

# PRESS RELEASE

## QUARTERLY FINANCIAL INFORMATION

Paris, February 8<sup>th</sup>, 2018

### Q4 17: GOOD PERFORMANCE BY ALL THE BUSINESSES, NET INCOME MARKED BY EXCEPTIONAL ITEMS 2017: INCREASE IN UNDERLYING PROFITABILITY

#### Highlights

**Good revenue performance by the businesses in a mixed environment** (2017 underlying net banking income<sup>(1)</sup> +0.5% vs. 2016):

- Good commercial momentum in French Retail Banking against a backdrop of low interest rates;
- Record contribution from International Retail Banking & Financial Services;
- Resilient performance from Global Banking & Investor Solutions.

**Cost discipline** maintained throughout the Group (underlying operating expenses<sup>(1)</sup> +1.5% vs. 2016)

**Very low cost of risk** (19bp in 2017 vs. 37bp in 2016) confirming the quality of the asset portfolio

**Improvement in the Group's profitability** (2017 underlying ROTE<sup>(1)</sup> 9.6% vs. 9.3% in 2016)

**2017 dividend** of EUR 2.20 per share proposed to the General Meeting

#### Financial data

##### Q4 2017

Revenues<sup>(1)</sup>: EUR 6,228m (+0.8% vs. Q4 16)  
Operating expenses<sup>(1)</sup>: EUR -4,586m (+3.1% vs. Q4 16)  
Underlying net income<sup>(1)</sup>: EUR 877m (-24.1% vs. Q4 16)  
Book net income: EUR 69m  
CET1 ratio: 11.4% at December 31<sup>st</sup>, 2017

##### Full-year 2017

Revenues<sup>(1)</sup>: EUR 25,062m (+0.5% vs. 2016)  
Operating expenses<sup>(1)</sup>: EUR -17,243m (+1.5% vs. 2016)  
Underlying net income<sup>(1)</sup>: EUR 4,491m (+8.4% vs. 2016)  
Book net income: EUR 2,806m  
ROTE<sup>(1)</sup>: 9.6% at December 31<sup>st</sup>, 2017

#### Frédéric Oudéa, the Group's Chief Executive Officer, commented:

*"2017 was another important and positive milestone in the Group's transformation: ongoing adaptation of the business model, strengthening of the businesses' innovation capacity, definition of the new strategic plan "Transform to Grow", implementation of a new more agile organisation. In addition to the impacts of a number of exceptional items, the 2017 financial results reflect the healthy commercial momentum of all our businesses, the disciplined management of our costs and risks and the improvement in our underlying profitability.*

*We are starting 2018 with confidence, sustained by the ambition to seize the growth opportunities of our activities, in an economic and financial environment that should gradually be more favourable. We will focus on the disciplined execution of the first year of our new strategic plan. With globally recognised expertise, the exceptional commitment of our teams and a solid balance sheet, we are resolutely aiming to be a trusted partner of our customers, deeply involved in the positive transformation of our societies and economies."*

The footnotes \* and \*\* in this document are specified below:

- \* When adjusted for changes in Group structure and at constant exchange rates.
- \*\* Excluding non-economic items.

(1) Underlying data. See methodology note 5 for the transition from accounting data to underlying data.

Societe Generale's Board of Directors, which met on February 7<sup>th</sup>, 2018 under the chairmanship of Lorenzo Bini Smaghi, examined the results for Q4 and approved the results for full-year 2017.

The Societe Generale Group generated **book Group net income** of EUR 2,806 million in 2017 vs. EUR 3,874 million in 2016. Book Group net income amounted to EUR 69 million in Q4 17 vs. EUR 390 million in Q4 16.

This result was impacted by several exceptional items in Q4 2017: the expense related to the acceleration in the adaptation of French Retail Banking networks, the effects of the tax reforms in France and the United States, a tax rectification proposal following the tax control by the French authorities, the "Image Chèque" (interbank cheque fee system) fine and an additional allocation to the provision for disputes.

When corrected for the impact of these exceptional items, non-economic items and the linearisation over the year of the IFRIC 21 charge recorded in Q1 2017, **underlying Group net income** totalled EUR 877 million in Q4 2017 (EUR 1,156 million in Q4 2016). Underlying Group net income amounted to EUR 4,491 million in 2017 (EUR 4,145 million in 2016), up 8.4%. Underlying ROE stood at 8.3% in 2017 vs. 7.9% in 2016. Underlying ROTE stood at 9.6% in 2017 vs. 9.3% in 2016

**Book net banking income** totalled EUR 6,323 million in Q4 2017 (EUR 6,129 million in Q4 2016) and EUR 23,954 million in 2017 (EUR 25,298 million in 2016). **Underlying net banking income** amounted to EUR 6,228 million in Q4 2017 (up +0.8% vs. Q4 2016) and EUR 25,062 million in 2017 (up +0.5% vs. 2016).

In Q4 2017, French Retail Banking revenues were slightly lower against a backdrop of low interest rates, International Retail Banking & Financial Services' revenues continued to grow, driven by an excellent commercial momentum, while Global Banking & Investor Solutions' revenues proved resilient in a sluggish market environment still characterised by historically low volatility levels.

Operating expenses were higher in Q4 2017 (+14.2%) at EUR -5,024 million (EUR -4,398 million in Q4 2016). They totalled EUR -17,838 million in 2017 vs. EUR -16,817 million in 2016. When restated for exceptional items and the effect of the linearisation of IFRIC 21, underlying operating expenses were up +3.1% in Q4 2017 and +1.5% in 2017. The Group continued to invest in its digital transformation and the growth of its businesses, while continuing to rigorously control costs.

The decline in the net cost of risk (excluding the variation in the provision for disputes) observed in previous quarters continued, against the backdrop of an improvement in the Group's risk profile. It amounted to EUR -269 million in Q4 2017, an improvement vs. Q4 2016 (EUR -336 million). The net cost of risk (excluding the variation in the provision for disputes) amounted to EUR -949 million in 2017, significantly lower than in 2016 (EUR -1,741 million). The provision for disputes was the subject of an additional allocation of EUR -200 million in Q4 17 and now totals EUR 2.32 billion.

The Common Equity Tier 1 (fully-loaded CET1) ratio was 11.4% at December 31<sup>st</sup>, 2017 (11.5% at December 31<sup>st</sup>, 2016). Earnings per share, excluding non-economic items, amounts to EUR 2.98 at end-December 2017 (EUR 4.55 at end-December 2016).

## 1. GROUP CONSOLIDATED RESULTS

In EUR m	Q4 17	Q4 16	Change	2017	2016	Change
<b>Net banking income</b>	<b>6,323</b>	<b>6,129</b>	<b>+3.2%</b>	<b>23,954</b>	<b>25,298</b>	<b>-5.3%</b>
<i>Net banking income<sup>(1)</sup></i>	6,228	6,177	+0.8%	24,011	25,653	-6.4%
Operating expenses	(5,024)	(4,398)	+14.2%	(17,838)	(16,817)	+6.1%
<b>Gross operating income</b>	<b>1,299</b>	<b>1,731</b>	<b>-25.0%</b>	<b>6,116</b>	<b>8,481</b>	<b>-27.9%</b>
<i>Gross operating income<sup>(1)</sup></i>	1,204	1,779	-32.3%	6,173	8,836	-30.1%
Net cost of risk	(469)	(486)	-3.5%	(1,349)	(2,091)	-35.5%
<b>Operating income</b>	<b>830</b>	<b>1,245</b>	<b>-33.3%</b>	<b>4,767</b>	<b>6,390</b>	<b>-25.4%</b>
<i>Operating income<sup>(1)</sup></i>	735	1,293	-43.2%	4,824	6,745	-28.5%
Net profits or losses from other assets	(39)	(262)	+85.1%	278	(212)	n/s
Income tax	(558)	(508)	+9.8%	(1,708)	(1,969)	-13.3%
<b>Reported Group net income</b>	<b>69</b>	<b>390</b>	<b>-82.3%</b>	<b>2,806</b>	<b>3,874</b>	<b>-27.6%</b>
<i>Group net income<sup>(1)</sup></i>	3	421		2,848	4,107	
<b>Underlying Group net income<sup>(2)</sup></b>	<b>877</b>	<b>1,156</b>	<b>-24.1%</b>	<b>4,491</b>	<b>4,145</b>	<b>+8.4%</b>
<b>Underlying ROE<sup>(2)</sup></b>	<b>6.3%</b>	<b>8.6%</b>		<b>8.3%</b>	<b>7.9%</b>	
<b>Underlying ROTE<sup>(2)</sup></b>	<b>7.4%</b>	<b>10.9%</b>		<b>9.6%</b>	<b>9.3%</b>	

(1) Adjusted for revaluation of own financial liabilities and DVA

(2) Adjusted for non-economic and exceptional items and IFRIC 21. See methodology notes.

### Net banking income

The Group's book net banking income was up 3.2% at EUR 6,323 million in Q4 17 (EUR 6,129 million in Q4 16). Underlying net banking income increased by 0.8% to EUR 6,228 million in Q4 17 vs. EUR 6,177 million in Q4 16.

The Group's book net banking income totalled EUR 23,954 million in 2017, down -5.3% vs. 2016. It includes several exceptional items: in 2017, the impact of the LIA settlement (EUR -963 million) and the adjustment of hedging costs in French Retail Banking (EUR -88 million) and, in 2016, the capital gain on the disposal of Visa shares for EUR 725 million. When restated for these items, underlying net banking income increased by 0.5% to EUR 25,062 million in 2017 vs. EUR 24,928 million in 2016.

- French Retail Banking's net banking income was slightly lower in Q4 17 (-1.0% excluding PEL/CEL provision). Commissions enjoyed another strong quarter, increasing +4.1% in Q4 17, whereas net interest income was down -4.6% in Q4 17. Net banking income fell -2.9% in 2017, excluding PEL/CEL provision. In a low interest rate environment, French Retail Banking fostered the development of its growth drivers and fee-generating activities.
- International Retail Banking & Financial Services' net banking income rose +6.6% (+6.2%\*) in 2017 and +7.9% (+8.3%\*) in Q4 17, still driven by the very good commercial momentum in all businesses and geographical regions. As a result, in 2017, net banking income increased by +5.2% (+7.1%\*) for International Retail Banking, +12.0% (+6.6%\*) for the Insurance business and +7.5% (+3.5%\*) for Financial Services to Corporates.

- Global Banking & Investor Solutions' revenues declined by -4.9% in Q4 17. Net banking income was down -4.5% in 2017. Global Markets and Investor Services proved resilient in Q4 17 despite the persistence of historically low volatility. Financing & Advisory revenues were down -10.7% vs. Q4 16. In Asset and Wealth Management, net banking income was down -3.9%.

The accounting impact of the revaluation of the Group's own financial liabilities was EUR +93 million in Q4 17 (EUR -50 million in Q4 16). The DVA impact was EUR +2 million in Q4 17 (EUR +2 million in Q4 16). The accounting impact of the revaluation of the Group's own financial liabilities was EUR -53 million in 2017 (EUR -354 million in 2016). The DVA impact was EUR -4 million in 2017 (EUR -1 million in 2016). These two factors constitute the restated non-economic items in the analyses of the Group's results.

### **Operating expenses**

The Group's operating expenses amounted to EUR -5,024 million in Q4 17, up 14.2% vs. Q4 16, and were impacted by three exceptional items during the quarter:

- the exceptional expense related to the acceleration in the adaptation of French Retail Banking networks, amounting to EUR -390 million,
- the expense related to the receipt of a tax rectification proposal following the tax control by the French authorities regarding various operating taxes, amounting to EUR -145 million,
- the charge related to the consequences of the judgment of the Paris Court of Appeal of December 21<sup>st</sup>, 2017 confirming the fine regarding the dematerialisation of cheque processing, amounting to EUR -60 million.

When restated for these items and the effect of the linearisation of IFRIC 21, underlying operating expenses were up 3.1% at EUR -4,586 million.

Underlying operating expenses totalled EUR -17,243 million in 2017 vs. EUR -16,988 million in 2016, representing a limited increase of +1.5%.

The increase reflects investments in the growth of International Retail Banking & Financial Services, the effects of rigorous cost control in Global Banking & Investor Solutions as well as investments in the transformation of French Retail Banking's business model.

### **Gross operating income**

The Group's book gross operating income totalled EUR 1,299 million in Q4 17 (EUR 1,731 million in Q4 16) and EUR 6,116 million in 2017 (EUR 8,481 million in 2016).

The Group's underlying gross operating income amounted to EUR 1,642 million in Q4 17 (EUR 1,731 million in Q4 16) and EUR 7,819 million in 2017 (EUR 7,940 million in 2016).

### **Cost of risk**

The Group's net cost of risk, excluding the variation in the provision for disputes, remained at a low level in Q4 17 (EUR -269 million vs. EUR -336 million in Q4 16). It amounted to EUR -949 million in 2017, substantially lower than in 2016 (EUR -1,741 million), confirming the improvement in the Group's risk profile and the economic environment.

The provision for disputes totalled EUR 2.32 billion at end-2017 following an additional allocation of EUR -200 million in Q4 17.

The commercial cost of risk (expressed as a fraction of outstanding loans) continued to decline, to 22 basis points in Q4 17 (vs. 30 basis points in Q4 16). The commercial cost of risk amounted to 19 basis points in 2017, substantially lower than in 2016 (37 basis points).

- In French Retail Banking, the commercial cost of risk amounted to 37 basis points in Q4 17 (39 basis points in Q4 16) in an improved economic environment in France. It amounted to 30 basis points in 2017 vs. 36 basis points in 2016.
- International Retail Banking & Financial Services' cost of risk was lower, at 34 basis points vs. 53 basis points in Q4 16. The cost of risk amounted to 29 basis points in 2017 vs. 64 basis points in

2016. In an improved macro-economic environment, the Group continued with its risk management efforts.

- Global Banking & Investor Solutions' cost of risk amounted to -9 basis points in Q4 17 (3 basis points in Q4 16). The cost of risk amounted to -1 basis point in 2017 vs. 20 basis points in 2016.

The Group is expecting a commercial cost of risk of between 25 and 30 basis points for 2018.

The gross doubtful non-performing loans ratio was lower, at 4.4% at end-December 2017 (vs. 5.0% at end-December 2016). The Group's gross doubtful loans coverage ratio stood at 61% (vs. 64% at end-December 2016).

### Operating income

Book Group operating income totalled EUR 830 million in Q4 17 (EUR 1,245 million in Q4 16) and EUR 4,767 million in 2017 (EUR 6,390 million in 2016).

Underlying operating income amounted to EUR 1,373 million in Q4 17 (EUR 1,395 million in Q4 16) and EUR 6,870 million in 2017 (EUR 6,199 million in 2016), up +10.8% vs. 2016.

### Net income

In EUR m	Q4 17	Q4 16	2017	2016
Reported Group net income	69	390	2,806	3,874
Group net income <sup>(1)</sup>	3	421	2,848	4,107
Underlying Group net income <sup>(2)</sup>	877	1,156	4,491	4,145

	Q4 17	Q4 16	2017	2016
Underlying ROE <sup>(2)</sup>	6.3%	8.6%	8.3%	7.9%
Underlying ROTE <sup>(2)</sup>	7.4%	10.9%	9.6%	9.3%

(1) Adjusted for revaluation of own financial liabilities and DVA

(2) Adjusted for non-economic and exceptional items and IFRIC 21. See methodology notes.

Net income for Q4 17 includes an exceptional expense of EUR -416 million, the impact of the tax reforms in France and the United States.

- In France, the impact of all the tax measures (refund of the 3% additional contribution, creation of the exceptional surtax and decline in the corporate tax rate between now and 2022) amounts to EUR -163 million.
- In the United States, the decline in the federal corporate tax rate results in the recognition of an expense of EUR -253 million.

Earnings per share amounts to EUR 2.92 in 2017 (EUR 4.26 in 2016). When adjusted for non-economic items, EPS is EUR 2.98 in 2017 (EUR 4.55 in 2016).

On this basis, the Board of Directors has decided to propose the payment of a dividend of EUR 2.20 per share to the General Meeting of Shareholders. This will be detached on May 30<sup>th</sup>, 2018 and paid on June 1<sup>st</sup>, 2018.

## 2. THE GROUP'S FINANCIAL STRUCTURE

Group **shareholders' equity** totalled EUR 59.4 billion at December 31<sup>st</sup>, 2017 (EUR 62.0 billion at December 31<sup>st</sup>, 2016). Net asset value per share was EUR 63.22 including EUR 1.29 of unrealised capital gains. Tangible net asset value per share was EUR 56.78<sup>(1)</sup>.

The **consolidated balance sheet** totalled EUR 1,275 billion at December 31<sup>st</sup>, 2017 (EUR 1,354 billion at December 31<sup>st</sup>, 2016<sup>(2)</sup>). The net amount of customer loan outstandings, including lease financing, was EUR 404 billion at December 31<sup>st</sup>, 2017 (EUR 403 billion at December 31<sup>st</sup>, 2016) – excluding assets and securities sold under repurchase agreements. At the same time, customer deposits amounted to EUR 394 billion, vs. EUR 397 billion at December 31<sup>st</sup>, 2016 (excluding assets and securities sold under repurchase agreements).

At December 31<sup>st</sup>, 2017, Societe Generale SA had issued EUR 30 billion of medium/long-term debt, having an average maturity of 4.5 years and an average spread of 16.4 basis points (vs. the 6-month mid-swap, excluding subordinated debt). The subsidiaries had issued EUR 5 billion. At December 31<sup>st</sup>, 2017, the Group had issued a total of EUR 35 billion of medium/long-term debt. The LCR (Liquidity Coverage Ratio) was well above regulatory requirements at 116% at end-December 2017.

The Group's **risk-weighted assets** (RWA) amounted to EUR 353.3 billion at December 31<sup>st</sup>, 2017 (vs. EUR 355.5 billion at end-December 2016). Risk-weighted assets in respect of credit risk represent 82.0% of the total, at EUR 289.5 billion, down -1.6% vs. December 31<sup>st</sup>, 2016.

At December 31<sup>st</sup>, 2017, the Group's fully-loaded **Common Equity Tier 1** ratio stood at 11.4%<sup>(3)</sup> (11.5% at end-December 2016), down 13 basis points vs. end-December 2016. The Tier 1 ratio stood at 14.3% at end-December 2017 (14.5% at end-December 2016) and the total capital ratio amounted to 17.6%.

With a level of 21.4% of RWA and 6.6% of leveraged exposure at end-December 2017, the Group's TLAC ratio is already above the FSB's requirements for 2019.

The **leverage ratio** stood at 4.3% at December 31<sup>st</sup>, 2017 (4.2% at end-December 2016, 4.2% at end-June 2017).

Concerning the implementation of IFRS 9, the anticipated impact of first-time adoption on January 1<sup>st</sup>, 2018 is around 15 basis points on the CET1 ratio.

Concerning the finalisation of Basel III, and following the December agreement, a number of items still need to be clarified. At this stage, the Group believes that the impact of this agreement is likely to be an increase of around EUR 38 billion in risk-weighted assets in respect of credit and operational risks, based on the balance sheet and income statement at December 31<sup>st</sup>, 2016. This estimate does not take account of the impact on market risks (FRTB), whose calibration is currently under review, or the effect of adjustment measures and procedures for transposition into European law. The Group believes that there will be no output floor impact before 2027.

The Group is rated by the rating agencies DBRS (long-term rating: "A (high)" with a stable outlook; short-term rating: "R-1(middle)" and long-term Critical Obligations Rating of "AA" and short-term Critical Obligations Rating of "R-1(high)"), FitchRatings (long-term senior unsecured preferred rating raised on September 28<sup>th</sup> 2017 to "A+" with a stable outlook; short-term rating: "F1" and long-term Derivative Counterparty Rating at "A(dcr)"), Moody's (long-term deposit and senior unsecured ratings: "A2" with a stable outlook; short-term rating: "P-1" and long-term Counterparty Risk Assessment of "A1" and short-term Counterparty Risk Assessment of "P-1"), Standard & Poor's (long-term rating: "A" with a stable outlook; short-term rating: "A-1" and long-term Counterparty Risk Assessment of "A" and short-term Counterparty Risk Assessment of "A-1"), R&I (long-term rating: "A" with a stable outlook).

(1) EUR 54.36 according to new methodology. See: Methodology

(2) Amount restated in relation to the financial statements published in 2016, following the modification of the presentation of options premiums payable and receivable

(3) The phased-in ratio stood at 11.6% at end-December 2017, vs. 11.8% at end-December 2016.

### 3. FRENCH RETAIL BANKING

<i>In EUR m</i>	Q4 17	Q4 16	Change	2017	2016	Change
<b>Net banking income</b>	<b>2,084</b>	<b>2,177</b>	<b>-4.3%</b>	<b>8,131</b>	<b>8,403</b>	<b>-3.2%</b>
<i>Net banking income excl. PEL/CEL</i>	2,069	2,090	-1.0%	8,099	8,343	-2.9%
Operating expenses	(1,882)	(1,411)	<b>+33.4%</b>	(6,108)	(5,522)	<b>+10.6%</b>
<b>Gross operating income</b>	<b>202</b>	<b>766</b>	<b>-73.6%</b>	<b>2,023</b>	<b>2,881</b>	<b>-29.8%</b>
<i>Gross operating income excl. PEL/CEL</i>	187	679	-72.4%	1,991	2,821	-29.4%
Net cost of risk	(184)	(182)	+1.1%	(567)	(704)	-19.5%
Operating income	18	584	-96.9%	1,456	2,177	-33.1%
<b>Reported Group net income</b>	<b>22</b>	<b>402</b>	<b>-94.5%</b>	<b>1,010</b>	<b>1,486</b>	<b>-32.0%</b>
RONE	<b>0.8%</b>	<b>14.8%</b>		<b>9.1%</b>	<b>14.0%</b>	
<b>Underlying RONE (1)</b>	<b>11.8%</b>	<b>12.2%</b>		<b>12.5%</b>	<b>13.6%</b>	

(1) Adjusted for IFRIC 21, PEL/CEL provision, adjustment of hedging costs in Q3 17, the exceptional expense in respect of the acceleration in the transformation of the French networks and the "Echange Image Chèque" fine in Q4 17.

2017 was marked by a persistently low interest rate environment and by the acceleration in the transformation of the French networks. Against this backdrop, French Retail Banking maintained a healthy commercial momentum and a satisfactory level of profitability.

#### Activity and net banking income

French Retail Banking's three brands, Societe Generale, Crédit du Nord and Boursorama, continued their commercial expansion, particularly for their growth drivers.

In the business segment, French Retail Banking entered into relationships with approximately 4,500 new companies in 2017 (+1.0% vs. 2016), thanks to various initiatives, in particular SG Entrepreneurs, which aims to offer a comprehensive range of products and services to entrepreneurs.

In the professional client segment, onboarding remains dynamic (1.4% increase in 2017). As part of the rollout of the new "Pro Corners" ("Espaces Pro") model nationwide, Societe Generale already opened three new "XL Pro Corners" in 2017 in order to offer its professional clients greater proximity and more expertise. It plans to open six in 2018.

At the same time, there has been a particular focus on mass affluent and wealthy clients (the number of clients increased by +4.7% in 2017 for the Societe Generale and Crédit du Nord networks).

Finally, Boursorama saw the number of its customers increase by 30% vs. 2016 to 1.3 million customers at end-2017, strengthening its position as the leading online bank in France.

In a low interest rate environment, the Group decided to be selective in terms of origination in order to protect the level of margins and its risk appetite.

French Retail Banking's housing loan production enjoyed robust growth in 2017 (+21% to EUR 22.0 billion), while home loan outstandings increased by +2.2% (to EUR 94.8 billion). Corporate investment loan production was up +18% year-on-year (at EUR 11.2 billion), reflecting the healthy economic environment and the dynamism of the teams. Average investment loan outstandings rose +1.8% vs. 2016.

Overall, average loan outstandings increased by +1.4% vs. 2016, to EUR 185.8 billion.

Average outstanding balance sheet deposits came to EUR 195.3 billion in 2017. They were up +6.6%, driven by sight deposits (+16.1%), particularly in the business segment. As a result, the average loan/deposit ratio stood at 95% in 2017 (vs. 100% on average in 2016).

Retail Banking's growth drivers enjoyed a healthy momentum, thereby boosting the contribution of fee-generating activities.

Assets under management for Private Banking in France were up +5.5% in 2017 (at EUR 62.2 billion), while average life insurance outstandings were up +2.0% (at EUR 92.0 billion), with an increase in the proportion of unit-linked products to 22% (+3 points vs. 2016).

Net banking income (after neutralising the impact of PEL/CEL provisions) amounted to EUR 2,069 million in Q4 17, down -1.0%, due primarily to the contraction in net interest income.

Net interest income was down -4.6% in Q4 17, penalised by the negative interest rate environment on the re-investment of deposits and mortgage renegotiation trends. Note, however, further confirmation of the normalisation of the renegotiation trend.

Conversely, commissions were up +4.1% reflecting the gradual transformation of the business model and the increased momentum of growth drivers. Commissions represented around 44% of income in 2017 (excluding the impact of adjustments in hedging costs in Q3 17) vs. 40% in 2014.

Still buoyant brokerage and life insurance activities, particularly for unit-linked contracts, resulted in a sharp rise in financial commissions (+27.3% in Q4 17 and +21.3% in 2017). The increase also reflects Antarius' contribution, after the Group acquired total control of the company. Service commissions were stable (-2.0% in Q4 17 and stable in 2017) especially for business customers.

Net banking income (after neutralising the impact of PEL/CEL provisions) came to EUR 8,099 million in 2017, down -2.9% (-1.9% excluding the adjustment of hedging costs recorded in Q3 17), in accordance with expectations.

For 2018, the Group expects the full-year revenues of French Retail Banking to stabilise.

### **Operating expenses**

At end-November 2017, the Group announced a new plan for the reorganisation of the French Retail Banking networks. This will lead to around 900 job cuts in addition to the 2,550 already announced at the beginning of 2016, taking the total number to around 3,450 by 2020. This reorganisation, together with the accelerated overhaul of certain compliance systems, resulted in the Group booking an exceptional expense of EUR -390 million in the Q4 17 accounts.

Operating expenses for Q4 17 include an exceptional item relating to the booking of a charge following the judgment of the Paris Court of Appeal of December 21<sup>st</sup>, 2017 confirming the fine related to the litigation on the dematerialisation of cheque processing, amounting to EUR -60 million.

French Retail Banking's operating expenses totalled EUR -1,882 million. When restated for exceptional items, they rose +1.5% vs. Q4 16, in line with the acceleration of digital transformation investments and the development of growth drivers.

Operating expenses increased by +2.5%, excluding exceptional items, in 2017. On this same basis, the cost to income ratio stood at 69.1% in 2017. As part of its transformation plan, the Group closed more than 100 branches in France in 2017.

### **Operating income**

The net cost of risk was slightly higher (+1.1%) in Q4 17 than in Q4 16. The net cost of risk decreased by -19.5% in 2017 vs. 2016 and amounted to 30 basis points.

Operating income totalled EUR 18 million in Q4 17 (EUR 584 million in Q4 16) and EUR 1,456 million in 2017 (EUR 2,177 million in 2016).

### **Contribution to Group net income**

French Retail Banking's contribution to Group net income amounted to EUR 22 million in Q4 17 (EUR 402 million in Q4 16) and EUR 1,010 million in 2017 (EUR 1,486 million in 2016).

The pillar reported resilient profitability against a backdrop of low interest rates and transformation: when restated for exceptional items, the linearisation of the IFRIC 21 charge and the PEL/CEL provision, RONE was 11.8% in Q4 17 (vs. 12.2% in Q4 16) and 12.5% in 2017 (13.6% in 2016).



#### 4. INTERNATIONAL RETAIL BANKING & FINANCIAL SERVICES

The pillar's net banking income totalled EUR 8,070 million in 2017, up +6.6% vs. 2016, driven by a healthy commercial momentum in all regions and businesses. Operating expenses remained under control and amounted to EUR -4,474 million (+4.7%) over the same period, resulting in a cost to income ratio of 55.4% in 2017. Gross operating income totalled EUR 3,596 million (+9.0%) in 2017. There was a significant improvement in the net cost of risk to EUR -400 million in 2017 (down -48.7%), following the improvement in the macroeconomic environment, risk management efforts, and an insurance payout received in respect of Romania. Overall, the pillar made a contribution to Group net income of EUR 1,975 million in 2017, substantially higher than in 2016 (+21.1%), on the back of another record contribution from Europe and Africa, the ongoing recovery in Russia, as well as the good performances of the Insurance business and Financial Services to Corporates.

Net banking income amounted to EUR 2,095 million in Q4 17 (+7.9% vs. Q4 16). Gross operating income was EUR 927 million (+6.6%) and the contribution to Group net income came to EUR 474 million, up +8.2% vs. Q4 16.

The pillar reported an increase in profitability, with underlying RONE of 16.5% in Q4 17 (vs. 15.3% in Q4 16) and 17.7% in 2017 (15.2% in 2016).

<i>In EUR m</i>	Q4 17	Q4 16	Change		2017	2016	Change	
<b>Net banking income</b>	<b>2,095</b>	<b>1,941</b>	<b>+7.9%</b>	<b>+8.3%*</b>	<b>8,070</b>	<b>7,572</b>	<b>+6.6%</b>	<b>+6.2%*</b>
Operating expenses	(1,168)	(1,071)	+9.1%	+10.7%*	(4,474)	(4,273)	+4.7%	+4.6%*
<b>Gross operating income</b>	<b>927</b>	<b>870</b>	<b>+6.6%</b>	<b>+5.2%*</b>	<b>3,596</b>	<b>3,299</b>	<b>+9.0%</b>	<b>+8.3%*</b>
Net cost of risk	(119)	(169)	-29.6%	-26.4%*	(400)	(779)	-48.7%	-51.6%*
Operating income	808	701	+15.3%	+12.9%*	3,196	2,520	+26.8%	+26.9%*
Net profits or losses from other assets	3	(1)	n/s	n/s	36	58	-37.9%	-41.7%*
<b>Reported Group net income</b>	<b>474</b>	<b>438</b>	<b>+8.2%</b>	<b>+11.9%*</b>	<b>1,975</b>	<b>1,631</b>	<b>+21.1%</b>	<b>+24.8%*</b>
RONE	17.1%	15.9%			17.7%	15.2%		
<b>Underlying RONE(1)</b>	<b>16.5%</b>	<b>15.3%</b>			<b>17.7%</b>	<b>15.2%</b>		

(1) Adjusted for IFRIC 21 implementation

##### International Retail Banking

At end-December 2017, International Retail Banking's outstanding loans had risen +5.6% (+9.0%\*) vs. Q4 16, to EUR 88.6 billion; the increase was particularly strong in Western Europe and Africa. Deposit inflow remained high in virtually all the international operations; outstanding deposits totalled EUR 79.8 billion at end-December 2017, up +6.1% (+10.4%\*) year-on-year.

International Retail Banking revenues were 5.2% higher (+7.1%\*) than in 2016 at EUR 5,264 million, whereas operating expenses were up +4.3% (+5.4%\*) at EUR -3,154 million. Gross operating income came to EUR 2,110 million, up +6.7% (+9.7%\*) vs. 2016. International Retail Banking's contribution to Group net income amounted to EUR 1,032 million in 2017 (+39.3% vs. 2016), due to a better performance both in Europe and Africa, as well as a much improved situation in Russia.

In Q4 17, International Retail Banking's revenues totalled EUR 1,371 million, gross operating income was EUR 575 million and the contribution to Group net income came to EUR 283 million, up +33.5% (+37.8%\*) vs. Q4 16.

In Western Europe, outstanding loans were up +15.3% vs. Q4 16, at EUR 18.2 billion; car financing remained particularly buoyant over the period. Revenues totalled EUR 762 million in 2017, up +10.0% vs. 2016, whereas operating expenses increased by only +1.6%. As a result, gross operating income rose +19.3% in 2017. The contribution to Group net income came to EUR 199 million, up +29.2% vs. 2016.

In the Czech Republic, the Group delivered a solid commercial performance in 2017. Outstanding loans rose +9.0% (+3.0%\*), driven by home loans and consumer loans. Outstanding deposits climbed +14.8% (+8.5%\*)

year-on-year. Despite this positive volume effect, revenues were slightly lower in 2017 when adjusted for changes in Group structure and at constant exchange rates (-1.2%\*) and amounted to EUR 1,046 million (+1.5% in absolute terms), given the persistent low interest rate environment. Over the same period, operating expenses were up +3.7%\* (+6.5% in absolute terms) at EUR -576 million, due to an increase in payroll costs in a full employment environment. The contribution to Group net income benefited from an exceptionally low net cost of risk, on account of net provision write-backs, and therefore amounted to EUR 243 million, up +15.7% vs. 2016.

In Romania, the franchise expanded in a buoyant economic environment but in a highly competitive banking sector, with outstanding loans growing +3.7% (+6.4%\*) and deposits rising +2.0% (+4.7%\*) vs. Q4 16. Outstanding loans totalled EUR 6.5 billion, primarily on the back of the growth in the individual customer segment. Deposits totalled EUR 9.5 billion. In this context, net banking income rose +3.6% (+5.4%\*). Operating expenses were up +4.7% (+6.5%\*), given the investments in the network's transformation. Concerning the net cost of risk, 2017 was marked by provision write-backs, mainly on account of insurance payouts received over the period. As a result, in Romania, the Group's contribution to Group net income was EUR 128 million; it was EUR 55 million in 2016.

In other European countries, outstanding loans were down -9.4% and deposits were down -16.9% vs. Q4 16, due to the disposal of Splitska Banka. When adjusted for changes in Group structure and at constant exchange rates, outstanding loans and outstanding deposits were up +9.2%\* and +6.7%\* respectively. In 2017, revenues increased by +5.7%\* when adjusted for changes in Group structure and at constant exchange rates (-14.2% in absolute terms), whereas operating expenses saw a limited increase of +1.1%\* (-15.8% in absolute terms), as a result of the cost control in all countries in the region. The contribution to Group net income came to EUR 104 million (vs. EUR 132 million in 2016), with the increase in the contribution to Group net income when adjusted for changes in Group structure and at constant exchange rates amounting to +13.7%\*.

In Russia, activity in the individual customer segment continued to expand against the backdrop of a stabilisation in the economic environment. Outstanding loans were up +3.2% (+12.4%\*) vs. Q4 16, driven both by corporate loans (+16%\*) and loans to individual customers (+10%\*). Outstanding deposits were substantially higher (+30.0%, +42.7%\*), both for individual and business customers, contributing to the improvement in the financing cost for the Group's entities in Russia. Net banking income for SG Russia<sup>(1)</sup> increased significantly in 2017 (+21.7%, given the currency effect, and +8.1%\*). Operating expenses were higher (+19.0%; +5.7%\*) and the net cost of risk was substantially lower at EUR -54 million (-68.6% vs. 2016). Overall, SG Russia made a positive contribution to Group net income of EUR 121 million; it was EUR 8 million in 2016.

In Africa and other regions where the Group operates, outstanding loans rose +4.7% (+10.4%\* vs. Q4 16) to EUR 20.1 billion, driven mainly by Africa. Outstanding deposits were up +1.4% (+6.9%\*) at EUR 19.5 billion. Net banking income came to EUR 1,521 million in 2017, an increase vs. 2016 (+8.0%; +11.2%\*). Over the same period, operating expenses rose +7.0% (+10.0%\*), in conjunction with the Group's commercial development. The contribution to Group net income came to EUR 270 million in 2017, up +21.1% vs. 2016.

## Insurance

The life insurance savings business saw outstandings increase by +2.3%\* in 2017, and by +16.1% including Antarius' life insurance outstandings. The business also benefited from a stronger trend towards unit-linked products, with the share of unit-linked products in outstandings up +3 points vs. Q4 16 at 26%.

There was further growth in Personal Protection insurance (premiums up +9.4% vs. 2016). Likewise, Property/Casualty insurance continued to grow (premiums up +9.4% vs. 2016), with substantial growth internationally (+20% vs. 2016), driven by home insurance.

The Insurance business turned in a good financial performance in 2017, with net banking income up +12.0% at EUR 989 million (+6.6%\*), and a still low cost to income ratio (37.5%). The contribution to Group net

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(1) SG Russia encompasses the entities Rosbank, Delta Credit Bank, Rusfinance Bank, Societe Generale Insurance, ALD Automotive and their consolidated subsidiaries

income increased by +10.3% to EUR 406 million in 2017; it was EUR 110 million in Q4 17, representing an increase of +13.4% vs. Q4 16.

### **Financial Services to Corporates**

Financial Services to Corporates maintained its commercial momentum in 2017.

Operational Vehicle Leasing and Fleet Management experienced another substantial increase in its vehicle fleet in Q4 17. The vehicle fleet was up +9.8% in 2017 and exceeded the threshold of 1.5 million vehicles, mainly through organic growth.

The company continued to consolidate its leadership position in the mobility market. In the individual customer segment, the fleet now amounts to 78,000 contracts, up by more than 40%. Moreover, ALD has developed an innovative offering resulting in the creation of new modes of car use.

Equipment Finance enjoyed a good level of new business in 2017, with an increase of +7.0% (+7.6%\*) vs. 2016. Outstanding loans were up +3.8% (+6.5%\*) vs. Q4 16, at EUR 17.1 billion (excluding factoring), in a highly competitive environment adversely affecting new business margins.

Financial Services to Corporates' net banking income rose +7.5% to EUR 1,802 million in 2017 (+3.5%\*). Operating expenses were higher over the period at EUR -905 million (+9.7%, +5.4%\*), due to operating and technological investments related to the development of activities. The contribution to Group net income was stable at EUR 579 million (+0.2%, despite the reduction of ALD's contribution following its stock market floatation), and up +7.2%\* when adjusted for changes in Group structure and at constant exchange rates.

In Q4 17, Financial Services to Corporates' revenues totalled EUR 468 million (+3.1%, -3.3%\*, vs. Q4 16) and operating expenses came to EUR -242 million (+7.6%, +3.8%\* vs. Q4 16). The contribution to Group net income was EUR 120 million in Q4 17, vs. EUR 145 million in Q4 16.

## 5. GLOBAL BANKING & INVESTOR SOLUTIONS

In EUR m	Q4 17	Q4 16	Change		2017	2016	Change	
<b>Net banking income</b>	<b>2,117</b>	<b>2,225</b>	<b>-4.9%</b>	<b>-1.7%*</b>	<b>8,887</b>	<b>9,309</b>	<b>-4.5%</b>	<b>-2.9%*</b>
Operating expenses	(1,679)	(1,751)	-4.1%	-0.7%*	(6,895)	(6,887)	+0.1%	+1.8%*
<b>Gross operating income</b>	<b>438</b>	<b>474</b>	<b>-7.6%</b>	<b>-5.2%*</b>	<b>1,992</b>	<b>2,422</b>	<b>-17.8%</b>	<b>-16.2%*</b>
Net cost of risk	34	14	n/s	n/s	18	(268)	n/s	n/s
Operating income	472	488	-3.3%	-0.9%*	2,010	2,154	-6.7%	-5.0%*
<b>Reported Group net income</b>	<b>368</b>	<b>432</b>	<b>-14.8%</b>	<b>-13.2%*</b>	<b>1,566</b>	<b>1,803</b>	<b>-13.1%</b>	<b>-11.7%*</b>
<b>RONE</b>	<b>10.5%</b>	<b>11.8%</b>			<b>10.8%</b>	<b>11.9%</b>		
<b>Underlying RONE(1)</b>	<b>8.7%</b>	<b>11.7%</b>			<b>10.9%</b>	<b>10.8%</b>		

(1) Adjusted for IFRIC 21 implementation, DVA, refund of the Euribor fine in Q1 16 and RMBS litigation in Q4 16

The pillar's net banking income totalled EUR 8,887 million in 2017, down -4.5% vs. 2016, which benefited from a good level of activity in a more favourable environment, especially in Global Markets.

Global Banking & Investor Solutions posted net banking income of EUR 2,117 million in Q4 17, down -4.9% vs. Q4 16 (EUR 2,225 million) but substantially higher than in Q3 16 (+8.3%).

### Global Markets & Investor Services

In a market characterised by historically low volatility, **Global Markets & Investor Services'** net banking income proved resilient at EUR 5,679 million in 2017 (-4.3% vs. 2016), confirming the agility of the business model and the success of the transformation carried out. In this respect, the business' expertise was recognised again in 2017, with the titles of "Equity Derivatives House of the Year" and "Interest Rate Derivatives House of the Year" presented by Risk Awards.

Net banking income amounted to EUR 1,345 million in Q4 17, down -2.5% vs. Q4 16 (+1.3% excluding currency effect). In line with Q3, world markets continued on their global upward trend, but investor appetite remained limited in a low volatility environment. These challenging market conditions were accentuated by an unfavourable comparison base, with Q4 2016 having benefited from more buoyant client activity following the results of the US elections.

At EUR 2,374 million, the net banking income of **Fixed Income, Currencies & Commodities** was down -7.1% in 2017 vs. 2016. At EUR 515 million in Q4 17, net banking income was down -6.5% vs. Q4 16. The decline in volatility which began early in the year continued, leading to reduced investor activity. In this environment, structured products remained dynamic, confirming the successful expansion of our cross asset structured products franchise. Flow product revenues rebounded from the particularly low level in Q3 17, but remained lower than in Q4 16, with low volatility having particularly impacted Rate and Forex activities.

**Equities'** net banking income was EUR 1,971 million in 2017 (-6.1% vs. 2016). In Q4 17, net banking income amounted to EUR 501 million, down -1.6% vs. Q4 16 but with a pronounced rebound of +40% vs. Q3 17. In an environment of still historically low volatility, structured products picked up, driven by excellent commercial activity, especially in Europe and North America. Flow product activity in Q4 17 also experienced a sharp rebound across all products, particularly on flow derivatives and listed products, driven by Asia.

**Prime Services'** net banking income totalled EUR 641 million in 2017 (+3.2% vs. 2016) and EUR 150 million in Q4 17 (+0.7% vs. Q4 16). The business continued to proactively develop its franchises and grow its client base.

**Securities Services'** assets under custody amounted to EUR 3,904 billion at end-2017, down -1.3% year-on-year. Over the same period, assets under administration were up +8.1% at EUR 651 billion. Revenues were up +5.0% in 2017 vs. 2016 at EUR 693 million, reflecting an increase in commissions and the healthy state of financial income. Securities Services' revenues were up +4.7% in Q4 17 vs. Q4 16. The business

posted another increase in commissions in Q4 17, in conjunction with substantial commercial success, particularly on fund distribution activity, and benefited from a less unfavourable rate environment.

### Financing & Advisory

**Financing & Advisory's** revenues totalled EUR 2,220 million in 2017, down -6.4% vs. the high level in 2016. Net banking income came to EUR 527 million in Q4 17, down -10.7% vs. Q4 16 (but only -8.4% at constant exchange rates). Financing activities enjoyed higher revenues, driven by a healthy commercial momentum and good level of new business, particularly in the Natural Resources division. The securitisation business maintained its healthy momentum and saw its revenues increase each quarter. These good results are more than offset by still challenging market conditions, which adversely affected the commodity derivatives franchise whose revenues decreased significantly compared to Q4 16, in line with the first nine months of 2017, and corporate hedging activities.

### Asset and Wealth Management

The net banking income of the **Asset and Wealth Management** business line totalled EUR 988 million in 2017 (-1.3% vs. 2016), in a low interest rate environment that particularly impacted Private Banking activities. Net banking income amounted to EUR 245 million in Q4 17 (-3.9% vs. Q4 16).

**Private Banking's** assets under management amounted to EUR 118 billion at end-December 2017, up +1.8% year-on-year. Net banking income was down -4.8% in 2017 vs. 2016, at EUR 777 million. Revenues were down -9.6% vs. Q4 16, at EUR 188 million, with a margin of 98bp in Q4 17. Good commercial activity, particularly on structured products, partially offset the negative effects of the low interest rate environment and lower brokerage commissions in Q4 17.

**Lyxor's** assets under management came to EUR 112 billion at end-December 2017 (+5.7% vs. end-December 2016), representing a new high for the business. Growth originated from still strong commercial gains on ETFs. Lyxor's market share amounted to 10.1% on ETFs in Europe (source ETFGI). Net banking income amounted to EUR 190 million in 2017 (+18.0% vs. 2016). In Q4 17, net banking income came to EUR 50 million (+13.6% vs. Q4 16), driven by an excellent commercial momentum across all the businesses.

### Operating expenses

Global Banking & Investor Solutions' operating expenses were stable at +0.1% vs. 2016 which benefited from the partial refund of the Euribor fine in Q1 16. When restated for this effect and the RMBS litigation in Q4 16, operating expenses were down -2.3% vs. 2016, reflecting cost control efforts implemented via the 2015-2017 transformation plan. They more than offset the increase in regulatory constraints. Operating expenses were down -4.1% in Q4 17 vs. Q4 16. The cost to income ratio stood at 77.6% in 2017.

### Operating income

Gross operating income came to EUR 1,992 million in 2017 (down -17.8% vs. 2016) and EUR 438 million in Q4 17 (down -7.6% vs. Q4 16).

The net cost of risk remained at a very low level for the fifth consecutive quarter, with a net write-back of EUR +34 million in Q4 17. There was a EUR 18 million write-back in the net cost of risk in 2017 (EUR -268 million in 2016). The pillar's operating income totalled EUR 2,010 million in 2017 (down -6.7% vs. 2016) and EUR 472 million in Q4 17 (down -3.3% vs. Q4 16).

### Net income

The pillar's contribution to Group net income came to EUR 1,566 million in 2017 and EUR 368 million in Q4 17 (-14.8% vs. Q4 16). The pillar's RONE amounted to 10.8% for 2017.

## 6. CORPORATE CENTRE

<i>In EUR m</i>	<b>Q4 17</b>	<b>Q4 16</b>	<b>2017</b>	<b>2016</b>
<b>Net banking income</b>	<b>27</b>	<b>(214)</b>	<b>(1,134)</b>	<b>14</b>
<i>Net banking income<sup>(1)</sup></i>	(66)	(164)	(1,081)	368
Operating expenses	(295)	(165)	(361)	(135)
Gross operating income	(268)	(379)	(1,495)	(121)
<i>Gross operating income<sup>(1)</sup></i>	(361)	(329)	(1,442)	233
Net cost of risk	(200)	(149)	(400)	(340)
Net profits or losses from other assets	(43)	(256)	236	(282)
<b>Reported Group net income</b>	<b>(795)</b>	<b>(882)</b>	<b>(1,745)</b>	<b>(1,046)</b>
<i>Group net income<sup>(1)</sup></i>	(859)	(849)	(1,706)	(814)

(1) Adjusted for revaluation of own financial liabilities

The Corporate Centre includes:

- the property management of the Group's head office,
- the Group's equity portfolio,
- the Treasury function for the Group,
- certain costs related to cross-functional projects and certain costs incurred by the Group and not re-invoiced to the businesses.

The Corporate Centre's net banking income totalled EUR 27 million in Q4 17 (EUR -214 million in Q4 16), and EUR -66 million excluding the revaluation of the Group's own financial liabilities (EUR -164 million in Q4 16). The Corporate Centre's net banking income totalled EUR -1,134 million in 2017 (EUR 14 million in 2016), and EUR -1,081 million excluding the revaluation of the Group's own financial liabilities (EUR 368 million in 2016).

Operating expenses include the expense related to a tax rectification proposal following the tax control by the French authorities regarding various operating taxes, amounting to EUR -145 million.

Gross operating income was EUR -268 million in Q4 17 vs. EUR -379 million in Q4 16. When restated for the revaluation of own financial liabilities, gross operating income amounted to EUR -361 million in Q4 17 (vs. EUR -329 million in Q4 16). When restated for these non-economic items and exceptional items of previous quarters in 2017 and 2016, gross operating income came to EUR -334 million in 2017 vs. EUR -492 million in 2016. For full-year 2018, the Group is expecting gross operating income of around EUR -400 million, excluding non-economic and exceptional items, for the Corporate Centre.

In Q4 17, the net cost of risk amounted to EUR -200 million, corresponding to an additional allocation to the provision for disputes. This takes the total of this provision to EUR 2.32 billion at December 31<sup>st</sup>, 2017.

The Corporate Centre's contribution to Group net income was EUR -795 million in Q4 17 (EUR -1,745 million in 2017), vs. EUR -882 million in Q4 16 (EUR -1,046 million in 2016). When restated for the impact of the revaluation of own financial liabilities, the Corporate Centre's contribution to Group net income was EUR -859 million in Q4 17 (EUR -1,706 million in 2017) vs. EUR -849 million in Q4 16 (EUR -814 million in 2016).

The contribution to Group net income in Q4 17 includes two exceptional items recorded as a tax expense:

- the effect of the tax reform in the United States, amounting to EUR -253 million
- the overall net effect of tax changes in France, amounting to EUR -163 million

## **7. OTHER INFORMATION ITEM**

With regard to the tax treatment of the loss caused by the actions of Jérôme Kerviel, Societe Generale considers that the judgment of the Versailles Court of Appeal of September 23<sup>rd</sup>, 2016 is not likely to call into question its validity in view of the 2011 opinion of the “Conseil d’État” (French Council of State) and its established case law which was recently confirmed again in this regard. Consequently, Societe Generale considers there is no need to provision the corresponding deferred tax assets.

However, as indicated by the Minister of the Economy and Finance in September 2016, the tax authorities have examined the tax consequences of this book loss and recently confirmed that they intended to call into question the deductibility of the loss caused by the actions of Jérôme Kerviel, amounting to EUR 4.9 billion. This tax rectification proposal has no immediate effect and will possibly have to be confirmed by a tax adjustment notice sent by the tax authorities when Societe Generale is in a position to deduct the tax loss carryforwards arising from the loss from its taxable income. Such a situation will not occur for several years according to the bank’s forecasts. In the event that the authorities decide, in due course, to confirm their current position, the Societe Generale Group will not fail to assert its rights before the competent courts.

## 8. CONCLUSION

Societe Generale generated Group net income of EUR 2,806 million in 2017, impacted by exceptional items. The Group's underlying net income demonstrates the healthy momentum of all the businesses, with an increase of 8.4% to EUR 4,491 million.

Against a backdrop of still low interest rates, French Retail Banking experienced a healthy commercial momentum, particularly for its core customers. Moreover, the Group announced the acceleration in the transformation of its networks, in order to move towards a balanced business model combining human expertise and digital in accordance with changes in customer expectations.

International Retail Banking & Financial Services posted a record contribution, with a strong performance in all International Retail Banking's geographical regions as well as in Financial Services to Corporates and in Insurance.

In Global Banking & Investor Solutions, our core franchises continued to deliver resilient results, while continuing to win market share.

This performance was achieved while maintaining rigorous control of costs, with investments in line with the transformation and growth of the businesses, and the success of the 2015-2017 cost savings plan (EUR 1.21 billion of savings).

In line with the announcement on November 28<sup>th</sup>, 2017, the Group will propose a dividend payment of EUR 2.20 per share to the General Meeting of Shareholders.

With a more agile organisation, the Group is starting 2018 with confidence. 2018 will enable it to embark on a new phase of its strategic plan "Transform to Grow", in order to deliver higher, profitable and sustainable growth for its employees, customers and shareholders.



## 9. 2018 FINANCIAL CALENDAR

### *2018 Financial communication calendar*

May 4 <sup>th</sup> , 2018	First quarter 2018 results
May 23 <sup>rd</sup> , 2018	General Meeting of Shareholders
August 2 <sup>nd</sup> , 2018	Second quarter and first half 2018 results
November 8 <sup>th</sup> , 2018	Third quarter 2018 results
February 7 <sup>th</sup> , 2019	Fourth quarter and FY 2018 results

**The Alternative Performance Measures, notably the notions of net banking income for the pillars, operating expenses, IFRIC 21 adjustment, (commercial) cost of risk in basis points, ROE, RONE, net assets, tangible net assets, EPS excluding non-economic items, and the amounts serving as a basis for the different restatements carried out (in particular the transition from accounting data to underlying data) are presented in the methodology notes, as are the principles for the presentation of prudential ratios.**

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

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

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

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

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

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

Investors are advised to take into account factors of uncertainty and risk likely to impact the operations of the Group when considering the information contained in such forward-looking statements. Other than as required by applicable law, Societe Generale does not undertake any obligation to update or revise any forward-looking information or statements. Unless otherwise specified, the sources for the business rankings and market positions are internal.

## 6. APPENDIX 1: FINANCIAL DATA

### CONSOLIDATED INCOME STATEMENT

	2017	2016	Change		Q4 17	Q4 16	Change	
<i>In M EUR</i>								
Net banking income	23,954	25,298	-5.3%	-5.1%*	6,323	6,129	+3.2%	+4.3%*
Operating expenses	(17,838)	(16,817)	+6.1%	+6.8%*	(5,024)	(4,398)	+14.2%	+16.1%*
<b>Gross operating income</b>	<b>6,116</b>	<b>8,481</b>	<b>-27.9%</b>	<b>-28.4%*</b>	<b>1,299</b>	<b>1,731</b>	<b>-25.0%</b>	<b>-26.2%*</b>
Net cost of risk	(1,349)	(2,091)	-35.5%	-36.4%*	(469)	(486)	-3.5%	-1.7%*
<b>Operating income</b>	<b>4,767</b>	<b>6,390</b>	<b>-25.4%</b>	<b>-25.8%*</b>	<b>830</b>	<b>1,245</b>	<b>-33.3%</b>	<b>-36.0%*</b>
Net profits or losses from other assets	278	(212)	n/s	n/s	(39)	(262)	+85.1%	+85.1%*
Net income from companies accounted for by the equity method	92	129	-28.7%	-4.9%*	6	28	-78.6%	-26.5%*
Impairment losses on goodwill	1	0	n/s	n/s	0	0	n/s	n/s
Income tax	(1,708)	(1,969)	-13.3%	-14.0%*	(558)	(508)	+9.8%	+5.2%*
<b>Net income</b>	<b>3,430</b>	<b>4,338</b>	<b>-20.9%</b>	<b>-20.6%*</b>	<b>239</b>	<b>503</b>	<b>-52.5%</b>	<b>-54.3%*</b>
O.w. non-controlling interests	624	464	+34.5%	+22.3%*	170	113	+50.4%	+27.7%*
<b>Group net income</b>	<b>2,806</b>	<b>3,874</b>	<b>-27.6%</b>	<b>-25.8%*</b>	<b>69</b>	<b>390</b>	<b>-82.3%</b>	<b>-82.8%*</b>
Tier 1 ratio at the end of period	13.8%	14.5%			13.8%	14.5%		

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

### GROUP NET INCOME AFTER TAX BY CORE BUSINESS

<i>In M EUR</i>	2017	2016	Change	Q4 17	Q4 16	Change
<b>French Retail Banking</b>	1,010	1,486	-32.0%	22	402	-94.5%
<b>International Retail Banking and Financial Services</b>	1,975	1,631	+21.1%	474	438	+8.2%
<b>Global Banking and Investor Solutions</b>	1,566	1,803	-13.1%	368	432	-14.8%
<b>Core Businesses</b>	4,551	4,920	-7.5%	864	1,272	-32.1%
<b>Corporate Centre</b>	(1,745)	(1,046)	-66.8%	(795)	(882)	+9.9%
<b>Group</b>	<b>2,806</b>	<b>3,874</b>	<b>-27.6%</b>	<b>69</b>	<b>390</b>	<b>-82.3%</b>

**CONSOLIDATED BALANCE SHEET**

<i>Assets - in EUR bn</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Cash, due from central banks	114.4	96.2
Financial assets at fair value through profit and loss <sup>(1)</sup>	419.7	500.2
Hedging derivatives	13.6	18.1
Available-for-sale financial assets	140.0	139.4
Due from banks	60.9	59.5
Customer loans	425.2	426.5
Revaluation differences on portfolios hedged against interest rate risk	0.7	1.1
Held-to-maturity financial assets	3.6	3.9
Tax assets	6.0	6.4
Other assets <sup>(1)</sup>	60.6	71.4
Non-current assets held for sale	0.0	4.3
Investments in subsidiaries and affiliates accounted for by equity method	0.7	1.1
Tangible and intangible fixed assets	24.8	21.8
Goodwill	5.0	4.5
<b>Total</b>	<b>1,275.1</b>	<b>1,354.4</b>

<i>Liabilities - in EUR bn</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Due to central banks	5.6	5.2
Financial liabilities at fair value through profit and loss <sup>(1)</sup>	368.7	440.1
Hedging derivatives	6.8	9.6
Due to banks	88.6	82.6
Customer deposits	410.6	421.0
Debt securities issued	103.2	102.2
Revaluation differences on portfolios hedged against interest rate risk	6.0	8.5
Tax liabilities	1.7	1.4
Other liabilities <sup>(1)</sup>	69.1	81.9
Non-current liabilities held for sale	0.0	3.6
Underwriting reserves of insurance companies	131.0	112.8
Provisions	6.1	5.7
Subordinated debt	13.6	14.1
Shareholders' equity, Group share	59.4	62.0
Non-controlling Interests	4.7	3.8
<b>Total</b>	<b>1,275.1</b>	<b>1,354.4</b>

NB. Customer loans include lease financing.

(1) Amount restated in relation to the financial statements published in 2016, following the modification of the presentation of options premiums payable and receivable

## 11. APPENDIX 2: METHODOLOGY

### 1 – The Group's consolidated results as at December 31<sup>st</sup>, 2017 were examined by the Board of Directors on February 7<sup>th</sup>, 2018.

The financial information presented in respect of the fourth quarter and the year ended December 31<sup>st</sup>, 2017 has been prepared in accordance with IFRS as adopted in the European Union and applicable at that date. The audit procedures carried out by the Statutory Auditors on the consolidated financial statements are in progress.

### 2 – Net banking income

The pillars' net banking income is defined on page 44 of Societe Generale's 2017 Registration Document. The terms "Revenues" or "Net Banking Income" are used interchangeably. They provide a normalised measure of each pillar's net banking income taking into account the normative capital mobilised for its activity.

### 3 – Operating expenses

**Operating expenses** correspond to the "Operating Expenses" as presented in notes 5 and 8.2 to the Group's consolidated financial statements as at December 31<sup>st</sup>, 2016 (pages 381 et seq. and page 401 of Societe Generale's 2017 Registration Document). The term "costs" is also used to refer to Operating Expenses.

The **Cost/Income Ratio** is defined on page 44 of Societe Generale's 2017 Registration Document.

### 4 – IFRIC 21 adjustment

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

### 5 – Restatements and other significant items for the period – Transition from accounting data to underlying data

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

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

Details of these items, as well as the other items that are the subject of a one-off or recurring restatement (**exceptional items**), are provided below, given that, in the table below, the items marked with one asterisk (\*) are the non-economic items and the items marked with two asterisks (\*\*) are the exceptional items.

The reconciliation enabling the transfer from accounting data to underlying data is set out below:

<i>In EUR m</i>	<b>Q4 17</b>	<b>Q4 16</b>	<b>Change</b>	<b>2017</b>	<b>2016</b>	<b>Change</b>
<b>Net Banking Income</b>	<b>6,323</b>	<b>6,129</b>	<b>+3.2%</b>	<b>23,954</b>	<b>25,298</b>	<b>-5.3%</b>
<i>Reevaluation of own financial liabilities*</i>	93	(50)		(53)	(354)	Corporate Centre
<i>DVA*</i>	2	2		(4)	(1)	Group
<i>Visa disposal**</i>					725	Corporate Centre
<i>Adjustment of hedging costs***</i>				(88)		French Retail Banking
<i>LIA settlement**</i>				(963)		Corporate Centre
<b>Underlying Net Banking Income</b>	<b>6,228</b>	<b>6,177</b>	<b>+0.8%</b>	<b>25,062</b>	<b>24,928</b>	<b>+0.5%</b>
<b>Operating expenses</b>	<b>(5,024)</b>	<b>(4,398)</b>	<b>+14.2%</b>	<b>(17,838)</b>	<b>(16,817)</b>	<b>+6.1%</b>
<i>IFRIC 21</i>	157	95				
<i>Adaptation of French retail network**</i>	(390)			(390)		French Retail Banking
<i>French tax audit / EIC**</i>	(205)			(205)		French Retail Banking/Corporate Centre
<i>Euribor fine**</i>					218	Global Banking and Investor Solutions
<i>RMBS litigation**</i>		(47)			(47)	Global Banking and Investor Solutions
<b>Underlying Operating expenses</b>	<b>(4,586)</b>	<b>(4,446)</b>	<b>+3.1%</b>	<b>(17,243)</b>	<b>(16,988)</b>	<b>+1.5%</b>
<b>Net cost of risk</b>	<b>(469)</b>	<b>(486)</b>	<b>-3.5%</b>	<b>(1,349)</b>	<b>(2,091)</b>	<b>-35.5%</b>
<i>Provision for disputes**</i>	(200)	(150)		(800)	(350)	Corporate Centre
<i>LIA settlement**</i>				400		Corporate Centre
<b>Underlying Net cost of risk</b>	<b>(269)</b>	<b>(336)</b>	<b>-19.9%</b>	<b>(949)</b>	<b>(1,741)</b>	<b>-45.5%</b>
<b>Net profit or losses from other assets</b>	<b>(39)</b>	<b>(262)</b>	<b>n/s</b>	<b>278</b>	<b>(212)</b>	<b>n/s</b>
<i>Change in consolidation method of Antarius**</i>				203		Corporate Centre
<i>SG Fortune disposal**</i>				73		Corporate Centre
<i>Splitska Banka disposal**</i>		(235)			(235)	Corporate Centre
<b>Underlying Net profits or losses from other assets</b>	<b>(39)</b>	<b>(27)</b>	<b>n/s</b>	<b>2</b>	<b>23</b>	
<b>Group net income</b>	<b>69</b>	<b>390</b>	<b>-82.3%</b>	<b>2,806</b>	<b>3,874</b>	<b>-27.6%</b>
<i>Effect in Group net income of exceptional and non-economic items and IFRIC 21***</i>	(808)	(766)		(1,685)	(271)	
<b>Underlying Group net income</b>	<b>877</b>	<b>1,156</b>	<b>-24.1%</b>	<b>4,491</b>	<b>4,145</b>	<b>+8.4%</b>

\* Non-economic items

\*\* Exceptional items

\*\*\* Including effect of changes in the tax laws in France and the United States

## 6 – Cost of risk in basis points, coverage ratio for doubtful outstandings

The cost of risk or commercial cost of risk is defined on pages 46 and 528 of Societe Generale's 2017 Registration Document. This indicator makes it possible to assess the level of risk of each of the pillars as a percentage of balance sheet loan commitments, including operating leases.

	(In EUR M)	Q4 17	Q4 16	2017	2016
<b>French Retail Banking</b>	Net Cost of Risk	178	184	567	679
	Gross loan outstandings	194,122	187,465	191,826	188,049
	<b>Cost of Risk in bp</b>	37	39	30	36
<b>International Retail Banking</b>	Net Cost of Risk	109	161	366	763
	Gross loan outstandings	128,015	122,550	125,956	118,880
	<b>Cost of Risk in bp</b>	34	53	29	64
<b>Global Banking and Investor Solutions</b>	Net Cost of Risk	(31)	12	(16)	292
	Gross loan outstandings	135,494	154,064	145,361	148,223
	<b>Cost of Risk in bp</b>	(9)	3	(1)	20
<b>Societe Generale Group</b>	Net Cost of Risk	256	356	918	1,723
	Gross loan outstandings	465,288	470,124	470,976	465,733
	<b>Cost of Risk in bp</b>	22	30	19	37

The **gross coverage ratio for doubtful outstandings** is calculated as the ratio of provisions recognised in respect of the credit risk to gross outstandings identified as in default within the meaning of the regulations, without taking account of any guarantees provided. This coverage ratio measures the maximum residual risk associated with outstandings in default ("doubtful").

## 7 – ROE, RONE, ROTE

The notion of ROE, as well as the methodology for calculating it, are specified on page 47 of Societe Generale's 2017 Registration Document. This measure makes it possible to assess Societe Generale's return on equity.

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

The notion of ROTE, as well as the methodology used to calculate it, is specified on page 47 of Societe Generale's Registration Document. This measure is used to determine the return on Societe Generale's tangible capital. The figures contained in this release for 2017, 2016 and 2015 have been calculated using a new methodology. According to this new methodology, the Group's ROTE is therefore calculated on the basis of tangible capital i.e. excluding cumulative average book capital (Group share), average net goodwill in the assets, underlying average goodwill relating to shareholdings in companies accounted for by the equity method and net intangible assets.

### Calculation of the Group's ROE (Return on Equity) and ROTE (Return on Tangible Equity)

Details of the corrections made to book equity in order to calculate ROE and ROTE for the period are given in the table below:

<i>End of period</i>	<b>2017</b>	<b>2016</b>	<b>2015</b>
<b>Shareholders' equity Group share</b>	<b>59,373</b>	<b>61,953</b>	<b>59,037</b>
Deeply subordinated notes	(8,520)	(10,663)	(9,552)
Undated subordinated notes	(269)	(297)	(366)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(165)	(171)	(146)
Unrealised gains/losses booked under shareholders' equity, excluding conversion reserves	(1,031)	(1,273)	(1,582)
Dividend provision	(1,762)	(1,759)	(1,593)
<b>ROE equity</b>	<b>47,626</b>	<b>47,790</b>	<b>45,798</b>
<b>Average ROE equity</b>	<b>48,087</b>	<b>46,531</b>	<b>44,889</b>
Average Goodwill	(4,924)	(4,693)	(5,077)
Average Intangible Assets	(1,831)	(1,630)	(1,616)
<b>Average ROTE Equity (New methodology)</b>	<b>41,332</b>	<b>40,207</b>	<b>38,196</b>

Symmetrically, Group net income used for the ROE numerator is book Group net income adjusted for "interest, net of tax payable to holders of deeply subordinated notes and undated subordinated notes, interest paid to holders of deeply subordinated notes and undated subordinated notes, issue premium amortisations" and "unrealised gains/losses booked under shareholders' equity, excluding conversion reserves" (see methodology note No. 9).

#### **RONE calculation: Average capital allocated to Core Businesses (in EURm)**

	<b>Q4 17</b>	<b>Q4 16</b>	<b>2017</b>	<b>2016</b>
<b>French Retail Banking</b>	<b>11,263</b>	10,854	<b>11,081</b>	10,620
<b>International Retail Banking and Financial Services</b>	<b>11,057</b>	10,992	<b>11,165</b>	10,717
<b>Global Banking and Investor Solutions</b>	<b>14,014</b>	14,697	<b>14,442</b>	15,181

**8 – Net assets and tangible net assets** are defined in the methodology, page 49 of the Group's 2017 Registration Document ("Net Assets"). The methodology used to calculate tangible net assets has been modified as the new methodology excludes intangible assets.

<i>End of period</i>	<b>2017</b>	<b>2016</b>	<b>2015</b>
<b>Shareholders' equity Group share</b>	<b>59,373</b>	<b>61,953</b>	<b>59,037</b>
Deeply subordinated notes	(8,520)	(10,663)	(9,552)
Undated subordinated notes	(269)	(297)	(366)
Interest net of tax payable to holders of deeply subordinated notes & undated subordinated notes, interest paid to holders of deeply subordinated notes & undated subordinated notes, issue premium amortisations	(165)	(171)	(146)
Bookvalue of own shares in trading portfolio	223	75	125
<b>Net Asset Value</b>	<b>50,642</b>	<b>50,897</b>	<b>49,098</b>
Goodwill	(5,154)	(4,709)	(4,533)
<b>Net Tangible Asset Value</b>	<b>45,487</b>	<b>46,188</b>	<b>44,565</b>
Intangible Assets	(1,940)	(1,717)	(1,622)
<b>Net Tangible Asset Value (New Methodology)</b>	<b>43,547</b>	<b>44,471</b>	<b>42,943</b>
<b>Number of shares used to calculate NAPS** and Net Tangible Asset Value**</b>	<b>801,067</b>	<b>799,462</b>	<b>796,726</b>
<b>NAPS** (in EUR)</b>	<b>63.2</b>	<b>63.7</b>	<b>61.6</b>
<b>Net Tangible Asset Value per share (EUR)</b>	<b>56.8</b>	<b>57.8</b>	<b>55.9</b>
<b>Net Tangible Asset Value per share (EUR) (New Methodology)</b>	<b>54.4</b>	<b>55.6</b>	<b>53.9</b>

*\*\* The number of shares considered is the number of ordinary shares outstanding as at December 31<sup>st</sup>, 2017, excluding treasury shares and buybacks, but including the trading shares held by the Group.*

*In accordance with IAS 33, historical data per share prior to the date of detachment of a preferential subscription right are restated by the adjustment coefficient for the transaction.*



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

The EPS published by Societe Generale is calculated according to the rules defined by the IAS 33 standard (see page 48 of Societe Generale's 2017 Registration Document). The corrections made to Group net income in order to calculate EPS correspond to the restatements carried out for the calculation of ROE. As specified on page 48 of Societe Generale's 2017 Registration Document, the Group also publishes EPS adjusted for the impact of non-economic items presented in methodology note No. 5. For indicative purpose, the Group also publishes EPS adjusted for the impact of non-economic and exceptional items (Underlying EPS).

The number of shares used for the calculation is as follows:

Average number of shares (thousands)	2017	2016	2015
<b>Existing shares</b>	<b>807,754</b>	<b>807,293</b>	<b>805,950</b>
<b>Deductions</b>			
Shares allocated to cover stock option plans and free shares awarded to staff	4,961	4,294	3,896
Other own shares and treasury shares	2,198	4,232	9,551
<b>Number of shares used to calculate EPS**</b>	<b>800,596</b>	<b>798,768</b>	<b>792,503</b>
<b>Group net income</b>	<b>2,806</b>	<b>3,874</b>	<b>4,001</b>
Interest, net of tax on deeply subordinated notes and undated subordinated notes	(466)	(472)	(442)
Capital gain net of tax on partial buybacks	0	0	0
<b>Adjusted Group net income</b>	<b>2,340</b>	<b>3,402</b>	<b>3,559</b>
<b>EPS (in EUR)</b>	<b>2.92</b>	<b>4.26</b>	<b>4.49</b>
<b>EPS* (in EUR)</b>	<b>2.98</b>	<b>4.55</b>	<b>3.94</b>
<b>Underlying EPS* (in EUR)</b>	<b>5.03</b>	<b>4.60</b>	<b>4.51</b>

\*\* The number of shares considered is the number of ordinary shares outstanding at December 31<sup>st</sup>, 2017, excluding treasury shares and buybacks, but including the trading shares held by the Group.

\* Excluding revaluation of own financial liabilities and DVA.

Underlying EPS: excluding non-economic and exceptional items, see methodology notes.

**10 –** The Societe Generale Group's **Common Equity Tier 1 capital** is calculated in accordance with applicable CRR/CRD4 rules. The fully-loaded **solvency ratios** are presented pro forma for current earnings, net of dividends, for the current financial year, unless specified otherwise. When there is reference to phased-in ratios, these do not include the earnings for the current financial year, unless specified otherwise. The leverage ratio is calculated according to applicable CRR/CRD4 rules including the provisions of the delegated act of October 2014.

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

**(2)** All the information on the results for the period (notably: press release, downloadable data, presentation slides and supplement) is available on Societe Generale's website [www.societegenerale.com](http://www.societegenerale.com) in the "Investor" section.

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## Societe Generale

Societe Generale is one of the largest European financial services groups. Based on a diversified and integrated banking model, the Group combines financial solidity with a strategy of sustainable growth, and aims to be the reference for relationship banking, recognised on its markets, close to clients, chosen for the quality and commitment of its teams.

Societe Generale has been playing a vital role in the economy for 150 years. With more than 145,000 employees, based in 66 countries, we serve on a daily basis 31 million clients throughout the world. Societe Generale's teams offer advice and services to individual, corporate and institutional customers in three core businesses:

- **Retail banking in France** with the Societe Generale branch network, Credit du Nord and Boursorama, offering a comprehensive range of multi-channel financial services at the leading edge of digital innovation;
- **International retail banking, insurance and financial services to corporates** with a presence in developing economies and leading specialised businesses;
- **Corporate and investment banking, private banking, asset management and securities services**, with recognised expertise, top international rankings and integrated solutions.

Societe Generale is currently included in the main sustainability indices: DJSI (World and Europe), FSTE4Good (World and Europe), Euronext Vigeo (World, Europe and Eurozone), Ethibel Sustainability Index (ESI) Excellence Europe, 4 of the STOXX ESG Leaders Indices, MSCI Low Carbon Leaders Index.

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For more information, you can follow us on twitter  [@societegenerale](https://twitter.com/societegenerale) or visit our website [www.societegenerale.com](http://www.societegenerale.com)

**31.12.2017**

**CONSOLIDATED FINANCIAL STATEMENTS**

**(Unaudited figures)**



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# 1. CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED BALANCE SHEET - ASSETS

<i>(In millions of euros)</i>		<b>31.12.2017</b>	<b>31.12.2016</b>
Cash, due from central banks		114,404	96,186
Financial assets at fair value through profit or loss*	Notes 3.1, 3.2 and 3.4	419,680	500,215
Hedging derivatives	Note 3.2	13,641	18,100
Available-for-sale financial assets	Notes 3.3 and 3.4	139,998	139,404
Due from banks	Notes 3.5 and 3.9	60,866	59,502
Customer loans	Notes 3.5 and 3.9	425,231	426,501
Revaluation differences on portfolios hedged against interest rate risk		663	1,078
Held-to-maturity financial assets	Note 3.9	3,563	3,912
Tax assets	Note 6	6,001	6,421
Other assets*	Note 4.4	60,562	71,437
Non-current assets held for sale		13	4,252
Investments accounted for using the equity method		700	1,096
Tangible and intangible fixed assets	Note 8.4	24,818	21,783
Goodwill	Note 2.2	4,988	4,535
<b>Total</b>		<b>1,275,128</b>	<b>1,354,422</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

## CONSOLIDATED BALANCE SHEET - LIABILITIES

<i>(In millions of euros)</i>		<b>31.12.2017</b>	<b>31.12.2016</b>
Due to central banks		5,604	5,238
Financial liabilities at fair value through profit or loss*	Notes 3.1, 3.2 and 3.4	368,705	440,120
Hedging derivatives	Note 3.2	6,750	9,594
Due to banks	Notes 3.6 and 3.9	88,621	82,584
Customer deposits	Notes 3.6 and 3.9	410,633	421,002
Debt securities issued	Notes 3.6 and 3.9	103,235	102,202
Revaluation differences on portfolios hedged against interest rate risk		6,020	8,460
Tax liabilities	Note 6	1,662	1,444
Other liabilities*	Note 4.4	69,139	81,893
Non-current liabilities held for sale		-	3,612
Underwriting reserves of insurance companies	Note 4.3	130,958	112,777
Provisions	Note 8.3	6,117	5,687
Subordinated debt		13,647	14,103
<b>Total liabilities</b>		<b>1,211,091</b>	<b>1,288,716</b>
<b>SHAREHOLDERS' EQUITY</b>			
<b>Shareholders' equity, Group share</b>			
Issued common stocks, equity instruments and capital reserves		29,427	30,596
Retained earnings		27,791	25,813
Net income		2,806	3,874
<b>Sub-total</b>		<b>60,024</b>	<b>60,283</b>
Unrealised or deferred capital gains and losses		(651)	1,670
<b>Sub-total equity, Group share</b>		<b>59,373</b>	<b>61,953</b>
Non-controlling interests		4,664	3,753
<b>Total equity</b>		<b>64,037</b>	<b>65,706</b>
<b>Total</b>		<b>1,275,128</b>	<b>1,354,422</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

## CONSOLIDATED INCOME STATEMENT

<i>(In millions of euros)</i>		<b>2017</b>	<b>2016</b>
Interest and similar income	Note 3.7	23,679	24,660
Interest and similar expense	Note 3.7	(13,263)	(15,193)
Fee income	Note 4.1	10,504	10,116
Fee expense	Note 4.1	(3,681)	(3,417)
Net gains and losses on financial transactions		5,826	7,143
<i>o/w net gains and losses on financial instruments at fair value through profit or loss</i>	Note 3.1	5,113	5,759
<i>o/w net gains and losses on available-for-sale financial assets</i>	Note 3.3	713	1,384
Income from other activities	Note 4.2	22,045	20,780
Expenses from other activities	Note 4.2	(21,156)	(18,791)
<b>Net banking income</b>		<b>23,954</b>	<b>25,298</b>
Personnel expenses	Note 5	(9,749)	(9,455)
Other operating expenses	Note 8.2	(7,083)	(6,423)
Amortisation, depreciation and impairment of tangible and intangible fixed assets		(1,006)	(939)
<b>Gross operating income</b>		<b>6,116</b>	<b>8,481</b>
Cost of risk	Note 3.8	(1,349)	(2,091)
<b>Operating income</b>		<b>4,767</b>	<b>6,390</b>
Net income from investments accounted for using the equity method		92	129
Net income/expense from other assets		278	(212)
Value adjustments on goodwill	Note 2.2	1	-
<b>Earnings before tax</b>		<b>5,138</b>	<b>6,307</b>
Income tax	Note 6	(1,708)	(1,969)
<b>Consolidated net income</b>		<b>3,430</b>	<b>4,338</b>
Non-controlling interests		624	464
<b>Net income, Group share</b>		<b>2,806</b>	<b>3,874</b>
<b>Earnings per ordinary share</b>	Note 7.2	<b>2.92</b>	<b>4.26</b>
<b>Diluted earnings per ordinary share</b>	Note 7.2	<b>2.92</b>	<b>4.26</b>



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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
<b>Net income</b>	<b>3,430</b>	<b>4,338</b>
<b>Unrealised or deferred gains and losses that will be reclassified subsequently into income</b>	<b>(2,371)</b>	<b>50</b>
Translation differences <sup>(1)</sup>	(2,088)	389
Available-for-sale financial assets	(218)	(321)
<i>Revaluation differences</i>	69	661
<i>Reclassified into income</i>	(287)	(982)
Hedging derivatives	(100)	(6)
<i>Revaluation differences</i>	(94)	1
<i>Reclassified into income</i>	(6)	(7)
Unrealised gains and losses of entities accounted for using the equity method and that will be reclassified subsequently into income	(20)	-
Tax on items that will be reclassified subsequently into income	55	(12)
<b>Unrealised or deferred gains and losses that will not be reclassified subsequently into income</b>	<b>19</b>	<b>(64)</b>
Actuarial gains and losses on post-employment defined benefits plans	42	(54)
Tax on items that will not be reclassified subsequently into income	(23)	(10)
<b>Total unrealised or deferred gains and losses</b>	<b>(2,352)</b>	<b>(14)</b>
<b>Net income and unrealised or deferred gains and losses</b>	<b>1,078</b>	<b>4,324</b>
<i>o/w Group share</i>	504	3,891
<i>o/w non-controlling interests</i>	574	433

(1) The variation in translation differences amounted to EUR -2,088 million and consisted of a:

- EUR -2,079 million variation in Group translation differences, mainly due to the appreciation of euro against the US dollar (EUR -1,722 million) and against the Russian ruble (EUR -73 million);

- EUR -9 million variation in translation differences attributable to non-controlling interests.

## CHANGES IN SHAREHOLDERS' EQUITY

<i>(In millions of euros)</i>	Capital and associated reserves					Total earnings	Net income, Group Share
	Issued common stocks	Issuing premium and capital reserves	Elimination of treasury stock	Other equity instruments			
<b>Shareholders' equity at 1 January 2016</b>	<b>1,008</b>	<b>20,206</b>	<b>(449)</b>	<b>8,772</b>	<b>29,537</b>	<b>27,906</b>	<b>-</b>
Increase in common stock	2	6	-	-	8	(2)	-
Elimination of treasury stock	-	-	78	-	78	(20)	-
Issuance / Redemption of equity instruments	-	-	-	908	908	251	-
Equity component of share-based payment plans	-	65	-	-	65	-	-
2016 Dividends paid	-	-	-	-	-	(2,289)	-
Effect of acquisitions and disposals on non-controlling interests	-	-	-	-	-	23	-
<b>Sub-total of changes linked to relations with shareholders</b>	<b>2</b>	<b>71</b>	<b>78</b>	<b>908</b>	<b>1,059</b>	<b>(2,037)</b>	<b>-</b>
Unrealised or deferred gains and losses	-	-	-	-	-	(59)	-
Other changes	-	-	-	-	-	3	-
2016 Net income for the period	-	-	-	-	-	-	3,874
<b>Sub-total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(56)</b>	<b>3,874</b>
Change in equity of associates and joint ventures accounted for by the equity method	-	-	-	-	-	-	-
<b>Shareholders' equity at 31 December 2016</b>	<b>1,010</b>	<b>20,277</b>	<b>(371)</b>	<b>9,680</b>	<b>30,596</b>	<b>25,813</b>	<b>3,874</b>
Appropriation of net income	-	-	-	-	-	3,874	(3,874)
<b>Shareholders' equity at 1 January 2017</b>	<b>1,010</b>	<b>20,277</b>	<b>(371)</b>	<b>9,680</b>	<b>30,596</b>	<b>29,687</b>	<b>-</b>
Increase in common stock	-	8	-	-	8	-	-
Elimination of treasury stock (see Note 7.1)	-	-	(122)	-	(122)	(29)	-
Issuance / Redemption of equity instruments (see Note 7.1)	-	-	-	(1,114)	(1,114)	198	-
Equity component of share-based payment plans (see Note 5.3)	-	59	-	-	59	-	-
2017 Dividends paid (see Note 7.2)	-	-	-	-	-	(2,500)	-
Effect of acquisitions and disposals on non-controlling interests	-	-	-	-	-	419	-
<b>Sub-total of changes linked to relations with shareholders</b>	<b>-</b>	<b>67</b>	<b>(122)</b>	<b>(1,114)</b>	<b>(1,169)</b>	<b>(1,912)</b>	<b>-</b>
Unrealised or deferred gains and losses	-	-	-	-	-	19	-
Other changes	-	-	-	-	-	(3)	-
2017 Net income for the period	-	-	-	-	-	-	2,806
<b>Sub-total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16</b>	<b>2,806</b>
Change in equity of associates and joint ventures accounted for using the equity method	-	-	-	-	-	-	-
<b>Shareholders' equity at 31 December 2017</b>	<b>1,010</b>	<b>20,344</b>	<b>(493)</b>	<b>8,566</b>	<b>29,427</b>	<b>27,791</b>	<b>2,806</b>

Unrealised or deferred gains and losses (net of tax) that will be reclassified subsequently into income

Unrealised or deferred gains and losses (net of tax) that will be reclassified subsequently into income				Non-controlling interests					
Translation reserves	Change in fair value of available-for-sale assets	Change in fair value of hedging derivatives	Total	Shareholders' equity, Group share	Capital and Reserves	Other Equity instruments issued by subsidiaries	Unrealised or deferred gains and losses	Total	Total consolidated shareholders' equity
12	1,495	87	1,594	59,037	2,779	800	59	3,638	62,675
-	-	-	-	6	-	-	-	-	6
-	-	-	-	58	-	-	-	-	58
-	-	-	-	1,159	-	-	-	-	1,159
-	-	-	-	65	-	-	-	-	65
-	-	-	-	(2,289)	(291)	-	-	(291)	(2,580)
-	-	-	-	23	(31)	-	-	(31)	(8)
-	-	-	-	(978)	(322)	-	-	(322)	(1,300)
385	(297)	(12)	76	17	(5)	-	(26)	(31)	(14)
-	-	-	-	3	4	-	-	4	7
-	-	-	-	3,874	464	-	-	464	4,338
385	(297)	(12)	76	3,894	463	-	(26)	437	4,331
-	1	(1)	-	-	-	-	-	-	-
397	1,199	74	1,670	61,953	2,920	800	33	3,753	65,706
-	-	-	-	-	-	-	-	-	-
397	1,199	74	1,670	61,953	3	800	33	3,753	65,706
-	-	-	-	8	-	-	-	-	8
-	-	-	-	(151)	-	-	-	-	(151)
-	-	-	-	(916)	-	-	-	-	(916)
-	-	-	-	59	-	-	-	-	59
-	-	-	-	(2,500)	(276)	-	-	(276)	(2,776)
-	-	-	-	419	614	-	-	614	1,033
-	-	-	-	(3,081)	338	-	-	338	(2,743)
(2,079)	(158)	(70)	(2,307)	(2,288)	(1)	-	(49)	(50)	(2,338)
-	-	-	-	(3)	(1)	-	-	(1)	(4)
-	-	-	-	2,806	624	-	-	624	3,430
(2,079)	(158)	(70)	(2,307)	515	622	-	(49)	573	1,088
-	(14)	-	(14)	(14)	-	-	-	-	(14)
(1,682)	1,027	4	(651)	59,373	3,880	800	(16)	4,664	64,037

# CASH FLOW STATEMENT

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
<b>Net income (I)</b>	<b>3,430</b>	<b>4,338</b>
Amortisation expense on tangible fixed assets and intangible assets (including operational leasing)	4,283	3,876
Depreciation and net allocation to provisions	108	4,238
Net income/loss from investments accounted for using the equity method	(92)	(129)
Change in deferred taxes	673	655
Net income from the sale of long-term available-for-sale assets and subsidiaries	(110)	(716)
Other changes	4,367	3,201
<b>Non-cash items included in net income and others adjustments excluding net income on financial instruments at fair value through profit or loss (II)</b>	<b>9,229</b>	<b>11,125</b>
Income on financial instruments at fair value through profit or loss	(5,113)	(5,760)
Interbank transactions	5,200	(1,020)
Customers transactions	(4,996)	20,672
Transactions related to other financial assets and liabilities*	22,876	(5,248)
Transactions related to other non financial assets and liabilities*	(2,228)	(1,377)
<b>Net increase/decrease in cash related to operating assets and liabilities (III)</b>	<b>15,739</b>	<b>7,267</b>
<b>NET CASH INFLOW (OUTFLOW) RELATED TO OPERATING ACTIVITIES (A) = (I) + (II) + (III)</b>	<b>28,398</b>	<b>22,730</b>
Net cash inflow (outflow) related to acquisition and disposal of financial assets and long-term investments	(280)	1,294
Net cash inflow (outflow) related to tangible and intangible fixed assets	(5,928)	(5,531)
<b>NET CASH INFLOW (OUTFLOW) RELATED TO INVESTMENT ACTIVITIES (B)</b>	<b>(6,208)</b>	<b>(4,237)</b>
Cash flow from/to shareholders	(3,836)	(1,357)
Other net cash flows arising from financing activities	(331)	1,306
<b>NET CASH INFLOW (OUTFLOW) RELATED TO FINANCING ACTIVITIES (C)</b>	<b>(4,167)</b>	<b>(51)</b>
<b>NET INFLOW (OUTFLOW) IN CASH AND CASH EQUIVALENTS (A) + (B) + (C)</b>	<b>18,023</b>	<b>18,442</b>
Cash, due from central banks (assets)	96,186	78,565
Due to central banks (liabilities)	(5,238)	(6,951)
Current accounts with banks (see Note 3.5)	24,639	26,113
Demand deposits and current accounts with banks (see Note 3.6)	(14,337)	(14,920)
<b>CASH AND CASH EQUIVALENTS AT THE START OF THE YEAR</b>	<b>101,250</b>	<b>82,808</b>
Cash, due from central banks (assets)	114,404	96,186
Due to central banks (liabilities)	(5,604)	(5,238)
Current accounts with banks (see Note 3.5)	22,159	24,639
Demand deposits and current accounts with banks (see Note 3.6)	(11,686)	(14,337)
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>	<b>119,273</b>	<b>101,250</b>
<b>NET INFLOW (OUTFLOW) IN CASH AND CASH EQUIVALENTS</b>	<b>18,023</b>	<b>18,442</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

## 2. NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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The consolidated financial statements were approved by the Board of Directors on 7 February 2018.

### NOTE 1 - SIGNIFICANT ACCOUNTING PRINCIPLES

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#### 1. INTRODUCTION



##### ACCOUNTING STANDARDS

In accordance with European Regulation 1606/2002 of 19 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 December 2017 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/company-reporting/standards-interpretations/index\\_en.htm](http://ec.europa.eu/finance/company-reporting/standards-interpretations/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”).



##### FINANCIAL STATEMENTS PRESENTATION

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 7 November 2013.

Disclosure 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.



##### PRESENTATION CURRENCY

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

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 month-end exchange rates.

The figures presented in the financial statements and in the notes are expressed in millions of euros, unless otherwise specified. The effect of rounding can generate discrepancies between the figures presented in the financial statements and those presented in the notes.

## 2. NEW ACCOUNTING STANDARDS APPLIED BY THE GROUP AS OF 1 JANUARY 2017



Amendments to IAS 12 "Recognition of Deferred Tax Assets for Unrealised Losses"  
Amendments to IAS 7 "Disclosure Initiative"

The application of these amendments has no significant impact on the Group's net income and equity.

### **AMENDMENTS TO IAS 12 "RECOGNITION OF DEFERRED TAX ASSETS FOR UNREALISED LOSSES"**

These amendments clarify how to account for deferred tax assets related to unrealised losses on debt instruments measured at fair value.

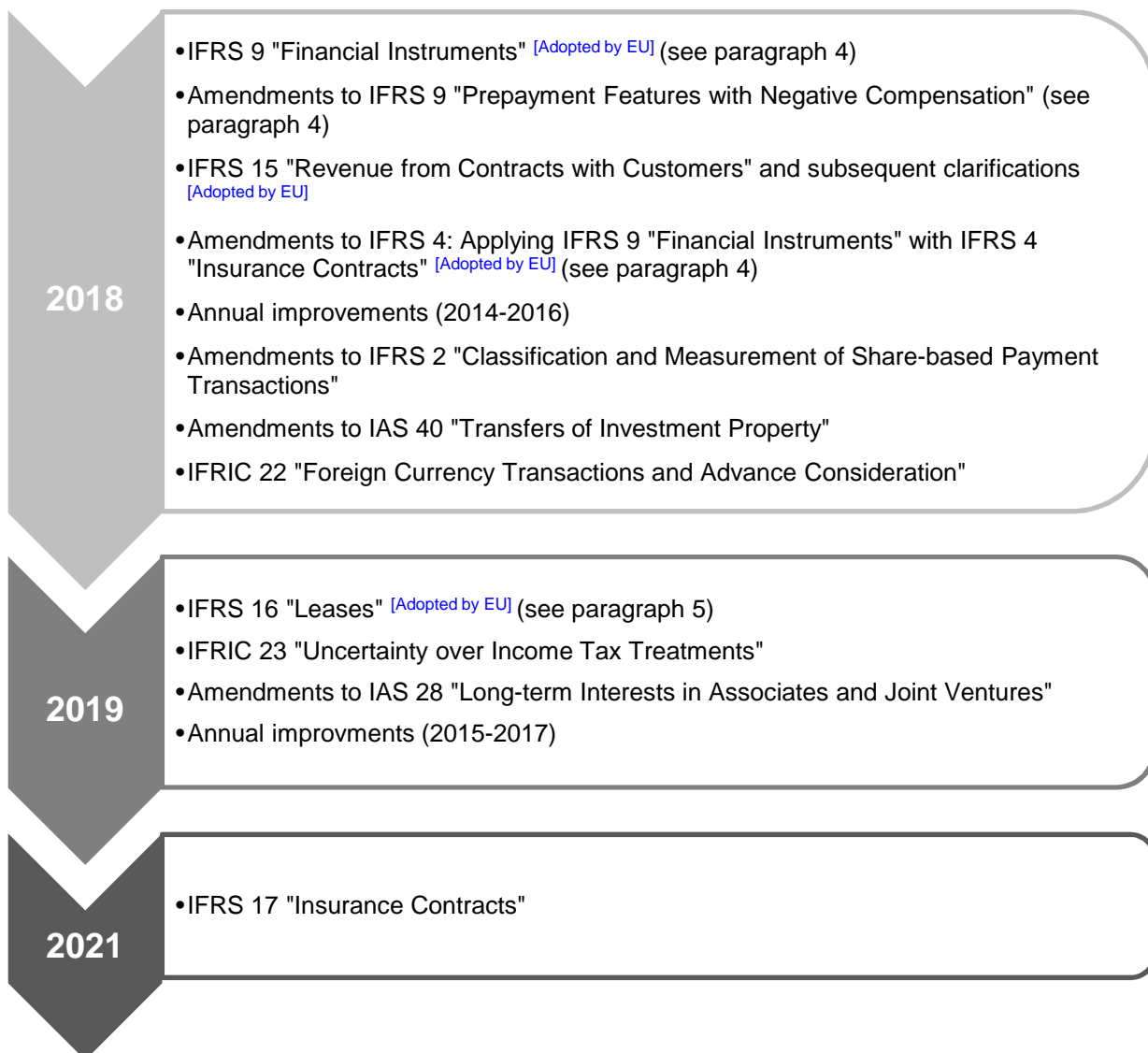
### **AMENDMENTS TO IAS 7 "DISCLOSURE INITIATIVE"**

These amendments aim to enhance the information on changes in liabilities arising from financing activities, including both cash and non-cash changes.

## 3. ACCOUNTING STANDARDS, AMENDMENTS OR INTERPRETATIONS TO BE APPLIED BY THE GROUP IN THE FUTURE

Not all the accounting standards, amendments or interpretations published by the IASB had been adopted by the European Union at 31 December 2017. They are required to be applied from annual periods beginning on 1 January 2018 at the earliest or on the date of their adoption by the European Union. They were therefore not applied by the Group as of 31 December 2017.

These standards are expected to be applied according to the following schedule:



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

IFRS 9 "Financial Instruments" and IFRS 16 "Leases" are presented in paragraphs 4 and 5.

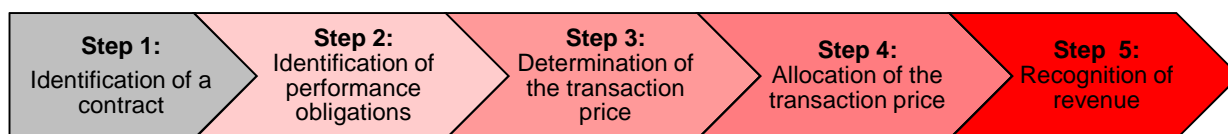
### IFRS 15 "REVENUE FROM CONTRACTS WITH CUSTOMERS" AND SUBSEQUENT CLARIFICATIONS

*Adopted on 22 September 2016 and 31 October 2017*

This standard sets out the requirements for recognising revenue that apply to all contracts with customers, except for lease contracts, insurance contracts, financial instruments and guarantees.

The recognition of revenues in the income statement shall depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

To apply this core principle, IFRS 15 provides a five-step model from the identification of the contract with the customer until the recognition of the related revenue when the performance obligation is fulfilled:



In the Group, the contracts that are the most concerned by the new standard are:

- banking services contracts that lead to the recognition of fee income (packages of banking services, fees related to asset management or to loan syndication...),
- services providing linked to leasing activities (such as maintenance services for operational vehicle leasing and fleet management),
- real estate development transactions.

The review of the accounting treatments currently applied to recognise revenues from these contracts is being finalised. As the 2017 consolidated financial statements are approved, the Group expects that the first application of IFRS 15 will have no significant impact on its 2018 opening balance of equity.

## **ACCOUNTING STANDARDS, AMENDMENTS OR INTERPRETATIONS NOT YET ADOPTED BY THE EUROPEAN UNION AT 31 DECEMBER 2017**

### **ANNUAL IMPROVEMENTS (2014-2016)**

*Issued by IASB on 8 December 2016*

As part of the annual Improvements to International Financial Reporting Standards, the IASB has issued amendments to IAS 28 “Investments in Associates and Joint Ventures” and IFRS 12 “Disclosure of Interests in Other Entities”.

The amendment to IAS 28 clarifies the measurement of investments in associates or joint ventures held by a venture capital organisation or other qualifying entity.

The amendment to IFRS 12 clarifies the disclosure requirements related to an entity’s interests that are classified as held for sale or as discontinued operations in accordance with IFRS 5 “Non-current Assets Held for Sale and Discontinued Operations”.

### **AMENDMENTS TO IFRS 2 “CLASSIFICATION AND MEASUREMENT OF SHARE-BASED PAYMENT TRANSACTIONS”**

*Issued by IASB on 20 June 2016*

These amendments clarify how to account for certain types of share-based payment transactions: modelling vesting conditions regardless of settlement method, impacts of tax withholdings on share-based payment transactions, accounting treatment of modifications that change the classification of the share-based payment transactions.

### **AMENDMENTS TO IAS 40 “TRANSFERS OF INVESTMENT PROPERTY”**

*Issued by IASB on 8 December 2016*

These amendments reinforce the principle according to which the entity shall transfer property into or out of the investment property category. Such a transfer shall occur if and only if property meets, or ceases to meet, the definition of investment property and if there is evidence of a change in management’s intentions regarding the use of the property.

### **IFRIC 22 “FOREIGN CURRENCY TRANSACTIONS AND ADVANCE CONSIDERATION”**

*Issued by IASB on 8 December 2016*

This interpretation clarifies the accounting for foreign currency transactions (payments or prepayments). The transaction shall provide a consideration that is denominated or priced in a foreign currency. Before this transaction, a prepayment asset or a deferred income liability shall be recognised and considered as a non-monetary item. The date of the transaction, for determining the exchange rate, is the date of initial



recognition of the non-monetary asset or liability, except when there are multiple payments or receipts in advance, in which case the date of transaction will be established for each payment or receipt.

#### **IFRIC 23 “UNCERTAINTY OVER INCOME TAX TREATMENTS”**

*Issued by IASB on 7 June 2017*

This interpretation provides clarifications about the measurement and accounting treatment of income tax when there is uncertainty over income tax treatments. The approach to be used should be the one that provides the best predictions of the resolution of the uncertainty.

#### **AMENDMENTS TO IAS 28 “LONG-TERM INTERESTS IN ASSOCIATES AND JOINT VENTURES”**

*Issued by IASB on 12 October 2017*

The amendments clarify that IFRS 9 “Financial Instruments” shall be applied to financial instruments that form part of the net investment in an associate or a joint venture but to which the equity method is not applied.

#### **ANNUAL IMPROVEMENTS (2015-2017)**

*Issued by IASB on 12 December 2017*

As part of the annual Improvements to International Financial Reporting Standards, the IASB has issued amendments to IFRS 3 “Business Combinations”, IFRS 11 “Joint Arrangements”, IAS 12 “Income Taxes” and IAS 23 “Borrowing Costs”.

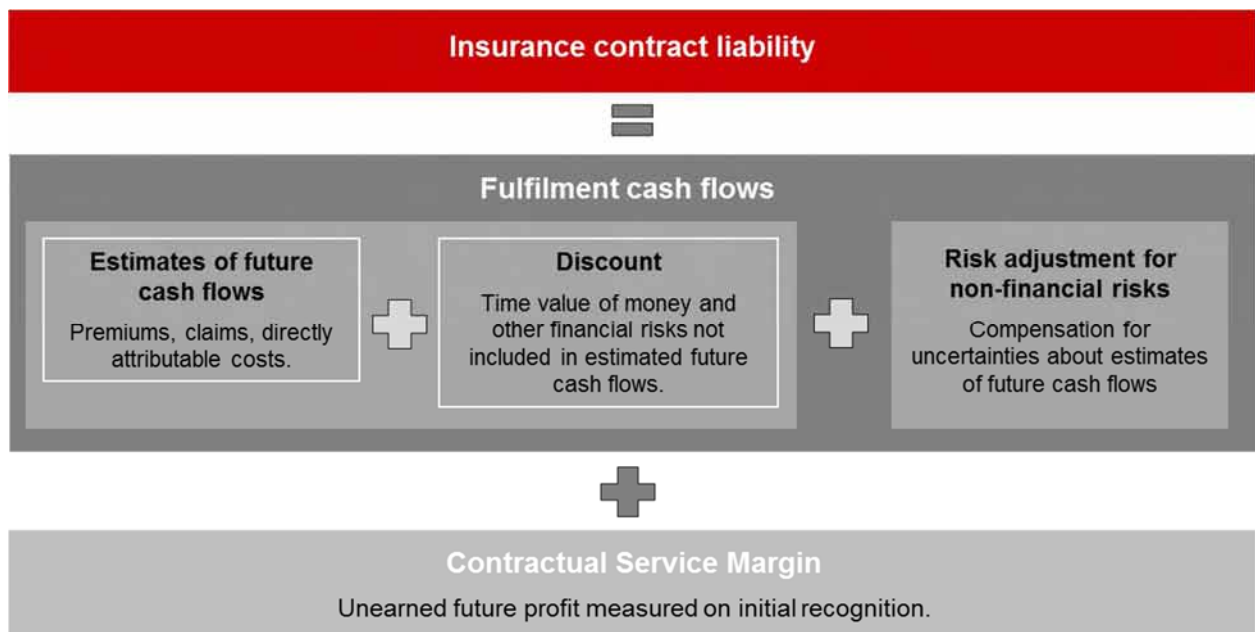
#### **IFRS 17 “INSURANCE CONTRACTS”**

*Issued by IASB on 18 May 2017*

This new standard will replace IFRS 4 “Insurance Contracts” that was issued in 2004 and which currently allows entities to use national requirements for the accounting of insurance contracts.

IFRS 17 provides new rules for the recognition, measurement, presentation and disclosure of insurance contracts that belong to its application scope (insurance contracts issued, reinsurance contracts held and investment contracts issued with discretionary participation features). The underwriting reserves currently recognised among liabilities in the balance sheet will be replaced by a current value measurement of insurance contracts.

The general model provided for the measurement of insurance contracts in the balance sheet will be based on a building-blocks approach: a current estimate of future cash flows, a risk adjustment, and a contractual service margin.



Positive contractual service margins will be recognised as income over the duration of the insurance service. But negative margins will be immediately recognised as expense, as soon as the insurance contract is identified as onerous.

The general model will be the default measurement model for all insurance contracts.

But IFRS 17 also provides a mandatory alternative model for insurance contracts with direct participation features. Under this model, called “variable fee approach”, the measurement of the insurance contract liability shall take into account the obligation to pay to policyholders a substantial share of the fair value returns on the underlying items, less a fee for future services provided by the insurance contract (changes in the fair value of underlying items due to policyholders are then recognised as an adjustment of the contractual service margin).

A simplified measurement for short-term contracts (less than 12 months) is also allowed by the standard under conditions (premium allocation approach).

These measurement models will have to be applied to homogeneous portfolios of insurance contracts. The level of aggregation of these portfolios will be assessed considering:

- contracts that are subject to similar risks and managed together,
- without including contracts issued more than one year apart in the same portfolio, and
- dividing each portfolio to distinguish a group of contracts that are onerous at initial recognition, a group of contracts that at initial recognition have no significant possibility of becoming onerous subsequently, and a group of the remaining contracts.

#### **4. PREPARATION FOR THE FIRST APPLICATION OF IFRS 9 “FINANCIAL INSTRUMENTS”**

IFRS 9 aims to replace IAS 39 “Financial Instruments – Recognition and Measurement”.

The following treatments will be applicable to accounting periods beginning on 1 January 2018, replacing the accounting principles currently applied for financial instruments and that are described in Note 3.



**Classification and measurement**  
 A single approach for financial assets, based on the characteristics of the contractual cash flows and the business model within which they are held.

**Credit risk**  
 A more timely depreciation model, based on expected credit losses.

**Hedge accounting (general model)**  
 An improved model more closely aligned with risk management; but also, a policy choice, selected by the Group, to continue to apply the hedge accounting requirements of IAS 39.

**Macro-hedging**  
 Excluded from the scope of IFRS 9 (specific research project).

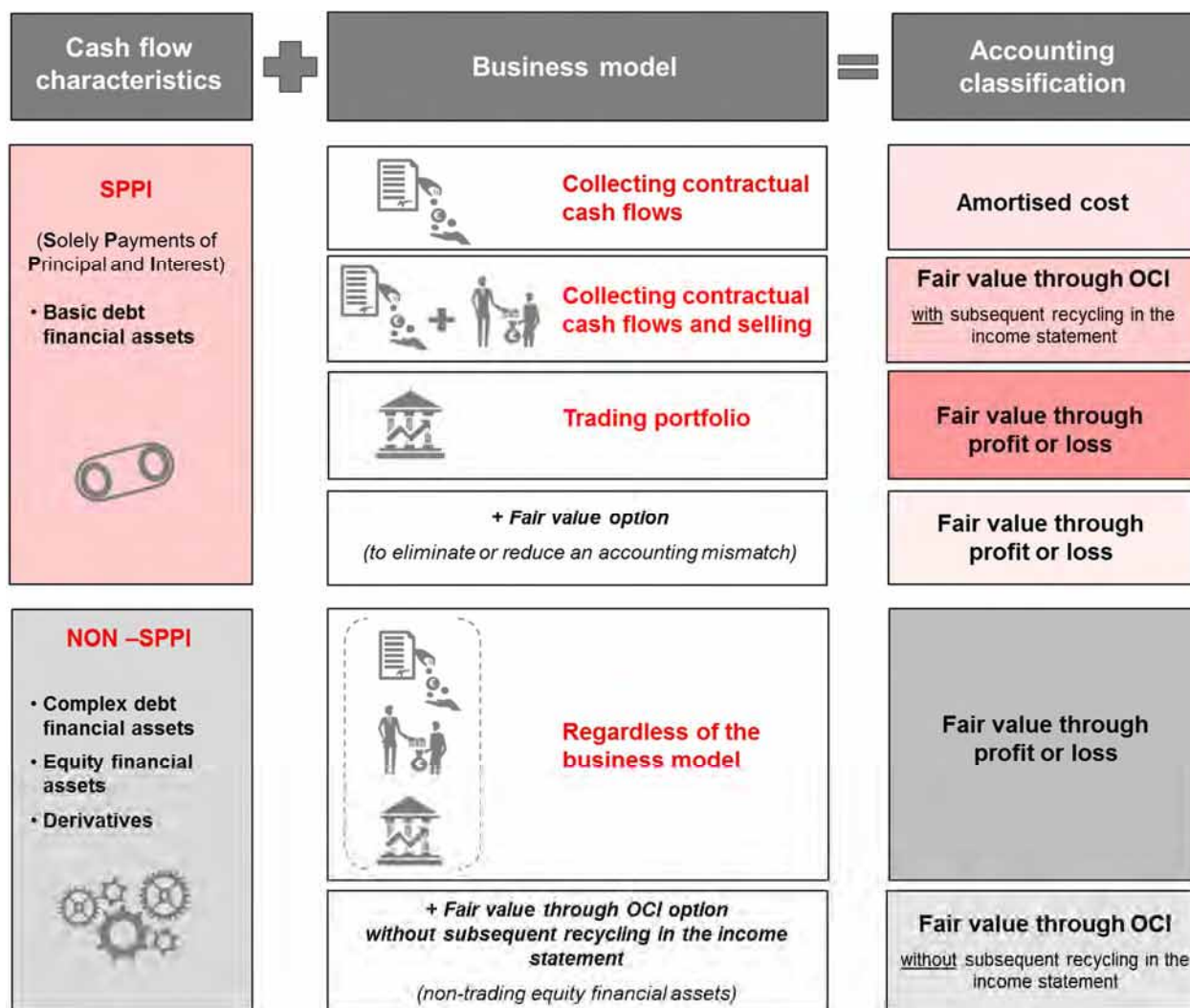
**ACCOUNTING TREATMENTS PROVIDED BY IFRS 9**

**CLASSIFICATION AND MEASUREMENT OF FINANCIAL ASSETS**

Financial assets are required to be classified into three categories according to applicable measurement methods (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.

The aim of this approach is to limit the possibility of recognising revenues from financial assets using the effective interest rate method to the only instruments whose characteristics are consistent with a basic lending arrangement, which implicitly requires a high predictability of the related cash flows. All other financial assets that do not have such characteristics will be measured at fair value through profit or loss, whatever the business model may be.

The following diagram broadly describes the classification criteria to be used for financial assets according to IFRS 9:



### Characteristics of cash flows

Contractual cash flows that are solely payments of principal and interest on the principal amount outstanding are consistent with a basic lending arrangement (SPPI cash flows: Solely Payment of Principal and Interest).

In a basic lending arrangement, interest is mainly consideration for the time value of money and credit risk. Interest can also include consideration for liquidity risk and for administrative costs associated with holding the financial asset, and a commercial profit margin. Negative interest is not inconsistent with this definition of a basic lending arrangement.


All contractual terms shall be analysed, particularly those that could change the timing or amount of contractual cash flows. A contractual term that permits the borrower or the lender to prepay or to put the debt instrument back to the issuer before maturity remains consistent with SPPI cash flows, provided the prepayment amount substantially represents the principal remaining due and accrued but unpaid contractual interest, which may include a reasonable compensation. The amendment to IFRS 9 issued on 12 October 2017 has indicated that such compensation can be either positive or negative; the process for endorsement of this amendment by the European union is currently in progress.

The prepayment compensation will especially be considered as reasonable when:

- the amount is calculated on the remaining outstanding amount of the loan and is capped by regulations (in France, for example, compensation for the prepayment of mortgage loans by individuals is capped by the law at an amount equal to six months of interest or 3% of the principal outstanding), or is limited by competitive market practices;


- the amount is equal to the difference between contractual interest that should have been received until the maturity of the loan and interest that would be obtained by the reinvestment of the prepaid amount in a rate that reflects the relevant benchmark interest rate.

Some loans are prepayable at their current fair value, while others can be prepayable at an amount that includes the fair value cost to terminate an associated hedging swap. It will be possible to consider such prepayment amounts as SPPI provided that they reflect the effect of changes in the relevant benchmark interest rate.

	<p><b>Basic financial assets (SPPI)</b> are debt instruments which mainly include:</p> <ul style="list-style-type: none"> <li>- fixed-rate loans,</li> <li>- variable-rate loans that can include caps or floors,</li> <li>- fixed or variable-rate debt securities (public or private bonds, other negotiable debt securities),</li> <li>- securities purchased under resale agreements (reverse repos),</li> <li>- guarantee deposits paid,</li> <li>- trade receivables.</li> </ul>
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Contractual terms that would introduce exposure to risks or volatility in the contractual cash flows that would be unrelated to a basic lending arrangement (such as exposure to changes in equity prices or stock indexes for instance, or leverage features) could not be considered as being SPPI, except if their effect on the contractual cash flow remains de minimis.

Embedded derivatives will not be separated anymore from their host contracts when these contracts are financial assets, thereby the entire hybrid instrument will be considered as non-basic and measured at fair value through profit or loss, if its contractual cash flow do not pass the SPPI test.

	<p><b>Non-basic financial assets (non-SPPI)</b> mainly include:</p> <ul style="list-style-type: none"> <li>- derivative instruments,</li> <li>- shares and other equity instruments held by the entity,</li> <li>- equity instruments issued by mutual funds,</li> <li>- debt financial assets that can be converted or redeemed into a fixed number of shares (convertible bonds, equity-linked securities...).</li> </ul>
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When the time value component of interest can be modified according to the contractual term of the instrument, it may be necessary to compare the contractual cash flow with cash flow that would arise from a benchmark instrument. For instance, that is the case when an interest rate is periodically reset, but the frequency of that reset does not match the tenor of the interest rate (such as an interest rate reset every month to a one-year rate), or when the interest rate is periodically reset to an average of short- and long-term interest rates.

If the difference between undiscounted contractual cash flows and undiscounted benchmark cash flows is significant or can become significant, then the instrument is not considered basic.

Depending on the contractual terms, comparison with benchmark cash flow may be performed through a qualitative assessment; but in other cases, a quantitative test will be required. The difference between contractual and benchmark cash flows will have to be considered in each reporting period and cumulatively over the life of the instrument. When performing this benchmark test, the entity shall consider factors that could affect future undiscounted contractual cash flows: using the interest rate curve at the date of the initial assessment is not enough, and the entity will also have to consider whether the curve could change over the life of the instrument according to reasonably possible scenarios.

Within the Group, financial instruments concerned by a benchmark test include, for instance, variable-rate housing loans for which interest rates are reset every year based on the twelve-month Euribor average observed over the two months previous to the reset. Another example is loans granted to real estate professionals for which interests are revised quarterly based on the one-month Euribor average observed over the three months previous to the reset. Following the benchmark analysis performed by the Group, it has been concluded that these loans are basic.

Furthermore, a specific analysis of contractual cash flow is required when financial assets are instruments issued by a securitisation vehicle or a similar entity that prioritises payments to the holders using multiple contractually linked instruments that create concentrations of credit risk (tranches). When assessing whether contractual cash flows are SPPI or not, the entity must analyse the contractual terms, as well as the credit risk of each tranche and the exposure to credit risk in the underlying pool of financial instruments. To that end, the entity must apply a “look-through approach” to identify the underlying instruments that are creating the cash flows.

All financial assets that are not basic will be mandatorily measured at fair value through profit or loss, whatever may be the business model for managing them.

The Group can make the irrevocable election to classify and measure an investment in an equity financial instrument that is not held for trading purpose at fair value through other comprehensive income. Subsequently, the profit or loss accumulated in other comprehensive income will never be reclassified into profit or loss (only dividends from those investments will be recognised as income). The Group expects to use this optional classification for very limited cases only.

### **Business models**

The business model refers to how financial instruments are managed to generate cash flows and revenues.

When carrying on its different business activities, the Group makes use of various business models. Business models are assessed on how groups of financial instruments are managed together to achieve a particular business objective. The business model is not assessed on an instrument-by-instrument basis, but at a portfolio level, considering relevant evidence such as:

- how the performance of the portfolio is evaluated and reported to the Group’s management,
- how risks related to financial instruments within that business model are managed,
- how managers of the business are compensated,
- and also, sales of assets realised or expected (size, frequency, purpose).

To determine the classification and measurement of financial assets, three different business models shall be distinguished:

- a business model whose objective is to collect contractual cash flows,
- a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets,
- and a separate business model for other financial assets, and especially those that are held for trading purpose, where collecting contractual cash flows is only incidental.


#### Collecting contractual cash flows:

Under this model, financial assets are managed to realise cash flows by collecting contractual payments over the life of the instrument.

To achieve the objective of this business model, the entity need not hold all of those instruments until maturity. Selling assets remains consistent with a business model whose objective is to collect contractual cash flows in the following cases:


- the financial asset is sold following an increase in the asset’s credit risk,
- the sale of the financial asset occurs close to its maturity and the proceeds from the sale approximates the collection of the remaining contractual cash flows.

Other sales can be consistent with the objective collecting contractual cash flows, as well, provided they are infrequent (even if significant in value) or insignificant in value, both individually and in aggregate (even if frequent). Such other sales include sales made to manage credit concentration risk (without an increase in the asset's credit risk). The Group has set up procedures for reporting and analysing all significant projected sales of financial assets held for collecting contractual cash flows, as well as a periodic review of sales that have occurred.

	<p><b>Financing activities</b></p> <p>Within the Group, the « hold to collect » business model is mainly applied by financing activities managed by French Retail Banking, International Retail Banking and Financial Services and by Global Banking and Investor Solutions, except for syndicated loans that are expected to be sold.</p>
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#### Collecting contractual cash flows and sales:


The objective of this business model is to realise cash flows by both collecting contractual payments and selling financial assets. In this type of business model, the sales of financial assets are not incidental or exceptional, but they are integral to achieving the business' objectives.

	<p><b>Cash management</b></p> <p>Within the Group, the « hold to collect and sale » business model is mainly applied by cash management activities for managing HQLA securities (<i>High Quality Liquid Assets</i>) included in the liquidity reserve. Only a few subsidiaries apply a "hold to collect" business model for managing their HQLA securities.</p>
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#### Trading activities:

Financial assets held for trading are:

- acquired with the intention of selling them in the short term, or
- held for market-making purposes, or
- acquired 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.

	<p><b>Global market activities</b></p> <p>The trading business model is applied by Global Banking and Investor Solutions to manage its global market activities.</p> <p>It is also applied for managing syndicated financing commitments and loans that are not intended to be kept by the Group and that have been identified since their origination as to be sold shortly (within 6 to 12 months) on the secondary market.</p>
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Run-off portfolios of financial assets are also measured at fair value through profit or loss.

Such financial assets mainly include the remaining investments of the Group in CDO (Collateralised Debt Obligations) and ABS (Asset Backed Securities) that were reclassified into *Loans and receivables* in 2008 and that are currently expected to be sold through an organised and pre-determined disposal programme.

Assessing the business model is not required for classifying non-SPPI financial assets. Nevertheless, when such non-SPPI financial assets are held for trading purpose, they will be displayed in the notes to financial statements together with SPPI financial assets held for trading. In the notes to financial statements, the other non-SPPI financial assets, that are also measured at fair value through profit or loss but that are held for other purposes, will be displayed separately from trading assets.

#### Fair value option:

A non-SPPI financial asset that is not held for trading purposes can be designated, upon initial recognition, to be measured at fair value through profit or loss if such designation eliminates or significantly reduces discrepancies in the accounting treatment of certain financial assets and liabilities (accounting mismatch).

Nearly all debt securities and equity securities, that are currently classified as *Financial instruments measured using the fair value option through profit or loss*, are held by life-insurance subsidiaries and are designated as such to reduce or eliminate an accounting mismatch with the related insurance liabilities. This classification will be maintained as far as the Group has decided that all its insurance subsidiaries will defer the application of IFRS 9.

Loans and receivables currently classified as *Financial instruments measured using the fair value option through profit or loss* are mainly hybrid instruments containing one or more embedded derivatives, and whose contractual cash flows are not SPPI.

#### **CLASSIFICATION AND MEASUREMENT OF FINANCIAL LIABILITIES**

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 into income (changes in the fair value attributable to other factors will continue to be recognised in profit or loss). The scope of financial liabilities designated by the Group to be measured at fair value through profit or loss will not be modified by IFRS 9.

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

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 depreciation or provision for expected credit losses. This depreciation or provision will be recognised as soon as loans are granted, as soon as commitments are issued or as soon as debt securities are acquired, without waiting for objective evidence of impairment to occur.

The purpose of this approach is to recognise credit losses in profit or loss on a timely basis, symmetrically to the recognition in profit or loss of the credit spread embedded in the interest income.

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



Observed deterioration of credit risk since initial recognition of the financial asset



Credit risk category	Stage 1 Performing assets	Stage 2 Under-performing or downgraded assets	Stage 3 Credit-impaired or defaulted assets
<b>Transfer criteria</b>	Initial recognition of the instrument in stage 1 ⇒ Maintained if the credit risk has not increased significantly	Credit risk on the instrument has increased significantly since initial recognition / 30 days past due	Evidence that the instrument is become credit-impaired / 90 days past due
<b>Measurement of credit risk</b>	12-month expected credit losses	Lifetime expected credit losses	Lifetime expected credit losses
<b>Interest income recognition basis</b>	Gross carrying amount of the asset before impairment	Gross carrying amount of the asset before impairment	Net carrying amount of the asset after impairment

The significant increase of the 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 does not appear to be relevant. A counterparty-based approach (applying the default contagion principle to all the counterparty's outstanding loans) will also be possible if it gives similar outputs.

The Group will have to consider all available information, as well as potential consequences of a change in macro-economic factors, 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 when the contractual payments on this asset are more than 30 days past due. However, this 30-day late period is an ultimate indicator. The entity should use all available information (behaviour scores, "loan to value" type indicators, etc.) and apply a forward-looking view to assess whether there is significant increase in credit risk before contractual payments are over 30 days past due.

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

Impairments on groups of homogeneous assets will be replaced by loss allowances measured at an amount equal to 12-month or to lifetime expected credit losses:

- financial assets on counterparties which have encountered financial difficulties since they were initially recognised, without any objective evidence of impairment having yet been identified at the individual level (sensitive assets), will be partly included in the stage 2, with loss allowance measured at an amount equal to lifetime expected credit losses;
- financial assets on counterparties linked to economic sectors considered as being in crisis further to the occurrence of loss events, or on geographical sectors or countries in which a deterioration of credit risk has been assessed, will be spread between stage 1 (loss allowances measured at an amount equal to 12-month expected credit losses) and stage 2 (loss allowances measured at an amount equal to lifetime expected credit losses) depending on their individual credit risk, taking into account the deterioration in the sector or country between the origination of the loan and the balance sheet date.

12-month expected credit losses will be measured considering past events, but also the current situation, as well as reasonable forecasts of future economic conditions. Thus, such losses will not be calculated according to average data observed through an economic cycle.

Lifetime expected credit losses will be measured considering past events and the current situation, as well as reasonable forecasts of future economic conditions based on several scenarios, and also relevant macro-economic factors until the contract term.

#### **HEDGE ACCOUNTING:**

The Group has analysed the various options offered by IFRS 9 in its transition guidance for hedge accounting and has decided, as allowed by IFRS 9, not to modify the hedge accounting methods currently applied in accordance with IAS 39 as adopted in the European Union. Nevertheless, the Group will update the information disclosed in the notes to financial statements according to IFRS 7, giving more detailed description of its risk management strategies and the related hedging transactions, as well as the effect of hedge accounting in its financial statements.

The Group will also continue to keep abreast of IASB research on macro-hedge accounting.

#### **IMPLEMENTATION OF IFRS 9**

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 has been launched between the Risk Division and the Finance Division to review the parts of the standard that concern 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 works to be performed to implement the new standard and to be ready to apply it on 1 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.

The specifications necessary to adapt the Group's and the entities' information systems for Risk and Finance functions, on the one hand, and to update the consolidation processes and reporting schedules, on the other hand, and the related developments were delivered in 2016 and 2017. During the second and third quarters of 2017, the Group carried out a dry run exercise and a general rehearsal to test the entire new system built for the application of IFRS 9.

#### **CLASSIFICATION AND MEASUREMENT**

The Group's portfolios of financial assets were reviewed to determine their future accounting treatment under IFRS 9, considering the characteristics of their contractual cash flows and the Group's business models for managing them. The Group then assessed the scope of financial assets, whose classification and measurement will be modified when applying IFRS 9.

Methodologies have been developed for analysing the contractual flows of financial assets, particularly to be able to compare them with a benchmark instrument when the time value component included in the interest is subject to modification according to the instrument's contractual terms.

During the fourth quarter of 2017, the Group took into account the modifications brought by the amendment to IFRS 9 issued by IASB on 12 October 2017 regarding prepayment features with negative compensation.

#### **CREDIT RISK**

Since 2015, the Group has 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. Simultaneously, the Group has built a governance for the approval and the control of parameters used for measuring expected credit losses as well as for Management's exercise of judgement.

## **Methodologies for measuring depreciations and provisions**

The measurement of expected credit losses is primarily calculated as the product of the instruments' probability of default (PD), loss given default (LGD) and exposure at default. Estimates of 12-month expected credit losses use a maximum of 12-month probability of default, while estimates of lifetime expected credit losses use a probability of default assessed over the remaining life of the instrument.

Parameters necessary for these evaluations will be assessed on the basis of financial asset portfolios. For that purpose, portfolios of Group's financial assets and commitments were segmented to ensure their homogeneity in terms of credit risk characteristics and their correlation with the international and local macroeconomic variables that can affect them. This segmentation addresses all specificities encountered in the Group's entities.

This new segmentation of portfolios was determined consistently with that used for the needs of the Basel prudential calculations to guarantee the uniqueness of the historical data of default and losses that are used.

### **Assessment of the increase in credit risk**

Increases in a financial asset's credit risk since its initial recognition, entailing transfer from stage 1 (performing assets) to stage 2 (deteriorated assets), and from stage 2 to stage 3 (non-performing or doubtful loans), are firstly assessed on the basis of the internal credit risk rating currently used by the Group. Significant degradation of the rating is assessed on a portfolio basis according to default probability curves used to measure provisions and depreciations for credit risk under IFRS 9.

A more than 30 day past due payment automatically trigger the transfer of the related financial asset into stage 2.

In addition, if at the closing date a significant increase in credit risk has been identified on a given counterparty, all the outstandings on this counterparty at this date will then be transferred to stage 2 and depreciated for lifetime expected losses. After this transfer to stage 2, any new instrument concluded with the same counterparty will then be initially recognised in stage 1 and will then follow the process of assessment of the subsequent degradation of the credit risk.

The identification of a default situation leading to a transfer to stage 3 is assessed according to the same criterion as those previously used under IAS 39 for the assessment of an incurred credit risk on an individual outstanding (see Note 3.8). In the same way, as currently done under IAS 39, the assessment of a default situation on an individual outstanding implies by contagion that all the outstandings on the defaulting counterparty are transferred to stage 3.

### **Forward looking approach**

Using a forward-looking approach to determine the amount of expected credit losses (12-month or lifetime) depends above all on the integration of the economic perspectives in the evaluation of the probabilities of default. The main macroeconomic variables used in that calculation are the economic growth rate of the various geographical zones (France, the United States, emerging countries, developed countries). For the entities in the international network, it is generally the economic growth rate of the country of the entity that is used.

Concerning the calculation of expected losses in case of default (Loss Given Default - LGD), the forward-looking approach is currently limited to finance lease portfolios.

Expected credit losses are calculated on the basis of probabilised average of three macroeconomic scenarios established by the Group's economists for all the consolidated entities (a base scenario and a stress scenario, plus an optimistic scenario).

For some portfolios, the calculation method is completed by a sectorial adjustment increasing or reducing the amount of the expected credit losses, to better anticipate the crisis and recovery phases of certain cyclical branches of industry.

In addition, a marginal adjustment can be applied, following expert appraisal, to increase or decrease the total expected credit losses calculated, in order to take into account future risks that cannot be modelled (mostly related to legislative or regulatory changes).

## Operational implementation

The operational implementation of the new processes for measuring depreciations and provisions for credit risk has been carried out as follows:

- centralisation of the provisioning models for IFRS 9 although their implementation takes local specificities into account,
- use of a common calculator for the major part of the assets,
- central collection of the assets and their provisions to meet the needs related to communication, explanation and regulatory reporting on the provisions calculation.

After being launched in 2016, calibration and validation streams as well as IT developments have continued through 2017. These streams also included simulations of different management rules and calibration methodologies for measuring parameters (as consistent as possible with the ones developed for Basel requirements) in order to determine the best conjunctions between normative and business criteria. The Group has also carried out other streams to define backtests. Furthermore, a governance has been defined for updating the models and the weighted macro-economic scenarios in compliance with the accounting closing period.

The joint programme between the Risk Division and the Finance Division, dedicated to credit risks, will be maintained during the first half of 2018 until the final implementation of the new governance, and will also supervise the last developments in the IT systems (especially for reporting the additional information to be disclosed in the notes to financial statements).

## TRANSITION

The new requirements of IFRS 9 for classification and measurement of financial instruments as well as for credit risk shall be applied retrospectively as at 1 January 2018. But, as allowed by the transition guidance of IFRS 9, the Group will not restate the comparative figures for prior periods.

Consequently, as far as financial instruments are concerned, comparative figures for 2017 that will be provided with figures related to 2018 will remain as determined according to IAS 39 as adopted by the European Union.

As at 1 January, valuation adjustments of financial assets and liabilities, of provisions and depreciations for credit risk, and of unrealised or deferred gains and losses due to the retrospective application of IFRS 9 at that date will be recognised directly in equity (*Retained earnings* or *Unrealised or deferred capital gains and losses*, and *Non-controlling interests*).

Transition guidance of IFRS 9 also allowed for the early application of direct recording in equity of any change in value attributable to credit risk variations on financial liabilities that are designated to be measured at fair value through profit or loss (using the fair value option). As of 31 December 2017, the Group did not anticipate the application of this treatment.

Moreover, on 12 October 2017, IASB issued an amendment to IFRS 9 related to prepayment features with negative compensation. Subject to its adoption by the European Union, this amendment shall be applied for annual periods beginning on or after 1 January 2019, but can be applied earlier. On 9 November 2017, EFRAG (European Financial Reporting Advisory Group) issued a positive advice for the adoption of this amendment by the European Union. The Group closely keeps abreast of the adoption process and considers as highly probable that it will be effective before preparation of the 2018 half-yearly financial statements. Then, consistently with recommendations issued by market authorities (ESMA and AMF), the Group has decided to apply this amendment early as from 1 January 2018, to ensure continuity in the accounting standards applied in accordance with IFRS 9 from that date. All things being equal, precisions that have been provided by this amendment to IFRS 9 should not modify the Group's current assessment of the SPPI qualification of loans with prepayment features that are classified in *Loans and receivables* and measured at amortised cost as at 31 December 2017.

## DEFERRAL OF THE APPLICATION OF IFRS 9 BY INSURANCE SUBSIDIARIES

Applying IFRS 9 to financial assets held by insurance entities from 1 January 2018, before the first application of IFRS 17 "Insurance contracts" that will become effective in 2021, replacing the current IFRS

4 for the recognition and measurement of their insurance contract liabilities, raises significant issues (operational complexity due to the successive transitions to these two major standards, potential occurrence of accounting mismatches and as well as resulting volatility of profit or loss).

On 12 September, IASB published amendments to IFRS 4 (Applying IFRS 9 "Financial Instruments" with IFRS 4 "Insurance Contracts") providing temporary solutions to address these issues. The amendments permit entities that predominantly undertake insurance activities to defer the effective date of IFRS 9 until 1 January 2021, keeping the current IAS 39 until that date.

The European Union adopted these amendments on 3 November 2017. Through this adoption, the European Commission also extended the deferral option to allow financial conglomerates falling within the scope of Directive 2002/87/EC to elect that all their entities operating in the insurance sector within the meaning of that Directive will defer the effective date of IFRS 9 until 1 January 2021.

The Group decided that all its insurance subsidiaries will defer the effective date of IFRS 9 and will continue to apply IAS 39 as adopted by the European Union. Financial assets held by the insurance subsidiaries are disclosed in Note 4.3. As required by the adoption regulation of 3 November 2017, the Group has made the necessary arrangements to forbid all transfers of financial instruments between its insurance sector and any other sector in the Group that would lead to a derecognition of the instrument by the seller, except for transfers of financial instruments that will be measured at fair value through profit or loss by both sectors involved in such transfers.

From 2018, and as proposed by the French Accounting Standard Setter, the ANC, in its Recommendation 2017-02 of 2 June 2017 related to the presentation of IFRS consolidated financial statements prepared by banking entities, specific line items dedicated to insurance activities will be introduced in the primary consolidated financial statements to enhance their legibility: *Investments of insurance companies* in the asset side of the balance sheet, *Insurance contracts related liabilities* in the liability side of the balance sheet, and *Net income from insurance activities* within the *Net banking income* in the income statement.

## **FIRST APPLICATION OF IFRS 9**



Classification of financial assets as well as parameters used for measuring depreciations and provisions for credit risk were validated by the Group before 31 December 2017. For adjusting the opening balance of 2018, the measurement of financial assets that will have been reclassified as well as the amounts of depreciations and provisions for credit risk will be finalised in late February 2018 based on financial assets reclassified on 1 January 2018.

## **5. PREPARATION FOR THE FIRST APPLICATION OF IFRS 16 "LEASES"**

This new standard will supersede the existing standard, IAS 17 and modify accounting requirements for leases, and more specifically in relation to the lessees' financial statements, with very few impacts for the lessors.

### **ACCOUNTING TREATMENTS PROVIDED BY IFRS 16**

For all lease agreements, lessee will be required to recognise a right-of-use asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments. In its income statement, the lessee will separately recognise the depreciation of the right-of-use assets and the interest expense on lease liabilities. This treatment is currently applied by lessees to finance-lease transactions and it will then be extended to operating leases as well:

	Income statement	Fixed assets	Liabilities	Off balance sheet rights and obligations
IAS 17	Lease payments in Other operating expenses	---	---	 € € €
IFRS 16	Interest expense in NBI + Amortisation expense		€ € €	---

### SCOPE

IFRS 16 concerns any contract meeting the definition of a lease except for:

- leases to explore for or use non-regenerative resources and leases of biological assets,
- service concession arrangements,
- licences of intellectual property,
- rights held by a lessee under licensing agreements for such items as motion picture films, video recordings, plays, manuscripts, patents and copyrights.

Lessees are not required to apply this standard to intangible assets leases (software for example). In preparing the application of the standard, the Group will use this optional exemption.

Furthermore, lessees may elect not to apply the new requirements to short-term leases (including options to extend the leases) and leases for which the underlying asset is of low value. This latter exemption applies to leases of small devices (such as tablets and personal computers, little office furniture and telephones). In its basis for conclusions, the IASB suggested a value, when new, in the order of magnitude of USD 5,000 or less.

The Group, as lessee, currently records its leases as operating leases and lease payments are recognised as income according to the straight line method over the term of the lease, in compliance with IAS 17 (see Note 8.2).

Most lease payments (nearly 80%) concern property leases concluded for the rental of retail spaces (branch offices in the retail banking networks in France or abroad) and office buildings (used by some departments belonging to Group headquarter in France and local headquarters of the main overseas subsidiaries, and in some locations on the main international financial markets: London, New York, Hong Kong).

The other lease payments concern mostly leasing of IT equipment and, very incidentally, vehicle leasing.

### DISTINGUISHING BETWEEN LEASE CONTRACTS AND SERVICE CONTRACTS

IFRS 16 includes new requirements to distinguish a lease contract from a service contract.

In the financial statements of lessees, the standard will no longer separate operating leases from finance-leases.

However, contracts must be analysed in order to determine whether they meet the definition of a lease contract and to separate, if applicable, each lease component from non-lease components (or services).

A contract is a lease or contains a lease component if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

If the lessee is not able to separate lease components within the same contract from non-lease components, the contract will be accounted for as a single lease component.

#### ACCOUNTING TREATMENT OF LEASE CONTRACTS FOR THE LESSEES

€ € €	<b>Accounting of a lease liability for the lessees</b>
<p>At the time that the asset is made available for use, the lessee shall recognise a lease liability corresponding to the present value of the lease payments that will be paid during the lease period.</p> <p>Subsequently, this lease liability is measured at amortised cost using the effective interest rate method: each lease payment will be recognised, for one part, in <i>Interest and similar expense</i> and for the other part as an amortisation of the lease liability in the balance sheet.</p> <p>The amount of the lease liability shall be adjusted subsequently in case of change in the lease contract, change in the lease term or change in future lease payments resulting from a change in an index or a rate.</p> <p>And, if any, the lessee shall recognise a provision for costs in dismantling or restoring the underlying asset to the conditions required by the terms of the lease.</p>	

#### Lease term

In determining the lease term used for the present value of the lease payments, the lease period is the non-cancellable period of a lease, together with both:

- periods covered by an option to extend the lease if the lessee is reasonably certain to exercise that option,
- periods covered by an option to terminate the lease if the lessee is reasonably certain not to exercise that option.

In assessing whether a lessee is reasonably certain to exercise an option to extend a lease, or not to exercise an option to terminate a lease, the lessee shall consider all relevant facts and circumstances that create an economic incentive to exercise the option to extend the lease, or not to exercise the option to terminate the lease.

#### Discount rate of leases

The lease payments shall be discounted using the interest rate implicit in the lease, if that rate is available or can be readily determined; if not, the lessee's incremental borrowing rate will be used. The lessee's incremental borrowing rate is determined at the legal entity of the lessee and not at a Group level, taking into account borrowing conditions and own credit risk.

#### Lease amounts

The lease payments included in the measurement of the lease liability comprise fixed lease payments, variable lease payments that depend on an index (consumer price index or index of construction costs...) or a rate (Euribor...), amounts expected to be payable by the lessee under residual value guarantees, the exercise price of a purchase option and payments of penalties for terminating the lease.

However, variable lease payments are not included in the measurement of the lease liability, such as those based on a use model (index based on turnover or kilometers covered). This variable leases are recognised in the income statement over time according to fluctuations of the contractual index.



## Accounting of a right of use for the lessees

At the time that the asset is made available for use, the lessee shall recognise the right-of-use asset for an initial amount equal to the initial measurement of the lease liability, plus any lease payments made at or before the commencement date, and any initial direct costs.

This asset is subsequently amortised linearly over the same term of the lease as the one defined to evaluate the lease liability.

The accounting value of the asset can be adjusted subsequently if the lease is modified in case of change in the lease contract, change in the lease term or change in future lease payments resulting from a change in an index or a rate.

Rights of use are presented in the lessee's balance sheet under the same heading as other properties of the same nature held in full ownership. In the income statement, depreciation and amortisation of rights of use are presented with the amortisation, depreciation and impairment of assets held in full ownership.

### ORGANISATION OF THE IFRS 16 STANDARD IMPLEMENTATION PROGRAMME

Starting in the 4<sup>th</sup> quarter of 2016, after a preliminary effects analysis of this new standard, the Group began a framework project for the implementation transition of its information systems and processes, and to define the lease contracts to be included in the scope of this new standard.

To that end, a project structure was established by the Finance Division and the Group Resources Division.

In 2017, the Group undertook an initial collection of lease agreements that concern property assets, and began a collection of leases that concern IT equipment, both to be used to fill a contract data base that is under construction.

At the same time, the Group undertook the development of a tool to be used for calculations and exploitation of the contract data base and which will generate the data necessary for the recognition of leases under IFRS 16.

At this stage of the IFRS 16 implementation project, the consequences of its application to the Group financial statement cannot reasonably be estimated.

## 6. 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 instruments measured at amortised cost 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 8.4);
- 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 assessment of control of the Group over an entity when updating the consolidation scope, mainly when structured entities are concerned (see Note 2);
- 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 United Kingdom has organised on 23 June 2016 a referendum following which a majority of British citizens have voted to leave the European Union (Brexit). After this decision, a long period of negotiations has begun to redefine the economic relationships between the United Kingdom and the European Union. The Group closely follows the progress of the discussions and their consequences in the short, medium and long term. If needed, the Group takes these consequences into account when making assumptions and estimates for preparing its consolidated financial statements.

## NOTE 2 - CONSOLIDATION

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MAKING  
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The various activities of the Societe Generale group in France and abroad are carried out by Societe Generale – Parent company (which includes the Societe Generale foreign branches) and by all of the entities that it controls either directly or indirectly (subsidiaries and joint arrangements) or on which it exercises significant influence (associates). All of these entities make up the scope of the Group consolidation.

Consolidation uses a standardized accounting process to give an aggregated presentation of the accounts of Societe Generale – Parent company and its subsidiaries, joint arrangements and associates, presented as if they were a single entity.

To do so, the individual accounts of the entities that make up the Group are restated so that they are in accordance with IFRS, as adopted by the European Union, in order to present consistent information in the consolidated financial statements.

In addition, the accounting balances (assets, liabilities, income and expense) generated by transactions between Group entities are eliminated through the consolidation process so that the consolidated financial statements present only the operations and results made with third parties outside of the Group.

### ACCOUNTING PRINCIPLES

The consolidated financial statements of Societe Generale include the financial statements of the parent company and of the main French and foreign companies as well as foreign branches 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 decision-making 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 fiscal year ending more than three months before or after that of Societe Generale prepare pro-forma statements for a twelve-month period ended 31 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 fiscal year are included up to the date where the Group relinquished control.

## ▪ **Consolidation methods**

The 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 assumed control over 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 euro at the official exchange rates prevailing at the closing date. Income statement items of these companies are translated into euros, at the average month-end 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 1 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 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 differences 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 *Consolidation reserves, Group share*.

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

At this 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 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 non-controlling 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

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The scope of consolidation is presented by location in Note 8.6.

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 significant 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 31 December 2017, compared with the scope applicable at the closing date of 31 December 2016, are as follows:

### ANTARIUS

On 8 February 2017, Aviva France and Sogecap signed an agreement substantiating the acquisition by Sogecap of the 50% interest in Antarius previously held by Aviva France. The transfer of the shares has been effective since 1 April 2017. Antarius is now 100% owned by the Group, jointly by Sogecap and Credit du Nord. It is fully consolidated since that date.

This operation generated a profit in the income statement under *Net income/expense from other assets* totalling EUR 203 million, resulting from the fair value adjustment of the share held by Credit du Nord before the acquisition. Goodwill for an amount of EUR 325 million has been recognised and allocated to CGU Insurance (see Note 2.2).

The Group's balance sheet increased by EUR 16 billion, mainly through EUR 9 billion under *Available-for-sale financial assets* and EUR 5 billion under *Financial assets at fair value through profit or loss* in the assets, and EUR 15 billion under *Underwriting reserves of insurance companies* in the liabilities.

### SPLITSKA BANKA

On 2 May 2017, the Group sold all its participation in Splitska Banka (100%), its Croatian subsidiary, to OTP Bank.

The sale reduced the Group's balance sheet by EUR 3.6 billion, mainly through reductions of EUR 2 billion in *Customer loans* and of EUR 2.7 billion in *Customer deposits*, reported respectively under *Non-current assets held for sale* and *Non-current liabilities held for sale* at 31 December 2016.

### ALD

#### Initial public offering

On 16 June 2017, the Group sold 80,820,728 shares of ALD SA (The ALD Group) representing 20% of its capital, when it was introduced on the regulated market of Euronext Paris at a price of EUR 14.30 per share.

An over-allotment option of up to an additional 3% of the share capital of ALD SA was exercised on 12 July 2017 for 0.18%.

This introduction resulted in the sale of existing ordinary shares by Societe Generale Group, for a total of EUR 1,166 million, representing an increase in *Shareholders' equity, Group share* of EUR 457 million and EUR 641 million in non-controlling interests.

#### Acquisition of Merrion Fleet

On 18 July 2017, ALD acquired Merrion Fleet. This acquisition enabled ALD to enter the Irish market.

The Group's balance sheet increased by EUR 61 million, specifically with EUR 44 million in assets under *Tangible and Intangible Fixed Assets* and EUR 42 million in liabilities under *Due to Banks*.

### **Acquisition of BBVA Autorenting**

On 26 September 2017, ALD Automotive SAU acquired BBVA Autorenting, a leasing subsidiary of the second largest Spanish bank, BBVA. This operation enabled ALD to consolidate its competitive position on a high-potential Spanish market.

The Group's balance sheet increased by EUR 0.6 billion, specifically with EUR 0.5 billion in assets under *Tangible and Intangible Fixed Assets* and EUR 0.4 billion in liabilities under *Due to Banks*.

### **FORTUNE SG FUND MANAGEMENT CO LTD**

On 11 September 2017, the Group sold its shares in Fortune SG Fund Management Co Ltd, an asset management company in China. This represented 49% of the company's capital and was sold to Warburg Pincus Asset Management LP. This participation was included in the Group's balance sheet using the equity method.

The sale generated a gain of EUR 73 million, recorded in the profit and loss account under *Net income/expense from other assets*.



## NOTE 2.2 - GOODWILL



### MAKING IT SIMPLE

When the Group acquires a company, it integrates in its consolidated balance sheet all of the new subsidiary's assets and liabilities at fair value, as if they had been individually acquired.

But the acquisition price of a company is generally higher than the net revalued amount of its assets and liabilities. The excess value, called goodwill, can represent part of the company's intangible capital (reputation, quality of its personnel, market shares, etc.) which contributes to its overall value, or the value of the future synergies that the Group hopes to develop by integrating the new subsidiary in its existing activities.

In the consolidated balance sheet, the goodwill is recognised as an intangible asset, the useful life of which is presumed to be unlimited; it is not amortised and therefore does not generate any recurring expense in the Group's future results.

However, every year, the Group assesses whether the value of its goodwill has not depreciated. If it has, an irreversible expense is immediately recognised in the Group results, which indicates that the profitability of the intangible capital of the acquired entity is inferior to initial expectations, or that the anticipated synergies have not been fulfilled.

### 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 as from 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 date.

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 *Value adjustments on goodwill*.

The table below shows the changes in the net values of goodwill recorded by the Cash-Generating Units (CGUs) in 2017:

<i>(In millions of euros)</i>	Net book value at 31.12.2016	Acquisitions and other increases	Disposals	Impairment losses	Net book value at 31.12.2017
<b>French Retail Banking</b>	<b>815</b>				<b>815</b>
Societe Generale Network	304				304
Crédit du Nord	511				511
<b>International Retail Banking &amp; Financial Services</b>	<b>2,756</b>	<b>453</b>	-	-	<b>3,209</b>
Europe	1,787				1,787
Russia	-				-
Africa, Asia, Mediterranean Basin and Overseas	231				231
Insurance	10	325			335
Equipment and Vendor Finance	335				335
Auto Leasing Financial Services	393	128			521
<b>Global Banking and Investor Solutions</b>	<b>964</b>				<b>964</b>
Global Markets and Investor Services	501				501
Financing and Advisory	39				39
Asset and Wealth Management	424				424
<b>TOTAL</b>	<b>4,535</b>	<b>453</b>	-	-	<b>4,988</b>

The scope of certain CGUs changed over 2017 (See Note 2.1), including in particular:

- Insurance, following the acquisition of Antarius;
- Auto Leasing Financial Services, following:
  - the acquisition of Merrion Fleet in Ireland and BBVA Autorenting in Spain;
  - the change in consolidation method of ALD automotive Magyarorszag KFT in Hungary which generates the recording of the goodwill of the acquisition of Mkb-Euroleasing.

At 31 December 2017, goodwill recorded by the 11 CGUs can be broken down as follows:

<b>Pillars</b>	<b>Activities</b>
<b>French Retail Banking</b>	
Societe Generale Network	Societe Generale's retail banking network, Boursorama online banking activities, 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
<b>International Retail Banking and Financial Services</b>	
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 (SGMA), 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, Oradéa Vie and Antarius)
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)
<b>Global Banking and Investor Solutions</b>	
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 services 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 31 December 2017 for each CGU to which goodwill had 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 into assessing the recoverable value of each CGU and comparing it with its carrying value. An irreversible impairment loss is recorded in the income statement if the carrying value of a CGU, including goodwill, exceeds its recoverable value. This loss is 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 Group targeted equity allocated to each CGU.

The cash flows were determined this year on a six-year period, with the prospective five-year budgets (from 2018 to 2022) extrapolated over the year 2023, this one corresponding to a “normative” year used to calculate the terminal value:

- allocated equity at 31 December 2017 amounted to 11% of risk-weighted assets, excepted for Crédit du Nord, whose allocated equity amounted to 10.5%, in accordance with the entity’s management guidelines;
- the discount rate is calculated using a risk-free 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 rate is also grossed up by a sovereign risk premium, representing the difference between the risk-free 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 (mainly US dollar area or Euro area), in proportion with risk-weighted assets for CGUs covering several countries;
- the growth rates used to calculate the terminal value is determined using forecasts on long-term economic growth and sustainable inflation. These rates are estimated using two main sources, namely the International Monetary Fund and the economic analyses produced by SG Cross Asset Research which provide 2021-2022 forecasts.

No goodwill impairment was recognised as at 31 December 2017 as a result of the annual CGU impairment test.

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

<b>Assumptions at 31 December 2017</b>	<b>Discount rate</b>	<b>Long-term growth rate</b>
<b>French Retail Banking</b>		
Societe Generale Network and Crédit du Nord	8.2%	2%
<b>International Retail Banking and Financial Services</b>		
Retail Banking and Consumer Finance	10.2% to 15.4%	3%
Insurance	9.1%	2.5%
Equipment and Vendor Finance and Auto Leasing Financial Services	9.6%	2%
<b>Global Banking and Investor Solutions</b>		
Global Markets and Investor Services	11.5%	2%
Financing and Advisory	9.9%	2%
Asset and Wealth Management	9.7%	2%

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

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### French Retail Banking

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|---|---|
| Societe Generale Network and Crédit du Nord | <ul style="list-style-type: none"> <li>▪ In a challenging environment (regulatory constraints, low inflation, historically low rates), ongoing efforts to shift operations and relationship banking at Societe Generale and Crédit du Nord towards a digital model</li> <li>▪ Confirmation of Boursorama's customer acquisition plan</li> </ul> |
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### International Retail Banking & Financial Services

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- |        |   |
|--------|---|
| Europe | <ul style="list-style-type: none"> <li>▪ Continued adaptation of our models to capture growth potential in the region and consolidate the competitive positions of our operations</li> <li>▪ Strict discipline applied to operating expenses and normalisation of cost of risk</li> </ul> |
|--------|---|
- 

- |        |  |
|--------|--|
| Russia | <ul style="list-style-type: none"> <li>▪ Achievement of recovery of activities in Russia in stabilising economic conditions</li> <li>▪ Strict discipline applied to operating expenses and cost of risk</li> </ul> |
|--------|--|
- 

- |  |   |
|--|---|
| Africa, Asia, Mediterranean Basin and Overseas | <ul style="list-style-type: none"> <li>▪ Continued development of Societe Generale's sales network and expansion of services through the mobile banking offer</li> <li>▪ Continued focus on operating efficiency</li> </ul> |
|--|---|
- 

- |           |  |
|-----------|--|
| Insurance | <ul style="list-style-type: none"> <li>▪ Reinforcement of integrated bank insurance model with the acquisition of Antarius and continued dynamic growth in France and abroad in synergy with the retail banking network, Private Banking and financial services to businesses</li> </ul> |
|-----------|--|
- 

- |                              |  |
|------------------------------|--|
| Equipment and Vendor Finance | <ul style="list-style-type: none"> <li>▪ Consolidation of leadership in these corporate financing businesses</li> <li>▪ Consolidation of profitability by continuing to focus on activities with the best risk/reward</li> </ul> |
|------------------------------|--|
- 

- |                                 |   |
|---------------------------------|---|
| Auto Leasing Financial Services | <ul style="list-style-type: none"> <li>▪ Reinforcement of leadership of ALD relative to solutions of mobility and continued growth for the long-time leasing to retail customers</li> </ul> |
|---------------------------------|---|
- 

### Global Banking and Investor Solutions

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- |                                      |   |
|--------------------------------------|---|
| Global Markets and Investor Services | <ul style="list-style-type: none"> <li>▪ Adaptation of market activities to a competitive environment, coupled with further business and regulatory investments.</li> <li>▪ Consolidation of market-leading franchises (equities) and development of prime brokerage activities</li> <li>▪ Continued of optimization measures and investments in information systems</li> </ul> |
|--------------------------------------|---|
- 

- |                        |   |
|------------------------|---|
| Financing and Advisory | <ul style="list-style-type: none"> <li>▪ Continuation of origination momentum of financing activities</li> <li>▪ Consolidation of market-leading franchises (commodity and structured financing)</li> <li>▪ Management of cost of risk despite challenging economic conditions</li> </ul> |
|------------------------|---|
- 

- |                             |  |
|-----------------------------|--|
| Asset and Wealth Management | <ul style="list-style-type: none"> <li>▪ Continued development of synergies with retail bank networks, both in France or abroad, development of synergies between private banking and asset and wealth management, improvement of commercial and operational efficiency</li> </ul> |
|-----------------------------|--|
-

Sensitivity tests are carried out to measure the impact on each CGU's recoverable value of the variation in certain assumptions.

At 31 December 2017, in light of the risks associated with business activity in the current environment (market volatility, regulatory uncertainties), sensitivities to variations in the discount rate, long-term growth were measured.

According to the results of these tests:

- 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 18.1% 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 6.5% in recoverable value and would not generate any additional impairment.

## NOTE 3 - FINANCIAL INSTRUMENTS



### MAKING IT SIMPLE

The financial instruments represent the contractual rights or obligations to receive or to pay cash or other financial assets. The Group's banking activities generally take the form of financial instruments covering a broad spectrum of assets and liabilities, such as loans, investment portfolios (equity, bonds, etc.), deposits, regulated savings accounts, debt securities issued and derivative instruments (swaps, options, forward contracts, credit derivatives, etc.).

In the financial statements, classification and valuation of financial assets and liabilities depend on the nature of those assets and liabilities and the reasons for which they are held.

However, this distinction is not applicable to derivative instruments, which are always measured at fair value in the balance sheet, no matter what their purpose is (market activities or hedging transactions).

### ACCOUNTING PRINCIPLES

#### CLASSIFICATION OF FINANCIAL INSTRUMENTS

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

Financial assets are classified into 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 available-for-sale financial assets*.

Financial liabilities are classified into 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. 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 (see Note 3.4.7).

## 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. Indemnities billed to borrowers following the prepayment of their loan are recorded in the income statement on the prepayment date among *Interest and similar income*.

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.



IFRS 9

**As from 1 January 2018**, the accounting classification of financial assets will depend on the contractual cash flow characteristics of the instrument and on the Group's business model for managing them. By default, financial assets will be classified in *Financial assets at fair value through profit or loss* (see Note 1).

#### CHANGE IN THE PRESENTATION OF PREMIUMS RELATED TO OPTIONS

Conditional financial derivatives (options and assimilated instruments) purchased or sold by the Group include in some cases forward settled premiums. The amounts of premiums to be received and premiums to be paid were previously recognised in the balance sheet under *Other assets* and *Other liabilities*, separately from the items of the balance sheet in which fair value of purchased and sold conditional instruments were presented.

As those premiums are inseparable from the related derivative instruments, their presentation in the balance sheet has been modified to improve the understandability of consolidated financial statements. The amount of premiums to be paid and premiums to be received are included in the book value of the related conditional derivatives instruments purchased or sold (under *Financial assets and Financial liabilities at fair value through profit or loss*). This change of presentation has no impact on the consolidated income statement.

#### CHANGE IN THE PRESENTATION OF SOME STRUCTURED BONDS ISSUED

Since 2013, structured debt instruments are no longer issued within the trading portfolio. Nevertheless, they remain measured at fair value through profit or loss because such designation allows the Group to either ensure consistency between their accounting treatment and that of the derivatives hedging the associated market risks, or measure at fair value hybrid instruments that contains one or more embedded derivatives that would otherwise be separated. Structured bonds issued that remained marginally accounted for among trading liabilities since that date are now presented with *Financial liabilities measured using the fair value option through profit or loss*, according to their business model.

The impacts of those changes on comparative 2016 figures are as follow:

<i>(In millions of euros)</i>	31.12.2016 Before	31.12.2016 After	Impacts related to premium to be received / to be paid on options	Impacts related to structured bonds issued
<b>CONSOLIDATED BALANCE SHEET - ASSETS</b>	<b>1,382,241</b>	<b>1,354,422</b>	<b>(27,819 )</b>	<b>-</b>
<b>Financial assets at fair value through profit or loss</b>	<b>514,715</b>	<b>500,215</b>	<b>(14,500)</b>	<b>-</b>
<i>Trading portfolio</i>	450,593	436,093	(14,500)	-
<i>Trading derivatives</i>	182,504	168,004	(14,500)	-
<b>Other assets</b>	<b>84,756</b>	<b>71,437</b>	<b>(13,319)</b>	<b>-</b>
<b>CONSOLIDATED BALANCE SHEET - LIABILITIES</b>	<b>1,382,241</b>	<b>1,354,422</b>	<b>(27,819)</b>	<b>-</b>
<b>Financial liabilities at fair value through profit or loss</b>	<b>455,620</b>	<b>440,120</b>	<b>(15,500)</b>	<b>-</b>
<i>Trading portfolio</i>	389,508	357,694	(15,500)	(16,314)
<i>Debt securities issued</i>	16,314	-	-	(16,314)
<i>Trading derivatives</i>	188,638	173,138	(15,500)	-
<i>Financial instruments measured using the fair value option trough profit or loss</i>	66,112	82,426	-	16,314
<b>Other liabilities</b>	<b>94,212</b>	<b>81,893</b>	<b>(12,319)</b>	<b>-</b>
<b>CONSOLIDATED INCOME STATEMENT</b>				
<b>Net gains and losses on financial transactions</b>	<b>7,143</b>	<b>7,143</b>	<b>-</b>	<b>-</b>
<i>Net gain/loss on trading portfolio</i>	(2,276)	(1,161)	-	1,115
<i>Not gain/loss on financial instruments measured using fair value option</i>	16	(1,099)	-	(1,115)

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

<i>(In millions of euros)</i>	31.12.2017		31.12.2016	
	Assets	Liabilities	Assets	Liabilities
Trading portfolio*	342,616	288,689	436,093	357,694
Financial instruments measured using the fair value option through profit or loss*	77,064	80,016	64,122	82,426
<b>Total</b>	<b>419,680</b>	<b>368,705</b>	<b>500,215</b>	<b>440,120</b>
<i>o/w securities purchased/sold under resale/repurchase agreements</i>	101,414	105,737	152,803	126,436

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options and structured bonds issued (see Note 3).

### 1. TRADING PORTFOLIO AT FAIR VALUE THROUGH PROFIT OR LOSS

#### 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.

This portfolio also includes, among *Other trading assets*, physical commodities that are held by the Group as part of its market-maker activity on commodity derivative instruments.

By default, derivative financial instruments are classified into 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

<i>(In millions of euros)</i>	31.12.2017	31.12.2016
Bonds and other debt securities	26,933	41,430
Shares and other equity securities	80,097	69,549
Trading derivatives*	134,450	168,004
Other trading assets	101,136	157,110
<b>Total</b>	<b>342,616</b>	<b>436,093</b>
<i>o/w securities lent</i>	15,807	13,332

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

## LIABILITIES

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Debt securities issued*	-	-
Amounts payable on borrowed securities	34,844	44,655
Bonds and other debt instruments sold short	5,416	11,592
Shares and other equity instruments sold short	1,002	1,958
Trading derivatives*	142,524	173,138
Other trading liabilities	104,903	126,351
<b>Total</b>	<b>288,689</b>	<b>357,694</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options and structured bonds issued (see Note 3).

## 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.



*As from 1 January 2018, changes in value attributable to the Group's own credit risk will cease to be recognised in profit or loss. They will be directly recorded in unrealised or deferred gains and losses (OCI) without subsequent reclassification into income (see Note 1).*

## ASSETS

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Bonds and other debt securities	26,707	23,238
Shares and other equity securities	28,019	18,921
Customer loans	20,419	19,604
Other financial assets	1,377	1,803
Separate assets for employee benefit plans	542	556
<b>Total</b>	<b>77,064</b>	<b>64,122</b>

## LIABILITIES

Financial liabilities measured at fair value through 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 an expense of EUR 53 million at 31 December 2017. 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 31 December 2017, the difference between fair value of financial liabilities measured using the fair value option through profit or loss (EUR 80,016 million versus EUR 82,426\* million at 31 December 2016) and the amount repayable at maturity (EUR 79,587 million versus EUR 82,046\* million at 31 December 2016) was EUR 419 million (EUR 380\* million at 31 December 2016).

*\*Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of structured bonds issued (see Note 3).*

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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
Net gain/loss on trading portfolio*	10,440	(1,161)
Net gain/loss on financial instruments measured using fair value option*	(5,131)	(1,099)
Net gain/loss on derivative instruments**	(1,272)	8,119
Net gain/loss on hedging transactions	0	(175)
<i>Net gain/loss on fair value hedging derivatives**</i>	<i>(2,746)</i>	<i>736</i>
<i>Revaluation of hedged items attributable to hedged risks</i>	<i>2,746</i>	<i>(911)</i>
Net gain/loss on foreign exchange transactions	1,076	75
<b>Total<sup>(1)</sup></b>	<b>5,113</b>	<b>5,759</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of structured bonds issued (see Note 3).

\*\* Amounts restated relative to the financial statements published at 31 December 2016.

(1) Insofar as income and expenses recorded 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 profit or loss 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



### MAKING IT SIMPLE

Derivative instruments are financial instruments for which the value changes according to that of an underlying item and can be accompanied by a leverage effect. The items underlying these instruments are various (interest rates, exchange rates, equity, indexes, commodities, credit rating...), as are their forms (forward contracts, swaps, calls and puts...).

The Group may use these derivative instruments for their market activities to provide to its customers solutions to meet their risk management or revenue optimisation needs. In that case, they are accounted for as trading derivatives.

The Group may also use derivative instruments to manage and hedge its own risks. In which case, they are qualified as *hedging derivatives*. Hedging transactions can concern individual items or transactions (micro-hedging relationships) or portfolios of financial assets and liabilities that can generate a structural interest-rate risk (macro-hedging relationships).

Contrary to other financial instruments, derivative instruments are always measured at fair value in the balance sheet, regardless their purpose (market activities or hedging transactions). The fair value adjustments of trading derivatives are directly recognised in the income statement. However, the accounting method used on hedging transactions aims to neutralise in the income statement the effects of the revaluation of *Hedging derivatives*, as long as the hedge is effective.

### 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

(In millions of euros)	31.12.2017		31.12.2016	
	Assets	Liabilities	Assets	Liabilities
Interest rate instruments*	89,652	92,250	116,636	115,973
Foreign exchange instruments*	16,568	17,810	22,117	22,951
Equity and index instruments*	19,959	22,781	18,801	22,854
Commodity instruments*	5,948	6,070	6,359	6,267
Credit derivatives	2,245	2,588	3,902	4,179
Other forward financial instruments	78	1,025	189	914
<b>Total</b>	<b>134,450</b>	<b>142,524</b>	<b>168,004</b>	<b>173,138</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

The Group uses credit derivatives in the management of its Corporate credit portfolio, primarily to reduce individual, sector and geographic concentration and to implement a proactive risk and capital management approach. All credit derivatives, regardless of their purpose, are measured at fair value through profit or loss and cannot be qualified as hedging instruments for accounting purposes. Accordingly, they are recognised at fair value among 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%. Effectiveness 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 “over-hedging” 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.

## HEDGING OF A NET INVESTMENT IN A FOREIGN OPERATION

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

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 macro-hedged 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

<i>(In millions of euros)</i>	31.12.2017		31.12.2016	
	Assets	Liabilities	Assets	Liabilities
<b>Fair value hedge</b>				
Interest rate instruments	12,906	6,578	17,365	9,289
Foreign exchange instruments	53	4	45	4
Equity and index instruments	-	-	1	-
<b>Cash flow hedge</b>				
Interest rate instruments	469	103	584	121
Foreign exchange instruments	204	61	72	179
Other financial instruments	9	4	33	1
<b>Total</b>	<b>13,641</b>	<b>6,750</b>	<b>18,100</b>	<b>9,594</b>

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 tables specify 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.

<i>(In millions of euros)</i>	Up to 3 months	From 3 months to 1 year	From 1 year to 5 years	Over 5 years	31.12.2017
Floating cash flows hedged (rates...)	131	341	573	4,358	5,403
Highly probable forecast transaction	-	5	3	-	8
Other (Forex...)	3	1	-	-	4
<b>Total</b>	<b>134</b>	<b>347</b>	<b>576</b>	<b>4,358</b>	<b>5,415</b>

<i>(In millions of euros)</i>	Up to 3 months	From 3 months to 1 year	From 1 year to 5 years	Over 5 years	31.12.2016
Floating cash flows hedged (rates...)	174	505	862	5,270	6,811
Highly probable forecast transaction	44	95	115	109	363
Other (Forex...)	13	-	3	-	16
<b>Total</b>	<b>231</b>	<b>600</b>	<b>980</b>	<b>5,379</b>	<b>7,190</b>

### 3. FORWARD FINANCIAL INSTRUMENT COMMITMENTS (NOTIONAL AMOUNTS)

<i>(In millions of euros)</i>	31.12.2017		31.12.2016	
	Trading	Hedging	Trading	Hedging
<b>Interest rate instruments</b>				
Firm instruments				
Swaps	7,973,157	428,089	7,659,277	425,723
FRAs	2,054,971	294	1,643,107	372
Options	2,182,837	1,622	2,508,569	2,238
<b>Foreign exchange instruments</b>				
Firm instruments	2,455,220	12,483	2,406,365	12,713
Options	806,307	-	899,930	-
<b>Equity and index instruments</b>				
Firm instruments	135,363	-	81,292	-
Options	778,215	-	1,803,498	-
<b>Commodity instruments</b>				
Firm instruments	149,532	-	151,588	-
Options	39,671	-	49,075	-
<b>Credit derivatives</b>	312,198	-	485,505	-
<b>Other forward financial instruments</b>	35,303	148	32,041	226
<b>Total</b>	<b>16,922,774</b>	<b>442,636</b>	<b>17,720,247</b>	<b>441,272</b>

#### 4. MATURITIES OF FINANCIAL DERIVATIVES (NOTIONAL AMOUNTS)

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

<i>(In millions of euros)</i>	<b>Up to 3 months</b>	<b>From 3 months to 1 year</b>	<b>From 1 year to 5 years</b>	<b>Over 5 years</b>	<b>31.12.2017</b>
Interest rate instruments	1,283,214	3,273,839	4,540,585	3,543,332	12,640,970
Foreign exchange instruments	1,639,107	814,533	571,829	248,541	3,274,010
Equity and index instruments	265,014	230,712	169,535	248,317	913,578
Commodity instruments	101,772	43,062	16,588	27,781	189,203
Credit derivatives	18,210	61,724	211,461	20,803	312,198
Other forward financial instruments	5,085	13,944	16,288	134	35,451
<b>Total</b>	<b>3,312,402</b>	<b>4,437,814</b>	<b>5,526,286</b>	<b>4,088,906</b>	<b>17,365,410</b>

## 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 assets*.

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 foreign-currency 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 available-for-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

(In millions of euros)	31.12.2017		31.12.2016	
	Net	o/w allowances for impairment	Net	o/w allowances for impairment
Debt instruments	124,632	(105)	124,747	(257)
Equity instruments <sup>(1)</sup>	13,447	(469)	12,447	(567)
Long-term equity investments	1,919	(420)	2,210	(518)
<b>Total</b>	<b>139,998</b>	<b>(994)</b>	<b>139,404</b>	<b>(1,342)</b>
<i>o/w securities lent</i>	509	-	2	-

(1) Including UCITS.

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

(In millions of euros)	2017
<b>Balance at 1 January 2017</b>	<b>139,404</b>
Acquisitions	42,899
Disposals / redemptions <sup>(1)</sup>	(47,533)
Change in scope and others	9,265
Gains and losses on changes in fair value recognised directly in equity during the period	(1,013)
Change in impairment on debt instruments recognised in P&L:	152
<i>increase</i>	(48)
<i>write-backs</i>	205
<i>others</i>	(5)
Impairment losses on equity instruments recognised in P&L	(118)
Change in related receivables	64
Translation differences	(3,122)
<b>Balance at 31 December 2017</b>	<b>139,998</b>

(1) Disposals are valued according to the weighted average cost method.

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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
Dividend income	503	460
Gains and losses on sale of debt instruments <sup>(1)</sup>	86	182
Gains and losses on sale of equity instruments <sup>(2)</sup>	160	(54)
Impairment losses on equity instruments <sup>(3)</sup>	(58)	(254)
Profit-sharing on available-for-sale financial assets of insurance companies	(44)	315
Gains and losses on sale of long-term equity investments <sup>(4) (5)</sup>	126	766
Impairment losses on long-term equity investments	(60)	(31)
<b>Total net gains and losses on available-for-sale assets</b>	<b>713</b>	<b>1,384</b>
<b>Interest income on available-for-sale assets</b>	<b>2,424</b>	<b>2,496</b>

(1) o/w EUR -51 million for Insurance activities in 2017.

(2) o/w EUR 159 million for Insurance activities in 2017.

(3) o/w EUR -55 million for Insurance activities in 2017.

(4) o/w EUR 8 million for Insurance activities in 2017.

(5) Sale on Visa Europe shares generated a profit in the income statement under Net gains and losses on available-for-sale financial assets in 2016 by EUR 725 million.

## 3. BREAKDOWN OF UNREALISED GAINS AND LOSSES RECOGNISED DIRECTLY IN EQUITY

<i>(In millions of euros)</i>	<b>2017</b>		
	<b>Unrealised gains</b>	<b>Unrealised losses</b>	<b>Net revaluation</b>
Unrealised gains and losses on available-for-sale equity instruments	467	(18)	449
Unrealised gains and losses on available-for-sale debt instruments	728	(270)	458
Unrealised gains and losses of insurance companies	438	(27)	411
<b>Total</b>	<b>1,633</b>	<b>(315)</b>	<b>1,318</b>

<i>(In millions of euros)</i>	<b>2016</b>		
	<b>Unrealised gains</b>	<b>Unrealised losses</b>	<b>Net revaluation</b>
Unrealised gains and losses on available-for-sale equity instruments	586	(40)	546
Unrealised gains and losses on available-for-sale debt instruments	867	(377)	490
Unrealised gains and losses of insurance companies	698	(198)	500
<b>Total</b>	<b>2,151</b>	<b>(615)</b>	<b>1,536</b>

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



MAKING  
IT  
SIMPLE

The financial assets and liabilities recognised in the Group balance sheet are measured either at fair value or at amortised cost. In the latter case, the fair value of the instruments is disclosed in the notes (see Note 3.9).

If an instrument is quoted on an active market, its fair value is equal to its market price.

But many financial instruments are not listed (for example, most customer loans and deposits, interbank debts and claims, etc.), or are only negotiable on illiquid markets or over-the-counter markets (which is the case for many derivative instruments).

In such situations, the fair value of the instruments is calculated using measurement techniques or valuation models. Market parameters are included in these models and must be observable; otherwise they are determined based on internal estimates. The models and parameters used are subject to independent validations and internal controls.

### 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 observability level of the inputs used. The fair value hierarchy is composed of 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 (see Note 3.9).

**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 valued based on financial models with unobservable market inputs or observable inputs that are not quoted on active markets. For the Group, those instruments match with the instruments for which the sales margin is not immediately recognised in profit or loss (see Note 3.4.7).

Accordingly, Level 3 financial instruments include derivatives with longer maturities than those usually traded and/or with specifically-tailored return profiles, structured debts including embedded derivatives valued based on a method using unobservable inputs or long term equity investments valued based on a corporate valuation method, which is the case for unlisted companies or companies listed on an insufficiently liquid market.

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 N<sup>th</sup> 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 (i.e options on commodity swaps or instruments based on baskets of underlyings).

## 1. FINANCIAL ASSETS MEASURED AT FAIR VALUE

<i>(In millions of euros)</i>	31.12.2017				31.12.2016			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
<b>Trading portfolio</b>	<b>96,178</b>	<b>111,818</b>	<b>170</b>	<b>208,166</b>	<b>104,225</b>	<b>163,469</b>	<b>395</b>	<b>268,089</b>
Bonds and other debt securities	24,143	2,621	169	26,933	38,161	3,253	16	41,430
Shares and other equity securities	72,035	8,061	1	80,097	65,790	3,758	1	69,549
Other trading assets <sup>(1)</sup>	-	101,136	-	101,136	274	156,458	378	157,110
<b>Financial assets measured using fair value option through P&amp;L</b>	<b>50,667</b>	<b>24,460</b>	<b>1,937</b>	<b>77,064</b>	<b>39,621</b>	<b>23,282</b>	<b>1,219</b>	<b>64,122</b>
Bonds and other debt securities	26,324	346	37	26,707	22,926	224	88	23,238
Shares and other equity securities	24,343	3,633	43	28,019	16,695	2,153	73	18,921
Other financial assets	-	19,939	1,857	21,796	-	20,349	1,058	21,407
Separate assets for employee benefit plans	-	542	-	542	-	556	-	556
<b>Trading derivatives*</b>	<b>38</b>	<b>131,829</b>	<b>2,583</b>	<b>134,450</b>	<b>162</b>	<b>164,844</b>	<b>2,998</b>	<b>168,004</b>
Interest rate instruments*	19	87,807	1,826	89,652	46	114,697	1,893	116,636
Foreign exchange instruments*	16	16,426	126	16,568	98	21,819	200	22,117
Equity and index instruments*	-	19,535	424	19,959	-	18,302	499	18,801
Commodity instruments*	-	5,888	60	5,948	-	6,297	62	6,359
Credit derivatives	-	2,108	137	2,245	-	3,724	178	3,902
Other forward financial instruments	3	65	10	78	18	5	166	189
<b>Hedging derivatives</b>	<b>-</b>	<b>13,641</b>	<b>-</b>	<b>13,641</b>	<b>-</b>	<b>18,100</b>	<b>-</b>	<b>18,100</b>
Interest rate instruments	-	13,375	-	13,375	-	17,949	-	17,949
Foreign exchange instruments	-	257	-	257	-	117	-	117
Equity and index instruments	-	-	-	-	-	1	-	1
Other forward financial instruments	-	9	-	9	-	33	-	33
<b>Available-for-sale financial assets</b>	<b>129,492</b>	<b>8,620</b>	<b>1,886</b>	<b>139,998</b>	<b>128,861</b>	<b>8,526</b>	<b>2,017</b>	<b>139,404</b>
Debt securities	119,512	4,821	299	124,632	118,429	6,115	203	124,747
Equity securities	9,854	3,550	43	13,447	10,251	2,160	36	12,447
Long-term equity investments	126	249	1,544	1,919	181	251	1,778	2,210
<b>Total financial assets at fair value*</b>	<b>276,375</b>	<b>290,368</b>	<b>6,576</b>	<b>573,319</b>	<b>272,869</b>	<b>378,221</b>	<b>6,629</b>	<b>657,719</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

(1) o/w EUR 100,037 million of securities purchased under resale agreements at 31 December 2017 vs. EUR 151,001 million at 31 December 2016.

## 2. FINANCIAL LIABILITIES MEASURED AT FAIR VALUE

(In millions of euros)	31.12.2017				31.12.2016			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
<b>Trading portfolio*</b>	<b>6,755</b>	<b>139,410</b>	<b>-</b>	<b>146,165</b>	<b>13,518</b>	<b>170,841</b>	<b>197</b>	<b>184,556</b>
Debt securities issued*	-	-	-	-	-	-	-	-
Amounts payable on borrowed securities	337	34,507	-	34,844	13	44,642	-	44,655
Bonds and other debt instruments sold short	5,416	-	-	5,416	11,547	45	-	11,592
Shares and other equity instruments sold short	1,002	-	-	1,002	1,958	-	-	1,958
Other trading liabilities <sup>(1)</sup>	-	104,903	-	104,903	-	126,154	197	126,351
<b>Financial liabilities measured using fair value option through P&amp;L*</b>	<b>334</b>	<b>41,008</b>	<b>38,674</b>	<b>80,016</b>	<b>325</b>	<b>45,376</b>	<b>36,725</b>	<b>82,426</b>
<b>Trading derivatives*</b>	<b>16</b>	<b>137,336</b>	<b>5,172</b>	<b>142,524</b>	<b>96</b>	<b>168,991</b>	<b>4,051</b>	<b>173,138</b>
Interest rate instruments*	-	88,433	3,817	92,250	22	113,324	2,627	115,973
Foreign exchange instruments*	1	17,755	54	17,810	69	22,850	32	22,951
Equity and index instruments*	-	21,893	888	22,781	-	22,058	796	22,854
Commodity instruments*	-	6,048	22	6,070	-	6,201	66	6,267
Credit derivatives	-	2,197	391	2,588	-	3,649	530	4,179
Other forward financial instruments	15	1,010	-	1,025	5	909	-	914
<b>Hedging derivatives</b>	<b>-</b>	<b>6,750</b>	<b>-</b>	<b>6,750</b>	<b>-</b>	<b>9,594</b>	<b>-</b>	<b>9,594</b>
Interest rate instruments	-	6,681	-	6,681	-	9,410	-	9,410
Foreign exchange instruments	-	65	-	65	-	183	-	183
Equity and index instruments	-	-	-	-	-	-	-	-
Other financial instruments	-	4	-	4	-	1	-	1
<b>Total financial liabilities at fair value*</b>	<b>7,105</b>	<b>324,504</b>	<b>43,846</b>	<b>375,455</b>	<b>13,939</b>	<b>394,802</b>	<b>40,973</b>	<b>449,714</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options and structured bonds issued (see Note 3).

(1) o/w EUR 104,090 million of securities sold under repurchase agreements at 31 December 2017 vs. EUR 125,146 million at 31 December 2016.

### 3. VARIATION IN LEVEL 3 FINANCIAL INSTRUMENTS

#### FINANCIAL ASSETS AT FAIR VALUE

<i>(In millions of euros)</i>	Balance at 01.01.2017	Acquisitions	Disposals / redemptions	Transfer to Level 2	Transfer from Level 2	Gains and losses	Translation differences	Change in scope and others	Balance at 31.12.2017
<b>Trading portfolio</b>	<b>395</b>	<b>227</b>	<b>(399)</b>	<b>(5)</b>	<b>2</b>	<b>13</b>	<b>(53)</b>	<b>(10)</b>	<b>170</b>
Bonds and other debt securities	16	227	(67)	(5)	2	13	(7)	(10)	169
Shares and other equity securities	1	-	-	-	-	-	-	-	1
Other trading assets	378	-	(332)	-	-	-	(46)	-	-
<b>Financial assets measured using fair value option through profit or loss</b>	<b>1,219</b>	<b>598</b>	<b>(87)</b>	<b>(138)</b>	<b>-</b>	<b>489</b>	<b>(147)</b>	<b>3</b>	<b>1,937</b>
Bonds and other debt securities	88	2	(52)	-	-	(1)	-	-	37
Shares and other equity securities	73	9	(8)	-	-	(31)	-	-	43
Other financial assets	1,058	587	(27)	(138)	-	521	(147)	3	1,857
Separate assets for employee benefit plans	-	-	-	-	-	-	-	-	-
<b>Trading derivatives</b>	<b>2,998</b>	<b>73</b>	<b>(137)</b>	<b>(105)</b>	<b>78</b>	<b>(89)</b>	<b>(235)</b>	<b>-</b>	<b>2,583</b>
Interest rate instruments	1,893	1	(8)	(44)	58	66	(140)	-	1,826
Foreign exchange instruments	200	22	(5)	(2)	6	(80)	(15)	-	126
Equity and index instruments	499	47	-	(23)	12	(62)	(49)	-	424
Commodity instruments	62	3	-	-	-	(4)	(1)	-	60
Credit derivatives	178	-	-	(33)	2	1	(11)	-	137
Other forward financial instruments	166	-	(124)	(3)	-	(10)	(19)	-	10
<b>Hedging derivatives</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Available-for-sale financial assets</b>	<b>2,017</b>	<b>295</b>	<b>(368)</b>	<b>(3)</b>	<b>10</b>	<b>(29)</b>	<b>(182)</b>	<b>146</b>	<b>1,886</b>
Debt securities	203	160	(90)	-	-	-	(12)	38	299
Equity securities	36	7	(12)	-	12	1	(1)	-	43
Long-term equity investments	1,778	128	(266)	(5)	-	(30)	(169)	108	1,544
<b>Total financial assets at fair value</b>	<b>6,629</b>	<b>1,193</b>	<b>(991)</b>	<b>(251)</b>	<b>90</b>	<b>384</b>	<b>(617)</b>	<b>139</b>	<b>6,576</b>

## FINANCIAL LIABILITIES AT FAIR VALUE

<i>(In millions of euros)</i>	Balance at 01.01.2017	Issues	Acquisitions / disposals	Redemptions	Transfer to Level 2	Transfer from Level 2	Gains and losses	Translation differences	Balance at 31.12.2017
<b>Trading portfolio*</b>	197	-	(197)	-	-	-	-	-	-
Debt securities issued*	-	-	-	-	-	-	-	-	-
Amounts payable on borrowed securities	-	-	-	-	-	-	-	-	-
Bonds and other debt instruments sold short	-	-	-	-	-	-	-	-	-
Shares and other equity instruments sold short	-	-	-	-	-	-	-	-	-
Other trading liabilities	197	-	(197)	-	-	-	-	-	-
<b>Financial liabilities measured using fair value option through profit or loss*</b>	<b>36,725</b>	<b>18,271</b>	<b>(1,086)</b>	<b>(13,063)</b>	<b>(2,615)</b>	<b>1,727</b>	<b>1,026</b>	<b>(2,311)</b>	<b>38,674</b>
<b>Trading derivatives</b>	<b>4,051</b>	<b>463</b>	<b>(1)</b>	<b>(70)</b>	<b>(414)</b>	<b>996</b>	<b>362</b>	<b>(215)</b>	<b>5,172</b>
Interest rate instruments	2,627	9	(1)	-	(259)	951	615	(125)	3,817
Foreign exchange instruments	32	16	-	(5)	(6)	5	14	(2)	54
Equity and index instruments	796	431	-	(65)	(49)	38	(192)	(71)	888
Commodity instruments	66	7	-	-	-	-	(50)	(1)	22
Credit derivatives	530	-	-	-	(100)	2	(25)	(16)	391
Other forward financial instruments	-	-	-	-	-	-	-	-	-
<b>Hedging derivatives</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total financial liabilities at fair value</b>	<b>40,973</b>	<b>18,734</b>	<b>(1,284)</b>	<b>(13,133)</b>	<b>(3,029)</b>	<b>2,723</b>	<b>1,388</b>	<b>(2,526)</b>	<b>43,846</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of structured issued bonds (see Note 3).

#### **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 quoted 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.

## **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 quoted 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, non-performance 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.

Value in balance sheet							
<i>(In millions of euros)</i>							
Cash instruments and derivatives <sup>(1)</sup>	Assets	Liabilities	Main products	Valuation techniques used	Significant unobservable inputs	Range of inputs min & max	
Equities/funds	1,796	28,828	Simple and complex instruments or derivatives on funds, equities or baskets of stocks	Various option models on funds, equities or baskets of stocks	Equity volatilities	6.7%; 75.1%	
					Equity dividends	0%; 20.7%	
					Correlations	-99%; 97.8%	
					Hedge fund volatilities	8.3%; 20.0%	
					Mutual fund volatilities	1.5%; 53.3%	
Rates and Forex	2,708	14,605	Hybrid forex / interest rate or credit / interest rate derivatives	Hybrid forex interest rate or credit interest rate option pricing models	Correlations	-10.89%; 90%	
			Forex derivatives	Forex option pricing models	Forex volatilities	1.0%; 27.42%	
			Interest rate derivatives whose notional is indexed to prepayment behaviour in European collateral pools	Prepayment modelling	Constant prepayment rates	0%; 45%	
			Inflation instruments and derivatives	Inflation pricing models	Correlations	64.4%; 91%	
			Collateralised Debt Obligations and index tranches	Recovery and base correlation projection models	Time to default correlations	0%; 100%	
Credit	468	391	Other credit derivatives	Credit default models	Recovery rate variance for single name underlyings	0%; 100%	
					Time to default correlations	0%; 100%	
					Quanto correlations	-50%; 40%	
					Credit spreads	0 bps; 1,000 bps	
Commodities	60	22	Derivatives on commodities baskets	Option models on commodities	Commodities correlations	6.82%; 97.45%	
Long term equity investments	1,544	-	Securities held for strategic purposes	Net Book Value / Recent transactions	Non applicable	-	
<b>TOTAL</b>	<b>6,576</b>	<b>43,846</b>					

(1) 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 31 December 2017 on instruments whose valuation requires certain 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 unobservable; 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

<i>(In millions of euros)</i>	31.12.2017		31.12.2016	
	Negative impact	Positive impact	Negative impact	Positive impact
<b>Shares and other equity instruments and derivatives</b>	<b>(5)</b>	<b>88</b>	<b>(20)</b>	<b>94</b>
Equity volatilities	0	18	0	17
Dividends	0	6	(1)	5
Correlations	(5)	59	(19)	59
Hedge Fund volatility	0	0	0	8
Mutual Fund volatility	0	6	0	5
<b>Rates or Forex instruments and derivatives</b>	<b>(6)</b>	<b>50</b>	<b>(5)</b>	<b>49</b>
Correlations between exchange rates and/or interest rates	(4)	45	(3)	42
Forex volatilities	(1)	2	(2)	5
Constant prepayment rates	0	0	0	0
Inflation / inflation correlations	(1)	2	(1)	3
<b>Credit instruments and derivatives</b>	<b>(2)</b>	<b>6</b>	<b>(8)</b>	<b>16</b>
Time to default correlations	(1)	1	(1)	1
Recovery rate variance for single name underlyings	0	0	(7)	7
Quanto correlations	0	4	0	8
Credit spreads	(1)	1	(1)	1
<b>Commodity derivatives</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>2</b>
Commodities correlations	0	1	0	2
<b>Long term securities valued using internal models</b>	<b>NA</b>	<b>NA</b>	<b>(15)</b>	<b>27</b>

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.

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
<b>Deferred margin at 1 January</b>	<b>1,142</b>	<b>1,029</b>
Deferred margin on new transactions during the period	880	779
Margin recorded in the income statement during the period	(741)	(666)
<i>o/w amortisation</i>	<i>(317)</i>	<i>(290)</i>
<i>o/w switch to observable inputs</i>	<i>(49)</i>	<i>(90)</i>
<i>o/w disposed, expired or terminated</i>	<i>(375)</i>	<i>(285)</i>
<b>Deferred margin at 31 December</b>	<b>1,281</b>	<b>1,142</b>

## 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 and taking into account the renegotiation fees billed to the customer.

*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 8.4).

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

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Current accounts	22,159	24,639
Deposits and loans <sup>(1)</sup>	21,902	21,675
Subordinated and participating loans	133	157
Securities purchased under resale agreements	16,544	12,890
Related receivables	125	141
<b>Due from banks before impairment</b>	<b>60,863</b>	<b>59,502</b>
Impairment of individually impaired loans	(25)	(35)
Revaluation of hedged items	28	35
<b>Net due from banks</b>	<b>60,866</b>	<b>59,502</b>

(1) At 31 December 2017, the amount of receivables with incurred credit risk was EUR 100 million compared to EUR 97 million at 31 December 2016.

## 2. CUSTOMER LOANS

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Overdrafts <sup>(1)</sup>	19,791	25,880
Other customer loans <sup>(1)</sup>	364,096	360,389
Lease financing agreements <sup>(1)</sup>	30,269	29,562
Related receivables	2,243	1,611
Securities purchased under resale agreements	21,004	23,432
<b>Customer loans before impairment</b>	<b>437,403</b>	<b>440,874</b>
Impairment of individually impaired loans	(11,214)	(13,281)
Impairment of groups of homogenous receivables	(1,311)	(1,534)
Revaluation of hedged items	353	442
<b>Net customer loans</b>	<b>425,231</b>	<b>426,501</b>

(1) At 31 December 2017, the amount of receivables with incurred credit risk was EUR 20,642 million compared to EUR 23,639 million at 31 December 2016.

### BREAKDOWN OF OTHER CUSTOMER LOANS

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Trade notes	10,173	10,289
Short-term loans	108,087	108,575
Export loans	10,395	11,718
Equipment loans	54,772	51,671
Housing loans	124,324	119,547
Loans secured by notes and securities	89	139
Other loans	56,256	58,450
<b>Other customer loans</b>	<b>364,096</b>	<b>360,389</b>

### ADDITIONAL INFORMATION ON LEASE FINANCING AND SIMILAR AGREEMENTS

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Gross investments</b>	<b>32,714</b>	<b>32,230</b>
<i>less than one year</i>	8,525	8,294
<i>1-5 years</i>	18,784	18,042
<i>more than five years</i>	5,405	5,894
<b>Present value of minimum payments receivable</b>	<b>28,827</b>	<b>28,151</b>
<i>less than one year</i>	7,942	7,600
<i>1-5 years</i>	16,852	16,006
<i>more than five years</i>	4,033	4,545
<b>Unearned financial income</b>	<b>2,403</b>	<b>2,584</b>
<b>Unguaranteed residual values receivable by the lessor</b>	<b>1,484</b>	<b>1,495</b>

## 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

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Demand deposits and current accounts	11,686	14,337
Overnight deposits and borrowings and others	2,145	2,157
Term deposits	68,265	60,625
Related payables	127	86
Revaluation of hedged items	147	235
Securities sold under repurchase agreements	6,251	5,144
<b>Total</b>	<b>88,621</b>	<b>82,584</b>

### 2. CUSTOMER DEPOSITS

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Regulated savings accounts	92,023	87,253
<i>Demand</i>	66,515	62,091
<i>Term</i>	25,508	25,162
Other demand deposits <sup>(1)</sup>	216,102	211,228
Other term deposits <sup>(1)</sup>	85,454	98,102
Related payables	381	451
Revaluation of hedged items	268	321
<b>Total customer deposits</b>	<b>394,228</b>	<b>397,355</b>
Borrowings secured by notes and securities	-	2
Securities sold to customers under repurchase agreements	16,405	23,645
<b>Total</b>	<b>410,633</b>	<b>421,002</b>

*(1) Including deposits linked to governments and central administrations.*

## BREAKDOWN BY CUSTOMER TYPE

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Other demand deposits</b>		
Businesses and sole proprietors	97,930	87,923
Individual customers	69,591	64,071
Financial customers	36,261	41,942
Others <sup>(1)</sup>	12,320	17,292
<b>Sub-total</b>	<b>216,102</b>	<b>211,228</b>

(1) Including deposits linked to governments and central administrations.

## 3. DEBT SECURITIES ISSUED

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Term savings certificates	515	577
Bond borrowings	22,470	20,910
Interbank certificates and negotiable debt instruments	78,485	78,287
Related payables	770	808
<b>Sub-total</b>	<b>102,240</b>	<b>100,582</b>
Revaluation of hedged items	995	1,620
<b>Total</b>	<b>103,235</b>	<b>102,202</b>
<i>o/w floating-rate securities</i>	<i>30,762</i>	<i>26,146</i>

## NOTE 3.7 - INTEREST INCOME AND EXPENSE



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Interest is compensation for a financial service, consisting in a lender making a certain amount of cash available to a borrower for an agreed period of time. Such compensated financing arrangements can be loans, deposits or securities (bonds, negotiable debt securities...).

This compensation is a consideration for the time value of money, and additionally for credit risk, liquidity risk and administrative costs, all borne by the lender for the duration of the financing agreement. The interest can also include a margin used by the lending bank to remunerate equity instruments (such as ordinary shares) that are required by prudential regulation to be issued in relation to the amount of financing granted, so as to guarantee its own solvency.

Interest is recognised as expense or income over the life of the financing service granted or received, proportionally to the principal amount outstanding.

### 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, held-to-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 net discount future cash inflows and outflows over the expected life of the instrument in order to establish the net 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 as that used to discount the expected outflow of resources.



<i>(In millions of euros)</i>	2017			2016		
	Income	Expense	Net	Income	Expense	Net
<b>Transactions with banks</b>	<b>1,993</b>	<b>(1,427)</b>	<b>566</b>	<b>1,550</b>	<b>(1,161)</b>	<b>389</b>
Demand deposits and interbank loans	1,608	(1,375)	233	1,127	(1,107)	20
Securities purchased/sold under resale agreements and borrowings secured by notes and securities	385	(52)	333	423	(54)	369
<b>Transactions with customers</b>	<b>11,823</b>	<b>(4,899)</b>	<b>6,924</b>	<b>11,957</b>	<b>(4,769)</b>	<b>7,188</b>
Trade notes	410	-	410	531	-	531
Other customer loans	10,508	(1)	10,507	10,638	(2)	10,636
Demand deposits and current accounts	744	-	744	705	-	705
Regulated savings accounts	-	(887)	(887)	-	(875)	(875)
Other customer debts	36	(3,959)	(3,923)	13	(3,861)	(3,848)
Securities purchased/sold under resale agreements and borrowings secured by notes and securities	125	(52)	73	70	(31)	39
<b>Transactions in financial instruments</b>	<b>8,743</b>	<b>(6,937)</b>	<b>1,806</b>	<b>9,976</b>	<b>(9,263)</b>	<b>713</b>
Available-for-sale financial assets	2,424	-	2,424	2,496	-	2,496
Held-to-maturity financial assets	141	-	141	260	-	260
Debt securities issued	-	(1,902)	(1,902)	-	(2,033)	(2,033)
Subordinated and convertible debt	-	(581)	(581)	-	(557)	(557)
Securities lending/borrowing	14	(20)	(6)	9	(25)	(16)
Hedging derivatives	6,164	(4,434)	1,730	7,211	(6,648)	563
<b>Lease financing agreements</b>	<b>1,120</b>	<b>-</b>	<b>1,120</b>	<b>1,177</b>	<b>-</b>	<b>1,177</b>
Real estate lease financing agreements	199	-	199	225	-	225
Non-real estate lease financing agreements	921	-	921	952	-	952
<b>Total interest income and expense</b>	<b>23,679</b>	<b>(13,263)</b>	<b>10,416</b>	<b>24,660</b>	<b>(15,193)</b>	<b>9,467</b>
<i>o/w interest income from impaired financial assets</i>	519			373		

These interest expenses include the refinancing cost of financial instruments at fair value through profit or loss, 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 profit or loss must be assessed as a whole.

#### BREAKDOWN OF OTHER CUSTOMER LOANS INCOME:

<i>(In millions of euros)</i>	2017	2016
Short-term loans	3,996	3,928
Export loans	267	280
Equipment loans	1,740	1,843
Housing loans	3,278	3,602
Other customer loans	1,227	985
<b>Total</b>	<b>10,508</b>	<b>10,638</b>

## NOTE 3.8 - IMPAIRMENT AND PROVISIONS



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Some financial assets (loans, debt securities) involve credit risk which exposes the Group to a potential loss if the borrower, the counterparty or the securities issuer were to be unable to respect their financial commitments.

Fluctuations to credit risk on financial assets measured at fair value through profit and loss (particularly instruments held as part of market activities) are directly integrated in the revaluation of the instruments and are thereby recorded as profit or loss without waiting the occurrence of a default.

Conversely, the credit risk to which the Group is exposed on the other financial assets (loans and receivables, available-for-sale securities, held-to-maturity investments) does not lead to the recording of an expense until the credit loss become incurred following the occurrence of a loss event (occurrence of past-due payments, bankruptcy, significant deterioration of the borrower's financial situation...).

The evidence of an incurred credit loss shall firstly be assessed individually for each financial asset, and further assessed at the level of homogeneous portfolios of financial instruments.

Impairment of assets reduces their book value in the balance sheet and can be subsequently reversed in case of an improvement in the counterparty's credit risk.

### 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*.

## 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 amount 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 accordance 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.



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***As from 1 January 2018, the measurement of credit risk expense will be based on expected credit losses instead of incurred credit losses. Depreciation or provisions for credit risk will be then recorded from the origination of the loans or the purchase debt securities, without waiting for the occurrence of an objective evidence of impairment (see Note 1).***

## BREAKDOWN OF ASSET IMPAIRMENTS

<i>(in millions of euros)</i>	Asset impairments at 31.12.2016	Allocations	Write- backs available	Net impairment losses	Reversals used	Currency and scope effects	Asset impairments at 31.12.2017
Banks	35	6	(5)	1	(11)	-	25
Customer loans	12,535	4,845	(3,760)	1,085	(2,906)	(161)	10,553
Lease financing and similar agreements	746	290	(213)	77	(171)	9	661
Groups of homogeneous assets	1,534	449	(639)	(190)	-	(33)	1,311
Available-for-sale assets <sup>(1)(2)</sup>	1,343	167	(578)	(411)	-	62	994
Others <sup>(1)</sup>	764	34	(176)	(142)	(64)	24	582
<b>Total</b>	<b>16,957</b>	<b>5,791</b>	<b>(5,371)</b>	<b>420</b>	<b>(3,152)</b>	<b>(99)</b>	<b>14,126</b>

(1) Including a EUR 61 million net allowance for counterparty risks.

(2) o/w. write-down on equity securities, excluding insurance activities, of EUR 64 million, which can be broken down as follows:

- EUR 1 million : impairment loss on securities not written down at 31 December 2016;
- EUR 63 million : additional impairment loss on securities already written down at 31 December 2016.

## 2. PROVISIONS

### ACCOUNTING PRINCIPLES

Provisions 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.
- and when the amount of probable outflow of resources can be reliably estimated.

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. 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.

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.

## BREAKDOWN OF PROVISIONS

<i>(in millions of euros)</i>	Provisions at 31.12.2016	Allocations	Write- backs available	Net allocation	Write- backs used	Currency and scope effects	Provisions at 31.12.2017
Provisions for off-balance sheet commitments to banks	6	5	(3)	2	-	4	12
Provisions for off-balance sheet commitments to customers	442	410	(421)	(11)	-	(26)	405
Provision for disputes	2,232	1,174	(122)	1,052	(757)	(140)	2,387
Other provisions <sup>(1)</sup>	909	401	(201)	200	(42)	(16)	1,051
<b>Provisions on financial instruments and disputes</b>	<b>3,589</b>	<b>1,990</b>	<b>(747)</b>	<b>1,243</b>	<b>(799)</b>	<b>(178)</b>	<b>3,855</b>

(1) Including a EUR -32 million net write-back for PEL/CEL provisions at 31 December 2017 (see Note 3.8.3) and an allocation of EUR 72 million for social supports related to the adaptation of the French Retail banking network.

## PROVISIONS FOR OFF-BALANCE SHEET COMMITMENTS

Provisions for off-balance sheet commitments represent the probable losses incurred by the Group following the identification of a proven credit risk on an off-balance sheet financing or guarantee commitment that would not be considered as a derivative instrument or designated as financial asset through profit or loss.

## PROVISIONS FOR DISPUTES

The Group is subject to an extensive legal and regulatory framework in the countries where it operates. In this complex legal context, the Group and some of its former and current representatives may be involved in various legal actions, including civil, administrative and criminal proceedings. The vast majority of these proceedings are part of the Group's current business. In recent years, litigation with investors and the number of disputes involving financial intermediaries such as banks and investment advisors has increased, partly due to a difficult financial environment.

It is by nature difficult to foresee the outcome of disputes, regulatory proceedings and acts involving Group entities, particularly if they are initiated by various categories of complainants, if the amount of claims for damages is not specified or is indeterminate or if the proceedings have no precedent.

In preparing its financial statements, the Group assesses the consequences of the legal, regulatory or arbitration proceedings in which it is involved. A provision is booked when losses from these proceedings become probable and the amount can be estimated reliably.

To assess the probability of losses and the amount of these losses, and thus to determine the amount of provisions to book, estimations are important. Management makes these estimates by exercising its judgment and taking into account all information available when financial statements are prepared. In particular, the Group takes into account the nature of the dispute, the underlying facts, ongoing proceedings and court decisions already taken, as well as its experience and the experiences of other companies dealing with similar cases (assuming that the Group has knowledge thereof) and, where appropriate, the opinion and reports of experts and independent legal advisers.

Each quarter the Group carries out a detailed examination of outstanding disputes that present a significant risk.

To take into account changes in legal risks related to public law litigation for which investigations and proceedings are under way with US authorities (such as The Office of Foreign Assets Control) and European authorities, as well as the dispute on the "précompte", the Group has recognised a provision among its liabilities, under *Provisions for disputes*; this provision has been adjusted in 2017 by an additional allowance

of EUR 1,150 million and a use for EUR 750 million under *Cost of risk*, bringing it to a total of EUR 2,318 million.

#### **OTHER PROVISIONS**

*Other provisions* include provisions for restructuring, provisions for commercial litigations, provisions for future repayment of funds in connection with customer financing transactions and provisions for commitments linked to PEL/CEL accounts (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 10 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

<i>(in millions of euros)</i>	31.12.2017	31.12.2016
<b>PEL accounts</b>	<b>19,291</b>	<b>19,318</b>
less than 4 years old	5,847	7,869
between 4 and 10 years old	8,344	6,483
more than 10 years old	5,100	4,966
<b>CEL accounts</b>	<b>1,394</b>	<b>1,396</b>
<b>Total</b>	<b>20,685</b>	<b>20,714</b>



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

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
less than 4 years old	4	9
between 4 and 10 years old	128	265
more than 10 years old	6	6
<b>Total</b>	<b>138</b>	<b>280</b>

## PROVISIONS FOR COMMITMENTS LINKED TO PEL/CEL ACCOUNTS

<i>(in millions of euros)</i>	<b>31.12.2016</b>	<b>Allocations</b>	<b>Reversals</b>	<b>31.12.2017</b>
<b>PEL accounts</b>	<b>222</b>	<b>10</b>	<b>(43)</b>	<b>189</b>
less than 4 years old	20		(1)	19
between 4 and 10 years old	21	10		31
more than 10 years old	181		(42)	139
<b>CEL accounts</b>	<b>3</b>	<b>1</b>		<b>4</b>
<b>Total</b>	<b>225</b>	<b>11</b>	<b>(43)</b>	<b>193</b>

The level of provisions is sensitive to long-term interest rates. Since long-term rates were low during 2017, 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 0.93% of total outstandings at 31 December 2017.

## 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.

### 3. 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.

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
<b>Counterparty risk</b>		
Net allocation to impairment losses	(1,025)	(1,629)
Losses not covered	(182)	(299)
<i>on bad loans</i>	(151)	(255)
<i>on other risks</i>	(31)	(44)
Amounts recovered	273	164
<i>on bad loans</i>	258	161
<i>on other risks</i>	15	3
<b>Other risks</b>		
Net allocation to other provisions	(415)	(327)
<b>Total</b>	<b>(1,349)</b>	<b>(2,091)</b>

## 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 value of financial instruments includes accrued interest as applicable.

### 1. FINANCIAL ASSETS MEASURED AT AMORTISED COST

<i>(In millions of euros)</i>	31.12.2017				
	Carrying amount	Fair value	Level 1	Level 2	Level 3
Due from banks	60,866	61,478	-	50,959	10,519
Customer loans	425,231	427,202	-	145,389	281,813
Held-to-maturity financial assets	3,563	3,699	3,633	66	-
<b>Total financial assets measured at amortised cost</b>	<b>489,660</b>	<b>492,379</b>	<b>3,633</b>	<b>196,414</b>	<b>292,332</b>

<i>(In millions of euros)</i>	31.12.2016				
	Carrying amount	Fair value	Level 1	Level 2	Level 3
Due to banks	59,502	60,777	-	51,877	8,900
Customer loans	426,501	431,366	-	157,991	273,375
Held-to-maturity financial assets	3,912	4,114	4,033	81	-
<b>Total financial assets measured at amortised cost</b>	<b>489,915</b>	<b>496,257</b>	<b>4,033</b>	<b>209,949</b>	<b>282,275</b>

## 2. FINANCIAL LIABILITIES MEASURED AT AMORTISED COST

<i>(In millions of euros)</i>	31.12.2017				
	Carrying amount	Fair value	Level 1	Level 2	Level 3
Due to banks	88,621	88,493	684	83,447	4,362
Customer deposits	410,633	410,863	-	405,859	5,004
Debt securities issued	103,235	105,235	20,973	83,804	458
Subordinated debt	13,647	14,587	-	14,587	-
<b>Total financial liabilities measured at amortised cost</b>	<b>616,136</b>	<b>619,178</b>	<b>21,657</b>	<b>587,697</b>	<b>9,824</b>

<i>(In millions of euros)</i>	31.12.2016				
	Carrying amount	Fair value	Level 1	Level 2	Level 3
Due to banks	82,584	82,907	566	79,322	3,019
Customer deposits	421,002	421,326	-	414,062	7,264
Debt securities issued	102,202	103,630	21,899	80,934	797
Subordinated debt	14,103	14,711	-	14,711	-
<b>Total financial liabilities measured at amortised cost</b>	<b>619,891</b>	<b>622,574</b>	<b>22,465</b>	<b>589,029</b>	<b>11,080</b>

## 3. VALUATION METHODS OF FINANCIAL INSTRUMENTS MEASURED AT AMORTISED COST

### LOANS, RECEIVABLES AND LEASE FINANCING AGREEMENTS

The fair value of loans, receivables and lease financing transactions 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 transactions 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 transactions 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 SECURITIES

### 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 financial guarantees given 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 recognized on the balance sheet. Changes in the fair value of securities measured at fair value through profit or loss and available-for-sale securities between the trade date and the settlement-delivery date are booked to profit or loss or equity, depending on the accounting classification of the securities in question.

### 1. COMMITMENTS

#### COMMITMENTS GRANTED

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Loan commitments</b>		
To banks	21,983	23,438
To customers	180,004	159,382
<i>Issuance facilities</i>	-	-
<i>Confirmed credit lines</i>	168,874	155,859
<i>Others</i>	11,130	3,523
<b>Guarantee commitments</b>		
On behalf of banks	6,641	9,290
On behalf of customers <sup>(1)</sup>	61,024	59,614
<b>Securities commitments</b>		
Securities to be delivered	25,711	31,063

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

## COMMITMENTS RECEIVED

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Loan commitments</b>		
From banks	52,222	73,141
<b>Guarantee commitments</b>		
From banks	91,742	108,647
Other commitments <sup>(1)</sup>	126,409	112,500
<b>Securities commitments</b>		
Securities to be received	26,958	34,478

*(1) Including guarantees granted by government and official agencies and other guarantees granted by customers for EUR 62,394 million at 31 December 2017 versus EUR 47,642 million at 31 December 2016.*

## 2. FINANCIAL ASSETS PLEDGED AND RECEIVED AS SECURITY

### FINANCIAL ASSETS PLEDGED

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Book value of assets pledged as security for liabilities <sup>(1)</sup>	316,565	252,338
Book value of assets pledged as security for transactions in financial instruments <sup>(2)</sup>	45,291	57,149
Book value of assets pledged as security for off-balance sheet commitments	2,515	783
<b>Total</b>	<b>364,371</b>	<b>310,270</b>

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

*(2) Assets pledged as security for transactions in financial instruments mainly include security deposit.*

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

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Fair value of securities purchased under resale agreements</b>	<b>138,956</b>	<b>189,144</b>

The Group generally purchases securities under resale agreements under normal market terms and conditions. It may re-use the securities received under resale agreement by selling them outright, selling them under repurchase agreements or pledging them as security, provided that it returns these or equivalent securities to the counterparty to the resale agreement at its term.

Securities purchased under resale agreements are not recognised on the balance sheet. Their fair value, as shown above, includes securities sold or pledged as collateral.

## 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

	31.12.2017		31.12.2016	
	Carrying amount of transferred assets	Carrying amount of associated liabilities	Carrying amount of transferred assets	Carrying amount of associated liabilities
<i>(In millions of euros)</i>				
Customer / interbank loans	45	45		
Available-for-sale securities	14,771	12,743	16,224	13,742
Securities at fair value through profit or loss	24,586	21,143	20,148	17,892
<b>Total</b>	<b>39,402</b>	<b>33,931</b>	<b>36,372</b>	<b>31,634</b>

#### SECURITIES LENDING

	31.12.2017		31.12.2016	
	Carrying amount of transferred assets	Carrying amount of associated liabilities	Carrying amount of transferred assets	Carrying amount of associated liabilities
<i>(In millions of euros)</i>				
Securities at fair value through profit or loss*	15,793	-	12,920	3

\* Amounts restated relative to the financial statements published at 31 December 2016.

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

<b>Customers loans</b> <i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Carrying amount of transferred assets	904	1,558
Carrying amount of associated liabilities	798	1,385
Fair value of transferred assets (A)	908	1,562
Fair value of associated liabilities (B)	801	1,389
<b>Net position (A)-(B)</b>	<b>107</b>	<b>173</b>

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**

At 31 December 2017, the Group carried out no material transactions resulting in the partial or full derecognition of financial assets leaving the Group with a continuous involvement in said assets.



## NOTE 3.12 - OFFSETTING FINANCIAL ASSETS AND FINANCIAL LIABILITIES

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### 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 tables also indicate the amounts which may 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. This affects in particular financial instruments that may only be offset in the event of the default, insolvency or bankruptcy of one of the counterparties, as well as instruments pledged by cash or securities collateral. These mainly include over-the-counter interest rate options, interest rate swaps and securities purchased/sold under resale/repurchase agreements.

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 31 DECEMBER 2017

During this year the Group has performed a detailed review of the netting contractual agreements related to securities purchased/sold under resale/repurchase agreements, and the operational process to settle receivables and debts incurred under these operations have been updated. Such work enabled to increase the amounts set off on the balance sheet for these instruments with the same counterparty (*Securities purchased under resale agreements* on the assets side, *Securities sold under repurchase agreements* on the liabilities side).

### ASSETS

	Amount of assets not subject to offsetting	Impact of offsetting on the balance sheet		Net amount presented on the balance sheet	Impact of Master Netting Agreements (MNA) and similar agreements <sup>(1)</sup>			Net amount
		Gross amount	Amount offset		Financial instruments recognised in the balance sheet	Cash collateral received	Financial instruments received as collateral	
<i>(In millions of euros)</i>								
Derivative financial instruments (see Note 3.2)	30,291	182,376	(64,576)	148,091	(93,223)	(13,429)	(1)	41,438
Securities lent (see Notes 3.1 and 3.3)	2,534	13,782	-	16,316	(12,028)	-	-	4,288
Securities purchased under resale agreements (see Notes 3.1 and 3.5)	41,458	168,163	(70,659)	138,962	(34,145)	(204)	(51,164)	53,449
Guarantee deposits pledged (see Note 4.4)	28,650	12,334	-	40,984	-	(12,334)	-	28,650
Other assets not subject to offsetting	930,775	-	-	930,775	-	-	-	930,775
<b>Total assets</b>	<b>1,033,708</b>	<b>376,655</b>	<b>(135,235)</b>	<b>1,275,128</b>	<b>(139,396)</b>	<b>(25,967)</b>	<b>(51,165)</b>	<b>1,058,600</b>

### LIABILITIES

	Amount of liabilities not subject to offsetting	Impact of offsetting on the balance sheet		Net amount presented on the balance sheet	Impact of Master Netting Agreements (MNA) and similar agreements <sup>(1)</sup>			Net amount
		Gross amount	Amount offset		Financial instruments recognised in the balance sheet	Cash collateral pledged	Financial instruments pledged as collateral	
<i>(In millions of euros)</i>								
Derivative financial instruments (see Notes 3.1 and 3.2)	31,915	181,935	(64,576)	149,274	(93,223)	(12,334)	-	43,717
Amount payable on borrowed securities (see Note 3.1)	17,486	17,358	-	34,844	(12,028)	-	-	22,816
Securities sold under repurchase agreements (see Notes 3.1 and 3.6)	50,646	148,406	(70,659)	128,393	(34,145)	-	(17,620)	76,628
Guarantee deposits received (see Note 4.4)	25,484	13,633	-	39,117	-	(13,633)	-	25,484
Other liabilities not subject to offsetting	859,463	-	-	859,463	-	-	-	859,463
<b>Total liabilities</b>	<b>984,994</b>	<b>361,332</b>	<b>(135,235)</b>	<b>1,211,091</b>	<b>(139,396)</b>	<b>(25,967)</b>	<b>(17,620)</b>	<b>1,028,108</b>

*(1) 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 DECEMBER 2016

### ASSETS

	Impact of offsetting on the balance sheet			Net amount presented on the balance sheet	Impact of Master Netting Agreements (MNA) and similar agreements <sup>(1)</sup>			Net amount
	Amount of assets not subject to offsetting	Gross amount	Amount offset		Financial instruments recognised in the balance sheet	Cash collateral received	Financial instruments received as collateral	
<i>(In millions of euros)</i>								
Derivative financial instruments (see Note 3.2) *	33,378	249,157	(96,431)	186,104	(121,894)	(16,780)	(12)	47,418
Securities lent (see Notes 3.1 and 3.3)	2,913	10,421	-	13,334	(6,298)	(10)	-	7,026
Securities purchased under resale agreements (see Notes 3.1 and 3.5) **	46,190	180,216	(37,281)	189,125	(42,884)	(473)	(88,700)	57,068
Guarantee deposits pledged (see Note 4.4)	31,728	17,017	-	48,745	-	(17,017)	-	31,728
Other assets not subject to offsetting *	917,114	-	-	917,114	-	-	-	917,114
<b>Total assets</b>	<b>1,031,323</b>	<b>456,811</b>	<b>(133,712)</b>	<b>1,354,422</b>	<b>(171,076)</b>	<b>(34,280)</b>	<b>(88,712)</b>	<b>1,060,354</b>

### LIABILITIES

	Impact of offsetting on the balance sheet			Net amount presented on the balance sheet	Impact of Master Netting Agreements (MNA) and similar agreements <sup>(1)</sup>			Net amount
	Amount of liabilities not subject to offsetting	Gross amount	Amount offset		Financial instruments recognised in the balance sheet	Cash collateral pledged	Financial instruments pledged as collateral	
<i>(In millions of euros)</i>								
Derivative financial instruments (see Note 3.2) *	30,866	248,297	(96,431)	182,732	(121,894)	(16,952)	(446)	43,440
Amount payable on borrowed securities (see Note 3.1)	29,085	15,570	-	44,655	(6,298)	-	(2)	38,355
Securities sold under repurchase agreements (see Notes 3.1 and 3.6) **	56,061	136,445	(37,281)	155,225	(42,884)	(65)	(37,975)	74,301
Guarantee deposits received (see Note 4.4)	33,115	17,263	-	50,378	-	(17,263)	-	33,115
Other liabilities not subject to offsetting *	855,726	-	-	855,726	-	-	-	855,726
<b>Total liabilities</b>	<b>1,004,853</b>	<b>417,575</b>	<b>(133,712)</b>	<b>1,288,716</b>	<b>(171,076)</b>	<b>(34,280)</b>	<b>(38,423)</b>	<b>1,044,937</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

\*\* Amounts restated compared to the 31 December 2016 consolidated financial statements.

(1) 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 FINANCIAL LIABILITIES

<i>(In millions of euros)</i>	<b>Up to 3 months</b>	<b>3 months to 1 year</b>	<b>1 to 5 Years</b>	<b>More than 5 years</b>	<b>31.12.2017</b>
Due to central banks	5,601	2	1	-	5,604
Financial liabilities at fair value through profit or loss	308,429	15,932	11,489	32,855	368,705
Due to banks	48,212	12,078	22,862	5,469	88,621
Customer deposits	320,277	21,602	19,941	48,813	410,633
Debt securities issued	31,527	14,165	37,802	19,741	103,235
Subordinated debt	732	1,080	634	11,201	13,647
Other liabilities	55,480	5,832	4,396	3,431	69,139
<b>Total liabilities</b>	<b>770,258</b>	<b>70,691</b>	<b>97,125</b>	<b>121,510</b>	<b>1,059,584</b>
Loan commitment granted	81,896	25,925	83,754	10,412	201,987
Guarantee commitments granted	29,776	8,464	10,281	19,144	67,665
<b>Total commitments granted</b>	<b>111,672</b>	<b>34,389</b>	<b>94,035</b>	<b>29,556</b>	<b>269,652</b>

The flows presented in this note are based on contractual maturities. However, for certain elements of the balance sheet, assumptions could be applied.

In the absence of contractual elements, or in the case of financial instruments relating to the trading book (ex: derivatives), maturities fall in the first tranche (up to 3 months).

The guarantee commitments given are scheduled on the basis of the best possible estimate of disposal with, by default, a maturity in the first instalment (up to 3 months).

## 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.

<i>(In millions of euros)</i>	2017			2016		
	Income	Expense	Net	Income	Expense	Net
<b>Transactions with banks</b>	133	(168)	(35)	128	(120)	8
<b>Transactions with customers</b>	2,971	-	2,971	2,661	-	2,661
<b>Financial instruments operations</b>	2,416	(2,240)	176	2,412	(2,139)	273
Securities transactions	596	(959)	(363)	601	(814)	(213)
Primary market transactions	208	-	208	227	-	227
Foreign exchange transactions and financial derivatives	1,612	(1,281)	331	1,584	(1,325)	259
<b>Loan and guarantee commitments</b>	748	(62)	686	745	(79)	666
<b>Services</b>	3,934	-	3,934	3,886	-	3,886
<b>Others</b>	302	(1,211)	(909)	284	(1,079)	(795)
<b>Total</b>	10,504	(3,681)	6,823	10,116	(3,417)	6,699

Fee income and expense include :

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
Fee income excluding the effective interest rate linked to financial instruments which are not booked at fair value through profit or loss	4,041	3,752
Fee income linked to trust or similar fiduciary activities	2,258	2,033
Fee expense excluding the effective interest rate linked to financial instruments which are not booked at fair value through profit or loss	(62)	(79)
Fee expense linked to trust or similar fiduciary activities	(1,396)	(1,189)

## NOTE 4.2 – INCOME AND EXPENSE 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 8.4).

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.

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, as well as income and expense on maintenance services related to operating lease activities.

These lines also include losses incurred in the event of a decline in the unguaranteed 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.

	2017			2016		
	Income	Expense	Net	Income	Expense	Net
<i>(In millions of euros)</i>						
Real estate development	93	(4)	89	96	(3)	93
Real estate leasing	67	(68)	(1)	83	(59)	24
Equipment leasing	9,158	(6,447)	2,711	8,309	(5,770)	2,539
Other activities*	12,727	(14,637)	(1,910)	12,292	(12,959)	(667)
<i>o/w Insurance activities</i>	12,346	(12,052)	294	11,685	(11,391)	294
<b>Total</b>	<b>22,045</b>	<b>(21,156)</b>	<b>889</b>	<b>20,780</b>	<b>(18,791)</b>	<b>1,989</b>

\* For 2017, the Expenses from other activities include EUR 963 million, the exchange value of GBP 813.26 million, in compensation for the settlement agreement between Societe Generale and the Libyan Investment Authority.

## NOTE 4.3 – INSURANCE ACTIVITIES



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Insurance activities (life insurance, personal protection and non-life insurance) add to the range of products included in the banking services offered to Group customers.

These activities are carried out by dedicated subsidiaries, subject to regulations specific to the insurance sector.

The rules for measuring and accounting for risks associated with insurance contracts are specific to the Insurance sector as well as the presentation of income and expenses on the Group's insurance activities that are disclosed in this note and which are classified on the basis of their function.

### 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 policies.

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 profit-sharing 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 approach economic environment would not require assets to be sold in the event of unrealised losses:

- the first approach 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 considering 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 related to the associated underlying assets.



IFRS 4

**Until 1 January 2021**, the Group's insurance subsidiaries will continue to apply IAS 39 "Financial Instruments – Recognition and Measurement" as they will defer the application of IFRS 9 "Financial Instruments" as allowed by the European Regulation 1606/2002 (see Note 1).

## 1. UNDERWRITING RESERVES OF INSURANCE COMPANIES

<i>(In millions of euros)</i>	31.12.2017	31.12.2016
Underwriting reserves for unit-linked policies	29,643	22,449
Life insurance underwriting reserves	89,563	79,705
Non-life insurance underwriting reserves	1,332	1,262
Deferred profit-sharing booked in liabilities	10,420	9,361
<b>Underwriting reserves of insurance companies</b>	<b>130,958</b>	<b>112,777</b>
Attributable to reinsurers	(731)	(274)
<b>Underwriting reserves of insurance companies (including provisions for deferred profit-sharing) net of the share attributable to reinsurers</b>	<b>130,227</b>	<b>112,503</b>

### STATEMENT OF CHANGES IN UNDERWRITING RESERVES

<i>(In millions of euros)</i>	Underwriting reserves for unit-linked policies	Life insurance underwriting reserves	Non-life insurance underwriting reserves
<b>Reserves at 1 January 2017 (except provisions for deferred profit-sharing)</b>	<b>22,449</b>	<b>79,705</b>	<b>1,262</b>
Allocation to insurance reserves	1,860	(836)	66
Revaluation of unit-linked policies	879	-	-
Charges deducted from unit-linked policies	(162)	-	-
Transfers and allocation adjustments	1,276	(1,278)	-
New customers	3,184	10,688	19
Profit-sharing	140	1,238	-
Others	17	46	(15)
<b>Reserves at 31 December 2017 (except provisions for deferred profit-sharing)</b>	<b>29,643</b>	<b>89,563</b>	<b>1,332</b>

In accordance with IFRS 4 and Group accounting standards, the Liability Adequacy Test (LAT) was performed at 31 December 2017. 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 31 December 2017 was conclusive.

### UNDERWRITING RESERVES BY REMAINING MATURITY

<i>(In millions of euros)</i>	Up to 3 months	3 months to 1 year	1 to 5 years	More than 5 years	31.12.2017
<b>Underwriting reserves of insurance companies</b>	14,204	8,717	33,841	74,196	<b>130,958</b>

## 2. NET INVESTMENTS OF INSURANCE COMPANIES

<i>(In millions of euros before elimination of intercompany transactions)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Financial assets at fair value through profit or loss</b>	<b>55,398</b>	<b>44,906</b>
Debt instruments	27,374	26,016
Equity instruments	28,024	18,890
<b>Due from Banks</b>	<b>9,195</b>	<b>9,738</b>
<b>Available-for-sale financial assets</b>	<b>86,509</b>	<b>77,758</b>
Debt instruments	72,973	65,554
Equity instruments	13,536	12,204
<b>Investment property</b>	<b>618</b>	<b>576</b>
<b>Total<sup>(1)</sup></b>	<b>151,720</b>	<b>132,978</b>

(1) 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 thereon.

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

	<b>31.12.2017</b>		
<i>(In millions of euros)</i>	<b>Unrealised gains</b>	<b>Unrealised losses</b>	<b>Net Revaluation</b>
<b>Unrealised gains and losses of insurance subsidiaries</b>	<b>438</b>	<b>(27)</b>	<b>411</b>
on available-for-sale equity instruments	1,537	(38)	1,499
on available-for-sale debt instruments and assets reclassified as Loans and receivables	7,748	(327)	7,421
Deferred profit-sharing	(8,847)	338	(8,509)

	<b>31.12.2016</b>		
<i>(In millions of euros)</i>	<b>Unrealised gains</b>	<b>Unrealised losses</b>	<b>Net Revaluation</b>
<b>Unrealised gains and losses of insurance subsidiaries</b>	<b>698</b>	<b>(198)</b>	<b>500</b>
on available-for-sale equity instruments	1,177	(147)	1,030
on available-for-sale debt instruments and assets reclassified as Loans and receivables	8,582	(405)	8,177
Deferred profit-sharing	(9,061)	354	(8,707)

#### 4. UNDERWRITING INCOME OF INSURANCE COMPANIES

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
Written premiums	11,466	11,292
Cost of benefits (including changes in reserves)	(11,221)	(10,438)
Net income from investments	4,330	3,153
Other net technical income (expense)	(3,592)	(3,179)
<b>Contribution to operating income before elimination of intercompany transactions</b>	<b>983</b>	<b>828</b>
Elimination of intercompany transactions <sup>(1)</sup>	774	326
<b>Contribution to operating income after elimination of intercompany transactions</b>	<b>1,757</b>	<b>1,154</b>

*(1) 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

<i>(In millions of euros before elimination of intercompany transactions)</i>	<b>2017</b>	<b>2016</b>
<b>Fees Received</b>		
Acquisition fees	696	603
Management fees	950	785
Others	40	37
<b>Fees Paid</b>		
Acquisition fees	(635)	(549)
Management fees	(416)	(396)
Others	(64)	(30)
<b>Total Fees</b>	<b>571</b>	<b>450</b>

#### 6. MANAGEMENT OF INSURANCE RISKS

There are two main types of insurance risks:

- underwriting risks, particularly risk through life insurance, individual personal protection and non-life insurance. This risk can be biometrical: disability, longevity, mortality, or related to policyholders' behavior (risk of lapses). To a lesser extent, the Insurance business line is also exposed to non-life and health risks. Such risks can come from pricing, selection, claims management or catastrophic risk;
- risks related to financial markets and ALM: the Insurance business line, mainly through life insurance, is exposed to instabilities on 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.

Risk management techniques are based on the following:

- heightened security for the risk acceptance process, with the aim of guaranteeing that the price schedule matches the policyholder's risk profile and the guarantees provided;
- regular monitoring of indicators on product claims rates in order to adjust certain product parameters, such as pricing or the level of guarantee, if necessary;
- implementation of a reinsurance plan to protect the business line from major/serial claims;

- application of policies on risk, provisioning and reinsurance.

Management of risks linked to the financial markets and to ALM is an integral part of the investment strategy just like objectives on 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 related to financial markets (interest rates, credit and shares) and to ALM is based on the following:

- monitoring short- and long-term cash flows (match between the term of a liability and the term of an asset, liquidity risk management);
- particular monitoring of policyholder behaviour (redemption);
- close monitoring of financial markets;
- Hedging of exchange rate risks (both rising and falling);
- defining thresholds and limits per counterparty, per rating issuer and per category of assets;
- stress tests, the results of which are presented annually at entities' Board of Directors' meetings, as part of the ORSA report (Own Risk and Solvency Assessment), transferred to the ACPR after approval by the Board;
- application of policies related to ALM and investment risks.

## NOTE 4.4 - OTHER ASSETS AND LIABILITIES

### 1. OTHER ASSETS

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Guarantee deposits paid <sup>(1)</sup>	40,984	48,745
Settlement accounts on securities transactions	7,436	8,353
Prepaid expenses	989	775
Miscellaneous receivables*	10,378	13,011
Miscellaneous receivables - Insurance	1,033	807
<b>Gross amount</b>	<b>60,820</b>	<b>71,691</b>
Impairment	(258)	(254)
<b>Net amount</b>	<b>60,562</b>	<b>71,437</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

(1) Mainly relates to guarantee deposits paid on financial instruments, their fair value is taken to be the same as their book value net of depreciation for incurred credit risk.

### 2. OTHER LIABILITIES

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Guarantee deposits received <sup>(1)</sup>	39,117	50,378
Settlement accounts on securities transactions	6,816	7,359
Expenses payable on employee benefits	2,542	2,560
Deferred income	1,633	1,642
Miscellaneous payables*	13,314	15,842
Miscellaneous payables - Insurance	5,717	4,112
<b>Total</b>	<b>69,139</b>	<b>81,893</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

(1) Mainly relates to guarantee deposits received on financial instruments, their fair value is taken to be the same as their book value.

## NOTE 5 - PERSONNEL EXPENSES AND EMPLOYEE BENEFITS

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Employee benefits correspond to the compensation granted by the Group to its employees in exchange for work carried out during the annual reporting period.

All forms of compensation for work rendered are recorded in the expenses:

- whether it be paid to employees or to outside social security agencies,
- whether it be paid during the annual reporting period or to be paid by the Group in the future as entitlements to employees (pension plans, retirement benefits...).
- whether it be paid in cash or in Societe Generale shares (free share plans, stock options).

### 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 benefits;
- 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.

### 1. PERSONNEL EXPENSES

<i>(In millions of euros)</i>	2017	2016
Employee compensation	(7,018)	(6,812)
Social security charges and payroll taxes	(1,605)	(1,567)
Net pension expenses - defined contribution plans	(713)	(705)
Net pension expenses - defined benefit plans	(112)	(97)
Employee profit-sharing and incentives	(301)	(274)
<b>Total</b>	<b>(9,749)</b>	<b>(9,455)</b>



## 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 three 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 as indicated below.

<i>(In millions of euros)</i>	2017	2016
Short-term benefits	20.7	14.2
Post-employment benefits	1.5	0.6
Long-term benefits	-	-
Termination benefits	-	-
Share-based payments	2.4	2.1
<b>Total</b>	<b>24.6</b>	<b>16.9</b>

### 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 31 December 2017 for a total amount of EUR 4.1 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 31 December 2017 under IAS 19 for the payment of pensions and other benefits to Societe Generale's Chief Executive Officers (Mr. Cabannes, Mr. Sanchez Incera, Mr. Valet and the two staff-elected Directors) is EUR 14.4 million.

## NOTE 5.2 - EMPLOYEE BENEFITS

Group entities 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

<i>(In millions of euros)</i>	<b>Provisions at 31.12.2016</b>	<b>Allocations</b>	<b>Write- backs available</b>	<b>Net allocation</b>	<b>Write- backs used</b>	<b>Actuarial gains and losses</b>	<b>Currency and scope effects</b>	<b>Provisions at 31.12.2017</b>
Provisions for employee benefits	1,850	468	(243)	225	-	(21)	46	2,100

As part of its 2020 strategic and financial plan, Societe Generale announced an acceleration of the adaptation of the French Retail banking network. Consequently, provisions for restructuring were enhanced, with an allocation of EUR 230 million recorded under *Personnel expense* in the income statement for 2017. In addition, an allocation to *Other provisions* (see Note 3.8) has been recorded for the social supports related to this restructuring; its amount of EUR 72 million has been recognised under *Other operating expenses*.

### 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 current year.

#### 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 shareholder's 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 gain and losses, but are transferred immediately to retained earnings in the Statement of changes in shareholder's equity so that they are presented directly under *Retained earnings* on the liabilities side of the balance sheet.

When 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 States.

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 schemes 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, allocates an annual allowance to beneficiaries covered by Societe Generale, as described in the chapter 3 "Corporate Governance" of the registration document. 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

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
A - Present value of funded defined benefit obligations	2,953	3,041
B - Fair value of plan assets and separate assets	(2,610)	(2,695)
<b>C = A + B Deficit (surplus)</b>	<b>343</b>	<b>346</b>
D - Present value of unfunded defined benefit obligations	428	427
E - Change in asset ceiling	8	2
<b>C + D + E = Net balance recorded in the balance-sheet</b>	<b>779</b>	<b>775</b>

## 1.2 COMPONENTS OF THE COST OF DEFINED BENEFITS

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
Current service cost including social security contributions	104	110
Employee contributions	(5)	(6)
Past service cost/curtailments	(5)	(39)
Settlements	-	(4)
Net interest	10	19
Transfer of unrecognised assets	6	3
<b>A - Components recognised in income statement</b>	<b>110</b>	<b>83</b>
Expected return on plan assets <sup>(1)</sup>	(70)	(180)
Actuarial gains and losses due to changes in demographic assumptions	(38)	7
Actuarial gains and losses due to changes in economic and financial assumptions	57	301
Actuarial gains and losses due to experience	12	(31)
Change in asset ceiling	-	1
<b>B - Components recognised in unrealised or deferred gains and losses</b>	<b>(39)</b>	<b>98</b>
<b>C = A + B Total components of the cost of defined benefits</b>	<b>71</b>	<b>181</b>

*(1) 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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
<b>Balance at 1 January</b>	<b>3,468</b>	<b>3,380</b>
Current service cost including social security contributions	104	110
Past service cost/curtailments	(5)	(39)
Settlements	(23)	(29)
Net interest	63	81
Actuarial gains and losses due to changes in demographic assumptions	(38)	7
Actuarial gains and losses due to changes in economic and financial assumptions	57	301
Actuarial gains and losses due to experience	12	(31)
Foreign exchange adjustment	(92)	(120)
Benefit payments	(167)	(177)
Change in consolidation scope	1	4
Transfers and others	1	(19)
<b>Balance at 31 December</b>	<b>3,381</b>	<b>3,468</b>

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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
<b>Balance at 1 January</b>	<b>2,695</b>	<b>2,385</b>
Expected return on plan assets	47	59
Expected return on separate assets	6	3
Actuarial gains and losses due to assets	70	180
Foreign exchange adjustment	(81)	(129)
Employee contributions	5	6
Employer contributions to plan assets	26	350
Benefit payments	(141)	(134)
Change in consolidation scope	-	(1)
Transfers and others	(17)	(24)
<b>Balance at 31 December<sup>(1)</sup></b>	<b>2,610</b>	<b>2,695</b>

(1) Including EUR 398 million in separate assets at 31 December 2017 (EUR 399 million at 31 December 2016).

## 1.4 INFORMATION REGARDING FUNDING ASSETS

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

Funding assets represent around 75% of Group 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 87%, while they are only 75% hedged in France and are not funded in Germany.

The breakdown of the fair value of plan assets is as follows: 56% bonds, 24% equities and 20% others investments. 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 86 million.

Employer contributions to be paid to post-employment defined benefit plans for 2018 are estimated at EUR 16 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 broken down as follows:

<i>(In millions of euros)</i>	2017	2016
Plan assets	112	232
Separate assets	11	9

## 1.5 MAIN ASSUMPTIONS DETAILED BY GEOGRAPHICAL AREA

	31.12.2017	31.12.2016
Discount rate		
Europe	1.66%	1.73%
Americas	3.50%	4.04%
Asia-Oceania-Africa	2.11%	1.81%
Long-term inflation		
Europe	2.07%	2.05%
Asia-Oceania-Africa	1.77%	1.48%
Future salary increase		
Europe	0.68%	0.75%
Asia-Oceania-Africa	2.49%	2.37%
Average remaining working lifetime of employees (in years)		
Europe	9.46	9.59
Americas	8.25	8.38
Asia-Oceania-Africa	14.39	14.43
Duration (in years)		
Europe	15.76	15.94
Americas	17.53	17.75
Asia-Oceania-Africa	11.09	11.11

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 for EUR and GBP monetary areas are market rates observed at the end of October, and corrected at the end of December if the change had a significant impact. Inflation rates used for the other monetary areas are the long-term targets of the central banks.

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

The assumptions described above have been applied to post-employment benefit plans.

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

<i>(Percentage of item measured)</i>	31.12.2017	31.12.2016
<i>Variation in discount rate</i>	+0.5%	+1.0%
Impact on the present value of defined benefit obligations at 31 December N	-7%	-14%
<i>Variation in long-term inflation</i>	+0.5%	+1.0%
Impact on the present value of defined benefit obligations at 31 December N	5%	11%
<i>Variation in future salary increases</i>	+0.5%	+1.0%
Impact on the present value of defined benefit obligations at 31 December N	2%	5%

Disclosed sensitivities are averages of the variations weighted by the present value of the defined benefit obligations.

## 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 Epargne Temps*) flexible working provisions, or long service awards.

At 31 December 2017, the net balance of long-term benefits was EUR 475 million.

The total cost of long-term benefits was EUR 113 million for 2017.



## NOTE 6 - INCOME TAX



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Income tax expenses are presented separately from other taxes which are classified among *Other operating expenses*. They are calculated according to the rates and tax regulations applicable in the countries where each consolidated entity is located.

Income tax presented in the income statement includes current taxes and deferred taxes:

- current taxes correspond to the amount of taxes due (or refundable) as calculated according to the taxable profit base for the reporting period.
- deferred taxes correspond to the amount of taxes resulting from past transactions and that will be payable (or refundable) in a future reporting period.

### 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: 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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
Current taxes	(1,035)	(1,313)
Deferred taxes <sup>(1)</sup>	(673)	(656)
<b>Total<sup>(2)</sup></b>	<b>(1,708)</b>	<b>(1,969)</b>

(1) At 31 December 2017, the deferred taxes include the change in the US tax rate and the appreciation of deferred tax assets of the US tax group for EUR -253 million.

(2) At 31 December 2017, the income tax (current and differed) includes an impact of EUR -163 million relative to the French taxes reforms:

- Refund of the additional 3% contribution on dividends, which was rejected by the Constitutional Council;
- Exceptional tax on corporate income introduced in the 2017 French Rectified Financial Act;
- Progressive reduction in the corporate tax rate included in the 2018 French Financial Act

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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
<b>Income before tax, excluding net income from companies accounted for using the equity method and impairment losses on goodwill</b>	<b>5,045</b>	<b>6,178</b>
Normal tax rate applicable to French companies (including 3.3% national contribution)	34.43%	34.43%
Permanent differences <sup>(1)</sup>	12.87%	7.15%
Differential on securities with tax exemption or taxed at reduced rate	(2.23)%	(1.93)%
Tax rate differential on profits taxed outside France	(10.48)%	(6.83)%
Impact of non-deductible losses and use of tax losses carried forward	(0.69)%	(0.96)%
<b>Group effective tax rate</b>	<b>33.90%</b>	<b>31.86%</b>

(1) At 31 December 2017, the main impact is related to the change in the US tax rate and the appreciation of deferred tax assets of the US tax group for +5.01%, and the change in the French tax rate for +3.23%.

In France, the standard corporate income tax rate is 33.33%. A national contribution payment based on pre-tax earnings (contribution sociale) was introduced in 2000 equal to 3.3% (after a deduction of EUR 0.76 million from basic taxable income).

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 French Finance Act, this portion of fees and expenses is 12% of gross capital gains.

Furthermore, under the parent-subsidiary regime, dividends from companies in which Societe Generale's equity interest is at least 5% are tax exempt, subject to taxation of a portion of fees and expenses at the full statutory tax rate.

The 2018 French Finance Act, adopted on 21 December 2017, includes a gradual reduction in French tax rate. Between now and 2022, the standard Corporate Income Tax of 33.33% will be brought down to 25%, plus the existing national contribution of 3.3%.

Deferred taxes in French companies are determined by applying the tax rate in effect at the reversal of the temporary difference. Regarding the gradual reduction in French tax rate until 2022:

- for income taxed at the ordinary tax rate, the rate is between 34.43% in 2018 and 25.83% from 2022,
- for income taxed at reduced rate, the rate is between 4.13% in 2018 and 3.10% from 2022.

The US tax reform enacted end of December 2017 introduced a new tax on services and interest payments to non-US related parties ("Base Erosion Anti-abuse Tax"). Societe Generale is currently reviewing the potential impact of these new US tax rules, while remaining attentive to guidance that are still expected from US authorities.

## 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.
- and when the amount of probable outflow of resources can be reliably estimated.

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.

	Provisions at 31.12.2016	Allowances	Available Write- backs	Net	Used Write- backs	Changes in translation and consolidation scope	Provisions at 31.12.2017
<i>(In millions of euros)</i>							
Tax adjustments	248	23	(77)	(54)	(15)	(17)	162

## 3. TAX ASSETS AND LIABILITIES

### TAX ASSETS

<i>(In millions of euros)</i>	31.12.2017	31.12.2016
Current tax assets	1,236	1,091
Deferred tax assets	4,765	5,330
<i>o/w deferred tax assets on tax loss carryforwards</i>	2,970	3,083
<i>o/w deferred tax assets on temporary differences</i>	1,795	2,247
<b>Total</b>	<b>6,001</b>	<b>6,421</b>

### TAX LIABILITIES

<i>(In millions of euros)</i>	31.12.2017	31.12.2016
Current tax liabilities	995	984
Deferred tax liabilities	667	460
<b>Total</b>	<b>1,662</b>	<b>1,444</b>

Each year, the Group performs a review of tax loss carryforwards, according to the tax system applicable for each relevant tax entity and a realistic forecast of its tax results. For this purpose, tax results are determined based on the forecast of the performance of each business line entering in the Group budgetary path and/or on the strategic review of countries, after being approved by empowered management bodies.

In addition, they include accounting and tax adjustments (of which the reversal of deferred tax assets and liabilities on temporary differences) applicable to concerned entities and jurisdictions. These adjustments are determined based on historical tax results and on the Group's tax expertise.

Beyond the Group budgetary path and/or the strategic review, extrapolations are performed particularly from macro-economic assumptions (for example, the evolution of interest rates).

By nature, the appreciation of macro-economic factors chosen and the internal estimations used to determine the tax results contain risks and uncertainties on their realisation over the estimated horizon of the losses absorption. These risks and uncertainties concern the possibilities of change of tax rules applicable (tax result computation as well as rules of imputation of tax losses carried forward) or the achievement of the strategic assumptions.

To ensure the robustness of the tax result projections, the Group realises sensitivity analysis on the achievement of budgetary and strategic assumptions.

At 31 December 2017, these analyses confirm the probability for the Group to use tax loss carryforwards subject to deferred tax assets against future taxable profit.

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

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Tax impact on items that will be subsequently reclassified into income</b>	<b>(237)</b>	<b>(292)</b>
Available-for-sale financial assets	(243)	(265)
Hedging derivatives	7	(19)
Unrealised or deferred gains and losses accounted for using the equity method and that will be subsequently reclassified into income	(1)	(8)
<b>Tax impact on items that will not be subsequently reclassified into income</b>	<b>192</b>	<b>215</b>
Actuarial gain / (loss) on post-employment benefits	192	215
<b>Total</b>	<b>(45)</b>	<b>(77)</b>

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

At 31 December 2017, based on the tax system of each entity and a realistic projection of their tax income, the projected period for deferred tax asset recovery is indicated in the table below:

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>Statutory time limit on carryforwards</b>	<b>Expected recovery period</b>
<b>Total deferred tax assets relating to tax loss carryforwards</b>	<b>2,970</b>	-	-
<i>o/w French tax group</i>	2,457	<i>unlimited<sup>(1)</sup></i>	<i>9 years</i>
<i>o/w US tax group</i>	399	<i>20 years</i>	<i>7 years</i>
<i>others</i>	114	-	-

(1) In accordance with the 2013 French Finance Act, 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.

At 31 December 2017, the main unrecognised deferred tax assets represent a total of EUR 327 million (compared to EUR 739 million at 31 December 2016). They are mostly related to the US tax group, with EUR 269 million (compared to EUR 702 million at 31 December 2016).

With regard to the tax treatment of the loss caused by the actions of Jérôme Kerviel, Societe Generale considers that the judgment of the Versailles Court of Appeal of September 23<sup>rd</sup>, 2016 is not likely to call into question its validity in view of the 2011 opinion of the “Conseil d’État” (French Council of State) and its established case law which was recently confirmed again in this regard. Consequently, Societe Generale considers there is no need to provision the corresponding deferred tax assets.

However, as indicated by the Minister of the Economy and Finance in September 2016, the tax authorities have examined the tax consequences of this book loss and recently confirmed that they intended to call into question the deductibility of the loss caused by the actions of Jérôme Kerviel, amounting to EUR 4.9 billion. This proposed tax rectification has no immediate effect and will possibly have to be confirmed by a tax adjustment notice sent by the tax authorities when Societe Generale is in a position to deduct the tax loss carryforwards arising from the loss from its taxable income. Such a situation will not occur for several years according to the bank’s forecasts. In the event that the authorities decide, in due course, to confirm their current position, the Societe Generale Group will not fail to assert its rights before the competent courts

## NOTE 7 - SHAREHOLDERS' EQUITY

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Equity are the resources contributed to the Group by external shareholders as capital, as well as the cumulative and undistributed results (retained earnings). It also includes resources received when financial instruments are issued and for which the issuer has no contractual obligation to deliver cash to the holders of these instruments (such as certain perpetual subordinated notes).

Equity has no contractual maturity, and when compensation is awarded to shareholders or holders of other equity instruments, it does not affect the income statement but directly reduces the retained earnings in the equity.

The statement "Changes in Shareholders' Equity" presents the various changes that affect the components of equity over the reporting period.

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

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### 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 *Other equity instruments*. 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.

<i>(Number of shares)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Ordinary shares	807,917,739	807,713,534
<i>Including treasury stock with voting rights<sup>(1)</sup></i>	6,850,304	8,251,751
<i>Including shares held by employees</i>	49,830,060	55,769,100

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

At 31 December 2017, Societe Generale S.A.'s capital amounted to EUR 1,009,897,173.75 and was made up of 807,917,739 shares with a nominal value of EUR 1.25.

During the second half of 2017, Societe Generale S.A. carried out a capital increase totalling Eur 0.3 million with additional paid-in capital of Eur 8 million through the issuance of 204,205 shares, resulting from the exercise of stock-options granted in 2010.

## 2. TREASURY STOCK

At 31 December 2017, the Group held 12,227,289 of its own shares as treasury stock, for trading purposes or for the active management of shareholders' equity, representing 1.51% of the capital of Societe Generale S.A.

The amount deducted by the Group from its equity for treasury shares (and related derivatives) came to EUR 493 million, including EUR 222 million in shares held for trading purposes.

### THE CHANGE IN TREASURY STOCK OVER 2017 BREAKS DOWN AS FOLLOWS:

<i>(In millions of euros)</i>	<b>Liquidity contract</b>	<b>Trading activities</b>	<b>Treasury stock and active management of shareholders' equity</b>	<b>Total</b>
Disposals net of purchases	-	(147)	25	<b>(122)</b>
Capital gains net of tax on treasury stock and treasury share derivatives, booked under shareholders' equity	-	(7)	(22)	<b>(29)</b>

## 3. EQUITY INSTRUMENTS 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 31 December 2017, perpetual subordinated notes issued by the Group and recognised under Group shareholders' equity in *Other equity instruments* totalled EUR 244 million, valued at historical rate.

<b>Issuance Date</b>	<b>Amount in local currency at 31 December 2016</b>	<b>Repurchases and redemptions in 2017</b>	<b>Amount in local currency at 31 December 2017</b>	<b>Amount in millions of euros at historical rate</b>	<b>Remuneration</b>
1 July 1985	EUR 62 M	-	EUR 62 M	62	BAR (Bond Average Rate) of - 0.25% for the period from 1 June to 31 May before each due date
24 November 1986	USD 248 M	-	USD 248 M	182	Average 6-month Euro/Dollar deposit rates communicated by reference banks +0.075%

## 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 *Other equity instruments*.

At 31 December 2017, perpetual deeply subordinated notes issued by the Group and recognised under Group shareholders' equity in *Other equity instruments* totalled EUR 8,322 million, valued at historical rate.

The variation of the amount of perpetual deeply subordinated notes reflects the redemptions of three notes during the year.

Issuance Date	Amount in local currency at 31 December 2016	Repurchases and redemptions in 2017	Amount in local currency at 31 December 2017	Amount in millions of euros at historical rate	Remuneration
5 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 April 2007	USD 808 M	USD 808 M	-	604	5.922%, from 2017 3-month USD Libor +1.75% annually
19 December 2007	EUR 463 M	EUR 463 M	-	463	6.999%, from 2018 3-month Euribor +3.35% annually
16 June 2008	GBP 506 M	-	GBP 506 M	642	8.875%, from 2018 3-month GBP Libor +3.4% annually
4 September 2009	EUR 905 M	-	EUR 905 M	905	9.375%, from 2019 3-month Euribor +8.901% annually
6 September 2013	USD 1,250 M	-	USD 1,250 M	953	8.25%, from 29 November 2018 USD 5-year Mid Swap Rate +6.394%
18 December 2013	USD 1,750 M	-	USD 1,750 M	1,273	7.875%, from 18 December 2023, USD 5-year Mid Swap Rate + 4.979 %
25 June 2014	USD 1,500 M	-	USD 1,500 M	1,102	6%, from 27 January 2020, USD 5-year Mid Swap Rate + 4.067 %
7 April 2014	EUR 1,000 M	-	EUR 1,000 M	1,000	6.75%, from 7 April 2021, EUR 5-year Mid Swap Rate + 5.538 %
29 September 2015	USD 1,250 M	-	USD 1,250 M	1,111	8.00% from 29 september 2025, USD 5-year Mid Swap rate + 5.873 %
13 September 2016	USD 1,500 M	-	USD 1,500 M	1,335	7.375% from 13 september 2021, USD 5-year Mid Swap rate + 6.238 %



## 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 31 December 2017, other equity instruments issued by the Group's subsidiaries and recognised under *Non-controlling interests* totalled EUR 800 million.

Issuance Date	Amount	Remuneration
18 December 2014 (step-up clause after 12 years)	EUR 800 M	4.125%, from 2026 5-year Mid-Swap rate + 4.150% annually

## SUMMARY OF CHANGES IN EQUITY INSTRUMENTS ISSUED

Changes related to the perpetual subordinated notes and deeply subordinated notes included in *Shareholder's equity, Group share* are detailed below:

	31.12.2017		Total
	Deeply subordinated notes	Perpetual subordinated notes	
<i>(In millions of euros)</i>			
Remuneration paid booked under dividends (2017 <i>Dividends paid</i> line)	(735)	(3)	<b>(738)</b>
Changes in nominal values in 2017	(1,114)	-	<b>(1,114)</b>
Tax savings on remuneration payable to shareholders and recorded under reserves	186	1	<b>187</b>

## 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

<i>(In millions of euros)</i>	<b>2017</b>	<b>2016</b>
Net income, Group share	2,806	3,874
Net attributable income to deeply subordinated notes	(466)	(465)
Issuance fees relating to subordinated notes	-	(7)
<b>Net income attributable to ordinary shareholders</b>	<b>2,340</b>	<b>3,402</b>
Weighted average number of ordinary shares outstanding <sup>(1)</sup>	800,596,192	798,767,869
<b>Earnings per ordinary share (in euros)</b>	<b>2.92</b>	<b>4.26</b>
Average number of ordinary shares used in the dilution calculation <sup>(2)</sup>	50	19,154
Weighted average number of ordinary shares used in the calculation of diluted net earnings per share	800,596,241	798,787,023
<b>Diluted earnings per ordinary share (in euros)</b>	<b>2.92</b>	<b>4.26</b>

(1) Excluding treasury shares.

(2) 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 31 December 2017 was EUR 46.79. Accordingly, at 31 December 2017, there are neither free shares nor stock options plan, granted without any performance condition, which are considered as dilutive.

### 2. DIVIDENDS PAID

Dividends paid by the Group in 2017 amounted to EUR 2,776 million and are detailed in the following table:

<i>(In millions of euros)</i>	<b>2017</b>			<b>2016</b>		
	<b>Group Share</b>	<b>Non-controlling interests</b>	<b>Total</b>	<b>Group Share</b>	<b>Non-controlling interests</b>	<b>Total</b>
Ordinary shares	(1,762)	(243)	(2,005)	(1,596)	(258)	(1,854)
o/w paid in shares	-	-	-	-	-	-
o/w paid in cash	(1,762)	(243)	(2,005)	(1,596)	(258)	(1,854)
Other equity instruments	(738)	(33)	(771)	(693)	(33)	(726)
<b>Total</b>	<b>(2,500)</b>	<b>(276)</b>	<b>(2,776)</b>	<b>(2,289)</b>	<b>(291)</b>	<b>(2,580)</b>

## NOTE 8 - ADDITIONAL DISCLOSURES

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### NOTE 8.1 - SEGMENT REPORTING

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#### 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 sub-divisions 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 transactions 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

	Societe Generale Group		French Retail Banking		Corporate Centre <sup>(2)</sup>	
	2017	2016	2017	2016	2017	2016
<i>(In millions of euros)</i>						
Net banking income	23,954	25,298	8,131	8,403	(1,134)	14
Operating Expenses <sup>(1)</sup>	(17,838)	(16,817)	(6,108)	(5,522)	(361)	(135)
<b>Gross operating income</b>	<b>6,116</b>	<b>8,481</b>	<b>2,023</b>	<b>2,881</b>	<b>(1,495)</b>	<b>(121)</b>
Cost of risk	(1,349)	(2,091)	(567)	(704)	(400)	(340)
<b>Operating income</b>	<b>4,767</b>	<b>6,390</b>	<b>1,456</b>	<b>2,177</b>	<b>(1,895)</b>	<b>(461)</b>
Net income from companies accounted for by the equity method	92	129	32	51	17	11
Net income / expense from other assets	278	(212)	7	(12)	236	(282)
Value adjustments on goodwill	1	-	-	-	-	-
<b>Earnings before tax</b>	<b>5,138</b>	<b>6,307</b>	<b>1,495</b>	<b>2,216</b>	<b>(1,642)</b>	<b>(732)</b>
Income tax	(1,708)	(1,969)	(485)	(730)	54	(156)
<b>Net income before non-controlling interests</b>	<b>3,430</b>	<b>4,338</b>	<b>1,010</b>	<b>1,486</b>	<b>(1,588)</b>	<b>(888)</b>
Non-controlling interests	624	464	-	-	157	158
<b>Net income, Group share</b>	<b>2,806</b>	<b>3,874</b>	<b>1,010</b>	<b>1,486</b>	<b>(1,745)</b>	<b>(1,046)</b>

**International retail Banking & Financial Services**

	International Retail Banking		Financial Services to Corporates		Insurance		Total	
	2017	2016	2017	2016	2017	2016	2017	2016
<i>(In millions of euros)</i>								
Net banking income	5,279	5,012	1,802	1,677	989	883	8,070	7,572
Operating Expenses <sup>(1)</sup>	(3,198)	(3,109)	(905)	(825)	(371)	(339)	(4,474)	(4,273)
<b>Gross operating income</b>	<b>2,081</b>	<b>1,903</b>	<b>897</b>	<b>852</b>	<b>618</b>	<b>544</b>	<b>3,596</b>	<b>3,299</b>
Cost of risk	(349)	(721)	(51)	(58)	-	-	(400)	(779)
<b>Operating income</b>	<b>1,732</b>	<b>1,182</b>	<b>846</b>	<b>794</b>	<b>618</b>	<b>544</b>	<b>3,196</b>	<b>2,520</b>
Net income from companies accounted for by the equity method	24	18	17	19	-	-	41	37
Net income / expense from other assets	36	58	-	-	-	-	36	58
Value adjustments on goodwill	1	-	-	-	-	-	1	-
<b>Earnings before tax</b>	<b>1,793</b>	<b>1,258</b>	<b>863</b>	<b>813</b>	<b>618</b>	<b>544</b>	<b>3,274</b>	<b>2,615</b>
Income tax	(421)	(293)	(227)	(230)	(210)	(174)	(858)	(697)
<b>Net income before non-controlling interests</b>	<b>1,372</b>	<b>965</b>	<b>636</b>	<b>583</b>	<b>408</b>	<b>370</b>	<b>2,416</b>	<b>1,918</b>
Non-controlling interests	382	280	57	5	2	2	441	287
<b>Net income, Group share</b>	<b>990</b>	<b>685</b>	<b>579</b>	<b>578</b>	<b>406</b>	<b>368</b>	<b>1,975</b>	<b>1,631</b>

Global Banking and Investor Solutions								
	Global Markets and Investors Services		Financing and Advisory		Asset and Wealth Management		Total	
	2017	2016	2017	2016	2017	2016	2017	2016
<i>(In millions of euros)</i>								
Net banking income	5,679	5,936	2,220	2,372	988	1,001	8,887	9,309
Operating Expenses <sup>(1)</sup>	(4,436)	(4,390)	(1,546)	(1,539)	(913)	(958)	(6,895)	(6,887)
<b>Gross operating income</b>	<b>1,243</b>	<b>1,546</b>	<b>674</b>	<b>833</b>	<b>75</b>	<b>43</b>	<b>1,992</b>	<b>2,422</b>
Cost of risk	(34)	(4)	50	(247)	2	(17)	18	(268)
<b>Operating income</b>	<b>1,209</b>	<b>1,542</b>	<b>724</b>	<b>586</b>	<b>77</b>	<b>26</b>	<b>2,010</b>	<b>2,154</b>
Net income from companies accounted for by the equity method	5	4	(3)	(2)	-	28	2	30
Net income / expense from other assets	-	-	(1)	28	-	(4)	(1)	24
Value adjustments on goodwill	-	-	-	-	-	-	-	-
<b>Earnings before tax</b>	<b>1,214</b>	<b>1,546</b>	<b>720</b>	<b>612</b>	<b>77</b>	<b>50</b>	<b>2,011</b>	<b>2,208</b>
Income tax	(322)	(327)	(76)	(53)	(21)	(6)	(419)	(386)
<b>Net income before non-controlling interests</b>	<b>892</b>	<b>1,219</b>	<b>644</b>	<b>559</b>	<b>56</b>	<b>44</b>	<b>1,592</b>	<b>1,822</b>
Non-controlling interests	20	14	4	3	2	2	26	19
<b>Net income, Group share</b>	<b>872</b>	<b>1,205</b>	<b>640</b>	<b>556</b>	<b>54</b>	<b>42</b>	<b>1,566</b>	<b>1,803</b>

(1) These amounts include Personnel expenses, Other operating expenses and Amortisation, depreciation and impairment of tangible and intangible fixed assets.

(2) Income and expenses not directly related to the business line activities are recorded in the Corporate Centre's income. Thus, the Net Banking Income includes the revaluation differences for debts related to own credit risk (EUR - 53 million at 31 December 2017) and compensation of EUR 963 million for the transaction agreement between Societe Generale and the Libyan Investment Authority.

The Net Banking Income for the year 2016 includes EUR 725 million in capital gain on the sale of Visa Europe shares.

In addition, the Net income from other assets for the year 2016 registered a depreciation of EUR -235 million in unrealised losses on non-current assets held for sale on the retail bank in Croatia. In 2017, Net income from other assets includes EUR 203 million related to the acquisition of the remaining 50% in Antarius and EUR 73 million in capital gains on the disposal of Fortune SG Fund Management Co Ltd.

	<b>Societe Generale Group</b>		<b>French Retail Banking</b>		<b>Corporate Centre <sup>(4)</sup></b>	
<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>
Segment assets*	1,275,128	1,354,422	226,346	217,971	116,737	129,635
Segment liabilities <sup>(1)*</sup>	1,211,091	1,288,716	230,110	224,222	92,515	97,495

#### International retail Banking & Financial Services

	<b>International Retail Banking</b>		<b>Financial Services to Corporates</b>		<b>Insurance</b>		<b>Total</b>	
<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>
Segment assets	116,749	115,844	39,645	35,455	149,785	126,271	306,179	277,570
Segment liabilities <sup>(1)</sup>	91,853	88,616	12,106	11,057	141,676	119,311	245,635	218,984

#### Global Banking and Investor Solutions

	<b>Global Markets and Investors Services</b>		<b>Financing and Advisory</b>		<b>Asset and Wealth Management</b>		<b>Total</b>	
<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>	<b>31.12.2017</b>	<b>31.12.2016</b>
Segment assets*	494,111	586,409	97,179	102,613	34,576	40,224	625,866	729,246
Segment liabilities <sup>(1)*</sup>	593,419	686,995	24,063	29,898	25,349	31,122	642,831	748,015

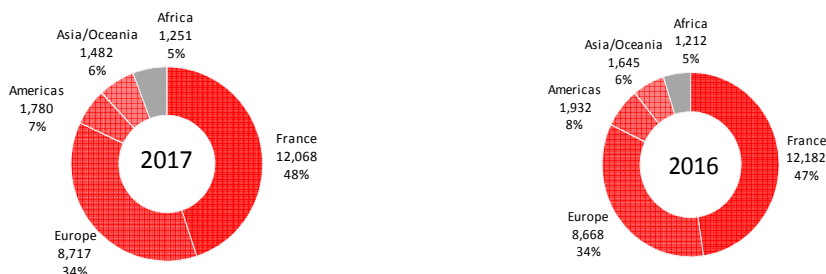
\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).

(1) Segment liabilities correspond to debts (i.e. total liabilities excluding equity).

(2) Assets and liabilities not directly related to the business line 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

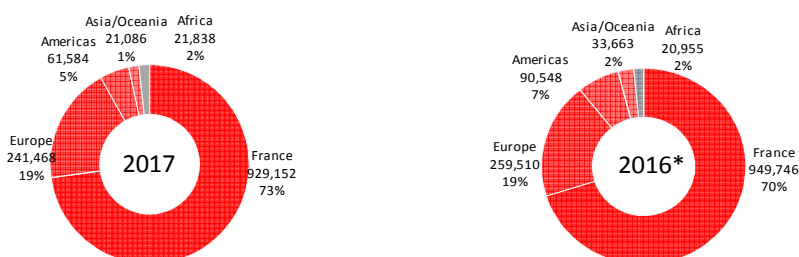
#### GEOGRAPHICAL BREAKDOWN OF NET BANKING INCOME



At 31 December 2017, the amount of Net Banking Income was EUR 23,954 million compared to EUR 25,298 million at 31 December 2016.

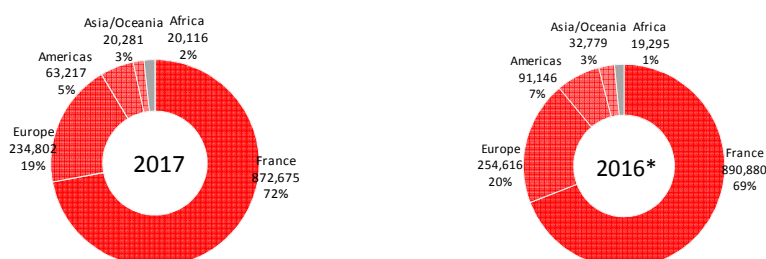
#### GEOGRAPHICAL BREAKDOWN OF BALANCE SHEET ITEMS

##### ASSETS



At 31 December 2017, the amount of asset was EUR 1,275,128 million compared to EUR 1,354,424\* million at 31 December 2016.

##### LIABILITIES



At 31 December 2017, the amount of liabilities (except shareholder equity) was EUR 1,211,091 million compared to EUR 1,288,716\* million at 31 December 2016.

Segment liabilities correspond to debts (i.e. total liabilities excluding equity).

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (see Note 3).



## NOTE 8.2 - OTHER OPERATING EXPENSES

### ACCOUNTING PRINCIPLES

The Group records operating expenses under expenses, according to the type of services to which they refer and the rate of use of said services.

*Lease payments* include real estate and equipment leasing expenses (mainly computer-related), which are booked over the lease period using the straight-line method.

*Taxes and levies* are only booked when the triggering event provided for by law occurs. If the obligation to pay the tax arises from the gradual operation of an activity, the expense must be spread out over the same period. Finally, if the obligation to pay is generated when a threshold is reached, the expense is only recorded once the threshold is reached.

*Taxes and levies* cover all contributions levied by a public authority and include the contributions paid to the Single Resolution Fund and the Deposit Insurance and Resolution Fund, the systemic risk tax, and contributions for ACPR control costs, which are recognised on the income statement at the start of the financial year. The company social solidarity contribution (C3S), based on income generated in previous financial year, is fully recognised on the income statement at 1<sup>st</sup> January of the current financial year.

*Other* mainly includes building maintenance and other costs, travel and business expenses, and advertising expenses.

<i>(In millions of euros)</i>	2017	2016
Rentals*	(839)	(912)
Taxes and levies	(919)	(802)
Data & telecom (excluding rentals)	(2,265)	(2,126)
Consulting fees (excluding data & telecom)	(1,340)	(1,294)
Other*(1)	(1,720)	(1,289)
<b>Total</b>	<b>(7,083)</b>	<b>(6,423)</b>

\* Amounts restated compared to the financial statements published in 2016

(1) In 2016, the European Commission reduced the fine imposed on Societe Generale in 2013, in connection with Euribor. It was recorded, for the first half of 2016 and at 31 December 2016, as a decrease in Other operating expenses (under "Other") for a total of EUR 218 million.

### CONTRIBUTION TO BANK RESOLUTION MECHANISMS

The European regulatory framework designed to enhance financial stability was updated by the Directive 2014/49/UE of 16 April 2014 on deposit guarantee schemes and the Directive 2014/59/UE of 15 May 2014 establishing a framework for the recovery and resolution of credit institutions and investment firms (Bank Recovery and Resolution Directive).

The European Regulation UE n°806/2014 of 15 July 2014 then determined the financing means of resolution mechanisms within the European Banking Union through the establishment of a Single Resolution Fund (SRF). In addition to this instrument, the National Resolution Fund (NRF) exists for institutions subject to this resolution mechanisms, but that have no SRF.

The Single Resolution Fund (SRF), established in January 2016, shall receive annual contributions from the participating European financial institutions. By the end of 2023, the available financial means of the Fund shall reach at least 1% of the amount of covered deposits of all these participating financial institutions. A share of the annual contributions can be provided through irrevocable payment commitments.

For the year 2017, the Group's contributions to the SRF and the NRF were as follows:

- cash contributions (85%) for a total of EUR 366 million, of which EUR 319 million for the SRF and EUR 47 million for the NRF (EUR 245 million for the SRF and EUR 47 million for the NRF in 2016). These contributions are non tax-deductible in France and have been recorded in the income statement in *Other administrative expenses*, among *Taxes and levies*;
- irrevocable payment commitments (15%) backed by a cash collateral for EUR 64 million related to the SRF (EUR 35 million in 2016), recorded as an asset in the balance sheet, among *Other assets*.

## NOTE 8.3 - PROVISIONS

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### ACCOUNTING PRINCIPLES

Under balance sheet liabilities, *Provisions* are comprised of provisions for financial instruments, disputes, employee benefits and income tax adjustments.

### BREAKDOWN OF PROVISIONS

<i>(In millions of euros)</i>	<b>31.12.2017</b>	<b>31.12.2016</b>
Provisions for financial instruments and disputes (see Note 3.8)	3,855	3,589
Provisions for employee benefits (see Note 5.2)	2,100	1,850
Provisions for tax adjustments (see Note 6)	162	248
<b>Total</b>	<b>6,117</b>	<b>5,687</b>

## NOTE 8.4 - 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 property.

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*.

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

Profits or losses on operating lease assets and on investment property, including amortisation and depreciation, are recognised under *Income from other activities* and *Expense from other activities* (see Note 4.2).

## CHANGES IN TANGIBLE AND INTANGIBLE FIXED ASSETS

<i>(In millions of euros)</i>	Gross book value at 31.12.2016	Acquisitions	Disposals	Changes in translation, consolidation scope and reclassifications	Gross value at 31.12.2017	Depreciation and amortisation of assets at 31.12.2016	Allocations to amortisation and depreciation in 2017	Impairment of assets in 2017	Write-backs from amortisation and depreciation in 2017	Changes in translation, consolidation scope and reclassifications	Net book value at 31.12.2017	Net book value at 31.12.2016
Intangible assets	5,674	696	(47)	(86)	6,237	(3,957)	(437)	(2)	32	67	1,940	1,717
Operating tangible assets	10,704	675	(273)	(90)	11,016	(5,685)	(551)	(19)	188	103	5,052	5,019
Lease assets of specialised financing companies	20,230	9,488	(6,968)	949	23,699	(5,813)	(3,276)	15	2,787	(224)	17,188	14,417
Investment property	771	61	(12)	(43)	777	(141)	(19)	-	6	15	638	630
<b>Total tangible and intangible fixed assets</b>	<b>37,379</b>	<b>10,920</b>	<b>(7,300)</b>	<b>730</b>	<b>41,729</b>	<b>(15,596)</b>	<b>(4,283)</b>	<b>(6)</b>	<b>3,013</b>	<b>(39)</b>	<b>24,818</b>	<b>21,783</b>

## BREAKDOWN OF MINIMUM PAYMENTS RECEIVABLE ON OPERATING LEASE ASSETS

<i>(In millions of euros)</i>	31.12.2017	31.12.2016
Breakdown of minimum payments receivable		
<i>due in less than one year</i>	3,400	3,374
<i>due in 1-5 years</i>	12,392	7,557
<i>due in more than five years</i>	328	40
<b>Total minimum future payments receivable</b>	<b>16,120</b>	<b>10,971</b>

## NOTE 8.5 - 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.

(In millions of euros)	31 December 2017				31 December 2016*			
	Assets	Liabilities	Currencies bought, not yet received	Currencies sold, not yet delivered	Assets	Liabilities	Currencies bought, not yet received	Currencies sold, not yet delivered
EUR	813,118	790,678	27,723	31,949	779,465	769,239	28,389	24,501
USD	242,439	228,978	51,273	41,661	340,616	317,153	40,313	48,248
GBP	53,923	37,804	15,021	10,321	54,739	36,134	10,664	7,388
JPY	24,058	54,176	17,753	24,588	34,354	79,722	21,104	17,180
AUD	5,981	7,035	4,830	5,910	8,122	8,043	3,700	5,730
CZK	33,753	36,175	572	766	29,456	31,296	502	575
RUB	13,537	10,590	37	88	11,780	9,126	91	111
RON	7,630	7,967	168	132	7,453	7,690	124	235
Other currencies	80,689	101,725	32,740	27,191	88,437	96,019	24,162	17,287
<b>Total</b>	<b>1,275,128</b>	<b>1,275,128</b>	<b>150,117</b>	<b>142,606</b>	<b>1,354,422</b>	<b>1,354,422</b>	<b>129,049</b>	<b>121,255</b>

\* Amounts restated compared to the 31 December 2016 consolidated financial statements, following a change in the balance sheet presentation of premiums to be received / to be paid on options (See Note 3).

## NOTE 8.6 - COMPANIES INCLUDED IN THE CONSOLIDATION SCOPE

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
<b>South Africa</b>							
(1)	SG JOHANNESBURG	Bank	FULL	100	100	100	100
<b>Albania</b>							
	BANKA SOCIETE GENERALE ALBANIA SH.A.	Bank	FULL	88.89	88.64	88.89	88.64
<b>Algeria</b>							
	ALD AUTOMOTIVE ALGERIE SPA	Specialist Financing	FULL	79.81	99.99	99.99	99.99
	SOCIETE GENERALE ALGERIE	Bank	FULL	100	100	100	100
<b>Germany</b>							
	AKRUN EINS GRUNDSTUCKS-VERMIETUNGSGESELLSCHAFT MBH & CO. OBJEKT SEREN 1 KG	Real Estate and Real Estate Financing	FULL	100	100	100	100
	ALD AUTOLEASING D GMBH	Specialist Financing	FULL	79.82	100	100	100
	ALD INTERNATIONAL GROUP HOLDINGS GMBH	Specialist Financing	FULL	79.82	100	100	100
	ALD INTERNATIONAL SAS & CO. KG	Specialist Financing	FULL	79.82	100	100	100
	ALD LEASE FINANZ GMBH	Specialist Financing	FULL	100	100	100	100
	BANK DEUTSCHES KRAFTFAHRZEUGGEWERBE GMBH	Specialist Financing	FULL	99.91	99.9	51	51
	BDK LEASING UND SERVICE GMBH	Specialist Financing	FULL	100	100	100	100
	CAR PROFESSIONAL FUHRPARKMANAGEMENT UND BERATUNGSGESELLSCHAFT MBH & CO. KG	Specialist Financing	FULL	79.82	100	100	100
	CARPOOL GMBH	Broker	FULL	79.82	100	100	100
	EUROPARC DREILINDEN GMBH	Group Real Estate Management Company	FULL	100	100	100	100
	EUROPARC GMBH	Real Estate and Real Estate Financing	FULL	100	100	100	100
	EUROPARC KERPEN GMBH	Group Real Estate Management Company	FULL	100	100	100	100
	GEFA BANK GMBH	Specialist Financing	FULL	100	100	100	100
	GEFA VERSICHERUNGSDIENST GMBH	Specialist Financing	EFS	100	100	100	100
	HANSEATIC BANK GMBH & CO KG	Specialist Financing	FULL	75	75	75	75
	HANSEATIC GESELLSCHAFT FUR BANKBETEILIGUNGEN MBH	Portfolio Management	FULL	75	75	100	100
	HSCE HANSEATIC SERVICE CENTER GMBH	Services	FULL	75	75	100	100
	INTERLEASING DELLO HAMBURG GMBH	Specialist Financing	FULL	79.82	100	100	100
(4)	ONVISTA	Services	FULL		100		100
(4)	ONVISTA BANK	Broker	FULL		100		100
(4)	ONVISTA MEDIA GMBH	Services	FULL		100		100
	PEMA GMBH	Specialist Financing	FULL	100	100	100	100
	PODES DREI GRUNDSTUCKS-VERMIETUNGSGESELLSCHAFT MBH & CO OBJEKTE WEL 4 KG	Real Estate and Real Estate Financing	FULL	100	100	100	100
	PODES GRUNDSTUCKS - VERMIETUNGSGESELLSCHAFT MBH & CO OBJEKTE WEL 3 KG	Real Estate and Real Estate Financing	FULL	100	100	100	100
	PODES ZWEI GRUNDSTUCKS-VERMIETUNGSGESELLSCHAFT MBH & CO OBJEKTE WEL 3 KG	Real Estate and Real Estate Financing	FULL	100	100	100	100
	RED & BLACK AUTO GERMANY 2 UG (HAFTUNGSBESCHRANKT)	Financial Company	FULL	99.91	99.9	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	RED & BLACK AUTO GERMANY 3 UG (HAFTUNGSBESCHRANKT)	Financial Company	FULL	99.91	99.9	100	100
	RED & BLACK AUTO GERMANY 4 UG (HAFTUNGSBESCHRANKT)	Financial Company	FULL	100	100	100	100
	RED & BLACK CAR SALES 1UG	Financial Company	FULL	79.82	100	100	100
(2)	RED & BLACK TME GERMANY 1 UG	Financial Company	FULL		100		100
	SG EQUIPMENT FINANCE INTERNATIONAL GMBH	Specialist Financing	FULL	100	100	100	100
	SG EQUIPMENT FINANCE SA & CO KG	Specialist Financing	FULL	100	100	100	100
(1)	SG FRANCFORT	Bank	FULL	100	100	100	100
	SOCIETE GENERALE EFFEKTEN GMBH	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE SECURITIES SERVICES GMBH	Specialist Financing	FULL	100	100	100	100
(1)	SOGECAP DEUTSCHE NIEDERLASSUNG	Insurance	FULL	100	100	100	100
(1)	SOGECAP RISQUES DIVERS DEUTSCHE NIEDERLASSUNG	Insurance	FULL	100	100	100	100
<b>Australia</b>							
	SOCIETE GENERALE SECURITIES AUSTRALIA PTY LTD	Broker	FULL	100	100	100	100
<b>Austria</b>							
	ALD AUTOMOTIVE FUHRPARKMANAGEMENT UND LEASING GMBH	Specialist Financing	FULL	79.82	100	100	100
	SG EQUIPMENT LEASING AUSTRIA GMBH	Specialist Financing	EFS	100	100	100	100
(1)	SG VIENNE	Bank	FULL	100	100	100	100
<b>Belgium</b>							
	AXUS FINANCE SPRL	Specialist Financing	FULL	79.82	100	100	100
	AXUS SA/NV	Specialist Financing	FULL	79.82	100	100	100
	BASTION EUROPEAN INVESTMENTS S.A.	Financial Company	FULL	60.74	60.74	100	100
(2)	MILFORD	Specialist Financing	FULL		100		100
	PARCOURS BELGIUM	Specialist Financing	FULL	79.82	100	100	100
	PEMA TRUCK TRAILER VERHUUR	Specialist Financing	FULL	100	100	100	100
(1)	SG BRUXELLES	Bank	FULL	100	100	100	100
(1)	SG EQUIPMENT FINANCE BENELUX B.V. BELGIAN BRANCH	Specialist Financing	FULL	100	100	100	100
(6)	SOCIETE GENERALE DE FINANCEMENT	Financial Company	FULL	100		100	
	SOCIETE GENERALE IMMOBEL	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE PRIVATE BANKING NV/SA	Bank	FULL	100	100	100	100
<b>Benin</b>							
	SOCIETE GENERALE BENIN	Bank	FULL	89.64	88.34	90.3	89.01
<b>Bermuda</b>							
	CATALYST RE INTERNATIONAL LTD.	Insurance	FULL	100	100	100	100
<b>Brazil</b>							
	ALD AUTOMOTIVE S.A.	Specialist Financing	FULL	79.82	100	100	100
(5)	BANCO CACIQUE S.A.	Bank	FULL		100		100
(4)	BANCO PECUNIA S.A.	Bank	FULL		100		100
	BANCO SOCIETE GENERALE BRASIL S.A.	Bank	FULL	100	100	100	100
(5)	CACIQUE PROMOTORA DE VENDAS LTDA	Specialist Financing	FULL		100		100
(5)	COBRACRED COBRANCA ESPECIALIZADA LTDA	Financial Company	FULL		100		100
(5)	CREDIAL EMPREENDIMENTOS E SERVICOS LTDA	Specialist Financing	FULL		100		100
	MORDENO SOCIEDADES ANONIMAS	Financial Company	FULL	100	100	100	100
(2)	NEWEDGE REPRESENTACOES LTDA (NEWEDGE BRAZIL)	Broker	FULL		100		100
	SG EQUIPMENT FINANCE S.A. ARRENDAMENTO MERCANTIL	Specialist Financing	FULL	100	100	100	100



Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	SOCIETE GENERALE S.A. CORRETORA DE CAMBIO, TITULOS E VALORES MOBILIARIOS	Broker	FULL	100	100	100	100
<b>Bulgaria</b>							
	REGIONAL URBAN DEVELOPMENT FUND	Specialist Financing	FULL	51.86	51.86	52	52
	SG EXPRESS BANK	Bank	FULL	99.74	99.74	99.74	99.74
	SOCIETE GENERALE FACTORING	Specialist Financing	FULL	99.74	99.74	100	100
	SOGLEASE BULGARIA	Specialist Financing	FULL	99.74	99.74	100	100
<b>Burkina Faso</b>							
	SOCIETE GENERALE BURKINA FASO	Bank	FULL	51.27	51.27	52.61	52.61
<b>Cameroon</b>							
	SOCIETE GENERALE CAMEROUN	Bank	FULL	58.08	58.08	58.08	58.08
<b>Canada</b>							
	KLEINWORT BENSON INTERNATIONAL TRUSTEES LIMITED	Bank	FULL	100	100	100	100
	SG CONSTELLATION CANADA LTD.	Specialist Financing	FULL	100	100	100	100
(8)	SG HAMBROS TRUST COMPANY (CANADA) INC	Financial Company	FULL	100	100	100	100
(1)	SOCIETE GENERALE (CANADA BRANCH)	Bank	FULL	100	100	100	100
	SOCIETE GENERALE (CANADA)	Bank	FULL	100	100	100	100
	SOCIETE GENERALE CAPITAL CANADA INC	Broker	FULL	100	100	100	100
<b>China</b>							
	ALD FORTUNE AUTO LEASING & RENTING SHANGHAI CO. LTD	Specialist Financing	EFS	39.91	50	50	50
(5)	FORTUNE SG FUND MANAGEMENT CO. LTD.	Financial Company	EJV		49		49
	SOCIETE GENERALE (CHINA) LIMITED	Bank	FULL	100	100	100	100
	SOCIETE GENERALE LEASING AND RENTING CO. LTD	Specialist Financing	FULL	100	100	100	100
<b>South Korea</b>							
	SG SECURITIES KOREA CO, LTD	Broker	FULL	100	100	100	100
(1)	SG SEOUL	Bank	FULL	100	100	100	100
<b>Côte d'Ivoire</b>							
	SOCIETE GENERALE 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	100
<b>Croatia</b>							
	ALD AUTOMOTIVE D.O.O. ZA. OPERATIVNI I FINANCIJSKI LEASING	Specialist Financing	FULL	79.82	100	100	100
(4)	S.B.ZGRADA	Group Real Estate Management Company	FULL		100		100
(4)	SG LEASING D.O.O.	Specialist Financing	FULL		100		100
(4)	SOCIETE GENERALE-SPLITSKA BANKA D.D.	Bank	FULL		100		100
<b>Curaçao</b>							
	SGA SOCIETE GENERALE ACCEPTANCE N.V	Financial Company	FULL	100	100	100	100
<b>Denmark</b>							
	ALD AUTOMOTIVE A/S	Specialist Financing	FULL	79.82	100	100	100
	NF FLEET A/S	Specialist Financing	FULL	63.85	80	80	80
	PEMA LAST OG- TRAILERUDLEJNING A/S	Specialist Financing	FULL	100	100	100	100
(1)	SG FINANS AS DANISH BRANCH	Specialist Financing	FULL	100	100	100	100
<b>United Arab Emirates</b>							
(1)	SOCIETE GENERALE DUBAI	Bank	FULL	100	100	100	100
<b>Spain</b>							
	ALD AUTOMOTIVE S.A.U	Specialist Financing	FULL	79.82	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
(6)	ALD AUTORENTING S.A.U.	Specialist Financing	FULL	79.82		100	
	ALTURA MARKETS, SOCIEDAD DE VALORES, SA	Broker	EJV	50	50	50	50
(1)	GENEFIM SUCURSAL EN ESPANA	Real Estate and Real Estate Financing	FULL	100	100	100	100
	PARCOURS IBERIA SA	Specialist Financing	FULL	79.82	100	100	100
	SELF TRADE BANK SA	Broker	FULL	100	100	100	100
	SG EQUIPMENT FINANCE IBERIA, E.F.C, S.A.	Specialist Financing	FULL	100	100	100	100
	SOCGEN INVERSIONES FINANCIERAS SA	Financial Company	FULL	100	100	100	100
(1)	SOCIETE GENERALE SUCCURSAL EN ESPANA	Bank	FULL	100	100	100	100
	SODEPROM	Real Estate and Real Estate Financing	FULL	100	100	100	100
<b>Estonia</b>							
	ALD AUTOMOTIVE EESTI AS	Specialist Financing	EFS	59.87	75.01	75.01	75.01
<b>United States</b>							
	AEGIS HOLDINGS (ONSHORE) INC.	Financial Company	FULL	100	100	100	100
(8)	CGI FINANCE INC	Financial Company	FULL	99.89	99.89	100	100
(8)	CGI NORTH AMERICA INC.	Specialist Financing	FULL	99.89	99.89	100	100
(8)	CLASSIC YACHT DOCUMENTATION, INC.	Services	FULL	99.89	99.89	100	100
	LYXOR ASSET MANAGEMENT HOLDING CORP.	Portfolio Management	FULL	100	100	100	100
	LYXOR ASSET MANAGEMENT INC.	Financial Company	FULL	100	100	100	100
	SG AMERICAS EQUITIES CORP.	Financial Company	FULL	100	100	100	100
	SG AMERICAS OPERATIONAL SERVICES, INC.	Services	FULL	100	100	100	100
	SG AMERICAS SECURITIES HOLDINGS, LLC	Bank	FULL	100	100	100	100
	SG AMERICAS SECURITIES, LLC	Broker	FULL	100	100	100	100
	SG AMERICAS, INC.	Financial Company	FULL	100	100	100	100
	SG CONSTELLATION, INC.	Financial Company	FULL	100	100	100	100
	SG EQUIPMENT FINANCE USA CORP.	Specialist Financing	FULL	100	100	100	100
	SG MORTGAGE FINANCE CORP.	Financial Company	FULL	100	100	100	100
	SG MORTGAGE SECURITIES, LLC	Portfolio Management	FULL	100	100	100	100
	SG REINSURANCE INTERMEDIARY BROKERAGE, LLC	Insurance	FULL	100	100	100	100
	SG STRUCTURED PRODUCTS, INC.	Specialist Financing	FULL	100	100	100	100
	SGAIF, LLC	Financial Company	FULL	100	100	100	100
	SGAIH, INC.	Financial Company	FULL	100	100	100	100
(8)	SGB FINANCE NORTH AMERICA INC.	Specialist Financing	FULL	50.94	50.94	100	100
(1)	SOCIETE GENERALE (NEW YORK)	Bank	FULL	100	100	100	100
	SOCIETE GENERALE ENERGY LLC	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE FINANCIAL CORPORATION	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE INVESTMENT CORPORATION	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE LIQUIDITY FUNDING, LLC	Financial Company	FULL	100	100	100	100
	TENDER OPTION BOND PROGRAM	Financial Company	FULL	100	100	100	100
<b>Finland</b>							
	AXUS FINLAND OY	Specialist Financing	FULL	79.82	100	100	100
(2)	EASY KM OY	Specialist Financing	FULL		100		100
	NF FLEET OY	Specialist Financing	FULL	63.85	80	80	80
<b>France</b>							
(6)	29 HAUSSMANN EQUILIBRE	Portfolio Management	FULL	87.1		87.1	
(6)	29 HAUSSMANN EURO RDT	Portfolio Management	FULL	58.1		58.1	
(6)	29 HAUSSMANN SELECTION MONDE	Portfolio Management	FULL	68.7		68.7	

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	9 RUE DES BIENVENUS	Real Estate and Real Estate Financing	FULL	95.5	95.5	100	100
(4)	ADILOTZ	Real Estate and Real Estate Financing	ESI		61		100
	AIR BAIL	Specialist Financing	FULL	100	100	100	100
	AIX - BORD DU LAC - 3	Real Estate and Real Estate Financing	EJV	50	50	50	50
	AIX - BORD DU LAC - 4	Real Estate and Real Estate Financing	EJV	50	50	50	50
(3)	ALBIGNY AVORAUX	Real Estate and Real Estate Financing	FULL		95.5		100
	ALD	Specialist Financing	FULL	79.82	100	79.82	100
	ALD AUTOMOTIVE RUSSIE SAS	Specialist Financing	FULL	79.82	100	100	100
	ALPRIM	Real Estate and Real Estate Financing	FULL	100	100	100	100
	ANTALIS SA	Financial Company	FULL	100	100	100	100
(6)	ANTARES	Real Estate and Real Estate Financing	ESI	45		45	
	ANTARIUS	Insurance	FULL	100	50	100	50
(3)	ANTARIUS FONDS ACTIONS PLUS	Financial Company	EJV		50		100
(3)	ANTARIUS FONDS OBLIGATAIRE	Financial Company	EJV		49.75		99.5
(3)	ANTARIUS OBLI 1-3 ANS	Financial Company	EJV		50		100
(3)	ANTARIUS ROTATION SECTORIELLE	Financial Company	EJV		48.63		97.27
(4)	AQPRIM	Real Estate and Real Estate Financing	FULL		55		55
(4)	ATLANTIQUE DEVELOPPEMENT IMMOBILIER	Real Estate and Real Estate Financing	ESI		40		40
	AVIVA INVESTORS RESERVE EUROPE	Financial Company	FULL	69.35	31.44	69.35	62.89
(6)	AXA SOGECAP LOAN	Portfolio Management	FULL	100		100	
	BANQUE COURTOIS, SUCESSEUR DE L'ANCIENNE MAISON COURTOIS ET CIE DEPUIS 1760	Bank	FULL	100	100	100	100
	BANQUE FRANCAISE COMMERCIALE OCEAN INDIEN	Bank	FULL	50	50	50	50
	BANQUE KOLB	Bank	FULL	99.97	99.87	99.97	99.87
	BANQUE LAYDERNIER	Bank	FULL	100	100	100	100
	BANQUE NUGER	Bank	FULL	100	100	100	100
	BANQUE POUYANNE	Bank	ESI	35	35	35	35
	BANQUE RHONE ALPES	Bank	FULL	99.99	99.99	99.99	99.99
	BANQUE TARNEAUD	Bank	FULL	100	100	100	100
	BOURSORAMA INVESTISSEMENT	Services	FULL	100	100	100	100
	BOURSORAMA SA	Broker	FULL	100	100	100	100
	BREMAN Y LEASE SAS	Specialist Financing	FULL	79.82	100	100	100
	CAEN - RUE BASSE	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	CAEN - RUE DU GENERAL MOULIN	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	CARBURAUTO	Group Real Estate Management Company	EJV	50	50	50	50
	CARRERA	Group Real Estate Management Company	EJV	50	50	50	50
	CENTRE IMMO PROMOTION	Real Estate and Real Estate Financing	FULL	60	60	60	60
	CHARTREUX LOT A1	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	CHEMIN DES COMBES	Real Estate and Real Estate Financing	FULL	95.5	95.5	100	100
(3)	COEUR DE LEZ	Real Estate and Real Estate Financing	ESI		30		30
(2)	COEUR EUROPE	Real Estate and Real Estate Financing	EJV		50		50
	COMPAGNIE FINANCIERE DE BOURBON	Specialist Financing	FULL	99.99	99.99	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	COMPAGNIE FONCIERE DE LA MEDITERRANEE (CFM)	Group Real Estate Management Company	FULL	100	100	100	100
	COMPAGNIE GENERALE D'AFFACTURAGE	Services	FULL	100	100	100	100
	COMPAGNIE GENERALE DE LOCATION D'EQUIPEMENTS	Specialist Financing	FULL	99.89	99.89	99.89	99.89
	CONTE	Group Real Estate Management Company	EJV	50	50	50	50
(3)	COURS BEAULIEU	Real Estate and Real Estate Financing	ESI		40		40
	CREDINORD CIDIZE	Financial Company	FULL	100	100	100	100
	CREDIT DU NORD	Bank	FULL	100	100	100	100
	DARWIN DIVERSIFIE 0-20	Portfolio Management	FULL	88.67	88.67	88.67	88.67
	DARWIN DIVERSIFIE 40-60	Portfolio Management	FULL	79.98	79.98	79.98	79.98
	DARWIN DIVERSIFIE 80-100	Portfolio Management	FULL	78.1	78.1	78.1	78.1
	DESCARTES TRADING	Financial Company	FULL	100	100	100	100
	DESSUARD	Real Estate and Real Estate Financing	ESI	40	40	40	40
	DEVILLE AV LECLERC	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	DISPONIS	Specialist Financing	FULL	99.99	99.99	100	100
	ESNI - COMPARTIMENT SG-CREDIT CLAIMS -1	Financial Company	FULL	100	100	100	100
	ETOILE CLIQUET 90	Financial Company	FULL	73.52	35.02	73.52	70.05
(3)	ETOILE GARANTI AVRIL 2018	Financial Company	EJV		25.42		50.85
(3)	ETOILE GARANTI FEVRIER 2020	Financial Company	EJV		43.37		86.74
(3)	ETOILE GARANTI JUILLET 2018	Financial Company	EJV		28.32		56.64
	ETOILE ID	Financial Company	FULL	100	100	100	100
(3)	ETOILE MULTI GESTION ACTIFS	Financial Company	EJV		25.91		51.83
(3)	ETOILE MULTI GESTION ACTIFS PLUS	Financial Company	EJV		27.75		55.5
(3)	ETOILE MULTI GESTION CROISSANCE	Financial Company	EJV		26.02		52.04
(3)	ETOILE MULTI GESTION FRANCE	Financial Company	EJV		28.23		56.47
(3)	ETOILE PATRIMOINE 50	Financial Company	EJV		31.27		62.55
(3)	ETOILE USA 500	Financial Company	EJV		27.88		55.76
(3)	EUGENE ROY	Real Estate and Real Estate Financing	ESI		40		40
	F.E.P. INVESTISSEMENTS	Real Estate and Real Estate Financing	FULL	80	80	100	100
	FCC ALBATROS	Portfolio Management	FULL	100	100	51	51
(8)	FCT CODA	Financial Company	FULL	100	100	100	100
(3)	FCT COMPARTMENT SOGECAP SG 1	Financial Company	FULL		100		100
(2)	FCT R&B BDDF PPI	Portfolio Management	FULL		100		100
(6)	FEEDER LYX E ST50 D5	Portfolio Management	FULL	100		100	
(6)	FEEDER LYX E ST50 D6	Portfolio Management	FULL	100		100	
	FEEDER LYXOR CAC 40	Financial Company	FULL	99.77	99.77	99.77	99.77
(6)	FEEDER LYXOR CAC40 D2-EUR	Portfolio Management	FULL	100		100	
	FEEDER LYXOR STOXX 50	Financial Company	FULL	99.56	99.56	99.56	99.56
	FENWICK LEASE	Specialist Financing	FULL	99.99	99.99	100	100
	FIDUCEO	Services	FULL	100	100	100	100
	FINANCIERE PARCOURS	Specialist Financing	FULL	79.82	100	100	100
	FINANCIERE UC	Real Estate and Real Estate Financing	FULL	100	100	100	100
	FINASSURANCE SNC	Broker	FULL	98.89	98.89	99	99
	FRANFINANCE	Specialist Financing	FULL	99.99	99.99	99.99	99.99
	FRANFINANCE LOCATION	Specialist Financing	FULL	99.99	99.99	100	100
	GALYBET	Real Estate and Real Estate Financing	FULL	100	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest	
			at	at	at	at
			31.12.2017	31.12.2016	31.12.2017	31.12.2016
(3)	GARDEN PARK	Real Estate and Real Estate Financing		40		40
	GENEBANQUE	Bank	100	100	100	100
	GENECAL FRANCE	Specialist Financing	100	100	100	100
	GENECAR - SOCIETE GENERALE DE COURTAGE D'ASSURANCE ET DE REASSURANCE	Insurance	100	100	100	100
	GENECOMI	Specialist Financing	99.64	99.64	99.64	99.64
	GENEFIM	Real Estate and Real Estate Financing	100	100	100	100
	GENEFINANCE	Portfolio Management	100	100	100	100
	GENEGIS I	Group Real Estate Management Company	100	100	100	100
	GENEGIS II	Group Real Estate Management Company	100	100	100	100
	GENEVALMY	Group Real Estate Management Company	100	100	100	100
	IMAPRIM AMENAGEMENT	Real Estate and Real Estate Financing	70	70	70	70
	IMMOBILIER BORDEAUX	Specialist Financing	79.82	100	100	100
	IMMOBILIERE PROMEX	Real Estate and Real Estate Financing	35	35	35	35
(1)	INORA LIFE FRANCE	Insurance	100	100	100	100
	INTER EUROPE CONSEIL	Financial Company	100	100	100	100
	INVESTIR IMMOBILIER - MAROMME	Real Estate and Real Estate Financing	100	80.18	100	100
	INVESTIR IMMOBILIER NORMANDIE	Real Estate and Real Estate Financing	100	80	100	80
	INVESTISSEMENT 81	Financial Company	100	100	100	100
	KOLB INVESTISSEMENT	Financial Company	100	100	100	100
	LA BANQUE POSTALE FINANCEMENT	Specialist Financing	35	35	35	35
	LA CORBEILLERIE	Real Estate and Real Estate Financing	24	24	40	40
	LA COURTINE	Real Estate and Real Estate Financing	30	30	30	30
	LA CROIX BOISEE	Real Estate and Real Estate Financing	100	80.18	100	100
	LA FONCIERE DE LA DEFENSE	Real Estate and Real Estate Financing	99.99	99.99	100	100
(4)	LAGUNAK	Real Estate and Real Estate Financing		40		40
(3)	LE HAMEAU DE DONAMARTIA	Real Estate and Real Estate Financing		40		40
	LES ALLEES DE L'EUROPE	Real Estate and Real Estate Financing	34	34	34	34
	LES CEDRES BLEUS	Real Estate and Real Estate Financing	40	40	40	40
(3)	LES DEUX POMMES D'OR	Real Estate and Real Estate Financing		30		30
(4)	LES HAUTS DE LA HAIE VIGNE	Real Estate and Real Estate Financing		49		50
	LES JARDINS D'ALHAMBRA	Real Estate and Real Estate Financing	35	35	35	35
(6)	LES JARDINS DE L'ALCAZAR	Real Estate and Real Estate Financing	30		30	
	LES MESANGES	Real Estate and Real Estate Financing	55	44	55	55
(3)	LES SERRES	Real Estate and Real Estate Financing		30		30
	LES VILLAS VINCENTI	Real Estate and Real Estate Financing	30	30	30	30
	L'HESPEL	Real Estate and Real Estate Financing	30	30	30	30
	LOTISSEMENT DES FLEURS	Real Estate and Real Estate Financing	30	30	30	30
(6)	LYON LA FABRIC	Real Estate and Real Estate Financing	48.87		50	

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	LYXOR ASSET MANAGEMENT	Financial Company	FULL	100	100	100	100
(6)	LYXOR GL OVERLAY F	Portfolio Management	FULL	87.27		87.27	
(6)	LYXOR INTERMEDIATION	Broker	FULL	100		100	
	LYXOR INTERNATIONAL ASSET MANAGEMENT	Financial Company	FULL	100	100	100	100
	MEDITERRANEE GRAND ARC	Real Estate and Real Estate Financing	EJV	43	43	50	50
	NOAHO	Real Estate and Real Estate Financing	FULL	85	85	85	85
	NORBAIL IMMOBILIER	Real Estate and Real Estate Financing	FULL	100	100	100	100
	NORBAIL SOFERGIE	Real Estate and Real Estate Financing	FULL	100	100	100	100
	NORIMMO	Real Estate and Real Estate Financing	FULL	100	100	100	100
(6)	NORMANDIE REALISATIONS	Real Estate and Real Estate Financing	FULL	100		100	
	ONYX	Group Real Estate Management Company	EJV	50	50	50	50
	OPCI SOGECAPIMMO	Real Estate and Real Estate Financing	FULL	100	100	100	100
	OPERA 72	Group Real Estate Management Company	FULL	99.99	99.99	100	100
	ORADEA VIE	Insurance	FULL	100	100	100	100
	ORPAVIMOB	Specialist Financing	FULL	100	100	100	100
	PACTIMO	Real Estate and Real Estate Financing	FULL	86	86	86	86
	PANORAMIK	Real Estate and Real Estate Financing	EJV	50	49	50	50
	PARCOURS	Specialist Financing	FULL	79.82	100	100	100
	PARCOURS ANNECY	Specialist Financing	FULL	79.82	100	100	100
	PARCOURS IMMOBILIER	Specialist Financing	FULL	79.82	100	100	100
	PARCOURS NANTES	Specialist Financing	FULL	79.82	100	100	100
	PARCOURS STRASBOURG	Specialist Financing	FULL	79.82	100	100	100
	PAREL	Services	FULL	100	100	100	100
	PHILIPS MEDICAL CAPITAL FRANCE	Specialist Financing	FULL	60	60	60	60
(4)	PORTE NEUVE	Real Estate and Real Estate Financing	ESI		37.5		37.5
	PRAGMA	Real Estate and Real Estate Financing	FULL	86	86	100	100
	PRIMAXIA	Real Estate and Real Estate Financing	FULL	93.74	81.74	95	86
	PRIORIS	Specialist Financing	FULL	94.89	94.89	95	95
	PROGEREAL SA	Real Estate and Real Estate Financing	ESI	25.01	25.01	25.01	25.01
	PROJECTIM	Real Estate and Real Estate Financing	FULL	60	60	60	60
	RED & BLACK CONSUMER FRANCE 2013	Financial Company	FULL	100	100	100	100
(6)	RED & BLACK HOME LOANS FRANCE 1	Financial Company	FULL	100		100	
	RIVAPRIM	Real Estate and Real Estate Financing	FULL	80	80	80	80
	S.C.I. DU DOMAINE DE STONEHAM	Real Estate and Real Estate Financing	EJV	50	50	50	50
(2)	S.C.I. LES JARDINS DE XANA	Real Estate and Real Estate Financing	ESI		40		40
	SAGEMCOM LEASE	Specialist Financing	FULL	99.99	99.99	100	100
	SAINT CLAIR	Real Estate and Real Estate Financing	EJV	50	40	50	50
	SAINT-MARTIN 3	Real Estate and Real Estate Financing	EJV	50	50	50	50
(2)	SARL ALPRIM HABITAT	Real Estate and Real Estate Financing	FULL		100		100
	SARL CS 72 - KERIADENN	Real Estate and Real Estate Financing	ESI	32.5	57.5	32.5	95

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	SARL D'AMENAGEMENT DU MARTINET	Real Estate and Real Estate Financing	EJV	43	43	50	50
(6)	SARL DE LA COTE D'OPALE	Real Estate and Real Estate Financing	ESI	35		35	
	SARL DE LA VECQUERIE	Real Estate and Real Estate Financing	ESI	32.5	57.5	32.5	95
(4)	SARL DT 6 NANTES	Real Estate and Real Estate Financing	EJV		70		100
	SARL EKO BOUAYE	Real Estate and Real Estate Financing	ESI	35	61	35	100
(4)	SARL ORIO	Real Estate and Real Estate Financing	ESI		40		40
	SARL SEINE CLICHY	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SAS AMIENS - AVENUE DU GENERAL FOY	Real Estate and Real Estate Financing	FULL	80	80	100	100
	SAS COPRIM RESIDENCES	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SAS ECULLY SO'IN	Real Estate and Real Estate Financing	FULL	71.62	52.5	75	52.5
	SAS LOIRE ATLANTIQUE TERTIAIRE	Real Estate and Real Estate Financing	EJV	50	70	50	100
	SAS MS FRANCE	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SAS NOAHO AMENAGEMENT	Real Estate and Real Estate Financing	FULL	95.5	95.5	100	100
	SAS NORMANDIE HABITAT	Real Estate and Real Estate Financing	FULL	100	86	100	100
	SAS NORMANDIE RESIDENCES	Real Estate and Real Estate Financing	FULL	100	98	100	100
(6)	SAS NOYALIS	Real Estate and Real Estate Financing	ESI	28		28	
	SAS PARNASSE	Real Estate and Real Estate Financing	FULL	100	100	100	100
(6)	SAS PROJECTIM IMMOBILIER	Real Estate and Real Estate Financing	FULL	80		100	
(6)	SAS RESIDENCIAL	Real Estate and Real Estate Financing	FULL	68.4		68.4	
(6)	SAS SOGEBROWN POISSY	Real Estate and Real Estate Financing	EJV	50		50	
(6)	SAS SOGEMYSJ	Real Estate and Real Estate Financing	FULL	51		51	
	SAS SOGEPROM TERTIAIRE	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SAS TOUR D2	Real Estate and Real Estate Financing	JO	50	50	50	50
(6)	SAS ZAC DU TRIANGLE	Real Estate and Real Estate Financing	FULL	48.7		51	
	SC ALICANTE 2000	Group Real Estate Management Company	FULL	100	100	100	100
	SC CHASSAGNE 2000	Group Real Estate Management Company	FULL	100	100	100	100
	SCCV 282 MONTOLIVET 12	Real Estate and Real Estate Financing	FULL	51.6	43.86	60	51
	SCCV 29 ET 31 AVENUE CHARLES DE GAULLE A LA TESTE DE BUCH	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SCCV 3 CHATEAUX	Real Estate and Real Estate Financing	EJV	43	43	50	50
	SCCV ADIVO	Real Estate and Real Estate Financing	ESI	26	46	26	76
	SCCV ALFORTVILLE MANDELA	Real Estate and Real Estate Financing	ESI	49	49	49	49
(3)	SCCV APPARTOCEANIS	Real Estate and Real Estate Financing	ESI		57.5		95
(6)	SCCV BAHIA	Real Estate and Real Estate Financing	FULL	48.7		51	
	SCCV BALMA ENTREPRISE	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCCV BASSENS LES MONTS	Real Estate and Real Estate Financing	FULL	70	70	70	70
	SCCV BLAINVILLE LEMARCHAND	Real Estate and Real Estate Financing	FULL	100	80.18	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	SCCV BOIS-GUILLAUME PARC DE HALLEY	Real Estate and Real Estate Financing	EJV	50	40	50	50
(3)	SCCV BRIANDERIE	Real Estate and Real Estate Financing	ESI		61		100
(6)	SCCV BRON CARAVELLE	Real Estate and Real Estate Financing	EJV	47.75		50	
	SCCV CAEN CHARITE - ILOT 3	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	SCCV CHARITE - REHABILITATION	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	SCCV CHARTREUX LOT C	Real Estate and Real Estate Financing	EJV	50	40	50	50
	SCCV CHARTREUX LOT E	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	SCCV CHARTREUX LOTS B-D	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	SCCV CITY SQUARE	Real Estate and Real Estate Financing	ESI	35	61	35	100
	SCCV CLICHY BRC	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCCV COURS CLEMENCEAU	Real Estate and Real Estate Financing	ESI	28	48.8	28	80
(6)	SCCV CUGNAUX-LEO LAGRANGE	Real Estate and Real Estate Financing	EJV	43		50	
	SCCV EKO GREEN CITY	Real Estate and Real Estate Financing	ESI	35	61	35	100
	SCCV EKO PARK OCEAN	Real Estate and Real Estate Financing	ESI	32.5	57.5	32.5	95
(3)	SCCV ERDREO	Real Estate and Real Estate Financing	ESI		57.5		95
	SCCV ESPACES DE DEMAIN	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCCV ETERVILLE RUE DU VILLAGE	Real Estate and Real Estate Financing	FULL	100	80.18	100	100
	SCCV EURONANTES 1E	Real Estate and Real Estate Financing	EJV	50	70	50	100
	SCCV GAO	Real Estate and Real Estate Financing	ESI	32.5	57.5	32.5	95
(6)	SCCV GIGNAC MOUSSELINE	Real Estate and Real Estate Financing	FULL	60.2		70	
(6)	SCCV GIVORS ROBICHON	Real Estate and Real Estate Financing	EJV	47.75		50	
	SCCV HALLUARD	Real Estate and Real Estate Financing	ESI	35	61	35	100
	SCCV HEROUVILLE ILOT A2	Real Estate and Real Estate Financing	ESI	33.33	32.67	33.33	33.33
	SCCV HOUSE PARK	Real Estate and Real Estate Financing	ESI	35	61	35	100
(6)	SCCV JA LE HAVRE 22 COTY	Real Estate and Real Estate Financing	ESI	40		40	
	SCCV JDA OUISTREHAM	Real Estate and Real Estate Financing	EJV	50	49	50	50
(6)	SCCV KYMA MERIGNAC	Real Estate and Real Estate Financing	ESI	30		30	
	SCCV LA PORTE DU CANAL	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCCV LACASSAGNE BRICKS	Real Estate and Real Estate Financing	ESI	49	49	49	49
(6)	SCCV LE COURTIL	Real Estate and Real Estate Financing	ESI	35		35	
	SCCV LE SIX	Real Estate and Real Estate Financing	ESI	24.5	42.7	24.5	70
	SCCV LE TEICH COEUR DE VILLE	Real Estate and Real Estate Financing	ESI	30	68.5	30	100
	SCCV LES ECRIVAINS	Real Estate and Real Estate Financing	FULL	70	86.5	70	100
	SCCV LES PATIOS D'OR DE FLEURY LES AUBRAIS	Real Estate and Real Estate Financing	FULL	64	64	80	80
	SCCV LES SUCRES	Real Estate and Real Estate Financing	EJV	47.75	47.75	50	50
	SCCV MARCQ PROJECTIM	Real Estate and Real Estate Financing	FULL	64	64	80	80
(2)	SCCV MARQUET PROJECTIM	Real Estate and Real Estate Financing	FULL		68		85



Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	SCCV MASSON BEAU	Real Estate and Real Estate Financing	ESI	30	30	30	30
(6)	SCCV MONROC - LOT 3	Real Estate and Real Estate Financing	EJV	43		50	
	SCCV MONTREUIL ACACIA	Real Estate and Real Estate Financing	FULL	80	80	80	80
	SCCV NATUREO	Real Estate and Real Estate Financing	ESI	30	30	30	30
(6)	SCCV NOAHO HABITAT	Real Estate and Real Estate Financing	FULL	97.75		100	
	SCCV PARIS ALBERT	Real Estate and Real Estate Financing	EJV	50	50	50	50
(6)	SCCV PARK OCEAN II	Real Estate and Real Estate Financing	ESI	35		35	
	SCCV PRADES BLEU HORIZON	Real Estate and Real Estate Financing	EJV	43	43	50	50
	SCCV QUAI DE SEINE A ALFORTVILLE	Real Estate and Real Estate Financing	EJV	51	50	51	50
(2)	SCCV RIVER GREEN	Real Estate and Real Estate Financing	FULL		99.6		100
	SCCV ROUEN 27 ANGLAIS	Real Estate and Real Estate Financing	FULL	100	97.82	100	100
(6)	SCCV ROUSSET - LOT 03	Real Estate and Real Estate Financing	FULL	60.2		70	
	SCCV SAY	Real Estate and Real Estate Financing	ESI	35	61	35	100
	SCCV SENGHOR	Real Estate and Real Estate Financing	ESI	35	61	35	100
(6)	SCCV SOGAB ROMAINVILLE	Real Estate and Real Estate Financing	FULL	80		80	
	SCCV SWING RIVE GAUCHE	Real Estate and Real Estate Financing	EJV	43	43	50	50
	SCCV TALENCE PUR	Real Estate and Real Estate Financing	FULL	95	97.75	95	100
	SCCV VAULX PABLO PICASSO	Real Estate and Real Estate Financing	EJV	47.75	47.75	50	50
	SCCV VERNAISON - RAZAT	Real Estate and Real Estate Financing	EJV	47.75	47.75	50	50
	SCCV VILLA CHANZY	Real Estate and Real Estate Financing	ESI	40	40	40	40
(3)	SCI 11 AVENUE DU NORD TASSIN	Real Estate and Real Estate Financing	ESI		30		30
	SCI 1134, AVENUE DE L'EUROPE A CASTELNAU LE LEZ	Real Estate and Real Estate Financing	EJV	43	43	50	50
	SCI 637 ROUTE DE FRANS	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SCI ABARITZ	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI AGIAN	Real Estate and Real Estate Financing	ESI	40	40	40	40
(3)	SCI AIX-BORD DU LAC-2	Real Estate and Real Estate Financing	EJV		50		50
	SCI ANGLET PROMOTION	Real Estate and Real Estate Financing	ESI	38.5	38.5	38.5	38.5
	SCI AQPRIM PROMOTION	Real Estate and Real Estate Financing	FULL	79.8	77.5	50	100
	SCI ASC LA BERGEONNERIE	Real Estate and Real Estate Financing	EJV	42	42	50	50
	SCI AUBERVILLIERS CREVECOEUR	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SCI AVARICUM	Real Estate and Real Estate Financing	FULL	99	99	99	99
	SCI BOBIGNY HOTEL DE VILLE	Real Estate and Real Estate Financing	ESI	35	35	35	35
(4)	SCI CAP COURROUZE	Real Estate and Real Estate Financing	FULL		65		65
	SCI CENTRE IMMO PROMOTION RESIDENCES	Real Estate and Real Estate Financing	FULL	80	80	100	100
	SCI CHARITE - GIRANDIERE	Real Estate and Real Estate Financing	EJV	50	40	50	50
	SCI CHELLES AULNOY MENDES FRANCE	Real Estate and Real Estate Financing	EJV	50	50	50	50
(3)	SCI COURBEVOIE HUDRI	Real Estate and Real Estate Financing	ESI		20		20

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	SCI D.S.N.	Real Estate and Real Estate Financing	ESI	32.5	57.5	32.5	95
(3)	SCI DELATOUR	Real Estate and Real Estate Financing	FULL		68		75
	SCI DIAGONALE	Real Estate and Real Estate Financing	FULL	68	68	75	75
	SCI DREUX LA ROTULE NORD	Real Estate and Real Estate Financing	FULL	80	80	100	100
	SCI DU 84 RUE DU BAC	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCI DU PARC SAINT ETIENNE	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI ETAMPES NOTRE-DAME	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCI ETRECHY SAINT NICOLAS	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCI EUROPARC HAUTE BORNE 1	Real Estate and Real Estate Financing	FULL	51	51	51	51
	SCI EUROPARC ST MARTIN DU TOUCH 2002	Real Estate and Real Estate Financing	FULL	100	100	100	100
(3)	SCI GRANIER MONTPELLIER	Real Estate and Real Estate Financing	EJV		43		50
	SCI HAUSQUETTE I	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI HEGEL PROJECTIM	Real Estate and Real Estate Financing	FULL	68	68	85	85
(2)	SCI HOLTZHEIM LES COLOMBES	Real Estate and Real Estate Financing	ESI		35		35
(3)	SCI ILOT CHAROST	Real Estate and Real Estate Financing	ESI		25		25
(3)	SCI ITSAS LARRUN	Real Estate and Real Estate Financing	ESI		40		40
(3)	SCI LA COURNEUVE 20-26 FRANCS TIREURS	Real Estate and Real Estate Financing	ESI		35		35
	SCI LA MANTILLA COMMERCES	Real Estate and Real Estate Financing	FULL	93	93	100	100
	SCI LA MARQUEILLE	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCI L'ACTUEL	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SCI LAVOISIER	Real Estate and Real Estate Financing	FULL	80	80	80	80
	SCI LE CERCLE DES ARTS	Real Estate and Real Estate Financing	ESI	37.5	37.5	37.5	37.5
	SCI LE DOMAINE DU PLESSIS	Real Estate and Real Estate Financing	ESI	20	20	20	20
	SCI LE HAMEAU DES GRANDS PRES	Real Estate and Real Estate Financing	EJV	40	47	40	40
	SCI LE MANOIR DE JEREMY	Real Estate and Real Estate Financing	ESI	40	40	40	40
(8)	SCI LE PARC DE BORDEROUGE	Real Estate and Real Estate Financing	FULL	60	60	60	60
(3)	SCI LE PARC ILGORA	Real Estate and Real Estate Financing	ESI		40		40
	SCI LES BAINOTS	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI LES CASTELLINES	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SCI LES JARDINS DE LA BOURBRE	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI LES JARDINS D'IRIS	Real Estate and Real Estate Financing	FULL	60	60	60	60
	SCI LES JARDINS DU BLAVET	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI LES PORTES DU LEMAN	Real Estate and Real Estate Financing	FULL	70	80	70	80
	SCI LES RESIDENCES GENEVOISES	Real Estate and Real Estate Financing	FULL	90	90	90	90
	SCI LES TERRASSES DE BEL AIR	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI LIEUSAINTE RUE DE PARIS	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SCI LINAS COEUR DE VILLE 1	Real Estate and Real Estate Financing	FULL	70	70	70	70

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	SCI LOCMINE- LAMENNAIS	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SCI L'OREE DES LACS	Real Estate and Real Estate Financing	FULL	70	70	70	70
(3)	SCI LYON 8 ALOUETTES	Real Estate and Real Estate Financing	ESI		25		25
(3)	SCI LYON 8 NIEUPORT	Real Estate and Real Estate Financing	ESI		25		25
	SCI LYON BON LAIT	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SCI LYON JOANNES	Real Estate and Real Estate Financing	EJV	47.8	47.8	50	50
	SCI MARSEILLE LE ZEPHYR	Real Estate and Real Estate Financing	FULL	55.9	55.9	65	65
(3)	SCI MASSY AMPERE	Real Estate and Real Estate Financing	ESI		40		40
(3)	SCI MEAUX FOCH	Real Estate and Real Estate Financing	ESI		35		35
	SCI MONTPELLIER JACQUES COEUR	Real Estate and Real Estate Financing	EJV	43	43	50	50
	SCI NOAHO RESIDENCES	Real Estate and Real Estate Financing	FULL	95.5	95.5	100	100
(3)	SCI NYMPHEAS BATIMENT C	Real Estate and Real Estate Financing	EJV		43		50
	SCI PARCOURS TOURS	Specialist Financing	FULL	79.82	100	100	100
(3)	SCI PARIS 182 CHATEAU DES RENTIERS	Real Estate and Real Estate Financing	FULL		63.5		60
(8)	SCI PATRIS	Real Estate and Real Estate Financing	EJV	25.8	25.8	30	30
	SCI PORTU ONDOAN	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI PROJECTIM HABITAT	Real Estate and Real Estate Financing	FULL	80	80	100	100
(3)	SCI PROJECTIM HELLEMMES SEGUIN	Real Estate and Real Estate Financing	FULL		64		80
	SCI PROJECTIM MARCQ COEUR DE VILLE	Real Estate and Real Estate Financing	EJV	48	48	60	60
	SCI PRONY	Real Estate and Real Estate Financing	EJV	50	33.33	50	33.33
	SCI QUINTEFEUILLE	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SCI QUINTESSANCE-VALESCURE	Real Estate and Real Estate Financing	EJV	48	48	50	50
	SCI REIMS GARE	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SCI RESIDENCE DU DONJON	Real Estate and Real Estate Financing	EJV	40	47	40	40
	SCI RHIN ET MOSELLE 1	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SCI RHIN ET MOSELLE 2	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SCI RIVAPRIM HABITAT	Real Estate and Real Estate Financing	FULL	92	92	100	100
	SCI RIVAPRIM RESIDENCES	Real Estate and Real Estate Financing	FULL	96	96	100	100
	SCI ROUBAIX FOCH-LECLERC	Real Estate and Real Estate Financing	ESI	30	30	30	30
(6)	SCI RSS INVESTIMMO COTE BASQUE	Real Estate and Real Estate Financing	ESI	20		20	
(2)	SCI RUE DE LA FRATERNITE	Real Estate and Real Estate Financing	ESI		25		25
(8)	SCI SAINT JEAN	Real Estate and Real Estate Financing	ESI	40	40	40	40
	SCI SAINT OUEN L'AUMONE - L'OISE	Real Estate and Real Estate Financing	EJV	38	46.75	38	38
	SCI SAINT-DENIS WILSON	Real Estate and Real Estate Financing	FULL	60	67	60	60
(2)	SCI SAINT-PIERRE-DES-CORPS/CAP 55	Real Estate and Real Estate Financing	FULL		80		100
	SCI SCS IMMOBILIER D'ENTREPRISES	Real Estate and Real Estate Financing	FULL	52.8	52.8	66	66
	SCI SOGECIP	Real Estate and Real Estate Financing	FULL	80	80	100	100
	SCI SOGECTIM	Real Estate and Real Estate Financing	FULL	80	80	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	SCI SOGEPROM ATLANTIQUE	Real Estate and Real Estate Financing	FULL	80	88	80	100
(3)	SCI SOGEPROM CIP CENTRE	Real Estate and Real Estate Financing	FULL		92		100
	SCI STRASBOURG ETOILE THUMENAU	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SCI STRASBOURG ROUTE DE WASSELONNE	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SCI TERRES NOUVELLES FRANCILIENNES	Real Estate and Real Estate Financing	FULL	80	87	80	80
	SCI TOULOUSE CENTREDA 3	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SCI VAILLANT COUTURIER	Real Estate and Real Estate Financing	ESI	25	25	25	25
	SCI VALENCE-CHAMPS DE MARS	Real Estate and Real Estate Financing	EJV	50	50	50	50
(2)	SCI VANNES AR PINEG	Real Estate and Real Estate Financing	ESI		40		40
	SCI VELRI	Group Real Estate Management Company	EJV	50	50	50	50
	SCI VILLA EMILIE	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SCI VITAL BOUHOT 16-22 NEUILLY SUR SEINE	Real Estate and Real Estate Financing	ESI	40	40	40	40
(3)	SCI-LUCE-LE CARRE D' OR-LOT E	Real Estate and Real Estate Financing	FULL		92		100
(6)	SCPI GENEPIERRE	Real Estate and Real Estate Financing	FULL	45.08		45.08	
	SEFIA	Specialist Financing	FULL	99.89	50.94	100	51
	SERVIPAR	Specialist Financing	FULL	79.82	100	100	100
	SG 29 HAUSSMANN	Financial Company	FULL	100	100	100	100
(3)	SG ACTIONS EURO SELECTION	Financial Company	FULL		58.24		58.24
(6)	SG ACTIONS FRANCE	Portfolio Management	FULL	38.14		38.14	
(6)	SG ACTIONS US	Portfolio Management	FULL	100		100	
	SG CAPITAL DEVELOPPEMENT	Portfolio Management	FULL	100	100	100	100
(5)	SG CONSUMER FINANCE	Portfolio Management	FULL		100		100
(5)	SG EURO CT	Broker	FULL		100		100
	SG EUROPEAN MORTGAGE INVESTMENTS	Financial Company	FULL	100	100	100	100
	SG FINANCIAL SERVICES HOLDING	Portfolio Management	FULL	100	100	100	100
(6)	SG FLEXIBLE	Portfolio Management	FULL	100		100	
	SG LYXOR GOVERNMENT BOND FUND	Portfolio Management	FULL	100	100	100	100
	SG LYXOR LCR FUND	Portfolio Management	FULL	100	100	100	100
	SG MONETAIRE PLUS E	Financial Company	FULL	38.45	38.45	38.45	38.45
(6)	SG OPCIMMO	Real Estate and Real Estate Financing	FULL	97.95		97.95	
	SG OPTION EUROPE	Broker	FULL	100	100	100	100
	SG SERVICES	Specialist Financing	FULL	100	100	100	100
	SG VALOR ALPHA ACTIONS FRANCE	Financial Company	FULL	75.34	75.34	75.34	75.34
	SGB FINANCE S.A.	Specialist Financing	FULL	50.94	50.94	51	51
	SGI HOLDING SIS	Group Real Estate Management Company	FULL	100	100	100	100
(3)	SNC ACTIVAL	Real Estate and Real Estate Financing	ESI		30		30
(2)	SNC BON PUIITS 1	Real Estate and Real Estate Financing	FULL		100		100
(2)	SNC BON PUIITS 2	Real Estate and Real Estate Financing	FULL		100		100
	SNC COEUR 8EME MONPLAISIR	Real Estate and Real Estate Financing	ESI	25.5	25.5	30	30
	SNC COPRIM RESIDENCES	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SNC D'AMENAGEMENT FORUM SEINE ISSY LES MOULINEAUX	Real Estate and Real Estate Financing	EJV	33.33	33.33	33.33	33.33

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	SNC DU 10 RUE MICHELET	Real Estate and Real Estate Financing	FULL	100	100	100	100
	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
(6)	SNC NEUILLY ILE DE LA JATTE	Real Estate and Real Estate Financing	ESI	40		40	
	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)	Bank	FULL	100	100	100	100
	SOCIETE CIVILE IMMOBILIERE 110 RUE DE RICHELIEU	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SOCIETE CIVILE IMMOBILIERE CAP THALASSA	Real Estate and Real Estate Financing	ESI	45	45	45	45
(3)	SOCIETE CIVILE IMMOBILIERE CAP VERT	Real Estate and Real Estate Financing	ESI		30		30
	SOCIETE CIVILE IMMOBILIERE CAP VEYRE	Real Estate and Real Estate Financing	ESI	50	50	50	50
	SOCIETE CIVILE IMMOBILIERE DE DIANE	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SOCIETE CIVILE IMMOBILIERE DE PIERLAS	Real Estate and Real Estate Financing	ESI	28	28	28	28
	SOCIETE CIVILE IMMOBILIERE DES COMBEAUX DE TIGERY	Real Estate and Real Estate Financing	FULL	99.99	99.99	100	100
	SOCIETE CIVILE IMMOBILIERE DOMAINE DURANDY	Real Estate and Real Estate Financing	ESI	25	25	25	25
	SOCIETE CIVILE IMMOBILIERE ERICA	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SOCIETE CIVILE IMMOBILIERE ESTEREL TANNERON	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SOCIETE CIVILE IMMOBILIERE FONTENAY - ESTIENNES D'ORVES	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SOCIETE CIVILE IMMOBILIERE GAMBETTA DEFENSE V	Real Estate and Real Estate Financing	ESI	20	20	20	20
	SOCIETE CIVILE IMMOBILIERE LE BOTERO	Real Estate and Real Estate Financing	ESI	30	30	30	30
(3)	SOCIETE CIVILE IMMOBILIERE LE DOMAINE DES PALMIERS	Real Estate and Real Estate Financing	ESI		45		45
	SOCIETE CIVILE IMMOBILIERE LES HAUTS DE L'ESTAQUE	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SOCIETE CIVILE IMMOBILIERE LES HAUTS DE SEPTMES	Real Estate and Real Estate Financing	ESI	25	25	25	25
	SOCIETE CIVILE IMMOBILIERE MIRECRAU	Real Estate and Real Estate Financing	ESI	35	35	35	35
	SOCIETE CIVILE IMMOBILIERE NAXOU	Real Estate and Real Estate Financing	FULL	100	100	100	100
(3)	SOCIETE CIVILE IMMOBILIERE RESIDENCE MARVEYRE	Real Estate and Real Estate Financing	ESI		30		30
	SOCIETE CIVILE IMMOBILIERE TOULDI	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOCIETE CIVILE IMMOBILIERE VERT COTEAU	Real Estate and Real Estate Financing	ESI	35	35	35	35
(5)	SOCIETE CIVILE IMMOBILIERE VOGRE	Real Estate and Real Estate Financing	FULL		99.9		99.9
	SOCIETE DE BOURSE GILBERT DUPONT	Financial Company	FULL	100	100	100	100
	SOCIETE DE LA RUE EDOUARD VII	Portfolio Management	FULL	99.91	99.91	99.91	99.91
	SOCIETE DE REALISATION DU PARC D'ACTIVITES DE TOULOUSE S O P A T	Real Estate and Real Estate Financing	ESI	100	100	100	100
	SOCIETE DES TERRAINS ET IMMEUBLES PARISIENS (STIP)	Group Real Estate Management Company	FULL	99.98	99.98	100	100
	SOCIETE DU PARC D ACTIVITE DE LA VALENTINE	Real Estate and Real Estate Financing	ESI	30	30	30	30
	SOCIETE EN NOM COLLECTIF PARNASSE	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOCIETE FINANCIERE D' ANALYSE ET DE GESTION	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE	Bank	FULL	100	100	100	100
(6)	SOCIETE GENERALE CAPITAL FINANCE	Portfolio Management	FULL	100		100	

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	SOCIETE GENERALE CAPITAL PARTENAIRES	Portfolio Management	FULL	100	100	100	100
	SOCIETE GENERALE DE BANQUE AUX ANTILLES	Bank	FULL	100	100	100	100
	SOCIETE GENERALE EQUIPMENT FINANCE S.A.	Specialist Financing	FULL	100	100	100	100
	SOCIETE GENERALE PARTICIPATIONS INDUSTRIELLES	Portfolio Management	FULL	100	100	100	100
	SOCIETE GENERALE POUR LE DEVELOPPEMENT DES OPERATIONS DE CREDIT-BAIL IMMOBILIER "SOGEBAIL"	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOCIETE GENERALE REAL ESTATE	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOCIETE GENERALE SCF	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE SECURITIES SERVICES HOLDING	Portfolio Management	FULL	100	100	100	100
	SOCIETE GENERALE SFH	Specialist Financing	FULL	100	100	100	100
	SOCIETE IMMOBILIERE DU 29 BOULEVARD HAUSSMANN	Group Real Estate Management Company	FULL	100	100	100	100
	SOCIETE IMMOBILIERE URBI ET ORBI	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOCIETE LES "PINSONS"	Real Estate and Real Estate Financing	EJV	50	50	50	50
	SOCIETE MARSEILLAISE DE CREDIT	Bank	FULL	100	100	100	100
	SOGE BEAUJOIRE	Group Real Estate Management Company	FULL	99.99	99.99	100	100
	SOGE PERIVAL I	Group Real Estate Management Company	FULL	100	100	100	100
	SOGE PERIVAL II	Group Real Estate Management Company	FULL	100	100	100	100
	SOGE PERIVAL III	Group Real Estate Management Company	FULL	100	100	100	100
	SOGE PERIVAL IV	Group Real Estate Management Company	FULL	100	100	100	100
(6)	SOGEACT.SELEC.MON.	Portfolio Management	FULL	99.78		99.78	
	SOGECAMPUS	Group Real Estate Management Company	FULL	100	100	100	100
	SOGECAP	Insurance	FULL	100	100	100	100
	SOGECAP - DIVERSIFIED LOANS FUND	Specialist Financing	FULL	100	100	100	100
(3)	SOGECAP ACTIONS	Financial Company	FULL		100		100
(6)	SOGECAP DIVERSIFIE 1	Portfolio Management	FULL	100		100	
	SOGECAP LONG TERME N°1	Financial Company	FULL	100	100	100	100
	SOGEFIM HOLDING	Portfolio Management	FULL	100	100	100	100
	SOGEFIMUR	Specialist Financing	FULL	100	100	100	100
	SOGEFINANCEMENT	Specialist Financing	FULL	100	100	100	100
	SOGEFINERG SG POUR LE FINANCEMENT DES INVESTISSEMENTS ECONOMISANT L'ENERGIE	Specialist Financing	FULL	100	100	100	100
	SOGEFONTENAY	Group Real Estate Management Company	FULL	100	100	100	100
	SOGLEASE FRANCE	Specialist Financing	FULL	100	100	100	100
	SOGEMARCHE	Group Real Estate Management Company	FULL	100	100	100	100
	SOGEPARTICIPATIONS	Portfolio Management	FULL	100	100	100	100
	SOGEPROM	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM ALPES	Real Estate and Real Estate Financing	FULL	100	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	SOGEPROM ALPES HABITAT	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM CENTRE-VAL DE LOIRE	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM CVL SERVICES	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM ENTREPRISES	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM ENTREPRISES REGIONS	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM HABITAT	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM PARTENAIRE	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM RESIDENCES	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM SERVICES	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM SUD REALISATIONS	Real Estate and Real Estate Financing	FULL	90.9	90.9	100	100
	SOGESSUR	Insurance	FULL	100	100	100	100
	SOGEVIMMO	Group Real Estate Management Company	FULL	100	100	100	100
	SOGINFO - SOCIETE DE GESTION ET D'INVESTISSEMENTS FONCIERS	Group Real Estate Management Company	FULL	100	100	100	100
(3)	SOLVEO	Real Estate and Real Estate Financing	ESI		57.5		95
(6)	ST BARNABE 13004	Real Estate and Real Estate Financing	EJV	43		50	
	STAR LEASE	Specialist Financing	FULL	100	100	100	100
	STRACE	Real Estate and Real Estate Financing	ESI	20	20	20	20
	TEMSYS	Specialist Financing	FULL	79.82	100	100	100
	URBANISME ET COMMERCE	Real Estate and Real Estate Financing	FULL	99.88	99.96	99.88	99.96
	URBANISME ET COMMERCE PROMOTION	Real Estate and Real Estate Financing	FULL	100	100	100	100
	UTEI FEYZIN	Real Estate and Real Estate Financing	ESI	30	30	30	30
(2)	UTEI LE CLOS FLEURI	Real Estate and Real Estate Financing	ESI		30		30
	VALMINVEST	Group Real Estate Management Company	FULL	100	100	100	100
	VILLA D'ARMONT	Real Estate and Real Estate Financing	ESI	40	40	40	40
<b>Ghana</b>							
	SOCIETE GENERALE GHANA LIMITED	Bank	FULL	56.67	56.67	56.67	56.67
<b>Gibraltar</b>							
	HAMBROS (GIBRALTAR NOMINEES) LIMITED	Services	FULL	100	100	100	100
	SG KLEINWORT HAMBROS BANK (GIBRALTAR) LIMITED	Bank	FULL	100	100	100	100
<b>Greece</b>							
	ALD AUTOMOTIVE S.A. LEASE OF CARS	Specialist Financing	FULL	79.82	100	100	100
(1)(2)	SOGECAP GREECE	Insurance	FULL		100		100
<b>Guernsey</b>							
	ARAMIS II SECURITIES CO, LTD	Financial Company	FULL	100	100	100	100
	CDS INTERNATIONAL LIMITED	Services	FULL	100	100	100	100
	GRANGE NOMINEES LIMITED	Bank	FULL	100	100	100	100
	GUERNSEY FINANCIAL ADVISORY SERVICES LIMITED	Bank	FULL	100	100	100	100
	GUERNSEY NOMINEES LIMITED	Bank	FULL	100	100	100	100
	HAMBROS (GUERNSEY NOMINEES) LTD	Services	FULL	100	100	100	100
	HTG LIMITED	Services	FULL	100	100	100	100
	K.B. (C.I.) NOMINEES LIMITED	Bank	FULL	100	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
(8)	KBII PCC LIMITED	Bank	FULL	100	100	100	100
(5)	KLEINWORT BENSON (CHANNEL ISLANDS) INVESTMENT MANAGEMENT LIMITED	Bank	FULL		100		100
(5)	KLEINWORT BENSON (CHANNEL ISLANDS) LIMITED	Bank	FULL		100		100
(5)	KLEINWORT BENSON (GUERNSEY) LIMITED	Bank	FULL		100		100
(5)	KLEINWORT BENSON (GUERNSEY) SERVICES LIMITED	Bank	FULL		100		100
(5)	KLEINWORT BENSON CHANNEL ISLANDS HOLDINGS LIMITED	Bank	FULL		100		100
	MISON NOMINEES LIMITED	Bank	FULL	100	100	100	100
(1)	SG HAMBROS BANK (CHANNEL ISLANDS) LTD GUERNSEY BRANCH	Bank	FULL	100	100	100	100
<b>Guinea</b>							
	SG DE BANQUES EN GUINEE	Bank	FULL	57.94	57.94	57.94	57.94
<b>Equatorial Guinea</b>							
	SOCIETE GENERALE DE BANQUES EN GUINEE EQUATORIALE	Bank	FULL	52.44	52.44	57.23	57.23
<b>Hong Kong</b>							
(1)	DESCARTES TRADING HONG KONG BRANCH	Financial Company	FULL	100	100	100	100
(2)	NEWEDGE BROKER HONG KONG LTD	Broker	FULL		100		100
	SG ASSET FINANCE (HONG KONG) LIMITED	Broker	FULL	100	100	100	100
	SG FINANCE (ASIA PACIFIC) LIMITED	Financial Company	FULL	100	100	100	100
	SG FINANCE (HONG KONG) LIMITED	Financial Company	FULL	100	100	100	100
(1)	SG HONG KONG	Bank	FULL	100	100	100	100
	SG SECURITIES (HK) NOMINEES LTD	Broker	FULL	100	100	100	100
	SG SECURITIES (HONG-KONG) LTD	Broker	FULL	100	100	100	100
	SG SECURITIES ASIA INTERNATIONAL HOLDINGS LTD (HONG-KONG)	Broker	FULL	100	100	100	100
	SOCIETE GENERALE ASIA LTD	Financial Company	FULL	100	100	100	100
	TH INVESTMENTS (HONG KONG) 1 LIMITED	Financial Company	FULL	100	100	100	100
	TH INVESTMENTS (HONG KONG) 2 LIMITED	Financial Company	FULL	100	100	100	100
	TH INVESTMENTS (HONG KONG) 5 LIMITED	Financial Company	FULL	100	100	100	100
<b>Hungary</b>							
	ALD AUTOMOTIVE MAGYARORSZAG KFT	Specialist Financing	FULL	79.82	100	100	100
(6)	MKB-EUROLEASING AUTOPARK KERESKEDELMI ES SZOLGALTATO ZARTKORUEN MUKODO RESZVENYTARSASAG	Specialist Financing	FULL	79.82		100	
	SG EQUIPMENT FINANCE HUNGARY ZRT	Specialist Financing	EFS	100	100	100	100
	SG EQUIPMENT LEASING HUNGARY LTD	Specialist Financing	EFS	100	100	100	100
<b>Isle of Man</b>							
	KBBIOM LIMITED	Bank	FULL	50	100	50	100
	KBTIOM LIMITED	Bank	FULL	100	100	100	100
<b>Cayman Islands</b>							
	AEGIS HOLDINGS (OFFSHORE) LTD.	Financial Company	FULL	100	100	100	100
	BRIDGEVIEW II LIMITED	Specialist Financing	FULL	100	100	100	100
	SOCIETE GENERALE (NORTH PACIFIC) LTD	Bank	FULL	100	100	100	100
<b>British Virgin Islands</b>							
	TSG HOLDINGS LTD	Services	FULL	100	100	100	100
	TSG MANAGEMENT LTD	Services	FULL	100	100	100	100



Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	TSG SERVICES LTD	Services	FULL	100	100	100	100
<b>India</b>							
	ALD AUTOMOTIVE PRIVATE LIMITED	Specialist Financing	EFS	79.82	100	100	100
(3)	NEWEDGE BROKER INDIA PTE LTD	Broker	FULL		100		100
(1)	SG MUMBAI	Bank	FULL	100	100	100	100
	SOCIETE GENERALE GLOBAL SOLUTION CENTRE PRIVATE	Services	FULL	100	100	100	100
	SOCIETE GENERALE SECURITIES INDIA PRIVATE LIMITED	Broker	FULL	100	100	100	100
<b>Ireland</b>							
	ALD RE DESIGNATED ACTIVITY COMPANY	Insurance	FULL	79.82	100	100	100
	INORA LIFE LTD	Insurance	FULL	100	100	100	100
	IRIS II SPV DESIGNATED ACTIVITY COMPANY	Financial Company	FULL	100	100	100	100
(6)	MERRION FLEET FINANCE LIMITED	Financial Company	FULL	79.82		100	
(6)	MERRION FLEET MANAGEMENT LIMITED	Specialist Financing	FULL	79.82		100	
(1)	SG DUBLIN	Bank	FULL	100	100	100	100
	SG KLEINWORT HAMBROS PRIVATE INVESTMENT OFFICE SERVICES LIMITED	Bank	FULL	100	100	100	100
	SGBT FINANCE IRELAND DESIGNATED ACTIVITY COMPANY	Specialist Financing	FULL	100	100	100	100
	SGSS (IRELAND) LIMITED	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE HEDGING DESIGNATED ACTIVITY COMPANY	Financial Company	FULL	100	100	100	100
<b>Italy</b>							
	ALD AUTOMOTIVE ITALIA S.R.L	Specialist Financing	FULL	79.82	100	100	100
	FIDITALIA S.P.A	Specialist Financing	FULL	100	100	100	100
	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	100	100	100
	SG FACTORING SPA	Specialist Financing	FULL	100	100	100	100
	SG LEASING SPA	Specialist Financing	FULL	100	100	100	100
(1)	SG MILAN	Bank	FULL	100	100	100	100
(1)	SOCECAP SA RAPPRESENTANZA GENERALE PER L'ITALIA	Insurance	FULL	100	100	100	100
	SOCIETE GENERALE SECURITIES SERVICES S.P.A.	Bank	FULL	100	100	100	100
(1)	SOGESSUR SA	Insurance	FULL	100	100	100	100
<b>Japan</b>							
	LYXOR ASSET MANAGEMENT JAPAN CO LTD	Portfolio Management	FULL	100	100	100	100
(1)	SG TOKYO	Bank	FULL	100	100	100	100
(1)	SOCIETE GENERALE (NORTH PACIFIC) LTD, TOKYO BRANCH	Bank	FULL	100	100	100	100
	SOCIETE GENERALE SECURITIES JAPAN LIMITED	Broker	FULL	100	100	100	100
<b>Jersey</b>							
	ELMFORD LIMITED	Services	FULL	100	100	100	100
	HANOM I LIMITED	Financial Company	FULL	100	100	100	100
	HANOM II LIMITED	Financial Company	FULL	100	100	100	100
	HANOM III LIMITED	Financial Company	FULL	100	100	100	100
	JD CORPORATE SERVICES LIMITED	Services	FULL	100	100	100	100
(5)	KLEINWORT BENSON (JERSEY) SERVICES LIMITED	Bank	FULL		100		100
	KLEINWORT BENSON CUSTODIAN SERVICES LIMITED	Bank	FULL	100	100	100	100
(7)	LYXOR MASTER FUND	Financial Company	FULL	100	100	100	100
	NEWMead TRUSTEES LIMITED	Financial Company	FULL	100	100	100	100
	SG HAMBROS (FOUNDATIONS) LTD	Financial Company	FULL	100	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
(5)	SG HAMBROS NOMINEES (JERSEY) LTD	Financial Company	FULL	100	100	100	100
	SG HAMBROS PROPERTIES (JERSEY) LTD	Financial Company	FULL		100		100
	SG KLEINWORT HAMBROS BANK (CI) LIMITED	Bank	FULL	100	100	100	100
	SG KLEINWORT HAMBROS CORPORATE SERVICES (CI) LIMITED	Portfolio Management	FULL	100	100	100	100
	SG KLEINWORT HAMBROS TRUST COMPANY (CI) LIMITED	Financial Company	FULL	100	100	100	100
	SGKH TRUSTEES (CI) LIMITED	Services	FULL	100	100	100	100
	SOLENTIS INVESTMENT SOLUTIONS PCC	Financial Company	FULL	100	100	100	100
<b>Latvia</b>							
	ALD AUTOMOTIVE SIA	Specialist Financing	EFS	59.86	75	75	75
<b>Lebanon</b>							
	SG DE BANQUE AU LIBAN	Bank	ESI	16.79	16.8	16.85	22.73
<b>Lithuania</b>							
	UAB ALD AUTOMOTIVE	Specialist Financing	EFS	59.86	75	75	75
<b>Luxembourg</b>							
	ALD INTERNATIONAL SERVICES S.A.	Specialist Financing	FULL	79.82	100	100	100
	AXA IM FIIS US SH.DUR.HIGH YIELD A DIS H	Specialist Financing	ESI	38	38	38	38
	AXUS LUXEMBOURG SA	Specialist Financing	FULL	79.82	100	100	100
	BARTON CAPITAL SA	Financial Company	FULL	100	100	100	100
	CHABON SA	Financial Company	FULL	100	100	100	100
(6)	CODEIS COMPARTIMENT A0076	Financial Company	FULL	100		100	
	CODEIS SECURITIES S.A.	Financial Company	FULL	100	100	100	100
	COVALBA	Financial Company	FULL	100	100	100	100
(6)	G FINANCE LUXEMBOURG SA	Financial Company	FULL	100		100	
	IVEFI S.A.	Financial Company	FULL	100	100	100	100
	LX FINANZ S.A.R.L.	Financial Company	FULL	100	100	100	100
	PIONEER INVESTMENTS DIVERSIFIED LOANS FUND	Specialist Financing	FULL	100	100	100	100
	RED & BLACK AUTO LEASE GERMANY 2 S.A.	Financial Company	FULL	79.82	100	100	100
	SG ISSUER	Financial Company	FULL	100	100	100	100
	SGBT ASSET BASED FUNDING SA	Financial Company	FULL	100	100	100	100
	SGBT CI	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE BANK & TRUST	Bank	FULL	100	100	100	100
	SOCIETE GENERALE CAPITAL MARKET FINANCE	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE FINANCING AND DISTRIBUTION	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE LDG	Bank	FULL	100	100	100	100
	SOCIETE GENERALE LIFE INSURANCE BROKER SA	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE PRIVATE WEALTH MANAGEMENT S.A.	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE RE SA	Insurance	FULL	100	100	100	100
(6)	SOCIETE IMMOBILIERE DE L'ARSENAL	Group Real Estate Management Company	FULL	100		100	
	SOGELIFE	Insurance	FULL	100	100	100	100
<b>Macedonia</b>							
	OHRIDSKA BANKA AD SKOPJE	Bank	FULL	70.02	70.02	70.96	71.33
<b>Madagascar</b>							
	BANKY FAMPANDROSOANA VAROTRA SG	Bank	FULL	70	70	70	70
<b>Malta</b>							
	LNG MALTA INVESTMENT 1 LIMITED	Financial Company	FULL	100	100	100	100
	LNG MALTA INVESTMENT 2 LIMITED	Financial Company	FULL	100	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
<b>Morocco</b>							
	ALD AUTOMOTIVE SA MAROC	Specialist Financing	FULL	36.56	43.62	50	50
	ATHENA COURTAGE	Insurance	FULL	58.41	58.35	99.93	99.93
	FONCIMMO	Group Real Estate Management Company	FULL	57.53	57.46	100	100
	LA MAROCAINE VIE	Insurance	FULL	89.02	89	99.98	99.98
	SG MAROCAINE DE BANQUES	Bank	FULL	57.53	57.46	57.53	57.46
	SOCIETE D' EQUIPEMENT DOMESTIQUE ET MENAGER "EQDOM"	Specialist Financing	FULL	45.75	45.73	53.72	53.72
	SOCIETE GENERALE DE LEASING AU MAROC	Specialist Financing	FULL	57.53	57.46	100	100
	SOCIETE GENERALE TANGER OFFSHORE	Financial Company	FULL	57.46	57.39	99.88	99.88
	SOGECAPITAL GESTION	Financial Company	FULL	57.49	57.43	99.94	99.94
(6)	SOGECAPITAL PLACEMENT	Portfolio Management	FULL	57.5		99.96	
	SOGEFINANCEMENT MAROC	Specialist Financing	FULL	57.53	57.46	100	100
<b>Mauritius</b>							
	SG SECURITIES BROKING (M) LIMITED	Broker	FULL	100	100	100	100
<b>Mexico</b>							
	ALD AUTOMOTIVE S.A. DE C.V.	Specialist Financing	FULL	79.82	100	100	100
	ALD FLEET SA DE CV SOFOM ENR	Specialist Financing	FULL	79.82	100	100	100
	SGFP MEXICO, S.A. DE C.V.	Financial Company	FULL	100	100	100	100
<b>Moldova</b>							
	MOBIASBANCA GROUPE SOCIETE GENERALE	Bank	FULL	79.93	79.93	87.9	87.9
<b>Monaco</b>							
(1)	CREDIT DU NORD - MONACO	Bank	FULL	100	100	100	100
(1)	SMC MONACO	Bank	FULL	100	100	100	100
(1)	SOCIÉTÉ GÉNÉRALE (SUCCURSALE MONACO)	Bank	FULL	100	100	100	100
	SOCIÉTÉ GENERALE PRIVATE BANKING (MONACO)	Bank	FULL	100	100	100	100
<b>Montenegro</b>							
	SOCIETE GENERALE BANKA MONTENEGRO A.D.	Bank	FULL	90.56	90.56	90.56	90.56
<b>Norway</b>							
	ALD AUTOMOTIVE AS	Specialist Financing	FULL	79.82	100	100	100
	NF FLEET AS	Specialist Financing	FULL	63.85	80	80	80
	SG FINANS AS	Specialist Financing	FULL	100	100	100	100
<b>New Caledonia</b>							
	CREDICAL	Specialist Financing	FULL	87.07	87.07	96.64	96.64
	SOCIETE GENERALE CALEDONIENNE DE BANQUE	Bank	FULL	90.1	90.1	90.1	90.1
<b>Netherlands</b>							
	ALVARENGA INVESTMENTS B.V.	Specialist Financing	FULL	100	100	100	100
(6)	ASTEROLD B.V.	Financial Company	FULL	100		100	
	AXUS FINANCE NL B.V.	Specialist Financing	FULL	79.82	100	100	100
	AXUS NEDERLAND BV	Specialist Financing	FULL	79.82	100	100	100
	BRIGANTIA INVESTMENTS B.V.	Financial Company	FULL	100	100	100	100
(6)	COPARER HOLDING	Group Real Estate Management Company	FULL	100		100	
	HERFSTTAFEL INVESTMENTS B.V.	Specialist Financing	FULL	100	100	100	100
	HORDLE FINANCE B.V.	Financial Company	FULL	100	100	100	100
	MONTALIS INVESTMENT BV	Specialist Financing	FULL	100	100	100	100
(1)	SG AMSTERDAM	Bank	FULL	100	100	100	100
	SG EQUIPMENT FINANCE BENELUX BV	Specialist Financing	FULL	100	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	SOGLEASE B.V.	Specialist Financing	FULL	100	100	100	100
	SOGLEASE FILMS	Specialist Financing	FULL	100	100	100	100
	TYNEVOR B.V.	Financial Company	FULL	100	100	100	100
<b>The Philippines</b>							
(1)	SOCIETE GENERALE MANILA OFFSHORE BRANCH	Bank	FULL	100	100	100	100
<b>Poland</b>							
	ALD AUTOMOTIVE POLSKA SP Z O.O.	Specialist Financing	FULL	79.82	100	100	100
	EURO BANK S.A.	Bank	FULL	99.99	99.97	99.99	99.97
	PEMA POLSKA SP.Z O.O.	Services	FULL	100	100	100	100
	SG EQUIPMENT LEASING POLSKA SP Z.O.O.	Specialist Financing	FULL	100	100	100	100
(1)	SOCIETE GENERALE S.A. ODDZIAL W POLSCE	Bank	FULL	100	100	100	100
(1)	SOGECAP RISQUES DIVERS SPOLKA AKCYJNA ODDZIAL W POLSCE	Insurance	FULL	100	100	100	100
(1)	SOGECAP SPOLKA AKCYJNA ODDZIAL W POLSCE	Insurance	FULL	100	100	100	100
<b>French Polynesia</b>							
	BANQUE DE POLYNESIE	Bank	FULL	72.1	72.1	72.1	72.1
	SOGLEASE BDP "SAS"	Specialist Financing	FULL	72.1	72.1	100	100
<b>Portugal</b>							
(5)	PARCOURS PORTUGAL SA	Specialist Financing	FULL		100		100
	SGALD AUTOMOTIVE SOCIEDADE GERAL DE COMERCIO E ALUGUER DE BENZ SA	Specialist Financing	FULL	79.82	100	100	100
<b>Czech Republic</b>							
	ALD AUTOMOTIVE SRO	Specialist Financing	FULL	79.82	100	100	100
	CATAPS	Services	ESI	12.15	12.15	20	20
	ESOX SRO	Specialist Financing	FULL	80	80	100	100
	FACTORING KB	Financial Company	FULL	60.73	60.73	100	100
	KB PENZIJNI SPOLECNOST, A.S.	Financial Company	FULL	60.73	60.73	100	100
	KB REAL ESTATE	Real Estate and Real Estate Financing	FULL	60.73	60.73	100	100
	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	100
	MODRA PYRAMIDA STAVEBNI SPORITELNA AS	Financial Company	FULL	60.73	60.73	100	100
(4)	NP 33	Real Estate and Real Estate Financing	FULL		60.73		100
	PEMA PRAHA SPOL. S.R.O.	Specialist Financing	FULL	100	100	100	100
	PROTOS	Financial Company	FULL	60.73	60.73	100	100
(6)	PSA FINANCE CESKA REPUBLIKA SRO	Specialist Financing	FULL	80		100	
	SG EQUIPMENT FINANCE CZECH REPUBLIC S.R.O.	Specialist Financing	FULL	80.33	80.33	100	100
	SOGEPROM CESKA REPUBLIKA S.R.O.	Real Estate and Real Estate Financing	FULL	100	100	100	100
	SOGEPROM MICHLE S.R.O.	Real Estate and Real Estate Financing	FULL	100	100	100	100
(6)	STD2, A.S.	Group Real Estate Management Company	FULL	60.73		100	
	VN 42	Real Estate and Real Estate Financing	FULL	60.73	60.73	100	100
<b>Romania</b>							
	ALD AUTOMOTIVE SRL	Specialist Financing	FULL	75.89	92.03	100	100
	BRD - GROUPE SOCIETE GENERALE SA	Bank	FULL	60.17	60.17	60.17	60.17
	BRD ASSET MANAGEMENT SAI SA	Portfolio Management	FULL	60.15	60.15	99.97	99.97
	BRD FINANCE IFN S.A.	Financial Company	FULL	80.48	80.48	100	100
	S.C. BRD SOGLEASE IFN S.A.	Specialist Financing	FULL	60.17	60.17	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	S.C. ROGARIU IMOBILIARE S.R.L.	Real Estate and Real Estate Financing	FULL	75	75	75	75
	SOCIETE GENERALE EUROPEAN BUSINESS SERVICES S.A.	Services	FULL	100	99.99	100	100
	SOGEPROM ROMANIA SRL	Real Estate and Real Estate Financing	FULL	100	100	100	100
<b>United Kingdom</b>							
	ACR	Financial Company	FULL	100	100	100	100
	ALD AUTOMOTIVE GROUP PLC	Specialist Financing	FULL	79.82	100	100	100
	ALD AUTOMOTIVE LIMITED	Specialist Financing	FULL	79.82	100	100	100
	ALD FUNDING LIMITED	Specialist Financing	FULL	79.82	100	100	100
(1)	BRIDGEVIEW II LIMITED (UK BRANCH)	Specialist Financing	FULL	100	100	100	100
(1)	BRIGANTIA INVESTMENTS B.V. (UK BRANCH)	Financial Company	FULL	100	100	100	100
(1)	DESCARTES TRADING LONDON BRANCH	Financial Company	FULL	100	100	100	100
	FENCHURCH NOMINEES LIMITED	Bank	FULL	100	100	100	100
	FRANK NOMINEES LIMITED	Bank	FULL	100	100	100	100
(2)	HOLMES DROLLED LIMITED	Bank	FULL		100		100
(1)	HORDLE FINANCE B.V. (UK BRANCH)	Financial Company	FULL	100	100	100	100
(8)	JWB LEASE HOLDINGS LIMITED	Specialist Financing	FULL	100	100	100	100
	JWB LEASING LIMITED PARTNERSHIP	Specialist Financing	FULL	100	100	100	100
	KBIM STANDBY NOMINEES LIMITED	Bank	FULL	100	100	100	100
	KBPB NOMINEES LIMITED	Bank	FULL	100	100	100	100
(5)	KLEINWORT BENSON BANK LIMITED	Bank	FULL		100		100
	KLEINWORT BENSON FARMLAND TRUST (MANAGERS) LIMITED	Bank	FULL	75	100	75	100
	KLEINWORT BENSON UNIT TRUSTS LIMITED	Bank	FULL	100	100	100	100
	LANGBOURN NOMINEES LIMITED	Bank	FULL	100	100	100	100
(2)	LNG INVESTMENT 1 LTD	Financial Company	FULL		100		100
(2)	LNG INVESTMENT 2 LTD	Financial Company	FULL		100		100
	LYXOR ASSET MANAGEMENT UK LLP	Financial Company	FULL	100	100	100	100
	MAGPIE ROSE LIMITED	Bank	FULL	100	100	100	100
(2)	PARCOURS UK LIMITED	Specialist Financing	FULL		100		100
	PICO WESTWOOD LIMITED	Bank	FULL	100	100	100	100
	ROBERT BENSON, LONSDALE & CO (CANADA) LIMITED	Bank	FULL	100	100	100	100
	SAINT MELROSE LIMITED	Bank	FULL	100	100	100	100
(6)	SG (MARITIME) LEASING LIMITED	Specialist Financing	FULL	100		100	
	SG EQUIPMENT FINANCE (DECEMBER) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG EQUIPMENT FINANCE LEASING LIMITED	Specialist Financing	FULL	100	100	100	100
	SG EQUIPMENT FINANCE OPERATING LEASING LIMITED	Specialist Financing	FULL	100	100	100	100
	SG EQUIPMENT FINANCE RENTAL LIMITED	Specialist Financing	FULL	100	100	100	100
	SG FINANCIAL SERVICES LIMITED	Financial Company	FULL	100	100	100	100
	SG HAMBROS (LONDON) NOMINEES LIMITED	Financial Company	FULL	100	100	100	100
	SG HAMBROS TRUST COMPANY LTD	Financial Company	FULL	100	100	100	100
	SG HEALTHCARE BENEFITS TRUSTEE COMPANY LIMITED	Financial Company	FULL	100	100	100	100
	SG INVESTMENT LIMITED	Financial Company	FULL	100	100	100	100
	SG KLEINWORT HAMBROS BANK LIMITED	Bank	FULL	100	100	100	100
	SG KLEINWORT HAMBROS LIMITED	Bank	FULL	100	100	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at	at	at	at	
			31.12.2017	31.12.2016	31.12.2017	31.12.2016	
	SG KLEINWORT HAMBROS TRUST COMPANY (UK) LIMITED	Bank	FULL	100	100	100	100
	SG LEASING (ASSETS) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING (CENTRAL 1) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING (CENTRAL 3) LIMITED	Specialist Financing	FULL	100	100	100	100
(8)	SG LEASING (DECEMBER) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING (GEMS) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING (JUNE) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING (MARCH) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING (USD) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING (UTILITIES) LIMITED	Specialist Financing	FULL	100	100	100	100
	SG LEASING IX	Specialist Financing	FULL	100	100	100	100
(8)	SG LEASING XII	Specialist Financing	FULL	100	100	100	100
(1)	SG LONDRES	Bank	FULL	100	100	100	100
	SGFLD LIMITED	Financial Company	FULL	100	100	100	100
	SOCGEN NOMINEES (UK) LIMITED	Financial Company	FULL	100	100	100	100
	SOCIETE GENERALE EQUIPMENT FINANCE LIMITED	Specialist Financing	FULL	100	100	100	100
	SOCIETE GENERALE INTERNATIONAL LIMITED	Broker	FULL	100	100	100	100
	SOCIETE GENERALE INVESTMENTS (U.K.) LIMITED	Financial Company	FULL	100	100	100	100
(8)	SOCIETE GENERALE SECURITIES SERVICES UK LIMITED	Broker	FULL	100	100	100	100
	STRABUL NOMINEES LIMITED	Financial Company	FULL	100	100	100	100
(8)	TALOS HOLDING LTD	Financial Company	FULL	100	100	100	100
(8)	TALOS SECURITIES LTD	Broker	FULL	100	100	100	100
(1)	TH INVESTMENTS (HONG KONG) 2 LIMITED	Financial Company	FULL	100	100	100	100
(2)	TH LEASING (JUNE) LIMITED	Specialist Financing	FULL		100		100
(2)	TH STRUCTURED ASSET FINANCE LIMITED	Financial Company	FULL		100		100
	THE EIFFEL LIMITED PARTNERSHIP	Specialist Financing	FULL	100	100	100	100
	THE FENCHURCH PARTNERSHIP	Financial Company	FULL	100	100	100	100
(1)	TYNEVOR B.V. (UK BRANCH)	Financial Company	FULL	100	100	100	100
<b>Russian Federation</b>							
	ALD AUTOMOTIVE OOO	Specialist Financing	FULL	79.82	100	100	100
	CLOSED JOINT STOCK COMPANY SG FINANCE	Specialist Financing	EFS	99.95	100	100	100
	COMMERCIAL BANK DELTACREDIT JOINT STOCK COMPANY	Bank	FULL	99.95	99.95	100	100
	CREDIT INSTITUTION OBYEDINYONNAYA RASCHOTNAYA SISTEMA	Financial Company	FULL	99.95	99.95	100	100
	JSC TELSICOM	Services	FULL	99.95	99.95	100	100
	LLC RUSFINANCE	Bank	FULL	99.95	99.95	100	100
	LLC RUSFINANCE BANK	Bank	FULL	99.95	99.95	100	100
	PJSC ROSBANK	Bank	FULL	99.95	99.95	99.95	99.95
(2)	PROEKTINVEST LLC	Group Real Estate Management Company	FULL		99.95		100
	RB FACTORING LLC	Specialist Financing	FULL	99.95	99.95	100	100
	RB LEASING LLC	Specialist Financing	FULL	99.95	99.95	100	100
	RB SERVICE LLC	Group Real Estate Management Company	FULL	99.95	99.95	100	100
	RB SPECIALIZED DEPOSITARY LLC	Financial Company	FULL	99.95	99.95	100	100
	SG STRAKHOVANIE LLC	Insurance	FULL	99.99	99.99	100	100
	SOCIETE GENERALE STRAKHOVANIE ZHIZNI LLC	Insurance	FULL	99.99	99.99	100	100

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
	SOSNOVKA LLC	Group Real Estate Management Company	FULL	99.95	99.95	100	100
(2)	VALMONT LLC	Group Real Estate Management Company	FULL		99.95		100
<b>Senegal</b>							
	SOCIETE GENERALE DE BANQUES AU SENEGAL	Bank	FULL	64.45	64.45	64.87	64.87
<b>Serbia</b>							
	ALD AUTOMOTIVE D.O.O BEOGRAD	Specialist Financing	FULL	79.82	100	100	100
	SOCIETE GENERALE BANKA SRBIJA	Bank	FULL	100	100	100	100
	SOGELEASE SRBIJA D.O.O.	Specialist Financing	FULL	100	100	100	100
<b>Singapore</b>							
	SG MARKETS (SEA) PTE. LTD.	Broker	FULL	100	100	100	100
	SG SECURITIES (SINGAPORE) PTE. LTD.	Broker	FULL	100	100	100	100
(1)	SG SINGAPOUR	Bank	FULL	100	100	100	100
	SG TRUST (ASIA) LTD	Financial Company	FULL	100	100	100	100
<b>Slovakia</b>							
	ALD AUTOMOTIVE SLOVAKIA S.R.O.	Specialist Financing	FULL	79.82	100	100	100
(1)	KOMERCNI BANKA BRATISLAVA	Bank	FULL	60.73	60.73	100	100
	PEMA SLOVAKIA SPOL.S.R.O.	Specialist Financing	FULL	100	100	100	100
(6)	PSA FINANCE SLOVAKIA SRO	Specialist Financing	FULL	80		100	
(1)	SG EQUIPMENT FINANCE CZECH REPUBLIC S.R.O. ORGANIZACNA ZLOZKA (SLOVAK RUPUBLIC BRANCH)	Specialist Financing	FULL	80.33	80.33	100	100
<b>Slovenia</b>							
	ALD AUTOMOTIVE OPERATIONAL LEASING DOO	Specialist Financing	FULL	79.82	100	100	100
	SKB LEASING D.O.O.	Specialist Financing	FULL	99.73	99.73	100	100
	SKB BANKA D.D. LJUBLJANA	Bank	FULL	99.73	99.73	99.73	99.73
	SKB LEASING SELECT D.O.O.	Specialist Financing	FULL	99.73	99.73	100	100
<b>Sweden</b>							
	ALD AUTOMOTIVE AB	Specialist Financing	FULL	79.82	100	100	100
	NF FLEET AB	Specialist Financing	FULL	63.85	80	80	80
	PEMA TRUCK- OCH TRAILERUTHYRNING AB	Specialist Financing	FULL	100	100	100	100
(1)	SG FINANS AS SWEDISH BRANCH	Specialist Financing	FULL	100	100	100	100
(1)(6)	SOCIETE GENERALE SA BANKFILIAL SVERIGE	Bank	FULL	100		100	
<b>Switzerland</b>							
	ALD AUTOMOTIVE AG	Specialist Financing	FULL	79.82	100	100	100
	PEMA TRUCK- UND TRAILERVERMIETUNG GMBH	Specialist Financing	FULL	100	100	100	100
(8)	ROSBANK (SWITZERLAND)	Bank	FULL	99.95	99.95	100	100
	SG EQUIPMENT FINANCE SCHWEIZ AG	Specialist Financing	FULL	100	100	100	100
(1)	SG ZURICH	Bank	FULL	100	100	100	100
	SOCIETE GENERALE PRIVATE BANKING (SUISSE) S.A.	Bank	FULL	100	100	100	100
<b>Taiwan</b>							
(1)	SG SECURITIES (HONG KONG) LIMITED TAIPEI BRANCH	Broker	FULL	100	100	100	100
(1)	SG TAIPEI	Bank	FULL	100	100	100	100
<b>Chad</b>							
	SOCIETE GENERALE TCHAD	Bank	FULL	56.86	55.19	67.83	66.16
<b>Thailand</b>							
(6)	SOCIETE GENERALE SECURITIES (THAILAND) LTD.	Broker	FULL	100		100	
<b>Togo</b>							

Country	Activity	Method*	Group ownership interest		Group voting interest		
			at 31.12.2017	at 31.12.2016	at 31.12.2017	at 31.12.2016	
(1)	SOCIETE GENERALE TOGO	Bank	FULL	89.64	88.34	100	100
<b>Tunisia</b>							
	UNION INTERNATIONALE DE BANQUES	Bank	FULL	55.1	55.1	52.34	52.34
<b>Turkey</b>							
	ALD AUTOMOTIVE TURIZM TICARET ANONIM SIRKETI	Specialist Financing	FULL	79.82	100	100	100
(1)	SG ISTANBUL	Bank	FULL	100	100	100	100
<b>Ukraine</b>							
	ALD AUTOMOTIVE UKRAINE LIMITED LIABILITY COMPANY	Specialist Financing	EFS	79.82	100	100	100

*FULL: Full consolidation - JO: Joint Operation - EJV: Equity (Joint Venture) - ESI: Equity (significant influence) - EFS: Equity For Simplification (Entities controlled by the Group that are consolidated using the equity method for simplification due to their limited materiality).*

(1) Branches

(2) Entities wound up in 2017

(3) Removal from the scope in 2017

(4) Entities sold in 2017

(5) Merged in 2017

(6) Newly consolidated in 2017

(7) Including 96 funds

(8) Wind up in process



## NOTE 8.7 - FEES PAID TO STATUTORY AUDITORS

The consolidated financial statements of Societe Generale Group are certified jointly by Ernst & Young et Autres, represented by Mrs. Isabelle Santenac, on the one hand; and Deloitte et Associés, represented by Mr. José-Luis Garcia, on the other hand.

On the proposal of the Board of Directors, the Annual General Meeting held on 22 May 2012 appointed Ernst & Young et Autres and renewed the mandate of Deloitte et Associés, for six years.

Further to the publication of the European regulation on the audit reform, a new approval policy of the non-audit services of statutory auditors ("SACC") and their network was set up by the Audit and Internal Control Committee of Societe Generale (CACI) to verify its compliance in relation to the new regulation before to the launch of the mission.

A synthesis of the SACC (approved or refused) is presented to every session of the CACI.

In addition, a report on the fees according to type of mission (audit or non-audit) is submitted each year to the CACI.

Lastly, the Finance Departments of the entities and business divisions annually appraise the quality of the audits performed by Deloitte et Associés and Ernst & Young et Autres. The conclusions of this survey are presented to the CACI.

### AMOUNTS OF STATUTORY AUDITORS' FEES PRESENTED IN THE INCOME STATEMENT

		Ernst & Young et Autres		Deloitte et Associés		TOTAL	
		2017	2016	2017	2016	2017	2016
<i>(In millions of euros excl. VAT)</i>							
Statutory audit, certification, examination of parent company and consolidated accounts	Issuer	7	4	9	6	16	10
	Fully consolidated subsidiaries	17	14	14	11	31	25
<b>Sub-total Audit</b>		<b>24</b>	<b>18</b>	<b>23</b>	<b>17</b>	<b>47</b>	<b>35</b>
Non-audit services (SACC)	Issuer	1	2	1	1	2	3
	Fully consolidated subsidiaries	1	2	1	2	2	4
<b>Total</b>		<b>26</b>	<b>22</b>	<b>25</b>	<b>20</b>	<b>51</b>	<b>42</b>