# SG SFH & SG SCF SOCIETE GENERALE COVERED BOND PROGRAMS © COVERED BOND

## **INVESTOR PRESENTATION**



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# Two issuers under a strict regulation with similar structure

Set a new standard in covered bonds' market

Many points in common							
Legal framework	Collateral strategy	Organization & governance	Strict monitoring	Transparency			
<ul> <li>Licensed by French regulator as specialized credit institution (établissement de crédit spécialisé)</li> <li>Bankruptcy remote from Societe Generale</li> <li>Double recourse on Societe Generale and on the cover pool</li> </ul>	<ul><li>Originated by Societe Generale</li><li>Homogeneous cover pools</li></ul>	<ul> <li>Fully owned and supported by Societe Generale</li> <li>Common governance</li> </ul>	<ul> <li>Independent Cover Pool Monitor</li> <li>Regulated by the French banking regulator</li> <li>Direct ECB supervision</li> </ul>	<ul> <li>ECBC Covered Bond Label</li> <li>Harmonised Transparency Template (HTT) monthly reporting</li> </ul>			

### **SG SFH Program**

- **EUR 70bn** program listed in Paris
- Rated Aaa/AAA by Moody's/Fitch Ratings
- Positive Impact framework with CBI certification

### **SG SCF Program**

- **EUR 20bn** program listed in Paris
- Rated Aaa/AAA by Moody's/Standard & Poor's
- Collateral type: **public sector exposures** only, including sovereign, municipalities and export credit agencies



## A very strong legal and regulatory framework for a highest level of investors' protection

### **Supervision**

- Direct supervision by the European Central Bank
- Monitoring of the cover pool and certification of the legal ratios by an independent statutory auditor (Cover Pool Monitor)





### **Exclusive legal purpose**

- Business purpose limited by law to the sole refinancing of eligible assets
- Restricted legal eligibility criteria targeting an extremely high-quality collateral selection
- Global amount of exposure to credit institution limited to 15% of the privileged debt

### **Legal mitigants**

- Legal Cover Ratio (105%)
- Liquidity needs coverage for a 180 days period with restricted liquid assets
- Strict monitoring of asset liability mismatch in terms of WAL and gaps with regulatory limits



### **Transfer of Collateral**

- Valid and enforceable legal transfer of full title as security under the European Collateral Directive
- Provides a double recourse on the cover pool and on SG



# Derogation from the insolvency regime

- Segregation of cover pool assets and legal preferential claim for covered bonds investors
- Absolute seniority of payments over all creditors, no early redemption or acceleration
- Regulated covered bonds are exempted from bail-in (BRRD)



## A preferential regulatory treatment of covered bonds for bank investors



European Covered Bond 'Premium' Label delivered since July 8<sup>th</sup>, 2022, guarantees the respect of CRR Art. 129

10% Risk Weight
under
Capital
Requirements
Regulations (CRR)

### SG SFH (Art 129.1.e)

- Residential loans all fully guaranteed by Crédit Logement (Aa3/AA for Moody's/DBRS)
- Loan to Income (LTI) lower or equal to 33%
- No mortgage liens on the residential property at loan origination and for loans granted from 1 January 2014 the borrower is contractually committed not to grant such liens without the credit institution's consent

### SG SCF (Art 129.1.a.b)

- Exposures to or guaranteed by EU central and local governments and public sector entities
- Exposures to or guaranteed by third country (other than EU) central and local governments public sector entities rated step 1

L1 & L2A

High Quality Liquid
Assets

- Compliant with Covered Bond Directive (EU) 2019/2162
- Minimum issuance size (at least EUR 250 million for L2A and EUR 500 million for L1)
- Step 1 covered bond rating by at least 1 ECAI
- Overcollateralization > 2% for L1 and 7% for L2A (SG SCF: 61.4% and SG SFH: 22.2%)\*\*
- Global exposures towards Credit institutions <15 % of outstanding covered bonds

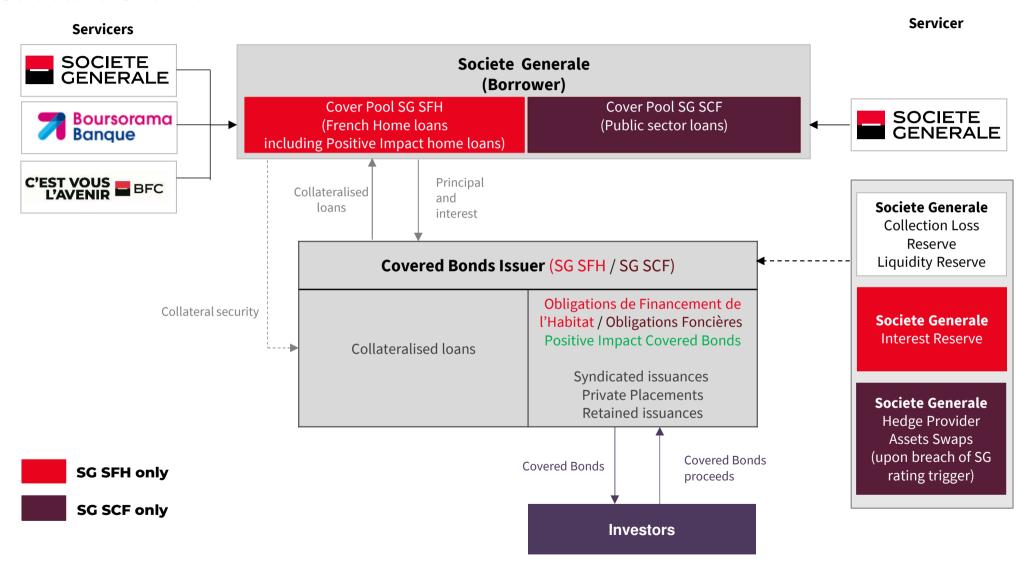
<sup>\*\*</sup> Figures as of 30 September 2024



<sup>\* \*</sup>cf. HTT Report available on the investor website (https://investors.societegenerale.com/fr/informations-financieres-et-extra-financiere/investisseurs-dette)

# STRUCTURE OVERVIEW AND GOVERNANCE

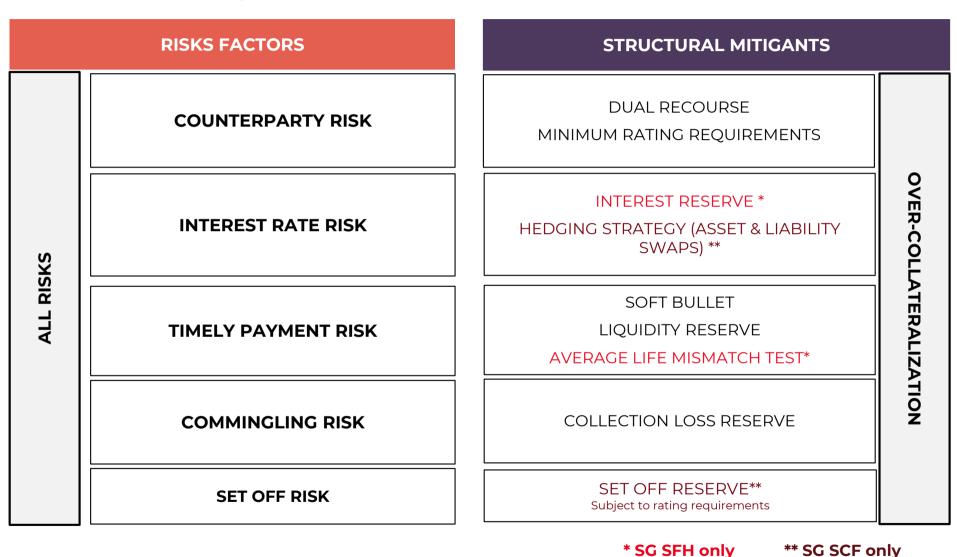
### **Structure Overview**





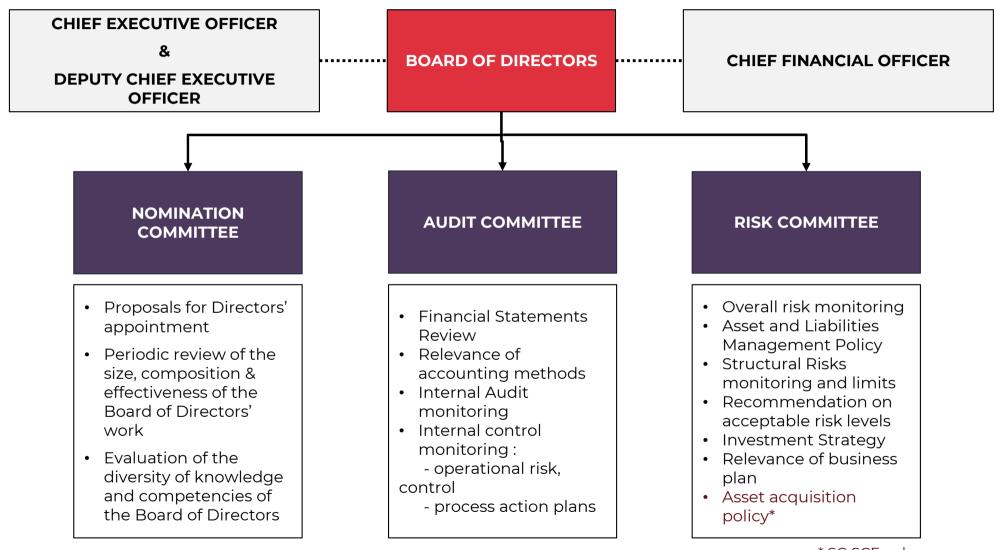
# STRUCTURE OVERVIEW AND GOVERNANCE

# **Risks and Structural Mitigants**





# A dedicated governance with a strong control environment





# 2

# SG SFH COVERED BOND PROGRAM



# A collateral investment policy in line with SG Group business strategy

# Strategic integration in the Group

- SG SFH is the main refinancing entity for the French Home Loan business originated by the SG Group French Retail Network
- Provides lower cost of funding to increase SG Group competitiveness

### **Market**

segment

- · High quality and well performing prime home loans
- Dedicated mutual guarantee mechanism (Crédit Logement)

# Concentration on core competencies

- Home loans represent 51,5% of French retail network outstanding loans granted to individual customers
- Sustained home loan production focusing on upscale clients

# Strict selection criteria

- Double credit approval by SG and by Crédit Logement at loan origination
- Due diligence of the selected assets by the Cover Pool Monitor in respect of compliance with legal criteria
- Additional self-imposed investment restrictions at SG SFH level: residual maturity can not exceed 30 years, no unpaid installment, borrowers are not SG employees





### Integrating SG Group environmental strategy: Positive Impact Covered Bond Framework & Issuance

### POSITIVE IMPACT COVERED BOND FRAMEWORK

### **USE OF PROCEEDS & TARGET IMPACT**

- ✓ Use of proceeds: to refinance mortgages on residential properties that belong to the top 15% carbon efficient dwellings in metropolitan France
- ✓ Positive contribution to climate and support to the transition to a low carbon future
- ✓ Contribution to SDG target 7.3 and SDG 13





### **SELECTION OF POSITIVE IMPACT MORTGAGES**

- ✓ Criteria of the underlying property:
  - Located in Metropolitan France
  - Destined to be exclusively used for main housing
  - Top 15% carbon efficient residential properties



### **ASSESSMENT & REPORTING**

- ✓ The positive impact on climate change is estimated with the support of the external consultant company Wild Trees, **taking into consideration potential negative externalities**
- ✓ Annual reporting until maturity on:
  - Total outstanding amount of eligible mortgages
  - Estimated annual energy savings (in MWh)
  - Annual GHG emissions in tons of CO2 equivalent saved

# TRANSPARENCY

- ✓ Second Party Opinion by ISS ESG on the alignment PPIF, the ICMA Principles and the EU GBS on a best effort basis
- Top 15% selection methodology developed with Wild Trees
- ✓ Impact measurement methodology developed by Wild Trees



ISS ESG ≥

### **POSITIVE IMPACT COVERED BOND ISSUANCE**

ISIN	Issue date	Currency	Amount issued (M)	Maturity date	Coupon (%)
FR0013434321	18-Jul-19	EUR	1,000	18-Jul-29	0.125
FR0013481207	11-Feb-20	EUR	1,000	11-Feb-30	0.01
FR0014006UI2	02-Dec-21	EUR	1,500	02-Dec-26	0.01
Total			3,500		

 Net proceeds of the Positive Impact Covered Bond issued since 2019 by SG SFH are 100% allocated to the portfolio of Eligible Loans refinancing consequently 63% of this portfolio's global amount

# SOCIETE GENERALE

### PORTFOLIO OF ELIGIBLE LOANS (as of 29/12/2023)

	Societe Generale Financing					Indicators attributable to SG share in financing			ing
SG SFH	Signed Amount	Number of Loans **	Notional Share of Total Portfolio	Eligibility for Green Positive Impact Bonds	Allocated Amount*	Remaining Average Portfolio Lifetime	Estimated floor area	Estimated annual GHG emissions reduced or avoided ***	Annual Energy savings
	EUR m eq.		96	%	EUR m eq.	years	m <sup>2</sup>	tCO₂eq.	MWh
Residential Buildings (Total)	5,546	36,853	100	100	3,500	17.5	1,827,699	11,270	97,844
Multi-family	3,744	24,562	63	100	E.	17.7	1,054,725	5,321	46,197
Single-family	1,802	12,291	37	100		17.2	772,974	5,949	51,647

\*based on the Harmonized Framework for Impact Reporting guidelines:

https://www.icmagroup.org/assets/documents/Regulatory/Green-Bonds/June-2019/Handbook-Harmonized-Framework-for-Impact-Reporting-WEB-100619.pdf

\*\*as defined in SG SFH Positive Impact Covered Bond Framework:

https://www.societegenerale.com/sites/default/files/documents/Notations%20Financi%C3%A8res/sg\_sfh\_positive\_impact\_covered\_bond\_framework\_june2019.pdf

\*\*\*as defined in the methodology described in the Societe Generale Sustainable & Positive Impact Bonds Reporting https://www.societegenerale.com/sites/default/files/documents/2024-05/spif-reporting-as-of-2023-12-29.pdf

# Strategic integration in SG Group: diversified home loans origination & sources of collateral

# TWO STRONG AND COMPLEMENTARY BRANDS REFINANCED THROUGH SG SFH





A solid universal bank at the service of the economy

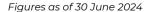
N°1 online bank in France

Leading player of the brokerage and online savings

€ 43.6bn home loans outstanding

€ 8.2bn home loans outstanding

Total cover pool = € 51.8bn





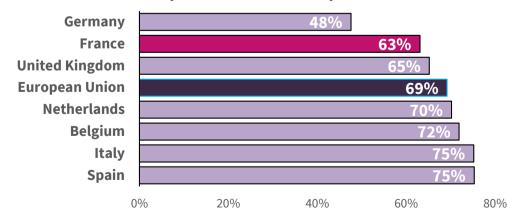


### Slow down of the French home loan market mainly due to rising mortgage rates (1/2)

### **MARKET CONTEXT**

- 63% ownership rate (6 percentage points below EU average) allowing further growth of the market
- 29.6% of French households bearing residential loans in 2023 (source: Observatoire des crédits aux ménages)
- French market has slowed-down since 2022, in line with the increase in interest rates initiated by the ECB.
- The rise of long-term rates from beginning 2022 has slowed down the residential housing loan market. In 2023, the property sales have dropped by 21% in number of transactions and 3.9 % in price. However, the French home loan model is prudent, with contained risks. The approval loan process is based on the borrower's creditworthiness and not on the value of the property purchased.
- Besides, the market has remained sound, with stable key indicators such as the average LTV or Debt-to-Income ratio.

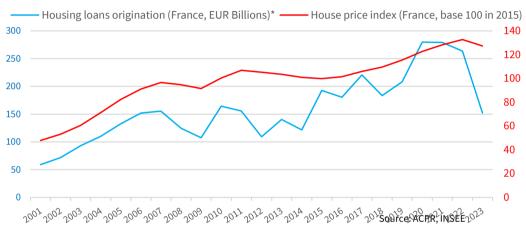
### **European home ownership rate**



Source: Trading Economics, 12/2023

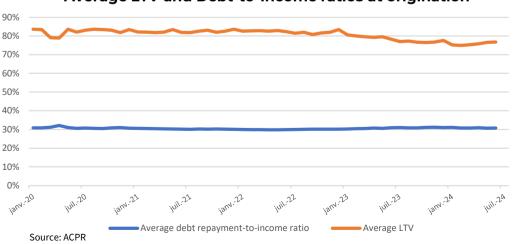
# SOCIETE GENERALE

### French housing market: loans origination and price index



\* Excluding renegociated and restructured loans

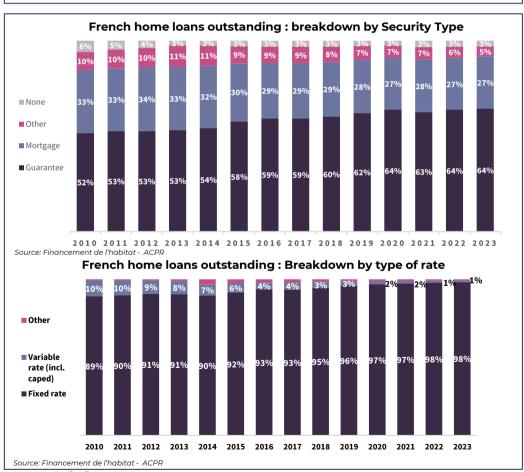
# French home loans financial indicators: Average LTV and Debt-to-Income ratios at origination



### Slow down of the French home loan market mainly due to rising mortgage rates (2/2)

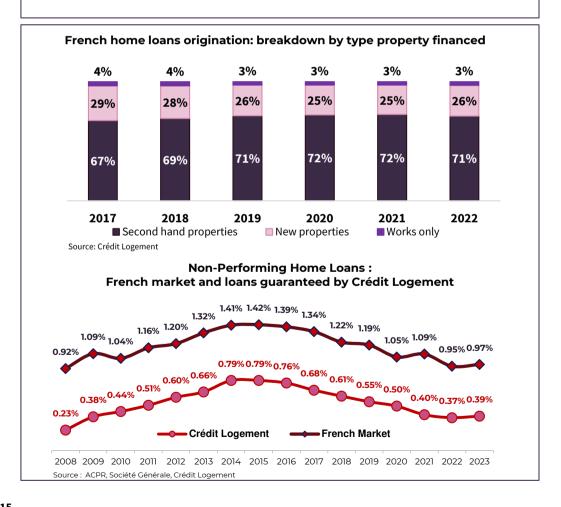
### **HOME LOANS MAIN CHARACTERISTICS**

- · Loan amounts are based on borrower's capacity to repay
- Security type: guaranteed rather than mortgage loans
- Mostly fixed rate loans with monthly fixed instalments
- No home equity loan market



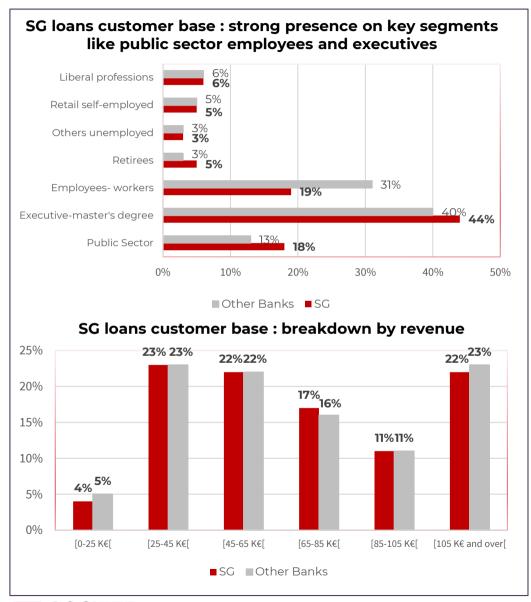
### A PRIME HOME LOAN MARKET

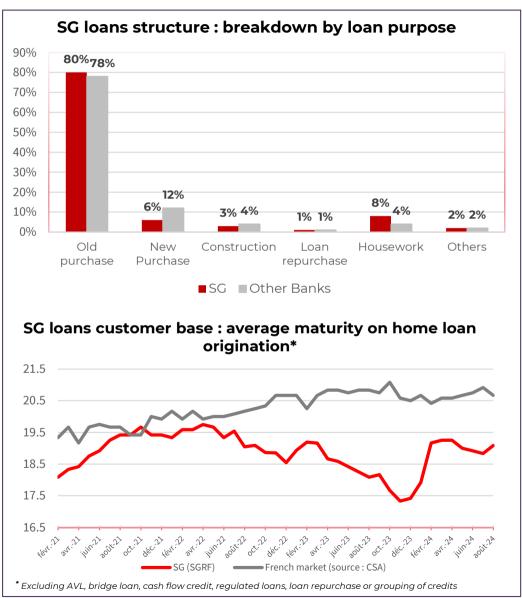
- Loan purpose: a stable distribution between new & old properties
- Non-performing loans rates remain low and decreasing, especially when guaranteed by Crédit Logement





### Concentration on core competencies: Societe Generale French home loan business







### The French home loan market: Benefits of Credit Logement's guarantee (1/2)

### **CREDIT LOGEMENT PERFORMANCE**

- •"Guaranteed loans" market share in home loan market: in 2023, guaranteed loans represented more than 62%(\*) of the overall residential loans granted in France, stable compared to 2022.
- Crédit Logement is the national leader of the home loan guarantee, with a market share of around 33% of the whole home loan market, quite stable in the latest years.

in EUR Bn	2018	2019	2020	2021	2022	2023
French home loan production	183.4	208.3	227.7	251,3	259.7	152,9
CL Guarantee production	66,3	79.8	69.9	231,3 80.1	90.2	46,3
CL guarantee production CL guarantee production market share	36%	79,8 38%	09,9 31%	32%	35%	40,3 30%
OL guarantee production market share	30 78	30 /6	3176	<i>32 78</i>	0076	30 78
French home loan outstanding	983,5	1 052,1	1 114,0	1 188,0	1 281,0	1 292,0
CL Guarantees outstanding	345,8	374,7	390,4	413,4	429,7	421,0
CL guarantees outstanding market share	<i>35%</i>	<i>36%</i>	<i>35%</i>	<i>35%</i>	34%	<i>33%</i>

- Disbursements on guarantee calls and full partner bank compensations are paid from the **Mutual Guarantee Fund (MGF)**\*\*, while Crédit Logement overheads are covered by fees partly spread over the life time of the guarantees.
- Crédit Logement NBI also comprises interest income from the MGF investments and reached EUR 195.7m in 2023 (EUR 216m in 2022) representing a decrease of 9.4%. With activity levels down in 2023, commission income fell by 25.2%, mainly due to the decrease in new arrangements made during the year and early repayments. On the contrary, net financial income increased by 31.7% on the previous year due to an increase in average capital to be invested, the low level of steepening which helped to limit the cost of basis risk hedging instruments, a very high ESTER rate which increased the income generated by the remuneration of margin calls, an increase in the volume of interest-bearing liquidity via demand deposits and term accounts and a systematic search for the best market opportunities during investment renewals and when making new investments. The NBI is very satisfying regarding the level of the home loan market.

(\*) Source: Enquête annuelle 2024 du SG ACPR sur le financement de l'habitat

(\*\*) which funds are collected from the initial fee payments when guarantees are granted

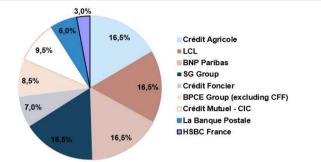


# The French home loan market: Benefits of Credit Logement's guarantee (2/2)

### **OTHER CREDIT LOGEMENT CREDENTIALS**

### · Crédit Logement is backed by all larger French banks:

- Long term rating : Aa3 (stable outlook) by Moody's
   & Aa low (stable outlook) by DBRS
- Shareholders are formally committed to support Crédit Logement's growth in terms of capital needs



- Crédit Logement is a financial institution supervised by the French Banking Regulator (Autorité de Contrôle Prudentiel et de Résolution).
- Crédit Logement risk decreases since 2015 and doubtful debt ratio reaches 0,39% at end 2023, which represents an increase of 2bps.
- In 2023, the MGF covers for more than four times all doubtful debts (defined as >3 months instalments arrears) as in 2022:

in EUR Mn	2018	2019	2020	2021	2022	2023
CL Guarantees outstanding	345 777	374 746	390 392	413 437	429 706	420 950
CL MGF outstanding	5 651	6 065	6 352	6 642	6 939	6 987
Balance Sheet - Doubtful debt outstanding	1 347	1 326	1 251	1 089	1 029	999
Off Balance Sheet - Doubtful debt outstanding	771	748	715	577	549	627
Total Doubtful debt outstanding	2 118	2 074	1 967	1 666	1 578	1 626
Doubtful debt % of the guarantees outstanding	0,61%	0,55%	0,50%	0,40%	0,37%	0,39%
CL MGF outstanding / Total Doubtful debt outst	2,7	2,9	3,2	4,0	4,4	4,3
Writen off amounts	67,4	81,2	51,3	192,2	68,1	66,1
Write-offs (N) / Doubtful debt outstanding (N-1)	3,05%	3,83%	2,47%	9,77%	3,46%	3,97%
Write-offs (N) / CL MGF outstanding	1,19%	1,34%	0,81%	2,89%	0,98%	0,95%

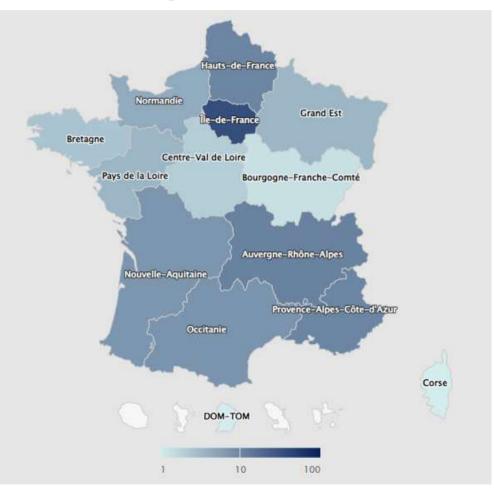


# A high quality and well diversified cover pool (1/3)

# As at 30 September 2024

	As at 50 September 2024
Collateral	100% prime French residential loans guaranteed by Crédit Logement
Pool Size	€ 51.8 bn
Number of borrowers	381,422
Number of loans	427,435
Average loan balance	€ 121 k
Current WA LTV	64.46%
WA Seasoning	65 months
WAL	92 months
Nonperforming loans	0

# Main regional distribution

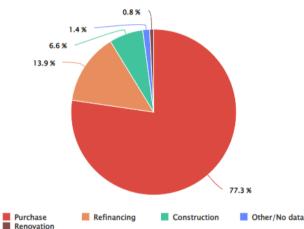


Source: SG's internal covered bond system as of September 30<sup>th</sup>, 2024

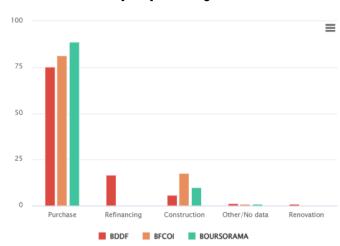


# A high quality and well diversified cover pool (2/3)

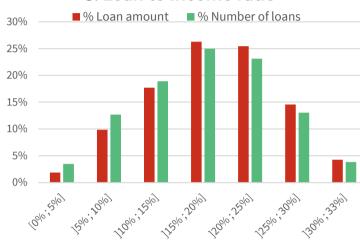
# 1. Loan Purpose



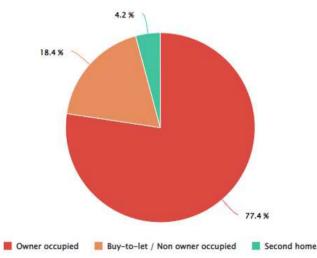
2. Loan purpose by contributor



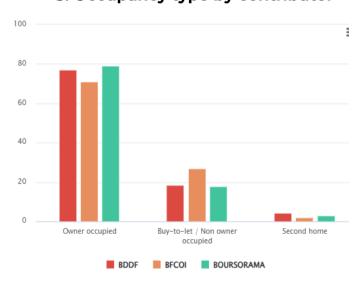
3. Loan to Income ratio



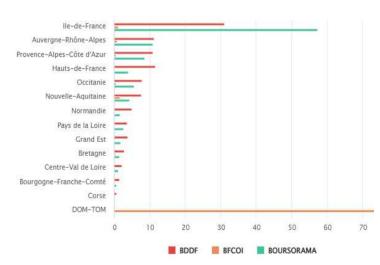
### 4. Occupancy Type



5. Occupancy type by contributor



6. Region by contributor

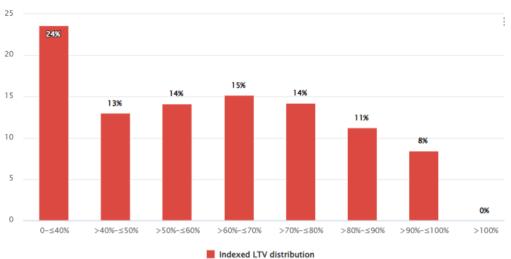


Source: SG's internal covered bond system as of September 30th, 2024

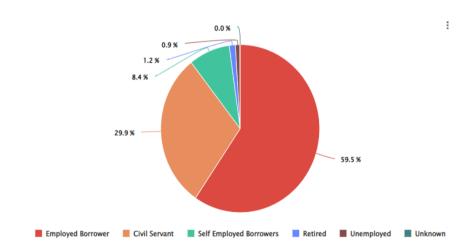


# A high quality and well diversified cover pool (3/3)

### 1. Indexed LTV-band



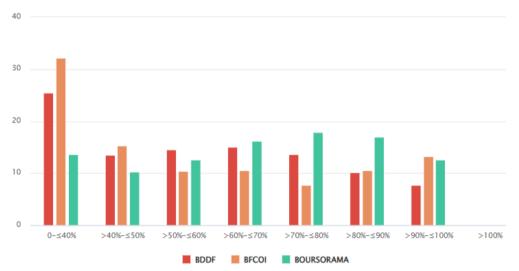
### 3. Professional social categories



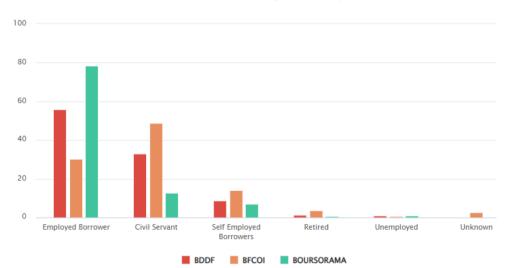
Source: SG's internal covered bond system as of September 30<sup>th</sup>, 2024

### SOCIETE GENERALE

### 2. Indexed LTV-band by contributor



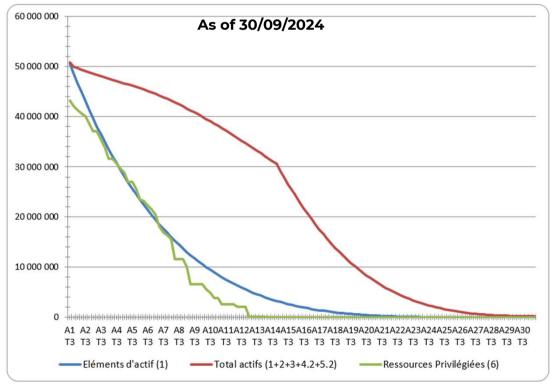
### 4. Professional social categories by contributor



# A dynamic, projective and cautious ALM monitoring

- Covered bonds fully backed up to their final maturities
- The structure has been set up to take into account best ALM practice
  - Tight projective monitoring of ALM metrics
  - Definition and strict monitoring of a coverage long term plan based on available eligible assets and conservative new production assumptions
- Stress Tests have been designed to ensure the resilience of the structure to downgraded economic environment

### **Asset Liability Management profile**



### Nominal Over-Collateralisation

Nominal Over Min AAA target : > 106.5% (Moody's)

- Collateralisation **120%** > 117.0% (Fitch)

Coverage ratio **116.79%** Min : 105%

### Weighted Average Life mismatch

**+ 2.1 months** Limit : < +18 months

### 180 days Liquidity Coverage

No gaps during the next 180 days period

### Collateral Coverage Gaps

No gaps up to final maturity

Figures as of end of September 30th 2024



# Funding strategy: well balanced mix between Group funding needs and issuance capacity

- Last public benchmark issuances in February 2024: 2.25 Bn€, 3 and 12 years maturity in soft bullet format
- The SG group funding strategy remains significant for both SG covered bonds program in 2024 and 2025
- Strong issuance capacity of EUR 13.79 bn as of 30 of September 2024





# 3

# SG SCF COVERED BOND PROGRAM



# A collateral investment policy in line with SG Group business strategy

# Strategic integration in the Group

- SG SCF is the main refinancing entity for the Public Sector financing originated by the SG Group French Retail Network and the Investment Bank
- Provides lower cost of funding to increase SG Group competitiveness

# Strategic key financing areas

- Municipalities and Local Governments financing
- Public utilities and service providers
- Public infrastructure projects such as expansion of the national grid, renewable energy, harbors, airports, highways, schools and social housing buildings
- Export Credit Agencies guaranteed transactions

# Concentration on core competencies

- 5<sup>th</sup> global ranking in export finance in 2023 with a 6.0% market share (source: TXF MLA ECA deals)
- 4<sup>th</sup> ranking in French public sector origination in 2023 (source : Finance Active Observatory)

# Strict selection criteria

- Stringent selection based on a multi-step process
- · Certification by reputable law firms of each asset class' eligibility
- Ex ante due diligence by the Cover Pool Monitor on the proposed collateral assets
- Validation by SG SCF's Risk Committee of new asset class



# Financing new innovative projects supporting economic growth and development







**LORRAINE UNIVERSITY** 

**GRENOBLE UNIVERSITY** 





**MUCEM - MARSEILLE** 



**PHILHARMONIE DE PARIS** 

**VELODROME - SAINT QUENTIN EN Y.** 





# Contributing to financing the French public sector entities



SUPPORTING INVESTMENTS IN TRANSPORTATION, ENERGY AND RESOURCES SECTOR



LOCAL PUBLIC ENTITIES

SOCIAL HOUSING

PUBLIC HEALTH INSTITUTIONS



CONTRIBUTING TO
CONSTRUCTION PROJECTS FOR
ALL CITIZENS

COMMITTED FOR THE
DEVELOPMENT AND
ATTRACTIVENESS OF
TOMORROW'S TERRITORIES





# **Contributing to promoting Export & Development finance**

SG CIB is a global leader in delivering export and import financial solutions together with development financing

staff members

ECA programs + **MIGA+AiiB** 

Supporting exporters and importers in meeting their SDG objectives and energy transition trajectory

Years of knowledge and practice with ECA and MLA programs



Australia (EFIC)

Austria (OeKB) \*

Belgium (ONDD) \*

Canada (EDC)

China (SINOSURE)

Denmark (EIFO) \*

Finland (Finnvera) \*

France (Bpifrance AE) \*

Germany (Euler Hermes) \*

Italy (SACE) \*\*

Japan (NEXI)\*\*

Korea (KSURE\* and Kexim\*)

Luxembourg (ODL)

Netherlands (Atradius) \*

Norway (EKSFIN) \*

Poland (KUKE)\*\*

Spain (CESCE) \*

Sweden (EKN) \*

Switzerland (**SERV**)

United Kingdom (UKEF) \*

United States (ExIm Bank) \*

MIGA (World Bank) \*

Asian infrastructure investment bank (AiiB)\*

> \* Already refinanced through SG SCF \*\* Target refinancing through SG SCF















MOBILITY

SUSTAINABLE CITY



# A high quality and well diversified cover pool (1/2)

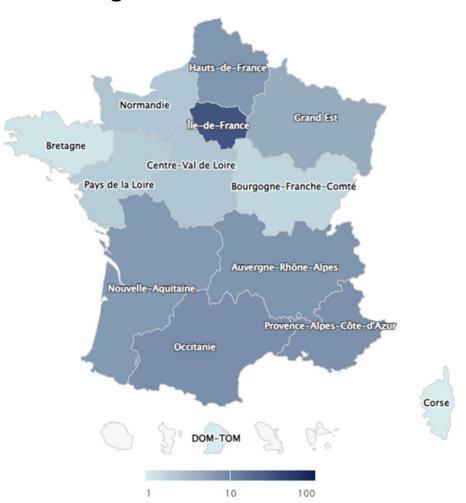
# As at 30 September 2024

Collateral	Exposures to / or guaranteed by eligible public entities
Pool Size	€ 16.05 bn
Number of borrowers	1,425
Number of loans	3,883
Origination by SG French retail vs Investment Bank	60.48% 39.52%
Currency Distribution	EUR : 90% USD : 10%
WAL	70 months
Nonperforming loans	0

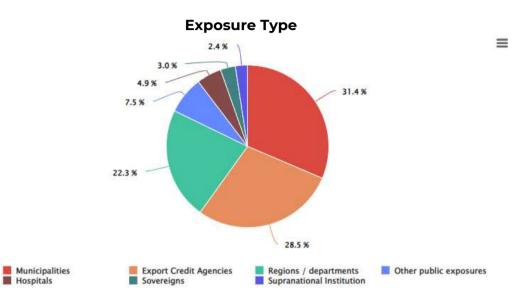
Source: SG's internal covered bond system as of September 30<sup>th</sup>, 2024

# SOCIETE GENERALE

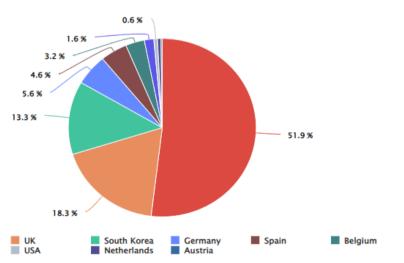
# Main regional distribution in France



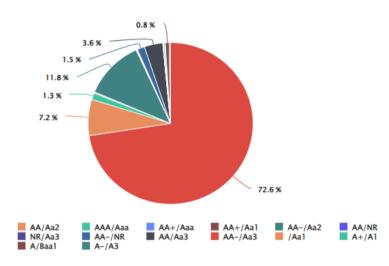
# A high quality and well diversified cover pool (2/2)



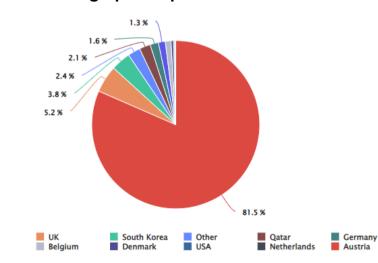
### **Export credit agencies country**



### **Exposure Rating**



### Geographic exposure



Source: SG's internal covered bond system as of September 30th, 2024

France

Denmark

Hospitals

NR/NR

NR/Aaa

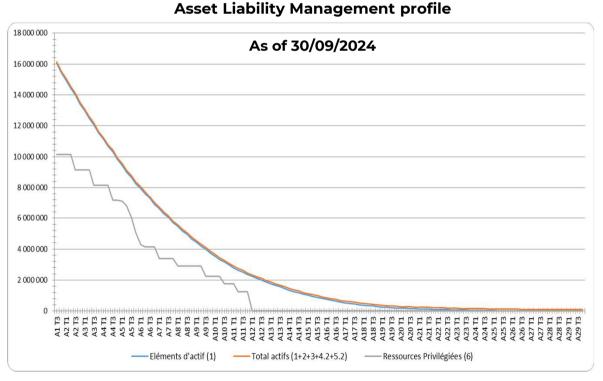
NR/A3

France

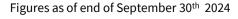
Spain

# A dynamic, projective and cautious ALM monitoring

- · Covered bonds fully backed up to their final maturities
- The structure has been set up to take into account best ALM practice
  - Tight projective monitoring of ALM metrics
  - Definition and strict monitoring of a coverage long term plan based on available eligible assets and conservative new production assumptions
- Stress Tests have been designed to ensure the resilience of the structure to downgraded economic environment



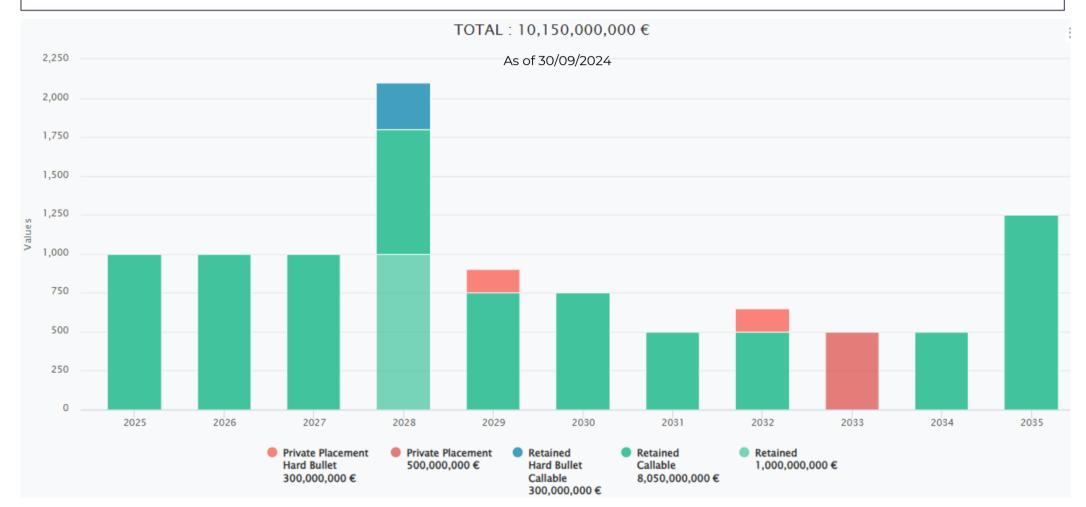
### Nominal Over-Collateralisation **Nominal Over** Min AAA target: > 103.5% (Moody's) -Collateralisation 158.08% > 125.12% (S&P) Coverage ratio 157.75% Min: 105% Weighted Average Life mismatch +3 months Limit: < +18 months 180 days Liquidity Coverage No gaps during the next 180 days period Collateral Coverage Gaps No gaps up to final maturity





# Funding strategy: well balanced mix between Group funding needs and issuance capacity

- Last Club Deal issuance in August 2015: 500M€ 18 years maturity in soft bullet format
- Issuance capacity of EUR 8.35 bn as of 30 of September 2024







# **APPENDICES**



# A. ELIGIBILITY CRITERIA: SG SFH COVER POOL

SG SFH main eligibility criteria

- Loans granted in Euros
- · Loans governed by French law
- The financed property is a residential property, located in France
- Loans are secured by a guarantee granted by Crédit Logement
- At the date on which the loan is selected to enter into the pool:
  - principal outstanding can not exceed EUR 480,000 if the property value exceeds EUR 600,000
  - residual maturity can not exceed 30 years
  - at least one instalment has been paid
  - no unpaid instalment
- Borrowers are individuals
- Borrowers are not SG Group employees
- No contractual set off right granted to the borrower
- No amount drawn under the loan and already repaid can be redrawn by the borrower
- Loan to Income ratio (LTI) lower or equal to 33%

The Cover Pool is replenished on a monthly basis, eligibility criteria being applied at each replenishment



## A. ELIGIBILITY CRITERIA: SG SCF COVER POOL

SG SCF main eligibility criteria

- Loans to or guaranteed by public entities:
  - Central or local governments
  - Central banks
  - Public sector entities
  - Supranational institutions
- Minimum exposure rating: investment grade internal rating equivalent
  - BBB-/Baa3 and/or internal rating equivalent (within European Union)
  - A-/A3 and/or internal rating equivalent (outside European Union)
- Minimum country exposure rating of AA-/Aa3 with derogations possible for below AA- within a certain limit
- Loans denominated in EUR, USD and GBP only
- No highly complex structured rates loans
- No contractual set off right granted to the borrower
- No defaulted loans:
- loans with arrears less than 90 days can remain in the cover pool
- Restructured deals due to financial difficulties are withdrawn from the cover pool

The Cover Pool is monitored on a monthly basis, eligibility criteria being applied and all defaulted loans are withdrawn



# **B. CREDIT LOGEMENT MECHANISMS (1/2)**

### **BUSINESS MODEL**

- Crédit Logement provides guarantees of home loans in case of non repayment by borrowers, as an alternative to the traditional registration of a mortgage :
- Each home loan granted by SG and guaranteed by Crédit Logement has to satisfy both Crédit Logement and SG credit policies;
- Its unique knowledge of the home loan market (working with all the French banks) allows Crédit Logement to remain well aware of

market practices.

- Crédit Logement has signed agreements with 190 partner banks it is working with, these agreements stating the rights and obligations of each partner bank.
- The use of Crédit Logement guarantees has real competitive advantages both for banks and borrowers.

### **FOR BORROWERS**

- Competitive cost, with repayment of a high portion of the contribution to the Mutual Guarantee Fund (MGF)
- Allow avoidance of French mortgage registration, heavy process
- Flexible: efficient process allowing quick obtaining and cancellation (once loan is fully repaid), with no extra deregistration cost in case of early repayment

### **FOR BANKS**

- No cost involved and automatic process to obtain the guarantee approval based on precise criteria
- •No administrative burden to follow on the mortgage
- Full and rapid compensation when a guaranteed loan is defaulting
- Excellent risk control: a second risk review
- Recovery process and costs fully managed by Crédit Logement, in particular Crédit Logement developed an expertise on this activity
- Guaranteed home loans eligible to refinancing via SCF and SFH



# **B. CREDIT LOGEMENT MECHANISMS (2/2)**

### **MUTUAL GUARANTEE FUND**

- The guarantee provided by Crédit Logement is based on the contribution of each borrower to the Mutual Guarantee Fund (MGF) which is a dedicated guarantee on residential loans
- How does the MGF work and where the money comes from?
  - Initial payment in average around 1% of the loan amount to the MGF for every borrower benefiting from a CL guarantee,
  - Defaulted loans are bought back by Crédit Logement and MGF funds repay the bank,
  - When a loan is fully repaid, part of the initial payment is reimbursed to the borrower (calculated according to the global rate of use of the MGF)
- The MGF mechanism is more profitable to the borrowers in comparison with the standard guarantees offered by some other institutions:
  - Less expensive than a mortgage constitution fee,
  - Borrowers can get back some portion of their initial contribution

### **PROCESSES**

### **GRANTING PROCESS**

- When receiving a guarantee request, in mostly cases through electronic transmission or its extranet, the process works as follows:
- Internal review of its own register to assess Crédit Logement exposure on this borrower.
  - Automated analysis by the DIAG system,
- Manual assessment by analysts, in circumstances where DIAG has not provided an automatic clearance.
- DIAG combines a score, limits and professional rules with two main axis of analysis:
  - Customer ability to repay the loan,
- Analysis of the borrower's available assets, knowing that Crédit Logement has the ability to seize all the assets of the defaulted borrower.

### **RECOVERY PROCESS**

When called on a guarantee, after three unpaid instalments, the process is the following:

- The recovery analyst, after receiving the whole file from the bank, contacts the borrower and try, within a limited period of time, to get full repayment of unpaid amounts
- Crédit Logement manages to put back to normal loan process 50% of guarantee calls
- Otherwise, Crédit Logement's target is to get an out of Court sale, but may initiate the property seizure. After sale, Crédit Logement has still the ability to pursue the borrower thanks to the common pledge on the borrower's property
- During the whole procedure, Crédit Logement may secure its recovery by obtaining a judicial mortgage, within less than a week



# Strong results driven by solid business performance

### Income Statement

Revenues

EUR 6.8bn in Q324

EUR 20.2bn in 9M 24

Cost / Income ratio

63.3% in Q3 24

68.8% in 9M 24

Cost of risk

27bps in Q3 24 & 9M 24

Group net income

EUR 1.4bn in Q324

EUR 3.2bn in 9M 24

Balance Sheet and Capital

CET1

13.2%(1) at end Q3 24

Liquidity Coverage Ratio 152% at end 0324

Distribution provision **EUR 1.66**<sup>(2)</sup> per share at end Q3 24

based on a 50% payout ratio

Main highlights

- Strategic plan fully on track
  - . Capital build-up ahead of CMD trajectory
  - . Continuous improvement in efficiency and profitability
  - . Reshaping of the business portfolio well underway
- Strong positive jaws vs. Q3 23, revenues up +10.5%<sup>(3)</sup>, operating expenses down -0.8%
  - . Growth in business revenues driven by French retail and Global Banking and Investor Solutions
  - . Strict cost management
- Stable and contained cost of risk
- High liquidity ratios
- Strong capital ratio

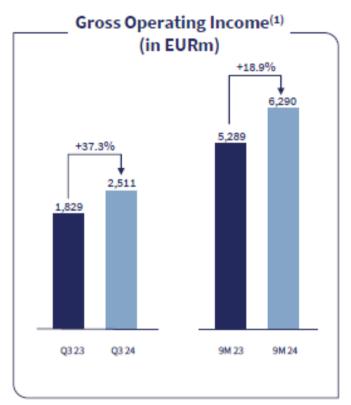
Q3 24 ROTE **9.6%** 9M 24 ROTE **7.1%** 

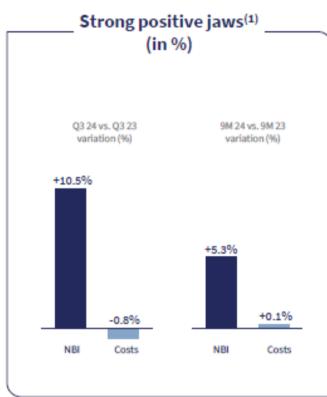
(1) Including IFRS 9 phasing, proforma including Q3 24 results, (2) Based on a payout ratio of 50% of the Group net income, at the high-end of the 40%-50% payout ratio, as per regulation, restated from non-cash items and after deduction of interest on deeply subordinated notes and undated subordinated notes, (3) Excluding exceptional proceeds recorded in Corporate Centre (~EUR 0.3bn), financial metrics are as follows: revenues +5.8% in Q3 24 vs. Q3 23, C/I ratio at 66.0% in Q3 24 and ROTE at 7.8% in Q3 24

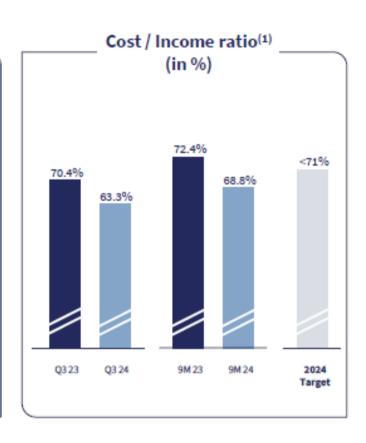
3RD QUARTER AND 9-MONTH 2024 RESULTS | 31 OCTOBER 2024



# Double-digit growth in gross operating income





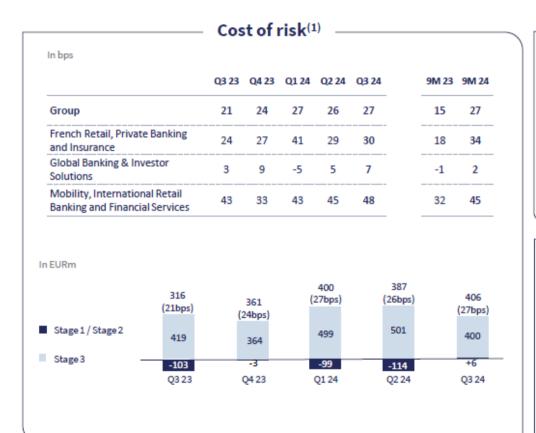


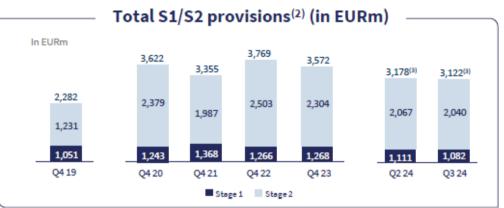
(1) Excluding exceptional proceeds recorded in Corporate Centre (~EUR 0.3bn), financial data are as follow: gross operating income variation of +21.6% vs. Q3 23, +3.8% vs. 9M 23, NBI variation of +5.8% vs. Q3 23, +3.8% vs. 9M 23, C/I ratio at 66.0% in Q3 24, 69.8% in 9M 24

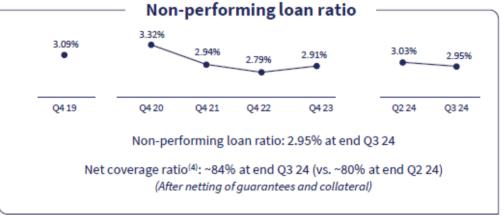




# Stable cost of risk with lower S3 provisions







(1) Calculated based on Gross loans outstanding at the beginning of period (annualised), (2) Quarterly variation of provisions for S1/S2 is not strictly matching the net S1/S2 cost of risk mainly due to FX impact and IFRS 5 application, (3) Excluding S1/S2 provisions related to disposed asset as per IFRS 5 application (EUR 193m and EUR 226m in S1/S2 provision in Q2 24 and Q3 24 respectively), (4) Ratio of S3 provisions, guarantees and collaterals over gross outstanding non-performing loans

3RD QUARTER AND 9-MONTH 2024 RESULTS I 31 OCTOBER 2024



# Regulatory ratios Comfortably above minimum requirements

		End Q3 24 ratios		
	Requirements <sup>(1)</sup>	Phased in	Fully loaded	
CET1	10.22%(2)(3)	13.2%	13.2%	
Total Capital	14.7%	18.2%	18.2%	
Leverage ratio	3.6%	4.25%	4.24%	
TLAC (%RWA)	22.3% <sup>(3)</sup>	27.8%	27.7%	
TLAC (%leverage)	6.75%	7.6%	7.6%	
MREL (%RWA)	27.6% <sup>(3)</sup>	32.2%	32.2%	
MREL (%leverage)	6.23%	8.8%	8.8%	
LCR <sup>(4)</sup>	>100%	156%		
NSFR	>100%	116%		

<sup>(1)</sup> Requirements as at 30 September 2024, (2) Based on CRR2/CRD5 rules, with the P2R increase from 2,14% to 2,42%, effective from 2 January 2024, (3) Including counter cyclical buffer (79 bps as of 30.09.24), (4) On average over the period



# Long term funding program

### 2024 vanilla long-term funding program completed

	Revised program (in EURbn)	Issued* (in EURbn)
Secured notes	~ 3	~ 2.9
Senior Preferred notes	~ 5.7	~ 5.7
Senior Non preferred notes	~ 7	~ 6.4
Subordinated notes (T2/AT1)	~ 2.5	~ 1.1 T2 / ~ 1.4 AT1
Vanilla notes	17 - 18	~ 17.5
Structured notes	~ 25	~ 20.5

### Selected 2024 transactions



In Jan-24 Senior Preferred 2Y EUR 2bn FRN Jan-26



In Jan-24 Senior Non-Preferred 4NC3 USD 350m FRN Jan-28NC27 USD 1.15bn 5.519% Jan-28NC27 Senior Non-Preferred 6NC5 & 11NC10 USD 1bn 5.634% Jan-30NC29 USD 1.25bn 6.066% Jan35NC34

Tier 2 31NC30 USD 1.25bn 7.132% Jan-55NC54



Senior Non-Preferred 8NC7 GBP 650m 5.750% Jan-32NC31



Societe Generale SFH

In Jan-24 Covered Bonds 3Y & 12Y EUR 1.25bn 3.000% Feb-27 EUR 1bn 3.125% Feb-36



In Mar-24 Additional Tier 1 PNC10.5 USD 1bn 8.500% PNC Sep-34 2024 vanilla funding program fully completed, with c. EUR 17.5bn of vanilla notes (incl. c.EUR 6.4bn of prefunding raised in 2023), of which:

- EUR 2.9bn Secured
- EUR 5.7bn of Senior Preferred
- · EUR 6.4bn of Senior Non-Preferred
- EUR 1.1bn of T2 / EUR 1.4bn AT1

In addition, EUR 20.5bn of structured notes issued in 2024

Main public issuances from subsidiaries in 2024:

- EUR 0.6bn Tier 2 notes issued by Sogecap
- Ayvens 2024 funding program completed EUR ~4bn Senior Preferred Notes issued by Ayvens under the 2024 program (incl. EUR 0.5bn of prefunding raised in 2023)





# **PUBLICATIONS AND CONTACTS**

### **PUBLICATIONS**

Link to the **SOCIETE GENERALE's website**:

https://investors.societegenerale.com/en/financial-and-non-financial-information/debt-investors

Link to the **SOCIETE GENERALE prospectus' website**:

https://prospectus.socgen.com

Link to the Covered Bond Label's website:

https://www.coveredbondlabel.com

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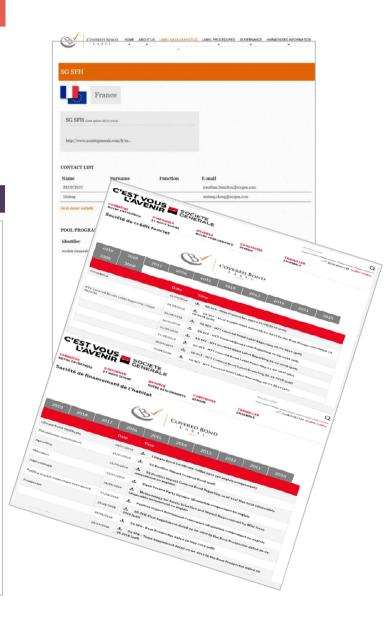
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These forward-looking statements are based on a series of assumptions, both general and specific, in particular the application of accounting principles and methods in accordance with IFRS (International Financial Reporting Standards) as adopted in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

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

More detailed information on the potential risks that could affect Societe Generale, Societe Generale SFH or Societe Generale SCF's financial results can be found in Societe Generale Registration Document, Societe Generale SFH and Societe Generale SCF Base Prospectus as supplemented, both filed with the French Autorité des Marchés Financiers.

Further information regarding Societe Generale Positive Impact Covered Bonds Framework are available on the website of Societe Generale (<a href="https://investors.societegenerale.com/en/financial-and-non-financial-information/debt-investors">https://investors.societegenerale.com/en/financial-and-non-financial-information/debt-investors</a>).

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