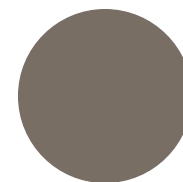


**bpi**france

**2014**

**Presentation**

**Who we are**



## 01. Our mission

# SERVIR L'AVENIR\*

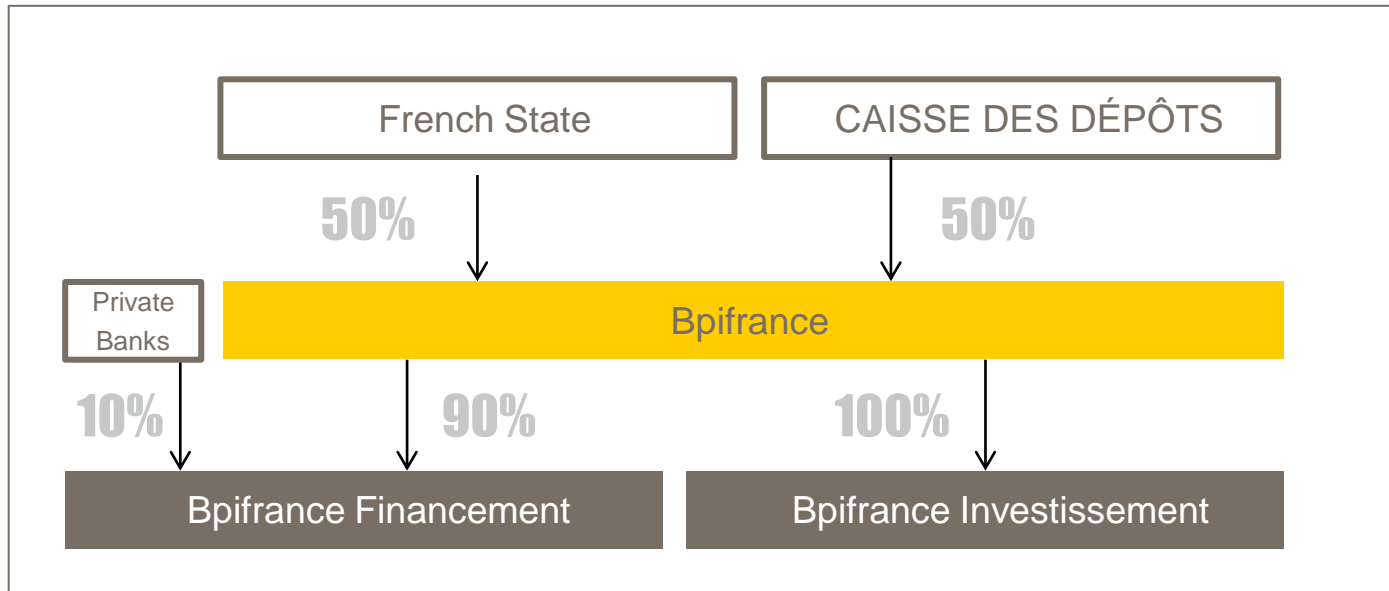
Bpifrance has three goals:

- To accompany businesses in their growth
- To prepare tomorrow's competitiveness
- To develop an ecosystem that favours entrepreneurship



# 01. Our governance

Bpifrance is a financial tool serving the collective interest. Its purpose is to become involved in market segments and in companies that suffer from a partial or total absence of other financial players.



## 01. Key figures 2013

**€53.9 BN**

Total assets,  
including

€26.4 BN loans

€13.5 BN in guarantees & others

€14 BN in equity financing

**€21.3 BN**

Equity

**31.4%**

Solvency ratio

**€154 M**

Net profit

**2,200**

Employees

**78,400**

Companies have directly  
benefited from  
guarantees, loans,  
and/or equity

**17,400**

Companies supported by  
co-financing their  
investments alongside  
with banks

**1,055**

Companies supported with  
equity and quasi-equity  
directly or through partner  
funds

**3,650** Innovative projects funded each year

**1,680** Projects including  
International  
developments

## 01. Our 2013 activity

**€ 10 BN**

**Financing**



€ 4 BN in short term loans  
€ 3.7 BN in investment loans  
€ 1.3 BN in development loans  
€ 750 M in innovation financing

**€ 8 BN**

**Guaranteed bank loans**



Of which:  
€ 2.5 BN in business start-up loans  
(guarantee funds)  
€ 800 M in cash flow consolidation

**€ 1 BN**

**Capital investment**



€ 111 M invested directly in innovation  
capital  
€ 121 M invested directly into SMEs  
€ 368 M invested directly in mid-caps  
and big firms  
€ 444 M invested in partner funds

# 01. Our strategy by 2017

## Helping business growth

- Respond to businesses' financing needs
- Give businesses the means to grow by involving capital investment players

1

## Preparing tomorrow's competitiveness today

- Provide innovating firms with a financing continuum
- Increase the number of mid-cap firms and their size
- Contribute to energetic and environmental transition
- Accompany and support future key business sectors and the SSE
- Offer businesses the resources to expand internationally

2

## Contributing to the development of an ecosystem that favors entrepreneurship

- Accompany businesses through all stages of development
- Strengthen regional partnerships that favor entrepreneurship
- Become the public player of reference for corporate investment

3

# 01. Our objectives by 2017

**Development loans x 2 = € 3 billion**

**Export loans x 2  
= € 500 million**

**Closer partnership  
with UBIFRANCE**

**Develop cash needs  
financing:  
Recovery funds  
Refinancing  
receivables**

**Innovative long-term loans:  
10-year Loan for the Future**

**Energy and environment  
transition\* x 2 = € 800 M**

**Equity  
investment**

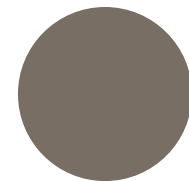
**up 30% per year**

**Innovation aid  
x 2 = € 1.5 billion**

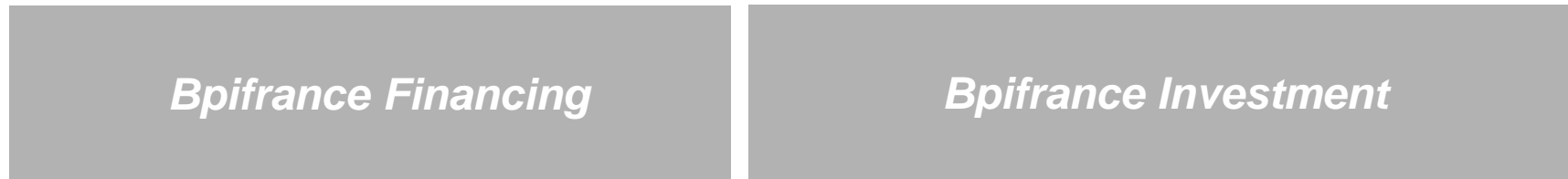
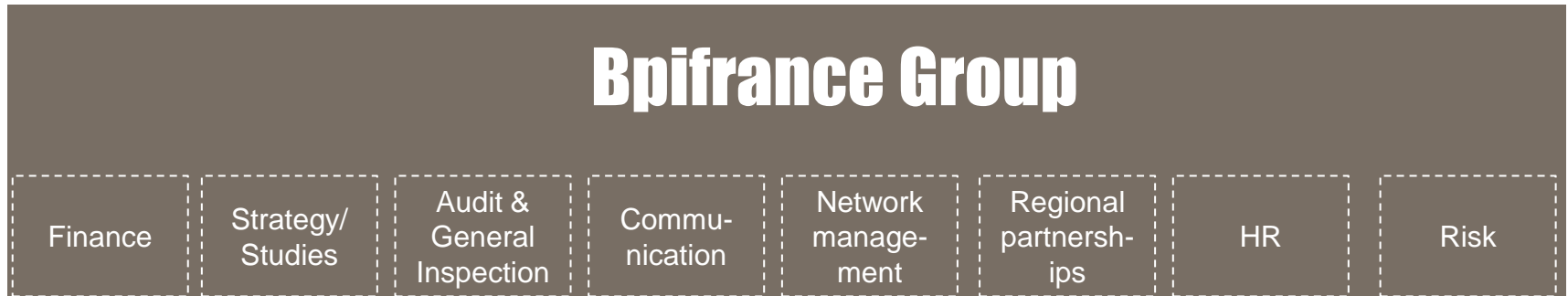
**CICE pre-financing  
x 2 = € 1.6 billion**



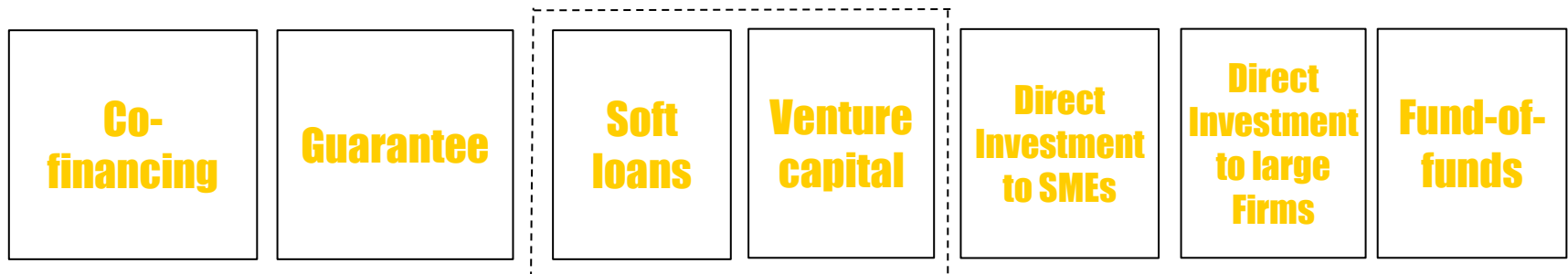
# **Our organisation**



## 02. Our organisation



### Innovation



## 02. Bpifrance, closer to entrepreneurs

**42** Regional offices

**90%** Of all decisions are taken directly in the regions

**25** Regional managers representing all the group's business lines

**30%** At least of equity finance employees based in regions



- Funding dialogue within the regional steering committees
- We welcome new clients: meetings with 75,000 businesses in 2014
- All activities represented (guarantee, finance, investment, innovation, international)

## 02. Bpifrance, a **single contact point** in each region

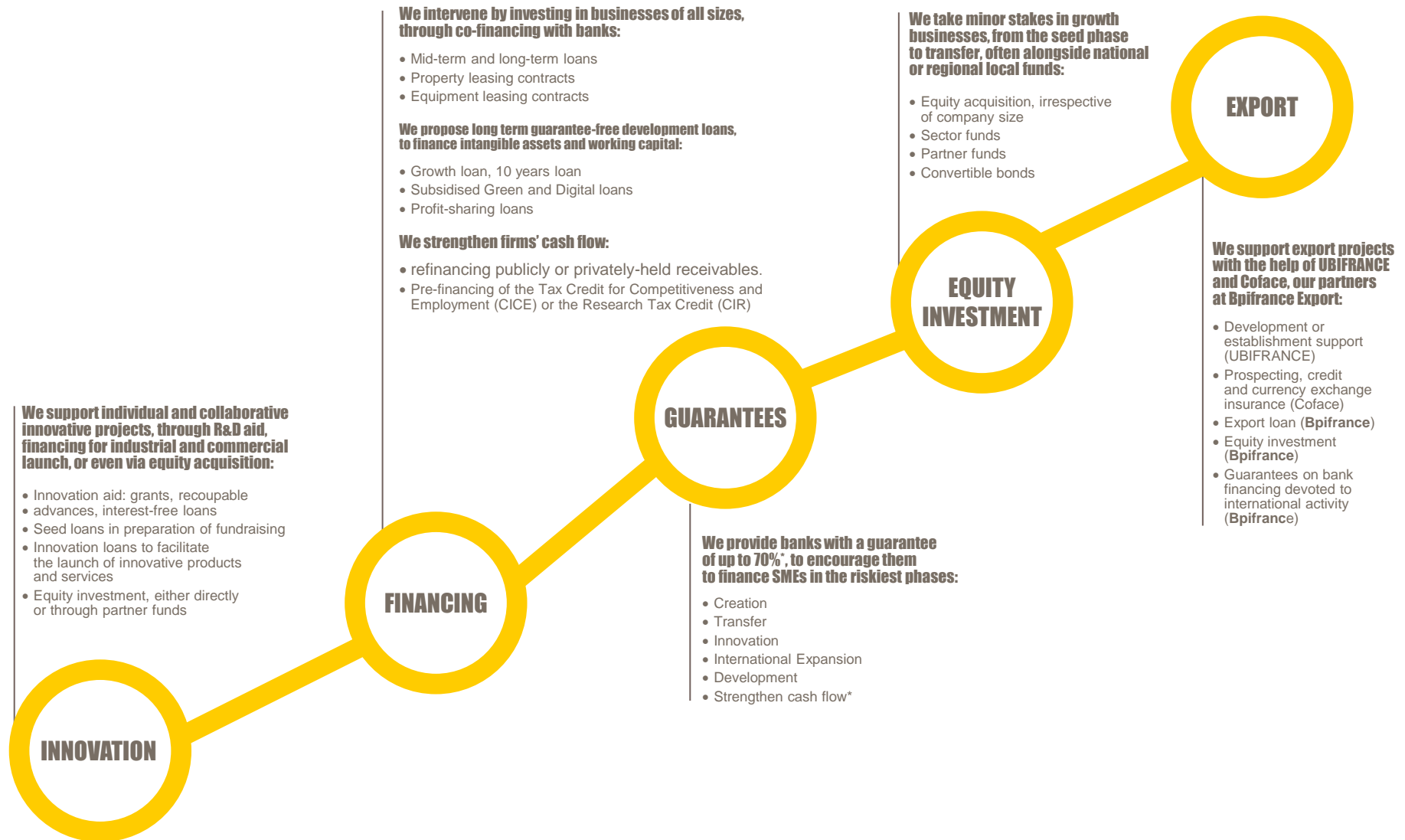
- In each region:
  - an innovation officer
  - a guarantee and finance officer
  - one or more UBIFRANCE and Coface officers
  - an equity investment officer
- A bank that is part of a network of private and public partners, that searches for backers.
- A network that seeks out entrepreneurs.



# **Our tools**

# 03. Our tools

A financing continuum, present in every key phase of business development



# 03. Our tools

Supporting French SMEs growth and innovation plans - Activity

**FOCUS**

## Innovation

Innovative programs

- Soft loans (€ 340 Mn)
- Subsidies (€ 319 Mn)

Bpifrance  
€659 Mn

**3,200 SMEs**

## Guarantee

Risk sharing  
up to 70%

Bpifrance  
Financement  
€ 3.8 Bn risks

Banks  
€8.8 Bn loans

**65,000 SMEs**

## Co-financing

Loans

Bpifrance  
Financement  
€4.7 Bn loans

Banks  
(€5 Bn  
loans)

**11,000  
SMEs**

## Investment

Investment

Direct

Indirect  
(funds of  
funds)

257 Partner  
funds

**3,000 SMEs**

## **02. Coaching and support in order to set up collaborative projects**

**Services and financial supports :**

**Grants for French companies (up to 2000 employees):**

Strategic and economic feasibility of the partnership

Partner search

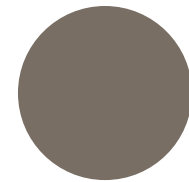
Consortium agreement and proposal submission support

Legal services

**Up to 50 K€**

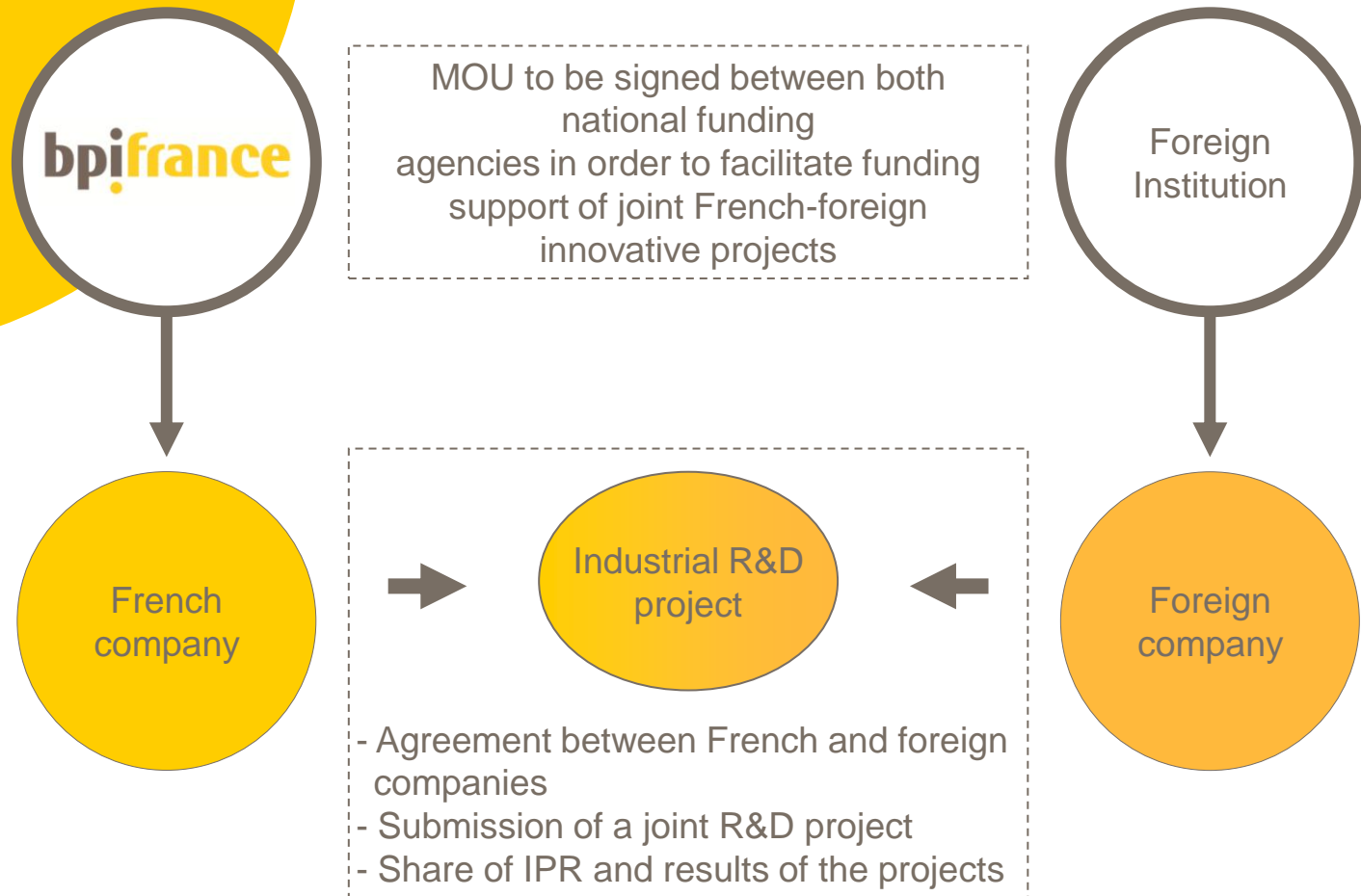


# **International Strategy**

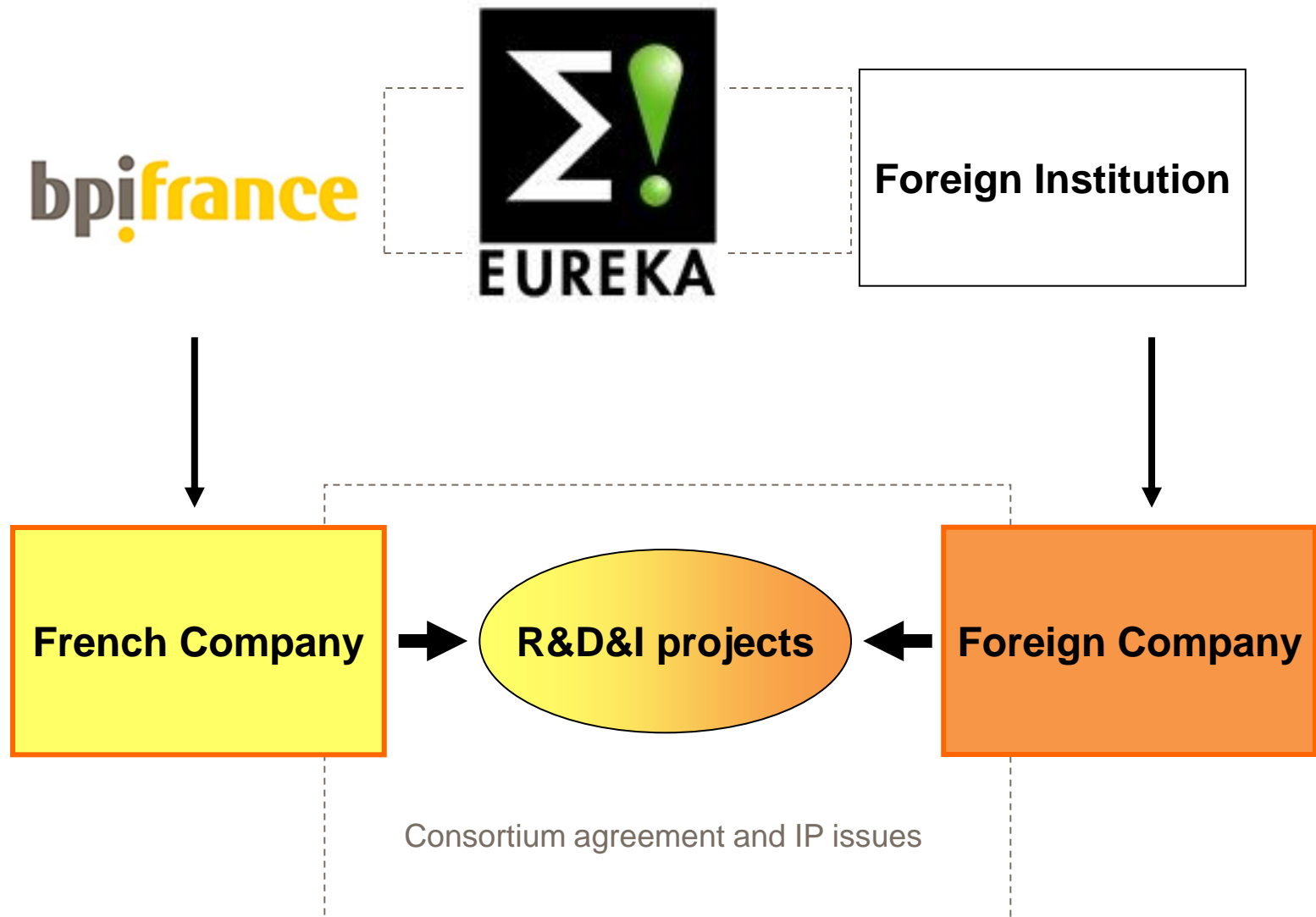


# International Innovation Programs

To develop international and collaborative innovation



# Bilateral Cooperation



## 02. Innovation funding programs to support collaborative projects

### French funding (ADICI Program):

**Projects:** innovative collaborative projects, close to the market, all thematics (less than 3 years duration).

**Partnerships:** at least two industrial partners (a French and a foreign company)

No country or partner representing more than 70% of the total budget of the project

**Eligible Beneficiary:** French companies, up to 2000 FTE

**Eligible costs:** R&D&I, industrial research and experimental development

**Scheme:** zero interest loan reimbursable in case of success

**Funding rate** up to 65% for SME, up to 50% for midcap companies

## 0. Innovation funding programs to support collaborative projects

### EUROSTARS Projects:

**2 calls per year (next call the 5th march 2015)**

The leading SME must be a R&D performing SME

No partner or country is performing more than 75% of project total costs

The project duration is less than 3 years

The market introduction is foreseen within 2 years after the end of the project.

[www.eurostars-eureka.eu](http://www.eurostars-eureka.eu)



## **GRANTS**

### **Funding rates:**

**40% of eligible costs for SME**

**30% of eligible costs for midcap companies**

**40% of total costs up to 100 K€ for academics**

## 6 Cluster Program Financing Innovation (FUI)

### Cluster (Pôles de Compétitivité) Projects

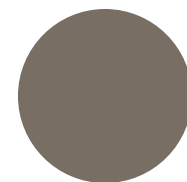
**Collaborative projects:** SMEs, large companies, public laboratories

Territorial basis, Projects in agreement with cluster strategy

**Grants:** average 1 M€

Two **calls for proposals** per year

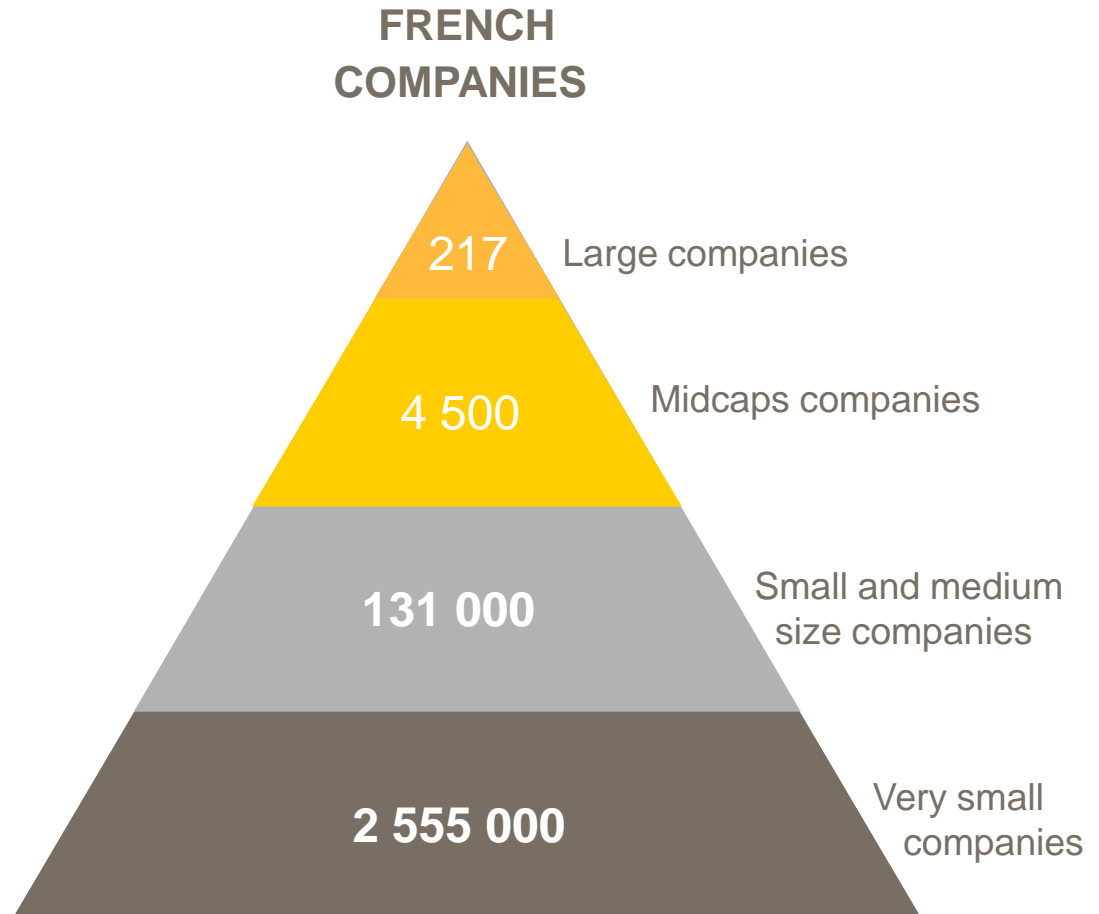
# Annexes





# Bpifrance **accelerates** companies growth

- Identify and support future champions
- Promote the industrial renewal in France



# Solutions for businesses of all sizes

**Bpifrance** assists businesses of all sizes, primarily micro-businesses, SMEs, mid-caps. But we also assist big firms that are considered strategic in terms of national economy, the territories or employment.



## FINANCING BUSINESSES INVESTMENT AND CASH FLOW NEEDS

- Seed
- Innovation aid
- Guarantees
- Financing



## SUPPORTING THE GROWTH OF SMEs THROUGHOUT FRANCE

- Innovation aid
- Guarantees
- Financing
- Export support and financing
- Growth capital
- Transfer capital



## STRENGTHENING MID-CAP BUSINESSES IN THEIR DEVELOPMENT AND THEIR INTERNATIONAL EXPANSION

- Innovation aid
- Financing
- Export support and financing
- Growth capital
- Transfer capital



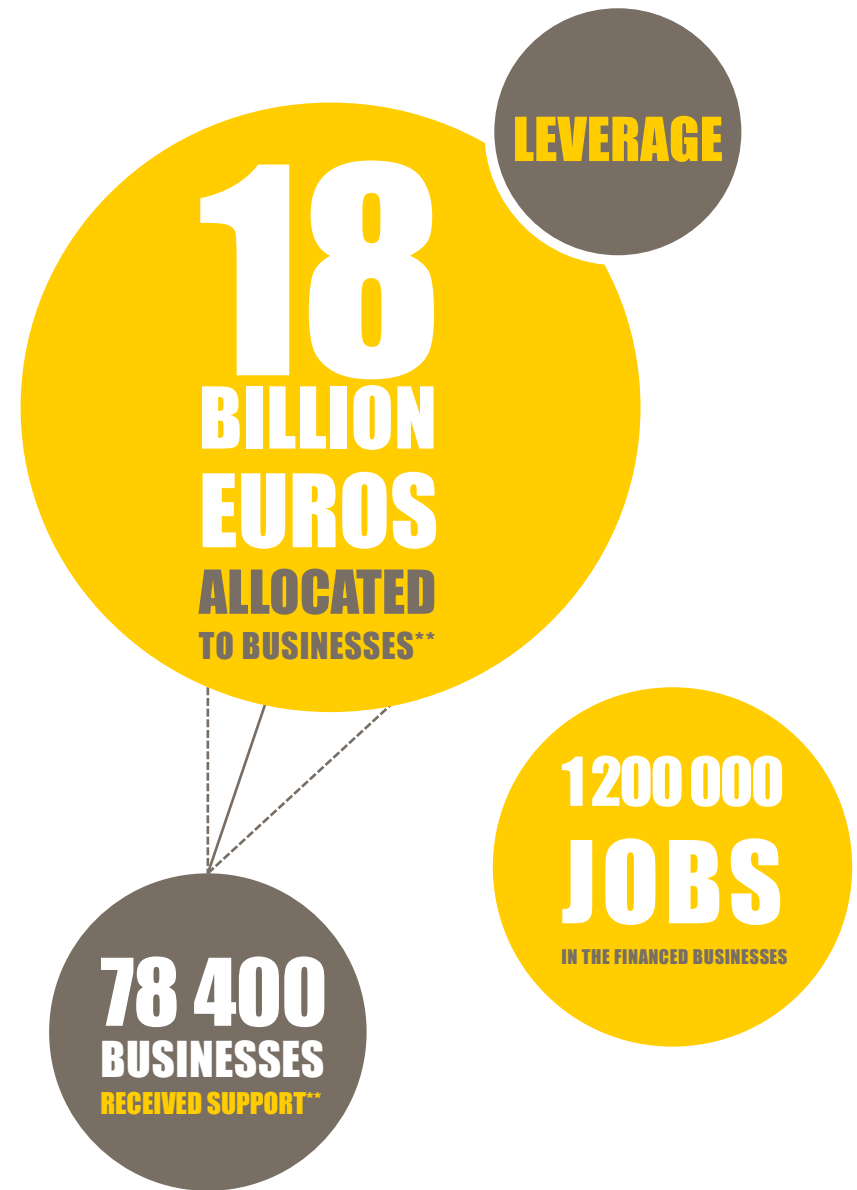
## PARTICIPATING IN THE GROWTH OF BIG FIRMS

- Collaborative innovation Projects
- Financing
- Capital stabilisation

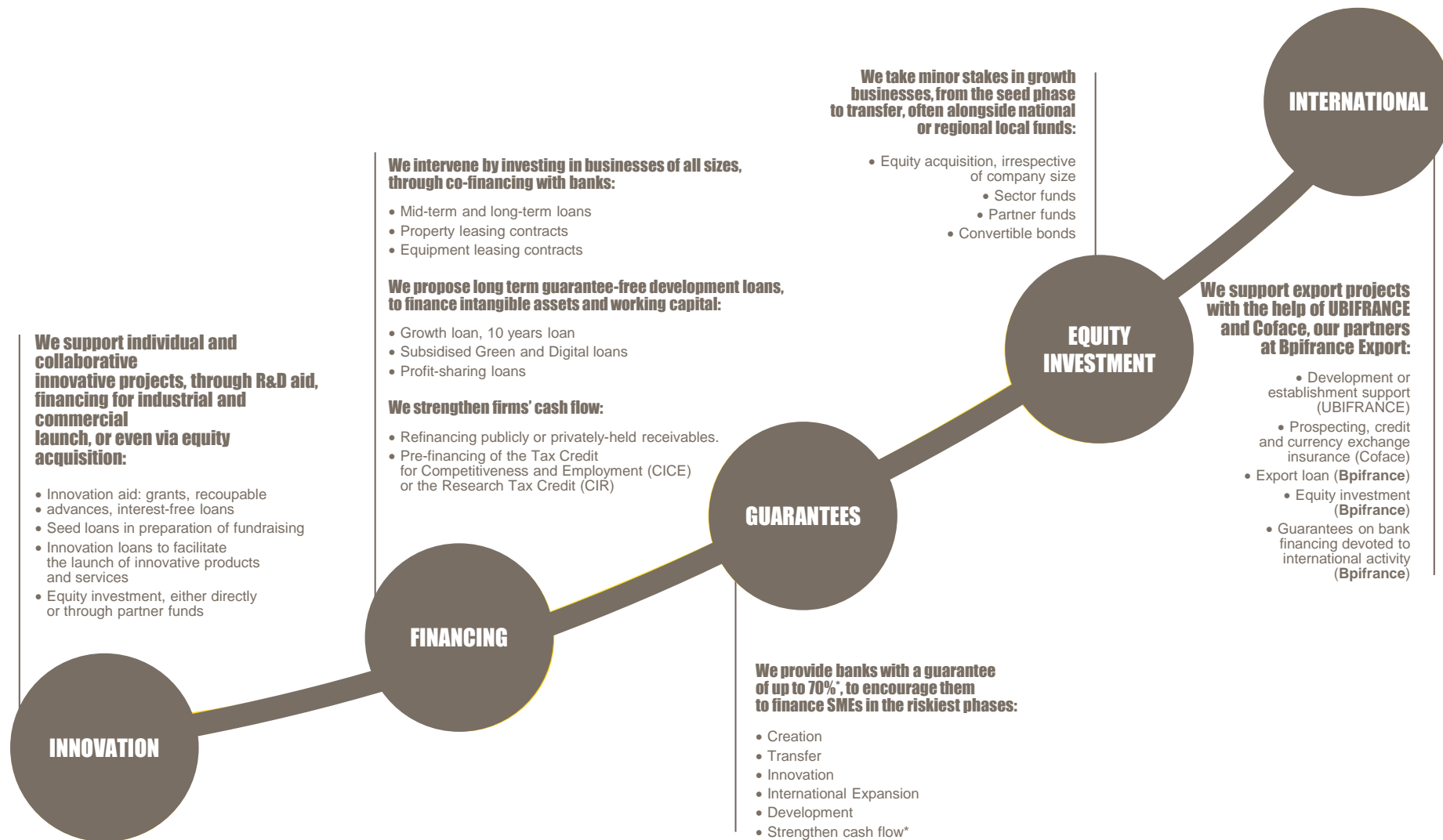
# **Bpifrance**, a public investment bank, is the trusted partner for entrepreneurs

**Bpifrance** finances businesses from the seed phase to transfer to stock exchange listing, through loans, guarantees and equity. **Bpifrance** accompanies firms developing export activities, in partnership with UBIFRANCE and Coface, and provides support for their innovation projects.

Bpifrance offers businesses the benefit of a powerful contact, one who is on hand and able to respond efficiently.

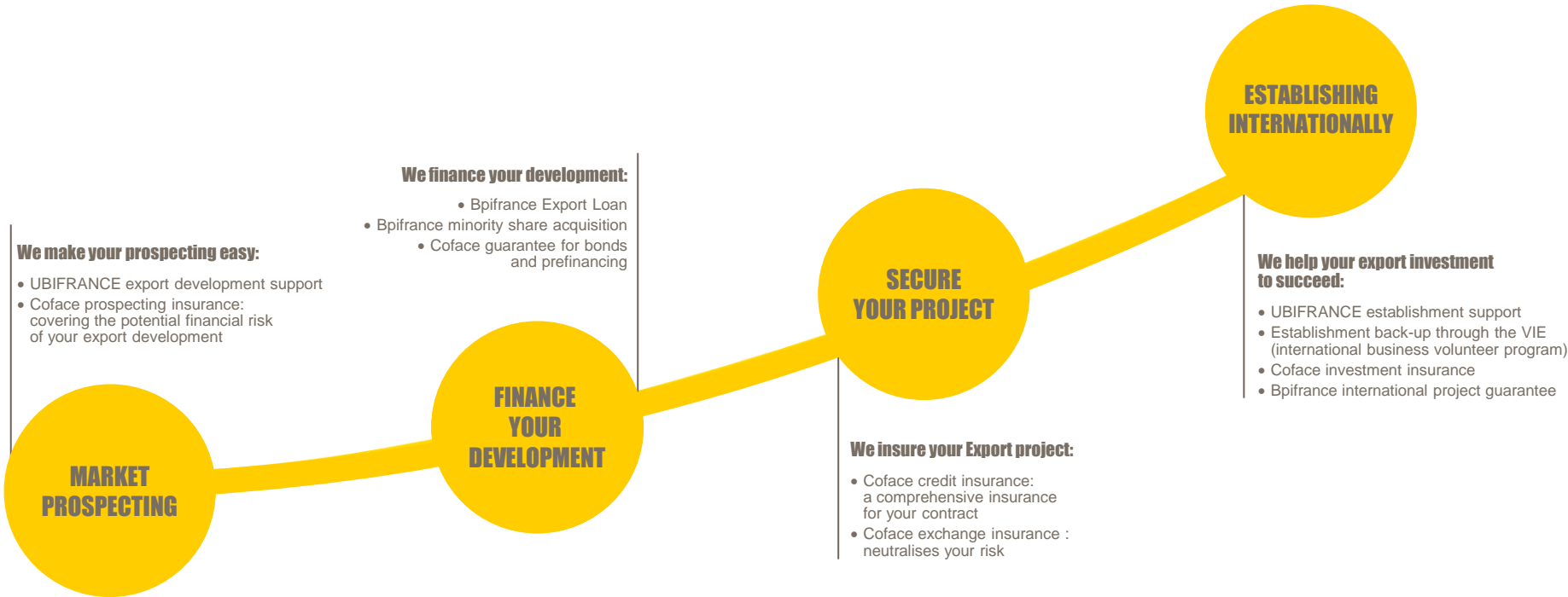


# A financing continuum, present in every key phase of business development



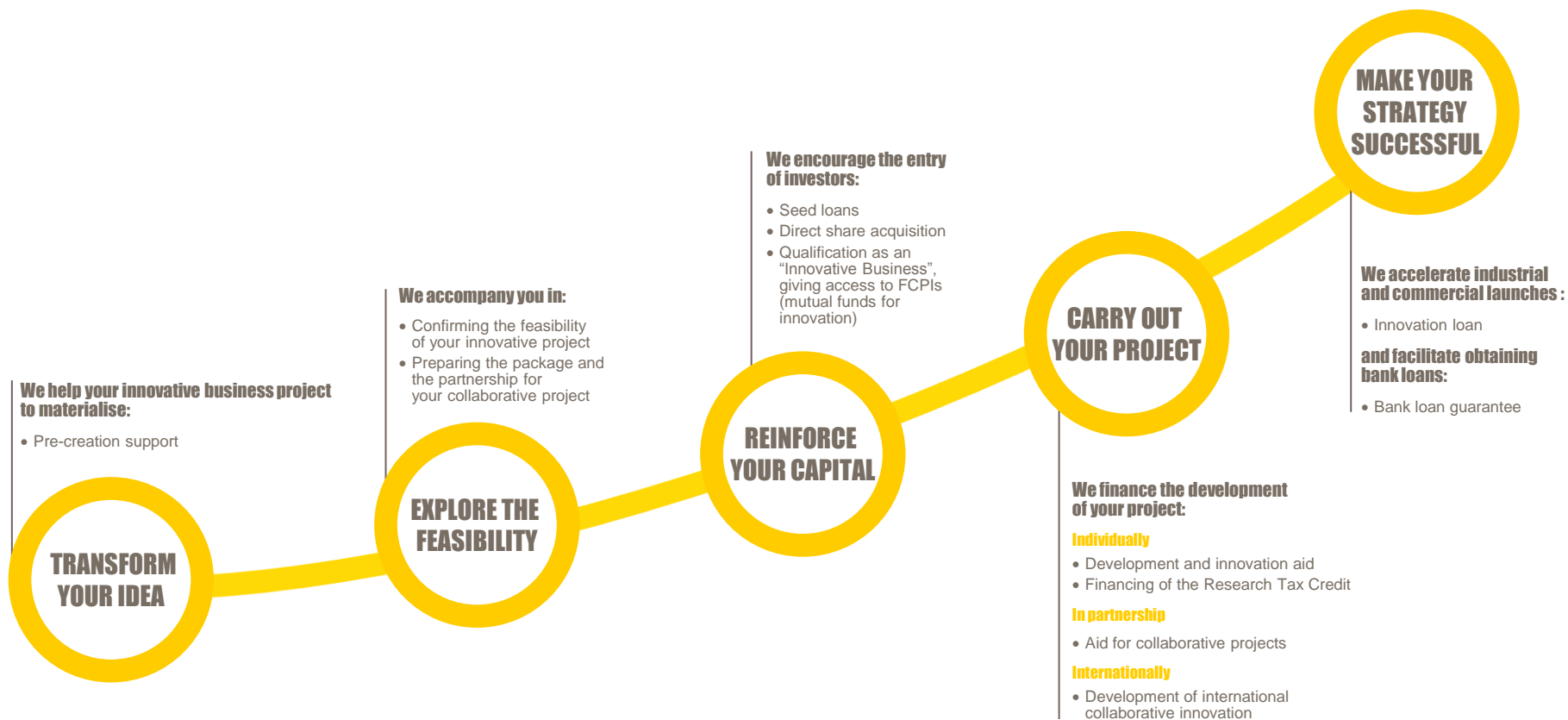
\* Jusqu'à 70 % avec les Régions

# Bpifrance accompanies **your international projects**



**In each phase of your company's development, we provide financing, guarantee, insurance, investment and support solutions that are complementary and adapt to your plans for conquering new markets.**

# Bpifrance accompanies **your innovation projects**, to encourage their success



The different financial solutions proposed by our teams can be provided in the form of grants, recoupable advances, interest-free loans, profit-sharing loans, share acquisition and guarantees on bank intervention, depending on the risk and the state of advancement of your project