

**bpi**france

**SERVIR L'AVENIR\***

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**The French Public Investment Bank**

**Privileged and confidential**

\* Serving the Future

# Simplified chart & key figures – Public owned bank with 3 business lines

In 2018

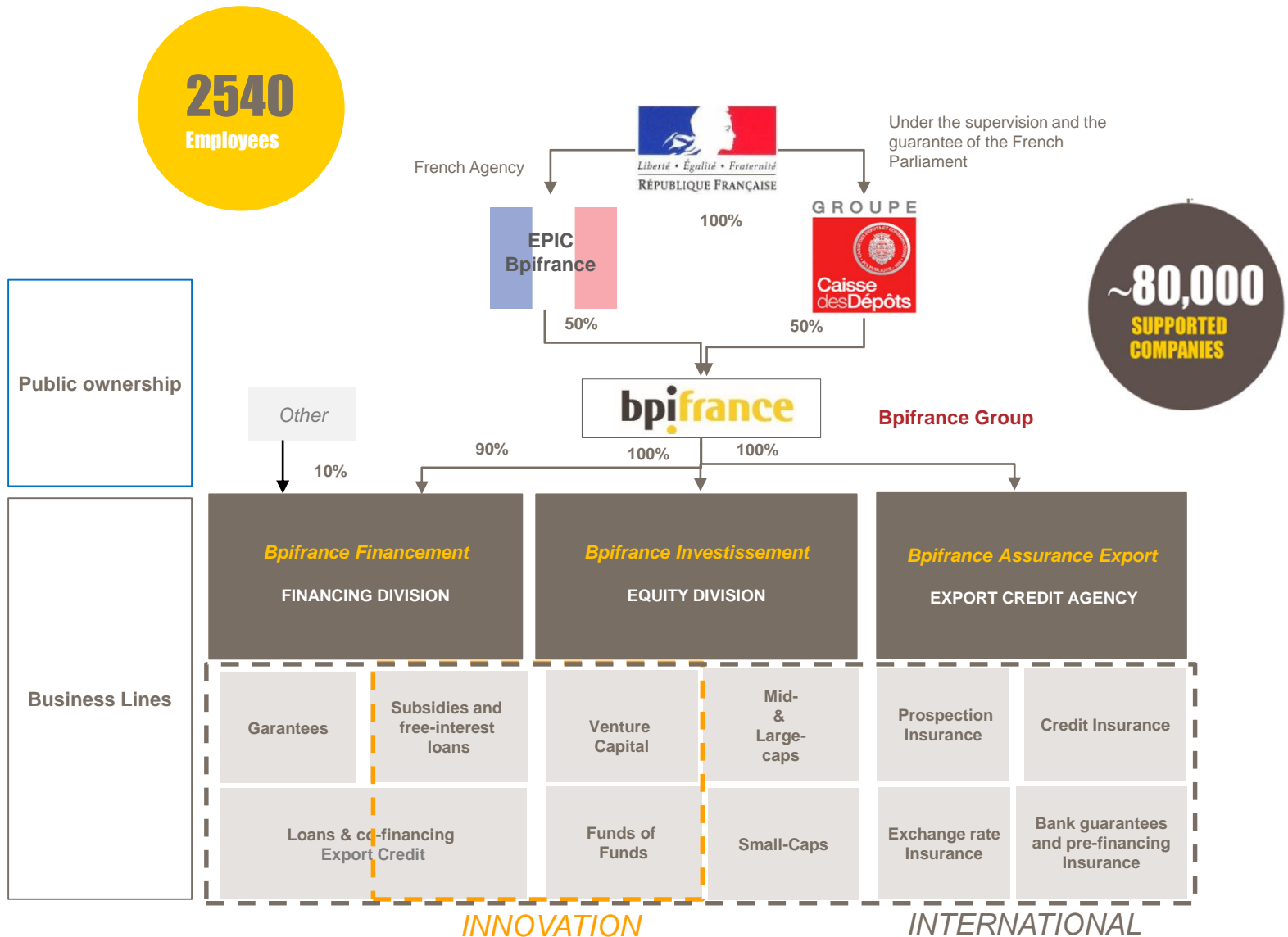
€19Bn of financing

2540 Employees

€2Bn of equity

€14,5Bn of export insurance

1200 SMEs coached



# ***Bpifrance Investissement - the Private Equity branch***

- **Minority direct investments in French companies only**, from small to large caps
- **Patient investment** - average horizon up to 8-10 years
- **Search for profitable operations**
- **General-interest criteria** (employment, competitiveness and innovation) taken into consideration during the investment decision process
- **Investment in all sectors** apart from infrastructure, real estate, finance, media and research institutes. No restructuring investment.
- **Systematic search for joint investments with private investors (French and/or foreign)**
- **Investment portfolio overview (some investment references) :**



- **Significant fund of fund investment activity** (indirect investment)

# Bpifrance Financement - the Banking branch

- Bpifrance Financement offers financing solutions suited for every stage of business development, in partnership with private banks



- **Cofinancing loans:** partnership with commercial banks and financial institutions for business investments and operations
- **Guarantees:** risk-sharing in support of bank financing and private equity investments
- **Soft loans for innovation:** provide financing and expertise to companies with innovative, technology-based and business-focused projects
- **A bank driven by solvency and liquidity:** conservative risk management and resilient financial performance

<sup>1</sup> With public guarantee backing

<sup>2</sup> Redeemable in case of success

# ***Bpifrance Assurance Export - the French ECA***

- **Bpifrance Assurance Export is the new French Export Credit Agency as of January 1<sup>st</sup>, 2017.** By operation of law, the state guarantees activity managed by Coface as well as teams (+ ~270 persons) and the whole portfolio were transferred to Bpifrance Assurance Export, a subsidiary of Bpifrance
- **Manages in the name, on behalf and under the control of the French State a wide range of insurance products**
- **The 4 majors missions of Bpifrance Assurance Export :**
  - Promoting and securing French exports and investments abroad
  - Relying on excellence in business support
  - Helping SMEs and Mid Caps to bridge the gap to internationalization
  - Simplifying the process by offering a single point of entry for French companies
- **The 5 products categories :**
  - Credit insurance
  - Foreign Investment Insurance
  - Exchange risk insurance
  - Market Prospection Payable Advance
  - Bonds and Working Capital Guarantee

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