

# 30.06.2018 CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited figures)

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# 1. CONSOLIDATED FINANCIAL STATEMENTS

# CONSOLIDATED BALANCE SHEET - ASSETS

| (In millions of euros)  |                           | 30.06.2018 | 01.01.2018 | 31.12.2017 |
|---|---------------------------|------------|------------|------------|
| Cash, due from central banks  |                           | 85,456     | 114,404    | 114,404    |
| Financial assets at fair value through profit or loss                   | Notes 3.1, 3.2<br>and 3.4 | 382,656    | 369,112    | 419,680    |
| Hedging derivatives   | Notes 3.2 and 3.4         | 12,024     | 12,718     | 13,641     |
| Financial assets at fair value through other<br>comprehensive income    | Notes 3.3 and 3.4         | 57,335     | 50,468     |            |
| Available-for-sale financial assets                                     |                           |            |            | 139,998    |
| Securities at amortised cost  | Notes 3.5, 3.8<br>and 3.9 | 11,428     | 11,592     |            |
| Due from banks at amortised cost  | Notes 3.5, 3.8<br>and 3.9 | 63,783     | 53,656     | 60,866     |
| Customer loans at amortised cost  | Notes 3.5, 3.8<br>and 3.9 | 427,296    | 417,391    | 425,231    |
| Revaluation differences on portfolios hedged against interest rate risk |                           | 504        | 663        | 663        |
| Investments of insurance activities                                     | Note 4.3                  | 149,134    | 147,611    |            |
| Held-to-maturity financial assets                                       |                           |            |            | 3,563      |
| Tax assets  |                           | 5,479      | 6,292      | 6,001      |
| Other assets  | Note 4.4                  | 67,548     | 60,449     | 60,562     |
| Non-current assets held for sale  | Note 2.3                  | 4,313      | 13         | 13         |
| Investments accounted for using the equity method                       |                           | 655        | 659        | 700        |
| Tangible and intangible fixed assets                                    |                           | 25,537     | 24,200     | 24,818     |
| Goodwill  | Note 2.2                  | 4,874      | 4,988      | 4,988      |
| Total   |                           | 1,298,022  | 1,274,216  | 1,275,128  |

# CONSOLIDATED BALANCE SHEET - LIABILITIES

| (In millions of euros)  |                           | 30.06.2018 | 01.01.2018 | 31.12.2017 |
|---|---------------------------|------------|------------|------------|
| Due to central banks  |                           | 9,956      | 5,604      | 5,604      |
| Financial liabilities at fair value through profit or loss              | Notes 3.1,<br>3.2 and 3.4 | 373,147    | 368,550    | 368,705    |
| Hedging derivatives   | Note 3.2<br>and 3.4       | 6,438      | 6,146      | 6,750      |
| Debt securities issued  | Notes 3.6<br>and 3.9      | 101,658    | 103,235    | 103,235    |
| Due to banks  | Notes 3.6<br>and 3.9      | 89,783     | 88,621     | 88,621     |
| Customer deposits   | Notes 3.6<br>and 3.9      | 415,101    | 410,633    | 410,633    |
| Revaluation differences on portfolios hedged against interest rate risk |                           | 5,481      | 6,020      | 6,020      |
| Tax liabilities   |                           | 1,153      | 1,608      | 1,662      |
| Other liabilities   | Note 4.4                  | 76,293     | 69,139     | 69,139     |
| Non-current liabilities held for sale                                   | Note 2.3                  | 4,042      | -          | -          |
| Underwriting reserves of insurance companies                            |                           |            |            | 130,958    |
| Insurance contracts related liabilities                                 | Note 4.3                  | 132,258    | 131,717    |            |
| Provisions  | Note 8.3                  | 5,356      | 6,345      | 6,117      |
| Subordinated debts  | Note 3.9                  | 13,993     | 13,647     | 13,647     |
| Total liabilities   |                           | 1,234,659  | 1,211,265  | 1,211,091  |
| Shareholders' equity  |                           |            |            |            |
| Shareholders' equity, Group share                                       |                           |            |            |            |
| Issued common stocks, equity instruments and capital reserves           |                           | 29,585     | 29,427     | 29,427     |
| Retained earnings   |                           | 28,542     | 27,698     | 27,791     |
| Net income  |                           | 2,006      | 2,806      | 2,806      |
| Sub-total   |                           | 60,133     | 59,931     | 60,024     |
| Unrealised or deferred capital gains and losses                         |                           | (1,174)    | (1,503)    | (651)      |
| Sub-total equity, Group share   |                           | 58,959     | 58,428     | 59,373     |
| Non-controlling interests   |                           | 4,404      | 4,523      | 4,664      |
| Total equity  |                           | 63,363     | 62,951     | 64,037     |
| Total   |                           | 1,298,022  | 1,274,216  | 1,275,128  |

# CONSOLIDATED INCOME STATEMENT

| (In millions of euros)   |          | 1st half of<br>2018 <sup>(1)</sup> | 2017     | 1st half of<br>2017 |
|--|----------|------------------------------------|----------|---------------------|
| Interest and similar income  | Note 3.7 | 10,919                             | 23,679   | 12,125              |
| Interest and similar expense   | Note 3.7 | (5,467)                            | (13,263) | (6,870)             |
| Fee income   | Note 4.1 | 4,489                              | 10,504   | 5,338               |
| Fee expense  | Note 4.1 | (1,787)                            | (3,681)  | (1,885)             |
| Net gains and losses on financial transactions   |          | 2,878                              | 5,826    | 3,037               |
| o/w net gains and losses on financial instruments<br>at fair value through profit or loss          |          | 2,856                              | 5,113    | 2,669               |
| o/w net gains and losses on available-for-sale<br>financial assets                                 |          |                                    | 713      | 368                 |
| o/w net gains and losses on financial instruments at fair value through other comprehensive income | Note 3.3 | 24                                 |          |                     |
| o/w net gains and losses from the derecognition of<br>financial assets at amortised cost           |          | (2)                                |          |                     |
| Net income from insurance activities   | Note 4.3 | 859                                |          |                     |
| Income from other activities   | Note 4.2 | 5,325                              | 22,045   | 12,298              |
| Expenses from other activities   | Note 4.2 | (4,468)                            | (21,156) | (12,370)            |
| Net banking income   |          | 12,748                             | 23,954   | 11,673              |
| Personnel expenses   | Note 5   | (4,785)                            | (9,749)  | (4,742)             |
| Other operating expenses   | Note 8.2 | (3,860)                            | (7,083)  | (3,590)             |
| Amortisation, depreciation and impairment of tangible and intangible fixed assets                  |          | (487)                              | (1,006)  | (481)               |
| Gross operating income   |          | 3,616                              | 6,116    | 2,860               |
| Cost of risk   | Note 3.8 | (378)                              | (1,349)  | (368)               |
| Operating income   |          | 3,238                              | 4,767    | 2,492               |
| Net income from investments accounted for using the equity method                                  |          | 29                                 | 92       | 50                  |
| Net income/expense from other assets   |          | (41)                               | 278      | 245                 |
| Value adjustments on goodwill  |          | -                                  | 1        | 1                   |
| Earnings before tax  |          | 3,226                              | 5,138    | 2,788               |
| Income tax   | Note 6   | (886)                              | (1,708)  | (691)               |
| Consolidated net income  |          | 2,340                              | 3,430    | 2,097               |
| Non-controlling interests  |          | 334                                | 624      | 292                 |
| Net income, Group share  |          | 2,006                              | 2,806    | 1,805               |
| Earnings per ordinary share  | Note 7.2 | 2.22                               | 2.92     | 1.94                |
| Diluted earnings per ordinary share  | Note 7.2 | 2.22                               | 2.92     | 1.94                |
|  |          |                                    |          |                     |

(1) The presentation of the Group's consolidated income statement is modified as from 2018 following the transition to IFRS 9:

- income and expenses from insurance activities are grouped on a specific line item within the "Net banking income" (see Note 1, paragraph 4);

- the line item "Cost of risk" is now exclusively dedicated to credit risk (see Note 3.8);

- fair value changes of financial liabilities designated to be measured at fair value through profit or loss (using the fair value option) attributable to changes in own credit risk are now recorded under "Unrealised or deferred gains and losses" (see Note 3.1).

# STATEMENT OF NET INCOME AND UNREALISED OR DEFERRED GAINS AND LOSSES

|  | 1st half of | 2017    | 1st half of |
|--|-------------|---------|-------------|
| (In millions of euros)   | 2018        |         | 2017        |
| Net income   | 2,340       | 3,430   | 2,097       |
| Unrealised or deferred gains and losses that will be reclassified subsequently into income     | 128         | (2,371) | (1,525)     |
| Translation differences  | 346         | (2,088) | (1,339)     |
| Revaluation of debt instruments at fair value through other comprehensive income               | (129)       |         |             |
| Revaluation differences  | (121)       |         |             |
| Reclassified into income   | (8)         |         |             |
| Revaluation of available-for-sale financial assets <sup>(1)</sup>                              | (4)         | (218)   | (146)       |
| Revaluation differences  | (4)         | 69      | 10          |
| Reclassified into income   | -           | (287)   | (156)       |
| Revaluation of hedging derivatives   | (130)       | (100)   | (43)        |
| Revaluation differences  | (164)       | (94)    | (39)        |
| Reclassified into income   | 34          | (6)     | (4)         |
| Unrealised gains and losses of entities accounted for using the equity method                  | 1           | (20)    | (20)        |
| Others   | 9           | -       | -           |
| Tax related  | 35          | 55      | 23          |
| Unrealised or deferred gains and losses that will not be reclassified subsequently into income | 146         | 19      | 39          |
| Actuarial gains and losses on defined benefit plans  | 57          | 42      | 57          |
| Revaluation of own credit risk of financial liabilities at fair value through profit or loss   | 141         |         |             |
| Revaluation of equity instruments at fair value through other comprehensive income             | 1           |         |             |
| Unrealised gains and losses of entities accounted for using the equity method                  | (3)         | -       | -           |
| Tax related  | (50)        | (23)    | (18)        |
| Total unrealised or deferred gains and losses  | 274         | (2,352) | (1,486)     |
| Net income and unrealised or deferred gains and losses   | 2,614       | 1,078   | 611         |
| o/w Group share  | 2,334       | 504     | 347         |
| o/w non-controlling interests  | 280         | 574     | 264         |

(1) Unrealised gains and losses on available-for-sale financial assets are related exclusively to insurance activities from the 2018 financial year.

# CHANGES IN SHAREHOLDERS' EQUITY

|  |                  | Capital and associated reserves      |                            |                 |             |          |                         |
|--|------------------|--------------------------------------|----------------------------|-----------------|-------------|----------|-------------------------|
|  | Issued<br>common | lssuing<br>premium<br>and<br>capital | Elimination<br>of treasury | Other<br>equity |             | Retained | Net<br>income,<br>Group |
| (In millions of euros)   | stocks           | reserves                             | stock                      |                 | Total       | earnings | share                   |
| Shareholders' equity at 1 January 2017   | 1,010            | 20,277                               | (371)                      | 9,680           | 30,596      | 29,687   | -                       |
| Increase in common stock   |                  |                                      |                            |                 | -           | (22)     |                         |
| Elimination of treasury stock  |                  |                                      | 66                         | (054)           | 66          | (22)     |                         |
| Issuance / Redemption of equity instruments  |                  | 24                                   |                            | (651)           | (651)<br>24 | 67       |                         |
| Equity component of share-based payment plans 1st half of 2017 dividends paid              |                  | 24                                   |                            |                 | - 24        | (2 119)  |                         |
| Effect of acquisitions and disposals on equity investment with no effect on                |                  |                                      |                            |                 | -           | (2,118)  |                         |
| entity control   |                  |                                      |                            |                 | -           | 447      |                         |
| Sub-total of changes linked to relations with shareholders                                 | -                | 24                                   | 66                         | (651)           | (561)       | (1,626)  |                         |
| Unrealised or deferred gains and losses  |                  |                                      |                            |                 | -           | 38       |                         |
| 1st half of 2017 Net income for the period   |                  |                                      |                            |                 | -           |          | 1,805                   |
| Change in equity of associates and joint ventures accounted for using the<br>equity method |                  |                                      |                            |                 | -           |          |                         |
| Other changes  |                  |                                      |                            |                 | -           | (2)      |                         |
| Sub-total  |                  | -                                    | -                          | -               |             | 36       | 1,805                   |
| Shareholders' equity at 30 June 2017   | 1,010            | 20,301                               | (305)                      | 9,029           | 30,035      | 28,097   | 1,805                   |
| Increase in common stock   |                  | 8                                    | . ,                        |                 | 8           |          |                         |
| Elimination of treasury stock  |                  |                                      | (188)                      |                 | (188)       | (7)      |                         |
| Issuance / Redemption of equity instruments  |                  |                                      | (100)                      | (463)           | (463)       | 131      |                         |
| Equity component of share-based payment plans  |                  | 35                                   |                            | (100)           | 35          |          |                         |
| 2nd half of 2017 dividends paid  |                  | 00                                   |                            |                 | -           | (382)    |                         |
| Effect of acquisitions and disposals on non-controlling interests                          |                  |                                      |                            |                 |             | (28)     |                         |
| Sub-total of changes linked to relations with shareholders                                 |                  | 43                                   | (188)                      | (463)           | (608)       | (286)    |                         |
| Unrealised or deferred gains and losses  |                  | 45                                   | (100)                      | (403)           | - (000)     | (19)     |                         |
| 2nd half of 2017 Net income for the period   |                  |                                      |                            |                 |             | (13)     | 1,001                   |
| Change in equity of associates and joint ventures accounted for using the                  |                  |                                      |                            |                 | -           |          | 1,001                   |
| equity method  |                  |                                      |                            |                 |             | (4)      |                         |
| Other changes  |                  |                                      |                            |                 | -           | (1)      |                         |
| Sub-total  | -                | -                                    | •                          | -               | -           | (20)     | 1,001                   |
| Shareholders' equity at 31 December 2017   | 1,010            | 20,344                               | (493)                      | 8,566           | 29,427      | 27,791   | 2,806                   |
| Appropriation of net income  |                  |                                      |                            |                 |             | 2,806    | (2,806)                 |
| IFRS 9 First time application (see Note 1)   |                  |                                      |                            |                 |             | (93)     |                         |
| Shareholders' equity at 1 January 2018   | 1,010            | 20,344                               | (493)                      | 8,566           | 29,427      | 30,504   | -                       |
| Increase in common stock   |                  |                                      |                            |                 | -           |          |                         |
| Elimination of treasury stock (see Note 7.1)   |                  |                                      | (257)                      |                 | (257)       | (37)     |                         |
| Issuance / Redemption of equity instruments (see Note 7.1)                                 |                  |                                      |                            | 392             | 392         | 116      |                         |
| Equity component of share-based payment plans  |                  | 24                                   |                            |                 | 24          |          |                         |
| 1st half of 2018 dividends paid (see Note 7.2)   |                  |                                      |                            |                 | -           | (2,075)  |                         |
| Effect of acquisitions and disposals on non-controlling interests                          |                  |                                      |                            |                 | -           | 40       |                         |
| Sub-total of changes linked to relations with shareholders                                 | -                | 24                                   | (257)                      | 392             | 159         | (1,956)  | -                       |
| Unrealised or deferred gains and losses  |                  |                                      |                            |                 | -           |          |                         |
| 1st half of 2018 Net income for the period   |                  |                                      |                            |                 | -           |          | 2,006                   |
| Change in equity of associates and joint ventures accounted for using the equity method    |                  |                                      |                            |                 | -           |          |                         |
| Other changes  |                  |                                      |                            |                 | -           | (7)      |                         |
| Sub-total  | -                | -                                    | -                          | -               | -           | (7)      | 2,006                   |
| Shareholders' equity at 30 June 2018   | 1,010            | 20,368                               | (750)                      | 8,958           | 29,586      | 28,541   | 2,006                   |
| · · · · · · · · · · · · · · · · · · ·  | .,               | _3,000                               | ()                         | 0,000           | ,000        | ,•       | 2,000                   |

| tal consolidated<br>shareholders'<br>equity | Total | Unrealised or deferred gains and losses | Other equity<br>instruments<br>issued by<br>subsidiaries | Capital and reserves | Shareholders'<br>equity, Group<br>share | Total   | that will not be<br>reclassified<br>subsequently<br>into income | that will be<br>reclassified<br>subsequently<br>into income |
|---|-------|---|--|----------------------|---|---------|---|---|
| 65,706                                      | 3,753 | 33                                      | 800  | 2,920                | 61,953                                  | 1,670   | -   | 1,670   |
| -   |       |   |  |                      | -                                       |         |   |   |
| 44  |       |   |  |                      | 44                                      |         |   |   |
| (584)                                       | -     |   |  |                      | (584)                                   |         |   |   |
| 24  |       |   |  |                      | 24                                      |         |   |   |
| (2,389)                                     | (271) |   |  | (271)                | (2,118)                                 |         |   |   |
| 1,087                                       | 640   |   |  | 640                  | 447                                     |         |   |   |
| (1,818)                                     | 369   | -                                       | -  | 369                  | (2,187)                                 | -       | -   | -   |
| (1,473)                                     | (28)  | (28)                                    |  |                      | (1,445)                                 | (1,483) | -   | (1,483)   |
| 2,097                                       | 292   |   |  | 292                  | 1,805                                   |         |   |   |
| (13)  |       |   |  |                      | (13)                                    | (13)    | -   | (13)  |
| (2)   | -     |   |  |                      | (2)                                     |         |   |   |
| 609   | 264   | (28)                                    |  | 292                  | 345                                     | (1,496) | -   | (1,496)   |
| 64,497                                      | 4,386 | 5                                       | 800  | 3,581                | 60,111                                  | 174     |   | 174   |
| 8   |       |   |  |                      | 8                                       |         |   |   |
| (195)                                       |       |   |  |                      | (195)                                   |         |   |   |
| (332)                                       |       |   |  |                      | (332)                                   |         |   |   |
| 35  |       |   |  |                      | 35                                      |         |   |   |
| (387)                                       | (5)   |   |  | (5)                  | (382)                                   |         |   |   |
| (54)  | (26)  |   |  | (26)                 | (28)                                    |         |   |   |
| (925)                                       | (31)  | -                                       | -  | (31)                 | (894)                                   |         |   |   |
| (865)                                       | (22)  | (21)                                    |  | (1)                  | (843)                                   | (824)   | -   | (824)   |
| 1,333                                       | 332   | ( )                                     |  | 332                  | 1,001                                   | (- )    |   | (- )  |
| (1)   |       |   |  |                      | (1)                                     | (1)     | -   | (1)   |
| (2)   | (1)   |   |  | (1)                  | (1)                                     |         |   |   |
| 465   | 309   | (21)                                    | -  | 330                  | 156                                     | (825)   | -   | (825)   |
| 64,037                                      | 4,664 | (16)                                    | 800  | 3,880                | 59,373                                  | (651)   | -   | (651)   |
| 04,037                                      | 4,004 | (10)                                    | 000  | 3,000                | 55,515                                  | (001)   |   | (001)   |
| (1,086)                                     | (141) | (29)                                    |  | (112)                | (945)                                   | (852)   | (459)   | (393)   |
| 62,951                                      | 4,523 | (45)                                    | 800  | 3,768                | 58,428                                  | (1,503) | (459)   | (1,044)   |
| -   |       |   |  |                      | -                                       |         |   |   |
| (294)                                       |       |   |  |                      | (294)                                   |         |   |   |
| 508   |       |   |  |                      | 508                                     |         |   |   |
| 24  |       |   |  |                      | 24                                      |         |   |   |
| (2,472)                                     | (397) |   |  | (397)                | (2,075)                                 |         |   |   |
| 36  | (4)   |   |  | (4)                  | 40                                      |         |   |   |
| (2,198)                                     | (401) | -                                       | -  | (401)                | (1,797)                                 | -       | -   | -   |
| 276   | (55)  | (55)                                    |  |                      | 331                                     | 331     | 148   | 183   |
| 2,340                                       | 334   |   |  | 334                  | 2,006                                   |         |   |   |
| -   | 2     |   |  | 3                    | (2)                                     | (2)     | (2)   |   |
| (7)   |       |   |  |                      | (7)                                     |         |   |   |
| 2,610                                       | 282   | (55)                                    | -  | 337                  | 2,328                                   | 329     | 146   | 183   |
| 63,363                                      | 4,404 | (100)                                   | 800  | 3,704                | 58,959                                  | (1,174) | (313)   | (861)   |

Non-controlling interests

Unrealised or deferred gains and losses

6

# CASH FLOW STATEMENT

| (In millions of euros)   | 1st half<br>of 2018 | 2017     | 1st half<br>of 2017* |
|--|---------------------|----------|----------------------|
| Net income (I)   | 2,340               | 3,430    | 2,097                |
| Amortisation expense on tangible and intangible fixed assets (including operational leasing)   | 2,248               | 4,283    | 2,051                |
| Net allocation to provisions   | 230                 | 108      | (1,299)              |
| Net income/loss from investments accounted for using the equity method   | (27)                | (92)     | (50)                 |
| Change in deferred taxes   | 315                 | 673      | 15                   |
| Net income from the sale of long-term assets and subsidiaries  | (48)                | (110)    | (51)                 |
| Other changes  | 1,034               | 4,367    | 3,095                |
| Non-cash items included in net income and others adjustments not including income on financial instruments at fair value through profit or loss (II) | 3,752               | 9,229    | 3,761                |
| Income on financial instruments at fair value through profit or loss   | 6,148               | (5,113)  | (2,669)              |
| Interbank transactions   | (6,633)             | 5,200    | 1,397                |
| Customer transactions  | 6,513               | (4,996)  | (8,268)              |
| Transactions related to other financial assets and liabilities   | (32,486)            | 22,876   | 24,774               |
| Transactions related to other non-financial assets and liabilities   | 1,385               | (2,228)  | (907)                |
| Net increase/decrease in cash related to operating assets and liabilities (III)  | (25,073)            | 15,739   | 14,327               |
| Net cash inflow (outflow) related to operating activities (A) = (I) + (II) + (III)   | (18,981)            | 28,398   | 20,185               |
| Net cash inflow (outflow) related to acquisition and disposal of financial assets and long term investments  | (5,052)             | (280)    | (526)                |
| Net cash inflow (outflow) related to tangible and intangible fixed assets  | (3,546)             | (5,928)  | (1,676)              |
| Net cash inflow (outflow) related to investment activities (B)   | (8,598)             | (6,208)  | (2,202)              |
| Cash flow from/to shareholders   | (2,443)             | (3,836)  | (3,172)              |
| Other net cash flows arising from financing activities   | 190                 | (331)    | (145)                |
| Net cash inflow (outflow) related to financing activities (C)  | (2,253)             | (4,167)  | (3,317)              |
| Net inflow (outflow) in cash and cash equivalents (A) + (B) + (C)  | (29,832)            | 18,023   | 14,666               |
| Cash, due from central banks (assets)  | 114,404             | 96,186   | 96,186               |
| Due to central banks (liabilities)   | (5,604)             | (5,238)  | (5,238)              |
| Current accounts with banks (see Notes 3.5 and 4.3)  | 22,159              | 24,639   | 24,639               |
| Demand deposits and current accounts with banks (see Note 3.6)   | (11,686)            | (14,337) | (14,337)             |
| Cash and cash equivalents at the start of the year   | 119,273             | 101,250  | 101,250              |
| Cash, due from central banks (assets)  | 85,456              | 114,404  | 112,396              |
| Due to central banks (liabilities)   | (9,956)             | (5,604)  | (7,339)              |
| Current accounts with banks (see Notes 3.5 and 4.3)  | 27,155              | 22,159   | 24,624               |
| Demand deposits and current accounts with banks (see Note 3.6)   | (13,214)            | (11,686) | (13,765)             |
| Cash and cash equivalents at the end of the year   | 89,441              | 119,273  | 115,916              |
| Net inflow (outflow) in cash and cash equivalents  | (29,832)            | 18,023   | 14,666               |

\* Amounts restated compared to the 30 June 2017 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options

# 2. NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

# NOTE 1 - SIGNIFICANT ACCOUNTING PRINCIPLES

#### **1. INTRODUCTION**



#### **ACCOUNTING STANDARDS**

The condensed interim consolidated financial statements for the Societe Generale Group ("the Group") for the six-month period ending 30 June 2018 were prepared and are presented in accordance with IAS (International Accounting Standard) 34 "Interim Financial Reporting".

These notes should be read in conjunction with the audited consolidated financial statements for the year ending 31 December 2017 included in the Registration document for the year 2017.

The most significant change made to the accounting principles is the application of IFRS 9 "Financial Instruments" as from 1 January 2018.

As the Group's activities are neither seasonal nor cyclical in nature, its first half results were not affected by these factors.



#### FINANCIAL STATEMENTS PRESENTATION

As the IFRS accounting framework does not specify a standard model, the format of the condensed financial statements used to present the data for financial year 2018 is consistent with the format of financial statements proposed by the French Accounting Standard Setter, the *Autorité des Normes Comptables* (ANC), under Recommendation No. 2017-02 of 2 June 2017. The presentation of the comparative data relative to financial year 2017 has not been modified and complies with the provisions of ANC Recommendation No. 2013-04 of 7 November 2013.

The disclosures provided in the notes to the interim consolidated financial statements relate to events and transactions that are significant to an understanding of the changes in financial position and performance of the Group during the first half of 2018. The disclosures provided in these notes focus on information that is both relevant and material to the financial statements of the Societe Generale Group, its activities and the circumstances in which it conducted its operations over the period.



#### PRESENTATION CURRENCY

The presentation currency of the consolidated financial statements is the euro.

The figures presented in the financial statements and in the notes are expressed in millions of euros, unless otherwise specified. The effect of rounding can generate discrepancies between the figures presented in the financial statements and those presented in the notes.

#### 2. NEW ACCOUNTING STANDARDS APPLIED BY THE GROUP AS OF 1 JANUARY 2018



IFRS 9 "Financial Instruments" (see paragraph 4)

IFRS 15 "Revenue from Contracts with Customers" and subsequent clarifications

Amendments to IFRS 4: Applying IFRS 9 "Financial Instruments" with IFRS 4 "Insurance Contracts" (see paragraph 4)

Annual improvements (2014-2016)

Amendments to IFRS 2 "Classification and Measurement of Share-based Payment Transactions"

Amendments to IAS 40 "Transfers of Investment Property"

IFRIC 22 "Foreign Currency Transactions and Advance Consideration"

Amendments to IFRS 9 "Prepayment Features with Negative Compensation" (see paragraph 4)

# IFRS 9 « FINANCIAL INSTRUMENTS », SUBSEQUENT AMENDMENTS AND AMENDMENTS TO IFRS 4 RELATED TO THE APPLICATION OF IFRS 9 BY INSURANCE COMPANIES

The impacts of the first-time application of IFRS 9 are presented in paragraph 4 "First-time application of IFRS 9" "Financial Instruments" below.

The application of the other standards, amendments, improvements and interpretations presented below has no material impact on the net income and shareholders' equity of the Group.

#### IFRS 15 "REVENUE FROM CONTRACTS WITH CUSTOMERS" AND SUBSEQUENT CLARIFICATIONS

This standard supersedes IAS 18 "Revenue", IAS 11 "Construction Contracts" and their interpretations and sets out the new requirements for recognising revenues earned from all types of contracts entered into with customers, with the exception of leases, insurance contracts, contracts in financial instruments and guarantees.

The recognition of revenues in the income statement shall depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

To apply this core principle, IFRS 15 provides a five-step model from the identification of the contract with the customer until the recognition of the related revenue when the performance obligation is fulfilled:



In the Group, the contracts that are the most concerned by the new standard are:

- banking services contracts that lead to the recognition of fee income (packages of banking services, fees related to asset management or to loan syndication, etc.);
- contracts for services linked to leasing activities (such as maintenance services for operational vehicle leasing and fleet management);
- real estate development transactions.

The Group has performed a review of the accounting treatments applied in prior periods for the recognition of revenues generated by contracts with customers and has assessed that they comply with the treatments provided by IFRS 15.

# 3. ACCOUNTING STANDARDS, AMENDMENTS OR INTERPRETATIONS TO BE APPLIED BY THE GROUP IN THE FUTURE

IASB publishes accounting standards, amendments and interpretations, some of which have not been adopted by the European Union as at 30 June 2018. They are required to be applied from annual periods beginning on 1 January 2019 at the earliest or on the date of their adoption by the European Union. They were therefore not applied by the Group as at 30 June 2018.

These standards are expected to be applied according to the following schedule:

|      | •IFRS 16 "Leases" <sup>[Adopted by EU]</sup> (see paragraph 5)                                  |
|------|---|
|      | IFRIC 23 "Uncertainty over Income Tax Treatments"   |
|      | <ul> <li>Amendments to IAS 28 "Long-term Interests in Associates and Joint Ventures"</li> </ul> |
| 2019 | Annual improvements (2015-2017 cycle)   |
|      | <ul> <li>Amendments to IAS 19 "Plan amendments, curtailments and settlements"</li> </ul>        |
|      |   |
| 2021 | •IFRS 17 "Insurance contracts"  |
|      |   |

#### **IFRS 16 "LEASES"**

IFRS 16 is presented in paragraph 5 "Preparation for the first-time-application of IFRS 16 Leases" below.

#### IFRIC 23 "UNCERTAINTY OVER INCOME TAX TREATMENTS"

#### Issued by IASB on 7 June 2017

This interpretation provides clarifications about the measurement and accounting treatment of income tax when there is uncertainty over income tax treatments. The approach to be used should be the one that provides the best predictions of the resolution of the uncertainty.

#### AMENDMENTS TO IAS 28 "LONG-TERM INTERESTS IN ASSOCIATES AND JOINT VENTURES"

#### Issued by IASB on 12 October 2017

The amendments clarify that IFRS 9 "Financial Instruments" shall be applied to financial instruments that form part of the net investment in an associate or a joint venture but to which the equity method is not applied.

#### ANNUAL IMPROVEMENTS (2015-2017)

#### Issued by IASB on 12 December 2017

As part of the annual Improvements to International Financial Reporting Standards, the IASB has issued amendments to IFRS 3 "Business Combinations", IFRS 11 "Joint Arrangements", IAS 12 "Income Taxes" and IAS 23 "Borrowing Costs".

#### AMENDMENTS TO IAS 19 "PLAN AMENDMENT, CURTAILMENT OR SETTLEMENT"

#### Issued by IASB on 7 February 2018

These amendments clarify how pension expenses are determined in the event of amendment, curtailment or settlement of defined benefit pension plans. In these cases, IAS 19 currently calls for the net cost of the defined benefit asset or liability to be remeasured.

The amendments require the entity to use the updated actuarial assumptions from this remeasurement to determine past service cost and net interest.

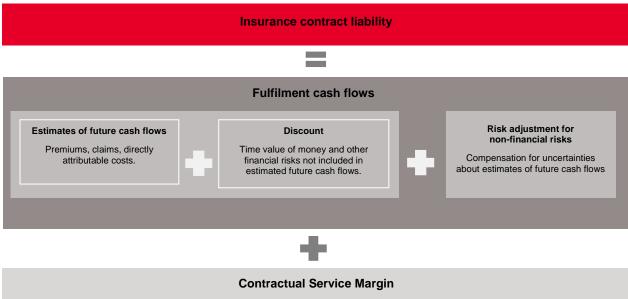
#### **IFRS 17 "INSURANCE CONTRACTS"**

#### Issued by IASB on 18 May 2017

This new standard will replace IFRS 4 "Insurance Contracts" that was issued in 2004 and which currently allows entities to use national requirements for the accounting of insurance contracts.

IFRS 17 provides new rules for the recognition, measurement, presentation and disclosure of insurance contracts that belong to its application scope (insurance contracts issued, reinsurance contracts held and investment contracts issued with discretionary participation features). The underwriting reserves currently recognised among liabilities in the balance sheet will be replaced by a current value measurement of insurance contracts.

The general model provided for the measurement of insurance contracts in the balance sheet will be based on a building-blocks approach: a current estimate of future cash flows, a risk adjustment, and a contractual service margin.



Unearned future profit measured on initial recognition.

Positive contractual service margins will be recognised as income over the duration of the insurance service, whereas negative margins will be immediately recognised as expense, as soon as the insurance contract is identified as onerous.

The general model will be the default measurement model for all insurance contracts.

However IFRS 17 also provides a mandatory alternative model for insurance contracts with direct participation features. Under this model, called "variable fee approach", the measurement of the insurance contract liability shall take into account the obligation to pay to policyholders a substantial share of the fair value returns on the underlying items, less a fee for future services provided by the insurance contract (changes in the fair value of underlying items due to policyholders are then recognised as an adjustment of the contractual service margin).

A simplified measurement (premium allocation approach) is also allowed by the standard under conditions for short-term contracts (12 months or less) and contracts for which the result of premium allocation approach is closed to the general approach.

These measurement models will have to be applied to homogeneous portfolios of insurance contracts. The level of aggregation of these portfolios will be assessed considering:

- contracts that are subject to similar risks and managed together;
- the year during which contracts are issued; and
- at initial recognition, contracts that are onerous, contracts that have no significant possibility of becoming onerous subsequently, and the remaining contracts.

#### 4. FIRST APPLICATION OF IFRS 9 "FINANCIAL INSTRUMENTS"

IFRS 9 replaces IAS 39, defining a new set of rules for measuring and classifying financial assets and liabilities, establishing a new methodology for the credit impairment of financial assets and for determining loss allowances for loan and guarantee commitments, and introducing changes in the treatment of hedging transactions, with the exception of macro-hedging transactions which will be covered by a separate standard currently under review by the IASB.

As from 1 January 2018, the Group applies IFRS 9 as adopted by the European Union on 22 November 2016. The Group did not early apply the provisions of IFRS 9 to previous reporting periods. Consequently, the accounting principles applicable to financial instruments have been amended and the disclosures presented in the notes to the consolidated financial statements have been updated, in accordance with the amendments to IFRS 7 issued with IFRS 9.

In accordance with the recommendations provided by the market authorities (ESMA and AMF), the Group elected to early apply, at 1 January 2018, the amendment to IFRS 9 "Prepayment Features with Negative Compensation", issued by the IASB on 12 October 2017 and adopted by the European Union on 22 March 2018.

#### **IFRS 9 ACCOUNTING PRINCIPLES**

#### CLASSIFICATION AND MEASUREMENT OF FINANCIAL ASSETS AND LIABILITIES

Under IFRS 9, financial assets are classified among three categories (Amortised cost, Fair value through profit or loss, and Fair value through other comprehensive income), based on their contractual cash flow characteristics and the entity's business model for managing these assets.

IFRS 9 carries forward the rules for classifying and measuring financial liabilities as they appear in IAS 39, without modification. The only exception applies to financial liabilities designated to be measured at fair value through profit or loss (using the fair value option), in which case the portion of the fair value changes attributable to changes in own credit risk is recorded under "*Unrealised or deferred gains and losses*" without subsequent reclassification into profit or loss (changes attributable to other factors will continue to be recognised in profit or loss). The scope of financial liabilities designated by the Group to be measured at fair value through profit or loss is not modified by IFRS 9. IFRS 9 also details how to recognise modifications of the terms of financial liabilities that do not result in derecognition.

The principles for the classification and measurement of financial instruments are detailed in Note 3.

#### **CREDIT RISK**

IFRS 9 has replaced the incurred loss model provided for in IAS 39 with an expected credit loss (ECL) model. Under this model, impairments and provisions for credit risk are recorded at the initial recognition of the financial assets and of loan and guarantee commitments without waiting for the occurrence of objective evidence of impairment (trigger event).

The application scope and accounting principles for recognising impairment and provisions for credit risk are detailed in Note 3.8.

#### HEDGE ACCOUNTING

In accordance with the transitional measures provided by IFRS 9, the Group has elected to continue recognising hedging transactions under IAS 39 as adopted by the European Union.

However, additional disclosures will also be provided in the notes to the 31 December 2018 consolidated financial statements pursuant to amendments to IFRS 7.

#### TRANSITION REQUIREMENTS

The first-time application of IFRS 9 at 1 January 2018 is retrospective in terms of "Classification and measurement" and "Credit risk"; however, the transitional provisions of IFRS 9 provide the option, taken by the Group, of not restating comparative data for previous financial years.

Consequently, for financial instruments, the data for financial year 2017 which are presented in comparison with the data for financial year 2018 comply with the provisions of IAS 39 as adopted by the European Union.

Differences in the measurement of financial assets and liabilities resulting from the first-time application of IFRS 9 at 1 January 2018 are recorded directly in equity at that date.

As permitted by the amendment to IFRS 4 "Applying IFRS 9, Financial Instruments, with IFRS 4, Insurance Contracts", as adopted by the European Union on 3 November 2017, the Group has elected to defer the application of IFRS 9 and continue applying IAS 39, as adopted by the European Union, for its insurance subsidiaries (see Note 4.3).

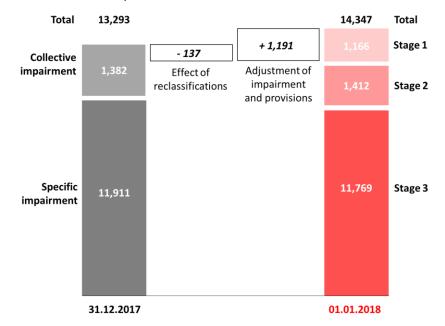
According to ANC's Recommendation No. 2017-02 of 2 June 2017, a separate line was added to the income statement under *Net banking income* for clarification purposes. The following table present the 1<sup>st</sup> half of 2018 data prior to this reclassification:

| (In millions of euros)   | 1st half of 2018<br>before<br>reclassification | 2017     | 1st half of<br>2017 |  |
|--|--|----------|---------------------|--|
| Interest and similar income  | 11,987   | 23,679   | 12,125              |  |
| Interest and similar expense   | (6,626)  | (13,263) | (6,870)             |  |
| Fee income   | 5,333  | 10,504   | 5,338               |  |
| Fee expense  | (1,928)  | (3,681)  | (1,885)             |  |
| Net gains and losses from financial transactions   | 2,925  | 5,826    | 3,037               |  |
| o/w net gains and losses on financial instruments at fair value through profit or loss             | 2,767  | 5,113    | 2,669               |  |
| o/w net gains and losses on available-for-sale financial assets                                    | 136  | 713      | 368                 |  |
| o/w net gains and losses on financial instruments at fair value through other comprehensive income | 24   |          |                     |  |
| o/w net gains and losses from the derecognition of financial assets at amortised cost              | (2)  |          |                     |  |
| Income from other activities   | 12,045   | 22,045   | 12,298              |  |
| Expenses from other activities   | (10,988)                                       | (21,156) | (12,370)            |  |
| Net banking income   | 12,748   | 23,954   | 11,673              |  |

#### IMPACTS ON IMPAIRMENT AND PROVISIONS

#### ADJUSTMENT OF CREDIT RISK IMPAIRMENT AND PROVISIONS AT FIRST TIME APPLICATION

The following diagram presents the adjustments recorded on credit risk impairment and provisions between the situation as at 31 December 2017 established in compliance with IAS 39 and the situation as at 1 January 2018, established in compliance with IFRS 9.



The increase of impairment and provisions for credit risk is mainly due to the transition from a model based on the recognition of incurred losses to a model based on the recognition of expected losses.

There is a direct match between specific impairment and provisions under IAS 39 and Stage 3 impairment and provisions under IFRS 9 with the exception of impairment on financial assets that are measured at fair value through profit or loss either because they do not satisfy the SPPI criteria under IFRS 9 (reclassified outstandings: EUR 643 million) or they have been reclassified in the trading portfolio regarding their business model (reclassified outstandings: EUR 644 million). Indeed, the definition of default exposure remains unchanged between the two standards. After an in-depth analysis of methods used to estimate future recoverable cash flows, we found that a large portion of cash flow estimates already include a prospective feature. In cases where the loss assessment method was based on a statistical method, the link between credit losses and macro-economic variables is not relevant.

Moreover, no outstanding has been classified as purchased or originated credit-impaired assets.

However, impairments on groups of homogeneous assets have been replaced by expected credit loss impairments at one year or at maturity:

- outstandings on counterparties with a weakened financial situation since the initial recognition of those financial assets but without any objective evidence of impairment identified individually (watchlist outstanding) have been partly included in the Stage 2 category with expected credit loss impairment calculated at maturity;
- outstandings on counterparties of economic sectors considered as in crisis following loss triggering events on outstandings on geographical sectors or on countries for which a deterioration of the credit risk has been observed, have been allocated to Stage 1 (expected credit loss impairment at one year) and Stage 2 categories (expected credit loss impairment at maturity) depending on their individual credit risk and taking into account the deterioration of the sector or country between the granting date of the loan and the reporting date.

As a result, the net increase related to the transition to IFRS 9 is limited to EUR 1,054 million and is mainly due to one year expected credit loss impairments and provisions.

|   |                     | IAS 39 / IAS 37 Poclassification of credit ris |        | IAS 39 / IAS 37<br>Reclassification of credit risk |                      |         |         |         | Balance as of 01.01.2018<br>IFRS 9 |  |  |  |
|---|---------------------|--|--------|--|----------------------|---------|---------|---------|------------------------------------|--|--|--|
| (In millions of euros)  | Specific assessment | Collective assessment                          | Total  | effects  | provisions<br>IFRS 9 | Stage 1 | Stage 2 | Stage 3 | Total                              |  |  |  |
| Impairment of financial assets  | 11,565              | 1,311  | 12,876 | (137)  | 925                  | 997     | 1,244   | 11,423  | 13,664                             |  |  |  |
| Impairment of financial<br>assets at amortised<br>cost                                      | 11,460              | 1,311  | 12,771 | (47)   | 925                  | 992     | 1,244   | 11,413  | 13,649                             |  |  |  |
| Customer loans at<br>amortised cost   | 11,214              | 1,311  | 12,525 | (52)   | 888                  | 982     | 1,217   | 11,162  | 13,361                             |  |  |  |
| Due from banks at<br>amortised cost   | 25                  |  | 25     |  | 4                    | 4       |         | 25      | 29                                 |  |  |  |
| Securities at<br>amortised cost   |                     |  |        | 5  | 6                    | 6       |         | 5       | 11                                 |  |  |  |
| Held-to-maturity financial assets   |                     |  |        |  |                      |         |         |         |                                    |  |  |  |
| Other assets  | 221                 |  | 221    |  | 27                   |         | 27      | 221     | 248                                |  |  |  |
| Impairment of financial<br>assets at fair value<br>through other<br>comprehensive<br>income | 105                 | -  | 105    | (90)   | -                    | 5       | -       | 10      | 15                                 |  |  |  |
| Available-for-sale financial assets   | 105                 |  | 105    | (105)  |                      |         |         |         |                                    |  |  |  |
| Financial assets at<br>fair value through<br>other<br>comprehensive<br>income               |                     |  |        | 15   |                      | 5       |         | 10      | 15                                 |  |  |  |
| Provision for credit risk<br>on commitments   | 346                 | 71   | 417    | -  | 266                  | 169     | 168     | 346     | 683                                |  |  |  |
| Total impairment /<br>provisions  | 11,911              | 1,382  | 13,293 | (137)  | 1,191                | 1,166   | 1,412   | 11,769  | 14,347                             |  |  |  |

#### BREAKDOWN OF IMPAIRMENT AND PROVISIONS BY ITEM OF THE BALANCE SHEET

#### **IMPACT ON BALANCE SHEET**

#### RECONCILIATION OF THE ASSET SIDE BETWEEN IAS 39 AND IFRS 9

To determine the classification under IFRS 9 of financial assets recognised on balance sheet as at 31 December 2017, the Group performed a detailed analysis of:

- the characteristics of contractual cash flows based on facts and circumstances at the date of initial recognition of the instruments;
- the business models of its financial assets based on facts and circumstances at 1 January 2018.

Moreover, the Group implemented a new expected credit loss model to estimate impairment on financial assets measured at amortised cost or at fair value through other comprehensive income and on receivables classified among Other assets (operating lease receivable and sundry debtors in particular) and to estimate provisions on financial guarantee and loan commitments.

The carrying amount of investments accounted for using the equity method has been adjusted according to IFRS 9 impacts on the financial assets held by those entities.

The following tables reconcile the asset side of the balance sheet as at 31 December 2017, prepared in compliance with IAS 39, and the asset side of the balance sheet as at 1 January 2018, prepared in compliance with IFRS 9.

|  | Reclassifications                      |   |   |  |  |   |             |                          |
|--|--|---|---|--|--|---|-------------|--------------------------|
| (In millions of euros)   | Balances<br>at<br>31.12.2017<br>IAS 39 | of<br>investments<br>of insurance<br>activities<br><b>A</b> | of<br>available<br>-for-sale<br>financial<br>assets<br><b>B</b> | of held-<br>to-<br>maturity<br>financial<br>assets<br><b>C</b> | of non-<br>SPPI loans<br>and<br>receivables<br>D | of loans<br>and<br>receivables<br>regarding<br>their<br>business<br>model<br><b>E</b> | Others<br>F | Reclassified<br>balances |
| Cash, due from central banks   | 114,404                                | -   | -   | -  | -  | -   | -           | 114,404                  |
| Financial assets at fair value through profit or loss                      | 419,680                                | (54,598)  | 2,422   | -  | 643  | 644   | 537         | 369,328                  |
| Hedging derivatives  | 13,641                                 | (420)   | -   | -  | -  | -   | (503)       | 12,718                   |
| Financial assets at fair value<br>through other comprehensive<br>income    | N/A                                    | -   | 49,874  | 485  | -  | 80  | -           | 50,439                   |
| Available-for-sale financial assets  | 139,998                                | (84,731)  | (55,267)  | -  |  |   | -           | -                        |
| Securities at amortised cost   | N/A                                    | -   | 2,971   | 3,078  | -  |   | 5,650       | 11,699                   |
| Due from banks at amortised cost   | 60,866                                 | (7,103)   | -   | -  | (5)  | (80)  | (18)        | 53,660                   |
| Customer loans at amortised cost   | 425,231                                | (141)   | -   | -  | (638)  | (644)   | (5,580)     | 418,228                  |
| Revaluation differences on portfolios<br>hedged against interest rate risk | 663                                    | -   | -   | -  | -  | -   | -           | 663                      |
| Investments of insurance activities  | N/A                                    | 147,611   | -   | -  | -  | -   | -           | 147,611                  |
| Held-to-maturity financial assets  | 3,563                                  | -   | -   | (3,563)  | -  |   | -           | -                        |
| Tax assets   | 6,001                                  | -   | -   | -  | -  | -   | -           | 6,001                    |
| Other assets   | 60,562                                 | -   | -   | -  | -  | -   | (86)        | 60,476                   |
| Non-current assets held for sale   | 13                                     | -   | -   | -  | -  | -   | -           | 13                       |
| Investments accounted for using the equity method                          | 700                                    | -   | -   | -  | -  | -   | -           | 700                      |
| Tangible and intangible fixed assets                                       | 24,818                                 | (618)   | -   | -  | -  | -   | -           | 24,200                   |
| Goodwill   | 4,988                                  | -   | -   | -  | -  | -   | -           | 4,988                    |
| Total  | 1,275,128                              | -   | -   | -  | -  | -   | -           | 1,275,128                |

|   |                          | v                           |                                  |                          |  |
|---|--------------------------|-----------------------------|----------------------------------|--------------------------|--|
| (In millions of euros)  | Reclassified<br>balances | Reclassification<br>effects | Depreciations<br>for credit risk | Change in deferred taxes | Balances at<br>01.01.2018<br>IFRS 9 <sup>(1)</sup> |
| Cash, due from central banks  | 114,404                  | G                           | Н                                | I                        | 114,404  |
| ,   | ,                        | (010)                       | -                                | -                        | ,  |
| Financial assets at fair value through profit or loss                   | 369,328                  | (216)                       | -                                | -                        | 369,112  |
| Hedging derivatives   | 12,718                   | -                           | -                                | -                        | 12,718   |
| Financial assets at fair value through other<br>comprehensive income    | 50,439                   | 29                          | -                                | -                        | 50,468   |
| Available-for-sale financial assets                                     | -                        | -                           | -                                | -                        | -  |
| Securities at amortised cost  | 11,699                   | (100)                       | (7)                              | -                        | 11,592   |
| Due from banks at amortised cost  | 53,660                   | -                           | (4)                              | -                        | 53,656   |
| Customer loans at amortised cost  | 418,228                  | 50                          | (887)                            | -                        | 417,391  |
| Revaluation differences on portfolios hedged against interest rate risk | 663                      | -                           | -                                | -                        | 663  |
| Investments of insurance activities                                     | 147,611                  | -                           | -                                | -                        | 147,611  |
| Held-to-maturity financial assets                                       | -                        | -                           | -                                | -                        | -  |
| Tax assets  | 6,001                    | -                           | -                                | 291                      | 6,292  |
| Other assets  | 60,476                   | -                           | (27)                             | -                        | 60,449   |
| Non-current assets held for sale  | 13                       | -                           | -                                | -                        | 13   |
| Investments accounted for using the equity method                       | 700                      | (45)                        | -                                | 4                        | 659  |
| Tangible and intangible fixed assets                                    | 24,200                   | -                           | -                                | -                        | 24,200   |
| Goodwill  | 4,988                    | -                           | -                                | -                        | 4,988  |
| Total   | 1,275,128                | (282)                       | (925)                            | 295                      | 1,274,216  |

(1) Except for insurance subsidiaries (see Note 4.3)

#### **DESCRIPTION OF RECLASSIFICATIONS**

#### Identification of insurance investments (column A)

Following the decision of the Group to defer the application of IFRS 9 for its insurance subsidiaries, all financial assets and real-estate investments hold by those entities have been grouped in a specific line of the balance sheet (*Investments of insurance activities*) in which financial assets remain recorded in compliance with IAS 39.

#### Reclassification of available-for-sale and held-to-maturity financial assets (columns B and C)

Applying IFRS 9 causes the disappearance of the accounting categories *Available-for-sale financial assets* and *Held-to-maturity financial assets*. Consequently, except for instruments grouped in the line *Investments of insurance activities*, instruments previously included in those categories have been reclassified in the new IFRS 9 accounting categories according to the characteristics of their contractual cash flows and their business model.

As of 31 December 2017, except for investments of insurance activities, available-for-sale financial assets included debt securities (bonds and equivalent securities) for EUR 53,464 million and equity securities (shares and equivalent securities) for EUR 1,803 million.

- Debt securities are mainly held as part of the cash management activities for the Bank's own account and as part of the management of HQLA (High Quality Liquid Assets) portfolios included in the liquidity buffer. Those securities, whose contractual cash flows are SPPI, are primarily classified as *Financial* assets at fair value through other comprehensive income for EUR 49,584 million in compliance with their business model which implies regular sales of assets from liquidity buffer portfolios. The business model implying collecting contractual cash flows is only marginally applied by some subsidiaries for their HQLA portfolios which have therefore been classified as *Securities at amortised cost* for EUR 2,971 million;
- The other debt securities belong mainly to residual portfolios of securitisation assets managed in runoff which have therefore been classified as *Financial assets at fair value through profit or loss* for EUR 895 million;
- Equity securities have been classified by default as *Financial assets at fair value through profit or loss* for EUR 1,513 million. The option to measure shares at fair value through other comprehensive income without later reclassification through profit or loss has been chosen in a very few cases by the Group (EUR 290 million).

Financial assets previously classified as *Held-to-maturity financial assets* included exclusively debt securities with SPPI contractual cash flows. Those securities are held for the management of the Group liquidity buffer which implies collecting their contractual cash flows. Consequently, they have been classified as *Securities at amortised cost* for EUR 3,078 million. Marginally, some long-term securities have been classified as *Financial assets at fair value through other comprehensive income* considering their specific business model which can imply selling assets (EUR 485 million).

#### Marginal amount of non-SPPI loans and receivables (column D)

The amount of loans and receivables that have been reclassified among *Financial assets at fair value through profit or loss* due to the non-SPPI characteristics of their contractual cash flows is limited: EUR 643 million. Those instruments are mainly loans that include prepayment features with compensation that do not reflect the effect of changes in the benchmark interest rate.

#### Limited impact of reclassifications related to the business model (column E)

Loans and receivables to customers reclassified as *Financial assets at fair value through profit or loss* for EUR 644 million include mainly:

the portion of syndicated loans that are not intended to be kept by the Group and that have been identified since their origination as to be sold in the short term on the secondary market; and residual outstandings of CDO (Collateralised Debt Obligations) tranches and ABS (Asset Backed Securities) tranches presented among loans and receivables since their reclassification in 2008 and that are intended to be sold through an organised and pre-determined disposal program.

#### Other reclassifications (column F)

Hedging derivative instruments, for which the hedged financial asset has been reclassified as *Financial* assets at fair value through profit or loss, have been de-designated and reclassified as trading instruments for an amount of EUR 503 million on the asset side. Moreover, bonds which were considered to be loans and receivables under IAS 39 as those instruments are unquoted, have been reclassified as *Securities at* amortised cost for an amount of EUR 5,612 million.

#### DESCRIPTION OF VALUE ADJUSTMENTS

#### Limited effects of reclassifications (column G)

The balance sheet value of financial assets, which have been reclassified according to IFRS 9, has been adjusted based on their new measurement method. Those adjustments include EUR 137 million of credit risk impairment reversal on financial assets reclassified as *Financial assets at fair value through profit or loss*.

#### Increase in credit risk impairment (column H)

The application of the new accounting model for credit risk causes an adjustment of impairment related to financial assets measured at amortised cost (increase of EUR 925 million). This adjustment concerns mainly loans to customers. The analysis of those adjustments is presented in section "Impact on impairment and provisions".

#### Tax effects (column I)

The tax effects of those adjustments has changed the amounts of deferred tax assets and liabilities in the Group balance sheet.

#### RECONCILIATION OF THE LIABILITY SIDE BETWEEN IAS 39 AND IFRS 9

The following table reconciles the liability side of the balance sheet as at 31 December 2017 prepared in compliance with IAS 39 and the liability side of the balance sheet as at 1 January 2018 prepared in compliance with IFRS 9.

|   |  | Rec                            | lassification                  | s     | Value                        | Value adjustments                                      |                                   |   |
|---|--|--------------------------------|--------------------------------|-------|------------------------------|--|-----------------------------------|---|
| (In millions of euros)  | Balances<br>at<br>31.12.2017<br>IAS 39 | of<br>insurance<br>liabilities | of own<br>credit<br>adjustment |       | Reclassifications<br>effects | Depreciations<br>and<br>provisions for<br>credit risks | Change<br>in<br>deferred<br>taxes | Balances<br>at<br>01.01.2018<br>IFRS 9 <sup>(1)</sup> |
|   | 5 00 4                                 | Α                              | В                              | С     | D                            | E  | F                                 | 5 00 4  |
| Due to central banks<br>Financial liabilities at fair value<br>through profit or loss | 5,604<br>368,705                       | - (759)                        | -                              | 604   | -                            | -  | -                                 | 5,604<br>368,550                                      |
| Hedging derivatives   | 6,750                                  | -                              | -                              | (604) | -                            | -  | -                                 | 6,146   |
| Debt securities issued  | 103,235                                | -                              | -                              | -     | -                            | -  | -                                 | 103,235   |
| Due to banks  | 88,621                                 | -                              | -                              | -     | -                            | -  | -                                 | 88,621  |
| Customer deposits   | 410,633                                | -                              | -                              | -     | -                            | -  | -                                 | 410,633   |
| Revaluation differences on portfolios hedged against interest rate risk               | 6,020                                  | -                              | -                              | -     | -                            | -  | -                                 | 6,020   |
| Tax liabilities   | 1,662                                  | -                              | -                              | -     | -                            | -  | (54)                              | 1,608   |
| Other liabilities   | 69,139                                 | -                              | -                              | -     | -                            | -  | -                                 | 69,139  |
| Non-current liabilities held for sale   | -                                      | -                              | -                              | -     | -                            | -  | -                                 | -   |
| Underwriting reserves of insurance companies  | 130,958                                | (130,958)                      | -                              | -     | -                            | -  | -                                 | -   |
| Liabilities related to insurance<br>companies   | N/A                                    | 131,717                        | -                              | -     | -                            | -  | -                                 | 131,717   |
| Provisions  | 6,117                                  | -                              | -                              | -     | (38)                         | 266  | -                                 | 6,345   |
| Subordinated debt   | 13,647                                 | -                              | -                              | -     | -                            | -  | -                                 | 13,647  |
| Total liabilities   | 1,211,091                              | -                              | -                              | -     | (38)                         | 266  | (54)                              | 1,211,265   |
| SHAREHOLDERS' EQUITY  | -                                      | -                              | -                              | -     | -                            | -  | -                                 | -   |
| Shareholders' equity, Group share   | -                                      | -                              | -                              | -     | -                            | -  | -                                 | -   |
| Issued common stocks, equity<br>instruments and capital reserves                      | 29,427                                 | -                              | -                              | -     | -                            | -  | -                                 | 29,427  |
| Retained earnings   | 27,791                                 | -                              | 724                            | -     | 113                          | (1,031)  | 101                               | 27,698  |
| Net income  | 2,806                                  | -                              | -                              | -     | -                            | -  | -                                 | 2,806   |
| Sub-total   | 60,024                                 | -                              | 724                            | -     | 113                          | (1,031)  | 101                               | 59,931  |
| Unrealised or deferred capital<br>gains and losses                                    | (651)                                  | -                              | (724)                          | -     | (329)                        | 5  | 196                               | (1,503)   |
| Sub-total equity, Group share   | 59,373                                 | -                              | -                              | -     | (216)                        | (1,026)  | 297                               | 58,428  |
| Non-controlling interests   | 4,664                                  | -                              | -                              | -     | (28)                         | (165)  | 52                                | 4,523   |
| Total equity  | 64,037                                 | -                              | -                              | -     | (244)                        | (1,191)  | 349                               | 62,951  |
| Total   | 1,275,128                              | -                              | -                              | -     | (282)                        | (925)  | 295                               | 1,274,216   |

(1) Except for insurance subsidiaries (see Note 4.3)

#### **DESCRIPTION OF RECLASSIFICATIONS**

#### Identification of liabilities related to insurance contracts (column A)

Following the decision of the Group to defer the application of IFRS 9 for its insurance subsidiaries, liabilities related to insurance contracts (underwriting reserves of insurance companies and derivatives instruments) have been grouped in a specific line of the balance sheet (*Insurance contracts related to liabilities*).

#### OCA (Own Credit Adjustment) (column B)

Revaluation differences on financial liabilities designated at fair value through profit or loss using the fair value option, and related to the Group's own credit risk (also called OCA) are now recorded among *Unrealised or deferred capital gains and losses*, without subsequent reclassification in profit or loss. The cumulated differences as at 31 December 2017 amount to EUR - 724 million.

#### Other reclassifications (column C)

Hedging derivative instruments for which the hedged financial asset has been reclassified as *Financial* assets at fair value through profit or loss have been de-designated and reclassified as trading instruments for an amount of EUR 604 million on the liability side.

#### DESCRIPTION OF VALUE ADJUSTMENTS

#### Limited increase in provisions for credit risk (column E)

The application of the new accounting model for credit risk causes an adjustment of provisions on guarantee and loan commitments for an amount of EUR 266 million in addition to an adjustment of impairment on the asset side. The analysis of those adjustments is presented in the section "*Impact on impairment and provisions*".

#### Tax effects (column F)

The tax effects of those adjustments has changed the amounts of deferred tax assets and liabilities in the Group's balance sheet.

#### Equity (columns D, E and F)

The value adjustments recorded as at 1 January 2018 on Group assets and liabilities in compliance with IFRS 9 have been recorded with a corresponding entry in equity. Those adjustments are mainly due to the application of the new accounting model for credit risk (EUR -1,191 million).

Moreover, adjustments of impairment on debt financial assets at fair value through other comprehensive income have been reclassified from *Unrealised or deferred capital gains and losses* to *Retained earnings* (EUR 5 million).

#### 5. PREPARATION FOR THE FIRST APPLICATION OF IFRS 16 "LEASES"

This new standard will supersede the existing standard, IAS 17 and modify the accounting requirements for leases, more specifically in relation to the lessees' financial statements, with very few impacts for the lessors.

#### **ACCOUNTING TREATMENTS PROVIDED BY IFRS 16**

For all lease agreements, the lessee will be required to recognise a right-of-use asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments. In its income statement, the lessee will separately recognise the depreciation of the right-of-use assets and the interest expense on lease liabilities. This treatment is currently applied by lessees to finance-lease transactions and it will then be extended to operating leases as well:

|         | Income statement                                 | Fixed assets | Liabilities | Off balance sheet rights and obligations |
|---------|--|--------------|-------------|--|
| IAS 17  | Lease payments in<br>Other operating<br>expenses |              |             |  |
|         |  |              |             | €€€                                      |
| IFRS 16 | Amortisation<br>expense                          | $\checkmark$ | €€€         |  |

The Group, as lessee, currently records its leases as operating leases and recognises lease payments as income according to the straight line method over the term of the lease, in compliance with IAS 17.

Most lease payments (nearly 80%) concern property leases concluded for the rental of retail spaces (branch offices in the retail banking networks in France or abroad) and office buildings (used by some departments belonging to Group headquarters in France and local headquarters of the main overseas subsidiaries, and in some locations on the main international financial markets: London, New York, Hong Kong). In France, commercial leases are generally enforceable for a term of 9 years, with an initial 3-year non-cancellation period.

The other lease payments concern mostly leasing of IT equipment and, very incidentally, vehicle leasing.

#### ORGANISATION OF THE IFRS 16 STANDARD IMPLEMENTATION PROGRAMME

Starting in the 4<sup>th</sup> quarter of 2016, the Group began a framework project for the implementation transition of its information systems and processes, and to define the lease contracts to be included in the scope of this new standard.

To that end, a project structure was established by the Finance Division and the Group Resources Division.

Since the beginning of 2017, the Group has:

- collected data on leases for real estate assets and begun collecting data on contracts covering IT equipment and auto leases in order to establish a Group lease database;
- developed an in-house calculation and operation tool for the lease database, which can be used to generate the data required to recognise leases in the financial statements in accordance with IFRS 16.

At this point in the implementation of IFRS 16, the quantified impacts of its application on the Group's financial statements cannot be reasonably estimated.

#### 6. USE OF ESTIMATES AND JUDGMENT

When applying the accounting principles disclosed in the following notes for the purpose of preparing the Group's consolidated financial statements, the Management makes assumptions and estimates that may have an impact on the figures recorded in the income statement, on the valuation of assets and liabilities in the balance sheet, and on the information disclosed in the notes to the consolidated financial statements.

In order to make these assumptions and estimates, the Management uses the information available at the date of preparation of the consolidated financial statements and can exercise its judgment. By their nature, valuations based on estimates include risks and uncertainties relating to their occurrence in the future.

Consequently, actual future results may differ from these estimates and may then have a significant impact on the financial statements.

These estimates are notably used in the fair value measurement of financial instruments and the measurement of asset impairment, provisions recognised as liabilities in the balance sheet (in particular, provisions for disputes in a complex legal setting), deferred tax assets recognised in the balance sheet and goodwill, as well as the assessment of controls for determining the scope of consolidated entities (especially for structured entities).

For the application of IFRS 9, the Group has expanded the use of estimates and judgement in analysing the contractual cash flow characteristics of financial assets, assessing the increase in credit risk observed since the initial recognition of financial assets, and measuring the amount of expected credit losses on these same financial assets.

The United Kingdom has organised on 23 June 2016 a referendum in which a majority of British citizens voted to leave the European Union (Brexit). Negotiations are in progress to redefine the economic relationships between the United Kingdom and the European Union. The Group closely follows the progress of the discussions and their consequences in the short, medium and long term. If needed, the Group takes these consequences into account when making assumptions and estimates for preparing its consolidated financial statements.

### NOTE 2 - CONSOLIDATION

### NOTE 2.1 - CONSOLIDATION SCOPE

The consolidation scope includes subsidiaries and structured entities under the Group's exclusive control, joint arrangements (joint ventures and joint operations) and associates whose financial statements are significant relative to the Group's consolidated financial statements, notably regarding Group consolidated total assets and gross operating income.

There is no significant change to the consolidation scope at 30 June 2018, compared with the scope applicable at the closing date of 31 December 2017.

#### NOTE 2.2 - GOODWILL

The table below shows the changes in the net values of goodwill recorded by the Cash-Generating Units (CGUs) in the first half of 2018:

| (In millions of euros)                                  | Net book<br>value at<br>31.12.2017 | Acquisitions<br>and other<br>increases | Disposals<br>and other<br>decreases <sup>(1)</sup> | Transfers <sup>(2)</sup> | Net book<br>value at<br>30.06.2018 |
|---|------------------------------------|--|--|--------------------------|------------------------------------|
| French Retail Banking                                   | 815                                |  |  | (18)                     | 797                                |
| Societe Generale Network                                | 304                                |  |  | (18)                     | 286                                |
| Crédit du Nord  | 511                                |  |  |                          | 511                                |
| International Retail Banking<br>& Financial Services    | 3,209                              | 9                                      | (123)  |                          | 3,095                              |
| Europe  | 1,787                              |  | (123)  |                          | 1,664                              |
| Russia  | -                                  |  |  |                          | -                                  |
| Africa, Mediterranean Basin and Overseas <sup>(3)</sup> | 231                                |  |  |                          | 231                                |
| Insurance   | 335                                |  |  |                          | 335                                |
| Equipment and Vendor<br>Finance                         | 335                                |  |  |                          | 335                                |
| Auto Leasing Financial<br>Services                      | 521                                | 9                                      |  |                          | 530                                |
| Global Banking and Investor Solutions                   | 964                                |  |  | 18                       | 982                                |
| Global Markets and Investor Services                    | 501                                |  |  |                          | 501                                |
| Financing and Advisory                                  | 39                                 |  |  | 18                       | 57                                 |
| Asset and Wealth<br>Management                          | 424                                |  |  |                          | 424                                |
| TOTAL   | 4,988                              | 9                                      | (123)  | -                        | 4,874                              |

(1) The goodwill for the Albanian and Bulgarian retail banks (Banka SG Albania and SG Express Bank) has been reclassified to "Non-current assets held for sale" (See Note 2.3).

(2) Since 1<sup>st</sup> January 2018, the activity Global Transaction and Payment Services has been transferred from French Retail Banking to Global Banking and Investor Solutions.

(3) The CGU "Africa, Asia, Mediterranean Basin and Overseas" has been renamed "Africa, Mediterranean Basin and Overseas" without consequences on the amount of goodwill.

# NOTE 2.3 - NON-CURRENT ASSETS HELD FOR SALE AND RELATED DEBT

#### **ACCOUNTING PRINCIPLES**

A non-current asset or group of assets and liabilities is deemed to be "held for sale" if its carrying value will primarily be recovered through a sale and not through its continuing use. For this classification to apply, the asset or group of assets and liabilities must then be immediately available-for-sale in its present condition and it must be highly probable that the sale will occur within twelve months.

For this to be the case, the Group must be committed to a plan to sell the asset (or disposal group if assets and liabilities) and have begun actively searching for a buyer. Furthermore, the asset or group of assets and liabilities must be measured at a price that is reasonable in relation to its current fair value.

Assets and liabilities into this category are classified as *Non-current assets held for sale* and *Non-current liabilities held for sale*, with no netting.

If the fair value less selling costs of non-current assets and groups of assets and liabilities held for sale is less that their net carrying value, an impairment is then recognized in profit or loss. Moreover, *Non-current assets held for sale* are no longer amortised or depreciated.

| (In millions of euros)                                     | 30.06.2018 | 31.12.2017 |
|--|------------|------------|
| Assets   | 4,313      | 13         |
| Fixed assets and Goodwill                                  | 144        | 6          |
| Financial assets   | 3,458      | 7          |
| Financial assets at fair value through profit or loss      | 68         | 7          |
| Financial assets at fair value through equity              | 522        | -          |
| Due from banks   | 97         | -          |
| Customer loans   | 2,771      | -          |
| Other assets   | 711        | -          |
| Liabilities  | 4,042      | -          |
| Allowances   | 15         | -          |
| Financial liabilities                                      | 3,974      | -          |
| Financial liabilities at fair value through profit or loss | 1          | -          |
| Due to banks   | 208        | -          |
| Customer deposits  | 3,765      | -          |
| Other liabilities  | 53         | -          |

The *Non-current assets held for sale* and *Non-current liabilities held for sale* items mainly encompass the assets and liabilities of the Group's Albanian and Bulgarian retail banking arms (SG Albania and SG Express Bank respectively).

The principle applied whereby some non-current assets held for sale (mostly goodwill and fixed assets) are assessed at their lowest accounting value and lowest net fair value for the disposal costs means that all or part of any expected capital loss from the sale of an asset group can be allocated as soon as these assets are reclassified under *Non-current assets held for sale*. In this context, the impairment cost recognised by the Group at 30 June 2018 was limited to EUR -27 million under *Net gains or losses from other assets*.

On 30 July 2018, the Group reached an agreement to sell Societe Generale Private Banking NV/SA. The contribution of this entity to the Group's balance sheet is limited (EUR 515 million among *Customer loans at amortised cost* and EUR 993 million among *Customer deposits*). The sale will not lead to any loss in the Group's consolidated statements. As at 30 June 2018, it was not highly probable that the sale could occur within twelve months; negotiations have been subsequently accelerated until succeeding at the late end of July. Accordingly, in the interim consolidated financial statements for the six-month period ending 30 June 2018, the entity's assets and liabilities remain presented in their original categories.

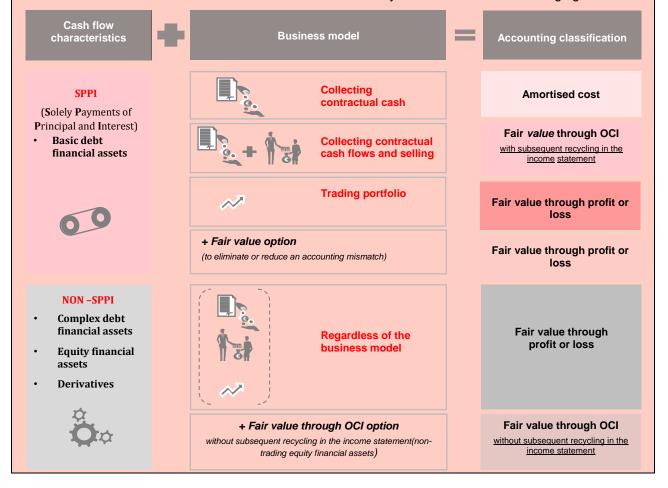
# NOTE 3 - FINANCIAL INSTRUMENTS

| MAKING | The financial instruments represent the contractual rights or obligations to receive or to pay cash or other financial assets. The Group's banking activities generally take the form of financial instruments covering a broad spectrum of assets and liabilities, such as loans, investment portfolios (equity, bonds, etc.), deposits, regulated savings accounts, debt securities issued and derivative instruments (swaps, options, forward contracts, credit derivatives, etc.). |
|--------|--|
| SIMPLE | In the financial statements, the classification and valuation of financial assets and liabilities depend on their contractual characteristics and the way the entity manages those financial instruments.  |
|        | However, this distinction is not applicable to derivative instruments, which are always measured at fair value in the balance sheet, no matter what their purpose is (market activities or hedging transactions).  |

#### **ACCOUNTING PRINCIPLES**

#### **CLASSIFICATION OF FINANCIAL ASSETS**

At initial recognition, financial instruments are classified in the Group balance sheet in one of three categories (amortised cost, fair value through profit or loss, and fair value through other comprehensive income) that determine their accounting treatment and subsequent measurement method. Classification is based on their contractual cash flow characteristics and the entity's business model for managing the assets.



The accounting principles for classifying financial assets require the entity to analyse the contractual cash flows generated by the financial instruments and to analyse the business model for managing the financial instruments.

#### Analysis of contractual cash flow characteristics

The aim of the analysis of contractual cash flow characteristics is to limit the option of recognising revenues from financial assets using the effective interest method exclusively to instruments whose characteristics are similar to those of a basic lending arrangement, meaning their associated cash flows are highly predictable. All other financial instruments that do not share these characteristics are measured at fair value through profit or loss, regardless of the business model used to manage them.

Contractual inflows that represent Solely Payments of Principal and Interest (SPPI) are consistent with a basic lending arrangement.

In a basic lending arrangement, interest predominantly consists of a consideration for the time value of money and for credit risk. Interest may also include a consideration for liquidity risk, administrative costs, and a commercial profit margin. Negative interest is not inconsistent with this definition.

All financial assets that are not basic will be mandatorily measured at fair value through profit or loss, regardless of the business model for managing them.

Derivatives qualifying as hedging instruments for accounting purposes are recorded on a separate line in the balance sheet (see Note 3.2).

The Group can make the irrevocable decision to classify and measure an investment in an equity instrument that is not held for trading purposes at fair value through other comprehensive income. Subsequently, the profit or loss accumulated in other comprehensive income will never be reclassified to profit or loss (only dividends from those investments will be recognised as income).

Guarantee deposits paid, trade receivables and operating lease receivables are presented among *Other assets* (see Note 4.4).

#### Analysis of the business model

The business model represents how the financial instruments are managed in order to generate cash flows and income.

The Group uses several business models in the course of exercising its different business lines. Business models are assessed on how groups of financial instruments are managed together to achieve a particular business objective. The business model is not assessed on an instrument-by-instrument basis, but at a portfolio level, considering relevant evidence such as:

- how the performance of the portfolio is evaluated and reported to the Group's management;
- how risks related to financial instruments within that business model are managed;
- how managers of the business are compensated;
- sales of assets realised or expected (size, frequency, purpose).

To determine the classification and measurement of financial assets, three different business models shall be distinguished:

- a business model whose objective is to collect contractual cash flows ("Collect" business model);
- a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets ("Collect and Sell" business model);
- and a separate business model for other financial assets, especially those that are held for trading purposes, where collecting contractual cash flows is only incidental.

#### Fair value option

A non-SPPI financial asset that is not held for trading purposes can be designated, at initial recognition, at fair value through profit or loss if such designation eliminates or significantly reduces discrepancies in the accounting treatment of certain financial assets and liabilities (accounting mismatch).

**CLASSIFICATION OF FINANCIAL LIABILITIES** 

Financial liabilities are classified into one of the following two categories:

- Financial liabilities at fair value through profit or loss: these are financial liabilities held for trading purposes, which by default include derivative financial liabilities not qualifying as hedging instruments and non-derivative financial liabilities designated by the Group upon initial recognition to be carried at fair value through profit or loss in accordance with the fair value option;
- Debts: these include the other non-derivative financial liabilities and are measured at amortised cost.

Derivative financial assets and liabilities qualifying as hedging instruments are carried on separate lines of the balance sheet (see Note 3.2).

Guarantee deposits received and trade payables are presented among Other liabilities (see Note 4.4).

#### **RECLASSIFICATION OF FINANCIAL ASSETS**

Reclassification of financial assets is only required in the exceptional event that the Group changes the business model used to manage these assets.

#### FAIR VALUE

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The valuation methods used by the Group to establish the fair value of financial instruments are detailed in Note 3.4.

#### **INITIAL RECOGNITION**

Financial assets are recognised on the balance sheet:

- at the settlement/delivery date for securities;
- at the trade date for derivatives;
- at the disbursement date for loans.

For instruments measured at fair value, changes in fair value between the trade date and the settlementdelivery date are recorded under profit or loss or under other comprehensive income, depending on the accounting classification of the financial assets in question. The trade date is the date on which the contractual commitment becomes binding and irrevocable for the Group.

When initially recognised, financial assets and liabilities are measured at fair value including transaction costs directly attributable to their acquisition or issuance, except for financial instruments recognised at fair value through profit or loss, for which these costs are booked directly to the income statement.

If the initial fair value is based on observable market data, any difference between the fair value and the transaction price, i.e. the sales margin, is immediately recognised in the income statement. However, if valuation inputs are not observable or if the valuation models are not recognised by the market, the recognition of the sales margin is then generally deferred in the income statement. For some instruments, due to their complexity, this margin is recognised at their maturity or upon disposal in the event of early sale. When valuation inputs become observable, any portion of the sales margin that has not yet been recorded is recognised in the income statement at that time (see Note 3.4.7).

#### DERECOGNITION OF FINANCIAL ASSETS AND LIABILITIES

The Group derecognises all or part of a financial asset (or group of similar assets) when the contractual rights to the cash flows on the asset expire or when the Group has transferred the contractual rights to receive the cash flows and substantially all of the risks and rewards linked to ownership of the asset.

The Group also derecognises financial assets over which it has retained the contractual rights to the associated cash flows but is contractually obligated to pass these same cash flows through to a third party ("pass-through agreement") and for which it has transferred substantially all the risks and rewards.

Where the Group has transferred the cash flows of a financial asset but has neither transferred nor retained substantially all the risks and rewards of its ownership and has effectively not retained control of the financial asset, the Group derecognises it and, where necessary, recognises a separate asset or liability to cover any rights and obligations created or retained as a result of the asset's transfer. If the Group has retained control of the asset, it continues to recognise it in the balance sheet to the extent of its continuing involvement in that asset.

When a financial asset is derecognised in its entirety, a gain or loss on disposal is recorded in the income statement for an amount equal to the difference between the carrying value of the asset and the payment received for it, adjusted where necessary for any unrealised profit or loss previously recognised directly in equity and for the value of any servicing asset or servicing liability. Indemnities billed to borrowers following the prepayment of their loan are recorded in the income statement on the prepayment date among *Interest and similar income*.

The Group only derecognises all or part of a financial liability when it is extinguished, i.e. when the obligation specified in the contract is discharged, cancelled or expired.

A financial liability may also be derecognised in the event of a substantial amendment to its contractual conditions or where an exchange is made with the lender for an instrument whose contractual conditions are substantially different.

#### ANALYSIS OF CONTRACTUAL CASH FLOWS OF FINANCIAL ASSETS

The Group has established procedures for determining if financial assets pass the SPPI test at initial recognition (allocation of loans, acquisition of securities, etc.).

All contractual terms shall be analysed, particularly those that could change the timing or amount of contractual cash flows. A contractual term that permits the borrower or the lender to prepay or to return the debt instrument to the issuer before maturity remains consistent with SPPI cash flows, provided the prepayment amount primarily represents the principal remaining due and accrued but unpaid contractual interest, which may include a reasonable compensation. Such compensation can be either positive or negative which is not inconsistent with SPPI cash flows.

The prepayment compensation is considered as reasonable especially when:

- the amount is calculated as a percentage of the outstanding amount of the loan and is capped by regulations (in France, for example, compensation for the prepayment of mortgage loans by individuals is legally capped at an amount equal to six months of interest or 3% of the principal outstanding), or is limited by competitive market practices;
- the amount is equal to the difference between contractual interest that should have been received until the maturity of the loan and the interest that would be obtained by the reinvestment of the prepaid amount at a rate that reflects the relevant benchmark interest rate.

Some loans are prepayable at their current fair value, while others can be prepayable at an amount that includes the fair value cost to terminate an associated hedging swap. It is possible to consider such prepayment amounts as SPPI provided that they reflect the effect of changes in the relevant benchmark interest rate.

|    | Ва | sic financial assets (SPPI) are debt instruments which mainly include:                                    |
|----|----|---|
| 00 |    | fixed-rate loans,   |
|    |    | variable-rate loans that can include caps or floors,  |
|    | =  | fixed or variable-rate debt securities (government or corporate bonds, other negotiable debt securities), |
|    | -  | securities purchased under resale agreements (reverse repos),   |
|    |    | guarantee deposits paid,  |
|    |    | trade receivables.  |

Contractual terms that would introduce exposure to risks or volatility in the contractual cash flows that would be unrelated to a basic lending arrangement (such as exposure to changes in equity prices or stock indexes for instance, or leverage features) could not be considered as being SPPI, except if their effect on the contractual cash flow remains minimum.

| 000      | Non-basic financial assets (non-SPPI) mainly include: |  |  |  |  |  |  |
|----------|---|--|--|--|--|--|--|
| <b>O</b> | -   | derivative instruments,  |  |  |  |  |  |
|          | -   | shares and other equity instruments held by the entity,  |  |  |  |  |  |
|          | -   | equity instruments issued by mutual funds,   |  |  |  |  |  |
|          | -   | debt financial assets that can be converted or redeemed into a fixed number of shares (convertible bonds, equity-linked securities, etc.). |  |  |  |  |  |

When the time value component of interest can be modified according to the contractual term of the instrument, it may be necessary to compare the contractual cash flow with the cash flow that would arise from a benchmark instrument. For instance, that is the case when an interest rate is periodically reset, but the frequency of that reset does not match the term of the interest rate (such as an interest rate reset every month to a one-year rate), or when the interest rate is periodically reset to an average of short- and long-term interest rates.

If the difference between undiscounted contractual cash flows and undiscounted benchmark cash flows is or may become significant, then the instrument is not considered basic.

Depending on the contractual terms, the comparison with benchmark cash flow may be performed through a qualitative assessment; but in other cases, a quantitative test is required. The difference between contractual and benchmark cash flows has to be considered in each reporting period and cumulatively over the life of the instrument. When performing this benchmark test, the entity considered factors that could affect future undiscounted contractual cash flows: using the yield curve at the date of the initial assessment is not enough, and the entity also has to consider whether the curve could change over the life of the instrument according to reasonably possible scenarios.

Within the Group, the financial instruments concerned by a benchmark test include, for instance, variablerate housing loans for which interest rates are reset every year based on the twelve-month Euribor average observed over the two months previous to the reset. Another example is loans granted to real estate professionals for which interest is revised quarterly based on the one-month Euribor average observed over the three months previous to the reset. Following the benchmark analysis performed by the Group, it has been concluded that these loans are basic.

Furthermore, a specific analysis of contractual cash flow is required when financial assets are instruments issued by a securitisation vehicle or a similar entity that prioritises payments to holders using multiple contractually-linked instruments that create concentrations of credit risk (tranches). When assessing whether contractual cash flows are SPPI or not, the entity must analyse the contractual terms, as well as the credit risk of each tranche and the exposure to credit risk in the underlying pool of financial instruments. To that end, the entity must apply a "look-through approach" to identify the underlying instruments that are creating the cash flows.

#### **COMPARATIVE DATA**

The comparative data for balance sheet items and commitments associated with financial instruments presented throughout Note 3 are the balances at 1 January 2018. These amounts constitute the balances at 31 December 2017, corrected for reclassifications and value adjustments resulting from the first-time application of IFRS 9.

The comparative data at 31 December 2017, and the accounting policies applicable to these comparative data, are available in the consolidated financial statements for financial year 2017, presented in the chapter 6 of the 2018 Registration Document of the Societe Generale Group.

Furthermore, the Group has elected that all its insurance subsidiaries will defer the effective date of IFRS 9 and will continue to apply IAS 39 as adopted by the European Union. As of 1 January 2018, the financial assets and liabilities of these subsidiaries, and the related income, are presented on separate lines in the balance sheet (*Investments of insurance activities* and *Insurance contracts related liabilities*) and in the income statement (*Net income from insurance activities*). Consequently, the data for financial year 2018 presented in Note 3 exclude the financial instruments of insurance subsidiaries (the data for insurance subsidiaries are presented in Note 4.3).

# NOTE 3.1 - FINANCIAL ASSETS AND LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS

OVERVIEW OF IFRS 9 TRANSITION (see comments in Note 1)

|  |                                    |   | Rec   |   |   |       |                      |                                    |
|--|------------------------------------|---|---|---|---|-------|----------------------|------------------------------------|
| _(In millions of euros)  | Balance at<br>31.12.2017<br>IAS 39 | of<br>investments<br>and liabilities<br>related to<br>insurance<br>activities | of<br>available-<br>for-sale<br>financial<br>assets | of non-<br>SPPI loans<br>and<br>receivables | of loans and<br>receivables<br>regarding the<br>business<br>model | Other | Value<br>adjustments | Balance at<br>01.01.2018<br>IFRS 9 |
| Financial assets at fair value through profit or loss  |                                    |   |   |   |   |       |                      |                                    |
| Trading portfolio  | 342,616                            | (699)   | 737   | -   | 644   | 586   | (47)                 | 343,837                            |
| Financial assets mandatorily at fair value through profit or loss                            | N/A                                | -   | 1,685   | 19,992                                      | -   | 61    | (169)                | 21,569                             |
| Financial assets at fair value<br>through profit or loss using the<br>fair value option      | 77,064                             | (53,899)  | -   | (19,349)                                    | -   | (110) | -                    | 3,706                              |
| Total  | 419,680                            | (54,598)  | 2,422   | 643   | 644   | 537   | (216)                | 369,112                            |
| Financial liabilities at fair value through profit or loss                                   |                                    |   |   |   |   |       |                      |                                    |
| Trading portfolio  | 288,689                            | (759)   | -   | -   | -   | 604   | -                    | 288,534                            |
| Financial liabilities at fair value<br>through profit or loss using the<br>fair value option | 80,016                             | -   | -   | -   | -   | -     | -                    | 80,016                             |
| Total  | 368,705                            | (759)   | -   | -   | -   | 604   | -                    | 368,550                            |

#### OVERVIEW OF FINANCIAL INSTRUMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS

|  | 30.06.2 | 2018        | 01.01.2 | 2018        |
|--|---------|-------------|---------|-------------|
| _(In millions of euros)  | Assets  | Liabilities | Assets  | Liabilities |
| Trading portfolio  | 356,760 | 295,002     | 343,837 | 288,534     |
| Financial assets mandatorily at fair value through profit<br>or loss | 22,800  |             | 21,569  |             |
| Financial instruments using fair value option through profit or loss | 3,096   | 78,145      | 3,706   | 80,016      |
| Total  | 382,656 | 373,147     | 369,112 | 368,550     |
| o/w securities purchased/sold under<br>resale/repurchase agreements  | 124,552 | 103,402     | 101,414 | 105,737     |

#### 1. TRADING PORTFOLIO

#### ACCOUNTING PRINCIPLES

The trading book contains financial assets and liabilities held or accrued for the purpose of capital markets activities.

This portfolio also includes, among other trading assets, physical commodities that are held by the Group as part of its market-maker activity on commodity derivative instruments.

By default, derivative financial instruments are classified into the trading portfolio, unless they qualify as hedging instruments (see Note 3.2).

The financial instruments recorded in the trading portfolio are measured at fair value at the balance sheet date and recognised in the balance sheet under *Financial assets or liabilities at fair value through profit or loss*. Changes in their fair value and revenues associated which those instruments are recorded in the income statement as *Net gains and losses on financial instruments at fair value through profit or loss*.

# TRADING ACTIVITIES

Financial assets held for trading are:

- acquired with the intention of selling them in the short term; or
- held for market-making purposes; or
- acquired for the purposes of the specialised management of a trading portfolio, including derivative financial instruments, securities or other financial instruments that are managed together and for which there is evidence of a recent pattern of short-term profit-taking.

### **Global market activities**

The trading business model is applied by Global Banking and Investor Solutions to manage its global market activities.

It is also applied for managing syndicated loan commitments and loans that are not intended to be kept by the Group and that have been identified since their origination as to be sold in the short term (within 6 to 12 months) on the secondary market, as well as for loans originated by the Group through originate-to-distribute activities and that are expected to be sold shortly.

Financial assets held in run-off portfolios are also monitored based on their fair value. Although those portfolios are not related to market activities, those assets are presented amongst the trading portfolio and are measured at fair value through profit or loss.

These financial assets include tranches of CDOs (Collateralised Debt Obligations) or ABS (Asset-Backed Securities) in which the Group still holds residual lines subject to gradual disposals. In 2008, these financial assets had been reclassified to *Loans and receivables* and were transferred to *Financial assets at fair value through profit or loss* at 1 January 2018 as a result of the first-time application of IFRS 9.

The trading portfolio includes all the financial assets held for trading purposes regardless of the characteristics of their contractual cash flows. Only non-SPPI financial assets that are not held for trading are classified amongst *Financial assets measured mandatorily at fair value through profit or loss* (see section 2 below).

### ASSETS

| _(In millions of euros)                                | 30.06.2018 | 01.01.2018 |
|--|------------|------------|
| Bonds and other debt securities                        | 34,760     | 28,006     |
| Shares and other equity securities                     | 65,287     | 80,059     |
| Loans and securities purchased under resale agreements | 126,390    | 101,110    |
| Trading derivatives <sup>(1)</sup>                     | 130,006    | 134,291    |
| Other trading assets                                   | 317        | 371        |
| Total  | 356,760    | 343,837    |
| o/w securities lent                                    | 15,890     | 15,807     |

(1) See Note 3.2 Financial derivatives

#### LIABILITIES

| (In millions of euros)                                  | 30.06.2018 | 01.01.2018 |
|---|------------|------------|
| Amounts payable on borrowed securities                  | 46,662     | 34,844     |
| Bonds and other debt instruments sold short             | 8,805      | 5,416      |
| Shares and other equity instruments sold short          | 1,331      | 1,002      |
| Borrowings, securities sold under repurchase agreements | 102,282    | 104,090    |
| Trading derivatives <sup>(1)</sup>                      | 134,483    | 142,369    |
| Other trading liabilities                               | 1,439      | 813        |
| Total   | 295,002    | 288,534    |

(1) See Note 3.2 Financial derivatives

# 2. FINANCIAL INSTRUMENTS MANDATORILY AT FAIR VALUE THROUGH PROFIT OR LOSS

### **ACCOUNTING PRINCIPLES**

Financial assets measured mandatorily at fair value through profit or loss include:

- loans, bonds and bond equivalents that are not held for trading purposes and do not pass the SPPI test (non-basic or non-SPPI instruments).
- shares and share equivalents that are not classified in any other sub-category: trading book at fair value through profit or loss, instruments designated by the Group at fair value through other comprehensive income without subsequent reclassification to profit or loss.

These assets are recorded at fair value in the balance sheet under *Financial assets at fair value through profit or loss* and changes in the fair value of these instruments (excluding interest income) are recorded in the income statement under *Net gains or losses on financial instruments at fair value through profit or loss.* 

BREAKDOWN OF FINANCIAL ASSETS MEASURED MANDATORILY AT FAIR VALUE THROUGH PROFIT OR LOSS

| (In millions of euros)                                 | 30.06.2018 | 01.01.2018 |
|--|------------|------------|
| Bonds and other debt securities                        | 157        | 159        |
| Shares and other equity securities                     | 1,813      | 1,560      |
| Loans and securities purchased under resale agreements | 20,830     | 19,850     |
| Total  | 22,800     | 21,569     |

The loans and receivables recorded in the balance sheet under *Financial assets at fair value through profit or loss* are mainly loans that include prepayment features with compensation that do not reflect the effect of changes in the benchmark interest rate.

Until 31 December 2017, almost all these loans were classified as *Financial assets measured at fair value option through profit or loss* in order to eliminate or significantly reduce accounting mismatches with hedging derivatives that were not accounted for as hedging instruments, or in order to avoid the separate recognition of embedded derivatives.

At 1 January 2018, only EUR 643 million had been reclassified from *Loans and receivables* into *Financial* assets mandatorily measured at fair value through profit or loss.

# 3. FINANCIAL INSTRUMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS USING THE FAIR VALUE OPTION

### **ACCOUNTING PRINCIPLES**

In addition to financial assets and liabilities held for trading, and financial assets measured mandatorily at fair value through profit or loss, the same headings in the financial statements include non-derivative financial assets and liabilities that the Group has designated at fair value through profit or loss. Changes in the fair value of these instruments are recorded in the income statement under *Net gains or losses on financial instruments at fair value through profit or loss*.

For financial assets, this option may only be used to eliminate or significantly reduce accounting mismatches that would otherwise arise from applying different accounting treatments to certain financial assets and liabilities.

For financial liabilities, this option may only be used in the following cases:

- to eliminate or reduce discrepancies in the accounting treatment of certain financial assets and liabilities;
- when it applies to a hybrid financial instrument with one or more embedded derivatives, which should be recognised separately;
- when a group of financial assets and/or liabilities is managed together and its performance is measured at fair value.

The Group thus recognises some structured bonds issued by Societe Generale Corporate and Investment Banking at fair value through profit or loss. These issues are purely commercial and the associated risks are hedged on the market using financial instruments managed in trading portfolios. By using the fair value option, the Group can ensure consistency between the accounting treatment of these bonds and that of the derivatives hedging the associated market risks, which have to be carried at fair value.

Furthermore, in order to simplify their accounting treatment by avoiding the separate recognition of embedded derivatives, the Group applies the fair value option to convertible bonds that are not held for trading purposes.

#### ASSETS

| (In millions of euros)                                 | 30.06.2018 | 01.01.2018 |
|--|------------|------------|
| Bonds and other debt securities                        | 1,046      | 1,045      |
| Loans and securities purchased under resale agreements | 1,511      | 2,119      |
| Other financial assets                                 | -          | -          |
| Separate assets for employee benefits plans            | 539        | 542        |
| Total  | 3,096      | 3,706      |

## LIABILITIES

Financial liabilities measured at fair value through profit or loss in accordance with the fair value option predominantly consist of structured bonds issued by the Societe Generale group.

Changes in fair value attributable to own credit risk generated a gain of EUR 141 million at 30 June 2018, which was recognised in other comprehensive income. Up to this date, the total gains and losses attributable to own credit risk amounted to EUR -583 million (see "Statement of net income and unrealised or deferred gains and losses" and "Changes in shareholders' equity").

At 31 December 2017, changes in fair value attributable to own credit risk were recognised in the income statement.

The revaluation differences attributable to the Group's issuer credit risk are determined using valuation models taking into account the Societe Generale group's most recent financing terms and conditions on the markets and the residual maturity of the related liabilities.

At 30 June 2018, the difference between the fair value of financial liabilities measured using the fair value option through profit or loss (EUR 78,145 million versus EUR 80,016 million at 31 December 2017) and their amount redeemable at maturity (EUR 78,483 million versus EUR 79,597 million at 31 December 2017) stood at EUR -338 million (EUR 419 million at 31 December 2017).

# NOTE 3.2 - FINANCIAL DERIVATIVES

| MAKING       | Derivative instruments are financial instruments for which the value changes according<br>to that of an underlying item and can be accompanied by a leverage effect. The items<br>underlying these instruments are various (interest rates, exchange rates, equity,<br>indexes, commodities, credit rating, etc.), as are their forms (forward contracts, swaps,<br>calls and puts, etc.).   |
|--------------|--|
| IT<br>SIMPLE | The Group may use these derivative instruments for its market activities to provide its customers with solutions to meet their risk management or revenue optimisation needs. In that case, they are accounted for as trading derivatives.   |
|              | The Group may also use derivative instruments to manage and hedge its own risks. In which case, they are qualified as hedging derivatives. Hedging transactions can concern individual items or transactions (micro-hedging relationships) or portfolios of financial assets and liabilities that can generate a structural interest-rate risk (macro-hedging relationships).  |
|              | Contrary to other financial instruments, derivative instruments are always measured at fair value in the balance sheet, regardless of their purpose (market activities or hedging transactions). The fair value adjustments of trading derivatives are directly recognised in the income statement. However, the accounting method used on hedging transactions aims to neutralise in the income statement the effects of the revaluation of <i>Hedging derivatives</i> , for as long as the hedge is effective. |
|              |  |

# **ACCOUNTING PRINCIPLES**

Derivatives are financial instruments meeting the following three criteria:

- their value changes in response to the change of the underlying (interest rate, foreign exchange rate, share price, index of prices, commodity price, credit rating etc.);
- they require little to no initial investment;
- they are settled at a future date.

All financial derivatives are recognised at fair value in the balance sheet as financial assets or financial liabilities. They are considered to be trading derivatives by default, unless they are designated as hedging instruments for accounting purposes.

# SPECIAL CASE - FINANCIAL DERIVATIVES HAVING SOCIETE GENERALE SHARES AS THEIR UNDERLYING INSTRUMENT

Financial derivatives having Societe Generale shares or shares in Group subsidiaries as their underlying instrument and whose liquidation entails the payment of a fixed amount in cash (or another financial asset) against a fixed number of Societe Generale shares (other than derivatives) are qualified as equity instruments. These instruments, and any related premiums paid or received, are recognised directly in equity, and are not subject to any subsequent reevaluation. For sales of put options on Societe Generale shares, a debt is recognised for the present value of the strike price as a contra entry of the equity.

Other financial derivatives having Societe Generale shares as their underlying instrument are recorded in the balance sheet at fair value in the same manner as derivatives with other underlying instruments.

### EMBEDDED DERIVATIVES

An embedded derivative is a component of a hybrid contract that also includes a non-derivative host instrument.

Where the host contract is a financial asset, the entire hybrid contract is measured at fair value through profit or loss because its contractual cash flows do not pass the SPPI test.

Where the host contract is a financial liability and is not measured at fair value through profit or loss, the

embedded derivative is separated from the host contract if:

- at acquisition, the economic characteristics and risks of the embedded derivative are not closely related to the economic characteristics and risks of the host; and
- it would meet the definition of a derivative.

Once separated, the derivative is recognised at fair value in the balance sheet under *Financial assets* or *Financial liabilities at fair value through profit or loss* under the aforementioned conditions. The host contract is classified as a financial liability and measured in accordance with its accounting category.

## **1. TRADING DERIVATIVES**

Trading derivatives are recorded in the balance sheet under *Financial assets or liabilities at fair value through profit or loss*. Changes in fair value are recorded in the income statement under *Net gains and losses on financial instruments at fair value through profit or loss*.

Changes in the fair value of financial derivatives involving counterparties which have subsequently defaulted are recorded under *Net gains and losses on financial instruments at fair value through profit or loss* until the termination date of these instruments. At this termination date, receivables and debts on these counterparties are recognised at fair value in the balance sheet. Any further impairment of these receivables is recognised under *Cost of risk* in the income statement.

|                                     | 30.06.2 | 2018        | 01.01.2 | 2018        |
|-------------------------------------|---------|-------------|---------|-------------|
| (In millions of euros)              | Assets  | Liabilities | Assets  | Liabilities |
| Interest rate instruments           | 81,906  | 81,779      | 89,508  | 92,183      |
| Foreign exchange instruments        | 18,309  | 18,725      | 16,553  | 17,797      |
| Equities & index instruments        | 21,456  | 24,074      | 19,959  | 22,732      |
| Commodities instruments             | 6,356   | 6,681       | 5,948   | 6,070       |
| Credit derivatives                  | 1,789   | 2,309       | 2,245   | 2,562       |
| Other forward financial instruments | 190     | 915         | 78      | 1,025       |
| Total                               | 130,006 | 134,483     | 134,291 | 142,369     |

#### **BREAKDOWN OF TRADING DERIVATIVES**

The Group uses credit derivatives in the management of its Corporate credit portfolio, primarily to reduce individual, sector and geographic concentration and to implement a proactive risk and capital management approach. All credit derivatives, regardless of their purpose, are measured at fair value through profit or loss and cannot be qualified as hedging instruments for accounting purposes. Accordingly, they are recognised at fair value among trading derivatives.

# 2. HEDGING DERIVATIVES

According to the transitional provisions of IFRS 9, the Group made the choice to maintain the IAS 39 provisions related to hedge accounting. Consequently, equity instruments do not qualify for hedge accounting regardless of their accounting category.

# **ACCOUNTING PRINCIPLES**

In order to be hedged against certain market risks, the Group sets up hedging derivatives. From an accounting standpoint, the Group designates the hedging transaction as a fair value hedge, a cash flow hedge, or a hedge of a net investment in a foreign operation, depending on the risk and on the hedged item.

To designate an instrument as a hedging derivative, the Group must document the hedging relationship in detail, from the inception of the hedge. This documentation specifies the asset, liability, or future transaction hedged, the risk to be hedged and the associated risk management strategy, the type of financial derivative used and the valuation method that will be used to measure its effectiveness.

A derivative designated as a hedging instrument must be highly effective in offsetting the change in fair value or cash flows arising from the hedged risk. This effectiveness is verified when changes in the fair value or cash flows of the hedged instrument are almost entirely offset by changes in the fair value or cash flows of the hedging instrument, with the expected ratio between the two changes ranging from 80% to 125%. Effectiveness shall be assessed both when the hedge is first set up and throughout its life. Effectiveness is measured each quarter prospectively (expected effectiveness over the future periods) and retrospectively (effectiveness measured on past periods). Where the effectiveness falls outside the range specified above, hedge accounting is discontinued.

Hedging derivatives are recognised in the balance sheet under Hedging derivatives.

### FAIR VALUE HEDGES

The purpose of these hedges is to protect the Group against an adverse fluctuation in the fair value of an instrument which could affect profit or loss if the instrument were derecognised from the balance sheet.

Changes in the fair value of the hedging derivative are recorded in the income statement under *Net gains and losses on financial instruments at fair value through profit or loss*; for interest rate derivatives, however, accrued interest income and expenses on the derivative are recorded in the income statement under *Interest and similar income / expense* symmetrically as accrued interest income and expenses related to the hedged item.

In the balance sheet, the carrying value of the hedged item is adjusted for gains and losses attributable to the hedged risk, which are reported in the income statement under *Net gains and losses on financial instruments at fair value through profit or loss.* To the extent that the hedge is highly effective, changes in the fair value of the hedged item and changes in the fair value of the hedging derivative are accurately offset through profit or loss, the difference corresponding to an ineffectiveness gain or loss.

Prospective effectiveness is assessed via a sensitivity analysis based on probable market trends or via a regression analysis of the statistical relationship (correlation) between certain components of the hedged item and the hedging instrument. Retrospective effectiveness is assessed by comparing any changes in the fair value of the hedging instrument with any changes in the fair value of the hedged item.

If it becomes apparent that the derivative has ceased to meet the effectiveness criteria for hedge accounting or if it is terminated or sold, hedge accounting is discontinued prospectively. Thereafter, the carrying amount of the hedged asset or liability ceases to be adjusted for changes in fair value attributable to the hedged risk and the cumulative adjustments previously recognised under hedge accounting are amortised over its remaining life. Hedge accounting is also discontinued if the hedged item is sold prior to maturity or redeemed early. In this case, revaluation differences are recorded in net income.

## **CASH FLOW HEDGES**

The purpose of interest rate cash flow hedges is to protect against changes in future cash flows associated with a financial instrument on the balance sheet (loans, securities or floating-rate notes) or with a highly probable future transaction (future fixed rates, future prices, etc.). The purpose of these hedges is to protect the Group against adverse fluctuations in the future cash-flows of an instrument or transaction that could affect profit or loss.

The effective portion of changes in the fair value of hedging derivatives is booked to Unrealised or deferred gains and losses, while the ineffective portion is recognised in the income statement under Net gains and losses on financial instruments at fair value through profit or loss. For interest rate derivatives, accrued interest income and expenses on the derivative are recorded in the income statement under Interest and similar income / expense at the same time as accrued interest income and expenses related to the hedged item.

The effectiveness of the hedge is assessed using the hypothetical derivative method, which consists in i) creating a hypothetical derivative bearing exactly the same characteristics as the instrument being hedged (in notional terms, in terms of the date on which the rates are reset, in terms of the rates themselves, etc.), but which moves in the opposite direction and whose fair value is nil when the hedge is set up, then ii) comparing the expected changes in the fair value of the hypothetical derivative with those of the hedging instrument (sensitivity analysis) or performing a regression analysis on the prospective effectiveness of the hedge.

Amounts directly recognised in equity in respect of the revaluation of cash flow hedging derivatives are subsequently reclassified to *Interest and similar income / expense* in the income statement at the same time as the cash flows being hedged.

Whenever the hedging derivative ceases to meet the effectiveness criteria for hedge accounting or is terminated or sold, hedge accounting is discontinued prospectively. Amounts previously recognised directly in equity are reclassified under *Interest income and expense* in the income statement over the periods during which interest income is affected by cash flows arising from the hedged item. If the hedged item is sold or redeemed earlier than expected or if the hedged forecast transaction ceases to be highly probable, unrealised gains and losses recognised in equity are immediately reclassified in the income statement.

# **HEDGING OF A NET INVESTMENT IN A FOREIGN OPERATION**

The purpose of a hedge of a net investment in a foreign company is to protect against exchange rate risk.

The hedged item is an investment in a country whose currency differs from the Group's functional currency. The hedge therefore serves to protect the net position of a foreign subsidiary or branch against an exchange rate risk linked to the entity's functional currency.

The effective portion of the changes in the fair value of a hedging derivative designated for accounting purposes as a hedge of a net investment is recognised in equity under *Unrealised or deferred gains and losses*, while the ineffective portion is recognised in the income statement.

# **MACRO-FAIR VALUE HEDGES**

In this type of hedge, interest rate derivatives are used to globally hedge against structural interest rate risks usually arising from Retail Banking activities. When accounting for these transactions, the Group applies the IAS 39 "carve-out" standard as adopted by the European Union, which facilitates:

- the application of fair value hedge accounting to macro-hedges used for asset-liability management, including customer demand deposits in the fixed-rate positions being hedged.
- the performance of effectiveness tests required by IAS 39 as adopted by the European Union.

The accounting treatment of financial derivatives designated as macro-fair value hedges is similar to that of other fair value hedging instruments. Changes in the fair value of the portfolio of macro-hedged instruments are reported on a separate line in the balance sheet under *Revaluation differences on portfolios hedged against interest rate risk* through profit or loss.

### **BREAKDOWN OF HEDGING DERIVATIVES**

|                              | 30.06. | 2018        | 01.01.2 | 2018        |
|------------------------------|--------|-------------|---------|-------------|
| (In millions of euros)       | Assets | Liabilities | Assets  | Liabilities |
| Fair value hedge             |        |             |         |             |
| Interest rate instruments    | 11,774 | 6,160       | 12,403  | 5,974       |
| Foreign exchange instruments | 30     | 3           | 53      | 4           |
| Equity and index instruments | 1      | 9           | -       | -           |
| Cash flow hedge              |        |             |         |             |
| Interest rate instruments    | 32     | 177         | 49      | 103         |
| Foreign exchange instruments | 185    | 76          | 204     | 61          |
| Equity and index instruments | 2      | 13          | 9       | 4           |
| Total                        | 12,024 | 6,438       | 12,718  | 6,146       |

The Group sets up hedging relationships recognised for accounting purposes as fair value hedges in order to protect its fixed-rate financial assets and liabilities (primarily loans/borrowings, securities issued and fixed-rate securities) against changes in long-term interest rates. The hedging instruments used mainly consist of interest rate swaps.

Through some of its Corporate and Investment Banking operations, the Group is exposed to future cash flow changes in its short and medium-term funding requirements, and sets up hedging relationships recognised for accounting purposes as cash flow hedges. Highly probable funding requirements are determined using historic data established for each activity and representative of balance sheet outstandings. These data may be increased or decreased with changes in management methods.

# NOTE 3.3 - FINANCIAL ASSETS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

OVERVIEW OF IFRS 9 TRANSITION (see comments on Note 1)

|   |                                    |   | Reclassification                            | ons   |                      |                                     |
|---|------------------------------------|---|---|---|----------------------|-------------------------------------|
| _(In millions of euros)   | Balance at<br>31.12.2017<br>IAS 39 | of available-for-<br>sale financial<br>assets | of held-to-<br>maturity<br>financial assets | of loans and<br>receivables regarding<br>the business model | Value<br>adjustments | Balances at<br>01.01.2018<br>IFRS 9 |
| Bonds and other debt securities   | N/A                                | 49,584  | 485   | 80  | 29                   | 50,178                              |
| Loans and securities purchased under resale agreements                  | N/A                                | -   | -   | -   | -                    | -                                   |
| Sub-total debt instruments  | N/A                                | 49,584  | 485   | 80  | 29                   | 50,178                              |
| Shares and other equity securities                                      | N/A                                | 290   | -   | -   | -                    | 290                                 |
| Total financial assets at fair value through other comprehensive income | N/A                                | 49,874  | 485   | 80  | 29                   | 50,468                              |

#### OVERVIEW OF FINANCIAL ASSETS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

| _(In millions of euros)                                | 30.06.2018 | 01.01.2018 |
|--|------------|------------|
| Bonds and other debt securities                        | 57,043     | 50,178     |
| Loans and securities purchased under resale agreements | -          | -          |
| Sub-total debt instruments                             | 57,043     | 50,178     |
| Shares and other equity securities                     | 292        | 290        |
| Total  | 57,335     | 50,468     |
| o/w securities lent                                    | 622        | 27         |

# 1. DEBT INSTRUMENTS

# **ACCOUNTING PRINCIPLES**

Debt instruments (loans and receivables, bonds and bond equivalents) are classified as *Financial assets at fair value through other comprehensive income* where their contractual cash flows are consistent with basic lending arrangements (SPPI) and they are managed under a Collect and Sell business model.

Accrued or earned income on debt instruments is recorded in profit or loss based on the effective interest rate, under *Interest and similar income*.

At the reporting date, these instruments are measured at fair value, and changes in fair value, excluding income, are recorded under *Unrealised or deferred gains and losses*, except for foreign exchange differences on money market instruments denominated in local currencies, which are recorded in profit or loss. Furthermore, as these financial assets are subject to impairment for credit risk, changes in expected credit losses are recorded in profit or loss under *Cost of risk* with a corresponding entry to *Unrealised or deferred gains and losses*. The applicable impairment rules are described in Note 3.8.

### BUSINESS MODEL "HOLD TO COLLECT AND SALE "

The objective of this business model is to realise cash flows by both collecting contractual payments and selling financial assets. In this type of business model, the sales of financial assets are not incidental or exceptional, but they are integral to achieving the business' objectives.



# Cash management

Within the Group, the "hold to collect and sale" business model is mainly applied by cash management activities for managing HQLA securities (High Quality Liquid Assets) included in the liquidity reserve. Only a few subsidiaries apply a "hold to collect" business model for managing their HQLA securities.

### CHANGES OF THE CARRYING AMOUNT

| (In millions of euros)  | 2018     |
|---|----------|
| Balance on 1st January  | 50,178   |
| Acquisitions  | 23,184   |
| Disposals / redemptions   | (15,793) |
| Transfers further to redeployment towards (or from) another accounting category | -        |
| Change in scope and others  | (757)    |
| Changes in fair value during the period   | (265)    |
| Change in related receivables   | 18       |
| Translation differences   | 478      |
| Balance on 30th June  | 57,043   |

# BREAKDOWN OF UNREALISED GAINS AND LOSSES RECOGNISED DIRECTLY IN EQUITY AND THAT WILL BE RECLASSIFIED SUBSEQUENTLY INTO INCOME

| _(In millions of euros) | 30.06.2018 |
|-------------------------|------------|
| Unrealised gains        | 567        |
| Unrealised losses       | (229)      |
| Total                   | 338        |

# 2. EQUITY INSTRUMENTS

# ACCOUNTING PRINCIPLES

Equity instruments (shares and share equivalents) that are not held for trading purposes can be initially designated by the Group to be measured at fair value through other comprehensive income. This option, made instrument by instrument, is irrevocable.

These equity instruments are then measured at fair value and changes in fair value, excluding dividends, are recognised under *Unrealised or deferred gains and losses* with no subsequent reclassification to profit or loss. If the instruments are sold, the associated unrealised or deferred gains and losses are reclassified to *Retained earnings* at the opening of the next financial year. Only dividend income, if it is considered as a return on investment, are recorded in the income statement under *Net gains or losses on financial assets at fair value through other comprehensive income*.

The Group has chosen only in a very few cases to designate equity instruments to be measured at fair value through other comprehensive income.

# 3. NET GAINS AND LOSSES ON FINANCIAL INSTRUMENTS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

| (In millions of euros)   | 1st half of<br>2018 |
|--|---------------------|
| Realised gains and losses on sale of debt instruments                                  | 3                   |
| Dividends incomes on financial assets at fair value through other comprehensive income | 21                  |
| Total  | 24                  |

# NOTE 3.4 - FAIR VALUE OF FINANCIAL INSTRUMENTS MEASURED AT FAIR VALUE

|                        | The financial assets and liabilities recognised in the Group balance sheet are measured either at fair value or at amortised cost. In the latter case, the fair value of the instruments is disclosed in the notes (see Note 3.9).   |
|------------------------|--|
|                        | If an instrument is quoted on an active market, its fair value is equal to its market price.   |
| MAKING<br>IT<br>SIMPLE | But many financial instruments are not listed (for example, most customer loans and deposits, interbank debts and claims, etc.), or are only negotiable on illiquid markets or over-the-counter markets (which is the case for many derivative instruments).   |
|                        | In such situations, the fair value of the instruments is calculated using measurement techniques or valuation models. Market parameters are included in these models and must be observable; otherwise they are determined based on internal estimates. The models and parameters used are subject to independent validations and internal controls. |

# **ACCOUNTING PRINCIPLES**

#### **DEFINITION OF FAIR VALUE**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

In the absence of observable prices for identical assets or liabilities, the fair value of financial instruments is determined using another measurement technique that maximises the use of observable market input based on assumptions that market operators would use to set the price of the instrument in question.

#### FAIR VALUE HIERARCHY

For information purposes, in the notes to the consolidated financial statements, the fair value of financial instruments is classified using a fair value hierarchy that reflects the observability level of the inputs used. The fair value hierarchy is composed of the following levels:

# Level 1 (L1): instruments valued on the basis of quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 1 instruments carried at fair value on the balance sheet include in particular shares listed in an active market, government or corporate bonds priced directly by external brokers/dealers, derivatives traded on organised markets (futures, options), and units of funds (including UCITS) whose net asset value is available on the balance sheet date.

A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory agency, and if they reflect actual and regular market transactions on an arm's length basis.

Determining whether a market is inactive requires the use of indicators such as a sharp decline in trading volume and the level of activity in the market, a sharp disparity in prices over time and among the various above-mentioned market participants, or the fact that the latest transactions conducted on an arm's length basis did not take place recently enough.

Where a financial instrument is traded in several markets to which the Group has immediate access, its fair value is represented by the market price at which volumes and activity levels are highest for the instrument in question.

Transactions resulting from involuntary liquidations or distressed sales are usually not taken into account to determine the market price.

Level 2 (L2): instruments valued using inputs other than the quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

These are instruments measured using a financial model based on observable market inputs. Prices published by an external source derived from the valuation of similar instruments are considered as data derived from prices.

Level 2 instruments include in particular non derivative financial instruments carried at fair value on the balance sheet that are not directly quoted or do not have a quoted price on a sufficiently active market (e.g. corporate bonds, repos transactions, mortgage-backed securities, units of funds), and firm derivatives and options traded over-the-counter: interest rate swaps, caps, floors, swaptions, equity options, index options, foreign exchange options, commodity options and credit derivatives. The maturities of these instruments are linked to ranges of terms commonly traded in the market, and the instruments themselves can be simple or offer a more complex remuneration profile (e.g. barrier options, products with multiple underlying instruments), with said complexity remaining limited however. The valuation techniques used in this category are based on common methods shared by the main market participants.

This category also includes the fair value of loans and receivables at amortised cost granted to counterparties whose credit risk is quoted via Credit Default Swap (see Note 3.9).

# Level 3 (L3): instruments valued using inputs that are not based on observable market data (referred to as unobservable inputs).

Level 3 instruments carried at fair value on the balance sheet are valued based on financial models with unobservable market inputs or observable inputs that are not quoted on active markets. For the Group, those instruments match with the instruments for which the sales margin is not immediately recognised in profit or loss (see Note 3.4.7).

Accordingly, Level 3 financial instruments include derivatives with longer maturities than those usually traded and/or with specifically-tailored return profiles, structured debts including embedded derivatives valued based on a method using unobservable inputs or long term equity investments valued based on a corporate valuation method, which is the case for unlisted companies or companies listed on an insufficiently liquid market.

The main L3 complex derivatives are:

- Equity derivatives: options with long maturities and/or incorporating bespoke remuneration mechanisms. These instruments are sensitive to market inputs (volatility, dividend rates, correlations, etc.). In the absence of market depth and an objective approach made possible by regularly observed prices, their valuation is based on proprietary methods (e.g. extrapolation from observable data, historical analysis). Hybrid equity instruments (i.e. having at least one non-equity underlying instrument) are also classified as L3 insofar as correlations between the different underlyings are generally unobservable;
- Interest rate derivatives: long-term and/or exotic options, products sensitive to correlation between different interest rates, different exchange rates, or between interest rates and exchange rates, for example for quanto products (in which the instrument is settled in a currency different from the currency of the underlying); they are liable to be classified as L3 because the valuation inputs are unobservable due to the liquidity of the correlated pair and the residual maturity of the transactions (e.g. exchange rate correlations are deemed unobservable for the USD/JPY);
- Credit derivatives: L3 credit derivatives mainly include baskets of instruments exposed to time to default correlation ("N to default" products in which the buyer of the hedge is compensated as of the N<sup>th</sup> default, which are exposed to the credit quality of the issuers comprising the basket and to their correlation, or CDO Bespoke products, which are Collateralised Debt Obligations created specifically for a group of investors and structured according to their needs), as well as products subject to credit spread volatility;
- Commodity derivatives: this category includes products involving unobservable volatility or correlation inputs (i.e. options on commodity swaps or instruments based on baskets of underlyings).

# 1. FINANCIAL ASSETS MEASURED AT FAIR VALUE

|  |         | 30.06   | .2018   |         | •       | 01.01   | .2018   |         |
|--|---------|---------|---------|---------|---------|---------|---------|---------|
| (In millions of euros)   | Level 1 |         | Level 3 | Total   | Level 1 |         | Level 3 | Total   |
| Trading portfolio  | 90,038  | 136,202 | 514     |         | 97,222  | 112,077 | 247     | 209,546 |
| Bonds and other debt securities  | 31,603  | 2,844   | 313     | 34,760  | 25,225  | 2,612   | 169     | 28,006  |
| Shares and other equity securities   | 58,435  | 6,851   | 1       | 65,287  | 71,997  | 8,061   | 1       | 80,059  |
| Loans and securities purchased under resale agreements                     | -       | 126,190 | 200     | 126,390 | -       | 101,033 | 77      | 101,110 |
| Other trading assets   | -       | 317     | -       | 317     | -       | 371     | -       | 371     |
| Trading derivatives  | 136     | 126,546 | 3,325   | 130,006 | 38      | 131,670 | 2,583   | 134,291 |
| Interest rate instruments  | 21      | 79,459  | 2,426   | 81,906  | 19      | 87,663  | 1,826   | 89,508  |
| Foreign exchange instruments   | -       | 18,099  | 210     | 18,309  | 16      | 16,411  | 126     | 16,553  |
| Equity and index instruments   | -       | 21,021  | 435     | 21,456  | -       | 19,535  | 424     | 19,959  |
| Commodity instruments  | -       | 6,288   | 68      | 6,356   | -       | 5,888   | 60      | 5,948   |
| Credit derivatives   | -       | 1,610   | 179     | 1,789   | -       | 2,108   | 137     | 2,245   |
| Other forward financial instruments  | 115     | 68      | 7       | 190     | 3       | 65      | 10      | 78      |
| Financial assets measured mandatorily at fair value through profit or loss | 139     | 19,463  | 3,198   | 22,800  | 151     | 18,782  | 2,636   | 21,569  |
| Bonds and other debt securities  | 23      | 45      | 89      | 157     | 2       | 67      | 90      | 159     |
| Shares and other equity securities   | 116     | 257     | 1,440   | 1,813   | 149     | 200     | 1,211   | 1,560   |
| Loans and securities purchased under resale agreements                     | -       | 19,161  | 1,669   | 20,830  | -       | 18,515  | 1,335   | 19,850  |
| Financial assets measured using fair value option through profit or loss   | 861     | 2,026   | 209     | 3,096   | 848     | 2,667   | 191     | 3,706   |
| Bonds and other debt securities  | 861     | 185     | -       | 1,046   | 848     | 197     | -       | 1,045   |
| Loans and securities purchased under resale agreements                     | -       | 1,302   | 209     | 1,511   | -       | 1,928   | 191     | 2,119   |
| Other financial assets   | -       | -       | -       | -       | -       | -       | -       | -       |
| Separate assets for employee benefit plans                                 | -       | 539     | -       | 539     | -       | 542     | -       | 542     |
| Hedging derivatives  | -       | 12,024  | -       | 12,024  | -       | 12,718  | -       | 12,718  |
| Interest rate instruments  | -       | 11,806  | -       | 11,806  | -       | 12,452  | -       | 12,452  |
| Foreign exchange instruments   | -       | 215     | -       | 215     | -       | 257     | -       | 257     |
| Equity and index instruments   | -       | 3       | -       | 3       | -       | 9       | -       | 9       |
| Financial assets measured at fair value through other comprehensive income | 48,039  | 9,002   | 294     | 57,335  | 48,045  | 2,130   | 293     | 50,468  |
| Bonds and other debt securities  | 48,039  | 9,002   | 2       | 57,043  | 48,045  | 2,130   | 3       | 50,178  |
| Shares and other equity securities   | -       | -       | 292     | 292     | -       | -       | 290     | 290     |
| Loans and receivables  | -       | -       | -       | -       | -       | -       |         | -       |
|  |         |         |         |         |         |         |         |         |

# 2. FINANCIAL LIABILITIES MEASURED AT FAIR VALUE

|   |         | 30.06.2018 |         |         |         | 01.01   | .2018   |         |
|---|---------|------------|---------|---------|---------|---------|---------|---------|
| (In millions of euros)  | Level 1 | Level 2    | Level 3 | Total   | Level 1 | Level 2 | Level 3 | Total   |
| Trading portfolio   | 10,186  | 150,331    | 2       | 160,519 | 6,755   | 139,410 | -       | 146,165 |
| Amounts payable on borrowed securities  | 51      | 46,611     | -       | 46,662  | 337     | 34,507  | -       | 34,844  |
| Bonds and other debt instruments sold short                                   | 8,804   | 1          | -       | 8,805   | 5,416   | -       | -       | 5,416   |
| Shares and other equity instruments sold short                                | 1,331   | -          | -       | 1,331   | 1,002   | -       | -       | 1,002   |
| Borrowings and securities sold under repurchase agreements                    | -       | 102,280    | 2       | 102,282 | -       | 104,090 | -       | 104,090 |
| Other trading liabilities   | -       | 1,439      | -       | 1,439   | -       | 813     | -       | 813     |
| Trading derivatives   | 614     | 129,700    | 4,169   | 134,483 | 16      | 137,181 | 5,172   | 142,369 |
| Interest rate instruments   | 14      | 78,907     | 2,858   | 81,779  | -       | 88,366  | 3,817   | 92,183  |
| Foreign exchange instruments  | 501     | 18,083     | 141     | 18,725  | 1       | 17,742  | 54      | 17,797  |
| Equity and index instruments  | -       | 23,257     | 817     | 24,074  | -       | 21,844  | 888     | 22,732  |
| Commodity instruments   | -       | 6,644      | 37      | 6,681   | -       | 6,048   | 22      | 6,070   |
| Credit derivatives  | -       | 1,993      | 316     | 2,309   | -       | 2,171   | 391     | 2,562   |
| Other forward financial instruments   | 99      | 816        | -       | 915     | 15      | 1,010   | -       | 1,025   |
| Financial liabilities measured using fair value option through profit or loss | 354     | 38,749     | 39,042  | 78,145  | 334     | 41,008  | 38,674  | 80,016  |
| Hedging derivatives   | -       | 6,438      |         | 6,438   | _       | 6,146   |         | 6,146   |
| Interest rate instruments   | _       | 6,337      |         | 6,337   | _       | 6,077   | _       | 6,077   |
| Foreign exchange instruments  | _       | 79         | _       | 79      | _       | 65      | _       | 65      |
| Equity and index instruments  | -       | 22         | -       | 22      | -       | 4       | -       | 4       |
| Total financial liabilities at fair value                                     | 11,154  | 325,218    | 43,213  | 379,585 | 7,105   | 323,745 | 43,846  | 374,696 |

# **3. VARIATION IN LEVEL 3 FINANCIAL INSTRUMENTS**

# FINANCIAL ASSETS AT FAIR VALUE

| (In millions of euros)  | Balance at<br>01.01.2018 | Acquisitions | Disposals /<br>redemptions | Transfer to<br>Level 2 | Transfer<br>from<br>Level 2 | Gains<br>and<br>losses | Translation<br>differences | Change in<br>scope and<br>others | Balance at 30.06.2018 |
|---|--------------------------|--------------|----------------------------|------------------------|-----------------------------|------------------------|----------------------------|----------------------------------|-----------------------|
| Trading portfolio   | 247                      | 557          | (317)                      |                        | -                           | (1)                    | 28                         |                                  | 514                   |
| Bonds and other debt securities   | 169                      | 199          | (71)                       | -                      | -                           | (8)                    | 24                         | -                                | 313                   |
| Shares and other equity securities  | 1                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | 1                     |
| Loans and securities purchased under resale agreements                                  | 77                       | 358          | (246)                      | -                      | -                           | 7                      | 4                          | -                                | 200                   |
| Other trading assets  | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Trading derivatives   | 2,583                    | 54           | (4)                        | (72)                   | 361                         | 329                    | 74                         | -                                | 3,325                 |
| Interest rate instruments   | 1,826                    | -            | -                          | (56)                   | 357                         | 262                    | 37                         | -                                | 2,426                 |
| Foreign exchange instruments  | 126                      | 20           | (4)                        | (1)                    | 1                           | 39                     | 29                         | -                                | 210                   |
| Equity and index instruments  | 424                      | 23           | -                          | (15)                   | 3                           | (8)                    | 8                          | -                                | 435                   |
| Commodity instruments   | 60                       | 11           | -                          | -                      | -                           | (3)                    | -                          | -                                | 68                    |
| Credit derivatives  | 137                      | -            | -                          | -                      | -                           | 42                     | -                          | -                                | 179                   |
| Other forward financial instruments   | 10                       | -            | -                          | -                      | -                           | (4)                    | -                          | -                                | 7                     |
| Financial assets measured mandatorily at fair value through profit or loss              | 2,636                    | 741          | (159)                      | (58)                   | 23                          | (22)                   | 43                         | (6)                              | 3,198                 |
| Bonds and other debt securities   | 90                       | 3            | (1)                        | -                      | -                           | -                      | -                          | (3)                              | 89                    |
| Shares and other equity securities  | 1,211                    | 138          | (158)                      | (40)                   | 23                          | 252                    | 5                          | 9                                | 1,440                 |
| Loans and securities purchased under resale agreements                                  | 1,335                    | 600          | -                          | (18)                   | -                           | (274)                  | 38                         | (12)                             | 1,669                 |
| Financial assets measured using fair value option through profit or loss                | 191                      | -            |                            | -                      | -                           | 6                      | -                          | 12                               | 209                   |
| Bonds and other debt securities   | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Loans, receivables and securities<br>purchased under resale agreements                  | 191                      | -            | -                          | -                      | -                           | 6                      | -                          | (12)                             | 209                   |
| Other financial assets  | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Separate assets for employee benefit<br>plans   | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Hedging derivatives   | -                        | -            | -                          |                        |                             | -                      | -                          |                                  |                       |
| Interest rate instruments   | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Foreign exchange instruments  | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Equity and index instruments  | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Other forward financial instruments   | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Financial assets measured at fair<br>value option through other<br>comprehensive income | 293                      | -            |                            | -                      |                             | -                      | -                          | 1                                | 294                   |
| Debt instruments  | 3                        | -            | -                          | -                      | -                           | -                      | -                          | (1)                              | 2                     |
| Equity instruments  | 290                      | -            | -                          | -                      | -                           | -                      | -                          | 2                                | 292                   |
| Loans and receivables   | -                        | -            | -                          | -                      | -                           | -                      | -                          | -                                | -                     |
| Total financial assets at fair value  | 5,950                    | 1,352        | (480)                      | (130)                  | 384                         | 312                    | 145                        | 7                                | 7,540                 |

# FINANCIAL LIABILITIES AT FAIR VALUE

| (In millions of euros)   | Balance at 01.01.2018 | Issues | Redemptions | Transfer to<br>Level 2 | Transfer<br>from<br>Level 2 | Gains<br>and<br>losses | Translation differences | Balance at 30.06.2018 |
|--|-----------------------|--------|-------------|------------------------|-----------------------------|------------------------|-------------------------|-----------------------|
| Trading portfolio  | -                     | 2      | -           | -                      | -                           | -                      |                         | 2                     |
| Amounts payable on borrowed securities   | -                     | -      | -           | -                      | -                           | -                      |                         | -                     |
| Bonds and other debt<br>instruments sold short   | -                     | -      | -           | -                      | -                           | -                      | -                       | -                     |
| Shares and other equity<br>instruments sold short                                      | -                     | -      | -           | -                      | -                           | -                      |                         | -                     |
| Borrowings and securities sold under repurchase agreements                             | -                     | 2      | -           | -                      | -                           | -                      | -                       | 2                     |
| Other trading liabilities  | -                     | -      | -           | -                      | -                           | -                      |                         | -                     |
| Trading derivatives  | 5,172                 | 332    | (26)        | (304)                  | 547                         | (1,647)                | 95                      | 4,169                 |
| Interest rate instruments  | 3,817                 | 31     | -           | (192)                  | 539                         | (1,416)                | 79                      | 2,858                 |
| Foreign exchange<br>instruments  | 54                    | 29     | -           | (1)                    | 3                           | 55                     | 1                       | 141                   |
| Equity and index<br>instruments  | 888                   | 270    | (26)        | (111)                  | 5                           | (225)                  | 16                      | 817                   |
| Commodity instruments  | 22                    | 2      | -           | -                      | -                           | 13                     | -                       | 37                    |
| Credit derivatives   | 391                   | -      | -           | -                      | -                           | (74)                   | (1)                     | 316                   |
| Other forward financial instruments  | -                     | -      | -           | -                      | -                           | -                      | -                       | -                     |
| Financial liabilities<br>measured using fair value<br>option through profit or<br>loss | 38,674                | 11,257 | (8,616)     | (1,086)                | 468                         | (2,379)                | 724                     | 39,042                |
| Hedging derivatives  | -                     | -      | -           | -                      | -                           | -                      |                         | -                     |
| Interest rate instruments  | -                     | -      | -           | -                      | -                           | -                      | -                       | -                     |
| Foreign exchange<br>instruments  | -                     | -      | -           | -                      | -                           | -                      |                         | -                     |
| Equity and index<br>instruments  | -                     | -      | -           | -                      | -                           | -                      | -                       | -                     |
| Other forward financial<br>instruments   | -                     | -      | -           | -                      | -                           | -                      | -                       | -                     |
| Total financial liabilities at fair value  | 43,846                | 11,591 | (8,642)     | (1,390)                | 1,015                       | (4,026)                | 819                     | 43,213                |

# 4. VALUATION METHODS OF FINANCIAL INSTRUMENTS CARRIED AT FAIR VALUE ON THE BALANCE SHEET

For financial instruments recognised at fair value on the balance sheet, fair value is determined primarily on the basis of the prices quoted in an active market. These prices can be adjusted if none are available on the balance sheet date or if the clearing value do not reflect transaction prices.

However, due notably to the varied characteristics of financial instruments traded over-the-counter on the financial markets, a large number of financial products traded by the Group do not have quoted prices in the markets.

For these products, fair value is determined using models based on valuation techniques commonly used by market participants to measure financial instruments, such as discounted future cash flows for swaps or the Black & Scholes formula for certain options, and using valuation parameters that reflect current market conditions at the balance sheet date. These valuation models are validated independently by the experts from the Market Risk Department of the Group's Risk Division.

Furthermore, the inputs used in the valuation models, whether derived from observable market data or not, are checked by the Finance Division of Market Activities, in accordance with the methodologies defined by the Market Risk Department.

If necessary, these valuations are supplemented by additional reserves (such as bid-ask spreads and liquidity) determined reasonably and appropriately after an analysis of the available information.

Derivatives and security financing transactions are subject to a Credit Valuation Adjustment (CVA) or Debt Valuation Adjustment (DVA). The Group includes all clients and clearing houses in this adjustment, which also reflects the netting agreements existing for each counterparty.

The CVA is determined on the basis of the Group entity's expected positive exposure to the counterparty, the counterparty's probability of default and the amount of the loss given default. The DVA is determined symmetrically based on the negative expected exposure. These calculations are carried out over the life of the potential exposure, with a focus on the use of relevant and observable market data.

Similarly, an adjustment to take into account the costs or profits linked to the financing of these transactions (FVA, Funding Value Adjustment) is also performed.

Observable data must be: independent, available, publicly distributed, based on a narrow consensus and/or backed up by transaction prices.

For example, consensus data provided by external counterparties are considered observable if the underlying market is liquid and if the prices provided are confirmed by actual transactions. For long maturities, these consensus data are not observable. This is the case for the implied volatility used for the valuation of equity options with maturities of more than five years. However, when the residual maturity of the instrument falls below five years, its fair value becomes sensitive to observable inputs.

In the event of unusual tensions on the markets, leading to a lack of the usual reference data used to measure a financial instrument, the Risk Division may implement a new model in accordance with pertinent available data, similar to methods used by other market players.

### SHARES AND OTHER EQUITY SECURITIES

For listed shares, fair value is taken to be the quoted price on the balance sheet date. For unlisted shares, fair value is determined depending on the type of financial instrument and according to one of the following methods:

- valuation based on a recent transaction involving the issuing company (third party buying into the issuing company's capital, appraisal by a professional valuation agent, etc.);
- valuation based on a recent transaction in the same sector as the issuing company (income multiple, asset multiple, etc.);
- proportion of net asset value held.

For unlisted securities in which the Group has significant holdings, valuations based on the above methods are supplemented by a discounted future cash flow valuation based on business plans or on valuation multiples of similar companies.

# DEBT INSTRUMENTS HELD IN PORTFOLIO, ISSUES OF STRUCTURED SECURITIES MEASURED AT FAIR VALUE AND FINANCIAL DERIVATIVES

The fair value of these financial instruments is determined based on the quoted price on the balance sheet date or prices provided by brokers on the same date, when available. For unlisted financial instruments, fair value is determined using valuation techniques. Concerning liabilities measured at fair value, the on-balance sheet amounts include changes in the Group's issuer credit risk.

#### **OTHER DEBTS**

For listed financial instruments, fair value is taken as their closing quoted price on the balance sheet date. For unlisted financial instruments, fair value is determined by discounting future cash flows to present value at market rates (including counterparty risks, non-performance and liquidity risks).

#### **CUSTOMER LOANS**

The fair value of loans and receivables is calculated, in the absence of an actively traded market for these loans, by discounting the expected cash flows to present value at a discount rate based on interest rates prevailing on the market at the reporting date for loans with broadly similar terms and maturities. These discount rates are adjusted for borrower credit risk.

# 5. ESTIMATES OF MAIN UNOBSERVABLE INPUTS

The following table provides the valuation of Level 3 instruments on the balance sheet and the range of values of the most significant unobservable inputs by main product type.

| (In millions of euros)                                |        | alue in<br>nce sheet |   |   |  |                              |
|---|--------|----------------------|---|---|--|------------------------------|
| Cash instruments<br>and<br>derivatives <sup>(1)</sup> | Assets | Liabilities          | Main products   | Valuation techniques<br>used  | Significant<br>unobservable<br>inputs                    | Range of inputs<br>min & max |
|   |        |                      |   |   | Equity volatilities                                      | 4.4% ; 76.3%                 |
|   |        |                      | Simple and complex  |   | Equity dividends   | 0.0% ; 19.8%                 |
| Equities/funds  | 904    | 29,054               | Simple and complex<br>instruments or<br>derivatives on funds,<br>equities or baskets of                               | Various option models<br>on funds, equities or<br>baskets of stocks               | Correlations   | -100.0% ;100.0%              |
|   |        |                      | stocks  |   | Hedge fund<br>volatilities                               | 8.3% ; 20.0%                 |
|   |        |                      |   |   | Mutual fund<br>volatilities                              | 1.5% ; 53.3%                 |
|   |        |                      | Hybrid forex / interest<br>rate or credit / interest<br>rate derivatives  | Hybrid forex interest<br>rate or credit interest<br>rate option pricing<br>models | Correlations   | -10.89% ; 90%                |
|   |        |                      | Forex derivatives   | Forex option pricing models   | Forex volatilities                                       | 1.0% ; 29.0%                 |
| Rates and Forex                                       | 4,923  | 13,806               | Interest rate derivatives<br>whose notional is<br>indexed to prepayment<br>behaviour on European<br>underlying assets | Prepayment modelling  | Constant<br>prepayment rates                             | 0.0% ; 45%                   |
|   |        |                      | Inflation instruments<br>and derivatives  | Inflation pricing models  | Correlations   | 64.4% ; 88.9%                |
|   |        |                      | Collateralised Debt   | Recovery and base   | Time to default correlations                             | 0% ; 100%                    |
|   |        |                      | Obligations and index tranches  | correlation projection<br>models  | Recovery rate<br>variance for single<br>name underlyings | 0% ; 100%                    |
| Credit  | 179    | 316                  |   |   | Time to default correlations                             | 0% ; 100%                    |
|   |        |                      | Other credit derivatives  | Credit default models   | Quanto<br>correlations                                   | -50% ; 40%                   |
|   |        |                      | Destructions  | Mandala an anna aite  | Credit spreads   | 0 bps ; 1 000 bps            |
| Commodities   | 68     | 37                   | Derivatives on<br>commodities baskets   | Models on commodities options   | Commodities<br>correlations                              | 5.70% ; 97.64%               |
| Long term equity investments                          | 1,466  | -                    | Securities held for strategic purposes  | Net Book Value /<br>Recent transactions   | Non applicable   | -                            |
|   |        |                      |   |   |  |                              |

(1) Hybrid instruments are broken down by main unobservable inputs.

# 6. SENSITIVITY OF FAIR VALUE FOR LEVEL 3 INSTRUMENTS

Unobservable inputs are assessed carefully, particularly in this persistently uncertain economic environment and market. However, by their very nature, unobservable inputs inject a degree of uncertainty into the valuation of Level 3 instruments.

To quantify this, fair value sensitivity was estimated at 30 June 2018 on instruments whose valuation requires certain unobservable inputs. This estimate was based either on a "standardised" variation in unobservable inputs, calculated for each input on a net position, or on assumptions in line with the additional valuation adjustment policies for the financial instruments in question.

The "standardised" variation is:

- either the standard deviation of consensus prices (TOTEM, etc.) used to measure an input nevertheless considered as unobservable; or
- the standard deviation of historic data used to measure the input.

SENSITIVITY OF LEVEL 3 FAIR VALUE TO A REASONABLE VARIATION IN UNOBSERVABLE INPUTS

|   | 30.06.2            | 2018               | 31.12              | 2017               |
|---|--------------------|--------------------|--------------------|--------------------|
| (In millions of euros)                                    | Negative<br>impact | Positive<br>impact | Negative<br>impact | Positive<br>impact |
| Shares and other equity instruments and derivatives       | (12)               | 89                 | (5)                | 88                 |
| Equity volatilities                                       | 0                  | 18                 | 0                  | 18                 |
| Dividends   | 0                  | 6                  | 0                  | 6                  |
| Correlations  | (12)               | 57                 | (5)                | 59                 |
| Hedge Fund volatility                                     | 0                  | 0                  | 0                  | 0                  |
| Mutual Fund volatility                                    | 0                  | 8                  | 0                  | 6                  |
| Rates or Forex instruments and derivatives                | (7)                | 46                 | (6)                | 50                 |
| Correlations between exchange rates and/or interest rates | (4)                | 43                 | (4)                | 45                 |
| Forex volatilities  | (2)                | 2                  | (1)                | 2                  |
| Constant prepayment rates                                 | 0                  | 0                  | 0                  | 0                  |
| Inflation / inflation correlations                        | (1)                | 1                  | (1)                | 2                  |
| Credit instruments and derivatives                        | (6)                | 18                 | (2)                | 6                  |
| Time to default correlations                              | (4)                | 8                  | (1)                | 1                  |
| Recovery rate variance for single name underlyings        | 0                  | 0                  | 0                  | 0                  |
| Quanto correlations                                       | (2)                | 10                 | 0                  | 4                  |
| Credit spreads  | 0                  | 0                  | (1)                | 1                  |
| Commodity derivatives                                     | 0                  | 1                  | 0                  | 1                  |
| Commodities correlations                                  | 0                  | 1                  | 0                  | 1                  |
| Long term securities valued using internal models         | NA                 | NA                 | NA                 | NA                 |

It should be noted that, given the already conservative valuation levels, this sensitivity is higher for a favourable impact on results than for an unfavourable impact. Moreover, the amounts shown above illustrate the uncertainty of the valuation as of the computation date on the basis of a reasonable variation in inputs. Future variations in fair value or consequences of extreme market conditions cannot be deduced or forecast from these estimates.

# 7. DEFERRED MARGIN RELATED TO MAIN UNOBSERVABLE INPUTS

The remaining amount to be recorded in the income statement, resulting from the difference between the transaction price and the amount determined at this date using valuation techniques, minus the amounts recorded in the income statement after initial recognition, is shown in the table below. This amount is recorded in the income statement over time, or when the inputs become observable.

| (In millions of euros)                                    | 2018  | 2017  |
|---|-------|-------|
| Deferred margin at 1 <sup>st</sup> January                | 1,281 | 1,142 |
| Deferred margin on new transactions during the period     | 450   | 880   |
| Margin recorded in the income statement during the period | (380) | (741) |
| o/w amortisation  | (200) | (316) |
| switch to observable inputs                               | (18)  | (50)  |
| disposed, expired or terminated                           | (162) | (375) |
| Deferred margin at end of the period                      | 1,351 | 1,281 |

# NOTE 3.5 - LOANS, RECEIVABLES AND SECURITIES AT AMORTISED COST

# OVERVIEW OF IFRS 9 TRANSITION (See comments on Note 1)

|  |                                    |   |   | Reclassif  | ications                                |   |         | Value adjus                 | tment   |                                    |
|--|------------------------------------|---|---|--|---|---|---------|-----------------------------|---|------------------------------------|
| (In millions of<br>_euros)             | Balance at<br>31.12.2017<br>IAS 39 | of insurance<br>activities<br>investments | of<br>available-<br>for-sale<br>financial<br>assets | of held-<br>to-<br>maturity<br>financial<br>assets | of non-SPPI<br>loans and<br>receivables | of loans and<br>receivables<br>regarding<br>the business<br>model | Others  | Reclassification<br>effects | Recognition<br>of credit risk<br>impairment<br>based on<br>IFRS 9 | Balance at<br>01.01.2018<br>IFRS 9 |
| Securities at<br>amortised cost        | N/A                                | -   | 2,971   | 3,078  | -                                       | -   | 5,650   | (100)                       | (7)   | 11,592                             |
| Due from banks<br>at amortised<br>cost | 60,866                             | (7,103)                                   | -   | -  | (5)                                     | (80)  | (18)    | -                           | (4)   | 53,656                             |
| Customer loans<br>at amortised<br>cost | 425,231                            | (141)                                     | -   | -  | (638)                                   | (644)   | (5,580) | 50                          | (887)   | 417,391                            |
| Total                                  | 486,097                            | (7,244)                                   | 2,971   | 3,078  | (643)                                   | (724)   | 52      | (50)                        | (898)   | 482,639                            |

### **OVERVIEW**

|                        | 30.06.2018 |            | 01.01    | 2018       |  |
|------------------------|------------|------------|----------|------------|--|
|                        | Carrying   | o/w        | Carrying | o/w        |  |
| (In millions of euros) | amount     | impairment | amount   | impairment |  |
| Due from banks         | 63,783     | (29)       | 53,656   | (29)       |  |
| Customer loans         | 427,296    | (12,651)   | 417,391  | (13,361)   |  |
| Securities             | 11,428     | (10)       | 11,592   | (11)       |  |
| Total                  | 502,507    | (12,690)   | 482,639  | (13,401)   |  |

# **ACCOUNTING PRINCIPLES**

Loans, receivables and debt securities are measured at amortised cost where their contractual cash flows are consistent with basic lending arrangements (SPPI) and they are managed under "Hold to Collect" business model.

Subsequent to initial recognition, they are measured at amortised cost using the effective interest method, and their accrued or earned income is recorded in the income statement under *Interest and similar income*. Furthermore, as these financial assets are subject to impairment for credit risk, changes in expected credit losses are recorded in profit or loss under *Cost of risk* with a corresponding impairment of amortised cost under balance sheet assets. The applicable impairment rules are described in Note 3.8.

Loans issued by the Group may be subject to renegotiations for commercial reasons, where the borrowing customer is not experiencing financial difficulties or insolvency. Such efforts are undertaken for customers for which the Group agrees to renegotiate their debt in the interest of preserving or developing a business relationship, in accordance with the credit approval procedures in force and without relinquishing any principal or accrued interest. Renegotiated loans are derecognised at the renegotiation date, and the new loans contractualised under the renegotiated terms and conditions replace the previous loans in the balance sheet at this same date. The new loans are subject to the SPPI test to determine how they are classified in the balance sheet. If a loan qualifies as SPPI, the renegotiation fees received are included in the effective interest rate of the new instrument.

*Customer loans at amortised cost* include lease receivables where they are classified as finance leases. Leases granted by the Group are classified as finance leases if they transfer substantially all the risks and rewards incidental to ownership of the leased asset to the lessee. Otherwise, they are classified as operating leases (see Note 4.2).

These finance lease receivables represent the Group's net investment in the lease, calculated as the present value of the minimum payments to be received from the lessee, plus any unguaranteed residual value, discounted at the interest rate implicit in the lease. In the event of a subsequent reduction in the estimated unguaranteed residual value used to calculate the lessor's investment in the finance lease, the present value of this reduction is recognised as a loss under *Expenses from other activities* in the income statement and as a reduction of finance lease receivables on the asset side of the balance sheet.

### BUSINESS MODEL "HOLD TO COLLECT "

Under this model, financial assets are managed to realise cash flows by collecting contractual payments over the life of the instrument.

To achieve the objective of this business model, it is not necessary for the entity to hold all the instruments until maturity. Selling assets remains consistent with a business model whose objective is to collect contractual cash flows in the following cases:

- the financial asset is sold following an increase in the asset's credit risk; or
- the sale of the financial asset occurs close to its maturity and the proceeds from the sale are similar to the amount to be collected from the remaining contractual cash flows.

Other sales can also be consistent with the objective of collecting contractual cash flows, provided they are infrequent (even if significant in value) or insignificant in value, both individually and in aggregate terms (even if frequent). Such other sales include sales made to manage credit concentration risk (without an increase in the asset's credit risk). The Group has set up procedures for reporting and analysing all significant projected sales of financial assets held for collecting contractual cash flows, as well as a periodic review of sales that have occurred.

# **Financing activities**

Within the Group, the "hold to collect" business model is mainly applied by financing activities managed by French Retail Banking, International Retail Banking and Financial Services and by Global Banking and Investor Solutions, except for the part of syndicated loans that is expected to be sold.

# 1. DUE FROM BANKS

| _(In millions of euros)                      | 30.06.2018 | 01.01.2018 |
|--|------------|------------|
| Current accounts                             | 26,065     | 21,066     |
| Deposits and loans                           | 19,603     | 15,842     |
| Subordinated and participating loans         | 131        | 133        |
| Securities purchased under resale agreements | 17,904     | 16,523     |
| Related receivables                          | 86         | 94         |
| Due from banks before impairment             | 63,789     | 53,658     |
| Credit loss impairment                       | (29)       | (29)       |
| Revaluation of hedged items                  | 23         | 27         |
| Net due from banks                           | 63,783     | 53,656     |

# 2. CUSTOMER LOANS

| _(In millions of euros)                      | 30.06.2018 | 01.01.2018 |
|--|------------|------------|
| Overdrafts                                   | 22,136     | 20,239     |
| Other customer loans                         | 363,413    | 356,662    |
| Lease financing agreements                   | 31,482     | 30,310     |
| Related receivables                          | 1,798      | 2,183      |
| Securities purchased under resale agreements | 20,771     | 21,004     |
| Customer loans before impairment             | 439,600    | 430,398    |
| Credit loss impairment                       | (12,651)   | (13,361)   |
| Revaluation of hedged items                  | 347        | 354        |
| Customer loans                               | 427,296    | 417,391    |

### BREAKDOWN OF OTHER CUSTOMER LOANS

| (In millions of euros)                | 30.06.2018 | 01.01.2018 |
|---------------------------------------|------------|------------|
| Trade notes                           | 9,777      | 10,173     |
| Short-term loans                      | 113,862    | 108,005    |
| Export loans                          | 11,382     | 10,395     |
| Equipment loans                       | 54,566     | 53,983     |
| Housing loans                         | 126,185    | 124,324    |
| Loans secured by notes and securities | 86         | 89         |
| Other loans                           | 47,555     | 49,693     |
| Other customer loans                  | 363,413    | 356,662    |
|                                       |            |            |

# **3. SECURITIES**

| _(In millions of euros)                                  | 30.06.2018 | 01.01.2018 |
|--|------------|------------|
| Government securities                                    | 5,932      | 5,623      |
| Negociable certificates, bonds and other debt securities | 5,411      | 5,851      |
| Related receivables                                      | 83         | 109        |
| Securities before impairment                             | 11,426     | 11,583     |
| Impairment   | (10)       | (11)       |
| Revaluation of hedged items                              | 12         | 20         |
| Securities   | 11,428     | 11,592     |
|  |            |            |

# NOTE 3.6 - DEBTS

The balance sheet value of financial liabilities at amortised cost was not impacted by the first-time application of IFRS 9.

# **ACCOUNTING PRINCIPLES**

Debts include non-derivative financial liabilities that are not measured at fair value through profit or loss.

They are recognised in the balance sheet according to the type of instrument and counterparty, under *Due to banks, Customer deposits, Debt securities issued or Subordinated debt.* 

Subordinated debts are all dated or undated borrowings, whether or not in the form of debt securities, which in the event of the liquidation of the borrowing company may only be redeemed after all other creditors have been paid.

Debts are initially recognised at cost, measured as the fair value of the amount borrowed net of transaction fees. These liabilities are measured at period-end at amortised cost using the effective interest rate method. As a result, issue or redemption premiums on bonds are amortised over the lifetime of the instruments concerned. Accrued or paid expenses are recorded in profit or loss under *Interest and similar expense*.

The Group's obligations arising from mortgage savings accounts and plans are recorded under *Customer deposits* – *Regulated savings accounts*. A provision may be recorded in respect of CEL mortgage savings accounts and PEL mortgage savings plans (see Note 8.3).

# **1. DUE TO BANKS**

| _(In millions of euros)                      | 30.06.2018 | 31.12.2017 |
|--|------------|------------|
| Demand deposits and current accounts         | 13,214     | 11,686     |
| Overnight deposits and borrowings and others | 2,805      | 2,145      |
| Term deposits                                | 67,247     | 68,265     |
| Related payables                             | 127        | 127        |
| Revaluation of hedged items                  | 131        | 147        |
| Securities sold under repurchase agreements  | 6,259      | 6,251      |
| Total  | 89,783     | 88,621     |

# 2. CUSTOMER DEPOSITS

| (In millions of euros)                                   | 30.06.2018 | 31.12.2017 |
|--|------------|------------|
| Regulated savings accounts                               | 93,880     | 92,023     |
| Demand   | 68,625     | 66,515     |
| Term   | 25,255     | 25,508     |
| Other demand deposits <sup>(1)</sup>                     | 226,704    | 216,102    |
| Other term deposits <sup>(1)</sup>                       | 78,118     | 85,454     |
| Related payables   | 820        | 381        |
| Revaluation of hedged items                              | 234        | 268        |
| Total customer deposits                                  | 399,756    | 394,228    |
| Securities sold to customers under repurchase agreements | 15,345     | 16,405     |
| Total  | 415,101    | 410,633    |

(1) Including deposits linked to governments and central administrations.

# 3. DEBT SECURITIES ISSUED

| (In millions of euros)                                 | 30.06.2018 | 31.12.2017 |
|--|------------|------------|
| Term savings certificates                              | 664        | 515        |
| Bond borrowings  | 22,726     | 22,470     |
| Interbank certificates and negotiable debt instruments | 76,989     | 78,485     |
| Related payables                                       | 476        | 770        |
| Revaluation of hedged items                            | 803        | 995        |
| Total  | 101,658    | 103,235    |
| o/w floating-rate securities                           | 30,251     | 30,762     |

# NOTE 3.7 - INTEREST INCOME AND EXPENSE

|                        | Interest is compensation for a financial service, consisting in a lender making a certain<br>amount of cash available to a borrower for an agreed period of time. Such compensated<br>financing arrangements can be loans, deposits or securities (bonds, negotiable debt<br>securities, etc.).   |
|------------------------|---|
| MAKING<br>IT<br>SIMPLE | This compensation is a consideration for the time value of money, plus the credit risk, liquidity risk and administrative costs, borne by the lender for the duration of the financing agreement. The interest can also include a margin used by the lending bank to remunerate equity instruments (such as ordinary shares) that are required by prudential regulation to be issued in relation to the amount of financing granted, so as to guarantee its own solvency. |
|                        | Interest is recognised as expense or income over the life of the financing service granted or received, proportionally to the principal amount outstanding.   |

# **ACCOUNTING PRINCIPLES**

Interest income and expense are recorded in the income statement under *Interest and similar income* and *Interest and similar expense* for all financial instruments measured using the effective interest method (instruments at amortised cost and debt instruments at fair value through other comprehensive income).

The effective interest rate is taken to be the rate used to net discount future cash inflows and outflows over the expected life of the instrument in order to establish the net book value of the financial asset or liability. The calculation of this rate considers the future cash flows estimated on the basis of the contractual provisions of the financial instrument without taking account of possible future credit losses and also includes commissions paid or received between the parties where these may be assimilated to interest, directly linked transaction costs, and all types of premiums and discounts.

Where a financial asset is classified in Stage 3 for impairment, subsequent interest income is measured at the effective interest rate applied to the net carrying amount of the financial asset.

Moreover, except for those related to employee benefits, provisions recognised as balance sheet liabilities generate interest expenses that are calculated using the same risk-free interest rate as that used to discount the expected outflow of resources.

|  | 1st ł  | half of 2018 | <b>(</b> 1) | •      | 2017     |         | 1st    | half of 201 | 7     |
|--|--------|--------------|-------------|--------|----------|---------|--------|-------------|-------|
| (In millions of euros)   | Income | Expense      | Net         | Income | Expense  | Net     | Income | Expense     | Net   |
| Financial instruments at amortised cost  | 6,658  | (3,226)      | 3,432       | 13,830 | (8,829)  | 5,001   | 6,977  | (4,421)     | 2,556 |
| Central banks  | 289    | (73)         | 216         | 389    | (217)    | 172     | 153    | (94)        | 59    |
| Bonds and other debt securities  | 144    | (909)        | (765)       |        | (1,902)  | (1,902) |        | (967)       | (967) |
| Due from/to banks <sup>(2)</sup>   | 402    | (494)        | (92)        | 1,219  | (1,158)  | 61      | 591    | (550)       | 41    |
| Customer loans and deposits  | 5,518  | (1,348)      | 4,170       | 11,698 | (4,847)  | 6,851   | 5,965  | (2,419)     | 3,546 |
| Subordinated debt  | -      | (279)        | (279)       | -      | (581)    | (581)   | -      | (291)       | (291) |
| Securities lending/borrowing   | 5      | (5)          | -           | 14     | (20)     | (6)     | 9      | (14)        | (5)   |
| Securities purchased/sold under<br>resale/repurchase agreements and<br>borrowings secured by notes and<br>securities | 300    | (118)        | 182         | 510    | (104)    | 406     | 259    | (86)        | 173   |
| Financial instruments at fair value through profit or loss   | 233    | -            | 233         |        |          |         |        |             |       |
| Hedging derivatives  | 3,206  | (2,241)      | 965         | 6,164  | (4,434)  | 1,730   | 3,268  | (2,449)     | 819   |
| Financial instruments at fair value through other comprehensive income   | 269    | -            | 269         |        |          |         |        |             |       |
| Available-for-sale financial assets  |        |              |             | 2,424  | -        | 2,424   | 1,220  | -           | 1,220 |
| Held-to-maturity financial assets  |        |              |             | 141    | -        | 141     | 90     | -           | 90    |
| Lease financing agreements   | 553    | -            | 553         | 1,120  | -        | 1,120   | 570    | -           | 570   |
| Real estate lease financing<br>agreements  | 97     | -            | 97          | 199    | -        | 199     | 102    | -           | 102   |
| Non-real estate lease financing<br>agreements  | 456    | -            | 456         | 921    | -        | 921     | 468    | -           | 468   |
| Total Interest income and expense  | 10,919 | (5,467)      | 5,452       | 23,679 | (13,263) | 10,416  | 12,125 | (6,870)     | 5,255 |
| o/w interest income from impaired<br>financial assets  | 181    | -            | -           | 519    | -        | -       | 341    | -           | -     |

(1) As of the financial year 2018, income and expense for the Group's insurance business will be shown on a separate line of the income statement entitled "Net income from insurance activities" (see Note 1, paragraph 4).

(2) In 2016, the European Central Bank (ECB) initiated a programme of Targeted Longer-Term Refinancing Operations (TLTRO) whereby participating banks' interest rates are linked to their lending performance. Banks whose stock of loans increased by at least 2.5 % over the benchmark period (January 2016 – January 2018) will enjoy lower interest rates over the entire term of the operation, the rate in question being equal to the Eurosystem's deposit facility rate. During the second quarter of 2018, having ascertained that the lending targets were met, the ECB notified the eligible banks that the reduced interest rate would apply. For Societe Generale group, this rate reduction has led to an adjustment of the accounting value of its debt to the ECB and to the recognition of a profit equal to the difference between the discounted value (computed at the initial interest rate) of the updated contractual cash-flows following the rate reduction and the accounting value of the debt prior to the rate change. This profit amounts to EUR 60 million and is recorded under Interest expense in the first half of 2018.

These interest expenses include the refinancing cost of financial instruments at fair value through profit or loss, which results are classified in net gains or losses on these instruments. Given that income and expenses booked in the income statement are classified by type of instrument rather than by purpose, the net income generated by activities in financial instruments at fair value through profit or loss must be assessed as a whole.

# NOTE 3.8 - IMPAIRMENT AND PROVISIONS

| MAKING       | Some financial assets (loans, debt securities) involve credit risk which exposes the Group to a potential loss if the borrower, the counterparty or the securities issuer were to be unable to respect their financial commitments. The bank is remunerated for bearing this risk by a portion of the contractual interest that it receives on those assets ; this is known as the credit margin.  |
|--------------|--|
| IT<br>SIMPLE | This potential loss, or expected credit loss, is recognised in profit or loss without waiting for the occurrence of a default event on a specific counterparty.  |
|              | For loans, receivables and debt securities measured at amortised cost or fair value through other comprehensive income, the expected credit loss, as assessed by the Group, is recognised in profit or loss together with interest income. On the balance sheet, this potential loss is recognised as an impairment that reduces the carrying amount of assets measured at amortised cost. Impairments are written-back in case of a subsequent decrease of credit risk. |
|              | Potential losses recognised in profit or loss represent initially the credit losses expected<br>by the Group over the year to come. Subsequently, the amount is increased by the<br>expected loss at maturity of the instrument in case of significant increase of risk.   |
|              | For financial assets measured at fair value through profit or loss (including instruments held by global markets activities), their fair value already includes the expected credit loss, as assessed by the market participant, over the residual lifetime of the instrument.   |

# **ACCOUNTING PRINCIPLES**

Debt instruments classified as financial assets at amortised cost or as financial assets at fair value through other comprehensive income, operating lease receivables, customer receivables and income to be received included amongst *Other assets*, and also loan commitments and guarantees given, are systematically subject to impairment or a loss allowance for expected credit losses. These impairments and loss allowances are recognised when the loans are granted, the commitments undertaken or the debt securities purchased, without waiting for objective evidence of impairment to occur.

To determine the amount of impairment or loss allowances to be recorded at each reporting date, these exposures are classified into one of three categories based on the increase in credit risk observed since initial recognition. An impairment or loss allowance shall be recognised for the exposures in each category as follows:

| Observed deterioration of credit risk<br>since initial recognition of the financial asset |  |   |  |  |
|---|--|---|--|--|
| Credit<br>risk category   | Stage 1<br>Performing assets   | Stage 2<br>Deteriorated assets  | Stage 3<br>Credit-impaired assets  |  |
| Transfer criteria   | Initial recognition of the<br>instrument in stage 1<br>⇒ Maintained if the credit risk<br>has not increased<br>significantly | Credit risk on the instrument<br>has increased significantly<br>since initial recognition/30<br>days past due | Evidence that the<br>instrument is become<br>credit-impaired /<br>90 days past due |  |
| Measurement of<br>credit risk   | 12-month<br>expected credit losses   | Lifetime<br>expected credit losses  | Lifetime<br>expected credit losses   |  |
| Interest income<br>recognition basis  | Gross carrying amount of the asset before impairment   | Gross carrying amount of the asset before impairment  | Net carrying amount of the asset after impairment                                  |  |

At the initial recognition date, the exposures are systematically classified in Stage 1, unless they are underperforming/credit-impaired on acquisition. Stage 1 exposures are impaired for the amount of credit losses that the Group expects to incur within 12 months (12-month expected credit loss), based on past data and the current situation. Accordingly, the amount of impairment is the difference between the gross carrying amount of the asset and the present value of future cash flows deemed to be recoverable, taking into account the impact of collateral called up or liable to be called up and the probability of a default event occurring within the next 12 months.

Purchased or originated credit-impaired assets are subject to a specific accounting treatment, which consists in recognising the change in estimated recoverable cash flows on the instrument, discounted at the initial effective interest rate and adjusted for credit risk.

To identify Stage 2 exposures, the Group assesses the significant increase in credit risk by examining all available past and forward-looking data (behavioural scores, loan to value indicators, macroeconomic forecast scenarios, etc.). The credit rating in force is the main criterion for determining if a given exposure should be transferred to Stage 2. In the event the credit rating has been significantly downgraded since initial recognition, a loss allowance equal to lifetime expected credit loss is recorded. Significant increases in credit risk are assessed on a portfolio basis according to default probability curves defined to calculate loss allowances under IFRS 9. The thresholds for significant increases in credit risk are reviewed once a year. In addition, if a counterparty is deemed to be sensitive at the reporting date (placed on the watch list), a loss allowance is recorded for all contracts with that counterparty at the reporting date. Exposures originated after the counterparty is placed on the Watch List are classified in Stage 1. Finally, a rebuttable presumption of a significant increase in credit risk is made where payment on an asset is more than 30 days past due.

To identify Stage 3 exposures (doubtful outstandings), the Group determines whether or not there is objective evidence of impairment (default event):

- a significant deterioration in the counterparty's financial situation creates a strong probability that it will not be able to meet all of its commitments and thus represents a risk of loss for the Group;
- concessions are granted to the clauses of the loan agreement, in light of the borrower's financial difficulties, that would not have been granted in other circumstances;
- payments more than 90 days past due (with the exception of restructured loans during the probation period, which are deemed subject to impairment as of the first missed payment), whether or not a collection procedure is instigated;

 or, even in the absence of missed payments, the existence of probable credit risk or litigious proceedings (bankruptcy, court-ordered settlement or compulsory liquidation).

The Group applies the impairment contagion principle to all of the defaulting counterparty's exposures. When a debtor belongs to a group, the impairment contagion principle may also be applied to all of the group's exposures.

Stage 2 and 3 exposures are impaired for the amount of credit losses that the Group expects to incur over the life of the exposures (lifetime expected credit loss), taking into consideration past data, the present situation and reasonable forecast changes in economic conditions, and relevant macroeconomic factors through to maturity. Accordingly, the amount of impairment is the difference between the gross carrying amount of the asset and the present value of future cash flows deemed to be recoverable, taking into account the impact of collateral called up or liable to be called up and the probability of a default event occurring through to maturity.

Irrespective of the stage in which the exposures are classified, cash flows are discounted using the initial effective interest rate of the financial asset. The amount of impairment is included in the net carrying amount of the credit impaired financial asset. Impairment allocations/reversals are recorded in profit or loss under *Cost of risk*.

For operating leases and trade receivables, the Group uses the "simplified" approach, under which impairments are calculated as lifetime expected credit losses at initial recognition, regardless of any changes in the counterparty's credit risk.

Loans issued by the Group may be subject to restructuring with the aim of securing the collection of the principal and interest by adjusting the contractual terms of the loan (e.g. reduced interest rate, rescheduled loan payments, partial debt forgiveness or additional collateral). Assets may only qualify for restructuring where the borrower is experiencing financial difficulties or insolvency (whether the borrower has already become insolvent or is certain to become insolvent if the loan is not restructured).

Where they still pass the SPPI test, restructured loans are still recorded in the balance sheet and their amortised cost prior to impairment is adjusted for a discount representing the negative difference between the present value of the new contractual cash flows resulting from the restructuring of the loan and the amortised cost prior to impairment less any partial debt forgiveness. This discount, representing earnings foregone, is booked to *Cost of risk* in the income statement. As a result, the associated interest income is still subsequently recognised at the initial effective interest rate of the loans. Post-restructuring, these assets are systematically classified in Stage 3 for impairment (credit-impaired exposures), as the borrowers are deemed to be in default. Stage 3 classification is maintained for at least one year, or longer if the Group is uncertain that the borrowers will be able to meet their commitments. Once the loan is no longer classified in stage 3, the assessment of the significant increase of credit risk will be performed by comparing the credit risk level at the closing date and the level at the initial recognition date of the loan before restructuring.

Where they no longer pass the SPPI test, restructured loans are derecognised and the new loans, contractualised under the restructured terms and conditions, replace the derecognised loans in the balance sheet at that same date. The new loans are classified as *Financial assets measured mandatorily at fair value through profit or loss*.

#### **ESTIMATION OF EXPECTED CREDIT LOSSES**

The methodology for calculating Stage 1 and 2 expected credit losses is based on the Basel framework, which served as the basis for determining the methods for setting calculation inputs (probability of default and loss given default for exposures under the A-IRB and F-IRB approaches, and the provisioning rate for exposures under the standardised method). Group portfolios have been segmented to ensure that they are consistent in terms of risk characteristics and to ensure better correlation with global and local macroeconomic variables. This segmentation factors in all specific characteristics associated with the Group's activities. This new segmentation is consistent or equivalent to the segmentation defined in the Basel framework in order to ensure the uniqueness of past data on defaults and losses.

The forward-looking expected credit loss approach (12-month/lifetime) is based first and foremost on the incorporation of economic forecasts in probability of default. The main macroeconomic variables used are French GDP growth, United States of America GDP growth, and GDP growth in emerging and developed countries. For entities in the international network, the main variable used is the economic growth of the entity's country of establishment.

IFRS 9 expected credit losses are calculated using the probabilised average of 3 macroeconomic scenarios, established by Group economists for all entities of the Group (base scenarios and current stress scenarios, plus an optimistic scenario). The probabilities used are based on past observations, spanning a 25-year period, of differences in outcome between the base scenario and the actual scenario (positive and negative differences). The method is not based on expert opinion; rather it is intended to be replicated over time and updated each quarter. The method is supplemented with a sector adjustment that increases or decreases expected credit loss in an effort to better anticipate defaults or recoveries in certain cyclical sectors. Lastly, on an ancillary basis, loss allowances based on expert opinions that increase or decrease expected credit loss have been retained to factor in future risks which cannot be modelled (mainly legislative or regulatory changes). These inputs are updated at each reporting date.

#### **RECONCILIATION OF IMPAIRMENT AND PROVISIONS BETWEEN IAS 39 AND IFRS 9**

The impacts of the IFRS 9 transition on impairments and provisions for credit risk are presented in Note 1.

| (In millions of euros)  | 30.06.2018 | 01.01.2018 |
|---|------------|------------|
| Impairment of financial assets at fair value through other comprehensive income | 14         | 15         |
| Impairment of financial assets at amortised cost                                | 12,847     | 13,649     |
| Loans and receivables at amortised cost   | 12,690     | 13,401     |
| Other assets at amortised cost <sup>(1)</sup>                                   | 157        | 248        |
| Provisions on Financing commitments   | 253        | 281        |
| Provisions on Guarantee commitments   | 374        | 402        |
| Total credit loss impairment  | 627        | 683        |

#### **OVERVIEW OF IMPAIRMENT AND PROVISIONS**

(1) o/w EUR 131 million of impairment on operating lease receivables as at 30 June 2018, measured using the simplified approach (vs. EUR 132 million as at 1 January 2018); those receivables are presented among miscellaneous receivables (see Note 4.4).

### 1. IMPAIRMENT OF FINANCIAL ASSETS

#### BREAKDOWN OF FINANCIAL ASSETS IMPAIRMENT

| (In millions of euros)  | Asset<br>impairments at<br>01.01.2018 | Allocations | Write-<br>backs<br>available | Net allocations | Write-<br>backs<br>used | Currency<br>and scope<br>effects | Asset<br>impairments at<br>30.06.2018 |
|---|---------------------------------------|-------------|------------------------------|-----------------|-------------------------|----------------------------------|---------------------------------------|
| Financial assets at Fair value<br>through other comprehensive<br>income |                                       |             |                              |                 |                         |                                  |                                       |
| Impairment on performing<br>outstandings (Stage 1)                      | 5                                     | 3           | (2)                          | 1               |                         | -                                | 6                                     |
| Impairment on under-performing<br>outstandings (Stage 2)                | -                                     | -           | -                            | -               |                         | -                                | -                                     |
| Impairment on doubtful<br>outstandings (Stage 3)                        | 10                                    | -           | -                            | -               | (1)                     | (1)                              | 8                                     |
| Total   | 15                                    | 3           | (2)                          | 1               | (1)                     | (1)                              | 14                                    |
| Financial assets at amortised cost                                      |                                       |             |                              |                 |                         |                                  |                                       |
| Impairment on performing<br>outstandings (Stage 1)                      | 992                                   | 413         | (419)                        | (6)             |                         | (20)                             | 966                                   |
| Impairment on under-performing<br>outstandings (Stage 2)                | 1,244                                 | 614         | (694)                        | (80)            |                         | (41)                             | 1,123                                 |
| Impairment on doubtful<br>outstandings (Stage 3)                        | 11,413                                | 2,559       | (2,068)                      | 491             | (832)                   | (314)                            | 10,758                                |
| Total   | 13,649                                | 3,586       | (3,181)                      | 405             | (832)                   | (375)                            | 12,847                                |
| o/w Lease financing and similar<br>agreements                           |                                       |             |                              |                 |                         |                                  |                                       |
| Impairment on performing<br>outstandings (Stage 1)                      | 80                                    | 23          | (29)                         | (6)             |                         | -                                | 74                                    |
| Impairment of under-performing<br>outstandings (Stage 2)                | 101                                   | 39          | (51)                         | (12)            |                         | (1)                              | 88                                    |
| Impairment of doubtful<br>outstandings (Stage 3)                        | 661                                   | 200         | (186)                        | 14              | (43)                    | 2                                | 634                                   |
| Total   | 842                                   | 262         | (266)                        | (4)             | (43)                    | 1                                | 796                                   |

VARIATION OF DEPRECIATIONS ACCORDING TO CHANGES IN THE CARRYING AMOUNT OF FINANCIAL ASSETS

| _(In millions of euros)   | Amount at<br>01.01.2018 | Production &<br>Acquisition | Derecognition<br>(among which<br>debt waivers) and<br>repayments | Transfer<br>between<br>stages of<br>impairment | Other<br>variations | Amount at<br>30.06.2018 |
|---|-------------------------|-----------------------------|--|--|---------------------|-------------------------|
| Financial assets at Fair value<br>through other comprehensive<br>income |                         |                             |  |  |                     |                         |
| Impairment on performing<br>outstandings (Stage 1)                      | 5                       |                             |  |  | 1                   | 6                       |
| Impairment on under-performing<br>outstandings (Stage 2)                |                         |                             |  |  |                     | -                       |
| Impairment on doubtful<br>outstandings (Stage 3)                        | 10                      |                             |  |  | (2)                 | 8                       |
| Total   | 15                      | -                           | -  | -  | (1)                 | 14                      |
| Financial assets at amortised cost                                      |                         |                             |  |  |                     |                         |
| Impairment on performing<br>outstandings (Stage 1)                      | 992                     | 295                         | (340)  | (138)  | 157                 | 966                     |
| Impairment on under-performing<br>outstandings (Stage 2)                | 1,244                   | 172                         | (372)  | 125  | (46)                | 1,123                   |
| Impairment on doubtful<br>outstandings (Stage 3)                        | 11,413                  | 723                         | (2,372)  | 175  | 819                 | 10,758                  |
| Total   | 13,649                  | 1,190                       | (3,084)  | 162  | 930                 | 12,847                  |
| Of which lease financing and similar<br>agreements                      |                         |                             |  |  |                     |                         |
| Impairment on performing<br>outstandings (Stage 1)                      | 80                      | 14                          | (19)   | (8)  | 7                   | 74                      |
| Impairment on under-performing<br>outstandings (Stage 2)                | 101                     | 5                           | (32)   | 12   | 2                   | 88                      |
| Impairment on doubtful<br>outstandings (Stage 3)                        | 661                     | 4                           | (247)  | 5  | 211                 | 634                     |
| Total   | 842                     | 23                          | (298)  | 9  | 220                 | 796                     |

#### 2. PROVISIONS

#### **BREAKDOWN OF PROVISIONS**

| (In millions of euros)                                   | Amount at 01.01.2018 | Allocations | Write-<br>backs<br>available | Net<br>impairment<br>losses | Write-<br>backs<br>used | Currency and<br>scope effects | Amount at<br>30.06.2018 |
|--|----------------------|-------------|------------------------------|-----------------------------|-------------------------|-------------------------------|-------------------------|
| Financing commitments                                    |                      |             |                              |                             |                         |                               |                         |
| Provisions on performing<br>outstandings (Stage 1)       | 117                  | 55          | (69)                         | (14)                        |                         | (1)                           | 102                     |
| Provisions on under-performing<br>outstandings (Stage 2) | 107                  | 75          | (93)                         | (18)                        |                         | 6                             | 95                      |
| Provisions on doubtful<br>outstandings (Stage 3)         | 57                   | 34          | (82)                         | (48)                        |                         | 47                            | 56                      |
| Total  | 281                  | 164         | (244)                        | (80)                        | -                       | 52                            | 253                     |
| Guarantee commitments                                    |                      |             |                              |                             |                         |                               |                         |
| Provisions on performing<br>outstandings (Stage 1)       | 52                   | 25          | (23)                         | 2                           |                         | (1)                           | 53                      |
| Provisions on under-performing<br>outstandings (Stage 2) | 61                   | 20          | (24)                         | (4)                         |                         | 15                            | 72                      |
| Provisions on doubtful<br>outstandings (Stage 3)         | 289                  | 58          | (51)                         | 7                           |                         | (47)                          | 249                     |
| Total  | 402                  | 103         | (98)                         | 5                           | -                       | (33)                          | 374                     |

VARIATIONS OF PROVISIONS ACCORDING TO CHANGES IN THE AMOUNT OF FINANCING AND GUARANTEE COMMITMENTS

| (In millions of euros)                                   | Amount at<br>01.01.2018 | Production | Derecognition | Transfer<br>between<br>stages of<br>impairment | Other<br>variations | Amount at<br>30.06.2018 |
|--|-------------------------|------------|---------------|--|---------------------|-------------------------|
| Financing commitments                                    |                         |            |               |  |                     |                         |
| Provisions on performing<br>outstandings (Stage 1)       | 117                     | 29         | (59)          | (6)  | 21                  | 102                     |
| Provisions on under-performing<br>outstandings (Stage 2) | 107                     | 10         | (54)          | 12   | 20                  | 95                      |
| Provisions on doubtful outstandings<br>(Stage 3)         | 57                      | 10         | (38)          | 1  | 26                  | 56                      |
| Total  | 281                     | 49         | (151)         | 7  | 67                  | 253                     |
| Guarantee commitments                                    |                         |            |               |  |                     |                         |
| Provisions on performing<br>outstandings (Stage 1)       | 52                      | 9          | (14)          | (5)  | 11                  | 53                      |
| Provisions on under-performing<br>outstandings (Stage 2) | 61                      | 4          | (15)          | 5  | 17                  | 72                      |
| Provisions on doubtful outstandings<br>(Stage 3)         | 289                     | 5          | (59)          | 5  | 9                   | 249                     |
| Total  | 402                     | 18         | (88)          | 5  | 37                  | 374                     |

#### 3. COST OF RISK

#### **ACCOUNTING PRINCIPLES**

*Cost of risk* only includes net reversals of impairments and loss allowances for credit risk, losses on irrecoverable loans and amounts recovered on amortised receivables.

The Group proceed to a write off by recognising a loss on the bad loan and a reversal of impairment in *Cost* of risk when a debt is forgiven or when there are no longer any hopes of future recovery. The lack of future hopes of recovery is documented when a certificate issued as proof that the debt is uncollectable is delivered by the relevant authority or when strong circumstantial evidences are identified (years in default, provisions at 100%, lack of recent recoveries, specificities of the case). According to this policy, the Group doesn't proceeds to partial write off of its bad loans.

However, a write-off in accounting terms does not imply debt forgiveness in the legal sense as recovery actions on cash due by the counterparty are pursued particularly if the latter's fortune improve. In case of recoveries on an exposure previously written-off, such recoveries are recognised as *Amounts recovered on bad loans* on the year of collection.

| (In millions of euros)   | 1st half of 2018 <sup>(1)</sup> | 2017    | 1st half of<br>2017 |
|--|---------------------------------|---------|---------------------|
| Credit risk  | (378)                           | (918)   | (461)               |
| Net allocation to impairment losses                                  | (406)                           | (1,034) | (487)               |
| On financial assets at fair value through other comprehensive income | (1)                             |         |                     |
| On financial assets at amortised cost                                | (405)                           |         |                     |
| Net allocations to provisions  | 75                              | 9       | (86)                |
| On financing commitments   | 80                              |         |                     |
| On guarantee commitments   | (5)                             |         |                     |
| Losses not covered on bad loans                                      | (130)                           | (151)   | (57)                |
| Amounts recovered on bad loans                                       | 83                              | 258     | 169                 |
| Other risks  |                                 | (431)   | 93                  |
| Total  | (378)                           | (1,349) | (368)               |

(1) As from financial year 2018, Cost of risk only includes profit or loss items related to the recognition of credit risk, within the meaning of IFRS 9, including the share related to investments of insurance companies (changes in loss allowances and impairments covering credit losses, losses on irrecoverable loans and amounts recovered on previously impaired loans). As a result, changes in provisions for disputes that were previously recorded under Cost of risk now impact, depending on the type of dispute, Personnel expenses, Other administrative expenses, Interest and similar income, Interest and similar expense or Income tax.

# NOTE 3.9 - FAIR VALUE OF FINANCIAL INSTRUMENTS MEASURED AT AMORTISED COST

#### **ACCOUNTING PRINCIPLES**

#### **DEFINITION OF FAIR VALUE**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

In the absence of observable prices for identical assets or liabilities, the fair value of financial instruments is determined using another measurement technique that maximises the use of observable market inputs based on assumptions that market operators would use to set the price of the instrument in question.

For financial instruments that are not recognised at fair value on the balance sheet, the figures disclosed in this note and broken down according to the fair value hierarchy described in Note 3.4 should not be taken as an estimate of the amount that would be realised if all such financial instruments were to be settled immediately.

The fair value of financial instruments includes accrued interest as applicable.

#### **1. FINANCIAL ASSETS MEASURED AT AMORTISED COST**

|                        | 30.06.20        | 18         |
|------------------------|-----------------|------------|
| (In millions of euros) | Carrying amount | Fair value |
| Due from banks         | 63,783          | 63,821     |
| Customer loans         | 427,296         | 428,971    |
| Securities             | 11,428          | 11,854     |
| Total                  | 502,507         | 504,646    |

#### 2. FINANCIAL LIABILITIES MEASURED AT AMORTISED COST

|                        | 30.06.20        | 18         |
|------------------------|-----------------|------------|
| (In millions of euros) | Carrying amount | Fair value |
| Due to banks           | 89,783          | 89,664     |
| Customer deposits      | 415,101         | 415,299    |
| Debt securities issued | 101,658         | 102,397    |
| Subordinated debts     | 13,993          | 14,073     |
| Total                  | 620,535         | 621,433    |

#### 3. VALUATION METHODS OF FINANCIAL INSTRUMENTS MEASURED AT AMORTISED COST

#### LOANS, RECEIVABLES AND LEASE FINANCING AGREEMENTS

The fair value of loans, receivables and lease financing transactions for large corporates and banks is calculated, in the absence of an actively traded market for these loans, by discounting expected cash flows to present value based on the market rates (the benchmark maturity yield published by the Banque de France and the zero-coupon yield) prevailing on the balance sheet date for loans with broadly similar terms and maturities. These discount rates are adjusted for borrower credit risk.

The fair value of loans, receivables and lease financing transactions for retail banking customers, essentially comprised of individuals and small or medium-sized companies, is determined, in the absence of an actively traded market for these loans, by discounting the associated expected cash flows to present value at the market rates prevailing on the balance sheet date for similar types of loans and similar maturities.

For all floating-rate loans, receivables and lease financing transactions and fixed-rate loans with an initial maturity of less than or equal to one year, fair value is taken to be the same as book value net of impairment, assuming there has been no significant change in credit spreads on the counterparties in question since they were recognised in the balance sheet.

#### DEBTS

The fair value of debts, in the absence of an actively traded market for these liabilities, is taken to be the same as the value of future cash flows discounted to present value at the market rates prevailing on the balance sheet date.

When the debt is a listed instrument, its fair value is its market value.

For floating-rate deposits, demand deposits and borrowings with an initial maturity of less than or equal to one year, fair value is taken to be the same as book value. Similarly, the individual fair value of demand deposit accounts is equal to their book value.

### NOTE 4 - OTHER ACTIVITIES

The first-time application of IFRS 15 has no impact on the accounting principles applicable to *Fee income* and expense and *Income and expense from other activities*.

### NOTE 4.1 - FEE INCOME AND EXPENSE

|   | 1st    | half of 2018 | (1)   |        | 2017    |       | 1s     | t half of 2017 | ,     |
|---|--------|--------------|-------|--------|---------|-------|--------|----------------|-------|
| (In millions of euros)  | Income | Expense      | Net   | Income | Expense | Net   | Income | Expense        | Net   |
| Transactions with banks                                       | 70     | (89)         | (19)  | 133    | (168)   | (35)  | 67     | (81)           | (14)  |
| Transactions with<br>customers                                | 1,557  | -            | 1,557 | 2,971  | -       | 2,971 | 1,489  | -              | 1,489 |
| Financial<br>instruments<br>operations                        | 1,164  | (1,171)      | (7)   | 2,416  | (2,240) | 176   | 1,288  | (1,164)        | 124   |
| Securities<br>transactions                                    | 259    | (479)        | (220) | 596    | (959)   | (363) | 321    | (453)          | (132) |
| Primary market<br>transactions                                | 81     |              | 81    | 208    |         | 208   | 104    |                | 104   |
| Foreign exchange<br>transactions and<br>financial derivatives | 824    | (692)        | 132   | 1,612  | (1,281) | 331   | 863    | (711)          | 152   |
| Loan and guarantee<br>commitments                             | 373    | (39)         | 334   | 748    | (62)    | 686   | 374    | (34)           | 340   |
| Services  | 1,180  | -            | 1,180 | 3,934  | -       | 3,934 | 1,972  | -              | 1,972 |
| Asset management fees   | 313    |              | 313   | 1,427  |         | 1,427 | 699    |                | 699   |
| Payment instruments fees                                      | 412    |              | 412   | 813    |         | 813   | 395    |                | 395   |
| Insurance products fees                                       | 114    |              | 114   | 820    |         | 820   | 412    |                | 412   |
| Underwriting fees of UCITS                                    | 40     |              | 40    | 176    |         | 176   | 86     |                | 86    |
| Other services  | 301    |              | 301   | 698    |         | 698   | 380    |                | 380   |
| Others  | 145    | (488)        | (343) | 302    | (1,211) | (909) | 148    | (606)          | (458) |
| Total   | 4,489  | (1,787)      | 2,702 | 10,504 | (3,681) | 6,823 | 5,338  | (1,885)        | 3,453 |

(1) As of the financial year 2018, income and expense for the Group's insurance business will be shown on a separate line of the income statement entitled "Net income from insurance activities" (see Note 1, paragraph 4).

### NOTE 4.2 - INCOME AND EXPENSE FROM OTHER ACTIVITIES

|                                 | 19     | t half of 20 | 18    | - 2017 1st half of 20 |          | 017     |        |          |         |
|---------------------------------|--------|--------------|-------|-----------------------|----------|---------|--------|----------|---------|
| (In millions of euros)          | Income | Expense      | Net   | Income                | Expense  | Net     | Income | Expense  | Net     |
| Real estate development         | 33     | (1)          | 32    | 93                    | (4)      | 89      | 42     | (2)      | 40      |
| Real estate leasing             | 22     | (13)         | 9     | 67                    | (68)     | (1)     | 30     | (40)     | (10)    |
| Equipment leasing               | 4,960  | (3,283)      | 1,677 | 9,158                 | (6,447)  | 2,711   | 4,363  | (3,086)  | 1,277   |
| Other activities <sup>(1)</sup> | 310    | (1,171)      | (861) | 12,727                | (14,637) | (1,910) | 7,863  | (9,242)  | (1,379) |
| o/w insurance activities        |        |              |       | 12,346                | (12,052) | 294     | 6,629  | (6,461)  | 168     |
| Total                           | 5,325  | (4,468)      | 857   | 22,045                | (21,156) | 889     | 12,298 | (12,370) | (72)    |

(1) As of the financial year 2018, income and expense for the Group's insurance business will be shown on a separate line of the income statement entitled "Net income from insurance activities" (see Note 1, paragraph 4).

### NOTE 4.3 – INSURANCE ACTIVITIES

MAKING SIMPLE

Insurance activities (life insurance, personal protection and non-life insurance) add to the range of products included in the banking services offered to Group customers.

These activities are carried out by dedicated subsidiaries, subject to regulations specific to the insurance sector.

The rules for measuring and accounting for risks associated with insurance contracts are specific to the Insurance sector. Equally, the income and expense disclosed in this note for the Group's insurance business are shown in line with the sector's standard format (classification on the basis of function).

#### **DEFERRED APPLICATION OF IFRS 9 BY INSURANCE SUBSIDIARIES**

The amendments to IFRS 4 (Applying IFRS 9, "Financial Instruments", with IFRS 4, Insurance Contracts) allow entities having insurance as their primary activity to delay the application of IFRS 9 until 1 January 2021, meaning they may continue applying the current standard, IAS 39. The European Commission also extended the deferral option to allow financial conglomerates falling within the scope of Directive 2002/87/EC to elect that all their entities operating in the insurance sector within the meaning of that Directive will defer the effective date of IFRS 9 until 1 January 2021.

The Group has elected that all its insurance subsidiaries will defer the effective date of IFRS 9 and will continue to apply IAS 39 as adopted by the European Union. The Group has made the necessary arrangements to forbid all transfers of financial instruments between its insurance sector and any other sector in the Group that would lead to a derecognition of the instrument by the seller, except for transfers of financial instruments measured at fair value through profit or loss by both sectors involved in such transfers.

Starting in financial year 2018, insurance activities are presented on separate lines in the consolidated financial statements for clarification purposes: *Investments of insurance activities* under balance sheet assets, *Insurance contracts related liabilities* under balance sheet liabilities, and *Net income from insurance activities* under *Net banking income* in the income statement.

The main subsidiaries concerned are Sogecap, Antarius, Sogelife, Oradea Vie, Komercni Pojistovna A.S. and Sogessur.

#### 1. INSURANCE CONTRACTS RELATED LIABILITIES

#### **ACCOUNTING PRINCIPLES**

UNDERWRITING RESERVES OF INSURANCE COMPANIES

Underwriting reserves correspond to the commitments of insurance companies with respect to policyholders and the beneficiaries of policies.

In accordance with IFRS 4 on insurance policies, life and non-life underwriting reserves continue to be measured under the same local regulations.

Risks covered by non-life insurance policies are principally linked to home, car and accident protection guarantees. Underwriting reserves comprise reserves for unearned premiums (share of premium income relating to subsequent financial years) and for outstanding claims.

Risks covered by life insurance policies are principally death, invalidity and incapacity for work. Life insurance underwriting reserves mainly comprise actuarial reserves, which correspond to the difference between the present value of commitments falling to the insurer and those falling to the policyholder, and the reserve for claims incurred but not settled.

In life insurance products:

- Underwriting reserves of life insurance contracts invested in EUR-denominated vehicles with profit-sharing clauses consist primarily of mathematical provisions and provisions for profit-sharing.
- Underwriting reserves of life insurance contracts invested in unit-linked vehicles or with a significant insurance clause (mortality, invalidity, etc.) are measured at the inventory date according to the realisation value of the assets underlying these contracts.

Under the principles defined in IFRS 4, and in compliance with local regulations applicable with respect thereto, life insurance policies with discretionary profit-sharing features are subject to "mirror accounting", whereby any changes in the value of financial assets liable to affect policyholders are recorded in *Deferred profit-sharing*. This reserve is calculated to reflect the potential rights of policyholders to unrealised gains on financial instruments measured at fair value or their potential share of unrealised losses.

To demonstrate the recoverability of the deferred profit-sharing asset in the event of an unrealised net loss, two approaches are verified by the Group in order to show that the liquidity requirements caused by an unfavourable economic environment would not require assets to be sold in the event of unrealised losses:

- the first approach consists in simulating deterministic ("standardised" or extreme) stress scenarios. This
  is used to show that in these scenarios no significant losses would be realised on the assets existing at
  the balance sheet date for the scenarios tested;
- the aim of the second approach is to ensure that in the long or medium term, the sale of assets to meet liquidity needs would not generate any significant losses. The approach is verified considering projections based on extreme scenarios.

A liability adequacy test is also carried out quarterly using a stochastic model based on parameter assumptions consistent with those used for the MCEV (Market Consistent Embedded Value). This test takes into account all of the future cash flows from policies, including management charges, fees and policy options and guarantees.

#### **CLASSIFICATION OF FINANCIAL LIABILITIES**

At initial recognition, financial liabilities resulting from the Group's insurance activities are classified in the following accounting categories:

- financial liabilities measured at fair value through profit or loss: financial liabilities held for trading, including by default derivative liabilities that do not qualify as hedging instruments, as well as non-derivative financial liabilities initially designated by the Group at fair value through profit or loss (fair value option). These financial liabilities mainly comprise investment contracts without discretionary profit-sharing clauses and with no insurance component, that do not meet the definition of an insurance contract under IFRS 4 (unit-linked insurance contracts only) and are thus governed by IAS 39;
- financial liabilities measured at amortised cost: other non-derivative financial liabilities, which are measured at amortised cost.

These financial liabilities are recorded in the balance sheet under *Debts* and *Financial liabilities measured at fair value through profit or loss,* except for derivative liabilities and revaluation differences on portfolios hedged against interest rate risk, which are recorded under *Insurance contracts related liabilities.* 

#### BREAKDOWN OF INSURANCE CONTRACTS RELATED LIABILITIES

| (In millions of euros)                        | 30.06.2018 | 01.01.2018 |
|---|------------|------------|
| Underwriting reserves of insurance companies  | 131,654    | 130,958    |
| Financial liabilities of insurance activities | 604        | 759        |
| Total   | 132,258    | 131,717    |

#### UNDERWRITING RESERVES OF INSURANCE COMPANIES

| (In millions of euros)  | 30.06.2018 | 01.01.2018 |
|---|------------|------------|
| Underwriting reserves for unit-linked policies  | 30,681     | 29,643     |
| Life insurance underwriting reserves  | 89,798     | 89,563     |
| Non-life insurance underwriting reserves  | 1,354      | 1,332      |
| Deferred profit-sharing booked in liabilities   | 9,821      | 10,420     |
| Total   | 131,654    | 130,958    |
| Attributable to reinsurers  | (685)      | (731)      |
| Underwriting reserves of insurance companies (including provisions for deferred profit-sharing) net of the share attributable to reinsurers | 130,969    | 130,227    |

#### STATEMENT OF CHANGES IN UNDERWRITING RESERVES

| _(In millions of euros)   | Underwriting<br>reserves for<br>unit-linked<br>policies | Life insurance<br>underwriting<br>reserves | Non-life<br>insurance<br>underwriting<br>reserves |
|---|---|--|---|
| Reserves at 1 January 2018 (except provisions for deferred _profit-sharing) | 29,643  | 89,563                                     | 1,332   |
| Allocation to insurance reserves  | 795   | 879  | 18  |
| Revaluation of unit-linked policies   | (103)   | -  | -   |
| Charges deducted from unit-linked policies                                  | -   | -  | -   |
| Transfers and allocation adjustments  | 614   | (620)                                      | -   |
| New customers   | 14  | -  | -   |
| Profit-sharing  | 59  | 57   | -   |
| Others  | (341)   | (81)                                       | 4   |
| Reserves at 30 June 2018 (except provisions for deferred profit-sharing)    | 30,681  | 89,798                                     | 1,354   |

In accordance with IFRS 4 and Group accounting standards, the Liability Adequacy Test (LAT) was performed at 30 June 2018. This test assesses whether recognised insurance liabilities are adequate, using current estimates of future cash flows under insurance policies. The result of the test at 30 June 2018 was positive.

#### UNDERWRITING RESERVES BY REMAINING MATURITY

| (In millions of euros)                       | Up to 3<br>months | 3 months<br>to 1 year | 1 to 5<br>years | More than<br>5 years | 30.06.2018 |
|--|-------------------|-----------------------|-----------------|----------------------|------------|
| Underwriting reserves of insurance companies | 13,951            | 9,375                 | 36,837          | 71,491               | 131,654    |

#### 2. INVESTMENTS OF INSURANCE ACTIVITIES

#### ACCOUNTING PRINCIPLES

#### **CLASSIFICATION OF FINANCIAL ASSETS**

At initial recognition, financial assets of Group's insurance activities are classified under the following accounting categories:

- Financial assets measured at fair value through profit or loss: financial instruments held for trading (see definition in Note 3.1), including by default derivative assets that do not qualify as hedging instruments, as well as non-derivative financial assets initially designated by the Group at fair value through profit or loss (fair value option). In particular, the Group measures at fair value by option financial assets held to guarantee the unit-linked policies to ensure that their accounting treatment matches that of the corresponding insurance liabilities.
- Loans and receivables: non-derivative fixed- or determinable-income financial assets that are not quoted on an active market and are not held for trading purposes or held for sale from the time of their acquisition or issuance, nor initially designated at fair value through profit or loss (fair value option). They are measured at amortised cost and may be subject to impairment for credit risk where there is objective evidence of impairment on an individual or collective basis.
- Held-to-maturity financial assets: non-derivative fixed- or determinable-income assets with a fixed
  maturity which are quoted on an active market and which the Group has the intention and ability to hold
  to maturity. They are measured at amortised cost and may be subject to impairment, if applicable, where
  there is objective evidence of impairment on an individual basis. Amortised cost includes premiums,
  discounts and transaction costs.
- Available-for-sale financial assets: non-derivative financial assets held for an indefinite period and which the Group may sell at any time. By default, these are financial assets which are not classified in one of the three above categories. These instruments are measured at fair value through other comprehensive income under Unrealised or deferred gains and losses. Accrued or earned income on debt securities is recorded in profit or loss based on the effective interest rate, while income from equity securities is recorded under Dividend income. Finally, where there is objective evidence of impairment on an individual basis, the unrealised loss previously accumulated in other comprehensive income is reclassified to profit or loss under Net income from insurance activities.

All these categories are presented in the balance sheet under *Investments of insurance activities*, which also includes investment property held by insurance entities and hedging derivatives measured as required by the accounting principles presented in Note 3.2.

For debt instruments, objective evidence of impairment on an individual basis includes:

- a significant deterioration in the counterparty's financial situation creating a strong probability that it will
  not be able to meet all of its commitments and thus represents a risk of loss for the Group;
- concessions granted to the clauses of the loan agreement, in light of the borrower's financial difficulties, that would not have been granted in other circumstances;
- payments more than 90 days past due (with the exception of restructured loans during the probation period, which are deemed subject to impairment as of the first missed payment), whether or not a collection procedure is instigated;

• or, even in the absence of missed payments, the existence of probable credit risk or litigious proceedings (bankruptcy, court-ordered settlement or company liquidation.

Furthermore, for financial assets classified as *Loans and receivables*, where there is no objective evidence of impairment on an individual basis, the Group creates portfolios of assets presenting similar credit risk characteristics and subjects the entire portfolio to an impairment test. In a portfolio of homogeneous assets, as soon as a credit risk is incurred on a group of financial instruments, impairment is recognised without waiting for the risk to individually affect one or more receivables.

Finally for equity instruments classified as *Available-for-sale financial assets*, a significant or prolonged decrease in fair value below their purchase price constitutes objective evidence of impairment.

The accounting principles governing fair value, initial recognition of financial instruments, derecognition of financial instruments, derivatives, interest income and expense, transferred financial assets and clearing of financial instruments are identical to those described in Note 3 "Financial instruments".

#### **OVERVIEW OF INVESTMENTS OF INSURANCE ACTIVITIES**

| (In millions of euros)  | 30.06.2018 | 01.01.2018 |
|---|------------|------------|
| Financial assets at fair value through profit or loss (trading portfolio)                               | 1,705      | 1,765      |
| Debt instruments  | 200        | 200        |
| Equity instruments  | 38         | 38         |
| Trading derivatives   | 1,467      | 1,527      |
| Other assets  | -          | -          |
| Financial assets at fair value through profit or loss (fair value option)                               | 57,288     | 55,414     |
| Bonds and other debt instruments  | 27,387     | 27,174     |
| Shares and other equity instruments   | 29,644     | 27,986     |
| Loans and securities purchased under resale agreement   | 257        | 254        |
| Hedging derivatives   | 419        | 438        |
| Available-for-sale financial assets   | 86,300     | 86,509     |
| Debt instruments  | 72,520     | 72,973     |
| Equity instruments  | 13,780     | 13,536     |
| Due from banks <sup>(2)</sup>   | 8,973      | 9,195      |
| Customer loans  | 132        | 141        |
| Held-to-maturity financial assets   | -          | -          |
| Revaluation differences on portfolios hedged against interest rate risk                                 | -          | -          |
| Real estate investments   | 613        | 618        |
| Total investments of insurance activities before elimination of intercompany transactions               | 155,430    | 154,080    |
| Elimination of intercompany transactions  | (6,296)    | (6,469)    |
| Total investments of insurance activities after elimination of intercompany transactions <sup>(1)</sup> | 149,134    | 147,611    |

(1) Investments in other Group companies that are made in representation of unit-linked liabilities are kept in the Group's consolidated balance sheet without any significant impact thereon.

(2) o/w EUR 1,090 million of current accounts at 30 June 2018 (after elimination of intercompany transactions) vs. EUR 1,093 million at 1 January 2018.

The following tables show the carrying amounts after eliminating intercompany transactions.

#### ANALYSIS OF FINANCIAL ASSETS DEPENDING ON THEIR CONTRACTUAL CHARACTERISTICS

The following table shows the carrying value of the financial assets included in *Net investments from insurance activities*, whereby those assets whose contractual conditions give rise to cash-flows on set dates which are solely payments of principal and interest (basic instruments) are placed in a separate category which excludes trading assets and assets measured using the fair value option through profit or loss.

|                                     | 30.06.2018  |                   |        |  |  |
|-------------------------------------|---|-------------------|--------|--|--|
| (In millions of euros)              | Basic instruments except<br>trading transactions and<br>fair value option | Other instruments | Total  |  |  |
| Available-for-sale financial assets | 68,010  | 16,587            | 84,597 |  |  |
| Due from banks                      | 3,835   | 3,258             | 7,093  |  |  |
| Customer loans                      | 132   | -                 | 132    |  |  |

#### FAIR VALUE OF FINANCIAL INSTRUMENTS MEASURED AT FAIR VALUE

|   | 30.06.2018 |         |         |         |
|---|------------|---------|---------|---------|
| (In millions of euros)  | Level 1    | Level 2 | Level 3 | Total   |
| Trading portfolio   | 38         | 424     | -       | 462     |
| Financial assets at fair value through profit or loss using the fair value option | 50,479     | 5,007   | 343     | 55,829  |
| Hedging derivatives   | -          | 409     | -       | 409     |
| Available-for-sale financial assets   | 79,034     | 5,487   | 76      | 84,597  |
| Total financial assets at fair value  | 129,551    | 11,327  | 419     | 141,297 |

|   | 31.12.2017 |         |         |         |
|---|------------|---------|---------|---------|
| _(In millions of euros)   | Level 1    | Level 2 | Level 3 | Total   |
| Trading portfolio   | 38         | 661     | -       | 699     |
| Financial assets at fair value through profit or loss using the fair value option | 49,805     | 3,764   | 331     | 53,900  |
| Hedging derivatives   | -          | 420     | -       | 420     |
| Available-for-sale financial assets   | 79,841     | 4,814   | 76      | 84,731  |
| Total financial assets at fair value  | 129,684    | 9,659   | 407     | 139,750 |

#### CHANGES IN AVAILABLE FOR SALE FINANCIAL ASSETS

| (In millions of euros)  | 2018    |
|---|---------|
| Balance as of 1 January   | 84,731  |
| Acquisitions  | 4,769   |
| Disposals / redemptions   | (3,987) |
| Transfers to held-to-maturity financial assets  | (76)    |
| Change in scope and others  | (202)   |
| Gains and losses on changes in fair value recognised directly in equity during the period | (613)   |
| Change in impairment on debt instruments recognised in profit and loss                    | -       |
| o/w allocations   | -       |
| o/w reversals   | -       |
| Impairment losses on equity instruments recognised in profit and loss                     | (36)    |
| Translation differences   | 11      |
| Balance as of 30 June   | 84,597  |

UNREALISED GAINS AND LOSSES ON AVAILABLE FOR SALE FINANCIAL ASSETS RECOGNISED IN OTHER COMPREHENSIVE INCOME

|   | 30.06.2018       |                   |                 |  |
|---|------------------|-------------------|-----------------|--|
| (In millions of euros)  | Capital<br>gains | Capital<br>losses | Net revaluation |  |
| Unrealised gains and losses of insurance companies                                      | 444              | (37)              | 407             |  |
| On equity instruments available-for-sale  | 1,611            | (87)              | 1,524           |  |
| On debt instruments available-for-sale and assets reclassified as loans and receivables | 7,193            | (385)             | 6,808           |  |
| Deferred profit-sharing   | (8,360)          | 435               | (7,925)         |  |

|   | 31.12.2017       |                   |                 |  |
|---|------------------|-------------------|-----------------|--|
| (In millions of euros)  | Capital<br>gains | Capital<br>losses | Net revaluation |  |
| Unrealised gains and losses of insurance companies                                      | 438              | (27)              | 411             |  |
| On available-for-sale equity instruments  | 1,537            | (38)              | 1,499           |  |
| On available-for-sale debt instruments and assets reclassified as loans and receivables | 7,748            | (327)             | 7,421           |  |
| Deferred profit-sharing   | (8,847)          | 338               | (8,509)         |  |

#### 3. NET INCOME FROM INSURANCE ACTIVITIES

#### **ACCOUNTING PRINCIPLES**

#### **INCOME AND EXPENSE RELATED TO INSURANCE CONTRACTS**

Income and expense related to insurance contracts issued by Group insurance companies, associated fee income and expense, and income and expense related to investments of insurance companies are recorded under *Net income from insurance activities* in the income statement.

Other income and expense are recorded under the appropriate headings.

Changes in the provision for deferred profit-sharing are recorded under *Net income from insurance activities* in the income statement or under *Unrealised or deferred gains and losses* under the appropriate headings for the underlying assets in question.

The following table shows the breakdown of income and expense from insurance activities and associated investments on a separate line under *Net Banking Income: Net income from insurance activities* (after eliminating intercompany transactions).

| (In millions of euros)  | 1st half of<br>2018 | 2017     | 1st half of<br>2017 |
|---|---------------------|----------|---------------------|
| Net premiums  | 6,515               | 11,480   | 5,872               |
| Net income from investments                                     | 1,157               | 3,368    | 1,770               |
| Cost of benefits (including changes in reserves) <sup>(1)</sup> | (6,921)             | (12,771) | (6,620)             |
| Other net technical income (expense)                            | 108                 | 2        | 3                   |
| Net income from insurance activities                            | 859                 | 2,079    | 1,025               |
| Funding costs   | (3)                 | (4)      | (2)                 |
| Net banking income of insurance companies                       | 856                 | 2,075    | 1,023               |

(1) o/w EUR 1,188 million in respect of profit-sharing.

#### **NET INCOME FROM INVESTMENTS**

| (In millions of euros)   | 1st half of<br>2018 | 2017  | 1st half of<br>2017 |  |
|--|---------------------|-------|---------------------|--|
| Dividend income on equity instruments  | 133                 | 393   | 149                 |  |
| Interest income  | 1,018               | 2,047 | 1,017               |  |
| On available-for-sale financial assets   | 848                 | 1,711 | 853                 |  |
| On loans and receivables   | 143                 | 273   | 136                 |  |
| Other net interest income  | 27                  | 63    | 28                  |  |
| Net gains and losses on financial instruments at fair value through profit or loss | (11)                | 864   | 473                 |  |
| Net gains and losses on available-for-sale financial instruments                   | 6                   | 61    | 131                 |  |
| Capital gains and losses on sale of debt instruments                               | -                   | (51)  | 34                  |  |
| Capital gains and losses on sale of equity instruments                             | 42                  | 167   | 135                 |  |
| Impairment values on equity instruments  | (36)                | (55)  | (38)                |  |
| Net gains and losses on real estate investments                                    | 11                  | 3     | -                   |  |
| Total net income from investments  | 1,157               | 3,368 | 1,770               |  |

#### 4. MANAGEMENT OF INSURANCE RISKS

There are two main types of insurance risk:

- underwriting risks, particularly risk relating to life insurance, individual personal protection and nonlife insurance. This risk can be biometrical: disability, longevity, mortality, or related to policyholders' behaviour (risk of redemption). To a lesser extent, the Insurance business line is also exposed to non-life and health risks. Such risks can come from pricing, selection, claims management or catastrophic risk;
- risks related to financial markets and ALM: the Insurance business line, mainly through life insurance, is exposed to instabilities on the financial markets (changes in interest rates and stock market fluctuations) which can be made worse by policyholder behaviour.

Managing these risks is key to the Insurance business line's activity. It is carried out by qualified and experienced teams, with major bespoke IT resources. Risks undergo regular monitoring and are reported to the Board of Directors of the entities concerned.

Risk management techniques are based on the following:

- heightened security for the risk acceptance process, with the aim of guaranteeing that the price schedule matches the policyholder's risk profile and the guarantees provided;
- regular monitoring of indicators on product claims rates in order to adjust certain product parameters, such as pricing or the level of guarantee, if necessary;
- implementation of a reinsurance plan to protect the business line from major/serial claims;
- application of policies on risk, provisioning and reinsurance.

Management of risks linked to the financial markets and to ALM is an integral part of the investment strategy as long-term performance objectives. The optimisation of these two factors is highly influenced by the asset/liability balance. Liability commitments (guarantees offered to customers, maturity of policies), as well as the amounts booked under the major items on the balance sheet (shareholders' equity, income, provisions, reserves, etc.) are analysed by the Finance Investment and Risk Department of the insurance business line.

Risk management related to financial markets (interest rates, credit and shares) and to ALM is based on the following:

- monitoring short- and long-term cash flows (match between the term of a liability and the term of an asset, liquidity risk management);
- particular monitoring of policyholder behaviour (redemption);
- close monitoring of financial markets;
- hedging against exchange rate risks (both rising and falling);
- defining thresholds and limits per counterparty, per issuer rating and asset class;
- stress tests, the results of which are presented annually at entities' Board of Directors' meetings, as part of the ORSA report (Own Risk and Solvency Assessment), and sent to the ACPR after approval by the Board;
- application of policies related to ALM and investment risks.

The following table shows the carrying amounts after eliminating intercompany transactions.

BREAKDOWN OF INVESTMENTS BY RATING OF BASIC INSTRUMENTS

|                         |  | 30.06.2018        |                   |        |  |  |  |
|-------------------------|--|-------------------|-------------------|--------|--|--|--|
| (In millions of euros)  | Available-for-<br>sale financial<br>assets | Due from<br>banks | Customer<br>Ioans | Total  |  |  |  |
| AAA                     | 4,185                                      | 562               | -                 | 4,747  |  |  |  |
| AA+ / AA / AA-          | 37,984                                     | 430               | -                 | 38,414 |  |  |  |
| A+ / A / A-             | 12,941                                     | 1,177             | -                 | 14,118 |  |  |  |
| BBB+ / BBB / BBB-       | 11,912                                     | 923               | -                 | 12,835 |  |  |  |
| BB+ / BB / BB-          | 531  | 93                | -                 | 624    |  |  |  |
| B+ / B / B-             | 75   | -                 | -                 | 75     |  |  |  |
| CCC+/CCC/CCC-           | -  | -                 | -                 | -      |  |  |  |
| CC+/CC/CC-              | -  | -                 | -                 | -      |  |  |  |
| Lower than CC-          | -  | -                 | -                 | -      |  |  |  |
| Without rating          | 382  | 650               | 132               | 1,164  |  |  |  |
| Total before impairment | 68,010                                     | 3,835             | 132               | 71,977 |  |  |  |
| Impairment              | -  | -                 | -                 | -      |  |  |  |
| Carrying amount         | 68,010                                     | 3,835             | 132               | 71,977 |  |  |  |

The rating scale is the scale used for Solvency 2 purposes, which calls for the second highest rating determined by the rating agencies (Standard & Poor's, Moody's Investors Service and Fitch Ratings) to be used. The ratings in question apply to issues or, where these are not available, to issuers.

#### 1. OTHER ASSETS

Other assets are impacted by the transition to IFRS 9 due to the implementation of the simplified impairment model for operating leases (see Note 3.8).

| (In millions of euros)                         | 30.06.2018 | 01.01.2018 | 31.12.2017 |
|--|------------|------------|------------|
| Guarantee deposits paid (1)                    | 45,077     | 40,978     | 40,984     |
| Settlement accounts on securities transactions | 9,237      | 7,436      | 7,436      |
| Prepaid expenses                               | 1,067      | 989        | 989        |
| Miscellaneous receivables (2)                  | 10,919     | 9,920      | 10,378     |
| Miscellaneous receivables - insurance          | 1,443      | 1,411      | 1,033      |
| Gross amount                                   | 67,743     | 60,734     | 60,820     |
| Impairment <sup>(3)</sup>                      | (195)      | (285)      | (258)      |
| Net amount                                     | 67,548     | 60,449     | 60,562     |

(1) Mainly relates to guarantee deposits paid on financial instruments, the fair value of which is taken to be the same as their book value net of impairment for credit risk.

(2) Miscellaneous receivables primarily include trade receivables, fee income and income from other activities to be received.

(3) Impairments on other assets are related to:

- credit risk on operating lease receivables for an amount of EUR 131 million as of 30 June 2018 and EUR 132 million as of 1 January 2018;
- credit risk on assets acquired by adjudication and sundry debtors for an amount of EUR 26 million as of 30 June 2018 and EUR 116 million as of 1 January 2018;
- other risks for an amount of EUR 38 million as of 30 June 2018 and EUR 37 million as of 1 January 2018.

#### 2. OTHER LIABILITIES

#### The balance sheet value of other liabilities was not impacted by the first-time application of IFRS 9.

| (In millions of euros)                         | 30.06.2018 | 31.12.2017 |
|--|------------|------------|
| Guarantee deposits received <sup>(1)</sup>     | 41,072     | 39,117     |
| Settlement accounts on securities transactions | 10,691     | 6,816      |
| Expenses payable on employee benefits          | 2,086      | 2,542      |
| Deferred income                                | 1,748      | 1,633      |
| Miscellaneous payables <sup>(2)</sup>          | 14,723     | 13,314     |
| Miscellaneous payables - insurance             | 5,973      | 5,717      |
| Total  | 76,293     | 69,139     |

(1) Mainly relates to guarantee deposits received on financial instruments, the fair value of which is taken to be the same as their book value.

(2) Miscellaneous payables primarily include trade payables, fee expense and expense from other activities to be paid.

### NOTE 5 - PERSONNEL EXPENSES AND EMPLOYEE BENEFITS

#### **1. PERSONNEL EXPENSES**

| (In millions of euros)                            | 1st half of<br>2018 | 2017    | 1st half of<br>2017 |
|---|---------------------|---------|---------------------|
| Employee compensation                             | (3,418)             | (7,018) | (3,411)             |
| Social security charges and payroll taxes         | (820)               | (1,605) | (796)               |
| Net pension expenses - defined contribution plans | (337)               | (713)   | (341)               |
| Net pension expenses - defined benefit plans      | (62)                | (112)   | (57)                |
| Employee profit-sharing and incentives            | (148)               | (301)   | (137)               |
| Total   | (4,785)             | (9,749) | (4,742)             |
| Including net expenses from share based payments  | (111)               | (129)   | (71)                |

#### 2. DETAIL OF PROVISIONS FOR EMPLOYEE BENEFITS

| (In millions of euros)           | Provisions<br>at<br>31.12.2017 | Allocations | Write-<br>backs<br>available | Net<br>allocation | Write-<br>backs<br>used | Actuarial<br>gains and<br>losses | Currency<br>and scope<br>effects | Provisions<br>at<br>30.06.2018 |
|----------------------------------|--------------------------------|-------------|------------------------------|-------------------|-------------------------|----------------------------------|----------------------------------|--------------------------------|
| Provisions for employee benefits | 2,100                          | 136         | (152)                        | (16)              | (4)                     | (29)                             | 3                                | 2,054                          |

#### **DESCRIPTION OF THE 2018 SHARE-BASED PAYMENT PLANS**

#### 2018 SOCIETE GENERALE FREE SHARES PLAN<sup>(1)</sup>

| Shareholders' agreement                         | 18.05.2016              |
|---|-------------------------|
| Board of Directors' decision                    | 14.03.2018              |
| Number of free shares granted                   | 861,544                 |
| Number of free shares outstanding at 30.06.2018 | 860,335                 |
| Vesting period                                  | 14.03.2018 - 31.03.2021 |
| Performance conditions <sup>(2)</sup>           | yes                     |
| Fair value (% of the share price at grant date) | 86.9%                   |
| Method of valuation                             | Arbitrage               |

(1) Excluding shares awarded within the framework of the specific retention and remuneration policy concerning employees working within activities considered as having a significant impact on the Group's risk profile and as defined by Directive CRD4 in effect since 1 January 2014 (i.e. regulated staff).

(2) The performance conditions are based on Net income, Group share.

#### 2018 SOCIETE GENERALE PERFORMANCE SHARES PLAN (1)

| Date of General Meeting                     | 18.05.2016                 |            |  |  |
|---|----------------------------|------------|--|--|
| Date of Board Meeting                       | 14.03.2018                 |            |  |  |
| Total number of shares granted              |                            | 815,735    |  |  |
| Vesting date                                |                            |            |  |  |
| Sub plan 1                                  | 1 <sup>st</sup> instalment | 31.03.2020 |  |  |
| Sub-plan 1                                  | 2 <sup>nd</sup> instalment | 31.03.2021 |  |  |
| Sub-plan 2                                  | 1 <sup>st</sup> instalment | 31.03.2022 |  |  |
|   | 2 <sup>nd</sup> instalment | 29.03.2024 |  |  |
| Sub-plan 3                                  |                            | 31.03.2023 |  |  |
| Holding period end date                     |                            |            |  |  |
| Sub-plan 1                                  | 1 <sup>st</sup> instalment | 01.10.2020 |  |  |
| Sub-plan                                    | 2 <sup>nd</sup> instalment | 01.10.2021 |  |  |
| Sub-plan 2                                  | 1 <sup>st</sup> instalment | 01.04.2023 |  |  |
| Sub-plan z                                  | 2 <sup>nd</sup> instalment | 31.03.2025 |  |  |
| Sub-plan 3                                  |                            | 01.10.2023 |  |  |
| Performance conditions (2)                  |                            | yes        |  |  |
| Fair value ( <i>in EUR</i> ) <sup>(3)</sup> |                            |            |  |  |
| Outor days                                  | 1 <sup>st</sup> instalment | 40.39      |  |  |
| Sub-plan 1                                  | 2 <sup>nd</sup> instalment | 38.59      |  |  |
| Sub plan 2                                  | 1 <sup>st</sup> instalment | 26.40      |  |  |
| Sub-plan 2                                  | 2 <sup>nd</sup> instalment | 24.43      |  |  |
| Sub-plan 3                                  |                            | 39.17      |  |  |

(1) Under the annual employee plan and awards in the context of the specific loyalty and remuneration policy applicable to regulated persons as defined in banking regulations (including Chief Executive Officers and Executive Committee members).

(2) The performance conditions are based on Net income, Group share.

(3) The fair value is calculated using the arbitrage method of valuation.

#### **1. INCOME TAX**

| (In millions of euros) | 1st half of 2018 | 2017    | 1st half of 2017 |
|------------------------|------------------|---------|------------------|
| Current taxes          | (571)            | (1,035) | (676)            |
| Deferred taxes         | (315)            | (673)   | (15)             |
| Total                  | (886)            | (1,708) | (691)            |

## RECONCILIATION OF THE DIFFERENCE BETWEEN THE GROUP'S STANDARD TAX RATE AND ITS EFFECTIVE TAX RATE

| 1st half of 2018 | 2017   | 1st half of 2017   |  |
|------------------|--|--|--|
| 3,197            | 5,045  | 2,737  |  |
| 34.43%           | 34.43%   | 34.43%   |  |
| 4.23%            | 12.87%   | 4.52%  |  |
| (0.79)%          | (2.23)%  | (3.31)%  |  |
| (10.19)%         | (10.48)%   | (10.26)%   |  |
| 0.04%            | (0.69)%  | (0.13)%  |  |
| 27.72%           | 33.90%   | 25.25%   |  |
|                  | 3,197<br>34.43%<br>4.23%<br>(0.79)%<br>(10.19)%<br>0.04% | 3,197         5,045           34.43%         34.43%           4.23%         12.87%           (0.79)%         (2.23)%           (10.19)%         (10.48)%           0.04%         (0.69)% |  |

In France, the standard corporate income tax rate is 33.33%. In addition, a national contribution payment based on pretax earnings (contribution sociale) was introduced in 2000 equal to 3.3% (after a deduction of EUR 0.76 million from basic taxable income).

Long-term capital gains on equity investments are exempt, subject to taxation of a portion of fees and expenses at the full statutory tax rate. In accordance with the 2013 French Finance Act, this portion of fees and expenses is 12% of gross capital gains.

Furthermore, under the parent-subsidiary regime, dividends from companies in which Societe Generale's equity interest is at least 5% are tax exempt, subject to taxation of a portion of fees and expenses at the full statutory tax rate.

The 2018 French Finance Act, adopted on 21 December 2017, includes a gradual reduction in the French tax rate. Between now and 2022, the standard Corporate Income Tax of 33.33% will be brought down to 25%, plus the existing national contribution of 3.3%.

Deferred taxes in French companies are determined by applying the tax rate in effect at the reversal of the temporary difference. Regarding the gradual reduction in French tax rate until 2022:

- for income taxed at the ordinary tax rate, the rate is between 34.43% in 2018 and 25.83% from 2022,
- for income taxed at the reduced rate, the rate is between 4.13% in 2018 and 3.10% from 2022.

The US tax reform enacted end of December 2017 introduced a new tax on services and interest payments to non-US related parties ("Base Erosion Anti-abuse Tax"). Societe Generale remains attentive to guidance that is still expected from the US authorities.

#### 2. PROVISIONS FOR TAX ADJUSTMENTS

| (In millions of<br>euros)      | Provisions<br>at<br>31.12.2017 | Allocations | Available<br>write-<br>backs | Net allocation | Used<br>write-<br>backs | Currency and scope effects | Provisions<br>at<br>30.06.2018 |
|--------------------------------|--------------------------------|-------------|------------------------------|----------------|-------------------------|----------------------------|--------------------------------|
| Provisions for tax adjustments | 162                            | 8           | (52)                         | (44)           | -                       | (1)                        | 117                            |

### NOTE 7 - SHAREHOLDERS' EQUITY

# NOTE 7.1 - TREASURY SHARES AND SHAREHOLDERS' EQUITY ISSUED BY THE GROUP

#### 1. ORDINARY SHARES ISSUED BY SOCIETE GENERALE S.A.

| (Number of shares)   | 30.06.2018  | 31.12.2017  |
|--|-------------|-------------|
| Ordinary shares  | 807,917,739 | 807,917,739 |
| Including treasury stock with voting rights <sup>(1)</sup> | 5,994,034   | 6,850,304   |
| Including shares held by employees                         | 52,983,091  | 49,830,060  |

(1) Excluding Societe Generale shares held for trading purposes or in respect of the liquidity contract.

At 30 June 2018, Societe Generale S.A.'s fully paid up capital amounted to EUR 1,009,897,173.75 and was made up of 807,917,739 shares with a nominal value of EUR 1.25.

#### 2. TREASURY STOCK

At 30 June 2018, the Group held 18,456,091 of its own shares as treasury stock, for trading purposes or for the active management of shareholders' equity, representing 2.28% of the capital of Societe Generale S.A.

The amount deducted by the Group from its equity for treasury shares (and related derivatives) came to EUR 750 million, including EUR 500 million in shares held for trading purposes

THE CHANGE IN TREASURY STOCK OVER THE 1<sup>ST</sup> HALF OF 2018 BREAKS DOWN AS FOLLOWS:

|  |                       |                    | Treasury stock and active             |       |  |
|--|-----------------------|--------------------|---------------------------------------|-------|--|
| (In millions of euros)   | Liquidity<br>contract | Trading activities | management of<br>shareholders' equity | Total |  |
| Disposals net of purchases   | (9)                   | (279)              | 31                                    | (257) |  |
| Capital gains net of tax on treasury stock and treasury share derivatives, booked under shareholders' equity | -                     | (12)               | (25)                                  | (37)  |  |

#### 3. EQUITY INSTRUMENTS ISSUED

At 30 June 2018, the equity instruments issued by the Group corresponded to a total of EUR 8,958 million. The change in the first half of year 2018 reflects the repayment of the deeply subordinated note in GBP for a total of EUR 643 million and the issue of a deeply subordinated note in US dollars, for a total of EUR 1,035 million.

### NOTE 7.2 - EARNINGS PER SHARE AND DIVIDENDS

#### 1. EARNINGS PER SHARE

|  | 1st half of 2018 | 2017        | 1st half of 2017 |
|--|------------------|-------------|------------------|
| (In millions of euros)   |                  |             |                  |
| Net income, Group share  | 2,006            | 2,806       | 1,805            |
| Net attributable income to subordinated notes  | (218)            | (466)       | (254)            |
| Issuance fees relating to subordinated notes   | (5)              | -           | -                |
| Net income attributable to ordinary shareholders   | 1,783            | 2,340       | 1,551            |
| Weighted average number of ordinary shares outstanding <sup>(1)</sup>                                | 801,607,044      | 800,596,132 | 800,355,055      |
| Earnings per ordinary share (in euros)   | 2.22             | 2.92        | 1.94             |
| Average number of ordinary shares used in the dilution calculation                                   | -                | 50          | 83               |
| Weighted average number of ordinary shares used in the calculation of diluted net earnings per share | 801,607,044      | 800,596,182 | 800,355,138      |
| Diluted earnings per ordinary share (in euros)   | 2.22             | 2.92        | 1.94             |

(1) Excluding treasury shares.

#### 2. DIVIDENDS PAID

Dividends paid by the Group for the first half of 2018 amounted to EUR 2,472 million and are detailed in the following table:

|                          | 1st half of 2018 |                              |         | _              |                                  |         |
|--------------------------|------------------|------------------------------|---------|----------------|----------------------------------|---------|
| (In millions of euros)   | Group<br>Share   | Non-controlling<br>interests | Total   | Group<br>Share | Non-<br>controlling<br>interests | Total   |
| Ordinary shares          | (1,764)          | (364)                        | (2,128) | (1,762)        | (243)                            | (2,005) |
| o/w paid in shares       | -                | -                            | -       | -              | -                                | -       |
| o/w paid in cash         | (1,764)          | (364)                        | (2,128) | (1,762)        | (243)                            | (2,005) |
| Other equity instruments | (311)            | (33)                         | (344)   | (738)          | (33)                             | (771)   |
| Total                    | (2,075)          | (397)                        | (2,472) | (2,500)        | (276)                            | (2,776) |

## NOTE 8 - ADDITIONAL DISCLOSURES

### NOTE 8.1 - SEGMENT REPORTING

|   | Socie               | te Generale G | roup                | Fren                | ch Retail Ban | king                 | Cor                 | porate Centre | e <sup>(1)</sup>     |
|---|---------------------|---------------|---------------------|---------------------|---------------|----------------------|---------------------|---------------|----------------------|
| (In millions of euros)  | 1st half<br>of 2018 | 2017          | 1st half<br>of 2017 | 1st half<br>of 2018 | 2017*         | 1st half<br>of 2017* | 1st half<br>of 2018 | 2017*         | 1st half<br>of 2017* |
| Net banking income  | 12,748              | 23,954        | 11,673              | 3,999               | 8,014         | 4,049                | 58                  | (1,147)       | (1,242)              |
| Operating Expenses <sup>(2)</sup>                                     | (9,132)             | (17,838)      | (8,813)             | (2,841)             | (5,939)       | (2,772)              | (258)               | (374)         | (96)                 |
| Gross operating income  | 3,616               | 6,116         | 2,860               | 1,158               | 2,075         | 1,277                | (200)               | (1,521)       | (1,338)              |
| Cost of risk  | (378)               | (1,349)       | (368)               | (227)               | (547)         | (258)                | (5)                 | (400)         | 101                  |
| Operating income  | 3,238               | 4,767         | 2,492               | 931                 | 1,528         | 1,019                | (205)               | (1,921)       | (1,237)              |
| Net income from<br>companies accounted<br>for by the equity<br>method | 29                  | 92            | 50                  | 16                  | 33            | 20                   | 2                   | 17            | 11                   |
| Net income / expense from other assets                                | (41)                | 278           | 245                 | 2                   | 9             | 5                    | (32)                | 237           | 207                  |
| Value adjustments on goodwill   | -                   | 1             | 1                   | -                   | -             | -                    | -                   | -             | -                    |
| Earnings before tax   | 3,226               | 5,138         | 2,788               | 949                 | 1,570         | 1,044                | (235)               | (1,667)       | (1,019)              |
| Income tax  | (886)               | (1,708)       | (691)               | (314)               | (511)         | (343)                | 45                  | 52            | 314                  |
| Net income before<br>non-controlling<br>interests                     | 2,340               | 3,430         | 2,097               | 635                 | 1,059         | 701                  | (190)               | (1,615)       | (705)                |
| Non-controlling interests   | 334                 | 624           | 292                 | -                   | -             | -                    | 82                  | 170           | 81                   |
| Net income, Group<br>share  | 2,006               | 2,806         | 1,805               | 635                 | 1,059         | 701                  | (272)               | (1,785)       | (786)                |

|  |                     |            |                      |                     |          |                      | •                   |          |                      |                     |         |                      |
|--|---------------------|------------|----------------------|---------------------|----------|----------------------|---------------------|----------|----------------------|---------------------|---------|----------------------|
|  | Internatio          | onal Retai | l Banking            |                     | ial Serv |                      | h                   | nsurance | 9                    | Total               |         |                      |
| (In millions<br>of euros)  | 1st half<br>of 2018 | 2017*      | 1st half<br>of 2017* | 1st half<br>of 2018 | 2017*    | 1st half<br>of 2017* | 1st half<br>of 2018 | 2017*    | 1st half<br>of 2017* | 1st half<br>of 2018 | 2017*   | 1st half<br>of 2017* |
| Net banking income   | 2,713               | 5,278      | 2,597                | 905                 | 1,804    | 905                  | 446                 | 832      | 406                  | 4,064               | 7,914   | 3,908                |
| Operating<br>Expenses  | (1,634)             | (3,171)    | (1,569)              | (470)               | (925)    | (453)                | (177)               | (308)    | (163)                | (2,281)             | (4,404) | (2,185)              |
| Gross<br>operating<br>income   | 1,079               | 2,107      | 1,028                | 435                 | 879      | 452                  | 269                 | 524      | 243                  | 1,783               | 3,510   | 1,723                |
| Cost of risk   | (138)               | (349)      | (148)                | (28)                | (51)     | (22)                 | -                   | -        | -                    | (166)               | (400)   | (170)                |
| Operating<br>income  | 941                 | 1,758      | 880                  | 407                 | 828      | 430                  | 269                 | 524      | 243                  | 1,617               | 3,110   | 1,553                |
| Net income<br>from<br>companies<br>accounted<br>for by the<br>equity<br>method | 7                   | 26         | 6                    | 1                   | 16       | 12                   | -                   | (1)      | -                    | 8                   | 41      | 18                   |
| Net income<br>/ expense<br>from other<br>assets                                | 4                   | 36         | 33                   | -                   | -        | -                    | -                   | -        | -                    | 4                   | 36      | 33                   |
| Value<br>adjustments<br>on goodwill  | -                   | 1          | 1                    | -                   | -        | -                    | -                   | -        | -                    | -                   | 1       | 1                    |
| Earnings<br>before tax   | 952                 | 1,821      | 920                  | 408                 | 844      | 442                  | 269                 | 523      | 243                  | 1,629               | 3,188   | 1,605                |
| Income tax   | (221)               | (418)      | (214)                | (108)               | (224)    | (115)                | (89)                | (178)    | (82)                 | (418)               | (820)   | (411)                |
| Net income<br>before non-<br>controlling<br>interests                          | 731                 | 1,403      | 706                  | 300                 | 620      | 327                  | 180                 | 345      | 161                  | 1,211               | 2,368   | 1,194                |
| Non-<br>controlling<br>interests   | 189                 | 361        | 187                  | 51                  | 66       | 10                   | 1                   | 2        | 1                    | 241                 | 429     | 198                  |
| Net<br>income,<br>Group<br>share   | 542                 | 1,042      | 519                  | 249                 | 554      | 317                  | 179                 | 343      | 160                  | 970                 | 1,939   | 996                  |

#### International Retail Banking & Financial Services

|  | Global Banking and Investor Solutions |                       |                      |                     |          |                      |                     |                      |                      |                     |         |                      |
|--|---------------------------------------|-----------------------|----------------------|---------------------|----------|----------------------|---------------------|----------------------|----------------------|---------------------|---------|----------------------|
|  |                                       | rkets and<br>Services | Investors            | Financi             | ng and A | dvisory              |                     | et and We<br>anageme |                      |                     | Total   |                      |
| (In millions<br>of euros)  | 1st half<br>of 2018                   | 2017*                 | 1st half<br>of 2017* | 1st half<br>of 2018 | 2017*    | 1st half<br>of 2017* | 1st half<br>of 2018 | 2017*                | 1st half<br>of 2017* | 1st half<br>of 2018 | 2017*   | 1st half<br>of 2017* |
| Net banking income   | 2,862                                 | 5,678                 | 3,174                | 1,265               | 2,495    | 1,261                | 500                 | 1,000                | 523                  | 4,627               | 9,173   | 4,958                |
| Operating<br>Expenses  | (2,390)                               | (4,434)               | (2,393)              | (909)               | (1,767)  | (906)                | (453)               | (920)                | (461)                | (3,752)             | (7,121) | (3,760)              |
| Gross<br>operating<br>income   | 472                                   | 1,244                 | 781                  | 356                 | 728      | 355                  | 47                  | 80                   | 62                   | 875                 | 2,052   | 1,198                |
| Cost of risk   | (2)                                   | (34)                  | (40)                 | 33                  | 30       | 3                    | (11)                | 2                    | (4)                  | 20                  | (2)     | (41)                 |
| Operating<br>income  | 470                                   | 1,210                 | 741                  | 389                 | 758      | 358                  | 36                  | 82                   | 58                   | 895                 | 2,050   | 1,157                |
| Net income<br>from<br>companies<br>accounted<br>for by the<br>equity<br>method | 4                                     | 5                     | 3                    | -                   | (4)      | (3)                  | (1)                 | -                    | 1                    | 3                   | 1       | 1                    |
| Net income /<br>expense<br>from other<br>assets                                | (1)                                   | -                     | -                    | -                   | (4)      | -                    | (14)                | -                    | -                    | (15)                | (4)     | -                    |
| Value<br>adjustments<br>on goodwill  |                                       | -                     | -                    | -                   | -        | -                    | -                   | -                    | -                    | -                   | -       | -                    |
| Earnings<br>before tax   | 473                                   | 1,215                 | 744                  | 389                 | 750      | 355                  | 21                  | 82                   | 59                   | 883                 | 2,047   | 1,158                |
| Income tax   | (125)                                 | (322)                 | (201)                | (68)                | (84)     | (33)                 | (6)                 | (23)                 | (17)                 | (199)               | (429)   | (251)                |
| Net income<br>before non-<br>controlling<br>interests                          | 348                                   | 893                   | 543                  | 321                 | 666      | 322                  | 15                  | 59                   | 42                   | 684                 | 1,618   | 907                  |
| Non-<br>controlling<br>interests   | 9                                     | 21                    | 12                   | 1                   | 2        | -                    | 1                   | 2                    | 1                    | 11                  | 25      | 13                   |
| Net income,<br>Group<br>share  | 339                                   | 872                   | 531                  | 320                 | 664      | 322                  | 14                  | 57                   | 41                   | 673                 | 1,593   | 894                  |

#### Global Banking and Investor Solutions

\* The amounts have been restated compared to the 2017 consolidated financial statements considering the new organization of the Group. The restatements are due to the transfer of Global Transaction and Payment Services business from French Retail Banking to Global Banking and Investor Solutions, to the modification of analytical split of results of the Insurance business distributed through French Retail Banking and Private Banking, and to a change in the allocation of overhead costs.

(1) Income and expense not directly related to business line activities are recorded in the Corporate Centre income.

The Net banking income includes the revaluation differences for debts related to own credit risk (EUR -199 million at 30 June 2017 and EUR -53 million at 31 December 2017) and compensation of EUR 963 million for the transaction agreement between Societe Generale and the Libyan Investment Authority (at 30 June 2017 and 31 December 2017).

(2) These amounts include Personnel expenses, Other operating expenses and Amortisation, depreciation and impairment of tangible and intangible fixed assets.

|                                       | Soci       | ete Generale G | roup       | Frei       | nch Retail Bank | ting       | Corporate Centre <sup>(2)</sup> |             |            |  |
|---------------------------------------|------------|----------------|------------|------------|-----------------|------------|---------------------------------|-------------|------------|--|
| (In millions of euros)                | 30.06.2018 | 01.01.2018*    | 31.12.2017 | 30.06.2018 | 01.01.2018*     | 31.12.2017 | 30.06.2018                      | 01.01.2018* | 31.12.2017 |  |
| Segment assets                        | 1,298,022  | 1,274,216      | 1,275,128  | 215,454    | 213,708         | 226,346    | 109,501                         | 117,011     | 116,737    |  |
| Segment<br>liabilities <sup>(1)</sup> | 1,234,659  | 1,211,265      | 1,211,091  | 210,685    | 211,709         | 230,110    | 87,352                          | 91,854      | 92,515     |  |

#### International Retail Banking & Financial Services

|                                    | International Retail Banking |             |            | Financial  | Financial Services to Corporates |            |            | Insurance   |            |            | Total       |            |  |
|------------------------------------|------------------------------|-------------|------------|------------|----------------------------------|------------|------------|-------------|------------|------------|-------------|------------|--|
| (In millions of<br>euros)          | 30.06.2018                   | 01.01.2018* | 31.12.2017 | 30.06.2018 | 01.01.2018*                      | 31.12.2017 | 30.06.2018 | 01.01.2018* | 31.12.2017 | 30.06.2018 | 01.01.2018* | 31.12.2017 |  |
| Segment assets                     | 127,578                      | 115,992     | 116,749    | 40,700     | 39,542                           | 39,645     | 151,177    | 149,784     | 149,785    | 319,455    | 305,318     | 306,179    |  |
| Segment liabilities <sup>(1)</sup> | 95,130                       | 91,854      | 91,853     | 11,917     | 12,055                           | 12,106     | 142,630    | 141,721     | 141,676    | 249,677    | 245,630     | 245,635    |  |

#### Global Banking and Investor Solutions

|                                       | Global Markets and Investors<br>Services |             |            | Financing and Advisory |             |            | Asset and Wealth Management |             |            | Total      |             |            |
|---------------------------------------|--|-------------|------------|------------------------|-------------|------------|-----------------------------|-------------|------------|------------|-------------|------------|
| (In millions of euros)                | 30.06.2018                               | 01.01.2018* | 31.12.2017 | 30.06.2018             | 01.01.2018* | 31.12.2017 | 30.06. <b>2018</b>          | 01.01.2018* | 31.12.2017 | 30.06.2018 | 01.01.2018* | 31.12.2017 |
| Segment<br>assets                     | 493,495                                  | 492,804     | 494,111    | 122,496                | 110,810     | 97,179     | 37,621                      | 34,564      | 34,576     | 653,612    | 638,178     | 625,866    |
| Segment<br>liabilities <sup>(1)</sup> | 628,345                                  | 594,024     | 593,419    | 33,937                 | 42,699      | 24,063     | 24,663                      | 25,350      | 25,349     | 686,945    | 662,072     | 642,831    |

\* Amounts restated compared to the 31 December 2017 consolidated financial statements, following :

- the first time application of IFRS9;

- the relocation of Global Transaction and Payment Services from French Retail Banking to Financing and Advisory.

(1) Segment liabilities correspond to debts (i.e. total liabilities excluding equity).

(2) Assets and liabilities not directly related to the business line activities are recorded on the Corporate Centre's balance sheet. Thus the debt revaluation differences linked to own credit risk and the revaluation differences of the credit derivative instruments hedging the loans and receivables portfolios are allocated to the Corporate Centre.

### NOTE 8.2 - OTHER OPERATING EXPENSES

| _(In millions of euros) | 1st half of<br>2018 | 2017    | 1st half of<br>2017 |
|-------------------------|---------------------|---------|---------------------|
| Rentals                 | (384)               | (839)   | (542)               |
| Taxes and levies        | (740)               | (919)   | (755)               |
| Data & Telecom          | (1,168)             | (2,265) | (1,095)             |
| Consulting fees         | (633)               | (1,340) | (657)               |
| Other                   | (935)               | (1,720) | (541)               |
| Total                   | (3,860)             | (7,083) | (3,590)             |

#### CONTRIBUTION TO BANK RESOLUTION MECHANISMS

The European regulatory framework designed to enhance financial stability has been updated by Directive 2014/49/EU of 16 April 2014 on deposit guarantee schemes and Directive 2014/59/EU of 15 May 2014 establishing a framework for the recovery and resolution of credit institutions and investment firms (Bank Recovery and Resolution Directive).

The European Regulation EU n° 806/2014 of 15 July 2014 then determined the financing means of resolution mechanisms within the European Banking Union through the establishment of a Single Resolution Fund (SRF).

The Single Resolution Fund (SRF), established in January 2016, shall receive annual contributions from the participating European financial institutions. By the end of 2023, the available financial means of the Fund shall reach at least 1% of the amount of covered deposits of all these participating financial institutions. A share of the annual contributions can be provided through irrevocable payment commitments.

For the 1st half of 2018, the Group's contributions to the SRF and the National Resolution Fund (NRF) were as follows:

- Cash contributions (85%) for a total of EUR 425 million, of which EUR 387 million related to the SRF and EUR 38 million related to the NRF, which is non tax-deductible in France and has been recorded in the income statement in *Other administrative expenses,* among *Taxes and Levies*;
- Irrevocable payment commitments (15%) backed by a cash collateral for EUR 70 million related to the SRF, recorded as an asset in the balance sheet, among *Other assets*.

#### **BREAKDOWN OF PROVISIONS**

| (in millions of euros)  | Provisions at<br>01.01.2018 | Allocations | Write-<br>backs<br>available | Net allocation | Write-<br>backs<br>used | Currency<br>and<br>others | Provisions at 30.06.2018 |
|---|-----------------------------|-------------|------------------------------|----------------|-------------------------|---------------------------|--------------------------|
| Provisions for credit of risk on off<br>balance sheet commitments (see<br>Note 3.8) | 683                         | 268         | (343)                        | (75)           | -                       | 19                        | 627                      |
| Provisions for employee benefits (see Note 5.2)                                     | 2,100                       | 136         | (152)                        | (16)           | (4)                     | (26)                      | 2,054                    |
| Provisions for tax adjustments (see Note 6)   | 162                         | 8           | (52)                         | (44)           | -                       | (1)                       | 117                      |
| Provisions for disputes   | 2,387                       | 229         | (4)                          | 225            | (1,186)                 | 108                       | 1,534                    |
| Provisions for mortgage savings plans and accounts commitments                      | 193                         | 2           | (33)                         | (31)           | (4)                     | -                         | 158                      |
| Other provisions  | 820                         | 67          | (36)                         | 31             | (2)                     | 17                        | 866                      |
| Total   | 6,345                       | 710         | (620)                        | 90             | (1,196)                 | 117                       | 5,356                    |

#### 1. DETAIL OF PROVISIONS FOR DISPUTES

Each quarter the Group carries out a detailed examination of outstanding disputes that present a significant risk. The description of those disputes is provided in Note 9 "Information on risks and litigation".

To take into account changes in legal risks related to public law litigation for which investigations and proceedings are under way with US authorities (such as The Office of Foreign Assets Control) and European authorities, as well as the dispute on the "précompte", the Group has recognised a provision among its liabilities, under *Provisions for disputes*; this provision amount to EUR 2,318 million as at 30 June 2018, after a use following the settlement agreement with the US Department of Justice, the Commodity Futures Trading Commission and the "Parquet National Financier" in the IBOR and Lybian matters, and an additional allocation of EUR 200 million to reflect the progress of risks on some matters.

#### 2. OTHER PROVISIONS

*Other provisions* include provisions for restructuring, provisions for commercial litigation and provisions for future repayment of funds in connection with customer financing transactions.

### NOTE 9 - INFORMATION ON RISKS AND LITIGATION

Every quarter, the Group reviews in detail the disputes presenting a significant risk. These disputes may lead to the recording of a provision if it becomes probable or certain that the Group will incur an outflow of resources for the benefit of a third party without receiving at least the equivalent value in exchange.

No detailed information can be disclosed on either the recording or the amount of a specific provision given that such disclosure would likely seriously prejudice the outcome of the disputes in question.

Additionally, to take into account the development of a global risk of outflows regarding some ongoing judicial investigations and proceedings in the US (such as the Office of Foreign Assets Control) and with European authorities, as well as the dispute on the French "précompte", the Group has recorded a provision for disputes among its liabilities which is disclosed in Note 8.3 to the consolidated financial statements.

- Beginning in 2006, Societe Generale, along with numerous other banks, financial institutions, and brokers, received requests for information from the US Internal Revenue Service, the Securities and Exchange Commission ("SEC") and the Antitrust Division of the U.S. Department of Justice ("DOJ"), focused on alleged noncompliance with various laws and regulations relating to the provision to governmental entities of Guaranteed Investment Contracts ("GICs") and related products in connection with the issuance of tax-exempt municipal bonds. Societe Generale has cooperated with the US authorities.
- On 24th October 2012, the Court of Appeal of Paris confirmed the first judgment delivered on 5th October 2010, finding J. Kerviel guilty of breach of trust, fraudulent insertion of data into a computer system, forgery and use of forged documents. J. Kerviel was sentenced to serve a prison sentence of five years, two years of which are suspended, and was ordered to pay EUR 4.9 billion as damages to the bank. On 19th March 2014, the Supreme Court confirmed the criminal liability of J. Kerviel. This decision puts an end to the criminal proceedings. On the civil front, the Supreme Court has departed from its traditional line of case law regarding the compensation of victims of criminal offences against property and remanded the case to the Versailles Court of Appeal for it to rule on the amount of damages. On 23rd September 2016, the Versailles Court of Appeal rejected J. Kerviel's request for an expert determination of the damage suffered by Societe Generale, and therefore confirmed that the net accounting losses suffered by the Bank as a result of his criminal conduct amount to EUR 4.9 billion. It also declared J. Kerviel partially responsible for the damage caused to Societe Generale and sentenced him to pay to Societe Generale EUR 1 million. Societe Generale and J. Kerviel did not appeal before the Supreme Court. Societe Generale considers that this decision has no impact on its tax situation. However, as indicated by the Minister of the Economy and Finance in September 2016, the tax authorities have examined the tax consequences of this book loss and recently confirmed that they intended to call into question the deductibility of the loss caused by the actions of J. Kerviel, amounting to EUR 4.9 billion. This proposed tax rectification has no immediate effect and will possibly have to be confirmed by an adjustment notice sent by the tax authorities when Societe Generale is in a position to deduct the tax loss carryforwards arising from the loss from its taxable income. Such a situation will not occur for several years according to the bank's forecasts. In view of the 2011 opinion of the French Supreme Administrative Court (Conseil d'état) and its established case law which was recently confirmed again in this regard, Societe Generale considers that there is no need to provision the corresponding deferred tax assets. In the event that the authorities decide, in due course, to confirm their current position, Societe Generale group will not fail to assert its rights before the competent courts. A hearing took place on 18th June 2018 before the Investigation Committee of the Criminal Case Review Court, following a request filed in May 2015 by J. Kerviel against his criminal sentence. The Investigation Committee will give its decision on 20th September 2018.

- Between 2003 and 2008, Societe Generale set up gold consignment lines with the Turkish group Goldas. In February 2008, Societe Generale was alerted to a risk of fraud and embezzlement of gold stocks held by Goldas. These suspicions were rapidly confirmed following the failure by Goldas to pay or refund gold worth EUR 466.4 million. Societe Generale brought civil proceedings against its insurers and various Goldas Group entities. Goldas launched various proceedings in Turkey and in the UK against Societe Generale. In the action brought by Societe Generale against Goldas in the UK, Goldas applied to have the action of SG struck-out and applied to the UK court for damages. On 3rd April 2017, the UK court granted both applications and will, after an inquiry into damages, rule on the amount due to Goldas, if any. On 15<sup>th</sup> May 2018, the Court of Appeal discharged entirely the inquiry into damages granted by the High Court to Goldas but rejected Societe Generale's arguments relating to service of the claims issued against Goldas, which are therefore time barred. Goldas and Societe Generale filed permission to appeal the judgment to the Supreme Court. On 16th February 2017, the Paris Commercial Court dismissed Societe Generale's claims against its insurers. Societe Generale filed an appeal against this decision.
- Societe Generale Algeria ("SGA") and several of its branch managers are being prosecuted for breach of Algerian laws on exchange rates and capital transfers with other countries. The defendants are accused of having failed to make complete or accurate statements to the Algerian authorities on capital transfers in connection with exports or imports made by clients of SGA. The events were discovered during investigations by the Algerian authorities, which subsequently filed civil claims before the criminal court. Sentences were delivered by the court of appeal against SGA and its employees in some proceedings, while charges were dropped in other ones. To date, fourteen cases have ended in favour of SGA and nine remain pending, seven of which before the Supreme Court.
- In the early 2000s, the French banking industry decided to transition to a new digital system in order to streamline cheque clearing. To support this reform (known as EIC Echange d'Images Chèques), which has contributed to the improvement of cheque payments' security and to the fight against fraud, the banks established several interbank fees (including the CEIC which was abolished in 2007). These fees were implemented under the aegis of the banking sector supervisory authorities, and to the knowledge of the public authorities.

On 20th September 2010, after several years of investigation, the French competition authority ruled that the joint implementation and the setting of the amount of the CEIC and of two additional fees for related services were in breach of competition law. The authority fined all the participants to the agreement (including the Banque de France) a total of approximately EUR 385 million. Societe Generale was ordered to pay a fine of EUR 53.5 million and Crédit du Nord, its subsidiary, a fine of EUR 7 million.

However, in its 23rd February 2012 order, the French Court of Appeal, to which the matter was referred by all the banks involved except Banque de France, held that there was no competition law infringement, allowing the banks to recoup the fines paid. On 14th April 2015, the Supreme Court quashed and annulled the Court of Appeal decision on the grounds that the latter did not examine the arguments of two third parties who voluntarily intervened in the proceedings. The case was heard again on 3rd and 4th November 2016 by the Paris Court of Appeal before which the case was remanded. On 21st December 2017, the Court of Appeal confirmed the fines imposed on Societe Generale and Crédit du Nord by the French competition authority. On 22 January 2018, Societe Generale and Crédit du Nord filed an appeal before the Supreme court against this decision.

Societe Generale Private Banking (Suisse), along with several other financial institutions, has been named as a defendant in a putative class action that is pending in the US District Court for the Northern District of Texas. The plaintiffs seek to represent a class of individuals who were customers of Stanford International Bank Ltd. ("SIBL"), with money on deposit at SIBL and/or holding Certificates of Deposit issued by SIBL as of 16th February 2009. The plaintiffs allege that they suffered losses as a result of fraudulent activity at SIBL and the Stanford Financial Group or related entities, and that the defendants are responsible for those alleged losses. The plaintiffs further seek to recoup payments made through or to the defendants on behalf of SIBL or related entities on the basis that they are alleged to have been fraudulent transfers. The Official Stanford Investors Committee ("OSIC") was permitted to intervene and filed a complaint against Societe Generale Private Banking (Suisse) and the other defendants seeking similar relief.

The motion by Societe Generale Private Banking (Suisse) to dismiss these claims on grounds of lack of jurisdiction was denied by the court by order filed 5<sup>th</sup> June 2014. Societe Generale Private Banking (Suisse) sought reconsideration of the Court's jurisdictional ruling, which the Court ultimately denied. On 21<sup>st</sup> April 2015, the Court permitted the substantial majority of the claims brought by the plaintiffs and the OSIC to proceed.

On 7<sup>th</sup> November 2017, the District Court denied the plaintiffs' motion for class certification. The plaintiffs sought leave to appeal this decision, which the court of appeal denied on 20 April 2018.

On 22<sup>nd</sup> December 2015, the OSIC filed a motion for partial summary judgment seeking return of a transfer of USD 95 million to Societe Generale Private Banking (Suisse) made in December 2008 (prior to the Stanford insolvency) on the grounds that it is voidable under Texas state law as a fraudulent transfer. Societe Generale Private Banking (Suisse) has opposed this motion.

- On 7th March 2014, the Libyan Investment Authority ("LIA") brought proceedings against Societe Generale before the High Court of England regarding the conditions pursuant to which LIA entered into certain investments with the Societe Generale Group. LIA alleges that Societe Generale and other parties who participated in the conclusion of the investments notably committed acts amounting to corruption. On 3rd May 2017, Societe Generale and the Libyan Investment Authority reached a settlement agreement with a GBP 813.26 million payment, putting an end to the dispute.
- On 4 June 2018, Societe Generale announced that it had reached agreements with (i) the U.S. Department of Justice ("DOJ") and the U.S. Commodity Futures Trading Commission ("CFTC") in connection with investigations regarding submissions to the British Bankers Association for setting certain London Interbank Offered Rates and the Euro Interbank Offered Rate (the "IBOR matter"), and (ii) the DOJ and the French *Parquet National Financier* ("PNF") in connection with investigations regarding certain transactions involving Libyan counterparties, including the Libyan Investment Authority ("LIA") and the bank's third-party intermediary (the "Libyan matter").

On 24 May 2018, Societe Generale entered into a "*Convention Judiciaire d'Intérêt Public*" ("CJIP") with the PNF, approved by the French court on 4 June 2018, to end its preliminary investigation in respect of the Libyan matter. On 5 June 2018, Societe Generale entered into a three-year deferred prosecution agreement ("DPA") with the DOJ in respect of the IBOR and Libyan matters. Societe Generale Acceptance N.V. ("SGA"), a subsidiary of Societe Generale dedicated to the issuance of investment products, entered a guilty plea in connection with the resolution of the Libyan matter. Also, on 4 June 2018, Societe Generale consented to an order from the CFTC in respect of the IBOR matter.

As part of the settlements, Societe Generale paid penalties totalling approximately USD1.3 billion to the DOJ, CFTC, and PNF. These penalties include (i) USD 275 million to the DOJ and USD 475 million to the CFTC in respect of the IBOR matter, and (ii) USD 292.8 million to the DOJ and EUR 250.15 million (USD 292.8 million) to the PNF in relation to the Libyan matter. The payment of the penalties was fully covered by the existing provision allocated to the IBOR and Libyan matters and previously booked in Societe Generale's accounts. As a result, these payments did not have an impact on the Bank's results for the second quarter.

In connection with the CJIP, which does not involve a recognition of criminal liability, Societe Generale agreed to have the French Anti-Corruption Agency (Agence Française Anticorruption) assess its anticorruption programme for two years.

In connection with the DPA, Societe Generale agreed to implement a compliance and ethics program designed to prevent and detect violations of the Foreign Corrupt Practices Act and other applicable anticorruption laws, anti-fraud and commodities laws throughout the Bank's operations. These actions are in addition to extensive steps undertaken at Societe Generale's own initiative to strengthen its global compliance and control framework in order to meet the highest standards of compliance and ethics. No independent compliance monitor has been imposed in connection with the DPA. The charges against Societe Generale will be dismissed if the Bank abides by the terms of the agreement, to which the Bank is fully committed. Societe Generale received credit from the DOJ, CFTC and PNF for its cooperation with their investigations and the Bank has agreed to continue to cooperate with them pursuant to the settlement agreements.

In connection with the IBOR matter, the Bank continues to defend civil proceedings in the United States (as described below) and to respond to information requests received from other authorities, including the Attorneys General of various States of the United States and the New York Department of Financial Services ("NYDFS").

In the United States, Societe Generale, along with other financial institutions, has been named as a defendant in putative class actions involving the setting of US Dollar Libor, Japanese Yen Libor, and Euribor rates and trading in instruments indexed to those rates. Societe Generale has also been named in several individual (non-class) actions concerning the US Dollar Libor rate. All of these actions are pending in the US District Court in Manhattan (the "District Court").

As to US Dollar Libor, the District Court has dismissed all claims against Societe Generale in two of the putative class actions and in all of the individual actions. The District Court has permitted plaintiffs in certain of the individual actions to seek leave to amend their complaints. The class plaintiffs and a number of individual plaintiffs have appealed the dismissal of their antitrust claims to the United States Court of Appeals for the Second Circuit. Two other putative class actions are effectively stayed pending resolution of these appeals. Societe Generale was voluntarily dismissed from a fifth putative class action.

As to Japanese Yen Libor, the District Court dismissed the complaint brought by purchasers of Euroyen over-the-counter derivative products and the plaintiffs have appealed that ruling to the United States Court of Appeals for the Second Circuit. In the other action, brought by purchasers or sellers of Euroyen derivative contracts on the Chicago Mercantile Exchange, the District Court has allowed certain Commodity Exchange Act claims to proceed to discovery. The plaintiff's deadline to move for class certification in that action is 15th February 2019.

As to Euribor, the District Court dismissed all claims against Societe Generale in the putative class action and denied the plaintiffs' motion to file a proposed amended complaint.

In Argentina, Societe Generale, along with other financial institutions, has been named as a defendant in litigation brought by a consumer association on behalf of Argentine consumers who held government bonds or other specified instruments that paid interest tied to US Dollar Libor. The allegations concern violations of Argentine consumer protection law in connection with alleged manipulation of the US Dollar Libor rate. Societe Generale has not yet been served with the complaint in this matter.

On 10th December 2012, the French Supreme Administrative Court (Conseil d'État) rendered two decisions confirming that the "précompte tax" which used to be levied on corporations in France does not comply with EU law and defined a methodology for the reimbursement of the amounts levied by the tax authorities. However, such methodology considerably reduces the amount to be reimbursed. Societe Generale purchased in 2005 the "précompte tax" claims of two companies (Rhodia and Suez, now ENGIE) with a limited recourse on the selling companies. One of the above decisions of the French Supreme Administrative Court relates to Rhodia. Societe Generale has brought proceedings before the French administrative courts. The latest court decision rendered is a rejection, on 1st February 2016 by the French Administrative Supreme Court, of an appeal lodged by ENGIE and Societe Generale. The Court of Luxembourg should hand down its decision before the end of 2018.

Several French companies applied to the European Commission, who considered that the decisions handed down by the French Supreme Administrative Court on 10<sup>th</sup> December 2012, which was supposed to implement the decision rendered by the Court of Justice of the European Union C-310/09 on 15<sup>th</sup> September 2011, infringed a number of principles of European law. The European Commission subsequently brought infringement proceedings against the French Republic in November 2014, and since then confirmed its position by publishing a reasoned opinion on 29<sup>th</sup> April 2016 and by referring the matter to the Court of Justice of the European Union on 8<sup>th</sup> December 2016.

Societe Generale continues to cooperate with the Office of Foreign Assets Control of the U.S. Department of the Treasury, the U.S. Attorney's Office for the Southern District of New York, the New York County District Attorney's Office, the Board of Governors of the Federal Reserve System, the Federal Reserve Bank of New York, and the NYDFS (collectively, the "US Authorities") in connection with an investigation relating to certain U.S. dollar transactions processed by Societe Generale involving countries, persons and entities that are subject to economic sanctions under U.S. law.

Societe Generale is in discussions with the US Authorities in order to reach an agreement to resolve this matter. Any such agreement would include a requirement that Societe Generale pay a monetary fine and may impose additional sanctions or penalties. It is not currently possible to know the outcome of these discussions, nor the date when they could be concluded. It is possible, without it being certain, that the pending discussions lead to an agreement in the next weeks. The amount of any prospective fine or the other sanctions that may be imposed on Societe Generale cannot be determined with certainty and could be significant.

- Societe Generale, along with other financial institutions, has been named as a defendant in a putative class action alleging violations of US antitrust laws and the Commodity Exchange Act ("CEA") in connection with its involvement in the London Gold Market Fixing. The action is brought on behalf of persons or entities that sold physical gold, sold gold futures contracts traded on the CME, sold shares in gold ETFs, sold gold call options traded on CME, bought gold put options traded on CME, sold over-the-counter gold spot or forward contracts or gold call options, or bought over-the-counter gold put options. The action is pending in the US District Court in Manhattan. Motions to dismiss the action were denied by an order dated 4th October 2016. Discovery is currently stayed by court orders. Societe Generale and certain subsidiaries, along with other financial institutions, have also been named as defendants in two putative class actions in Canada (in the Ontario Superior Court in Toronto and Quebec Superior Court in Quebec City) involving similar claims.
- On 30th January 2015, the CFTC served Societe Generale with a subpoena requesting the production of information and documents concerning trading in precious metals done since 1st January 2009. Societe Generale cooperated with the authorities and produced documents in 2015. There has been no contact with the CFTC since that time.
- SG Americas Securities, LLC ("SGAS"), along with other financial institutions, was named as a defendant in several putative class actions alleging violations of US antitrust laws and the CEA in connection with its activities as a US Primary Dealer, buying and selling US Treasury securities. The cases were consolidated in the US District Court in Manhattan, and lead plaintiffs' counsel appointed. An amended consolidated complaint was filed on 15th November 2017, and SGAS was not named as a defendant. By order dated February 15, 2018, SGAS was dropped as a defendant in an individual "opt out" action alleging similar causes of action. There are no actions pending against SGAS in this matter.
- Societe Generale, along with several other financial institutions, has been named as a defendant in a putative class action alleging violations of US antitrust laws and the CEA in connection with foreign exchange spot and derivatives trading. The action is brought by persons or entities that transacted in certain over-the-counter and exchange-traded foreign exchange instruments. Societe Generale has reached a settlement of USD 18 million, which was preliminarily approved by the Court. A final approval hearing was held on 23 May 2018, and a decision is pending. Separate putative class actions on behalf of putative classes of indirect purchasers are also pending. A motion to dismiss those cases was granted by order dated 15 March 2018. On 5 April 2018, plaintiffs filed a motion for leave to file an amended complaint in those actions. That motion is pending.
- Further to an inspection conducted from 8th September to 1st December 2015 within the Societe Generale Group in order to review the Group's suspicious transaction reporting policies and procedures, the ACPR gave Societe Generale notice on 26th July 2016 of the opening of enforcement proceedings against it. On 19th July 2017, the ACPR enforcement commission issued a reprimand against Societe Generale and ordered it to pay a fine of EUR 5 million.

The NYDFS has indicated to Societe Generale New York branch ("SGNY") that it is considering taking enforcement action against the bank concerning SGNY's Bank Secrecy Act and Anti Money Laundering compliance program. SGNY is in discussion with the NYDFS in an attempt to resolve this matter consensually. The timing as to when the discussions will be concluded and the final terms of any resolution are uncertain at this time.

# NOTE 10 - RISK MANAGEMENT LINKED WITH FINANCIAL INSTRUMENTS

The scope and principles of impairments and provisions for credit risk were changed on 1 January 2018 following the first application of IFRS 9. The terms and conditions are detailed in Note 3.8.

The presentation and the content of the information presented here after, as disclosure to condensed interim financial statements, may be adapted in the notes of the consolidated statements for 2018.

Theses information are presented only in the notes to the consolidated financial statements and are consequently not disclosed in chapter 4 of the second update to the 2018 Registration document.

#### 1.1 ANALYSIS OF GROSS OUTSTANDINGS AND PROVISIONS FOR CREDIT RISK

The following tables detail the provisioned outstandings (balance sheet and off-balance sheet) subject to impairment and provisions in accordance with the new model for estimating expected credit losses introduced by IFRS 9 and the impairment and provisions by stage.

The scope of these tables includes:

- Securities (excluding securities received under repurchase agreements), customer loans and due from banks measured at amortised cost or at fair value through other comprehensive income;
- Operational and finance lease;
- Financing and guarantee commitments.

Nota Bene: the oustandings of ex-Newedge brokerage activities outside France are excluded from the figures provided in tables 1 and 2.

There are no exclusions in tables 3 and 4.

#### 30.06.2018 01.01.2018 (In millions of Stage 1 Stage 2 Stage 3 Total Stage 1 Stage 2 Stage 3 Total euros) 154,692 161, 988 153,295 1,031 366 160,645 968 374 Sovereign 51,198 129 80 51,406 58,799 250 59,143 94 Institution 335,982 14,571 9.754 360.307 326,850 15,238 11.220 353.308 Corporates 186,097 15,928 10,320 212,345 183,299 16,350 10,660 210,309 Retail 18,737 46 48 18,831 18,927 46 18,973 -Others 745,309 31,705 20,568 797,581 32,806 22,394 803,720 748,521 Total

#### Table 1: Basel portfolio breakdown of provisioned outstandings

### Table 2: Geographical breakdown of provisioned outstandings

|                                     |         | 30.06.  | 2018    |         | 01.01.2018 |         |         |         |  |  |
|-------------------------------------|---------|---------|---------|---------|------------|---------|---------|---------|--|--|
| (In millions of euros)              | Stage 1 | Stage 2 | Stage 3 | Total   | Stage 1    | Stage 2 | Stage 3 | Total   |  |  |
| France                              | 322,595 | 20,830  | 11,143  | 354,568 | 341,405    | 21,139  | 11,836  | 374,381 |  |  |
| Western<br>Europe (excl.<br>France) | 156,466 | 2,776   | 2,278   | 161,520 | 159,547    | 3,002   | 2,479   | 165,028 |  |  |
| Eastern Europe<br>EU                | 22,711  | 1,939   | 1,031   | 25,681  | 25,379     | 2,396   | 1,361   | 29 136  |  |  |
| Eastern Europe<br>(excl. EU)        | 55,798  | 1,765   | 1,871   | 59,434  | 56,354     | 1,788   | 2,056   | 60,198  |  |  |
| North America                       | 105,437 | 993     | 807     | 107,237 | 87,530     | 1,000   | 1,037   | 89,566  |  |  |
| Latin America<br>and Caribbean      | 5,992   | 1,254   | 330     | 7,576   | 5,294      | 1,141   | 318     | 6,754   |  |  |
| Asia Pacific                        | 38,476  | 167     | 300     | 38,943  | 38,508     | 229     | 327     | 39,064  |  |  |
| Africa and<br>Middle East           | 37,834  | 1,981   | 2,808   | 42,623  | 34,503     | 2,111   | 2,980   | 39,594  |  |  |
| Total                               | 745,309 | 31,705  | 20,568  | 797,581 | 748,521    | 32,806  | 22,394  | 803,720 |  |  |

### Table 3: Basel portfolio breakdown of provisions and impairment for credit risk

|                        |         | 30.06.  | 2018    |        | 01.01.2018 |         |         |        |  |  |
|------------------------|---------|---------|---------|--------|------------|---------|---------|--------|--|--|
| (In millions of euros) | Stage 1 | Stage 2 | Stage 3 | Total  | Stage 1    | Stage 2 | Stage 3 | Total  |  |  |
| Sovereign              | 11      | 1       | 69      | 81     | 12         | 0       | 70      | 82     |  |  |
| Institution            | 13      | 8       | 15      | 36     | 11         | 4       | 25      | 40     |  |  |
| Corporates             | 614     | 695     | 5,415   | 6,724  | 644        | 750     | 5,851   | 7,245  |  |  |
| Retail                 | 488     | 586     | 5,564   | 6,638  | 498        | 658     | 5,815   | 6,971  |  |  |
| Others                 | 0       | 0       | 9       | 9      | 0          | 0       | 9       | 9      |  |  |
| Total                  | 1,126   | 1,290   | 11,072  | 13,488 | 1,165      | 1,412   | 11,770  | 14,347 |  |  |

### Table 4: Geographical breakdown of provisions and impairment for credit risk

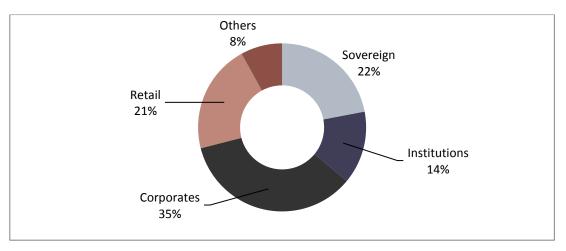
|                                     |         | 30.06.  | 2018    |        | 01.01.2018 |         |         |        |  |  |
|-------------------------------------|---------|---------|---------|--------|------------|---------|---------|--------|--|--|
| (In millions of<br>_euros)          | Stage 1 | Stage 2 | Stage 3 | Total  | Stage 1    | Stage 2 | Stage 3 | Total  |  |  |
| France                              | 439     | 790     | 5,631   | 6,860  | 483        | 824     | 5,765   | 7,072  |  |  |
| Western<br>Europe (excl.<br>France) | 182     | 115     | 1,227   | 1, 524 | 168        | 149     | 1,285   | 1,602  |  |  |
| Eastern Europe<br>EU                | 127     | 132     | 697     | 956    | 141        | 178     | 901     | 1,220  |  |  |
| Eastern Europe<br>(excl. EU)        | 157     | 77      | 1,314   | 1,548  | 153        | 80      | 1,532   | 1,765  |  |  |
| North America                       | 39      | 32      | 145     | 217    | 41         | 27      | 185     | 253    |  |  |
| Latin America<br>and Caribbean      | 3       | 1       | 83      | 87     | 8          | 4       | 100     | 112    |  |  |
| Asia Pacific                        | 13      | 1       | 160     | 173    | 13         | 2       | 154     | 169    |  |  |
| Africa and<br>Middle East           | 165     | 141     | 1,815   | 2,121  | 157        | 148     | 1,848   | 2,153  |  |  |
| Total                               | 1,126   | 1,290   | 11,072  | 13,488 | 1,165      | 1,412   | 11,770  | 14,347 |  |  |

#### 1.2 EXPOSURES ANALYSIS

The measurement used for credit exposures in this section is EAD – Exposure At Default (on- and off-balance sheet). Under the Standard Approach, EAD is calculated net of collateral and provisions.

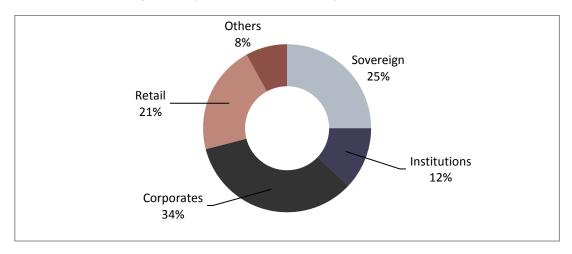
#### CREDIT RISK EXPOSURE BY EXPOSURE CLASS (EAD) AT 30 JUNE 2018

On- and off-balance sheet exposures (EUR 899 billion in EAD)



#### CREDIT RISK EXPOSURE BY EXPOSURE CLASS (EAD) AT 31 DECEMBER 2017

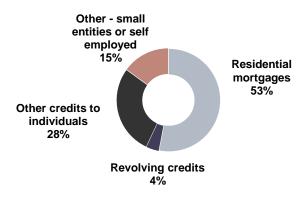
On and off-balance sheet exposures (EUR 872 billion in EAD)



<sup>(1)</sup> Institutions: Basel classification bank and public sector portfolios.

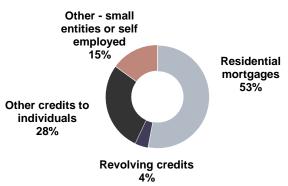
#### RETAIL CREDIT RISK EXPOSURE BY EXPOSURE CLASS (EAD) AT 30 JUNE 2018

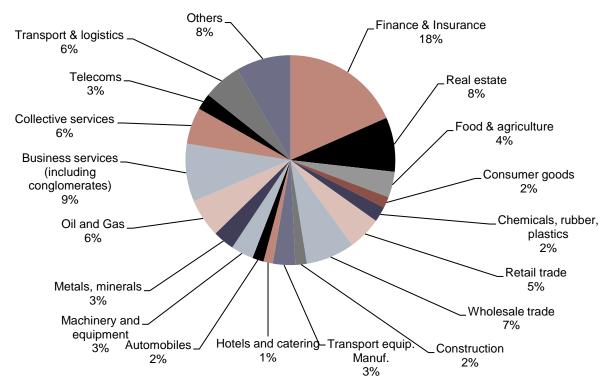
On- and off-balance sheet exposures (EUR 188 billion in EAD)



#### RETAIL CREDIT RISK EXPOSURE BY EXPOSURE CLASS (EAD) AT 31 DECEMBER 2017

On-and off-balance sheet exposures (EUR 184 billion in EAD)





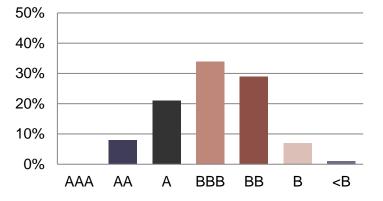
SECTOR BREAKDOWN OF GROUP CORPORATE EXPOSURE (BASEL PORTFOLIO) AT 30 JUNE 2018

EAD of the Corporate portfolio is presented in accordance with the Basel rules (large corporates, including insurance companies, funds and hedge funds, SMEs, specialist financing, factoring businesses), based on the obligor's characteristics, before taking into account the substitution effect (credit risk scope: debtor, issuer and replacement risk).

At 30 June 2018, the Corporate portfolio amounted to EUR 343 billion (on- and off-balance sheet exposures measured in EAD). Only the Finance and Insurance sector accounts for more than 10% of the portfolio. The Group's exposure to its ten largest Corporate counterparties accounts for 6% of this portfolio.

#### CORPORATE AND BANK COUNTERPARTY EXPOSURE

Breakdown of risk by internal rating for corporate clients at 30 june 2018 (as % of EAD)

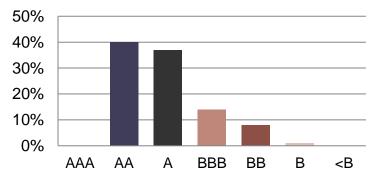


The scope includes performing loans recorded under the IRB method (excluding prudential classification criteria, by weight, of specialised financing) for the entire Corporate client portfolio, all divisions combined, and represents EAD of EUR 261 billion (out of total EAD for the Basel Corporate client portfolio of EUR 318 billion, standard method included).

The breakdown by rating of the Group's Corporate exposure demonstrates the sound quality of the portfolio. It is based on an internal counterparty rating system, presented above as its Standard & Poor's equivalent.

At 30 June 2018, the majority of the portfolio (64% of Corporate clients) had an investment grade rating, i.e. counterparties with an S&P-equivalent internal rating higher than BBB-. Transactions with non-investment grade counterparties were very often backed by guarantees and collateral in order to mitigate the risk incurred.





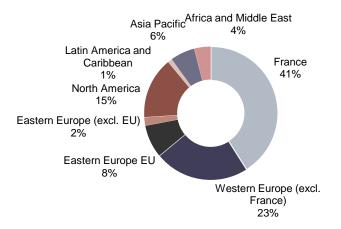
The scope includes performing loans recorded under the IRB method for the entire Bank client portfolio, all divisions combined, and represents EAD of EUR 66 billion (out of total EAD for the Basel Bank client portfolio of EUR 121 billion, standard method included). The breakdown by rating of Societe Generale group's bank counterparty exposure demonstrates the sound quality of the portfolio.

It is based on an internal counterparty rating system, presented above as its Standard & Poor's equivalent.

At 30 June 2018, exposure on banking clients was concentrated in investment grade counterparties (91% of exposure), as well as in developed countries (92%).

# GEOGRAPHIC BREAKDOWN OF GROUP CREDIT RISK EXPOSURE AT 30 JUNE 2018 (ALL CLIENT TYPES INCLUDED)

On-and off-balance sheet exposures: EUR 899 BN



At 30 June 2018, 89 % of the Group's on- and off-balance sheet exposure was concentrated in the major industrialised countries. Almost half of the overall amount of outstanding loans was to French customers (26% exposure to non-retail portfolio and 15% to retail portfolio).

## GEOGRAPHIC BREAKDOWN OF GROUP CREDIT RISK EXPOSURE AT 31 DECEMBER 2017 (ALL CLIENT TYPES INCLUDED)

On-and off-balance sheet exposures: EUR 872 BN

