating income	1,821	1,878	+3.1%		430	379	-11.8%	
Group net income	1,196	1,205	+0.8%	+4.3%(1)	286	241	-15.6%	-10.9%(1)
C/I ratio (1)	63.3%	64.0%			64.2%	67.2%		

(1) Excluding PEL/CEL impact

## SOLID COMMERCIAL ACTIVITY IN A CHALLENGING ENVIRONMENT

### ■ International Retail Banking

#### • Europe: improving performance

Strong deposit collection (+7.4%\* vs. 2013)

Czech Republic: robust commercial activity (loans up +4.4%\*), number of KB customers up vs. 2013

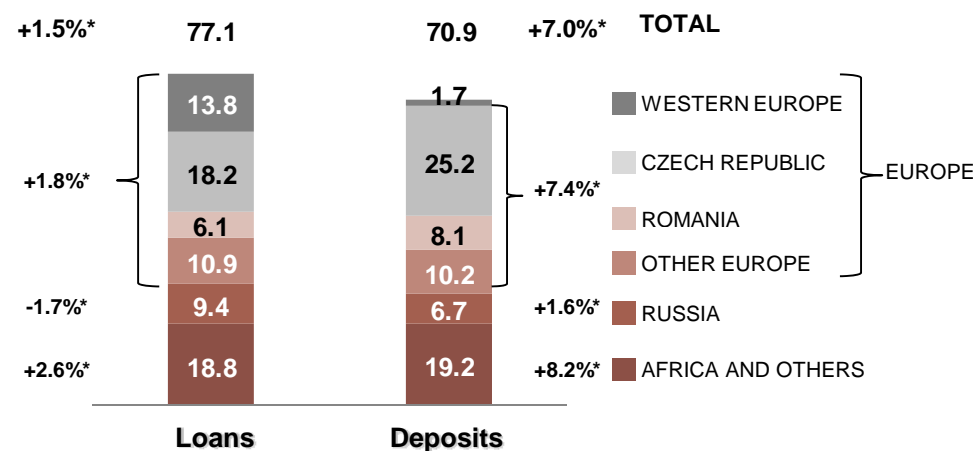
Balkans: back to growth in outstandings (+1.5%\* vs. 2013) in almost all countries, +105,000 customers vs. 2013

#### • Africa: solid positions maintained in Mediterranean Basin and strong growth in Sub-Saharan Africa (loans up +16.3%\* and deposits +13.2%\* vs. 2013)

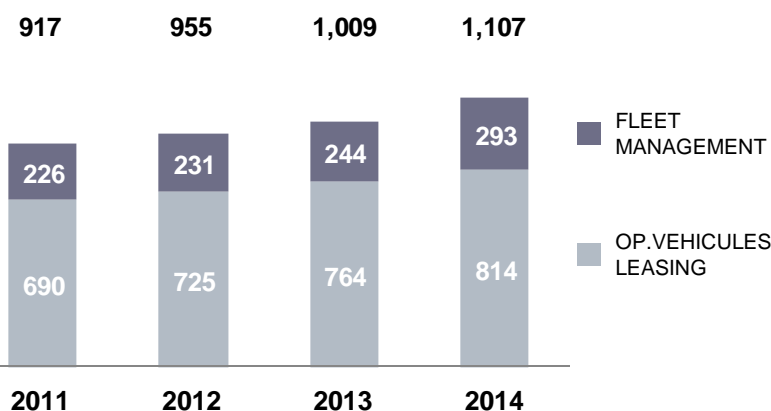
### ■ Financial Services to corporates: strengthened leadership

- **ALD Automotive: hefty fleet growth (+9.8% vs. 2013), strong leadership positions (#2 Worldwide)**
- **Equipment Finance: strong increase in new business (+18.0%\*(1) vs. 2013), outstandings back to growth (+3.4%\* vs. 2013), ranked #1 in Europe**

### International Retail Banking Loan and deposit outstandings breakdown (in EUR bn – change vs. December 13, in %\*)



### ALD – Number of vehicles (in thousands)

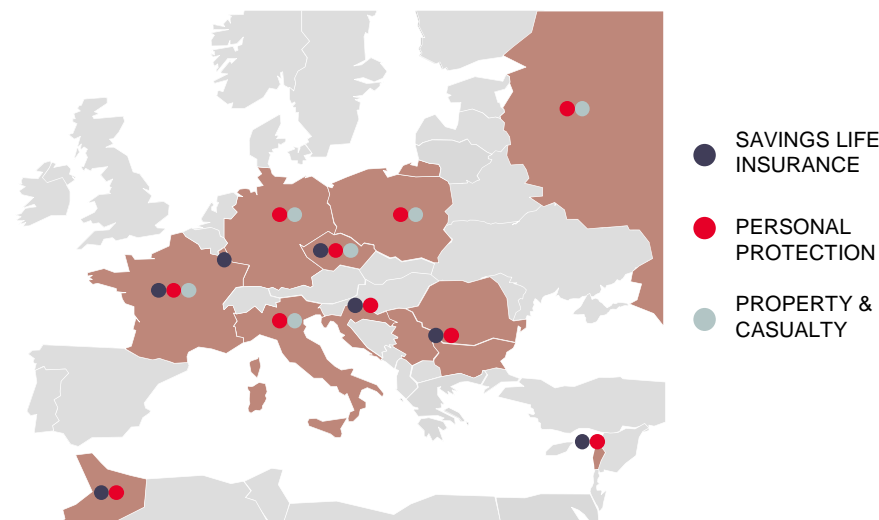


\* When adjusted for changes in Group structure and at constant exchange rates  
(1) Excluding factoring

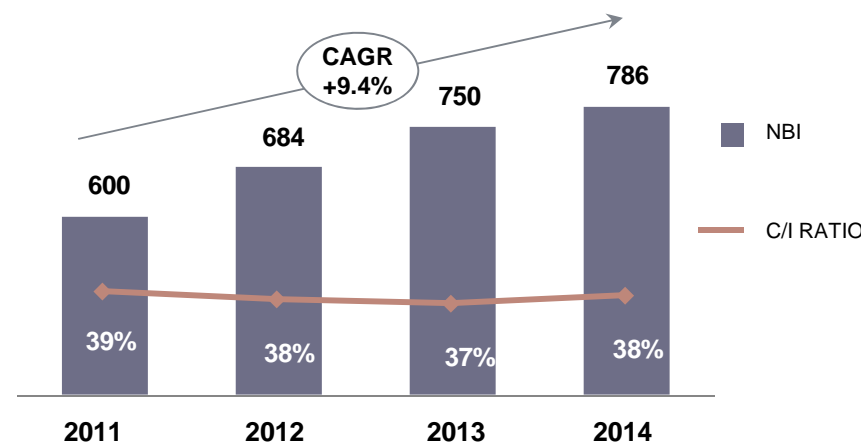
## FOCUS ON INSURANCE: STRONG BUSINESS DEVELOPMENT

- France: strong momentum
  - Savings life insurance  
Net inflows x2 vs. 2013 at EUR 1.5bn, increase in the share of unit-linked premiums (+4 pts vs. 2013)
  - Personal Protection and Property and Casualty  
High premium growth (+9.6% vs. 2013)
- International: 27% of total activity
  - Record commercial performance in Czech Republic and Morocco in savings life insurance
- Accelerated roll-out of the bancassurance model through product range expansion, channels and countries
  - Enlargement of savings products range for Private Banking customers
  - Launch of new Personal Protection and Property and Casualty products in Czech Republic, Romania and Poland
- Innovative digital development with Group networks (France, Romania)

### Geographical Footprint



### NBI (in EUR m) and C/I Ratio (%)



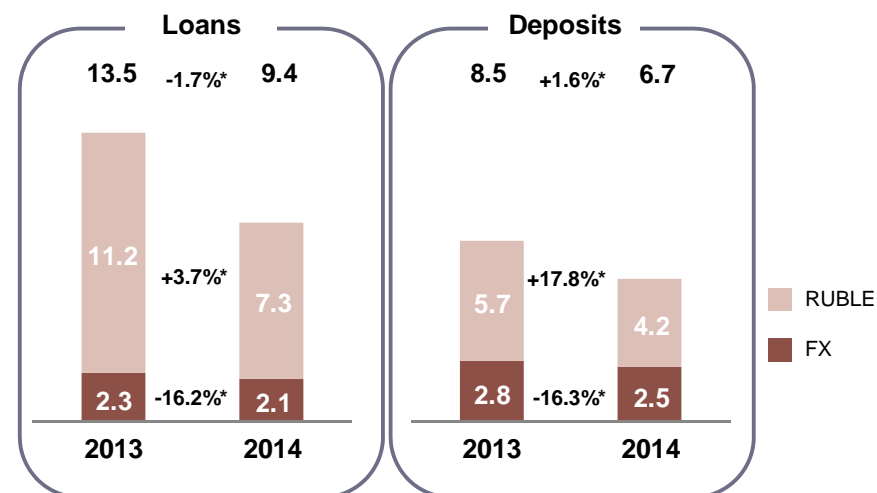
## SG RUSSIA<sup>(1)</sup>: PROACTIVE BALANCE SHEET MANAGEMENT

- Selective loan origination resulting from adjusted pricing and underwriting policies
  - Decrease in corporate outstandings (-8.4%\* vs. 2013)
  - Limited increase in retail outstandings (+2.0%\* vs. 2013)
  - Strong decrease in FX outstandings
- Successful Ruble funding initiatives in 2014
  - Consolidation of deposit base through strong Ruble deposit collection
  - Bonds issuances RUB +71bn
  - Further reduction of Group funding: EUR -0.6bn
- Solid capital and liquidity positions
  - Capital ratios: Rosbank N1 ratio at 13.5%, well above regulatory threshold of 10%
  - Rosbank L/D ratio at 99% in 2014 vs. 115% in 2013
  - Liquidity buffer (RUB 60bn) fully available at year-end

(1) Contribution of Rosbank, Delta Credit Bank, Rusfinance Bank, Société Générale Insurance, ALD Automotive, and their consolidated subsidiaries to Group businesses results

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

### Loan and deposit outstandings breakdown by Currency (in EUR bn – Change vs. 2013 in %\*)



### SG commitments to Russia

In EUR bn	31/12/2011	31/12/2012	31/12/2013	31/12/2014
Book Value	3.2	3.2	3.5	2.7
Intragroup Funding				
- Sub. loan	0.7	0.8	0.7	0.7
- Senior	2.1	1.5	1.3	0.7

NB. The Rosbank Group book value amounts to EUR 2.7bn at end-2014, of which EUR -0.9bn relating to the revaluation of forex exposure already deducted from Group Equity as *Unrealised or deferred gains and losses*.

## SG RUSSIA: RESILIENT PERFORMANCE IN 2014

- Goodwill impairment in Q1 14 acknowledging new environment
- 2014 operating income at breakeven
  - Resilient revenues: +7.2% vs. 2013, excluding Q4-13 capital gains on asset sales
  - Costs contained below inflation rate
  - Increase of retail cost of risk
- Roadmap for 2015: challenging environment
  - Focus on multinational corporates and Ruble operations
  - Push on daily banking
  - Continuation of transformation project
  - Operational efficiency programme
  - Proactive derisking strategies
  - Further Group funding reduction
  - Cost of risk expected between 400-500 bps

### SG Russia<sup>(1)</sup> results

In EUR m	2013	2014	Change	Q4 13	Q4 14	Change
Net banking income	1,423	1,186	+0.6%*	431	275	-13.5%*
Operating expenses	(895)	(804)	+7.9%*	(226)	(186)	+9.5%*
<b>Gross operating income</b>	<b>528</b>	<b>383</b>	<b>-12.0%*</b>	<b>205</b>	<b>90</b>	<b>-39.8%*</b>
Net cost of risk	(289)	(345)	+44.2%*	(117)	(102)	+17.6%*
<b>Operating income</b>	<b>239</b>	<b>38</b>	<b>-80.6%*</b>	<b>88</b>	<b>(12)</b>	<b>NM*</b>
Impairment losses on goodwill	-	(525)	-	-	-	-
<b>Group net income</b>	<b>165</b>	<b>(497)</b>	<b>-79.3%*</b>	<b>69</b>	<b>(11)</b>	<b>NM*</b>
<i>Underlying contribution to Group net income(2)</i>	<i>165</i>	<i>28</i>		<i>69</i>	<i>(11)</i>	
C/I ratio	62.9%	67.7%		52.4%	67.4%	

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

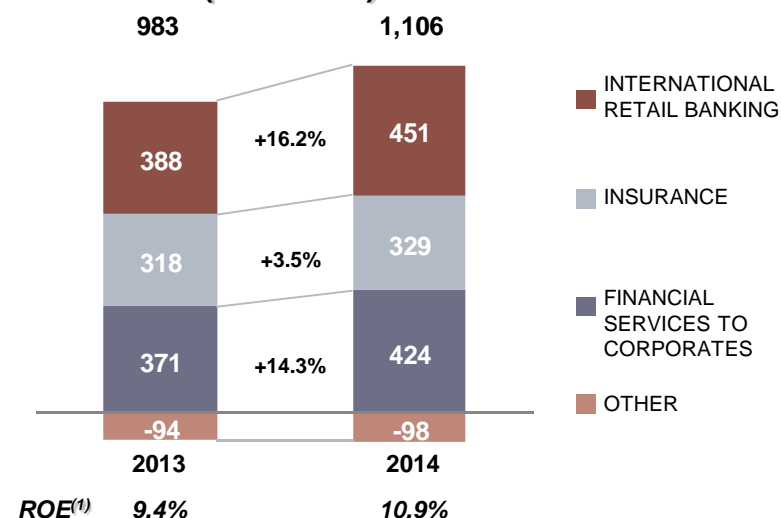
(1) Contribution of Rosbank, Delta Credit Bank, Rusfinance Bank, Société Générale Insurance, ALD Automotive, and their consolidated subsidiaries to Group businesses results

(2) Excluding goodwill impairments

## RISING UNDERLYING RESULT

- Revenues up +1.5%\*
  - Stable\* in International Retail Banking despite interest rate environment
  - Insurance: continued increase (+5.6%\* vs. 2013)
  - Financial Services to corporates up +7.3%\*
- Cost increase driven by growth businesses (ALD, Insurance and Africa)
- Continued refocusing strategy: EUR -200m impact in contribution following withdrawal from consumer finance activity in Brazil
- Rising underlying net income<sup>(1)</sup>
  - International Retail Banking: doubled\* in Europe, x1.6\* in Africa, resilient contribution in Czech Republic, Romania break-even in Q4 14
  - Insurance contribution up +3.9%\*, at EUR 329m
  - Financial Services to corporates: up +14.8%\* at EUR 424m

### Contribution to Group net income<sup>(1)</sup> (in EUR bn)



### International Retail Banking and Financial Services results

In EUR m	2013	2014	Change		Q4 13	Q4 14	Change	
Net banking income	7,762	7,456	-3.9%	+1.5%*	1,990	1,849	-7.1%	-1.2%*
Operating expenses	(4,367)	(4,279)	-2.0%	+3.4%*	(1,094)	(1,092)	-0.1%	+6.7%*
<b>Gross operating income</b>	<b>3,395</b>	<b>3,177</b>	<b>-6.4%</b>	<b>-1.0%*</b>	<b>897</b>	<b>757</b>	<b>-15.6%</b>	<b>-10.7%*</b>
Net cost of risk	(1,835)	(1,442)	-21.4%	-18.3%*	(636)	(374)	-41.2%	-38.2%*
Operating income	1,560	1,735	+11.2%	+20.3%	260	383	+47.2%	+57.8%*
Net profits or losses from other assets	6	(198)	NM	NM	4	(200)	NM	NM*
Impairment losses on goodwill	0	(525)	NM	NM*	0	0	NM	NM*
<b>Group net income</b>	<b>983</b>	<b>381</b>	<b>-61.2%</b>	<b>-58.1%*</b>	<b>203</b>	<b>51</b>	<b>-74.8%</b>	<b>-71.7%*</b>
<b>Underlying contribution to Group net income (1)</b>	<b>983</b>	<b>1,106</b>	<b>+12.5%</b>	<b>+21.7%</b>	<b>203</b>	<b>251</b>	<b>+23.9%</b>	<b>+39.3%</b>
C/I ratio	56.3%	57.4%			55.0%	59.1%		

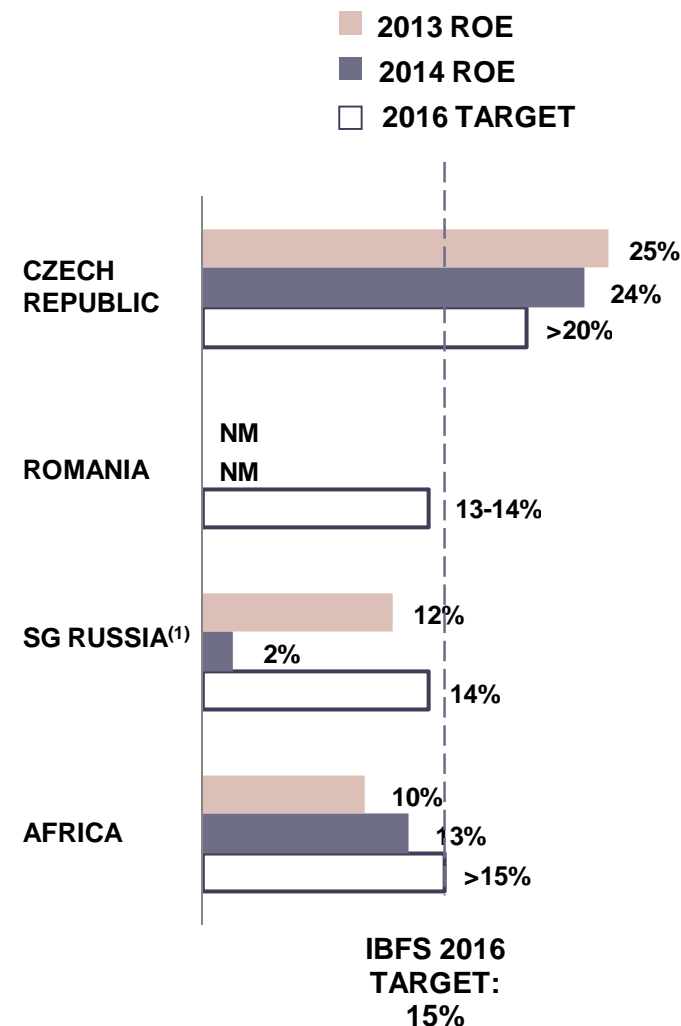
➤ Underlying contribution to Group net income: EUR 1,106m<sup>(1)</sup> (+12.5% vs. 2013)

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

(1) Excluding goodwill impairment in Q1 14 and withdrawal from consumer finance activity in Brazil in Q4 14

## KEY BUSINESS PRIORITIES FOR 2015

- Allocate resources to boost high growth businesses
  - **Insurance:** accelerate the roll-out of the bancassurance model through product range expansion and geographic reach
  - **ALD:** pursue growth through partnerships with manufacturers, banking networks and targeted external acquisitions
  - **Africa:** continue to invest and capture growth, align subsidiaries' performances
- Equipment Finance: maintain leadership positions while keeping the focus on best risk/reward businesses
- Manage the transformation of our European set up
  - **Czech Republic:** differentiate through innovation and generate resilient revenues
  - **Romania:** complete the transformation of BRD, reduce cost of risk and keep a strict monitoring on operational expenses to generate positive contribution
  - **Invest selectively**
- Prepare our Russian set up for the recovery of the macro economy while maintaining a strict risk management

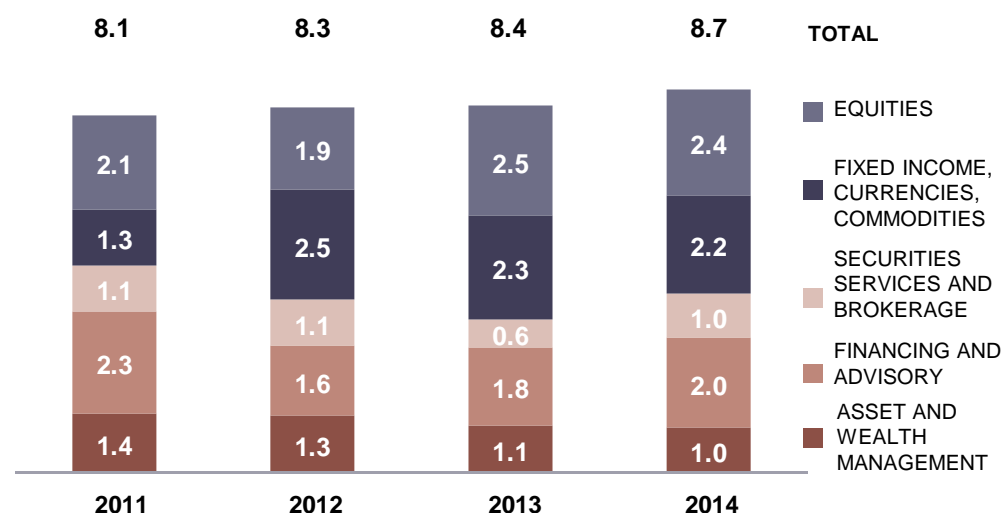


(1) ROE excluding goodwill impairment in 2014

## “PROFITABLE, STABLE AND FOCUSED”

- Resilient revenues over the years despite volatile market environment and change of business mix
- A model well adapted to the new regulatory environment
- A client oriented model
  - Strong origination in Financing and Advisory: volume up +44%
  - Strong client recognition for quality service in Global Derivatives
  - Launch of the new post-trade services model
  - EUR 4.2bn net inflow in Private Banking
- A business mix facilitating synergies

**Global Banking and Investor Solutions NBI**  
(in EUR bn)



Global Derivatives House  
Equity Derivatives House  
Risk Solutions House

*“Societe Generale's investment bank is **profitable, stable, and focused**”*

*Risk Magazine*



## AGILE FRANCHISES IN A DEMANDING ENVIRONMENT

### ■ Global Markets: NBI -3.1%<sup>(1)</sup> vs. 2013

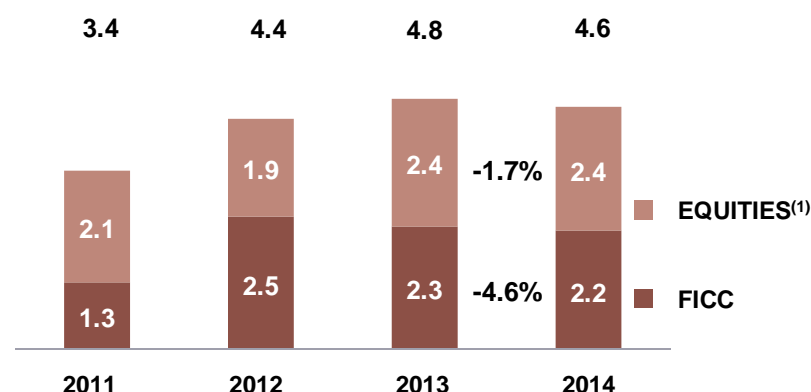
- **Equities: -1.7%<sup>(1)</sup> vs. 2013, +6.7% vs. Q4 13**

Good in Structured Products, strong increase in Cash and Flow derivatives, overall robust performance and rebound in Q4 14 vs. Q4 13

- **FICC: -4.6% vs. 2013, +3.9% vs. Q4 13**

Lower revenues reflecting adverse environment for Rates and Credit partially offset by improvement of Emerging and Forex

**SG CIB Global Markets**  
(in EUR bn)



### ■ Securities Services and Brokerage: NBI -3.5%\* vs. 2013

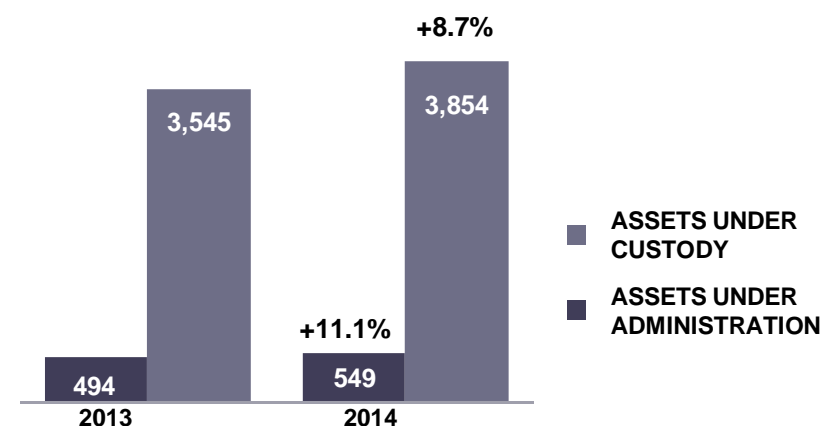
- **Newedge: NBI -10.4%\* vs. 2013, +40.9%\* vs. Q4 13**

Integration well on track with more than 250 new clients on-boarded, first benefits of the transformation in a buoyant context at year-end

- **Securities Services: revenues up +2.6% vs. 2013**

Confirmed position as second European custodian

**Securities Services (in EUR bn)**



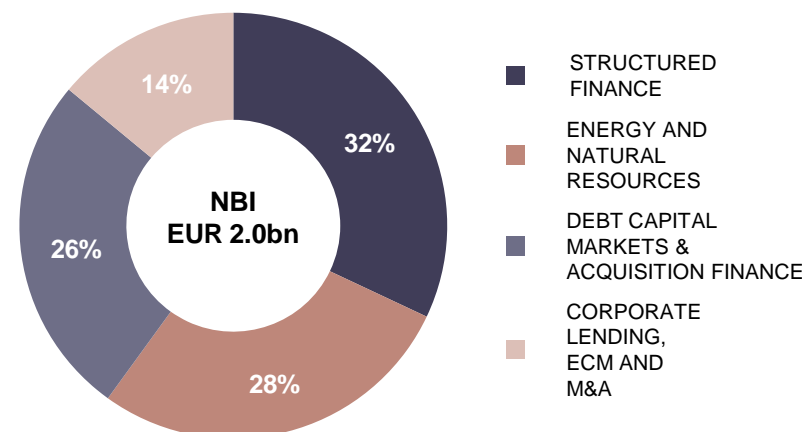
\* When adjusted for changes in Group structure and at constant exchange rates

(1) Excluding recovery on Lehman claim (EUR +98m in Q2 13)

## ENHANCING STRONG COMMERCIAL DYNAMICS

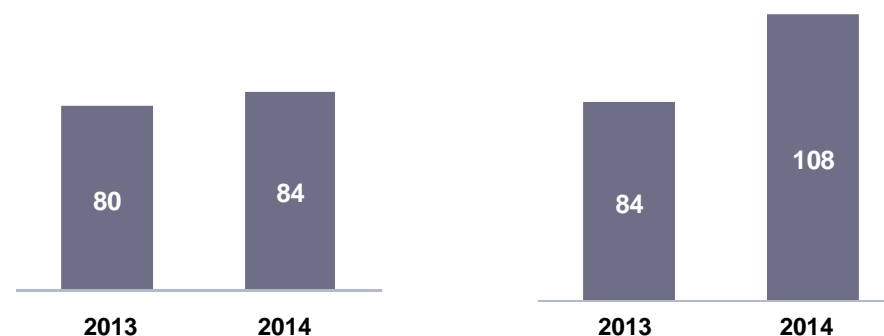
- **Financing and Advisory: NBI up +12.4% vs. 2013**
  - **Good revenues from Capital Markets with positive volumes of origination and a strong Q4 14 despite traditional low seasonality**
  - **Robust performance of Natural Resources with increasing volumes of new deals in Q4 14**
  - **Solid revenues of Export Finance and Infrastructure, Société Générale ranked “Best Global Export Finance Bank”<sup>(1)</sup>**
  - **More capital and resources at work: organic growth RWA up +16% vs. 2013**

**2014 F&A revenues breakdown**



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

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



- **Asset and Wealth Management: NBI up +2.5%\* vs. 2013**

- **Private Banking: strong inflows in 2014 mainly driven by France and UK. Good commercial revenues. High margin maintained**
- **Lyxor AUM: +4.6% driven by ETFs confirming leadership position in Europe**

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

(1) The GTR Leaders in Trade Awards 2014

## DELIVERING PROFITABLE AND SUSTAINABLE GROWTH

### ■ Global Markets

- Solid contribution to Group net income EUR 1,124m
- ROE of 15.8% in 2014, in line with 2016 targets

### ■ Securities Services and Brokerage

- Operating results reflecting ongoing transformation plan

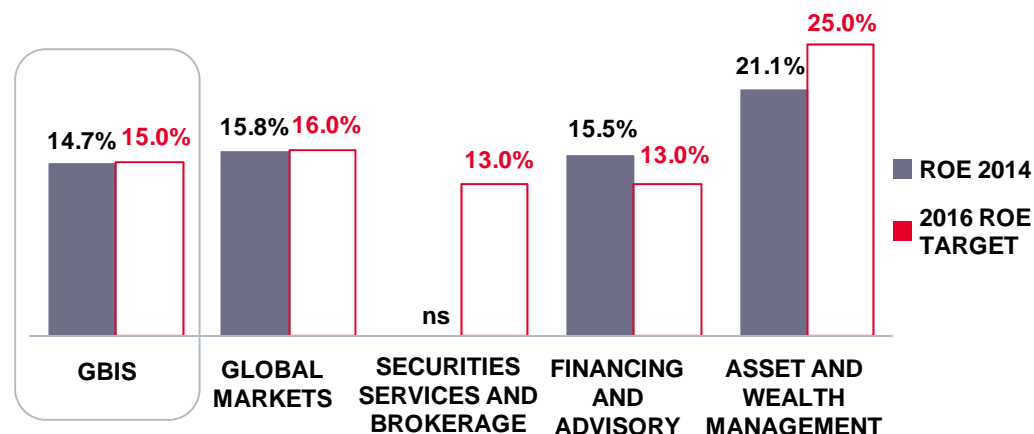
### ■ Financing and Advisory

- Strong contribution to Group net income EUR 601m, +39.8% vs. 2013, supported by solid origination and sound portfolio
- ROE of 15.5% in 2014, above 2016 targets

### ■ Asset and Wealth Management

- Contribution to Group net income: EUR +216m, of which Amundi EUR 87m
- Disposal of Asia Private Banking early October

### Global Banking and Investor Solutions ROE



### Global Banking and Investor Solutions results

In EUR m	2013	2014	Change		Q4 13	Q4 14	Change	
Net banking income	8,382	8,726	+4.1%	-0.7%*	1,947	2,189	+12.5%	+6.0%*
Operating expenses	(6,073)	(6,285)	+3.5%	-4.4%*	(1,831)	(1,698)	-7.3%	-15.1%*
<i>o.w. Euribor transaction</i>	(446)	-			(446)	-		
Gross operating income	2,308	2,441	+5.8%	+10.4%*	115	491	x4.3	x 7.4*
Net cost of risk	(546)	(81)	-85.2%	-84.7%*	(60)	(28)	-53.5%	-52.5%*
Operating income	1,762	2,360	+33.9%	+40.8%*	55	463	x8.4	x 64.8*
Group net income	1,206	1,918	+59.1%	+48.1%*	(184)	407	NM	NM*
Underlying Group net income (1)	1,652	1,918	+16.1%		262	407	+55.5%	
C/I ratio	72.5%	72.0%			94.1%	77.6%		
Underlying C/I ratio (1)	67.1%	72.0%			71.2%	77.6%		

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

(1) Excluding transaction with EU Commission in Q4 13 (EUR -446m)

## CORPORATE CENTRE: IN LINE

- NBI impact from revaluation of own financial liabilities
  - EUR -139m in 2014
  - EUR +44m in Q4 14
- GOI<sup>(1)</sup>: EUR -853m in 2014 vs. EUR -802m in 2013
- Total collective provision for litigation at EUR 1.1bn at end-December 2014
  - Additional EUR -200m collective provision for disputes in Q4 14
- Capital gain on disposal of Asian private banking subsidiary:  
EUR +102m impact on Group net income

## Corporate Centre results (in EUR m)

	2013	2014	Q4 13	Q4 14
<b>Net banking income</b>	<b>(2 147)</b>	<b>(896)</b>	<b>(402)</b>	<b>(32)</b>
<i>Net banking income (1)</i>	<i>(553)</i>	<i>(757)</i>	<i>(23)</i>	<i>(76)</i>
Operating expenses	(249)	(96)	(95)	(38)
<b>Gross operating income</b>	<b>(2 396)</b>	<b>(992)</b>	<b>(497)</b>	<b>(70)</b>
<i>Gross operating income (1)</i>	<i>(802)</i>	<i>(853)</i>	<i>(118)</i>	<i>(114)</i>
Net cost of risk	(411)	(403)	(2)	(201)
Net profits or losses from other assets	563	333	128	127
<b>Group net income</b>	<b>(1 341)</b>	<b>(812)</b>	<b>(113)</b>	<b>(188)</b>
<i>Group net income (1)</i>	<i>(296)</i>	<i>(721)</i>	<i>136</i>	<i>(217)</i>

The Corporate Centre includes:

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

(1) Excluding revaluation of own financial liabilities (refer to pp. 38-39)

INTRODUCTION

GROUP

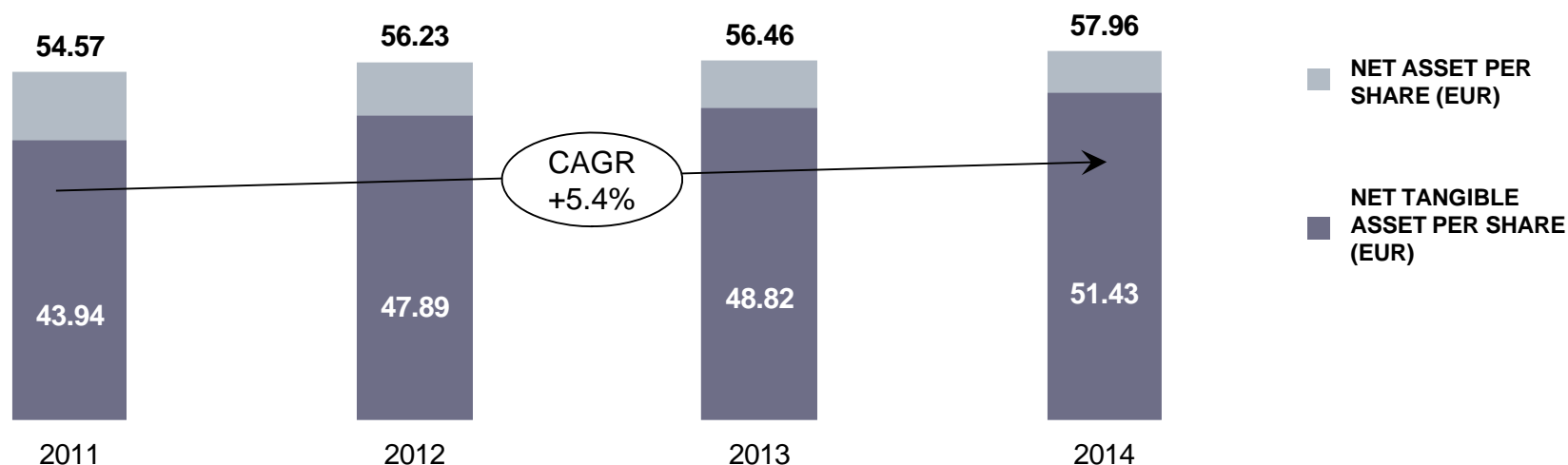
BUSINESSES RESULTS

**CONCLUSION**

KEY FIGURES

## CONCLUSION: KEEPING THE PACE OF TRANSFORMATION

- 2014 delivery is in line with expectations on our plan



➤ Net Tangible Asset Value per Share at EUR 51.43 (+5.3% vs. 2013)

➤ EPS: EUR 2.92  
Proposed dividend: EUR 1.20 EUR per share, in cash (distribution rate of 40%)

NB : 2013 data adjusted to take into account the coming into force of IFRS 10 and 11 with retrospective effect as from 1/1/2014

## CONCLUSION: KEEPING THE PACE OF TRANSFORMATION

---

- In 2015, further implement our strategic plan towards our 2016 targets while building upon

- **Our agile organisation**
- **Our reinforced governance**

- **Key priorities**

- **Increase business revenues**

French Retail Banking: keep positive new clients momentum, build on new growth businesses and synergies, manage cost and risk base

International retail Banking and Financial Services: increase financial performance and a strict management of the situation in Russia

Global Banking and Investor Solutions: deliver a 4th consecutive year of profitable growth, notably with Newedge integration

- **Finalise the execution of the cost saving plan**
- **Further optimise capital allocation between businesses**
- **Keep a balanced use of capital generation between growth and shareholder remuneration and increase the pay out ratio to 50%**

INTRODUCTION

GROUP

BUSINESSES RESULTS

CONCLUSION

**KEY FIGURES**



## KEY FIGURES

	<i>In EUR m</i>	<b>Q4 14</b>	<b>Chg Q4 vs. Q3</b>	<b>Chg Q4 vs. Q4</b>	<b>2014</b>	<b>Chg 2014/2013</b>
<b>Financial results</b>	Net banking income	6,123	+4.3%	+7.5%	23,561	+5.0%
	Operating expenses	(4,263)	+7.1%	-3.2%	(16,016)	-0.2%
	Net cost of risk	(906)	+41.1%	-13.3%	(2,967)	-26.7%
	Group net income	511	-38.9%	x 2,7	2,692	+31.7%
	ROE	3.6%			5.3%	
	ROE*	3.1%			5.5%	
<b>Performance per share</b>	Earnings per share				EUR 2.92	
	Net Tangible Asset value per Share				EUR 51.43	
	Net Asset value per Share				EUR 57.96	
<b>Capital generation</b>	Common Equity Tier 1 ratio**	10.1%	-26bp	+13bp		
	Tier 1 ratio	12.6%	-36bp	+89bp		
<b>Scarce resources</b>	L / D ratio***	98%				
	RWA	EUR 353.2bn				

\* Excluding revaluation of own financial liabilities and DVA

\*\* Fully loaded proforma based on CRR/CRD4 rules as published on 26<sup>th</sup> June 2013, including Danish compromise for insurance  
Phased-in Basel 3 Common Equity Tier 1 ratio at 10.9% as of 31<sup>th</sup> december 2014

\*\*\* Refer to methodology section





# **SOCIETE GENERALE** GROUP RESULTS SUPPLEMENT

FULL-YEAR AND 4<sup>TH</sup> QUARTER 2014 RESULTS

12 FEBRUARY 2015

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## ANNUAL RESULTS BY CORE BUSINESS

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014
Net banking income	8,437	8,275	7,762	7,456	8,382	8,726	(2,147)	(896)	22,433	23,561
Operating expenses	(5,358)	(5,356)	(4,367)	(4,279)	(6,073)	(6,285)	(249)	(96)	(16,047)	(16,016)
Gross operating income	3,079	2,919	3,395	3,177	2,308	2,441	(2,396)	(992)	6,386	7,545
Net cost of risk	(1,258)	(1,041)	(1,835)	(1,442)	(546)	(81)	(411)	(403)	(4,050)	(2,967)
Operating income	1,821	1,878	1,560	1,735	1,762	2,360	(2,807)	(1,395)	2,336	4,578
Net profits or losses from other assets	2	(21)	6	(198)	4	(5)	563	333	575	109
Net income from companies accounted for by the equity method	37	45	31	50	(32)	98	26	20	61	213
Impairment losses on goodwill	0	0	0	(525)	(50)	0	0	0	(50)	(525)
Income tax	(656)	(704)	(438)	(467)	(462)	(519)	1,028	306	(528)	(1,384)
Net income	1,203	1,198	1,160	595	1,222	1,934	(1,191)	(736)	2,394	2,991
O.w. non controlling interests	7	(7)	177	214	16	16	150	76	350	299
Group net income	1,196	1,205	983	381	1,206	1,918	(1,341)	(812)	2,044	2,692
Average allocated capital	9,625	9,963	10,512	10,190	14,742	13,060	7,050*	9,452*	41,934	42,665
Group ROE (after tax)									4.1%	5.3%

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

## 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	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14
Net banking income	2,161	2,117	1,990	1,849	1,947	2,189	(402)	(32)	5,696	6,123
Operating expenses	(1,385)	(1,435)	(1,094)	(1,092)	(1,831)	(1,698)	(95)	(38)	(4,405)	(4,263)
Gross operating income	776	682	897	757	115	491	(497)	(70)	1,291	1,860
Net cost of risk	(346)	(303)	(636)	(374)	(60)	(28)	(2)	(201)	(1,045)	(906)
Operating income	430	379	260	383	55	463	(499)	(271)	246	954
Net profits or losses from other assets	2	(11)	4	(200)	(1)	0	128	127	134	(84)
Net income from companies accounted for by the equity method	11	10	10	19	(110)	26	9	17	(80)	72
Impairment losses on goodwill	0	0	0	0	(50)	0	(0)	0	(50)	0
Income tax	(156)	(138)	(81)	(101)	(76)	(78)	294	(42)	(18)	(359)
Net income	287	240	194	101	(181)	411	(68)	(169)	232	583
O.w. non controlling interests	2	(1)	(9)	50	3	4	45	19	41	72
Group net income	286	241	203	51	(184)	407	(113)	(188)	191	511
Average allocated capital	9,626	9,616	10,220	10,344	13,214	13,701	9,314*	9,575*	42,393	43,236
Group ROE (after tax)									0.8%	3.6%

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

## ANNUAL NON ECONOMIC AND OTHER IMPORTANT ITEMS

In EUR m	2013	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*		(1,594)				(1,045)	Corporate Centre
Accounting impact of DVA*		85				56	Group
Accounting impact of CVA**		(208)				(136)	Group
Provision for disputes					(400)	(400)	Corporate Centre
Capital gain on NSGB disposal				417		377	Corporate Centre
Adjustment on TCW disposal				24		21	Corporate Centre
Impairment & capital losses				(8)		(8)	Corporate Centre
Capital gain on disposal of Private banking subsidiary				166		126	Corporate Centre
Capital gain on Piraeus stake disposal		33				21	Corporate Centre
Impairment & capital losses				(50)		(50)	Global Banking and Investor Solutions
Impairment & capital losses				(131)		(131)	Global Banking and Investor Solutions
Impact of transaction with European Commission			(446)			(446)	Global Banking and Investor Solutions
Legacy assets		150	(64)		(382)	(210)	Global Banking and Investor Solutions
<b>TOTAL</b>		<b>(1,534)</b>				<b>(1,825)</b>	<b>Group</b>
In EUR m	2014	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*		(139)				(91)	Corporate Centre
Accounting impact of DVA*		38				25	Group
Accounting impact of CVA**		(7)				(5)	Group
Provision for disputes					(400)	(400)	Corporate Centre
Badwill Newedge				194		194	Corporate Centre
Capital gain on disposal of Private banking subsidiary		(12)	(25)	141		102	Corporate Centre
Impairment & capital losses				(525)		(525)	International Retail Banking and Financial Services
Impact withdrawal from consumer finance activity in Brazil				(200)		(200)	International Retail Banking and Financial Services
<b>TOTAL</b>		<b>(120)</b>				<b>(900)</b>	<b>Group</b>

\* Non economic items

\*\* For information purposes. This data is not included in adjustments taken into account at Group level, notably to calculate underlying ROE

## QUARTERLY NON ECONOMIC AND OTHER IMPORTANT ITEMS

In EUR m	Q4 13	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*		(379)				(249)	Corporate Centre
Accounting impact of DVA*		(18)				(12)	Group
Accounting impact of CVA**		92				60	Group
Capital gain on disposal of Private banking subsidiary				166		126	Corporate Centre
Impairment & capital losses				(50)		(50)	Corporate Centre
Impairment & capital losses				(131)		(131)	Global Banking and Investor Solutions
Impact of transaction with European Commission			(446)			(446)	Global Banking and Investor Solutions
Legacy assets		16	(13)		(62)	(41)	Global Banking and Investor Solutions
<b>TOTAL</b>		<b>(289)</b>				<b>(742)</b>	<b>Group</b>

In EUR m	Q4 14	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*		44				29	Corporate Centre
Accounting impact of DVA*		33				22	Group
Accounting impact of CVA**		(63)				(41)	Group
Provision for disputes					(200)	(200)	Corporate Centre
Capital gain on disposal of Private banking subsidiary		(12)	(25)	141		102	Corporate Centre
Badwill Newedge				(16)		(16)	Corporate Centre
Impact withdrawal from consumer finance activity in Brazil				(200)		(200)	International Retail Banking and Financial Services
<b>TOTAL</b>		<b>2</b>				<b>(305)</b>	<b>Group</b>

\* Non economic items

\*\* For information purposes. This data is not included in adjustments taken into account at Group level, notably to calculate underlying ROE



## CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

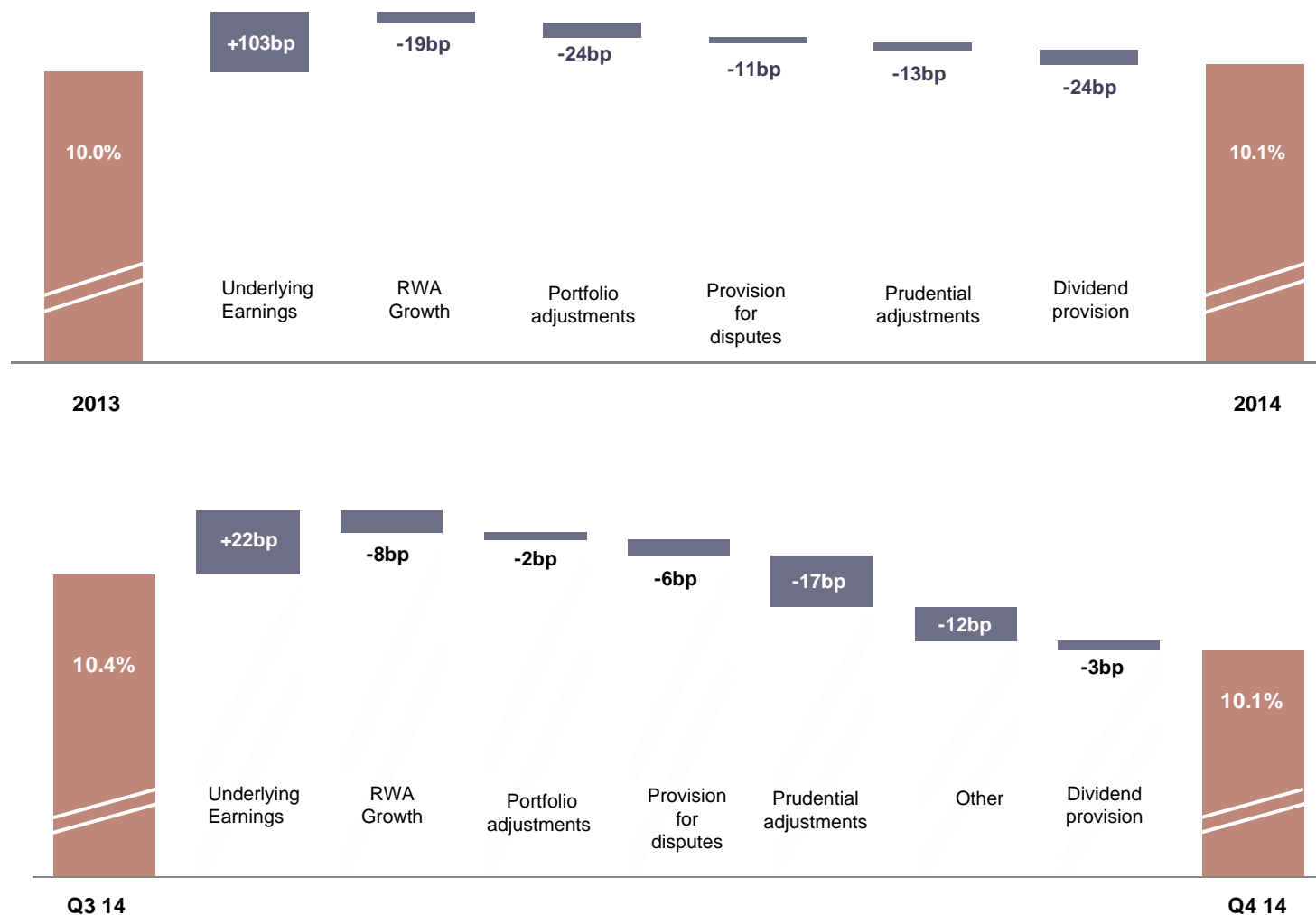
<i>In EUR bn</i>	31 Dec.13	31 Dec.14
<b>Shareholder equity group share</b>	<b>51.0</b>	<b>55.2</b>
Deeply subordinated notes*	(6.6)	(9.4)
Undated subordinated notes*	(0.4)	(0.3)
Dividend to be paid & interest on subordinated notes	(0.9)	(1.1)
Goodwill and intangibles	(7.4)	(6.6)
Non controlling interests	2.8	2.7
Deductions and other prudential adjustments**	(4.3)	(4.7)
<b>Common Equity Tier 1 capital</b>	<b>34.3</b>	<b>35.8</b>
Additional Tier 1 capital	6.0	8.9
<b>Tier 1 capital</b>	<b>40.3</b>	<b>44.6</b>
Tier 2 capital	5.7	5.9
<b>Total Capital (Tier 1 and Tier 2)</b>	<b>46.0</b>	<b>50.5</b>
<b>RWA</b>	<b>342.6</b>	<b>353.2</b>
<b>Common Equity Tier 1 ratio</b>	<b>10.0%</b>	<b>10.1%</b>
<b>Tier 1 ratio</b>	<b>11.8%</b>	<b>12.6%</b>
<b>Total Capital ratio</b>	<b>13.4%</b>	<b>14.3%</b>

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

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

\*\* Fully loaded deductions

## CRR/CRD4 COMMON EQUITY TIER ONE RATIO<sup>(1)</sup>



(1) Fully loaded based on CRR/CRD4 rules, as published on 26<sup>th</sup> June 2013, including Danish compromise for insurance. Phased in CET1 ratio of 10.9% at end-2014

## CRR LEVERAGE RATIO

CRR fully loaded leverage ratio<sup>(1)</sup>

<i>In EUR bn</i>	31 Dec.13	31 Dec.14
<b>Tier 1</b>	<b>40.3</b>	<b>44.6</b>
Total prudential Balance sheet(2)	1,142	1,208
Adjustement related to derivatives exposures	(21)	(83)
Adjustement related to securities financing transactions *	(32)	(20)
Off-balance sheet (loan and guarantee commitments)	80	80
Technical and prudential adjustments (Tier 1 capital prudential deductions)	(12)	(12)
<b>Leverage exposure</b>	<b>1,157</b>	<b>1,173</b>
<b>CRR leverage ratio</b>	<b>3.5%</b>	<b>3.8%</b>

(1) Pro forma fully loaded based on CRR rules taking into account the leverage ratio delegated act adopted in October 2014 by the European Commission for 2014.  
Leverage ratio based on Basel 3 rules published in January 2014 for 2013

(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

## TOTAL LOSS-ABSORBING CAPACITY (TLAC)

- Assuming TLAC at 19.5%, additional TLAC required: ca. EUR 20bn (assuming no senior debt is taken into account; based on projected 2019 RWA)
- Represents less than 1 year of long term funding programme

### Societe Generale metrics at 31 Dec. 2014

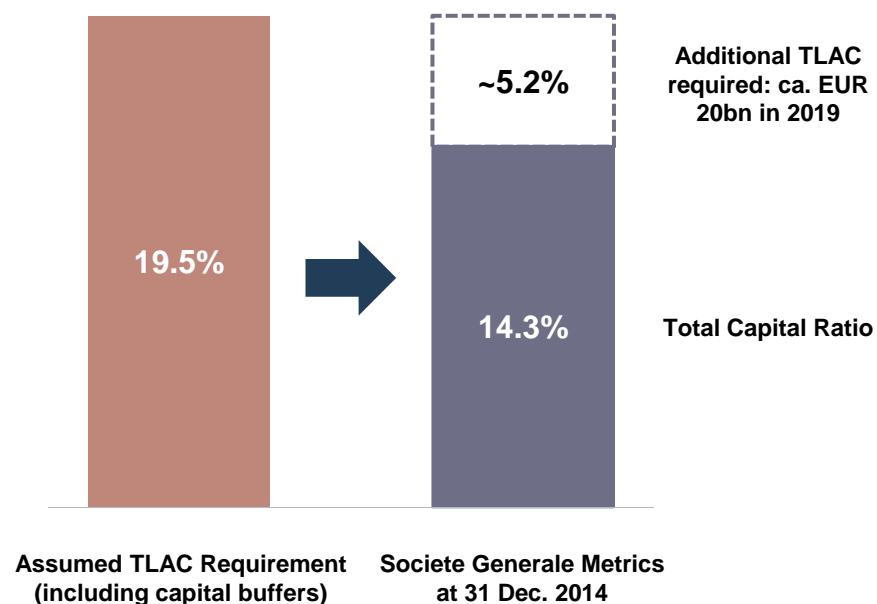
Common Equity Tier 1 ratio <sup>(1)</sup>	10.1%
Tier 1 ratio <sup>(1)</sup>	12.6%
Total Capital ratio <sup>(1)</sup>	14.3%
CRR leverage ratio <sup>(2)</sup>	3.8%

### Proposed TLAC Pillar 1 formula

16%-20% of RWA plus required capital buffers

• G-SIB	1.0%
• Capital conservation buffer	2.5%
• Contra-cyclical buffer	0.0%

or 6% of leverage base if leverage ratio calibrated at 3%

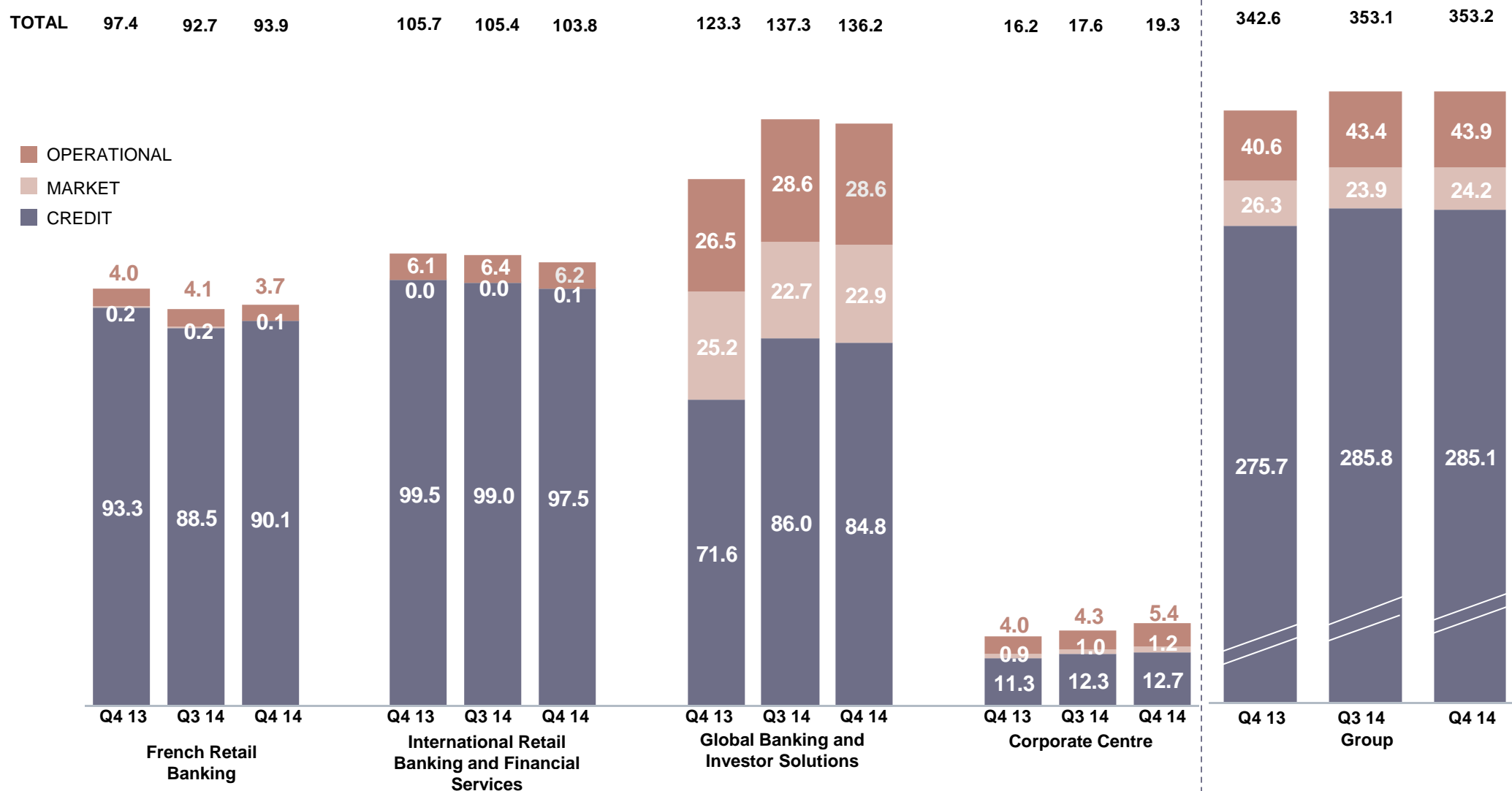


(1) Fully loaded based on CRR/CRD4 rules, including Danish compromise for insurance. Phased in CET1 ratio of 10.9%

(2) Fully loaded based on CRR rules taking into account the leverage ratio delegated act adopted in October 2014 by the European Commission

# SUPPLEMENT – RISK MANAGEMENT

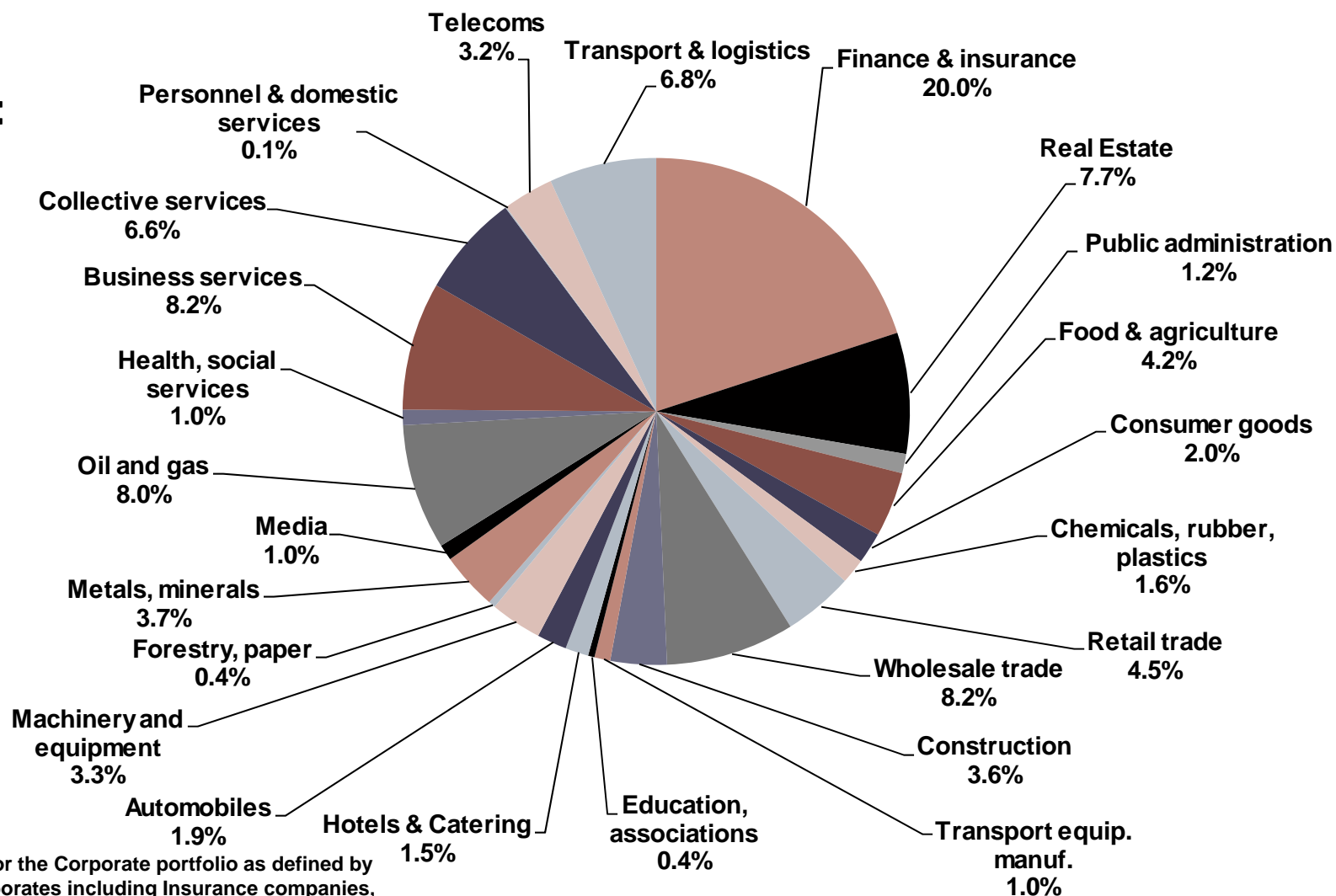
## RISK-WEIGHTED ASSETS\* (CRR/CRD 4, in EUR bn)



\* Includes the entities reported under IFRS 5 until disposal

## BREAKDOWN OF SG GROUP COMMITMENTS BY SECTOR AT 31 DECEMBER 2014

**EAD Corporate:  
EUR 300bn\***

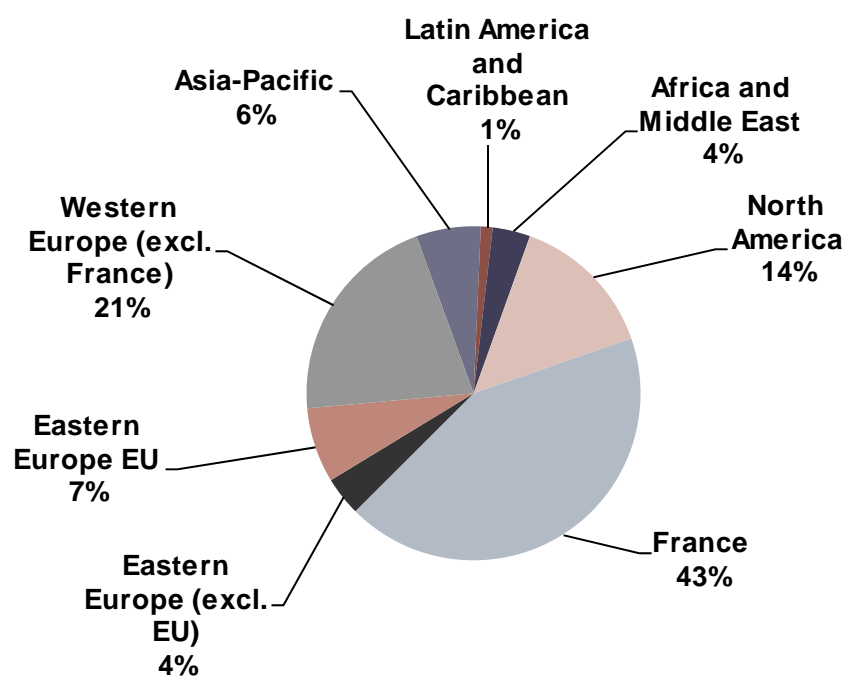


\* On and off-balance sheet EAD for the Corporate portfolio as defined by the Basel regulations (Large Corporates including Insurance companies, Funds and Hedge funds, SMEs and specialised financing)  
Total credit risk (debtor, issuer and replacement risk, excluding fixed assets, equities and accruals)

## GEOGRAPHIC BREAKDOWN OF SG GROUP COMMITMENTS AT 31 DECEMBER 2014

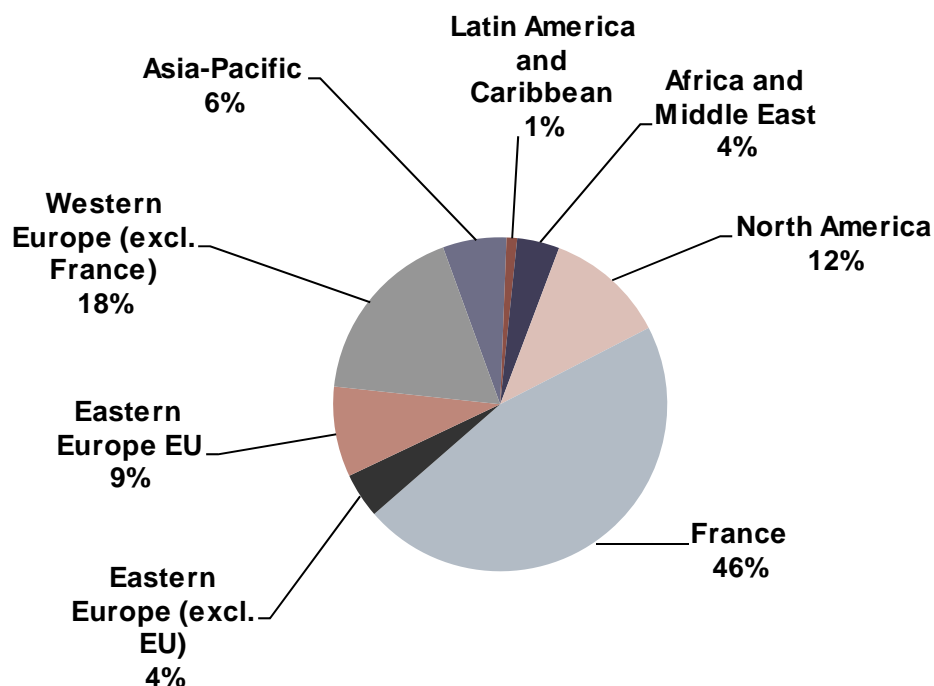
### On-and off-balance sheet EAD\*

All customers included: EUR 722bn



### On-balance sheet EAD\*

All customers included: EUR 550bn

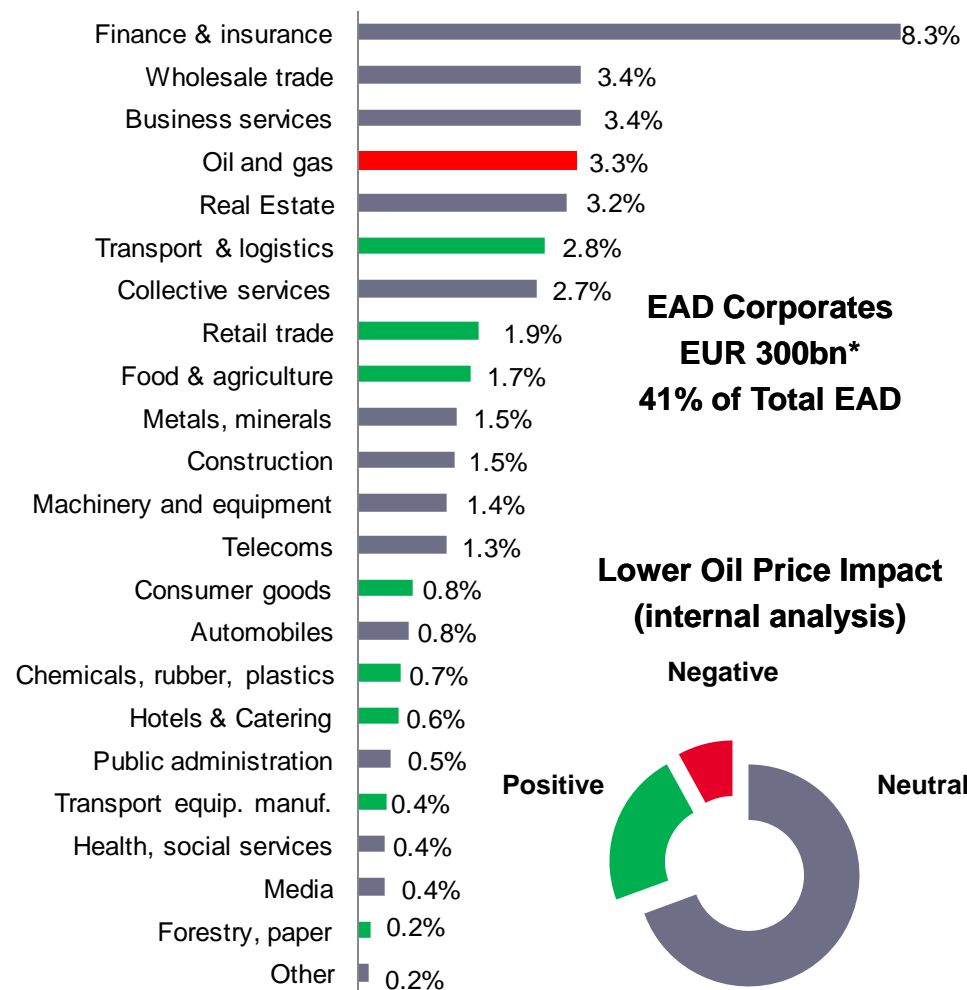


\* Total credit risk (debtor, issuer and replacement risk for all portfolios, excluding fixed assets, equities and accruals)

## DIVERSIFIED AND WELL-MANAGED CORPORATE LENDING EXPOSURE

- Well-diversified portfolio
- Significant exposure to sectors that will benefit from a lower oil price
- Limited lending exposure to Oil & Gas<sup>(1)</sup>
  - EUR 24bn, 3% of Group EAD
- Groupe exposure to Greek Corporates: EAD of EUR 0.3bn at end-2014

### EAD Corporate by Sector (% of Total EAD)



(1) Please refer to p. 48 for more information on Group Oil & Gas Exposure

\* On and off-balance sheet EAD for the Corporate portfolio as defined by the Basel regulations (Large Corporates including Insurance companies, Funds and Hedge funds, SMEs and specialised financing). Total credit risk (debtor, issuer and replacement risk, excluding fixed assets, equities and accruals)

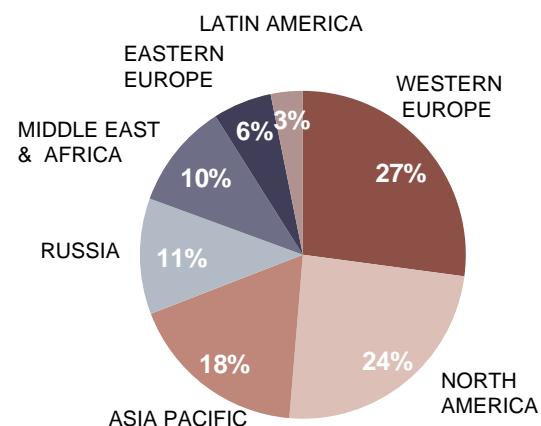


## WELL-MANAGED EXPOSURE TO OIL & GAS

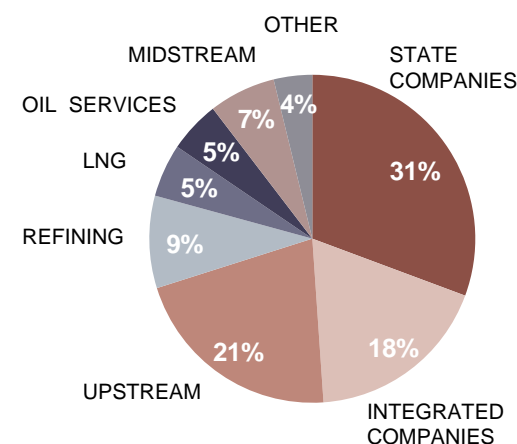
- Limited lending exposure to Oil & Gas sector
- Sound credit portfolio
  - **Over 70% investment grade**
- Strong track-record in structuring and counterparty selection:
  - **Concentrated on state, integrated and upstream companies**
  - **Very limited exposure to oil services**
  - **Well diversified geographically**
  - **~80% of exposures on short/medium term**
  - **Historically low cost of risk**
- Market activity: hedging activities, low VaR on Commodities

### Group Oil & Gas Lending Exposure (EAD)<sup>(1)</sup>

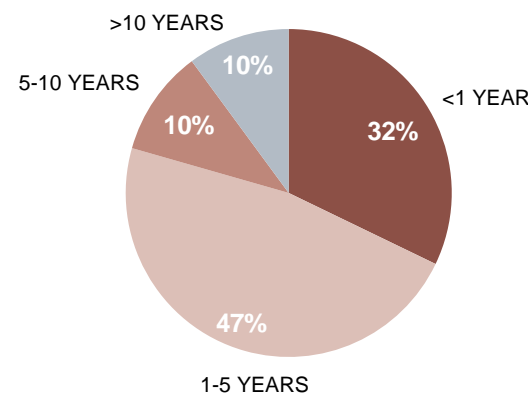
#### By Geography



#### By Counterparty Type<sup>(2)</sup>



#### By Maturity



(1) Management data. As of end-2014

(2) Breakdown of Global Banking and Investor Solutions portfolio

GIIPS SOVEREIGN EXPOSURES<sup>(1)</sup>Net exposures<sup>(2)</sup> (in EUR bn)

	31.12.2014			31.12.2013		
	Total	<i>o.w. positions in banking book</i>	<i>o.w. positions in trading book</i>	Total	<i>o.w. positions in banking book</i>	<i>o.w. positions in trading book</i>
Greece	0.0	0.0	0.0	0.0	0.0	0.0
Ireland	0.1	0.0	0.1	0.0	0.0	0.0
Italy	2.8	0.3	2.4	2.3	0.9	1.4
Portugal	0.1	0.0	0.1	0.1	0.0	0.1
Spain	2.9	1.2	1.7	1.9	0.8	1.1

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

(2) Perimeter excluding direct exposure to derivatives

Banking book, net of provisions at amortised cost adjusted with accrued interests, premiums and discounts

Trading Book, net of CDS positions (difference between the market value of long positions and that of short positions)

## INSURANCE SUBSIDIARIES' EXPOSURES TO GIIPS SOVEREIGN RISK

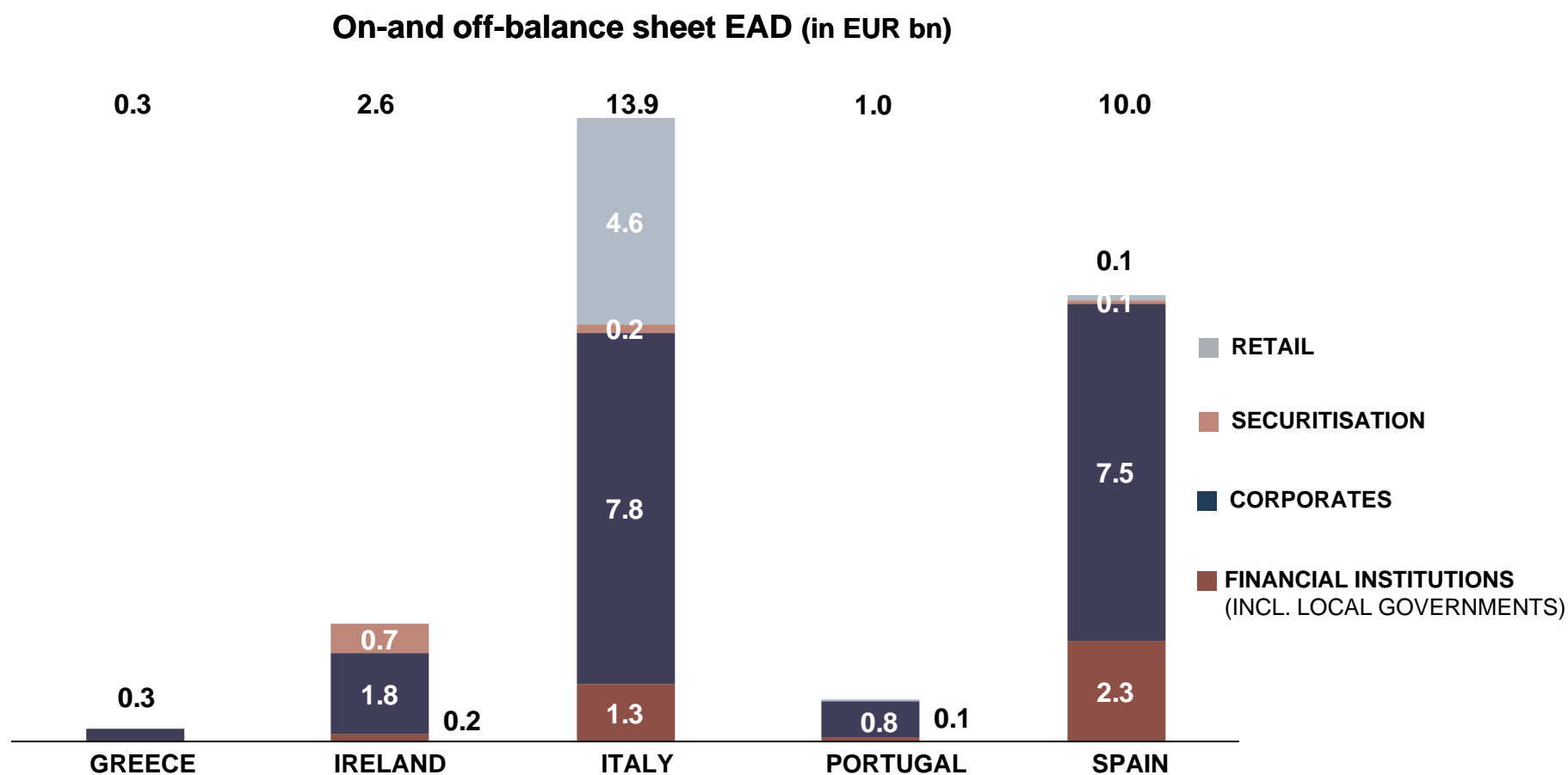
### Exposures in the banking book (in EUR bn)

	31.12.2014		31.12.2013	
	Gross exposure (1)	Net exposure (2)	Gross exposure (1)	Net exposure (2)
Greece	0.0	0.0	0.0	0.0
Ireland	0.4	0.0	0.4	0.0
Italy	2.5	0.1	2.3	0.1
Portugal	0.0	0.0	0.0	0.0
Spain	1.2	0.1	1.3	0.1

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

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

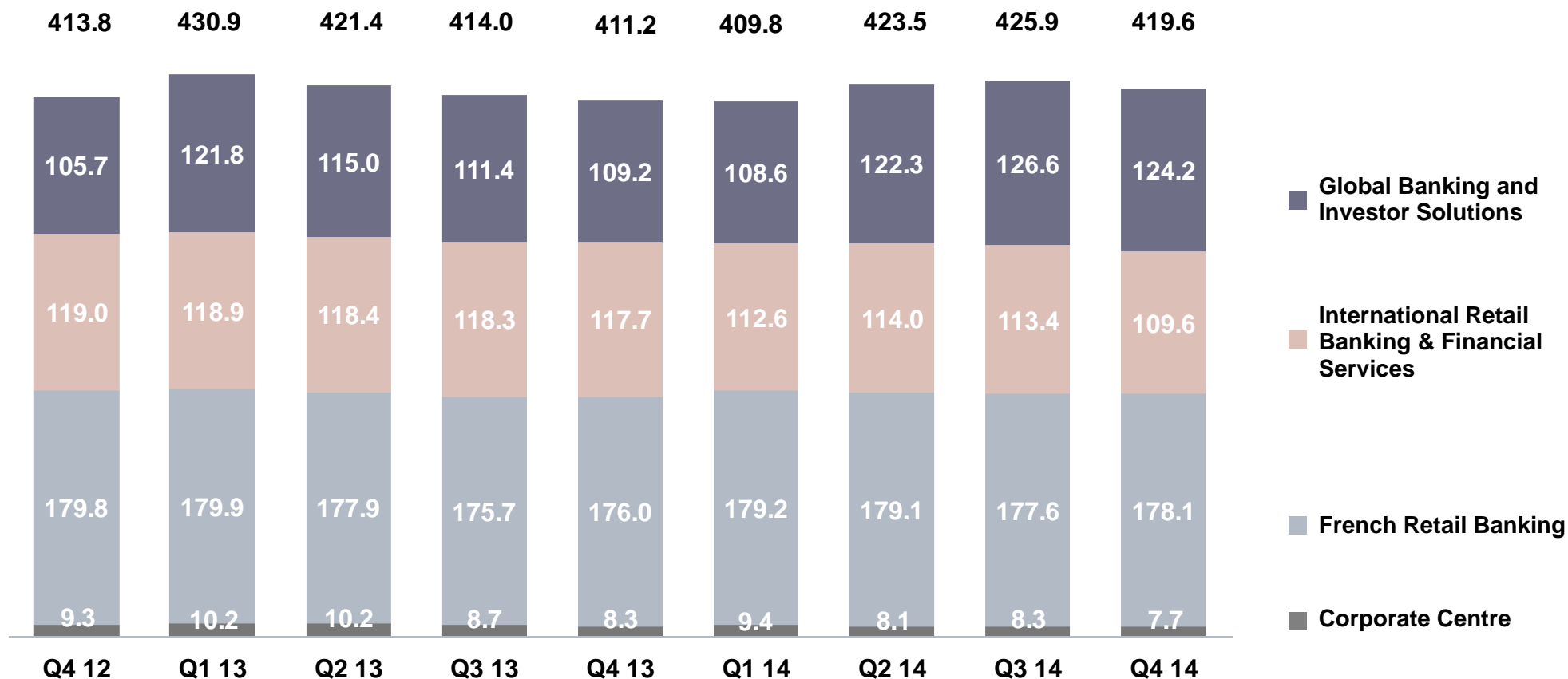
## GROUP EXPOSURE TO GIIPS NON SOVEREIGN RISK<sup>(1)</sup>



(1) Based on EBA July 2011 methodology

## CHANGE IN GROSS BOOK OUTSTANDINGS\*

End of period in EUR bn



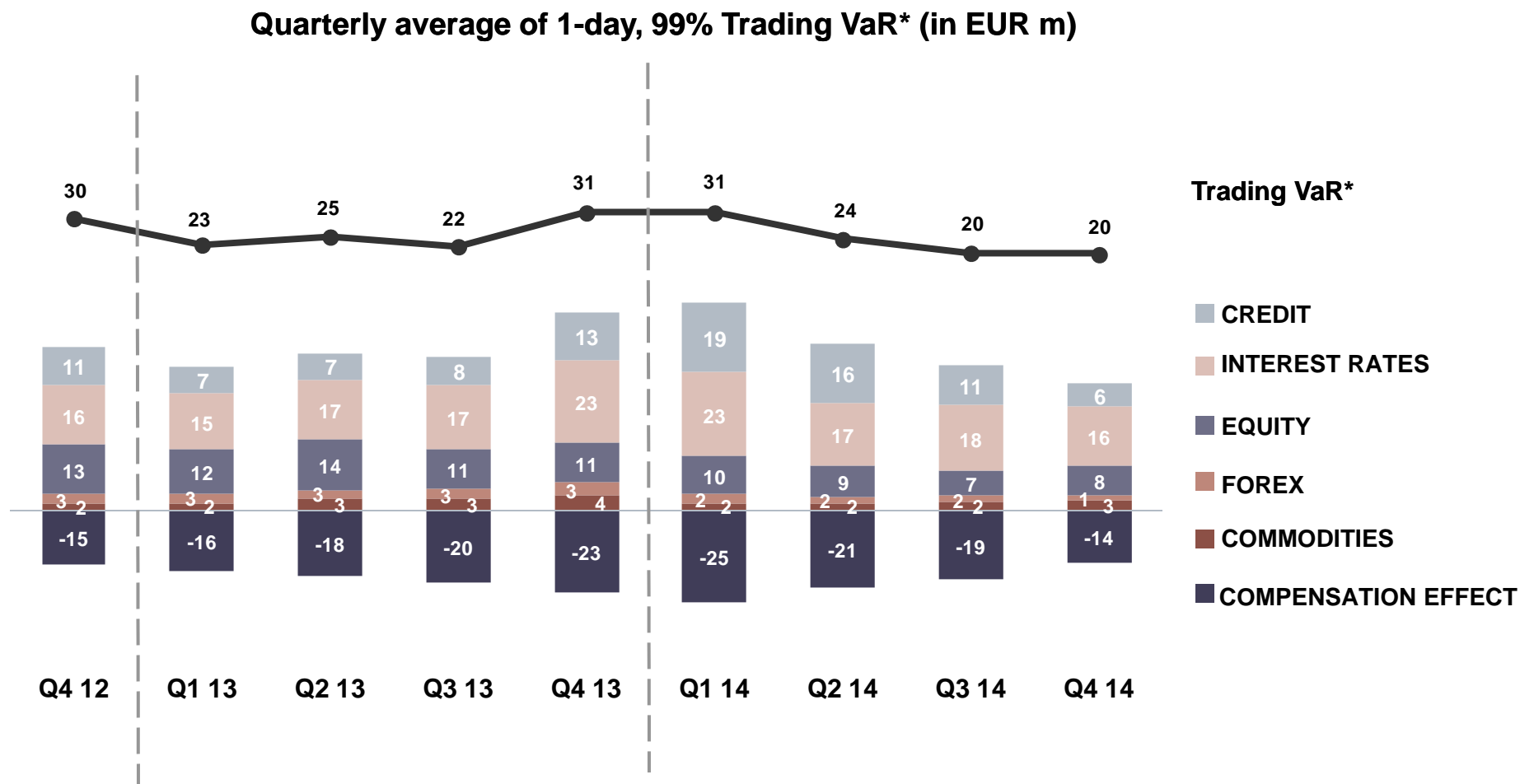
\* Customer loans; deposits and loans due from banks and leasing  
Excluding entities reported under IFRS 5, notably Geniki and TCW since Q3 12, and NSGB since Q4 12

## DOUBTFUL LOANS

<i>In EUR bn</i>	31/12/2013	30/06/2014	31/12/2014
<b>Gross book outstandings*</b>	<b>416.7</b>	<b>429.4</b>	<b>427.0</b>
<b>Doubtful loans*</b>	<b>24.9</b>	<b>25.2</b>	<b>23.7</b>
<b>Gross non performing loans ratio*</b>	<b>6.0%</b>	<b>5.9%</b>	<b>5.6%</b>
<b>Specific provisions*</b>	<b>13.3</b>	<b>13.8</b>	<b>13.1</b>
<b>Portfolio-based provisions*</b>	<b>1.2</b>	<b>1.2</b>	<b>1.3</b>
<b>Gross doubtful loans coverage ratio* (Overall provisions / Doubtful loans)</b>	<b>58%</b>	<b>60%</b>	<b>61%</b>
<b>Legacy Assets gross book outstandings</b>	<b>5.3</b>	<b>5.2</b>	<b>4.0</b>
<b>Doutful loans</b>	<b>3.0</b>	<b>3.0</b>	<b>2.2</b>
<b>Gross non performing loan ratio</b>	<b>56%</b>	<b>58%</b>	<b>54%</b>
<b>Specific provisions</b>	<b>2.5</b>	<b>2.5</b>	<b>1.9</b>
<b>Gross doubtful loans coverage ratio</b>	<b>84%</b>	<b>84%</b>	<b>89%</b>
<b>Group gross non performing loan ratio</b>	<b>6.6%</b>	<b>6.5%</b>	<b>6.0%</b>
<b>Group gross doubtful loans coverage ratio</b>	<b>61%</b>	<b>62%</b>	<b>63%</b>

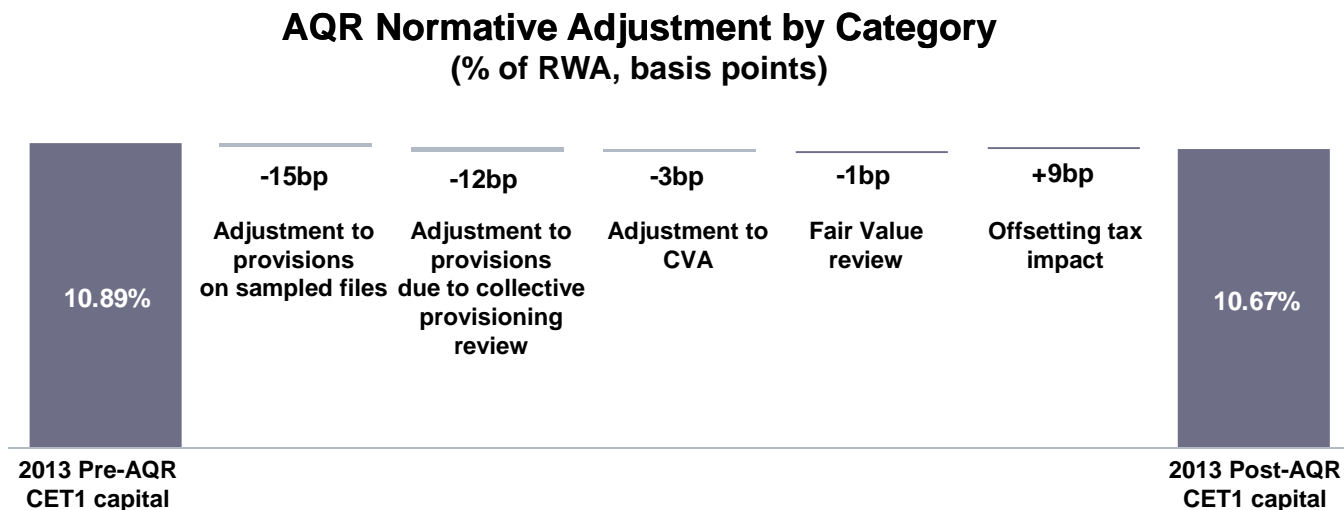
\* Excluding Legacy Assets. Customer loans, deposits at banks and loans due from banks leasing and lease assets

## CHANGE IN TRADING VAR\*



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

## PRUDENT PROVISIONING POLICY CONFIRMED BY AQR OUTCOME



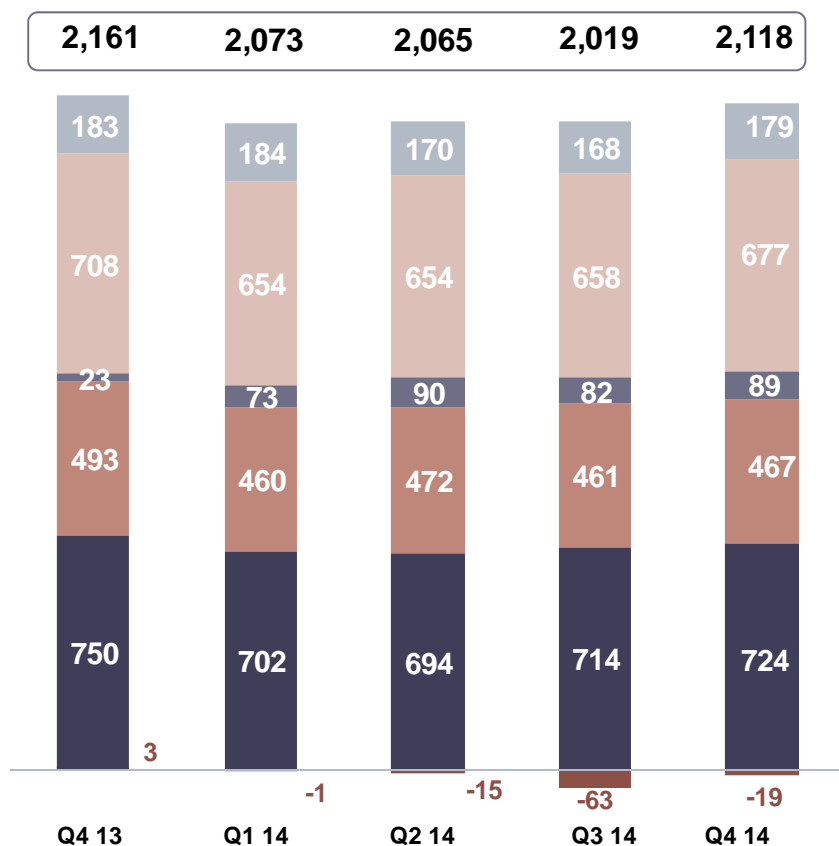
- Total AQR Normative Adjustment of -22bp of total Risk Weighted Assets
- Accounting impact limited to select number of minor adjustments: EUR -62m
  - Entirely booked in 2014, mainly in Q3 14
- Impact on Group prudential ratio not significant: less than -2bp on CET1



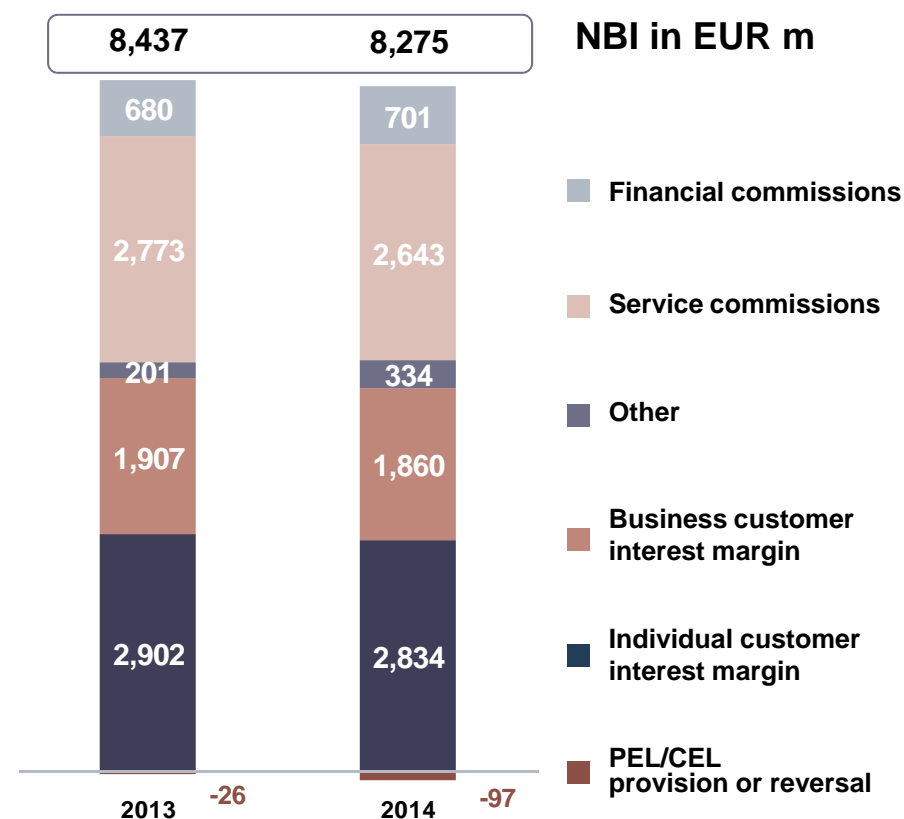
## CHANGE IN NET BANKING INCOME

- Net interest income in Q4 14
  - +1.0%<sup>(1)</sup> vs. Q4 13, +1.8%<sup>(1)</sup> vs. Q3 14
- Fee income in Q4 14
  - -3.9% vs. Q4 13, +3.8% vs. Q3 14

- Net interest income in 2014
  - +0.4%<sup>(1)</sup> vs. 2013
- Fee income in 2014
  - -3.1% vs. 2013



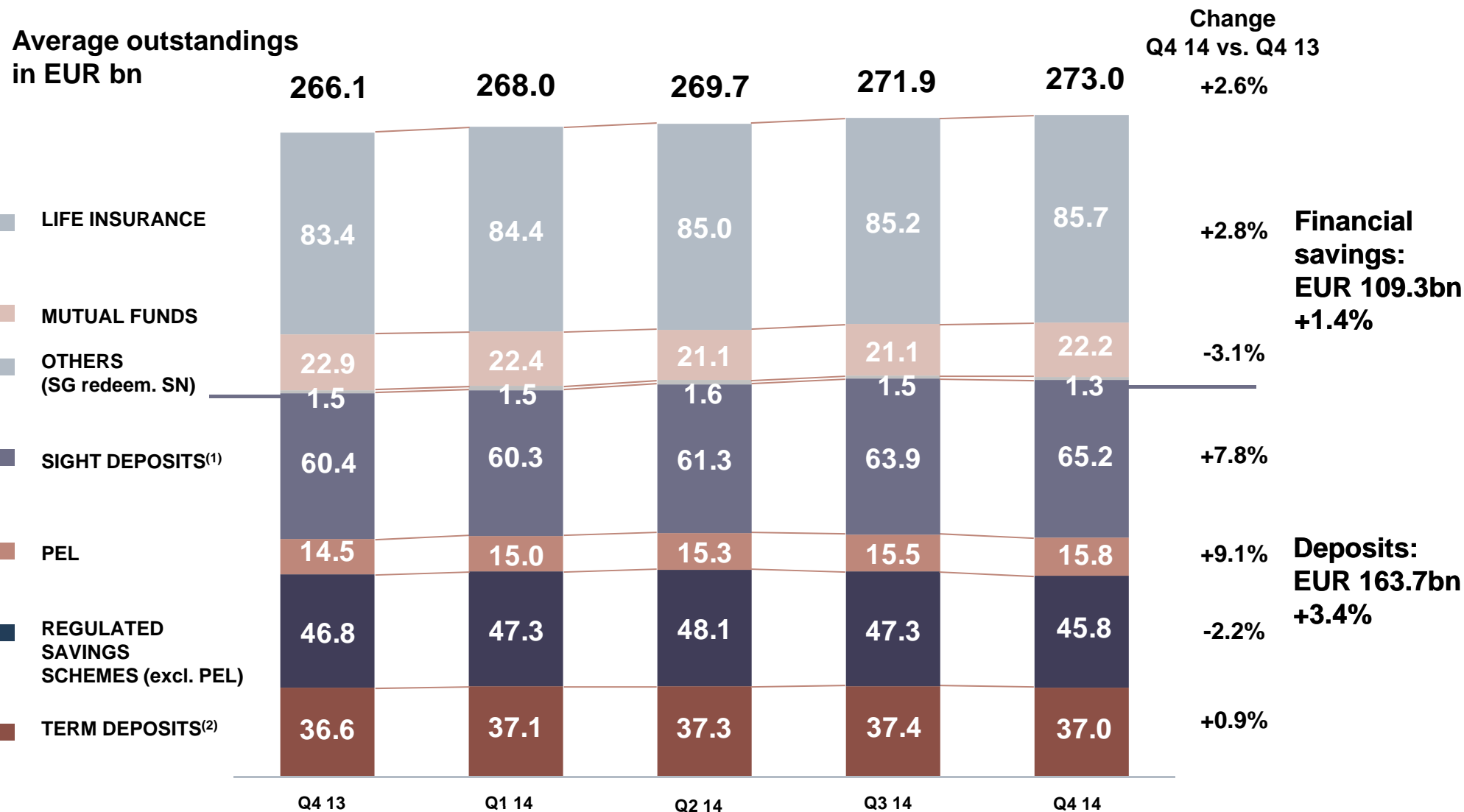
(1) Excluding PEL/CEL



NBI in EUR m

- Financial commissions
- Service commissions
- Other
- Business customer interest margin
- Individual customer interest margin
- PEL/CEL provision or reversal

## CUSTOMER DEPOSITS AND FINANCIAL SAVINGS

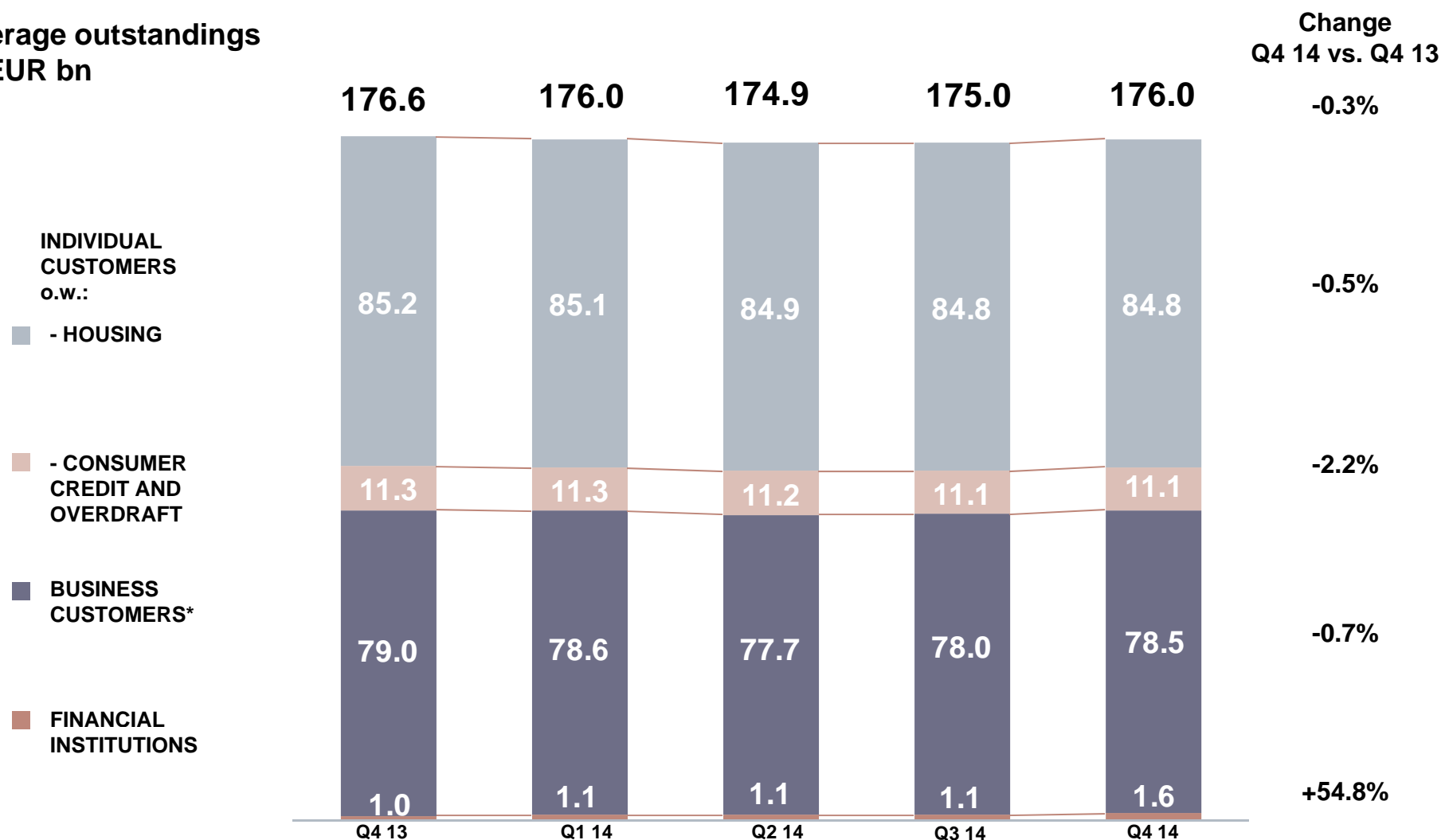


(1) Including deposits from Financial Institutions and currency deposits

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

## LOAN OUTSTANDINGS<sup>(1)</sup>

Average outstandings  
in EUR bn



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

(1) Including Franfinance

## AWARDS






"Best Bank in France"  
Euromoney 2014 Global Awards for Excellence, July 2014

Top worldwide "all in one" App by MyPrivateBanking, May 2014<sup>(1)</sup>

"Customer Service of the Year", elected for second consecutive year, (Viséo Conseil, October 2014)






5 Silver awards for various mutual funds and life insurance funds, March 2014

Brokerage firm, Gilbert Dupont, ranked #1 in Thomson Reuters Starmine ranking, with 15 awards, June 2014

### Global Transaction Banking








"Best Cash Mgmt. Services in Europe"  
EMEA Finance magazine, July 2014

"Best Bank for Trade Finance & Cash Management in France", Global Finance, January 2015

"Best Bank for Cash & Liquidity Mgmt. in CEE" TMI, January 2015

"Best Factoring Institution Excellence Award" for Societe Generale CGA, TFR, July 2014<sup>(2)</sup>

"Distinguished Provider of Transaction Banking Services", Euro Cash Clearing, Fimetrix, April 2014

"Leader in Trade Services in France", CSA Study, January 2014<sup>(3)</sup>









Named "Lowest cost bank on the market" by :  
Le Monde Economie (January 2015), Le Monde Argent et Placements et Choisir-ma-banque.com (February 2014) and Le Nouvel Observateur et Choisir-ma-banque.com (September 2014)

Gold awards for: "Best Equity Multisupport of more than 50 funds" and "Best Life insurance Euro contract", March 2014

"Best Online bank", L'Internaute March 2014

"Best Financial information provider" for the 4th consecutive year, January 2015

2015 Labels of Excellence in four categories, Les Dossiers de l'Épargne

(1) Worldwide analysis of more than 200 mobile applications of 50 banks  
 (2) Trade & Forfaiting Review magazine - Silver medal globally  
 (3) CSA survey on French exporting companies

SUPPLEMENT – INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

## ANNUAL RESULTS

	International retail Banking			Financial Services to corporates			Insurance			Other		Total		
In EUR m	2013	2014	Change	2013	2014	Change	2013	2014	Change	2013	2014	2013	2014	Change
Net banking income	5,836	5,444	+0.2%*	1,292	1,377	+7.3%*	750	786	+5.6%*	(116)	(151)	7,762	7,456	+1.5%*
Operating expenses	(3,380)	(3,244)	+3.3%*	(676)	(716)	+6.7%*	(280)	(301)	+8.5%*	(31)	(18)	(4,367)	(4,279)	+3.4%*
Gross operating income	2,456	2,200	-4.1%*	616	661	+7.9%*	470	485	+4.0%*	(147)	(169)	3,395	3,177	-1.0%*
Net cost of risk	(1,740)	(1,355)	-19.0%*	(103)	(88)	-13.0%*	0	0	NM*	8	1	(1,835)	(1,442)	-18.3%*
Operating income	716	845	+35.6%*	513	573	+12.0%*	470	485	+3.9%*	(139)	(168)	1,560	1,735	+20.3%*
Net profits or losses from other assets	7	(198)		(1)	0		0	0		0	0	6	(198)	
Impairment losses on goodwill	0	(525)		0	0		0	0		0	0	0	(525)	
Income tax	(174)	(194)		(161)	(181)		(150)	(155)		48	63	(438)	(467)	
Group net income	388	(274)	NM*	371	424	+14.8%*	318	329	+3.9%*	(94)	(98)	983	381	-58.1%*
C/I ratio	58%	60%		52%	52%		37%	38%		NM*	NM*	56%	57%	
Average allocated capital	6,684	6,563		2,131	1,941		1,491	1,566		206	120	10,512	10,190	

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

SUPPLEMENT – INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

## QUARTERLY RESULTS

	International retail Banking			Financial Services to corporates			Insurance			Other		Total		
In EUR m	Q4 13	Q4 14	Change	Q4 13	Q4 14	Change	Q4 13	Q4 14	Change	Q4 13	Q4 14	Q4 13	Q4 14	Change
Net banking income	1,490	1,345	-2.1%*	348	344	-1.3%*	195	201	+4.4%*	(43)	(41)	1,990	1,849	-1.2%*
Operating expenses	(842)	(820)	+5.0%*	(175)	(186)	+6.4%*	(72)	(77)	+8.8%*	(4)	(9)	(1,094)	(1,092)	+6.7%*
Gross operating income	648	525	-11.5%*	173	158	-9.0%*	123	124	+1.8%*	(47)	(50)	897	757	-10.7%*
Net cost of risk	(629)	(342)	-42.8%*	(26)	(24)	-5.0%*	(0)	0	NM*	19	(8)	(636)	(374)	-38.2%*
Operating income	18	183	NM*	147	134	-9.7%*	123	124	+1.5%*	(28)	(58)	260	383	+57.8%*
Net profits or losses from other assets	5	(200)		(0)	0		0	0		0	0	4	(200)	
Impairment losses on goodwill	0	0		0	0		0	0		0	0	0	0	
Income tax	(6)	(41)		(46)	(42)		(39)	(40)		10	22	(81)	(101)	
Group net income	33	(106)	NM*	111	107	-3.1%*	83	84	+1.4%*	(24)	(34)	203	51	-71.7%*
C/I ratio	57%	61%		50%	54%		37%	38%		NM*	NM*	55%	59%	
Average allocated capital	6,420	6,589		2,096	2,037		1,517	1,614		187	105	10,220	10,344	

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

SUPPLEMENT – INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

**ANNUAL RESULTS OF INTERNATIONAL RETAIL BANKING: BREAKDOWN BY ZONE**

	Western Europe		Czech Republic		Romania		Russia (1)		Other Europe		Africa, Asia, Mediterranean basin and Overseas (2)		Total International retail Banking	
In EUR m	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014
<b>Net banking income</b>	649	<b>663</b>	1,075	<b>990</b>	587	<b>538</b>	1,324	<b>1,088</b>	645	<b>651</b>	1,556	<b>1,514</b>	5,836	<b>5,444</b>
<i>Change</i>		+2.2%*		-2.3%*		-8.0%*		-0.8%*		+2.3%*		+4.1%*		+0.2%*
<b>Operating expenses</b>	(331)	<b>(338)</b>	(531)	<b>(498)</b>	(323)	<b>(318)</b>	(852)	<b>(765)</b>	(445)	<b>(446)</b>	(898)	<b>(879)</b>	(3,380)	<b>(3,244)</b>
<i>Change</i>		+3.5%*		-0.5%*		-1.1%*		+8.0%*		+1.8%*		+4.1%*		+3.3%*
<b>Gross operating income</b>	<b>318</b>	<b>325</b>	<b>544</b>	<b>492</b>	<b>264</b>	<b>220</b>	<b>472</b>	<b>323</b>	<b>200</b>	<b>205</b>	<b>658</b>	<b>635</b>	<b>2,456</b>	<b>2,200</b>
<i>Change</i>		+1.0%*		-4.1%*		-16.4%*		-16.8%*		+3.3%*		+4.1%*		-4.1%*
<b>Net cost of risk</b>	(245)	<b>(235)</b>	(66)	<b>(47)</b>	(480)	<b>(274)</b>	(288)	<b>(345)</b>	(240)	<b>(113)</b>	(421)	<b>(341)</b>	(1,740)	<b>(1,355)</b>
<i>Change</i>		-4.0%*		-24.8%*		-42.6%*		+44.4%*		-52.3%*		-17.2%*		-19.0%*
<b>Operating income</b>	<b>73</b>	<b>90</b>	<b>478</b>	<b>445</b>	<b>(216)</b>	<b>(54)</b>	<b>184</b>	<b>(22)</b>	<b>(40)</b>	<b>92</b>	<b>237</b>	<b>294</b>	<b>716</b>	<b>845</b>
<i>Change</i>		+16.8%*		-1.3%*		+74.8%*		NM*		NM*		+48.3%*		+35.6%*
<b>Net profits or losses from other assets</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(1)</b>	<b>(1)</b>	<b>6</b>	<b>3</b>	<b>2</b>	<b>(1)</b>	<b>0</b>	<b>(199)</b>	<b>7</b>	<b>(198)</b>
<b>Impairment losses on goodwill</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(525)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(525)</b>
<b>Income tax</b>	<b>(18)</b>	<b>(21)</b>	<b>(114)</b>	<b>(102)</b>	<b>52</b>	<b>12</b>	<b>(46)</b>	<b>4</b>	<b>9</b>	<b>(20)</b>	<b>(57)</b>	<b>(67)</b>	<b>(174)</b>	<b>(194)</b>
<b>Group net income</b>	<b>51</b>	<b>66</b>	<b>223</b>	<b>205</b>	<b>(99)</b>	<b>(27)</b>	<b>128</b>	<b>(538)</b>	<b>(33)</b>	<b>67</b>	<b>118</b>	<b>(47)</b>	<b>388</b>	<b>(274)</b>
<i>Change</i>		+20.4%*		-2.7%*		+72.5%*		NM*		NM*		NM*		NM*
<b>C/I ratio</b>	51%	<b>51%</b>	49%	<b>50%</b>	55%	<b>59%</b>	64%	<b>70%</b>	69%	<b>69%</b>	58%	<b>58%</b>	58%	<b>60%</b>
<b>Average allocated capital</b>	977	960	889	867	629	545	1,294	1,430	1,136	1,070	1,759	1,691	6,684	6,563

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

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

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

SUPPLEMENT – INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

**QUARTERLY RESULTS OF INTERNATIONAL RETAIL BANKING: BREAKDOWN BY ZONE**

	Western Europe		Czech Republic		Romania		Russia (1)		Other Europe		Africa, Asia, Mediterranean basin and Overseas		Total International retail Banking	
In EUR m	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14	Q4 13	Q4 14
<b>Net banking income</b>	163	<b>164</b>	260	<b>250</b>	139	<b>133</b>	405	<b>252</b>	140	<b>167</b>	384	<b>379</b>	1,490	<b>1,345</b>
<i>Change</i>		+0.7%*		-0.1%*		-5.2%*		-15.4%*		+20.7%*		-1.3%*		-2.1%*
<b>Operating expenses</b>	(87)	<b>(81)</b>	(136)	<b>(130)</b>	(80)	<b>(85)</b>	(213)	<b>(175)</b>	(111)	<b>(116)</b>	(216)	<b>(233)</b>	(842)	<b>(820)</b>
<i>Change</i>		-5.1%*		-0.6%*		+5.8%*		+10.0%*		+5.3%*		+8.4%*		+5.0%*
<b>Gross operating income</b>	<b>76</b>	<b>83</b>	<b>124</b>	<b>120</b>	<b>59</b>	<b>48</b>	<b>192</b>	<b>77</b>	<b>29</b>	<b>51</b>	<b>168</b>	<b>146</b>	<b>648</b>	<b>525</b>
<i>Change</i>		+7.0%*		+0.4%*		-19.9%*		-44.6%*		+80.7%*		-13.5%*		-11.5%*
<b>Net cost of risk</b>	(71)	<b>(65)</b>	(14)	<b>(7)</b>	(252)	<b>(56)</b>	(116)	<b>(102)</b>	(66)	<b>(29)</b>	(110)	<b>(83)</b>	(629)	<b>(342)</b>
<i>Change</i>		-7.5%*		-48.8%*		-77.8%*		+18.0%*		-55.5%*		-24.8%*		-42.8%*
<b>Operating income</b>	<b>5</b>	<b>18</b>	<b>110</b>	<b>113</b>	<b>(192)</b>	<b>(8)</b>	<b>76</b>	<b>(25)</b>	<b>(37)</b>	<b>22</b>	<b>58</b>	<b>63</b>	<b>18</b>	<b>183</b>
<i>Change</i>		x 2,5*		+6.8%*		+95.8%*		NM*		NM*		+7.6%*		NM*
<b>Net profits or losses from other assets</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>(1)</b>	<b>0</b>	<b>(199)</b>	<b>5</b>	<b>(200)</b>
<b>Impairment losses on goodwill</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Income tax</b>	<b>(2)</b>	<b>(5)</b>	<b>(25)</b>	<b>(26)</b>	<b>46</b>	<b>1</b>	<b>(20)</b>	<b>6</b>	<b>9</b>	<b>(3)</b>	<b>(14)</b>	<b>(14)</b>	<b>(6)</b>	<b>(41)</b>
<b>Group net income</b>	<b>1</b>	<b>13</b>	<b>54</b>	<b>52</b>	<b>(88)</b>	<b>(4)</b>	<b>60</b>	<b>(19)</b>	<b>(28)</b>	<b>16</b>	<b>34</b>	<b>(164)</b>	<b>33</b>	<b>(106)</b>
<i>Change</i>		x 4,0*		+4.9%*		+95.4%*		NM*		NM*		NM*		NM*
<b>C/I ratio</b>	53%	<b>49%</b>	52%	<b>52%</b>	57%	<b>64%</b>	53%	<b>69%</b>	80%	<b>69%</b>	56%	<b>61%</b>	57%	<b>61%</b>
<b>Average allocated capital</b>	957	958	887	848	577	498	1,283	1,442	1,113	1,055	1,604	1,788	6,420	6,589

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

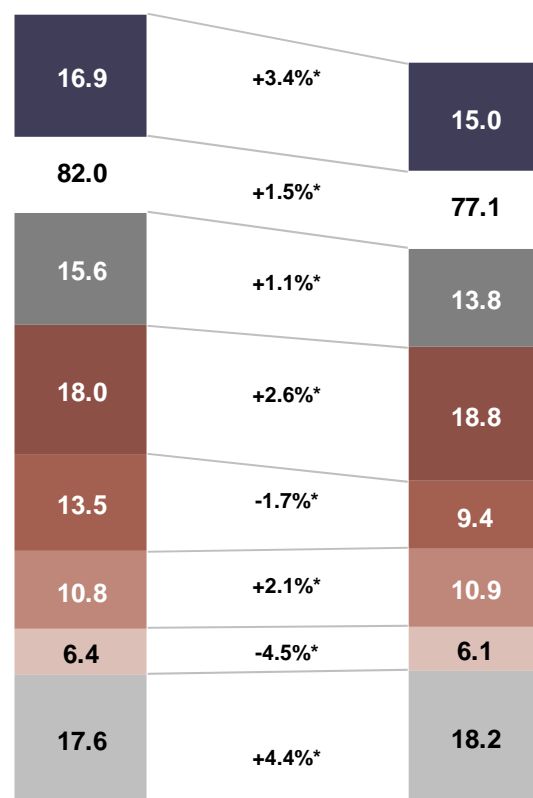
(1) Russia structure includes Rosbank, Delta Credit, Rusfinance and their consolidated subsidiaries in International Retail Banking



## LOAN AND DEPOSIT OUTSTANDINGS BREAKDOWN

### Loan outstandings breakdown (in EUR bn)

Change  
Dec.14 vs. Dec.13

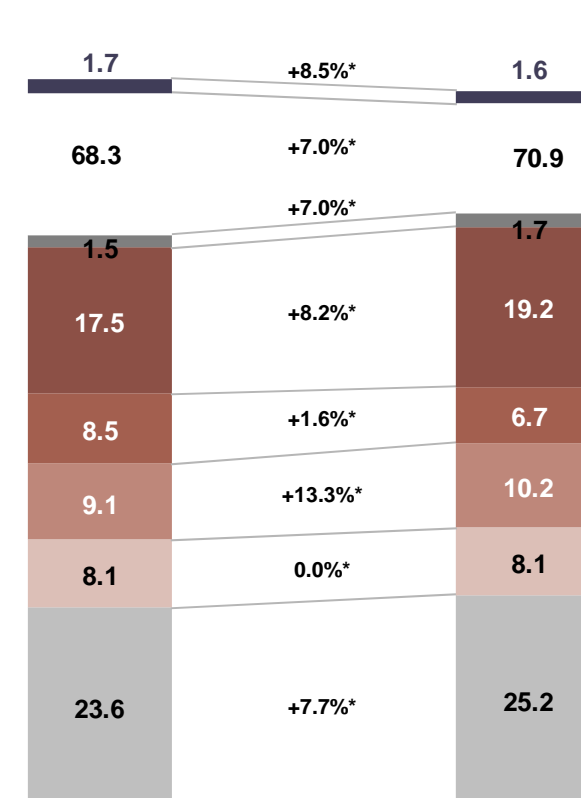


Dec.13

Dec.14

### Deposit outstandings breakdown (in EUR bn)

Change  
Dec.14 vs. Dec.13



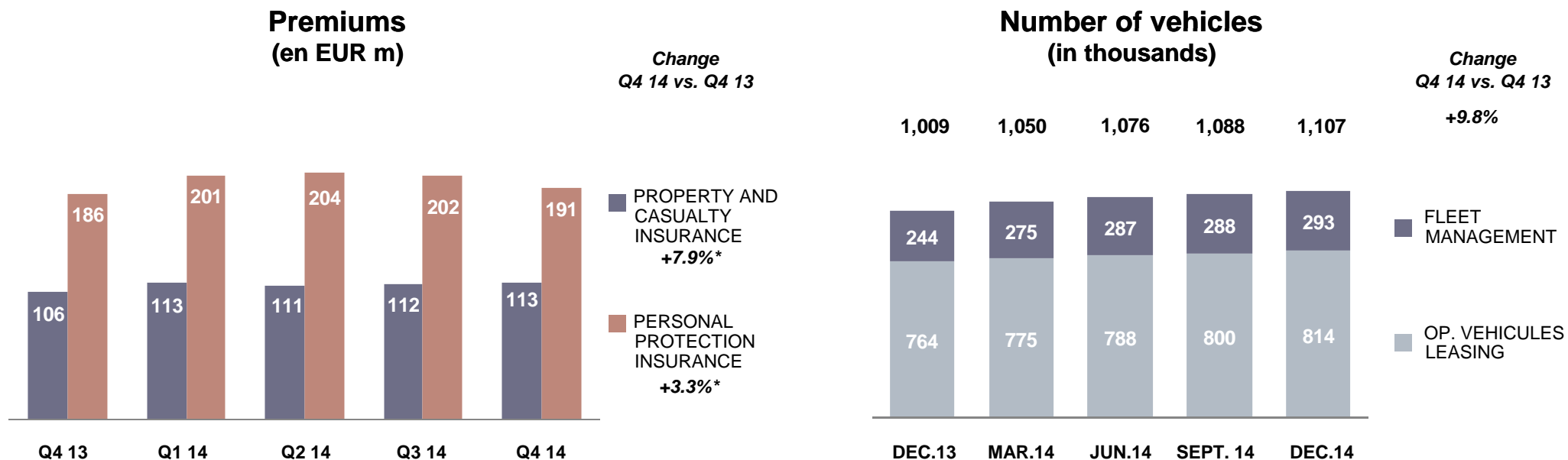
Dec.13

Dec.14

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

(1) Excluding factoring

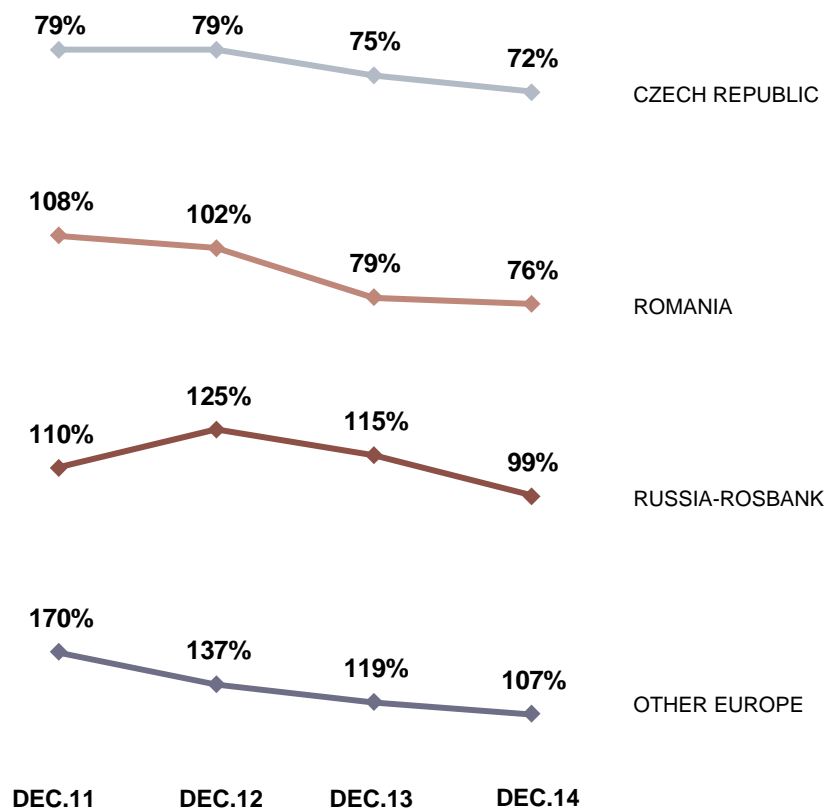
## FINANCIAL SERVICES TO CORPORATES AND INSURANCE KEY FIGURES



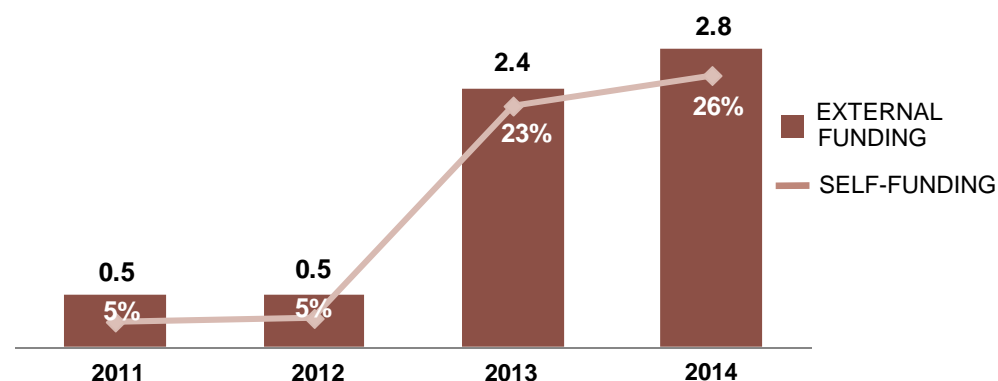
\* When adjusted for changes in Group structure and at constant exchange rates

## SUBSIDIARIES FUNDING

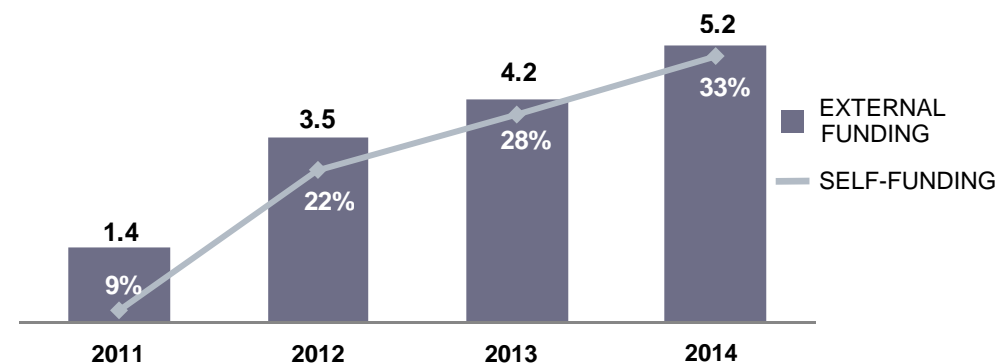
### International Retail Banking: loan to deposit ratio



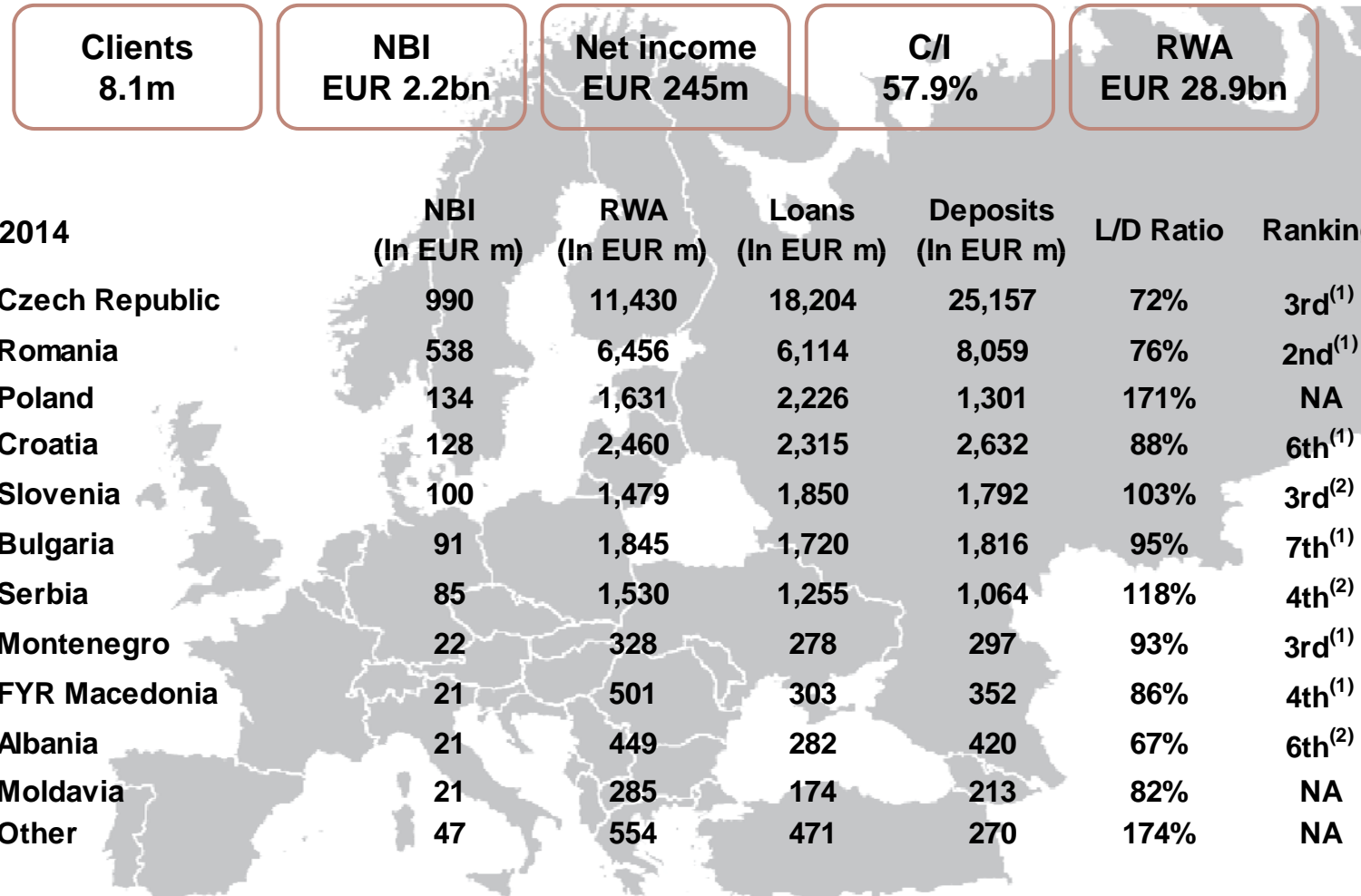
### ALD: external funding (in EUR bn) and self - funding ratio



### SGEF: external funding (in EUR bn) and self - funding ratio



## PRESENCE IN CENTRAL AND EASTERN EUROPE

									
Clients 8.1m		NBI EUR 2.2bn		Net income EUR 245m		C/I 57.9%		RWA EUR 28.9bn	
2014		NBI (In EUR m)	RWA (In EUR m)	Loans (In EUR m)	Deposits (In EUR m)	L/D Ratio	Ranking		
Czech Republic		990	11,430	18,204	25,157	72%	3rd <sup>(1)</sup>		
Romania		538	6,456	6,114	8,059	76%	2nd <sup>(1)</sup>		
Poland		134	1,631	2,226	1,301	171%	NA		
Croatia		128	2,460	2,315	2,632	88%	6th <sup>(1)</sup>		
Slovenia		100	1,479	1,850	1,792	103%	3rd <sup>(2)</sup>		
Bulgaria		91	1,845	1,720	1,816	95%	7th <sup>(1)</sup>		
Serbia		85	1,530	1,255	1,064	118%	4th <sup>(2)</sup>		
Montenegro		22	328	278	297	93%	3rd <sup>(1)</sup>		
FYR Macedonia		21	501	303	352	86%	4th <sup>(1)</sup>		
Albania		21	449	282	420	67%	6th <sup>(2)</sup>		
Moldavia		21	285	174	213	82%	NA		
Other		47	554	471	270	174%	NA		

(1) Ranking based on balance sheet

(2) Ranking based on loans outstandings

## PRESENCE IN AFRICA

**Clients**  
3.6m

**NBI**  
EUR 1,1bn

**Net income**  
EUR 146m

**C/I**  
52.9%

**RWA**  
EUR 16.4bn

2014	NBI (In EUR m)	RWA (In EUR m)	Loans (In EUR m)	Deposits (In EUR m)	L/D Ratio	Ranking
Morocco	406	6,766	6,831	5,620	122%	4th <sup>(2)</sup>
Algeria	124	1,515	1,068	1,750	61%	NA
Ivory Coast	112	1,415	909	1,292	70%	1st <sup>(2)</sup>
Tunisia	98	1,386	1,512	1,342	113%	7th <sup>(2)</sup>
Senegal	51	1,021	656	782	84%	2nd <sup>(2)</sup>
Cameroon	76	1,074	765	847	90%	1st <sup>(2)</sup>
Ghana	66	503	221	289	76%	10th <sup>(3)</sup>
Madagascar	44	313	214	311	69%	NA
Burkina Faso	30	525	305	259	117%	4th <sup>(2)</sup>
Equatorial Guinea	29	732	71	675	10%	3th <sup>(2)</sup>
Guinea	27	243	114	235	48%	3nd <sup>(1)</sup>
Chad	23	301	140	164	85%	3th <sup>(2)</sup>
Benin	21	369	191	212	90%	4th <sup>(2)</sup>

(1) Ranking based on balance sheet

(2) Ranking based on loans outstandings

(3) Ranking based on deposits outstandings

## AWARDS

### International Banking



Czech Republic : KB -  
3th bank of the year in  
Fincentrum "The Bank  
of the Year / KP - Life  
Insurer of the Year  
2013 - World Finance -  
2013



Croatia: Splitska  
Banka receives top  
ratings from Global  
Custodian



" Best Bank of  
Slovenia in 2014",  
the Global Finance  
award



African Banking Awards  
2014: 2 Societe Generale  
subsidiaries in Africa  
awarded by EMEA  
Magazine



IPOs:  
Transelectrica – Romania  
JLEC - Morocco  
Inter-branch cooperation.  
Award for the Deal  
Electrica IPO



Sovereign Issuance  
for Senegal:  
USD 500 m –  
10-year international  
bonds

### Financial Services



ALD France  
awarded  
"Customer  
Service of the  
Year" again



SGEF awards : "Vendor  
Finance Provider of the Year"  
& "SME Champion  
of the Year"



ALD takes over  
the customer  
portfolio and  
operations of  
First Lease in  
Norway



SOGECAP award:  
Oscar for the best  
insurance contract  
(Ebène)



# SUPPLEMENT – GLOBAL BANKING AND INVESTOR SOLUTIONS

## ANNUAL RESULTS

	Global Markets (1)			Securities Services and Brokerage			Financing and Advisory			Asset & Wealth Management			Total Global Banking and Investor Solutions			
In EUR m	2013	2014	Change	2013	2014	Change	2013	2014	Change	2013	2014	Change	2013	2014	Change	
Net banking income	4,868	4,621	-5%*	644	1,047	-4%*	1,797	2,020	+12%*	1,072	1,038	+3%*	8,382	8,726	+4%	-1%*
Operating expenses	(3,374)	(3,051)	-10%*	(641)	(1,087)	-4%*	(1,216)	(1,278)	+4%*	(842)	(869)	+7%*	(6,073)	(6,285)	+3%	-4%*
Gross operating income	1,494	1,570	+5%*	3	(40)	+24%*	581	742	+29%*	230	169	-14%*	2,308	2,441	+6%	+10%*
Net cost of risk	(381)	(36)	-91%*	(0)	4	NM*	(138)	(43)	-69%*	(27)	(6)	-47%*	(546)	(81)	-85%	-85%*
Operating income	1,113	1,534	+38%*	3	(36)	+32%*	443	699	+61%*	203	163	-12%*	1,762	2,360	+34%	+41%*
Net profits or losses from other assets	0	0		1	2		3	(10)		0	3		4	(5)		
Net income from companies accounted for by the equity method	1	0		(148)	0		0	0		114	98		(32)	98		
Impairment losses on goodwill	0	0		(50)	0		0	0		0	0		(50)	0		
Income tax	(401)	(399)		(0)	13		(14)	(87)		(47)	(46)		(462)	(519)		
Net income	713	1,135		(194)	(21)		432	602		271	218		1,222	1,934		
O.w. non controlling interests	13	11		1	2		2	1		0	2		16	16		
<b>Group net income</b>	<b>700</b>	<b>1,124</b>	<b>+61%*</b>	<b>(195)</b>	<b>(23)</b>	<b>+73%*</b>	<b>430</b>	<b>601</b>	<b>+42%*</b>	<b>271</b>	<b>216</b>	<b>-16%*</b>	<b>1,206</b>	<b>1,918</b>	<b>+59%</b>	<b>+48%*</b>
Average allocated capital	9,169	7,101		1,139	1,048		3,425	3,886		1,009	1,025		14,742	13,060		
C/I ratio	69.3%	66.0%		99.5%	103.8%		67.7%	63.3%		78.5%	83.7%		72.5%	72.0%		

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

(1) Global Markets figures restated to include legacy assets

SUPPLEMENT – GLOBAL BANKING AND INVESTOR SOLUTIONS

# QUARTERLY RESULTS

	Global Markets (1)			Securities Services and Brokerage			Financing and Advisory			Asset & Wealth Management			Total Global Banking and Investor Solutions			
In EUR m	Q4 13	Q4 14	Change	Q4 13	Q4 14	Change	Q4 13	Q4 14	Change	Q4 13	Q4 14	Change	Q4 13	Q4 14	Change	
Net banking income	1,055	1,113	+4%*	159	306	+18%*	477	524	+7%*	255	246	+0%*	1,947	2,189	+12%	+6%*
Operating expenses	(1,081)	(806)	-27%*	(187)	(309)	-7%*	(345)	(344)	-4%*	(218)	(239)	+15%*	(1,831)	(1,698)	-7%	-15%*
Gross operating income	(27)	307	n/s*	(28)	(3)	+96%*	132	180	+37%*	38	7	-81%*	115	491	x4.3	x 7,4
Net cost of risk	(65)	(9)	-87%*	(0)	3	NM*	13	(20)	NM*	(7)	(2)	+57%*	(60)	(28)	-54%	-52%*
Operating income	(92)	298	NM*	(28)	0	+100%*	145	160	+13%*	30	5	-86%*	55	463	x8.4	x 64,8
Net profits or losses from other assets	(0)	0		(0)	2		(0)	(1)		(0)	(1)		(1)	0		
Net income from companies accounted for by the equity method	1	0		(144)	2		0	0		33	24		(110)	26		
Impairment losses on goodwill	0	0		(50)	0		0	0		0	0		(50)	0		
Income tax	(90)	(80)		11	(1)		10	4		(8)	(1)		(76)	(78)		
Net income	(181)	218		(211)	3		155	163		56	27		(181)	411		
O.w. non controlling interests	2	3		(0)	1		1	(1)		0	1		3	4		
Group net income	(182)	215	NM*	(211)	2	NM*	154	164	+8%*	56	26	-57%*	(184)	407	NM*	NM*
Average allocated capital	7,662	6,992		1,275	1,412		3,272	4,273		1,004	1,023		13,214	13,701		
C/I ratio	102.5%	72.4%		117.6%	101.0%		72.3%	65.6%		85.3%	97.2%		94.1%	77.6%		

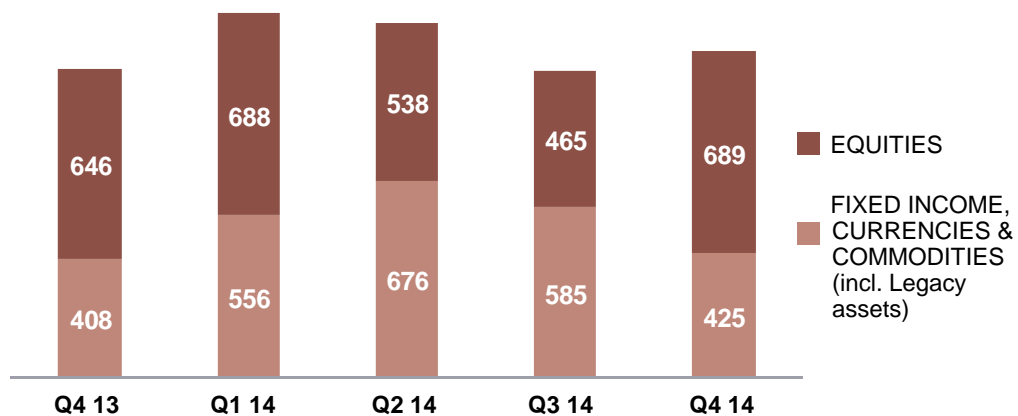
\* When adjusted for changes in Group structure and at constant exchange rates

(1) Global Markets figures restated to include legacy assets

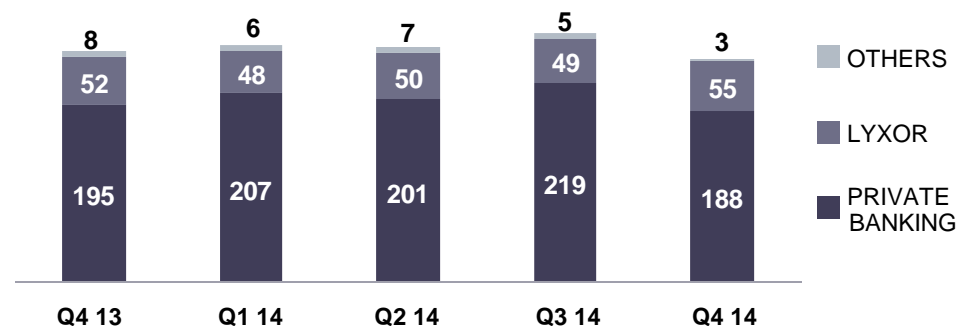


## KEY FIGURES

**Global Markets revenues**  
(in EUR m)



**Asset and Wealth Management revenues**  
(in EUR m)



## SG CIB CVA/DVA IMPACT

NBI		2013	2014	Q4 13	Q4 14
Accounting impact of CVA/DVA	Equities	(63)	25	29	3
	Fixed income, currencies, commodities	(64)	33	22	(3)
	Financing and Advisory	24	(29)	22	(29)
Recovery on Lehman claim	Equities	98			-
Loss on tax claim	Financing and Advisory	(109)			-
TOTAL		(115)	30	73	(30)
Operating expenses		2013	2014	Q4 13	Q4 14
Euribor settlement	Global Markets	(446)	-	(446)	-

FY 2014 NBI change excluding CVA/DVA and recovery on Lehman claim: Global Markets -6.8%, Equities -5.2%, FICC -8.5%

FY 2014 NBI change excluding CVA/DVA and loss on tax claim: Financing and Advisory +8.8%

## AWARDS

### Financing & Advisory



**DCM - League Table FY 2014**  
 #5 All Euro Bonds  
 #3 All Euro Corporate Bonds  
 #2 All Euro Subordinated Bond for Financial  
 #3 All Euro Bonds in CEEMA  
 #1 All Euro Bonds in CEE  
 #3 All Euro High Yield Issue

**Global Finance**  
 League Table FY 2014  
 #4 France Loans Bookrunner  
 #4 EMEA IG Loans bookrunner



**EMEA Structured Equity House**  
 Several Deals of the Year (Bonds)



**ECM - League Table FY 2014**  
 # 1 France  
 # 8 World Euro Denominated  
 # 11 EMEA overall  
 # 6 EMEA Convertible



**M&A - League Table FY 2014**  
 # 7 France  
 # 13 Europe



**Best Global Export Finance Bank**



**Americas Bank of the Year**  
 9 Deals of the Year

### Global Markets



**Global Derivatives House**  
 Equity Derivatives House  
 Risk Solutions House



**Commodity Derivatives House**



**Best Equity Derivatives Provider**  
 In Europe and in Asia



**Best FX Provider in CEE**

### Asset & Wealth Management



**Best ETF Provider 2014**

**Hedge Funds Review Awards**

**Best Investor Relation Team**



**Best Fund of Hedge Funds Niche Strategies over 3 years**



**Innovation Award 2014**



**European ETF Provider of the Year**

### Securities Services and Brokerage



**Custody Risk European Awards 2014**



**Credit Derivatives House of the Year**









**Best Bank overall**  
 Best Bank for credit risk  
 Best bank for longevity risk



**Structured Products House of the Year**  
 Credit Derivatives House of the Year

# LANDMARK TRANSACTIONS IN Q4 2014

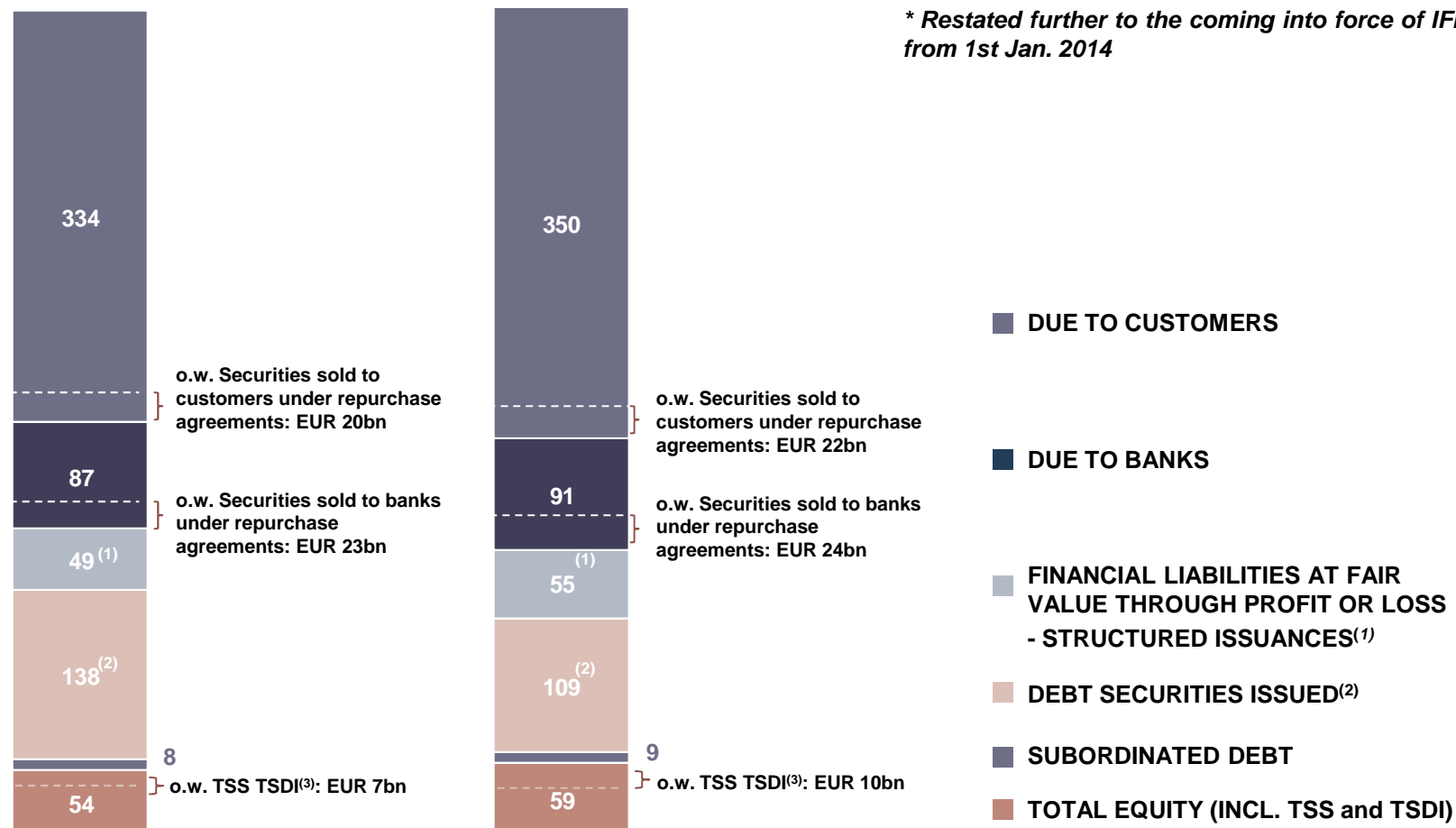
 <p><b>SAP</b> Acquisition Finance</p> <p><b>EUR 7,000,000,000</b></p> <p>Mandated Lead Arranger</p> <p>GERMANY 2014</p>	<p>SG CIB acted as Mandated Lead Arranger for the EUR 7bn financing set up in favor of SAP, a European multinational software corporation based in Germany, in the frame of the acquisition of Concur Technologies Inc., the leader in the market for travel and expense management software</p>	 <p><b>Ford Credit Auto</b> Owner Trust 2014-REV2</p> <p><b>USD 1,351,000,000</b></p> <p>Prime retail auto Loan</p> <p>Co-Manager</p> <p>United States 2014</p>	<p>SGCIB acted as Co-Manager for a 144A, term ABS transaction for Ford Motor Credit Company (Ford). The securitization—Ford Credit Auto Owner Trust 2014-REV2—was backed by a revolving pool of prime retail auto loan installment contracts. The transaction was part of Ford's recently established REV platform and is the second issuance from this vehicle. The USD 1.351 bn transaction offered two classes of five-year, fixed rate notes (triple-A rated and double-A rated tranches (Moody's/Fitch). The Issuer retained the junior most subordinate class. The transaction was strongly received by investors, being upsized from USD 1bn and pricing inside of guidance on an oversubscribed book.</p>
 <p><b>AXA</b> EUR 984m PerpNC10 GBP 724m PerpNC11.5</p> <p>Deeply subordinated notes Joint Lead Manager</p> <p>FRANCE November 2014</p>	<p>On 29 October 2014, SG CIB has accompanied AXA in the largest ever liability management exercise in the European insurance sector consisting of an exchange for any and all of 2 EUR and 2 GBP perpetual notes totaling EUR 3.2bn eq. in nominal outstanding, for new EUR Perp NC 10 and GBP Perp NC 11.5 issues respectively.</p> <p>With this transaction, AXA has renewed its hybrid capital callable between 2016 and 2019. Investors welcomed the opportunity to extend their position while switching to a more protective structure compared to the existing notes, which included, in particular, a principal loss absorption mechanism</p>	 <p><b>GAS NATURAL FENOSA</b></p> <p>Public takeover for 100% of CGE's shares</p> <p><b>EUR 6,000,000,000</b></p> <p>Financial Advisor</p> <p>CHILE NOV 2014</p>	<p>SG CIB advised Gas Natural SDG on the launch of a public takeover offer for a 100% stake in CGE, the largest electricity distribution company in Chile, for EUR 2.55 billion euros. The total size of the operation, including the consolidated debt of CGE and the minority stakes in its affiliates, amounts to approximately 6 billion euros. For GNF, it is a landmark transaction that represents the Group's largest acquisition outside of Spain. It enables GNF to enter the last strategically important country in Latin America where it had no presence. The acquisition allows GNF to advance the consolidation of the electricity distribution platform and position itself as the 4th largest electricity distributor in Latin America. This transaction highlights SG CIB's leading position in the Iberian and Utilities M&amp;A markets as well as its strategic and trusted relationship with GNF.</p>
 <p><b>MARRIOTT CHAMPS ELYSEES</b> Real Estate Finance</p> <p><b>EUR 175,000,000</b></p> <p>Exclusive Arranger, Sole Underwriter, Lender, Agent and Sole Hedge Provider</p> <p>FRANCE October 2014</p>	<p>On 13 October 2014, SGCIB acted as Exclusive Arranger, Sole Underwriter, Facility &amp; Security Agent and Sole Hedge Provider for a EUR 175m 5-year senior mortgage facility granted to an affiliate of a Chinese investment company listed on the Hong-Kong stock exchange and a key client of the Bank. This real estate non-recourse structured financing is secured by the iconic 5-star Marriott Champs Elysees hotel (property company and operating business) located on the Champs Elysees in Paris and initially built in 1914 to house the Louis Vuitton head-quarters, which has been acquired by the Chinese investment company. On 17 October 2014, the financing has been successfully syndicated to a group of 5 lenders (mixing banks and non-banks).</p>	 <p>Neoen, Initial Developer + a Group of 9 Investors</p> <p>Financing of "Cestas", a Group of Solar Projects – 300MWp</p> <p><b>EUR 368,000,000</b></p> <p>Sole Underwriter, Mandated Lead Arranger, Agent and Sole Hedge Provider</p> <p>FRANCE 2014</p>	<p>Neoen, a major French renewable energy company, announced on November 5<sup>th</sup> the completion of the development of Europe's largest photovoltaic energy park, the completion of its related financing and start of construction works. This Neoen-developed facility, located in the town of Cestas, near Bordeaux, consists in several power plants with a total combined output of 300 MW. Neoen will own 120 MW while eight other reputable investors will own the remaining 180 MW. SGCIB acts as Sole Underwriter, Mandated Lead Arranger, Agent and Sole Hedge Provider for the financing of the various solar parks for a total amount of debt exceeding EUR368m.</p>

## DETAILS ON GROUP FUNDING STRUCTURE

31 DECEMBER 2013\*

31 DECEMBER 2014

\* Restated further to the coming into force of IFRS 10 and 11 as from 1st Jan. 2014

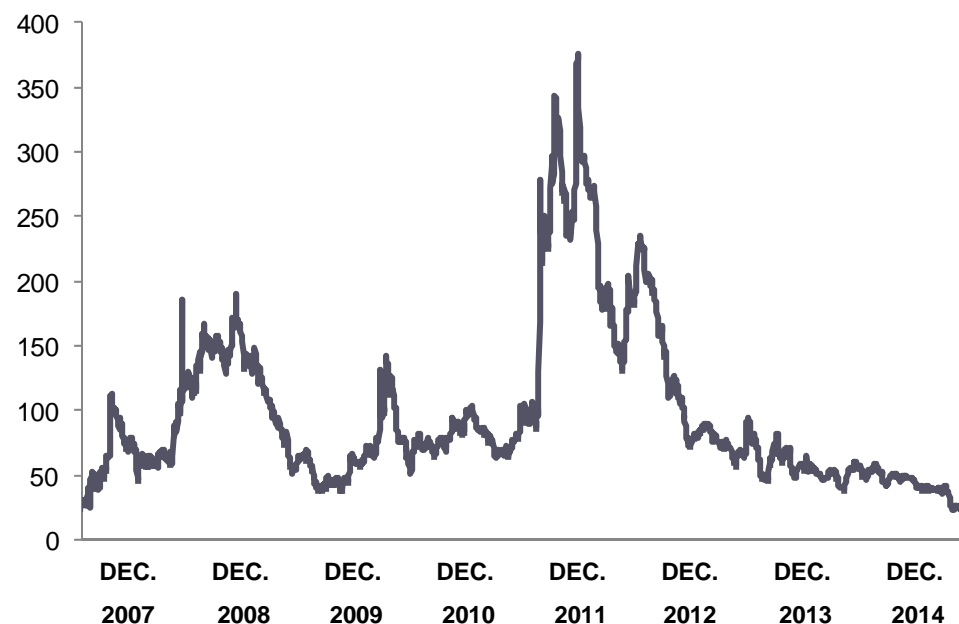


- (1) Debt securities issued reported in the trading book and debt securities issued measured using fair value option through P&L. Outstanding unsecured debt securities with maturity exceeding one year EUR 37bn at end-2013 and EUR 33bn at end-2014
- (2) o.w. SGSCF: EUR 8.4bn; SGSFH: EUR 8.7bn; CRH: EUR 7.3bn, securitisation and other secured issuances: EUR 4.5bn, conduits: EUR 7.0bn at end-2014 (and SGSCF: EUR 8.5bn; SGSFH: EUR 7.9bn; CRH: EUR 7.3bn, securitisation: EUR 2.4bn, conduits: EUR 6.7bn at end-2013) Outstanding amounts with maturity exceeding one year (unsecured): EUR 40bn at end-2013 and EUR 33bn at end-2014
- (3) TSS, TSDI: deeply subordinated notes, perpetual subordinated notes

## GROUP FUNDING

- 2014 funding programme completed: EUR 27.0bn raised
  - **EUR 21.2bn issued by the parent company**
    - EUR 17.3 of senior debt with a 5.2 years average maturity at an average spread of Euribor MS 6M+40bp<sup>(1)</sup> (of which EUR 16.4bn of unsecured debt and EUR 0.9bn of covered bonds)
    - EUR 3.9bn of subordinated debt (of which EUR 2.1bn AT1 and EUR 1.8bn of T2)
  - **EUR 5.7bn issued by subsidiaries**
- Parent company funding programme for 2015 of EUR 25-27bn
  - **EUR 3.3bn<sup>(1)</sup> raised with a 2.7 years average maturity and at an average spread of Euribor MS 6M+22bp**

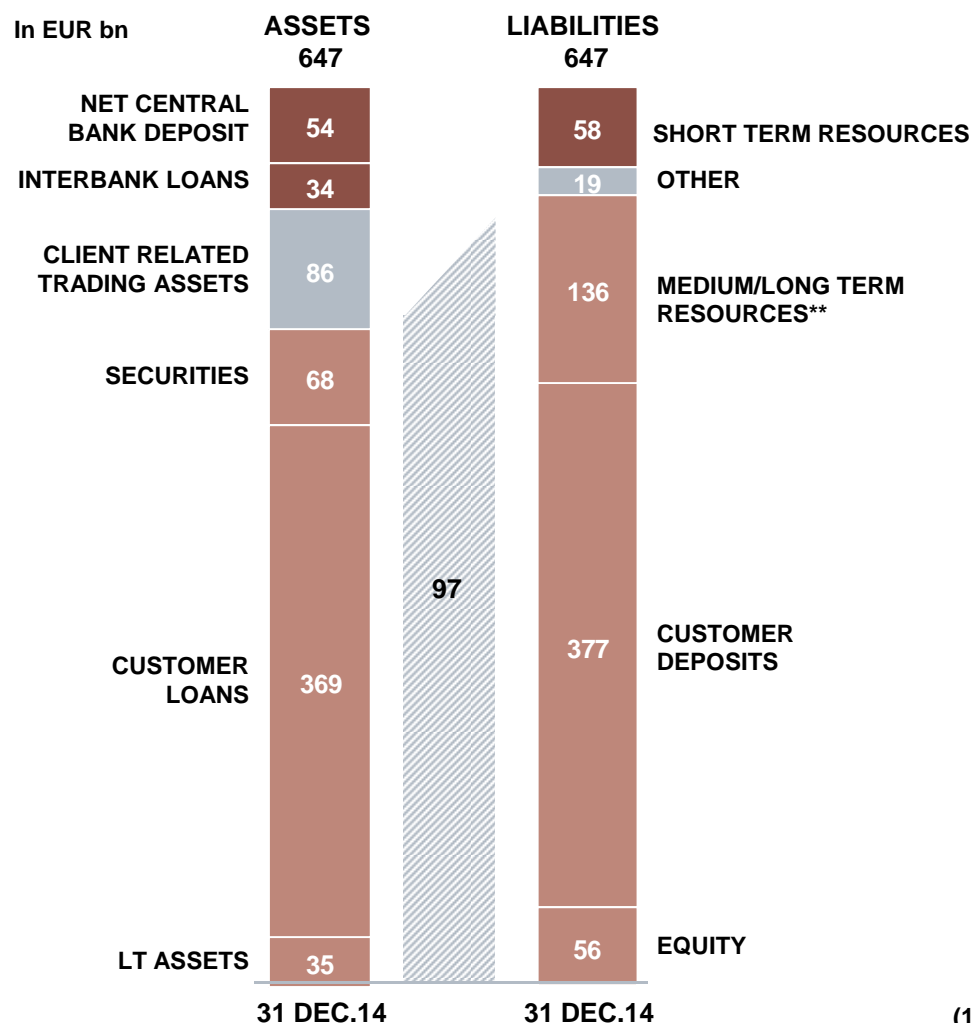
**SG 5 year secondary conditions**  
(in bp – spread to Mid Swap)



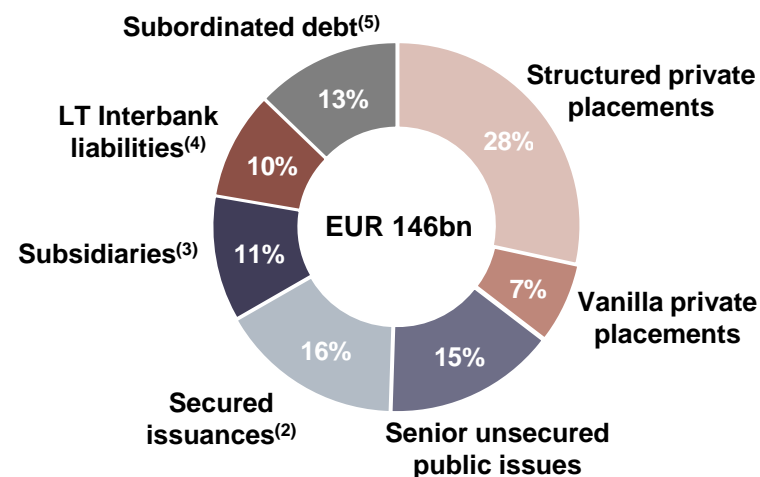
(1) As of 2 February 2015

## SUPPLEMENT – FUNDING

### FUNDED BALANCE SHEET\*



### Long term funding breakdown<sup>(1)</sup>



\* See Methodology section n°7

\*\* Including LT debt maturing within 1Y (EUR 25bn)

(1) Funded balance sheet at 31/12/2014. Including subordinated debts in Equity

(2) Including Covered Bonds and CRH

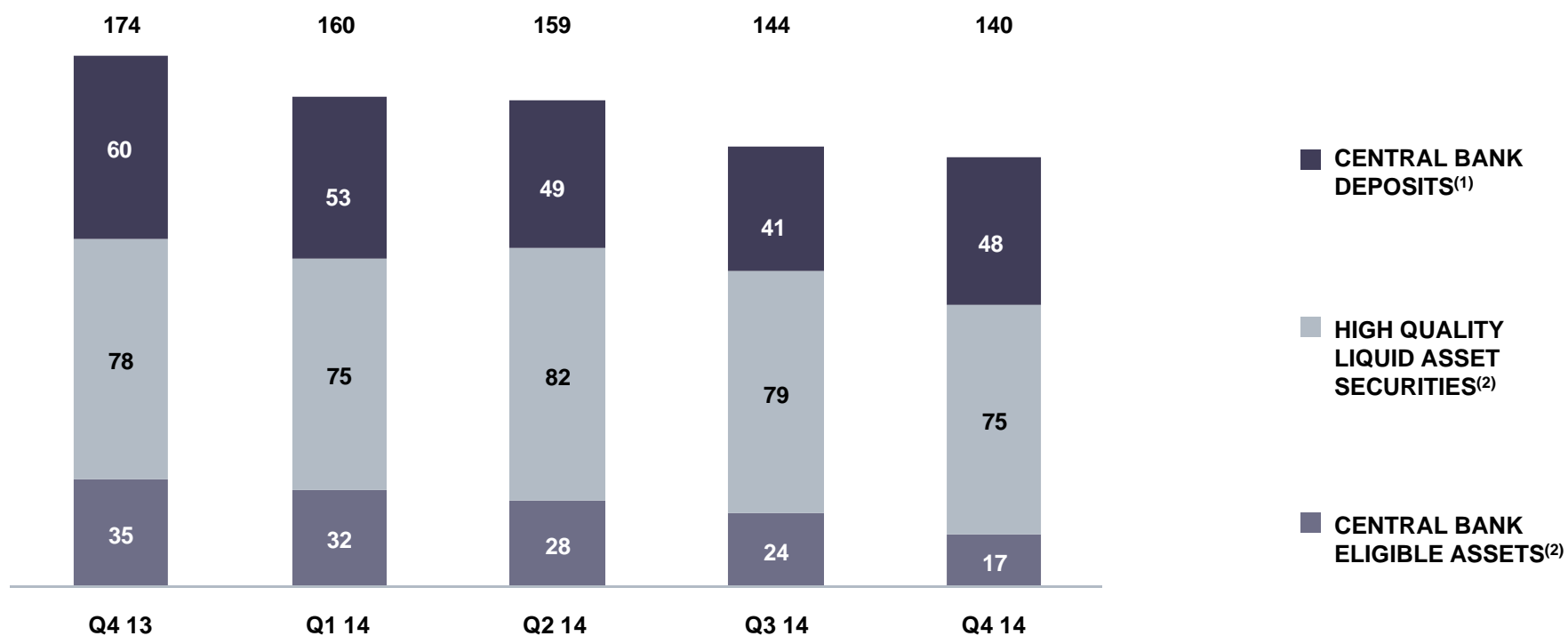
(3) Including secured and unsecured issuance

(4) Including International Financial Institutions

(5) Including undated subordinated debt (EUR 9bn) accounted in Equity

## LIQUID ASSET BUFFER

In EUR bn

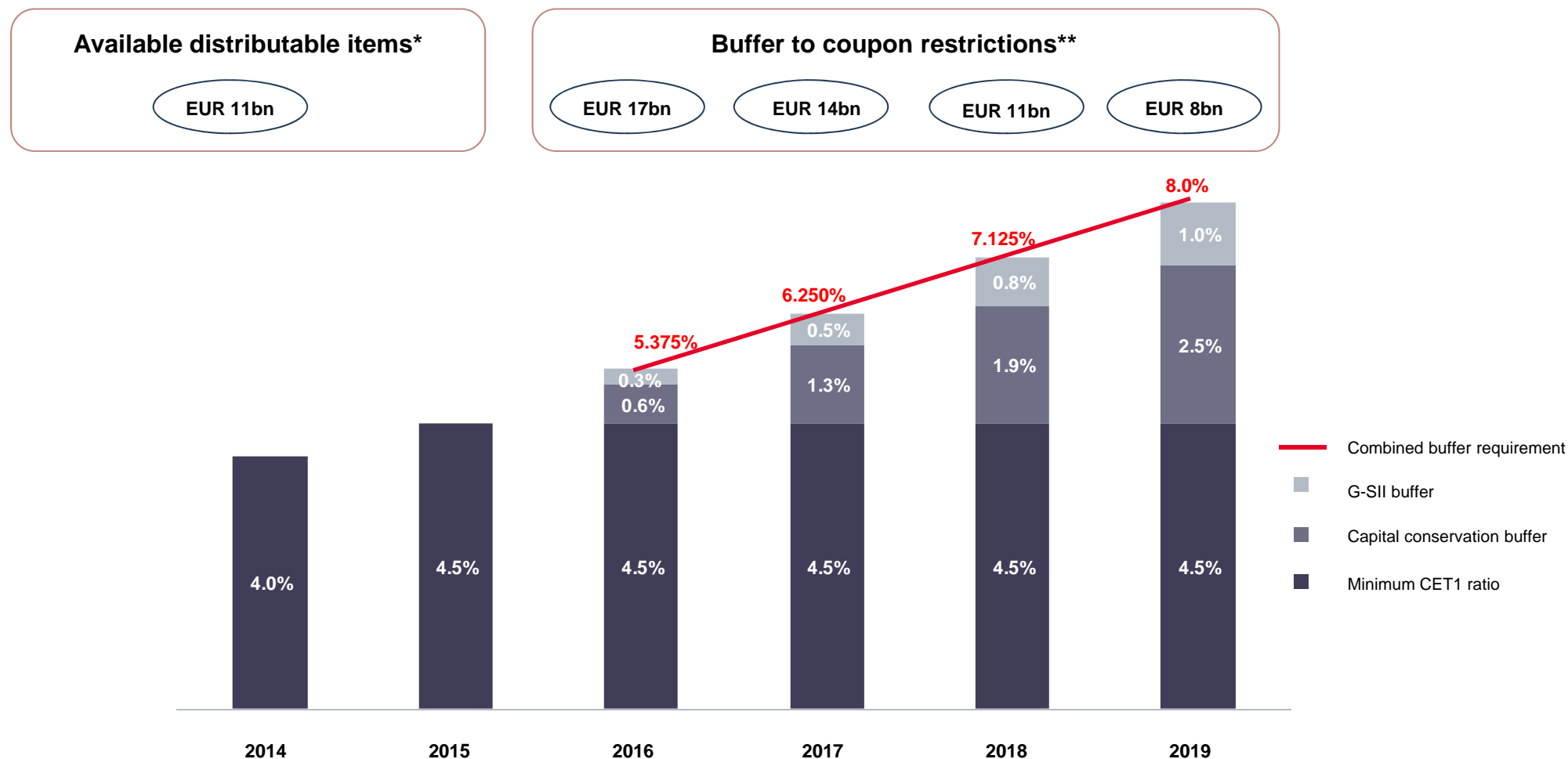


(1) Excluding mandatory reserves

(2) Unencumbered, net of haircuts



## AT1 ISSUES: COMFORTABLE BUFFERS



\* Excluding issue premiums of EUR 20bn

\*\* Based on the reported CRR/CRD4 fully-loaded Common Equity Tier 1 capital & RWA as of Q4 14. The fully-loaded CET1 ratio stood at 10.1% as of Q4 14. Currently, the buffer should be calculated on the phased-in CET1 ratio which stood at 10.9% as of Q4 14. CET1 Basel 3 fully-loaded, as reported, does not consist in any form of guidance or expected CET1 ratio going forward

## EPS CALCULATION

<i>Average number of shares (thousands)</i>	2012	2013	2014
<b>Existing shares</b>	<b>778,595</b>	<b>789,759</b>	<b>801,831</b>
<b>Deductions</b>			
Shares allocated to cover stock options and restricted shares awarded to staff	8,526	6,559	4,404
Other treasury shares and share buybacks	18,333	16,711	16,144
<b>Number of shares used to calculate EPS</b>	<b>751,736</b>	<b>766,489</b>	<b>781,283</b>
<b>Group net income (in EUR m)</b>	<b>790</b>	<b>2,044</b>	<b>2,692</b>
Interest, net of tax effect, payable to holders of deeply subordinated notes and undated subordinated notes	(293)	(316)	(420)
Capital gain net of tax on partial repurchase	2	(19)	6
<b>Group net income adjusted</b>	<b>499</b>	<b>1,709</b>	<b>2,278</b>
<b>EPS (in EUR) (1)</b>	<b>0.66</b>	<b>2.23</b>	<b>2.92</b>

(1) 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

NB. 2013 data adjusted following the retrospective application of IFRS norms 10 and 11

## SUPPLEMENT – OTHER INFORMATION AND TECHNICAL DATA

### NET ASSET VALUE, TANGIBLE NET ASSET VALUE AND ROE EQUITY

<i>End of period</i>	31 Dec.12	31 Dec.13	31 Dec.14	<i>End of period</i>	31 Dec.12	31 Dec.13	31 Dec.14
<b>Shareholder equity group share</b>	<b>49,279</b>	<b>50,877</b>	<b>55,168</b>	<b>Shareholder equity group share</b>	<b>49,279</b>	<b>50,877</b>	<b>55,168</b>
Deeply subordinated notes	(5,264)	(6,561)	(9,364)	Deeply subordinated notes	(5,264)	(6,561)	(9,364)
Undated subordinated notes	(1,606)	(414)	(335)	Undated subordinated notes	(1,606)	(414)	(335)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interests paid to holders of deeply subordinated notes & undated subordinated notes, issue premiums amortisations	(184)	(144)	(179)	Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interests paid to holders of deeply subordinated notes & undated subordinated notes, issue premiums amortisations	(184)	(144)	(179)
Own shares in trading portfolio	171	65	220	OCI excluding conversion reserves	(673)	(664)	(1,284)
<b>Net Asset Value</b>	<b>42,396</b>	<b>43,823</b>	<b>45,510</b>	Dividend provision	(344)	(740)	(942)*
Goodwill	6,290	5,926	5,131	<b>ROE equity</b>	<b>41,208</b>	<b>42,354</b>	<b>43,064</b>
<b>Net Tangible Asset Value</b>	<b>36,106</b>	<b>37,897</b>	<b>40,379</b>	<b>Average ROE equity</b>	<b>41,684</b>	<b>41,934</b>	<b>42,665</b>
<b>Number of shares used to calculate NAPS**</b>	<b>754,002</b>	<b>776,206</b>	<b>785,166</b>	<b>* Total provision for dividend for 2014</b>			
<b>NAPS** (in EUR)</b>	<b>56.2</b>	<b>56.5</b>	<b>58.0</b>				
<b>Net Tangible Asset Value per Share (EUR)</b>	<b>47.9</b>	<b>48.8</b>	<b>51.4</b>				

\*\* The number of shares considered is the number of ordinary shares outstanding at 31 December 2014, 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

NB. 2013 data adjusted following the retrospective application of IFRS norms 10 and 11

## METHODOLOGY (1/3)

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### 1- The Group's consolidated results as at December 31st, 2014 were examined by the Board of Directors on February 11th, 2015.

The financial information presented in respect of the 2014 financial year has been prepared in accordance with IFRS as adopted in the European Union and applicable at that date, and have not been audited. The audit procedures carried out by the Statutory Auditors on the consolidated financial statements are in progress.

Note that the data for the 2013 financial year have been restated due to the implementation of IFRS 10 and 11, resulting in the publication of adjusted data for the previous financial year.

For financial communication purposes, data relating to the subsidiary Lyxor were reclassified in 2013 within the Global Banking & Investor Solutions division in Asset and Wealth Management, this change only actually taking effect at the beginning of 2014.

### 2- Group ROE is calculated on the basis of average Group shareholders' equity under IFRS excluding

(i) unrealised or deferred capital gains or losses booked directly under shareholders' equity excluding conversion reserves, (ii) deeply subordinated notes, (iii) undated subordinated notes recognised as shareholders' equity ("restated"), and deducting (iv) interest payable to holders of deeply subordinated notes and of the restated, undated subordinated notes. The net income used to calculate ROE is based on Group net income excluding interest, net of tax impact, to be paid to holders of deeply subordinated notes for the period and, since 2006, holders of deeply subordinated notes and restated, undated subordinated notes (see below).

As from January 1st, 2014, the allocation of capital to the different businesses is based on 10% of risk-weighted assets at the beginning of the period, vs. 9% previously. The published quarterly data related to allocated capital have been adjusted accordingly. At the same time, the normative capital remuneration rate has been adjusted for a neutral combined effect on the businesses' historical revenues.

### 3- For the calculation of **earnings per share**, "Group net income for the period" is corrected (reduced in the case of a profit and increased in the case of a loss) for capital gains/losses recorded on partial buybacks (i.e. a capital loss of EUR 6 million in 2014) and interest, net of tax impact, to be paid to holders of:

- (i) deeply subordinated notes (EUR -119 million in respect of Q4 14 and EUR -413 million for 2014),
- (ii) undated subordinated notes recognised as shareholders' equity (EUR -2 million in respect of Q4 14 and EUR -7 million in 2014).

Earnings per share is therefore calculated as the ratio of corrected Group net income for the period to the average number of ordinary shares outstanding, excluding own shares and treasury shares but including (a) trading shares held by the Group and (b) shares held under the liquidity contract.

### 4- **Net assets** are comprised of Group shareholders' equity, excluding (i) deeply subordinated notes

(EUR 9.4 billion), undated subordinated notes previously recognised as debt (EUR 0.3 billion) and (ii) interest payable to holders of deeply subordinated notes and undated subordinated notes, but reinstating the book value of trading shares held by the Group and shares held under the liquidity contract. **Tangible net assets** are corrected for net goodwill in the assets and goodwill under the equity method. In order to calculate Net Asset Value Per Share or Tangible Net Asset Value Per Share, the number of shares used to calculate book value per share is the number of shares issued at December 31st, 2014, excluding own shares and treasury shares but including (a) trading shares held by the Group and (b) shares held under the liquidity contract.

## TECHNICAL SUPPLEMENT

### METHODOLOGY (2/3)

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**5-** The Societe Generale Group's **Common Equity Tier 1 capital** is calculated in accordance with applicable CRR/CRD4 rules. The **solvency ratios** are presented pro forma for current earnings, net of dividends, for the current financial year, unless specified otherwise.

**6-** The Group's **ROTE** is calculated on the basis of tangible capital, i.e. excluding cumulative average book capital (Group share), average net goodwill in the assets and underlying average goodwill relating to shareholdings in companies accounted for by the equity method. The net income used to calculate ROTE is based on Group net income excluding interest, interest net of tax on deeply subordinated notes for the period (including issuance fees paid, for the period, to external parties and the discount charge related to the issue premium for deeply subordinated notes) and interest net of tax on undated subordinated notes recognised as shareholders' equity for the current period (including issuance fees paid, for the period, to external parties and the discount charge related to the issue premium for undated subordinated notes).

#### **7- Funded balance sheet, loan/deposit ratio, liquidity reserve**

The **funded balance sheet** gives a representation of the Group's balance sheet excluding the contribution of insurance subsidiaries and after netting derivatives, repurchase agreements and accruals.

At December 31st, 2014, the IFRS balance sheet excluding the assets and liabilities of insurance subsidiaries, after netting repurchase agreements and securities lending/borrowing, derivatives and accruals, has been restated to include:

the reclassification under customer deposits of SG Euro CT outstandings (included in customer repurchase agreements), as well as the share of issues placed by French Retail Banking networks (recorded in medium/long-term financing), and certain transactions carried out with counterparties equivalent to customer deposits (previously included in short-term financing). However, certain transactions equivalent to market resources are deducted from customer deposits and reintegrated in short-term financing. The net amount of transfers from

- medium/long-term financing to customer deposits amounted to EUR 7bn at December 31st, 2013 and EUR 14bn at December 31st, 2014
- short-term financing to customer deposits amounted to EUR 11bn at December 31st, 2013 and EUR 27bn at December 31st, 2014
- repurchase agreements to customer deposits amounted to EUR 3bn at December 31st, 2013 and EUR 2bn at December 31st, 2014

The balance of financing transactions has been allocated to medium/long-term resources and short-term resources based on the maturity of outstandings (more or less than one year). The initial maturity of debts has been used for debts represented by a security.

In assets, the item "customer loans" includes outstanding loans with customers, net of provisions and write-downs, including net lease financing outstandings and transactions at fair value through profit and loss, and excludes financial assets reclassified under loans and receivables in 2008 in accordance with the conditions stipulated by the amendments to IAS 39. These positions have been reclassified in their original lines.

The accounting item "due to central banks" in liabilities has been offset against the item "net central bank deposits" in assets.

The Group's **loan/deposit ratio** is calculated as the ratio between customer loans and customer deposits after the adjustments defined above.

The **liquid asset buffer or liquidity reserve** includes

central bank cash and deposits recognised for the calculation of the liquidity buffer for the LCR ratio.

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.

central bank eligible assets, unencumbered net of haircuts.

## TECHNICAL SUPPLEMENT

### METHODOLOGY (3/3)

At December 31st, 2014, the funded balance sheet was as follows:

In EUR bn	ASSETS	LIABILITIES
	DEC. 14	DEC. 14
Net central bank deposits	54	58
Interbank loans	34	
Client related trading assets	86	19
Securities	68	136
		25
Customer loans	369	377
Long term assets	35	56
Total assets	647	647
		Short term issuance
		Other
		Medium/Long term resources
		<i>o.w. LT debt with a remaining maturity below 1 year</i>
		Customer deposits
		Equity
		Total liabilities

As a reminder, at December 31st, 2013, the funded balance sheet, adjusted for the effects of the retrospective implementation of IFRS 10 and 11 was as follows:

In EUR bn	ASSETS	LIABILITIES
	DEC. 13	DEC. 13
Net Central bank deposits	63	96
Interbank loans	31	
Client related trading assets	80	1
Securities	59	138
		24
Customer loans	357	338
Long term assets	35	52
Total assets	625	625
		Short term issuance
		Other
		Medium/Long term resources
		<i>o.w. LT debt with a remaining maturity below 1 year</i>
		Customer deposits
		Equity
		Total liabilities

The Group's **loan/deposit ratio** is calculated as the ratio between customer loans and customer deposits defined accordingly, or 98% at December 31st, 2014 and 106% at December 31st, 2013.

The **liquid asset buffer or liquidity reserve** includes

- d) central bank cash and deposits recognised for the calculation of the liquidity buffer for the LCR ratio.
- e) 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.
- f) central bank eligible assets, unencumbered net of haircuts. Central bank cash balances, excluding mandatory reserves.

The implementation of IFRS 10 and 11 resulted in no variation in the liquidity reserve in respect of 2013. In Q4 14, the liquidity reserve included EUR 48 billion in respect of central bank deposits, EUR 75 billion of HQLA securities and EUR 24 billion of central bank eligible assets (respectively EUR 60 billion, EUR 78 billion and EUR 35 billion in Q4 13).



## **INVESTOR RELATIONS TEAM**

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