

Bpifrance

**The French Public Investment Bank
AFRICA**

**SERVING
THE FUTURE**



01.

**Bpifrance
focus**

1.1

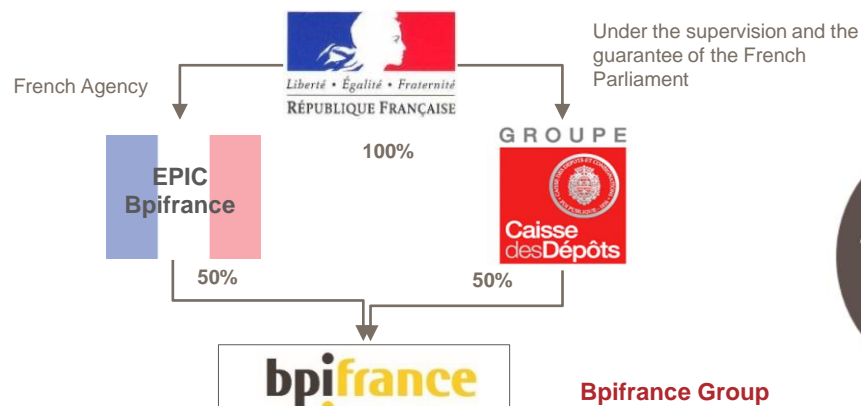
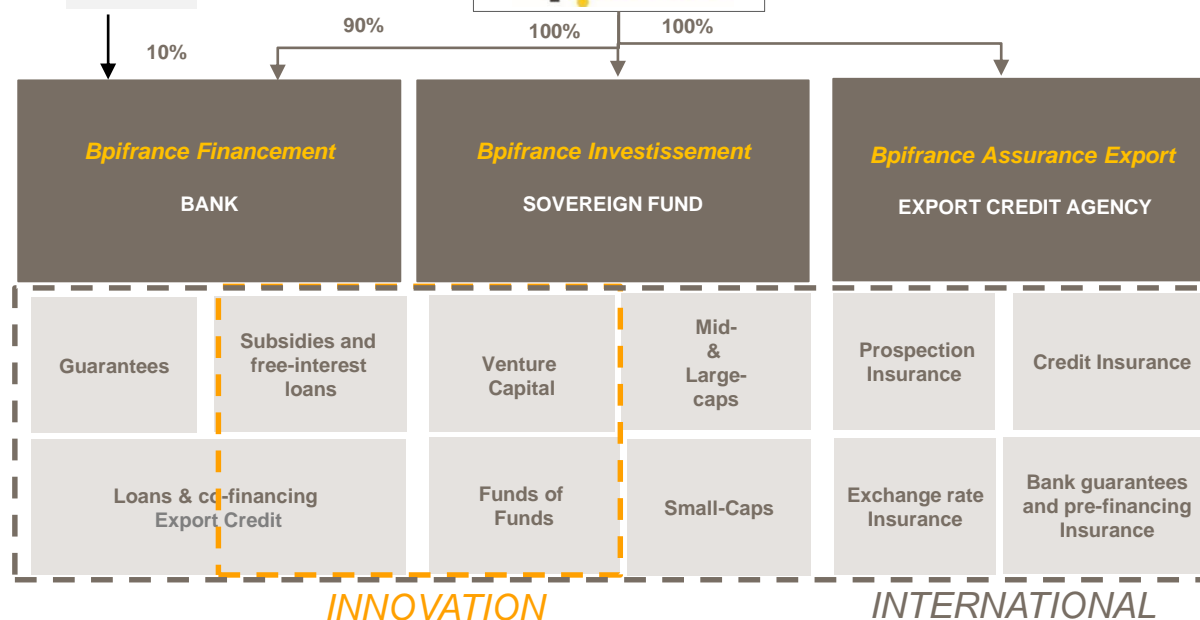
Simplified chart & key figures – Public owned bank with 3 business lines

In 2020

€19Bn of
financing€2,5Bn
of equity€13,5Bn
of export
insurance1200
SMEs
coached2540
Employees

Public ownership

Business Lines

~80,000
SUPPORTED
COMPANIES

1.2 *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

¹ With public guarantee backing

² Redeemable in case of success

1.3 *Bpifrance Investissement* - the Private Equity branch

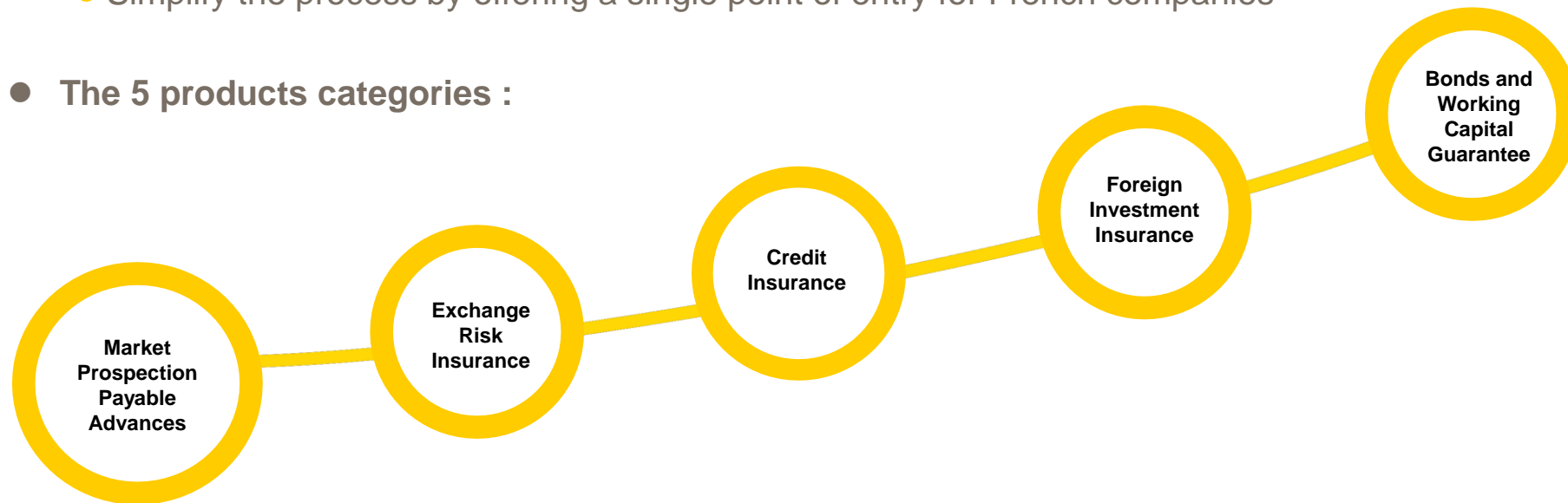
- **Minority direct investments in French companies only**, from small to large caps
- **Search for profitable operations**
- **General-interest criteria** (employment, competitiveness and innovation) taken into consideration during the investment decision process
- **Investment in all sectors** apart 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) :



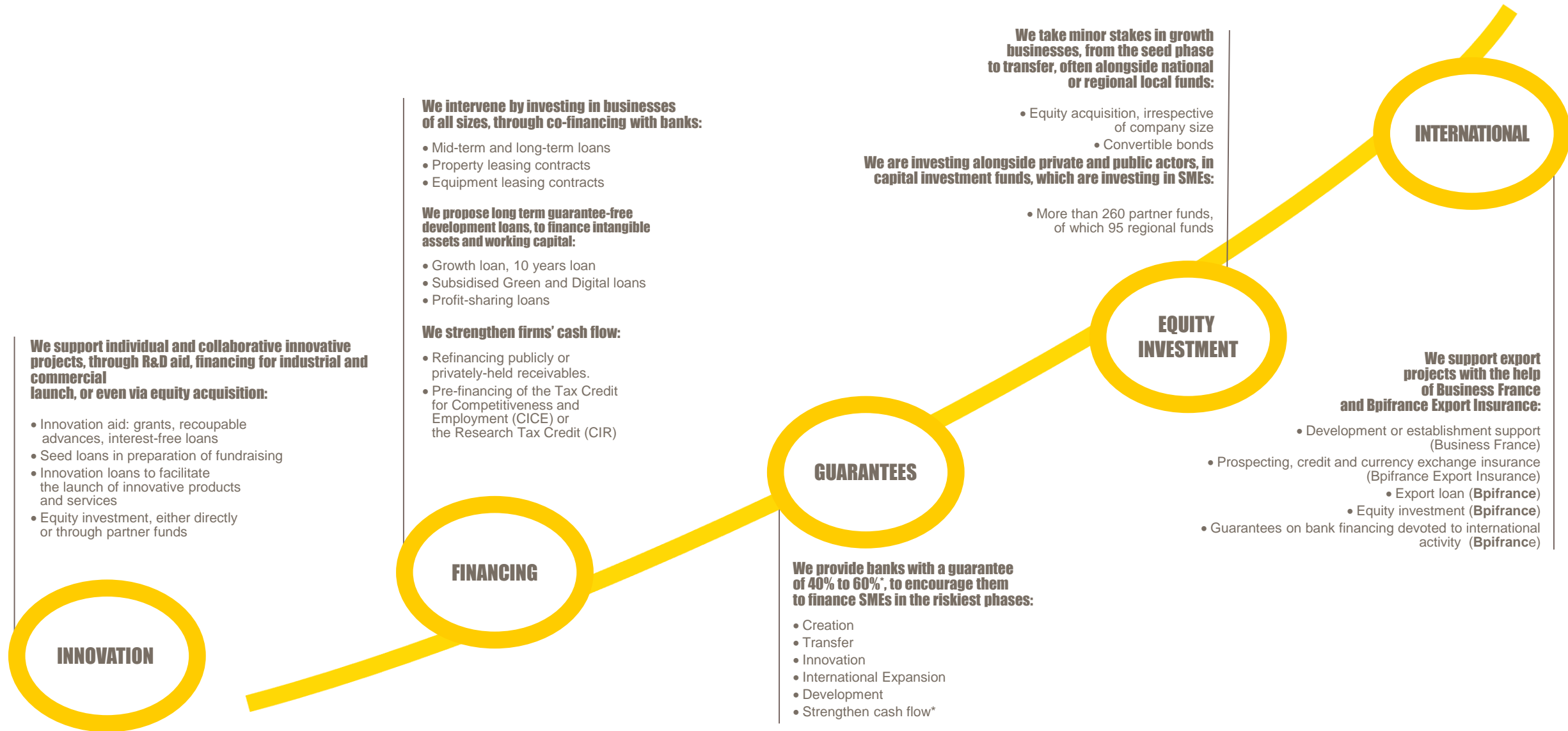
- **Significant fund of fund investment activity** (indirect investment)
- **Partnership with sovereign**

1.4 *Bpifrance Assurance Export* - the French ECA

- **Bpifrance Assurance Export is the new French Export Credit Agency as of January 1st, 2017.** By operation of law, the state guarantees activity managed by Coface as well as teams (+ ~270 persons) and the whole portfolio has been 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, in order to:**
 - Promote and secure French exports and investments abroad
 - Rely on excellence in business support
 - Help SMEs and Mid Caps to bridge the gap to internationalization
 - Simplify the process by offering a single point of entry for French companies
- **The 5 products categories :**



Main activities : a cofinancing continuum present in every key phase of business development



02

INTERNATIONAL

Bpifrance abroad



Marine RICHEMOZ

Export Advisor for Bpifrance
USA & Canada
marine.richermoz@ext.bpifrance.fr



Alban D'HERBES

Area Manager Latin America
alban.dherbes@bpifrance.fr



Marie DESJONQUERES

Deputy Area Manager Latin America
marie.desjonquieres@ext.bpifrance.fr



Arnaud FLORIS

Area Manager
West, Central & North Africa
arnaud.floris@bpifrance.fr



Christophe PLASTRE

Deputy Area Manager
West, Central & North Africa
christophe.plastre@ext.bpifrance.fr



Mourad CHOUÏQA

Area Manager
Eastern & Southern Africa
mourad.chouiqa@bpifrance.fr



Andréa LEQUIR

Deputy Area Manager
Eastern & Southern Africa
andrea.lequir@ext.bpifrance.fr



Jan KOSCINSKI

Area Manager Germany, Central & Eastern
Europe, Russia, & Caucasus
jan.koscinski@bpifrance.fr



Marianne WLASSEWITCH

Area Manager ASEAN
marianne.wlassewitch@bpifrance.fr



Guillaume EICHEINE

Deputy Area Manager ASEAN
guillaume.eichene@bpifrance.fr



Catherine DORGNAC

Area Manager Middle East,
Turkey and Central Asia
catherine.dorgnac@bpifrance.com



Inès TAKI

Deputy Area Manager Middle
East, Turkey and Central Asia
ines.taki@bpifrance.fr

International focus : the single interlocutor strategy

A unique offer to support the globalisation of French SMEs and Midcaps



A product range tailored to meet customers' needs



Bpifrance in Africa : an historical and multidimensional commitment

Accompanying

Business expeditions and accelerator programmes

Insurance and Guarantee

Panel of solutions for French companies in their development in Africa (prospecting, facilitation of the issue of bonds and pre-financing by banks, securing exports and investments abroad, protection of currency fluctuations).

Local presence



Abidjan



Nairobi



Dakar (opening soon)



Financing

Export Credit and International Growth Loans: support to French companies in their development in Africa and financing solutions for their African partners (Public, Private, Sovereign)

Investment

Investment in African private equity funds through the Averroes fund of funds scheme

Technical assistance

Support to governments, development banks and innovation agencies in the creation of support instruments for SMEs and innovation



EuroQuity Platform

Digital platform developed by Bpifrance to connect SMEs, investors and service providers

03

BPIFRANCE EXPORT INSURANCE



MARKET PROSPECTION REPAYABLE ADVANCE

FINANCE PROSPECTING EXPENSES AND INSURE AGAINST THE RISK OF EXPORT FAILURE

ELIGIBLE COSTS

- Travel and stays abroad, salaries and expenses during the duration of travel
- Creation of an export department, recruitment, training, salaries and payroll taxes
- Marketing expenses, market research, legal advice, advertising, website creation and real product adaptation to the market
- Operating costs of a foreign location (sales agents, sales office, subsidiaries)
- Exhibitions, collective missions

FROM €30 000

SMEs

Small MidCaps

Sales revenues < 500 million

Prospection

2 or 3 years

Deferred repayment

2 years

Repayment

3 or 4 years

According to the sales revenues achieved in the guaranteed area with a minimum refund of 30%

**Guaranteed
quota 65%**

1st bank transfer of
50% of the advance
as soon as the
contract is signed

All countries

except political exclusion credit
insurance

Submitting file on line :

Bpifrance.fr



INTERNATIONAL GROWTH LOAN

FINANCE INTANGIBLE INVESTMENTS AND WORKING CAPITAL REQUIREMENTS
RELATED TO INTERNATIONAL DEVELOPMENT

TERMS AND CONDITIONS

Constitution of the base:

- Intangible investments
- Tangible investments with a low pledge value
- External growth operations
- The increase in working capital requirements generated by the international development project

AMOUNT

From €30 000 to 5m

SMEs MidCaps
+ 3 years of existence

SPREADING THE COST

5 years
or 7 years with 2 years of
deferred depreciation

CONDITIONS

Unsecured loan
Unallocated loan



EXCHANGE RISK INSURANCE

NEGOTIATE AND EXPORT IN FOREIGN CURRENCIES WHILE NEUTRALIZING EXCHANGE RISK

SMEs Mid Caps Big account Client	One guaranteed exchange rate From the offer submission to the last payment	Garantie delivered directly	Individual export operations
Bonus partially refundable in case of failure	Exchange rate improvement up to 70%	100% compensation for the exchange rate loss	More than 30 eligible currencies with no minimum amount
		All countries except political exclusion credit insurance	Online quotation simulator



INTERNATIONAL PROJECTS GUARANTEE

GUARANTEE YOUR EQUITY ALLOWING THE COMPANY ESTABLISHMENT BY CREATION, ACQUISITION OR DEVELOPMENT OF A SUBSIDIARY OUTSIDE THE EUROPEAN ECONOMIC AREA

TERMS AND CONDITIONS

- The guarantee covers the economic risk of the foreign subsidiary, excluding political risk
- The guarantee is given to the benefit of the French parent company
- This guarantee may be delegated to banks financing the inputs of the French parent company

QUOTA AND COMMISSION

- **Maximum quota:** 50%
- **Commission :** 0,50% per year of the amount of the guaranteed inputs

RISK LIMIT

€1,5m on the same company or group of companies

REASON FOR THE GUARANTEE TO BE INVOKED

- Opening of insolvency proceedings against the company established abroad
- Sale of shares if the company has lost more than half of its equity capital since the equity contribution, on the basis of the capital loss realized
- Voluntary cessation of activity due to an economic failure of the project (with the agreement of Bpifrance)

DURATION

7 years maximum

SMEs & MidCaps

+ 3 years of existence

SELECTION CRITERION

Operations to create, acquire or develop foreign subsidiaries located in all countries except those in the European Economic Area are eligible

KEY ELEMENTS

2018 FOR THE EXPORT DIVISION:



Total outstanding amount of
€65 billion
in credit insurance

132
companies
assisted in their export
development in

12
international missions

1,855
offers of cover in market
prospection repayable
advance

€204 million
claims paid out
in credit insurance

Export contracts
covered in
61 countries
via credit insurance

14,201
companies supported

Main Results

535
export bond policies
and export working
capital policies issued

Total amount
of offers of cover
€16 billion

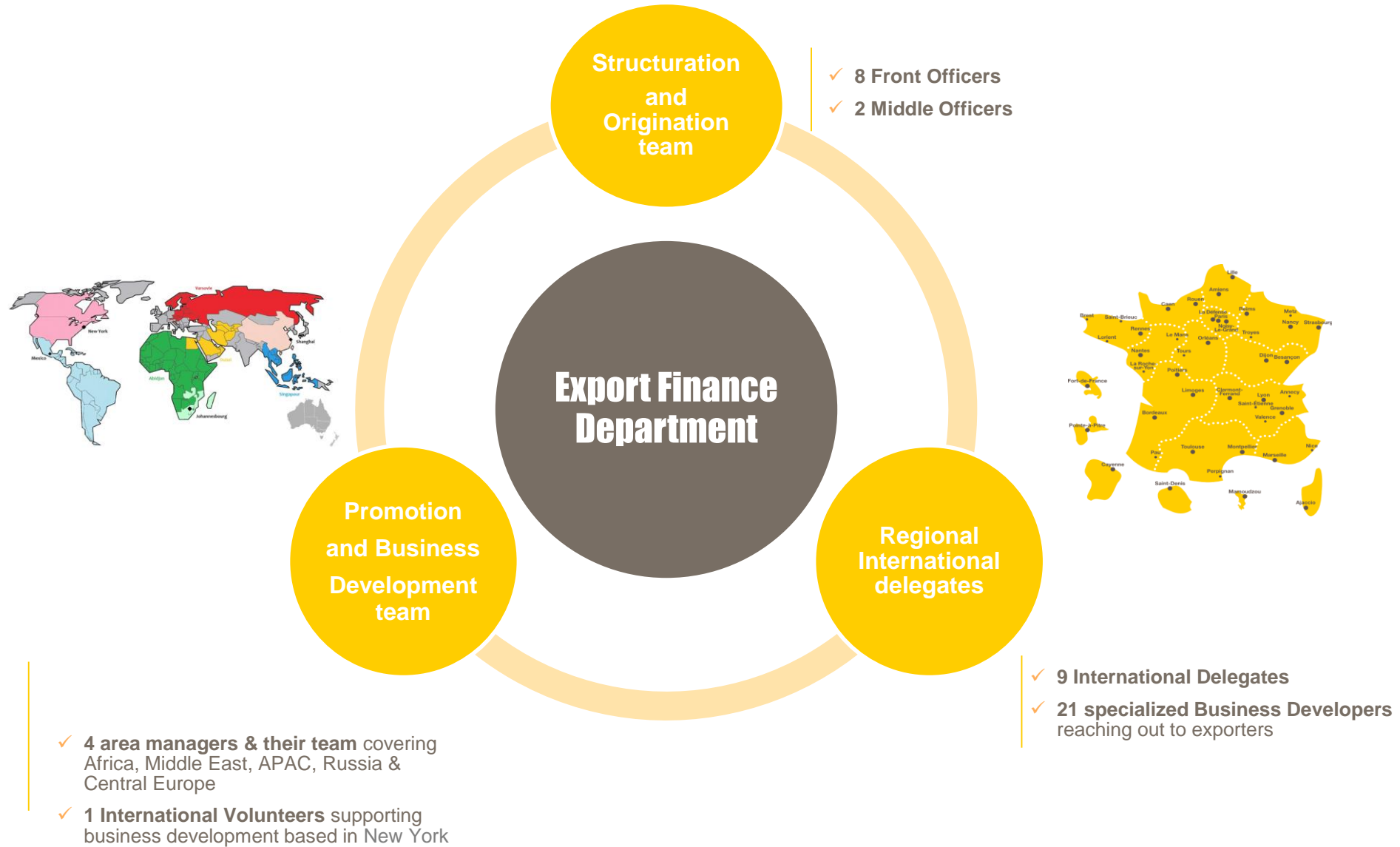
€ 299 million
in buyer credits granted
and purchase of supplier
credits

Launch of the **Strategic
Projects Guarantee**
and **Pass Export**

04

FINANCING

Export Credit Solutions : Our Export Finance Team



Export Credit Solutions : Our risk policy

- ❑ **Contract** Bpifrance Export Finance team will support sales contracts (equipment/service/EPC) signed between a French exporter with a foreign buyer for an amount > EUR 1m
- ❑ **Exporter(s)** **Corporate (SMEs, Mid-Caps or Majors) registered in France.** Supplying capital goods or services, engineering, turnkey projects
- ❑ **Buyer(s)** **Sovereigns, quasi-sovereigns, public owned entities, or local Corporates.**
Generally located in emerging markets. Bpifrance can accept that the “Buyer” is different from the “Borrower”. If needed : a third party guarantors is required (Bank, MOF, parent company...)
- ❑ **Solutions proposed**
 - ✓ Buyer’s credit: Sole MLA and Lender for transactions from EUR5m to EUR25m
Co-financing required for transactions from EUR25m to EUR75
 - ✓ Supplier Credit: From EUR 1m
- ❑ **Currency** **Euro only**
- ❑ **Export Credit Agency** **Bpifrance Assurance Export only**
- ❑ **Country** in line with both French country policy and group guidelines
- ❑ **Rules applied** **OECD Arrangement** / French DG Trésor guidelines / Bpifrance Assurance Export guidelines /
Internal due diligence regarding Anti-Bribery & corruption, Anti Money Laundering and Risks
- ❑ **Financing envelope** **Amount eligible to Bpifrance Assurance Export cover**
Possibility to offer tied commercial loan to finance downpayment + part of the contract not eligible for BAE cover

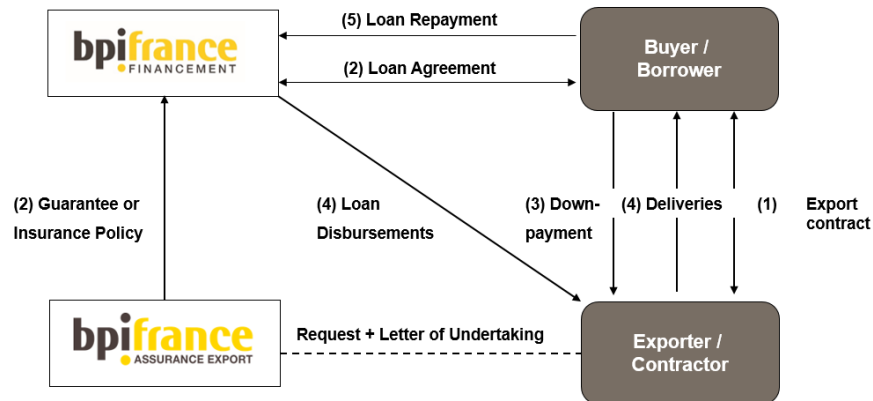
Export Credit solutions : 2 solutions

As the French Public Investment bank, we can offer global financing solutions in the form of ECA backed loans: **Bpifrance Export Insurance covered facilities**.

Two options are available:

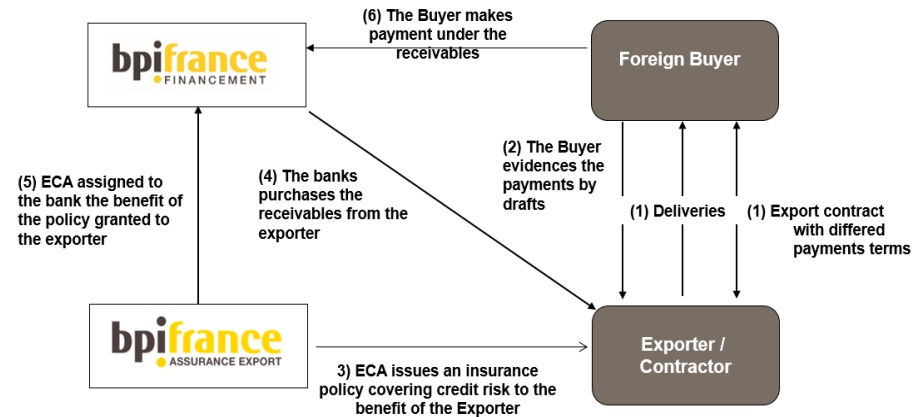
The Buyer's credit

- Starting from **EUR 5M** up to **EUR 75M**
Directly granted by Bpifrance to the buyer
- Currency: EUR
- Amount: Up to 85% of the export contract price as per OECD guidelines



The Supplier's credit

- Starting from **EUR 1M** up to **EUR 25M**
- Loan granted by the French exporting firm to the buyer and later repurchased by Bpifrance
- Currency: EUR
- Amount: Up to 85% of the export contract price as per OECD guidelines



Export credit solutions : selected credentials

2019 Sénégal  Ministère des Finances Financement d'études préalables  7,3 M EUR Crédit acheteur couvert par Bpifrance A.E. Lender	2019 Tanzanie  KOM Food Products Compny Ltd Fourniture de deux lignes d'embouteillage  9,2 M EUR Crédit acheteur couvert par Bpifrance A.E. Lender	2019 Ukraine  Ministère des Finances Acquisition de 21 hélicoptères retrofités  65 M EUR Crédit acheteur couvert par Bpifrance A.E. Lender	2019 Niger  Himadou Hamani Import / Export aquisition d'une ferme avicole  EUR 1.2M Crédit fournisseur couvert par Bpifrance A.E. Assignee	2019 Senegal  Senelec Renforcement et fiabilisation du réseau électrique fourni par  EUR 25 M Crédit acheteur couvert par Bpifrance A.E. MLA	2019 Mali Soyatt Fourniture de 40 camions Renault Trucks par  EUR 4,8M Rachat de crédit fournisseur couvert par Bpifrance A.E. Assignee
2019 Bénin  Isocel SA Déploiement d'un réseau de fibre optique et d'accès à internet  6,2 M EUR Crédit acheteur couvert par Bpifrance A.E. Lender	2019 Arabie Saoudite  Bassam Trading Company Acquisition de 10 unités mobiles de dépistage du cancer du sein  2 M EUR Crédit fournisseur couvert par Bpifrance A.E. Assignee	2019 Burkina Faso COGE-OK International Convois tracteur, semi-remorques bennes et station de concassage  2,8 M EUR Crédit Fournisseur couvert par Bpifrance A.E. Lender	2020 Mali Groupe Bathily Fourniture d'équipements de concassage pour la production d'agrégats pour la construction  EUR 1,6 M Crédit fournisseur couvert par Bpifrance A.E. Assignee	2020 Tanzanie  Acquisition d'une ligne de production de pain  EUR 5,8 M Rachat crédit fournisseur couvert par Bpifrance A.E. Assignee	2020 Bénin  Ministère des Finances Acquisition de lampadaires solaires  EUR 20 M Crédit acheteur couvert par Bpifrance A.E. MLA
2020 Bénin  Ministère des Finances Construction de l'hôpital d'Abomey-Calavi  EUR 40 M Crédit acheteur couvert par Bpifrance A.E. MLA	2020 Maroc  Fourniture de 2 transformateurs électriques  EUR 1 M Rachat Crédit Fournisseur couvert par Bpifrance A.E. Assignee	2020 Sénégal  Ministère des Finances Livraison de trois patrouilleurs de type OPV58 + équipements  EUR 100 M Crédit acheteur couvert par Bpifrance A.E. MLA	2020 Mauritanie TND Fourniture d'équipements pour bâtiments avicoles  EUR 2,1 M Rachat Crédit Fournisseur couvert par Bpifrance A.E. Assignee	2020 Sénégal  Ministère des Finances Contrat de pré-exploitation du TER de Dakar  EUR 25 M Crédit acheteur couvert par Bpifrance A.E. Lender	2020 Benin  Ministère des Finances Fourniture de véhicules de collecte de déchets  10 M EUR Crédit acheteur couvert par Bpifrance A.E. Lender

05.

INVESTMENT

INVESTMENT

2018 figures

Venture

Direct investments
Innovation support expertise

€2bn AuM

150 companies in portfolio

~75 investment
professionals o/w **25** experts

Capital development

Direct investments

€22bn AuM
of which **€12bn** AuM in listed large cap
investments

650 companies in portfolio

~150 investment
professionals

Funds of funds

Indirect investments

€9bn AuM

~3,000 companies indirectly
invested

~25 investment
professionals

A unique investment management reach with **€33bn** AuM
800+ portfolio companies and **250** investment professionals

Bpifrance is one of the largest and most active investment management companies in France...with a broad and diversified sectorial expertise



A tool to connect continents : EUROEQUITY



❖ **Build on the EuroQuity digital platform** as a cross-cutting networking device

► *Connecting African and French - European companies*

- ❑ **Amplify the support actions** and accelerate the connections between companies thanks in particular to the development of a EuroQuity Export community
- ❑ **Capitalize on the platform** to continue the development of communities in Africa and facilitate the connection between companies, investors and business partners in France and Europe
- ❑ **Create a community of companies underlying the Averroès funds on EuroQuity**, to enhance their visibility outside the continent and foster partnerships with French investors and companies
- ❑ **Creating a common framework** between Digital Africa (AFD Group) and EuroQuity

Desks in Africa



Arnaud FLORIS

Area Manager I West, Central & North Africa

arnaud.floris@bpifrance.fr

+225 56 58 36 59



Christophe PLASTRE

Deputy Area Manager I West,
Central & North Africa

christophe.plastre@ext.bpifrance.fr

+225 69 57 44 86 / + 33 7 86 31 43 49



Mourad CHOUÏQA

Area Manager I East &
Austral Africa

mourad.chouïqa@bpifrance.fr

+33 7 87 97 72 35

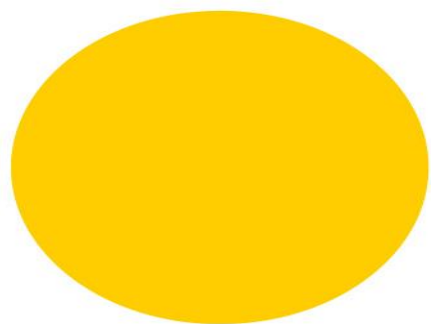


Andréa LECUIR

Deputy Area Manager I East &
Austral Africa

andrea.lecui@ext.bpifrance.fr

+33 7 87 10 49 44 / +254 7 48 18 83 31



SERVIR
L'AVENIR

