# Contents of consolidated financial statements

| 1. CONSOLIDATED FINANCIAL STATEMENTS  |     |
|---|-----|
| CONSOLIDATED BALANCE SHEET - ASSETS   | 268 |
| CONSOLIDATED BALANCE SHEET - LIABILITIES  | 269 |
| CONSOLIDATED INCOME STATEMENT   | 270 |
| STATEMENT OF NET INCOME AND UNREALISED OR DEFERRED GAINS AND LOSSES   | 271 |
| CHANGES IN SHAREHOLDERS' EQUITY   | 272 |
| CASH FLOW STATEMENT   | 275 |
| 2. NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS   |     |
| NOTE 1 - SIGNIFICANT ACCOUNTING PRINCIPLES  | 276 |
| NOTE 2 - CONSOLIDATION  |     |
| NOTE 2.1 - CONSOLIDATION SCOPE  |     |
| NOTE 2.2 - GOODWILL   |     |
| NOTE 2.3 - ADDITIONAL DISCLOSURES FOR CONSOLIDATED ENTITIES AND INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD |     |
| NOTE 2.4 - UNCONSOLIDATED STRUCTURED ENTITIES   |     |
| NOTE 3 - FINANCIAL INSTRUMENTS  |     |
| NOTE 3.1- FINANCIAL ASSETS AND LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS                                   |     |
| NOTE 3.2 - FINANCIAL DERIVATIVES  |     |
| NOTE 3.3 - AVAILABLE-FOR-SALE FINANCIAL ASSETS  |     |
| NOTE 3.4 - FAIR VALUE OF FINANCIAL INSTRUMENTS MEASURED AT FAIR VALUE   |     |
| NOTE 3.5 - LOANS AND RECEIVABLES  |     |
| NOTE 3.6 - DEBTS  |     |
| NOTE 3.7 - INTEREST INCOME AND EXPENSE  |     |
| NOTE 3.8 - IMPAIRMENT AND PROVISIONS  |     |
| NOTE 3.9 - FAIR VALUE OF FINANCIAL INSTRUMENTS MEASURED AT AMORTISED COST   |     |
| NOTE 3.10 - COMMITMENTS AND ASSETS PLEDGED AND RECEIVED AS SECURITY   |     |
| NOTE 3.11 - TRANSFERRED FINANCIAL ASSETS  |     |
| NOTE 3.12 - OFFSETTING FINANCIAL ASSETS AND FINANCIAL LIABILITIES   |     |
| NOTE 3.13 - CONTRACTUAL MATURITIES OF NON-DERIVATIVE FINANCIAL LIABILITIES  | 335 |
| NOTE 4 - OTHER ACTIVITIES   | 336 |
| NOTE 4.1 - FEE INCOME AND EXPENSE   | 336 |
| NOTE 4.2 - INCOME AND EXPENSES FROM OTHER ACTIVITIES  | 337 |
| NOTE 4.3 - INSURANCE ACTIVITIES   | 338 |
| NOTE 4.4 - OTHER ASSETS AND LIABILITIES   | 342 |
| NOTE 5 - PERSONNEL EXPENSES AND EMPLOYEE BENEFITS   | 343 |
| NOTE 5.1 - PERSONNEL EXPENSES AND RELATED PARTY TRANSACTIONS  | 344 |
| NOTE 5.2 - EMPLOYEE BENEFITS  | 345 |
| NOTE 5.3 - SHARE-BASED PAYMENT PLANS  | 351 |
| NOTE 6 - INCOME TAX   | 354 |
| NOTE 7 - SHAREHOLDERS' EQUITY   | 357 |
| NOTE 7.1 - TREASURY SHARES AND EQUITY INSTRUMENTS ISSUED BY THE GROUP   | 357 |
| NOTE 7.2 - EARNINGS PER SHARE AND DIVIDENDS   | 360 |
| NOTE 8 - ADDITIONAL DISCLOSURES   | 361 |
| NOTE 8.1 - SEGMENT REPORTING  | 361 |
| NOTE 8.2 - TANGIBLE AND INTANGIBLE FIXED ASSETS   | 365 |
| NOTE 8.3 - FOREIGN EXCHANGE TRANSACTIONS  | 366 |
| NOTE 8.4 - COMPANIES INCLUDED IN THE CONSOLIDATION SCOPE  | 367 |
| NOTE 8.5 - PROVISIONS   | 384 |
| NOTE 6.6. FEEG DAID TO GTATI ITODY ALIDITODO  | 005 |

The information on the risk management linked to financial instruments as well as the information on capital management and compliance with regulatory ratios, required by IFRS as adopted by the European Union, is disclosed in chapter 4 of the present Registration document (Risks and capital adequacy). The types of risks are described in chapter 3 of the present Registration document (Corporate governance), page 115.

This information belongs to the note to the consolidated financial statements and has been audited by statutory auditors; it is identified as such in chapter 4 of the present Registration document.

# 1. CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED BALANCE SHEET - ASSETS

| (In millions of euros)  |                        | 31st December 2015 | 31st December 2014* |
|---|------------------------|--------------------|---------------------|
| Cash, due from central banks  |                        | 78,565             | 57,065              |
| Financial assets at fair value through profit or loss                   | Notes 3.1, 3.2 and 3.4 | 519,333            | 530,536             |
| Hedging derivatives   | Note 3.2               | 16,538             | 19,448              |
| Available-for-sale financial assets                                     | Notes 3.3 and 3.4      | 134,187            | 143,722             |
| Due from banks  | Notes 3.5 and 3.9      | 71,682             | 80,709              |
| Customer loans <sup>(1)</sup>   | Notes 3.5 and 3.9      | 405,252            | 370,367             |
| Revaluation differences on portfolios hedged against interest rate risk |                        | 2,723              | 3,360               |
| Held-to-maturity financial assets                                       | Note 3.9               | 4,044              | 4,368               |
| Tax assets  | Note 6                 | 7,367              | 7,415               |
| Other assets  | Note 4.4               | 69,398             | 65,238              |
| Non-current assets held for sale  |                        | 171                | 866                 |
| Investments accounted for using the equity method                       |                        | 1,352              | 2,796               |
| Tangible and intangible fixed assets                                    | Note 8.2               | 19,421             | 17,917              |
| Goodwill  | Note 2.2               | 4,358              | 4,331               |
| Total   |                        | 1,334,391          | 1,308,138           |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

<sup>(1)</sup> Customer loans include Lease financing and similar agreements previously presented on a separate line in the balance sheet. The presentation of comparative figures has been restated accordingly to the financial statements published at 31st December 2014.

## CONSOLIDATED BALANCE SHEET - LIABILITIES

| (In millions of euros)  |                        | 31st December 2015 | 31st December 2014* |
|---|------------------------|--------------------|---------------------|
| Due to central banks  |                        | 6,951              | 4,607               |
| Financial liabilities at fair value through profit or loss              | Notes 3.1, 3.2 and 3.4 | 454,981            | 480,330             |
| Hedging derivatives   | Note 3.2               | 9,533              | 10,902              |
| Due to banks  | Notes 3.6 and 3.9      | 95,452             | 91,290              |
| Customer deposits   | Notes 3.6 and 3.9      | 379,631            | 349,735             |
| Debt securities issued  | Notes 3.6 and 3.9      | 106,412            | 108,658             |
| Revaluation differences on portfolios hedged against interest rate risk |                        | 8,055              | 10,166              |
| Tax liabilities   | Note 6                 | 1,571              | 1,416               |
| Other liabilities   | Note 4.4               | 83,083             | 75,031              |
| Non-current liabilities held for sale                                   |                        | 526                | 505                 |
| Underwriting reserves of insurance companies                            | Note 4.3               | 107,257            | 103,298             |
| Provisions  | Note 8.5               | 5,218              | 4,492               |
| Subordinated debt   |                        | 13,046             | 8,834               |
| Total liabilities   |                        | 1,271,716          | 1,249,264           |
| SHAREHOLDERS' EQUITY  |                        |                    |                     |
| Shareholders' equity, Group share                                       |                        |                    |                     |
| Issued common stocks, equity instruments and capital reserves           |                        | 29,537             | 29,486              |
| Retained earnings   |                        | 23,905             | 22,537              |
| Net income  |                        | 4,001              | 2,679               |
| Sub-total   |                        | 57,443             | 54,702              |
| Unrealised or deferred capital gains and losses                         |                        | 1,594              | 527                 |
| Sub-total equity, Group share   |                        | 59,037             | 55,229              |
| Non-controlling interests   |                        | 3,638              | 3,645               |
| Total equity  |                        | 62,675             | 58,874              |
| Total   |                        | 1,334,391          | 1,308,138           |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

## CONSOLIDATED INCOME STATEMENT

|  |          |          | 004.4*   |
|--|----------|----------|----------|
| (In millions of euros)   |          | 2015     | 2014*    |
| Interest and similar income  | Note 3.7 | 25,431   | 24,532   |
| Interest and similar expense   | Note 3.7 | (16,125) | (14,533) |
| Fee income   | Note 4.1 | 10,144   | 9,159    |
| Fee expense  | Note 4.1 | (3,466)  | (2,684)  |
| Net gains and losses on financial transactions   |          | 8,224    | 5,219    |
| o/w net gains and losses on financial instruments at fair value through profit or loss | Note 3.1 | 7,275    | 4,481    |
| o/w net gains and losses on available-for-sale financial assets <sup>(1)</sup>         | Note 3.3 | 949      | 738      |
| Income from other activities   | Note 4.2 | 53,324   | 50,219   |
| Expenses from other activities   | Note 4.2 | (51,893) | (48,351) |
| Net banking income   |          | 25,639   | 23,561   |
| Personnel expenses   | Note 5   | (9,476)  | (9,049)  |
| Other operating expenses <sup>(2)</sup>  |          | (6,477)  | (6,081)  |
| Amortisation, depreciation and impairment of tangible and intangible fixed assets      | Note 8.2 | (940)    | (907)    |
| Gross operating income   |          | 8,746    | 7,524    |
| Cost of risk   | Note 3.8 | (3,065)  | (2,967)  |
| Operating income   |          | 5,681    | 4,557    |
| Net income from investments accounted for using the equity method                      | Note 2.3 | 231      | 213      |
| Net income/expense from other assets   |          | 197      | 109      |
| Impairment losses on goodwill  | Note 2.2 | -        | (525)    |
| Earnings before tax  |          | 6,109    | 4,354    |
| Income tax   | Note 6   | (1,714)  | (1,376)  |
| Consolidated net income  |          | 4,395    | 2,978    |
| Non-controlling interests  |          | 394      | 299      |
| Net income, Group share  |          | 4,001    | 2,679    |
| Earnings per ordinary share  | Note 7.2 | 4.49     | 2.90     |
| Diluted earnings per ordinary share  | Note 7.2 | 4.49     | 2.90     |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

<sup>(1)</sup> This amount now includes dividend income.

<sup>(2)</sup> Including EUR 137 million regarding the contributions to the Single Resolution Fund for 2015.

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

| (In millions of euros)   | 2015  | 2014* |
|--|-------|-------|
| Net income   | 4,395 | 2,978 |
| Unrealised or deferred gains and losses that will be reclassified subsequently into income   | 1,059 | 1,058 |
| Translation differences <sup>(1)</sup>   | 797   | 402   |
| Available-for-sale financial assets  | 425   | 636   |
| Revaluation differences  | 703   | 1,074 |
| Reclassified into income   | (278) | (438) |
| Hedging derivatives  | (174) | 164   |
| Revaluation differences  | (171) | 39    |
| Reclassified into income   | (3)   | 125   |
| Unrealised gains and losses of entities accounted for using the equity method and that will be reclassified subsequently into income     | (117) | 135   |
| Tax on items that will be reclassified subsequently into income  | 128   | (279) |
| Unrealised or deferred gains and losses that will not be reclassified subsequently into income   | 80    | (235) |
| Actuarial gains and losses on post-employment defined benefits plans   | 125   | (344) |
| Unrealised gains and losses of entities accounted for using the equity method and that will not be reclassified subsequently into income | -     | (2)   |
| Tax on items that will not be reclassified subsequently into income  | (45)  | 111   |
| Total unrealised or deferred gains and losses  | 1,139 | 823   |
| Net income and unrealised or deferred gains and losses   | 5,534 | 3,801 |
| o/w Group share  | 5,148 | 3,450 |
| o/w non-controlling interests  | 386   | 351   |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

<sup>(1)</sup> The variation in translation differences amounted to EUR 797 million and consisted of a:

<sup>+</sup> EUR 769 million variation in Group translation differences, mainly due to the depreciation of the Euro against the US dollar (EUR 800 million), the pound sterling (EUR 34 million) and the Japanese yen (EUR 29 million), partially offset by the appreciation of the Euro against the Russian rouble (EUR -46 million);

<sup>+</sup> EUR 28 million variation in translation differences attributable to non-controlling interests, mainly due to the depreciation of the Euro against the Czech crown (EUR 29 million).

## CHANGES IN SHAREHOLDERS' EQUITY

| Capital and | d associated reserves |
|-------------|-----------------------|
|-------------|-----------------------|

| (In millions of auros)  | Issued common | Issuing<br>premium<br>and capital<br>reserves | Elimination of treasury stock | Other equity instruments | Total  | Retained           | Net income,<br>Group Share |
|---|---------------|---|-------------------------------|--------------------------|--------|--------------------|----------------------------|
| (In millions of euros)  Shareholders' equity at 1st January 2014                        | stocks<br>998 | 19.947  | (639)                         | 7,075                    | 27.381 | earnings<br>23,971 | - Group Share              |
| Increase in common stock  | 9             | 179   | (000)                         | 1,010                    | 188    | (2)                |                            |
| Elimination of treasury stock   |               |   | (92)                          |                          | (92)   | (55)               |                            |
| Issuance / Redemption of equity instruments   |               |   | . ,                           | 1,994                    | 1,994  | 205                |                            |
| Equity component of share-<br>based payment plans                                       |               | 15  |                               |                          | 15     |                    |                            |
| 2014 Dividends paid   |               |   |                               |                          | -      | (1,355)            |                            |
| Effect of acquisitions and disposals on non-controlling interests                       |               |   |                               |                          | _      | (94)               |                            |
| Sub-total of changes linked to relations with shareholders                              | 9             | 194   | (92)                          | 1,994                    | 2,105  | (1,301)            |                            |
| Unrealised or deferred gains and losses   |               |   |                               |                          | -      | (230)              |                            |
| Other changes   |               |   |                               |                          | -      | 24                 |                            |
| Effect of retrospective application of IFRIC 21(1)                                      |               |   |                               |                          | -      | 74                 | (13)                       |
| 2014 Net income for the period  |               |   |                               |                          | -      |                    | 2,692                      |
| Sub-total   | -             | -   | -                             | -                        | -      | (132)              | 2,679                      |
| Change in equity of associates and joint ventures accounted for using the equity method |               |   |                               |                          | -      | (1)                |                            |
| Shareholders' equity at 31st December 2014  | 1,007         | 20,141  | (731)                         | 9,069                    | 29,486 | 22,537             | 2,679                      |
| Appropriation of net income <sup>(1)</sup>  |               |   |                               |                          |        | 2,679              | (2,679)                    |
| Shareholders' equity at 1st January 2015  | 1,007         | 20,141  | (731)                         | 9,069                    | 29,486 | 25,216             |                            |
| Increase in common stock (see Note 7.1)   | 1             | 4   |                               |                          | 5      | (1)                |                            |
| Elimination of treasury stock (see Note 7.1)  |               |   | 282                           |                          | 282    | 151                |                            |
| Issuance / Redemption of equity instruments (see Note 7.1)                              |               |   |                               | (297)                    | (297)  | 229                |                            |
| Equity component of share-based payment plans(2)  | )             | 61  |                               |                          | 61     |                    |                            |
| 2015 Dividends paid (see Note 7.2)  |               |   |                               |                          | -      | (1,658)            |                            |
| Effect of acquisitions and disposals on non-controlling interests <sup>(3)</sup>        |               |   |                               |                          | -      | (95)               |                            |
| Sub-total of changes linked to relations with shareholders                              | 1             | 65  | 282                           | (297)                    | 51     | (1,374)            |                            |
| Unrealised or deferred gains and losses   |               |   |                               |                          | -      | 80                 |                            |
| Other changes   |               |   |                               |                          | -      | (17)               |                            |
| 2015 Net income for the period  |               |   |                               |                          | -      |                    | 4,001                      |
| Sub-total   | -             | -   | -                             | -                        | -      | 63                 | 4,001                      |
| Change in equity of associates and joint ventures accounted for using the equity method |               |   |                               |                          | -      | -                  |                            |
| Shareholders' equity at 31st December 2015  | 1,008         | 20,206  | (449)                         | 8,772                    | 29,537 | 23,905             | 4,001                      |

#### Non-controlling interests

| Translation reserves | Change in fair<br>value of assets<br>available-<br>for-sale | Change in<br>fair value<br>of hedging<br>derivatives | Total | Shareholders'<br>equity,<br>Group share | Capital and<br>Reserves | Other Equity<br>instruments<br>issued by<br>subsidiaries | Unrealised or<br>deferred gains<br>and losses | Total | Total<br>consolidated<br>shareholders'<br>equity |
|----------------------|---|--|-------|---|-------------------------|--|---|-------|--|
| (1,139)              | 609   | 55   | (475) | 50,877                                  | 3,082                   | -  | 11  | 3,093 | 53,970   |
|                      |   |  | -     | 186                                     |                         |  |   | -     | 186  |
|                      |   |  | -     | (147)                                   |                         |  |   | -     | (147)  |
|                      |   |  | -     | 2,199                                   |                         | 800  |   | 800   | 2,999  |
|                      |   |  | _     | 15                                      | _                       |  |   | _     | 15   |
|                      |   |  | _     | (1,355)                                 | (182)                   |  |   | (182) | (1,537)  |
|                      |   |  |       | (1,000)                                 | (102)                   |  |   | (102) | (1,007)  |
|                      |   |  | -     | (94)                                    | (357)                   |  |   | (357) | (451)  |
| -                    | -   | -  | _     | 804                                     | (539)                   | 800  | -   | 261   | 1,065  |
| 382                  | 335   | 178  | 895   | 665                                     | (4)                     |  | 56  | 52    | 717  |
|                      |   |  |       | 24                                      | (60)                    |  |   | (60)  | (36)   |
|                      |   |  |       | 61                                      |                         |  |   |       | 61   |
|                      |   |  |       | 2,692                                   | 299                     |  |   | 299   | 2,991  |
| 382                  | 335   | 178  | 895   | 3,442                                   | 235                     | -  | 56  | 291   | 3,733  |
|                      |   |  |       | ·                                       |                         |  |   |       | ·  |
|                      | 83  | 24   | 107   | 106                                     |                         |  |   | -     | 106  |
| (757)                | 1,027   | 257  | 527   | 55,229                                  | 2,778                   | 800  | 67  | 3,645 | 58,874   |
|                      |   |  |       |   | 1                       | _  |   | -     | -  |
| (757)                | 1,027   | 257  | 527   | 55,229                                  | 2,778                   | 800  | 67  | 3,645 | 58,874   |
|                      |   |  | -     | 4                                       |                         |  |   | -     | 4  |
|                      |   |  | -     | 433                                     |                         |  |   | -     | 433  |
|                      |   |  | -     | (68)                                    |                         |  |   | _     | (68)   |
|                      |   |  | -     | 61                                      | _                       |  |   | -     | 61   |
|                      |   |  | -     | (1,658)                                 | (233)                   |  |   | (233) | (1,891)  |
|                      |   |  | _     | (95)                                    | (168)                   |  |   | (168) | (263)  |
|                      |   |  |       | (00)                                    | (100)                   |  |   | (100) | (200)  |
| -                    | -   | -  | -     | (1,323)                                 | (401)                   | -  | -   | (401) | (1,724)  |
| 769                  | 556   | (170)  | 1,155 | 1,235                                   | -                       |  | (8)   | (8)   | 1,227  |
|                      |   |  |       | (17)                                    | 8                       |  |   | 8     | (9)  |
|                      |   |  |       | 4,001                                   | 394                     |  |   | 394   | 4,395  |
| 769                  | 556   | (170)  | 1,155 | 5,219                                   | 402                     | -  | (8)   | 394   | 5,613  |
|                      |   |  |       |   |                         |  |   |       |  |
|                      | (88)  | -  | (88)  | (88)                                    |                         |  |   | -     | (88)   |
| 12                   | 1,495   | 87   | 1,594 | 59,037                                  | 2,779                   | 800  | 59  | 3,638 | 62,675   |

# 6 | 1 | FINANCIAL INFORMATION | CONSOLIDATED FINANCIAL STATEMENTS

<sup>(1)</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

<sup>(2)</sup> Share-based payments settled in equity instruments in respect of fiscal year 2015 amounted to EUR 61 million: EUR 60 million for free share plans and EUR 1 million for payments in ordinary shares.

<sup>(3)</sup> The effects of acquisitions and disposals on non-controlling interests can notably be attributed to the purchase of non-controlling interests: mainly Boursorama and its Spanish and German subsidiaries, Selftrade Bank and OnVista, for EUR - 253 million, of which EUR -96 million Group share.

## **CASH FLOW STATEMENT**

| (In millions of euros)   | 2015    | 2014*    |
|--|---------|----------|
| Net income (I)   | 4,395   | 2,978    |
| Amortisation expense on tangible fixed assets and intangible assets (include operational leasing)  | 3,597   | 3,421    |
| Depreciation and net allocation to provisions  | 4,507   | 6,247    |
| Net income/loss from investments accounted for using the equity method   | (231)   | (213)    |
| Change in deferred taxes   | 651     | 184      |
| Net income from the sale of long-term available-for-sale assets and subsidiaries   | (337)   | (317)    |
| Change in deferred income  | 44      | (147)    |
| Change in prepaid expenses   | 150     | (20)     |
| Change in accrued income   | 672     | 903      |
| Change in accrued expenses   | (158)   | (794)    |
| Other changes  | 3,747   | 3,825    |
| Non-cash items included in net income and others adjustments not including income on financial instruments at fair value through Profit or Loss (II) | 12,642  | 13,089   |
| Income on financial instruments at fair value through Profit or Loss <sup>(1)</sup>  | (7,275) | (4,481)  |
| Interbank transactions   | 14,659  | 7,856    |
| Customers transactions   | (5,724) | (5,805)  |
| Transactions related to other financial assets and liabilities   | (1,541) | (25,982) |
| Transactions related to other non financial assets and liabilities   | 3,959   | (1,240)  |
| Net increase/decrease in cash related to operating assets and liabilities (III)  | 4,078   | (29,652) |
| NET CASH INFLOW (OUTFLOW) RELATED TO OPERATING ACTIVITIES (A) = (I) + (II) + (III)   | 21,115  | (13,585) |
| Net cash inflow (outflow) related to acquisition and disposal of financial assets and long-term investments  | 1,997   | 4,133    |
| Net cash inflow (outflow) related to tangible and intangible fixed assets  | (4,502) | (3,407)  |
| NET CASH INFLOW (OUTFLOW) RELATED TO INVESTMENT ACTIVITIES (B)   | (2,505) | 726      |
| Cash flow from/to shareholders   | (1,522) | 1,501    |
| Other net cash flows arising from financing activities   | 4,404   | 1,175    |
| NET CASH INFLOW (OUTFLOW) RELATED TO FINANCING ACTIVITIES (C)  | 2,882   | 2,676    |
| NET INFLOW (OUTFLOW) IN CASH AND CASH EQUIVALENTS (A) + (B) + (C)  | 21,492  | (10,183) |
| Net balance of cash accounts and accounts with central banks   | 52,458  | 63,032   |
| Net balance of accounts, demand deposits and loans with banks  | 8,858   | 8,467    |
| CASH AND CASH EQUIVALENTS AT THE START OF THE YEAR   | 61,316  | 71,499   |
| Net balance of cash accounts and accounts with central banks   | 71,615  | 52,458   |
| Net balance of accounts, demand deposits and loans with banks  | 11,193  | 8,858    |
| CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR   | 82,808  | 61,316   |
| NET INFLOW (OUTFLOW) IN CASH AND CASH EQUIVALENTS  | 21,492  | (10,183) |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

<sup>(1)</sup> Income on financial instruments at fair value through Profit or Loss includes realised and unrealised income.

# 2. NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

The consolidated financial statements were approved by the Board of Directors on 10th February 2016.

### NOTE 1 - SIGNIFICANT ACCOUNTING PRINCIPLES

#### 1. INTRODUCTION

In accordance with European Regulation 1606/2002 of 19<sup>th</sup> July 2002 on the application of International Accounting Standards, the Societe Generale Group ("the Group") prepared its consolidated financial statements for the year ended 31<sup>st</sup> December 2015 in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union and in force at that date (these standards are available on the European Commission website at: http://ec.europa.eu/finance/accounting/ias/index\_en.htm).

The Group also continued to make use of the provisions of IAS 39, as adopted by the European Union, for applying macro-fair value hedge accounting (IAS 39 "carve-out").

As the IFRS accounting framework does not specify a standard model, the format used for the financial statements is consistent with the format proposed by the French Accounting Standards Setter, the ANC, under Recommendation 2013-04 of 7th November 2013.

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

The presentation of the notes to the consolidated financial statements has been reorganized in order to improve their readability and consistency, in line with the Public Statement issued on 27th October 2015 by the European Securities and Markets Authority on improving the quality of disclosures in the financial statements, and with the Recommendations for 2015 financial statements issued on 28th October 2015 by the Autorité des Marchés Financiers (AMF), which also referred to its guide published on 1st July 2015 on the relevance, consistency and readability of financial statements.

The disclosures provided in the notes to the consolidated financial statements focus on information that is both relevant and material to the financial statements of the Societe Generale Group, its activities and the circumstances in which it conducted its operations over the period.

The following table cross-references the new notes with their former presentation in the consolidated financial statements for financial year 2014.

| Reference<br>2015 | NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS   | Reference<br>2014                      |
|-------------------|--|--|
| Note 1            | Significant accounting principles  | Note 1                                 |
| Note 2            | Consolidation  |  |
| Note 2.1          | Consolidation scope  | Note 2                                 |
| Note 2.2          | Goodwill   | Note 16                                |
| Note 2.3          | Additional disclosures for consolidated entities and investments accounted for using the equity method | Note 44                                |
| Note 2.4          | Unconsolidated structured entities   | Note 45                                |
|                   |  |  |
| Note 3            | Financial instruments  |  |
| Note 3.1          | Financial assets and liabilities at fair value through profit or loss                                  | Notes 6 and 35                         |
| Note 3.2          | Financial derivatives  | Notes 6, 7, 27 and 30                  |
| Note 3.3          | Available-for-sale financial assets  | Notes 8, 33 and 36                     |
| Note 3.4          | Faire value of financial instruments measured at fair value  | Notes 3, 6 and 8                       |
| Note 3.5          | Loans and receivables  | Notes 9, 10 and 11                     |
| Note 3.6          | Debts  | Notes 17, 18 and 19                    |
| Note 3.7          | Interest income and expense  | Note 33                                |
| Note 3.8          | Provisions and impairment  | Notes 21, 22 and 40                    |
| Note 3.9          | Fair value of financial instruments measured at amortised cost   | Notes 9, 10, 11, 12, 17, 18, 19 and 24 |
| Note 3.10         | Commitments and assets pledged and received as security  | Notes 27 and 28                        |
| Note 3.11         | Transferred financial assets   | Note 29                                |
| Note 3.12         | Offsetting financial assets and financial liabilities  | Note 25                                |
| Note 3.13         | Contractual maturities of financial liabilities  | Note 30                                |
| 14010 0.10        | Contractal matarities of infarioral nationals  | Note 60                                |
| Note 4            | Other activities   |  |
| Note 4.1          | Fee income and expense   | Note 34                                |
| Note 4.2          | Income and expenses from other activities  | Note 37                                |
| Note 4.3          | Insurance activities   | Note 32                                |
| Note 4.4          | Other assets and liabilities   | Notes 14 and 20                        |
| Note 5            | Personnel expenses and employee benefits   |  |
| Note 5.1          | Personnel expenses and related party transactions  | Notes 38 and 43                        |
| Note 5.2          | Employee benefits  | Note 23                                |
| Note 5.3          | Share-based payment plans  | Note 39                                |
| Note 6            | Income tax   | Notes 13 and 41                        |
| Note 7            | Sharahaldarla aquitu   |  |
| Note 7            | Shareholder's equity  Trespury shares and equity instruments issued by the Group                       | Note 00                                |
| Note 7.1          | Treasury shares and equity instruments issued by the Group   | Note 26<br>Note 42                     |
| Note 7.2          | Earnings per share and dividends   | Note 42                                |
| Note 8            | Additional disclosures   |  |
| Note 8.1          | Segment reporting  | Note 47                                |
| Note 8.2          | Tangible and intangible fixed assets   | Note 15                                |
| Note 8.3          | Foreign exchange transactions  | Note 31                                |
| Note 8.4          | Companies included in the consolidation scope  | Note 46                                |
| Note 8.5          | Provisions   | Note 22                                |
| Note 8.6          | Fees paid to statutory auditors  | Note 48                                |

#### 2. NEW ACCOUNTING STANDARDS APPLIED BY THE GROUP

#### IFRS AND IFRIC INTERPRETATIONS APPLIED BY THE GROUP AS OF 1ST JANUARY 2015

| Accounting standards or Interpretations                  | IASB<br>Publication<br>date    | European Union<br>Adoption<br>date |
|--|--------------------------------|------------------------------------|
| IFRIC 21 "Levies"  | 20 <sup>th</sup> May 2013      | 13 <sup>rd</sup> June 2014         |
| Annual Improvements to IFRSs (2011-2013) - December 2013 | 12 <sup>nd</sup> December 2013 | 18 <sup>th</sup> December 2014     |

#### **IFRIC INTERPRETATION 21 "LEVIES"**

This interpretation of IAS 37 "Provisions, Contingent Liabilities and Contingent Assets" clarifies the accounting for a liability to pay a levy. For an entity, the obligating event that gives rise to a liability to pay a levy is the activity that triggers the payment of the levy, as identified by the legislation. The liability to pay a levy is recognised progressively if the obligating event occurs over a period of time. Furthermore, if an obligation to pay a levy is triggered when a minimum activity threshold is reached, the corresponding liability is recognised when that minimum activity threshold is reached.

The main related taxes are as follows:

The bank levy related to systemic risk and contributions for ACPR control costs (French Prudential Supervisory and Resolution Authority) are no longer accrued but rather fully recognised in the income statement at 1st January of the current year.

- The company social solidarity contribution (C3S in French), based on income generated during the previous financial year, is fully recognised in the income statement at 1<sup>st</sup> January of the current year.
- The annual contribution to the Single Resolution Fund, which entered into force in 2015, is fully recognised in the income statement at 1<sup>st</sup> January of the current year.

The retrospective application of this interpretation at 31st December 2014 led to an adjustement of EUR 74 million recorded in *Retained earnings*, and a decrease of EUR 13 million in *Net income, Group share*.

The following tables show the impacts of the retrospective application of IFRIC 21 on the consolidated balance sheet and income statement for the financial year ended 31st December 2014.

#### **ASSETS**

| (In millions of euros)  | 31st December 2014<br>After IFRIC 21 | 31 <sup>st</sup> December 2014<br>Before IFRIC 21 | Impact<br>IFRIC 21 |
|---|--------------------------------------|---|--------------------|
| Cash, due from central banks  | 57,065                               | 57,065  |                    |
| Financial assets at fair value through profit or loss                   | 530,536                              | 530,536   |                    |
| Hedging derivatives   | 19,448                               | 19,448  |                    |
| Available-for-sale financial assets                                     | 143,722                              | 143,722   |                    |
| Due from banks  | 80,709                               | 80,709  |                    |
| Customer loans  | 370,367                              | 370,367   |                    |
| Revaluation differences on portfolios hedged against interest rate risk | 3,360                                | 3,360   |                    |
| Held-to-maturity financial assets                                       | 4,368                                | 4,368   |                    |
| Tax assets  | 7,415                                | 7,447   | (32)               |
| Other assets  | 65,238                               | 65,238  |                    |
| Non-current assets held for sale  | 866                                  | 866   |                    |
| Investments accounted for using the equity method                       | 2,796                                | 2,796   |                    |
| Tangible and intangible fixed assets                                    | 17,917                               | 17,917  |                    |
| Goodwill  | 4,331                                | 4,331   |                    |
| Total   | 1,308,138                            | 1,308,170   | (32)               |

## LIABILITIES

| (In millions of euros)  | 31st December 2014<br>After IFRIC 21 | 31 <sup>st</sup> December 2014<br>Before IFRIC 21 | Impact<br>IFRIC 21 |
|---|--------------------------------------|---|--------------------|
| Due to central banks  | 4,607                                | 4,607   |                    |
| Financial liabilities at fair value through profit or loss              | 480,330                              | 480,330   |                    |
| Hedging derivatives   | 10,902                               | 10,902  |                    |
| Due to banks  | 91,290                               | 91,290  |                    |
| Customer deposits   | 349,735                              | 349,735   |                    |
| Debt securities issued  | 108,658                              | 108,658   |                    |
| Revaluation differences on portfolios hedged against interest rate risk | 10,166                               | 10,166  |                    |
| Tax liabilities   | 1,416                                | 1,416   |                    |
| Other liabilities   | 75,031                               | 75,124  | (93)               |
| Non-current liabilities held for sale                                   | 505                                  | 505   |                    |
| Underwriting reserves of insurance companies                            | 103,298                              | 103,298   |                    |
| Provisions  | 4,492                                | 4,492   |                    |
| Subordinated debt   | 8,834                                | 8,834   |                    |
| Total liabilities   | 1,249,264                            | 1,249,357   | (93)               |
| SHAREHOLDERS' EQUITY  |                                      |   |                    |
| Shareholders' equity, Group share                                       |                                      |   |                    |
| Issued common stocks, equity instruments and capital reserves           | 29,486                               | 29,486  |                    |
| Retained earnings   | 22,537                               | 22,463  | 74                 |
| Net income  | 2,679                                | 2,692   | (13)               |
| Sub-total   | 54,702                               | 54,641  | 61                 |
| Unrealised or deferred capital gains and losses                         | 527                                  | 527   |                    |
| Sub-total equity, Group share   | 55,229                               | 55,168  | 61                 |
| Non-controlling interests   | 3,645                                | 3,645   |                    |
| Total equity  | 58,874                               | 58,813  | 61                 |
| Total   | 1,308,138                            | 1,308,170   | (32)               |

### **INCOME STATEMENT**

| (In millions of euros)  | 2014<br>After IFRIC 21 | 2014<br>Before IFRIC 21 | Impact<br>IFRIC 21 |
|---|------------------------|-------------------------|--------------------|
| Net banking income  | 23,561                 | 23,561                  |                    |
| Personnel expenses  | (9,049)                | (9,049)                 |                    |
| Other operating expenses  | (6,081)                | (6,060)                 | (21)               |
| Amortisation, depreciation and impairment of tangible and intangible fixed assets | (907)                  | (907)                   |                    |
| Gross operating income  | 7,524                  | 7,545                   | (21)               |
| Cost of risk  | (2,967)                | (2,967)                 |                    |
| Operating income  | 4,557                  | 4,578                   | (21)               |
| Net income from investments accounted for using the equity method                 | 213                    | 213                     |                    |
| Net income/expense from other assets  | 109                    | 109                     |                    |
| Impairment losses on goodwill   | (525)                  | (525)                   |                    |
| Earnings before tax   | 4,354                  | 4,375                   | (21)               |
| Income tax  | (1,376)                | (1,384)                 | 8                  |
| Consolidated net income   | 2,978                  | 2,991                   | (13)               |
| Non-controlling interests   | 299                    | 299                     |                    |
| Net income, Group share   | 2,679                  | 2,692                   | (13)               |
| Earnings per ordinary share   | 2.90                   | 2.92                    | (0.02)             |
| Diluted earnings per ordinary share   | 2.90                   | 2.91                    | (0.01)             |

#### ANNUAL IMPROVEMENTS TO IFRSs (2011-2013)

As part of the annual Improvements to International Financial Reporting Standards, the IASB has published amendments to some accounting standards. These amendments had no impact on the Group consolidated financial statements.

#### ACCOUNTING STANDARDS AND INTERPRETATIONS TO BE APPLIED BY THE GROUP IN THE FUTURE

Not all of the accounting standards published by the IASB had been adopted by the European Union at 31st December 2015. These accounting standards and interpretations are required to be applied from annual periods beginning on 1st February 2015 at the earliest or on the date of their adoption by the European Union. They were therefore not applied by the Group as of 31st December 2015.

#### ■2.1. ACCOUNTING STANDARDS, AMENDMENTS OR INTERPRETATIONS ADOPTED BY THE EUROPEAN UNION

| Accounting standards or Interpretations  | European Union adoption date   | Effective date:<br>annual periods<br>beginning<br>on or after |
|--|--------------------------------|---|
| Amendments to IAS 19 "Defined Benefit Plans : Employee Contributions"                                  | 17 <sup>th</sup> December 2014 | 1 <sup>st</sup> February 2015                                 |
| Annual improvements to IFRSs (2010-2012)   | 17 <sup>th</sup> December 2014 | 1 <sup>st</sup> February 2015                                 |
| Amendments to IFRS 11 "Accounting for Acquisitions of Interests in Joint Operations"                   | 24 <sup>th</sup> November 2015 | 1 <sup>st</sup> January 2016                                  |
| Amendments to IAS 16 and IAS 38 "Clarification of Acceptable Methods of Depreciation and Amortisation" | 2 <sup>nd</sup> December 2015  | 1 <sup>st</sup> January 2016                                  |
| Annual Improvements to IFRSs (2012-2014)   | 15 <sup>th</sup> December 2015 | 1st January 2016  |
| Amendments to IAS 1 "Disclosure Initiative"  | 18 <sup>th</sup> December 2015 | 1 <sup>st</sup> January 2016                                  |

The future application of these amendements and improvements is not expected to have significant impacts on the Group's net income and equity.

# AMENDMENTS TO IAS 19 "DEFINED BENEFIT PLANS: EMPLOYEE CONTRIBUTIONS"

These amendments apply to contributions from employees to defined benefit plans. The objective of the amendments is to simplify the accounting for contributions that are independent from the number of years of employee service.

#### ANNUAL IMPROVEMENTS TO IFRSs (2010-2012)

As part of the annual Improvements to International Financial Reporting Standards, the IASB has published amendments to some accounting standards.

# AMENDMENTS TO IFRS 11 "ACCOUNTING FOR ACQUISITIONS OF INTERESTS IN JOINT OPERATIONS"

These amendments clarify the accounting for acquisitions of an interest in a joint operation when the operation constitutes a business as defined in IFRS 3 "Business combinations". It requires the application of all IFRS 3 principles to the acquisition of an interest.

# AMENDMENTS TO IAS 16 AND IAS 38 "CLARIFICATION OF ACCEPTABLE METHODS OF DEPRECIATION AND AMORTISATION"

In these amendments, the IASB clarifies that using a revenue-based method to calculate the depreciation and the amortisation of an asset is not appropriate, with few exceptions. Revenue generated by an activity that includes the use of an asset generally reflects factors other than the consumption of the economic benefits embodied in the asset.

#### ANNUAL IMPROVEMENTS TO IFRSs (2012-2014)

As part of the annual Improvements to International Financial Reporting Standards, the IASB has published amendments to some accounting standards.

#### AMENDMENTS TO IAS 1 "DISCLOSURE INITIATIVE"

These amendments are designed to further encourage companies to apply professional judgment in determining what information to disclose in their financial statements. The IASB clarifies that materiality applies to the whole of financial statements and that the inclusion of immaterial information can inhibit the usefulness of financial disclosures.

Effective date:

#### ■2.2. AMENDMENTS OR INTERPRETATIONS NOT YET ADOPTED BY THE EUROPEAN UNION AT 31st DECEMBER 2015

| Accounting standards or Interpretations   | Publication date by IASB       | annual periods<br>beginning<br>on or after |
|---|--------------------------------|--|
|   | 12 <sup>th</sup> November 2009 |  |
|   | 28th October 2010              |  |
|   | 16 <sup>th</sup> December 2011 | 1st January 2018                           |
|   | 19 <sup>th</sup> November 2013 |  |
| IFRS 9 "Financial Instruments"  | and 24 <sup>th</sup> July 2014 |  |
| IFRS 15 "Revenue from Contracts with Customers"   | 28 <sup>th</sup> May 2014      | 1 <sup>st</sup> January 2018               |
| Amendments to IFRS 10, IFRS 12 and IAS 28 "Investment entities: Applying the Consolidation Exception" | 18 <sup>th</sup> December 2014 | 1 <sup>st</sup> January 2018               |

#### **IFRS 9 "FINANCIAL INSTRUMENTS"**

This standard aims to replace IAS 39. IFRS 9 determines new requirements for classifying and measuring financial assets and financial liabilities, the new credit risk impairment methodology for financial assets, and hedge accounting treatment, except macro hedge accounting, which is currently being developed by the IASB as a separate project.

Subject to the adoption of IFRS 9 by the European Union, the following treatments will be applicable to accounting periods beginning on or after 1st January 2018, replacing the accounting principles currently applied for financial instruments and which are described in note 3.

#### Classification and measurement:

Financial assets are required to be classified in one of three categories according to the measurement methods applied (amortised cost, fair value through profit or loss and fair value through other comprehensive income). Classification will depend on the contractual cash flow characteristics of the instruments and the entity's business model for managing its financial instruments.

By default, financial assets will be classified as subsequently measured at fair value through profit or loss.

Debt instruments (loans, receivables and bonds) will be measured at amortised cost only if the objective of the entity (business model) is to collect the contractual cash flows and if these cash flows consist solely of payments of principal and interest. Debt instruments will be measured at fair value through other comprehensive income (with cumulative gain or loss reclassified in profit or loss when the instruments are derecognised) if the objective of the entity (business model) is to collect the contractual cash flows or to sell the instruments and if these contractual cash flows consist solely of payments of principal and interest.

Equity instruments will be measured at fair value through profit or loss except in case of irrevocable election made at initial recognition to measure equity instruments at fair value through other comprehensive income (provided these financial assets are not held for trading purposes and not classified as such as financial assets measured at fair value through profit or loss) without subsequent reclassification to income.

Embedded derivatives will no longer be recognised separately when their host contracts are financial assets and the hybrid instrument in its entirety will then be measured at fair value through profit or loss.

Requirements for the classification and measurement of financial liabilities contained in IAS 39 have been incorporated into IFRS 9 without any modification, except for financial liabilities designated at fair value through profit or loss (using the fair value option). For these financial liabilities, the amount of change in their fair value attributable to changes in credit risk will be recognised in other comprehensive income without subsequent reclassification to income.

Derecognition rules for financial assets and financial liabilities have been carried forward unchanged from IAS 39 to IFRS 9.

#### Credit risk:

All debt instruments classified as financial assets measured at amortised cost or at fair value through other comprehensive income, as well as lease receivables, loan commitments and issued financial guarantee contracts, will be systematically subject to impairment or a provision for expected credit losses since their initial recognition.

Thus, the financial assets in question will be allocated to three categories according to the gradual deterioration of their credit risk since their initial recognition, and an impairment will be booked to each of these categories as follows:

#### Stage 1

- All financial assets in question are initially recognised in this
- A loss allowance will be recorded at an amount equal to 12-month expected credit losses.
- Interest income will be recognised in the income statement using the effective interest rate method applied to the gross carrying amount of the asset before impairment.

#### Stage 2

- If the credit risk on a financial asset has significantly increased since its initial recognition, the asset will be transferred to this category.
- The loss allowance for the financial asset will then be increased to the level of its lifetime expected credit losses.
- Interest income will be recognised in the income statement using the effective interest rate method applied to the gross carrying amount of the asset before impairment.

#### Stage 3

- Financial assets identified as being credit-impaired will be transferred to this category.
- The loss allowance for credit risk will continue to be measured at an amount equal to the lifetime expected credit losses and its will be adjusted if necessary to take into account any additional deterioration in credit risk.
- Interest income will be then recognised in the income statement using the effective interest rate method applied to the net carring amount of the asset after impairment.

The significant increase in credit risk will be assessed on an instrument-by-instrument basis, but it will also be possible to assess it on the basis of consistent portfolios of similar assets, where individual assessment is not relevant. A counterparty-based approach (applying the default contagion principle to all of the counterparty's outstanding loans) will also be possible if it gives similar results.

The Group will have to take into account all available past due and forward-looking information as well as the potential consequences of a change in macro-economic factors at a portfolio level, so that any significant increase in the credit risk on a financial asset may be assessed as early as possible.

There will be a rebuttable presumption that the credit risk on a financial asset has increased significantly where the contractual payments on the asset are more than 30 days past due. However, this is an ultimate indicator, as the Group may have determined that there have been significant increases in credit risk before contractual payments are more than 30 days past due.

The application of IFRS 9 will not alter the definition of default currently used to determine whether or not there is objective evidence of impairment of a financial asset. As asset will notably be presumed in default if one or more contractual payments ar more than 90 days past due.

The expected credit losses will be measured in a way that reflects past events but also current conditions as well as reasonable forecasts of future economic conditions.

#### Hedge accounting (excluding macro-hedges):

This new standard will align hedge accounting more closely with risk management activities undertaken by companies when hedging their financial and non-financial risk exposures.

The standard expands the scope of non-derivative financial instruments that could be considered as hedging instruments. Similarly, the scope of items that could be considered as hedged items is expanded to include components of non-financial items. The standard also amends the approach for assessing hedge effectiveness.

However, the transition guidance for IFRS 9 allows entities to continue applying the provisions of IAS 39 on hedge accounting, in which case they must be applied to all hedging transactions.

Additional disclosures will also be required to explain both the effect that hedge accounting has had on the financial statements and the entity's risk management strategy.

#### Organisation of IFRS 9 implementation

In 2013, the Group began preliminary assessments aimed at determining the potential consequences of the future IFRS 9 standard. To this end, a project structure was established by the Finance Division and a joint programme launched between the Risk Division and the Finance Division to review the parts of the standard dealing with credit risk.

As soon as IFRS 9 was published in July 2014, the Group Risk and Finance functions set up a special structure to organise the work to be performed in order to implement the new standard and to be ready to apply it on 1st January 2018.

Under the aegis of the governance bodies established for this purpose, the Group conducted analyses of the standard (banking implications) and performed a planning study concerning the adaptation of its information systems and processes.

#### Classification and measurement:

The Group's portfolios of financial assets were reviewed to determine, based on the characteristics of their contractual cash flows and on how they are managed (business models), their future accounting treatment under IFRS 9. Another objective of this review is to identify the most significant impacts on the information systems and accounting consolidation tools.

These analyses and reviews will be finalised in 2016, along with the necessary specifications for the implementation of information system developments, which will also be initiated this year.

#### Credit risk:

In 2015, the Group set up a framework methodology defining the rules for assessing the deterioration of credit risk and for determining 12-month and lifetime expected credit losses, factoring in macroeconomic projections reflecting the credit cycle. This framework will be calibrated and reviewed for approval over the course of 2016.

The necessary IT developments will also be carried out in 2016, both at the corporate division level and at Group entities. These developments will ultimately allow the calculation of provisions and impairments under the new rules as well as the collection of related additional data.

#### Hedaina:

Over the course of 2015, the Group analysed the various options under IFRS 9 for the first application of hedge accounting and aims to finalise its choice in 2016. The Group will also continue to closely follow the IASB's work on macro-hedging. Currently, the Group is not planning to change its macro-fair value hedge accounting currently applied in accordance with IAS 39, as adopted by the European Union, which may be maintained under IFRS 9.

At this point of the IFRS 9 implementation programme, the quantified impact of its application cannot be reasonably estimated.

## IFRS 15 "REVENUE FROM CONTRACTS WITH CUSTOMERS"

This standard sets out the requirements for recognising revenue that apply to all contracts with customers. To recognise revenue, the following five steps must be applied: identification of the contract with the customer, identification of the performance obligations in the contract, determina tion of the transaction price, allocation of the transaction price to each performance obligation and revenue recognition when a performance obligation is satisfied.

The Group is currently analysing the impact of this standard on its net income and equity.

# AMENDMENTS TO IFRS 10, IFRS 12 AND IAS 28 "INVESTMENT ENTITIES: APPLYING THE CONSOLIDATION EXCEPTION"

These amendments confirm that the exemption from preparing consolidated financial statements for an intermediate parent entity is available to a parent entity that is a subsidiary of an investment entity, even if the investment entity measures all of its subsidiaries at fair value.

#### 3. USE OF ESTIMATES AND JUDGMENT

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

In order to make these assumptions and estimates, the Management uses information available at the date of preparation of the consolidated financial statements and can exercise its judgment. By nature, valuations based on estimates include risks and uncertainties relating to their occurrence in the future. Consequently, actual future results may differ from these estimates and may then have a significant impact on the financial statements.

The use of estimates mainly concerns the following valuations:

- fair value in the balance sheet of financial instruments not quoted in an active market which are classified as Financial assets and liabilities at fair value through profit or loss. Hedging derivatives or Available-for-sale financial assets (described in Notes 3.1. 3.2. 3.3 and 3.4) and fair value of unlisted instruments for which this information must be disclosed in the notes to the financial statements (see Note 3.9);
- the amount of impairment of financial assets (Loans and receivables, Available-for-sale financial assets, Held-to-maturity financial assets), tangible and intangible fixed assets and goodwill (see Notes 2.2, 3.8 and 8.2);
- provisions recognised under liabilities (in particular, provisions for disputes in a complex legal environment and provisions for employee benefits), including Underwriting reserves of insurance companies (see Notes 3.8, 4.3 and 5.2);
- the amount of deferred tax assets recognised in the balance sheet (see Note 6):
- the initial value of goodwill determined for each business combination (see Notes 2.1 and 2.2);
- in the event of the loss of control of a consolidated subsidiary, the fair value that is used to remeasure the portion retained by the Group in this entity, where applicable (see Note 2).

The information on the risk management linked to financial instruments as well as the information on capital management and compliance with regulatory ratios, required by IFRS as adopted by the European Union, is disclosed in chapter 4 of the present Registration document (Risks and capital adequacy). The types of risks are described in chapter 3 of the present Registration document (Corporate governance), page 115.

This information belongs to the note to the consolidated financial statements and has been audited by statutory auditors; it is identified as such in chapter 4 of the present Registration document.



### NOTE 2 - CONSOLIDATION

#### **ACCOUNTING PRINCIPLES**

The consolidated financial statements of Societe Generale include the financial statements of the parent company as well as its foreign branches and the French and foreign companies over which the Group exercises control, joint control or significant influence.

#### **CONSOLIDATED ENTITIES**

#### Subsidiaries

Subsidiaries are the entities over which the Group has exclusive control. The Group controls an entity if and only if the following conditions are met:

- the Group has power over the entity (ability to direct its relevant activities, i.e. the activities that significantly affect the entity's returns), through the holding of voting rights or other rights; and
- the Group has exposure or rights to variable returns from its involvement with the entity; and
- the Group has the ability to use its power over the entity to affect the amount of the Group's returns.

#### Power

When determining voting rights for the purpose of establishing the Group's degree of control over an entity and the appropriate consolidation methods, potential voting rights are taken into account where they can be freely exercised at the time the assessment is made or at the latest when decisions about the direction of the relevant activities need to be made. Potential voting rights are instruments such as call options on ordinary shares outstanding on the market or rights to convert bonds into new ordinary shares.

When voting rights are not relevant to determine whether or not the Group controls an entity, the assessment of this control shall consider all the facts and circumstances, including the existence of one or more contractual arrangements. Power over an investee exists only if the investor has substantive rights that give it the current ability to direct relevant activities without barriers.

Some rights are designed to protect the interests of their holder (protective rights) without giving that party power over the investee to which those rights relate.

If several investors each have substantive rights that give them the unilateral ability to direct different relevant activities, the investor that has the current ability to direct the activities that most significantly affect the variable returns of the investee is presumed to have power over the investee.

#### Exposure to variable returns

Control exists only if the Group is significantly exposed to the variability of variable returns generated by its investment or its involvement in the entity. These returns, which could be dividends, interest, fees, etc., can be only positive, only negative or both positive and negative.

#### Link between power and returns

Power over the relevant activities does not give control to the Group if this power does not allow it to affect its returns from its involvement with the entity. If the Group has been delegated decision-making rights that it exercises on behalf and for the benefit of third parties (the principals), it is presumed to act as an agent for these principals, and therefore it does not control the entity when it exercises its decisionmaking authority. In asset management activities, an analysis shall be performed in order to determine whether the asset manager is acting as agent or principal when managing the net assets of a fund; the fund is presumed to be controlled by the asset manager if the latter is considered as a principal.

#### Special case of structured entities

A structured entity is an entity that has been designed so that voting or similar rights are not the dominant factor in deciding who controls the entity. Such is the case, for example, when the relevant activities are directed by means of contractual arrangements.

A structured entity often presents certain characteristics such as a limited business activity, a specific and carefully defined purpose, or insufficient capital to fund its activities without the use of subordinated financing. Structured entities may assume different legal forms: stock companies, partnerships, securitisation vehicles, mutual funds, unincorporated entities, etc.

When assessing the existence of control over a structured entity, all facts and circumstances shall be considered, among which:

- the purpose and design of the entity;
- the structuring of the entity;
- risks to which the entity is exposed by way of its design and the Group's exposure to some or all of these risks;
- potential returns and benefits for the Group.

Unconsolidated structured entities are those that are not exclusively controlled by the Group.

#### Joint arrangements

Through a joint arrangement (either a joint operation or a joint venture) the Group exercises joint control over an entity if decisions about the direction of its relevant activities require the unanimous consent of the parties that collectively control the entity. Assessing joint control requires an analysis of the rights and obligations of all the parties.

In the case of a joint operation, the parties to the arrangement have rights to the assets and obligations for the liabilities.

In the case of a joint venture, the parties have rights to the net assets of the entity.

#### Associates

Associates are companies over which the Group exercises significant influence and are accounted for using the equity method in the Group's consolidated financial statements. Significant influence is the power to participate in the financial and operating policies of an entity without exercising control. In particular, significant influence can result from Societe Generale being represented on the Board of Directors or Supervisory Board, from its involvement in strategic decisions, from the existence of significant intercompany transactions, from the exchange of management staff, or from the company's technical dependency on Societe Generale. The Group is assumed to exercise significant influence over the financial and operating policies of an entity when it directly or indirectly holds at least 20% of the voting rights in this entity.

#### **CONSOLIDATION RULES AND METHODS**

The consolidated financial statements are built up from the financial statements of the entities that are included in the consolidation scope. Companies with a financial year ending more than three months before or after that of Societe Generale prepare pro-forma statements for a twelve-month period ended 31st December. All significant balances, profits and transactions between Group companies are eliminated.

The results of newly acquired subsidiaries are included in the consolidated financial statements from the date the acquisition became effective and results of subsidiaries disposed of during the financial year are included up to the date where the Group relinquished control.

#### Consolidation methods

These subsidiaries, which may include structured entities over which the Group has exclusive control, are fully consolidated.

In the consolidated balance sheet, full consolidation consists in replacing the value of the subsidiary's equity securities held by the Group with each of the subsidiary's assets and liabilities, in addition to the goodwill recognised when the Group obtained the control of the entity (see Note 2.2). In the income statement and the statement of net income and unrealised or deferred gains and losses, the subsidiary's expense and income items are aggregated with those of the Group.

The share of non-controlling interests in the subsidiary is presented separately in the consolidated balance sheet and income statement. However, in consolidating structured entities that are controlled by the Group, the shares of said entities not held by the Group are recognised as Debt in the balance sheet.

In the case of a joint operation, the Group distinctly recognises in its consolidated financial statements its share in the assets and liabilities as well as its share in the related revenue and expense.

Associates and joint ventures are accounted for using the equity method in the consolidated financial statements of the Group. Under the equity method, on initial recognition the investment in an associate is recognised under Investments accounted for using the equity method at the cost of the Group's investment in the joint venture or associate, including goodwill and after the date of acquisition the carrying amount is increased or decreased to recognise the changes in the investor's share in the net asset value of the investee.

These investments are tested for impairment if there is objective evidence of impairment. If the recoverable amount of the investment (value in use or market value net of selling costs, whichever is higher) is lower than its carrying amount, an impairment loss is recorded on the balance sheet at the carrying amount of the investment. Impairment allowances and reversals are recorded under Net income from investments accounted for using the equity method.

The Group's share in the entity's net income and unrealised or deferred gains and losses is presented on separate lines in the consolidated income statement and the consolidated statement of net income and unrealised or deferred gains and losses. If the Group's share in the losses of an entity consolidated using the equity method becomes greater than or equal to its ownership interest in the company, the Group ceases to recognise its share in subsequent losses unless it is required to do so by legal or implied obligations, in which case it records a provision for said losses. Capital gains and losses generated on disposal of companies accounted for using the equity method are recorded under Net income/expense from other assets.

#### Translation of foreign entity financial statements

The balance sheet items of consolidated companies reporting in foreign currencies are translated into euros at the official exchange rates prevailing at the closing date. Income statement items of these companies are translated into euros at the average monthend exchange rates. Gains and losses arising from the translation of capital, reserves, retained earnings and income are recognised under Unrealised or deferred gains and losses - Translation differences. Gains and losses arising from the translation of the capital contribution of foreign branches of Group banks are also included in changes in consolidated shareholders' equity under the same heading.

In accordance with the option allowed under IFRS 1, the Group allocated all differences arising on translation of foreign entity financial statements at 1st January 2004 to consolidated reserves. As a result, if any of these entities are sold, the proceeds from the sale will only include write-backs of those translation differences arising since 1<sup>st</sup> January 2004.

#### Changes in Group's ownership interest in a consolidated entity

In the event of an increase in Group's ownership interest in a subsidiary over which it already exercises control, the difference between the price paid for the additional stake and the assessed fair value of the proportion of net assets acquired at this date is recorded under Consolidated reserves, Group share.

Also, in the event of a reduction in the Group's ownership interest in a subsidiary over which it keeps control, the difference between the selling price and the carrying amount of the share of interests sold is accounted for under Consolidated reserves, Group share.

The cost relative to these transactions is recognised directly in equity.

At the date when the Group loses control of a consolidated subsidiary, any investment retained in the former subsidiary is then remeasured at fair value through profit or loss, at the same time the capital gain or loss is recorded under Net income/expense from other assets in the consolidated income statement. The gain or loss on disposal includes a share of goodwill previously allocated to the cash-generating units to which the subsidiary belongs. This share is determined using a relative approach based on the normative capital allocated to the subsidiary that is sold and to the portion of cash-generating unit that is retained

#### COMMITMENTS TO BUY OUT MINORITY SHAREHOLDERS IN FULLY CONSOLIDATED SUBSIDIARIES

The Group has awarded minority shareholders in some fully consolidated Group subsidiaries commitments to buy out their stakes. For the Group, these buyout commitments are put option sales. The exercise price for these options can be established using a formula agreed upon at the time of the acquisition of the shares in the subsidiary that takes into account its future performance. It can also be set as the fair value of these shares at the exercise date of the options.

The commitments are recorded as follows:

in accordance with IAS 32, the Group records a financial liability for the put options granted to minority shareholders of the subsidiaries over which it exercises control. This liability is initially recognised at the present value of the estimated exercise price of the put options under Other Liabilities;

- the obligation to recognise a liability even though the put options have not been exercised means that, in order to be consistent, the Group must use the same accounting treatment as that applied to transactions in Non-controlling interests. As a result, the counterpart of this liability is a write-down in value of noncontrolling interests underlying the options, with any balance deducted from Retained earnings, Group share;
- subsequent variations in this liability linked to changes in the estimated exercise price of the options and the carrying value of non-controlling interests are recorded in full in Retained earnings. Group share;
- if the buy-out takes place, the liability is settled by the cash payment linked to the acquisition of non-controlling interests in the subsidiary in question. However if, when the commitment reaches its term, the buy-out has not occurred, the liability is written off against Non-controlling interests and Retained earnings, Group share for their respective portions;
- as long as the options have not been exercised, the results linked to Non-controlling interests with a put option are recorded under Non-controlling interests on the Group's consolidated income statement.

#### NOTE 2.1 - CONSOLIDATION SCOPE

The consolidation scope is presented by location in Note 8.4.

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

The main changes to the consolidation scope at 31st December 2015. compared with the scope applicable at the closing date of 31st December 2014, are as follows:

#### **BOURSORAMA**

- As of June 2015, the Group's equity interest in Boursorama increased from 79.51% to 100% following the purchase of the entire stake held by Caixa Group. In addition, Boursorama purchased the non-controlling interests in its subsidiaries, Selftrade Bank and Onvista. Through these transactions, the Group became the sole shareholder of Boursorama, which in turn became the sole shareholder of its subsidiaries.
- Boursorama also acquired IT and software solutions developer Fiducéo. This wholly-owned entity has been fully consolidated since the first quarter.

#### **DESCARTES TRADING**

In accordance with the law governing the separation and regulation of banking activities of 26th July 2013, which notably calls for the separation of speculative activities and activities necessary for the funding of the economy. Societe Generale's proprietary activities were transferred to Descartes Trading and its two branches, located in London and Hong Kong. This wholly-owned entity has been fully consolidated since the second quarter.

#### **AMUNDI**

On 11th November 2015, the Group sold all its shares in Amundi following its IPO, decided by Societe Generale and Crédit Agricole SA, pursuant to the shareholders' agreement established at the time Amundi was created. This transaction resulted in a gain in Net income/expense from other assets of EUR 161 million.

#### **NEWEDGE**

- On 2<sup>nd</sup> January 2015, Newedge USA was absorbed by SG Americas Securities.
- On 28th October 2015, Newedge Group transferred all its assets to Societe Generale.

#### **ALD AUTOMOTIVE**

 ALD Axus Finland acquired fleet management company Easy KM OY. This wholly-owned entity has been fully consolidated since the first quarter.

In accordance with IFRS 5 "Non-current assets held for sale and discontinued operations", the main items classified in Non-current assets and liabilities held for sale are assets and liabilities relating to:

- Private Banking activities in Switzerland;
- consumer finance operations in Brazil. The discontinuation of Consumer Finance activities in Brazil, initiated at the beginning of the year, will be gradually implemented to ensure that all commitments to customers, employees, regulators and trade partners are honoured.

#### **UPCOMING EVENTS**

On 25th February 2015, the Group terminated the memorandum of understanding binding Crédit du Nord and Aviva France in Antarius, the Crédit du Nord network insurance company currently jointly owned by Crédit du Nord and Aviva France. This termination resulted in the exercise of a call option on the 50% stake in Antarius owned by Aviva France. At the end of the two-year period provided for in the memorandum to ensure the transfer of the subsidiary's operational management to Sogecap, Antarius will be wholly-owned by the Group jointly by Sogecap and Crédit du Nord.

#### NOTE 2.2 - GOODWILL

#### **ACCOUNTING PRINCIPLES**

The Group uses the acquisition method to recognise its business combinations.

At the acquisition date, all assets, liabilities, off-balance sheet items and contingent liabilities of the acquired entities that are identifiable under the provisions of IFRS 3 "Business Combinations" are measured individually at their fair value regardless of their purpose. The analyses and professional appraisals required for this initial valuation must be carried out within 12 months of the acquisition date, as must any corrections to the value based on new information related to facts and circumstances existing at the acquisition date. At the same time, Non-controlling interests are valued according to their share of the fair value of the identifiable assets and liabilities of the acquired entity. However, for each business combination, the Group may also choose to measure Non-controlling interests initially at their fair value, in which case a fraction of goodwill is allocated.

The acquisition cost is calculated as the total fair value, at the date of acquisition, of all assets given, liabilities incurred or assumed and equity instruments issued in exchange for the control of the acquired entity. The costs directly linked to business combinations are recognised in the income statement for the period except those related to the issuance of equity instruments.

Any contingent consideration is included in the acquisition cost at its fair value on the acquisition date, even if its occurrence is only potential. It is recognised under equity or debt in the balance sheet depending on the settlement alternatives; if recognised as debt, any subsequent adjustments are recorded under income for financial liabilities in accordance with IAS 39 and within the scope of the

appropriate standards for other debts. For equity instruments, these subsequent adjustments are not recognised. Any excess of the price paid over the assessed fair value of the proportion of net assets acquired is recorded on the asset side of the consolidated balance sheet under Goodwill. Any deficit is immediately recognised in the income statement. On the date of acquisition of an entity, any stake in this entity already held by the Group is remeasured at fair value through profit or loss. In the case of a step acquisition, goodwill is therefore determined by referring to the fair value on the acquisition

At the acquisition date, each item of goodwill is allocated to one or more cash-generating units expected to derive benefits from the acquisition. When the Group reorganises its reporting structure in a way that changes the composition of one or more cash-generating units, goodwill previously allocated to modified units is reallocated to the units affected (new or existing). This reallocation is generally performed using a relative approach based on the normative capital requirements of each cash-generating unit affected.

Goodwill is reviewed regularly by the Group and tested for impairment whenever there is any indication that its value may have diminished, and at least once a year. Any impairment of goodwill is calculated based on the recoverable value of the relevant cash-generating unit(s).

If the recoverable amount of the cash-generating unit(s) is less than its (their) carrying amount, an irreversible impairment is recorded in the consolidated income statement for the period under *Impairment* losses on goodwill.

The table below shows the changes that have been recorded since 31st December 2014 in the net values of goodwill allocated to Cash Generating Units (CGUs):

| (in millions of euros)                              | Net book<br>value at<br>31 <sup>st</sup> December<br>2014 | Acquisitions<br>and other<br>increases | Disposals | Impairment<br>losses | Transfer | Net book<br>value at<br>31 <sup>st</sup> December<br>2015 |
|---|---|--|-----------|----------------------|----------|---|
| French Retail Banking                               | 798   | 14                                     | -         | -                    | 3        | 815   |
| Societe Generale Network                            | 287   | 14                                     |           |                      | 3        | 304   |
| Crédit du Nord                                      | 511   |  |           |                      |          | 511   |
| International Retail Banking and Financial Services | 2,686   | 13                                     | -         | -                    | (23)     | 2,676   |
| Europe  | 1,910   |  |           |                      |          | 1,910   |
| Russia  | -   |  |           |                      |          | -   |
| Africa, Asia, Mediterranean Basin and Overseas      | 254   |  |           |                      | (23)     | 231   |
| Insurance   | 10  |  |           |                      |          | 10  |
| Equipment and Vendor Finance                        | 335   |  |           |                      |          | 335   |
| Auto Leasing Financial Services                     | 177   | 13                                     |           |                      |          | 190   |
| Global Banking and Investor Solutions               | 847   | -                                      | -         | -                    | 20       | 867   |
| Global Markets and Investor Services <sup>(1)</sup> | 501   |  |           |                      |          | 501   |
| Financing and Advisory <sup>(1)</sup>               | 19  |  |           |                      | 20       | 39  |
| Asset and Wealth Management                         | 327   |  |           |                      |          | 327   |
| TOTAL   | 4,331   | 27                                     | -         | -                    | -        | 4,358   |

<sup>(1)</sup> Amounts restated relative to the financial statements published in 2014 according to the restructuring of the Global Banking and Investor Solutions pillar.

Following the restructuring of the Global Banking and Investor Solutions pillar into three business lines, the CGUs comprising this pillar were overhauled, with the three former CGUs ("Corporate and Investment Banking", "Securities Services" and "Private Banking") replaced by three new CGUs:

- "Financing and Advisory" combines the financing and advisory activities of the former "Corporate and Investment Banking" CGU;
- "Global Markets and Investor Services" consists of the market activities and post-trade services of the former "Corporate and Investment Banking" CGU and all activities of the former "Securities Services" CGU;
- "Asset and Wealth Management" combines the activities of the former "Private Banking" CGU and the Lyxor Asset Management activities that were part of the former "Corporate and Investment Banking" CGU.

The table below gives a detailed breakdown of the reallocation of the net values of goodwill within the Global Banking and Investor Solutions pillar between the former CGUs (columns) and the new CGUs (lines):

| (In millions of euros)               | Private Banking | Securities<br>Services | Corporate and<br>Investment Banking | Net value at<br>31 <sup>st</sup> December<br>2014 |
|--------------------------------------|-----------------|------------------------|-------------------------------------|---|
| Global Markets and Investor Services | -               | 471                    | 30                                  | 501   |
| Financing and Advisory               | -               | -                      | 19                                  | 19  |
| Asset and Wealth Management          | 327             | -                      | -                                   | 327   |
| Total                                | 327             | 471                    | 49                                  | 847   |



At 31st December 2015, goodwill recorded by the 11 CGUs was distributed as follows:

| Pillars  | Activities  |
|--|---|
| French Retail Banking                          |   |
| Societe Generale Network                       | Societe Generale's retail banking network, online banking activities (Boursorama), consumer and equipment financing in France and transaction and payment management services                                   |
| Crédit du Nord                                 | Retail banking network of Crédit du Nord and its 7 regional banks   |
| International Retail Banking and Financia      | al Services   |
| Europe   | Retail banking and consumer finance services in Europe, notably in Germany (Hanseatic Bank, BDK), Italy (Fiditalia), the Czech Republic (KB, Essox), Romania (BRD) and Poland (Eurobank)                        |
| Russia   | Integrated banking group including Rosbank and its subsidiaries DeltaCredit and Rusfinance  |
| Africa, Asia, Mediterranean Basin and Overseas | Retail banking and consumer finance in Africa, Asia, the Mediterranean Basin and Overseas, including in Morocco (SGMB), Algeria (SGA), Tunisia (UIB), Cameroon (SGBC), Côte d'Ivoire (SGBCI) and Senegal (SGBS) |
| Insurance                                      | Life and non-life insurance activities in France and abroad (including Sogecap, Sogessur and Oradea Vie)  |
| Equipment and Vendor Finance                   | Financing of sales and professional equipment by Societe Generale Equipment Finance   |
| Auto Leasing Financial Services                | Operational vehicle leasing and fleet management services (ALD Automotive)  |
| Global Banking and Investor Solutions          |   |
| Global Markets and Investor Services           | Market solutions for businesses, financial institutions, the public sector, family offices and a full range of securities services, clearing services, execution, prime brokerage and custody                   |
| Financing and Advisory                         | Advisory and financing for businesses, financial institutions and the public sector   |
| Asset and Wealth Management                    | Asset and Wealth Management Solutions in France and abroad  |

The Group performed an annual impairment test at 31st December 2015 for each CGU to which goodwill has been allocated. A CGU is defined as the smallest identifiable group of assets that generates cash inflows, which are largely independent of the cash inflows from the Group's other assets or groups of assets. Impairment tests consist in assessing the recoverable value of each CGU and comparing it with the CGU's carrying value. An impairment loss is recorded in the income statement if the carrying value of a CGU, including goodwill, exceeds its recoverable value. This loss is primarily booked to the impairment of goodwill.

The recoverable amount of a cash-generating unit is calculated using the most appropriate method, generally the discounted cash flow (DCF) method applied to the entire cash-generating unit. The cash flows used in this calculation are income available for distribution generated by all the entities included in the cash-generating unit, taking into account the target equity allocated to each CGU. These cash flows are determined on the basis of the CGU's business plan, which is derived from the prospective three-year budgets, extrapolated over a period of sustainable growth (usually six more years), which is consistent with the economic cycle of the banking industry, then extended to infinity using a long-term growth rate (terminal value):

- allocated equity at 31st December 2015 amounted to 11% of risk-weighted assets;
- the discount rate is calculated using a risk-free interest rate grossed up by a risk premium based on the CGU's underlying activities. This risk premium, specific to each activity, is calculated from a series of equity risk premiums published by SG Cross Asset Research and from its specific estimated volatility (beta). Where appropriate, the risk-free interest rate is also grossed up by a sovereign risk premium, representing the difference between the risk-free interest rate available in the area of monetary assignment (mainly US dollar area or Euro area) and the interest rate observed on liquid long-term treasury bonds issued in the currency of assignment, or their average weighted by normative equity for CGUs covering several countries;
- the growth rate used to calculate the terminal value is determined using forecasts on long-term economic growth and sustainable inflation.

No goodwill impairment was recorded at 31st December 2015 as a result of the annual CGU impairment test.

The table below presents specific discount rates and long-term growth rates for the CGUs of the Group's three core businesses:

| Assumptions at 31st December 2015                                | Discount rate | Long-term growth rate |  |
|--|---------------|-----------------------|--|
| French Retail Banking  |               |                       |  |
| Societe Generale Network and Crédit du Nord                      | 8%            | 2%                    |  |
| International Retail Banking and Financial Services              |               |                       |  |
| Retail Banking and Consumer Finance                              | 9.8% to 15.4% | 3% to 3.5%            |  |
| Insurance  | 8.1%          | 2.5%                  |  |
| Equipment and Vendor Finance and Auto Leasing Financial Services | 9.4%          | 2%                    |  |
| Global Banking and Investor Solutions                            |               |                       |  |
| Global Markets and Investor Services                             | 10.7%         | 2%                    |  |
| Financing and Advisory   | 9.3%          | 2%                    |  |
| Asset and Wealth Management                                      | 9.0%          | 2%                    |  |

Budget projections are based on the following main business line and macroeconomic assumptions:

| French Retail Bankin                    | g  |
|---|--|
| Societe Generale                        | Development of the retail banking customer bases through targeted customer acquisition initiatives and activation of growth drivers (New Private Banking, financial savings, protection of people and property), despite challenging economic conditions |
| Network and<br>Crédit du Nord           | Acceleration of the operational transformation in France   |
| ordan da Hora                           | Strict discipline applied to management of operating expenses and risks  |
| International Retail B                  | anking and Financial Services  |
| Europe                                  | Continued adaptation of our models to capture growth potential in the region and consolidate the competitive positions of our operations   |
|   | Normalisation of cost of risk and strict discipline applied to operating expenses  |
| Russia                                  | Continued transformation of Rosbank despite challenging economic conditions, with a focus on the efficiency of the retail banking arm, information system, quality of customer service and pooling of resources  |
|   | Strict discipline applied to operating expenses and cost of risk   |
| Africa, Asia,                           | Development of our sales network in order to capture the potential of an emerging middle class   |
| Mediterranean Basin and Overseas        | Continued focus on operating efficiency  |
| Insurance                               | Dynamic growth maintained and international development of the bank insurance model, in synergy with the retail banking network, New Private Banking and financial services to businesses  |
| Equipment and                           | Leadership consolidated in these corporate financing businesses  |
| Vendor Finance                          | Consolidation of profitability by continuing to focus on activities at the best risk/profitability ratio   |
| Auto Leasing<br>Financial Services      | Solid momentum in a highly competitive international environment   |
| Global Banking and I                    | nvestor Solutions  |
|   | Adaptation of market activities to a competitive environment, further business and regulatory investments  |
| Global Markets and<br>Investor Services | Consolidation of market-leading franchises in equities   |
|   | Stronger sales momentum of SGSS in Europe and investments in information systems   |
|   | Development of growth drivers, particularly customer income and synergies  |
| Financing and<br>Advisory               | Consolidation of market-leading franchises in commodity and structured financing   |
|   | Solid management of cost of risk despite challenging economic conditions   |
| Asset and Wealth                        | Growth in Private Banking driven by positive inflows and a persistently solid margin   |
| Management                              | Development of synergies with French and International Retail Banking as well as Corporate and Investment Banking  |

Sensitivity tests are carried out to measure in particular the impact on each CGU's recoverable value of the variation in certain assumptions such as profitability, long-term growth or discount rate.

At 31st December 2015, in light of the risks associated with business activity in the current environment, impairment tests were carried out based on a series of conservative assumptions or sensitivity tests.

Accounting for the impairment losses recorded, recoverable values are not very sensitive to additional changes in assumptions on discount rates, long-term growth rates and operational growth rates.

#### Accordingly:

- an increase of 50 basis points applied to all discount rates for the CGUs disclosed in the table above would lead to a decrease of 7.4% in recoverable value and would not generate any additional impairment;
- similarly, a decrease of 50 basis points in long-term growth rates would lead to a decrease of 2.2% in recoverable value and would not generate any additional impairment.

### NOTE 2.3 - ADDITIONAL DISCLOSURES FOR CONSOLIDATED ENTITIES AND INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD

The disclosures provided in this note concern consolidated structured entities, non-controlling interests, associates and joint ventures.

This note covers entities over which Societe Generale exercices exclusive control, joint control or significant influence, provided these entities have a material impact on the Group's consolidated financial statements. The significance of the impact is notably considered regarding Group consolidated total assets and gross operating income.

#### 1. CONSOLIDATED STRUCTURED ENTITIES

Consolidated structured entities include:

- collective investment vehicles such as SICAVs (open-ended investment funds) and mutual funds managed by the Group's asset management subsidiaries;
- securitisation funds and conduits issuing financial instruments that can be subscribed for by investors and that generate credit risks inherent in an exposure or basket of exposures which can be divided into tranches;
- and asset financing vehicles (aircraft, rail, shipping or real estate finance facilities).

At 31st December 2015, the Group had not provided any financial support to these structured entities outside of normal market conditions.

#### 2. NON-CONTROLLING INTERESTS

Non-controlling interests refer to equity holdings in fully consolidated subsidiaries that are neither directly nor indirectly attributable to the Group. They include equity instruments issued by these subsidiaries and not held by the Group as well as the share of income and cumulative reserves, and of unrecognised or deferred gains and losses attributable to the holders of these instruments.

Non-controlling interests amounted to EUR 3.638 million at 31st December 2015 (vs. EUR 3.645 million at 31st December 2014) and accounted for 6% of Group shareholders' equity at 31st December 2015 (vs. 6% at 31st December 2014). The Group's main non-controlling interests amounted to EUR 2,972 million at 31st December 2015 (vs. EUR 2,851 million at 31st December 2014), related to:

- listed subsidiaries Komercni Banka, BRD Groupe Societe Generale SA and SG Marocaine de Banques;
- perpetual subordinated notes issued in December 2014 by Sogecap.

Group ownership interests and Group voting interests in these entities are disclosed in Note 8.4.

#### 3. INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD (ASSOCIATES AND JOINT VENTURES)

#### SUMMARISED FINANCIAL INFORMATION FOR JOINT VENTURES AND ASSOCIATES

| (In millions of euros)                                 | Joint ventures Associates |      |      | ciates | Total investments<br>accounted for using<br>the equity method |      |  |
|--|---------------------------|------|------|--------|---|------|--|
| Group share:   | 2015                      | 2014 | 2015 | 2014   | 2015  | 2014 |  |
| Net income   | 72                        | 42   | 159  | 171    | 231   | 213  |  |
| Unrealised or deferred gains and losses (net of tax)   | -                         | 22   | (88) | 85     | (88)  | 106  |  |
| Net income and unrealised or deferred gains and losses | 72                        | 64   | 71   | 256    | 143   | 319  |  |

The activities of joint ventures mainly include real estate development, asset and wealth management and insurance.

The main associate was Amundi Group until its disposal by the Group. The variations over the period are due to the disposal of Societe Generale's stake in Amundi in November 2015 and to portfolio management operations.

#### **COMMITMENTS TO RELATED PARTIES**

| (In millions of euros)                   | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Loan commitments granted                 | -                  | -                  |
| Guarantee commitments granted            | 33                 | 30                 |
| Forward financial instrument commitments | 279                | 1,761              |

The decrease in forward financial instrument commitments can be primarily attributed to the disposal of Amundi in 2015.

#### NOTE 2.4 - UNCONSOLIDATED STRUCTURED ENTITIES

The information provided hereafter concerns entities structured but not controlled by the Group. This information is grouped by main type of similar entities, such as Financing activities, Asset management and Others (including Securitisation and Issuing vehicules).

Asset financing includes lease finance partnerships and similar vehicles that provide aircraft, rail, shipping or real estate finance facilities.

Asset management includes mutual funds managed by the Group's asset management subsidiaries.

Securitisation includes securitisation funds or similar vehicles issuing financial instruments that can be subscribed for by investors and that generate credit risks inherent in an exposure or basket of exposures which can be divided into tranches.

The Group's interests in unconsolidated entities that have been structured by third parties are classified among financial instruments in the consolidated balance sheet according to their nature (Financial assets at fair value through profit or loss or Liabilities at fair value through profit or loss, Available-for-sale financial assets, Loans and Deposits, Debts, etc.).

#### 1. INTERESTS IN UNCONSOLIDATED STRUCTURED **ENTITIES**

The Group's interests in an unconsolidated structured entity refer to contractual and non-contractual involvement that exposes the Group to the variability of returns from the performance of this structured entity.

Such interests can be evidenced by:

- the holding of equity or debt instruments (regardless of their rank of subordination);
- other funding (loans, cash facilities, loan commitments, liquidity facilities):
- credit enhancement (guarantees, subordinated instruments, credit derivatives);
- issuance of guarantees (guarantee commitments);
- derivatives that absorb all or part of the risk of variability of the structured entity's returns, except Credit Default Swap (CDS) and options purchased by the Group;
- contracts earnings indexed to the structured entity's performance;
- tax consolidation agreements.

|   | Asset 1               | inancing                          | Asset management      |                                   | Asset management Others |                                   |
|---|-----------------------|-----------------------------------|-----------------------|-----------------------------------|-------------------------|-----------------------------------|
| (In millions of euros)  | 31st December<br>2015 | 31 <sup>st</sup> December<br>2014 | 31st December<br>2015 | 31 <sup>st</sup> December<br>2014 | 31st December<br>2015   | 31 <sup>st</sup> December<br>2014 |
| Total balance sheet of the entity <sup>(1)</sup>                              | 8,748                 | 9,062                             | 70,292                | 60,206                            | 14,544                  | 16,919                            |
| Net carrying amount of Group interests in unconsolidated structured entities: |                       |                                   |                       |                                   |                         |                                   |
| Assets :  | 4,480                 | 4,691                             | 10,104                | 9,822                             | 3,986                   | 3,363                             |
| Financial assets at fair value through profit or loss                         | 586                   | 573                               | 9,278                 | 6,109                             | 425                     | 639                               |
| Available-for-sale financial assets   | 117                   | 125                               | 24                    | 357                               | 3                       | 80                                |
| Bank and customer loans and receivables                                       | 3,768                 | 3,984                             | 802                   | 173                               | 3,553                   | 2,618                             |
| Others  | 9                     | 9                                 | -                     | 3,183                             | 5                       | 26                                |
| Liabilities :   | 1,853                 | 2,000                             | 9,457                 | 10,065                            | 1,580                   | 1,323                             |
| Financial liabilities at fair value through profit or loss                    | 188                   | 173                               | 8,081                 | 5,369                             | 662                     | 664                               |
| Due to banks and customer deposits  | 1,593                 | 1,819                             | 1,371                 | 1,259                             | 909                     | 654                               |
| Others  | 72                    | 8                                 | 5                     | 3,437                             | 9                       | 5                                 |

(1) For Asset management: NAV (Net Asset Value) of funds

As of 31st December 2015, the Group had not provided any financial support to unconsolidated structured entities outside of normal market conditions.

The maximum exposure to loss related to interests in unconsolidated structured entities is measured as

- the amortised cost or fair value(1) for non-derivative financial assets entered into with the structured entity depending on how they are measured on the balance sheet;
- the fair value<sup>(1)</sup> of derivative financial assets recognised in the balance sheet:
- the notional amount of written Credit Default Swaps (maximum amount to pay);
- the notional amount of loan commitments or guarantee commitments granted.

|   | Asset financing       |                                   | Asset management      |                                   | Others                         |                                   |
|---|-----------------------|-----------------------------------|-----------------------|-----------------------------------|--------------------------------|-----------------------------------|
| (In millions of euros)  | 31st December<br>2015 | 31 <sup>st</sup> December<br>2014 | 31st December<br>2015 | 31 <sup>st</sup> December<br>2014 | 31 <sup>st</sup> December 2015 | 31 <sup>st</sup> December<br>2014 |
| Amortised cost or fair value <sup>(1)</sup> (according to the measurement of the financial instrument) of non-derivative financial assets entered into with the structured entity | 3,849                 | 4,077                             | 5,173                 | 7,525                             | 1,236                          | 2,099                             |
| Fair value <sup>(1)</sup> of derivative financial assets recognised in the balance sheet  | 412                   | 413                               | 4,124                 | 1,792                             | 526                            | 299                               |
| Notional amount of CDS sold (maximum amount to be paid)   | -                     | -                                 | -                     | -                                 | -                              | -                                 |
| Notional amount of loan or guarantee commitments granted  | 663                   | 674                               | 1,780                 | 2,417                             | 1,256                          | 334                               |
| Maximum exposure to loss  | 4,924                 | 5,164                             | 11,077                | 11,734                            | 3,018                          | 2,732                             |

(1) Fair value at the closing date, which may fluctuate in subsequent periods.

The amount of maximum exposure to loss can be mitigated by:

- the notional amount of guarantee commitments received;
- the fair value<sup>(1)</sup> of collateral received;
- the carrying amount of surety deposits received.

These mitigating amounts must be capped in case of legal or contractual limitation of their realisable or recoverable amounts. They amounted to EUR 1,639 million and mainly concern Asset financing.

(1) Fair value at the closing date, which may fluctuate in subsequent periods.

#### 2. INFORMATION ON UNCONSOLIDATED STRUCTURED **ENTITIES SPONSORED BY THE GROUP**

The Group may have no ownership interest in a structured entity, but still be considered as a sponsor of this structured entity if it acts or has acted as:

- a structurer;
- an originator for potential investors;
- an asset manager;

an implicit or explicit guarantor of the entity's performance (in particular via capital or return guarantees granted to mutual fund unit holders).

A structured entity is also considered to be sponsored by the Group if its name includes the name of the Group or the name of one of its subsidiaries.

Conversely, entities that are structured by the Group according to specific needs expressed by one or more customers or investors are considered to be sponsored by said customers or investors.

The total amount of the balance sheet of these unconsolidated structured entities, sponsored by the Group, and in which the Group does not have any interest, was EUR 1,679 million (including EUR 806 million for Asset financing).

The amount of income from these structured entities (mainly Asset financing) was EUR 2 million mainly on derecognition of interests in structured entities.

### NOTE 3 - FINANCIAL INSTRUMENTS

#### **ACCOUNTING PRINCIPLES**

#### **CLASSIFICATION OF FINANCIAL INSTRUMENTS**

When initially recognised, financial instruments are booked on the balance sheet to categories that determine their accounting treatment and their subsequent valuation method. This classification depends on the type of financial instrument and purpose of the transaction.

Financial assets are booked to one of the following four categories:

- Financial assets at fair value through profit or loss: these are financial assets held for trading purposes, which by default include derivative financial assets not qualifying as hedging instruments and non-derivative financial assets designated by the Group upon initial recognition to be carried at fair value through profit or loss in accordance with the fair value option;
- Loans and receivables: these include non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are not held for trading purposes, not held for sale from the time they are originated or acquired, and not designated upon initial recognition to be carried at fair value through profit or loss (in accordance with the fair value option). They are measured at amortised cost, and impairment, determined on an individual or a collective basis, may be recorded if appropriate;
- Held-to-maturity financial assets: these are non-derivative financial assets with fixed or determinable payments and a fixed maturity, that are quoted in an active market and which the Group has the intention and ability to hold to maturity. They are measured at their amortised cost and may be subject to impairment as appropriate. Amortised cost includes premiums and discounts as well as transaction costs:
- Available-for-sale financial assets: these are non-derivative financial assets held for an indeterminate period which the Group may sell at any time. By default, they are any assets that do not fall into one of the above three categories. These instruments are measured at fair value against Unrealised or deferred gains and losses. Interest accrued or paid on debt securities is recognised in the income statement using the effective interest rate method while dividend income earned on equity securities is recorded in the income statement under Net gains and losses on availablefor-sale financial assets;

Financial liabilities are booked to one of the following two categories:

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

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

#### RECLASSIFICATION OF FINANCIAL ASSETS

After their initial recognition, financial assets may not be later reclassified as Financial assets at fair value through profit or loss.

A non-derivative financial asset, initially recognised as an asset held for trading purposes under Financial assets at fair value through profit or loss, may be reclassified out of this category when it meets the following conditions:

- if a financial asset with fixed or determinable payments initially held for trading purposes can no longer, after acquisition, be quoted in an active market and the Group has the intention and ability to hold it for the foreseeable future or until maturity, then this financial asset may be reclassified as Loans and receivables, provided that the eligibility criteria for this category are met at the date of transfer;
- if rare circumstances generate a change in the holding purpose of non-derivative financial assets initially held for trading, then these assets may be reclassified as Available-for-sale financial assets or as *Held-to-maturity financial assets*, provided that the eligibility criteria for the category in question are met at the date of transfer.

In any case, financial derivatives and financial assets measured using the fair value option may not be reclassified out of Financial assets at fair value through profit or loss.

A financial asset initially recognised under Available-for-sale financial assets may be reclassified to Held-to-maturity financial assets, provided that the eligibility criteria for this category are met at the date of transfer. Furthermore, if a financial asset with fixed or determinable payments initially recognised under Available-for-sale financial assets can subsequently no longer be quoted in an active market and if the Group has the intention and ability to hold it for the foreseeable future or until maturity, then this financial asset may be reclassified to Loans and receivables provided that the eligibility criteria for this category are met at the date of transfer.

These reclassified financial assets are transferred to their new category at their fair value at the date of reclassification and are subsequently measured according to the rules that apply to the new category. The amortised cost of financial assets reclassified out of Financial assets at fair value through profit or loss or Available-for-sale financial assets to Loans and receivables and the amortised cost of financial assets reclassified out of Financial assets at fair value through profit or loss to Available-for-sale financial assets are determined on the basis of estimated future cash flows measured at the date of reclassification. The estimated future cash flows must be reviewed at each closing date. In the event of an increase in estimated future cash flows resulting from an increase in their recoverability, the effective interest rate is adjusted prospectively. However, if there is objective evidence that the financial asset has been impaired as a result of an event occurring after reclassification, and the loss event in question has a negative impact on the estimated future cash flows of the financial asset, the impairment of this financial asset is recognised under Cost of risk in the income statement.

#### **FAIR VALUE**

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

#### INITIAL RECOGNITION

Purchases and sales of financial assets recorded under Financial assets at fair value through profit or loss, Held-to-maturity financial assets and Available-for-sale financial assets are recognised in the balance sheet at the delivery-settlement date. Changes in fair value between the trade and settlement dates are recorded in the income statement or booked to shareholders' equity depending on the accounting category of the relevant financial assets. Loans and receivables are recorded in the balance sheet on the date they are paid or at the maturity date for invoiced services.

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

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

#### **DERECOGNITION OF FINANCIAL ASSETS AND LIABILITIES**

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

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

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

When a financial asset is derecognised in its entirety, a gain or loss on disposal is recorded in the income statement for an amount equal to the difference between the carrying value of the asset and the payment received for it, adjusted where necessary for any unrealised profit or loss previously recognised directly in equity and for the value of any servicing asset or servicing liability.

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

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

The information on the risk management linked to financial instruments as well as the information on capital management and compliance with regulatory ratios, required by IFRS as adopted by the European Union, is disclosed in chapter 4 of the present Registration document (Risks and capital adequacy). The types of risks are described in chapter 3 of the present Registration document (Corporate governance), page 115.

This information belongs to the note to the consolidated financial statements and has been audited by statutory auditors; it is identified as such in chapter 4 of the present Registration document.

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

|   | 31st December 2015 |             | 31st December 2014 |             |
|---|--------------------|-------------|--------------------|-------------|
| (In millions of euros)  | Assets             | Liabilities | Assets             | Liabilities |
| Trading portfolio   | 462,775            | 400,931     | 488,899            | 436,050     |
| Financial instruments measured using the fair value option through profit or loss | 56,558             | 54,050      | 41,637             | 44,280      |
| Total   | 519,333            | 454,981     | 530,536            | 480,330     |
| o/w securities purchased/sold under resale/repurchase agreements                  | 136,157            | 141,265     | 118,870            | 141,545     |

### 1. TRADING PORTFOLIO

#### **ACCOUNTING PRINCIPLES**

The trading portfolio contains financial assets and liabilities which, upon initial recognition, are:

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

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

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

#### **ASSETS**

| (In millions of euros)                | 31st December 2015 | 31st December 2014 |
|---------------------------------------|--------------------|--------------------|
| Bonds and other debt securities       | 54,628             | 67,734             |
| Shares and other equity securities    | 79,297             | 90,164             |
| Other non-derivative financial assets | 140,521            | 121,222            |
| Trading derivatives <sup>(1)</sup>    | 188,329            | 209,779            |
| Total                                 | 462,775            | 488,899            |
| o/w securities loaned                 | 15,670             | 11,001             |

<sup>(1)</sup> See Note 3.2 Financial derivatives.

#### LIABILITIES

| (In millions of euros)                         | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Debt securities issued                         | 15,524             | 17,944             |
| Amounts payable on borrowed securities         | 37,271             | 54,931             |
| Bonds and other debt instruments sold short    | 14,142             | 3,143              |
| Shares and other equity instruments sold short | 1,407              | 1,586              |
| Other non-derivative financial liabilities     | 142,359            | 143,214            |
| Trading derivatives <sup>(2)</sup>             | 190,228            | 215,232            |
| Total  | 400,931            | 436,050            |

<sup>(2)</sup> See Note 3.2 Financial derivatives.

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

#### **ACCOUNTING PRINCIPLES**

Financial assets and liabilities at fair value through profit or loss also include non-derivative financial assets and liabilities designated by the Group upon initial recognition to be carried at fair value through profit or loss in accordance with the fair value option. Changes in the fair value of these items are recognised through profit or loss under Net gains and losses on financial instruments at fair value through profit or loss.

This option is only applied in the following cases:

- when it eliminates or significantly reduces discrepancies in the accounting treatment of certain financial assets and liabilities;
- when it applies to a hybrid instrument containing one or more embedded derivatives that would otherwise be subject to a separate recognition;
- when a group of financial assets and/or liabilities is managed and its performance is measured on a fair value basis.

The Group thus recognises some structured bonds issued by Societe Generale Corporate and Investment Banking at fair value through profit or loss. These issues are purely commercial and the associated risks are hedged on the market using financial instruments managed

in trading portfolios. By using the fair value option, the Group can ensure consistency between the accounting treatment of these bonds and that of the derivatives hedging the associated market risks, which have to be carried at fair value.

The Group also recognises the financial assets held to guarantee the unit-linked policies of its life insurance subsidiaries at fair value through profit or loss to ensure that their accounting treatment matches that of the corresponding insurance liabilities. Under IFRS 4, insurance liabilities must be recognised according to local accounting principles. Revaluations of underwriting reserves on unit-linked policies, which are directly linked to revaluations of the financial assets underlying their policies, are therefore recognised in the income statement. The fair value option thus allows the Group to record changes in the fair value of the financial assets through profit or loss so that they match fluctuations in value of the insurance liabilities associated with these unit-linked policies.

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

#### **ASSETS**

| (In millions of euros)                     | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Bonds and other debt securities            | 20,704             | 10,082             |
| Shares and other equity securities         | 18,537             | 16,071             |
| Other financial assets                     | 17,027             | 15,209             |
| Separate assets for employee benefit plans | 290                | 275                |
| Total                                      | 56,558             | 41,637             |

#### LIABILITIES

Financial liabilities measured at profit or loss in accordance with the fair value option predominantly consist of structured bonds issued by the Societe Generale Group. The change in fair value attributable to the Group's own credit risk generated a profit of EUR 782 million at 31st December 2015. The revaluation differences attributable to the Group's issuer credit risk are determined using valuation models taking into account the Societe Generale Group's actual financing terms and conditions on the markets and the residual maturity of the related liabilities.

At 31st December 2015, the difference between fair value of financial liabilities measured using the fair value option through profit or loss (EUR 54,050 million versus EUR 44,280 million at 31st December 2014) and the amount repayable at maturity (EUR 53,769 million versus EUR 43,767 million at 31st December 2014) was EUR 281 million (EUR 513 million at 31st December 2014).

#### 3. NET GAINS AND LOSSES ON FINANCIAL INSTRUMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS

| (In millions of euros)  | 31st December 2015 | 31st December 2014 |  |
|---|--------------------|--------------------|--|
| Net gain/loss on trading portfolio                                      | 712                | 4,121              |  |
| Net gain/loss on financial instruments measured using fair value option | 1,879              | (2,415)            |  |
| Net gain/loss on derivative instruments                                 | 3,421              | 2,038              |  |
| Net gain/loss on hedging transactions                                   | 244                | 696                |  |
| Net gain/loss on fair value hedging derivatives                         | (2,004)            | 6,533              |  |
| Revaluation of hedged items attributable to hedged risks                | 2,248              | (5,839)            |  |
| Ineffective portion of cash flow hedge                                  | -                  | 2                  |  |
| Net gain/loss on foreign exchange transactions                          | 1,019              | 41                 |  |
| Total <sup>(1)</sup>  | 7,275              | 4,481              |  |

<sup>(1)</sup> Insofar as income and expenses booked in the income statement are classified by type of instrument rather than by purpose, the net income generated by activities in financial instruments at fair value through P&L must be assessed as a whole. It should be noted that the income shown here does not include the refinancing cost of these financial instruments, which is shown under interest expense and interest income.

#### NOTE 3.2 - FINANCIAL DERIVATIVES

#### **ACCOUNTING PRINCIPLES**

Derivatives are financial instruments meeting the following three criteria:

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

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

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

Financial derivatives having Societe Generale shares as their underlying instrument or shares in Group subsidiaries and whose liquidation entails the payment of a fixed amount in cash (or another financial asset) against a fixed number of Societe Generale shares (other than derivatives) are equity instruments. These instruments, and any related premiums paid or received, are recognised directly

in equity, and any changes in the fair value of these derivatives are not recorded. For sales of put options on Societe Generale shares, a debt is recognised for the present value of the strike price as a contra entry of the equity.

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

#### **EMBEDDED DERIVATIVES**

An embedded derivative is a component of a hybrid instrument. If this hybrid instrument is not measured at fair value through profit or loss, the Group separates the embedded derivative from its host contract if, at the inception of the transaction, the economic characteristics and risks of the derivative are not closely related to the economic characteristics and risk profile of the host contract and it would separately meet the definition of a derivative. Once separated, the derivative is recognised at its fair value in the balance sheet under Financial assets or liabilities at fair value through profit or loss and accounted for as above. The host contract is classified and measured according to its accounting category.

#### 1. TRADING DERIVATIVES

#### **ACCOUNTING PRINCIPLES**

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

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

#### BREAKDOWN OF TRADING DERIVATIVES

|                                     | 31st December 2015 |             | 31st December 2014 |             |
|-------------------------------------|--------------------|-------------|--------------------|-------------|
| (In millions of euros)              | Assets             | Liabilities | Assets             | Liabilities |
| Interest rate instruments           | 126,002            | 124,931     | 144,511            | 145,024     |
| Foreign exchange instruments        | 23,713             | 24,725      | 22,999             | 23,862      |
| Equity and index instruments        | 18,589             | 20,727      | 23,503             | 27,584      |
| Commodity instruments               | 12,604             | 11,690      | 8,896              | 8,409       |
| Credit derivatives                  | 7,108              | 7,265       | 9,563              | 9,495       |
| Other forward financial instruments | 313                | 890         | 308                | 858         |
| Total                               | 188,329            | 190,228     | 209,779            | 215,232     |

The Group uses credit derivatives to manage its corporate loan book. primarily to reduce concentration of individual counterparties, sectors and geographic areas, and to actively manage risks and allocated capital. Regardless of their management intent, all credit derivatives

are measured at fair value through profit or loss and may not be recognised as hedging derivatives. Consequently, they are recorded at fair value as trading derivatives.

#### 2. HEDGING DERIVATIVES

#### **ACCOUNTING PRINCIPLES**

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

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

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

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

#### **FAIR VALUE HEDGES**

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

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

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

Prospective effectiveness is assessed via a sensitivity analysis based on probable market trends or via a regression analysis of the statistical relationship (correlation) between certain components of the hedged item and the hedging instrument.

Retrospective effectiveness is assessed by comparing any changes in the fair value of the hedging instrument with any changes in the fair value of the hedged item.

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

#### **CASH FLOW HEDGES**

The purpose of interest rate cash flow hedges is to protect against changes in future cash flows associated with a financial instrument on the balance sheet (loans, securities or floating-rate notes) or with a highly probable future transaction (future fixed rates, future prices, etc.). The purpose of these hedges is to protect the Group against adverse fluctuations in the future cash-flows of an instrument or transaction that could affect profit or loss. The effective portion of changes in the fair value of hedging derivatives is booked to Unrealised or deferred gains and losses, while the ineffective portion is recognised in the income statement under Net gains and losses on financial instruments at fair value through profit or loss. For interest rate derivatives, accrued interest income and expenses on the derivative are recorded in the income statement under Interest income and expense - Hedging derivatives at the same time as accrued interest income and expenses related to the hedged item.

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

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

Whenever the hedging derivative ceases to meet the effectiveness criteria for hedge accounting or is terminated or sold, hedge accounting is discontinued prospectively.

Amounts previously recognised directly in equity are reclassified under Interest income and expense in the income statement over the periods during which interest income is affected by cash flows arising from the hedged item. If the hedged item is sold or redeemed earlier than expected or if the hedged forecast transaction ceases to be highly probable, unrealised gains and losses recognised in equity are immediately reclassified in the income statement.

# **HEDGES OF A NET INVESTMENT IN A FOREIGN**

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

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

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

#### **MACRO-FAIR VALUE HEDGES**

**OPERATION** 

In this type of hedge, interest rate derivatives are used to globally

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

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

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

#### **BREAKDOWN OF HEDGING DERIVATIVES**

|                              | 31st Dece | mber 2015   | 31st December 2014 |             |  |
|------------------------------|-----------|-------------|--------------------|-------------|--|
| (In millions of euros)       | Assets    | Liabilities | Assets             | Liabilities |  |
| Fair value hedge             |           |             |                    |             |  |
| Interest rate instruments    | 15,448    | 9,199       | 18,476             | 10,261      |  |
| Foreign exchange instruments | 79        | 4           | 162                | 22          |  |
| Equity and index instruments | 5         | -           | 1                  | 10          |  |
| Cash flow hedge              |           |             |                    |             |  |
| Interest rate instruments    | 589       | 135         | 704                | 301         |  |
| Foreign exchange instruments | 384       | 183         | 61                 | 273         |  |
| Other financial instruments  | 33        | 12          | 44                 | 35          |  |
| Total                        | 16,538    | 9,533       | 19,448             | 10,902      |  |

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

Through some of its Corporate and Investment Banking operations, the Group is exposed to future cash flow changes in its short and medium-term funding requirements, and sets up hedging relationships

recognised for accounting purposes as cash flow hedges. Highly probable funding requirements are determined using historic data established for each activity and representative of balance sheet outstandings. These data may be increased or decreased with changes in management methods.

The following table specifies the amount of cash flow that is subject to a cash flow hedge relationship (broken down by expected due date) and the amount of highly probable hedged forecast transactions.

| (In millions of euros)                 | Less than 3 months | From 3<br>months<br>to 1 year | From 1<br>year to<br>5 years | Over 5 years | 31 <sup>st</sup><br>December<br>2015 |
|--|--------------------|-------------------------------|------------------------------|--------------|--------------------------------------|
| Floating cash flows hedged (rates)     | 368                | 890                           | 744                          | 911          | 2,913                                |
| Highly probable forecast transaction   | 2                  | 164                           | 178                          | 110          | 454                                  |
| Other (Forex)                          | 1                  | 2                             | -                            | -            | 3                                    |
| Total flows covered by cash flow hedge | 371                | 1,056                         | 922                          | 1,021        | 3,370                                |

| (In millions of euros)                 | Less than 3 months | From 3<br>months<br>to 1 year | From 1<br>year to<br>5 years | Over 5 years | 31 <sup>st</sup><br>December<br>2014 |
|--|--------------------|-------------------------------|------------------------------|--------------|--------------------------------------|
| Floating cash flows hedged (rates)     | 119                | 344                           | 570                          | 1,029        | 2,062                                |
| Highly probable forecast transaction   | 391                | 332                           | 521                          | 42           | 1,286                                |
| Other (Forex)                          | 74                 | 281                           | 32                           | -            | 386                                  |
| Total flows covered by cash flow hedge | 584                | 957                           | 1,123                        | 1,071        | 3,734                                |

### 3. FINANCIAL DERIVATIVES COMMITMENTS (NOTIONAL AMOUNTS)

|                                     | 31st December | er 2015 | 31st December 2014 |         |  |
|-------------------------------------|---------------|---------|--------------------|---------|--|
| (In millions of euros)              | Trading       | Hedging | Trading            | Hedging |  |
| Interest rate instruments           |               |         |                    |         |  |
| Firm instruments                    |               |         |                    |         |  |
| Swaps                               | 9,464,657     | 388,205 | 10,452,500         | 238,867 |  |
| FRAs                                | 1,401,505     | 291     | 2,391,210          | 562     |  |
| Options                             | 2,519,669     | 542     | 2,783,298          | 2,347   |  |
| Foreign exchange instruments        |               |         |                    |         |  |
| Firm instruments                    | 2,429,059     | 9,635   | 2,130,738          | 8,790   |  |
| Options                             | 612,156       | -       | 629,126            | -       |  |
| Equity and index instruments        |               |         |                    |         |  |
| Firm instruments                    | 85,632        | -       | 76,862             | -       |  |
| Options                             | 1,806,733     | 35      | 939,917            | 33      |  |
| Commodity instruments               |               |         |                    |         |  |
| Firm instruments                    | 183,023       | -       | 161,871            | -       |  |
| Options                             | 57,682        | -       | 62,807             | -       |  |
| Credit derivatives                  | 675,181       | -       | 900,268            | -       |  |
| Other forward financial instruments | 33,260        | 342     | 55,446             | 372     |  |
| Total                               | 19,268,557    | 399,050 | 20,584,043         | 250,971 |  |

# 4. MATURITIES OF FINANCIAL DERIVATIVES (NOTIONAL AMOUNTS)

| (In millions of euros)              | Less than 3 months | From 3<br>months<br>to 1 year | From 1 year<br>to 5 years | Over 5<br>years | 31 <sup>st</sup><br>December<br>2015 |
|-------------------------------------|--------------------|-------------------------------|---------------------------|-----------------|--------------------------------------|
| Interest rate instruments           | 1,500,494          | 3,958,253                     | 4,888,426                 | 3,427,696       | 13,774,869                           |
| Foreign exchange instruments        | 1,272,237          | 799,888                       | 710,835                   | 267,890         | 3,050,850                            |
| Equity and index instruments        | 259,813            | 826,521                       | 762,570                   | 43,496          | 1,892,400                            |
| Commodity instruments               | 115,528            | 79,820                        | 40,796                    | 4,561           | 240,705                              |
| Credit derivatives                  | 39,180             | 167,116                       | 442,855                   | 26,030          | 675,181                              |
| Other forward financial instruments | 5,317              | 8,915                         | 19,212                    | 158             | 33,602                               |
| Total                               | 3,192,569          | 5,840,513                     | 6,864,694                 | 3,769,831       | 19,667,607                           |

These items are presented according to the contractual maturity of the financial instruments.

# NOTE 3.3 - AVAILABLE-FOR-SALE FINANCIAL ASSETS

#### **ACCOUNTING PRINCIPLES**

Available-for-sale financial assets are non-derivative financial assets held for an indeterminate period which the Group may sell at any time. By default, they are any financial assets that are not classified under Loans and receivables, Financial assets at fair value through profit or loss, or Held to maturity financial assets.

Interest accrued or paid on fixed-income securities is recognised in the income statement using the effective interest rate method under Interest and similar income - Transactions in financial instruments. Dividend income earned on these securities is recorded in the income statement under Net gains and losses on available-for-sale financial

At the balance sheet date, available-for-sale financial assets are measured at fair value, and any changes in fair value, excluding income, are booked to Unrealised or deferred capital gains and losses, except for foreign exchange losses or gains on foreigncurrency monetary assets, which are taken to the income statement.

If these financial assets are sold, the unrealised gains and losses booked to equity are reclassified as Net gains and losses on availablefor-sale financial assets.

If, at the balance sheet date, there is objective evidence of impairment of an available-for-sale financial asset arising from one or more events subsequent to its initial recognition, the unrealised loss previously accumulated in equity is reclassified under Cost of risk for debt instruments and under Net gains and losses on available-for-sale financial assets for equity instruments. The impairment rules applied by the Group are described in Note 3.8.

### 1. AVAILABLE-FOR-SALE FINANCIAL ASSETS

|                                   | 31st Dece | mber 2015                        | 31 <sup>st</sup> Dece | 31st December 2014               |  |  |
|-----------------------------------|-----------|----------------------------------|-----------------------|----------------------------------|--|--|
| (In millions of euros)            | Net       | o/w allowances<br>for impairment | Net                   | o/w allowances<br>for impairment |  |  |
| Debt instruments                  | 119,467   | (266)                            | 128,521               | (268)                            |  |  |
| Equity instruments <sup>(1)</sup> | 12,091    | (363)                            | 13,181                | (1,245)                          |  |  |
| Long-term equity investments      | 2,629     | (510)                            | 2,020                 | (525)                            |  |  |
| Total                             | 134,187   | (1,139)                          | 143,722               | (2,038)                          |  |  |
| o/w securities lent               | 1         | -                                | 19                    | -                                |  |  |

<sup>(1)</sup> Including UCITS.

#### CHANGES IN AVAILABLE-FOR-SALE FINANCIAL ASSETS

| (In millions of euros)  | 2015      |
|---|-----------|
| Balance at 1st January 2015   | 143,722   |
| Acquisitions  | 105,812   |
| Disposals/redemptions <sup>(1)</sup>  | (114,185) |
| Change in scope and others  | (1,165)   |
| Gains and losses on changes in fair value recognised directly in equity during the period | (2,538)   |
| Change in impairment on debt instruments recognised in P&L                                | 2         |
| o/w: increase   | (10)      |
| write-backs   | 38        |
| others  | (26)      |
| Impairment losses on equity instruments recognised in P&L                                 | (126)     |
| Change in related receivables   | (77)      |
| Translation differences   | 2,742     |
| Balance at 31st December 2015   | 134,187   |

<sup>(1)</sup> Disposals are valued according to the weighted average cost method.

### 2. NET GAINS AND LOSSES ON AVAILABLE-FOR-SALE FINANCIAL ASSETS

| 2015  | 2014  |
|-------|---|
| 722   | 432   |
| 133   | 242   |
| 995   | 217   |
| (102) | (8)   |
| (893) | (166)   |
| 118   | 46  |
| (24)  | (25)  |
| 949   | 738   |
| 2,811 | 3,042   |
|       | 722<br>133<br>995<br>(102)<br>(893)<br>118<br>(24)<br>949 |

<sup>(1)</sup> O/w EUR 4 million for Insurance activities in 2015.

# 3. BREAKDOWN OF UNREALISED GAINS AND LOSSES ON AVAILABLE-FOR-SALE ASSETS

|   | 2015                |                   |                 |  |  |  |
|---|---------------------|-------------------|-----------------|--|--|--|
| (In millions of euros)  | Unrealised<br>gains | Unrealised losses | Net revaluation |  |  |  |
| Unrealised gains and losses on available-for-sale equity instruments <sup>(1)</sup> | 1,119               | (62)              | 1,057           |  |  |  |
| Unrealised gains and losses on available-for-sale debt instruments                  | 1,047               | (679)             | 368             |  |  |  |
| Unrealised gains and losses of insurance companies                                  | 550                 | (119)             | 431             |  |  |  |
| Total   | 2,716               | (860)             | 1,856           |  |  |  |

<sup>(1)</sup> O/w EUR 552 million for Visa Europe shares (see Note 3.4.4).

<sup>(2)</sup> O/w EUR 994 million for Insurance activities in 2015.

<sup>(3)</sup> O/w EUR -98 million for Insurance activities in 2015

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

#### **ACCOUNTING PRINCIPLES**

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

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

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

#### **FAIR VALUE HIERARCHY**

For information purposes, in the notes to the consolidated financial statements, the fair value of financial instruments is classified using a fair value hierarchy that reflects the significance of the inputs used, according to the following levels:

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

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

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

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

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

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

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

Instruments quoted in an insufficiently liquid market and those traded over-the-counter belong to this level. Prices published by an external source derived from the valuation of similar instruments are considered as data derived from prices.

Level 2 instruments include in particular securities carried at fair value on the balance sheet that are not directly quoted (e.g. corporate bonds, mortgage-backed securities, units of funds), and firm derivatives and options traded over-the-counter: interest rate swaps, caps, floors, swaptions, equity options, index options, foreign exchange options, commodity options and credit derivatives. The maturities of these

instruments are linked to ranges of terms commonly traded in the market, and the instruments themselves can be simple or offer a more complex remuneration profile (e.g. barrier options, products with multiple underlying instruments), with said complexity remaining limited however. The valuation techniques used in this category are based on common methods shared by the main market participants.

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

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

Level 3 instruments carried at fair value on the balance sheet are predominantly instruments for which the sales margin is not immediately recognised in profit or loss (see Note 3).

Accordingly, Level 3 financial instruments include derivatives with longer maturities than those usually traded and/or with specificallytailored return profiles. Similarly, debt measured at fair value is classified as Level 3 where the valuation of the associated embedded derivatives is also based on unobservable inputs.

The main L3 complex derivatives are:

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

# 1. FINANCIAL ASSETS MEASURED AT FAIR VALUE

|   | 31st December 2015 |         |         |         |         |         |         |         |
|---|--------------------|---------|---------|---------|---------|---------|---------|---------|
| (In millions of euros)  | Level 1            | Level 2 | Level 3 | Total   | Level 1 | Level 2 | Level 3 | Total   |
| Trading portfolio   | 119,360            | 154,499 | 587     | 274,446 | 144,205 | 133,715 | 1,200   | 279,120 |
| Bonds and other debt securities                               | 46,383             | 8,021   | 224     | 54,628  | 59,216  | 7,661   | 857     | 67,734  |
| Shares and other equity securities                            | 72,975             | 6,322   | -       | 79,297  | 84,971  | 5,193   | -       | 90,164  |
| Other non-derivative financial assets                         | 2                  | 140,156 | 363     | 140,521 | 18      | 120,861 | 343     | 121,222 |
| Financial assets measured using fair value option through P&L | 37,710             | 16,444  | 2,404   | 56,558  | 25,025  | 15,791  | 821     | 41,637  |
| Bonds and other debt securities                               | 20,291             | 228     | 185     | 20,704  | 9,890   | 126     | 66      | 10,082  |
| Shares and other equity securities                            | 17,419             | 975     | 143     | 18,537  | 15,135  | 731     | 205     | 16,071  |
| Other financial assets  | -                  | 14,951  | 2,076   | 17,027  | -       | 14,659  | 550     | 15,209  |
| Separate assets for employee benefit plans                    | -                  | 290     | -       | 290     | -       | 275     | -       | 275     |
| Trading derivatives   | 413                | 184,065 | 3,851   | 188,329 | 1,175   | 205,050 | 3,554   | 209,779 |
| Interest rate instruments                                     | 38                 | 123,411 | 2,553   | 126,002 | 27      | 142,083 | 2,401   | 144,511 |
| Foreign exchange instruments                                  | 298                | 23,142  | 273     | 23,713  | 848     | 22,039  | 112     | 22,999  |
| Equity and index instruments                                  | -                  | 18,107  | 482     | 18,589  | 292     | 22,734  | 477     | 23,503  |
| Commodity instruments   | -                  | 12,361  | 243     | 12,604  | -       | 8,526   | 370     | 8,896   |
| Credit derivatives  | -                  | 6,855   | 253     | 7,108   | -       | 9,446   | 116     | 9,563   |
| Other forward financial instruments                           | 77                 | 189     | 47      | 313     | 8       | 222     | 78      | 308     |
| Hedging derivatives   | -                  | 16,538  | -       | 16,538  | -       | 19,448  | -       | 19,448  |
| Interest rate instruments                                     | -                  | 16,037  | -       | 16,037  | -       | 19,180  | -       | 19,180  |
| Foreign exchange instruments                                  | -                  | 463     | -       | 463     | -       | 223     | -       | 223     |
| Equity and index instruments                                  | -                  | 5       | -       | 5       | -       | 1       | -       | 1       |
| Other forward financial instruments                           | -                  | 33      | -       | 33      | -       | 44      | -       | 44      |
| Available-for-sale financial assets                           | 123,718            | 8,200   | 2,269   | 134,187 | 125,442 | 16,413  | 1,867   | 143,722 |
| Debt securities   | 113,374            | 5,983   | 110     | 119,467 | 113,741 | 14,453  | 327     | 128,521 |
| Equity securities   | 10,153             | 1,827   | 111     | 12,091  | 11,543  | 1,556   | 82      | 13,181  |
| Long-term equity investments                                  | 191                | 390     | 2,048   | 2,629   | 158     | 404     | 1,458   | 2,020   |
| Total financial assets at fair value                          | 281,201            | 379,746 | 9,111   | 670,058 | 295,847 | 390,417 | 7,442   | 693,706 |

# 2. FINANCIAL LIABILITIES MEASURED AT FAIR VALUE

|  | 31st December 2015 |         |         |         | 31st December 2014 |         |         |         |  |
|--|--------------------|---------|---------|---------|--------------------|---------|---------|---------|--|
| (In millions of euros)   | Level 1            | Level 2 | Level 3 | Total   | Level 1            | Level 2 | Level 3 | Total   |  |
| Trading portfolio  | 15,564             | 189,175 | 5,964   | 210,703 | 8,990              | 203,269 | 8,559   | 220,818 |  |
| Debt securities issued   | -                  | 9,728   | 5,796   | 15,524  | 67                 | 9,579   | 8,298   | 17,944  |  |
| Amounts payable on borrowed securities                             | 52                 | 37,219  | -       | 37,271  | 4,203              | 50,728  | -       | 54,931  |  |
| Bonds and other debt instruments sold short                        | 14,105             | 36      | 1       | 14,142  | 3,133              | 7       | 3       | 3,143   |  |
| Shares and other equity instruments sold short                     | 1,407              | -       | -       | 1,407   | 1,584              | -       | 2       | 1,586   |  |
| Other non-derivative financial liabilities                         | -                  | 142,192 | 167     | 142,359 | 3                  | 142,955 | 256     | 143,214 |  |
| Financial liabilities measured using fair value option through P&L | 306                | 32,570  | 21,174  | 54,050  | 149                | 26,756  | 17,375  | 44,280  |  |
| Trading derivatives  | 279                | 185,884 | 4,065   | 190,228 | 1,877              | 209,066 | 4,289   | 215,232 |  |
| Interest rate instruments  | 42                 | 122,334 | 2,555   | 124,931 | 45                 | 142,638 | 2,341   | 145,024 |  |
| Foreign exchange instruments                                       | 221                | 24,470  | 34      | 24,725  | 1,103              | 22,709  | 50      | 23,862  |  |
| Equity and index instruments                                       | -                  | 19,991  | 736     | 20,727  | 718                | 25,452  | 1,414   | 27,584  |  |
| Commodity instruments  | -                  | 11,436  | 254     | 11,690  | -                  | 8,198   | 211     | 8,409   |  |
| Credit derivatives   | -                  | 6,780   | 485     | 7,265   | -                  | 9,223   | 272     | 9,495   |  |
| Other forward financial instruments                                | 16                 | 873     | 1       | 890     | 11                 | 846     | 1       | 858     |  |
| Hedging derivatives  | -                  | 9,533   | -       | 9,533   | -                  | 10,902  | -       | 10,902  |  |
| Interest rate instruments  | -                  | 9,334   | -       | 9,334   | -                  | 10,562  | -       | 10,562  |  |
| Foreign exchange instruments                                       | -                  | 187     | -       | 187     | -                  | 295     | -       | 295     |  |
| Equity and index instruments                                       | -                  | -       | -       | -       | -                  | 10      | -       | 10      |  |
| Other financial instruments  | -                  | 12      | -       | 12      | -                  | 35      | -       | 35      |  |
| Total financial liabilities at fair value                          | 16,149             | 417,162 | 31,203  | 464,514 | 11,016             | 449,993 | 30,223  | 491,232 |  |

# 3. VARIATION IN LEVEL 3 FINANCIAL INSTRUMENTS

# FINANCIAL ASSETS MEASURED AT FAIR VALUE

| (In millions of euros)   | Balance at<br>1 <sup>st</sup> January<br>2015 | Acquisitions | Disposals /<br>redemptions | Transfer to<br>Level 2 | Transfer from<br>Level 2 | Gains and<br>losses on<br>changes in<br>fair value<br>during the<br>period | Translation differences | Change in<br>scope and<br>others | Balance at<br>31 <sup>st</sup> December<br>2015 |
|--|---|--------------|----------------------------|------------------------|--------------------------|--|-------------------------|----------------------------------|---|
| Trading portfolio  | 1,200   | 157          | (800)                      | (29)                   | -                        | 18   | 41                      | -                                | 587   |
| Bonds and other debt securities  | 857   | 157          | (778)                      | (29)                   | -                        | 13   | 4                       | -                                | 224   |
| Shares and other equity securities                                       | -   | -            | -                          | -                      | -                        | -  | -                       | -                                | -   |
| Other non-derivative financial assets                                    | 343   | -            | (22)                       | -                      | -                        | 5  | 37                      | -                                | 363   |
| Financial assets measured using fair value option through profit or loss | 821   | 1,822        | (117)                      | (18)                   | 97                       | (221)  | 20                      | -                                | 2,404   |
| Bonds and other debt securities  | 66  | 26           | (4)                        | -                      | 97                       | -  | -                       | -                                | 185   |
| Shares and other equity securities                                       | 205   | 1            | (41)                       | -                      | -                        | (28)   | 6                       | -                                | 143   |
| Other financial assets   | 550   | 1,795        | (72)                       | (18)                   | -                        | (193)  | 14                      | -                                | 2,076   |
| Separate assets for employee benefit plans                               | -   | -            | -                          | -                      | -                        | -  | -                       | -                                | -   |
| Trading derivatives  | 3,554   | 473          | (1,430)                    | (81)                   | 356                      | 818  | 161                     | -                                | 3,851   |
| Interest rate instruments  | 2,401   | 372          | (1,185)                    | (38)                   | 346                      | 557  | 100                     | -                                | 2,553   |
| Foreign exchange instruments   | 112   | 21           | (9)                        | (8)                    | -                        | 157  | -                       | -                                | 273   |
| Equity and index instruments   | 477   | 74           | (54)                       | (33)                   | 7                        | (34)   | 45                      | -                                | 482   |
| Commodity instruments  | 370   | 6            | (175)                      | -                      | -                        | 33   | 9                       | -                                | 243   |
| Credit derivatives   | 116   | -            | (7)                        | (2)                    | 3                        | 142  | 1                       | -                                | 253   |
| Other forward financial instruments                                      | 78  | -            | -                          | -                      | -                        | (37)   | 6                       | -                                | 47  |
| Hedging derivatives  | -   | -            | -                          | -                      | -                        | -  | -                       | -                                | -   |
| Available-for-sale financial assets                                      | 1,867   | 138          | (88)                       | (211)                  | 4                        | 566  | 19                      | (26)                             | 2,269   |
| Debt securities  | 327   | 44           | (51)                       | (209)                  | -                        | -  | (2)                     | 1                                | 110   |
| Equity securities  | 82  | 16           | (2)                        | -                      | -                        | (4)  | 4                       | 15                               | 111   |
| Long-term equity investments   | 1,458   | 78           | (35)                       | (2)                    | 4                        | 570  | 17                      | (42)                             | 2,048   |
| Total financial assets at fair value                                     | 7,442   | 2,590        | (2,435)                    | (339)                  | 457                      | 1,181  | 241                     | (26)                             | 9,111   |

#### FINANCIAL LIABILITIES MEASURED AT FAIR VALUE

| (In millions of euros)   | Balance at<br>1 <sup>st</sup> January<br>2015 | Issues | Acquisitions<br>/ disposals | Redemptions | Transfer to<br>Level 2 | Transfer from<br>Level 2 | Gains and<br>losses on<br>changes in<br>fair value<br>during the<br>period | Translation differences | Balance at 31st December 2015 |
|--|---|--------|-----------------------------|-------------|------------------------|--------------------------|--|-------------------------|-------------------------------|
| Trading portfolio  | 8 559   | 1 159  | (540)                       | (1 972)     | (1 325)                | 35                       | (99)   | 147                     | 5 964                         |
| Debt securities issued   | 8 298   | 1 159  | (543)                       | (1 972)     | (1 199)                | 4                        | (94)   | 143                     | 5 796                         |
| Amounts payable on borrowed securities                                   | -   | -      | -                           | -           | -                      | -                        | -  | -                       | -                             |
| Bonds and other debt instruments sold short                              | 3   | -      | -                           | -           | (2)                    | -                        | -  | -                       | 1                             |
| Shares and other equity instruments sold short                           | 2   | -      | -                           | -           | (2)                    | -                        | -  | -                       | -                             |
| Other non-derivative financial liabilities                               | 256   | -      | 3                           | -           | (122)                  | 31                       | (5)  | 4                       | 167                           |
| Financial liabilities<br>measured using fair value<br>option through P&L | 17 375  | 9 913  | (251)                       | (3 425)     | (2 845)                | 1 670                    | (1 853)  | 590                     | 21 174                        |
| Trading derivatives  | 4 289   | 3      | (217)                       | -           | (436)                  | 116                      | 248  | 62                      | 4 065                         |
| Interest rate instruments  | 2 341   | -      | 266                         | -           | (255)                  | 76                       | 106  | 21                      | 2 555                         |
| Foreign exchange instruments   | 50  | -      | 5                           | -           | (14)                   | -                        | (7)  | -                       | 34                            |
| Equity and index instruments   | 1 414   | 3      | (406)                       | -           | (136)                  | 12                       | (189)  | 38                      | 736                           |
| Commodity instruments  | 211   | -      | (70)                        | -           | -                      | 1                        | 109  | 3                       | 254                           |
| Credit derivatives   | 272   | -      | (12)                        | -           | (31)                   | 27                       | 229  | -                       | 485                           |
| Other forward financial instruments                                      | 1   | -      | -                           | -           | -                      | -                        | -  | -                       | 1                             |
| Hedging derivatives  | -   | -      | -                           | -           | -                      | -                        | -  | -                       | -                             |
| Total financial liabilities at fair value                                | 30 223  | 11 075 | (1 008)                     | (5 397)     | (4 606)                | 1 821                    | (1 704)  | 799                     | 31 203                        |

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

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

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

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

Furthermore, the inputs used in the valuation models, whether derived from observable market data or not, are checked by the Finance Division of GBIS (Global Banking and Investor Solutions), in accordance with the methodologies defined by the Market Risk Department.

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

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

CVA is determined on the basis of the Group entity's positive expected exposure to the counterparty, the counterparty's probability of default (conditional to the entity not defaulting) and the loss given default. The DVA is determined symmetrically based on the negative expected exposure. These calculations are carried out over the life of the potential exposure, with a focus on the use of relevant and observable market data.

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

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

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

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

#### SHARES AND OTHER EQUITY SECURITIES

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

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

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

Given the lack of recent transactions in similar securities, the unlisted Visa Europe shares held by the Group and recorded under Availablefor-sale financial assets were remeasured at 31st December 2015, based on the terms of the agreement governing the entity's takeover by Visa Inc, signed on 2<sup>nd</sup> November 2015 and taking into account the uncertainties regarding the conditions of implementation and

settlement of the deal. This acquisition, which will take place in 2016, subject to its approval by the appropriate European authorities, will be partially settled in cash and partially in Visa Inc preference shares, accompanied by a subsequent price revision clause.

The Visa Inc preference shares will be convertible into ordinary shares over a period of 4 to 12 years, subject to conditional terms. They will not be listed and will be subject to limited transferability. At 31st December 2015, the main uncertainties factored in by the Group in adjusting the valuation of the Visa Europe shares concerned any conditions of the deal's approval by the appropriate European authorities, the illiquidity of the preference shares to be received and the factors that will be used to determine the final conversion rate of the preference shares into ordinary Visa Inc shares, as well as the implementation of the earn-out clause.

Based on estimates and assumptions, the Visa Europe shares were valued at an amount representing 78% of the nominal amount of cash and preference shares proposed in the takeover agreement, generating an unrealised capital gain of EUR 552 million before tax booked to shareholders' equity.

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

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

## **OTHER DEBTS**

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

#### **5. ESTIMATES OF MAIN UNOBSERVABLE INPUTS**

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

| Cash<br>instruments               | sheet (i | n balance<br>n millions<br>euros) |  | V 1 . e                            | 0: :   | B (' )                       |
|-----------------------------------|----------|-----------------------------------|--|------------------------------------|--|------------------------------|
| and<br>derivatives <sup>(1)</sup> | Assets   | Liabilities                       | Main products  | Valuation<br>techniques used       | Significant<br>unobservable inputs                 | Range of inputs<br>min & max |
|                                   |          |                                   | Observation and a consideration  |                                    | Equity volatilities                                | 11.1%; 157.3%                |
|                                   |          |                                   | Simple and complex instruments or  | Various option models              | Equity dividends                                   | 0%; 12%                      |
| Equities / funds                  | 3,035    | 19,079                            | derivatives on   | on funds, equities or              | Correlations                                       | -100%; 100%                  |
|                                   |          |                                   | funds, equities or baskets of stocks   | baskets of stocks                  | Hedge funds volatilities                           | 7.5%; 16.7%                  |
|                                   |          |                                   | Daskets of Stocks  |                                    | Mutual funds volatilities                          | 2%; 46.4%                    |
|                                   |          |                                   | Hybrid forex / interest rate or credit / interest rate derivatives   | Hybrid instrument pricing models   | Correlations                                       | -68.1%; 90%                  |
|                                   |          |                                   | Forex derivatives  | Forex option pricing models        | Forex volatilities                                 | 4%; 31%                      |
| Interest and<br>Forex rates       | 3,346    | 11,385                            | Interest rate derivatives<br>whose notional is<br>indexed to prepayment<br>behaviour in European<br>collateral pools | Prepayement modeling               | Constant prepayment rates                          | 0%; 45%                      |
|                                   |          |                                   | Inflation instruments and derivatives  | Inflation pricing models           | Inflation / inflation correlations                 | 65.8%; 90%                   |
|                                   |          |                                   | Collateralized Debt  | Recovery and                       | Time to default correlations                       | 0%; 100%                     |
|                                   |          |                                   | Obligations and index tranches   | base correlation projection models | Recovery rate variance for single name underlyings | 0%; 100%                     |
| Credit                            | 439      | 485                               |  |                                    | Time to default correlations                       | 0%; 100%                     |
|                                   |          |                                   | Other credit derivatives   | Credit default models              | Quanto correlations                                | -50 %; 40%                   |
|                                   |          |                                   |  |                                    | Credit spreads                                     | 0 bp; 1,000 bps              |
| Commodities                       | 243      | 254                               | Derivatives on commodities baskets   | Option models on commodities       | Commodities correlations                           | 10.8%; 98.8%                 |

<sup>(1)</sup> Hybrid instruments are broken down by main unobservable inputs.

# 6. SENSITIVITY OF FAIR VALUE FOR LEVEL 3 INSTRUMENTS

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

To quantify this, fair value sensitivity was estimated at 31st December 2015 on instruments whose valuation requires some unobservable inputs. This estimate was based: either on a "standardised" variation in unobservable inputs, calculated for each input on a net position,

or on assumptions in line with the additional valuation adjustment policies for the financial instruments in question.

The «standardised» variation is:

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

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

|   | 31st Dece       | 31st December 2015 |  |
|---|-----------------|--------------------|--|
| (In millions of euros)                                      | Negative impact | Positive impact    |  |
| Shares and other equity instruments and derivatives         | (39)            | 116                |  |
| Equity volatilities   | 0               | 27                 |  |
| Dividends   | (3)             | 8                  |  |
| Correlations  | (36)            | 70                 |  |
| Hedge Fund volatility                                       | 0               | 6                  |  |
| Mutual Fund volatility                                      | 0               | 5                  |  |
| Rates and Forex instruments and derivatives                 | (6)             | 65                 |  |
| Correlations between exchange rates and / or interest rates | (3)             | 56                 |  |
| Forex volatilities  | (1)             | 4                  |  |
| Constant prepayment rates                                   | 0               | 0                  |  |
| Inflation / inflation correlations                          | (2)             | 5                  |  |
| Credit instruments and derivatives                          | (36)            | 46                 |  |
| Time to default correlations                                | (2)             | 2                  |  |
| Recovery rate variance for single name underlyings          | (34)            | 34                 |  |
| Quanto correlations   | 0               | 10                 |  |
| Credit spreads  | 0               | 0                  |  |
| Commodity derivatives                                       | (1)             | 3                  |  |
| Commodities correlations                                    | (1)             | 3                  |  |

It should be noted that, given the already conservative valuation levels, this sensitivity is higher for a favourable impact on results than for an unfavourable impact. Moreover, the amounts shown above illustrate the uncertainty of the valuation as of the computation date

on the basis of a reasonable variation in inputs; future variations in fair value or consequences of extreme market conditions cannot be deduced or forecast from these estimates.

# 7. DEFERRED MARGIN RELATED TO MAIN UNOBSERVABLE INPUTS

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

| (In millions of euros)   | 2015  | 2014  |
|--|-------|-------|
| Remaining amount to be recorded in the income statement at 1st January   | 1,031 | 1,012 |
| Amount generated by new transactions during the period                   | 634   | 564   |
| Amount recorded in the income statement during the period                | (636) | (545) |
| o/w amortisation   | (251) | (216) |
| o/w switch to observable inputs  | (79)  | (28)  |
| o/w disposed, expired or terminated                                      | (307) | (302) |
| o/w translation differences  | 1     | 1     |
| Remaining amount to be recorded in the income statement at 31st December | 1,029 | 1,031 |

# NOTE 3.5 - LOANS AND RECEIVABLES

#### **ACCOUNTING PRINCIPLES**

Loans and receivables include non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are not held for trading purposes, not held for sale from the time they are originated or acquired and not designated by the Group upon initial recognition to be measured at fair value through profit or loss in accordance with the fair value option.

Loans and receivables are recognised in the balance sheet under Due from banks or Customer loans depending on the type of counterparty. After their initial recognition, they are measured at amortised cost using the effective interest rate method and impairment, determined on an individual or a collective basis, may be recorded if appropriate (see Note 3.8)

Loans and receivables may be subject to commercial renegotiations provided that the borrowing customer is not experiencing financial difficulties and is not insolvent. Such transactions involve customers whose debt the Group is willing to renegotiate in the interest of maintaining or developing a commercial relationship, in accordance with the credit approval procedures in force, and without relinquishing any principal or accrued interest. Renegotiated loans and receivables are derecognised at the renegotiation date and replaced with the

new loans, taken out under renegotiated conditions, which are recorded on the balance sheet at the same date. These new loans are subsequently measured at amortised cost, based on the effective interest rate arising from the new contractual conditions.

Customer loans include lease receivables where they are classified as finance leases. Leases granted by the Group are classified as finance leases if they transfer substantially all the risks and rewards incidental to ownership of the leased asset to the lessee. Otherwise, they are classified as operating leases (see Notes 4.2 and 8.2).

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

#### 1. DUE FROM BANKS

| (In millions of euros)                       | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Current accounts                             | 26,113             | 23,625             |
| Deposits and loans <sup>(1)</sup>            | 21,291             | 24,387             |
| Subordinated and participating loans         | 458                | 482                |
| Securities purchased under resale agreements | 23,699             | 32,050             |
| Related receivables                          | 122                | 153                |
| Due from banks before impairment             | 71,683             | 80,697             |
| Impairment of individually impaired loans    | (37)               | (27)               |
| Revaluation of hedged items                  | 36                 | 39                 |
| Net due from banks                           | 71,682             | 80,709             |

<sup>(1)</sup> At 31st December 2015, the amount of receivables with incurred credit risk was EUR 82 million compared to EUR 89 million at 31st December 2014.

# 2. CUSTOMER LOANS

| (In millions of euros)                         | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Overdrafts                                     | 22,653             | 20,113             |
| Other customer loans <sup>(1)</sup>            | 348,619            | 322,327            |
| Lease financing agreements <sup>(1)</sup>      | 27,972             | 26,751             |
| Related receivables                            | 1,661              | 2,072              |
| Securities purchased under resale agreements   | 19,131             | 14,526             |
| Customer loans before impairment               | 420,036            | 385,789            |
| Impairment of individually impaired loans      | (13,978)           | (14,758)           |
| Impairment of groups of homogenous receivables | (1,388)            | (1,256)            |
| Revaluation of hedged items                    | 582                | 592                |
| Net customer loans                             | 405,252            | 370,367            |

<sup>(1)</sup> At 31st December 2015, the amount of receivables with incurred credit risk was EUR 24,411 million compared to EUR 25,689 million at 31st December 2014.

### **BREAKDOWN OF OTHER CUSTOMER LOANS**

| (In millions of euros)                | 31st December 2015 | 31st December 2014 |
|---------------------------------------|--------------------|--------------------|
| Trade notes                           | 9,582              | 9,616              |
| Short-term loans                      | 101,926            | 89,047             |
| Export loans                          | 11,499             | 10,815             |
| Equipment loans                       | 51,938             | 51,023             |
| Housing loans                         | 115,689            | 106,618            |
| Loans secured by notes and securities | 140                | 263                |
| Other loans                           | 57,845             | 54,945             |
| Other customer loans                  | 348,619            | 322,327            |

### ADDITIONAL INFORMATION ON LEASE FINANCING AND SIMILAR AGREEMENTS

| (In millions of euros)                           | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Gross investments                                | 30,645             | 29,594             |
| less than 1 year                                 | 8,200              | 8,169              |
| 1-5 years  | 16,414             | 15,519             |
| more than 5 years                                | 6,031              | 5,906              |
| Present value of minimum payments receivable     | 26,510             | 25,317             |
| less than 1 year                                 | 7,501              | 7,458              |
| 1-5 years  | 14,450             | 13,421             |
| more than 5 years                                | 4,559              | 4,438              |
| Unearned financial income                        | 2,617              | 2,784              |
| Unguaranteed residual values borne by the lessor | 1,518              | 1,493              |

# NOTE 3.6 - DEBTS

#### **ACCOUNTING PRINCIPLES**

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

They are recognised in the balance sheet under Due to banks, Customer deposits, Debt securities issued and Subordinated debts.

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

Debts are initially recognised at cost, measured as the fair value of the amount borrowed net of transaction fees. These liabilities are measured at period-end and at amortised cost using the effective interest rate method. As a result, issue or redemption premiums on bonds are amortised using the actuarial method over the life of the instruments in question.

The Group's obligations arising from mortgage savings accounts and plans are recorded under Customer deposits - Regulated savings accounts. A provision may be recorded in respect of CEL mortgage savings accounts and PEL mortgage savings plans (see Note 3.8).

### 1. DUE TO BANKS

| (In millions of euros)                       | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Demand deposits and current accounts         | 14,920             | 14,767             |
| Overnight deposits and borrowings and others | 4,807              | 2,560              |
| Term deposits                                | 63,418             | 50,007             |
| Related payables                             | 101                | 128                |
| Revaluation of hedged items                  | 158                | 188                |
| Securities sold under repurchase agreements  | 12,048             | 23,640             |
| Total  | 95,452             | 91,290             |

### 2. CUSTOMER DEPOSITS

| (In millions of euros)                                   | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Regulated savings accounts                               | 83,745             | 79,785             |
| Demand   | 59,923             | 57,550             |
| Term   | 23,822             | 22,235             |
| Other demand deposits <sup>(1)</sup>                     | 184,853            | 157,343            |
| Other term deposits <sup>(1)</sup>                       | 90,591             | 89,225             |
| Related payables   | 528                | 889                |
| Revaluation of hedged items                              | 370                | 433                |
| Total customer deposits                                  | 360,087            | 327,675            |
| Borrowings secured by notes and securities               | 91                 | 89                 |
| Securities sold to customers under repurchase agreements | 19,453             | 21,971             |
| Total  | 379,631            | 349,735            |

<sup>(1)</sup> Including deposits linked to governments and central administrations.

# **BREAKDOWN BY CUSTOMER TYPE**

| (In millions of euros)          | 31st December 2015 | 31st December 2014 |
|---------------------------------|--------------------|--------------------|
| Other demand deposits           |                    |                    |
| Businesses and sole proprietors | 76,774             | 62,267             |
| Individual customers            | 56,448             | 50,515             |
| Financial customers             | 38,478             | 32,539             |
| Others <sup>(1)</sup>           | 13,153             | 12,022             |
| Total                           | 184,853            | 157,343            |

<sup>(1)</sup> Including deposits linked to governments and central administrations.

# 3. DEBT SECURITIES ISSUED

| (In millions of euros)                                 | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Term savings certificates                              | 850                | 947                |
| Bond borrowings  | 23,350             | 22,255             |
| Interbank certificates and negotiable debt instruments | 79,256             | 81,890             |
| Related payables                                       | 897                | 970                |
| Sub-total Sub-total                                    | 104,353            | 106,062            |
| Revaluation of hedged items                            | 2,059              | 2,596              |
| Total  | 106,412            | 108,658            |
| o/w floating-rate securities                           | 30,235             | 32,099             |

# NOTE 3.7 - INTEREST INCOME AND EXPENSE

#### **ACCOUNTING PRINCIPLES**

Interest income and expense are recognised in the income statement under Interest and similar income and Interest and similar expense for all financial instruments measured at amortised cost using the effective interest rate method (loans and receivables, debts, heldto-maturity financial assets) and for debt securities classified as Available-for-sale financial assets.

The effective interest rate is taken to be the rate used to discount future cash inflows and outflows over the expected life of the instrument in order to establish the book value of the financial asset or liability. The calculation of this rate considers the future cash flows estimated on the basis of the contractual provisions of the financial instrument without taking account of possible future credit losses

and also includes commissions paid or received between the parties where these may be assimilated to interest, directly linked transaction costs, and all types of premiums and discounts.

When a financial asset or group of similar financial assets has been impaired following an impairment of value, subsequent interest income is recorded on the basis of the effective interest rate used to discount the future cash flows when measuring the loss of value.

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

|  |        | 2015     |         | 2014   |          |         |  |
|--|--------|----------|---------|--------|----------|---------|--|
| (In millions of euros)   | Income | Expense  | Net     | Income | Expense  | Net     |  |
| Transactions with banks  | 1,349  | (1,678)  | (329)   | 1,281  | (1,129)  | 152     |  |
| Demand deposits and interbank loans  | 1,102  | (1,600)  | (498)   | 1,073  | (994)    | 79      |  |
| Securities purchased/sold under resale agreements and loans/borrowings secured by notes and securities | 247    | (78)     | 169     | 208    | (135)    | 73      |  |
| Transactions with customers  | 12,860 | (5,721)  | 7,139   | 13,844 | (6,118)  | 7,725   |  |
| Trade notes  | 583    | -        | 583     | 570    | -        | 570     |  |
| Other customer loans   | 11,562 | (2)      | 11,560  | 12,520 | -        | 12,520  |  |
| Overdrafts   | 678    | -        | 678     | 703    | -        | 703     |  |
| Regulated savings accounts   | -      | (1,061)  | (1,061) | -      | (1,231)  | (1,231) |  |
| Other customer deposits  | -      | (4,629)  | (4,629) | -      | (4,778)  | (4,778) |  |
| Securities purchased/sold under resale agreements and loans/borrowings secured by notes and securities | 37     | (29)     | 8       | 51     | (109)    | (59)    |  |
| Transactions in financial instruments  | 10,020 | (8,726)  | 1,294   | 8,151  | (7,286)  | 866     |  |
| Available-for-sale financial assets  | 2,811  | -        | 2,811   | 3,042  | -        | 3,042   |  |
| Held-to-maturity financial assets  | 188    | -        | 188     | 141    | -        | 141     |  |
| Debt securities issued   | -      | (1,992)  | (1,992) | -      | (2,179)  | (2,179) |  |
| Subordinated and convertible debt  | -      | (487)    | (487)   | -      | (508)    | (508)   |  |
| Securities lending/borrowing   | 15     | (21)     | (6)     | 16     | (24)     | (7)     |  |
| Hedging derivatives  | 7,006  | (6,226)  | 780     | 4,952  | (4,575)  | 377     |  |
| Financial leases   | 1,202  | -        | 1,202   | 1,256  | -        | 1,256   |  |
| Real estate lease financing agreements   | 236    | -        | 236     | 250    | -        | 250     |  |
| Non-real estate lease financing agreements   | 966    | -        | 966     | 1,006  | -        | 1,006   |  |
| Total interest income and expense  | 25,431 | (16,125) | 9,306   | 24,532 | (14,533) | 9,999   |  |
| Including interest income from impaired financial assets   | 436    |          |         | 476    |          |         |  |

These interest expenses include the refinancing cost of financial instruments at fair value through P&L, which results are classified in net gains or losses on these instruments (see Note 3.1). Given that income and expenses booked in the income statement are classified

by type of instrument rather than by purpose, the net income generated by activities in financial instruments at fair value through P&L must be assessed as a whole.

# BREAKDOWN OF OTHER CUSTOMER LOANS INCOME

| (In millions of euros) | 2015   | 2014   |
|------------------------|--------|--------|
| Short-term loans       | 4,116  | 4,398  |
| Export loans           | 278    | 251    |
| Equipment loans        | 1,856  | 2,025  |
| Housing loans          | 4,018  | 4,359  |
| Other customer loans   | 1,294  | 1,487  |
| Total                  | 11,562 | 12,520 |

# NOTE 3.8 - IMPAIRMENT AND PROVISIONS

#### 1. IMPAIRMENT OF FINANCIAL ASSETS

#### **ACCOUNTING PRINCIPLES**

# FINANCIAL ASSETS MEASURED AT AMORTISED COST

At each balance sheet date, the Group assesses whether there is objective evidence that any financial asset or group of financial assets has been impaired as a result of one or more events occurring since they were initially recognised (a "loss event") and whether that loss event (or events) has (have) an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant. and individually or collectively for financial assets that are not individually significant. Notwithstanding the existence of a guarantee, the criteria used to assess objective evidence of credit risk include the following conditions:

- a significant decline in the counterparty's financial situation leads to a high probability of said counterparty being unable to fulfill its overall commitments (credit obligations); hence a risk of loss to the bank:
- concessions are granted to the clauses of the loan agreement, in light of the borrower's financial difficulties, that would not have been granted in other circumstances;
- one or more over 90-day past-due payments are recorded (with the exception of restructured loans on probation, which are considered in default at the first missed payment) and/or a collection procedure is initiated;
- or, regardless of whether or not any past-due payments are recorded, there is objective evidence of impairment or legal proceedings have been initiated (bankruptcy, legal settlement, compulsory liquidation).

The Group applies the impairment contagion principle to all of the defaulting counterparty's outstanding loans. When a debtor belongs to a group, all of the group's outstanding loans are generally impaired as well.

If there is objective evidence that loans or other receivables, or financial assets classified as Held-to-maturity financial assets, are impaired, an impairment is recognised for the difference between the carrying amount and the present value of estimated future recoverable cash flows, taking into account any guarantees, this discount is calculated using the financial assets' original effective interest rate. The impairment is deducted from the carrying value of the impaired financial asset. Allocations to and reversals of impairments are recorded in the income statement under Cost of risk. The impaired loans or receivables are remunerated for accounting purposes by the reversal over time of the discounting to present value, which is recorded under Interest and similar income in the income statement.

Where there is no objective evidence that an impairment loss has been incurred on a financial asset considered individually, be it significant or not, the Group includes that financial asset in a group of financial assets having similar characteristics in terms of credit risk and tests the whole group for impairment. In a homogenous portfolio,

as soon as a credit risk is incurred on a group of financial instruments, impairment is recognised without waiting for the risk to individually affect one or more receivables.

Homogeneous portfolios thus impaired can include:

- receivables on counterparties which have encountered financial difficulties since these receivables were initially recognised, without any objective evidence of impairment having yet been identified at the individual level (sensitive receivables); or
- receivables on counterparties linked to economic sectors considered as being in crisis further to the occurrence of loss events; or
- receivables on geographical sectors or countries in which a deterioration of credit risk has been assessed.

The amount of impairment on a group of homogeneous assets is calculated on the basis of assumptions on default rates and loss given default, or, if necessary, on the basis of ad hoc studies.

These assumptions are calibrated for each homogeneous group based on its specific characteristics, sensitivity to the economic environment and historical data. They are reviewed periodically by the Risk Division and then adjusted to reflect any relevant current economic conditions. Allocations to and reversals of such impairment are recorded under Cost of risk.

Probable losses incurred by the Group in identifying objective evidence of credit risk related to off-balance sheet loan and guarantee commitments are recorded in the income statement under Cost of risk against a provision booked to liabilities.

#### RESTRUCTURING OF LOANS AND RECEIVABLES

When an asset recorded under Loans and receivables is restructured, contractual changes are made to the amount, term or financial conditions of the initial transaction approved by the Group, due to the financial difficulties or insolvency of the borrower (whether insolvency has already occurred or will definitely occur unless the debt is restructured), and these changes would not have been considered in other circumstances.

Restructured financial assets are classified as impaired and the borrowers are considered to be in default. These classifications are maintained for at least one year and for as long as any uncertainty remains for the Group as to whether or not the borrowers can meet their commitments.

At the restructuring date, the carrying amout of the restructured financial asset is decreased to the present amount of the estimated new future recoverable cash flows discounted using the initial effective interest rate. This loss is booked to profit or loss under Cost of risk.

Restructured financial assets do not include loans and receivables subject to commercial renegotiations and involving customers whose debt the Group has agreed to renegotiate in the interest of maintaining or developing a commercial relationship, in acordance with the credit approval procedures in force and without relinquishing any principal or accrued interest.

#### **AVAILABLE-FOR-SALE FINANCIAL ASSETS**

An available-for-sale financial asset is impaired if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of this asset.

For listed equity instruments, a significant or prolonged decline in their price below their acquisition cost constitutes objective evidence of impairment. For this purpose, the Group considers as impaired listed shares showing an unrealised loss greater than 50% of their acquisition price on the balance sheet date, as well as listed shares for which the quoted prices have been below their acquisition price on every trading day for at least the last 24 months before the balance sheet date. Further factors, such as the financial situation of the issuer or its development outlook, can lead the Group to consider that the cost of its investment may not be recovered even if the above-mentioned criteria are not met. An impairment loss is then recorded through profit or loss equal to the difference between the last quoted price of the security on the balance sheet date and its acquisition price.

For unlisted equity instruments, the criteria used to assess the evidence of impairment are identical to those mentioned above. The value of these instruments at the balance sheet date is determined using the valuation methods described in Note 3.4.

The criteria for the impairment of debt instruments are similar to those for the impairment of financial assets measured at amortised cost.

When a decline in the fair value of an available-for-sale financial asset has been recognised directly in shareholders' equity under Unrealised or deferred gains and losses and subsequent objective evidence of impairment emerges, the Group recognises the total accumulated unrealised loss previously recorded in shareholders' equity in the income statement under Cost of risk for debt instruments and under Net gains and losses on available-for-sale financial assets for equity securities.

This cumulative loss is measured as the difference between the acquisition cost (net of any repayments of principal and amortisation) and the present fair value, less any impairment of the financial asset that has already been recorded through profit or loss.

Impairment losses recognised through profit or loss on an equity instrument classified as available-for-sale are only reversed through profit or loss when the instrument is sold. Once an equity instrument has been recognised as impaired, any further loss of value is recorded as an additional impairment loss. For debt instruments, however, an impairment loss is reversed through profit or loss if they subsequently recover in value following an improvement in the issuer's credit risk.

#### **BREAKDOWN OF ASSET IMPAIRMENTS**

| (In millions of euros)                 | Asset<br>impairments<br>at 31st<br>December<br>2014 | Allocations | Write-backs<br>available | Net<br>impairment<br>losses | Reversals<br>used | Currency and scope effects | Asset<br>impairments<br>at 31 <sup>st</sup><br>December<br>2015 |
|--|---|-------------|--------------------------|-----------------------------|-------------------|----------------------------|---|
| Banks                                  | 27  | 2           | (10)                     | (8)                         | (4)               | 22                         | 37  |
| Customer loans                         | 13,949  | 5,435       | (3,536)                  | 1,899                       | (3,165)           | 475                        | 13,158  |
| Lease financing and similar agreements | 809   | 459         | (339)                    | 120                         | (87)              | (22)                       | 820   |
| Groups of homogeneous assets           | 1,256   | 509         | (374)                    | 135                         | -                 | (3)                        | 1,388   |
| Available-for-sale assets(1)(2)        | 2,038   | 136         | (1,026)                  | (890)                       | (7)               | (2)                        | 1,139   |
| Others <sup>(1)</sup>                  | 534   | 259         | (155)                    | 104                         | (116)             | 18                         | 540   |
| Total                                  | 18,613  | 6,800       | (5,440)                  | 1,360                       | (3,379)           | 488                        | 17,082  |

<sup>(1)</sup> Including a EUR 29 million net allowance for counterparty risks.

<sup>(2)</sup> O/w write-down on equity securities, excluding insurance activities, of EUR 28 million, which can be broken down as follows:

EUR 12 million: impairment loss on securities not written down at 31st December 2014;

<sup>-</sup> EUR 16 million: additional impairment loss on securities already written down at 31st December 2014.



#### 2. PROVISIONS

#### **ACCOUNTING PRINCIPLES**

Provisions on financial instruments and disputes include provisions for credit risk related to off-balance sheet loan and guarantee commitments granted to third parties by the Group, provisions related to PEL/CEL commitments, and provisions representing liabilities whose timing or amount cannot be precisely determined (primarily legal disputes and restructuring). Provisions may be recorded where, by virtue of a commitment to a third-party, the Group will probably or certainly incur an outflow of resources to this third-party without receiving at least the equivalent value in exchange.

The expected outflows are then discounted to present value to determine the amount of the provision, where this discounting has a significant impact. Allocations to and reversals of provisions are recorded through profit or loss under the items corresponding to the future expense.

Information on the nature and the amount of the associated risks is not disclosed when the Group considers that such disclosure could seriously undermine its position in a dispute with other parties on the object of the provision.

| (In millions of euros)                                    | Provisions<br>at 31st<br>December<br>2014 | Allocations | Write-backs<br>available | Net<br>allocation | Write-<br>backs used | Currency and scope effects | Provisions<br>at 31 <sup>st</sup><br>December<br>2015 |
|---|---|-------------|--------------------------|-------------------|----------------------|----------------------------|---|
| Provisions for off-balance sheet commitments to banks     | 12  | 22          | (7)                      | 15                | -                    | (12)                       | 15  |
| Provisions for off-balance sheet commitments to customers | 304                                       | 420         | (378)                    | 42                | (8)                  | 15                         | 353   |
| Provision for disputes                                    | 1,321                                     | 654         | (57)                     | 597               | (59)                 | 10                         | 1,869   |
| Other provisions <sup>(1)</sup>                           | 746                                       | 310         | (94)                     | 216               | (44)                 | (7)                        | 911   |
| Provisions on financial instruments and disputes          | 2,383                                     | 1,406       | (536)                    | 870               | (111)                | 6                          | 3,148   |

<sup>(1)</sup> Including a EUR 64 million net allocation for PEL/CEL provisions at 31st December 2015 (see Note 3.8.3).

### 3. COMMITMENTS UNDER MORTGAGE SAVINGS AGREEMENTS

# **ACCOUNTING PRINCIPLES**

In France, Comptes d'épargne-logement (CEL or mortgage savings accounts) and Plans d'épargne-logement (PEL or mortgage savings plans) are special savings schemes for individual customers which are governed by Law 65-554 of 10th July 1965. These products combine an initial deposit phase in the form of an interest-earning savings account, followed by a lending phase where the deposits are used to provide mortgage loans. The lending phase is subject to the prior existence of the savings phase and is therefore inseparable from it. The savings deposits collected and loans granted are measured at amortised cost.

These instruments create two types of commitments for the Group: the obligation to pay interest on customer savings for an indeterminate future period at an interest rate established at the inception of the mortgage savings agreement, and the obligation to subsequently lend to the customer at an interest rate also established at the inception of the savings agreement.

If it is clear that commitments under the PEL/CEL agreements will have negative consequences for the Group, a provision is recorded on the liabilities side of the balance sheet. Any changes in these provisions are recognised as Net banking income under net interest income. These provisions only relate to commitments arising from PEL/CEL that are outstanding at the date of calculation.

Provisions are calculated for each generation of mortgage savings plans (PEL), with no netting between different PEL generations, and for all mortgage saving accounts (CEL) making up a single generation.

During the deposit phase, the underlying commitment used to determine the amount to be provisioned is calculated as the difference between the average expected amount of deposits and the minimum expected amount. These two amounts are determined statistically on the basis of the historical observations of past customer behaviour.

During the lending phase, the underlying commitment to be provisioned includes loans already granted but not yet drawn at the date of calculation, and future loans that are considered statistically probable on the basis of deposits that are currently recognised in the balance sheet at the date of calculation and on the basis of historical observations of past customer behaviour.

A provision is recognised if the discounted value of expected future earnings for a given generation of PEL/CEL is negative. Earnings are estimated on the basis of interest rates available to individual customers for equivalent savings and loan products, with a similar estimated life and date of inception.

#### **OUTSTANDING DEPOSITS IN PEL/CEL ACCOUNTS**

| (In millions of euros)     | 31st December 2015 | 31st December 2014 |
|----------------------------|--------------------|--------------------|
| PEL accounts               | 18,079             | 16,514             |
| less than 4 years old      | 7,874              | 7,023              |
| between 4 and 10 years old | 5,292              | 4,281              |
| more than 10 years old     | 4,913              | 5,210              |
| CEL accounts               | 1,442              | 1,502              |
| Total                      | 19,521             | 18,016             |

### **OUTSTANDING HOUSING LOANS GRANTED WITH RESPECT TO PEL/CEL ACCOUNTS**

| (In millions of euros)     | 31st December 2015 | 31st December 2014 |
|----------------------------|--------------------|--------------------|
| less than 4 years old      | 31                 | 64                 |
| between 4 and 10 years old | 82                 | 101                |
| more than 10 years old     | 8                  | 12                 |
| Total                      | 121                | 177                |

#### PROVISIONS FOR COMMITMENTS LINKED TO PEL/CEL ACCOUNTS

| (In millions of euros)     | 31st December 2014 | Allocations | Reversals | 31st December 2015 |
|----------------------------|--------------------|-------------|-----------|--------------------|
| PEL accounts               | 224                | 62          | -         | 286                |
| less than 4 years old      | 2                  | 4           | -         | 6                  |
| between 4 and 10 years old | 4                  | 24          | -         | 28                 |
| more than 10 years old     | 218                | 34          | -         | 252                |
| CEL accounts               | -                  | 2           | -         | 2                  |
| Total                      | 224                | 64          | -         | 288                |

The level of provisions is sensitive to long-term interest rates. Since long-term rates were low during 2015, the provisions for PEL and CEL mortgage savings accounts were mainly linked to the risks attached to the commitment to pay interest on the deposits. Provisioning for PEL/CEL savings amounted to 1.48% of total outstandings at 31st December 2015.

# METHODS USED TO ESTABLISH PROVISION **VALUATION INPUTS**

The inputs used to estimate future customer behaviour are derived from historical observations of customer behaviour patterns over a long period (more than 10 years). The values of these inputs can be adjusted whenever changes are made to regulations that may undermine the effectiveness of past data as an indicator of future customer behaviour.

The values of the different market inputs used, notably interest rates and margins, are calculated on the basis of observable data and constitute a best estimate, at the date of valuation, of the future value of these items for the period in question, in line with the retail banking division's policy of interest rate risk management.

The discount rates used are derived from the zero coupon swaps vs. Euribor yield curve at the valuation date, averaged over a 12 month period.

# 4. COST OF RISK

### **ACCOUNTING PRINCIPLES**

Cost of risk includes allocations, net of reversals, for provisions and impairments for credit risk, the amount of the loan considered uncollectible and the amount recovered on loans previously written off, as well as allocations to and reversals of provisions for other risks.

| (In millions of euros)                            | 2015    | 2014    |
|---|---------|---------|
| Counterparty risk                                 |         |         |
| Net allocation to impairment losses               | (2,232) | (2,496) |
| Losses not covered                                | (293)   | (266)   |
| on bad loans                                      | (245)   | (229)   |
| on other risks                                    | (48)    | (37)    |
| Amounts recovered                                 | 164     | 167     |
| on bad loans                                      | 161     | 163     |
| on other risks                                    | 3       | 4       |
| Other risks                                       |         |         |
| Net allocation to other provisions <sup>(1)</sup> | (704)   | (372)   |
| Total   | (3,065) | (2,967) |

<sup>(1)</sup> To take into account the developments in a number of legal risks, including in particular the ongoing judicial investigations and proceedings with the US and European authorities, as well as the French "Conseil d'État" ruling on the " précompte", the Group has recognised a provision for disputes among its liabilities, adjusted in 2015 by an additional allowance of EUR 600 million to raise it to EUR 1,700 million (including an estimate of the related legal costs).

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

#### **ACCOUNTING PRINCIPLES**

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

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

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

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

The fair values of financial instruments include accrued interest as applicable.

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

|   | 31st December 2015 |            |         |         |         |  |  |
|---|--------------------|------------|---------|---------|---------|--|--|
| (In millions of euros)                            | Carrying amount    | Fair value | Level 1 | Level 2 | Level 3 |  |  |
| Due from banks                                    | 71,682             | 72,357     | -       | 60,528  | 11,829  |  |  |
| Customer loans                                    | 405,252            | 406,975    | -       | 142,999 | 263,976 |  |  |
| Held-to-maturity financial assets                 | 4,044              | 4,268      | 4,139   | 95      | 34      |  |  |
| Total financial assets measured at amortised cost | 480,978            | 483,600    | 4,139   | 203,622 | 275,839 |  |  |

# 31st December 2014

| (In millions of euros)                            | Carrying amount | Fair value | Level 1 | Level 2 | Level 3 |
|---|-----------------|------------|---------|---------|---------|
| Due from banks                                    | 80,709          | 81,742     | -       | 70,534  | 11,208  |
| Customer loans                                    | 370,367         | 375,049    | -       | 115,361 | 259,688 |
| Held-to-maturity financial assets                 | 4,368           | 4,451      | 4,341   | 91      | 19      |
| Total financial assets measured at amortised cost | 455,444         | 461,242    | 4,341   | 185,986 | 246,165 |

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

|  | 31st December 2015 |            |         |         |         |  |
|--|--------------------|------------|---------|---------|---------|--|
| (In millions of euros)                                 | Carrying amount    | Fair value | Level 1 | Level 2 | Level 3 |  |
| Due to banks   | 95,452             | 95,739     | 139     | 91,667  | 3,933   |  |
| Customer deposits                                      | 379,631            | 380,263    | -       | 370,918 | 9,345   |  |
| Debt securities issued                                 | 106,412            | 109,227    | 22,546  | 85,649  | 1,032   |  |
| Subordinated debt                                      | 13,046             | 14,040     | -       | 14,040  | -       |  |
| Total financial liabilities measured at amortised cost | 594,541            | 599,269    | 22,685  | 562,274 | 14,310  |  |

#### 31st December 2014

| (In millions of euros)                                 | Carrying<br>amount | Fair value | Level 1 | Level 2 | Level 3 |
|--|--------------------|------------|---------|---------|---------|
| Due to banks   | 91,290             | 91,577     | -       | 88,146  | 3,431   |
| Customer deposits                                      | 349,735            | 349,810    | -       | 335,914 | 13,896  |
| Debt securities issued                                 | 108,658            | 110,261    | 19,411  | 89,371  | 1,479   |
| Subordinated debt                                      | 8,834              | 9,649      | -       | 9,649   | -       |
| Total financial liabilities measured at amortised cost | 558,518            | 561,297    | 19,411  | 523,080 | 18,806  |

# 3. VALUATION METHODS

# LOANS, RECEIVABLES AND LEASE FINANCING AGREEMENTS

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

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

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

#### **DEBTS**

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

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

# NOTE 3.10 - COMMITMENTS AND ASSETS PLEDGED AND RECEIVED AS SECURITY

#### **ACCOUNTING PRINCIPLES**

#### LOAN COMMITMENTS

Loan commitments that are not considered as financial derivatives are initially recognised at fair value. Thereafter, provided they are not granted or received for trading purpose and thus measured at fair value through profit or loss, they are provisioned as necessary in accordance with the accounting principles for provisions (see Note 3.8).

#### **GUARANTEE COMMITMENTS**

When considered as non-derivative financial instruments, financial guarantees issued by the Group are initially recognised in the balance sheet at fair value. Thereafter, they are measured at either the amount of the obligation or the amount initially recognised (whichever is higher) less, when appropriate, the cumulative amortisation of a guarantee commission. Where there is objective evidence of impairment, a provision for granted financial guarantees is recognised on the liabilities side of the balance sheet (see Note 3.8).

#### **SECURITIES COMMITMENTS**

Securities bought and sold, which are booked to Financial assets at fair value through profit or loss, Held-to-maturity financial assets and Available-for-sale financial assets are recognised on the balance sheet at the settlement-delivery date. Between the trade date and the settlement-delivery date, securities receivable or deliverable are not recognised on the balance sheet. Changes in the fair value of securities measured at fair value through profit or loss and availablefor-sale securities between the trade date and the settlementdelivery date are booked to profit or loss or equity, depending on the accounting classification of the securities in question.

### 1. COMMITMENTS

#### **COMMITMENTS GRANTED**

| (In millions of euros)                | 31st December 2015 | 31st December 2014 |
|---------------------------------------|--------------------|--------------------|
| Loan commitments                      |                    |                    |
| To banks                              | 26,164             | 11,251             |
| To customers                          | 149,207            | 121,019            |
| Issuance facilities                   | -                  | -                  |
| Confirmed credit lines                | 145,802            | 118,483            |
| Others                                | 3,405              | 2,536              |
| Guarantee commitments                 |                    |                    |
| On behalf of banks                    | 9,349              | 17,461             |
| On behalf of customers <sup>(1)</sup> | 54,855             | 52,412             |
| Securities commitments                |                    |                    |
| Securities to be delivered            | 30,015             | 25,870             |

<sup>(1)</sup> Including capital and performance guarantees given to the holders of UCITS managed by entities of the Group.

### **COMMITMENTS RECEIVED**

| · · · · · · · · · · · · · · · · · · · |                    |                    |
|---------------------------------------|--------------------|--------------------|
| (In millions of euros)                | 31st December 2015 | 31st December 2014 |
| Loan commitments                      |                    |                    |
| From banks                            | 82,631             | 56,235             |
| Guarantee commitments                 |                    |                    |
| From banks                            | 92,439             | 74,982             |
| Other commitments <sup>(1)</sup>      | 103,133            | 79,236             |
| Securities commitments                |                    |                    |
| Securities to be received             | 30,332             | 26,228             |

<sup>(1)</sup> Including guarantees granted by government and official agencies and other guarantees granted by customers for EUR 44,878 million at 31st December 2015 versus EUR 36,841 million at 31st December 2014.

# 2. ASSETS PLEDGED AND RECEIVED AS SECURITY

#### **ASSET PLEDGED**

| (In millions of euros)  | 31st December 2015 | 31st December 2014 |
|---|--------------------|--------------------|
| Book value of assets pledged as security for liabilities <sup>(1)</sup>                           | 235,130            | 190,168            |
| Book value of assets pledged as security for transactions in financial instruments <sup>(2)</sup> | 38,302             | 31,728             |
| Book value of assets pledged as security for off-balance sheet commitments                        | 763                | 742                |
| Total   | 274,195            | 222,638            |

<sup>(1)</sup> Assets pledged as security for liabilities mainly include loans given as guarantees for liabilities (guarantees notably provided to the central banks).

### ASSETS RECEIVED AS SECURITY AND AVAILABLE FOR THE ENTITY

| (In millions of euros)                                     | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Fair value of securities purchased under resale agreements | 178,937            | 165,790            |

<sup>(2)</sup> Assets pledged as security for transactions in financial instruments mainly include surety deposits.

# NOTE 3.11 - TRANSFERRED FINANCIAL ASSETS

#### **ACCOUNTING PRINCIPLES**

Transferred financial assets that are not derecognised include securities lending transactions and repurchase agreements as well as certain loans transferred to consolidated securitisation vehicles.

The tables below show securities lending and repurchase agreements that only concern securities recognised on the asset side of the balance sheet.

Securities involved in a repurchase agreement or securities lending transaction are held in their original position on the asset side of the Group's balance sheet. For repurchase agreements, the obligation to return the amounts deposited is recorded under Liabilities on the liabilities side of the balance sheet, with the exception of transactions initiated under trading activities, which are recorded under Financial liabilities at fair value through profit or loss.

Securities involved in a reverse repurchase agreement or securities borrowing transaction are not recorded in the Group's balance sheet. However, in the event the borrowed securities are subsequently sold, a debt representing the return of these securities to their lender is

recorded on the liabilities side of the Group's balance sheet, under Financial liabilities at fair value through profit or loss. For securities received under a reverse repurchase agreement, the right to recover the amounts delivered by the Group is recorded under Loans and receivables on the asset side of the balance sheet, with the exception of transactions initiated under trading activities, which are recorded under Financial assets at fair value through profit or loss.

Securities lending and securities borrowing transactions that are fully matched by cash are assimilated to repurchase and reverse repurchase agreements and are recorded and recognised as such in the balance sheet.

With securities lending and repurchase agreements, the Group remains exposed to issuer default (credit risk) and to increases or decreases of securities value (market risk). The underlying securities cannot simultaneously be used as collateral in other transactions.

#### 1. TRANSFERRED FINANCIAL ASSETS NOT DERECOGNISED

#### REPURCHASE AGREEMENTS

|   | 31st December 2015                             |  | 31st December 2014                            |  |  |
|---|--|--|---|--|--|
| (In millions of euros)                          | Carrying<br>amount of<br>transferred<br>assets | Carrying<br>amount of<br>associated<br>liabilities | Carring<br>amount of<br>transferred<br>assets | Carrying<br>amount of<br>associated<br>liabilities |  |
| Available-for-sale securities                   | 16,106   | 12,249   | 7,752   | 6,567  |  |
| Securities at fair value through profit or loss | 43,009   | 33,174   | 39,864  | 34,916   |  |
| Total   | 59,115   | 45,423   | 47,616  | 41,483   |  |

#### **SECURITIES LENDING**

|   | 31st Decei                                     | mber 2015  | 31st December 2014                            |  |  |
|---|--|--|---|--|--|
| (In millions of euros)                          | Carrying<br>amount of<br>transferred<br>assets | Carrying<br>amount of<br>associated<br>liabilities | Carring<br>amount of<br>transferred<br>assets | Carrying<br>amount of<br>associated<br>liabilities |  |
| Securities at fair value through profit or loss | 5,832  | 180  | 7,194   | 130  |  |
| Total   | 5,832  | 180  | 7,194   | 130  |  |

# SECURITISATION ASSETS FOR WHICH THE COUNTERPARTIES TO THE ASSOCIATED LIABILITIES HAVE RECOURSE ONLY TO THE TRANSFERRED ASSETS

| Costumer loans (In millions of euros)     | 31st December 2015 | 31st December 2014 |
|---|--------------------|--------------------|
| Carrying amount of transferred assets     | 1,062              | 874                |
| Carrying amount of associated liabilities | 946                | 665                |
|   |                    |                    |
| Fair value of transferred assets (A)      | 1,060              | 908                |
| Fair value of associated liabilities (B)  | 944                | 666                |
| Net position (A)-(B)                      | 116                | 242                |

In 2015, one securitisation of customer loans was partially refinanced with external investors. The vehicles carrying these loans are consolidated by the Group.

The Group remains exposed to the majority of the risks and rewards associated with these receivables; furthermore, these receivables may not be used as collateral or sold outright as part of another transaction.

### 2. TRANSFERRED FINANCIAL ASSETS PARTIALLY OR FULLY DERECOGNISED

The Group has no material transferred financial assets that are either partially or fully derecognised.

# NOTE 3.12 - OFFSETTING FINANCIAL ASSETS AND FINANCIAL LIABILITIES

#### **ACCOUNTING PRINCIPLES**

A financial asset and a financial liability are offset and the net amount presented on the balance sheet when the Group has a legally enforceable right to set off the recognised amounts and intends either to settle the asset and liability on a net basis, or to realise the asset and settle the liability simultaneously. The legal right to set off the recognised amounts must be enforceable in all circumstances, in both the normal course of business and in the event of default of one of the counterparties. In this

respect, the Group recognises in its balance sheet the net amount of derivative financial instruments traded with certain clearing houses where they achieve net settlement through a daily cash margining process, or where their gross settlement system has features that eliminate or result in insignificant credit and liquidity risk, and that process receivables and payables in a single settlement process or cycle

The following tables present the amounts of financial assets and financial liabilities set off on the Group's consolidated balance sheet. The gross outstanding amounts of these financial assets and financial liabilities are matched with the consolidated outstanding amounts presented in the balance sheet (net balance sheet amounts), after indicating the amounts set off on the balance sheet for these various instruments (amounts offset) and aggregating them with the outstanding amounts of other financial assets and financial liabilities not subject to a Master Netting Agreement or similar agreement (amounts of assets and liabilities not eligible for offsetting).

These table also indicate the amounts which could be offset, as they are subject to a Master Netting Agreement or similar agreement, but whose characteristics make them ineligible for offsetting in the consolidated financial statements under IFRS. This information is provided in comparison with the accounting treatment applied under US GAAP.

Net positions resulting from these various offsettings are not intended to represent the Group's actual exposure to counterparty risk through these financial instruments, insofar as counterparty risk management uses other risk mitigation strategies in addition to netting and collateral agreements.

#### 1. AT 31ST DECEMBER 2015

#### **ASSETS**

|  |   |                 | offsetting on<br>ince sheet |  |   | ster Netting Ag<br>similar agreer |   |               |
|--|---|-----------------|-----------------------------|--|---|-----------------------------------|---|---------------|
| (In millions of euros)   | Amount of<br>assets not<br>subject to off-<br>setting | Gross<br>amount | Amount<br>offset            | Net amount<br>presented<br>on the<br>balance sheet | Financial<br>instruments<br>recognised<br>in the<br>balance sheet | Cash<br>collateral<br>received    | Financial<br>instruments<br>received<br>as collateral | Net<br>amount |
| Derivative financial instruments (see Note 3.2)                      | 30,149  | 271,252         | (96,534)                    | 204,867  | (142,350)   | (16,311)                          | (158)   | 46,048        |
| Securities lent (see Notes 3.1 and 3.3)                              | 1,724   | 13,947          | -                           | 15,671   | (12,631)  | -                                 | (659)   | 2,381         |
| Securities purchased under resale agreements (see Notes 3.1 and 3.5) | 45,413  | 173,089         | (39,515)                    | 178,987  | (49,829)  | (587)                             | (78,783)  | 49,788        |
| Guarantee deposits pledged (see Note 4.4)                            | 22,967  | 16,132          | -                           | 39,099   | -   | (16,132)                          | -   | 22,967        |
| Other assets not subject to offsetting                               | 895,767   | -               | -                           | 895,767  | -   | -                                 | -   | 895,767       |
| Total assets   | 996,020   | 474,420         | (136,049)                   | 1,334,391  | (204,810)   | (33,030)                          | (79,600)  | 1,016,951     |

<sup>(1)</sup> Fair value of financial instruments and collateral, capped at the net book value of the balance sheet exposure, so as to avoid any over-collateralisation effect.

# **LIABILITIES**

|   |  |                 |                  |  | Impact of offsetting on the balance sheet (MNA) and similar agreements <sup>(2)</sup> |                               |  |               |  |  |
|---|--|-----------------|------------------|--|---|-------------------------------|--|---------------|--|--|
| (In millions of euros)  | Amount of<br>liabilities not<br>subject to off-<br>setting | Gross<br>amount | Amount<br>offset | Net amount<br>presented<br>on the<br>balance sheet | Financial<br>instruments<br>recognised<br>in the<br>balance sheet                     | Cash<br>collateral<br>pledged | Financial<br>instruments<br>pledged<br>as collateral | Net<br>amount |  |  |
| Derivative financial instruments (see Note 3.2)                     | 29,946   | 266,349         | (96,534)         | 199,761  | (142,350)   | (16,102)                      | -  | 41,309        |  |  |
| Amount payable on borrowed securities (see Note 3.1)                | 11,921   | 25,350          | -                | 37,271   | (12,631)  | -                             | (15,947)   | 8,693         |  |  |
| Securities sold under repurchase agreements (see Notes 3.1 and 3.6) | 61,191   | 151,090         | (39,515)         | 172,766  | (49,829)  | (30)                          | (51,417)   | 71,490        |  |  |
| Guarantee deposits received (see Note 4.4)                          | 27,590   | 16,898          | -                | 44,488   | -   | (16,898)                      | -  | 27,590        |  |  |
| Other liabilities not subject to offsetting                         | 817,430  | -               | -                | 817,430  | -   | -                             | -  | 817,430       |  |  |
| Total liabilities   | 948,078  | 459,687         | (136,049)        | 1,271,716  | (204,810)   | (33,030)                      | (67,364)   | 966,512       |  |  |

<sup>(2)</sup> Fair value of financial instruments and collateral, capped at the net book value of the balance sheet exposure, so as to avoid any over-collateralisation effect.

### 2. AT 31<sup>ST</sup> DECEMBER 2014

#### **ASSETS**

|  |  | Impact of offsetting on<br>the balance sheet |                  |  | Impact of Master Netting Agreements (MNA) and similar agreements <sup>(3)</sup> |                          |  |                |
|--|--|--|------------------|--|---|--------------------------|--|----------------|
| (In millions of euros)   | Amount of<br>assets not<br>subject to off-<br>setting* | Gross<br>amount                              | Amount<br>offset | Net amount<br>presented<br>on the<br>balance<br>sheet* | Financial<br>instruments<br>recognised<br>in the<br>balance<br>sheet            | Cash collateral received | Financial<br>instruments<br>received<br>as<br>collateral | Net<br>amount* |
| Derivative financial instruments (see Note 3.2)                      | 29,612   | 371,273                                      | (171,658)        | 229,227  | (164,717)   | (17,690)                 | (162)  | 46,658         |
| Securities lent (see Notes 3.1 and 3.3)                              | 2,800  | 8,220  | -                | 11,020   | (6,635)   | -                        | (65)   | 4,320          |
| Securities purchased under resale agreements (see Notes 3.1 and 3.5) | 43,469   | 151,180                                      | (29,203)         | 165,446  | (36,835)  | (242)                    | (84,655)   | 43,714         |
| Guarantee deposits pledged (see Note 4.4)                            | 15,850   | 17,644                                       | -                | 33,494   | -   | (17,644)                 | -  | 15,850         |
| Other assets not subject to offsetting                               | 868,951  | -  | -                | 868,951  | -   | -                        | -  | 868,951        |
| Total assets   | 960,682  | 548,317                                      | (200,861)        | 1,308,138  | (208,187)   | (35,576)                 | (84,882)   | 979,493        |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

#### LIABILITIES

|   |   | Amount of liabilities not<br>subject to offsetting* |                  | Impact of Master Netting Agreements (MNA)<br>and similar agreements <sup>(4)</sup> |  |                            |  |                |
|---|---|---|------------------|--|--|----------------------------|--|----------------|
| (In millions of euros)  | Amount of<br>liabilities not<br>subject to off-<br>setting* | Gross<br>amount                                     | Amount<br>offset | Net amount<br>presented<br>on the<br>balance<br>sheet*                             | Financial<br>instruments<br>recognised<br>in the<br>balance<br>sheet | Cash collateral<br>pledged | Financial<br>instruments<br>pledged<br>as collateral | Net<br>amount* |
| Derivative financial instruments (see Note 3.2)                     | 29,416  | 368,376   | (171,658)        | 226,134  | (164,717)  | (17,582)                   | (3)  | 43,832         |
| Amount payable on borrowed securities (see Note 3.1)                | 38,542  | 16,389  | -                | 54,931   | (6,635)  | -                          | (9,743)  | 38,553         |
| Securities sold under repurchase agreements (see Notes 3.1 and 3.6) | 57,832  | 158,527   | (29,203)         | 187,156  | (36,835)   | (62)                       | (91,973)   | 58,286         |
| Guarantee deposits received (see Note 4.4)                          | 23,290  | 17,932  | -                | 41,222   | -  | (17,932)                   | -  | 23,290         |
| Other liabilities not subject to offsetting                         | 739,821   | -   | -                | 739,821  | -  | -                          | -  | 739,821        |
| Total liabilities   | 888,901   | 561,224   | (200,861)        | 1,249,264  | (208,187)  | (35,576)                   | (101,719)  | 903,782        |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

<sup>(3)</sup> Fair value of financial instruments and collateral, capped at the net book value of the balance sheet exposure, so as to avoid any over-collateralisation effect.

<sup>(4)</sup> Fair value of financial instruments and collateral, capped at the net book value of the balance sheet exposure, so as to avoid any over-collateralisation effect.

# NOTE 3.13 - CONTRACTUAL MATURITIES OF NON-DERIVATIVE FINANCIAL LIABILITIES

The shown amounts are the contractual amounts excluding provisional interest.

| (In millions of euros)   | Less than 3 months | 3 months<br>to 1 year | 1 to 5<br>years | More than 5 years | 31st December 2015 |
|--|--------------------|-----------------------|-----------------|-------------------|--------------------|
| Due to central banks   | 6,915              | 3                     | 41              | -                 | 6,959              |
| Financial liabilities at fair value through profit or loss, except derivatives | 225,464            | 20,323                | 27,268          | 41,581            | 314,636            |
| Due to banks   | 63,893             | 6,300                 | 22,302          | 2,869             | 95,364             |
| Customer deposits  | 298,375            | 29,355                | 29,079          | 24,199            | 381,008            |
| Debt securities issued   | 22,547             | 22,519                | 37,277          | 13,145            | 95,488             |
| Subordinated debt  | 311                | 1,125                 | 2,546           | 8,728             | 12,710             |
| Total Liabilities  | 617,504            | 79,625                | 118,514         | 90,522            | 906,165            |
| Loan commitments granted   | 65,668             | 19,159                | 75,608          | 14,568            | 175,003            |
| Guarantee commitments granted  | 22,044             | 8,948                 | 12,000          | 23,770            | 66,762             |
| Total commitments granted  | 87,713             | 28,106                | 87,608          | 38,338            | 241,765            |

# NOTE 4 - OTHER ACTIVITIES

# NOTE 4.1 - FEE INCOME AND EXPENSE

### **ACCOUNTING PRINCIPLES**

Fee income and Fee expense combine fees on services rendered and received, as well as fees on commitments, that cannot be assimilated to interest. Fees that can be assimilated to interest are integrated into the effective interest rate on the associated financial instrument and are recorded under Interest and similar income and Interest and similar expense (see Note 3.7).

The Group recognises fee income and expense for services provided and received in different ways depending on the type of service.

Fees for ongoing services, such as some payment services, custody fees, or digital service subscriptions are recognised as income over the life of the service.

■ Fees for one-off services, such as fund activity, finder's fees received, arbitrage fees, or penalties on payment incidents are recognised as income when the service is provided.

In syndication deals, the effective interest rate for the share of the issuance retained on the Group's balance sheet is comparable to that applied to the other members of the syndicate including, when needed, a share of the underwriting fees and participation fees; the balance of these fees for services rendered is then recorded under Fee income at the end of the syndication period. Arrangement fees are recorded as income when the placement is legally complete.

|   |        | 2015    |       |        | 2014    |       |  |
|---|--------|---------|-------|--------|---------|-------|--|
| (In millions of euros)                                  | Income | Expense | Net   | Income | Expense | Net   |  |
| Transactions with banks                                 | 138    | (128)   | 10    | 120    | (113)   | 7     |  |
| Transactions with customers                             | 2,611  | -       | 2,611 | 2,595  | -       | 2,595 |  |
| Financial instruments transactions                      | 2,364  | (2,148) | 216   | 1,803  | (1,486) | 317   |  |
| Securities transactions                                 | 680    | (1,006) | (326) | 618    | (669)   | (51)  |  |
| Primary market transactions                             | 280    | -       | 280   | 255    | -       | 255   |  |
| Foreign exchange transactions and financial derivatives | 1,404  | (1,142) | 262   | 930    | (817)   | 113   |  |
| Loan and guarantee commitments                          | 768    | (91)    | 677   | 731    | (78)    | 653   |  |
| Services  | 3,963  | -       | 3,963 | 3,623  | -       | 3,623 |  |
| Others  | 300    | (1,099) | (799) | 287    | (1,007) | (720) |  |
| Total   | 10,144 | (3,466) | 6,678 | 9,159  | (2,684) | 6,475 |  |

# ADDITIONAL INFORMATION OF FEE INCOME AND EXPENSE

| (In millions of euros)  | 2015    | 2014    |
|---|---------|---------|
| Fee income (other than amounts including in determining the effective interest rate) linked to financial instruments which are not booked at fair value through profit or loss  | 3,789   | 3,705   |
| Fee income linked to trust or similar activities  | 1,976   | 1,925   |
| Fee expense (other than amounts including in determining the effective interest rate) linked to financial instruments which are not booked at fair value through profit or loss | (91)    | (78)    |
| Fee expense linked to trust or similar activities   | (1,432) | (1,000) |

# NOTE 4.2 - INCOME AND EXPENSES FROM OTHER ACTIVITIES

#### **ACCOUNTING PRINCIPLES**

#### **LEASING ACTIVITIES**

Leases granted by the Group which do not transfer to the lessee virtually all the risks and benefits associated with ownership of the leased asset are classified as operating leases.

Assets held under operating leases, including investment property, are recorded on the balance sheet under Tangible and intangible fixed assets at their acquisition cost, less depreciation and impairment (see Note 8.2).

Leased assets are depreciated, excluding residual value, over the life of the lease. Lease payments are recognised as income according to the straight line method over the term of the lease. Meanwhile, the purpose of the accounting treatment of income invoiced in respect of maintenance services related to operating lease activities is to reflect a constant margin between this income and the expenses incurred in providing the service over the term of the service agreement.

Investment properties are depreciated using the component basedmethod. Each component is depreciated over its own useful life, ranging from 10 to 50 years.

Income and expenses, and capital gains or losses on investment properties and leased assets, are recorded under Income and expenses from other activities on the Real estate leasing and Equipment leasing lines.

These lines also include losses incurred in the event of a decline in the unquaranteed residual value of finance-lease transactions, and capital gains or losses on disposal related to unleased assets once the lease finance agreements are terminated.

#### **OTHER ACTIVITIES**

The accounting principles applied by the Group to insurance activities are presented in Note 4.3.

Other activities also include income and expenses related to physical commodity inventories held by the Group for commodity trading purposes.

|                          | 2015   |          |       | 2014   |          |       |
|--------------------------|--------|----------|-------|--------|----------|-------|
| (In millions of euros)   | Income | Expense  | Net   | Income | Expense  | Net   |
| Real estate development  | 76     | (4)      | 72    | 75     | -        | 75    |
| Real estate leasing      | 47     | (66)     | (19)  | 109    | (34)     | 75    |
| Equipment leasing        | 7,496  | (5,130)  | 2,366 | 7,025  | (4,762)  | 2,263 |
| Other activities         | 45,705 | (46,693) | (988) | 43,010 | (43,555) | (545) |
| O/w Insurance activities | 11,556 | (11,344) | 212   | 12,440 | (12,012) | 428   |
| Total                    | 53,324 | (51,893) | 1,431 | 50,219 | (48,351) | 1,869 |

# NOTE 4.3 - INSURANCE ACTIVITIES

#### **ACCOUNTING PRINCIPLES**

#### FINANCIAL ASSETS AND LIABILITIES

The financial assets and liabilities of the Group's insurance companies are recognised and measured according to the rules governing financial instruments explained in Note 3.

# **UNDERWRITING RESERVES OF INSURANCE COMPANIES**

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

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

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

Underwriting reserves for unit-linked policies with discretionary profitsharing or any other significant feature (mortality, invalidity, etc.) are measured at the balance sheet date on the basis of the market value of the assets underlying these policies.

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

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

to unrealised gains on financial instruments measured at fair value or their potential share of unrealised losses.

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

- the first consists in simulating deterministic ("standardised" or extreme) stress scenarios. This is used to show that in these scenarios no significant losses would be realised on the assets existing at the balance sheet date for the scenarios tested;
- the aim of the second approach is to ensure that in the long or medium term, the sale of assets to meet liquidity needs would not generate any significant losses. The approach is verified for projections based on extreme scenarios;
- a liability adequacy test is also carried out quarterly using a stochastic model based on parameter assumptions consistent with those used for the MCEV (Market Consistent Embedded Value). This test takes into account all of the future cash flows from policies, including management charges, fees and policy options and guarantees.

#### **INCOME AND EXPENSES**

Income and expenses related to insurance policies issued by Group insurance companies are recognised in the income statement under Income and expenses from other activities. Other income and expenses are recorded under the related headings. Changes in provisions for deferred profit-sharing are booked to the income statement or to Unrealised or deferred gains or losses under the headings reserved for the associated underlying assets.

#### 1. UNDERWRITING RESERVES OF INSURANCE COMPANIES

#### **UNDERWRITING RESERVES**

| (In millions of euros)  | 31st December 2015 | 31st December 2014 |
|---|--------------------|--------------------|
| Underwriting reserves for unit-linked policies  | 20,043             | 18,087             |
| Life insurance underwriting reserves  | 78,316             | 75,360             |
| Non-life insurance underwriting reserves  | 1,175              | 1,098              |
| Deferred profit-sharing booked in liabilities   | 7,723              | 8,753              |
| Total   | 107,257            | 103,298            |
| Attributable to reinsurers  | (293)              | (282)              |
| Underwriting reserves of insurance companies (including provisions for deferred profit-sharing) net of the share attributable to reinsurers | 106,964            | 103,016            |

## STATEMENT OF CHANGES IN UNDERWRITING RESERVES OF INSURANCE COMPANIES

| (In millions of euros)   | Underwriting reserves for unit-linked policies | Life insurance<br>underwriting<br>reserves | Non-life insurance<br>underwriting<br>reserves |
|--|--|--|--|
| Reserves at 1st January 2015 (except provisions for deferred profit-sharing)   | 18,087   | 75,360                                     | 1,098  |
| Allocation to insurance reserves   | 1,215  | 1,577                                      | 80   |
| Revaluation of unit-linked policies  | 570  | -  | -  |
| Charges deducted from unit-linked policies                                     | (133)  | -  | -  |
| Transfers and allocation adjustments   | 215  | (217)                                      | -  |
| New customers  | 4  | -  | (1)  |
| Profit-sharing   | 80   | 1,552                                      | -  |
| Others   | 5  | 44   | (2)  |
| Reserves at 31st December 2015 (except provisions for deferred profit-sharing) | 20,043   | 78,316                                     | 1,175  |

In accordance with IFRS 4 and Group accounting standards, the Liability Adequacy Test (LAT) was performed at 31st December 2015. This test assesses whether recognised insurance liabilities are adequate, using current estimates of future cash flows under

insurance policies. It is carried out on the basis of stochastic models similar to those used for asset/liability management. The result of the test at 31st December 2015 was conclusive.

## **UNDERWRITING RESERVES BY REMAINING MATURITY**

| (In millions of euros)                  | Less than 3 months | 3 months<br>to 1 year | 1 to 5<br>years | More than 5 years | 31st December 2015 |
|---|--------------------|-----------------------|-----------------|-------------------|--------------------|
| Insurance company underwriting reserves | 11,199             | 7,710                 | 29,195          | 59,153            | 107,257            |

## 2. NET INVESTMENTS OF INSURANCE COMPANIES

| (In millions of euros before elimination of intercompany transactions) | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Financial assets at fair value through profit or loss                  | 41,930             | 27,350             |
| Debt instruments   | 23,451             | 11,342             |
| Equity instruments   | 18,479             | 16,008             |
| Due from Banks   | 9,890              | 10,328             |
| Available-for-sale financial assets                                    | 74,873             | 82,796             |
| Debt instruments   | 63,130             | 73,326             |
| Equity instruments   | 11,743             | 9,470              |
| Investment property  | 591                | 477                |
| Total <sup>(1)</sup>   | 127,284            | 120,951            |

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

## 3. BREAKDOWN OF UNREALISED GAINS AND LOSSES ON AVAILABLE-FOR-SALE ASSETS

| (In millions of euros)  | Unrealised gains | Unrealised losses | Net Revaluation |
|---|------------------|-------------------|-----------------|
| Unrealised gains and losses of insurance subsidiaries                                   | 550              | (119)             | 431             |
| Including: on available-for-sale equity instruments                                     | 928              | (568)             | 360             |
| on available-for-sale debt instruments and assets reclassified as Loans and receivables | 7,908            | (521)             | 7,387           |
| Deferred profit-sharing   | (8,286)          | 970               | (7,316)         |

## 4. UNDERWRITING INCOME OF INSURANCE COMPANIES

| 2015     | 2014  |
|----------|---|
| 11,271   | 11,904  |
| (11,233) | (12,243)  |
| 4,535    | 4,198   |
| (3,853)  | (3,158)   |
| 720      | 701   |
| 404      | 181   |
| 1,124    | 882   |
|          | 11,271<br>(11,233)<br>4,535<br>(3,853)<br><b>720</b><br>404 |

<sup>(1)</sup> This essentially concerns the elimination of fees paid by the insurance companies to the distribution networks and the elimination of financial income on investments made in other Group companies.

## **5. NET FEE INCOME**

| (In millions of euros before elimination of intercompany transactions) | 2015  | 2014  |
|--|-------|-------|
| Fees Received  |       |       |
| Acquisition fees   | 737   | 531   |
| Management fees  | 702   | 696   |
| Others   | 38    | 35    |
| Fees Paid  |       |       |
| Acquisition fees   | (585) | (534) |
| Management fees  | (394) | (336) |
| Others   | (61)  | (51)  |
| Total Fees   | 437   | 341   |

## **6. MANAGEMENT OF INSURANCE RISKS**

There are two main types of insurance risks:

- underwriting risks, mainly pricing risks and risks of discrepancies in total fluctuations in claim experience: in non-life insurance and individual personal protection alike, profits are exposed to risks of deterioration in claim rates observed compared to claim rates anticipated at the time the price schedule was established. Discrepancies can be linked to multiple complex factors such as changes in policyholder behaviour (lapses), changes in the macroeconomic environment, pandemics, natural disasters, mortality, morbidity, longevity, etc.;
- risks linked to the financial markets and ALM: in life insurance, insurers are exposed to the instabilities of the financial markets (changes in interest rates and stock market fluctuations) which can be made worse by policyholder behaviour.

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

6

In the area of pricing risks and risks of discrepancies in total loss experience, a number of guidelines are applied:

- heightened security for the risk acceptance process, with the aim of guaranteeing that the price schedule matches the policyholder's risk profile from the very beginning. Proper application of these procedures is verified via Quality Audits and multi-annual Internal Audits. These processes have been ISO-certified;
- regular monitoring of loss ratios, based on statistics developed per year of occurrence. This analysis (expansion of the portfolio, level of provisions for reported claims and for incurred but not reported claims) allows pricing adjustments to be made, where applicable, for subsequent financial years;
- implementation of a reinsurance plan to protect the Group from major/serial claims.

Management of risks linked to the financial markets is just as much an integral part of the investment strategy as the aim of long-term performance. The optimisation of these two factors is highly influenced by the asset/liability balance. Liability commitments (guarantees offered to customers, maturity of policies), as well as the amounts booked under the major items on the balance sheet (shareholders' equity, income, provisions, reserves, etc.) are analysed by the Finance and Risk Department of the insurance business line. Societe Generale's overall asset and liability management policy is validated by the Group's General Management at the ALM Committee meetings held every six months.

Risk management and analysis are based on the following key principles:

- asset/liability risk management:
  - monitoring of long-term cash flows: the term of a liability is matched against the term of an asset, and cash flow peaks are strictly controlled in order to minimise liquidity risks,
  - close monitoring of redemption flows and stress scenario simulations,
  - close monitoring of the equity markets and stress scenario simulations.
  - hedging of exchange rate risks (in the event of a rise or drop in the markets) using financial instruments;
- financial risk management via the establishment of limits:
  - counterparty limits (e.g. limits according to the issuer's country of domiciliation, distinction between sovereign issuers and private issuers),
  - rating limits by issuer,
  - limits by type of asset (e.g. equities, private equity).

All of these strategies are assessed by simulating various scenarios of financial market behaviour and policyholder behaviour using stress tests and stochastic modelling.

The Solvency 2 Directive, applicable to insurance and reinsurance groups and companies, mutual insurers and life insurance companies located in the European Union, entered into force on 1st January 2016. All Group's insurance and reinsurance companies are subject to this new regulation.

## NOTE 4.4 - OTHER ASSETS AND LIABILITIES

## 1. OTHER ASSETS

| (In millions of euros)                         | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Guarantee deposits paid <sup>(1)</sup>         | 39,099             | 33,494             |
| Settlement accounts on securities transactions | 6,557              | 7,144              |
| Prepaid expenses                               | 569                | 556                |
| Miscellaneous receivables <sup>(2)</sup>       | 23,407             | 24,273             |
| Gross amount                                   | 69,632             | 65,467             |
| Impairment                                     | (234)              | (229)              |
| Net amount                                     | 69,398             | 65,238             |

<sup>(1)</sup> Mainly relates to guarantee deposits paid on financial instruments.

## 2. OTHER LIABILITIES

| (In millions of euros)                         | 31st December 2015 | 31st December 2014* |
|--|--------------------|---------------------|
| Guarantee deposits received <sup>(1)</sup>     | 44,488             | 41,222              |
| Settlement accounts on securities transactions | 6,938              | 6,909               |
| Other securities transactions                  | 21                 | 16                  |
| Expenses payable on employee benefits          | 2,818              | 2,761               |
| Deferred income                                | 1,605              | 1,558               |
| Miscellaneous payables <sup>(2)</sup>          | 27,213             | 22,565              |
| Total  | 83,083             | 75,031              |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

<sup>(2)</sup> Miscellaneous receivables include premiums to be received on instalment options, as well as receivables related to insurance activities.

<sup>(1)</sup> Mainly relates to guarantee deposits received on financial instruments.

<sup>(2)</sup> Miscellaneous payables include premiums to be paid on instalment options, as well as payables related to insurance activities.

## NOTE 5 - PERSONNEL EXPENSES AND EMPLOYEE BENEFITS

## **ACCOUNTING PRINCIPLES**

Employee benefits are divided into four categories:

- Short-term employee benefits which are employee benefits expected to be settled wholly before twelve months after the end of the annual reporting period in which the employees render the related service, such as fixed and variable compensation, annual leave, taxes and social security contributions, mandatory employer contributions and profit-sharing;
- Post-employment benefits, including defined contributions plans and defined benefit plans such as pension plans and retirement
- Long-term employee benefits which are employee benefits not expected to be settled wholly before twelve months, such as defined variable compensation paid in cash and not indexed to the Societe Generale share, long service awards and time saving accounts:
- Termination benefits.



## NOTE 5.1 - PERSONNEL EXPENSES AND RELATED PARTY TRANSACTIONS

## **ACCOUNTING PRINCIPLES**

Personnel expenses include all expenses related to personnel, including employee benefits and expenses related to payments based on Societe Generale shares.

Short-term employee benefits are recorded under Personnel expenses during the period according to the services provided by the employee.

The accounting principles relating to post-employment benefits and long-term benefits are described in Note 5.2. Those related to sharebased payments are described in Note 5.3.

#### 1. PERSONNEL EXPENSES

| (In millions of euros)                            | 2015    | 2014    |
|---|---------|---------|
| Employee compensation                             | (6,817) | (6,504) |
| Social security charges and payroll taxes         | (1,604) | (1,581) |
| Net pension expenses - defined contribution plans | (679)   | (657)   |
| Net pension expenses - defined benefit plans      | (128)   | (95)    |
| Employee profit-sharing and incentives            | (248)   | (212)   |
| Total   | (9,476) | (9,049) |

#### 2. RELATED PARTY TRANSACTIONS

## **ACCOUNTING PRINCIPLES**

Personnel expenses include related party transactions, within the meaning of IAS 24.

The Group's related parties include the members of the Board of Directors, corporate officers (the Chairman, the Chief Executive

Officer and the two Deputy Chief Executive Officers), their respective spouses and any children residing in the family home, subsidiaries which are either controlled exclusively or jointly by the Group, and companies over which Societe Generale exercises significant influence.

## REMUNERATION OF THE GROUP'S MANAGERS

This includes amounts effectively paid by the Group to Directors and corporate officers as remuneration (including employer contributions) and other benefits under IAS 24 - paragraph 17 - as indicated below.

| (In millions of euros)   | 31st December 2015 | 31st December 2014 |
|--------------------------|--------------------|--------------------|
| Short-term benefits      | 15.6               | 12.0               |
| Post-employment benefits | 0.5                | 0.4                |
| Long-term benefits       | -                  | -                  |
| Termination benefits     | -                  | -                  |
| Share-based payments     | 1.5                | 3.1                |
| Total                    | 17.6               | 15.5               |

#### **RELATED PARTY TRANSACTIONS**

The transactions with members of the Board of Directors, Chief Executive Officers and members of their families included in this note only comprise loans and guarantees outstanding at 31st December 2015 for a total amount of EUR 16.5 million. All other transactions with these individuals are insignificant.

## TOTAL AMOUNTS PROVISIONED OR BOOKED BY THE SOCIETE GENERALE GROUP FOR THE PAYMENT OF PENSIONS AND OTHER BENEFITS

The total amount provisioned or booked by the Societe Generale Group at 31st December 2015 under revised IAS 19 for the payment of pensions and other benefits to Societe Generale's Chief Executive Officers (Mr. Cabannes, Mr. Sanchez Incera and the two staff-elected Directors) is EUR 4.1 million.



## NOTE 5.2 - EMPLOYEE BENEFITS

Group companies, in France and abroad, may award their employees:

- post-employment benefits, such as pension plans or retirement benefits:
- long-term benefits such as deferred variable remuneration, long service awards or the Compte Epargne Temps (CET) flexible working provisions;
- termination benefits.

## **DETAIL OF PROVISIONS FOR EMPLOYEE BENEFITS**

| (In millions of euros)           | Provisions<br>at 31 <sup>st</sup><br>December<br>2014 | Allocations | Write-backs<br>available | Net<br>allocations | Write-backs<br>used | Actuarial gains and losses | Currency<br>and scope<br>effects | Provisions<br>at 31 <sup>st</sup><br>December<br>2015 |
|----------------------------------|---|-------------|--------------------------|--------------------|---------------------|----------------------------|----------------------------------|---|
| Provisions for employee benefits | 1,811   | 314         | (265)                    | 49                 | -                   | (91)                       | 15                               | 1,784   |

## 1. POST-EMPLOYMENT BENEFITS

## **ACCOUNTING PRINCIPLES**

Post-employment benefits can be broken down into two categories: defined contribution pension plans or defined benefit pension plans.

#### **DEFINED CONTRIBUTION PLANS**

Defined contribution plans limit the Group's liability to the subscriptions paid into the plan but do not commit the Group to a specific level of future benefits. Contributions paid are recorded as an expense for the year in question.

#### **DEFINED BENEFIT PLANS**

Defined benefit plans commit the Group, either formally or constructively, to pay a certain amount or level of future benefits and therefore bare the associated medium or long-term risk.

Provisions are recognised on the liabilities side of the balance sheet under *Provisions*, to cover the whole of these retirement obligations. These provisions are assessed regularly by independent actuaries using the projected unit credit method. This valuation technique incorporates assumptions about demographics, early retirement, salary rises and discount and inflation rates. When these plans are financed from external funds classified as plan assets, the fair value of these funds is subtracted from the provision to cover the obligations.

Differences arising from changes in calculation assumptions (early retirements, discount rates, etc.) and differences between actuarial assumptions and real performance are recognised as actuarial gains and losses. Actuarial gains and losses, as well as the return on plan assets excluding amounts expensed as net interest on the net

defined benefit liability (or asset) and any change in the effect of the asset ceiling are components used to re-measure the net defined benefit liability (or asset). These components are immediately and fully recognised in shareholders' equity among Unrealised or deferred gains and losses and they cannot be subsequently reclassified as income.

In the Group consolidated financial statements, these items that cannot be subsequently reclassified as income are displayed separately in the Statement of net income and unrealised or deferred gains and losses, but are transferred immediately to retained earnings in the Statement of changes in shareholders' equity so that they are presented directly under Retained earnings on the liabilities side of the balance sheet.

Where a new or amended plan comes into force, past service cost is immediately recognised in profit or loss.

An annual charge is recorded under Personnel expenses for defined benefit plans, consisting of:

- the additional entitlements vested by each employee (current service cost);
- past service cost resulting from a plan amendment or a curtailment;
- the financial expense resulting from the discount rate and the interest income on plan assets (net interest on the net defined benefit liability or asset);
- plan settlements.

## **DEFINED CONTRIBUTION PLANS**

The main defined contribution plans provided to employees of the Group are located in France, in the United Kingdom and in the United

In France, they include state pension plans and other national pension plans such as ARRCO and AGIRC, as well as pension schemes put in place by certain Group entities whose only commitment is to pay annual contributions (PERCO).

In the United Kingdom, the employer pays contributions according to the age of the employees (from 2.5 to 10% of the salary) and can make extra contributions up to 4.5% for the voluntary additional employee contributions.

In the United States, employers fully match the first 8% of employee contributions, within the limit of USD 10,000.

#### POST-EMPLOYMENT DEFINED BENEFIT PLANS

Post-employment pension plans include plans offering annuities, plans offering retirement bonuses and mixed plans (cash balance). Benefits paid out in annuities supplement the pensions paid by the mandatory basic plans.

The main defined benefit plans are located in France, Switzerland, the United Kingdom and the United States.

In France, the supplementary pension plan for executive managers, set up in 1991, grants an annual allowance to beneficiaries covered by Societe Generale, as described in the "Corporate Governance" section. This allowance depends in particular on the beneficiary's seniority within Societe Generale and the portion of fixed compensation exceeding "Tranche B" of AGIRC.

In Switzerland, the plan is managed by a personal protection insurance institution (the Foundation), comprised of employer and employee representatives. The employer and its employees pay contributions to the Foundation. Pension benefits are revalued at a guaranteed rate of return and converted to annuities (or lump-sum payment) also at a guaranteed conversion rate (cash balance scheme). Because of this minimum guaranteed return, the plan is considered similar to a defined benefit plan.

In recent years, the Societe Generale Group has actively implemented a policy of converting defined benefit plans to defined contribution plans.

In the United Kingdom the defined benefit plan has been closed to new employees for nearly 20 years, and the benefits of the last beneficiaries were frozen in 2015. The plan is managed by an independent institution (Trustee).

Similarly, in the United States, defined benefit plans were closed to new employees in 2015 and the vesting of new benefits was frozen.

#### 1.1. RECONCILIATION OF ASSETS AND LIABILITIES RECORDED IN THE BALANCE SHEET

| (In millions of euros)                                    | 31st December 2015 | 31st December 2014 |
|---|--------------------|--------------------|
| A - Present value of funded defined benefit obligations   | 2,961              | 3,024              |
| B - Fair value of plan assets and separate assets         | (2,385)            | (2,357)            |
| C = A + B Deficit (surplus)                               | 576                | 667                |
| D - Present value of unfunded defined benefit obligations | 419                | 423                |
| E - Change in asset ceiling                               | 47                 | 2                  |
| C + D + E = Net balance recorded in the balance-sheet     | 1,042              | 1,092              |

## ■1.2. COMPONENTS OF THE COST OF DEFINED BENEFITS

| (In millions of euros)  | 2015  | 2014  |
|---|-------|-------|
| Current service cost including social security contributions                    | 110   | 93    |
| Employee contributions  | (6)   | (5)   |
| Past service cost / curtailments  | -     | (12)  |
| Settlement  | (1)   | (10)  |
| Net interest  | 19    | 25    |
| Transfer of unrecognised assets   | 3     | 2     |
| A - Components recognised in income statement                                   | 125   | 93    |
| Expected return on plan assets <sup>(1)</sup>                                   | 18    | (195) |
| Actuarial gains and losses due to changes in demographic assumptions            | 36    | 15    |
| Actuarial gains and losses due to changes in economic and financial assumptions | (192) | 505   |
| Actuarial gains and losses due to experience                                    | (33)  | 18    |
| Change in asset ceiling   | 46    | 1     |
| B - Components recognised in unrealised or deferred gains and losses            | (125) | 344   |
| C = A + B Total components of the cost of defined benefits                      | -     | 437   |

<sup>(1)</sup> Return on plan assets from which the expected return on plan assets included in the net interest cost is deducted.

## ■1.3. CHANGES IN NET LIABILITIES OF POST-EMPLOYMENT BENEFIT PLANS RECORDED IN THE BALANCE SHEET

## ■ 1.3.1 Changes in the present value of defined benefit obligations

| (In millions of euros)  | 2015  | 2014  |
|---|-------|-------|
| Balance at 1st January  | 3,447 | 2,866 |
| Current service cost including social security contributions                    | 110   | 93    |
| Employee contributions  | -     | -     |
| Past service cost/curtailments  | -     | (12)  |
| Settlements   | (15)  | (45)  |
| Net interest  | 81    | 99    |
| Actuarial gains and losses due to changes in demographic assumptions            | 36    | 15    |
| Actuarial gains and losses due to changes in economic and financial assumptions | (192) | 505   |
| Actuarial gains and losses due to experience                                    | (33)  | 18    |
| Foreign exchange adjustment   | 116   | 88    |
| Benefit payments  | (175) | (179) |
| Change in consolidation scope   | 3     | (1)   |
| Transfers and others  | 2     | -     |
| Balance at 31st December  | 3,380 | 3,447 |

## 1.3.2 Changes in the fair value of plan assets and separate assets

| (In millions of euros)                   | 2015  | 2014  |  |
|--|-------|-------|--|
| Balance at 1st January                   | 2,357 | 2,007 |  |
| Expected return on plan assets           | 60    | 72    |  |
| Expected return on separate assets       | 3     | 2     |  |
| Actuarial gains and losses due to assets | (18)  | 195   |  |
| Foreign exchange adjustment              | 101   | 81    |  |
| Employee contributions                   | 6     | 5     |  |
| Employer contributions to plan assets    | 27    | 164   |  |
| Benefit payments                         | (140) | (138) |  |
| Consolidation perimeter modification     | 3     | 0     |  |
| Transfers and others                     | (14)  | (31)  |  |
| Balance at 31st December(1)              | 2,385 | 2,357 |  |

<sup>(1)</sup> Including EUR 142 million in separate assets at 31st December 2015 (EUR 151 million at 31st December 2014).

## ■1.4. INFORMATION REGARDING FUNDING ASSETS

## 1.4.1 General information regarding funding assets (for all benefits and future contributions)

Funding assets represent around 69% of Groupe obligations with different rates depending on the country.

Accordingly defined benefit plan obligation in the United Kingdom are fully hedged, those in the United States hedged 77%, while they are only 66% hedged in France and are not funded in Germany.

The breakdown of the fair value of plan assets is as follows: 47% bonds, 40% equities, 1% cash instruments and 12% others. Directly held Societe Generale shares are not significant.

For pension plans with a fair value of plan assets in excess of defined benefit obligations, the aggregate of plan assets is EUR 32 million.

Employer contributions to be paid to post-employment defined benefit plans for 2016 are estimated at EUR 22 million.

Plan hedging strategies are defined locally in connection with the Finance and Human Resources departments of the entities, by ad hoc structures (Trustees, Foundations, Joint structures etc.) if necessary. Besides liability investment or financing strategies are monitored at Group level through a global governance system. Committee meetings, with the participation of representatives of the Human Resources Department, the Finance Department and the Risk Division, are organised in order to define Group guidelines for employee benefits investment and management, to validate decisions and to follow up the associated risks for the Group.

Depending on the duration of each plan and local regulations, funding assets are invested in equities and/or in fixed income products, whether guaranteed or not.

## 1.4.2. Actual returns on funding assets

The actual returns on plan and separate assets can be brokendown as follows:

| (In millions of euros) | 31st December 2015 | 31st December 2014 |
|------------------------|--------------------|--------------------|
| Plan assets            | 40                 | 264                |
| Separate assets        | 4                  | 2                  |

Assumptions on expected returns on assets are presented in the following section.

## ■1.5. MAIN ASSUMPTIONS DETAILED BY GEOGRAPHICAL AREA

|  | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Discount rate  |                    |                    |
| Europe   | 2.46%              | 2.19%              |
| Americas   | 4.26%              | 4.13%              |
| Asia-Oceania-Africa  | 2.12%              | 1.59%              |
| Long-term inflation  |                    |                    |
| Europe   | 2.19%              | 2.28%              |
| Americas   | 2.00%              | 2.00%              |
| Asia-Oceania-Africa  | 1.77%              | 1.63%              |
| Future salary increase                                     |                    |                    |
| Europe   | 0.58%              | 0.64%              |
| Americas   | N/A                | 2.00%              |
| Asia-Oceania-Africa  | 2.07%              | 2.15%              |
| Average remaining working lifetime of employees (in years) |                    |                    |
| Europe   | 9.43               | 9.56               |
| Americas   | 8.53               | 8.61               |
| Asia-Oceania-Africa  | 13.40              | 13.02              |
| Duration (in years)  |                    |                    |
| Europe   | 15.19              | 15.79              |
| Americas   | 18.45              | 18.53              |
| Asia-Oceania-Africa  | 9.94               | 9.97               |

Assumptions by geographical area are weighted average by the defined benefit obligations (DBO).

The discount yield curves used are AA corporate bonds yield curves (source: Merrill Lynch) observed at the end of October for USD, GBP and EUR, and corrected at the end of December if the change in discount rates had a significant impact. Inflation rates used are the long-term targets of the central banks of the monetary areas above.

The average remaining working lifetime of employees is calculated taking into account turnover assumptions.

The assumptions described above have been applied to postemployment benefit plans.

## ■1.6. SENSITIVITIES OF DEFINED BENEFIT OBLIGATIONS TO MAIN ASSUMPTION RANGES

| (Percentage of item measured)   | 31st December 2015 | 31st December 2014 |
|---|--------------------|--------------------|
| Variation of +1% in discount rate   |                    |                    |
| Impact on the present value of defined benefit obligations at 31st December N | -14%               | -14%               |
| Variation of +1% in long-term inflation                                       |                    |                    |
| Impact on the present value of defined benefit obligations at 31st December N | 9%                 | 12%                |
| Variation of +1% in future salary increases                                   |                    |                    |
| Impact on the present value of defined benefit obligations at 31st December N | 5%                 | 5%                 |

Disclosed sensitivities are averages of the variations weighted by the present value of the defined benefit obligations at 31st December 2015.

## 2. LONG-TERM BENEFITS

## **ACCOUNTING PRINCIPLES**

Long-term employee benefits are benefits other than post-employment and termination benefits, that are paid to employees more than twelve months after the end of the annual period in which they provided the related services.

Long-term benefits are measured and recognised in the same way as post-employment benefits, with the exception of actuarial gains and losses, which are immediately recognised as profit or loss.

These benefits include deferred compensation programmes settled in cash and not indexed to the Societe Generale share, such as long-term deferred variable remuneration, CET (Comptes Épargne Temps) flexible working provisions, or long service awards.

At  $31^{\rm st}$  December 2015, the net balance of long-term benefits was EUR 464 million.

The total cost of long-term benefits is EUR 134 million for 2015.

## NOTE 5.3 - SHARE-BASED PAYMENT PLANS

## **ACCOUNTING PRINCIPLES**

Share-based payments include:

- payments in equity instruments;
- cash payments whose amount depends on the performance of equity instruments.

Share-based payments systematically give rise to an operating expense recognised as Personnel expenses in the amount of the fair value of the share-based payments granted to employees and according to their terms of settlement.

For equity-settled share-based payments (free shares, stock purchase or subscription options), the fair value of these instruments, measured at the vesting date, is spread over the vesting period and recorded in shareholders' equity under Issuing premium and capital reserves. At each accounting date, the number of these instruments is revised in order to take into account performance and service conditions and adjust the overall cost of the plan as originally determined. Expenses recognised under Personnel expenses from the start of the plan are then adjusted accordingly.

For cash-settled share-based payments (stock-options granted by unlisted companies or compensation indexed on Societe Generale shares), the fair value of the amounts payable is recorded under Personnel expenses as an expense over the vesting period against a corresponding liabilities entry recognised in the balance sheet under Other liabilities - Expenses payable on employee benefits. This payables item is then remeasured to take into account performance and presence conditions as well as changes in the value of the underlying shares. When the expense is hedged by an equity derivative instrument, the effective portion of the change in the fair value of the hedging derivative is recorded in profit or loss under Personnel expense as well.

#### **GLOBAL EMPLOYEE SHARE OWNERSHIP PLAN**

The Group can carry out a specific capital increase reserved for current and former employees as part of the Global Employee Share Ownership Plan. New shares are offered at a discount with an obligatory five-year holding period. The resultant benefit to the employees is recognised by the Group as an expense for the year under Personnel expenses – Employee profit-sharing and incentives. This benefit is measured as the difference between the fair value of each security vested and the acquisition price paid by the employee, multiplied by the number of shares purchased. The fair value of the vested securities is measured taking into account the associated legal obligatory holding period using market inputs (notably the borrowing rate) applicable to market participants who benefit from these nontransferable shares to recreate a situation of free transferability.

#### OTHER SHARE-BASED PAYMENTS

The Group may award some of its employees stock purchase or subscription options, free shares or rights to a future cash payment indexed to the Societe Generale share price.

The options are measured at their fair value when the employees are first notified, without waiting for the conditions that trigger the award to be met, or for the beneficiaries to exercise their options.

Group stock-option plans are measured using a binomial formula when the Group has adequate statistics to take into account the behaviour of the option beneficiaries. When such data are not available, the Black & Scholes model or Monte Carlo model is used. Valuations are performed by independent actuaries.

## **EXPENSES RECORDED IN THE INCOME STATEMENT**

|   | 2015                  |                      |             | 2014                  |                      |             |
|---|-----------------------|----------------------|-------------|-----------------------|----------------------|-------------|
| (In millions of euros)  | Cash<br>settled plans | Equity settled plans | Total plans | Cash<br>settled plans | Equity settled plans | Total plans |
| Net expenses from purchase plans, stock option and free share plans | 174                   | 60                   | 234         | 227                   | 14                   | 241         |

## STOCK OPTIONS (PURCHASE AND SUBSCRIPTION)

| Date of General Meeting   | 05.27.2008 | 05.27.2008   | 05.30.2006 |
|---|------------|--------------|------------|
| Date of Board meeting   | 03.09.2010 | 03.09.2009   | 03.21.2008 |
| Total number of shares <sup>(1)</sup> available for subscription or purchase  | 1,000,000  | 1,344,552(4) | 2,328,128  |
| o/w number of shares available for subscription or purchase by<br>Executive Committee members in office at the grant date | 415,596    | 155,289      | 177,205    |
| Total number of beneficiaries   | 684        | 778          | 1,830      |
| o/w Executive Committee members in office at the grant date   | 10         | 7            | 10         |
| Starting date for exercising options  | 03.09.2014 | 03.31.2012   | 03.21.2011 |
| Expiry date   | 03.08.2017 | 03.08.2016   | 03.20.2015 |
| Subscription or purchase price (euros) <sup>(2)</sup>   | 41.20      | 23.18        | 63.60      |
| Exercise conditions (where the plan includes several instalments)   |            |              |            |
| Fair value (% of the share price at grant date)   | 26%        | 27%          |            |
| Number of shares subscribed at 31st December 2015   | 21,243     | 266,942      | 0          |
| Total number of cancelled or lapsed subscription or purchase options  | 656,899    | 912,898      | 2,328,128  |
| Subscription or purchase options outstanding at 31st December 2015  | 321,858    | 164,712      | 0          |
| Potential dilutive effect <sup>(3)</sup>  | 0.04%      | 0.02%        | 0%         |
|   |            |              |            |

<sup>(1)</sup> Exercising one option gives entitlement to one Societe Generale share. This table takes into account adjustments performed following capital increases. This line does not take into account options exercised since the grant date.

The subscription or purchase price is equal to the average market price of the Societe Generale share during the twenty trading days preceding the meeting of the Board of

<sup>(3)</sup> The dilutive effect is the result of dividing the remaining number of options that may be subscribed for by the number of shares making up the capital stock.

<sup>(4)</sup> Includes 320,000 options granted to the Chief Executive Officers who gave them up.

## **FREE SHARES**

| Date of General Meeting                              | 05.20.2014      | 05.22.2012      | 05.22.2012      | 05.25.2010      | 05.25.2010      | 05.25.2010  |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|---|
| Date of Board meeting                                | 03.12.2015      | 03.13.2014      | 03.14.2013      | 03.02.2012      | 03.07.2011      | 11.02.2010  |
| Total number of shares granted                       | 1,233,505       | 1,010,775       | 1,846,313       | 2,975,763       | 2,351,605       | 5,283,520(4)  |
| Total number of beneficiaries                        | 6,733           | 6,082           | 6,338           | 6,363           | 5,969           |   |
| Vesting data   | 03.31.2017 (R)  | 03.31.2016 (R)  | 03.31.2015 (R)  | 03.31.2014 (R)  | 03.31.2013 (R)  | 03.29.2013 (R)<br>03.31.2015 (NR)<br>(1 <sup>st</sup> instalment) |
| Vesting date   | 03.31.2019 (NR) | 03.31.2018 (NR) | 03.31.2017 (NR) | 03.31.2016 (NR) | 03.31.2015 (NR) | 03.31.2014 (R)<br>03.31.2016 (NR)<br>(2 <sup>nd</sup> instalment) |
| Holding period end date <sup>(1)</sup>               | 03.31.2019      | 03.31.2018      | 03.31.2017      | 03.31.2016      | 03.31.2015      | 03.29.2015<br>03.31.2016  |
| Performance conditions <sup>(2)</sup>                | yes             | yes             | yes             | yes             | yes             | yes   |
|  |                 |                 |                 |                 |                 | 35.8 (R)  |
|  | 36.4 (R)        | 37.8 (R)        | 26.1 (R)        |                 |                 | 34.6 (NR)   |
| Fair value (avrae)(3)                                |                 |                 |                 |                 |                 | (1st instalment)  |
| Fair value (euros)(3)                                |                 |                 |                 |                 |                 | 34.6 (R)  |
|  | 34.9 (NR)       | 38.1 (NR)       | 27.1 (NR)       | 21.9 (NR)       | 39.9 (NR)       | 33.2 (NR)   |
|  |                 |                 |                 |                 |                 | (2 <sup>nd</sup> instalment)                                      |
| Number of shares vested at 31st December 2015        | 148             | 106             | 1,201,218       | 2,211,016       | 1,811,424       | 3,090,096   |
| Total number of cancelled or lapsed shares           | 17,492          | 35,595          | 100,622         | 180,536         | 540,181         | 863,536   |
| Performance shares outstanding at 31st December 2015 | 1,215,865       | 975,074         | 544,473         | 584,211         | 0               | 1,329,888   |

R = For French tax residents.

NR = For Non-French tax residents.

<sup>(1)</sup> Only for French tax residents.

<sup>(2)</sup> The performance conditions are described in the « corporate governance » section of the registration document.

<sup>(3)</sup> The valuation method used to determine the fair value is the arbitrage method.

<sup>(4)</sup> Free share plan granted to all employees of the Group (nearly 159,000 employees in 79 countries).

## NOTE 6 - INCOME TAX

#### **ACCOUNTING PRINCIPLES**

#### CURRENT TAXES

Current tax is based on the taxable profits of each consolidated taxable entity and determined in accordance with the rules established by the local taxation authorities, upon which income taxes are payable. This tax expense also includes net allowances for tax adjustments pertaining to income tax.

Tax credits arising in respect of interest from loans and income from securities are recorded in the relevant interest account as they are applied in settlement of income taxes for the year. The related tax charge is included under Income tax in the consolidated income statement.

#### **DEFERRED TAXES**

Deferred taxes are recognised whenever the Group identifies a temporary difference between the book value and tax value of balance sheet assets and liabilities that will affect future tax payments. Deferred tax assets and liabilities are measured in each consolidated taxable entity and in accordance with the rules established by the local taxation authorities, upon which their income taxes are payable. This amount is based on the tax rate enacted or substantively enacted which is expected to apply when the asset is realised or

the liability settled. These deferred taxes are adjusted in the event of changes to tax rates. This amount is not discounted to present value. Deferred tax assets can result from deductible temporary differences or from tax loss carry forwards. These deferred tax assets are recorded only if the entity concerned is likely to recover these assets within a set time. These temporary differences or tax loss carry forwards can also be used against future taxable profit. Tax loss carry forwards are subject to an annual review taking into account the tax system applicable to each relevant tax entity and a realistic projection of their tax income or expense, based on their business development outlook: any previously unrecognised deferred tax assets are recorded in the balance sheet to the extent it has become probable that future taxable profit will allow the deferred tax asset to be recovered; however, the carrying value of deferred tax assets already recognised in the balance sheet is reduced where a risk of total or partial non-recovery occurs.

Current and deferred taxes are recognised in the consolidated income statement under Income tax. However, deferred taxes related to gains and losses recorded under Unrealised or deferred gains and losses are also recognised under the same heading in shareholders' equity.

## 1. INCOME TAX

| (In millions of euros) | 2015    | 2014*   |
|------------------------|---------|---------|
| Current taxes          | (1,064) | (1,192) |
| Deferred taxes         | (650)   | (184)   |
| Total                  | (1,714) | (1,376) |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

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

| (In millions of euros)   | 2015    | 2014*   |
|--|---------|---------|
| Income before tax excluding net income from companies accounted for using the equity method and impairment losses on goodwill (in millions of euros) | 5,878   | 4,666   |
| Normal tax rate applicable to French companies (including 3.3% tax contributions)  | 34.43%  | 34.43%  |
| Permanent differences  | 5.15%   | 5.26%   |
| Differential on securities tax exempt or taxed at reduced rate   | (1.05%) | (0.55%) |
| Tax rate differential on profits taxed outside France  | (6.65%) | (7.65%) |
| Impact of non-deductible losses and use of tax losses carried forward  | (2.71%) | (2.01%) |
| Group effective tax rate   | 29.17%  | 29.48%  |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

In France, the standard Corporate Income Tax rate is 33.33%. A contribution sociale (national contribution payment based on pre-tax earnings) was introduced in 2000 equal to 3.3% (after a deduction from basic taxable income of EUR 0.76 million). In 2011, an additional contribution of 5% was introduced, in respect of fiscal years 2011

and 2012 and subsequently renewed for fiscal years 2013 and 2014 at a tax rate of 10.7%, applicable to profitable companies generating revenue in excess of EUR 250 million. The Amended Finance Law of 8th August 2014 has extended this additional contribution for the vear 2015.

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

Dividends from companies in which Societe Generale's equity interest

is at least 5% are tax exempt, subject to taxation of a 5% portion of fees and expenses at the full statutory tax rate.

The standard tax rate applicable to French companies to determine their deferred tax is 34.43%. The reduced rate is 4.13% taking into account the nature of the taxed transactions.

#### 2. PROVISIONS FOR TAX ADJUSTMENTS

## **ACCOUNTING PRINCIPLES**

Provisions represent liabilities whose timing or amount cannot be precisely determined. Provisions may be recorded where, by virtue of a commitment to a third-party, the Group will probably or certainly incur an outflow of resources to this third-party without receiving at least the equivalent value in exchange.

The expected outflows are then discounted to present value to determine the amount of the provision, where this discounting has a significant impact. Allocations to and reversals of provisions for tax adjustments are booked to Current taxes in the income statement under Income tax.

Information on the nature and the amount of the associated risks is not disclosed when the Group considers that such disclosure could seriously undermine its position in a dispute with other parties on the object of the provision.

| (In millions of euros) | Provisions<br>at 31 <sup>st</sup> December<br>2014 | Depreciation | Available<br>Write-backs | Net | Used Write-<br>backs | Changes in<br>translation and<br>consolidation<br>scope | Provisions at<br>31 <sup>st</sup> December<br>2015 |
|------------------------|--|--------------|--------------------------|-----|----------------------|---|--|
| Tax adjustments        | 298  | 152          | (73)                     | 79  | (95)                 | 4   | 286  |

## 3. TAX ASSETS AND LIABILITIES

## TAX ASSETS

| (In millions of euros)                            | 31st December 2015 | 31st December 2014* |
|---|--------------------|---------------------|
| Current tax assets                                | 1,439              | 1,264               |
| Deferred tax assets                               | 5,928              | 6,151               |
| o/w deferred tax assets on tax loss carryforwards | 3,413              | 3,547               |
| o/w deferred tax assets on temporary differences  | 2,515              | 2,604               |
| Total   | 7,367              | 7,415               |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

## TAX LIABILITIES

| (In millions of euros)   | 31st December 2015 | 31st December 2014 |
|--------------------------|--------------------|--------------------|
| Current tax liabilities  | 1,108              | 990                |
| Deferred tax liabilities | 463                | 426                |
| Total                    | 1,571              | 1,416              |

## 4. DEFERRED TAX ON UNREALISED OR DEFERRED GAINS AND LOSSES

| (In millions of euros)   | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Tax impact on items that will be subsequently reclassified into income   | (279)              | (407)              |
| Available-for-sale financial assets  | (261)              | (353)              |
| Hedging derivatives  | (11)               | (17)               |
| Unrealised or deferred gains and losses accounted for using the equity method and that will be subsequently reclassified into income | (7)                | (37)               |
| Tax impact on items that will not be subsequently reclassified into income   | 225                | 270                |
| Actuarial gain / (loss) on post-employment benefits  | 225                | 270                |
| Total  | (54)               | (137)              |

## 5. DEFERRED TAX ASSETS RECOGNISED ON TAX LOSS CARRYFORWARDS

At 31st December 2015, based on the tax system of each entity and a realistic projection of their tax income or expense, the projected period for deferred tax asset recovery is indicated in the table below:

| (In millions of euros)                                       | 31st December 2015 | Statutory<br>time limit on<br>carryforwards | Expected recovery period |  |
|--|--------------------|---|--------------------------|--|
| Total deferred tax assets relating to tax loss carryforwards | 3,413              | -   | -                        |  |
| o/w French tax group   | 2,896              | unlimited <sup>(1)</sup>                    | 10 years                 |  |
| o/w US tax group   | 294                | 20 years                                    | 4 years                  |  |
| others   | 223                | -   | -                        |  |

<sup>(1)</sup> In accordance with art. 24 of the 2013 Finance Law, the deduction of previous losses is limited to EUR 1 million plus 50% of the fraction of the taxable income for the fiscal year exceeding this limit. The non-deductible portion of losses may be carried forward to the following fiscal years with no time limit and under the same conditions.

## NOTE 7 - SHAREHOLDERS' EQUITY

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

## **ACCOUNTING PRINCIPLES**

## TREASURY SHARES

Societe Generale shares held by the Group are deducted from consolidated equity irrespective of the purpose for which they are held. Income on these shares is eliminated from the consolidated income statement.

Recognition of shares issued by Group subsidiaries, which are bought and sold by the Group, is described in Note 2.

#### SHAREHOLDERS' EQUITY ISSUED BY THE GROUP

Financial instruments issued by the Group are booked in whole or in part to debt or to equity depending on whether or not they contractually oblige the issuer to deliver cash to the holders of the securities.

When they are classified as equity, securities issued by Societe Generale are recorded under Capital and associated reserves. If they are issued by Group subsidiaries, these securities are recognised under Non-controlling interests. External costs associated with issuing equity instruments are deducted directly from equity at their after-tax amount.

When they are classified as debt instruments, securities issued by the Group are recorded under Debt securities issued or Subordinated debt depending on their characteristics. They are accounted for in the same way as other financial liabilities measured at amortised cost (see Note 3.6).

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

| (Number of shares)   | 2015        | 2014        |
|--|-------------|-------------|
| Ordinary shares  | 806,239,713 | 805,207,646 |
| Including treasury stock with voting rights <sup>(1)</sup> | 9,513,568   | 20,041,922  |
| Including shares held by employees                         | 57,400,407  | 61,740,620  |

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

At 31st December 2015, Societe Generale S.A.'s capital amounted to EUR 1,007,799,641 and was made up of 806,239,713 shares with a nominal value of EUR 1.25.

During the first half of 2015 and in accordance with the conditional free share allocation plan, Societe Generale S.A. carried out a capital increase of EUR 1 million through the incorporation of reserves.

During the second half of 2015, Societe Generale S.A. carried out a capital increase totalling EUR 0.175 million with additional paid-in capital of EUR 3 million, resulting from the exercise of stock-options granted in 2009 and 2010.

## 2. TREASURY STOCK

At 31st December 2015, the Group held 12,584,692 of its own shares as treasury stock, for trading purposes or for the active management of shareholders' equity, representing 1.56% of the capital of Societe Generale S.A.

The amount deducted by the Group from its net assets for equity instruments (shares and derivatives) came to EUR 449 million,

including EUR 125 million in shares held for trading purposes.

At 31st December 2015, no Societe Generale shares were held under the liquidity contract, which contained EUR 50 million for the purpose of carrying out transactions in Societe Generale shares.

## **CHANGES IN TREASURY STOCKS OVER 2015**

|  | Liquidity | Trading    | Treasury stock and<br>active management<br>of Shareholders' |       |
|--|-----------|------------|---|-------|
| (in millions of euros)   | contract  | activities | equity  | Total |
| Disposals net of purchases   | 15        | 94         | 173   | 282   |
| Capital gains net of tax on treasury stock and treasury share derivatives, booked under shareholders' equity | 1         | (3)        | 153   | 151   |

## 3. SHAREHOLDERS' EQUITY ISSUED

## PERPETUAL SUBORDINATED NOTES

Perpetual subordinated notes issued by the Group, with some discretionary features governing the payment of interest, are classified as equity.

At 31st December 2015, perpetual subordinated notes issued by the Group and recognised under Group shareholders' equity in other equity instruments totalled EUR 315 million. This amount did not change during the period.

| Issuance Date                  | Amount<br>in local<br>currency<br>at 31 <sup>st</sup><br>December<br>2014 | Repurchases<br>and redemptions<br>in 2015 | December     | Amount in<br>millions of<br>euros at<br>historical | Remuneration  |
|--------------------------------|---|---|--------------|--|---|
| 1st July 1985                  | EUR 62 M  | -   | EUR 62 M     | 62   | BAR (Bond Average Rate) of -0.25% for the period from 1st June to 31st May before each due date   |
| 24 <sup>th</sup> November 1986 | USD 248 M   | -   | USD 248 M    | 182  | Average 6-month Euro/Dollar deposit rates communicated by reference banks +0.075%   |
| 30 <sup>th</sup> December 1996 | JPY 10,000 M  | -   | JPY 10,000 M | 71   | 3.936% until September 2016 and for subsequent due dates: the more favourable rate between the fixed rate and a variable rate + spread defined as follows: JPY 5-year Mid Swap Rate +2.0% |

#### PERPETUAL DEEPLY SUBORDINATED NOTES

Given the discretionary nature of the decision to pay dividends to shareholders, perpetual deeply subordinated notes have been classified as equity and recognised under *Equity instruments and associated reserves*.

At 31st December 2015, perpetual deeply subordinated notes issued by the Group and recognised under Group shareholders' equity in other equity instruments totalled EUR 8,457 million.

This amount changed due to the redemption of two perpetual deeply subordinated notes in the first half of 2015 and the issuance of one new perpetual deeply subordinated note in the second half.

| Issuance Date                   | Amount<br>in local<br>currency<br>at 31 <sup>st</sup><br>December<br>2014 | Repurchases<br>and redemptions<br>in 2015 | Amount<br>in local<br>currency<br>at 31 <sup>st</sup><br>December<br>2015 | Amount in<br>millions of<br>euros at<br>historical<br>rate | Remuneration   |
|---------------------------------|---|---|---|--|--|
| 26 <sup>th</sup> January 2005   | EUR 728 M   | EUR 728 M                                 | -   | -  | 4.196%, from 2015 3-month Euribor +1.53% annually                                  |
| 5 <sup>th</sup> April 2007      | USD 63 M  | -   | USD 63 M  | 47   | 3-month USD Libor +0.75% annually, from 2017 3-month USD Libor +1.75% annually     |
| 5 <sup>th</sup> April 2007      | USD 808 M   | -   | USD 808 M   | 604  | 5.922%, from 2017 3-month USD Libor +1.75% annually                                |
| 19 <sup>th</sup> December 2007  | EUR 463 M   | -   | EUR 463 M   | 463  | 6.999%, from 2018 3-month Euribor +3.35% annually                                  |
| 16 <sup>th</sup> June 2008      | GBP 506 M   | -   | GBP 506 M   | 642  | 8.875%, from 2018 3-month GBP Libor +3.4% annually                                 |
| 27 <sup>th</sup> February 2009  | USD 450 M   | -   | USD 450 M   | 356  | 9.5045%, from 2016 3-month USD Libor +6.77% annually                               |
| 4 <sup>th</sup> September 2009  | EUR 905 M   | -   | EUR 905 M   | 905  | 9.375%, from 2019 3-month Euribor +8.901% annually                                 |
| 7 <sup>th</sup> October 2009    | USD 1,000 M   | USD 1,000 M                               | -   | -  | 8.75%  |
| 6 <sup>th</sup> September 2013  | USD 1,250 M   | -   | USD 1,250 M   | 953  | 8.25%, from 29 <sup>th</sup> November 2018 USD<br>5-year Mid Swap Rate +6.394%     |
| 18 <sup>th</sup> December 2013  | USD 1,750 M   | -   | USD 1,750 M   | 1,273  | 7.875%, from 18 <sup>th</sup> December 2023, USD<br>5-year Mid Swap Rate + 4.979 % |
| 25 <sup>th</sup> June 2014      | USD 1,500 M   | -   | USD 1,500 M   | 1,102  | 6%, from 27 <sup>th</sup> January 2020, USD 5-year<br>Mid Swap Rate + 4.067 %      |
| 7 <sup>th</sup> April 2014      | EUR 1,000 M   | -   | EUR 1,000 M   | 1,000  | 6.75%, from 7 <sup>th</sup> April 2021, EUR 5-year<br>Mid Swap Rate + 5.538 %      |
| 29 <sup>th</sup> September 2015 | -   | -   | USD 1,250 M   | 1,111  | 8%   |

## OTHER EQUITY INSTRUMENTS ISSUED BY SUBSIDIARIES

Given the discretionary nature of the decision to pay dividends to shareholders, perpetual subordinated notes issued by the Group's subsidiaries are classified as equity.

At 31st December 2015, other equity instruments issued by the Group's subsidiaries and recognised under Non-controlling interests totalled EUR 800 million.

| Issuance Date  | Amount    | Remuneration   |
|--|-----------|--|
| 18 <sup>th</sup> December 2014 (step-up clause after 12 years) | EUR 800 M | 4.125%, from 2026 5-year Mid-Swap<br>rate + 4.150% per annum |

## **SUMMARY OF CHANGES IN EQUITY INSTRUMENTS ISSUED**

Changes related to the perpetual subordinated notes and deeply subordinated notes included in Retained earnings, Group share are detailed below:

|   | 3                               | 31st December 2015                 |       |  |
|---|---------------------------------|------------------------------------|-------|--|
| (in millions of euros)  | Deeply<br>subordinated<br>notes | Perpetual<br>subordinated<br>notes | Total |  |
| Remuneration paid booked under dividends (2015 Dividends paid line)             | (710)                           | (5)                                | (715) |  |
| Changes in nominal values in 2015   | (297)                           | -                                  | (297) |  |
| Tax savings on remuneration payable to shareholders and recorded under reserves | 232                             | 4                                  | 236   |  |
| Issuance costs, net of tax, related to subordinated notes issued in 2015        | (7)                             | -                                  | (7)   |  |

# NOTE 7.2 - EARNINGS PER SHARE AND DIVIDENDS

## **ACCOUNTING PRINCIPLES**

Earnings per share are measured by dividing net income attributable to ordinary shareholders by the weighted average number of shares outstanding over the period, excluding treasury shares. Net income attributable to ordinary shareholders takes account of dividend rights of preferred shareholders, such as holders of preferred shares,

subordinated securities or deeply subordinated notes classified in equity. Diluted earnings per share take into account the potential dilution of shareholders' interests in the event dilutive instruments (stock options or free share plans) are converted into ordinary shares. This dilutive effect is determined using the share buyback method.

## 1. EARNINGS PER SHARE

| (in millions of euros)   | 2015        | 2014*       |
|--|-------------|-------------|
| Net income, Group share  | 4,001       | 2,679       |
| Net attributable income to deeply subordinated notes   | (443)       | (399)       |
| Net attributable income to perpetual subordinated notes  | 8           | (7)         |
| Issuance fees relating to subordinated notes   | (7)         | (14)        |
| Net result related to the redemption of the perpetual subordinated notes                             | -           | 6           |
| Net income attributable to ordinary shareholders   | 3,559       | 2,265       |
| Weighted average number of ordinary shares outstanding <sup>(1)</sup>                                | 792,503,322 | 781,283,039 |
| Earnings per ordinary share (in euros)   | 4.49        | 2.90        |
| Average number of ordinary shares used in the dilution calculation <sup>(2)</sup>                    | 100,457     | 173,659     |
| Weighted average number of ordinary shares used in the calculation of diluted net earnings per share | 792,603,779 | 781,456,698 |
| Diluted earnings per ordinary share (in euros)   | 4.49        | 2.90        |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21 (see Note 1).

## 2. DIVIDENDS PAID

Dividends paid by the Group in 2015 amounted to EUR 1,891 million and are detailed in the following table:

| (in millions of euros)   | Group Share | Non-controlling interests | Total   |
|--------------------------|-------------|---------------------------|---------|
| Ordinary shares          | (943)       | (227)                     | (1,170) |
| o/w paid in shares       | -           | -                         | -       |
| o/w paid in cash         | (943)       | (227)                     | (1,170) |
| Other equity instruments | (715)       | (6)                       | (721)   |
| Total                    | (1,658)     | (233)                     | (1,891) |

<sup>(1)</sup> Excluding treasury shares.

<sup>(2)</sup> The number of shares used in the dilution calculation is computed using the "share buy-back" method and takes into account free shares and stock-option plans.

The dilutive effect of stock-option plans depends on the average Societe Generale share price, which at 31st December 2015 was EUR 42.36. Accordingly, at 31st December 2015, only free shares without performance conditions under the 2009 and 2010 stock option plans were considered as dilutive.

## NOTE 8 - ADDITIONAL DISCLOSURES

## NOTE 8.1 - SEGMENT REPORTING

## 1. DEFINITION OF SEGMENT REPORTING

The Group is managed on a matrix basis that takes into account its different business lines and the geographical breakdown of its activities. Segment reporting information is therefore presented under both criteria.

The Group includes in the results of each sub-division all operating income and expenses directly related to its activity. Income for each sub-division, except for the Corporate Centre, also includes the return on equity allocated to it, based on the estimated rate of return on Group equity. The return on the sub-division's book equity is then reallocated to the Corporate Centre. Transactions between subdivisions are carried out under the same terms and conditions as those applying to non-Group customers.

The Group's core businesses are managed through three strategic pillars:

- French Retail Banking, which includes the domestic networks Societe Generale, Crédit du Nord and Boursorama;
- International Retail Banking & Financial Services, which consists of:
  - International Retail Banking, including consumer finance activities,
  - Financial Services to Corporates (operational vehicle leasing and fleet management, equipment and vendor finance),
  - Insurance activities;

- Global Banking and Investor Solutions which comprises:
  - Global Markets and Investors Services,
  - Financing and Advisory.
  - Asset and Wealth Management.

In addition to the strategic pillars, the Corporate Centre acts as the Group's central funding department. As such, it recognises the carrying cost of equity investments in subsidiaries and related dividend payments, as well as income and expenses stemming from the Group's Asset and Liability Management (ALM) and income from the Group's management of its assets (management of its industrial and bank equity portfolio and of its real estate assets). Income or expenses that do not relate directly to the activity of the core businesses are also allocated to the Corporate Centre.

Segment income take intra-Group transactions into account, while these trasactions are eliminated from segment assets and liabilities. The tax rate levied on each business line is based on the standard tax rate applicable in each country where the division makes profits. Any difference with respect to the Group's tax rate is allocated to the Corporate Centre.

For the purpose of segment reporting by geographical region, segment profit or loss and assets and liabilities are presented based on the location of the booking entities.

## 2. SEGMENT REPORTING BY DIVISION AND SUB-DIVISION

Amounts by division and sub-division incorporate the new organisational structure of Group activities.

|  | Societe Gen | erale Group | French Ret | ail Banking | Corporate Centre <sup>(2)</sup> |         |
|--|-------------|-------------|------------|-------------|---------------------------------|---------|
| (in millions of euros)                                       | 2015        | 2014*       | 2015       | 2014*       | 2015                            | 2014*   |
| Net banking income   | 25,639      | 23,561      | 8,550      | 8,275       | 318                             | (864)   |
| Operating Expenses <sup>(1)</sup>                            | (16,893)    | (16,037)    | (5,486)    | (5,357)     | (160)                           | (103)   |
| Gross operating income                                       | 8,746       | 7,524       | 3,064      | 2,918       | 158                             | (967)   |
| Cost of risk   | (3,065)     | (2,967)     | (824)      | (1,041)     | (591)                           | (403)   |
| Operating income   | 5,681       | 4,557       | 2,240      | 1,877       | (433)                           | (1,370) |
| Net income from companies accounted for by the equity method | 231         | 213         | 42         | 45          | 23                              | 20      |
| Net income / expense from other assets                       | 197         | 109         | (26)       | (21)        | 163                             | 333     |
| Impairment of goodwill                                       | -           | (525)       | -          | -           | -                               | -       |
| Earnings before tax  | 6,109       | 4,354       | 2,256      | 1,901       | (247)                           | (1,017) |
| Income tax   | (1,714)     | (1,376)     | (839)      | (704)       | 78                              | 302     |
| Net income before non-controlling interests                  | 4,395       | 2,978       | 1,417      | 1,197       | (169)                           | (715)   |
| Non-controlling interests                                    | 394         | 299         | -          | (7)         | 132                             | 89      |
| Net income, Group share                                      | 4,001       | 2,679       | 1,417      | 1,204       | (301)                           | (804)   |

## International retail Banking & Financial Services

|  | Internatio<br>Bank |         |       | Services<br>porates | Insurance |       |
|--|--------------------|---------|-------|---------------------|-----------|-------|
| (in millions of euros)                                       | 2015               | 2014*   | 2015  | 2014*               | 2015      | 2014* |
| Net banking income   | 4,998              | 5,339   | 1,506 | 1,328               | 825       | 757   |
| Operating Expenses <sup>(1)</sup>                            | (3,206)            | (3,263) | (774) | (716)               | (327)     | (300) |
| Gross operating income                                       | 1,792              | 2,076   | 732   | 612                 | 498       | 457   |
| Cost of risk   | (1,127)            | (1,354) | (119) | (88)                | -         | -     |
| Operating income   | 665                | 722     | 613   | 524                 | 498       | 457   |
| Net income from companies accounted for by the equity method | 16                 | 13      | 55    | 37                  | -         | -     |
| Net income / expense from other assets <sup>(3)</sup>        | (36)               | (198)   | -     | -                   | (1)       | -     |
| Impairment of goodwill                                       | -                  | (525)   | -     | -                   | -         | -     |
| Earnings before tax  | 645                | 12      | 668   | 561                 | 497       | 457   |
| Income tax   | (138)              | (148)   | (192) | (166)               | (159)     | (145) |
| Net income before non-controlling interests                  | 507                | (136)   | 476   | 395                 | 338       | 312   |
| Non-controlling interests                                    | 241                | 195     | 2     | 3                   | 1         | 3     |
| Net income, Group share                                      | 266                | (331)   | 474   | 392                 | 337       | 309   |

## **Global Banking and Investor Solutions**

|  |         | Global Markets and<br>Investors Services |         | nd Advisory | Asset and Wealth<br>Management |       |
|--|---------|--|---------|-------------|--------------------------------|-------|
| (in millions of euros)                                       | 2015    | 2014*                                    | 2015    | 2014*       | 2015                           | 2014* |
| Net banking income   | 5,970   | 5,628                                    | 2,392   | 2,060       | 1,080                          | 1,038 |
| Operating Expenses <sup>(1)</sup>                            | (4,566) | (4,126)                                  | (1,533) | (1,303)     | (841)                          | (869) |
| Gross operating income                                       | 1,404   | 1,502                                    | 859     | 757         | 239                            | 169   |
| Cost of risk   | (66)    | (35)                                     | (312)   | (40)        | (26)                           | (6)   |
| Operating income   | 1,338   | 1,467                                    | 547     | 717         | 213                            | 163   |
| Net income from companies accounted for by the equity method | 6       | -  | (6)     | -           | 95                             | 98    |
| Net income / expense from other assets                       | -       | 2  | 98      | (10)        | (1)                            | 3     |
| Impairment of goodwill                                       | -       | -  | -       |             | -                              | -     |
| Earnings before tax  | 1,344   | 1,469                                    | 639     | 707         | 307                            | 264   |
| Income tax   | (351)   | (378)                                    | (51)    | (91)        | (62)                           | (46)  |
| Net income before non-controlling interests                  | 993     | 1,091                                    | 588     | 616         | 245                            | 218   |
| Non-controlling interests                                    | 14      | 12                                       | 3       | 3           | 1                              | 1     |
| Net income, Group share                                      | 979     | 1,079                                    | 585     | 613         | 244                            | 217   |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 due to:

<sup>-</sup> the retrospective application of IFRIC 21;

<sup>-</sup> adjustments of normative capital calculation method within business lines;

<sup>-</sup> changes in allocation rules within International Retail Banking & Financial Services;

<sup>-</sup> the restructuring of the Global Banking and Investor Solutions business lines in the 1st half of 2015 (see Note 2.2).

<sup>(1)</sup> Including depreciation and amortisation.

<sup>(2)</sup> Income and expenses not directly related to the business line activities are recorded in the Corporate Centre's income. Thus the debt revaluation differences linked to own credit risk (EUR +782 million at 31st December 2015), are allocated to the Corporate Centre.

<sup>(3)</sup> O/w EUR -200 million for the discontinuation of the consumer finance activity in Brazil in 2014.

|                                    | Societe Generale Group               |                                       | French Ret                           | tail Banking                          | Corporate Centre <sup>(5)</sup>      |                                       |
|------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|---------------------------------------|
| (in millions of euros)             | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* |
| Segment assets                     | 1,334,391                            | 1,308,138                             | 219,420                              | 201,803                               | 120,221                              | 107,243                               |
| Segment liabilities <sup>(4)</sup> | 1,271,716                            | 1,249,264                             | 210,926                              | 196,057                               | 93,692                               | 91,070                                |

## **International Retail Banking & Financial Services**

|                                    |                                      |                                       |                                      | ū                                     |                                      |                           |  |
|------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|---------------------------|--|
|                                    | International<br>Retail Banking      |                                       |                                      | l Services<br>porates                 | Insurance                            |                           |  |
| (in millions of euros)             | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* | 31 <sup>st</sup><br>December<br>2015 | 31st<br>December<br>2014* |  |
| Segment assets                     | 109,039                              | 112,038                               | 31,481                               | 29,104                                | 120,371                              | 113,897                   |  |
| Segment liabilities <sup>(4)</sup> | 83,912                               | 85,032                                | 10,125                               | 9,522                                 | 113,483                              | 107,676                   |  |

## **Global Banking and Investor Solutions**

|                                    | Global Markets and<br>Investors Services |                                       | Financing a                          | nd Advisory                           | Asset and Wealth<br>Management       |                                       |  |
|------------------------------------|--|---------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|---------------------------------------|--|
| (in millions of euros)             | 31 <sup>st</sup><br>December<br>2015     | 31 <sup>st</sup><br>December<br>2014* | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* |  |
| Segment assets                     | 603,471                                  | 627,786                               | 96,157                               | 83,708                                | 34,231                               | 32,559                                |  |
| Segment liabilities <sup>(4)</sup> | 702,901                                  | 706,678                               | 28,393                               | 24,659                                | 28,284                               | 28,570                                |  |

 $<sup>^{\</sup>star}$  Amounts restated relative to the financial statements published at 31st December 2014 due to:

<sup>-</sup> the retrospective application of IFRIC 21;

<sup>-</sup> adjustments of normative capital calculation method within business lines;

<sup>-</sup> changes in allocation rules within International Retail Banking & Financial Services;

<sup>-</sup> the restructuring of the Global Banking and Investor Solutions business lines in the 1st half of 2015 (see Note 2.2).

<sup>(4)</sup> Segment liabilities correspond to debts (i.e. total liabilities excluding equity).

<sup>(5)</sup> Assets and liabilities not directly related to the business lines activities are recorded on the Corporate Centre's balance sheet. Thus the debt revaluation differences linked to own credit risk and the revaluation differences of the credit derivative instruments hedging the loans and receivables portfolios are allocated to the Corporate Centre.

## 3. SEGMENT REPORTING BY GEOGRAPHICAL REGION

## GEOGRAPHICAL BREAKDOWN OF NET BANKING INCOME

|   | Fra    | nce    | Eui   | ope   | Americas |       |  |
|---|--------|--------|-------|-------|----------|-------|--|
| (in millions of euros)  | 2015   | 2014*  | 2015  | 2014  | 2015     | 2014  |  |
| Net interest and similar income <sup>(6)</sup>                  | 4,403  | 4,121  | 3,894 | 4,486 | (115)    | 264   |  |
| Net fee income  | 3,918  | 4,188  | 1,634 | 1,673 | 555      | 139   |  |
| Net income / expense from financial transactions <sup>(6)</sup> | 3,844  | 1,781  | 1,739 | 2,361 | 1,472    | 884   |  |
| Other net operating income                                      | 17     | 576    | 1,401 | 1,293 | 20       | 1     |  |
| Net banking income  | 12,182 | 10,666 | 8,668 | 9,813 | 1,932    | 1,288 |  |

|   | Asia/C | )ceania | Afı   | rica  | Total  |        |  |
|---|--------|---------|-------|-------|--------|--------|--|
| (in millions of euros)  | 2015   | 2014    | 2015  | 2014  | 2015   | 2014*  |  |
| Net interest and similar income <sup>(6)</sup>                  | 320    | 368     | 804   | 760   | 9,306  | 9,999  |  |
| Net fee income  | 218    | 149     | 353   | 326   | 6,678  | 6,475  |  |
| Net income / expense from financial transactions <sup>(6)</sup> | 1,100  | 145     | 69    | 48    | 8,224  | 5,219  |  |
| Other net operating income                                      | 7      | 2       | (14)  | (4)   | 1,431  | 1,868  |  |
| Net banking income  | 1,645  | 664     | 1,212 | 1,130 | 25,639 | 23,561 |  |

<sup>(6)</sup> Dividend income was transfered from Net interest and similar Income to Net income / expense on financial transactions.

## **GEOGRAPHICAL BREAKDOWN OF BALANCE SHEET ITEMS**

|                                    | France                               |                                       | Eur                                  | ope                                  | Americas                             |                                      |
|------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| (in millions of euros)             | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014 | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014 |
| Segment assets                     | 955,096                              | 943,223                               | 227,120                              | 178,848                              | 96,289                               | 124,468                              |
| Segment liabilities <sup>(7)</sup> | 898,441                              | 929,064                               | 222,822                              | 164,879                              | 97,489                               | 114,212                              |

|                                    | Asia/Oceania                         |                                      | Africa                               |                                      | Total                                |                                       |
|------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|---------------------------------------|
| (in millions of euros)             | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014 | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014 | 31 <sup>st</sup><br>December<br>2015 | 31 <sup>st</sup><br>December<br>2014* |
| Segment assets                     | 35,795                               | 41,354                               | 20,091                               | 20,245                               | 1,334,391                            | 1,308,138                             |
| Segment liabilities <sup>(7)</sup> | 34,386                               | 23,234                               | 18,578                               | 17,875                               | 1,271,716                            | 1,249,264                             |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21(see Note 1).

<sup>(7)</sup> Segment liabilities correspond to debts (i.e. total liabilities excluding equity).

## NOTE 8.2 - TANGIBLE AND INTANGIBLE FIXED ASSETS

## **ACCOUNTING PRINCIPLES**

Tangible and intangible fixed assets include operating and investment fixed assets. Equipment assets held for operating leases purpose are included in operating tangible assets, while buildings held for leasing purposes are included in investment properties.

Tangible and intangible fixed assets are carried at their purchase price on the asset side of the balance sheet, less depreciation, amortisation and impairment.

The purchase price of fixed assets includes borrowing costs incurred to fund a lengthy construction period for the fixed assets, along with all other directly attributable expenses. Investment subsidies received are deducted from the cost of the relevant assets. Software developed internally is recorded on the asset side of the balance sheet in the amount of the direct cost of development.

As soon as they are fit for use, fixed assets are depreciated or amortised using the component based approach. Each component is depreciated or amortised over its own useful life. The Group has applied this approach to its operating properties, breaking down its assets into components with depreciation periods of 10 to 50 years. Depreciation periods for fixed assets other than buildings depend on their useful life, which is usually estimated at 3 to 20 years.

Any residual value of the asset is deducted from its depreciable amount. If there is a subsequent decrease or increase in this initial residual value, the depreciable amount of the asset is adjusted, leading to a prospective modification of the depreciation schedule.

Depreciation and amortisation are recorded in the income statement under Amortisation, depreciation and impairment of tangible and intangible fixed assets.

Fixed assets grouped into Cash Generating Units are tested for impairment whenever there is any indication that their value may have diminished. Allocations and reversals of provisions for impairment are recorded in the income statement under Amortisation, depreciation and impairment of tangible and intangible fixed assets.

Realised capital gains and losses on operating fixed assets are recognised under Net income from other assets.

Profits or losses on operating lease assets and on investment property are recognised under Income from other activities and Expenses from other activities (see Note 4.2).

## CHANGES IN TANGIBLE AND INTANGIBLE FIXED ASSETS

| (in millions of euros)                          | Gross<br>book value<br>at 31 <sup>st</sup><br>December<br>2014 | Acquisitions | Disposals | Changes in<br>translation,<br>consolidation<br>scope and<br>reclassifications | Gross<br>value<br>at 31st<br>December<br>2015 | Depreciation and<br>amortisation of<br>assets at 31st<br>December 2014 | Allocations to<br>amortisation<br>and deprecia-<br>tion in 2015 | Impairment<br>of assets<br>in 2015 | Write-backs<br>from amor-<br>tisation and<br>depreciation<br>in 2015 | Changes in<br>translation,<br>consolidation<br>scope and<br>reclassifications | Net book<br>value<br>at 31st<br>December<br>2015 | Net book<br>value<br>at 31 <sup>st</sup><br>December<br>2014 |
|---|--|--------------|-----------|---|---|--|---|------------------------------------|--|---|--|--|
| Intangible assets                               | 4,951  | 493          | (41)      | (97)  | 5,306   | (3,360)  | (413)   | -                                  | 17   | 72  | 1,622  | 1,591  |
| Operating tangible assets                       | 10,930   | 679          | (682)     | (234)   | 10,693  | (5,919)  | (509)   | (12)                               | 584  | 248   | 5,085  | 5,011  |
| Lease assets of specialised financing companies | 15,778   | 6,074        | (4,796)   | 249   | 17,305  | (5,002)  | (2,656)   | (36)                               | 2,481  | (34)  | 12,058   | 10,776   |
| Investment properties                           | 639  | 151          | (5)       | (3)   | 782   | (100)  | (19)  | (13)                               | 3  | 3   | 656  | 539  |
| Total tangible and intangible fixed assets      | 32,298   | 7,397        | (5,524)   | (85)  | 34,086  | (14,381)   | (3,597)   | (61)                               | 3,085  | 289   | 19,421   | 17,917   |

## BREAKDOWN OF MINIMUM PAYMENTS RECEIVABLE ON OPERATING LEASE ASSETS

| (in millions of euros)                   | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Breakdown of minimum payments receivable |                    |                    |
| due in less than 1 year                  | 3,356              | 3,007              |
| due in 1-5 years                         | 5,118              | 5,061              |
| due in more than 5 years                 | 22                 | 23                 |
| Total minimum future payments receivable | 8,496              | 8,091              |

## NOTE 8.3 - FOREIGN EXCHANGE TRANSACTIONS

#### **ACCOUNTING PRINCIPLES**

At the balance sheet date, monetary assets and liabilities denominated in foreign currencies are translated into the entity's functional currency at the prevailing spot exchange rate. Realised or unrealised foreign exchange losses or gains are recognised in the income statement under Net gains and losses on financial instruments at fair value through profit or loss (see Note 3.1).

Forward foreign exchange transactions are recognised at fair value based on the forward exchange rate for the remaining maturity. Spot foreign exchange positions are valued using the official spot rates prevailing at the end of the period. Unrealised gains and losses are recognised in the income statement under Net gains and losses on financial instruments at fair value through profit or loss (see Note 3.1), except when hedge accounting is applied to a cash-flow hedge transaction or to a hedge of a net investment in a foreign operation (see Note 3.2).

Non-monetary financial assets denominated in foreign currencies, including shares and other equity instruments that are not measured at fair value through profit or loss, are translated into the entity's functional currency at the exchange rate prevailing at the end of the period. Foreign exchange differences arising on these financial assets are booked in equity among Unrealised or deferred gains and losses and are only recorded in the income statement when sold or impaired or where the currency risk is fair value-hedged. In particular, if a non-monetary asset is funded by a liability denominated in the same currency and if a fair value hedge relationship has been documented between these two financial instruments to hedge the foreign currency risk, the asset is translated at the spot rate prevailing at the end of the period while booking the impact of exchange rate fluctuations to income.

|                        | 31st December 2015 |             |  | 31st December 2014*                         |           |             |  |   |
|------------------------|--------------------|-------------|--|---|-----------|-------------|--|---|
| (in millions of euros) | Assets             | Liabilities | Currencies<br>bought,<br>not yet<br>received | Currencies<br>sold,<br>not yet<br>delivered | Assets    | Liabilities | Currencies<br>bought,<br>not yet<br>received | Currencies<br>sold,<br>not yet<br>delivered |
| EUR                    | 760,374            | 746,574     | 20,811                                       | 19,937                                      | 770,387   | 804,839     | 17,383                                       | 18,704                                      |
| USD                    | 324,591            | 324,715     | 43,752                                       | 49,152                                      | 320,543   | 282,406     | 39,950                                       | 40,091                                      |
| GBP                    | 69,513             | 58,518      | 7,836  | 12,791                                      | 52,643    | 43,044      | 3,224  | 5,448                                       |
| JPY                    | 41,084             | 64,231      | 21,168                                       | 17,611                                      | 37,032    | 48,595      | 8,788  | 9,081                                       |
| AUD                    | 6,122              | 5,712       | 3,640  | 4,923                                       | 5,074     | 4,859       | 2,430  | 2,805                                       |
| CZK                    | 29,046             | 30,656      | 270  | 130   | 30,229    | 31,867      | 507  | 1,009                                       |
| RUB                    | 9,843              | 6,789       | 21   | 43  | 11,379    | 9,435       | 307  | 202   |
| RON                    | 6,595              | 7,256       | 47   | 189   | 5,281     | 6,517       | 49   | 98  |
| Other currencies       | 87,223             | 89,940      | 18,256                                       | 15,131                                      | 75,570    | 76,576      | 13,495                                       | 12,023                                      |
| Total                  | 1,334,391          | 1,334,391   | 115,801                                      | 119,907                                     | 1,308,138 | 1,308,138   | 86,133                                       | 89,461                                      |

<sup>\*</sup> Amounts restated relative to the financial statements published at 31st December 2014 according to the retrospective application of IFRIC 21(see Note 1).

## NOTE 8.4 - COMPANIES INCLUDED IN THE CONSOLIDATION SCOPE

|   |  |         | Group ownership<br>interest |                             | Group voting interest       |                             |
|---|--|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Country   | Activity                               | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |
| South Africa  | Activity                               | Metriou | 2013                        | 2014                        | 2013                        | 2014                        |
| (1) SG JOHANNESBURG   | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Albania   |  |         |                             |                             |                             |                             |
| BANKA SOCIETE GENERALE ALBANIA SH.A.  | Bank                                   | FULL    | 88.64                       | 88.64                       | 88.64                       | 88.64                       |
| Algeria   |  |         |                             |                             |                             |                             |
| SOCIETE GENERALE ALGERIE  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALD AUTOMOTIVE ALGERIE SPA  | Specialist Financing                   | FULL    | 99.99                       | 99.99                       | 99.99                       | 99.99                       |
| Germany   | openano:a.ionig                        |         |                             |                             |                             |                             |
| (3) AKRUN EINS GRUNDSTUCKS-VERMIETUNGSGESELLSCHAFT<br>MBH & CO. OBJEKT SEREN 1 KG | Real Estate and Real Estate Financing  | FULL    |                             | -                           |                             | 100.00                      |
| ALD AUTOLEASING D GMBH  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALD INTERNATIONAL GROUP HOLDINGS GMBH   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALD INTERNATIONAL GROOT HOLDINGS GMBH   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALD LEASE FINANZ GMBH   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| BANK DEUTSCHES KRAFTFAHRZEUGGEWERBE GMBH  | Specialist Financing                   | FULL    | 99.86                       | 99.83                       | 51.00                       | 51.00                       |
| BDK LEASING UND SERVICE GMBH  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| CAR PROFESSIONAL FUHRPARKMANAGEMENT UND   |  |         |                             |                             |                             |                             |
| BERATUNGSGESELLSCHAFT MBH & CO. KG  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| CARPOOL GMBH  | Brokers                                | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1)(2) EFS SA BRANCH HAMBOURG   | Financial Companies                    | FULL    |                             | 100.00                      |                             | 100.00                      |
| EUROPARC DREILINDEN GMBH  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| EUROPARC GMBH   | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| EUROPARC KERPEN GMBH  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| GEFA GESELLSCHAFT FUR ABSATZFINANZIERUNG MBH                                      | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| GEFA LEASING GMBH   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| GEFA VERSICHERUNGSDIENST GMBH   | Insurance                              | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| HANSEATIC BANK GMBH & CO KG   | Specialist Financing                   | FULL    | 75.00                       | 75.00                       | 75.00                       | 75.00                       |
| HANSEATIC GESELLSCHAFT FUR BANKBETEILIGUNGEN MBH                                  | Portfolio Management                   | FULL    | 75.00                       | 75.00                       | 100.00                      | 100.00                      |
| HSCE HANSEATIC SERVICE CENTER GMBH  | Services                               | FULL    | 75.00                       | 75.00                       | 100.00                      | 100.00                      |
| (5) IFVB INSTITUT FUR VERMOGENSBILDUNG GMBH                                       | Services                               | FULL    |                             | 75.19                       |                             | 100.00                      |
| INTERLEASING DELLO HAMBURG GMBH   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (4) MILAHA QATAR GMBH & CO.KG   | Financial Companies                    | FULL    |                             | 60.00                       |                             | 29.00                       |
| (4) MILAHA RAS LAFFAN GMBH & CO.KG  | Financial Companies                    | FULL    |                             | 60.00                       |                             | 29.00                       |
| (5) NAMENDO GMBH  | Services                               | FULL    |                             | 75.19                       |                             | 100.00                      |
| ONVISTA   | Financial Companies                    | FULL    | 100.00                      | 75.19                       | 100.00                      | 94.57                       |
| ONVISTA BANK  | Brokers                                | FULL    | 100.00                      | 75.19                       | 100.00                      | 100.00                      |
| (5) ONVISTA BETEILIGUNG HOLDING GMBH  | Services                               | FULL    |                             | 75.19                       |                             | 100.00                      |
| ONVISTA MEDIA GMBH  | Services                               | FULL    | 100.00                      | 75.19                       | 100.00                      | 100.00                      |
| PEMA GMBH   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| PODES DREI GRUNDSTUCKS-VERMIETUNGSGESELLSCHAFT<br>MBH &CO OBJEKTE WEL 4 KG        | Real Estate and Real Estate Financing  | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| PODES GRUNDSTUCKS - VERMIETUNGSGESELLSCHAFT MBH & CO OBJEKTE WEL 3 KG             | Real Estate and Real Estate Financing  | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| PODES ZWEI GRUNDSTUCKS-VERMIETUNGSGESELLSCHAFT<br>MBH &CO OBJEKTE WEL 3 KG        | Real Estate and Real Estate Financing  | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| (3) RED & BLACK AUTO GERMANY 1 UG (HAFTUNGSBESCHRANKT)                            | Financial Companies                    | FULL    |                             | -                           |                             | 100.00                      |
| RED & BLACK AUTO GERMANY 2 UG (HAFTUNGSBESCHRANKT)                                | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| (6) RED & BLACK AUTO GERMANY 3 UG (HAFTUNGSBESCHRANKT)                            | Financial Companies                    | FULL    | -                           |                             | 100.00                      |                             |
| RED & BLACK CAR SALES 1UG   | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| RED & BLACK TME GERMANY 1 UG  | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| SG EFFEKTEN   | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG EQUIPMENT FINANCE INTERNATIONAL GMBH   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG EQUIPMENT FINANCE SA & CO KG   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SG FRANCFORT  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |

|  |                      |         | Group ownership<br>interest |                             | Group voting<br>interest        |                             |
|--|----------------------|---------|-----------------------------|-----------------------------|---------------------------------|-----------------------------|
| Country  |                      | Method* | at 31st<br>December         | at 31st<br>December<br>2014 | at 31 <sup>st</sup><br>December | at 31st<br>December<br>2014 |
| (1) SOGECAP DEUTSCHE NIEDERLASSUNG                                       | Activity Insurance   | FULL    | 2015<br>100.00              | 100.00                      | 2015<br>100.00                  | 100.00                      |
| (1) SOGECAP RISQUES DIVERS DEUTSCHE NIEDERLASSUNG                        | Insurance            | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| (5) TOAST MEDIA GMBH   | Services             | FULL    | 100.00                      | 75.19                       | 100.00                          | 100.00                      |
| (5) TRADE & GET GMBH   | Services             | FULL    |                             | 75.19                       |                                 | 100.00                      |
| SOCIETE GENERALE SECURITIES SERVICES GMBH                                | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| Australia  | Specialist i mancing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SOCIETE GENERALE SECURITIES AUSTRALIA PTY LTD                            | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| Austria  | DIORCIO              | TOLL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| ALD AUTOMOTIVE FUHRPARKMANAGEMENT UND LEASING GMBH                       | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SG EQUIPMENT LEASING AUSTRIA GMBH  | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| (1) SG VIENNE  | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| Bahamas  |                      |         |                             |                             |                                 |                             |
| SG PRIVATE BANKING (BAHAMAS) LTD.  | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| Belgium  |                      |         |                             |                             |                                 |                             |
| (6) AXUS FINANCE SPRL  | Specialist Financing | FULL    | 100.00                      |                             | 100.00                          |                             |
| AXUS SA/NV   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| BASTION EUROPEAN INVESTMENTS S.A.  | Financial Companies  | FULL    | 60.74                       | 60.74                       | 100.00                          | 100.00                      |
| MILFORD  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| PEMA TRUCK TRAILER VERHUUR   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| (1) SG BRUXELLES   | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| (1) SG EQUIPMENT FINANCE BENELUX B.V. BELGIAN BRANCH                     | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SOCIETE GENERALE IMMOBEL   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SOCIETE GENERALE PRIVATE BANKING NV/SA                                   | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| Benin  | Dunk                 | TOLL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SOCIETE GENERALE BENIN   | Bank                 | FULL    | 83.19                       | 83.19                       | 83.85                           | 83.85                       |
| Bermuda  |                      |         |                             |                             |                                 |                             |
| CATALYST RE INTERNATIONAL LTD.   | Insurance            | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| CATALYST RE LTD.   | Insurance            | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| Brazil   |                      |         |                             |                             |                                 |                             |
| ALD AUTOMOTIVE S.A.  | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| BANCO CACIQUE S.A.   | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| BANCO PECUNIA S.A.   | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| BANCO SOCIETE GENERALE BRASIL S.A.                                       | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| CACIQUE PROMOTORA DE VENDAS LTDA   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| COBRACRED COBRANCA ESPECIALIZADA LTDA                                    | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| CREDIAL EMPREENDIMENTOS E SERVICOS LTDA                                  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| MORDENO SOCIEDADES ANONIMAS  | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| NEWEDGE REPRESENTACOES LTDA (NEWEDGE BRAZIL)                             | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SG EQUIPMENT FINANCE S.A. ARRENDAMENTO MERCANTIL                         | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SG SD FUNDO DE INVESTIMENTO MULTIMERCADO -<br>INVESTIMENTO NO EXTERIOR   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| SOCIETE GENERALE S.A. CORRETORA DE CAMBIO, TITULOS E VALORES MOBILIARIOS | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
| Bulgaria   |                      |         |                             |                             |                                 |                             |
| REGIONAL URBAN DEVELOPMENT FUND  | Specialist Financing | FULL    | 51.86                       | 51.86                       | 52.00                           | 52.00                       |
| SG EXPRESS BANK  | Bank                 | FULL    | 99.74                       | 99.74                       | 99.74                           | 99.74                       |
| SOCIETE GENERALE FACTORING   | Specialist Financing | FULL    | 99.74                       | 99.74                       | 100.00                          | 100.00                      |
| SOGELEASE BULGARIA   | Specialist Financing | FULL    | 99.74                       | 99.74                       | 100.00                          | 100.00                      |
| Burkina Faso   | opoliulot i munolity | TOLL    | 33.14                       | 33.14                       | 100.00                          | 100.00                      |
| SOCIETE GENERALE BURKINA FASO  | Bank                 | FULL    | 51.27                       | 51.27                       | 52.61                           | 52.61                       |
| Cameroon   | Dalin                | I OLL   | 01.41                       | 01.41                       | JZ.U1                           | JZ.U1                       |
| SOCIETE GENERALE CAMEROUN  | Bank                 | FULL    | 58.08                       | 58.08                       | 58.08                           | 58.08                       |
| Canada   | Duit                 | FULL    | 30.00                       | 30.00                       | 30.00                           | 36.06                       |
| SG CONSTELLATION CANADA LTD.   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100.00                      |
|  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                          | 100                         |

|   |  |         | Group ownership<br>interest |                             | Group voting<br>interest    |                             |
|---|--|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Country   | Activity                               | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |
| SG HAMBROS TRUST COMPANY (CANADA) INC                         | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SOCIETE GENERALE (CANADA BRANCH)                          | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE (CANADA)                                     | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE CAPITAL CANADA INC                           | Brokers                                | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| China   |  |         |                             |                             |                             |                             |
| ALD FORTUNE AUTO LEASING & RENTING SHANGHAI CO. LTD           | Specialist Financing                   | ESI     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| FORTUNE SG FUND MANAGEMENT CO., LTD.                          | Financial Companies                    | EJV     | 49.00                       | 49.00                       | 49.00                       | 49.00                       |
| SOCIETE GENERALE (CHINA) LIMITED                              | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE LEASING AND RENTING CO. LTD                  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Cyprus  |  |         |                             |                             |                             |                             |
| VPRG LIMITED  | Group Real Estate Management Companies | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                      |
| South Korea   |  |         |                             |                             |                             |                             |
| (1)(2) NEWEDGE FINANCIAL HONG KONG LTD (SEOUL BRANCH)         | Brokers                                | FULL    |                             | 100.00                      |                             | 100.00                      |
| (1)(2) SG SEC. (HK) LTD, SEOUL BRANCH                         | Brokers                                | FULL    |                             | 100.00                      |                             | 100.00                      |
| (1) SG SEOUL  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG SECURITIES KOREA, LTD                                      | Brokers                                | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Ivory Coast   |  |         |                             |                             |                             |                             |
| SG DE BANQUES EN COTE D'IVOIRE                                | Bank                                   | FULL    | 73.25                       | 73.25                       | 73.25                       | 73.25                       |
| SOGEBOURSE EN COTE D'IVOIRE                                   | Portfolio Management                   | FULL    | 71.27                       | 71.27                       | 100.00                      | 100.00                      |
| Croatia   |  |         |                             |                             |                             |                             |
| ald automotive d.o.o. za. operativni i financijski<br>Leasing | Specialist Financing                   | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG LEASING D.O.O.   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE-SPLITSKA BANKA D.D.                          | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Curação   | Dum                                    |         | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SGA SOCIETE GENERALE ACCEPTANCE N.V                           | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Denmark   |  |         |                             |                             |                             |                             |
| ALD AUTOMOTIVE A/S  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| NF FLEET A/S  | Specialist Financing                   | FULL    | 80.00                       | 80.00                       | 80.00                       | 80.00                       |
| PEMA LAST OG- TRAILERUDLEJNING A/S                            | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SG FINANS AS DANISH BRANCH                                | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| United Arab Emirates  |  |         |                             |                             |                             |                             |
| (1)(5) NEWEDGE GROUP (DUBAI BRANCH)                           | Brokers                                | FULL    |                             | 100.00                      |                             | 100.00                      |
| (1)(2) SOCIETE GENERALE BANK & TRUST DUBAI                    | Bank                                   | FULL    |                             | 100.00                      |                             | 100.00                      |
| (1) SOCIETE GENERALE DUBAI                                    | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Spain   |  |         |                             |                             |                             |                             |
| ALD AUTOMOTIVE S.A.U  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALTURA MARKETS, SOCIEDAD DE VALORES, SA                       | Brokers                                | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| (1) GENEFIM SUCURSAL EN ESPANA                                | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SELF TRADE BANK SA  | Brokers                                | FULL    | 100.00                      | 40.55                       | 100.00                      | 51.00                       |
| SG EQUIPMENT FINANCE IBERIA, E.F.C, S.A.                      | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCGEN INVERSIONES FINANCIERAS SA                             | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SOCIETE GENERALE SUCCURSAL EN ESPANA                      | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SODEPROM  | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Estonia   | •                                      |         |                             |                             |                             |                             |
| ALD AUTOMOTIVE EESTI AS                                       | Specialist Financing                   | ESI     | 75.01                       | 75.01                       | 75.01                       | 75.01                       |
| United States   | , 5                                    |         | . 0.01                      | . 0.01                      |                             |                             |
| AEGIS HOLDINGS (ONSHORE) INC.                                 | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (2) ANTALIS US FUNDING CORP                                   | Financial Companies                    | FULL    | . 50.00                     | -                           | . 30.00                     | 100.00                      |
| CGI FINANCE INC   | Financial Companies                    | FULL    | 99.89                       | 99.88                       | 100.00                      | 100.00                      |
| CGI NORTH AMERICA INC.  | Specialist Financing                   | FULL    | 99.89                       | 99.88                       | 100.00                      | 100.00                      |
| CLASSIC YACHT DOCUMENTATION, INC.                             | Services                               | FULL    | 99.89                       | 99.88                       | 100.00                      | 100.00                      |
| LYXOR ASSET MANAGEMENT HOLDING CORP.                          | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| LIAUTAGOLT WANALIWENT HOLDING CONT.                           | i ortiono managomoni                   | 1 OLL   | 100.00                      | 100.00                      | 100.00                      | 100.00                      |

|  |                                       |         | Group ownership<br>interest |                             | Group voting interest       |                             |
|--|---------------------------------------|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Country                                    | Activity                              | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |
| LYXOR ASSET MANAGEMENT INC.                | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| NEWEDGE FACILITIES MANAGEMENT INC          | Services                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (5) NEWEDGE USA, LLC                       | Brokers                               | FULL    |                             | 100.00                      |                             | 100.00                      |
| SG AMERICAS EQUITIES CORP.                 | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG AMERICAS OPERATIONAL SERVICES, INC.     | Services                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG AMERICAS SECURITIES HOLDINGS, LLC       | Bank                                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG AMERICAS SECURITIES, LLC                | Brokers                               | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG AMERICAS, INC.                          | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG CONSTELLATION, INC.                     | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG EQUIPMENT FINANCE USA CORP.             | Specialist Financing                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG MORTGAGE FINANCE CORP.                  | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG REINSURANCE INTERMEDIARY BROKERAGE, LLC | Insurance                             | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG STRUCTURED PRODUCTS, INC.               | Specialist Financing                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SGAIH. INC.                                | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SGB FINANCE NORTH AMERICA INC.             | Financial Companies                   | FULL    | 50.94                       | 50.94                       | 100.00                      | 100.00                      |
| (1) SOCIETE GENERALE (NEW YORK)            | Bank                                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
|  |                                       |         |                             |                             |                             |                             |
| SOCIETE GENERALE ENERGY LLC                | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE FINANCIAL CORPORATION     | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE INVESTMENT CORPORATION    | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (2) SOCIETE GENERALE NORTH AMERICA, INC.   | Financial Companies                   | FULL    |                             | 100.00                      |                             | 100.00                      |
| TROPICANA FUNDING INCORPORATED             | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SGAIF, LLC                                 | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| TENDER OPTION BOND PROGRAM                 | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Finland                                    |                                       |         |                             |                             |                             |                             |
| AXUS FINLAND OY                            | Specialist Financing                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (6) EASY KM OY                             | Specialist Financing                  | FULL    | 100.00                      |                             | 100.00                      |                             |
| NF FLEET OY                                | Specialist Financing                  | FULL    | 80.00                       | 80.00                       | 80.00                       | 80.00                       |
| France                                     |                                       |         |                             |                             |                             |                             |
| 9 RUE DES BIENVENUS                        | Real Estate and Real Estate Financing | FULL    | 86.50                       | 86.50                       | 100.00                      | 100.00                      |
| AIR BAIL                                   | Specialist Financing                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| AIX - BORD DU LAC - 3                      | Real Estate and Real Estate Financing | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| ALBIGNY AVORAUX                            | Real Estate and Real Estate Financing | FULL    | 86.50                       | 86.50                       | 100.00                      | 100.00                      |
| ALD AUTOMOTIVE RUSSIE SAS                  | Specialist Financing                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALD INTERNATIONAL                          | Specialist Financing                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALPRIM                                     | Real Estate and Real Estate Financing | FULL    | 60.00                       | 60.00                       | 60.00                       | 60.00                       |
| (4) AMUNDI GROUP                           | Financial Companies                   | ESI     |                             | 20.00                       |                             | 20.00                       |
| ANTALIS SA                                 | Financial Companies                   | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| ANTARIUS                                   | Insurance                             | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| ANTARIUS FONDS ACTIONS PLUS                | Financial Companies                   | EJV     | -                           | -                           | 99.89                       | 99.89                       |
| ANTARIUS FONDS OBLIGATAIRE                 | Financial Companies                   | EJV     | -                           | -                           | 99.95                       | 99.95                       |
| ANTARIUS OBLI 1-3 ANS                      | Financial Companies                   | EJV     | -                           | -                           | 100.00                      | 100.00                      |
| ANTARIUS ROTATION SECTORIELLE              | Financial Companies                   | EJV     | _                           | _                           | 97.29                       | 97.29                       |
| AQPRIM                                     | Real Estate and Real Estate Financing | FULL    | 55.00                       | 55.00                       | 55.00                       | 55.00                       |
| AVIVA INVESTORS RESERVE EUROPE             | Financial Companies                   | EJV     | _                           | _                           | 58.58                       | 58.58                       |
| BANQUE FRANCAISE COMMERCIALE OCEAN INDIEN  | Bank                                  | FULL    | 50.00                       | 49.99                       | 50.00                       | 49.99                       |
| BANQUE KOLB                                | Bank                                  | FULL    | 99.87                       | 99.87                       | 99.87                       | 99.87                       |
| BANQUE LAYDERNIER                          | Bank                                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| BANQUE NUGER                               | Bank                                  | FULL    | 100.00                      | 99.99                       | 100.00                      | 100.00                      |
| BANQUE POUYANNE                            | Bank                                  | ESI     | 35.00                       | 35.00                       | 35.00                       | 35.00                       |
| BANQUE RHONE ALPES                         | Bank                                  | FULL    | 99.99                       | 99.99                       | 99.99                       | 99.99                       |
| BANQUE TARNEAUD                            | Bank                                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (6) BOURSORAMA INVESTISSEMENT              |                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
|  | Services                              |         |                             | 70.51                       |                             | 70.51                       |
| BOURSORAMA SA                              | Brokers                               | FULL    | 100.00                      | 79.51                       | 100.00                      | 79.51                       |

|   |  |         | Group ownership<br>interest |                             | Group voting<br>interest    |                             |
|---|--|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| ountry  | Activity                               | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |
| BREMANY LEASE SAS   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| CAEN - RUE BASSE  | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |
| CAEN - RUE DU GENERAL MOULIN  | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |
| CARBURAUTO  | Group Real Estate Management Companies | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| CARRERA   | Group Real Estate Management Companies | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| CENTRE IMMO PROMOTION   | Real Estate and Real Estate Financing  | FULL    | 60.00                       | 60.00                       | 60.00                       | 60.00                       |
| CHARTREUX LOT A1  | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |
| CHEMIN DES COMBES   | Real Estate and Real Estate Financing  | FULL    | 86.50                       | 86.50                       | 100.00                      | 100.00                      |
| COEUR EUROPE  | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| COMPAGNIE FINANCIERE DE BOURBON   | Specialist Financing                   | FULL    | 99.99                       | 99.99                       | 100.00                      | 100.00                      |
| COMPAGNIE FONCIERE DE LA MEDITERRANEE (CFM)                             | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| COMPAGNIE GENERALE D'AFFACTURAGE  | Services                               | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| COMPAGNIE GENERALE DE LOCATION D'EQUIPEMENTS                            | Specialist Financing                   | FULL    | 99.89                       | 99.88                       | 99.89                       | 99.88                       |
| CONTE   | Group Real Estate Management Companies | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |
| CREDINORD CIDIZE  | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| CREDIT DU NORD  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| DARWIN DIVERSIFIE 0-20  | Portfolio Management                   | FULL    | _                           |                             | 88.67                       | 88.25                       |
| DARWIN DIVERSIFIE 40-60   | Portfolio Management                   | FULL    | _                           | _                           | 79.98                       | 79.60                       |
| DARWIN DIVERSIFIE 80-100  | Portfolio Management                   | FULL    | -                           | _                           | 78.10                       | 76.20                       |
| (6) DESCARTES TRADING   | Financial Companies                    | FULL    | 100.00                      |                             | 100.00                      |                             |
| DEVILLE AV LECLERC  | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |
| DISPONIS  | Specialist Financing                   | FULL    | 99.99                       | 99.94                       | 100.00                      | 100.00                      |
| ESNI - COMPARTIMENT SG-CREDIT CLAIMS -1                                 | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| ETOILE CLIQUET 90   | Financial Companies                    | EJV     | -                           | _                           | 66.29                       | 66.29                       |
| ETOILE GARANTI FEVRIER 2020   | Financial Companies                    | EJV     | -                           | _                           | 86.15                       | 86.15                       |
| ETOILE GARANTI JUILLET 2018   | Financial Companies                    | EJV     | -                           | _                           | 53.61                       | 53.61                       |
| ETOILE ID   | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ETOILE PATRIMOINE 50  | Financial Companies                    | EJV     | -                           | -                           | 58.64                       | 58.64                       |
| (2) ETOILE TOP 2007   | Financial Companies                    | EJV     |                             | _                           |                             | 46.62                       |
| FCC ALBATROS  | Portfolio Management                   | FULL    | -                           | _                           | 51.00                       | 51.00                       |
| (2) FCT BLANCO  | Financial Companies                    | FULL    |                             | -                           |                             | 100.00                      |
| FCT CODA  | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| FCT COMPARTMENT SOGECAP SG 1  | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| FCT MALZIEU   | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| FCT R&B BDDF PPI  | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (2) FCT RED & BLACK FRENCH SMALL BUSINESS                               | Specialist Financing                   | FULL    |                             | 100.00                      |                             | 100.00                      |
| FCT WATER DRAGON  | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                      |
| (6) FEEDER LYXOR CAC 40   | Financial Companies                    | FULL    | -                           |                             | 99.77                       |                             |
| (6) FEEDER LYXOR STOXX 50   | Financial Companies                    | FULL    | -                           |                             | 99.56                       |                             |
| FENWICK LEASE   | Specialist Financing                   | FULL    | 99.99                       | 99.99                       | 100.00                      | 100.00                      |
| (6) FIDUCEO   | Services                               | FULL    | 100.00                      |                             | 100.00                      |                             |
| FINANCIERE UC   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (5) FINAREG   | Portfolio Management                   | FULL    |                             | 100.00                      |                             | 100.00                      |
| FINASSURANCE SNC  | Brokers                                | FULL    | 98.89                       | 98.88                       | 99.00                       | 99.00                       |
| (2) FQA FUND  | Financial Companies                    | FULL    |                             | -                           |                             | 100.00                      |
| FRANFINANCE   | Specialist Financing                   | FULL    | 99.99                       | 99.99                       | 99.99                       | 99.99                       |
| FRANFINANCE LOCATION  | Specialist Financing                   | FULL    | 99.99                       | 99.99                       | 100.00                      | 100.00                      |
| GALYBET   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (5) GENE ACT 1  | Portfolio Management                   | FULL    |                             | 100.00                      |                             | 100.00                      |
| GENEBANQUE  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| GENECAL FRANCE  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| GENECAR - SOCIETE GENERALE DE COURTAGE D'ASSURANCE<br>ET DE REASSURANCE | Insurance                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |

|   |   |         | Group ownership<br>interest |                      | Group voting interest |                             |
|---|---|---------|-----------------------------|----------------------|-----------------------|-----------------------------|
| 0                                       | Activity  | Method* | at 31st<br>December<br>2015 | at 31st<br>December  | at 31st<br>December   | at 31st<br>December<br>2014 |
| GENECOMI GENECOMI                       | Specialist Financing  | FULL    | 99.64                       | <b>2014</b><br>99.64 | <b>2015</b><br>99.64  | 99.64                       |
| GENEFIM                                 | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| GENEFIMMO HOLDING                       | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| GENEFINANCE                             | Portfolio Management  | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| GENEGIS I                               | Group Real Estate Management Companies  | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| GENEGIS II                              | Group Real Estate Management Companies  | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| GENEVAL                                 | Portfolio Management  | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| GENEVALMY                               | Group Real Estate Management Companies  | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| GENINFO                                 | Portfolio Management  | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| IMAPRIM AMENAGEMENT                     | Real Estate and Real Estate Financing   | FULL    | 70.00                       | 70.00                | 70.00                 | 70.00                       |
| (1) INORA LIFE FRANCE                   | Insurance   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| INTER EUROPE CONSEIL                    | Financial Companies   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| INVESTIR IMMOBILIER - MAROMME           | Real Estate and Real Estate Financing   | FULL    | 80.18                       | 80.18                | 100.00                | 100.00                      |
| INVESTIR IMMOBILIER NORMANDIE           | Real Estate and Real Estate Financing   | FULL    | 80.00                       | 80.00                | 80.00                 | 80.00                       |
| ISSY 11-3 GALLIENI                      | Real Estate and Real Estate Financing   | EJV     | 50.00                       | 50.00                | 50.00                 | 50.00                       |
| KOLB INVESTISSEMENT                     | Financial Companies   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| LA BANQUE POSTALE FINANCEMENT           | Specialist Financing  | ESI     | 35.00                       | 35.00                | 35.00                 | 35.00                       |
| LA CROIX BOISEE                         | Real Estate and Real Estate Financing   | FULL    | 80.18                       | 80.18                | 100.00                | 100.00                      |
| LA FONCIERE DE LA DEFENSE               | Portfolio Management  | FULL    | 99.99                       | 99.99                | 100.00                | 100.00                      |
| (5) LA MADELEINE                        | Real Estate and Real Estate Financing   | FULL    | 33.33                       | 100.00               | 100.00                | 100.00                      |
| LES MESANGES                            | Real Estate and Real Estate Financing   | EJV     | 40.00                       | 40.00                | 50.00                 | 50.00                       |
| (5) LIBECAP                             | Portfolio Management  | FULL    | 40.00                       | 100.00               | 30.00                 | 100.00                      |
| (4) LIRIX                               | Portfolio Management  | ESI     |                             | 100.00               |                       | 100.00                      |
| LYXOR ASSET MANAGEMENT                  | Financial Companies   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| LYXOR INTERNATIONAL ASSET MANAGEMENT    | Financial Companies   | FULL    | 100.00                      | 100.00               | 100.00                |                             |
| (5) NEWEDGE GROUP                       | Brokers   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| NICE BROC                               | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| NICE CARROS                             | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| NOAHO                                   | Real Estate and Real Estate Financing   | FULL    | 55.00                       | 55.00                | 55.00                 | 55.00                       |
| NORBAIL IMMOBILIER                      | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| NORBAIL IMMODILIEN  NORBAIL SOFERGIE    | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| NORIMMO                                 | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| ONYX                                    |   | EJV     | 50.00                       | 50.00                | 50.00                 | 50.00                       |
| OPCI SOGECAPIMMO                        | Group Real Estate Management Companies  Real Estate and Real Estate Financing | FULL    | 30.00                       | 50.00                | 100.00                | 100.00                      |
| OPERA 72                                | Group Real Estate Management Companies  | FULL    |                             |                      |                       |                             |
| ORADEA VIE                              |   | FULL    | 99.99                       | 99.99                | 100.00                | 100.00                      |
|   | Insurance   | FULL    |                             |                      |                       |                             |
| ORPAVIMOB PACTIMO                       | Specialist Financing  |         | 100.00                      | 100.00               | 100.00                | 100.00                      |
| PAREL                                   | Real Estate and Real Estate Financing   | FULL    | 86.00                       | 86.00                | 86.00                 | 86.00                       |
|   | Services  | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| PARTICIPATIONS IMMOBILIERES RHONE ALPES | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| PHILIPS MEDICAL CAPITAL FRANCE          | Specialist Financing  | FULL    | 60.00                       | 60.00                | 60.00                 | 60.00                       |
| PRAGMA                                  | Real Estate and Real Estate Financing   | FULL    | 86.00                       | 86.00                | 100.00                | 100.00                      |
| PRIMAXIA                                | Real Estate and Real Estate Financing   | FULL    | 79.74                       | 79.74                | 81.00                 | 81.00                       |
| PRIORIS                                 | Financial Companies   | FULL    | 94.89                       | 94.89                | 95.00                 | 95.00                       |
| PROJECTIM                               | Real Estate and Real Estate Financing   | FULL    | 60.00                       | 60.00                | 60.00                 | 60.00                       |
| (2) RED & BLACK AUTO FRANCE 2012        | Financial Companies   | FULL    | 100.00                      | -                    | 100.00                | 100.00                      |
| RED & BLACK CONSUMER FRANCE 2013        | Financial Companies   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |
| RIVAPRIM                                | Real Estate and Real Estate Financing   | FULL    | 60.00                       | 60.00                | 60.00                 | 60.00                       |
| SAGEMCOM LEASE                          | Specialist Financing  | FULL    | 99.99                       | 99.99                | 100.00                | 100.00                      |
| SAINT CLAIR                             | Real Estate and Real Estate Financing   | EJV     | 40.00                       | 40.00                | 50.00                 | 50.00                       |
| SAINT-MARTIN 3                          | Real Estate and Real Estate Financing   | EJV     | 50.00                       | 50.00                | 50.00                 | 50.00                       |
| SARL DT 6 NANTES                        | Real Estate and Real Estate Financing   | EJV     | 50.00                       | 50.00                | 50.00                 | 50.00                       |
| SARL SEINE CLICHY                       | Real Estate and Real Estate Financing   | FULL    | 100.00                      | 100.00               | 100.00                | 100.00                      |

|  |  |         | Group ownership interest    |                             | Group v<br>inter            |                             |  |
|--|--|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--|
| untry  | Activity                               | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |  |
| SAS ANTONY - DOMAINE DE TOURVOIE                             | Real Estate and Real Estate Financing  | SALRE   | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SAS COPRIM RESIDENCES  | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SAS DE LA RUE DORA MAAR                                      | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SAS LOIRE ATLANTIQUE TERTIAIRE                               | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SAS NOAHO AMENAGEMENT  | Real Estate and Real Estate Financing  | FULL    | 86.50                       | 86.50                       | 100.00                      | 100.00                      |  |
| SAS NORMANDIE HABITAT  | Real Estate and Real Estate Financing  | FULL    | 86.00                       | 86.00                       | 100.00                      | 100.00                      |  |
| SAS NORMANDIE RESIDENCES                                     | Real Estate and Real Estate Financing  | FULL    | 98.00                       | 98.00                       | 100.00                      | 100.00                      |  |
| SAS PARNASSE   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SAS SOGEPROM TERTIAIRE                                       | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SAS TOUR D2  | Real Estate and Real Estate Financing  | SALRE   | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SC ALICANTE 2000   | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SC CHASSAGNE 2000  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SCCV 29 ET 31 AVENUE CHARLES DE GAULLE A LA TESTE DE<br>BUCH | Real Estate and Real Estate Financing  | FULL    | 39.52                       | 39.52                       | 51.00                       | 51.00                       |  |
| SCCV 3 CHATEAUX  | Real Estate and Real Estate Financing  | EJV     | 43.00                       | 43.00                       | 50.00                       | 50.00                       |  |
| SCCV BALMA ENTREPRISE  | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCCV BASSENS LES MONTS                                       | Real Estate and Real Estate Financing  | FULL    | 70.00                       | 70.00                       | 70.00                       | 70.00                       |  |
| SCCV BLAINVILLE LEMARCHAND                                   | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |  |
| SCCV CAEN CHARITE - ILOT 3                                   | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.00                       | 100.00                      | 100.00                      |  |
| SCCV CHARITE - REHABILITATION                                | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |  |
| SCCV CHARTREUX LOT E   | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |  |
| SCCV CHARTREUX LOTS B-D                                      | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |  |
| SCCV ETERVILLE RUE DU VILLAGE                                | Real Estate and Real Estate Financing  | FULL    | 80.18                       | 80.18                       | 100.00                      | 100.00                      |  |
| SCCV LES ECRIVAINS   | Real Estate and Real Estate Financing  | FULL    | 86.50                       | 86.50                       | 100.00                      | 100.00                      |  |
| SCCV LES PATIOS D'OR DE FLEURY LES AUBRAIS                   | Real Estate and Real Estate Financing  | FULL    | 64.00                       | 64.00                       | 80.00                       | 80.00                       |  |
| SCCV LES SUCRES  | Real Estate and Real Estate Financing  | EJV     | 43.25                       | 43.25                       | 50.00                       | 50.00                       |  |
| SCCV MARCQ PROJECTIM   | Real Estate and Real Estate Financing  | FULL    | 64.00                       | 64.00                       | 80.00                       | 80.00                       |  |
| SCCV MARQUET PROJECTIM                                       | Real Estate and Real Estate Financing  | FULL    | 68.00                       | 68.00                       | 85.00                       | 85.00                       |  |
| SCCV POURCIEUX-BARONNES                                      | Real Estate and Real Estate Financing  | FULL    | 60.00                       | 60.00                       | 60.00                       | 60.00                       |  |
| SCCV RIVER GREEN   | Real Estate and Real Estate Financing  | FULL    | 99.60                       | 99.60                       | 100.00                      | 100.00                      |  |
| SCCV VERNAISON - RAZAT                                       | Real Estate and Real Estate Financing  | EJV     | 43.25                       | 43.25                       | 50.00                       | 50.00                       |  |
| SCDM PARTICIPATIONS  | Portfolio Management                   | ESI     | -                           | -                           | 100.00                      | 100.00                      |  |
| SCI AIX BORD DU LAC-1  | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCI AIX-BORD DU LAC-2  | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCI AQPRIM PROMOTION   | Real Estate and Real Estate Financing  | FULL    | 77.50                       | 77.50                       | 100.00                      | 100.00                      |  |
| SCI ASC LA BERGEONNERIE                                      | Real Estate and Real Estate Financing  | EJV     | 42.00                       | 42.00                       | 50.00                       | 50.00                       |  |
| SCI AVARICUM   | Real Estate and Real Estate Financing  | FULL    | 99.00                       | 99.00                       | 99.00                       | 99.00                       |  |
| SCI BRAILLE/HOTEL DE VILLE                                   | Real Estate and Real Estate Financing  | EJV     | 49.96                       | 49.92                       | 50.00                       | 50.00                       |  |
| SCI CAP COURROUZE  | Real Estate and Real Estate Financing  | FULL    | 65.00                       | 65.00                       | 65.00                       | 65.00                       |  |
| SCI CENTRE IMMO PROMOTION RESIDENCES                         | Real Estate and Real Estate Financing  | FULL    | 80.00                       | 80.00                       | 100.00                      | 100.00                      |  |
| SCI CHARITE - GIRANDIERE                                     | Real Estate and Real Estate Financing  | EJV     | 40.00                       | 40.00                       | 50.00                       | 50.00                       |  |
| SCI CHELLES AULNOY MENDES FRANCE                             | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCI DREUX LA ROTULE NORD                                     | Real Estate and Real Estate Financing  | FULL    | 80.00                       | 80.00                       | 100.00                      | 100.00                      |  |
| SCI DU 84 RUE DU BAC   | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCI ETAMPES NOTRE-DAME                                       | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCI ETRECHY SAINT NICOLAS                                    | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCI EUROPARC HAUTE BORNE 1                                   | Real Estate and Real Estate Financing  | FULL    | 51.00                       | 51.00                       | 51.00                       | 51.00                       |  |
| SCI EUROPARC ST MARTIN DU TOUCH 2002                         | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (2) SCI GOUSSAINVILLE SAINT-JUST                             | Real Estate and Real Estate Financing  | FULL    |                             | 65.00                       |                             | 65.00                       |  |
| SCI HEGEL PROJECTIM  | Real Estate and Real Estate Financing  | FULL    | 68.00                       | 68.00                       | 85.00                       | 85.00                       |  |
| SCI LA MANTILLA COMMERCES                                    | Real Estate and Real Estate Financing  | FULL    | 93.00                       | 93.00                       | 100.00                      | 100.00                      |  |
| SCI LA MARQUEILLE  | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| SCI LAVOISIER  | Real Estate and Real Estate Financing  | FULL    | 80.00                       | 80.00                       | 80.00                       | 80.00                       |  |

| SEFIA         Financial Companies         FULL         50.94         50.94         51.00         51.00           SG 29 HAUSSMANN         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG 29 REAL ESTATE         Services         FULL         100.00         100.00         100.00         100.00           (6) SG ACTIONS EURO SELECTION         Financial Companies         FULL         -         58.24           SG CAPITAL DEVELOPPEMENT         Portfolio Management         FULL         100.00         100.00         100.00           SG CONSUMER FINANCE         Portfolio Management         FULL         100.00         100.00         100.00           SG EURO CT         Brokers         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00         100.00   |                                   |  | BB-AL-A | Group ownership<br>interest |          | Group voting interest |          |
|--|-----------------------------------|--|---------|-----------------------------|----------|-----------------------|----------|
| SOLE-MANEAURES BRANDS PRES   Road Estate and Read Estate Financing   E.J.Y   40.00   40.00   40.00   60.00   | Country                           | Activity                               |         | December                    | December | December              | December |
| SOLIE PARCE ENDICIONE PORTS   Real Estate and Real Estate Prinarcing   FULL   80.00   60.00   60.00   80.00  |                                   |  |         |                             |          |                       |          |
| SOLIES MURINES DILIEMN   Read Estate and Read Estate Financing   FULL   60.00   60.00   60.00   60.00   50.0 |                                   |  |         |                             |          |                       |          |
| SOLIS PROTES DILLEMAN   Real Estate and Peal Estate Primarcing   FULL   80.00   80.0 |                                   | <b>3</b>                               |         |                             |          |                       |          |
| SOLICES RESIDENCES SERVICES   Real Estate and Read Estate Francring  |                                   |  |         |                             |          |                       |          |
| SOLURISANT RILE DE PARIS   Real Estate and Real Estate Francing   ELV   50.00   50.00   50.00   70.0 |                                   |  | -       |                             |          |                       |          |
| SOLINAN CORTILIENTILE   Real Estate and Real Estate Financing   FULL   70.00 |                                   |  |         |                             |          |                       |          |
| SEL LORGE DES LACS   |                                   | <u> </u>                               |         |                             |          |                       |          |
| SOLIVIVA JANNES    Real Estate and Real Estate Francing  EJV   43,40   43,40   50,00   50,00   50,00   SOLIVIVA MARCOLISSIS RELIENME   Real Estate and Real Estate Francing   EJV   50,00   50,00   50,00   50,00   50,00   SOLIVIVA MARCOLISSIS RELIENME   Real Estate and Real Estate Francing   FULL   60,00   60 |                                   |  |         |                             |          |                       |          |
| SD MANGOUSSIS RELEAME   Real Estate and Real Estate Financing   EJV   50.00  |                                   |  |         |                             |          |                       |          |
| SCHARLES SERVICES   Real Estate and Real Estate Financing   FULL   88.50   86.50   100.00   100.00   SCHARLES SERVICES   Real Estate and Real Estate Financing   FULL   80.00   80.00   100.00   100.00   SCHARLES SERVICES   Real Estate and Real Estate Financing   FULL   80.00   80.00   100.00   80.00   SCHARLES SERVICES   Real Estate and Real Estate financing   FULL   84.00   64.00   80.00   80.00   80.00   SCHARLES SERVICES   Real Estate and Real Estate Financing   EJV   48.00   46.00   60.00   60.00   80.00   SCHARLES SERVICES   Real Estate and Real Estate Financing   EJV   48.00   46.00   60.00   60.00   80.00   |                                   |  |         |                             |          |                       |          |
| SCI PRINCE FOR HARBITAT   Real Estate and Real Estate Financing   FULL   60.00   60. |                                   |  |         |                             |          |                       |          |
| SCI PROJECTIM HABITAT   Real Estate and Real Estate Financing   FULL   80.00   80.00   100.00   100.00   SCI PROJECTIM HELEJMIES SEGUIN   Real Estate and Real Estate Financing   EJV   44.00   64.00   64.00   60.00   80.00   SCI PROJECTIM HELEJMIES SEGUIN   Real Estate and Real Estate Financing   EJV   44.00   44.00   60.00   50.00   SCI PROJECTIM MARCO (DEIR EVILLE   Real Estate and Real Estate Financing   EJV   44.00   44.00   50.00   50.00   50.00   SCI PROJECTIM MARCO (DEIR EVILLE   Real Estate and Real Estate Financing   EJV   44.00   44.00   50.00   50.00   50.00   SCI REMIS GAVE   Real Estate and Real Estate Financing   EJV   44.00   40.00   50.0 |                                   |  |         |                             |          |                       |          |
| SCI PROLECTIM HELLEMMES SEGINN   Real Estate and Real Estate Financing   F.U.L   64,00   64,00   80, |                                   |  |         |                             |          |                       |          |
| SCI PRIOLECTIM MARICO COELRI DE VILLE   Real Estate and Real Estate Financing   EJV   48.00   48.00   60.00   60.00   SCI PRIONY   Real Estate and Real Estate Financing   EJV   33.33   33. |                                   |  |         |                             |          |                       |          |
| SCI PROMY   Real Estate and Real Estate Financing  |                                   |  |         |                             |          |                       |          |
| SCI DUINTESSENCE-WALESCURE   Real Estate and Real Estate Financing   E.JV   46.00   46.00   50.00   50.00   SO.00   40.00   50.00   SO.00   SO.00   SO.00   SO.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   50.00   60.00    |                                   |  |         |                             |          |                       |          |
| SCI REIMS GARE   Real Estate and Real Estate Financing   FULL   100.00   100.00   100.00   100.00   100.00   SCI RESIDENCE DU DOUJUND   Real Estate and Real Estate Financing   EUV   40.00   40.00   40.00   40.00   40.00   30.00  |                                   |  |         |                             |          |                       |          |
| SCI RESIDENCE DU DONJON   Real Estate and Real Estate Financing   EJV   40.00   40.00   40.00   40.00   40.00   SCI SIAN ET MOSELLET   Real Estate and Real Estate Financing   FULL   82.00   38.00  |                                   |  |         |                             |          |                       |          |
| SCI RHIN ET MOSELLE 1   Real Estate and Real Estate Financing   EUL   92.00   92.00   100.00   100.00   SCI SANT OLDEN L'AUMONE - L'OISE   Real Estate and Real Estate Financing   EUV   38.00   38. |                                   |  |         |                             |          |                       |          |
| SCI SANT OUEN L'AUMONE - L'OISE         Real Estate and Real Estate Financing         EUV         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         38.00         60.00         80.00         80.00  |                                   |  |         |                             |          |                       |          |
| SCI SAINT-DENIS WILSON   Real Estate and Real Estate Financing   FULL   60.00   60.0 |                                   |  |         |                             |          |                       |          |
| SCI SAINT-PIERRE-DES-CORPS/CAP 55   Real Estate and Real Estate Financing   FULL   Sci.80   52.80   66.00   66.00  |                                   |  |         |                             |          |                       |          |
| SCI SCS IMMOBILER D'ENTREPRISES   Real Estate and Real Estate Financing   FULL   52.80   52.80   66.00   66.00   SCI SOGEADI TERTIAIRE   Real Estate and Real Estate financing   EJV   50.00   50.00   50.00   50.00   SCI SOGECTIM   Real Estate and Real Estate Financing   FULL   80.00   80.00   100.00   100.00   SCI SOGECTIM   Real Estate and Real Estate Financing   FULL   80.00   80.00   100.00   100.00   SCI SOGECTIM   Real Estate and Real Estate Financing   FULL   80.00   80.00   80.00   80.00   SCI SOGEPROM ATLANTIQUE   Real Estate and Real Estate Financing   FULL   80.00   80.00   80.00   80.00   SCI SOGEPROM CIP CENTRE   Real Estate and Real Estate Financing   FULL   80.00   80.00   80.00   80.00   SCI TERRES NOUVELLES FRANCILENNES   Real Estate and Real Estate Financing   FULL   80.00   80.00   80.00   80.00   SCI TERRES NOUVELLES FRANCILENNES   Real Estate and Real Estate Financing   FULL   80.00   80.00   80.00   80.00   SCI TOULOUSE CENTREDA 3   Real Estate and Real Estate Financing   FULL   80.00   80.00   80.00   80.00   SCI TOULOUSE CENTREDA 3   Real Estate and Real Estate Financing   FULL   100.00   100.00   100.00   100.00   SCI VALENCE-CHAMPS DE MARS   Real Estate and Real Estate Financing   EJV   50.00   50.00   50.00   50.00   SCI VALENCE-CHAMPS DE MARS   Real Estate and Real Estate Financing   EJV   50.00   50.00   50.00   50.00   SCI VALENCE-CHAMPS DE MARS   Real Estate Management   FULL   92.00   92.00   100.00   100.00   SCI VALENCE-CHAMPS DE MARS   Real Estate and Real Estate Financing   FULL   90.00   50.00   50.00   50.00   SCI VALENCE-CHAMPS DE MARS   Real Estate and Real Estate Financing   FULL   90.00   50.00   50.00   50.00   SCI VALENCE-CHAMPS DE MARS   Real Estate Management   FULL   50.90   50.00   50.00   50.00   50.00   SCI VALENCE-CHAMPS DE MARS   Financial Companies   FULL   50.94   51.00   50.00 |                                   |  |         |                             |          |                       |          |
| SCI SOGEADI TERTIARE   Real Estate and Real Estate Financing   EJV   50.00   50.00   50.00   50.00   50.00   SO.00   |                                   |  |         |                             |          |                       |          |
| SCI SOGECIP   Real Estate and Real Estate Financing   FULL   80.00   80.00   100.00   100.00   100.00   SCI SOGECTIM   Real Estate and Real Estate Financing   FULL   80.00   80.00   100.00   100.00   SCI SOGECTIM   Real Estate and Real Estate Financing   FULL   80.00  |                                   |  |         |                             |          |                       |          |
| SCI SOGECTIM         Real Estate and Real Estate Financing         FULL         80.00         80.00         100.00         100.00           SCI SOGEPROM ATLANTIQUE         Real Estate and Real Estate Financing         FULL         80.00<  |                                   |  |         |                             |          |                       |          |
| SCI SOGEPROM ATLANTIQUE         Real Estate and Real Estate Financing         FULL         80.00         80.00         80.00           SCI SOGEPROM CIP CENTRE         Real Estate and Real Estate Financing         FULL         92.00         92.00         100.00         100.00           SCI TERRES NOUVELLES FRANCILIENNES         Real Estate and Real Estate Financing         FULL         80.00 <td></td> <td>*</td> <td></td> <td></td> <td></td> <td></td> <td></td>   |                                   | *                                      |         |                             |          |                       |          |
| SCI SOGEPROM CIP CENTRE         Real Estate and Real Estate Financing         FULL         92.00         92.00         100.00         100.00           SCI TERRES NOLVELLES FRANCILLENNES         Real Estate and Real Estate Financing         FULL         80.00         80.00         80.00         80.00           SCI YULDUSE CENTREDA 3         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00         50.00   |                                   |  |         |                             |          |                       |          |
| SCI TERRES NOUVELLES FRANCILIENNES   Real Estate and Real Estate Financing   FULL   100.00   80.00   80.00   80.00   80.00   SCI TOULOUSE CENTREDA 3   Real Estate and Real Estate Financing   FULL   100.00   100.00   100.00   100.00   50.00   SCI VALENCE-CHAMPS DE MARS   Real Estate and Real Estate Financing   EJV   50.00   |                                   |  |         |                             |          |                       |          |
| SCITOULOUSE CENTREDA 3   Real Estate and Real Estate Financing   FULL   100.00   100.00   100.00   100.00   100.00   SCIVALENCE-CHAMPS DE MARS   Real Estate and Real Estate Financing   EJV   50.00 |                                   |  |         |                             |          |                       |          |
| SCI VALENCE-CHAMPS DE MARS         Real Estate and Real Estate Financing         EJV         50.00         50.00         50.00           SCI VELRI         Group Real Estate Management Companies         EJV         50.00         50.00         50.00         50.00           SCI-LUCE-LE CARRE D' OR-LOT E         Real Estate and Real Estate Financing         FULL         92.00         92.00         100.00         100.00           SEFIA         Financial Companies         FULL         50.94         50.94         51.00         51.00           SG 29 HAUSSMANN         Financial Companies         FULL         100.00 <t< td=""><td></td><td>*</td><td></td><td></td><td></td><td></td><td></td></t<>  |                                   | *                                      |         |                             |          |                       |          |
| SCI VELRI         Group Real Estate Management Companies         EJV         50.00         50.00         50.00         50.00           SCI-LUCE-LE CARRE D' OR-LOT E         Real Estate and Real Estate Financing         FULL         92.00         92.00         100.00         100.00           SEFIA         Financial Companies         FULL         50.94         50.94         51.00         51.00           SG 29 HAUSSMANN         Financial Companies         FULL         100.00  |                                   | <u> </u>                               |         |                             |          |                       |          |
| SCI-LUCE-LE CARRE D' OR-LOTE         Real Estate and Real Estate Financing         FULL         92.00         92.00         100.00         100.00           SEFIA         Financial Companies         FULL         50.94         50.94         51.00         51.00           SG 29 HAUSSMANN         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG 29 REAL ESTATE         Services         FULL         100.00         100.00         100.00         100.00           (***SG ACTIONS EURO SELECTION         Financial Companies         FULL         -         58.24           SG CAPITAL DEVELOPPEMENT         Portfolio Management         FULL         100.00         100.00         100.00           SG CONSUMER FINANCE         Portfolio Management         FULL         100.00         100.00         100.00           SG EURO CT         Brokers         FULL         100.00         100.00         100.00         100.00           SG EURO EAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00           SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00         100.00         100.00           SG GOPTION EUROPE         Brokers  | SCI VALENCE-CHAMPS DE MARS        |  |         |                             |          |                       |          |
| SEFIA         Financial Companies         FULL         50.94         50.94         51.00         51.00           SG 29 HAUSSMANN         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG 29 REAL ESTATE         Services         FULL         100.00         100.00         100.00         100.00           (8) SG ACTIONS EURO SELECTION         Financial Companies         FULL         -         58.24           SG CAPITAL DEVELOPPEMENT         Portfolio Management         FULL         100.00         100.00         100.00           SG CONSUMER FINANCE         Portfolio Management         FULL         100.00         100.00         100.00           SG EURO CT         Brokers         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00         100.00         100.00         100.00 <td></td> <td>Group Real Estate Management Companies</td> <td>-</td> <td>50.00</td> <td>50.00</td> <td>50.00</td> <td>50.00</td>   |                                   | Group Real Estate Management Companies | -       | 50.00                       | 50.00    | 50.00                 | 50.00    |
| SG 29 HAUSSMANN         Financial Companies         FULL         100.00  | SCI-LUCE-LE CARRE D' OR-LOT E     | Real Estate and Real Estate Financing  | FULL    | 92.00                       | 92.00    | 100.00                | 100.00   |
| SG 29 REAL ESTATE         Services         FULL         100.00         100.00         100.00         100.00           (6) SG ACTIONS EURO SELECTION         Financial Companies         FULL         -         58.24           SG CAPITAL DEVELOPPEMENT         Portfolio Management         FULL         100.00         100.00         100.00           SG CONSUMER FINANCE         Portfolio Management         FULL         100.00         100.00         100.00           SG EURO CT         Brokers         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00           SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00         100.00         100.00           (6) SG MONETAIRE PLUS E         Financial Companies         FULL         100.00         100.00         100.00           (7) SG SECURITIES (PARIS) SAS         Brokers         FULL         100.00         100.00         100.00           (8) SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         100.00         100.00         100.00           (9) SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         50  |                                   | <del>-</del>                           |         |                             |          |                       | 51.00    |
| Signation   Financial Companies   Full   Full   100.00  | SG 29 HAUSSMANN                   | Financial Companies                    | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| SG CAPITAL DEVELOPPEMENT         Portfolio Management         FULL         100.00         100.00         100.00         100.00           SG CONSUMER FINANCE         Portfolio Management         FULL         100.00         100.00         100.00         100.00           SG EURO CT         Brokers         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00  |                                   |  |         | 100.00                      | 100.00   | 100.00                | 100.00   |
| SG CONSUMER FINANCE         Portfolio Management         FULL         100.00         100.00         100.00         100.00           SG EURO CT         Brokers         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00           SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00         100.00         100.00           (9) SG MONETAIRE PLUS E         Financial Companies         FULL         -         38.45           SG OPTION EUROPE         Brokers         FULL         100.00         100.00         100.00           SG SECURITIES (PARIS) SAS         Brokers         FULL         100.00         100.00         100.00         100.00           SG SERVICES         Specialist Financing         FULL         100.00         100.00         100.00         100.00           (9) SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         -         75.34           SGB FINANCE S.A.         Financial Companies         FULL         50.94         50.94         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00  | (6) SG ACTIONS EURO SELECTION     | Financial Companies                    | FULL    | -                           |          | 58.24                 |          |
| SG EURO CT         Brokers         FULL         100.00         100.00         100.00         100.00           SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00         100.00         100.00         100.00           (6) SG MONETAIRE PLUS E         Financial Companies         FULL         -         38.45           SG OPTION EUROPE         Brokers         FULL         100.00         100.00         100.00         100.00           SG SECURITIES (PARIS) SAS         Brokers         FULL         100.00         100.00         100.00         100.00           SG SERVICES         Specialist Financing         FULL         100.00         100.00         100.00         100.00           (6) SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         -         75.34           SGB FINANCE S.A.         Financial Companies         FULL         50.94         50.94         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate F   | SG CAPITAL DEVELOPPEMENT          | Portfolio Management                   |         | 100.00                      | 100.00   | 100.00                | 100.00   |
| SG EUROPEAN MORTGAGE INVESTMENTS         Financial Companies         FULL         100.00         100.00         100.00         100.00           SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00         100.00         100.00         100.00           (6) SG MONETAIRE PLUS E         Financial Companies         FULL         -         38.45           SG OPTION EUROPE         Brokers         FULL         100.00   | SG CONSUMER FINANCE               | Portfolio Management                   | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| SG FINANCIAL SERVICES HOLDING         Portfolio Management         FULL         100.00         100.00         100.00         100.00           (6) SG MONETAIRE PLUS E         Financial Companies         FULL         -         38.45           SG OPTION EUROPE         Brokers         FULL         100.00         100.00         100.00         100.00           SG SECURITIES (PARIS) SAS         Brokers         FULL         100.00 <td>SG EURO CT</td> <td>Brokers</td> <td>FULL</td> <td>100.00</td> <td>100.00</td> <td>100.00</td> <td>100.00</td>  | SG EURO CT                        | Brokers                                | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| (6) SG MONETAIRE PLUS E         Financial Companies         FULL         -         38.45           SG OPTION EUROPE         Brokers         FULL         100.00         100.00         100.00         100.00           SG SECURITIES (PARIS) SAS         Brokers         FULL         100.00         100.00         100.00         100.00           SG SERVICES         Specialist Financing         FULL         100.00         100.00         100.00         100.00           (6) SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         -         75.34           SGB FINANCE S.A.         Financial Companies         FULL         50.94         51.00         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00   | SG EUROPEAN MORTGAGE INVESTMENTS  | Financial Companies                    | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| SG OPTION EUROPE         Brokers         FULL         100.00         100.00         100.00         100.00           SG SECURITIES (PARIS) SAS         Brokers         FULL         100.00         100.00         100.00         100.00           SG SERVICES         Specialist Financing         FULL         100.00         100.00         100.00         100.00           (® SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         -         75.34           SGB FINANCE S.A.         Financial Companies         FULL         50.94         51.00         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00   | SG FINANCIAL SERVICES HOLDING     | Portfolio Management                   | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| SG SECURITIES (PARIS) SAS         Brokers         FULL         100.00         100.00         100.00         100.00           SG SERVICES         Specialist Financing         FULL         100.00         100.00         100.00         100.00           (® SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         -         75.34           SGB FINANCE S.A.         Financial Companies         FULL         50.94         50.94         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00   | (6) SG MONETAIRE PLUS E           | Financial Companies                    | FULL    | -                           |          | 38.45                 |          |
| SG SERVICES         Specialist Financing         FULL         100.00         100.00         100.00         100.00           (6) SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         -         75.34           SGB FINANCE S.A.         Financial Companies         FULL         50.94         50.94         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00   | SG OPTION EUROPE                  | Brokers                                | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| (6) SG VALOR ALPHA ACTIONS FRANCE         Financial Companies         FULL         -         75.34           SGB FINANCE S.A.         Financial Companies         FULL         50.94         50.94         51.00         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00           SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00  | SG SECURITIES (PARIS) SAS         | Brokers                                | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| SGB FINANCE S.A.         Financial Companies         FULL         50.94         50.94         51.00         51.00           SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00           SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00   | SG SERVICES                       | Specialist Financing                   | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| SNC BON PUITS 1         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00           SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00   | (6) SG VALOR ALPHA ACTIONS FRANCE | Financial Companies                    | FULL    | -                           |          | 75.34                 |          |
| SNC BON PUITS 2         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00           SNC COPRIM RESIDENCES         Real Estate and Real Estate Financing         FULL         100.00         100.00         100.00         100.00  | SGB FINANCE S.A.                  | Financial Companies                    | FULL    | 50.94                       | 50.94    | 51.00                 | 51.00    |
| SNC COPRIM RESIDENCES Real Estate and Real Estate Financing FULL 100.00 100.00 100.00 100.00   | SNC BON PUITS 1                   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| SNC COPRIM RESIDENCES Real Estate and Real Estate Financing FULL 100.00 100.00 100.00 100.00   | SNC BON PUITS 2                   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00   | 100.00                | 100.00   |
| <u> </u>   | SNC COPRIM RESIDENCES             | Real Estate and Real Estate Financing  |         |                             | 100.00   | 100.00                | 100.00   |
|  |                                   | <u> </u>                               |         |                             |          |                       | 33.33    |

|   |  |         | Group ownership<br>interest |                             | Group voting<br>interest    |   |
|---|--|---------|-----------------------------|-----------------------------|-----------------------------|---|
| Country   | Activity                               | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31 <sup>st</sup><br>December<br>2014 |
| SNC DU 10 RUE MICHELET                                    | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SNC ISSY FORUM 10   | Real Estate and Real Estate Financing  | EJV     | 33.33                       | 33.33                       | 33.33                       | 33.33                                   |
| SNC ISSY FORUM 11   | Real Estate and Real Estate Financing  | EJV     | 33.33                       | 33.33                       | 33.33                       | 33.33                                   |
| SNC PROMOSEINE  | Real Estate and Real Estate Financing  | EJV     | 33.33                       | 33.33                       | 33.33                       | 33.33                                   |
| SOCIETE ANONYME DE CREDIT A L'INDUSTRIE FRANCAISE (CALIF) | •                                      | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE CIVILE DE CONSTRUCTION-VENTE ANNA PURNA           | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE CIVILE IMMOBILIERE DES COMBEAUX DE TIGERY         | Real Estate and Real Estate Financing  | FULL    | 99.99                       | 99.99                       | 100.00                      | 100.00                                  |
| SOCIETE CIVILE IMMOBILIERE DOMION                         | Real Estate and Real Estate Financing  | FULL    | 80.00                       | 80.00                       | 80.00                       | 80.00                                   |
| SOCIETE CIVILE IMMOBILIERE FONTENAY - ESTIENNES D'ORVES   |  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                                   |
| SOCIETE CIVILE IMMOBILIERE NAXOU                          | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE CIVILE IMMOBILIERE TOULDI                         | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE CIVILE IMMOBILIERE VOGRE                          | Real Estate and Real Estate Financing  | FULL    | 99.90                       | 99.90                       | 99.90                       | 99.90                                   |
| SOCIETE CIVILE IMMOBILIERE VOLTAIRE PHALSBOURG            | Real Estate and Real Estate Financing  | FULL    | 80.00                       | 80.00                       | 80.00                       | 80.00                                   |
| SOCIETE DE BOURSE GILBERT DUPONT                          | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
|   | <u> </u>                               | FULL    | 99.91                       | 99.91                       |                             | 99.91                                   |
| SOCIETE DE LA RUE EDOUARD VII                             | Portfolio Management                   | FULL    |                             |                             | 99.91                       |   |
| SOCIETE DES TERRAINS ET IMMEUBLES PARISIENS (STIP)        | Group Real Estate Management Companies |         | 99.98                       | 99.98                       | 100.00                      | 100.00                                  |
| SOCIETE EN NOM COLLECTIF PARNASSE                         | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE FINANCIERE D' ANALYSE ET DE GESTION               | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE CAPITAL PARTENAIRES                      | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE DE BANQUE AUX ANTILLES                   | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| (5) SOCIETE GENERALE ENERGIE                              | Brokers                                | FULL    |                             | 99.99                       |                             | 99.99                                   |
| SOCIETE GENERALE EQUIPMENT FINANCE S.A.                   | Specialist Financing                   | FULL    | 99.99                       | 99.99                       | 99.99                       | 99.99                                   |
| SOCIETE GENERALE PARTICIPATIONS INDUSTRIELLES             | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE SCF                                      | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE SECURITIES SERVICES FRANCE               | Financial Companies                    | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE SECURITIES SERVICES HOLDING              | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE SECURITIES SERVICES NET ASSET VALUE      | Services                               | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE SFH                                      | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE IMMOBILIERE DU 29 BOULEVARD HAUSSMANN             | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE IMMOBILIERE URBI ET ORBI                          | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE MARSEILLAISE DE CREDIT                            | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGE BEAUJOIRE  | Group Real Estate Management Companies | FULL    | 99.99                       | 99.99                       | 100.00                      | 100.00                                  |
| SOGE PERIVAL I  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGE PERIVAL II   | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGE PERIVAL III  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGE PERIVAL IV   | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGECAMPUS  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGECAP   | Insurance                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGECAP ACTIONS   | Financial Companies                    | FULL    | -                           | -                           | 100.00                      | 100.00                                  |
| SOGECAP LONG TERME N°1                                    | Financial Companies                    | FULL    | _                           | _                           | 100.00                      | 100.00                                  |
| SOGEFIM HOLDING   | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEFIMUR   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEFINANCEMENT   | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEFINERG SG POUR LE FINANCEMENT DES                     | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| INVESTISSEMENTS ECONOMISANT L'ENERGIE                     |  |         |                             |                             |                             |   |
| SOGEFONTENAY  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGELEASE FRANCE  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEMARCHE  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEPALM  | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                                   |
| SOGEPARTICIPATIONS  | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEPROM  | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEPROM ENTREPRISES                                      | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOGEPROM ENTREPRISES REGIONS                              | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |

|   |  |         | Group ow<br>inter           |                             | Group voting<br>interest    |                             |  |
|---|--|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--|
| Country   | Activity                               | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |  |
| SOGEPROM HABITAT  | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOGEPROM PARTENAIRES  | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOGEPROM RESIDENCES   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOGEPROM SERVICES   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOGESSUR  | Insurance                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (6) SOGEVIMMO   | Group Real Estate Management Companies | FULL    | -                           | 100.00                      | 100.00                      | 100.00                      |  |
| SOGINFO - SOCIETE DE GESTION ET D'INVESTISSEMENTS<br>FONCIERS | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOPHIA-BAIL   | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 51.00                       | 100.00                      | 51.00                       |  |
| STAR LEASE  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| TEMSYS  | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| URBANISME ET COMMERCE   | Real Estate and Real Estate Financing  | FULL    | 99.92                       | 99.84                       | 99.92                       | 99.84                       |  |
| URBANISME ET COMMERCE PROMOTION                               | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| VALMINVEST  | Group Real Estate Management Companies | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (5) VOURIC  | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LYXOR LCR FUND   | Portfolio Management                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SCI RIVAPRIM RESIDENCES                                       | Real Estate and Real Estate Financing  |         |                             |                             |                             |                             |  |
|   |  | FULL    | 92.00                       | 92.00                       | 100.00                      | 100.00                      |  |
| SCI RIVAPRIM HABITAT  | Real Estate and Real Estate Financing  | FULL    | 84.00                       | 84.00                       | 100.00                      | 100.00                      |  |
| S.C.I. DU DOMAINE DE STONEHAM                                 | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| BANQUE COURTOIS  SOCIETE GENERALE POUR LE DEVELOPPEMENT DES   | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| OPERATIONS DE CREDIT-BAIL IMMOBILIER "SOGEBAIL"               | Real Estate and Real Estate Financing  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (7) SOGEPROM ME   | Real Estate and Real Estate Financing  | ESI     | 20.00                       | 20.00                       | 20.00                       | 20.00                       |  |
| SOCIETE "LES PINSONS"   | Real Estate and Real Estate Financing  | EJV     | 50.00                       | 50.00                       | 50.00                       | 50.00                       |  |
| Georgia   |  |         |                             |                             |                             |                             |  |
| BANK REPUBLIC   | Bank                                   | FULL    | 93.64                       | 93.64                       | 93.64                       | 93.64                       |  |
| GEORGIAN MILL COMPANY LLC                                     | Specialist Financing                   | FULL    | 93.64                       | 93.64                       | 100.00                      | 100.00                      |  |
| MERTSKHALI PIRVELI  | Specialist Financing                   | FULL    | 93.64                       | 93.64                       | 100.00                      | 100.00                      |  |
| Ghana   |  |         |                             |                             |                             |                             |  |
| SOCIETE GENERALE GHANA LIMITED                                | Bank                                   | FULL    | 52.24                       | 52.24                       | 52.24                       | 52.24                       |  |
| Gibraltar   |  |         |                             |                             |                             |                             |  |
| HAMBROS (GIBRALTAR NOMINEES) LIMITED                          | Services                               | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS BANK (GIBRALTAR) LIMITED                           | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| Greece  |  |         |                             |                             |                             |                             |  |
| ALD AUTOMOTIVE S.A. LEASE OF CARS                             | Specialist Financing                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (1) SOGECAP GREECE  | Insurance                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| Guernsey  |  |         |                             |                             |                             |                             |  |
| (3) ARAMIS CORP. LIMITED                                      | Financial Companies                    | FULL    |                             | -                           |                             | 100.00                      |  |
| CDS INTERNATIONAL LIMITED                                     | Services                               | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| HAMBROS (GUERNSEY NOMINEES) LTD                               | Services                               | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| HTG LIMITED   | Services                               | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (1) SG HAMBROS BANK (CHANNEL ISLANDS) LTD GUERNSEY<br>BRANCH  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| ARAMIS II SECURITIES CO, LTD                                  | Financial Companies                    | FULL    | _                           | _                           | 100.00                      | 100.00                      |  |
| Guinea  | ·                                      |         |                             |                             |                             |                             |  |
| SG DE BANQUES EN GUINEE                                       | Bank                                   | FULL    | 57.94                       | 57.94                       | 57.94                       | 57.94                       |  |
| Equatorial Guinea   |  |         |                             |                             |                             |                             |  |
| SG DE BANQUES EN GUINEE EQUATORIALE                           | Bank                                   | FULL    | 52.44                       | 52.44                       | 57.23                       | 57.23                       |  |
| Hong Kong   |  |         |                             |                             |                             |                             |  |
| (1)(6) DESCARTES TRADING HONG KONG BRANCH                     | Financial Companies                    | FULL    | 100.00                      |                             | 100.00                      |                             |  |
| NEWEDGE BROKER HONG KONG LTD                                  | Brokers                                | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| NEWEDGE FINANCIAL HONG KONG LTD                               | Brokers                                | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (1)(5) NEWEDGE GROUP, HONG KONG BRANCH                        | Brokers                                | FULL    |                             | 100.00                      |                             | 100.00                      |  |
| (1) SG HONG KONG  | Bank                                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG SECURITIES (HK) NOMINEES LTD                               | Brokers                                | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| OG SECONITIES (TRY INCIMINEES LID                             | סוטעפוס                                | 1 ULL   | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |

|  |                      |         | Group ownership interest    |                             | Group voting interest       |                             |
|--|----------------------|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Country  | Activity             | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |
| SG SECURITIES (HONG-KONG) LTD  | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG SECURITIES ASIA INTERNATIONAL HOLDINGS LTD (HONG-                   | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| KONG)  |                      |         |                             |                             |                             |                             |
| SOCIETE GENERALE ASIA LTD  | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SOCIETE GENERALE BANK AND TRUST HONG KONG BRANCH                   | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| TH INVESTMENTS (HONG KONG) 1 LIMITED                                   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| TH INVESTMENTS (HONG KONG) 2 LIMITED                                   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| TH INVESTMENTS (HONG KONG) 3 LIMITED                                   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (6) TH INVESTMENTS (HONG KONG) 4 LIMITED                               | Financial Companies  | FULL    | 100.00                      |                             | 100.00                      |                             |
| Hungary  ALD ALITOMOTIVE MACYADODS TACKET                              | Charielist Financina | FOL     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALD AUTOMOTIVE MAGYARORSZAG KFT  | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG EQUIPMENT FINANCE HUNGARY ZRT                                       | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG EQUIPMENT LEASING HUNGARY LTD                                       | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Cayman Islands   | Financial Companies  | FILL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| AEGIS HOLDINGS (OFFSHORE) LTD.   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| BRIDGEVIEW II LIMITED  SOCIETE GENERALE SECURITIES (NORTH PACIFIC) LTD | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      |                             |
| ` '  | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| British Virgin Islands  (3)(9) TNS SERVICES LIMITED                    | Services             | FULL    |                             |                             |                             | 100.00                      |
| India  | SEI VICES            | FULL    |                             |                             |                             | 100.00                      |
| ALD AUTOMOTIVE PRIVATE LIMITED   | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| NEWEDGE BROKER INDIA PTE LTD   | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG ASIA HOLDINGS (INDIA) PVT LTD                                       | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SG MUMBAI  | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE GLOBAL SOLUTION CENTRE PRIVATE                        | Services             | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Ireland  | 3CI VI0C3            | TOLL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| ALD RE LIMITED   | Insurance            | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (3) CONDORCET GLOBAL OPPORTUNITY UNIT TRUST -                          |                      |         | 100.00                      |                             | 100.00                      |                             |
| CONDORCET GLOBAL OPPORTUNITY FUND                                      | Financial Companies  | FULL    |                             | 99.60                       |                             | 99.60                       |
| (1)(2) EFS SA BRANCH DUBLIN  | Financial Companies  | FULL    |                             | 100.00                      |                             | 100.00                      |
| INORA LIFE LTD   | Insurance            | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| IRIS II SPV LIMITED  | Financial Companies  | FULL    |                             |                             | 100.00                      | 100.00                      |
| RED & BLACK PRIME RUSSIA MBS   | Financial Companies  | FULL    | -                           | _                           | 100.00                      | 100.00                      |
| (1) SG DUBLIN  | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SGBT FINANCE IRELAND LIMITED   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SGSS (IRELAND) LIMITED   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SOCIETE GENERALE HEDGING LIMITED                                       | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Italy  |                      |         |                             |                             |                             |                             |
| ALD AUTOMOTIVE ITALIA S.R.L  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (5) CGL ITALIA SPA   | Financial Companies  | FULL    |                             | 99.88                       |                             | 100.00                      |
| FIDITALIA S.P.A  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| FRAER LEASING SPA  | Specialist Financing | FULL    | 73.85                       | 73.85                       | 73.85                       | 73.85                       |
| SG EQUIPMENT FINANCE ITALY S.P.A.                                      | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG FACTORING SPA   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| SG LEASING SPA   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SG MILAN   | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (5) SGB FINANCE ITALIA SPA   | Financial Companies  | FULL    |                             | 50.94                       |                             | 100.00                      |
| (1) SOCECAP SA RAPPRESENTANZA GENERALE PER L'ITALIA                    | Insurance            | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (2) SOCIETE GENERALE ITALIA HOLDING S.P.A                              | Specialist Financing | FULL    |                             | 100.00                      |                             | 100.00                      |
| SOCIETE GENERALE SECURITIES SERVICES S.P.A.                            | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SOGESSUR SA  | Insurance            | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Japan  |                      |         |                             |                             |                             |                             |
| LYXOR ASSET MANAGEMENT JAPAN CO LTD                                    | Portfolio Management | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| NEWEDGE JAPAN INC  | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |

|  |                                       |         | Group ow<br>inter           |                             | Group voting interest       |                             |  |
|--|---------------------------------------|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--|
| Country  | Activity                              | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |  |
| (1) SG TOKYO   | Bank                                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (1) SOCIETE GENERALE SECURITIES (NORTH PACIFIC) LTD, TOKYO | Bank                                  |         |                             |                             |                             |                             |  |
| BRANCH   | Dalik                                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| Jersey   |                                       |         |                             |                             |                             |                             |  |
| (3) CLARIS IV LTD  | Financial Companies                   | FULL    |                             |                             |                             | 100.00                      |  |
| ELMFORD LIMITED  | Services                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| HANOM I LIMITED  | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| HANOM II LIMITED   | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| HANOM III LIMITED  | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| JD CORPORATE SERVICES LIMITED                              | Services                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (8) LYXOR MASTER FUND                                      | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| NEWMEAD TRUSTEES LIMITED                                   | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS (FOUNDATIONS) LTD                               | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS BANK (CHANNEL ISLANDS) LTD                      | Bank                                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS FUND MANAGERS (JERSEY) LTD                      | Portfolio Management                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS NOMINEES (JERSEY) LTD                           | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS PROPERTIES (JERSEY) LTD                         | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS TRUST COMPANY (CHANNEL ISLANDS) LTD             | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SGH TRUSTEES (JERSEY) LIMITED                              | Services                              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOLENTIS INVESTMENT SOLUTIONS PCC                          | Financial Companies                   | FULL    | -                           | -                           | 100.00                      | 100.00                      |  |
| Latvia   |                                       |         |                             |                             |                             |                             |  |
| ALD AUTOMOTIVE SIA   | Specialist Financing                  | ESI     | 75.00                       | 75.00                       | 75.00                       | 75.00                       |  |
| Lebanon  |                                       |         |                             |                             |                             |                             |  |
| SG DE BANQUE AU LIBAN                                      | Bank                                  | ESI     | 16.80                       | 16.80                       | 16.80                       | 16.80                       |  |
| Lithuania  |                                       |         |                             |                             |                             |                             |  |
| UAB ALD AUTOMOTIVE   | Specialist Financing                  | ESI     | 75.00                       | 75.00                       | 75.00                       | 75.00                       |  |
| Luxembourg   | · · · · · · · · · · · · · · · · · · · |         |                             |                             |                             |                             |  |
| (3) ALEF II  | Financial Companies                   | FULL    |                             | 100.00                      |                             | 100.00                      |  |
| AXUS LUXEMBOURG SA   | Specialist Financing                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| CHABON SA  | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| CODEIS SECURITIES S.A.                                     | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (5) EUROPEAN FUND SERVICES SA                              | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| LX FINANZ S.A.R.L.   | Financial Companies                   | FULL    | 100.00                      | 90.00                       | 100.00                      | 100.00                      |  |
| (5) LYXOR ASSET MANAGEMENT LUXEMBOURG S.A.                 | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| RED & BLACK AUTO LEASE GERMANY 1 SA                        | Specialist Financing                  | FULL    | _                           | 100.00                      | 100.00                      | 100.00                      |  |
| (2) ROSINVEST  | Financial Companies                   | FULL    |                             | 99.45                       | 100.00                      | 99.97                       |  |
| SG ISSUER  | Financial Companies                   | FULL    | 100.00                      |                             | 100.00                      |                             |  |
| SGBT ASSET BASED FUNDING SA                                | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
|  | •                                     |         | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (3) SGBT SECURITIES  | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE BANK & TRUST                              | Bank                                  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE CAPITAL MARKET FINANCE                    | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE FINANCING AND DISTRIBUTION                | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE LDG                                       | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE LIFE INSURANCE BROKER SA                  | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE PRIVATE WEALTH MANAGEMENT S.A.            | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE RE SA                                     | Insurance                             | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOGELIFE   | Insurance                             | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (2) WELL INVESTMENTS SA                                    | Financial Companies                   | FULL    |                             | 100.00                      |                             | 100.00                      |  |
| IVEFI S.A.   | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| COVALBA  | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SGBTCI   | Financial Companies                   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| BARTON CAPITAL LLC   | Financial Companies                   | FULL    | -                           |                             | 100.00                      | 100.00                      |  |
|  |                                       |         |                             |                             |                             |                             |  |
| Macedonia  |                                       |         |                             |                             |                             |                             |  |

|   |  |          |                     | Group ownership<br>interest |                     | oting<br>est                            |
|---|--|----------|---------------------|-----------------------------|---------------------|---|
| Country   | Activity                               | Method*  | at 31st<br>December | at 31st<br>December<br>2014 | at 31st<br>December | at 31 <sup>st</sup><br>December<br>2014 |
| Country<br>Madagascar                               | Activity                               | Welliou" | 2015                | 2014                        | 2015                | 2014                                    |
| BANKY FAMPANDROSOANA VAROTRA SG                     | Bank                                   | FULL     | 70.00               | 70.00                       | 70.00               | 70.00                                   |
| Malta   | Duin                                   | TOLL     | 70.00               | 70.00                       | 70.00               | 70.00                                   |
| LNG MALTA INVESTMENT 1 LIMITED                      | Financial Companies                    | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| LNG MALTA INVESTMENT 2 LIMITED                      | Financial Companies                    | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| Morocco   | i manciai companies                    | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| ALD AUTOMOTIVE SA MAROC                             | Consistint Financing                   |          | 43.55               | 43.55                       | 50.00               | 50.00                                   |
| ATHENA COURTAGE                                     | Specialist Financing                   |          | 57.91               |                             |                     |   |
|   | Insurance                              | FULL     |                     | 57.91                       | 99.93               | 99.93                                   |
| FONCIMMO  | Group Real Estate Management Companies | FULL     | 57.01               | 57.01                       | 100.00              | 100.00                                  |
| LA MAROCAINE VIE                                    | Insurance                              | FULL     | 88.88               | 88.88                       | 99.98               | 99.98                                   |
| SG MAROCAINE DE BANQUES                             | Bank                                   | FULL     | 57.01               | 57.01                       | 57.01               | 57.01                                   |
| SOCIETE GENERALE DE LEASING AU MAROC                | Specialist Financing                   | FULL     | 57.01               | 57.01                       | 100.00              | 100.00                                  |
| SOCIETE GENERALE TANGER OFFSHORE                    | Financial Companies                    | FULL     | 56.94               | 56.94                       | 99.88               | 99.88                                   |
| SOGECAPITAL GESTION                                 | Financial Companies                    | FULL     | 56.98               | 56.99                       | 99.94               | 99.96                                   |
| SOGEFINANCEMENT MAROC                               | Specialist Financing                   | FULL     | 57.01               | 57.01                       | 100.00              | 100.00                                  |
| SOCIETE D' EQUIPEMENT DOMESTIQUE ET MENAGER "EQDOM" | Specialist Financing                   | FULL     | 45.65               | 45.65                       | 53.72               | 53.72                                   |
| Mauritius   |  |          |                     |                             |                     |   |
| SG SECURITIES BROKING (M) LIMITED                   | Brokers                                | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| Mexico  |  |          |                     |                             |                     |   |
| ALD AUTOMOTIVE S.A. DE C.V.                         | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| ALD FLEET SA DE CV SOFOM ENR                        | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| SGFP MEXICO, S. DE R.L. DE C.V.                     | Financial Companies                    | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| Moldova   |  |          |                     |                             |                     |   |
| MOBIASBANCA GROUPE SOCIETE GENERALE                 | Bank                                   | FULL     | 79.93               | 79.93                       | 87.90               | 87.90                                   |
| Monaco  |  |          |                     |                             |                     |   |
| (1) CREDIT DU NORD - MONACO                         | Bank                                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| (1) SMC MONACO                                      | Bank                                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| (1) SOCIÉTÉ GÉNÉRALE (SUCCURSALE MONACO)            | Bank                                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| SOCIETE GENERALE PRIVATE BANKING (MONACO)           | Bank                                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| Montenegro  |  |          |                     |                             |                     |   |
| SOCIETE GENERALE BANKA MONTENEGRO A.D.              | Bank                                   | FULL     | 90.56               | 90.56                       | 90.56               | 90.56                                   |
| Norway  |  |          |                     |                             |                     |   |
| ALD AUTOMOTIVE AS                                   | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| NF FLEET AS   | Specialist Financing                   | FULL     | 80.00               | 80.00                       | 80.00               | 80.00                                   |
| SG FINANS AS  | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| New Caledonia                                       |  |          |                     |                             |                     |   |
| CREDICAL  | Specialist Financing                   | FULL     | 87.07               | 87.07                       | 96.64               | 96.64                                   |
| SOCIETE GENERALE CALEDONIENNE DE BANQUE             | Bank                                   | FULL     | 90.10               | 90.10                       | 90.10               | 90.10                                   |
| New Zealand   |  |          |                     |                             |                     |   |
| SG HAMBROS TRUST COMPANY (NEW ZEALAND) LIMITED      | Financial Companies                    | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| Netherlands   |  |          |                     |                             |                     |   |
| ALVARENGA INVESTMENTS B.V.                          | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| AXUS FINANCE NL B.V.                                | Specialist Financing                   | FULL     | -                   | -                           | 100.00              | 100.00                                  |
| AXUS NEDERLAND BV                                   | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| BRIGANTIA INVESTMENTS B.V.                          |  |          |                     |                             |                     |   |
|   | Financial Companies                    | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| HERFSTTAFEL INVESTMENTS B.V.                        | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| MONTALIS INVESTMENT BV                              | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| (1) SG AMSTERDAM                                    | Bank                                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| SG EQUIPMENT FINANCE BENELUX BV                     | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| SOGELEASE B.V.                                      | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| SOGELEASE FILMS                                     | Specialist Financing                   | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |
| TYNEVOR B.V.  | Financial Companies                    | FULL     | 100.00              | 25.00                       | 100.00              | 50.00                                   |
| HORDLE FINANCE B.V.                                 | Financial Companies                    | FULL     | 100.00              | 100.00                      | 100.00              | 100.00                                  |

|  |  |         |                     | nership<br>est                  | Group v<br>inter                |                     |
|--|--|---------|---------------------|---------------------------------|---------------------------------|---------------------|
|  |  | -       | at 31st<br>December | at 31 <sup>st</sup><br>December | at 31 <sup>st</sup><br>December | at 31st<br>December |
| Country The Philippines  | Activity                                   | Method* | 2015                | 2014                            | 2015                            | 2014                |
| The Philippines  (1)(9) SOCIETE GENERALE MANILA OFFSHORE BRANCH                                | Bank                                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| Poland   | Dalik                                      | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
|  | Cassislist Financing                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| ALD AUTOMOTIVE POLSKA SP Z 0.0.  | Specialist Financing                       |         | 100.00              | 100.00                          | 100.00                          | 100.00              |
| EURO BANK S.A.   | Specialist Financing                       | FULL    | 99.52               | 99.52                           | 99.52                           | 99.52               |
| PEMA POLSKA SP.Z 0.0.  | Services                                   | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| SG EQUIPMENT LEASING POLSKA SP Z.O.O.  | Specialist Financing                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| (1) SOCIETE GENERALE S.A. ODDZIAL W POLSCE (1) SOGECAP RISQUES DIVERS SPOLKA AKCYJNA ODDZIAL W | Bank                                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| POLSCE   |  |         |                     |                                 |                                 |                     |
| (1) SOGECAP SPOLKA AKCYJNA ODDZIAL W POLSCE  | Insurance                                  | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| French Polynesia   |  |         |                     |                                 |                                 |                     |
| BANQUE DE POLYNESIE  | Bank                                       | FULL    | 72.10               | 72.10                           | 72.10                           | 72.10               |
| SOGELEASE BDP SAS  | Specialist Financing                       | FULL    | 72.10               | 72.10                           | 100.00                          | 100.00              |
| Portugal  SGALD AUTOMOTIVE SOCIEDADE GERAL DE COMERCIO E ALUGUER DE BENZ SA                    | Specialist Financing                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| Czech Republic   |  |         |                     |                                 |                                 |                     |
| ALD AUTOMOTIVE SRO   | Specialist Financing                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| (6) CATAPS   | Services                                   | FULL    | 60.73               |                                 | 100.00                          |                     |
| ESSOX SRO  | Specialist Financing                       | FULL    | 80.00               | 80.00                           | 100.00                          | 100.00              |
| FACTORING KB   | Financial Companies                        | FULL    | 60.73               | 60.73                           | 100.00                          | 100.00              |
| KB PENZIJNI SPOLECNOST, A.S.   | Financial Companies                        | FULL    | 60.73               | 60.73                           | 100.00                          | 100.00              |
| KB REAL ESTATE   | Real Estate and Real Estate Financing      | FULL    | 60.73               | 60.73                           | 100.00                          | 100.00              |
| KOMERCNI BANKA A.S   | Bank                                       | FULL    | 60.73               | 60.73                           | 60.73                           | 60.73               |
| KOMERCNI POJISTOVNA A.S  | Insurance                                  | FULL    | 80.76               | 80.76                           | 100.00                          | 100.00              |
| MODRA PYRAMIDA STAVEBNI SPORITELNA AS  | Financial Companies                        | FULL    | 60.73               | 60.73                           | 100.00                          | 100.00              |
| NP 33  | Real Estate and Real Estate Financing      | FULL    | 60.73               | 60.73                           | 100.00                          | 100.00              |
| PEMA PRAHA SPOL. S.R.O.  | Specialist Financing                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| PROTOS   | Financial Companies                        | FULL    | 60.73               | 60.73                           | 100.00                          | 100.00              |
| SG EQUIPMENT FINANCE CZECH REPUBLIC S.R.O.   | Specialist Financing                       | FULL    | 80.33               | 80.33                           | 100.00                          | 100.00              |
| SOGEPROM CESKA REPUBLIKA S.R.O.  | Real Estate and Real Estate Financing      | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| SOGEPROM MICHLE S.R.O.   |  |         |                     |                                 |                                 |                     |
|  | Real Estate and Real Estate Financing      | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| (3) TRANSFORMED FUND   | Financial Companies                        | FULL    | 00.70               | 60.73                           | 100.00                          | 100.00              |
| VN 42 Romania  | Real Estate and Real Estate Financing      | FULL    | 60.73               | 60.73                           | 100.00                          | 100.00              |
| ALD AUTOMOTIVE SRL   | Specialist Financing                       | FULL    | 92.03               | 92.03                           | 100.00                          | 100.00              |
| BRD - GROUPE SOCIETE GENERALE SA   | Bank                                       | FULL    | 60.17               | 60.17                           | 60.17                           | 60.17               |
| (6) BRD ASSET MANAGEMENT SAI SA  | Portfolio Management                       | FULL    | 60.15               |                                 | 99.97                           |                     |
| BRD FINANCE IFN S.A.   | Financial Companies                        | FULL    | 80.48               | 80.48                           | 100.00                          | 100.00              |
| S.C. BRD SOGELEASE IFN S.A.  | Specialist Financing                       | FULL    | 60.17               | 60.17                           | 100.00                          | 100.00              |
| S.C. ROGARIU IMOBILIARE S.R.L.   | Real Estate and Real Estate Financing      | FULL    | 75.00               | 75.00                           | 75.00                           | 75.00               |
| SOCIETE GENERALE EUROPEAN BUSINESS SERVICES S.A.   | Services                                   | FULL    | 99.99               | 99.99                           | 100.00                          | 100.00              |
| SOGEPROM ROMANIA SRL   | Real Estate and Real Estate Financing      | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| United Kingdom   | rical Estate and rical Estate i maneing    | TOLL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| ACR  | Financial Companies                        | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| ALD AUTOMOTIVE GROUP PLC   | Specialist Financing                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| ALD AUTOMOTIVE LIMITED   | Specialist Financing  Specialist Financing | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
|  | *  | FULL    | 100.00              | 100.00                          |                                 |                     |
| ALD FUNDING LIMITED  (1) PRIDCEVIEW II LIMITED (IIV PRANCE)                                    | Specialist Financing                       |         | 100.00              | 100.00                          | 100.00                          | 100.00              |
| (1) BRIDGEVIEW II LIMITED (UK BRANCH)  | Specialist Financing                       | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| (1) BRIGANTIA INVESTMENTS B.V. (UK BRANCH)   | Financial Companies                        | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| (1)(6) DESCARTES TRADING LONDON BRANCH   | Financial Companies                        | FULL    | 100.00              |                                 | 100.00                          |                     |
| (1) HORDLE FINANCE B.V. (UK BRANCH)  | Financial Companies                        | FULL    | 100.00              | 100.00                          | 100.00                          | 100.00              |
| (6) JWB LEASE HOLDINGS LIMITED   | Specialist Financing                       | FULL    | 100.00              |                                 | 100.00                          |                     |

|   |                      |         | Group ow<br>inter           |                             | Group voting interest       |                             |  |
|---|----------------------|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--|
| Country   | Activity             | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |  |
| (6) JWB LEASING LIMITED PARTNERSHIP             | Specialist Financing | FULL    | 100.00                      | 2017                        | 100.00                      | 2017                        |  |
| LNG INVESTMENT 1 LTD                            | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| LNG INVESTMENT 2 LTD                            | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| LYXOR ASSET MANAGEMENT UK LLP                   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (2) SELF TRADE UK NOMINEES LIMITES              | Financial Companies  | FULL    |                             | 79.51                       |                             | 100.00                      |  |
| (2) SELFTRADE UK MARKETING SERVICE              | Services             | FULL    |                             | 79.51                       |                             | 100.00                      |  |
| (2) SELFTRADE UK SERVICES                       | Services             | FULL    |                             | 79.51                       |                             | 100.00                      |  |
| SG EQUIPMENT FINANCE (DECEMBER) LIMITED         | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG EQUIPMENT FINANCE LEASING LIMITED            | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG EQUIPMENT FINANCE OPERATING LEASING LIMITED  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG EQUIPMENT FINANCE RENTAL LIMITED             | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG FINANCIAL SERVICES LIMITED                   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS (LONDON) NOMINEES LIMITED            | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS BANK LIMITED                         | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS LIMITED (HOLDING)                    | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HAMBROS TRUST COMPANY LTD                    | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG HEALTHCARE BENEFITS TRUSTEE COMPANY LIMITED  | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG INVESTMENT LIMITED                           | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (ASSETS) LIMITED                     | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (CENTRAL 1) LIMITED                  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (CENTRAL 3) LIMITED                  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (DECEMBER) LIMITED                   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (JUNE) LIMITED                       | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (MARCH) LIMITED                      | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (USD) LIMITED                        | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING (UTILITIES) LIMITED                  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING IX                                   | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SG LEASING XII                                  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (1) SG LONDRES                                  | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SGFLD LIMITED                                   | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCGEN NOMINEES (UK) LIMITED                    | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE EQUIPMENT FINANCE LIMITED      | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE INVESTMENTS (U.K.) LIMITED     | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE NEWEDGE UK LTD                 | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| SOCIETE GENERALE SECURITIES SERVICES UK LIMITED | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| STRABUL NOMINEES LIMITED                        | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| TALOS HOLDING LTD                               | Financial Companies  | FULL    | 100.00                      | 79.51                       | 100.00                      | 100.00                      |  |
| TALOS SECURITIES LTD                            | Brokers              | FULL    | 100.00                      | 79.51                       | 100.00                      | 100.00                      |  |
| (1) TH INVESTMENTS (HONG KONG) 2 LIMITED        | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| TH LEASING (JUNE) LIMITED                       | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| TH STRUCTURED ASSET FINANCE LIMITED             | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| THE EIFFEL LIMITED PARTNERSHIP                  | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| THE MARS MARITIME LIMITED PARTNERSHIP           | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| THE SATURN MARITIME LIMITED PARTNERSHIP         | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| (1) TYNEVOR B.V. (UK BRANCH)                    | Financial Companies  | FULL    | 100.00                      | 25.00                       | 100.00                      | 100.00                      |  |
| THE FENCHURCH PARTNERSHIP                       | Financial Companies  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| Russian Federation                              | ·                    |         |                             |                             |                             |                             |  |
| ALD AUTOMOTIVE 000                              | Specialist Financing | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| AVTO LCC  | Services             | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                      |  |
| (5) BSGV LEASING LLC                            | Specialist Financing | FULL    |                             | 99.49                       |                             | 100.00                      |  |
| CLOSED JOINT STOCK COMPANY SG FINANCE           | Financial Companies  | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |  |
| CREDIT INSTITUTION OBYEDINYONNAYA RASCHOTNAYA   | Financial Companies  |         | 99.49                       | 99.49                       | 100.00                      |                             |  |
| SISTEMA   | i mandiai dumpames   | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                      |  |

|   |  |         | Group ownership interest    |                             | Group voting<br>interest    |   |
|---|--|---------|-----------------------------|-----------------------------|-----------------------------|---|
| Country   | Activity   | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31 <sup>st</sup><br>December<br>2014 |
| (4) INKAKHRAN NCO                                     | Financial Companies  | FULL    | 2010                        | 99.49                       | 2010                        | 100.00                                  |
| LLC RUSFINANCE  | Specialist Financing                                       | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| LLC RUSFINANCE BANK                                   | Specialist Financing                                       | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| (2) PMD-SERVICE                                       | Group Real Estate Management Companies                     | FULL    |                             | -                           |                             | 100.00                                  |
| PROEKTINVEST LLC                                      | Group Real Estate Management Companies                     | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| RB FACTORING LLC                                      | Specialist Financing                                       | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| RB LEASING LLC  | Specialist Financing                                       | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| REAL INVEST LLC                                       | Real Estate and Real Estate Financing                      | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| SG STRAKHOVANIE LLC                                   | Insurance  | FULL    | 99.90                       | 99.90                       | 100.00                      | 100.00                                  |
| SOCIETE GENERALE STRAKHOVANIE ZHIZNI LLC              | Insurance  | FULL    | 99.90                       | 99.90                       | 100.00                      | 100.00                                  |
| SOSNOVKA LLC  | Group Real Estate Management Companies                     | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| VALMONT LLC   | Group Real Estate Management Companies                     | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| PJSC ROSBANK  | Bank   | FULL    | 99.49                       | 99.49                       | 99.49                       | 99.49                                   |
| COMMERCIAL BANK DELTACREDIT JOINT STOCK COMPANY       | Bank   | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| RB SERVICE LLC  |  | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| RB SPECIALIZED DEPOSITARY LLC                         | Group Real Estate Management Companies Financial Companies | FULL    |                             |                             |                             |   |
| Senegal   | rmanciai companies   | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| SG DE BANQUES AU SENEGAL                              | Bank   | FULL    | 64.45                       | 64.45                       | 64.87                       | 64.87                                   |
| Serbia  | Duin   | TOLL    | 04.40                       | 04.40                       | 04.07                       | 04.07                                   |
| ALD AUTOMOTIVE D.O.O BEOGRAD                          | Specialist Financing                                       | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE BANKA SRBIJA                         | Bank   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| Singapore   | Dain   | TOLL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| NEWEDGE FINANCIAL SINGAPORE PTE LTD                   | Brokers  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SG SECURITIES (SINGAPORE) PTE. LTD.                   | Brokers  | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| (1) SG SINGAPOUR                                      | Bank   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| (1) SOCIETE GENERALE BANK & TRUST SINGAPORE BRANCH    | Bank   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| Slovakia  |  |         |                             |                             |                             |   |
| (1)(2) ALD AUTOMOTIVE S.R.O                           | Specialist Financing                                       | FULL    |                             | 100.00                      |                             | 100.00                                  |
| (6) ALD AUTOMOTIVE SLOVAKIA S.R.O.                    | Specialist Financing                                       | FULL    | 100.00                      |                             | 100.00                      |   |
| (1) KOMERCNI BANKA BRATISLAVA                         | Bank   | FULL    | 60.73                       | 60.73                       | 100.00                      | 100.00                                  |
| PEMA SLOVAKIA SPOL.S.R.O.                             | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SG EQUIPMENT FINANCE CZECH REPUBLIC S.R.O.            |  |         |                             |                             |                             |   |
| ORGANIZACNA ZLOZKA (SLOVAK RUPUBLIC BRANCH)           | Specialist Financing                                       | FULL    | 80.33                       | 80.33                       | 100.00                      | 100.00                                  |
| (5) TRUCKCENTER ZVOLEN SPOL. S.R.O.                   | Services   | FULL    |                             | 100.00                      |                             | 100.00                                  |
| Slovenia  |  |         |                             |                             |                             |   |
| ALD AUTOMOTIVE OPERATIONAL LEASING DOO                | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SKB LEASING D.O.O.                                    | Specialist Financing                                       | FULL    | 99.73                       | 99.73                       | 100.00                      | 100.00                                  |
| SKB BANKA   | Bank   | FULL    | 99.73                       | 99.73                       | 99.73                       | 99.73                                   |
| Sweden  |  |         |                             |                             |                             |   |
| ALD AUTOMOTIVE AB                                     | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| NF FLEET AB   | Specialist Financing                                       | FULL    | 80.00                       | 80.00                       | 80.00                       | 80.00                                   |
| PEMA TRUCK- OCH TRAILERUTHYRNING AB                   | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| (1) SG FINANS AS SWEDISH BRANCH                       | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| Switzerland   |  |         |                             |                             |                             |   |
| ALD AUTOMOTIVE AG                                     | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| (1)(2) NEWEDGE GROUP, PARIS, ZURICH BRANCH            | Brokers  | FULL    |                             | 100.00                      |                             | 100.00                                  |
| PEMA TRUCK- UND TRAILERVERMIETUNG GMBH                | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| ROSBANK (SWITZERLAND)                                 | Bank   | FULL    | 99.49                       | 99.49                       | 100.00                      | 100.00                                  |
| SG EQUIPMENT FINANCE SCHWEIZ AG                       | Specialist Financing                                       | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| (1) SG ZURICH   | Bank   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE PRIVATE BANKING (SUISSE) S.A.        | Bank   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |
| SOCIETE GENERALE PRIVATE BANKING (LUGANO-SVIZZERA) SA | Bank   | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                                  |

|  |                      |         | Group ownership interest    |                             | Group voting interest       |                             |
|--|----------------------|---------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Country                                      | Activity             | Method* | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 | at 31st<br>December<br>2015 | at 31st<br>December<br>2014 |
| Taiwan                                       |                      |         |                             |                             |                             |                             |
| (1) SG SECURITIES (HONG KONG) LIMITED        | Brokers              | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SG TAIPEI                                | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Chad   |                      |         |                             |                             |                             |                             |
| SOCIETE GENERALE TCHAD                       | Bank                 | FULL    | 55.19                       | 55.19                       | 66.16                       | 66.16                       |
| Thailand                                     |                      |         |                             |                             |                             |                             |
| (1)(9) SG BANGKOK                            | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Togo   |                      |         |                             |                             |                             |                             |
| (1)(6) SOCIETE GENERALE TOGO                 | Bank                 | FULL    | 83.19                       |                             | 100.00                      |                             |
| Tunisia                                      |                      |         |                             |                             |                             |                             |
| UNION INTERNATIONALE DE BANQUES              | Bank                 | FULL    | 55.10                       | 55.10                       | 52.34                       | 52.34                       |
| Turkey                                       |                      |         |                             |                             |                             |                             |
| ALD AUTOMOTIVE TURIZM TICARET ANONIM SIRKETI | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| (1) SG ISTANBUL                              | Bank                 | FULL    | 100.00                      | 100.00                      | 100.00                      | 100.00                      |
| Ukraine                                      |                      |         |                             |                             |                             |                             |
| FIRST LEASE LTD.                             | Specialist Financing | ESI     | 100.00                      | 100.00                      | 100.00                      | 100.00                      |

<sup>\*</sup> FULL: Full consolidation - SALRE: Share in the assets and liabilities and share in the related revenue and expense - EJV: Equity (Joint Venture) - ESI: Equity (significant influence)

- (1) Branches
- (2) Entities wound up in 2015
- (3) Removed from the scope in 2015
- (4) Entities sold in 2015
- (5) Merged in 2015
- (6) Newly consolidated in 2015
- (7) Including 120 French property holding companies (SCIs), accounted for using the equity method, in which the Group's ownership interest and voting rights range from 20% to
- (8) Including 197 funds
- (9) Wind up in process



# NOTE 8.5 - PROVISIONS

### **ACCOUNTING PRINCIPLES**

Under balance sheet liabilities, Provisions are comprised of provisions for financial instruments, disputes, employee benefits and tax adjustments.

### **BREAKDOWN OF PROVISIONS**

| (in millions of euros)   | 31st December 2015 | 31st December 2014 |
|--|--------------------|--------------------|
| Provisions for financial instruments and disputes (see Note 3.8) | 3,148              | 2,383              |
| Provisions for employee benefits (see Note 5.2)                  | 1,784              | 1,811              |
| Provisions for tax adjustments (see Note 6)                      | 286                | 298                |
| Total  | 5,218              | 4,492              |

## NOTE 8.6 - FEES PAID TO STATUTORY AUDITORS

The financial statements of Societe Generale are certified jointly by Ernst & Young et Autres, represented by Mrs. Isabelle Santenac, and Deloitte & Associés, represented by Mr. José-Luis Garcia.

At the proposal of the Board of Directors, the General Meeting held on 22<sup>nd</sup> May 2012 appointed Ernst & Young et Autres and renewed Deloitte & Associés, for six vears.

The Board meeting held in November 2003 adopted the rules governing the relations between Group companies and Ernst & Young et Autres, Deloitte & Associés and their respective networks, which were subsequently amended in May 2006 in order to take into account changes to the code of compliance. These rules state that the Statutory Auditors may only provide to Group subsidiaries outside of France services that are not directly linked to their audit assignments as long as the principle of independence as defined in France is respected.

A report is submitted each year to the Audit and Internal Control Committee, detailing the fees paid by type of assignment to the Statutory Auditors' networks.

Moreover, in order to prevent the development of excessively close ties between auditors and Management, and to gain a new perspective on the accounts of the Group's entities, a new distribution of audit sections has been implemented. A rotation between the firms in charge of the different audit sections have been made as from 1st January 2015. Over two-thirds of the audited scope (subsidiaries and activities) have been subject to a change of auditors since 2009.

Lastly, the Finance Departments of the entities and business divisions annually appraise the quality of the audits performed by Deloitte & Associés and Ernst & Young et Autres. The conclusions of this survey are presented to the Audit and Internal Control Committee.

#### AMOUNTS OF STATUTORY AUDITORS' FEES PRESENTED IN THE INCOME STATEMENT

|   |                                 | Ernst & You | Deloitte & | Associés | то   | TAL  |      |
|---|---------------------------------|-------------|------------|----------|------|------|------|
| (In million of euros excl. VAT)                         |                                 | 2015        | 2014       | 2015     | 2014 | 2015 | 2014 |
| Statutory audit, certification,                         | Issuer                          | 4           | 4          | 6        | 5    | 10   | 9    |
| examination of parent company and consolidated accounts | Fully consolidated subsidiaries | 14          | 14         | 12       | 11   | 26   | 25   |
|   | Issuer                          | 1           | 3          | 2        | 3    | 3    | 6    |
| Audit Services and Related assignments                  | Fully consolidated subsidiaries | 1           | 1          | 1        | 1    | 2    | 2    |
| Sub-total Audit   |                                 | 20          | 22         | 21       | 20   | 41   | 42   |
| in %  |                                 | 95%         | 100%       | 100%     | 100% | 98%  | 100% |
| Other services provided by the networks                 | Legal, tax, social              | 0           | 0          | 0        | 0    | 0    | 0    |
| to fully consolidated subsidiaries                      | Other                           | 1           | 0          | 0        | 0    | 1    | 0    |
| Total   |                                 | 21          | 22         | 21       | 20   | 42   | 42   |

# 3. STATUTORY AUDITORS' REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

#### **DELOITTE & ASSOCIÉS**

185, avenue Charles-de-Gaulle 92524 Neuilly-sur-Seine Cedex S.A. au capital de € 1.723.040

Commissaire aux Comptes Membre de la compagnie régionale de Versailles

#### **ERNST & YOUNG et Autres**

1/2, place des Saisons 92400 Courbevoie - Paris-La Défense 1 S.A.S. à capital variable

Commissaire aux Comptes Membre de la compagnie régionale de Versailles

# SOCIÉTÉ GÉNÉRALE YEAR ENDED DECEMBER 31, 2015

To the Shareholders,

In compliance with the assignment entrusted to us by your annual general meeting, we hereby report to you, for the year ended December 31, 2015, on:

- the audit of the accompanying consolidated financial statements of Société Générale:
- the justification of our assessments;
- the specific verification required by law.

These consolidated financial statements have been approved by the board of directors. Our role is to express an opinion on these consolidated financial statements based on our audit.

# I. OPINION ON THE CONSOLIDATED FINANCIAL STATEMENTS

We conducted our audit in accordance with professional standards applicable in France; those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit involves performing procedures, using sampling techniques or other methods of selection, to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made, as well as the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the group as at December 31, 2015 and of the results of its operations for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

Without qualifying our conclusion, we draw your attention to note 1 «Significant accounting principles – 2. New accounting standards applied by the Group» which sets out the consequences of the initial application of IFRIC 21 "Levies".

#### II. JUSTIFICATION OF OUR ASSESSMENTS

In accordance with the requirements of article L. 823-9 of the French commercial code (Code de commerce) relating to the justification of our assessments, we bring to your attention the following matters:

- For the purpose of preparing the consolidated financial statements, your group records depreciation to cover the credit risks inherent to its activities and performs significant accounting estimates, related in particular to the valuation of goodwill, to the assessment of the deferred tax assets, as well as the assessment of provisions for disputes, as described in the following notes to the consolidated financial statements: note 1 "Significant accounting principles - 3. Use of estimates and judgment", note 2.2 "Goodwill", note 6 "Income tax" and note 3.8 "Impairment and provisions - 4. Cost of risk". We have reviewed and tested the processes implemented by management, the underlying assumptions and the valuation parameters, and we have assessed whether these accounting estimates are based on documented procedures consistent with the accounting policies described in the aforesaid notes to the consolidated financial statements.
- As detailed in note 3.4 "Fair value of financial instruments measured at fair value" to the consolidated financial statements, your group uses internal models to measure financial instruments that are not based on observable market data. Our procedures consisted in reviewing the control procedures for the models used, assessing the underlying data and assumptions as well as their observability, and verifying that the risks generally expected from the markets were taken into account in the valuations.
- As stated in notes 3.1 "Financial assets and liabilities at fair value through profit or loss – 2. Financial instruments at fair value through profit or loss using fair value option" and 3.4 "Fair value of financial



instruments measured at fair value" to the consolidated financial statements, your group assessed the impact of changes in its own credit risk with respect to the valuation of certain financial liabilities measured at fair value through profit or loss. We have verified the appropriateness of the data used for this purpose.

These assessments were made as part of our audit of the consolidated financial statements taken as a whole, and therefore contributed to the opinion we formed which is expressed in the first part of this report.

## III. SPECIFIC VERIFICATION

As required by law we have also verified, in accordance with professional standards applicable in France, the information presented in the group's management report.

We have no matters to report as to its fair presentation and its consistency with the consolidated financial statements.

Neuilly-sur-Seine and Paris-La Défense, March 7, 2016 The statutory auditors

French original signed by

**DELOITTE & ASSOCIES** 

José-Luis Garcia

**ERNST & YOUNG et Autres** 

Isabelle Santenac