

# **SOCIETE GENERALE GROUP RESULTS**

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3rd quarter and nine months 2020 | 05.11.2020

**THE FUTURE  
IS YOU**  **SOCIETE  
GENERALE**

# DISCLAIMER

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

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

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

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

Therefore, although Societe Generale believes that these statements are based on reasonable assumptions, these forward-looking statements are subject to numerous risks and uncertainties, in particular in the Covid-19 crisis context, including matters not yet known to it or its management or not currently considered material, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. Important factors that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among others, overall trends in general economic activity and in Societe Generale's markets in particular, regulatory and prudential changes, and the success of Societe Generale's strategic, operating and financial initiatives.

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

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The financial information presented for the quarter and nine months ending 30 September 2020 was reviewed by the Board of Directors on 4 November 2020 and has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date. This information has not been audited.

**1**

# **INTRODUCTION**

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# Q3 20 RESULTS: REBOUND VS. Q2 20

## REBOUND IN BUSINESS PERFORMANCE

**Group Revenues up**  
**+11.4%\*(+9.7%)** in Q3 20 vs. Q2 20  
**+0.5%\* (-2.9%)** in Q3 20 vs. Q3 19

**Rebound in all businesses**  
supported by recovery in activity in retail and financial services activities and normalising performance in Global Markets

## FURTHER DECREASE IN COSTS

**Continued decrease in costs**  
**-5.6%\*(-8.2%)** in Q3 20 vs. Q3 19

**Positive jaws effect**

**Increase in gross operating income (+14.6%\* in Q3 20 vs. Q3 19)**

**2020 underlying operating expenses expected at EUR ~16.5bn**

## SIGNIFICANT DECREASE IN COST OF RISK

**40bp** in Q3 20  
**67bp** in 9M 20

**Strong quality of asset portfolio**  
NPL ratio at 3.4%

**2020 cost of risk expected at around 70bp**

## STRONG CAPITAL AND LIQUIDITY POSITION

**CET 1 level at 13.2%<sup>(1)</sup>**

**Strong balance sheet and liquidity profile**

**Provision for dividend<sup>(2)</sup>**  
**EUR 0.21 per share**

**CET1 ratio expected above 12% at end-2020 assuming full TRIM regulatory impact**

(1) Including +19bp of IFRS 9 phasing and ~+10bp impact of closing of SG Finans dated 1 October 2020

(2) Based on 50% of underlying Group net income minus interests on deeply subordinated notes and undated subordinated notes for 9M 20

# NEW STAGE IN ENERGY TRANSITION LEADERSHIP

## STRENGTHENING COMMITMENT



### #1 worldwide in renewable energy financing<sup>(1)</sup>

- ✓ Share of renewable energies in the electricity mix financed by the Bank exceeds 50% at mid-2020



### New target to align oil and gas activities

- ✓ Reduce overall exposure to oil and gas extraction sector by 10% by 2025
- By supporting the energy transition of our clients, through a priority of financing renewable energies and gas in the transition phase
- By stopping new financing of onshore oil & gas extraction in the US (Reserve Based Lending)



### Accelerating exit from coal

- ✓ Reduce to zero our exposure to thermal coal in 2030 in OECD and EU countries and 2040 elsewhere



### Further alignment across all sectors

- ✓ IEA SDS 2020 scenario serving as Group's reference
- ✓ Progress underway to set further sector targets

(1) source: IJ Global, end-September 2020

(2) a 5-bank pledge of Societe Generale, BBVA, BNP Paribas, ING and Standard Chartered

## LEADING INDUSTRYWIDE EFFORT



### Common methodology to enable alignment of credit portfolios with the Paris Agreement

- ✓ PACTA for Banks: joint publication of a methodology with the Katowice Banks<sup>(2)</sup>



### Co-constructing with clients for new business solutions

- ✓ First commercial bank to sign CFO Principles for SDG-aligned corporate finance



### Delivering best-in-class frameworks and reporting

- ✓ Publication of a new Sustainable and Positive Impact Bond Framework : Societe Generale EUR 1bn Green Positive Impact bond issue
- ✓ Second Climate Disclosure report published

# ENHANCED VALUE PROPOSITION FOR CLIENTS

## STRENGTHENING LEADERSHIP WITH CORPORATE AND INSTITUTIONAL CLIENTS

### Leadership positions in Europe

- #3** in All International Euro-denominated Corporate Bonds EMEA<sup>(2)</sup>
- #1** in Renewable Energies financing worldwide<sup>(3)</sup>
- #2** in All French Euro-denominated Corporate Bond<sup>(2)</sup>
- #2** in Syndicated loans MLA France<sup>(2)</sup>

### Increasing commitments to corporate clients

More than EUR 20bn of State-guaranteed loans at Group level

### Keep focusing on client satisfaction

Best Issuer of Listed Products in Germany for quality of service and offering<sup>(4)</sup>

## INCREASING RELEVANCE WITH RETAIL CLIENTS

### Consolidating leadership in French online banking

Boursorama #1 online bank in France with ~2.5m clients, #1 in client satisfaction<sup>(1)</sup>

### Further progress in digital adoption in international retail banking

50% digital customers<sup>(5)</sup>, 72% for Komerční Banca clients, vs. 47% market average in Europe<sup>(6)</sup>

### First large retail french bank offering open architecture for savings from Q1 2021

### Developing new insurance offer

#1 collective retirement insurance by SG Insurance

(1) Source Bain&Company, 2020

(2) Source Dealogic, 01/01/2020 - 30/09/2020

(3) Source IJ Global, 01/01/2020 - 30/09/2020

(4) Source Börse Online Survey, Edition 42/2020, Issuer Services survey 2020

(5) Average across Group's European entities, % digital clients=30-day active customers in online or mobile channel/active customers (as at end-June 2020).

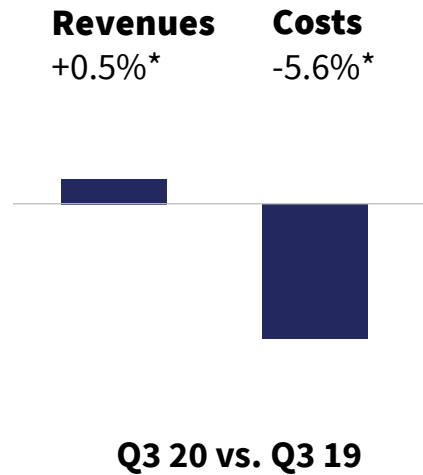
(6) Source : Finalta, Retail Digital and Multichannel Benchmark, 2020

# **2 Q3 20 AND 9M 20 RESULTS**

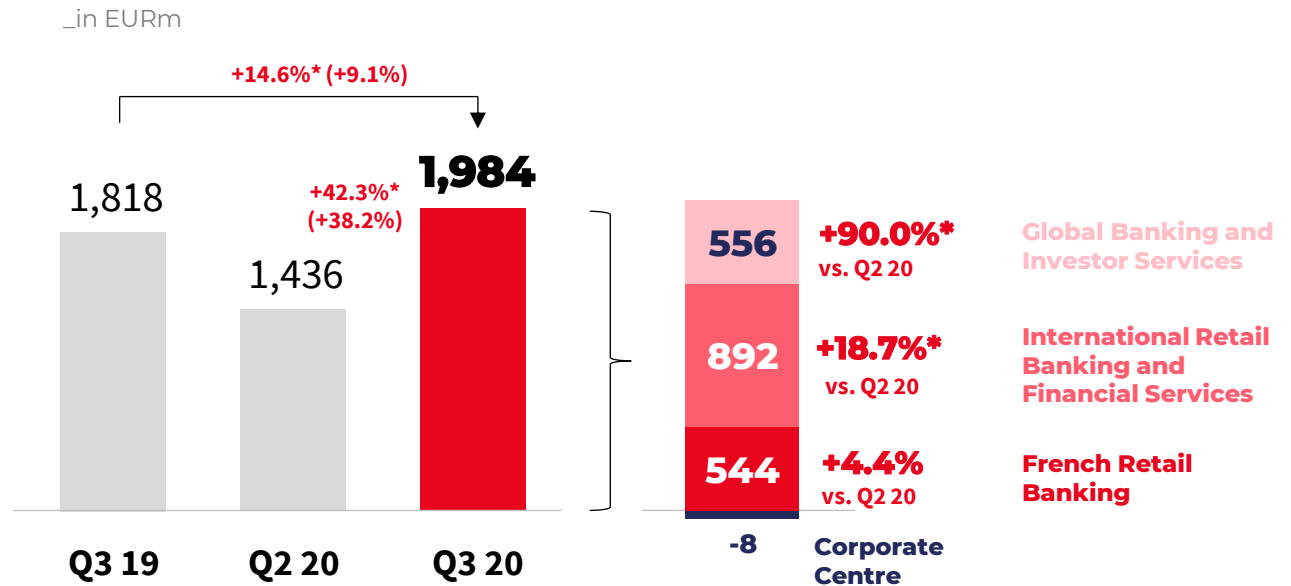


# STRONG INCREASE IN GROSS OPERATING INCOME +14.6%\*(+9.1%) VS. Q3 19

**POSITIVE JAWS AT GROUP LEVEL**



**GROSS OPERATING INCOME UP +42.3%\* vs. Q2 20**



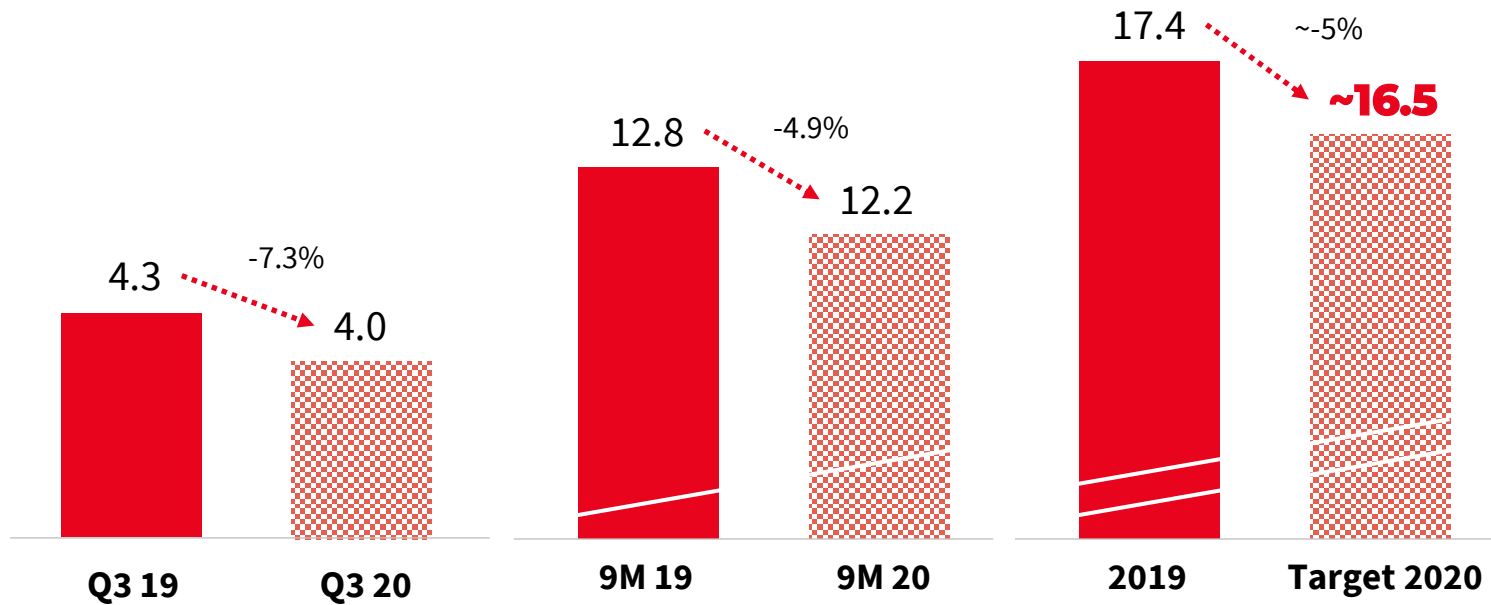
**Q3 20 Group net income at EUR 862m, +9.8%\* (+0.9%) vs. Q3 19**

(1) Underlying data: adjusted for IFRIC 21 linearisation  
\*when adjusted for changes in Group structure and at constant exchange rates



# WELL ON TRACK TO ACHIEVE EUR 16.5BN 2020 COST TARGET

\_Underlying costs (EURbn)



**ON TRACK TO ACHIEVE A ~-5%  
COST DECREASE IN 2020**

**WORKING ON COST  
REDUCTION INITIATIVES  
BEYOND 2020**

EUR -450m in Global Markets by 2022/2023

On-going study in French Retail Banking

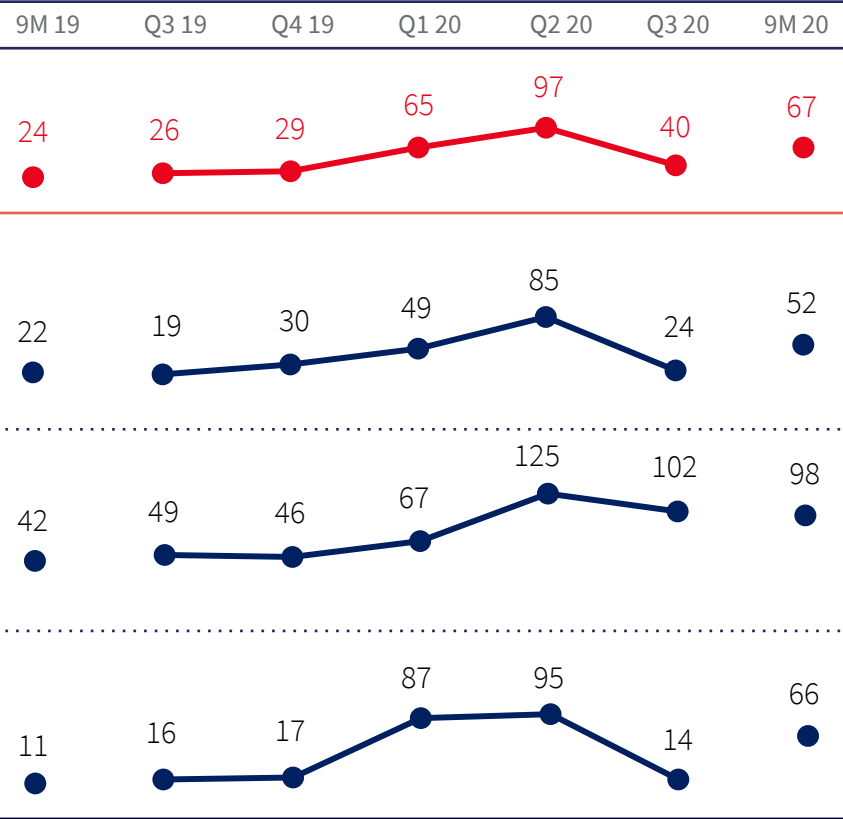
Continuous improvement of transversal  
processes

Progressive benefit of completion of  
remediation effort in 2022 onwards

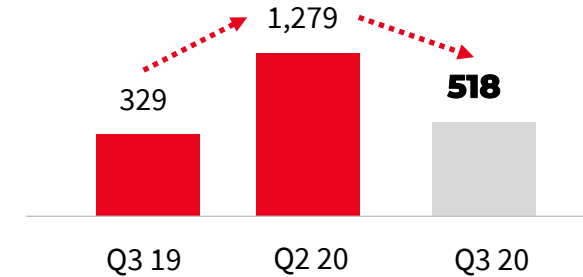
Acceleration on digitalisation

# DECREASE IN COST OF RISK

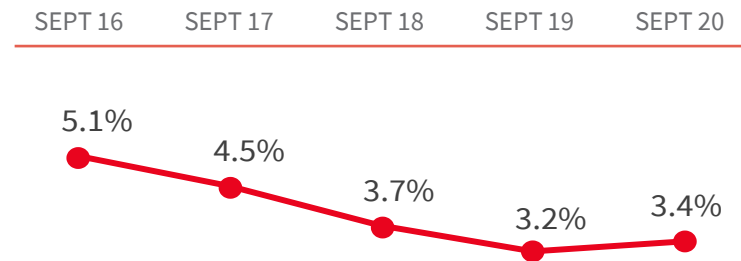
\_Cost of risk<sup>(1)</sup> (in bp)



## COST OF RISK (in EURm)



## NON-PERFORMING LOAN RATIO<sup>(2)</sup>



**GROSS COVERAGE RATE: 52% at end-september 20**

**2020 COST OF RISK EXPECTED AT AROUND 70BP**

(1) Outstandings at beginning of period. Annualised.

(2) According to new EBA methodology. The NPL rate calculation was modified in order to exclude from the gross exposure in the denominator the net accounting value of the tangible assets for operating lease. Historical data restated. See supplement.

# SOLID RISK PROFILE

## STRONG ASSET QUALITY

### SOLID CORPORATE PORTFOLIO

58% of corporate exposure on credit risk on **INVESTMENT GRADE** counterparties

**DIVERSIFIED** exposure

**EXPOSURE TO MOST AFFECTED SECTORS, -4PP BELOW EUROPEAN BANKS AVERAGE ACCORDING TO EBA METHODOLOGY<sup>(1)</sup>**

### SOUND RETAIL PORTFOLIO

#### SELECTED GEOGRAPHIES

Residential mortgages > 50% of retail credit risk, mostly in France (with ~80% of outstandings secured by Crédit Logement)

Solid specialized consumer finance exposure (with ~65% of outstandings in car finance)

### LIMITED IMPACT OF EXPIRED MORATORIUM

Exposures as of end of June 2020

(1) Exposure to most affected sectors – Spring 2020 EU-wide transparency exercise (EBA)

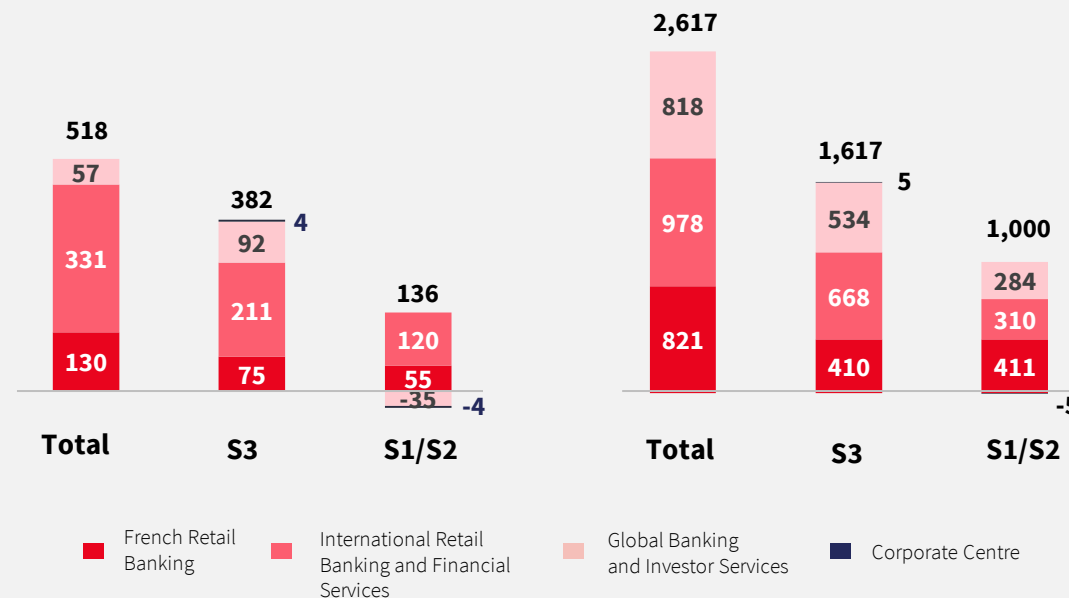
December 2019 - Loans and advances to non-financial corporations other than held for trading – gross carrying amount

(2) Outstandings at beginning of period. Annualised..

## PRUDENT PROVISIONING APPROACH

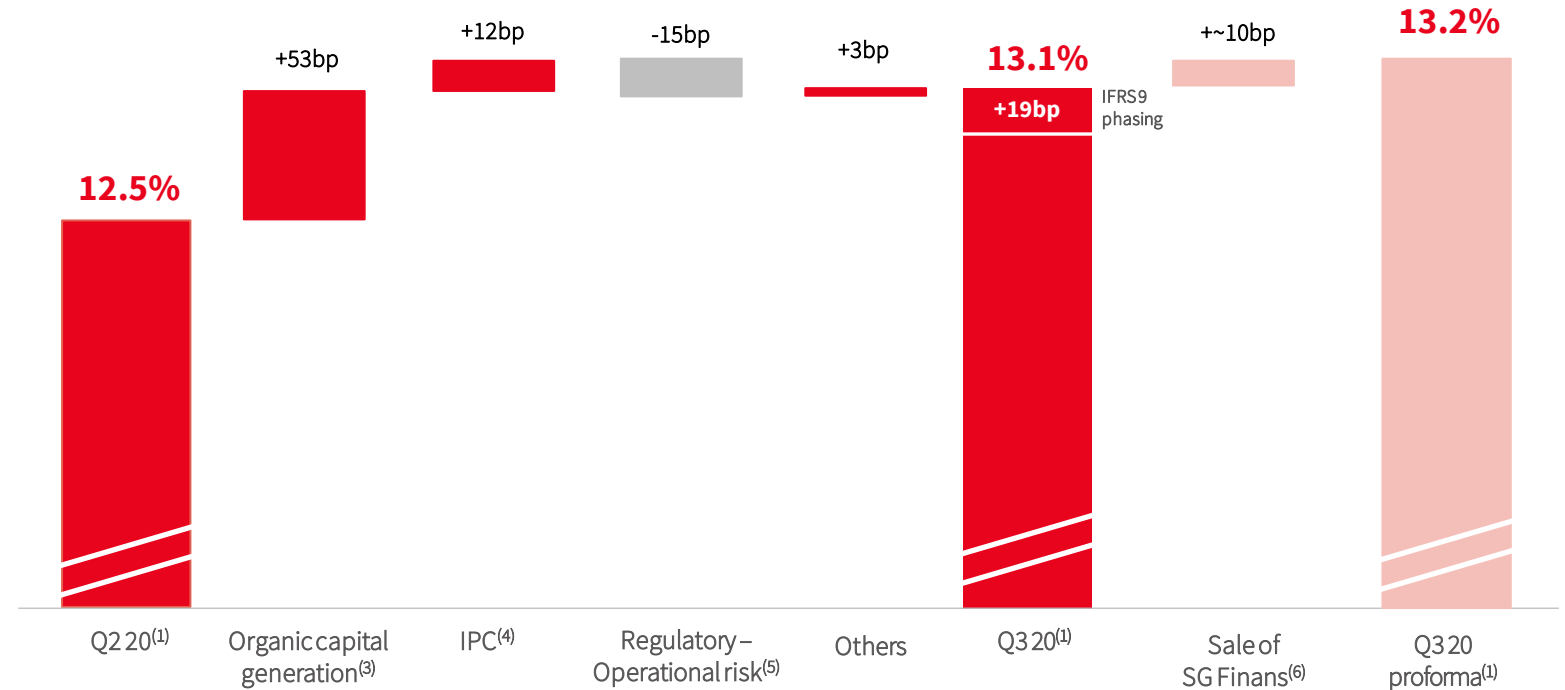
\_ Q3 20 Cost of risk<sup>(2)</sup> (in EURm)

\_ 9M 20 Cost of risk<sup>(2)</sup> (in EURm)



# CET1 RATIO UP AT 13.1% (13.2% PROFORMA)

\_Q3 20: change in CET1<sup>(1)</sup> ratio (in bp)



**CET1 AT 13.2%**

~420bp buffer over MDA at 9.02%

**LEVERAGE RATIO AT 4.4%**

**TOTAL CAPITAL AT 18.2%**

**TLAC<sup>(2)</sup> RATIO: 29.6% OF RWA**

**BALANCE SHEET MEETING  
MREL REQUIREMENT**

**CET1 RATIO EXPECTED ABOVE 12% AT END-2020  
ASSUMING FULL TRIM REGULATORY IMPACT**

- (1) Including IFRS 9 phasing. Based on CRR/CRD4 rules, including the Danish compromise for Insurance. See Methodology.
- (2) Including 2.5% of Senior Preferred debt
- (3) Group net income +20bp (Including -4bp of hybrid coupons), dividend provision -5 bp based on 50% of underlying Group net income minus interests on deeply subordinated notes and undated subordinated notes, organic RWAs +35bp (including +24bp net impact of State-guaranteed loans)
- (4) Irrevocable payments commitments (SRF)
- (5) Application of commission delegated regulation (2018/959) on the assessment methodology of Advanced Measurement Approches for operational risk
- (6) CET1 impact of the closing of SG Finans dated 1 October 2020

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

# GROUP RESULTS

<i>In EURm</i>	Q3 20	Q3 19	Change		9M 20	9M 19	Change	
Net banking income	5,809	5,983	-2.9%	+0.5%*	16,275	18,458	-11.8%	-9.4%*
Operating expenses	(3,825)	(4,165)	-8.2%	-5.6%*	(12,363)	(13,224)	-6.5%	-4.5%*
<i>Underlying operating expenses(1)</i>	(4,002)	(4,317)	-7.3%	-4.8%*	(12,186)	(12,816)	-4.9%	-2.8%*
Gross operating income	1,984	1,818	+9.1%	+14.6%*	3,912	5,234	-25.3%	-22.3%*
<i>Underlying gross operating income(1)</i>	1,807	1,666	+8.5%	+14.4%*	4,089	5,642	-27.5%	-24.9%*
Net cost of risk	(518)	(329)	+57.4%	+67.7%*	(2,617)	(907)	x 2.9	x 3.0*
Operating income	1,466	1,489	-1.5%	+2.9%*	1,295	4,327	-70.1%	-69.6%*
<i>Underlying operating income(1)</i>	1,289	1,337	-3.6%	+1.3%*	1,472	4,753	-69.0%	-68.6%*
Net profits or losses from other assets	(2)	(71)	+97.2%	+97.2%*	82	(202)	n/s	n/s
<i>Underlying net profits or losses from other assets(1)</i>	(2)	42	n/s	n/s	159	47	x3.4	x3.3*
Impairment losses on goodwill	0	0	n/s	n/s	(684)	0	n/s	n/s
Income tax	(467)	(389)	+20.1%	+20.1%*	(1,079)	(1,034)	+4.4%	+23.0%*
<b>Reported Group net income</b>	<b>862</b>	<b>854</b>	<b>+0.9%</b>	<b>+9.8%*</b>	<b>(728)</b>	<b>2,594</b>	<b>n/s</b>	<b>n/s</b>
<i>Underlying Group net income(1)</i>	742	855	-13.2%	-5.9%*	803	3,183	-74.8%	-74.7%*
ROE (2)	5.7%	5.3%			-3.0%	5.5%		
ROTE (2)	6.5%	6.1%			-1.4%	6.7%		
<i>Underlying ROTE (1) (2)</i>	5.5%	6.1%			1.0%	8.1%		

(1) Underlying data: adjusted for exceptional items and IFRIC 21 linearisation. See Methodology and Supplement p.30

(2) ROE,ROTE calculated after deduction of AT1 coupons

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

# FRENCH RETAIL BANKING

## KEY FACTS

**Boursorama ~2.5m clients** (+22%, ~ +450,000 clients vs. Q3 19), **x2**  
**in # brokerage orders vs. Q3 19**

**EUR +0.9bn net inflows in private banking in Q3 20**  
**(EUR 2.2bn in 9M 20)**

EUR 67.4bn Assets under Management in Private banking

**+126bp in unit-linked outstanding share in life-**  
**insurance vs. Q3 19**

EUR 93.4bn (25.9% Unit linked) life-insurance outstandings

**+6.4% in insurance P&C premium vs. Q3 19**

## OUTSTANDINGS

**+4.5% vs. Q3 19**

Individual client loan outstandings

**+25.7% (+5.5% exc. PGE) vs. Q3 19**

Medium-Term corporate loan outstandings

~91,800 client requests for PGE for ~EUR 19.7bn<sup>(1)</sup>

**+14.1% vs. Q3 19**

Deposits

(1) As of 16/10/20 at Group level in France

# FRENCH RETAIL BANKING RESULTS

**REVENUES<sup>(1)</sup>** increasing vs. Q2 (+6.2% vs. Q2 20) while below last year level (-4.5% vs. Q3 19)

**Net interest margin<sup>(1)</sup>** +2.8% vs. Q2 20 (-5.1% vs. Q3 19). Negative impact of increased deposit volumes partly offset by positive effect of credit volumes and TLTRO

Improvement in **commissions** vs. Q2 (+6.6% vs. Q2 20) while below last year level (-4.0% vs. Q3 19) Financial fees in line with Q3 19 and service fees progressively recovering post Q2 20

## STRONG COST DISCIPLINE

-6.0% vs. Q3 19

## POSITIVE JAWS EFFECT

## RESILIENT RONE

<i>In EURm</i>	Q3 20	Q3 19	Change	9M 20	9M 19	Change
Net banking income	1,836	1,879	-2.3%	5,470	5,789	-5.5%
<i>Net banking income excl. PEL/CEL</i>	1,857	1,945	-4.5%	5,511	5,894	-6.5%
Operating expenses	(1,292)	(1,375)	-6.0%	(3,975)	(4,209)	-5.6%
<b>Gross operating income</b>	<b>544</b>	<b>504</b>	<b>+7.9%</b>	<b>1,495</b>	<b>1,580</b>	<b>-5.4%</b>
<i>Gross operating income excl. PEL/CEL</i>	565	570	-0.9%	1,536	1,685	-8.8%
Net cost of risk	(130)	(95)	+36.8%	(821)	(318)	+158.2%
<b>Operating income</b>	<b>414</b>	<b>409</b>	<b>+1.2%</b>	<b>674</b>	<b>1,262</b>	<b>-46.6%</b>
Net profits or losses from other assets	3	41	-92.7%	139	43	+223.3%
<b>Reported Group net income</b>	<b>283</b>	<b>311</b>	<b>-9.0%</b>	<b>562</b>	<b>901</b>	<b>-37.6%</b>
<b>RONE</b>	<b>9.5%</b>	<b>11.0%</b>		<b>6.5%</b>	<b>10.6%</b>	
<i>Underlying RONE (2)</i>	9.2%	12.0%		7.1%	11.7%	

**Q3 20 RONE<sup>(2)</sup>: 9.2%**

(1) Excluding PEL/CEL provision

(2) Underlying data : adjusted for IFRIC 21 linearisation, PEL/CEL provision. See supplement.

# INTERNATIONAL RETAIL BANKING

## EUROPE

**+3%\***

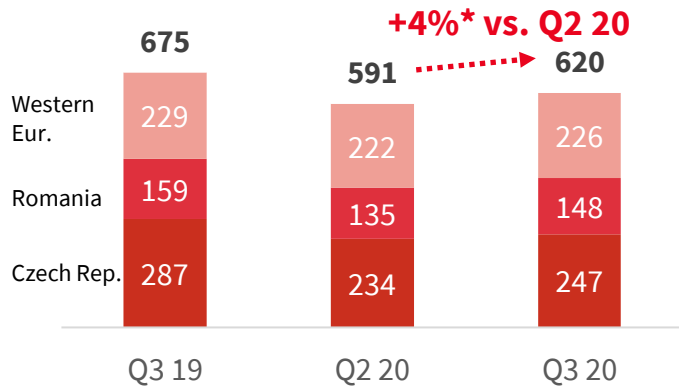
LOANS OUTSTANDING vs. Sept 19

**+7%\***

DEPOSITS vs. Sept 19

\_Revenues (EURm)<sup>(1)</sup>

**-6%\* vs. Q3 19**



Good commercial dynamic especially in Retail offset by interest rates evolution in Czech Republic (NII -9% vs. Q3 19) and Romania (-5% vs. Q3 19)

Dynamic consumer finance production across all regions

Revenues improving vs. Q2 20 strongly impacted by the crisis

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

(1) Excluding Other Europe

(2) SG Russia scope

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

**+8%\***

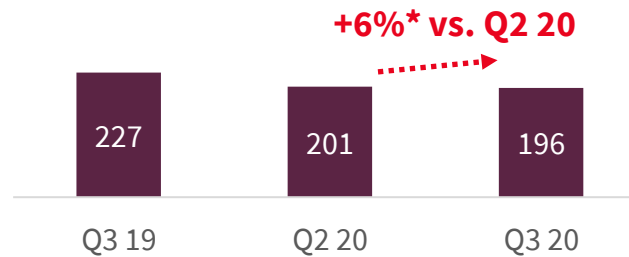
LOANS OUTSTANDING vs. Sept 19

**+19%\***

DEPOSITS vs. Sept 19

\_Revenues (EURm)

**+3%\* vs. Q3 19**



Strong dynamic in Corporate

Recovery in Retail driven by mortgages

Solid revenue growth (+3%\* vs Q3 19)

## AFRICA AND OTHER

**+4%\***

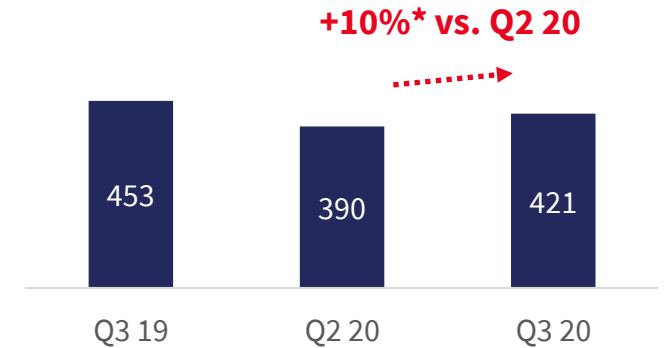
LOANS OUTSTANDING vs. Sept 19

**+9%\***

DEPOSITS vs. Sept 19

\_Revenues (EURm)

**-3%\* vs. Q3 19**



Good momentum in deposit

Sub-Saharan Africa revenues up +2%\* vs. Q3 19



# INSURANCE AND FINANCIAL SERVICES

## INSURANCE

**+1%\***

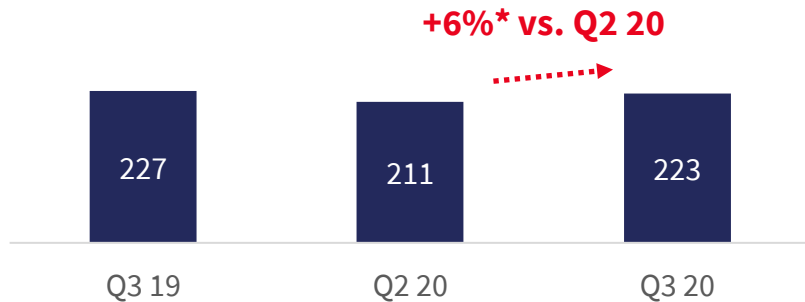
LIFE INSURANCE OUTSTANDING  
vs. Sept 19

**+7%**

PROTECTION PREMIUM IN FRANCE  
vs. 9M 19

\_Revenues (EURm)

**-2%\* vs. Q3 19**



Life insurance gross inflows still impacted by the crisis but high-quality (43% of unit-linked share)

Good performance in property and casualty insurance (+10%\* vs. 9M 19) with a good momentum on partnerships

## FINANCIAL SERVICES TO CORPORATES

**+2%**

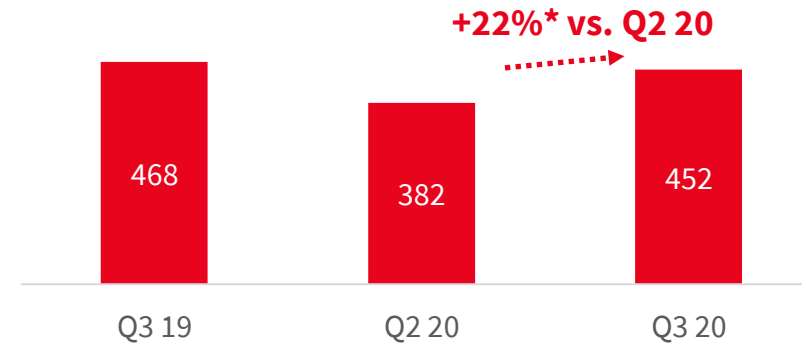
TOTAL FLEET  
vs. Sept 19

**+1%\***

LOAN AND LEASE OUTSTANDING  
vs. Sept 19

\_Revenues (EURm)

**+1%\* vs. Q3 19**



Used car sales result per unit of EUR 333 in Q3 20, updated 2020 guidance between -50 and +150 EUR

Improved level of margin in financial leasing

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

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES RESULTS

**REVENUES** improving vs. second quarter (+10%\* vs. Q2 20) while below last year level (-3%\* vs. Q3 19)

## COST DISCIPLINE

-0.2%\* vs. Q3 19

**EUR 123m** impact of forward looking in net cost of risk in Q3 20

<i>In EURm</i>	Q3 20	Q3 19	Change		9M 20	9M 19	Change	
Net banking income	1,891	2,096	-9.8%	-2.6%*	5,605	6,296	-11.0%	-4.0%*
Operating expenses	(999)	(1,091)	-8.4%	-0.2%*	(3,124)	(3,440)	-9.2%	-1.4%*
<b>Gross operating income</b>	<b>892</b>	<b>1,005</b>	<b>-11.2%</b>	<b>-5.1%*</b>	<b>2,481</b>	<b>2,856</b>	<b>-13.1%</b>	<b>-7.0%*</b>
Net cost of risk	(331)	(169)	+95.9%	x2.2*	(978)	(430)	x2.3	x2.4*
<b>Operating income</b>	<b>561</b>	<b>836</b>	<b>-32.9%</b>	<b>-29.4%*</b>	<b>1,503</b>	<b>2,426</b>	<b>-38.0%</b>	<b>-34.2%*</b>
Net profits or losses from other assets	(2)	1	n/s	n/s	9	2	x4.5	x3.4*
<b>Reported Group net income</b>	<b>337</b>	<b>513</b>	<b>-34.3%*</b>	<b>-29.3%*</b>	<b>928</b>	<b>1,492</b>	<b>-37.8%*</b>	<b>-32.5%*</b>
RONE	12.9%	18.7%			11.6%	17.8%		
<i>Underlying RONE (1)</i>	<i>12.3%</i>	<i>18.1%</i>			<i>11.8%</i>	<i>18.2%</i>		

**Q3 20 RONE<sup>(1)</sup>: 12.3%**

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

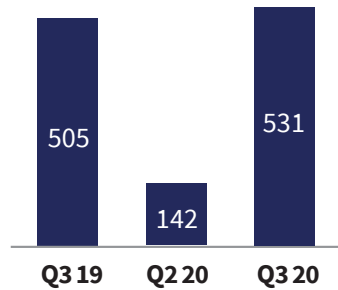
(1) Adjusted for IFRIC 21

# GLOBAL MARKETS AND INVESTOR SERVICES

## REBOUND IN EQUITIES

### Equities +5% VS. Q3 19, x3.7 VS. Q2 20

\_Revenues (EURm)



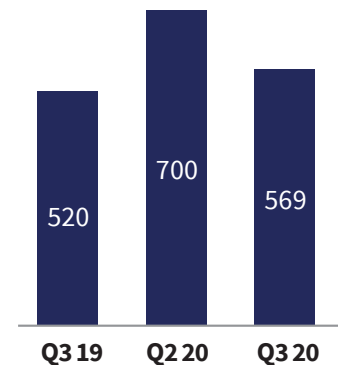
Progressive recovery in structured products

Higher flow & hedging revenues

Strong volumes in Asia and in the US

### FIC +9% VS. Q3 19, SOLID PERFORMANCE

\_Revenues (EURm)



Higher flow & hedging revenues (credit and forex)

Good quarter with European corporate clients

Solid performance in US and in rates structured products

(1) Source: Deutscher Derivative Verband (DDV), September 2020 - Marketshare based on turnover volumes

## ONGOING REDESIGN OF STRUCTURED PRODUCT FRANCHISE



Derisking according to the plan in equity and credit structured products

Reduction of the exposure to the most complex products  
Adjustment of risk appetite



While maintaining leadership position in Investment solutions

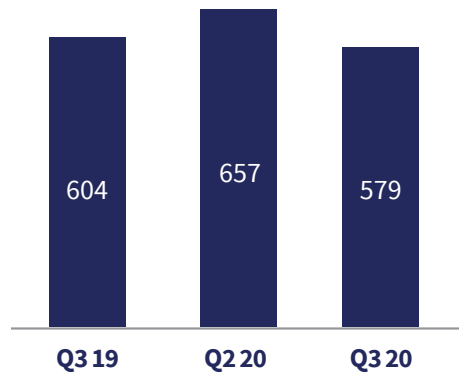
Developing innovative products matching client needs (Euro Evolution: next generation of autocalls with ESG filters, reduced exposure to dividend as well as volatility and correlation)

Leveraging on diversified listed products offer: #1 Issuer in Public Distribution Products in Germany<sup>(1)</sup> for the 1<sup>st</sup> time following successful integration of EMC

# FINANCING & ADVISORY ASSET & WEALTH MANAGEMENT

## FINANCING & ADVISORY: -2.8%\* VS. Q3 19

\_Revenues (EURm)



**Good dynamic in Investment Banking**, notably in acquisition finance

**Strengthening leadership** in core European capital markets and renewables financing

**#3** in all international Euro-denominated corporate bonds EMEA<sup>(1)</sup>

**#1** in worldwide renewable energy financing<sup>(2)</sup>

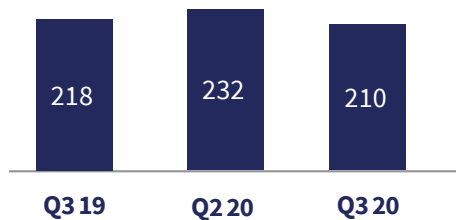
**#2** in all french Euro-denominated corporate bond<sup>(1)</sup>

**Decrease in Asset Finance**, notably in aircraft and real estate finance

**Resilient transaction banking**, with fees growing up vs. Q2 20

## ASSET & WEALTH MANAGEMENT: -3.7%\* VS. Q3 19

\_Revenues (EURm)



Solid performance of **Lyxor**, +10% in revenues

Lower activity in **Private Banking**, good net inflows in France more than offset by impact of market conditions on revenues

(1) Dealogic, 01/01/20 to 30/09/20

(2) IJ Global, 01/01/20 to 30/09/20

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

# GLOBAL BANKING AND INVESTOR SOLUTIONS RESULTS

## RECOVERY ON REVENUES

+10.8%\* vs. Q2 20, +2.5%\* vs. Q3 19  
driven by rebound in Equities, solid FIC and resilient  
Asset & Wealth Management

## STRONG DECREASE IN COSTS

-8.3%\* vs. Q3 19, -9.7%\* vs. 9M 19

## POSITIVE JAWS EFFECT

## REPORTED GROUP NET INCOME

+50.2%\* vs. Q3 19

Q3 20 RONE: 10.3% ON A REPORTED BASIS

<i>In EURm</i>	Q3 20	Q3 19	Change		9M 20	9M 19	Change	
Net banking income	2,034	2,013	+1.0%	+2.5%*	5,541	6,518	-15.0%	-14.9%*
Operating expenses	(1,478)	(1,638)	-9.8%	-8.3%*	(5,025)	(5,579)	-9.9%	-9.7%*
<b>Gross operating income</b>	<b>556</b>	<b>375</b>	<b>+48.3%</b>	<b>+49.4%*</b>	<b>516</b>	<b>939</b>	<b>-45.0%</b>	<b>-45.4%*</b>
Net cost of risk	(57)	(65)	-12.3%	-7.8%*	(818)	(140)	x 5.8	x 5.9*
Operating income	499	310	+61.0%	+60.7%*	(302)	799	n/s	n/s
<b>Reported Group net income</b>	<b>381</b>	<b>253</b>	<b>+50.6%</b>	<b>+50.2%*</b>	<b>(223)</b>	<b>667</b>	<b>n/s</b>	<b>n/s</b>
RONE	10.3%	6.9%			-2.1%	5.7%		
<i>Underlying RONE (1)</i>	7.9%	5.1%			-1.3%	7.7%		

**Q3 20 RONE<sup>(1)</sup>: 7.9%**

(1) Adjusted for IFRIC 21 linearisation (see p.31)

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

# CORPORATE CENTRE

<i>In EURm</i>	Q3 20	Q3 19	9M 20	9M 19
Net banking income	48	(5)	(341)	(145)
Operating expenses	(56)	(61)	(239)	4
<b>Gross operating income</b>	<b>(8)</b>	<b>(66)</b>	<b>(580)</b>	<b>(141)</b>
Net cost of risk	0	0	0	(19)
Net profits or losses from other assets	(3)	(115)	(80)	(249)
Impairment losses on goodwill	0		(684)	
Income tax	(84)	7	(534)	70
<b>Reported Group net income</b>	<b>(139)</b>	<b>(223)</b>	<b>(1,995)</b>	<b>(466)</b>

# **3 CONCLUSION**



# MOVING FORWARD WITH OUR BUSINESS MODELS



## GLOBAL BANKING AND INVESTOR SOLUTIONS

Leading franchises seizing business opportunities  
Ongoing redesign of structured products franchise, reduced risk profile  
On track to achieve cost reduction target, significant benefits already visible



## FRENCH RETAIL BANKING

Analysing the combination of our two networks to increase client satisfaction and improve efficiency  
  
Strengthening Boursorama leadership



## INTERNATIONAL RETAIL AND FINANCIAL SERVICES

Delivering resilience and profitability  
  
Well positioned to capture growth potential



# CREATING VALUE SHAREHOLDER FRIENDLY CAPITAL MANAGEMENT

## DIVIDEND PROVISION

**EUR 0.21** per share for 9M 20

## DIVIDEND POLICY

50% payout of the underlying Group net income<sup>(2)</sup>, of which up to 10% in share buy back<sup>(1)</sup>

**High level of capital (~420bp<sup>(3)</sup> buffer over regulatory requirement) giving the Group flexibility in terms of shareholders' return**

(1) Subject to General Meeting of Shareholders and regulatory approval

(2) After deduction of interests on deeply subordinated notes and undated subordinated notes

(3) Including 10bp impact of closing of SG Finans dated 1 October 2020

# SAVE THE DATE



5/11/2020

**KOMERČNÍ  
BANKA**  
Strategic Plan  
KB Change  
2025



12/11/2020

**ALD**  
Capital  
Markets day



07/12/2020

**FRENCH  
RETAIL  
BANKING**

10/02/2021

**Q4 20  
RESULTS**



**1st QUARTER  
2021**

**GLOBAL  
BANKING &  
INVESTORS  
SOLUTIONS**

**THE FUTURE  
IS YOU**  **SOCIETE  
GENERALE**

# **4 SUPPLEMENT**



# GROUP

## QUARTERLY INCOME STATEMENT BY CORE BUSINESS

In EURm	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19
Net banking income	1,836	1,879	1,891	2,096	2,034	2,013	48	(5)	5,809	5,983
Operating expenses	(1,292)	(1,375)	(999)	(1,091)	(1,478)	(1,638)	(56)	(61)	(3,825)	(4,165)
Gross operating income	544	504	892	1,005	556	375	(8)	(66)	1,984	1,818
Net cost of risk	(130)	(95)	(331)	(169)	(57)	(65)	0	0	(518)	(329)
Operating income	414	409	561	836	499	310	(8)	(66)	1,466	1,489
Net income from companies accounted for by the equity method	(6)	2	0	7	0	1	1	0	(5)	10
Net profits or losses from other assets	3	41	(2)	1	0	2	(3)	(115)	(2)	(71)
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0
Income tax	(128)	(141)	(142)	(201)	(113)	(54)	(84)	7	(467)	(389)
O.w. non controlling Interests	0	0	80	130	5	6	45	49	130	185
<b>Group net income</b>	<b>283</b>	<b>311</b>	<b>337</b>	<b>513</b>	<b>381</b>	<b>253</b>	<b>(139)</b>	<b>(223)</b>	<b>862</b>	<b>854</b>
Average allocated capital	11,879	11,321	10,468	10,946	14,868	14,739	14,180*	14,237*	51,395	51,243
Group ROE (after tax)									5.7%	5.3%

\* Calculated as the difference between total Group capital and capital allocated to the core businesses  
Net banking income, operating expenses, allocated capital, ROE: see Methodology

# GROUP

## 9M 20 INCOME STATEMENT BY CORE BUSINESS

In EURm	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19
Net banking income	5,470	5,789	5,605	6,296	5,541	6,518	(341)	(145)	16,275	18,458
Operating expenses	(3,975)	(4,209)	(3,124)	(3,440)	(5,025)	(5,579)	(239)	4	(12,363)	(13,224)
Gross operating income	1,495	1,580	2,481	2,856	516	939	(580)	(141)	3,912	5,234
Net cost of risk	(821)	(318)	(978)	(430)	(818)	(140)	0	(19)	(2,617)	(907)
Operating income	674	1,262	1,503	2,426	(302)	799	(580)	(160)	1,295	4,327
Net income from companies accounted for by the equity method	(4)	6	0	11	3	5	1	3	0	25
Net profits or losses from other assets	139	43	9	2	14	2	(80)	(249)	82	(202)
Impairment losses on goodwill	0	0	0	0	0	0	(684)	0	(684)	0
Income tax	(247)	(410)	(380)	(572)	82	(122)	(534)	70	(1,079)	(1,034)
O.w. non controlling Interests	0	0	204	375	20	17	118	130	342	522
<b>Group net income</b>	<b>562</b>	<b>901</b>	<b>928</b>	<b>1,492</b>	<b>(223)</b>	<b>667</b>	<b>(1,995)</b>	<b>(466)</b>	<b>(728)</b>	<b>2,594</b>
Average allocated capital	11,507	11,294	10,627	11,196	14,306	15,622	15,912*	12,197*	52,352	50,309
Group ROE (after tax)									-3.0%	5.5%

\* Calculated as the difference between total Group capital and capital allocated to the core businesses  
Net banking income, operating expenses, allocated capital, ROE: see Methodology

# GROUP

## UNDERLYING DATA - RECONCILIATION WITH REPORTED FIGURES

Q3 20 (in EURm)	Operating Expenses	Net cost of risk	Net profit or losses from other assets	Impairment losses on goodwill	Income Tax	Group net income	Business
Reported	(3,825)	(518)	(2)	0	(467)	862	
(+) IFRIC 21 linearisation	(177)				53	(120)	
Underlying	(4,002)	(518)	(2)	0	(414)	742	

9M 20 (in EURm)	Operating Expenses	Net cost of risk	Net profit or losses from other assets	Impairment losses on goodwill	Income Tax	Group net income	Business
Reported	(12,363)	(2,617)	82	(684)	(1,079)	(728)	
(+) IFRIC 21 linearisation	177				(53)	120	
(-) Group refocusing plan*			(77)		0	(77)	Corporate Centre
(-) Goodwill impairment*				(684)	0	(684)	Corporate Centre
(-) DTA impairment*					(650)	(650)	Corporate Centre
Underlying	(12,186)	(2,617)	159	0	(482)	803	

Q3 19 (in EURm)	Operating Expenses	Net cost of risk	Net profit or losses from other assets	Group net income	Business
Reported	(4,165)	(329)	(71)	854	
(+) IFRIC 21 linearisation	(152)			(110)	
(-) Group refocusing plan*			(113)	(111)	Corporate Centre
Underlying	(4,317)	(329)	42	855	

9M 19 (in EURm)	Operating Expenses	Net cost of risk	Net profit or losses from other assets	Group net income	Business
Reported	(13,224)	(907)	(202)	2,594	
(+) IFRIC 21 linearisation	152			110	
(-) Restructuring provision*	(256)			(192)	GBIS (EUR -227m) / IBFS (EUR -29m)
(-) Group refocusing plan*		(18)	(249)	(287)	Corporate Centre
Underlying	(12,816)	(889)	47	3,183	

\* Exceptional item

# GROUP

## UNDERLYING DATA - IFRIC 21 IMPACT

In EUR m	French Retail Banking		International Retail Banking and Financial Services		Global Banking and Investor Solutions		Corporate Centre		Group	
	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19
Total IFRIC 21 Impact - costs	-132	-100	-96	-112	-428	-346	-51	-48	-706	-606
<i>o/w Resolution Funds</i>	-88	-70	-46	-42	-334	-262	-2	-2	-470	-376

In EUR m	International Retail Banking		Financial Services to Corporates		Insurance		Total	
	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19
Total IFRIC 21 Impact - costs	-61	-75	-10	-7	-25	-30	-96	-112
<i>o/w Resolution Funds</i>	-42	-40	-4	-2	0	0	-46	-42

In EUR m	Western Europe		Czech Republic		Romania		Other Europe		Russia		Africa, Asia, Mediterranean basin and Overseas		Total International Retail Banking	
	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19
Total IFRIC 21 Impact - costs	-6	-8	-35	-34	-9	-16	-3	-10	-1	-1	-7	-5	-61	-75
<i>o/w Resolution Funds</i>	-4	-5	-29	-27	-6	-5	-1	-2	0	0	-2	0	-42	-40

In EUR m	Global Markets and Investor Services		Financing and Advisory		Asset and Wealth Management		Total Global Banking and Investor Solutions	
	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19
Total IFRIC 21 Impact - costs	-306	-246	-110	-89	-11	-10	-428	-346
<i>o/w Resolution Funds</i>	-238	-197	-85	-56	-11	-9	-334	-262

# GROUP

## CRR/CRD4 PRUDENTIAL CAPITAL RATIOS

\_Fully Loaded Common Equity Tier 1, Tier 1 and Total Capital

In EURbn	30/09/2020	31/12/2019
<b>Shareholder equity Group share</b>	<b>60.6</b>	<b>63.5</b>
Deeply subordinated notes*	(7.9)	(9.5)
Undated subordinated notes*	(0.3)	(0.3)
Dividend to be paid & interest on subordinated notes	(0.3)	(2.0)
Goodwill and intangible	(6.0)	(6.5)
Non controlling interests	4.3	4.0
Deductions and regulatory adjustments	(5.1)	(5.4)
<b>Common Equity Tier 1 Capital</b>	<b>45.3</b>	<b>43.8</b>
Additional Tier 1 Capital	7.9	8.1
<b>Tier 1 Capital</b>	<b>53.3</b>	<b>51.9</b>
Tier 2 capital	10.9	11.2
<b>Total capital (Tier 1 + Tier 2)</b>	<b>64.2</b>	<b>63.1</b>
<b>Risk-Weighted Assets</b>	<b>352</b>	<b>345</b>
<b>Common Equity Tier 1 Ratio</b>	<b>12.9%</b>	<b>12.7%</b>
<b>Tier 1 Ratio</b>	<b>15.1%</b>	<b>15.1%</b>
<b>Total Capital Ratio</b>	<b>18.2%</b>	<b>18.3%</b>

Ratios based on the CRR/CDR4 rules as published on 26th June 2013, including Danish compromise for insurance. See Methodology. Ratio excluding IFRS 9 phasing (CET1 ratio at 13.1% including +19bp of IFRS 9 phasing). 31/12/2019 figures as published, not restated for 2019 dividend cancellation.

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



# GROUP

## CRR LEVERAGE RATIO

\_CRR Fully Loaded Leverage Ratio<sup>(1)</sup>

In EURbn	30/09/2020	31/12/2019
Tier 1 Capital	53.3	51.9
Total prudential balance sheet <sup>(2)</sup>	1,322	1,204
Adjustement related to derivative exposures	(131)	(81)
Adjustement related to securities financing transactions*	4	(3)
Off-balance sheet (loan and guarantee commitments)	106	104
Technical and prudential adjustments (Tier 1 capital prudential deductions) and quick fix arrangement	(103)	(23)
<b>Leverage exposure</b>	<b>1,197</b>	<b>1,200</b>
<b>CRR leverage ratio</b>	<b>4.4%</b>	<b>4.3%</b>

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

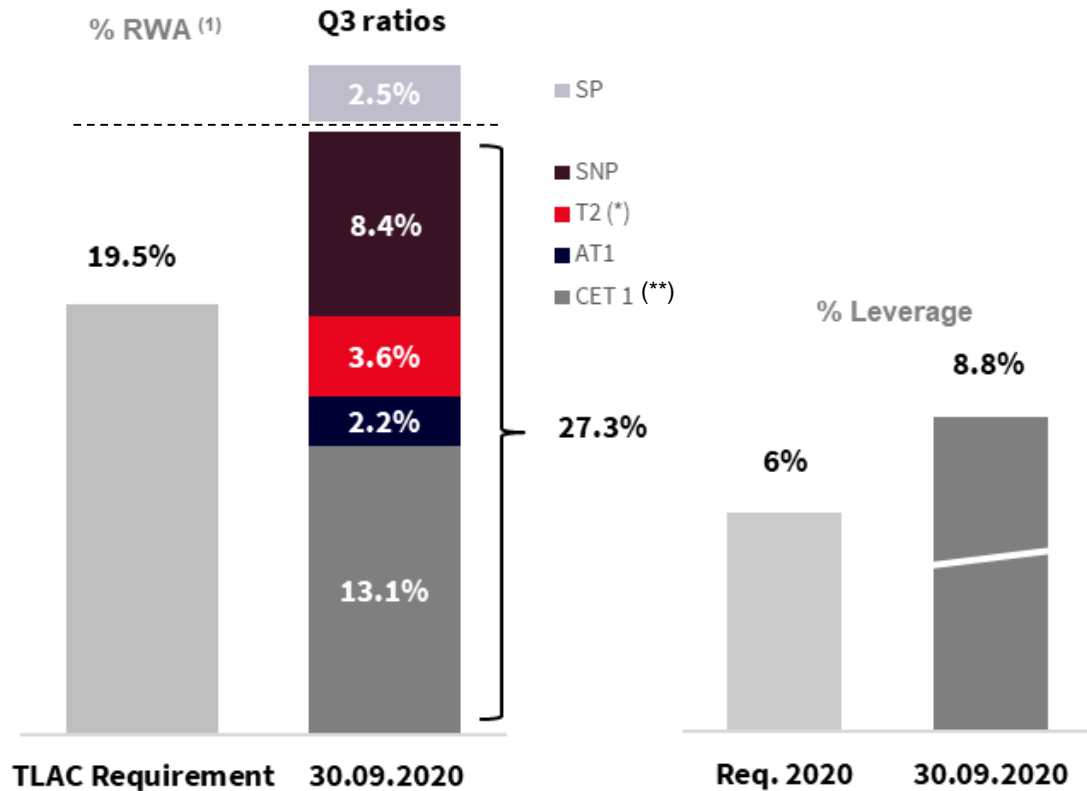
(2) The prudential balance sheet corresponds to the IFRS balance sheet less entities accounted for through the equity method (mainly insurance subsidiaries)

\* Securities financing transactions: repos, reverse repos, securities lending and borrowing and other similar transactions

# GROUP TLAC / MREL

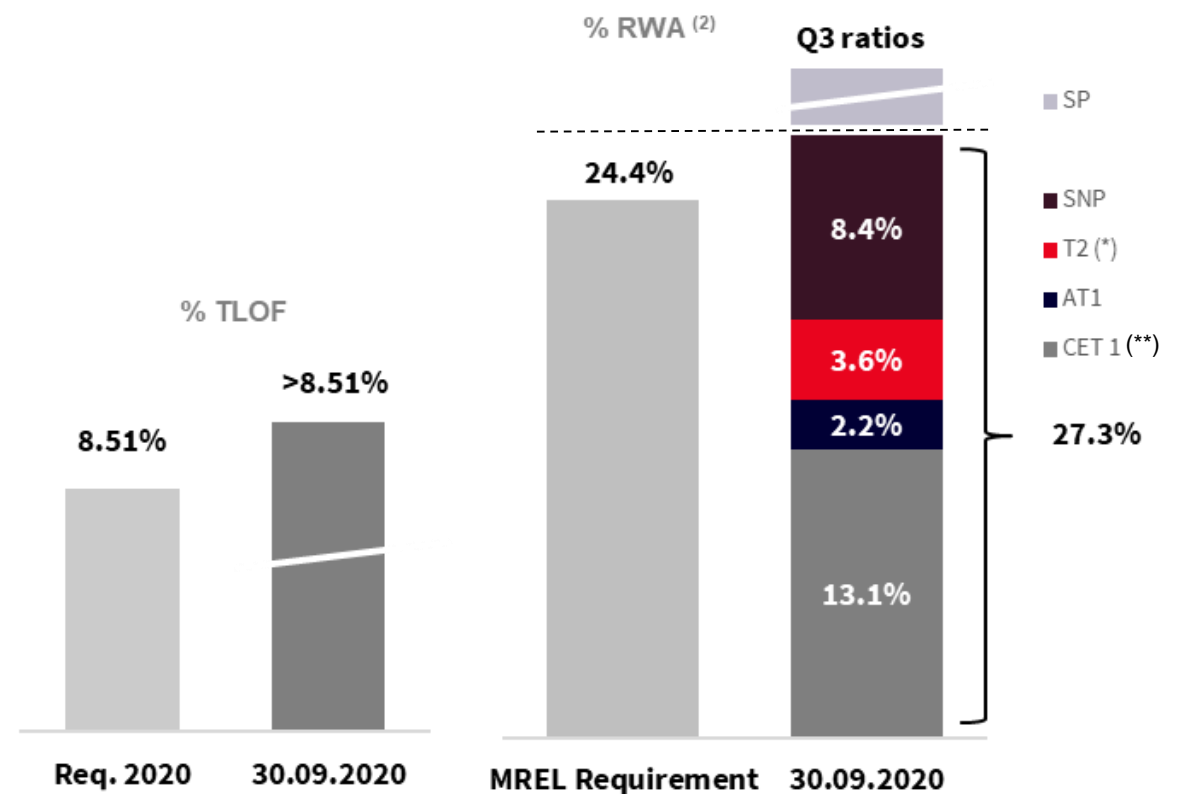
\_TLAC ratio

Meeting 2020 (19.5%)<sup>(1)</sup> and 2022 (21.5%)<sup>(1)</sup> requirements



\_MREL ratio

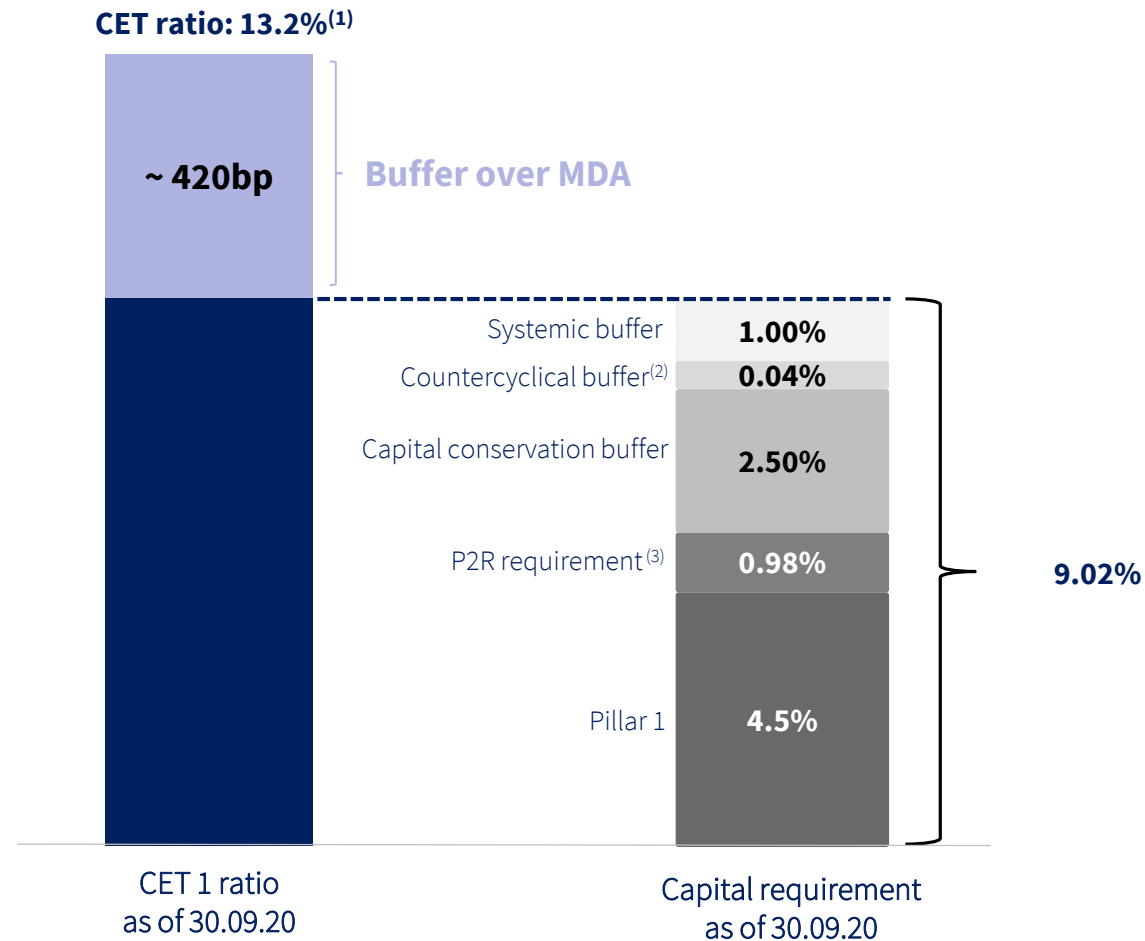
Meeting total requirements (notification received in May 2020)



(\*) Tier 2 capital computed for TLAC / MREL differ from T2 capital for total capital ratio due to TLAC / MREL eligibility rules  
 (\*\*) Including 19bp of IFRS 9 phasing  
 (1) Without countra cyclical buffer  
 (2) Based on RWAs as of end-December 2017

# GROUP

## CET1: BUFFER TO MDA



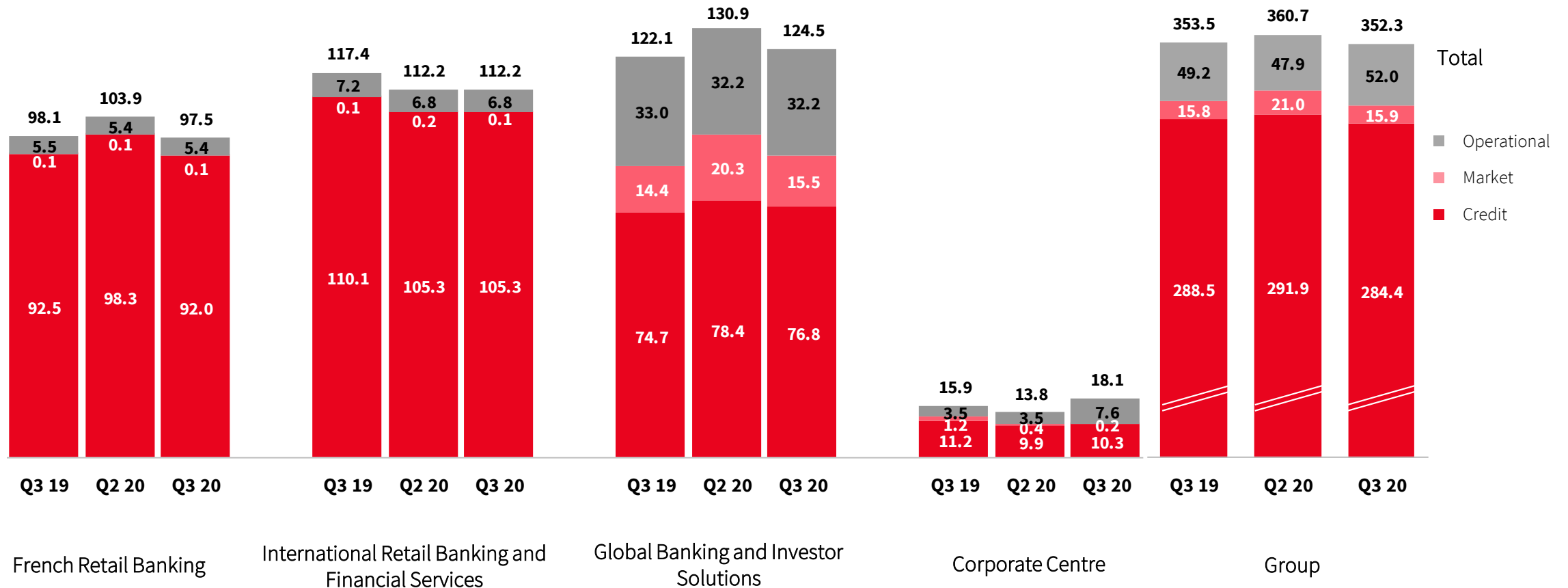
(1) Including 19bp of IFRS 9 phasing and ~+10bp impact of closing of SG Finans dated 1 October 2020

(2) 4bp estimated as of 30.09.20 (lowering of French and Czech Republic buffers)

(3) Application of Art 104.a : 77bp benefit on previous 1.75% P2R

# GROUP

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



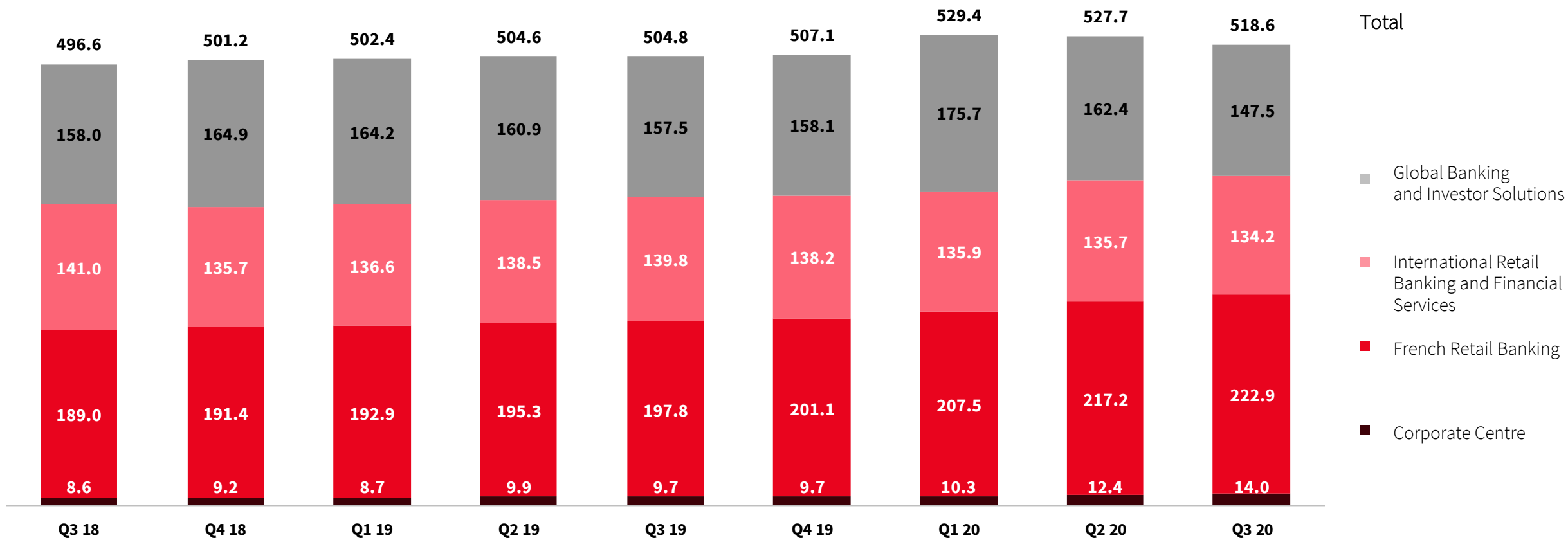
Excluding IFRS 9 phasing

\* Includes the entities reported under IFRS 5 until disposal

# GROUP

## CHANGE IN GROSS BOOK OUTSTANDINGS\*

End of period in EUR bn



\* Customer loans; deposits and loans due from banks, leasing and lease assets. Excluding repurchase agreements. Excluding entities reported under IFRS 5

# GROUP

## NON-PERFORMING LOANS

In EUR bn	30/09/2020	30/06/2020	30/09/2019
Stage 1 book outstandings*	467.5	474.0	481.3
Stage 2 book outstandings*	32.6	33.9	25.1
Doubtful loans (stage 3)	17.7	17.7	16.9
Total Gross book outstandings*	517.8	525.6	523.3
<b>Group Gross non performing loans ratio</b>	<b>3.4%</b>	<b>3.4%</b>	<b>3.2%</b>
Stage 1 provisions	1.2	1.2	0.9
Stage 2 provisions	1.6	1.5	1.0
Stage 3 provisions	9.2	9.5	9.3
<b>Group Gross doubtful loans coverage ratio (Stage 3 provisions / Doubtful loans)</b>	<b>52%</b>	<b>54%</b>	<b>55%</b>

\* Customer loans and advances, deposits at banks and loans due from banks, finance leases, excluding loans and advances classified as held for sale, cash balances at central banks and other demand deposits, in accordance with the [EBA/ITS/2019/02](#) Implementing Technical Standards amending Commission Implementing Regulation (EU) No 680/2014 with regard to the reporting of financial information (FINREP). The NPL rate calculation was modified in order to exclude from the gross exposure in the denominator the net accounting value of the tangible assets for operating lease. Historical data restated.

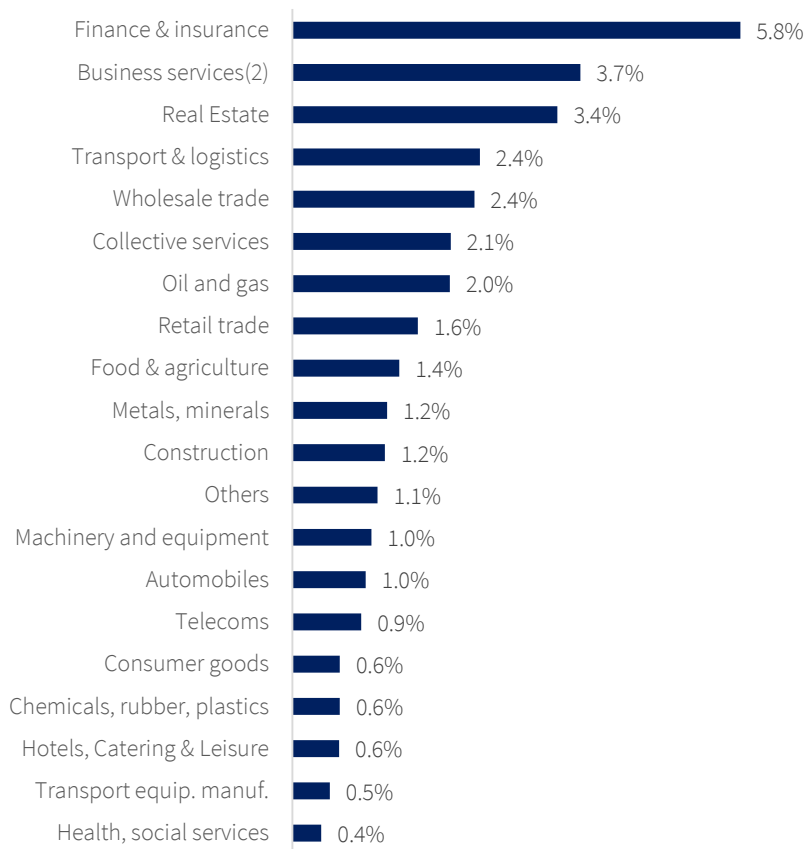
See: Methodology

# GROUP

## DETAILED CORPORATE PORTFOLIO

### CORPORATE EAD IN EACH SECTOR IN % OF TOTAL GROUP EAD<sup>(1)</sup> AT 30.09.2020

Total Group EAD: EUR 1,006BN



**COMMERCIAL REAL ESTATE:** disciplined origination with average LTV between 50% and 60%, limited exposure on retail (20%)

**SHIPPING:** diversified, <1% of total Group EAD, mostly secured

**AIRLINES:** <0.5% of total Group EAD, mostly secured

**CRUISE:** ~0.2% of total Group EAD, mostly covered by Export Credit Agencies

**OIL & GAS:** diversified exposure, ~60% Investment Grade, ~25% covered by ECA or Insurance companies, limited exposure on US Reserve Based Finance with ~0.1% of total Group EAD

**AUTOMOTIVE INDUSTRY:** ~ 50% Investment Grade, focused on largest car manufacturers

**HOTEL, CATERING & LEISURE:** ~0.6% of total Group EAD (of which ~50% on Hotels, with 70% in France benefiting from specific state support)

**DIRECT GROUP LBO EXPOSURE EUR ~5BN**

**SME REPRESENTING ~5%, OF TOTAL GROUP EAD** (mostly in France)

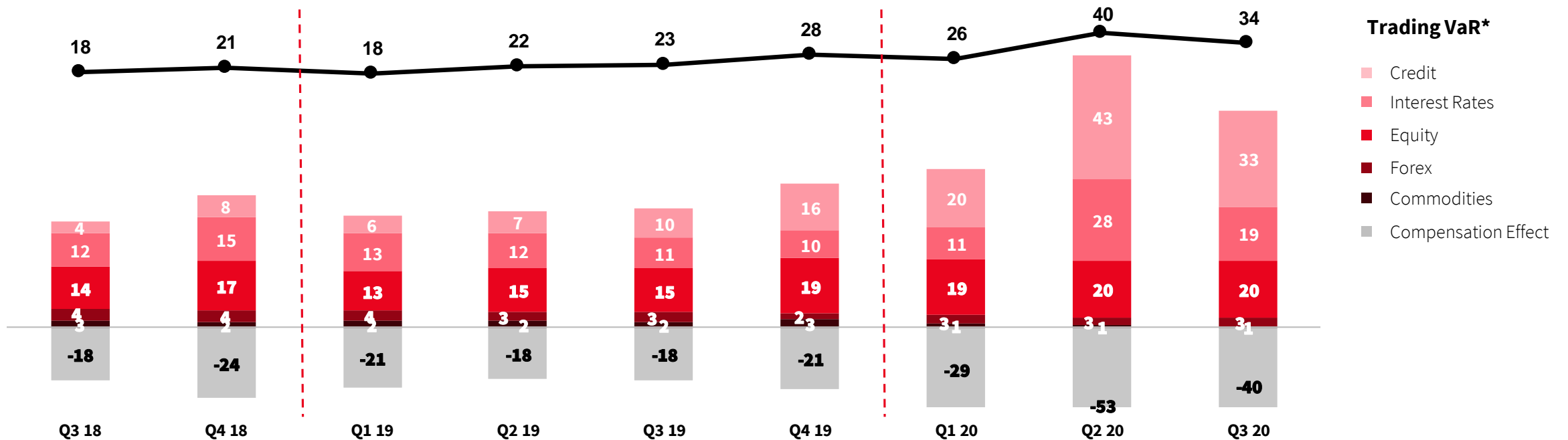
(1) EAD for the corporate portfolio as defined by the Basel regulations (large corporate including insurance companies, funds and hedge funds, SME, specialised financing, and factoring) based on the obligor's characteristics before taking account of the substitution effect. Total credit risk (debtor, issuer and replacement risk). Corporate EAD : EUR 342bn

(2) Including conglomerates

# GROUP

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

\_Quarterly Average of 1-Day, 99% Trading VaR\* (in EUR m)



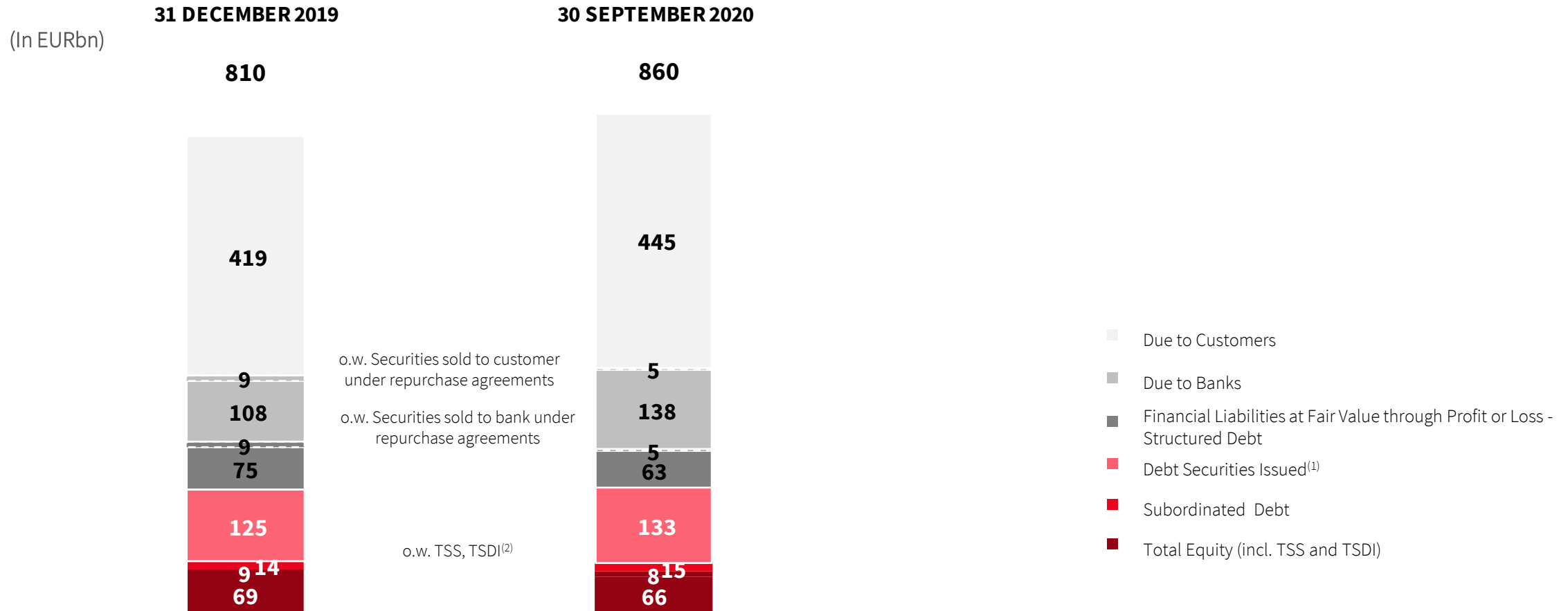
Stressed VAR** (1 day, 99%, in EUR m)	Q3 19	Q4 19	Q1 20	Q2 20	Q3 20
Minimum	17	23	23	49	28
Maximum	60	61	108	89	58
Average	34	38	56	66	41

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

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



# GROUP FUNDING STRUCTURE



(1) o.w. SGSCF: EUR 3.3bn, SGSFH: EUR 13.3bn, CRH: EUR 4.4bn, securitisation and other secured issuances: EUR 2bn, conduits: EUR 9.8bn at end-September 2020 (and SGSCF: EUR 3.4bn, SGSFH: EUR 13.8bn, CRH: EUR 5.5bn, securitisation and other secured issuances: EUR 2.7bn, conduits: EUR 10bn at end-December 2019).

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

# GROUP

## LONG TERM FUNDING PROGRAMME

### Long term vanilla funding programme almost completed (~ EUR 13bn)

96% of the vanilla funding programme achieved at the parent company level with the following split:

- Tier 2 debt: EUR 0.4bn eqv.
- SNP debt: EUR 8.2bn eqv. (including first Green Positive Impact SNP with focus on the “Renewable Energy” issued under the Sustainable and Positive Impact Bond Framework<sup>(1)</sup>)
- EUR 2.6bn of SP debt and EUR 1.3bn of Covered Bonds

### Continued and regular issuance of structured notes

As of 16 October 2020, EUR 14.8 bn eqv. of structured notes were raised

### Good funding conditions

MS6M+61bp (incl. Senior Non Preferred debt, Senior Preferred debt and Covered Bonds), average maturity of 5.6 years

### Additional EUR 1.1bn issued by subsidiaries



#### Societe Generale

5Y & 10Y Senior Non Preferred  
2.625% 22-Jan-25  
& 3% & 30

USD 3,000,000,000



#### Societe Generale

6Y Senior Preferred  
0.125% 24-Feb-26

EUR 1,250,000,000



#### Societe Generale

5Y Senior Preferred & 15NC10T2  
1.375% 8-Jul-25  
& 3.653% & 35NC30

USD 500,000,000 &  
USD 500,000,000



#### Societe Generale

7Y Senior Non Preferred  
0.75% 25-Jan-27

EUR 1,500,000,000



#### Societe Generale

5Y Senior Non Preferred  
0.472% 27-Feb-25

JPY 50,000,000,000



#### Societe Generale Sydney Branch

3Y Senior Preferred  
BBSW3M +93bp 15-Jul-23

AUD 650,000,000



#### SG SFH

10Y Green PIF Covered  
Bond  
0.01% 11-Feb-30

EUR 1,000,000,000



#### Societe Generale

6NC5 Senior Non Preferred  
1.125% 21-Apr-26NC25

EUR 750,000,000



#### Societe Generale

8NC7 Green PIF  
Senior Non Preferred  
0.875% 22-Sep-28NC27

EUR 1,000,000,000



#### Societe Generale

7Y Senior Non Preferred  
0.25% 25-Feb-27

CHF 160,000,000



#### Societe Generale

10Y Senior Non Preferred  
1.25% 12-Jun-30

EUR 1,000,000,000



#### Societe Generale

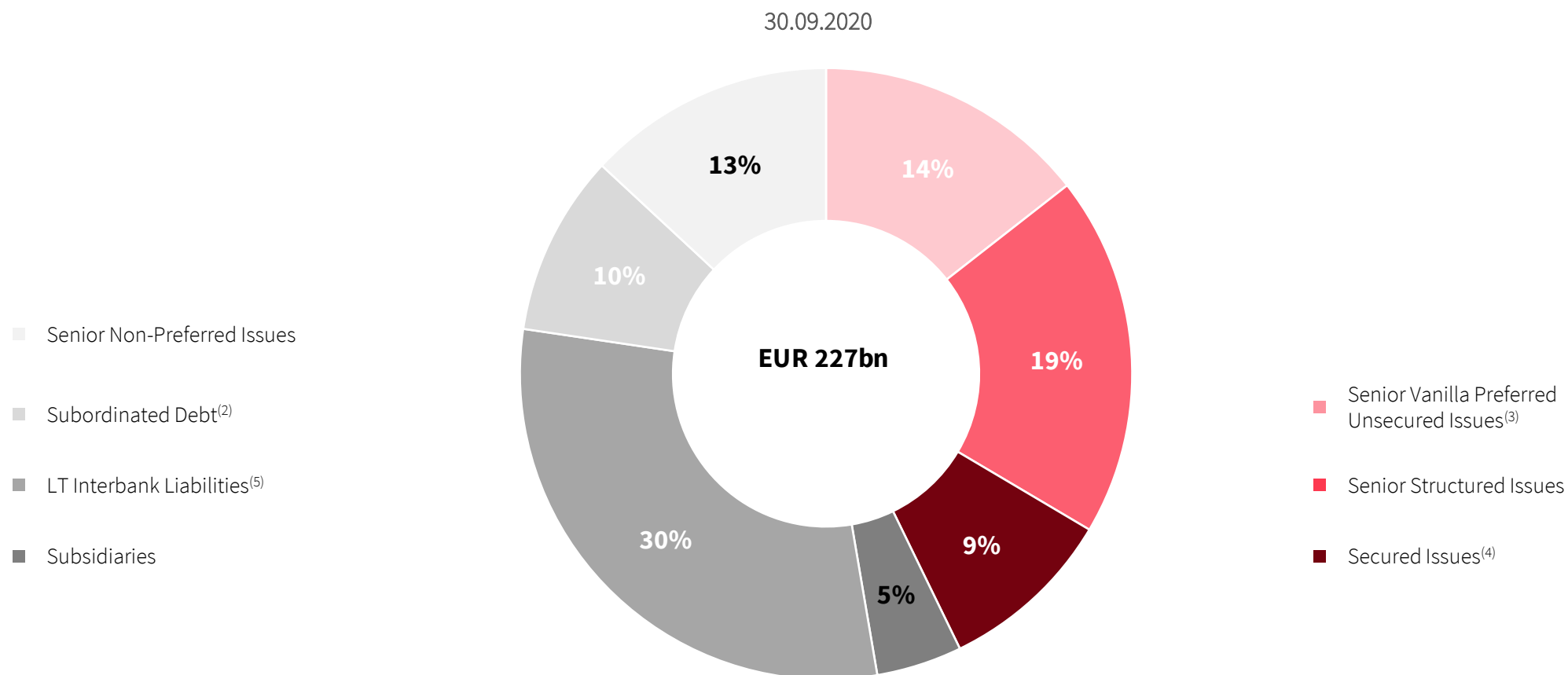
4NC3, 6NC5 & 10NC9  
Senior Non Preferred  
0.768%, 0.922% &  
1.075%

JPY 64,700,000,000

(1) [https://www.societegenerale.com/sites/default/files/documents/Notations%20Financi%C3%A8res/sg\\_sustainable\\_and\\_positive\\_impact\\_bond\\_framework\\_june\\_2020.pdf](https://www.societegenerale.com/sites/default/files/documents/Notations%20Financi%C3%A8res/sg_sustainable_and_positive_impact_bond_framework_june_2020.pdf)

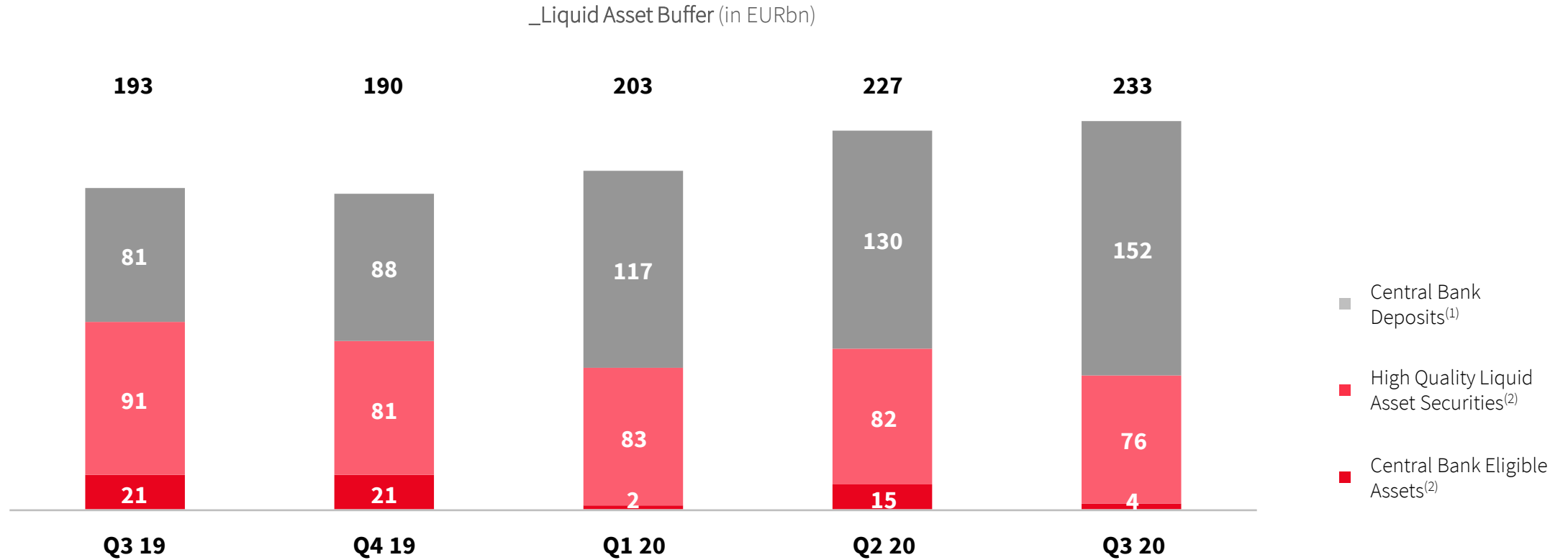
# GROUP

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



(1) See : Methodology  
 (2) Including undated subordinated debt  
 (3) Including CD & CP > 1y  
 (4) Including CRH  
 (5) Including IFI

# GROUP LIQUID ASSET BUFFER



**Liquidity Coverage Ratio at 176% on average in Q3 20**

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

# GROUP EPS CALCULATION

Average number of shares (thousands)	9M 20	H1 20	2019
Existing shares	853,371	853,371	834,062
<b>Deductions</b>			
Shares allocated to cover stock option plans and free shares awarded to staff	2,606	2,728	4,011
Other own shares and treasury shares			149
<b>Number of shares used to calculate EPS**</b>	<b>850,766</b>	<b>850,643</b>	<b>829,902</b>
<b>Group net Income</b>	<b>(728)</b>	<b>(1,590)</b>	<b>3,248</b>
Interests on deeply subordinated notes and undated subordinated notes	(447)	(320)	(715)
Capital gain net of tax on partial buybacks			
<b>Adjusted Group net income</b>	<b>(1,175)</b>	<b>(1,910)</b>	<b>2,533</b>
<b>EPS (in EUR)</b>	<b>-1.38</b>	<b>-2.25</b>	<b>3.05</b>
<b>Underlying EPS* (in EUR)</b>	<b>0.42</b>	<b>-0.38</b>	<b>4.03</b>

\*Underlying EPS : adjusted for exceptional items and IFRIC 21 linearisation. See p.30 and Methodology

\*\* The number of shares considered is the average number of ordinary shares of the period, excluding treasury shares and buybacks, but including the trading shares held by the Group

# GROUP

## NET ASSET VALUE, TANGIBLE NET ASSET VALUE

End of period	9M 20	H1 20	2019
Shareholders' equity Group share	60,593	60,659	63,527
Deeply subordinated notes	(7,873)	(8,159)	(9,501)
Undated subordinated notes	(274)	(283)	(283)
Interest, net of tax, payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(4)	20	4
Bookvalue of own shares in trading portfolio	302	335	375
<b>Net Asset Value</b>	<b>52,744</b>	<b>52,572</b>	<b>54,122</b>
Goodwill	(3,928)	(3,928)	(4,510)
Intangible Assets	(2,469)	(2,458)	(2,362)
<b>Net Tangible Asset Value</b>	<b>46,347</b>	<b>46,186</b>	<b>47,250</b>
Number of shares used to calculate NAPS**	851,134	851,133	849,665
Net Asset Value per Share	62.0	61.8	63.7
Net Tangible Asset Value per Share	54.5	54.3	55.6

\*\* The number of shares considered is the number of ordinary shares outstanding as of 30 September 2020, excluding treasury shares and buybacks, but including the trading shares held by the Group. In accordance with IAS 33, historical data per share prior to the date of detachment of a preferential subscription right are restated by the adjustment coefficient for the transaction. See Methodology

# GROUP

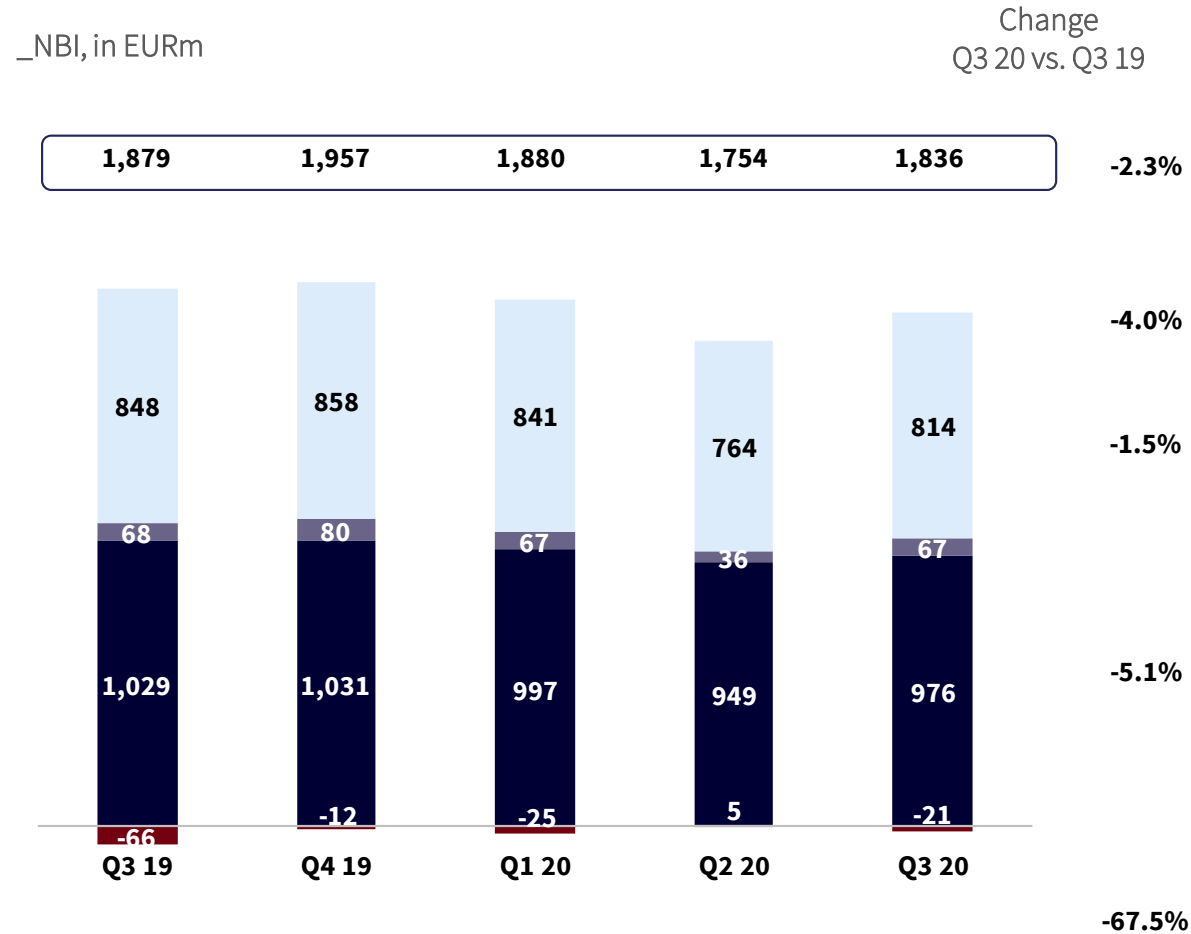
## ROE/ROTE CALCULATION DETAIL

End of period	Q3 20	Q3 19	9M 20	9M 19
Shareholders' equity Group share	60,593	63,715	60,593	63,715
Deeply subordinated notes	(7,873)	(9,739)	(7,873)	(9,739)
Undated subordinated notes	(274)	(290)	(274)	(290)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(4)	(16)	(4)	(16)
OCI excluding conversion reserves	(875)	(741)	(875)	(741)
Dividend provision	(178)	(1,402)	(178)	(1,402)
<b>ROE equity end-of-period</b>	<b>51,389</b>	<b>51,527</b>	<b>51,389</b>	<b>51,527</b>
<b>Average ROE equity</b>	<b>51,396</b>	<b>51,243</b>	<b>52,352</b>	<b>50,309</b>
Average Goodwill	(3,928)	(4,562)	(4,253)	(4,600)
Average Intangible Assets	(2,464)	(2,259)	(2,417)	(2,215)
<b>Average ROTE equity</b>	<b>45,004</b>	<b>44,422</b>	<b>45,682</b>	<b>43,494</b>
Group net Income (a)	862	854	(728)	2,594
Underlying Group net income (b)	742	855	803	3,183
Interest on deeply subordinated notes and undated subordinated notes (c)	(127)	(180)	(447)	(537)
Cancellation of goodwill impairment (d)	0	7	684	115
<b>Adjusted Group net Income (e) = (a)+ (c)+(d)</b>	<b>735</b>	<b>681</b>	<b>(491)</b>	<b>2,172</b>
<b>Adjusted Underlying Group net Income (f)=(b)+(c)</b>	<b>615</b>	<b>675</b>	<b>356</b>	<b>2,646</b>
<b>Average ROTE equity (g)</b>	<b>45,004</b>	<b>44,422</b>	<b>45,682</b>	<b>43,494</b>
ROTE [quarter: (4*e/g), 9M: (4/3*e/g)]	6.5%	6.1%	-1.4%	6.7%
<b>Average ROTE equity (underlying) (h)</b>	<b>44,884</b>	<b>44,422</b>	<b>47,213</b>	<b>43,693</b>
Underlying ROTE [quarter: (4*f/h), 9M: (4/3*f/h)]	5.5%	6.1%	1.0%	8.1%

ROE/ROTE: see Methodology

# FRENCH RETAIL BANKING

## NET BANKING INCOME



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

-4.0% vs. Q3 19

-6.9% vs. 9M 19

### Net interest margin<sup>(1)</sup>

-5.1% vs. Q3 19

-3.3% vs. 9M 19

(1) Excluding PEL/CEL  
 (2) Fees includes revenues from insurance previously reported in "Other Income". Historical series have been restated.



# FRENCH RETAIL BANKING

## CUSTOMER DEPOSITS AND FINANCIAL SAVINGS

\_Average outstanding, in EURbn

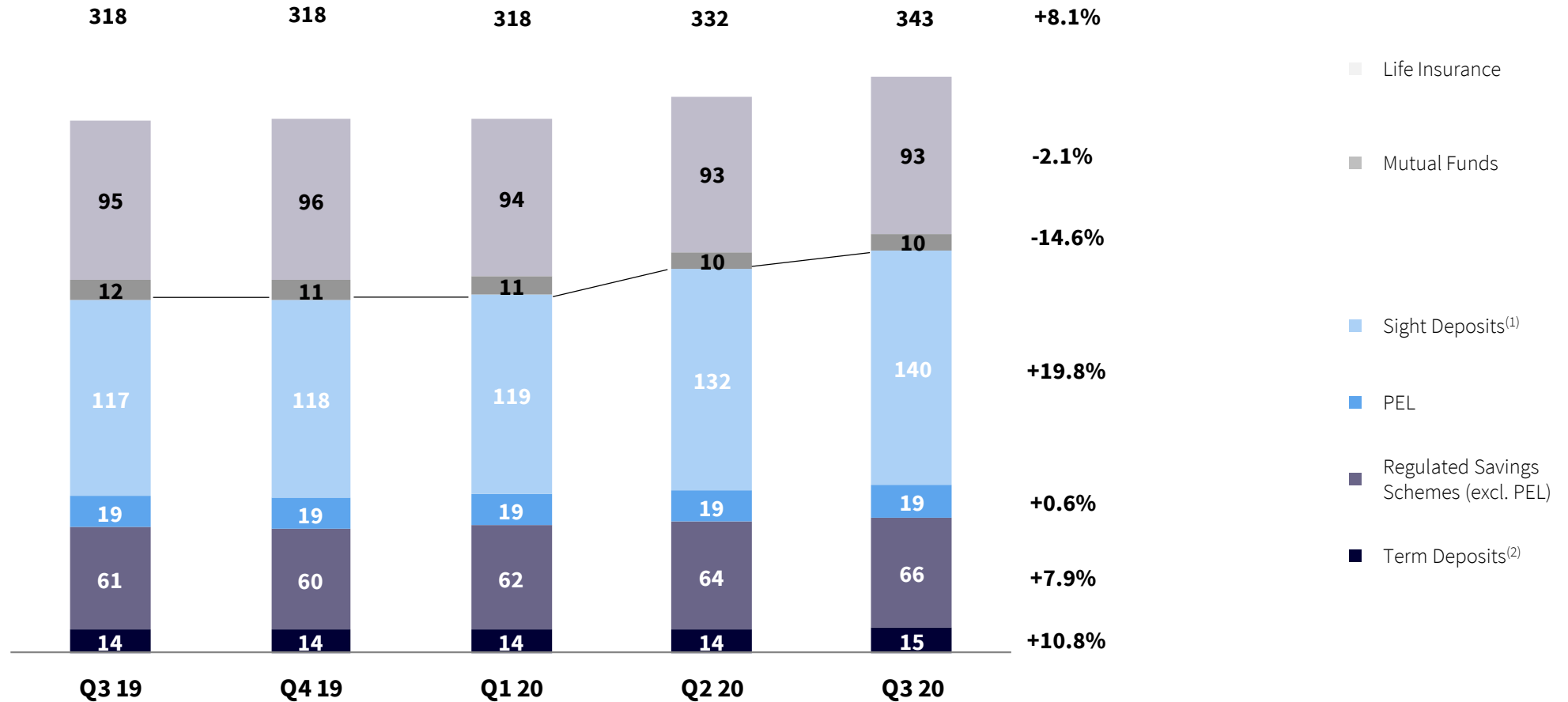
Change  
Q3 20 vs. Q3 19

### Financial Savings

EUR 103.6bn  
-3.6%

### Deposits

EUR 239.9bn  
+14.1%

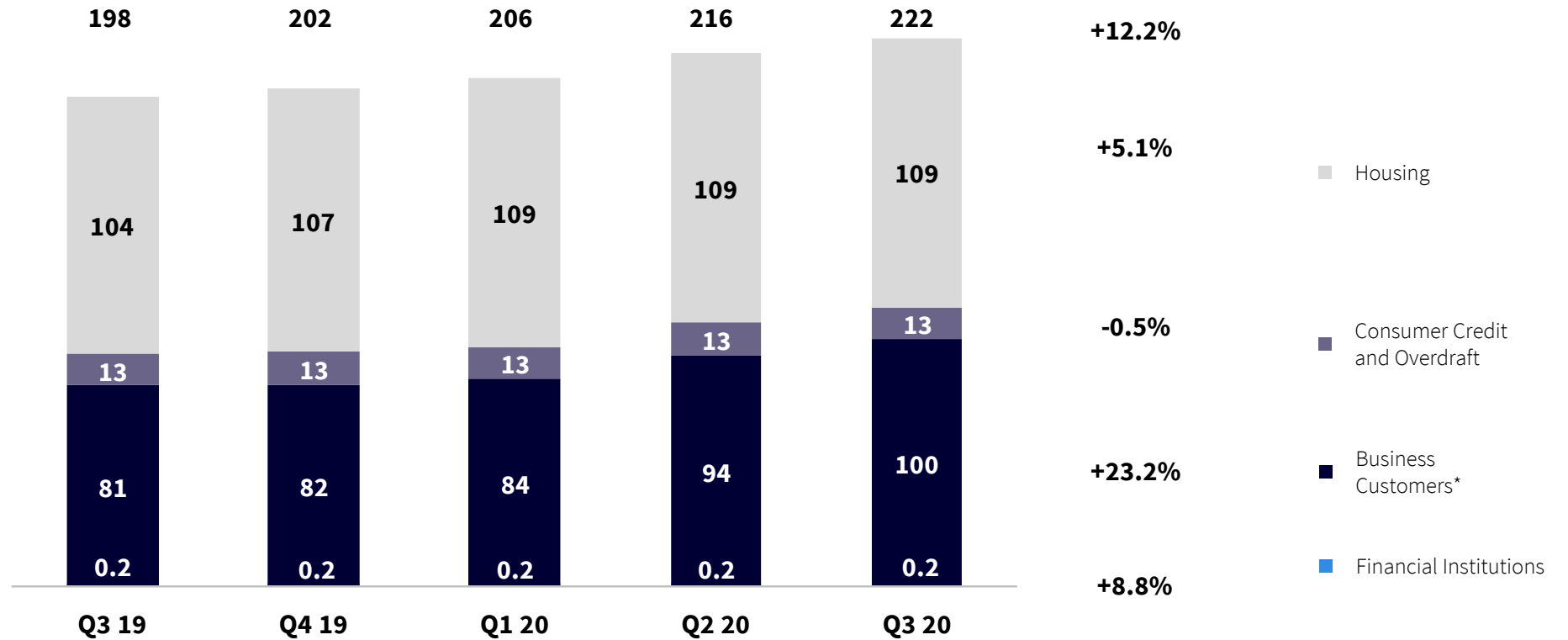


(1) Including deposits from Financial Institutions and foreign currency deposits  
(2) Including deposits from Financial Institutions and medium-term notes

# FRENCH RETAIL BANKING LOANS OUTSTANDING

\_Average outstanding, net of provisions in EURbn

Change  
Q3 20 vs. Q3 19



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

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

## QUARTERLY RESULTS

In EUR m	International Retail Banking			Insurance			Financial Services to Corporates			Total		
	Q3 20	Q3 19	Change	Q3 20	Q3 19	Change	Q3 20	Q3 19	Change	Q3 20	Q3 19	Change
Net banking income	1,216	1,401	-3.9%*	223	227	-1.6%*	452	468	+1.0%*	1,891	2,096	-2.6%*
Operating expenses	(681)	(766)	-1.4%*	(84)	(84)	+0.7%*	(226)	(241)	-0.3%*	(999)	(1,091)	-0.2%*
Gross operating income	535	635	-7.0%*	139	143	-2.9%*	226	227	+2.5%*	892	1,005	-5.1%*
Net cost of risk	(294)	(150)	x 2.2*	0	0	n/s	(37)	(19)	+89.4%*	(331)	(169)	x 2.2*
Operating income	241	485	-45.5%*	139	143	-2.9%*	189	208	-6.8%*	561	836	-29.4%*
Net profits or losses from other assets	0	1	-100.0%*	0	0	-100.0%*	(2)	0	n/s	(2)	1	n/s
Impairment losses on goodwill	0	0	n/s	0	0	n/s	0	0	n/s	0	0	n/s
Income tax	(59)	(109)	-40.9%*	(43)	(45)	-4.6%*	(43)	(47)	-5.9%*	(142)	(201)	-26.0%*
Group net income	131	281	-46.1%*	95	96	-1.2%*	116	136	-13.2%*	337	513	-29.3%*
C/I ratio	56%	55%		38%	37%		50%	51%		53%	52%	
Average allocated capital	5,777	6,612		1,950	1,428		2,719	2,906		10,468	10,946	

The total column includes the effect of the reallocation to the businesses of the of reversal of provision for EUR -8m recorded in Operating expenses (EUR -5m in Group net income) in Q3 20

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

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

## 9M 20 RESULTS

In EUR m	International Retail Banking			Insurance			Financial Services to Corporates			Total		
	9M 20	9M 19	Change	9M 20	9M 19	Change	9M 20	9M 19	Change	9M 20	9M 19	Change
Net banking income	3,666	4,200	-3.3%*	663	687	-3.1%*	1,276	1,409	-6.4%*	5,605	6,296	-4.0%*
Operating expenses	(2,162)	(2,406)	-0.5%*	(276)	(269)	+3.1%*	(686)	(736)	-1.7%*	(3,124)	(3,440)	-1.4%*
Gross operating income	1,504	1,794	-7.2%*	387	418	-7.1%*	590	673	-11.4%*	2,481	2,856	-7.0%*
Net cost of risk	(826)	(372)	x 2.4*	0	0	n/s	(152)	(58)	x 2.6*	(978)	(430)	x 2.4*
Operating income	678	1,422	-46.6%*	387	418	-7.1%*	438	615	-29.7%*	1,503	2,426	-34.2%*
Net profits or losses from other assets	1	2	-61.9%*	0	0	-100.0%*	8	0	n/s	9	2	x 3.4*
Impairment losses on goodwill	0	0	n/s	0	0	n/s	0	0	n/s	0	0	n/s
Income tax	(161)	(317)	-43.6%*	(120)	(130)	-7.4%*	(99)	(135)	-27.5%*	(380)	(572)	-29.9%*
Group net income	381	824	-45.6%*	265	285	-6.7%*	282	402	-31.3%*	928	1,492	-32.5%*
C/I ratio	59%	57%		42%	39%		54%	52%		56%	55%	
Average allocated capital	5,943	6,765		1,840	1,587		2,821	2,844		10,627	11,196	

The total column includes the effect of restructuring provision for EUR -29m recorded in Operating expenses (EUR -20m in Group net income) in 9M 19 not allocated to the businesses

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

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

# INTERNATIONAL RETAIL BANKING

## BREAKDOWN BY REGION - QUARTERLY RESULTS

	Western Europe		Czech Republic		Romania		Other Europe		Russia (1)		Africa, Asia, Mediterranean basin and Overseas		Total International Retail Banking	
<i>In M EUR</i>	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19	Q3 20	Q3 19
Net banking income	226	229	247	287	148	159	(1)	68	175	205	421	453	1,216	1,401
Change *	-1.3%*		-11.5%*		-5.0%*		+53.6%*		+2.2%*		-2.7%*		-3.9%*	
Operating expenses	(98)	(98)	(139)	(140)	(88)	(87)	2	(30)	(107)	(142)	(251)	(269)	(681)	(766)
Change *	-0.0%*		+1.8%*		+3.3%*		+66.4%*		-10.8%*		-2.3%*		-1.4%*	
Gross operating income	128	131	108	147	60	72	1	38	68	63	170	184	535	635
Change *	-2.3%*		-24.2%*		-15.0%*		-73.7%*		+32.5%*		-3.3%*		-7.0%*	
Net cost of risk	(63)	(45)	(61)	(4)	(5)	14	(1)	(5)	(55)	(25)	(109)	(85)	(294)	(150)
Change *	+40.0%*		x 15.4*		n/s		n/s		x 2.6*		+37.4%*		x 2.2*	
Operating income	65	86	47	143	55	86	0	33	13	38	61	99	241	485
Change *	-24.4%*		-66.1%*		-34.8%*		-100.0%*		-57.4%*		-36.7%*		-45.5%*	
Net profits or losses from other assets	0	0	0	0	0	(1)	0	2	0	0	0	0	0	1
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income tax	(14)	(17)	(10)	(29)	(12)	(17)	0	(7)	(3)	(7)	(20)	(32)	(59)	(109)
Group net income	48	66	23	68	26	42	(2)	29	10	31	26	45	131	281
Change *	-27.3%*		-65.0%*		-37.0%*		n/s		-59.9%*		-31.8%*		-46.1%*	
C/I ratio	43.4%	42.8%	56.3%	48.8%	59.5%	54.7%	n/s	44.1%	61.1%	69.3%	59.6%	59.4%	56.0%	54.7%
Average allocated capital	1,509	1,544	950	1,009	435	444	17	632	1,122	1,167	1,744	1,816	5,777	6,612

\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology  
 (1) Russia structure includes Rosbank, Rusfinance and their consolidated subsidiaries in International Retail Banking

# INTERNATIONAL RETAIL BANKING

## BREAKDOWN BY REGION - 9M 20 RESULTS

	Western Europe		Czech Republic		Romania		Other Europe		Russia (1)		Africa, Asia, Mediterranean basin and Overseas		Total International Retail Banking	
<i>In M EUR</i>	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19	9M 20	9M 19
Net banking income	679	668	754	859	432	465	(3)	300	546	590	1,258	1,318	3,666	4,200
Change *	+1.6%*		-9.9%*		-5.5%*		+23.9%*		+1.2%*		-2.8%*		-3.3%*	
Operating expenses	(299)	(300)	(449)	(449)	(266)	(271)	4	(164)	(359)	(419)	(793)	(803)	(2,162)	(2,406)
Change *	-0.5%*		+2.4%*		-0.4%*		-31.8%*		-6.9%*		+1.2%*		-0.5%*	
Gross operating income	380	368	305	410	166	194	1	136	187	171	465	515	1,504	1,794
Change *	+3.4%*		-23.4%*		-12.7%*		n/s		+21.5%*		-9.0%*		-7.2%*	
Net cost of risk	(195)	(116)	(123)	12	(52)	44	(1)	(12)	(154)	(74)	(301)	(226)	(826)	(372)
Change *	+68.1%*		n/s		n/s		n/s		x 2.3*		+36.0%*		x 2.4*	
Operating income	185	252	182	422	114	238	0	124	33	97	164	289	678	1,422
Change *	-26.4%*		-55.6%*		-51.1%*		+100.0%*		-61.7%*		-43.4%*		-46.6%*	
Net profits or losses from other assets	0	0	0	1	0	(1)	0	1	0	0	1	1	1	2
Impairment losses on goodwill	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income tax	(39)	(50)	(38)	(85)	(24)	(47)	0	(25)	(7)	(17)	(53)	(93)	(161)	(317)
Group net income	136	192	89	207	55	116	(4)	94	26	80	79	135	381	824
Change *	-29.0%*		-55.7%*		-51.6%*		-67.6%*		-63.5%*		-36.8%*		-45.6%*	
C/I ratio	44.0%	44.9%	59.5%	52.3%	61.6%	58.3%	n/s	54.7%	65.8%	71.0%	63.0%	60.9%	59.0%	57.3%
Average allocated capital	1,536	1,483	968	1,014	455	454	26	881	1,160	1,109	1,798	1,824	5,943	6,765

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

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

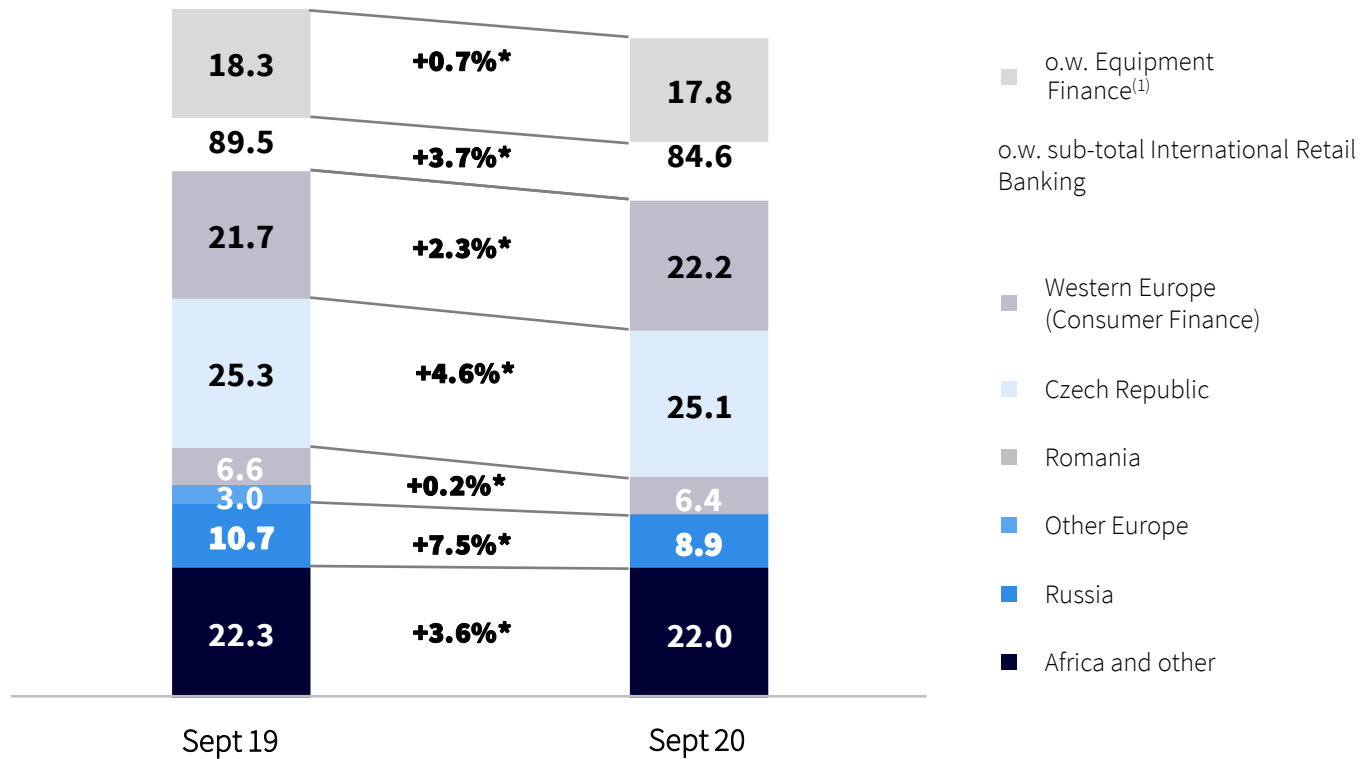
(1) Russia structure includes Rosbank, Rusfinance and their consolidated subsidiaries in International Retail Banking

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

## LOAN AND DEPOSIT OUTSTANDINGS BREAKDOWN

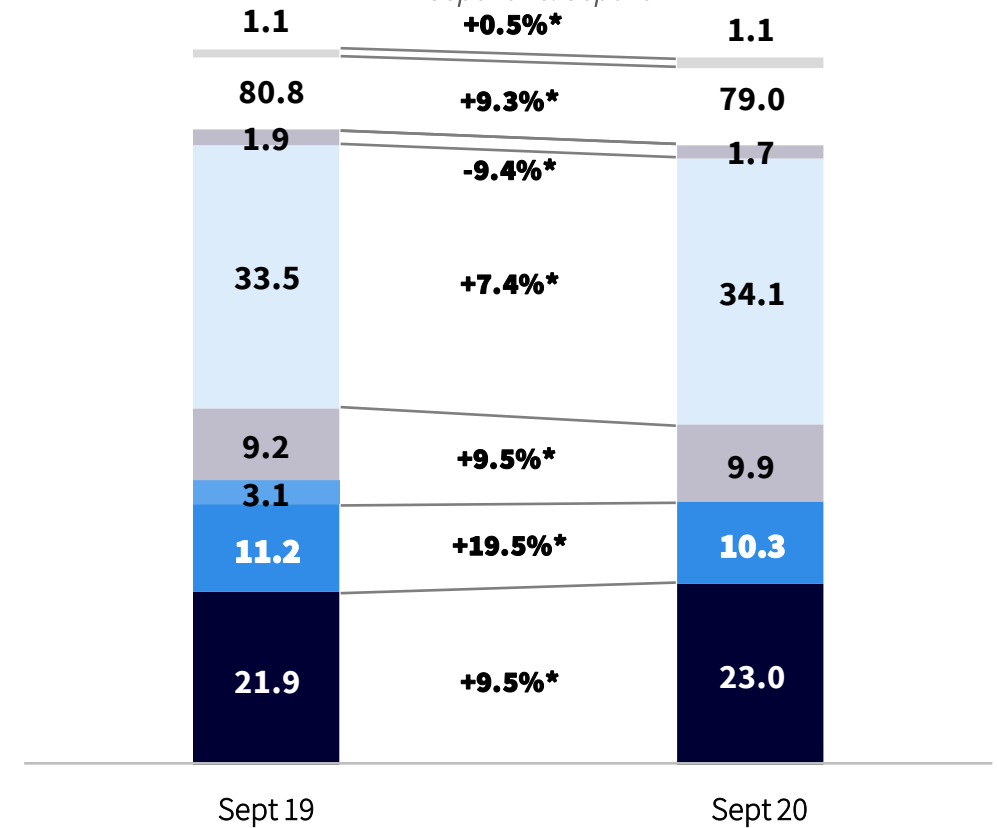
\_Loan Outstandings Breakdown (in EURbn)

Change  
Sept 20 vs. Sept 19



\_Deposit Outstandings Breakdown (in EURbn)

Change  
Sept 20 vs. Sept 19



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

# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

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

### \_SG Russia Results

In EUR m	Q3 20	Q3 19	Change	9M 20	9M 19	Change
Net banking income	196	227	3%	608	654	2%
Operating expenses	(113)	(150)	-11%	(380)	(443)	-7%
Gross operating income	83	78	32%	228	211	20%
Net cost of risk	(56)	(25)	167%	(154)	(74)	128%
Operating income	27	53	-36%	74	137	-40%
Group net income	19	42	-41%	55	108	-42%
C/I ratio	58%	66%		62%	68%	

### \_SG Commitment to Russia

In EUR bn	Q3 20	Q4 19	Q4 18	Q4 17
Book value	2.8	3.1	2.8	2.8
Intragroup Funding				
- Sub. Loan	0.5	0.5	0.5	0.5
- Senior	0.0	0.0	0.0	0.0

NB. The Rosbank Group book value amounts to EUR 2.8bn at Q3 20, not including translation reserves of EUR -1.1bn, already deducted from Group Equity

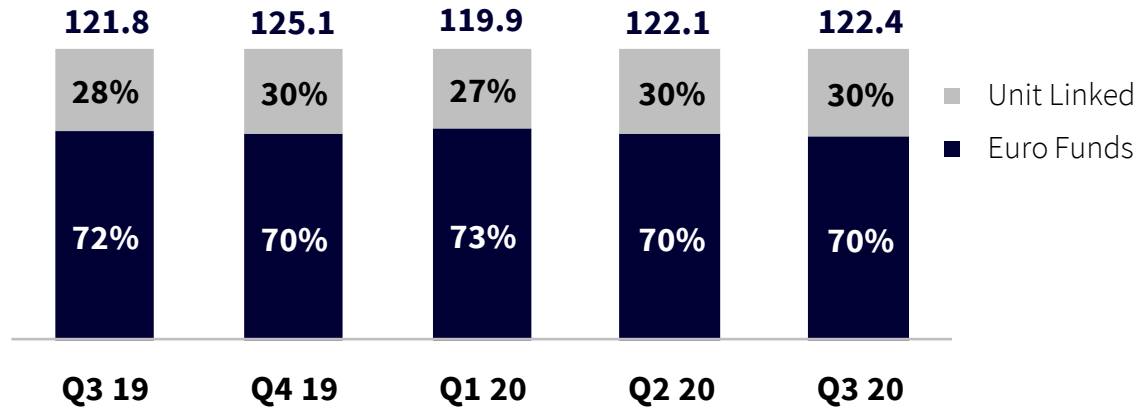
\*  
(1) When adjusted for changes in Group structure and at constant exchange rates  
Contribution of Rosbank, Rusfinance Bank, Societe Generale Insurance, ALD Automotive, and their consolidated subsidiaries to Group businesses results  
Net banking income, operating expenses, cost to income ratio: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



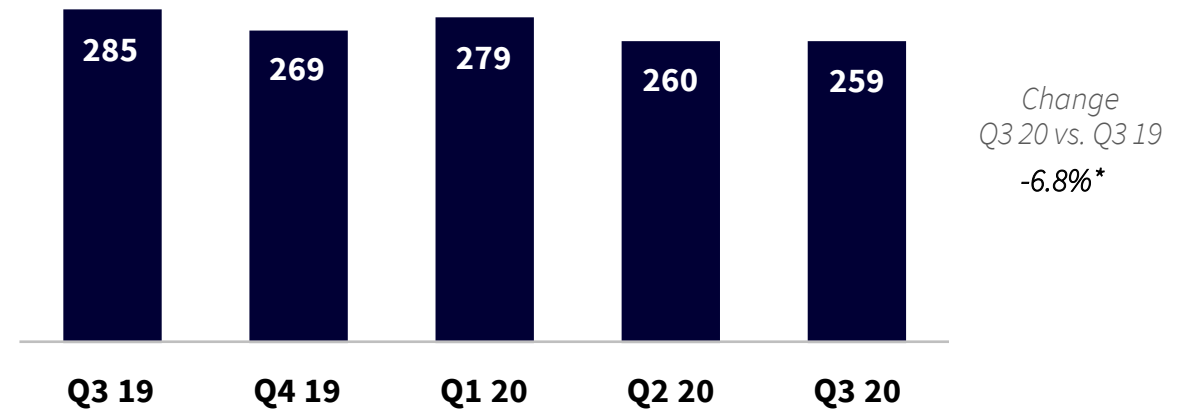
# INTERNATIONAL RETAIL BANKING AND FINANCIAL SERVICES

## INSURANCE KEY FIGURES

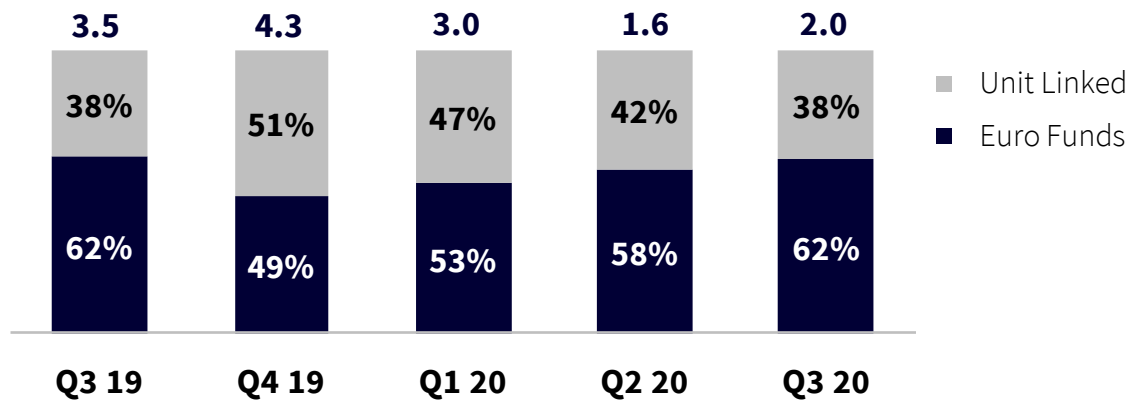
\_Life Insurance Outstandings and Unit Linked Breakdown (in EURbn)



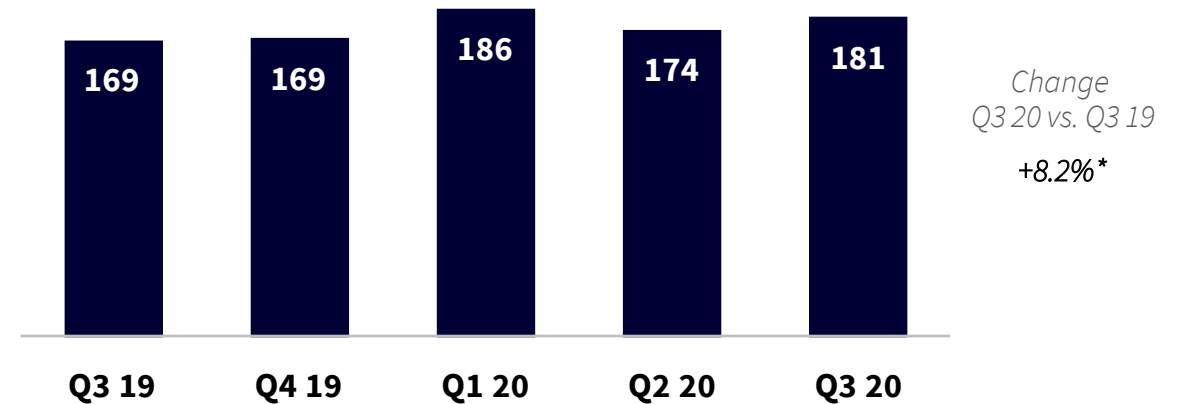
\_Personal Protection Insurance Premiums (in EURm)



\_Life Insurance Gross Inflows (in EURbn)



\_Property and Casualty Insurance Premiums (in EURm)



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

# GLOBAL BANKING AND INVESTOR SOLUTIONS

## QUARTERLY RESULTS

In EUR m	Global Markets and Investor Services			Financing and Advisory			Asset and Wealth Management			Total Global Banking and Investor Solutions			
	Q3 20	Q3 19	Change	Q3 20	Q3 19	Change	Q3 20	Q3 19	Change	Q3 20	Q3 19	Change	
Net banking income	1,245	1,191	+6.3%*	579	604	-2.8%*	210	218	-3.7%*	2,034	2,013	+1.0%	+2.5%*
Operating expenses	(932)	(1,053)	-10.1%*	(352)	(376)	-4.3%*	(194)	(209)	-7.1%*	(1,478)	(1,638)	-9.8%	-8.3%*
Gross operating income	313	138	x 2.3*	227	228	-0.3%*	16	9	+73.6%*	556	375	+48.3%	+49.4%*
Net cost of risk	3	(1)	n/s	(57)	(62)	-3.0%*	(3)	(2)	+49.7%*	(57)	(65)	-12.3%	-7.8%*
Operating income	316	137	x 2.4*	170	166	+0.7%*	13	7	+80.3%*	499	310	+61.0%	+60.7%*
Net profits or losses from other assets	1	2		(1)	0		0	0		0	2		
Net income from companies accounted for by the equity method	0	1		0	0		0	0		0	1		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	(64)	(32)		(46)	(21)		(3)	(1)		(113)	(54)		
Net income	253	108		123	145		10	6		386	259		
O.w. non controlling Interests	4	5		0	0		1	1		5	6		
Group net income	249	103	x 2.5*	123	145	-16.5%*	9	5	+73.5%*	381	253	+50.6%	+50.2%*
Average allocated capital	8,297	8,274		5,691	5,544		873	921		14,868	14,739		
C/I ratio	75%	88%		61%	62%		92%	96%		73%	81%		

\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology  
 Historical series restated according to new quarterly series published on 30 September 2019

# GLOBAL BANKING AND INVESTOR SOLUTIONS

## 9M 20 RESULTS

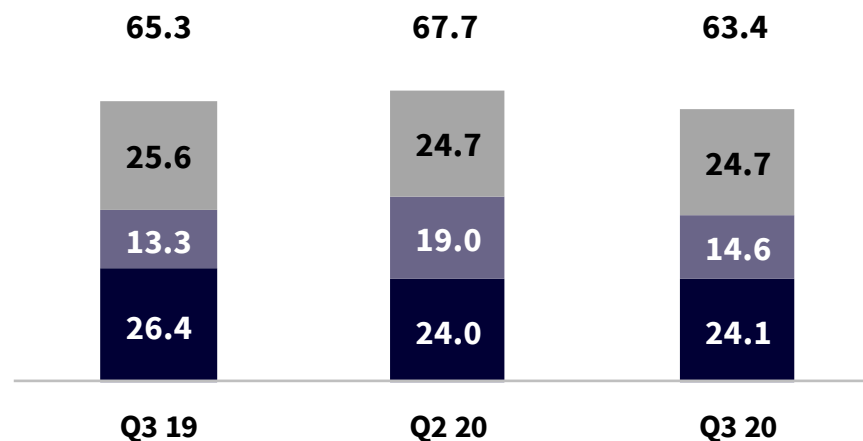
In EUR m	Global Markets and Investor Services			Financing and Advisory			Asset and Wealth Management			Total Global Banking and Investor Solutions			
	9M 20	9M 19	Change	9M 20	9M 19	Change	9M 20	9M 19	Change	9M 20	9M 19	Change	
Net banking income	3,004	3,910	-23.0%*	1,865	1,904	-2.2%*	672	704	-4.4%*	5,541	6,518	-15.0%	-14.9%*
Operating expenses	(3,235)	(3,664)	-11.6%*	(1,195)	(1,242)	-3.7%*	(595)	(673)	-10.8%*	(5,025)	(5,579)	-9.9%	-9.7%*
Gross operating income	(231)	246	n/s	670	662	+0.8%*	77	31	x 2.1*	516	939	-45.0%	-45.4%*
Net cost of risk	(26)	(4)	x 6.4*	(772)	(140)	x 5.5*	(20)	4	n/s	(818)	(140)	x 5.8	x 5.9*
Operating income	(257)	242	n/s	(102)	522	n/s	57	35	+42.5%*	(302)	799	n/s	n/s
Net profits or losses from other assets	15	2		(1)	0		0	0		14	2		
Net income from companies accounted for by the equity method	4	6		(1)	(1)		0	0		3	5		
Impairment losses on goodwill	0	0		0	0		0	0		0	0		
Income tax	49	(58)		45	(56)		(12)	(8)		82	(122)		
Net income	(189)	192		(59)	465		45	27		(203)	684		
O.w. non controlling Interests	18	15		0	0		2	2		20	17		
Group net income	(207)	177	n/s	(59)	465	n/s	43	25	+48.0%*	(223)	667	n/s	n/s
Average allocated capital	7,989	8,648		5,440	5,932		872	1,042		14,306	15,622		
C/I ratio	108%	94%		64%	65%		89%	96%		91%	86%		

\* When adjusted for changes in Group structure and at constant exchange rates  
 Net banking income, operating expenses, cost to income ratio, allocated capital: see Methodology  
 Historical series restated according to new quarterly series published on 30 September 2019

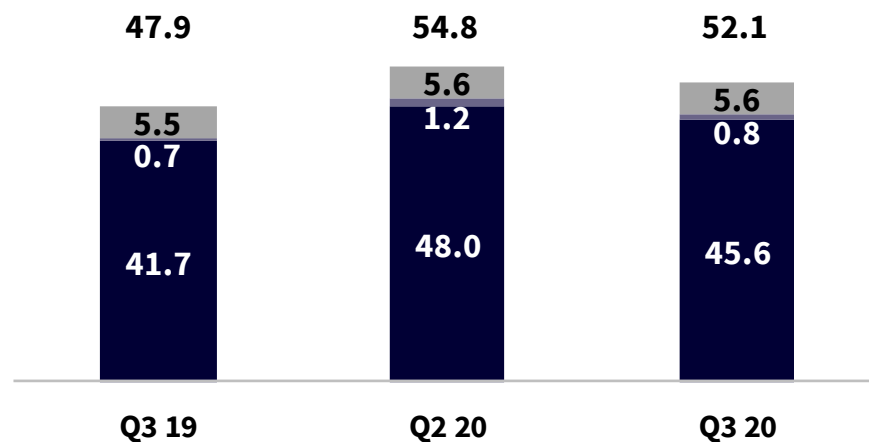
# GLOBAL BANKING AND INVESTOR SOLUTIONS

## RISK-WEIGHTED ASSETS

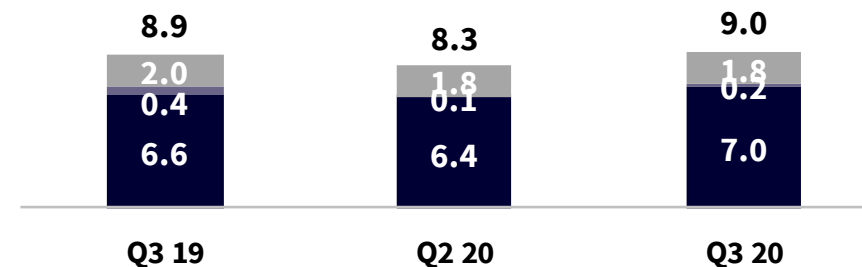
\_Global Markets and Investor Services (in EURbn)



\_Financing and Advisory (in EURbn)



\_Asset and Wealth Management (in EURbn)

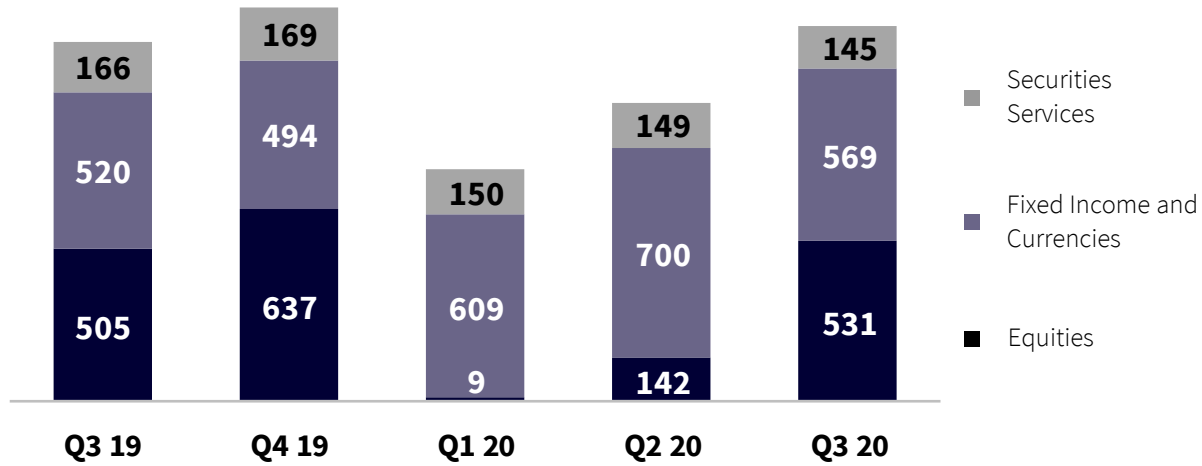


- Operational
- Market
- Credit

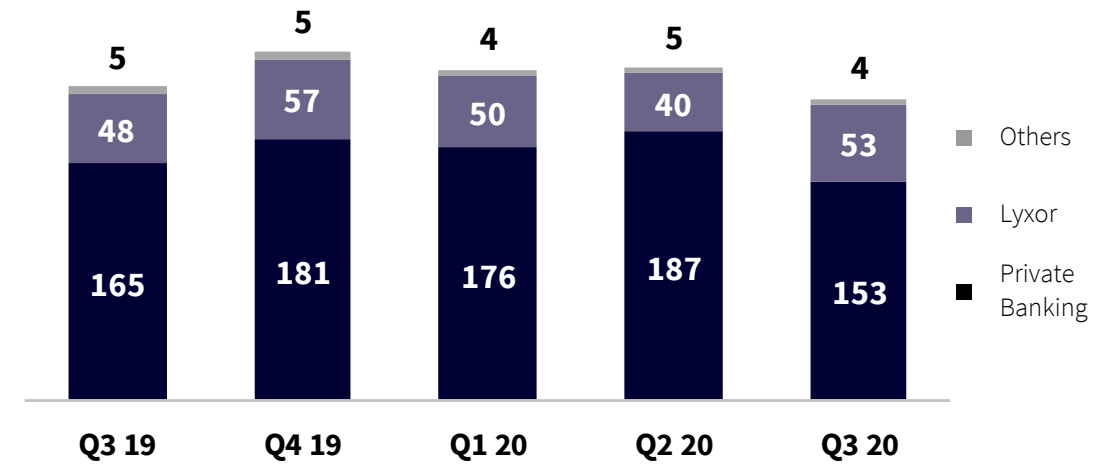
Historical series restated according to new quarterly series published on 30 September 2019

# GLOBAL BANKING AND INVESTOR SOLUTIONS REVENUES

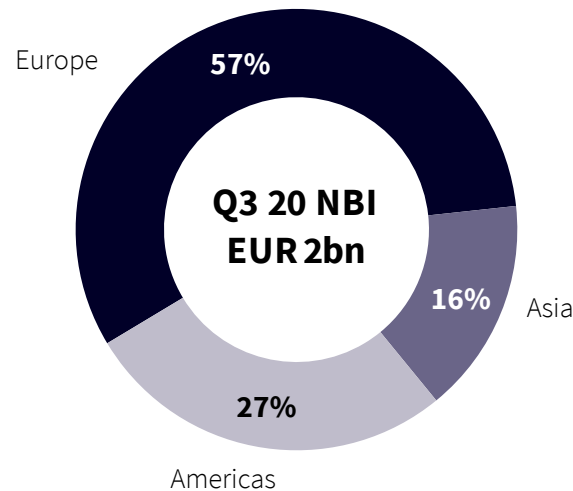
\_Global Markets and Investor Services Revenues (in EURm)<sup>(1)</sup>



\_Asset and Wealth Management Revenues (in EURm)



\_Revenues Split by Region (in %)

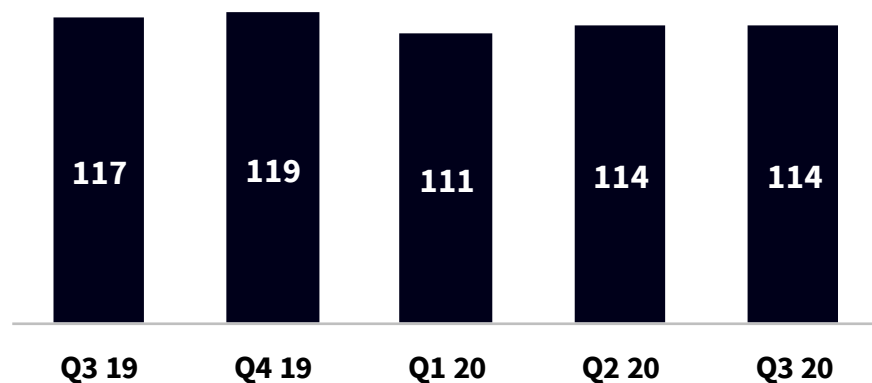


(1) Historical series restated according to new quarterly series published on 30 September 2019

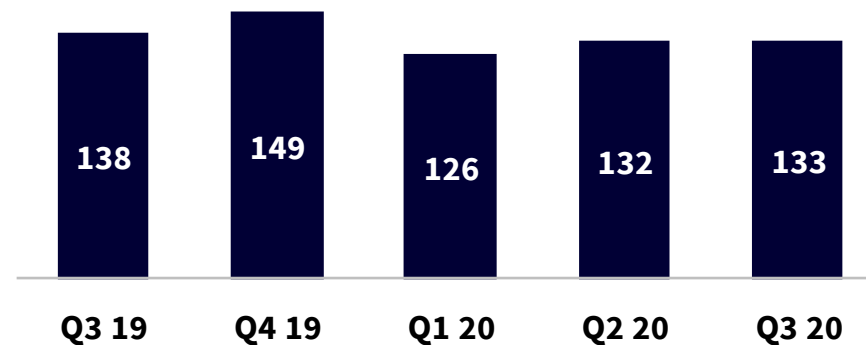
# GLOBAL BANKING AND INVESTOR SOLUTIONS

## KEY FIGURES

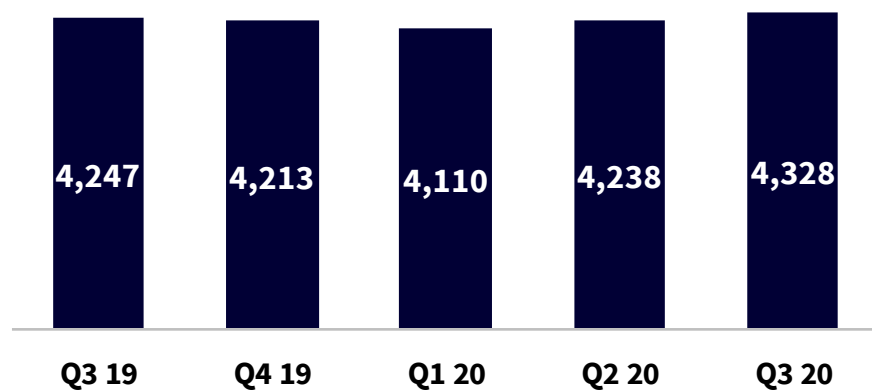
\_Private Banking: Assets under Management (in EURbn)



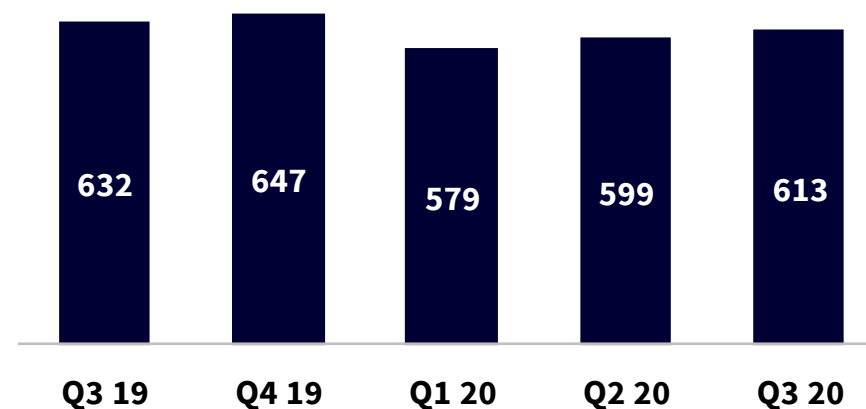
\_Lyxor: Assets under Management (in EURbn)



\_Securities Services: Assets under Custody (in EURbn)



\_Securities Services: Assets under Administration (in EURbn)



# GLOBAL BANKING AND INVESTOR SOLUTIONS

## RECOGNISED EXPERTISE: LEAGUE TABLES - RANKINGS - AWARDS

### FINANCING AND ADVISORY



#### IJ Global Awards 2019

Global MLA of the Year  
Europe & Africa MLA of the Year



#### African banking awards 2020

Corporate Social Responsibility Pan-Africa  
Best Bank in Cameroon and Côte d'Ivoire  
Best Investment Bank in Cameroon,  
Morocco and Côte d'Ivoire  
Best Foreign Bank in Morocco



### LEADING POSITIONS

#### Capital Markets

#3 All Int EUR Corporate Bonds EMEA  
#2 All French Corporate Euro-denominated Bonds  
#2 All French Financial Euro-denominated Bonds  
#4 Green, Social and Sustainability Bonds Europe  
#2 ECM House in France\*\*

#### M&A

#4 M&A France any Involvement

#### Acquisition finance

#4 France Acquisition Finance MLA  
#2 France Acquisition Finance Bookrunner

Source: Dealogic (except for: \*Bloomberg, \*\*Refinitiv, \*\*\*IJGlobal, \*\*\*\*Infranews)  
1st January to 30th September 2020

#### Structured Finance

#1 Global Renewable Banks\*\*\*\*  
#1 Project finance MLA Renewable Global\*\*\*  
#1 Project finance MLA Renewable Europe\*\*\*  
#3 Project Finance MLA Global\*\*\*  
#2 Project Finance MLA Europe\*\*\*

#### Syndicated Loans

#4 EMEA Loans MLA  
#2 France Loans MLA  
#3 France Loans Bookrunner

### GLOBAL MARKETS



#### EMEA FINANCE Treasury Services Awards 2020

Best Cash Management Services in EMEA  
Best Factoring Services in EMEA, Europe and Africa  
Best Trade Finance Services in EMEA and CEE  
Best Transactional Bank for Financial Institutions in Europe and CEE  
Best Treasury Services in EMEA and Africa



#### Asia Risk Awards 2020

ESG Provider of the Year 2020



#### Global Custodian Leaders in Custody Awards 2020

Best Relationship Management and Client Service  
Top Performer in Emerging Europe

### ASSET & WEALTH MANAGEMENT



#### HFM European Performance Awards 2020

Best UCITS Macro (Lyxor/Epsilon Global Trend Fund)  
Best Credit UCITS under 500 million (Lyxor/Chenavari)



#### HFM European Services Awards 2020

Best Managed Account Platform (Lyxor)



#### Mondo Investor Award

Best Liquid Alternative Funds Platform (Lyxor)



# FINANCING & ADVISORY

## SUPPORTING CLIENTS IN THEIR TRANSFORMATIONS

CLIENT PROXIMITY

INNOVATION

PRODUCT EXCELLENCE

INDUSTRY EXPERTISE

ADVISORY CAPACITY

GLOBAL COVERAGE



**VONOVIA**

Joint Bookrunner

EUR 1bn – ABB Capital increase of Vonovia, the largest ECM issuance in the European real estate sector

VONOVIA



**ACS**

Exclusive Financial Advisor

EUR 2.2bn – Sale of a c. 3GW Solar Portfolio to GALP Energia, largest photovoltaic M&A transaction ever in Iberia



**LOIRE ATLANTIQUE**

Financial Advisor, MLA, Hedge Provider and Agent

EUR 169m – Project financing to deploy the ultra-speed broadband network in Loire-Atlantique



**UBI BANCA**

Exclusive Financial Adviser to leading shareholders

Intesa Sanpaolo's acquisition of 90.2% stake in UBI Banca, largest domestic banking transaction in Europe since 2008



**LEG IMMOBILIEN**

Joint Global Coordinator

EUR 823m – Combined offering of LEG Immobilien, 3rd ECM transaction SG has executed for LEG as a Global Coordinator



**BURBERRY GROUP**

Active Bookrunner

GBP 300m – Burberry's inaugural sustainability bond

BURBERRY



# METHODOLOGY (1/3)

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1 – The financial information presented for the quarter and first half ending 30 September 2020 was reviewed by the Board of Directors on 4 November 2020 and has been prepared in accordance with IFRS as adopted in the European Union and applicable at this date, and has not been audited.

## 2 – Net banking income

The pillars' net banking income is defined on page 43 of Societe Generale's 2020 Universal Registration Document. The terms "Revenues" or "Net Banking Income" are used interchangeably. They provide a normalised measure of each pillar's net banking income taking into account the normative capital mobilised for its activity.

## 3 – Operating expenses

**Operating expenses** correspond to the "Operating Expenses" as presented in note 8.1 to the Group's consolidated financial statements as at December 31<sup>st</sup>, 2019 (pages 423 et seq. of the 2020 Universal Registration Document). The term "costs" is also used to refer to Operating Expenses.

The **Cost/Income Ratio** is defined on page 43 of Societe Generale's 2020 Universal Registration Document.

## 4 – IFRIC 21 adjustment

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

## 5 – Exceptional items – transition from accounting data to underlying data

The Group may be required to provide underlying indicators for a clearer understanding of its actual performance. Underlying data is obtained from reported data by restating the latter to take into account exceptional items and the IFRIC 21 adjustment

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

Details of these items, as well as the other items that are the subject of a one-off or recurring restatement (exceptional items) are given in the supplement (page 30).

# METHODOLOGY (2/3)

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

The cost of risk or commercial cost of risk is defined on pages 45 and 574 of Societe Generale's 2020 Universal Registration Document. This indicator makes it possible to assess the level of risk of each of the pillars as a percentage of balance sheet loan commitments, including operating leases. The gross coverage ratio for non-performing loans is calculated as the ratio of provisions recognised in respect of the credit risk to gross outstandings identified as in default within the meaning of the regulations, without taking account of any guarantees provided. This coverage ratio measures the maximum residual risk associated with outstandings in default ("non-performing").

	(In EUR m)	Q3 20	Q3 19	9M 20	9M 19
French Retail Banking	Net Cost Of Risk	130	95	821	318
	Gross loan Outstandings	217,156	195,305	208,604	193,208
	<b>Cost of Risk in bp</b>	<b>24</b>	<b>19</b>	<b>52</b>	<b>22</b>
International Retail Banking and Financial Services	Net Cost Of Risk	331	169	978	430
	Gross loan Outstandings	129,838	138,493	133,240	135,996
	<b>Cost of Risk in bp</b>	<b>102</b>	<b>49</b>	<b>98</b>	<b>42</b>
Global Banking and Investor Solutions	Net Cost Of Risk	57	64	818	140
	Gross loan Outstandings	162,429	160,906	165,389	163,310
	<b>Cost of Risk in bp</b>	<b>14</b>	<b>16</b>	<b>66</b>	<b>11</b>
Corporate Centre	Net Cost Of Risk	(0)	1	0	19
	Gross loan Outstandings	12,400	9,944	10,800	9,299
	<b>Cost of Risk in bp</b>	<b>(1)</b>	<b>2</b>	<b>1</b>	<b>27</b>
Societe Generale Group	Net Cost Of Risk	518	329	2,617	907
	Gross loan Outstandings	521,822	504,647	518,033	501,813
	<b>Cost of Risk in bp</b>	<b>40</b>	<b>26</b>	<b>67</b>	<b>24</b>

## 7 – ROE, RONE, ROTE

The notion of ROE (Return On Equity) and ROTE (Return On Tangible Equity), as well as the methodology for calculating it, are specified on pages 45 and 46 of Societe Generale's 2020 Universal Registration Document. This measure makes it possible to assess return on equity and Societe Generale's return on equity tangible.

RONE (*Return on Normative Equity*) determines the return on average normative equity allocated to the Group's businesses, according to the principles presented on page 46 of Societe Generale's 2020 Universal Registration Document.

# METHODOLOGY (3/3)

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

**8 – Net assets and tangible net assets** are defined in the methodology, page 48 of the Group’s 2020 Universal Registration Document.

## **9 – Calculation of Earnings Per Share (EPS)**

The EPS published by Societe Generale is calculated according to the rules defined by the IAS 33 standard (see page 47 of Societe Generale’s 2020 Universal Registration Document). The corrections made to Group net income in order to calculate EPS correspond to the restatements carried out for the calculation of ROE and ROTE. For indicative purpose, the Group also publishes EPS adjusted for the impact of exceptional items and for IFRIC 21 adjustment (Underlying EPS).

**10 –** The Societe Generale Group’s **Common Equity Tier 1 capital** is calculated in accordance with applicable CRR/CRD4 rules. The fully-loaded **solvency ratios** are presented pro forma for current earnings, net of dividends, for the current financial year, unless specified otherwise. The leverage ratio is calculated according to applicable CRR/CRD4 rules including the provisions of the delegated act of October 2014.

**11 –** The **liquid asset buffer** or liquidity reserve includes 1/ central bank cash and deposits recognised for the calculation of the liquidity buffer for the LCR ratio, 2/ liquid assets rapidly tradable in the market (High Quality Liquid Assets or HQLA), unencumbered net of haircuts, as included in the liquidity buffer for the LCR ratio and 3/ central bank eligible assets, unencumbered net of haircuts.

**12 –** The **“Long Term Funding” outstanding** is based on the Group financial statements and on the following adjustments allowing for a more economic reading. It then Includes interbank liabilities and debt securities issued with a maturity above one year at inception. Issues placed in the Group’s Retail Banking networks (recorded in medium/long-term financing) are removed from the total of debt securities issued.

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

# **INVESTOR RELATIONS TEAM**

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**<https://investors.societegenerale.com/en>**