# SOCIETE GENERALE GROUP RESULTS

2<sup>ND</sup> QUARTER AND 1<sup>ST</sup> HALF 2018

02.08.2018



# DISCLAIMER

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

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

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

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

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More detailed information on the potential risks that could affect Societe Generale's financial results can be found in the Registration Document filed with the French Autorité des Marchés Financiers.

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The financial information presented for the quarter and half year ending 30 June 2018 was reviewed by the Board of Directors on 1 August 2018 and has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. The limited review procedures on the condensed interim financial statements at 30 June 2018 carried out by the Statutory Auditors are currently underway.







# Q2 18 KEY HIGHLIGHTS



Underlying data: adjusted for exceptional items and IFRIC 21 linearisation. See methodology and supplement p.34



# DYNAMIC BUSINESS PERFORMANCE

#### FRENCH RETAIL BANKING

Transformation process well on track, in line with the cost target

Acceleration of client acquisition at Boursorama

2018 revenues expected to be slightly down (between -1% and -2%)

Q2 RONE<sup>(1)</sup> 12.1%

# INTERNATIONAL RETAIL BANKING

Supportive interest rate environment in noneurozone countries

Strong growth in Europe

Continued development and improved profitability in Russia and Africa

Positive jaw effects

Q2 RONE<sup>(1)</sup> 17.6%

# INSURANCE AND FINANCIAL SERVICES TO CORPORATES

Good commercial performance in Insurance across regions

Strong ALD fleet growth and good financial performance

High level of profitability

Q2 RONE<sup>(1)</sup> 19.5%

# GLOBAL BANKING AND INVESTOR SOLUTIONS

Rebound in Market activities vs. Q1 18

Supportive dynamism in Financing & Advisory and high level of origination

Strict cost control

Q2 RONE<sup>(1)</sup> 11.7%

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



# REFOCUSING ON OUR CORE FRANCHISES

#### **Exiting non-synergetic businesses**

#### **EXPRESS BANK SG ALBANIA**

Agreement to sell all of SG's majority stakes in Express Bank in Bulgaria and Societe Generale Albania to OTP Bank

Discussion on a service agreement with OTP Bank

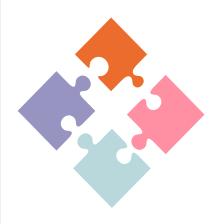
#### PRIVATE BANKING BELGIUM

Agreement to sell SG's private banking activity in Belgium to ABN Amro

#### **SELF TRADE BANK**

Agreement to sell Boursorama's entire stake in its Spanish subsidiary to Warburg Pincus

> Total estimated gain on CET1 ca.+15bps in 2018-2019



#### Strengthening our core franchises

#### **EMC**

Agreement to acquire Commerzbank's Equity Markets and Commodities business

Strengthening global leadership position in derivatives and investment solutions across asset classes

Increasing our Pan-European footprint notably in Germany Developing Lyxor's ETF franchise

Group ROE accretive acquisition

#### **FINTECHS**



Acquisition of the pioneering renewable energy crowdfunding platform



Additional investment to develop the digital banking platform

Total estimated impact on CET1 ca. -10bps from 2019 onwards

FURTHER ANNOUNCEMENTS EXPECTED IN H2 18







# O2 18 ROTF<sup>(1)</sup> AT 11.2%

Revenues <sup>(1)</sup>	
Revenues	H1 18
	EUR 12.7bn
	-0.7% vs. H1 17
Operating Expenses <sup>(1)</sup>	
	H1 18
	EUR 8.6bn
	+1.1% vs. H1 17
Net Cost of Risk <sup>(2)</sup>	H1 18
	16bp
	-3 bp vs. H1 17
Group Net Income <sup>(1)</sup>	
	H1 18
	EUR 2.5bn
	-3.2% vs. H1 17
Profitability <sup>(1)</sup>	
, D	H1 18 ROTE <b>11.0%</b>
	Operating Expenses <sup>(1)</sup> Net Cost of Risk <sup>(2)</sup> Group Net Income <sup>(1)</sup> Profitability <sup>(1)</sup>

#### **Higher Group revenues**

Slight decrease in revenues in French Retail Banking Strong growth in International Retail Banking and Financial Services activities

Sound performance in Global Banking and Investor Solutions activities supported by good commercial momentum

#### **Disciplined management of costs**

Transformation in French Retail Banking well on track Positive jaws<sup>(3)</sup> in International Retail Banking and Financial Services Strict cost control in Global Banking and Investor Solutions

Cost of risk at low level across all businesses

Q2 18 ROTE at 11.2%, H1 18 ROTE at 11.0%

H1 18 Earnings per share<sup>(1)</sup>: EUR 2.80 /share Provision for dividend: EUR 1.11 /share

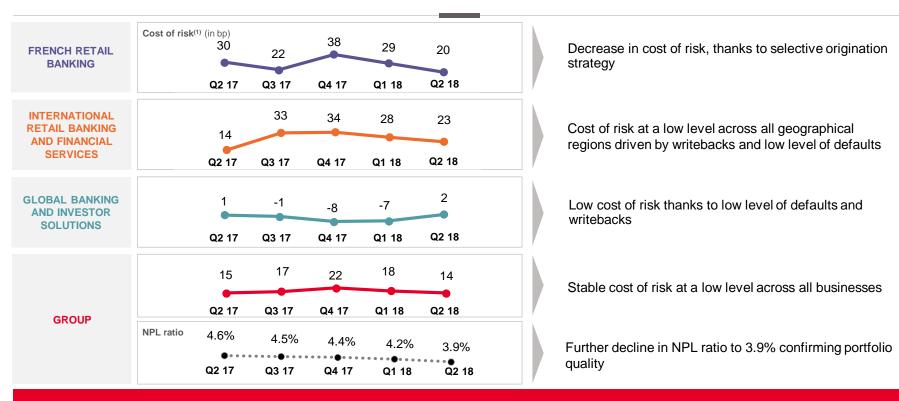
Excluding reversal of restructuring provision in Q2 17.



Underlying data: adjusted for exceptional items, IFRIC 21 linearisation and non-economic items for Q2 17 and H1 17. Non-economic items (revaluation of financial liabilities and DVA) are no longer restated from reported data from 2018. See methodology and supplement p.34

Annualised, in basis points. Outstandings at the beginning of period. Excluding litigation.

# LOW COST OF RISK



#### 2018 COST OF RISK EXPECTED BETWEEN 20bp AND 25bp

Cost of risk in basis points including IFRS 9 effects for Q1 18 and Q2 18. Outstandings at beginning of period. Annualised.



# SOLID BALANCE SHEET, ALREADY MREL COMPLIANT

CET1<sup>(1)</sup> at 11.1%

Total capital ratio at 16.8%

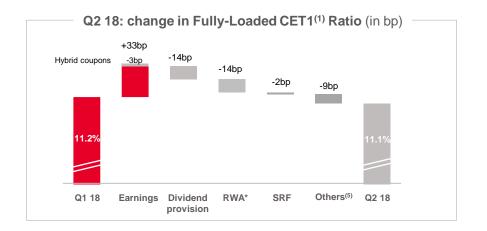
Leverage ratio at 4.1%(2)

#### Balance sheet already compliant with MREL

First notification received in June Requirement (8% of TLOF<sup>(3)</sup> corresponding to 24.36% of RWA as of end-December 2016) in line with expectations and Group funding plans

TLAC<sup>(4)</sup> ratio: 21.9% of RWA

Already meeting 2019 (19.5%) and 2022 requirements (21.5%)



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



<sup>(1)</sup> Fully-loaded, based on CRR/CRD4 rules, including the Danish compromise for Insurance. See Methodology.

<sup>(2)</sup> Leverage ratio at 4.2% after taking into account the decision of the General Court of the European Union and the pending Single Supervisory Mechanism agreement on regulated savings exemption

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

<sup>(4)</sup> Including 2.5% of Senior Preferred debt. Requirements without countercyclical buffer

<sup>(5)</sup> o/w Prudent Valuation Adjustment (-2bp), intangible assets (-2bp), methodological adjustments (-4bp)

# **GROUP RESULTS**

In EUR m	Q2 18	Q2 17	Cha	ange	H1 18	H1 17	Change
Net banking income	6,454	5,199	+24.1%	+26.1%*	12,748	11,673	+9.2%
Underlying net banking income(1)	6,454	6,389	+1.0%	+2.3%*	12,748	12,841	-0.7%
Operating expenses	(4,403)	(4,169)	+5.6%	+6.7%*	(9,132)	(8,813)	+3.6%
Underlying operating expenses(1)	(4,370)	(4,314)	+1.3%	+0.0%*	(8,594)	(8,500)	+1.1%
Gross operating income	2,051	1,030	+99.1%	x2,1*	3,616	2,860	+26.4%
Underlying gross operating income(1)	2,084	2,075	+0.4%	+2.3%	4,154	4,341	-4.3%
Net cost of risk	(170)	259	n/s	n/s	(378)	(368)	+2.7%
Underlying net cost of risk (1)	(170)	(191)	-11.0%	-9.2%	(378)	(468)	-19.2%
Operating income	1,881	1,289	+45.9%	+50.3%*	3,238	2,492	+29.9%
Underlying operating income(1)	1,914	1,884	+1.6%	+3.4%*	3,776	3,873	-2.5%
Net profits or losses from other assets	(42)	208	n/s	n/s	(41)	245	n/s
Income tax	(516)	(302)	+70.9%	+74.6%*	(886)	(691)	+28.2%
Reported Group net income	1,156	1,058	+9.3%	+14.8%*	2,006	1,805	+11.1%
Underlying Group net income(1)	1,265	1,165	+8.6%	+13.5%*	2,469	2,551	-3.2%
ROE	8.6%	7.7%			7.5%	6.5%	
ROTE		9.0%			8.9%	7.5%	
Underlying ROTE(1)	11.2%	10.0%			11.0%	11.0%	
Underlying Cost to Income(1)	68%	68%			67%	66%	

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



Adjusted for exceptional items, IFRIC 21 linearisation and non-economic items (for Q2 17 and H1 17). See Methodology and Supplement p. 34.





# **DEVELOPING BUSINESS INITIATIVES**

Increasing our Wealthy and +5.1% in number of clients vs. Q2 17 Mass affluent clients base Dynamic Private Banking France franchise with AuM of EUR 63bn (+2.6% vs. Q2 17), EUR 1.3bn net inflows **Accelerating client** Reaching 1.5m clients in July 18 acquisition at Boursorama **INDIVIDUALS Developing our** Outstandings +1.7% at EUR 93bn, Unit-Linked share at 25% of outstandings Strong net inflows EUR +621m bancassurance model **Promoting consumer credit** Consumer credit production +13.7% vs. Q2 17 Deployment of Professional-specific setup **Expanding Professional PROFESSIONALS** +1.3% in number of clients vs. Q2 17 expertise **Strengthening Corporate** Push on Investment Banking, notably Equity Capital Markets transactions **CORPORATE** franchise +1.7% in number of clients vs. Q2 17

#### **PRODUCTION**

Home loans -26.6% vs. Q2 17 Medium-term Corporate loans +1.2% vs. Q2 17

#### **OUTSTANDINGS**

Individual client loans +3.2% vs. Q2 17 Medium-term Corporate loans +3.1% vs. Q2 17 FEES: +2.5% vs Q2 17

42% of total revenues in Q2 18



# KEEP TRANSFORMING FRENCH RETAIL BANKING

# Maintaining the pace of transformation



Continuing branch closures: 50 branches closed in H1 18

Specialising Back offices: 1 back office closed in H1 18, 2 more to be closed in H2 18

Expanding advisory services: 75 Professional corners already introduced as of 30 June 2018

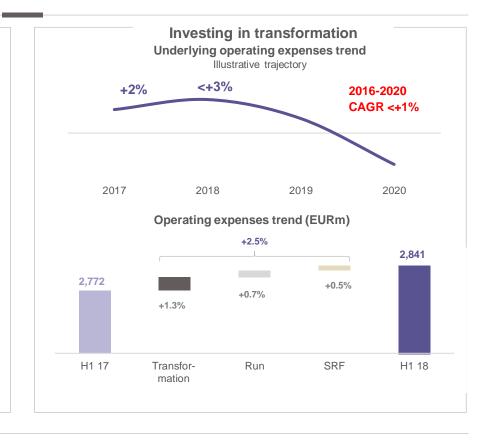


Developing online offer (account opening, day-to-day banking, consumer credit, insurance, savings...): ca.50,000 online electronic signatures each month

Offering new functionalities: Apple Pay, document and invoice aggregators. Spreading 360° view of client data in real time



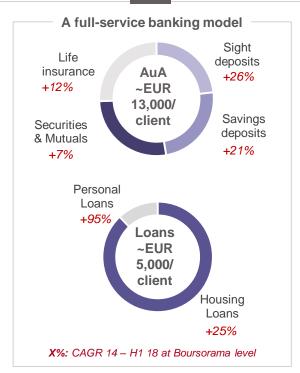
Formalising employee development plan Developing employee training Social agreement under new labour law signed in H1 18





# BOURSORAMA: AHEAD OF THE GROWTH TARGET







#### ON TRACK TO REACH 2M CLIENTS BY END-2019, AHEAD OF SCHEDULE

\*Marketing expenses: commercial offers and advertising costs



# FRENCH RETAIL BANKING RESULTS

In EUR m	Q2 18	Q2 17	Change	H1 18	H1 17	Change
Net banking income	1,991	2,026	-1.7%	3,999	4,049	-1.2%
Net banking income excl. PEL/CEL	1,980	2,023	-2.1%	3,971	4,048	-1.9%
Operating expenses	(1,361)	(1,352)	+0.7%	(2,841)	(2,772)	+2.5%
Gross operating income	630	674	-6.5%	1,158	1,277	-9.3%
Gross operating income excl. PEL/CEL	619	671	-7.8%	1,130	1,276	-11.4%
Net cost of risk	(93)	(129)	-27.9%	(227)	(258)	-12.0%
Operating income	537	545	-1.5%	931	1,019	-8.6%
Reported Group net income	365	370	-1.4%	635	701	-9.4%
RONE	13.2%	13.7%		11.3%	13.0%	
Underlying RONE(2)	12.1%	13.1%		11.5%	13.6%	
Underlying Cost to Income(2)	70%	68%	n/s	70%	67%	n/s

Revenues(1) -2.1% vs. Q2 17 in a still low interest rate environment,

-1.9% vs. H1 17

Net interest margin<sup>(1)</sup> -9.4% vs. Q2 17

Fees +2.5% vs. Q2 17 driven by the dynamic trend in service fees

Operating expenses up +0.7% vs. Q2 17, +2.5% vs. H1 17 in line

with full-year target

Ongoing transformation investment

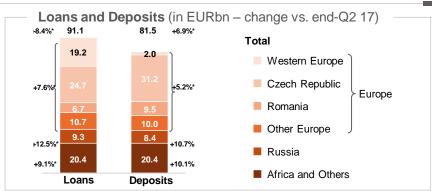
**Resilient profitability** 

#### FRENCH RETAIL BANKING Q2 18 RONE<sup>(2)</sup> AT 12.1% (13.1% IN Q2 17)

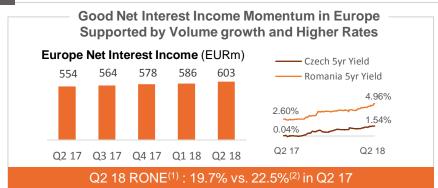
- Excluding PEL/CEL provision
- Adjusted for IFRIC 21 implementation and PEL/CEL provision

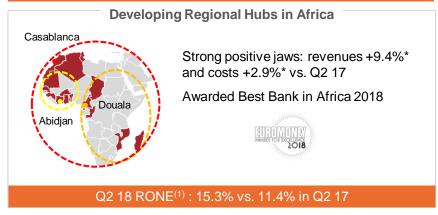


# STRONG MOMENTUM IN INTERNATIONAL RETAIL BANKING



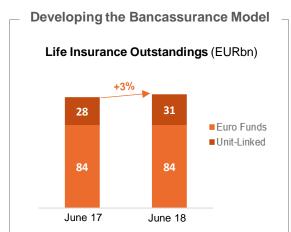






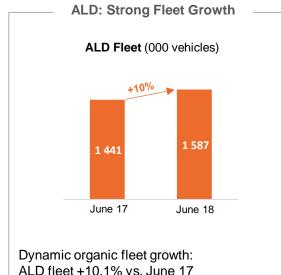
- When adjusted for changes in Group structure and at constant exchange rates.
- 1) Adjusted for IFRIC 21. (2) Including notably insurance indemnities in Romania and the reversal of a restructuring provision in Q2-17
- (3) SG Russia scope (see p.55)

# GOOD COMMERCIAL PERFORMANCE IN INSURANCE AND FINANCIAL SERVICES



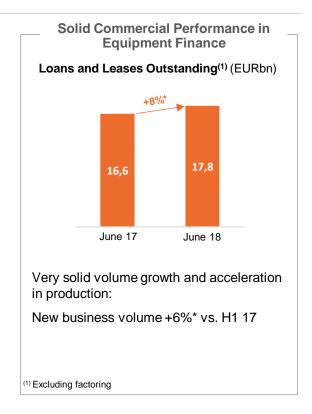
Steady growth in life insurance outstandings: +3% vs. Q2 17, driven by unit-linked

Personal protection premiums +7%, Property and Casualty Premiums +7% vs. Q2 17; strong growth internationally



ALD fleet +10.1% vs. June 17

Acquisition of Reflex Alquiler, strengthening ALD's Flexible Renting offering in Spain, in line with bolt-on acquisitions strategy



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



# ALD: PROFITABLE GROWTH

#### Structural Growth Drivers

#### Trend towards more outsourcing

Increasing penetration in growing corporate fleet market and development of SME segment through partnerships

#### Shift from ownership to use

Private lease growing by >40%, through partnerships and state of the art digital tools

#### Ready for a new wave of mobility services

Car-sharing in Helsinki with the Whim app



ALD Switch: swap your primary vehicle for another model



# **Highly Profitable, Efficient Operating Model**

Gross Operating Income\* (EURm)

■ Leasing Contract Margin ■ Services Margin Car Sales Result

H1 16



Steady growth in Leasing Contract & Services Margins (+7.3% vs. H1 17)

H1 17

H1 18

#### Best in class operating efficiency:

H1 18 C/I ratio<sup>(1)</sup>: 50.4%, -1 pt vs. H1 17

Average cost synergies of ca. 20%<sup>(2)</sup> in recent acquisitions

\*Based on ALD standalone financials

- Excl. car sales result
- Estimated cost synergies as a % of standalone opex

#### Digital is a Core Component of the Model

Retail platform for used cars combining showrooms and digital



Fully online distribution of private lease



Connected cars enabling « pay as you go »

RICARIC | a | [ **ALD** | carsharing

H1 18 Group net income EUR 184m

H1 18 RONE 26.4%

Market Cap. EUR 6.2bn



# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES RESULTS

In EUR m	Q2 18 Q2 17 Change				H1 18	H1 17	Change		
Net banking income	2,075	1,968	+5.4%	+6.1%*	4,064	3,908	+4.0%	+5.2%*	
Operating expenses	(1,102)	(1,008)	+9.3%	+9.5%*	(2,281)	(2,185)	+4.4%	+6.2%*	
Gross operating income	973	960	+1.4%	+2.5%*	1,783	1,723	+3.5%	+4.1%*	
Net cost of risk	(75)	(59)	+27.1%	+29.6%*	(166)	(170)	-2.4%	+18.6%*	
Operating income	898	901	-0.3%	+0.8%*	1,617	1,553	+4.1%	+2.8%*	
Net profits or losses from other assets	0	(2)	+100.0%	n/s	4	33	-87.9%	-88.6%*	
Reported Group net income	541	568	-4.8%	+1.0%*	970	996	-2.6%	+1.3%*	
RONE	18.9%	20.0%			17.0%	17.7%			
Underlying RONE(1)	18.3%	19.2%			17.7%	18.3%			
Underlying Cost to Income(1)	54%	53%			55%	54%			

Revenue growth momentum maintained (+6.1%\* vs. Q2 17)

#### Positive jaws

Operating expenses up 4.3%\* vs. Q2 17 adjusted for a EUR 60m writeback of a restructuring provision in Q2 17

Low cost of risk

### INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES Q2 18 RONE<sup>(1)</sup>: 18.3% (19.2% IN Q2 17)

- When adjusted for changes in Group structure and at constant exchange rates
- Adjusted for IFRIC 21 implementation



# RESILIENT GLOBAL MARKETS & INVESTOR SERVICES REVENUES







#### Americas & Asia: solid revenues

Equities and Prime: strong performance in flow products, mixed performance in structured products

FICC: sound commercial activity in a more favorable environment for structured products

#### Europe: resilient client activity in a still challenging environment

Equities and Prime: solid commercial performance in Prime Services more than offset by low client momentum on cash.

Softer structured products activity in a low volatility environment

FICC: good commercial activity on flows, with volatility benefiting Rates and Commodities but penalising Credit market.

Mixed structured products performance

Securities Services: high level of fees in line with the first quarter and positive effect of Euroclear participation reevaluation



# STRENGTHENING OUR LEADERSHIP POSITION WITH EMC(1) ACQUISITION

FLOW PRODUCTS & MARKET MAKING Increasing our franchise in listed products and market-making Becoming the European leader and global top 3 player in flow products

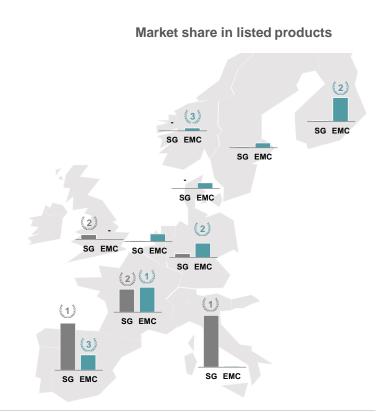
Leveraging EMC's IT platform

Increasing our pan-European footprint notably in Germany

INVESTMENT SOLUTIONS Further strengthening our leading franchise Increasing market share particularly in Germany

ASSET MANAGEMENT Improving Lyxor's leadership position in ETFs, becoming top 2 player in Europe and top 3 player in Germany

Gradual transfer of assets and teams from end 2018 to 2020
Integration costs of ca. EUR 150m
Expected GOI run rate: >EUR 150m<sup>(2)</sup>
Accretive ROE acquisition from 2020



- (1) EMC: Equity Markets and Commodities
- (2) Excluding integration costs



# POSITIVE MOMENTUM IN FINANCING AND ADVISORY

Financing & Advisory revenues: +8% vs. Q2 17 excl. FX effect

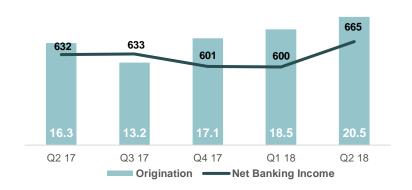
**Net Banking Income** (in EURm) **and originated volumes** (in EURbn)

Highest level of quarterly revenues since 2016

Sustained Financing activity, with the highest level of origination business since 2016 and increasing fees, notably for Real Estate, Shipping and Energy

Softer Investment Banking activity

High level of fees in Global Transaction Banking, driven by robust commercial trend across businesses



Asset & Wealth Management revenues: -4% vs. Q2 17 excl. FX effect

#### Lyxor

ETF: revenues slightly lower vs. high level in Q2 17 Active Management: lower performance fees

#### **Private Banking**

Solid revenues, though below high Q2 17 Sequential rebound vs. Q1 18 mainly driven by France, with growth levers bearing fruit



# GLOBAL BANKING AND INVESTOR SOLUTIONS RESULTS

In EUR m	Q2 18	Q2 17	Change		H1 18	H1 17	Change	
Net banking income	2,412	2,399	+0.5%	+2.9%*	4,627	4,958	-6.7%	-3.3%*
Operating expenses	(1,728)	(1,751)	-1.3%	+1.0%*	(3,752)	(3,760)	-0.2%	+2.9%*
Gross operating income	684	648	+5.6%	+8.3%*	875	1,198	-27.0%	-23.0%*
Net cost of risk	(7)	(4)	+75.0%	x 5,4	20	(41)	n/s	n/s
Operating income	677	644	+5.1%	+7.4%*	895	1,157	-22.6%	-18.5%*
Reported Group net income	507	509	-0.4%	+1.2%*	673	894	-24.7%	-21.3%*
RONE	13.6%	13.5%			9.1%	11.8%		
Underlying RONE(1)	11.7%	12.2%			11.0%	13.5%		
Underlying Cost to Income(1)	76%	76%	n/s	n/s	77%	72%	n/s	n/s

**Revenue** trend reflecting momentum across businesses (+3%\* vs. Q2 17, +9% vs. Q1 18)

Operating expenses down -1% vs. Q2 17 with ongoing transformation and regulatory investment offset by strict discipline on costs

#### GLOBAL BANKING AND INVESTOR SOLUTIONS Q2 18 RONE<sup>(1)</sup>: 11.7% (12.2% IN Q2 17)

Adjusted for IFRIC 21 implementation

<sup>\*</sup> When adjusted for changes in Group structure and at constant exchange rates



# CORPORATE CENTRE

In EUR m	Q2 18	Q2 17	H1 18	H1 17
Net banking income	(24)	(1,194)	58	(1,242)
Net banking income (1)	(24)	(970)	58	(1,043)
Operating expenses	(212)	(58)	(258)	(96)
Gross operating income	(236)	(1,252)	(200)	(1,338)
Gross operating income (1)	(236)	(1,028)	(200)	(1,139)
Net cost of risk	5	451	(5)	101
Net profits or losses from other assets	(28)	210	(32)	207
Reported Group net income	(257)	(389)	(272)	(786)
Group net income (1)	(257)	(231)	(272)	(645)

# Break-even gross operating income excluding exceptional items in H1 18

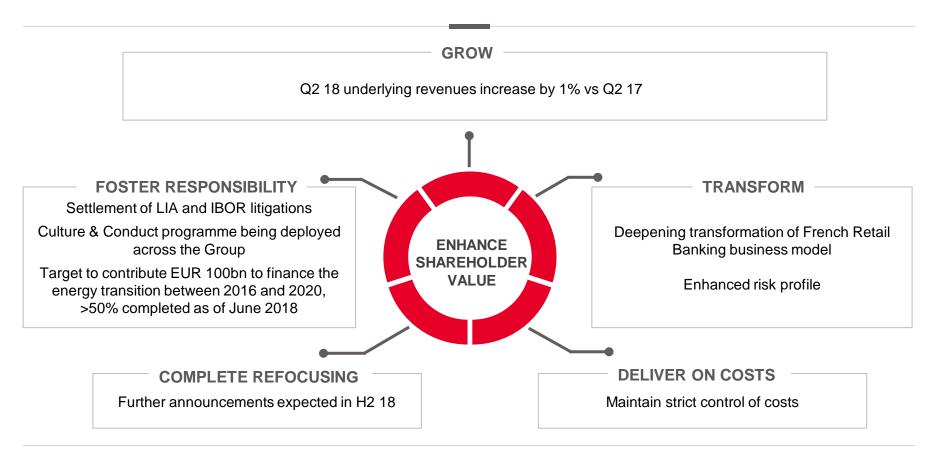
Additional allocation to the provision for disputes of EUR 200m in Q2 18 accounted in operating expenses according to IFRS 9

Active discussions with the U.S. authorities in order to reach an agreement on sanctions matter (OFAC). Although the timing and the financial impact of a potential agreement remain uncertain, an agreement in the coming weeks is possible

Provision for disputes, which includes this dispute, amounts to EUR 1.43bn as of 30 June 2018

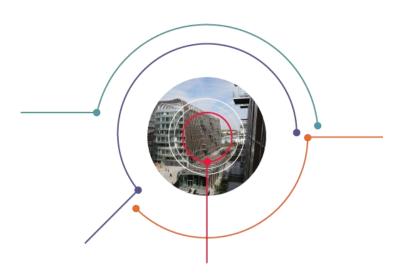


# A DETERMINED AND SUCCESSFUL START TO THE STRATEGIC PLAN





# SAVE THE DATE



# SG DIGITAL JOURNEY

**22 NOVEMBER 2018** 







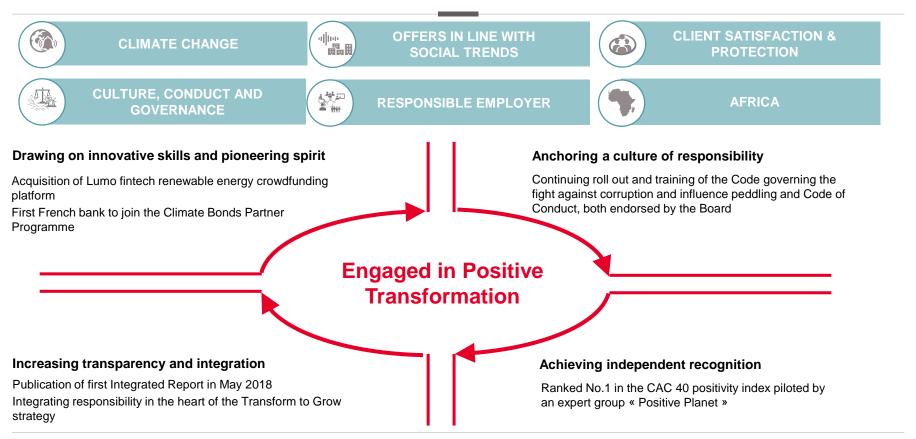
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# CONTINUED FOCUS IN POSITIVE TRANSFORMATION



# QUARTERLY INCOME STATEMENT BY CORE BUSINESS

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17
Net banking income	1,991	2,026	2,075	1,968	2,412	2,399	(24)	(1,194)	6,454	5,199
Operating expenses	(1,361)	(1,352)	(1,102)	(1,008)	(1,728)	(1,751)	(212)	(58)	(4,403)	(4,169)
Gross operating income	630	674	973	960	684	648	(236)	(1,252)	2,051	1,030
Net cost of risk	(93)	(129)	(75)	(59)	(7)	(4)	5	451	(170)	259
Operating income	537	545	898	901	677	644	(231)	(801)	1,881	1,289
Net income from companies accounted for by the equity method	10	4	2	6	3	0	(2)	3	13	13
Net profits or losses from other assets	1	5	0	(2)	(15)	(5)	(28)	210	(42)	208
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0
Income tax	(183)	(184)	(230)	(230)	(152)	(124)	49	236	(516)	(302)
O.w. non controlling Interests	0	0	129	107	6	6	45	37	180	150
Group net income	365	370	541	568	507	509	(257)	(389)	1,156	1,058
Average allocated capital	11,066	10,797	11,452	11,352	14,965	15,096	10,484*	10,539*	47,967	47,784
Group ROE (after tax)									8.6%	7.8%

Net banking income, operating expenses, allocated capital, ROE: see Methodology

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



# HALF YEAR INCOME STATEMENT BY CORE BUSINESS

	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
Net banking income	3,999	4,049	4,064	3,908	4,627	4,958	58	(1,242)	12,748	11,673
Operating expenses	(2,841)	(2,772)	(2,281)	(2,185)	(3,752)	(3,760)	(258)	(96)	(9,132)	(8,813)
Gross operating income	1,158	1,277	1,783	1,723	875	1,198	(200)	(1,338)	3,616	2,860
Net cost of risk	(227)	(258)	(166)	(170)	20	(41)	(5)	101	(378)	(368)
Operating income	931	1,019	1,617	1,553	895	1,157	(205)	(1,237)	3,238	2,492
Net income from companies accounted for by the equity method	16	20	8	18	3	1	2	11	29	50
Net profits or losses from other assets	2	5	4	33	(15)	0	(32)	207	(41)	245
Impairment losses on goodwill	0	0	0	1	0	0	0	0	0	1
Income tax	(314)	(343)	(418)	(411)	(199)	(251)	45	314	(886)	(691)
O.w. non controlling Interests	0	0	241	198	11	13	82	81	334	292
Group net income	635	701	970	996	673	894	(272)	(786)	2,006	1,805
Average allocated capital	11,226	10,778	11,440	11,255	14,856	15,216	10,223*	10,585*	47,745	47,834
Group ROE (after tax)									7.5%	6.5%

Net banking income, operating expenses, allocated capital, ROE: see Methodology

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



# NON ECONOMIC AND EXCEPTIONAL ITEMS

In EUR m	Q2 18	Q2 17	Change	H1 18	H1 17	Change
Net Banking Income	6,454	5,199	+24.1%	12,748	11,673	+9.2%
Reevaluation of own financial liabilities*		(224)			(199)	
DVA*		(3)			(6)	
LIA settlement**	0	(963)		0	(963)	
Underlying Net Banking Income	6,454	6,389	+1.0%	12,748	12,841	-0.7%
Operating expenses	(4,403)	(4,169)	+5.6%	(9,132)	(8,813)	+3.6%
IFRIC 21 linearisation	(167)	(145)		338	313	
Provision for disputes**	(200)			(200)		
Underlying Operating expenses	(4,370)	(4,314)	+1.3%	(8,594)	(8,500)	+1.1%
Net cost of risk	(170)	259	n/s	(378)	(368)	+2.7%
Provision for disputes**		(300)			(300)	
LIA settlement**		750			400	
Underlying Net Cost of Risk	(170)	(191)	-11.0%	(378)	(468)	-19.2%
Net profit or losses from other assets	(42)	208	n/s	(41)	245	n/s
Sale of Express Bank and Societe Generale Albania**	(27)			(27)		
Change in consolidation method of Antarius**		203			203	
Underlying Net profits or losses from other assets	(15)	5	n/s	(14)	42	n/s
Group net income	1,156	1,058	+9.3%	2,006	1,805	+11.1%
Effect in Group net income of above restatements	(109)	(107)		(463)	(746)	
Underlying Group net income	1,265	1,165	+8.6%	2,469	2,551	-3.2%

<sup>\*</sup> Non-economic items



<sup>\*\*</sup> Exceptional items

# **IFRIC 21 AND SRF IMPACT**

	French Ret	tail Banking	Banking ar	International Retail Banking and Financial Services		nking and Solutions	Corporat	e Centre	Gro	oup						
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17						
Total IFRIC 21 Impact - costs	-108	-103	-129	-136	-393	-349	-47	-39	-677	-626						
o/w Resolution Funds	-66	-55	-47	-52	-313	-263	-1	10	-427	-360	_					
	International Retail Banking					Services to orates	Insur	ance	Oth	ner	То	otal				
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17						
Total IFRIC 21 Impact - costs	-90	-96	-10	-11	-30	-26	0	-3	-129	-136						
o/w Resolution Funds	-45	-49	-2	-1	0	0	0	-2	-47	-52	_					
	Western	n Europe	Czech F	Republic	Romania		Russia		Other	Europe	Mediterra	a, Asia, nean bassin verseas	Total International Retail Banking			
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17		
Total IFRIC 21 Impact - costs	-9	-7	-35	-34	-9	-17	-2	-3	-24	-21	-11	-14	-90	-96		
o/w Resolution Funds	-4	-1	-27	-27	-4	-14	0	0	-9	-7	0	0	-45	-49		
		arkets and Services	Financing and Advisory		Asset and Wealth Management		Total Global Banking and Investor Solutions									
In EUR m	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	_							
Total IFRIC 21 Impact - costs	-303	-274	-79	-66	-11	-9	-393	-349								
o/w Resolution Funds	-250	-219	-54	-38	-9	-6	-313	-263	_							



# CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

#### Fully Loaded Common Equity Tier 1, Tier 1 and Total Capital

In EUR bn	30/06/2018	31/12/2017
Shareholder equity Group share	59.0	59.4
Deeply subordinated notes*	(9.2)	(8.5)
Undated subordinated notes*	(0.3)	(0.3)
Dividend to be paid & interest on subordinated notes	(1.0)	(1.9)
Goodwill and intangible	(6.7)	(6.6)
Non controlling interests	3.4	3.5
Deductions and regulatory adjustments**	(5.0)	(5.4)
Common Equity Tier 1 Capital	40.2	40.2
Additional Tier 1 capital	9.2	8.7
Tier 1 Capital	49.4	48.9
Tier 2 capital	11.7	11.1
Total capital (Tier 1 + Tier 2)	61.2	60.0
Total risk-weighted assets	363.1	353.3
Common Equity Tier 1 Ratio	11.1%	11.4%
Tier 1 Ratio	13.6%	13.8%
Total Capital Ratio	16.8%	17.0%

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

- Excluding issue premiums on deeply subordinated notes and on undated subordinated notes
- Fully loaded deductions



### CRR LEVERAGE RATIO

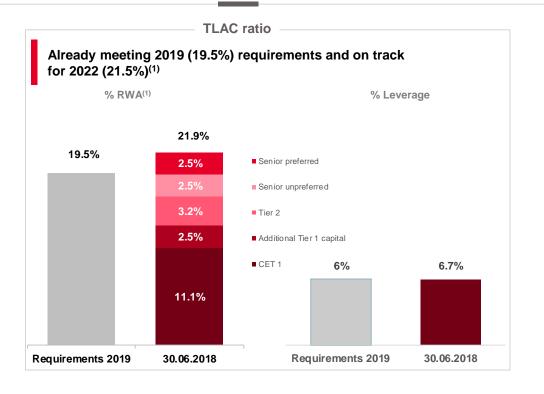
In EUR bn	30/06/2018	31/12/2017
Tier 1 Capital	49.4	48.9
Total prudential balance sheet (2)	1,160	1,138
Adjustement related to derivative exposures	(45)	(61)
Adjustement related to securities financing transactions*	(5)	(9)
Off-balance sheet (loan and guarantee commitments)	95	93
Technical and prudential ajustments (Tier 1 capital prudential deductions)	(10)	(11)
Leverage exposure	1,194	1,150
CRR leverage ratio	4.1%	4.3%

The prudential balance sheet corresponds to the IFRS balance sheet less entities accounted for through the equity method (mainly insurance subsidiaries) Securities financing transactions: repos, reverse repos, securities lending and borrowing and other similar transactions



Fully loaded based on CRR rules taking into account the leverage ratio delegated act adopted in October 2014 by the European Commission. See Methodology

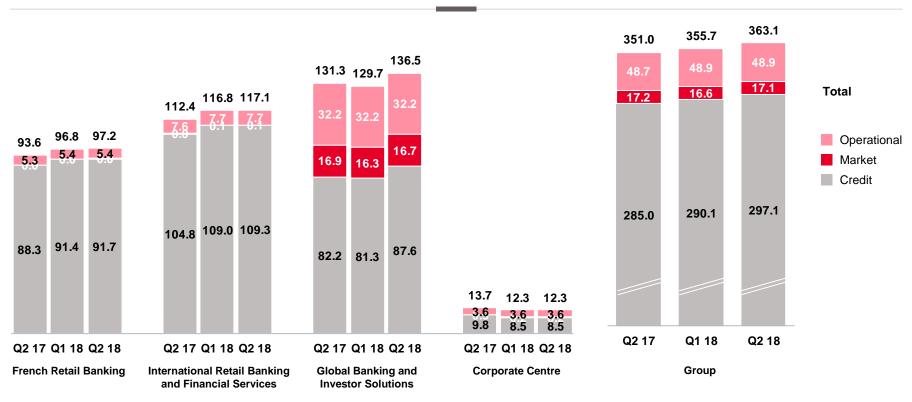
### STRONG TLAC RATIO ALREADY IN LINE WITH REGULATORY REQUIREMENTS



(1) Without contra cyclical buffer



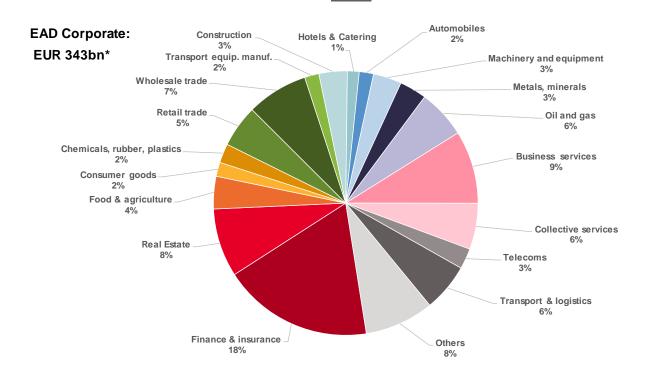
## RISK-WEIGHTED ASSETS\* (CRR/CRD 4, IN EUR BN)



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



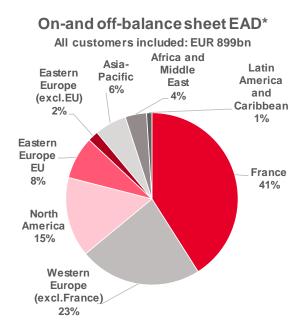
### BREAKDOWN OF SG GROUP COMMITMENTS BY SECTOR AT 30.06.2018



<sup>\*</sup>EAD for the corporate portfolio as defined by the Basel regulations (large corporate including insurance companies, funds and hedge funds, SME, specialised financing, and factoring) based on the obligor's characteristics before taking account of the substitution effect. Total credit risk (debtor, issuer and replacement risk)

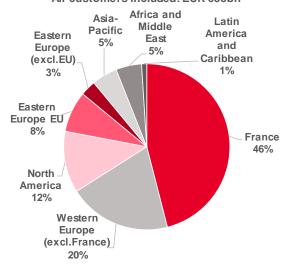


### GEOGRAPHIC BREAKDOWN OF SG GROUP COMMITMENTS AT 30.06.2018



#### On-balance sheet EAD\*

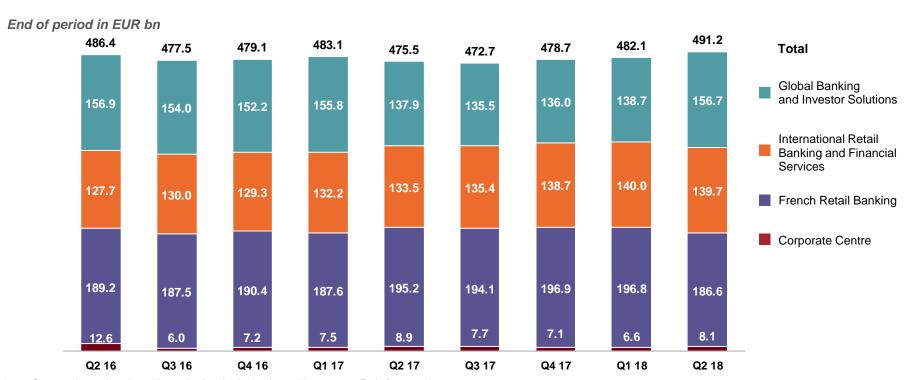




<sup>\*</sup>Total credit risk (debtor, issuer and replacement risk for all portfolios)



### CHANGE IN GROSS BOOK OUTSTANDINGS\*



Customer loans; deposits and loans due from banks, leasing and lease assets. Excluding repurchase agreements Excluding entities reported under IFRS 5 Data Q2 2018, restated relfecting the transfer of Global Transaction and payment services from French Retail Banking to Global Banking and Investor solutions.



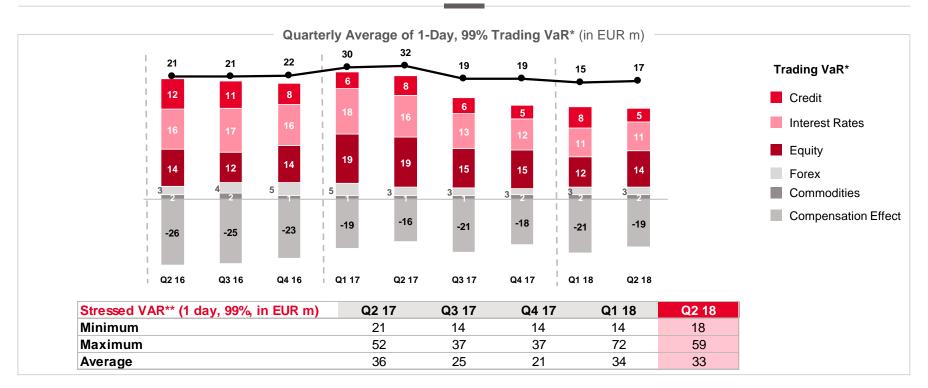
## NON PERFORMING LOANS

In EUR bn	30/06/2018	31/03/2018	30/06/2017
Gross book outstandings*	491.2	482.1	475.6
Doubtful loans*	19.4	20.4	22.0
Group Gross non performing loans ratio*	3.9%	4.2%	4.6%
Specific provisions	10.7	11.3	12.1
Portfolio-based provisions**	2.1	2.1	1.4
Group Gross doubtful loans coverage ratio* (Overall provisions / Doubtful loans)	66%	66%	62%
Stage 1 provisions**	1.0	1.0	
Stage 2 provisions**	1.1	1.2	
Stage 3 provisions	10.7	11.3	
Group Gross doubtful loans coverage ratio* (Stage 3 provisions / Doubtful loans)	55%	55%	

<sup>\*</sup> Customer loans, deposits at banks and loans due from banks, leasing and lease assets
\*\* As of March 31, 2018 and June 30th, 2018 portfolio-based provisions are the sum of stage 1 and stage 2 provisions. See: Methodology



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

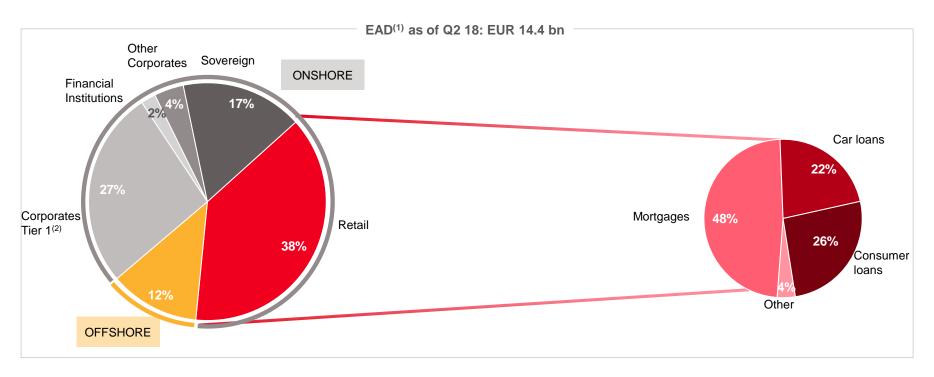


Trading VaR: measurement over one year (i.e. 260 scenarios) of the greatest risk obtained after elimination of 1% of the most unfavourable occurrences

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



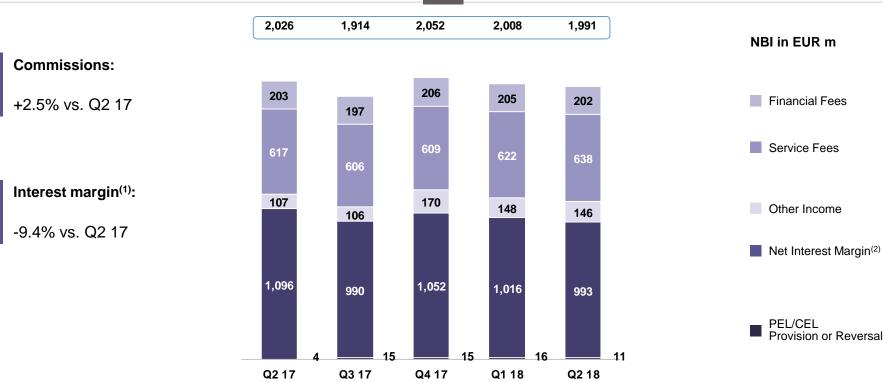
### **DIVERSIFIED EXPOSURE TO RUSSIA**



- EAD net of provisions
- Top 500 Russian corporates and multinational corporates



## CHANGE IN NET BANKING INCOME

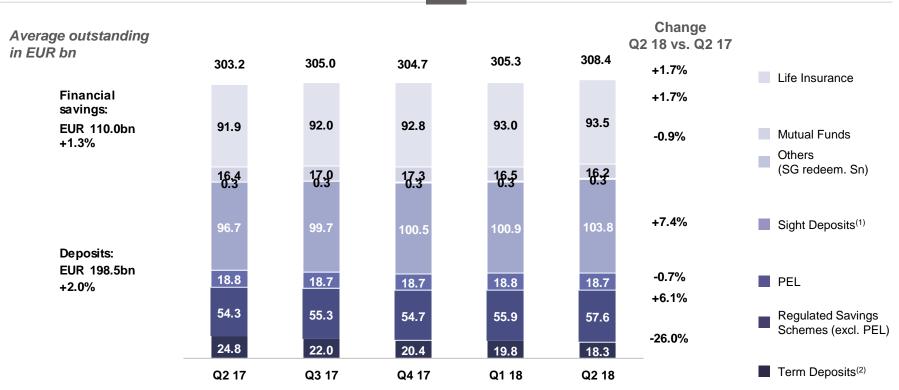


<sup>(1)</sup> Excluding PEL/CEL

<sup>(2)</sup> Including EUR -88m adjustment of hedging costs in Q3 17 Data restated reflecting new quarterly series published on 4 April 2018



### CUSTOMER DEPOSITS AND FINANCIAL SAVINGS



Including deposits from Financial Institutions and foreign currency deposits

Note: Regulated saving shemes and Term Deposits series are restated to reflect technical adjustment on saving accounts.



Including deposits from Financial Institutions and medium-term notes

### LOANS OUTSTANDING



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

Note: Business Customers and Housing historical series are restated to reflect technical adjustment on housing loans denominated in currency



### INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES – QUARTERLY RESULTS

	Internation	onal Retail	Banking		Insurance		Financial Se	ervices to	Corporates	Total			
In EUR m	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	
Net banking income	1,385	1,315	+7.8%*	220	208	+6.0%*	470	445	+1.1%*	2,075	1,968	+6.1%*	
Operating expenses	(787)	(712)	+12.0%*	(78)	(73)	+7.3%*	(237)	(223)	+2.5%*	(1,102)	(1,008)	+9.5%*	
Gross operating income	598	603	+2.8%*	142	135	+5.3%*	233	222	-0.3%*	973	960	+2.5%*	
Net cost of risk	(57)	(50)	+15.4%*	0	0	n/s	(18)	(9)	x 2,1	(75)	(59)	+29.6%*	
Operating income	541	553	+1.7%*	142	135	+5.3%*	215	213	-4.6%*	898	901	+0.8%*	
Net profits or losses from other assets	0	(2)	+100.0%*	0	0	n/s	0	0	n/s	0	(2)	+100.0%*	
Impairment losses on goodwill	0	0	n/s	0	0	n/s	0	0	n/s	0	0	n/s	
Income tax	(127)	(128)	+1.0%*	(47)	(45)	+4.7%*	(56)	(57)	-6.9%*	(230)	(230)	+0.6%*	
Group net income	313	326	+1.8%*	95	89	+6.9%*	133	153	-3.2%*	541	568	+1.0%*	
C/I ratio	57%	54%		35%	35%		50%	50%		53%	51%		
Average allocated capital	6,891	6,865		1,906	1,799		2,656	2,688		11,452	11,352		

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



## INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES – HALF YEAR RESULTS

	Internati	onal Retail	Banking		Insurance			ncial Servio Corporates		Total			
In EUR m	H1 18	H1 17	Change	H1 18	H1 17	Change	H1 18	H1 17	Change	H1 18	H1 17	Change	
Net banking income	2,713	2,597	+8.3%*	446	406	+6.1%*	905	905	-3.8%*	4,064	3,908	+5.2%*	
Operating expenses	(1,634)	(1,569)	+8.4%*	(177)	(163)	+6.1%*	(470)	(453)	+1.2%*	(2,281)	(2,185)	+6.2%*	
Gross operating income	1,079	1,028	+8.1%*	269	243	+6.1%*	435	452	-8.9%*	1,783	1,723	+4.1%*	
Net cost of risk	(138)	(148)	+15.6%*	0	0	n/s	(28)	(22)	+32.9%*	(166)	(170)	+18.6%*	
Operating income	941	880	+7.1%*	269	243	+6.1%*	407	430	-11.0%*	1,617	1,553	+2.8%*	
Net profits or losses from other assets	4	33	-88.6%*	0	0	n/s	0	0	n/s	4	33	-88.6%*	
Impairment losses on goodwill	0	1	+100.0%*	0	0	n/s	0	0	n/s	0	1	+100.0%*	
Income tax	(221)	(214)	+3.3%*	(89)	(82)	+3.9%*	(108)	(115)	-11.9%*	(418)	(411)	-0.1%*	
Group net income	542	519	+4.4%*	179	160	+7.2%*	249	317	-10.4%*	970	996	+1.3%*	
C/I ratio	60%	60%		40%	40%		52%	50%		56%	56%		
Average allocated capital	6,883	6,790		1,911	1,779		2,646	2,686		11,440	11,255		

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



## QUARTERLY RESULTS OF INTERNATIONAL RETAIL BANKING: BREAKDOWN BY REGION

					_									
	Western	Europe	Czech F	Republic	Roma	ania	Other E	ırope	Rus	sia (1)	Africa Mediterran and Ov	ean bassin	Total Interna	tional Retail king
In M EUR	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17	Q2 18	Q2 17
Net banking income	208	189	272	258	145	138	170	156	178	186	412	388	1,385	1,315
Change *	+10.1%*		+1.9%*		+7.2%*		+8.5%*		+11.0%*		+9.4%*		+7.8%*	
Operating expenses Change *	(93) +3.3%*	(90)	(149) +10.4%*	(131)	(81) +4.4%*	(79)	(96) x 2,2	(31)	(126) +3.4%*	(140)	(242) +2.9%*	(241)	(787) +12.0%*	(712)
Gross operating income Change *	115 +16.2%*	99	123 -6.7%*	127	64 +11.1%*	59	74 -34.7%*	125	52 +35.1%*	46	170 +20.3%*	147	598 +2.8%*	603
Net cost of risk Change *	(31) +3.3%*	(30)	12 n/s	(5)	0 +100.0%*	44	(6) -60.3%*	(15)	(4) -48.7%*	(9)	(28) -18.6%*	(35)	(57) +15.4%*	(50)
Operating income Change *	84 +21.7%*	69	135 +6.6%*	122	64 -36.4%*	103	68 -30.8%*	110	48 +56.4%*	37	142 +32.8%*	112	541 +1.7%*	553
Net profits or losses from other assets	0	0	0	1	0	0	0	(1)	0	(1)	0	(1)	0	(2)
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income tax	(17)	(14)	(29)	(25)	(14)	(21)	(14)	(26)	(10)	(7)	(43)	(35)	(127)	(128)
Group net income Change *	64 +23.1%*	52	66 +5.8%*	60	31 -35.0%*	49	45 -39.8%*	86	38 +59.0%*	29	69 +47.4%*	50	313 +1.8%*	326
C/I ratio	45%	48%	55%	51%	56%	57%	56%	20%	71%	75%	59%	62%	57%	54%
Average allocated capital	1,412	1,308	984	942	474	416	1,147	1,228	1,104	1,293	1,770	1,678	6,891	6,865

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

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



### HALF YEAR RESULTS OF INTERNATIONAL RETAIL BANKING: BREAKDOWN BY REGION

	Western	Europe	Czech R	epublic	Rom	ania	Other E	Europe	Russi	ia (1)	Mediterra	a, Asia, nean bassin verseas		rnational Banking
In M EUR	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17	H1 18	H1 17
Net banking income	404	370	541	513	284	265	332	333	348	360	804	756	2,713	2,597
Change *	+9.2%*		+0.4%*		+9.9%*		+9.1%*		+11.0%*		+11.5%*		+8.3%*	
Operating expenses	(193)	(185)	(315)	(292)	(171)	(171)	(204)	(154)	(266)	(287)	(485)	(480)	(1,634)	(1,569)
Change *	+4.3%*		+3.1%*		+2.3%*		+51.1%*		+5.4%*		+4.8%*		+8.4%*	
Gross operating income	211	185	226	221	113	94	128	179	82	73	319	276	1,079	1,028
Change *	+14.1%*		-3.2%*		+23.9%*		-24.4%*		+34.2%*		+23.5%*		+8.1%*	
Net cost of risk	(66)	(57)	15	2	33	72	(18)	(58)	(20)	(30)	(82)	(77)	(138)	(148)
Change *	+15.8%*		n/s		+53.0%*		-45.8%*		-23.7%*		+9.2%*		+15.6%*	
Operating income	145	128	241	223	146	166	110	121	62	43	237	199	941	880
Change *	+13.3%*		+2.3%*		-9.5%*		-19.1%*		+77.7%*		+29.4%*		+7.1%*	
Net profits or losses from other assets	0	0	4	37	0	0	0	(2)	0	(1)	0	(1)	4	33
Impairment losses on goodwill	0	0	0	1	0	0	0	0	0	0	0	0	0	1
Income tax	(30)	(27)	(52)	(54)	(31)	(35)	(23)	(27)	(12)	(8)	(73)	(63)	(221)	(214)
Group net income	110	98	119	127	70	79	75	91	50	34	118	90	542	519
Change *	+12.2%*		-11.6%*		-8.6%*		-27.1%*		+85.2%*		+47.5%*		+4.4%*	
C/I ratio	48%	50%	58%	57%	60%	65%	61%	46%	76%	80%	60%	63%	60%	60%
Average allocated capital	1,408	1,262	968	941	469	411	1,099	1,223	1,141	1,258	1,798	1,697	6,883	6,790

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

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



Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology

## LOAN AND DEPOSIT OUTSTANDINGS BREAKDOWN

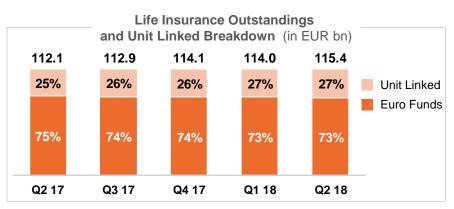


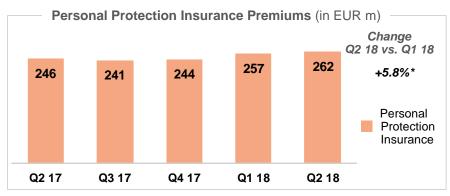
When adjusted for changes in Group structure and at constant exchange rates

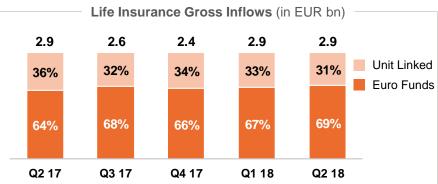
Excluding factoring

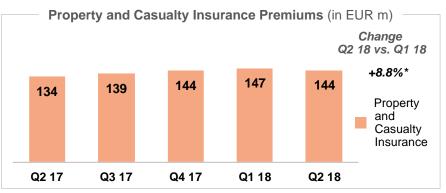


### INSURANCE KEY FIGURES









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



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

	SG Russia	Results —				
In EUR m	Q2 18	Q2 17	Change	H1 18	H1 17	Change
Net banking income	197	211	+9.1%*	387	407	+9.7%*
Operating expenses	(134)	(149)	+3.5%*	(283)	(305)	+5.6%*
Gross operating income	63	62	+23.2%*	104	102	+22.6%*
Net cost of risk	(4)	(9)	-49.5%*	(20)	(30)	-24.3%*
Operating income	59	53	+36.2%*	84	72	+43.3%*
Group net income	46	39	+43.3%*	65	54	+49.0%*
C/I ratio	68%	71%		73%	75%	



- When adjusted for changes in Group structure and at constant exchange rates
- Contribution of Rosbank, Delta Credit Bank, Rusfinance Bank, Societe Generale Insurance, ALD Automotive, and their consolidated subsidiaries to Group businesses results Net banking income, operating expenses, cost to income ratio: see Methodology



## PRESENCE IN CENTRAL AND EASTERN EUROPE

Clients		NBI	1	Net income	e	C/I
7.5m	EU	JR 1.2bn		EUR 266m	)	59.5%
H1 18	NBI (In EUR m)	RWA (In EUR m)	Credits (In EUR m)	Deposits (In EUR m)	L/D ratio	Ranking
Czech Republic	541	14,117	24,726	31,231	79%	3rd
omania	284	6,412	6,672	9,480	70%	3rd
Poland	82	1,886	2,723	1,583	172%	-
Slovenia	54	2,002	2,381	2,404	99%	3rd <sup>(2)</sup>
Bulgaria <sup>(3)</sup>	68	2,558	2,355	2,785	85%	7th
erbia	57	1,948	1,847	1,523	121%	3rd <sup>(2)</sup>
ontenegro	14	493	360	379	95%	1st <sup>(2)</sup>
YR Macedonia	14	595	438	426	103%	5th
Albania <sup>(3)</sup>	13	<i>57</i> 2	400	543	74%	4th <sup>(2)</sup>
Moldova	16	480	241	399	60%	3rd <sup>(2)</sup>
Other	14	-	-	-	-	-

<sup>(1)</sup> Ranking based on balance sheet

<sup>(3)</sup> Ongoing sale of entities



<sup>(2)</sup> Ranking based on loan outstandings

## PRESENCE IN AFRICA

Clients		NBI		Net in	come		C/I	RWA
3.8m		EUR 0.7	on	EUR	100m		59.5%	EUR 20bn
H1 18	NBI (In EUR m)	RWA (In EUR m)	Credits (In EUR m)	Deposits (In EUR m)	L/D ratio	Ranking		
Morocco	203	6,996	7,229	6,215	116%	4th <sup>(2)</sup>		
Algeria	76	2,608	1,872	2,120	88%	-		
Tunisia	58	1,703	1,655	1,365	121%	7th <sup>(2)</sup>		
Côte d'Ivoire	92	2,029	1,687	2,104	80%	1st <sup>(2)</sup>		
Senegal	53	1,594	853	1,069	80%	2nd <sup>(2)</sup>		
Cameroun	51	1,281	934	1,071	87%	2nd <sup>(2)</sup>		
Ghana	38	670	301	405	74%	8th <sup>(2)</sup>		
Madagascar	28	399	216	449	48%	-		The state of the s
Burkina Faso	20	828	619	672	92%	3rd <sup>(2)</sup>		
Guinea Equatorial	21	479	250	412	61%	2nd <sup>(2)</sup>		
Guinea	20	392	173	310	56%	1st <sup>(2)</sup>		
Chad	13	245	125	168	74%	4th <sup>(2)</sup>		
Benin	13	488	297	293	102%	4th <sup>(2)</sup>		

<sup>(1)</sup> Ranking based on balance sheet

<sup>(2)</sup> Ranking based on loan outstandings



## GLOBAL BANKING AND INVESTOR SOLUTIONS – QUARTERLY RESULTS

	Global I	Markets an Services	nd Investor	Finar	cing and	Advisory	Asset and Wealth Management			Total Global Banking and Investor Solution			
In M EUR	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Change	Q2 18	Q2 17	Cha	nge
Net banking income	1,490	1,496	+2.1%*	665	632	+7.9%*	257	271	-4.1%*	2,412	2,399	+0.5%	+2.9%*
Operating expenses	(1,072)	(1,082)	+1.3%*	(431)	(438)	+1.1%*	(225)	(231)	-1.1%*	(1,728)	(1,751)	-1.3%	+1.0%*
Gross operating income	418	414	+4.2%*	234	194	+23.3%*	32	40	-20.8%*	684	648	+5.6%	+8.3%*
Net cost of risk	(3)	(17)	-80.3%*	2	15	+87.4%*	(6)	(2)	x 3,0	(7)	(4)	+75.0%	x 5,4
Operating income	415	397	+7.5%*	236	209	+14.7%*	26	38	-32.3%*	677	644	+5.1%	+7.4%*
Net profits or losses from other assets	(1)	0		0	(5)		(14)	0		(15)	(5)		
Net income from companies accounted for by the equity method	3	1		1	(2)		(1)	1		3	0		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	(114)	(108)		(35)	(5)		(3)	(11)		(152)	(124)		
Net income	303	290		202	197		8	28		513	515		
O.w. non controlling Interests	5	6		0	(1)		1	1		6	6		
Group net income	298	284	+8.0%*	202	198	+2.8%*	7	27	-75.6%*	507	509	-0.4%	+1.2%*
Average allocated capital	8,023	8,339		5,779	5,617		1,163	1,140		14,965	15,096		
C/I ratio	72%	72%		65%	69%		88%	85%		72%	73%		

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



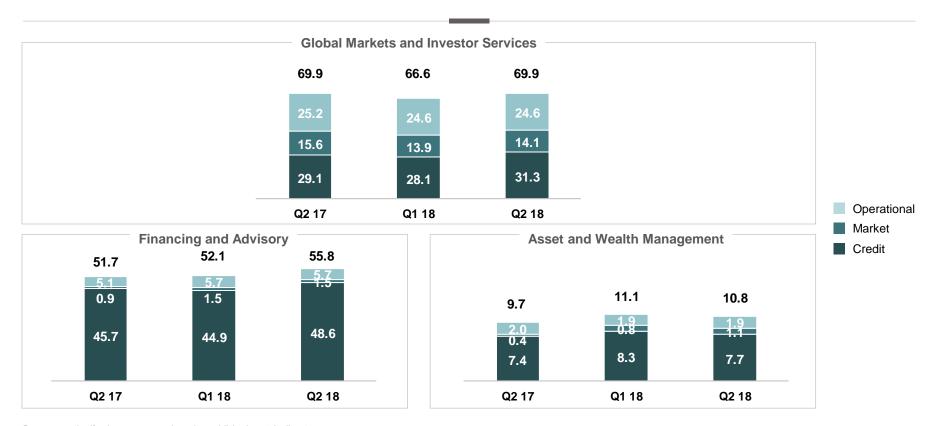
## GLOBAL BANKING AND INVESTOR SOLUTIONS – HALF YEAR RESULTS

	Global Mark	ets and Inve	stor Services	Finar	ncing and Ad	visory	Asset and	l Wealth Mar	nagement	Total Global Banking and Investor Solutions			
In M EUR	H1 18	H1 18	Change	H1 18	H1 18	Change	H1 18 H1 18 Change		H1 18	H1 18	Cha	inge	
Net banking income	2,862	3,174	-6.0%*	1,265	1,261	+3.6%*	500	523	-3.1%*	4,627	4,958	-6.7%	-3.3%*
Operating expenses	(2,390)	(2,393)	+2.7%*	(909)	(906)	+4.9%*	(453)	(461)	-0.1%*	(3,752)	(3,760)	-0.2%	+2.9%*
Gross operating income	472	781	-34.3%*	356	355	+0.4%*	47	62	-25.3%*	875	1,198	-27.0%	-23.0%*
Net cost of risk	(2)	(40)	-94.6%*	33	3	n/s	(11)	(4)	x 2,8	20	(41)	n/s	n/s
Operating income	470	741	-31.0%*	389	358	+8.6%*	36	58	-38.9%*	895	1,157	-22.6%	-18.5%*
Net profits or losses from other assets	(1)	0		0	0		(14)	0		(15)	0		
Net income from companies accounted for by the equity method	4	3		0	(3)		(1)	1		3	1		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	(125)	(201)		(68)	(33)		(6)	(17)		(199)	(251)		
Net income	348	543		321	322		15	42		684	907		
O.w. non controlling Interests	9	12		1	0		1	1		11	13		
Group net income	339	531	-30.6%*	320	322	-1.1%*	14	41	-67.5%*	673	894	-24.7%	-21.3%*
Average allocated capital	8,052	8,346		5,702	5,738		1,103	1,132		14,856	15,216		
C/I ratio	84%	75%		72%	72%		91%	88%		81%	76%		

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



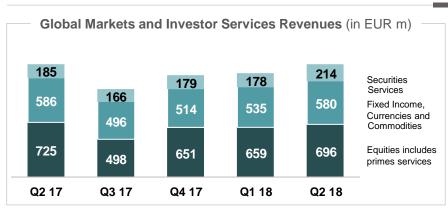
### RISK-WEIGHTED ASSETS IN EUR BN

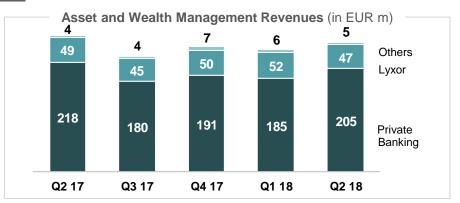


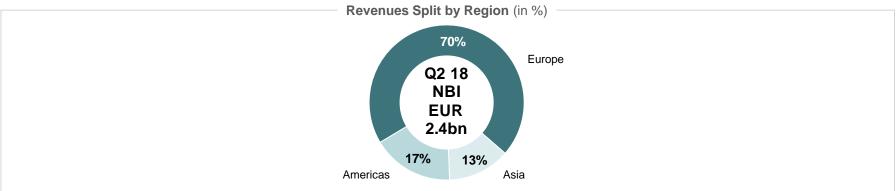
Data restated relfecting new quarterly series published on 4 April 2018



### REVENUES





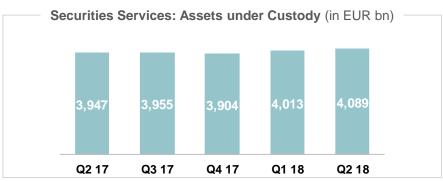


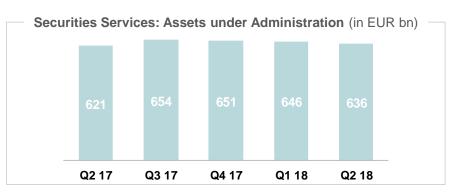


### **KEY FIGURES**









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



## **CVA/DVA IMPACT**

NBI impact					
	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18
Equities	10	2	3	(1)	2
Fixed income,currencies,commodities	16	7	7	(4)	(3)
Financing and Advisory	14	12	7	(3)	(4)
Total	40	21	17	(9)	(5)



### Q2 2018 – AWARDS AND RANKINGS: STRONG MARKET RECOGNITION

#### **Asset and Wealth Management**







WealthBriefing **European Awards** Best ETF provider

Hedge Fund Journal - Leading **UCITS Manager** Selection

Label Finance Innovation - Projet Elvxir



#### Research

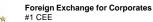
- #1 Global Strategy
- #1 Multi Asset Research
- #1 Index Analysis
- #1 Quantitative Research #5 Overall Research



#1 Interest rate products

FOREIGN EXCHANGE

- #1 Equity products #1 Credit products
- #2 Currency products



Global Markets and Investor Services

- #3 Globally #1 in Options - globally
- #2 in Spots globally
- #2 Overall electronic globally



#### Securities Services

- Client clearing broker of the year
- Transfer agent of the year



- Asia structured products house of the vear
- Foreign exchange house of the year
- Commodities derivatives house of the year
- Singapore house of the year

### Financing and Advisory



#### **Asia Infrastructure Awards**

- Project Finance House of the Year Australia
- Eight deals of the year across ASEAN. South Asia and Australia



- Europe Corporate Bond of the vear
- Europe Leveraged Finance deal of the year
- Middle East Corporate Bond of the year
- Africa Equity Deal of the year









#1 Export and Agency Finance

- #1 Most Impressive MTN Dealer for Corporate Borrowers
- #1 Coming Force in Emerging Market Bonds
- #1 Most Impressive Emerging Markets MTN Dealer
- #1 Most Impressive Emerging Markets Structured MTN Dealer
- #1 Best for Creative and Useful Corporate Funding Ideas
- #1 Most Willing to Extend Balance Sheet to Corporate Borrowers



#### **Equity Capital Markets**

#1 France

#2 Equity-Linked in EMEA #6 Offer currency in Euro

#### **Debt Capital Market**

#2 All International Euro Bonds

#2 All International Euro Corporate Bonds

#1 All International subordinated issue for FI

#### Asset Backed Securities

#1 Global Securitisation in Euros

#### Acquisition Finance

#4 EMEA Bookrunner #6 EMEA Mandated Lead Arranger

 Distinguished provider Banking services in euros



FImetrix 1 4 1

### FINANCING & ADVISORY: SUPPORTING CLIENTS IN THEIR TRANSFORMATIONS

# **EDF ENERGIES NOUVELLES Sole Financial Advisor**



Acquisition of 100% of the issued share capital of Neart Na Gaoithe offshore wind project

> CLIENT PROXIMITY INNOVATION PRODUCT EXCELLENCE **INDUSTRY EXPERTISE ADVISORY CAPACITY**

### **SAFRAN** Joint Global Coordinator, Joint Bookrunner





### **PEMEX Active Bookrunner**



PEMEX, Mexico's most economically important company, raised € 3.15bn to support the company's investment plans.

### **FORMOSA 1** MLA, Lender



Taiwan's first commercial-scale offshore wind farm: a pioneering project financing



### **ACCORINVEST Financial Adviser**



Demerger of AccorHotels' property unit with a €3.6bn inaugural financing

### **SENEGAL MOF MATIERES** MLA, Agent, Lender

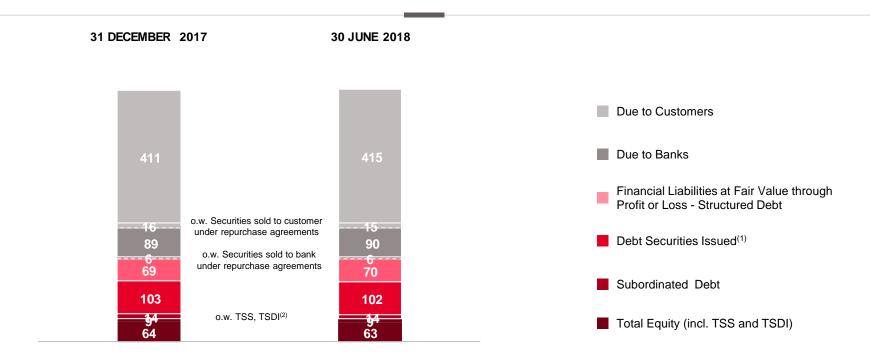


Delivery and construction of 18 bridges across Senegal





### GROUP FUNDING STRUCTURE



o.w. SGSCF: (EUR 5.8bn), SGSFH: (EUR 11.8bn), CRH: (EUR 5.9bn), securitisation and other secured issuances: (EUR 3.2bn), conduits: (EUR 9bn) at end-June 2018 (and SGSCF: EUR 7.1bn, SGSFH: EUR 10.3bn, CRH: EUR 6.0bn, securitisation and other secured issuances: EUR 3.5bn, conduits: EUR 9.5bn at end-December 2017).

TSS: Deeply Subordinated Notes, TSDI: Undated Subordinated notes. Notional amount excluding notably fx differences, original issue premiums/discounts, and accrued interest



### LONG TERM FUNDING PROGRAMME

Parent company 2018 vanilla funding programme of ~EUR 12bn, broken down consistently with the average trajectory communicated during the **Investor Day** 

Annual structured notes issuance volume in line with amounts issued over the past years (i.e. ~EUR 19bn)

Diversification of the investor base by currencies and maturities

## Expected funding program<sup>(1)</sup> Yearly average 2018-2020 Senior Preferred and Secured debt ~EUR 2.5bn Senior Non Preferred debt ~EUR 6/7bn Subordinated debt (AT1/T2) ~EUR 2.5/3bn Max

### As of 11 July 2018:

- ~62% completion of the vanilla funding programme (including EUR 1.5bn of prefunding in 2017)
- ~EUR 13.2bn of structured notes

Competitive funding conditions: MS6M+15bp and average maturity of 4.6 years (senior non preferred debt, senior preferred debt and covered bonds)

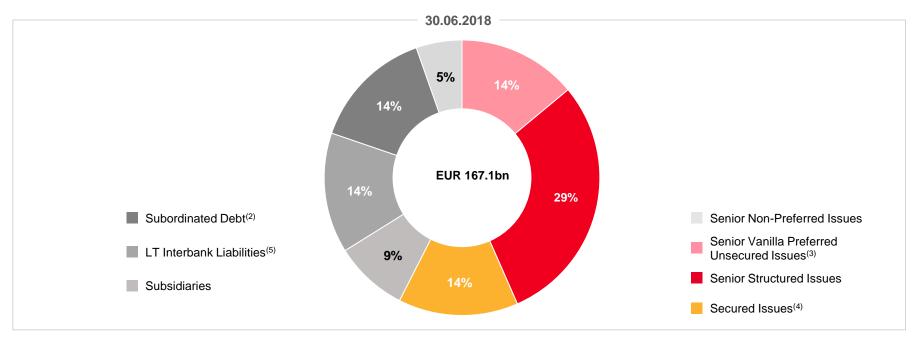
Additional EUR 3.3bn issued by subsidiaries



(1) Excluding structured notes



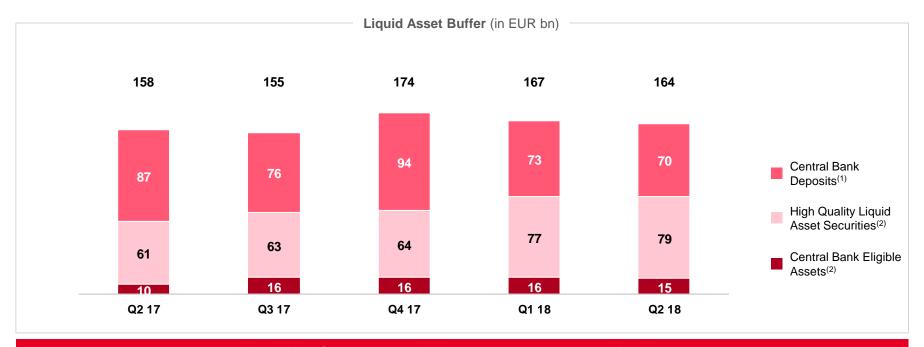
### LONG TERM FUNDING BREAKDOWN<sup>(1)</sup>



- See: Methodology
- Including undated subordinated debt
- Including CD & CP >1 y
- Including CRH
- Including IFI



### LIQUID ASSET BUFFER



## Liquidity Coverage Ratio at 124% on average in Q2 18

- Excluding mandatory reserves
- Unencumbered, net of haircuts



## **EPS CALCULATION**

Average number of shares (thousands)	H1 18	Q1 18	2017	H1 17	
Existing shares	807,918	807,918	807,754	807,714	
Deductions					
Shares allocated to cover stock option plans and free shares awarded to staff	5,059	4,704	4,961	4,713	
Other own shares and treasury shares	1,252	1,765	2,198	2,645	
Number of shares used to calculate EPS	801,607	801,449	800,596	800,355	
Group net income	2,006	850	2,806	1,805	
Interest, net of tax on deeply subordinated notes and undated subordinated notes	(223)	(102)	(466)	(254)	
Capital gain net of tax on partial buybacks	0	0	0	0	
Adjusted Group net income	1,783	748	2,340	1,551	
EPS (in EUR)	2.22	0.93	2.92	1.94	
Underlying EPS* (in EUR)	2.80	1.38	5.03	2.87	

<sup>\*</sup>Underlying EPS: adjusted for exceptional items and IFRIC 21 linearisation. Adjusted for non-economic items for 2017. See p. 34 and Methodology



## NET ASSET VALUE, TANGIBLE NET ASSET VALUE

End of period	H1 18 Q1 18		2017	H1 17	
Shareholders' equity Group share	58,959	58,925	59,373	60,111	
Deeply subordinated notes	(9,197)	(8,362)	(8,520)	(10,059)	
Undated subordinated notes	(274)	(263)	(269)	(279)	
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(213)	(218)	(165)	(201)	
Bookvalue of own shares in trading portfolio	500	174	223	35	
Net Asset Value	49,775	50,256	50,642	49,608	
Goodwill	(5,140)	(5,163)	(5,154)	(5,027)	
Intangibles Assets	(2,027)	(1,993)	(1,940)	(1,833)	
Net Tangible Asset Value	42,608	43,100	43,547	42,748	
Number of shares used to calculate NAPS**	801,924	801,830	801,067	800,848	
NAPS (EUR)	62.1	62.7	63.2	61.9	
Net Tangible Asset Value per share (EUR)	53.1	53.8	54.4	53.4	

The number of shares considered is the number of ordinary shares outstanding as of 30th June 2018, excluding treasury shares and buybacks, but including the trading shares held by the Group. In accordance with IAS 33, historical data per share prior to the date of detachment of a preferential subscription right are restated by the adjustment coefficient for the transaction. See Methodology



# RECONCILATION OF SHAREHOLDERS EQUITY TO ROE/ROTE EQUITY

End of period	H1 18	Q1 18	2017	H1 17
Shareholders' equity Group share	58,959	58,925	59,373	60,111
Deeply subordinated notes	(9,197)	(8,362)	(8,520)	(10,059)
Undated subordinated notes	(274)	(263)	(269)	(279)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated	(242)	(218)	(105)	(201)
notes, issue premium amortisations Unrealised gains/losses booked under shareholders' equity, excluding conversion reserves	(213) 130	(525)	(165) (1,031)	(1,101)
Dividend provision	(892)	(2,136)	(1,762)	(881)
ROE equity	48,513	47,421	47,626	47,591
Average ROE equity	47,745	47,523	48,087	47,834
Average goodwill	(5,155)	(5,158)	(4,924)	(4,788)
Average Intangible Assets	(1,988)	(1,966)	(1,831)	(1,785)
Average ROTE equity	40,602	40,399	41,332	41,261

ROE/ROTE: see Methodology



## METHODOLOGY (1/3)

#### 1 - The Group's consolidated results as at June 30th, 2018 were approved by the Board of Directors on August 1st, 2018.

The financial information presented in respect the quarterly ended June 30th, 2018 has been prepared in accordance with IFRS as adopted in the European Union and applicable at the date. The limited examination procedures carried out by the Statutory Auditors are in progress on the summarised interim consolidated financial statements as at June 30th, 2018.

#### 2 - Net banking income

The pillars' net banking income is defined on page 44 of Societe Generale's 2018 Registration Document. The terms "Revenues" or "Net Banking Income" are used interchangeably. They provide a normalised measure of each pillar's net banking income taking into account the normative capital mobilised for its activity.

#### 3 - Operating expenses

Operating expenses correspond to the "Operating Expenses" as presented in note 5 and 8.2 to the Group's consolidated financial statements as at December 31st, 2017 (pages 381 et seq. and page 401 of Societe Generale's 2018 Registration Document). The term "costs" is also used to refer to Operating Expenses. The Cost/Income Ratio is defined on page 44 of Societe Generale's 2018 Registration Document.

#### 4 - IFRIC 21 adjustment

The IFRIC 21 adjustment corrects the result of the charges recognised in the accounts in their entirety when they are due (generating event) so as to recognise only the portion relating to the current guarter, i.e. a guarter of the total. It consists in smoothing the charge recognised accordingly over the financial year in order to provide a more economic idea of the costs actually attributable to the activity over the period analysed.

#### 5 - Non-economic and exceptional items - transition from accounting data to underlying data

Non-economic items correspond to the revaluation of the Group's own financial liabilities and the debt value adjustment on derivative instruments (DVA). These two factors constitute the restated non-economic items in the analyses of the Group's results. They lead to the recognition of self-generated earnings reflecting the market's evaluation of the counterparty risk related to the Group. They are also restated in respect of the Group's earnings for prudential ratio calculations.

In accordance with IFRS9, the change of the revaluation of the Group's own financial liabilities is no longer accounted for in the income statement of the period but in shareholders equity. Consequently the group will no longer publish financial figures restated from non economic items.

Moreover, the Group restates the revenues and earnings of the French Retail Banking pillar for PEL/CEL provision allocations or write-backs. This adjustment makes it easier to identify the revenues and earnings relating to the pillar's activity, by excluding the volatile component related to commitments specific to regulated savings.

Details of these items, as well as the other items that are the subject of a one-off or recurring restatement (exceptional items) are given in the appendix (page 34).



## METHODOLOGY (2/3)

#### 6 - Cost of risk in basis points, coverage ratio for non performing loans

The cost of risk or commercial cost of risk is defined on pages 46 and 564 of Societe Generale's 2018 Registration Document. This indicator makes it possible to assess the level of risk of each of the pillars as a percentage of balance sheet loan commitments, including operating leases. The gross coverage ratio for Non performing loans is calculated as the ratio of provisions recognised in respect of the credit risk to gross outstandings identified as in default within the meaning of the regulations, without taking account of any guarantees provided. This coverage ratio measures the maximum residual risk associated with outstandings in default ("non performing").

	(En M EUR)	Q2 18	Q2 17	H1 18	H1 17
France Retail Networks	Net cost of risk	93	135	227	268
	Gross loan outstandings	186,245	178,386	185,727	179,649
	Net Cost of Risk in pb	20	30	24	30
IDEO Laterra d'arra I Danilla	Net cost of risk	75	43	166	153
IBFS International Banking and Financial Services	Gross loan outstandings	132,749	125,160	132,190	124,932
and i mancial belvices	Net Cost of Risk in pb	23	14	25	24
GBIS Global Banking and	Net cost of risk	7	3	- 20	40
	Gross loan outstandings	149,283	164,994	148,499	163,342
investor oorditoris	Net Cost of Risk in pb	2	1		5
	Net cost of risk	- 4	-	5	- 0
Corporate Centre	Gross loan outstandings	6,614	7,497	6,849	7,371
	Net Cost of Risk in pb	- 24	-	15	- 0
Société Générale Group	Net cost of risk	170	181	378	461
	Gross loan outstandings	474,891	476,037	473,264	475,295
	Net Cost of Risk in pb	14	15	16	19

#### 7 - ROE. RONE. ROTE

The notion of ROE (Return On Equity) and ROTE (Return On Tangible Equity), as well as the methodology for calculating it, are specified on page 47 of Societe Generale's 2018 Registration Document. This measure makes it possible to assess return on equity and Societe Generale's return on equity tangible.

RONE (Return on Normative Equity) determines the return on average normative equity allocated to the Group's businesses, according to the principles presented on page 47 of Societe Generale's 2018 Registration Document.



## METHODOLOGY (3/3)

The net result by the group retained for the numerator of the ratio is the net profit attributable to the accounting group adjusted by the interest, net of taxes to be paid on TSS & TSDI, interest paid to the holders of TSS & TSDI amortization of premiums issues and unrealized gains/losses accounted in equity, excluding translation reserves (see methodological Note 9). For the ROTE, the result is also restated for impairment of goodwill.

8 - Net assets and tangible net assets are defined in the methodology, page 49 of the Group's 2018 Registration Document.

#### 9 - Calculation of Earnings Per Share (EPS)

The EPS published by Societe Generale is calculated according to the rules defined by the IAS 33 standard (see page 48 of Societe Generale's 2018 Registration Document). The corrections made to Group net income in order to calculate EPS correspond to the restatements carried out for the calculation of ROE. As specified on page 48 of Societe Generale's 2018 Registration Document, the Group also publishes EPS adjusted for the impact of non-economic items presented in methodology note No. 5. For indicative purpose, the Group also publishes EPS adjusted for the impact of non-economic and exceptional items (Underlying EPS).

- 10 The Societe Generale Group's Common Equity Tier 1 capital is calculated in accordance with applicable CRR/CRD4 rules. The fully-loaded solvency ratios are presented pro forma for current earnings, net of dividends, for the current financial year, unless specified otherwise. When there is reference to phased-in ratios, these do not include the earnings for the current financial year, unless specified otherwise. The leverage ratio is calculated according to applicable CRR/CRD4 rules including the provisions of the delegated act of October 2014.
- 11 The liquid asset buffer or liquidity reserve includes 1/ central bank cash and deposits recognized for the calculation of the liquidity buffer for the LCR ratio, 2/ liquid assets rapidly tradable in the market (High Quality Liquid Assets or HQLA), unencumbered net of haircuts, as included in the liquidity buffer for the LCR ratio and 3/ central bank eligible assets, unencumbered net of haircuts.
- 12 The "Long Term Funding" outstanding is based on the Group financial statements and on the following adjustments allowing for a more economic reading. It then Includes interbank liabilities and debt securities issued with a maturity above one year at inception. SG Euro CT outstanding (initially within repurchase agreements) and issues placed in the Group's Retail Banking networks (recorded in medium/long-term financing) are removed from the total of debt securities issued.

Note: The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding rules. All the information on the results for the period (notably; press release, downloadable data, presentation slides and supplement) is available on Societe Generale's website www.societegenerale.com in the "Investor" section.



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