



# SOCIAL REPORT 2013

GROUP HUMAN RESOURCES DIVISION



## Proud of our roots...

The Societe Generale Group continued to transform in 2013 by focusing on three pillars: Retail Banking in France, International Banking and Financial Services, and Global Banking and Investor Solutions. This progression in the core businesses and organisation went hand in hand with an innovative policy of human resources management. In particular, in 2013 we signed an ambitious agreement on the evolution of professions, skills and employment; we also set up the Campus Métiers Mobilité (Job Mobility Campus), which resets the ground-rules for filling positions in France, and implemented a proactive diversity policy. These initiatives confirm our intention of ensuring that each and every employee progresses by developing their value and skills.

In 2014, we celebrate 150 years of an entrepreneurial spirit that benefits our customers, a century-and-a-half of human history and close ties between customers and employees. We want to continue building, developing and strengthening the qualities that will make us the leading bank for customer relations.

... building our future together

# Questions to...

Edouard-Malo Henry GROUP HEAD OF HUMAN RESOURCES



### Supporting changes and developments in our core businesses

Since 2013, the Societe Generale Group has been engaged in a new stage of transformation. What has the Human Resources Department done to support this change?

Societe Generale is transforming because our environment, core businesses and customers' needs are changing rapidly. As an HR function, our challenge is twofold: helping the core businesses anticipate these changes and stay close to customers and adapting employees' skills in order to open up stimulating prospects for them.

To that end, the Agreement on the evolution of Professions, Skills and Employment was signed with all employee representative organisations in February 2013. The agreement enshrined the arrangements for continuous employer-employee dialogue on the development of our core businesses and their impact on employment. It also allowed us to lay the foundations for Strategic Workforce Planning within the bank and strengthen our internal mobility process. These advances, combined with social support measures for adaptation projects that could have an impact on employment, help us to transform Societe Generale and better prepare the future.

1864 Founding of Societe Generale by imperial decree

E Founding of Inspection unit



The contingency fund introduced in 1870 becomes the social welfare fund (Caisse de Prévoyance sociale)



Founding of the Societe Generale athletic club

of social progress

INTRODUCTION

1873

QUESTIONS TO EDOUARD-MALO HENRY 150 years

### What does the new mobility process mean for employees?

In France, internal mobility (outside retail banking) is now managed by a dedicated team called "Campus Métiers Mobilité" (Job Mobility Campus). This new structure centralises job vacancies and provides greater visibility on internal opportunities. A total of 2,600 employees have been moved thanks to the Campus since its inception in February 2013, more than half of them to a department other than their original one. At the same time, we have mapped the core businesses and formalised possible pathways within the Group. This information and the work done by the job trends observatories are shared with employees through a dedicated intranet. As a result, everyone can review their motives and ambitions in light of how our professions and the banking sector are changing.

### What about recruiting?

Of course, we are continuing to recruit. Moreover, in France we committed, with the Agreement on the evolution of Professions, Skills and Employment to hire more than 500 people aged under 26 on permanent contracts in 2013. We

### A total of 2,600 employees have been moved thanks to the Campus

have far exceeded this target: 2,100 people were recruited on permanent contracts during the year in France (excluding subsidiaries), nearly half of them young graduates. We are also continuing our dynamic policy of work-study contracts and supporting young graduates in building their careers, making them aware from the outset of the key issues and responsibilities in the banking sector.

### What can employees expect when joining Societe Generale?

We are committed to taking each of our employees into account and developing their value and skills. This is achieved by listening to and forging close relationships with them, but it also hinges on the prospects we can offer them to thrive in the company. In return, we expect new employees to embody the values that shape our Group, namely being innovative, resilient and supportive entrepreneurs who can pull together as a team and meet the challenges of an everchanging environment. These men and women grow the value of the Group, while the Group grows their professional value.

### 1910

Introduction of the "family allowance" for employees/parents with the lowest incomes

1919

Election of delegates of the 1<sup>st</sup> Works Council and Disciplinary Board



Founding of Societe Generale's pension fund scheme and launch and of "perfection classes", as well as a groom school, to provide training and to heighten career prospects



### 1928

Societe Generale's complimentary health insurance fund initiative has 12,000 members at the time of its introduction

### **Caring** about employee commitment

## Your employee attention scheme includes internal surveys. What are the main trends of the 2013 employee barometer survey?

The third employee barometer survey was submitted to 131,000 employees in 76 countries, and the participation rate was 67% (up six percentage points on 2011). The results show greater employee confidence in team leaders and the conviction that the Group is transforming appropriately. However, they also show the need to better know the Group's strategic vision and to improve synergies between the teams. As a result, all of the managers, in conjunction with their HR teams, have worked on action plans for improving these issues but also on employee commitment and operational efficiency. These action plans, to be undertaken in 2014, will be monitored.

### What kind of indications do you perceive through employee share ownership?

Many of our employees also hold shares in the Group, reflecting their confidence in it. In 2013, more than 130,000 employees and retirees worldwide had the opportunity to subscribe for the capital increase reserved for them. In France, nearly one out of two beneficiaries participated, and nearly one in seven took part internationally.



But employees are also closely associated with Societe Generale's results and its future through the Free Share Plan, which we introduced for all employees in 2010. All the performance conditions of this Plan, unique in the Group's 150-year history, have been met, namely achieving a net profit for the 2012 financial year and increasing customer satisfaction between 2010 and 2013 in the three main customer segments at global level. Employees were able to acquire (subject to being present in the company) all 40 shares allocated to them.



QUESTIONS TO EDOUARD-MALO HENRY

### What are your priorities in terms of diversity?

To better understand and serve the needs of our customers. we have set a priority to promote more women and people with international profiles to positions of responsibility and in our management bodies. With the establishment of a Diversity Board at the end of 2013, comprised of members of the Executive Committee and the Management Committee, these issues have deep resonance in the core businesses. On the topic of diversity, this year we were able to renew the Label Égalité Professionnelle (Professional Equality Label) awarded by the French independent certification company AFNOR. It recognises the efforts and work undertaken since 2005 in France. It acknowledges the achievement of concrete and effective actions, such as closing the wage gap via a dedicated budget of €5 million over three years (2013/2015) and the "Equality in the Workplace" agreement, which sets the target of 45% of women executives by the end of 2015, compared with 44% at present.

In France, we are also continuing our commitment to employees and job applicants with disabilities. A new agreement, signed in October 2013, will cover the 2014-2016 period. It builds on the actions taken through the Mission Handicap initiative since 2007, but its major and concrete innovation will be to focus initiatives on prevention and on managing the careers of employees with declared or potential disabilities.

### Equality in the Workplace... 45% of women executives by the end of 2015.

### Is support for professional integration still part of your commitments?

Of course, and we are working on this at several levels. The "Coup de Pouce" (Support for Professional Integration) initiative, for example, aims for sustainable integration of low-skilled young people, mainly from disadvantaged neighbourhoods. The programme's success is tangible. It has enabled 140 young people to join Societe Generale since 2009, and 76% of the contracts were converted to permanent contracts in 2013.

I should also mention the Societe Generale Foundation, which aims to promote access to employment for people who are or may be excluded from the labour market, particularly youngsters. This is a subject in which our employees are involved: in 2013, 300 of them acted as sponsors at six of the Foundation's partner associations in France.



### **Developing** all the talent in the company

To what extent do you rely on vocational training to develop your employees?

We are committed to ensuring that employees in the company progress so they can develop skills that will be subsequently enhanced throughout their careers.

In 2013, nearly 3.3 million hours of training were provided in the Group. In particular, we concentrated on developing expertise in the functions, whatever the Group entity in which those employees work. Internal "academies" have been established to put the functions and core businesses (human resources, auditing, private banking, commercial banking, finance, risk, etc.) on a professional footing in France and abroad.

We are also striving to identify employees with particular development potential so that they can nurture it. One example is the "Cursus Cadre" executive training course. A total of 230 technicians who graduated from the course in 2013 will have access to senior positions, with prospects for climbing the ladder in the company. At another level, since 2010 the "Strategic Talent" initiative has helped us detect, develop and retain employees, wherever they are in Societe Generale, in order to prepare for the Group's management transition.

### Going forward, what are the new challenges for human resources?

The "digital" theme and its integration into our working methods are essential to stay in touch with our environment. The effort we have made in this regard is key for the future. It translates into increased use of social networks to attract

### ... skills that will be subsequently enhanced throughout their careers.

applicants. To that end, we redesigned our Careers website and created a mobile version of it in 2013. Another illustration is the transformation of our training offer, with a focus both on content (to develop skills related to new technologies) and on knowledge distribution channels. We are experimenting with the use of videoconferencing and web conferencing in certain training courses, and at the end of 2013 we tested a Massive Open Online Course (MOOC) on financial analysis. As part of a teleworking experiment with 400 employeevolunteers, we are also assessing how new technologies can benefit the work/life balance and sustainable development and how they will impact on the organisation of work.

Innovation has been part of our DNA for 150 years. By drawing on those deep roots, we will build our future together.

2009 1<sup>st</sup> version of the Employee Barometer survey



Founding of the *Corporate University* for Strategic Talents and the most senior managers in the Group 2011 Launch of the company social network, SG Communities

2013

Creation of the Job Mobility Campus, the *Learning Advisory Board*, the *Diversity Board* and the *Strategic Talents Advisory Board*  2014 our history goes on...

QUESTIONS TO EDOUARD-MALO HENRY

DETAILED DATA



## SOCIAL REPORT 2013 DETAILED DATA

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Other working conditions relating to the company

the social indicators reflect the social dimension of Societe Generale SA in France, *i.e.* Societe Generale excluding its subsidiaries.

## **Employment**

% of women



17.5% of staff is above 30 years of length of service



Staff		2013	2012	2011	
Employees o	on payroll on 31 December				Employees on the payroll, eithe
1	Technical staff	19 684	20 245	20 902	present or absent, working full-
	Executive staff	21 060	20 880	21 200	or part-time.
	Total	40 744	41 125	42 102	Breakdown of workforce
Employees a	bsent, without pay				on 31 December 2013
	Technical staff	926	926	932	1,968 employees on fixed-t
	Executive staff		436	479	contracts
	Total	1 415	1 362	1 411	
Employees of	on secondment				
	Technical staff		229	237	
	Executive staff		1 460	1 645	
	Total		1 689	1 882	on permanent contracts
Cleaning sta	ff	51	61	67	
Total workfo	rce (paid on 31 December, absent, on sec	condment and o	cleaning pers	sonnel)	
	Technical staff	20 875	21 461	22 138	
	Executive staff		22 776	23 324	
	Total	43 808	44 237	45 462	
Part-time em	ployees (full-time equivalent)				
	Technical staff		2 180	2 163	
	Executive staff		1 196	1 106	
	Total	3 382	3 376	3 268	
Permanent, f	full-time employees				Total workforce excluding full-ti
	Technical staff		15 328	15 470	trial period.
	Executive staff		18 914	15 993	
	Total	33 314	34 242	31 463	
Number of e on 31 Decem	mployees on a temporary contract				
	Technical staff	1 831	1 617	1 486	
		137	80	59	
	Executive staff			1 545	
	Executive staff Total	1 968	1 697	1010	
Average mor		1 968	1 697		Average based on staff paid
Average mor	Total hthly headcount Technical staff	19 740	20 388	20 905	Average based on staff paid for 12 months of the year.
Average mor	Total hthly headcount Technical staff Executive staff	19 740 20 965	20 388 20 983	20 905 20 706	
Average mor	Total hthly headcount Technical staff	19 740 20 965	20 388	20 905	
Distribution	Total hthly headcount Technical staff Executive staff Total by gender (paid staff) on 31 December	19 740 20 965 40 706	20 388 20 983 41 371	20 905 20 706 41 611	
	Total hthly headcount Technical staff Executive staff Total by gender (paid staff) on 31 December Technical staff	19 740 20 965 40 706	20 388 20 983 41 371 6 136	20 905 20 706 41 611 6 487	
Distribution I	Total	19 740 20 965 40 706 5 838 11 780	20 388 20 983 41 371 6 136 11 824	20 905 20 706 41 611 6 487 12 143	
Distribution I	Total hthly headcount Technical staff Executive staff Total by gender (paid staff) on 31 December Technical staff	19 740 20 965 40 706 5 838 11 780	20 388 20 983 41 371 6 136	20 905 20 706 41 611 6 487	
Distribution I	Total nthly headcount Technical staff Executive staff Total by gender (paid staff) on 31 December Technical staff Executive staff Total Technical staff Total Technical staff	19 740 20 965 40 706 5 838 11 780 17 618 13 846	20 388 20 983 41 371 6 136 11 824 17 960 14 109	20 905 20 706 41 611 6 487 12 143 18 630 14 415	for 12 months of the year.
Distribution I Men	Total  nthly headcount Technical staff Executive staff Total  by gender (paid staff) on 31 December Technical staff Executive staff Total Technical staff Executive staff Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057	for 12 months of the year. 44% of executives
Distribution I Men	Total nthly headcount Technical staff Executive staff Total by gender (paid staff) on 31 December Technical staff Executive staff Total Technical staff Total Technical staff	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280	20 388 20 983 41 371 6 136 11 824 17 960 14 109	20 905 20 706 41 611 6 487 12 143 18 630 14 415	for 12 months of the year.
Distribution I Men Women Distribution I	Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280 23 126	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056 23 165	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057 23 472	for 12 months of the year. 44% of executives
Distribution I Men Women	Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280 23 126	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057	for 12 months of the year. 44% of executives are women.
Distribution I Men Women Distribution I	Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280 23 126 2 318	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056 23 165	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057 23 472	for 12 months of the year. 44% of executives are women. The average age is 40 years
Distribution I Men Women Distribution I	Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280 23 126 2 318 2 43	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056 23 165 2 323	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057 23 472 2 421	for 12 months of the year. 44% of executives are women.
Distribution I Men Women Distribution I under 25	Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280 23 126 2 318 2 43 2 561	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056 23 165 2 323 274 2 597	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057 23 472 2 421 361 2 782	for 12 months of the year. 44% of executives are women. The average age is 40 years
Distribution I Men Women Distribution I	Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280 23 126 2 318 2 43 2 561 6 853	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056 23 165 2 323 274 2 597 7 018	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057 23 472 2 421 361 2 782 7 220	for 12 months of the year. 44% of executives are women. The average age is 40 years
Distribution I Men Women Distribution I under 25	Total	19 740 20 965 40 706 5 838 11 780 17 618 13 846 9 280 23 126 2 318 243 2 561 6 853 6 916	20 388 20 983 41 371 6 136 11 824 17 960 14 109 9 056 23 165 2 323 274 2 597	20 905 20 706 41 611 6 487 12 143 18 630 14 415 9 057 23 472 2 421 361 2 782	for 12 months of the year. 44% of executives are women. The average age is 40 years

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Number of employees from outside companies carrying out work on Societe Generale premises, excluding temporary staff.

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\*Auxiliary staff during holiday periods, as defined in Article 20 of the bank's collective agreement, expressed in FTE (Full Time Equivalent).

Staff (cont.)		2013	2012	2011
Distribution by age	e (paid staff) on 31 December (cont.)			
35 to 44	Technical staff	3 505	3 290	3 121
	Executive staff	7 134	6 684	6 457
	Total	10 639	9 974	9 578
		10 000	0 01 4	0 010
45 to 54	Technical staff	3 864	4 088	4 424
	Executive staff	4 520	4 292	4 076
	Total	8 384	8 380	8 500
55 × 50	<b>T I I I I K</b>		0.011	0.010
55 to 59	Technical staff	2 632	2 911	3 219
	Executive staff	1 578	1 696	1 811
	Total	4 210	4 607	5 030
60 and over	Technical staff	512	615	497
	Executive staff	669	680	601
	Total	1 181	1 295	1 098
		1 101	1 200	1 000
-	gth of service (paid staff) on 31 Dece			=
less than 5 years	Technical staff Executive staff	5 103 5 012	5 246 5 961	5 824 7 541
	Total	10 115	11 207	13 365
		10 110		10 000
5 to 9 years	Technical staff	4 874	4 729	4 384
	Executive staff	5 890	4 926	4 044
	Total	10 764	9 655	8 428
10 to 19 years	Technical staff	3 111	2 877	2 712
	Executive staff	5 018	4 777	4 490
	Total	8 1 2 9	7 654	7 202
20 to 29 years	Technical staff	1 879	2 416	2 785
	Executive staff	2 717	2 697	2 550
	Total	4 596	5 113	5 335
30 years or more	Technical staff	4 717	4 977	5 197
,	Executive staff	2 423	2 519	2 575
	Total	7 140	7 496	7 772
Distribution by nat	ionality (paid staff) on 31 December			
French	Technical staff	19 420	20 016	20 672
Tronon	Executive staff	20 262	20 076	20 310
	Total	39 682	40 092	40 982
Other	Technical staff	264	229	230
	Executive staff Total	798 1 062	804 1 033	890 1 120
		1 002	1 000	1 120
Distribution by qua	alification level (paid staff) on 31 Dec	ember		
Technical staff, leve	Is A, B, C	4 018	3 971	4 155
	Is D, E	9 112	9 309	9 594
	ls F, G	6 554	6 965	7 153
	ls H, I	13 585	13 652	13 977
	ls J, K	6 430	6 193	6 173
Senior managers		1 045	1 035	1 050
Outside worl	kers and others			
Number of employ	vees belonging			
to an outside com	pany	7 863	6 928	7 719
Number of interns	(from schools, universities etc.)	3 422	3 829	4 553
Average number o	f temporary staff per month	506	450	700
	tomporany contracts (in days)	05.0	05.5	07.0

35.8

45 948

436.2

35.5

49 322

457.7

37.3

53 380

462.9

Average length of temporary contracts (in days)

Total number of hours worked by cleaning staff

Number of auxiliary staff during holiday periods\*

#### 13 Recruitment during the year in question

ricordianionit during the year in queene	11		
Number of new hires on permanent contracts			
Technical staff	1 100	1 030	1 274
Executive staff	1 000	772	2 099
Total	2 100	1 802	3 373
Number of new hires on fixed-term contracts			
Technical staff	1 707	1 495	1 582
Executive staff	411	197	27
Total	2 118	1 692	1 859
	2110	1 032	1 000
Of which number of new hires aged under 25			
Technical staff	448	375	53
Executive staff	196	201	34
Total	644	576	88
Departures during the year in question	n		
Total number of departures			
Technical staff	2 829	2 685	2 73
Executive staff	1 808	2 028	1 66
Total	4 637	4 713	4 39
	4 001	4710	+ 00
Number of resignations			
Technical staff	220	274	31
Executive staff	562	564	65
Total	782	838	96
Number of contract terminations			
Technical staff	16	10	1
Executive staff	22	20	3
Total	38	30	4
Number of redundancies for economic reasons			
Technical staff	29	71	
Executive staff	124	620	
Total	153	691	
Number of redundancies for other reasons			
Technical staff	94	98	9
Executive staff	118	170	11
Total	212	268	21
Number of fixed-term contracts coming to an end			
Technical staff	1 362	1 275	1 40
Executive staff	488	264	41
Total	1 850	1 539	1 81
Number of leavers before end of trial period			
Technical staff	246	289	27
Executive staff	36	70	13
Total	282	359	410
Number of leavers taking retirement or early retirement			
Technical staff	837	636	60
Executive staff	442	303	29
Total	1 279	939	89
Number of deaths			
	05	32	2
Technical staff	25	02	-
Technical staff	25 16	17	2

In 2013, internal mobility took precedence over external recruitments.

Increased hiring of work-study contracts, reflecting a proactive approach in terms of professional integration of young people.

This solely concerns voluntary departures within the scope of adaptation plans.

For numerous years, Societe Generale has been implementing an active internal advancement policy, which includes promoting access to the executive status.

Article L5212-13 of the French Employment Law lists the criteria for recognition of disability whether the employee is present or absent from the company. \*Companies of all sizes are included in the official declaration. (DOETH = mandatory declaration of the employment of disabled workers). However, since 2009, disabled people who have completed less than 6 months of work are counted based on their presence length in the company.

> Societe Generale's rate of absenteeism due to illness stands at 3.65% for technical staff and 1.58% for executive staff.

Promotions		2013	2012	2011
	ees promoted to a higher level	3 971	3 973	4 358
of which technicians	promoted to executive status	421	414	492
Unemployme	ent			
	es on short time working	0	0	0
Total number of ho	urs of short time working	0	0	0
Disabled wor	kers			
	workers as classified by Article	1 594	1 595	1 537
	abled workers as classified by the DOETH*	1 101	1 096	995
Absenteeism				
	absence / Total number of days paid	1 (%)		
	Technical staff	7.05	7.00	6.99
	Executive staff	4.19	4.16	3.96
	Total	5.58	5.56	5.48
Number of days of	absence			
-	Technical staff	508 016	521 273	533 207
	Executive staff	320 867	318 355	299 571
	Total	828 883	839 628	832 778
Number of days of	absence due to sickness			
	Technical staff	263 105	275 159	279 174
	Executive staff	120 613	118 332	114 178
	Total	383 718	393 491	393 352
Distribution of abse	nces due to sickness by duration			
up to 3 days	Technical staff	27 305	27 267	26 833
	Executive staff	14 889	13 905	11 853
	Total	42 194	41 172	38 686
4 to 30 days	Technical staff	81 518	83 096	84 697
	Executive staff	41 899	41 142	39 470
	Total	123 417	124 238	124 167
31 to 60 days	Technical staff	35 461	37 645	36 806
	Executive staff	18 099	18 734	17 021
	Total	53 560	56 379	53 827
more than 60 days	Technical staff	118 821	127 151	130 838
	Executive staff	45 726	44 551	45 834
	Total	164 547	171 702	176 672
Number of days of	absence due to work-related or com	muting acc	cidents	
	Technical staff	9 1 4 0	11 208	11 956
	Executive staff	5 727	4 342	4 025
Number of days of	Totalabsence due to maternity leave	14 867	15 550	15 981
Number of days of	Technical staff	204 122	204 326	210 253
	Executive staff	166 246	168 756	156 697
	Total	370 368	373 082	366 950
	absence for authorised holiday			
(family events, spec	cial leave of absence for employees			
	Technical staff Executive staff	24 741 26 435	23 948 25 335	25 008 23 119
	Total	51 176	49 283	48 124
	absence for other reasons			
Number of days of				
-	mps, youth camps, sports etc.)			
-	Technical staff	6 908 1 846	6 632	6 819 1 552
-		6 908 1 846 8 754	6 632 1 590 8 222	

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## **Remuneration and related expenses**

€52,644 average gross annual remuneration €1,330 per employee in average for profit sharing 7.45% of the share capital held by employees

	Remuneration	20	13	2012	2011
1	Average monthly remuneration (eur	o) 4	387	4 390	4 45
	Technical staff, levels A, B, C				
			552	1 574	1 63
			758	1 815	1 83
	Technical staff, levels D, E		532	2 549	2 53
			2543	2 549	2 53
	Technical staff, levels F, G				
			265	3 266	3 26
	Women		137	3 128	3 11
	Executive staff levels H, I				
			501	4 624	4 77
			048	4 056	4 07
	Executive staff levels J, K	8	536	8 639	9 26
			161	7 230	7 59
	Senior managers				
	Men		950	17 938	16 94
	Women		i 413	15 841	15 46
	Proportion of bonuses in annual de	claration (%)	17.4	18.7	21.
	Technical staff, levels A, B, C				
			2.6	4.8	6.
			3.9	5.9	7.
	Technical staff, levels D, E		8.7	9.3	10
			8.7 8.5	9.3 8.9	10. 10.
	Technical staff, levels F, G		0.0	0.0	10.
			9.4	9.8	11.
	Women		8.4	8.8	10.
	Executive staff levels H, I				
			13.3	16.1	19.
			10.2	11.1	12.
	Executive staff levels J, K		27.0	29.0	33.
			18.9	29.0	24.
	Senior managers Men		43.5	44.1	41.
			36.6	38.3	37.
	Breakdown of annual remuneration	in euro (% of employees	)		271
	Pay bracket		,		
	less than €18,	000	4.1	3.7	3.
	€18,000 to €2	21,000	0.5	0.5	0.
		24,000	2.6	2.2	2.
	,	27,000	5.3	5.1	5.
	,	36,000	25.8	27.1	27.
	,	54,000	33.1	33.0	32.
				21.7	
	,	100,000	22.1		20.
	over €100.000	)	6.6	6.6	7.

Total gross annual remuneration divided into 12 equal payments.

#### The average gross annual remuneration is €52,644, comprising fixed and variable wages, bonuses and other indemnities (excluding profitsharing, incentive scheme and employer matching contributions).



Relates to remuneration received throughout the year, including variable payments based on results from previous years.

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Pay differentials

(in thousands of euros)

or partly performance-related

**Related expenses** 

Company benefits See booklets:

Difference between the average salary of the 10% of employees on the highest salaries and that of the 10% of employees on the lowest salaries

Total sum of the ten highest remuneration packages

Method of calculating remuneration

Percentage of employees whose salaries are wholly

Technical staff

Executive staff

Number of employees receiving commission

Total

2013

7.8

0

0

9 042

9 042

21 041

2012

7.6

0

0

9 4 4 8

9 448

7.45

43.9

7.61

40.1

19 133

2011

8.0

0

0

9 843

9 843

39.9

40.5

26.1

14.9

5.6 5.6

74.0

0.0

567 405

726

1 764

1 134

2 348

0

7.55

65.9

100.2

24 459

		<ul><li>Salary and benefits</li><li>Insurance information sheet</li></ul>		
		Total payments to temp agencies (in millions of euros)	33.2	27.3
	25	Total payroll expenses		
		Staff costs / Net banking income (%)	46.7	50.7
	26	Employee profit sharing (in millions of	euros)	
		Special profit sharing reserve	7.6	9.9
		of which: – contribution for the financial year	7.5	9.9
		- contribution for previous years	0.0	0.0
		- penalty interest	0.0	0.1
The profit-sharing		Discretionary profit sharing	54.2	59.0
and incentive scheme figures		Exceptional bonus		
are the amounts paid		(Work dividend, "Villepin" bonus)	0.0	0.0
in 2014 in respect of 2013 performance. They reflect		Total financial remuneration	61.7	69.0
the company's annual results.		Average profit sharing sum per participating employee (i	n euro)	
		All	168	218
		Technical staff	117	153
		Executive staff	215	279
		Average discretionary profit sharing sum per participatin	g employee	e (in euro)
		All	1 330	1 434
		Technical staff	833	916
		Executive staff	1 770	1 908
		Value of extraordinary bonus per participating employee (in euro)	0	0
		Percentage of capital held by employees		

through mandatory profit sharing system

(gross in millions of euros)

Employer contributions paid into mutual funds

Total employer matching contributions paid in 2013 on the PEE and PERCO

savings plans.

INTRODUCTION

## Health and welfare

9,099 employees trained to safety

€72<sup>million</sup>

spent on safety

### 816 meetings of the Health, Safety and Working Conditions Committee

	Work-related and commuting accidents			
	Number of work-related accidents resulting in a leave of	f absence		
	Total	174	201	233
	Number of days of absence due to work-related accide	nts		
	Total	5 225	6 494	6 106
	Number of cases of permanent disability (partial or tota	l) declared	to the com	pany
	French	4	1	3
	Others	0 4	0 1	(
	Total	4	I	3
	Number of fatal accidents		0	
	Total work-related	1	0	2
	Total commuting	0	0	0
	Number of commuting accidents resulting in a leave of			
	Technical staff	240	240	283
	Executive staff Total	141 381	125 365	92 375
52	Distribution of work-related accidents	s by cat	egory	
32	Number of accidents caused by serious risks (codes 32 to 40)		egory 0	(
32	Number of accidents caused by serious	-		61
32	Number of accidents caused by serious risks (codes 32 to 40) Number of accidents caused by	0	0	
32	Number of accidents caused by serious risks (codes 32 to 40) Number of accidents caused by falls from height (code 02) Number of accidents caused by machinery excluding those falling under the above codes (codes 09 to 30) Number of accidents involving handling, transfer	0	0	61
32	Number of accidents caused by serious risks (codes 32 to 40) Number of accidents caused by falls from height (code 02) Number of accidents caused by machinery excluding those falling under the above codes (codes 09 to 30)	0 57 0	0 59 0	61 C
32	Number of accidents caused by serious         risks (codes 32 to 40)         Number of accidents caused by         falls from height (code 02)         Number of accidents caused by machinery         excluding those falling under the above codes         (codes 09 to 30)         Number of accidents involving handling, transfer         or storage, (codes 01, 03, 04, 06, 07, 08)         Number of accidents caused by accidental         movement of objects (code 05)	0 57 0 190 6	0 59 0 199 5	61 C 167
32	Number of accidents caused by serious         risks (codes 32 to 40)         Number of accidents caused by         falls from height (code 02)         Number of accidents caused by machinery         excluding those falling under the above codes         (codes 09 to 30)         Number of accidents involving handling, transfer         or storage, (codes 01, 03, 04, 06, 07, 08)         Number of accidents caused by accidental	0 57 0 190	0 59 0 199	61 C
	Number of accidents caused by serious         risks (codes 32 to 40)         Number of accidents caused by         falls from height (code 02)         Number of accidents caused by machinery         excluding those falling under the above codes         (codes 09 to 30)         Number of accidents involving handling, transfer         or storage, (codes 01, 03, 04, 06, 07, 08)         Number of accidents caused by accidental         movement of objects (code 05)         Other cases	0 57 0 190 6 170	0 59 0 199 5 197	61 0 167 6 229
33	Number of accidents caused by serious risks (codes 32 to 40)         Number of accidents caused by falls from height (code 02)         Number of accidents caused by machinery excluding those falling under the above codes (codes 09 to 30)         Number of accidents involving handling, transfer or storage, (codes 01, 03, 04, 06, 07, 08)         Number of accidents caused by accidental movement of objects (code 05)         Other cases         (of which declarations following hold-ups)	0 57 0 190 6 170	0 59 0 199 5 197	61 0 167 6 229
	Number of accidents caused by serious risks (codes 32 to 40)         Number of accidents caused by falls from height (code 02)         Number of accidents caused by machinery excluding those falling under the above codes (codes 09 to 30)         Number of accidents involving handling, transfer or storage, (codes 01, 03, 04, 06, 07, 08)         Number of accidents caused by accidental movement of objects (code 05)         Other cases         (of which declarations following hold-ups)         Descupational disease         Number of cases and type of occupational	0 57 0 190 6 170 8	0 59 0 199 5 197 21	61 0 167 6 229 41

As per the classification code for work-related accidents (10/10/1974 decree on committees or professional organisations for hygiene and safety) Expenditure on the safety of persons (not goods/property).

Over 20% of the workforce was given security training in 2013.

Over 23,000 questionnaires filled in during an internal survey aiming at assessing stress for employees.

34	Health, safety and working conditions committees	2013	2012	2011
	Number of HSWCC meetings	816	781	866
35	Expenditure on safety			
	Employees trained in safety	9 099	9 816	10 296
	Estimate of expenditure on safety budgeted for the following year (in millions of euros)	73.4	76.8	84.0
	Actual expenditure for the year in question (in millions of euros)	72.4	78.3	91.7

## **Other working conditions**

4,445 employees working part-time 92% of employees on shift work or working nights are technicians

## €70 million

spent on improving working conditions

Organisation of wor	king hours	2013	2012	2011	
Average weekly working hou	rs (in hours)	39	39	39	
Number of employees taking	compensatory rest				
based on the legal system	Technical staff Executive staff Total	95 24 119	99 17 116	106 21 127	
based on a contractual system	Technical staff Executive staff Total	0 0 0	0 0 0	0 0 0	
Number of employees with fle	exible hours				
	Technical staff Executive staff Total	4 719 1 117 5 836	4 903 1 061 5 964	5 121 1 006 6 127	
Number of employees emplo	yed part-time as of 31 Dec	ember			
Total	Technical staff Executive staff Total	2 849 1 596 4 445	2 954 1 508 4 462	2 945 1 395 4 340	
of which part-time $+(1)+(2)+(3)$	Technical staff Executive staff Total	559 121 680	582 126 708	589 110 699	
Societe Generale (1)	Technical staff Executive staff Total	169 35 204	199 41 240	223 30 253	
Illness (2)	Technical staff Executive staff Total	267 39 306	257 37 294	249 27 276	
Social security (3)	Technical staff Executive staff Total	124 47 171	126 48 174	117 53 170	
Number of employees taking rest days per week throughout		All employees (with some particular exceptions)			
Average annual leave (days)		26	26	26	
Number of rest days		31	29	28	
of which public holidays on a	Saturday Monday	10.0 7.0	8.0 7.0	7.0 5.0	
Organisation and ty	pe of work				
Number of employees on shi	ft work or working nights				
	Technical staff Executive staff Total	83 7 90	100 7 107	111 6 117	
Physical working c			101		
Number of employees regular levels of over 85 decibels at t	ly exposed to noise	52	51	50	
Number of samples, toxic pro and measurements		1 820	1 908	1 853	

With the exception of the Nantes entity - Agreement of 15 May 1997 (32h), and branches working 37h22.

(1) Societe Generale part-time not linked to illness.

(2) Part-time due to illness (recipient of disability benefits or doctor's note).

(3) Part-time return to work.

Excluding additional holidays outside the period and potential increases.

Excluding executives working a fixed number of days (25 days) and employees in branches on 37h22 (19 days).

#### 44 Changes to the way work is carried out

Actual expenditure for the year in question

Number of employees affected by changes to impro	ve the way wor	is carried	out
Introduction of ATMs	600	625	498
Department restructuring		1 749	404
Integration of IT procedures		267	455
Computerisation		349	3 837
Total	16 804	2 990	5 194
Expenditure to improve working co (in millions of euros)	onditions		
Estimated budget for working conditions improvement programme for the following year	83.8	81.1	85.6

88.4

69.9

68.4

Expenses for interior fitting of premises.

45

## Training

3.62% of total payroll dedicated to vocational training

19,672 employees trained 862,319 hours of training paid

Continuous v	ocational training	2013	2012	2011
•	payroll expenses dedicated	0.0001	0.470	4 1 7 0
	onal training		3.47 %	4.17%
	of euros) spent on continuous tra	-		
	nised within the company		22.2	23.
	trainees		21.9	29.
-	accordance with agreements		19.1	26.
			4.7	4.
(including 0.5% OPCA	*	13.0	14.0	13.
0			0.07	0.1
I OTAI		83.0	81.9	97.
Number of employee	es trained	19 672	22 881	26 82
Men	Technical staff	2 171	3 431	4 01
	Executive staff	6 744	5 774	7 44
	Total	8 915	9 205	11 46
	Technical staff	5 000	0.000	0.07
Women	Technical staff	0.000	8 008	9 07
	Executive staff		5 668	6 29
	Total	10 757	13 676	15 36
Number of hours of	training Paid	862 319	870 488	986 71
Men	Technical staff	138 600	148 834	170 54
	Executive staff	223 382	190 943	213 66
	Total	361 982	339 777	384 20
Women	Technical staff	300 840	331 964	386 58
	Executive staff	199 497	198 747	215 92
	Total	500 337	530 711	602 50
Unpaid		835	2 795	7 60
Men	Technical staff		182	90
	Executive staff	221	1 173	2 22
	Total	266	1 355	3 12
Women	Technical staff	168	517	2 84
	Executive staff		923	1 62
	Total	569	1 441	4 47
Breakdown by type	of training			
	nts	75 333	60 348	68 40
Adaptation to worksta	tion	24 088	12 372	17 71
	evelopment		26 321	20 53
	•		20 159	27 73
	ntitlement)		1 496	2 42
Paid hours			870 488	986 71
	tion		247 286	273 35
	evelopment		250 806	316 12
-	evelopinent		312 074	309 19
· · · · ·	ntitlement)		60 322	88 03
Unpaid hours		835	2 796	7 600

The expenditures accounted for only include costs chargeable to training. The percentage of payroll expenses spent on continuous training (chargeable and non-chargeable training) is 4.60%.

Training investment amounting to more than twice the legal requirement of 1.6%.

This indicator covers all employees trained under the training plan and individual training entitlement (DIF).

Paid training hours are paid in accordance with the training programme or the DIF (Individual Training Entitlement) within working hours. Unpaid training hours are unpaid in accordance with the DIF outside working hours. Since 2009, the regulations have changed. Only chargeable training is taken into account. The total number of hours of training (chargeable and nonchargeable) is 1,024,684.

The training actions are broken down according to legal classification as per the Law of 4 May 2004.

Numerous training programmes made it possible to improve the employability of employees and keep up with internal restructuring operations.

51	Continuous vocational training (cont.)	2013	2012	2011
	Adaptation to workstation	0	0	0
	Job retention or job development	0	0	0
	Development of skills	0	0	0
	DIF (Individual Training Entitlement)	835	2 796	7 600
<b>52</b>	Training leave			
	Number of employees taking paid training leave	20	16	35
	Number of employees taking unpaid training leave	0	5	0
	Number of employees who refused training leave	0	0	0
53	Apprenticeship			
	Number of apprenticeship contracts signed during the year	693	621	583

Excluding actions that are part of the training plan.

Only concerns apprenticeship contracts signed during the year (excluding work-study contracts).

## **Professional relations**

849 employee delegates 84 national trade union delegates

### **10** agreements signed

Employ	vee repre	sentatives	2013	2012	2011
	on in election uring the yea	s (per college) for Works Co r (as %)	ouncils		
Employee c	delegate	Technicians Management		75.6 41.4	75. 41.
Works Cou	ncils	Technicians Management		75.2 41.6	74. 41.
Total numb	per of hour cr	edits granted during the yea	ar		
				157 440 656	155 52 64
				147 420 819	148 14 82
				69 960 276	65 77 27
				39 960 555	39 16 54
Number of	meetings wit	h employee representatives	3		
CWC		essions		5	
		nary sessions		7	
		ve session		Ū	
Approval co	ommittee for n	ninutes of the CWC	5	5	
				1/month 133	1/mont 13
	commissions ns and sub-co	ommissions of the CWC)	159	180	18
Group Cou	ncil			4	
European V	Vorks Council			2	
				1/month 147	1/mont 14
National tra	de union deleg	gates		65	5
	ites		0	0	

Excluding time spent in meetings with the employer and special HSWCC credits.

CWC = Central Works Council HSWCC = Health, Safety and Working Conditions Committee.

#### 61 Employee representatives (cont.)

Signature dates and subjects of the agreements signed within the company and the banking profession

### **1 – ELECTION AGREEMENT PROTOCOLS**

• 46 protocols for elections of • 34 protocols for elections of personnel representatives establishment committees HSWCC

### 2 – WAGE AGREEMENTS

#### 13 December 2013

Any employee, excluding persons on work-study contracts, who comes under the banking classification, was working as a Societe Generale employee in France at 31 December 2013 on full pay or half pay with at least six months length of service at that date and still part of the workforce at the time of payment, and who received

a variable portion of less than €12,000 in 2013, is entitled to the following:

• a €450 bonus if the person's annual basic wage at 31 December 2013 is below or equal to €26,000,

• a €300 bonus if the annual basic wage at 31 December 2013 is between €26,001 and €35,000 inclusive

- 74 protocols for elections of the
- a €200 bonus if the annual basic wage at 31 December 2013 is between €35,001 and €50,000 inclusive

The bonus is paid with the January 2014 wage and is proportional to the payment factor at 31 December 2013 for part-time employees, on this date.

### **3 - MISCELLANEOUS AGREEMENTS WITHIN THE PROFESSION**

### 21 January 2013

Amendment to the 25 February 2005 agreement on banking occupational pensions

### 5 February 2013

Wage agreement of 5 February 2013

### 4 – AGREEMENTS SIGNED WITHIN THE COMPANY

#### 18 January 2013

Company agreement on the supplementary pension scheme for Societe Generale employees. Amendment no. 4 to the Personal

Protection Insurance Agreement of 22 December 1999.

Amendment no. 11 to the Workforce Agreement of 7 July 2000.

#### 13 February 2013

Agreement on the evolution of professions, skills and employment

Agreement on social support measures as part of the project to convert certain IT-related and technical logistics business lines within SIOP/DSI/PLT.

Agreement on support measures as part of the project to close the Parc de Bercy and Réaumur customer services divisions.

### 18 June 2013

Agreement on eliminating male-female wage gaps.

24 June 2013

Agreement on reallocating commission payments to banking technicians (TMBs) in the sales force of the French retail banking, as well as PRIV/FRA within the average gross annual remuneration, and the variable portion.

### 11 July 2013

Agreement on one-off withdrawal of funds received under profit-sharing and incentive schemes.

Agreement on the experimental introduction of teleworking at Societe Generale.

### 31 July 2013

Amendment no. 2 to the 13 February 2013 agreement on the evolution of professions, skills and employment,

#### 6 September 2013

Amendment no. 5 to the collective agreement of 12 July 2006 establishing a mandatory medical expense regime for Societe Generale personnel.

Amendment No. 6, summary to the collective agreement of 12 July 2006 and its amendments, establishing a mandatory medical expense regime for Societe Generale personnel.

#### 17 October 2013

Agreement favouring employment and professional integration of disabled persons - 2014 to 2016.

#### 18 October 2013

Protocol on the distribution of HSWCCs as part of the renewal of the HSWCC's of the Paris central departments.

#### 20 December 2013

Amendment no. 12 to the company agreement of 7 July 2000.

#### 61 Employee representatives (cont.)

### 2012

The 7 agreements signed concerned the introduction of social safeguards as part of reorganisations and business transfers, gender equality, operations of the Central Works Council, the budgets for subsidising the Central Works Council and trades unions, re-election of the European Works Council, renewal of the Group Committee, regulations governing the retiring savings plan (PERCO SG), operation and resources of the HSWCCs in Paris, as well as the re-election of certain committee members and staff delegates.

### 2011

The 13 agreements signed mainly concerned performance appraisals, gender equality, incentive and profit-sharing schemes, the profit-sharing bonus, the re-election of the Central Works Council and of part of the Local Works Council and staff delegates.

Number of employees taking leave for economic, social or			
trade union training	284	254	230

62 Information and communication	2013	2012	2011
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#### Induction procedures

Since 2012, the welcome pack is paperless. The following documents can be viewed on the HR Online intranet:

- Bank's Collective Agreement
- "Starting" brochure (integration of new employees)
- My Societe Generale
- The Group's Strategy
- Resource portal
- HR Online
- Health insurance information leaflet
- CSR of Societe Generale Group
- Provident insurance brochure
- Company's current internal rules and charter for the use of electronic communication resources - The risk intranet
- The code of conduct
- The blog tousuniques.fr
- Employee savings

#### Internal communication procedures

- Internal newspaper dedicated to the French retail network, "Réseau & Co" – "Réussir"

- Instructions
- Societe Generale intranet sites

System of one-to-one meetings

At the annual employee appraisal meeting for technicians and managers, and upon request.

#### 63 **Procedures**

Number of instances of arbitration before national joint arbitration boards	0	3	0
Number of court cases where the company was at fault			
– involving an employee – involving a trade union	64	93	78
- other	2 9	9	0 8
Number of formal notices and reports from			
the Labour Inspection office	0	0	2

## Other living conditions relating to the company

€**10,7**<sup>million</sup>

spent on crèche and childcare €386 million of employer contribution

for pensions

71

72

### €19\_4 million

dedicated to the CWC social and cultural activities

More than 1,300 employees were vaccinated against seasonal flu, mainly among the staff of the Central Divisions.

More than 500 families have used the Flexi Crèche temporary day-care solution since its creation in September 2009.

	e benefits ns of euros)	2013	2012	2011
Breakdown	of expenditure			
– Housing: pa	ayments and misc. costs	. 20.9	21.4	20.7
	ion		61.0	59.8
<ul> <li>Medical and</li> </ul>	d social services	. 10.9	10.7	10.4
- Long-servic	e awards	. <b>9.9</b>	9.8	9.0
– Misc. subsi	dies	. 8.3	9.9	10.7
- Holiday allo	wances	. 5.7	5.3	5.1
- Study grants		. 4.1	3.9	3.7
- Crèche and childcare		. 10.7	10.4	9.8
Total		130.9	132.3	129.1
- Housing: to	otal advances as of 31/12/2012	1 919.0	1 788.9	1 597.6
Payments m	ade			
To the CWC	"Social and cultural activities" budget of the CWC and WCs	. 19.4	19.4	19.4
	of which WC budgets	. 9.7	9.7	9.7
On behalf of	-			
	Catering subsidy	41.3	42.3	40.4
	CWC operating subsidy	. 2.5	3.1	3.1
	Operating subsidy for WCs	1.8	1.8	1.8
Total		65.0	66.6	64.7

357.8	367.7	363.1
315.1	326.0	322.4
386.2	393.7	394.7
155.1	155.5	154.0
	315.1 386.2	315.1         326.0           386.2         393.7

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INTRODUCTION

QUESTIONS TO EDOUARD-MALO HENRY

DETAILED DATA

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FIRST PAGE

