# SOCIETE GENERALE GROUP RESULTS

1<sup>ST</sup> QUARTER 2014 RESULTS

7 MAY 2014





#### **DISCLAIMER**

This document may contain a number of forecasts and comments relating to the targets and strategies of the Societe Generale Group.

These forecasts are based on a series of assumptions, both general and specific, notably - unless specified otherwise

- 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.

This information was developed from scenarios based on a number of economic assumptions for a given competitive and regulatory environment. The Group may be unable:

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

There is a risk that these projections will not be met. Investors are advised to take into account factors of uncertainty and risk likely to impact the operations of the Group when basing their investment decisions on information provided in this document.

Unless otherwise specified, the sources for the rankings are internal.

The Group's quarterly results at 31 March 2014 were reviewed by the Board of Directors on 6 May 2014.

The financial information presented for the first quarter 2014 has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. This information does not constitute a set of financial statements for an interim period as defined by IAS 34 "Interim Financial Reporting", and has not been audited. Societe Generale's management intends to publish condensed half-yearly consolidated financial statements for the six-month period ending 30 June 2014.



#### **INTRODUCTION**

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**KEY FIGURES** 



#### Q1 14: SOLID BUSINESS RESULTS

# Good operational performance, positive momentum in Retail Banking

NBI excluding revaluation of own financial liabilities and DVA: EUR 5.8bn, +3.3% vs. Q1 13

Stable cost base, +0.2%\*\* vs. Q1 13. Net allocation to provisions down -27.1%\*\* vs. Q1 13

Impairment of Russia goodwill (EUR -525m) reducing Group net income\* from EUR 941m to EUR 416m

Group net income: EUR 315m in Q1 14

## Solid balance sheet ratios

Fully loaded Common Equity Tier 1 ratio: 10.1%\*\*\*

Leverage ratio at 3.6%\*\*\*

Strong liquidity position: LCR > 100%

# Business developments

Public offer on Boursorama, strengthening Group leadership in digital banking

Signing of agreement to sell the Group's private banking activities in Asia

Closing of Newedge acquisition

Update on Group strategy to be presented on 13th May 2014

- \* Excluding revaluation of own financial liabilities and DVA. See p. 24.
- \*\* When adjusted for changes in Group structure and at constant exchange rates.
- \*\*\* Fully loaded, based on CRR/CRD4 rules as published on 26th June 2013, proforma including Additional Tier 1 debt issued in April 2014



#### **INTRODUCTION**

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#### CONSOLIDATED RESULTS

- Net banking income: EUR 5.7bn in Q1 14
  - Revenues excluding revaluation of own financial liabilities and DVA: EUR 5.8bn, +3.3% vs. Q1 13
  - Stable\* revenues in French Retail Banking
  - Revenues up +2.4%\* in International Retail Banking and Financial Services
  - Resilient Global Banking and Investor Solutions
- Costs stable\* vs. Q1 13
- Strong decrease in cost of risk
- Impact of impairment of Russia goodwill: EUR -525m
- Group net income: EUR 416m excluding revaluation of own financial liabilities and DVA; Reported EUR 315m

#### Group results (in EUR m)

			-	
In EUR m	Q1 13	Q1 14	Cha	ange
Net banking income	4,981	5,676	+14.0%	+18.8%*
Net banking income (1)	5,643	5,829	+3.3%	-
Operating expenses	(3,971)	(3,875)	-2.4%	+0.2%*
Gross operating income	1,010	1,801	+78.3%	+97.6%*
Gross operating income (1)	1,672	1,954	+16.9%	-
Net cost of risk	(927)	(667)	-28.0%	-27.1%*
Operating income	83	1,134	x13.7	NM*
Operating income (1)	745	1,287	+72.8%	-
Net profits or losses from other assets	448	(2)	NM	NM*
Impairment losses on goodwill	0	(525)	-	-
Reported Group net income	364	315	-13.3%	+2.9%*
Group net income (1)	798	416	-47.8%	-
C/I ratio (1)	70.4%	66.5%		
Group ROE (after tax)	2.8%	2.2%		

NB. 2013 data have been restated to integrate impact of implementation of IAS 10 and 11 as from 1st Jan. 2014



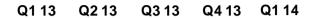
When adjusted for changes in Group structure and at constant exchange rates. Excluding potential forex impact on revaluation of own financial liabilities

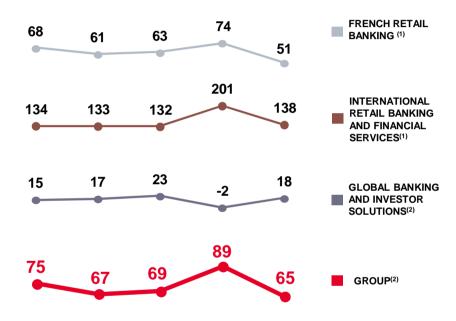
<sup>(1)</sup> Excluding revaluation of own financial liabilities and DVA (refer to p. 24)

#### DECREASE IN COST OF RISK

- French Retail Banking
  - Decrease, mainly on corporates
- International Retail Banking and Financial Services: trend towards normalisation confirmed
  - Progressive improvement in Romania after a strong provisioning effort in Q4 13
  - Decrease in Europe, notably in Consumer Finance
  - Increase in Russia, in particular on individual customers
- Global Banking and Investor Solutions
  - Continued low level
- Gross Group doubtful loan coverage ratio excl. legacy assets: 59%, up +1 point vs. Q4 13
- (1) 2013 figures have been restated to take into account the implementation of IFRS 10 and 11 as from 1st Jan. 2014, and to reflect a new breakdown by business unit as from Q1 14 in French Retail Banking (notably with regards to Franfinance), and International Retail Banking and Financial Services (merger of International Retail Banking and Specialised Financial Services and Insurance)
- (2) Global Banking and Investor Solutions and total Group figures not restated for Legacy Assets in 2013
- (3) Excluding provisions for disputes. Outstandings at beginning of period. Annualised

#### Cost of risk $(in bp)^{(1, 2, 3)}$





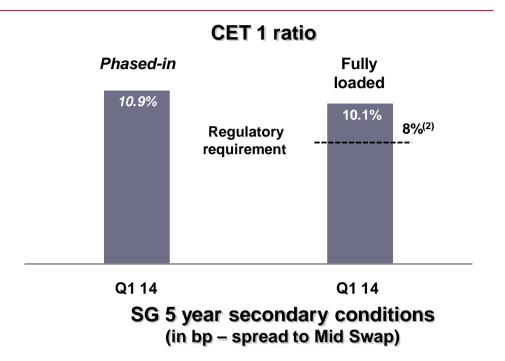
#### **Net allocation to provisions** (in EUR m)

-927	-985	-1093	-1045	-667	GROUP
-35	-131	-154	-62	-7	o.w. CIB Legacy assets



#### ROBUST CAPITAL AND LIQUIDITY RATIOS

- Fully loaded Common Equity Tier 1 ratio: 10.1%<sup>(1)</sup> at end-March
  - No negative impact of write-off of Russia goodwill
- Total Capital Ratio<sup>(1)</sup>: 13.7%,
   CRR Leverage ratio<sup>(1)(3)</sup>: 3.6%
- Funding structure\* boosted by sustained deposit collection, L/D ratio\* at 104% at end-Q1 14
- 45% of 2014 long term funding programme achieved:
  - Average spread of MS Euribor 6M+44bp and average maturity of 5 years as of end-April (excl. subordinated debt)
- Strong liquidity position
  - LCR > 100% under current Basel 3 assumptions
  - Liquid asset buffer\* at EUR 160bn covering 136% of short term needs<sup>(4)</sup> at end-March
- (1) Fully loaded based on CRR/CRD4 rules, including Danish compromise for insurance. Total Capital Ratio and Leverage Ratio at end-April, proforma including Additional Tier 1 Issuance of April 2014
- (2) Requirement applicable starting 2019
- (3) No significant impact according to Basel proposal published in January 2014.
- (4) Including long term debt maturing in less than 12 months
- See methodology, section 7







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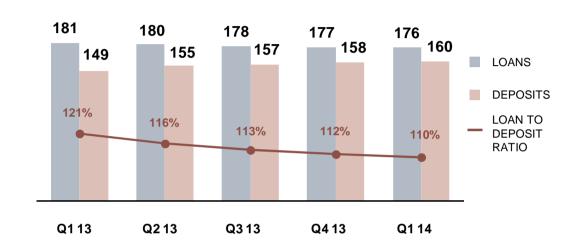
**KEY FIGURES** 



#### SOLID RESULTS, GOOD DEPOSIT COLLECTION

- Client activity trends confirmed
  - Deposits up +7.1% vs. Q1 13, weak credit demand in a sluggish economy
  - L/D ratio at 110% in Q1 14, down -11 points in one year
- Stable revenues vs. Q1 13
- Operating expenses down -0.4% vs. Q1 13
- Gross operating income up: +0.9%<sup>(1)</sup> vs. Q1 13
- Significant decrease in net cost of risk
- Strong rise in Group net income: +20.8%

## Loans and deposits (in EUR bn)



#### French Retail Banking results

In EUR m	Q1 13	Q1 14	Cha	ange
Net banking income	2,070	2,073	+0.1%	+0.0%(1)
Operating expenses	(1,335)	(1,329)	-0.4%	
Gross operating income	735	744	+1.2%	+0.9%(1)
Net cost of risk	(323)	(232)	-28.2%	
Operating income	412	512	+24.2%	
Group net income	267	323	+20.8%	
C/I ratio (1)	64.4%	64.1%		

(1) Excluding PEL/CEL

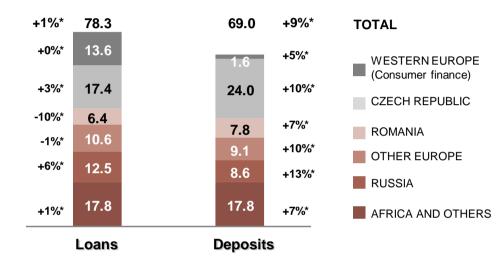
NB. Figures restated to include Franfinance, transferred to French Retail Banking as from 1st Jan. 2014

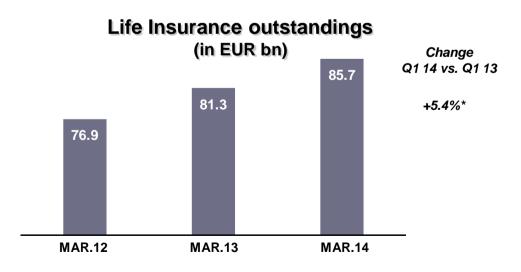


#### POSITIVE COMMERCIAL MOMENTUM

- International Retail Banking
  - Continued strong deposit collection in all regions
  - Romania: good momentum on deposits
  - Czech Republic: good commercial dynamics
  - Russia: dynamic mortgage loan origination
  - Africa and Others: solid activity on individual customer segment
- Insurance
  - Good level of activity in Personal Protection and Property & Casualty insurance; high net inflow in Life insurance at EUR 0.9bn
- Financial Services to Corporates
  - ALD Automotive: fleet growth supported by new banking partnership (+9% vs. Q1 13)
  - Equipment Finance: solid origination (+16%<sup>(1)</sup> vs. Q1 13) focused on high margin business

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





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



<sup>(1)</sup> Excluding Factoring

#### SOCIETE GENERALE REMAINS COMMITTED TO RUSSIA

- Full impairment of goodwill on Russia: EUR -525m
  - Due to ruble depreciation, increased uncertainty and delayed performances linked to economic slowdown
- Q1 14: positive contribution to Group results
  - Q1 14 revenues up +6.4%\*, net income of EUR 7m
  - Rosbank's L/D ratio improves at 104% at end-March 2014 (vs. 112% at end-March 2013)
- The Group remains committed to Russia
  - Russian banking sector outlook is positive
  - Societe Generale will present on 13<sup>th</sup> May 2014 a business plan for Russia with double digit ROE in 2016
  - Group exposure to Russia is limited

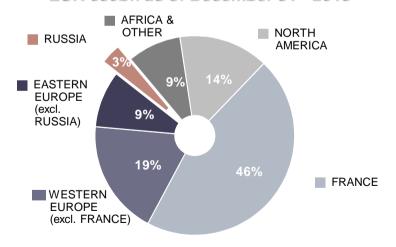
3% of Group EAD as of December 2013

No material exposure to Ukraine

#### SG Russia results(1)

In EUR m	Q1 13	Q1 14	Change
Net banking income	334	296	+6.4%*
Operating expenses	(232)	(203)	+5.1%*
Gross operating income	102	93	+9.2%*
Net cost of risk	(41)	(86)	+149.9%*
Operating income	61	7	-86.4%*
GNI excl. goodwill impairment.	39	7	-79.5%*
Impairment losses on goodwill	0	(525)	-
Group net income	39	(518)	NM*
C/I ratio	69.4%	68.6%	

#### Societe Generale EAD EUR 650bn as of December 31th 2013



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



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

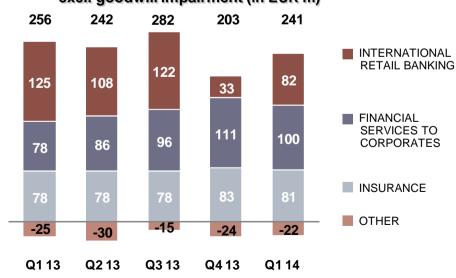
#### IMPROVING OPERATING RESULTS

- Revenues up +2.4%\* vs. Q1 13: resilient in International Retail Banking, solid increase in Financial Services
- Costs under control, in line with inflation
- Improved Operating Income +6.2%\* vs. Q1 13
- Contribution to Group net income:
   EUR 241m excl. goodwill impairment, up +8.4%\*
   vs. Q1 13
  - International Retail Banking:
     Resilient contribution in Czech Republic
     Breakeven in Romania
     Russian results impacted by increase in cost of risk
     Good momentum in Africa and others
  - Insurance: sustained performance +4.2%\* vs. Q1 13, at EUR 81m
  - Financial Services to Corporates: still on a high note +29.5%\* vs. Q1 13 at EUR 100m

## International Retail Banking and Financial Services

results.									
In EUR m	Q1 13	Q1 14	Cha	ange					
Net banking income	1,932	1,818	-5.9%	+2.4%*					
Operating expenses	(1,113)	(1,057)	-5.0%	+3.0%*					
Gross operating income	819	761	-7.1%	+1.5%*					
Net cost of risk	(406)	(378)	-7.0%	-2.8%*					
Operating income	413	383	-7.3%	+6.2%*					
GNI excl. goodwill impairment.	256	241	-5.9%	+8.4%*					
Impairment losses on goodwill	0	(525)	NM						
Group net income	256	(284)	NM	NM*					
C/I ratio	57.6%	58.1%							

### Contribution to Group net income excl. goodwill impairment (in EUR m)



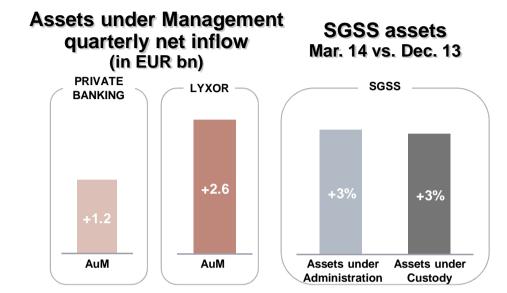
<sup>(1)</sup> Major changes in scope: stake in NSGB (Egypt) sold in March 2013



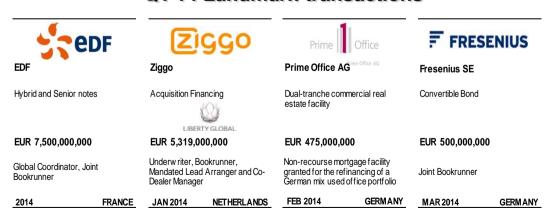
When adjusted for changes in Group structure and at constant exchange rates

#### SOLID COMMERCIAL PERFORMANCE IN A SLUGGISH ENVIRONMENT

- Global Markets: NBI -7 9%\* vs. Q1 13
  - Equities +9.3%: positive business momentum
  - FICC down -25.3%: slow start and low volumes
- Financing and Advisory: NBI -3.8%\* vs. Q1 13
  - Selective approach in Leverage and Acquisition **Finance**
  - Satisfactory in Energy and Natural Resources
  - Strong in ECM and DCM: No. 1 All Euro Corporate Bonds, No. 1 in Equity Linked EMEA
- Asset & Wealth Management: NBI +2.6%\* vs. Q1 13
  - Private Banking: strong net inflow in all European locations, especially France and UK
  - Lyxor: solid net inflow driven by ETF
- Securities Services and Brokerage: NBI +9.0%\* vs. Q1 13
  - SGSS: increase in assets
  - Newedge named "Best Global Prime Broker -Excellence in Service and Solutions"(1)
- When adjusted for changes in Group structure and at constant exchange rates
- The Hedge Fund Journal, 4 April 2014



#### Q1 14 Landmark transactions



NB: FICC figures restated to include legacy assets



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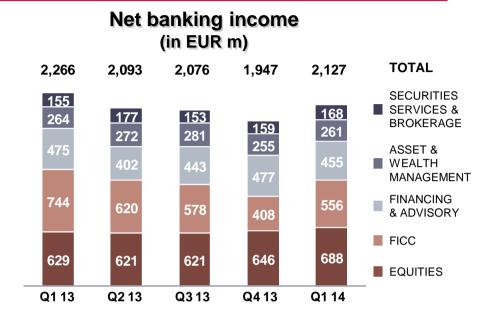
#### **GOOD PROFITABILITY**

- Corporate & Investment Banking
  - Stable operating expenses while maintaining selective investments on core franchises
  - Contribution to Group net income: EUR +409m in Q1 14
  - Q1 14 ROE: 15%
- Asset & Wealth Management
  - Contribution to Group net income: EUR +68m

Amundi contribution: EUR 25m

- Securities Services and Brokerage
  - Transformation plans ongoing
  - Newedge result close to breakeven

⇔ Contribution to Group net income: EUR +481m



#### **Global Banking and Investor Solutions results**

In EUR m	Q1 13	Q1 14	Ch	ange
Net banking income	2,266	2,127	-6.1%	-4.7%*
Operating expenses	(1,469)	(1,465)	-0.3%	+1.0%*
Gross operating income	797	662	-17.0%	-15.2%*
Net cost of risk	(71)	(54)	-23.8%	-28.6%*
Operating income	726	608	-16.3%	-13.8%*
Net income from companies accounted for by the equity method	29	25	-12.4%	-12.3%*
Group net income	567	481	-15.2%	-12.9%*
C/I ratio	64.8%	68.9%		
ROE	15%	15%		

<sup>\*</sup> When adjusted for changes in Group structure and at constant exchange rate NB: FICC figures restated to include legacy assets



#### CORPORATE CENTRE(1)

- Impact from revaluation of own financial liabilities
  - EUR -158m before tax (vs. EUR -1,045m in Q1 13)
- GOI excluding revaluation of own financial liabilities: EUR -208m in Q1 14 (vs. EUR -297m in Q1 13)

#### **Corporate Centre results** (in EUR m)

	Q1 13	Q1 14
Net banking income	(1,287)	(342)
Operating expenses	(55)	(24)
Gross operating income	(1,342)	(366)
Net cost of risk	(127)	(3)
Net profits or losses from other assets	441	0
Group net income	(727)	(205)

- (1) The Corporate Centre includes:
  - the Group's real estate portfolio, office and other premises
  - industrial and bank equity portfolios
  - Group treasury functions, some of the costs of cross-business projects and certain corporate costs not reinvoiced



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#### CONCLUSION

First quarter confirming sound business trends in a slow economic recovery

Strong positive momentum on Group transformation:

♦ Next steps to be presented on 13<sup>th</sup> May 2014

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#### **KEY FIGURES**

	In EUR m	Q1 14	Chg Q1 vs. Q4	Chg Q1 vs. Q1
	Net banking income	5,676	-0.4%	+14.0%
	Operating expenses	(3,875)	-12.0%	-2.4%
Financial results	Net cost of risk	(667)	-36.2%	-28.0%
Financial results	Group net income	315	+64.9%	-13.3%
	ROE	2.2%		
	ROE*	3.2%		
	Earnings per share	EUR 0.30		
Darfarmanaa nar ahara	Earnings per share*	EUR 0.43		
Performance per share	Net Tangible Asset value per Share	EUR 49.75		
	Net Asset value per Share	EUR 56.61		
Capital generation	Common Equity Tier 1 ratio**	10.1%	+9bp	+144bp
Capital generation	Tier 1 ratio	11.8%	+7bp	+178bp
Sooree recourage	L / D ratio***	104%		
Scarce resources	RWA	EUR 345.4bn	+0,8%	-5,8%

<sup>\*\*\*</sup> Refer to methodology section



Excluding revaluation of own financial liabilities and DVA Fully loaded proforma based on CRR/CRD4 rules as published on 26th June 2013, including Danish compromise for insurance. Phased-in Basel 3 Common Equity Tier 1 ratio at 10.9% as of 31st March 2014

# SOCIETE GENERALE GROUP RESULTS SUPPLEMENT

1<sup>ST</sup> QUARTER 2014 RESULTS

7 MAY 2014

DEVELOPPONS ENSEMBLE



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#### QUARTERLY RESULTS BY CORE BUSINESS

		n Retail king	International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14
Net banking income	2,070	2,073	1,932	1,818	2,266	2,127	(1,287)	(342)	4,981	5,676
Operating expenses	(1,335)	(1,329)	(1,113)	(1,057)	(1,469)	(1,465)	(55)	(24)	(3,971)	(3,875)
Gross operating income	735	744	819	761	797	662	(1,342)	(366)	1,010	1,801
Net cost of risk	(323)	(232)	(406)	(378)	(71)	(54)	(127)	(3)	(927)	(667)
Operating income	412	512	413	383	726	608	(1,469)	(369)	83	1,134
Net profits or losses from other assets	(1)	(5)	3	3	5	0	441	0	448	(2)
Net income from companies accounted for by the equity method	8	10	9	8	29	25	4	10	50	53
Impairment losses on goodwill	0	0	0	(525)	0	0	0	0	0	(525)
Income tax	(148)	(193)	(113)	(106)	(189)	(149)	331	177	(119)	(271)
Net income	271	324	312	(237)	571	484	(692)	(182)	462	389
O.w. non controlling interests	4	1	56	47	4	3	34	23	98	74
Group net income	267	323	256	(284)	567	481	(727)	(205)	364	315
Average allocated capital	9,649	10,185	10,938	10,141	15,598	12,440	5,113*	9,509*	41,298	42,274
Group ROE (after tax)									2.8%	2.2%

<sup>\*</sup> Calculated as the difference between total Group capital and capital allocated to the core businesses



#### NON ECONOMIC AND OTHER RESTATED ITEMS

Q1 14	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*	(158)				(104)	Corporate Centre
Accounting impact of DVA*	5				3	Group
Accounting impact of CVA (stock effect)	52				37	Group
Impairment & capital losses			(525)		(525)	International Retail Banking and Financial Services
TOTAL	(101)				(589)	Group

Q1 13	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Revaluation of own financial liabilities*	(1 045)				(685)	Corporate Centre
Accounting impact of DVA*	383				251	Group
Accounting impact of CVA (stock effect)	(463)				(307)	Group
Capital gain on NSGB disposal			417		377	Corporate Centre
TOTAL	(1 125)				(364)	Group

<sup>\*</sup> non economic items



#### LEGACY ASSETS, NON ECONOMIC AND NON RECURRING ITEMS REPORTED IN Q1 13

Q1 13	Net banking income	Operating expenses	Others	Cost of risk	Group net income	
Legacy assets	(10)	(18)		(35)	(45)	Global Banking and Investor Solutions
Revaluation of own financial liabilities	(1,045)				(685)	Corporate Centre
Capital gain on NSGB disposal			417		377	Corporate Centre
Adjustment on TCW disposal			24		21	Corporate Centre
Accounting impact of CVA / DVA	(64)				(45)	Global Banking and Investor Solutions
Accounting impact of CVA / DVA	(14)				(9)	French Retail Banking
Accounting impact of CVA / DVA	(2)				(2)	International retail Banking and Financial Services
Provision for disputes				(100)	(100)	Corporate Centre
TOTAL	(1,135)				(488)	Group



#### CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

	31 Dec.13	31 Mar.14
In EUR bn		
Shareholder equity group share	51.0	51.1
Deeply subordinated notes*	(6.6)	(6.6)
Undated subordinated notes*	(0.4)	(0.4)
Dividend to be paid & interest on subordinated notes	(0.9)	(1.1)
Goodwill and intangibles	(7.4)	(6.8)
Non controlling interests	2.8	2.6
Deductions and other prudential adjustments**	(4.3)	(4.0)
Common Equity Tier One capital	34.3	34.9
Additional Tier 1 capital	6.0	6.0
Tier 1 capital	40.3	40.8
Tier 2 capital	5.7	5.6
Total Capital (Tier 1 and Tier 2)	46.0	46.5
RWA	342.6	345.4
Common Equity Tier 1 ratio	10.0%	10.1%
Tier 1 ratio	11.8%	11.8%
Total Capital ratio	13.4%	13.5%

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

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

NB. The ratios above do not take into account the AT1issuance of April 2014



#### **CRR LEVERAGE RATIO**

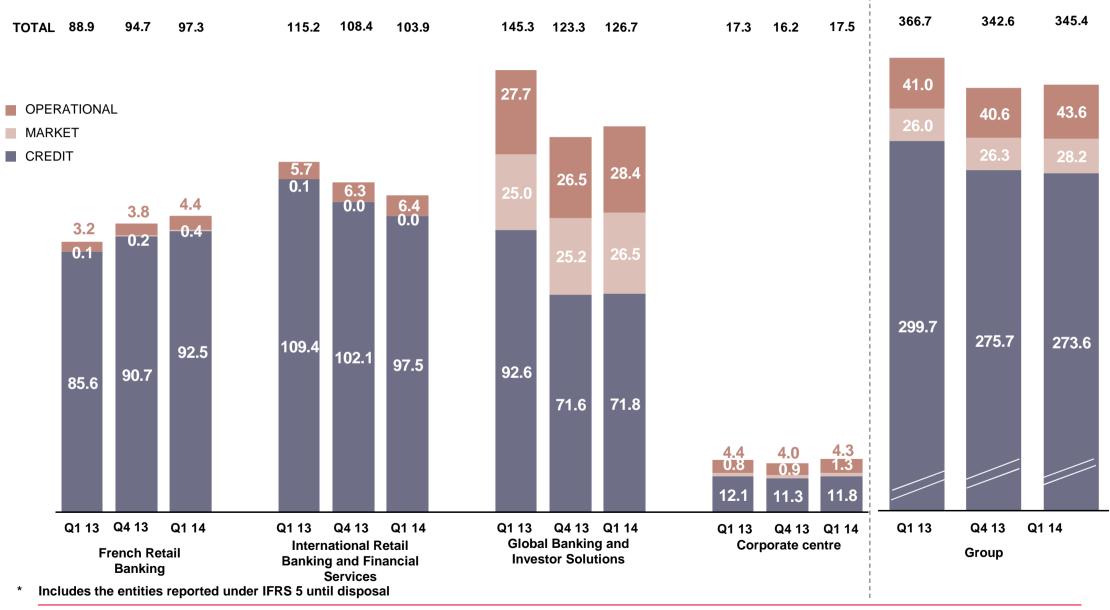
#### CRR Leverage ratio<sup>(1)</sup>

In EUR bn	31 Mar.14
Tier 1 capital	40.8
Total IFRS Balance sheet	1,266
Adjustement related to derivatives exposures	(49)
Adjustement related to securities financing transactions *	(180)
Off-balance sheet (loan and guarantee commitments)	128
Technical and prudential adjustments (Tier 1 capital prudential deductions)	9
Leverage exposure	1,174
CRR leverage ratio	3.5%

- (1) Fully loaded proforma based on CRR rules as published on 26th June 2013
- NB. The ratios above do not take into account the AT1issuance of April 2014
- \* Securities financing transactions : repos, reverse repos, securities lending and borrowing and other similar transactions
  The figures reported above do not reflect new rules published by the Basel committee in January 2014. These new rules have no significant impact on the ratio.



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





#### GIIPS SOVEREIGN EXPOSURES(1)

#### Net exposures<sup>(2)</sup> (in EUR bn)

	31.03.2014			31.12.2013		
	Total	Dont positions en banking	Dont positions en trading	Total	Dont positions en banking	Dont positions en trading
Grèce	0.0	0.0	0.0	0.0	0.0	0.0
Irlande	0.1	0.0	0.1	0.0	0.0	0.0
Italie	2.9	1.0	1.9	2.3	0.9	1.4
Portugal	0.2	0.0	0.2	0.1	0.0	0.1
Espagne	1.7	1.1	0.5	1.9	0.8	1.1

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



<sup>(2)</sup> Perimeter excluding direct exposure to derivatives
Banking book, net of provisions at amortised cost adjusted with accrued interests, premiums and discounts
Trading Book, net of CDS positions (difference between the market value of long positions and that of short positions)

#### INSURANCE SUBSIDIARIES' EXPOSURES TO GIIPS SOVEREIGN RISK

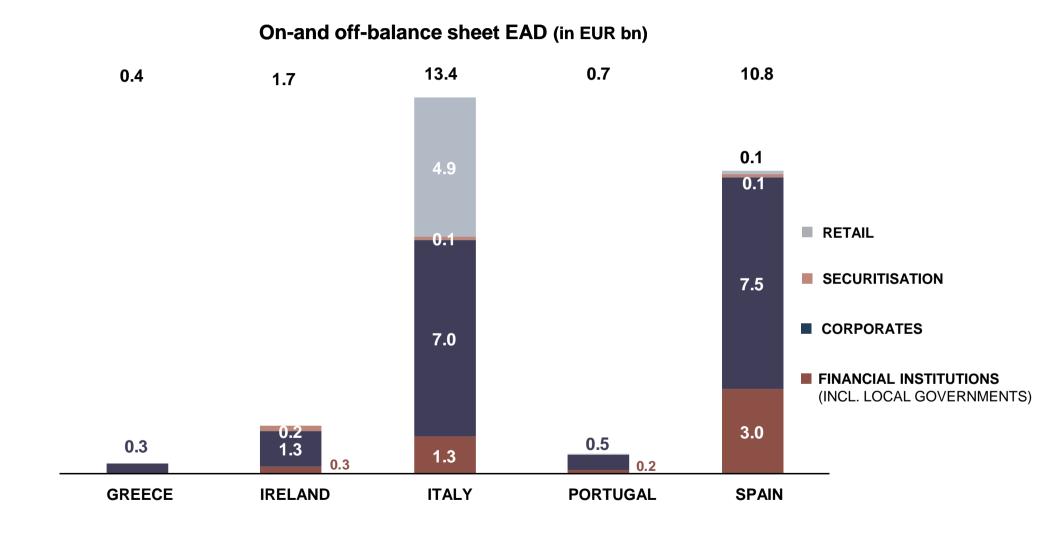
#### **Exposures in the banking book (in EUR bn)**

	31.03.2	2014	31.12	2013
	Gross exposure (1)	Net exposure (2)	Gross exposure (1)	Net exposure (2)
Greece	0.0	0.0	0.0	0.0
Ireland	0.4	0.0	0.4	0.0
Italy	2.3	0.1	2.3	0.1
Portugal	0.0	0.0	0.0	0.0
Spain	1.3	0.1	1.3	0.1

<sup>(1)</sup> Gross exposure (net book value) excluding securities guaranteed by Sovereigns

<sup>(2)</sup> Net exposure after tax and contractual rules on profit-sharing

#### GROUP EXPOSURE TO GIIPS NON SOVEREIGN RISK(1)

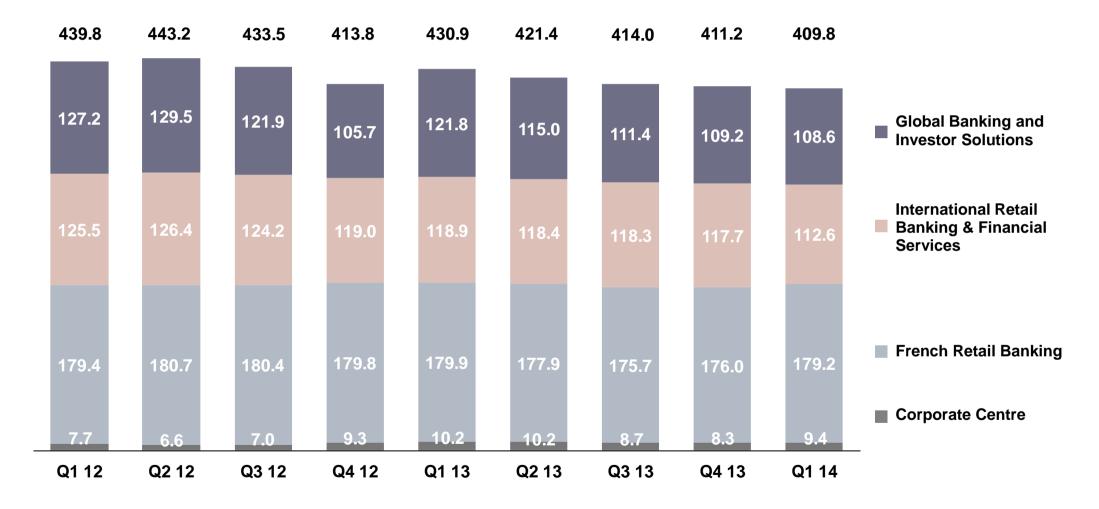


(1) Based on EBA July 2011 methodology



#### CHANGE IN GROSS BOOK OUTSTANDINGS\*

#### End of period in EUR bn



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



#### DOUBTFUL LOANS\*

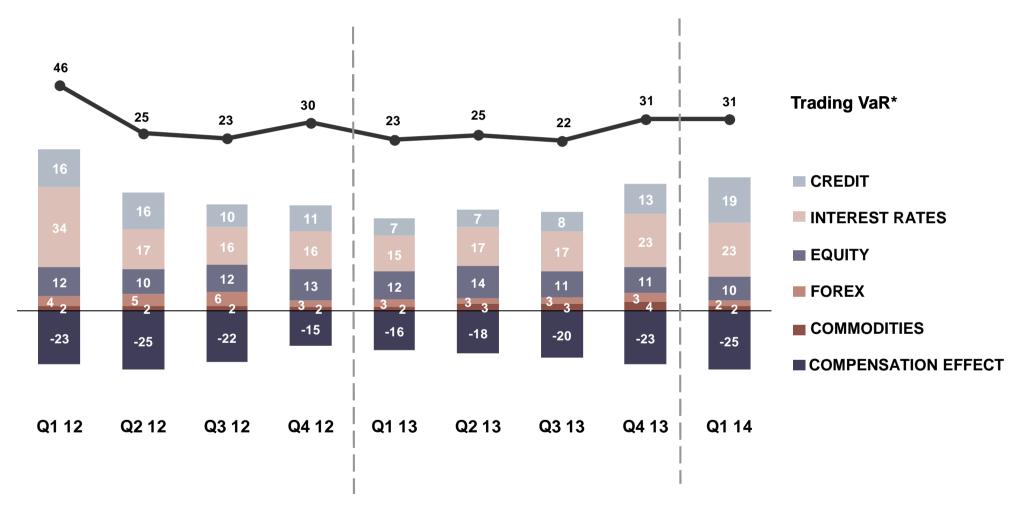
In EUR bn	31/12/2012	31/12/2013	31/03/2014
Gross book outstandings*	417.6	416.7	415.4
Doubtful loans	23.8	24.9	24.9
Collateral relating to doubtful loans	6.1	7.3	6.4
Provisionable commitments	17.7	17.5	18.5
Net non performing loans ratio (Provisionable commitments / Gross book outstandings)	4.2%	4.2%	4.5%
Gross non performing loans ratio (Doubtful loans / Gross book outstandings)	5.7%	6.0%	6.0%
Specific provisions	12.7	13.3	13.5
Portfolio-based provisions	1.1	1.2	1.3
Gross doubtful loans coverage ratio (Overall provisions / Doubtful loans)	58%	58%	59%
Legacy Assets Gross book outstandings	6.7	5.3	5.2
Doutful loans	3.4	3.0	3.0
Non performing loan ratio	50%	56%	57%
Specific Provisions	2.3	2.5	2.5
Gross doubtful loans coverage ratio	68%	84%	84%

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



#### **CHANGE IN TRADING VAR\***

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



<sup>\*</sup> Trading VaR: measurement over one year (i.e. 260 scenarii) of the greatest risk obtained after elimination of 1% of the most unfavourable occurrences. A reallocation of some Fixed Income and Forex products was implemented in Q3 12 in the VaR breakdown by risk factor, with restatement of the historical data. This reallocation doest not represent a change in the VaR model, and has no impact on the Group's overall Trading VaR level.



#### CHANGE IN NET BANKING INCOME

Commissions: 0.0% vs. Q1 13

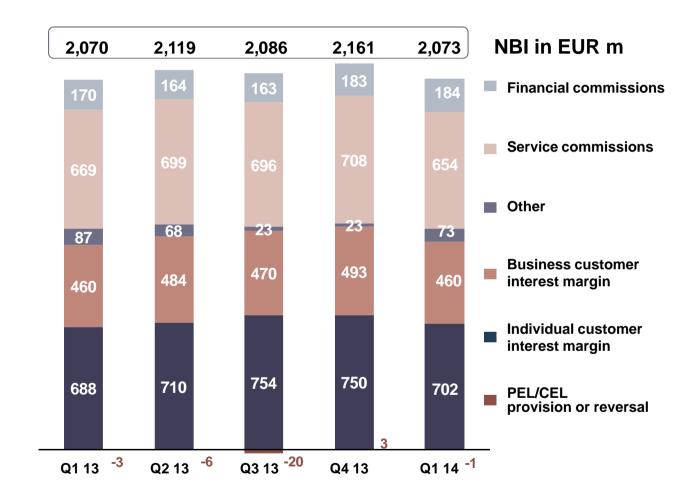
• Financial commissions: +8.1%

• Service commissions: -2.1%

■ Interest margin: +0.1%<sup>(1)</sup> vs. Q1 13

Average deposit outstandings: +7.1%

• Average loan outstandings: -2.5%



(1) Excluding PEL/CEL



#### CUSTOMER DEPOSITS AND FINANCIAL SAVINGS

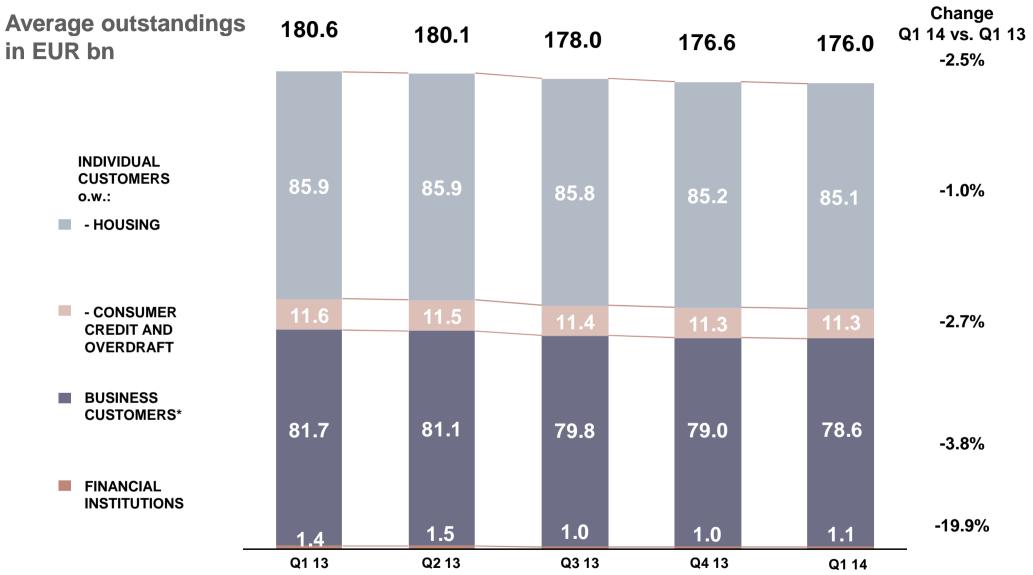


<sup>(1)</sup> Including deposits from Financial Institutions and currency deposits

<sup>(2)</sup> Including deposits from Financial Institutions and medium-term notes



# LOAN OUTSTANDINGS(1)



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

<sup>(1)</sup> Including Franfinance



# **QUARTERLY RESULTS**

	retail E	ational Banking 1)		Servi	ncial ces to orates		Insur	ance		Oti	her	То	tal	
In EUR m	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Q1 13	Q1 14	Change
Net banking income	1,478	1,332	+0.4%*	297	334	+13.9%*	182	192	+6.1%*	(26)	(40)	1,932	1,818	+2.4%*
Operating expenses	(869)	(805)	+3.1%*	(166)	(172)	+4.9%*	(67)	(73)	+10.4%*	(11)	(7)	(1,113)	(1,057)	+3.0%*
Gross operating income	610	527	-3.6%*	131	162	+25.3%*	116	119	+3.6%*	(37)	(47)	819	761	+1.5%*
Net cost of risk	(377)	(367)	+2.0%*	(24)	(21)	-11.5%*	(0)	0	NM*	(5)	10	(406)	(378)	-2.8%*
Operating income	233	160	-14.3%*	107	141	+33.6%*	116	119	+3.6%*	(42)	(37)	413	383	+6.2%*
Net profits or losses from other assets	3	3		0	0		0	0		(0)	0	3	3	
Impairment losses on goodwill	0	(525)		0	0		0	0		0	0	0	(525)	
Income tax	(57)	(38)		(34)	(44)		(37)	(38)		15	14	(113)	(106)	
Group net income	125	(443)	n/s	78	100	+29.5%*	78	81	+4.2%*	(25)	(22)	256	(284)	n/s
C/I ratio	59%	60%		56%	51%		37%	38%		NM*	NM*	58%	58%	
ROE	7%	NM		15%	21%		21%	21%		-	-	9%	NM	

<sup>(1)</sup> Stake in NSGB (Egypt) sold in March 2013. Contribution to Group Net Income: EUR +20m in Q1 13



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

#### SUPPLEMENT – INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

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

	Westerr	n Europe	Czech F	Republic	Rom	ania	Russ	ia (1)	Other I	Europe	Medite basiı	, Asia, rranean n and eas (2)	Intern	otal ational Banking
In EUR m	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14
Net banking income	159	162	268	246	151	130	306	277	164	153	431	364	1,478	1,332
Change		+2.2%*		-1.8%*		-11.8%*		+8.3%*		-4.8%*		+2.7%*		+0.4%*
Operating expenses	(80)	(87)	(128)	(121)	(81)	(78)	(221)	(193)	(110)	(108)	(249)	(218)	(869)	(805)
Change		+9.8%*		+1.6%*		-1.2%*		+4.4%*		+0.6%*		+3.2%*		+3.1%*
Gross operating income	79	75	140	125	70	52	85	84	54	45	182	146	610	527
Change		-5.5%*		-4.9%*		-24.2%*		+18.4%*		-15.6%*		+2.0%*		-3.6%*
Net cost of risk	(54)	(61)	(29)	(19)	(80)	(56)	(41)	(86)	(69)	(42)	(103)	(103)	(377)	(367)
Change		+11.9%*		-29.8%*		-28.4%*		x 2,5		-38.4%*		+5.5%*		+2.0%*
Operating income	24	14	111	106	(10)	(4)	44	(2)	(15)	3	79	43	233	160
Change		-43.6%*		+1.6%*		NM*		NM*		NM*		-5.6%*		-14.3%*
Net profits or losses from other assets	0	0	(0)	0	(0)	0	1	2	2	0	0	1	3	3
Impairment losses on goodwill	0	1	0	0	0	0	0	(525)	0	(1)	0	0	0	(525)
Income tax	(6)	(4)	(27)	(24)	2	1	(11)	0	3	(1)	(19)	(10)	(57)	(38)
Group net income	18	10	51	49	(5)	(2)	28	(525)	(11)	1	43	24	125	(443)
Change		-42.7%*		+1.7%*		NM*		NM*		NM*		+2.8%*		n/s
C/I ratio	50%	54%	48%	49%	54%	60%	72%	70%	67%	71%	58%	60%	59%	60%

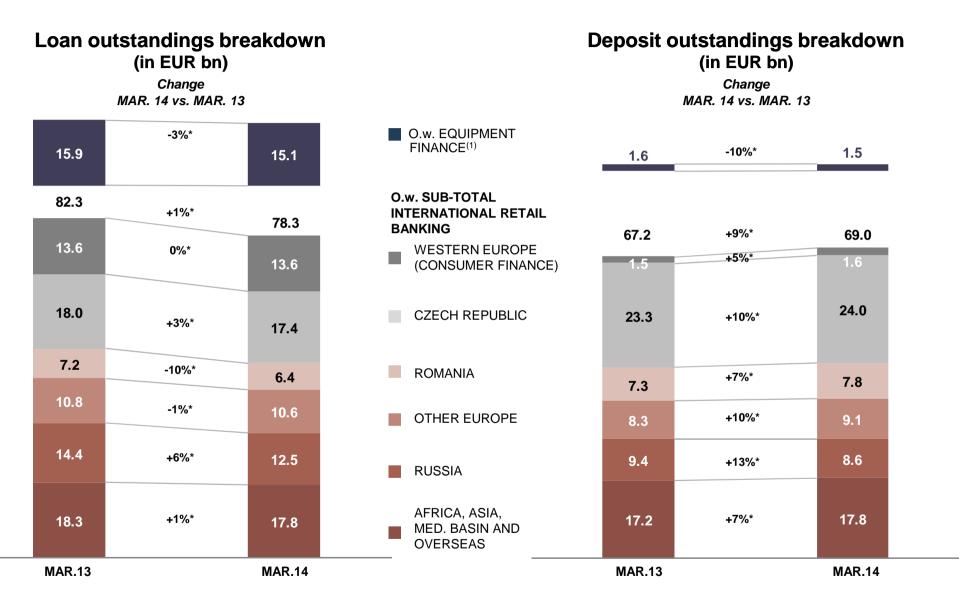
<sup>(2)</sup> Stake in NSGB (Egypt) sold in March 2013. Contribution to Group Net Income: EUR +20m in Q1 13



<sup>\*</sup> 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

# LOAN AND DEPOSIT OUTSTANDINGS BREAKDOWN

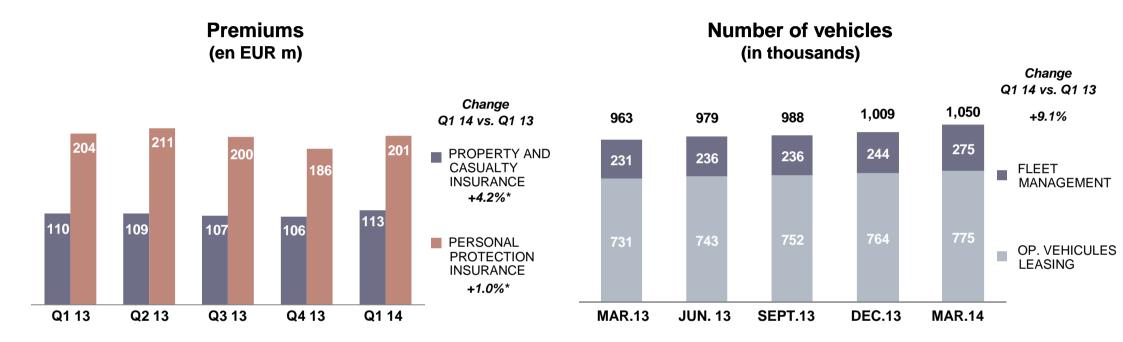


<sup>\*</sup> When adjusted for changes in Group structure and at constant exchange rates

<sup>(1)</sup> Excluding factoring



## FINANCIAL SERVICES TO CORPORATES AND INSURANCE KEY FIGURES



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



# **QUARTERLY RESULTS**

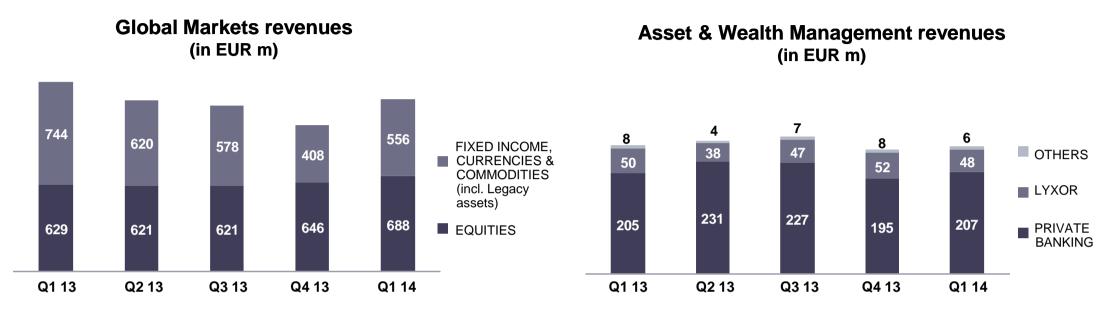
	Glob	al Marke	ets (1)	Financi	ng and	Advisory		set & Wa			ırities S d Broke	ervices erage		Global Bavestor Sc	_	
	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Change	Q1 13	Q1 14	Cha	nge
Net banking income	1,373	1,243	-8%*	475	455	-4%*	264	261	+3%*	155	168	+9%*	2,266	2,127	-6%	-5%*
Operating expenses (1)	(808)	(799)	-0%*	(308)	(304)	-0%*	(206)	(204)	+4%*	(148)	(158)	+7%*	(1,469)	(1,465)	-0%	+1%*
Gross operating income	565	444	-19%*	167	151	-10%*	58	57	-0%*	7	10	+50%*	797	662	-17%	-15%*
Net cost of risk	(31)	(10)	-68%*	(43)	(43)	-1%*	4	(1)	+24%*	(1)	0	-100%*	(71)	(54)	-24%	-29%*
Operating income	534	434	-16%*	124	108	-13%*	62	56	-1%*	6	10	+63%*	726	608	-16%	-14%*
Net profits or losses from other assets	(0)	1		3	0		0	0		1	(1)		5	0		
Net income from companies accounted for by the equity method	0	0		0	0		28	27		0	(2)		29	25		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		0	0		
Income tax	(153)	(116)		(19)	(14)		(14)	(14)		(3)	(5)		(189)	(149)		
Net income	381	319		109	94		76	69		5	2		571	484		
O.w. non controlling interests	4	3		(0)	1		0	1		0	(2)		4	3		
Group net income	378	316	-14%*	109	93	-14%*	76	68	-5%*	5	4	-20%*	567	481	-15%	-13%*
Average allocated capital	10,280	7,149		3,460	3,480		1,023	1,029		836	781		15,598	12,440		
C/I ratio	58.9%	64.3%		64.8%	66.8%		77.9%	78.2%		95.5%	94.0%		64.8%	68.9%		

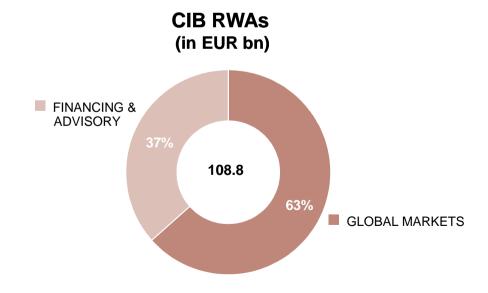
<sup>(1)</sup> Global Markets figures restated to include legacy assets



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

## **KEY FIGURES**







# SG CIB CVA/DVA IMPACT

NBI					
	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14
Equities	(50)	(80)	38	29	21
Fixed income, currencies, commodities	(25)	(41)	(20)	22	33
Financing and Advisory	11	15	(25)	21	4
TOTAL SG CIB	(64)	(106)	(7)	72	58

#### RECOGNITION ACROSS THE FINANCE INDUSTRY

# Financing & Advisory





No. 1 France

No. 8 EMEA

No. 1 Equity-linked EMEA

No. 6 Furo Denominated

**ECM** 



M&A

No. 3

France

No 9

**EMEA** 

## **DCM** No. 2 All Euro Bonds

No. 1 All Euro Corporate Bonds

No. 3 All Euro Bonds for Financial

Institutions (exclu. CB)

No. 3 All SSA Bonds

No. 3 All Euro SSA Bonds

No. 4 All Euro Bonds in CEEMEA

di	73	air
UE		

#### **GOLDEN TROPHY**

TROPHÉES

**LEADERS** 

- of "Best French Corporate & Investment Bank"
- for "Corporate & Investment Bank: Energy/ Infrastructure and transport sector"
- for "Advisor in Merger & Acquisition: Distribution/ Consumer goods sector"

#### SILVER TROPHY

- in the "Capital Markets" category



- Natural Resources & Energy Financing: Power Deal of the Year: Chaglla (Peru) Acquisition Finance Deal of the Year
- Energy & Natural Resources: Smetana Holding (Czech Republic)
- Infrastructure & Asset Based Finance: Telecoms Deal of the Year: Argiva (UK)



SG CIB awarded four of the Perfect 10 Deals of the Year by Trade & Export Finance

## Global Markets



No. 1 Best Overall Institution -Europe

No. 1Commodity Dealers

No. 1 Energy Overall

No. 1 Base Metals Overall

No. 1 Coal Overall

No. 1 Research

No. 1 Structured Products / Exotics

No. 2 Oil Overall

No. 2 Natural Gas Overall



BEST HOUSE IN EUROPE



No. 1 All Categories

No. 1 Interest Rate

**Products** 

No. 1 Equity Products

No. 1 Credit Products

No. 3 Currency Products

# **Asset & Wealth Management**



"BEST PRIVATE BANK IN **FUROPE** FOR STRUCTURED PRODUCTS" for the 10th consecutive year



LYXOR was awarded twice, in the "EUROPEAN SERVICES" AND THE "EUROPEAN PERFORMANCE" categories

#### Securities Services & Brokers



"BEST GLOBAL PRIME BROKER - EXCELLENCE IN SERVICE AND SOLUTIONS"

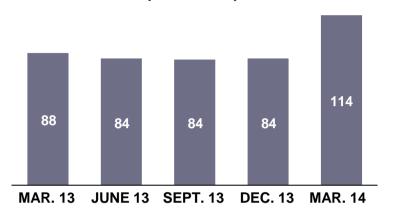


TOP 1 IN CROATIA, ROMANIA, **RUSSIA AND SERBIA** 2<sup>nd</sup> IN CZECH REPUBLIC, POLAND AND SPAIN

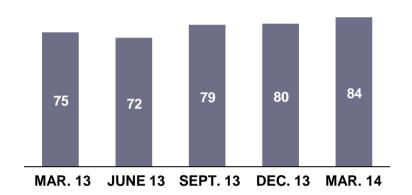


### **KEY FIGURES**

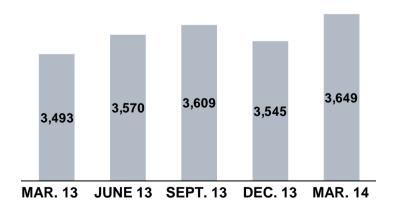
Private Banking: Assets under management<sup>(1)</sup> (in EUR bn)



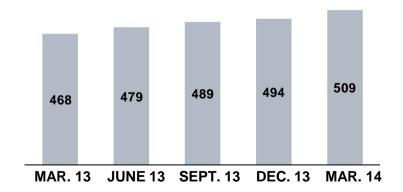
Lyxor: Assets under management<sup>(2)</sup>
(in EUR bn)



Securities Services: Assets under custody (in EUR bn)



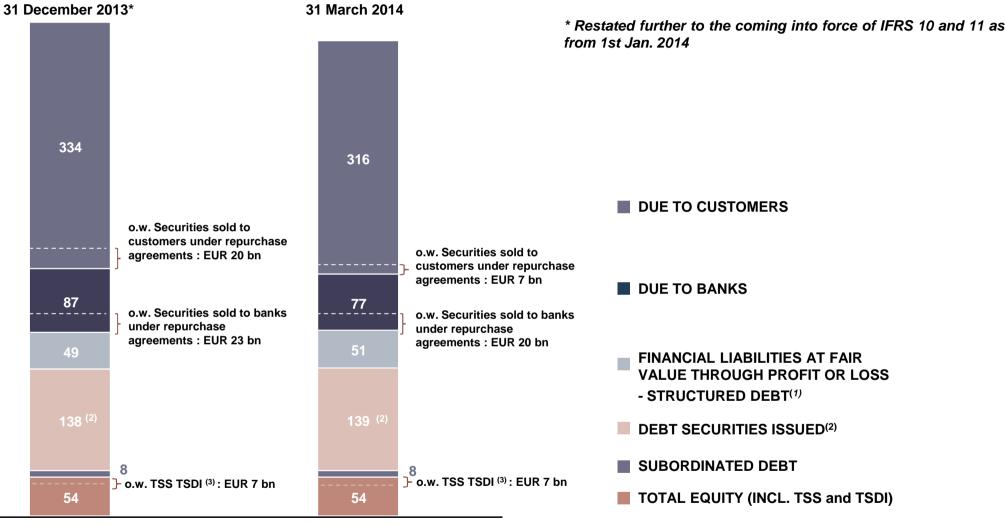
Securities Services: Assets under administration (in EUR bn)



- (1) Including new Private Banking set-up in France as from 1st Jan. 2014
- (2) Including SG Fortune



### DETAILS ON GROUP FUNDING STRUCTURE



<sup>(1)</sup> o.w.: debt securities issued reported in the trading book and debt securities issued measured using fair value option through P&L

<sup>(3)</sup> TSS, TSDI: deeply subordinated notes, perpetual subordinated notes

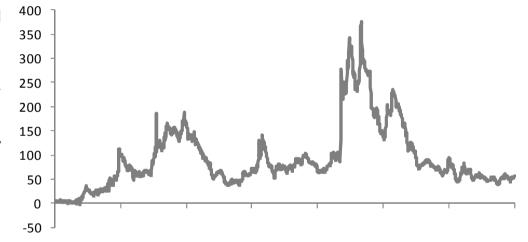


<sup>(2)</sup> o.w. SGSCF: EUR 8.5bn; SGSFH: EUR 7.9bn; CRH: EUR 6.7bn, securitisation: EUR 2.2bn, conduits: EUR 6.3bn at end-March 2014 (and SGSCF: EUR 8.5bn; SGSFH: EUR 7.9bn; CRH: EUR 7.3bn, securitisation: EUR 2.4bn, conduits: EUR 6.7bn at end 2013)

### **GROUP FUNDING**

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

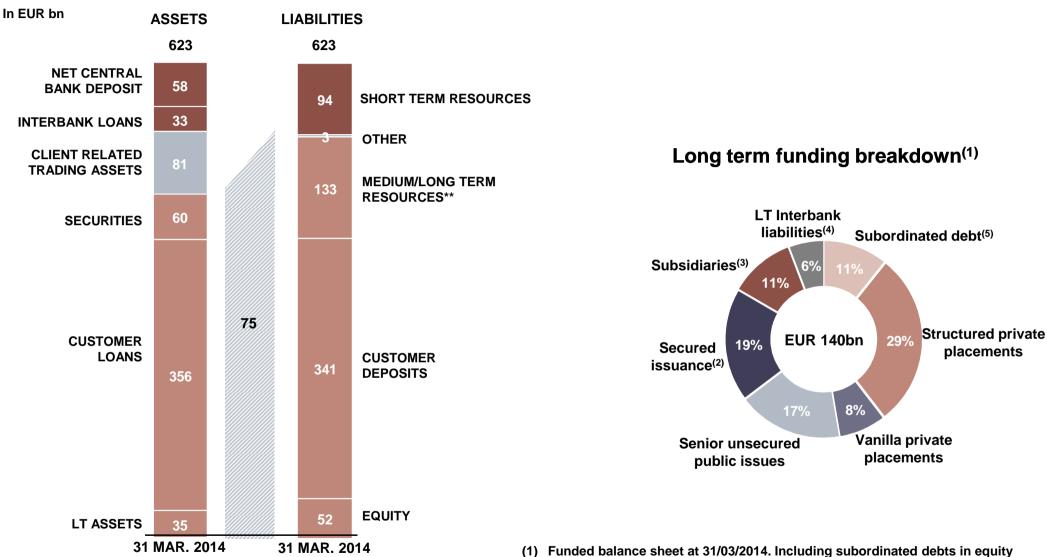
- EUR 9.4bn raised at 30 April 2014, representing approx. 45% of planned issuances
  - Subordinated debt issued: EUR 1.7bn, of which EUR 1bn AT1 in April 2014
  - Senior debt issued: EUR 7.7bn 5 yr average maturity at competitive funding conditions:
     Average spread of Euribor MS 6m +44bp<sup>(1)</sup>



Mar. 2007 Mar. 2008 Mar. 2009 Mar. 2010 Mar. 2011 Mar. 2012 Mar. 2013 Mar. 2014



### **FUNDED BALANCE SHEET\***



<sup>\*</sup> See Methodology section n°7

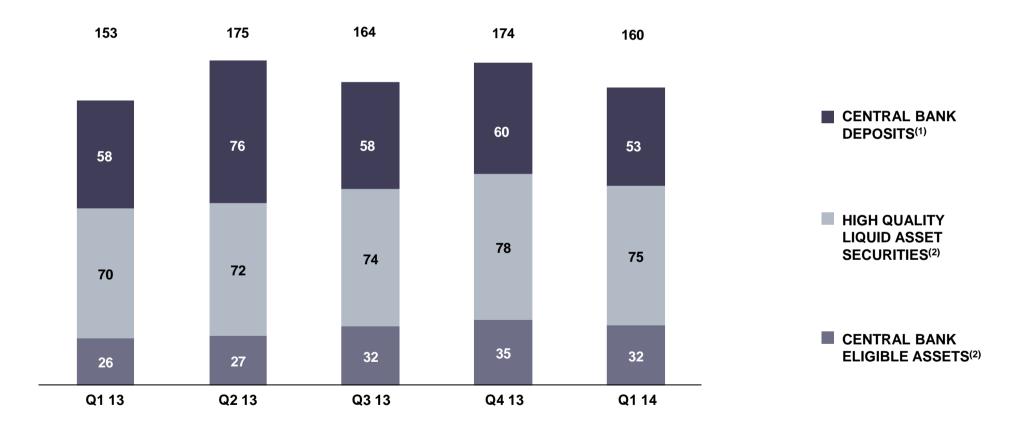
- (2) Including Covered Bonds, CRH and SFEF
- (3) Including secured and unsecured issuance
- (4) Including International Financial Institutions
- (5) Including undated subordinated debt (Eur 7bn) accounted in Equity



<sup>\*\*</sup> including Medium Long term maturing debt of EUR 24bn Due to rounding, numbers presented may not add up precisely to the totals provided and changes may not precisely reflect the absolute figures

# LIQUID ASSET BUFFER

#### In EUR bn



- (1) Excluding mandatory reserves
- (2) Unencumbered, net of haircuts



# **EPS CALCULATION**

Average number of shares (thousands)	2012	2013	Q1 14
Existing shares	778,595	789,759	799,368
Deductions			
Shares allocated to cover stock options and restricted shares awarded to staff	8,526	6,559	4,820
Other treasury shares and share buybacks	18,333	16,711	16,464
Number of shares used to calculate EPS	751,736	766,489	778,083
Group net income	790	2,175	315
Interest, net of tax effect, payable to holders of deeply subordinated notes and undated subordinated notes	(293)	(316)	(86)
Capital gain net of tax on partial repurchase	2	(19)	6
Group net income adjusted	499	1,840	235
EPS (in EUR) (1)	0.66	2.40	0.30

<sup>(1)</sup> 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.



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

End of period	31 Dec.12	31 Dec.13	31 Mar.14
Shareholder equity group share	49,279	51,008	51,094
Deeply subordinated notes	(5,264)	(6,561)	(6,566)
Undated subordinated notes	(1,606)	(414)	(417)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interests paid to holders of deeply subordinated notes & undated subordinated notes, issue premiums amortisations	(184)	(144)	(227)
Own shares in trading portfolio	171	65	267
Net Asset Value	42,396	43,954	44,151
Goodwill	6,290	5,926	5,349
Net Tangible Asset Value	36,106	38,028	38,802
Number of shares used to calculate NAPS**	754,002	776,206	779,960
NAPS** (in EUR)	56.2	56.6	56.6
Net Tangible Asset Value per Share (EUR)	47.9	49.0	49.7

End of period	31 Dec.12	31 Dec.13	31 Mar.14
Shareholder equity group share	49,279	51,008	51,094
Deeply subordinated notes	(5,264)	(6,561)	(6,566)
Undated subordinated notes	(1,606)	(414)	(417)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interests paid to holders of deeply subordinated notes & undated subordinated notes, issue premiums amortisations	(184)	(144)	(227)
OCI excluding conversion reserves	(673)	(664)	(877)
Dividend provision	(340)	(776)	(911)*
ROE equity	41,208	42,449	42,096
Average ROE equity	41,770	41,946	42,273

<sup>\*</sup> Total provision for dividend for 2013 and 2014

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.



<sup>\*\*</sup> The number of shares considered is the number of ordinary shares outstanding at 31 December 2013, excluding treasury shares and buybacks, but including the trading shares held by the Group.

#### TECHNICAL SUPPLEMENT

## METHODOLOGY (1/3)

1- The Group's consolidated results as at March 31st, 2014 were examined by the Board of Directors on May 6th, 2014.

The financial information presented in respect of Q1 2014 has been prepared in accordance with IFRS as adopted in the European Union and applicable at that date. This financial information does not constitute a set of financial statements for an interim period as defined by IAS 34 "Interim Financial Reporting" and has not been audited. Societe Generale's management intends to publish summarised interim consolidated financial statements for the six-month period ended June 30th, 2014.

Note that the data for the 2013 financial year have been restated due to the implementation of IFRS 10 and 11, resulting in the publication of adjusted data for the previous financial year. Similarly, these data will be published according to IAS 34 for the interim period from January 1st, 2014 to June 30th, 2014. As such, they have not been audited at March 31st, 2014.

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

- 2- Group ROE is calculated on the basis of average Group shareholders' equity under IFRS excluding
- (i) unrealised or deferred capital gains or losses booked directly under shareholders' equity excluding conversion reserves, (ii) deeply subordinated notes, (iii) undated subordinated notes recognised as shareholders' equity ("restated"), and deducting (iv) interest payable to holders of deeply subordinated notes and of the restated, undated subordinated notes. The net income used to calculate ROE is based on Group net income excluding interest, net of tax impact, to be paid to holders of deeply subordinated notes for the period and, since 2006, holders of deeply subordinated notes and restated, undated subordinated notes (EUR 84 million for 2014).

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

- 3- For the calculation of earnings per share, "Group net income for the period" is corrected (reduced in the case of a profit and increased in the case of a loss) for capital gains/losses recorded on partial buybacks (i.e. a EUR 6 million capital gain in Q1 14), interest, net of tax impact, to be paid to holders of:
  - (i) deeply subordinated notes (EUR -84 million in respect of Q1 14),
  - (ii) undated subordinated notes recognised as shareholders' equity (EUR -2 million in respect of Q1 14).

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

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

(EUR 6.6 billion), undated subordinated notes previously recognised as debt (EUR 0.4 billion) and (ii) interest payable to holders of deeply subordinated notes and undated subordinated notes, but reinstating the book value of trading shares held by the Group and shares held under the liquidity contract. **Tangible net assets** are corrected for net goodwill in the assets and goodwill under the equity method. In order to calculate Net Asset Value Per Share or Tangible Net Asset Value Per Share, the number of shares used to calculate book value per share is the number of shares issued at March 31st, 2014, excluding own shares and treasury shares but including (a) trading shares held by the Group and (b) shares held under the liquidity contract.



#### TECHNICAL SUPPLEMENT

## METHODOLOGY (2/3)

5- The Societe Generale Group's Common Equity Tier 1 capital is calculated in accordance with applicable CRR/CRD4 rules.

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

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

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

The funded balance sheet at December 31st, 2013 has been adjusted retrospectively to take account of the implementation of IFRS 10 and 11.

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

- a) the reclassification <u>under customer deposits</u> of SG Euro CT outstandings (included in customer repurchase agreements), as well as the share of issues placed by French Retail Banking networks (recorded in medium/long-term financing), and certain transactions carried out with counterparties equivalent to customer deposits (previously included in short-term financing). However, certain transactions equivalent to market resources are deducted from customer deposits and reintegrated in short-term financing. The net amount of transfers from
  - medium/long-term financing to customer deposits amounted to EUR 7bn at December 31st, 2013 and EUR 10bn at March 31st, 2014
  - short-term financing to customer deposits amounted to EUR 11bn at December 31st, 2013 and EUR 10bn at March 31st, 2014
  - repurchase agreements to customer deposits amounted to EUR 3bn at December 31st, 2013 and EUR 2bn at March 31st, 2014
- b) The balance of financing transactions has been allocated to medium/long-term resources and short-term resources based on the maturity of outstandings (more or less than one year). The initial maturity of loans has been used for debts represented by a security.
- c) In assets, the item "customer loans" includes outstanding loans with customers, net of provisions and write-downs, including net lease financing outstandings and transactions at fair value through profit and loss, and excludes financial assets reclassified under loans and receivables in 2008 in accordance with the conditions stipulated by the amendments to IAS 39. These positions have been reclassified in their original lines.
- d) The accounting item "due to central banks" in liabilities has been offset against the item "net central bank deposits" in assets.

Old presentation (data published in 2013):

In EUR bn	ASSETS	LIABILITIES	
	DÉC. 13	DÉC. 13	
Net Central bank deposits	63	100	Shortterm ressources
Interbank loans	45	9	Other
Client related trading assets	85	140	Medium/Long term ressources
Securities	59	24	o.w. LT debt with a remaining maturity below 1 year**
Customerloans	354	340	Cust omer deposits
Long term assets	35	52	Equity
Total assets	641	641	Total liabilities

<sup>\*\*</sup> Management information



## METHODOLOGY (3/3)

2013 pro forma following the implementation of the new IFRS 10 and 11 standards:

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

<sup>\*\*</sup> Management information

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

In EUR bn	ASSETS	LIABILITIES	
	MAR14	MAR 14	
Net Central bank deposits	58	94	Short term ressources
Interbank loans	33		
Client related trading assets	81	3	Other
Securities	60	133	Medium/Long term ressources
Customer loans	356	341	Customer deposits
Long term assets	35	52	Equity
Total assets	623	623	Total liabilities

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

It amounted to 104% at March 31st, 2014 and 106% at December 31st, 2013 pro forma.

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

central bank cash balances, excluding mandatory reserves

liquid assets rapidly tradable in the market (High Quality Liquid Assets or HQLA), unencumbered net of haircuts central bank eligible assets, unencumbered net of haircuts.

The implementation of IFRS 10 and 11 resulted in no variation in the liquidity reserve in respect of 2013. In Q1 14, the liquidity reserve included EUR 53 billion in respect of central bank deposits, EUR 75 billion of HQLA securities and EUR 32 billion of central bank eligible assets (respectively EUR 58 billion, EUR 70 billion and EUR 26 billion in Q1 13 and EUR 60 billion, EUR 78 billion and EUR 35 billion in Q4 13).

NB (1) The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding rules.

(2) 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.



#### **INVESTOR RELATIONS TEAM**

HANS VAN BEECK, ANTOINE LOUDENOT, STÉPHANE DEMON, MARION GENAIS, KIMON KALAMBOUSSIS, MURIEL KHAWAM, LUDOVIC WEITZ

3 +33 (0) 1 42 14 47 72

investor.relations@socgen.com

www.investor.socgen.com

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