



PLAN CLIMAT



LETTER FROM THE CEO

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CEO BPIFRANCE

Let's start with the good news: society, entrepreneurs, the government, investors, everyone ages 7 to 77 have understood that something serious is happening to the climate, and therefore to our way of life. We now know that our past choices are having dramatic consequences for biodiversity and the temperature of the planet.

Just like the entire human organism is disrupted above 37.5 degrees Celsius, global warming is disrupting everything. Everything. So it's becoming easier to convince others of the need to act. The difficulty, however, lies in finding radical ways to change how we live without bringing down democracies in the process.

Success can only be found in joint action by government and civil society, with a significant dose of redistribution.

For **Bpifrance**, it's our existence that's at stake. We must go door to door, so to speak, to move people to act and deploy action plans, for all our customers. That is the mission of the Climate Plan. We will devote our energy, year after year, to this great transformation. **Bpifrance** will be bank acting for climate like no other. Not only will we launch products of general interest, like the *Prêt Vert* [Green Loan], but above all we be relentless in moving entrepreneurs to act, and then follow up with support and financing.

Innovation will naturally play an important role. Not right away – these things take time. But, starting in 2030, solutions we can't even think of today will reinforce the arsenal of countermeasures deployed. And we are financing this second phase of the counter-attack from today.

Lastly, as always when history takes a turn, new sectors emerge. A generation of modern, science-driven, fast-acting entrepreneurs is emerging. They stand at the hear of the *coq vert* community.

As their ideas spread, and with the support of **Bpifrance**, they will galvanise the rest of the economy into action. The *coq vert* – the green rooster – is taking shape before our eyes. Activist clients for an activist bank.

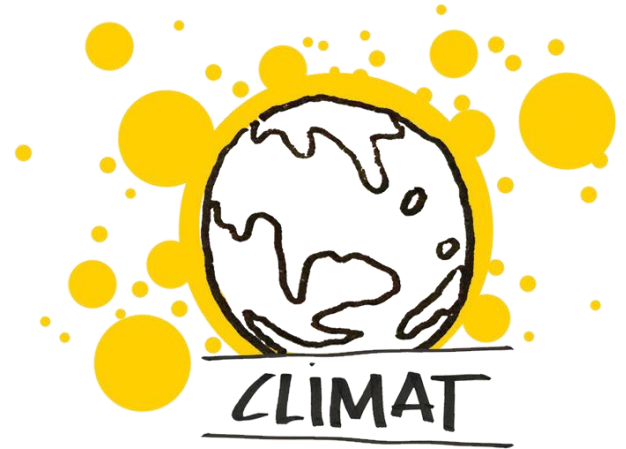
I'm counting on you!

Why is a Climate Plan necessary?

A **Climate Plan** in tune with **Bpifrance's DNA** and at the service of our clients.

Bpifrance, a public actor essential to **speeding up the energy and ecological transition of the French economy**, is uniquely placed for such an undertaking:

- It is a local bank, with a network of branches throughout France and a proven ripple effect on its ecosystem, both in financing and in investment.
- It is a partner bank, involved in the implementation of regional economic development policies, which has joined forces with ADEME for the ecological transition of companies.
- It has renowned expertise in the financial support of renewable energy developers and projects (in France and abroad).
- It plays a central role in supporting innovative companies, startups in particular, a role that was amplified by the Deeptech Plan launched in early 2019.
- It is engaged in a unique support activity at the service of SME managers.



A Climate Plan for whom?

An ambitious action plan at the service of its customers to **accelerate the transition of French companies**:

- It provides support for the **emergence and growth of greentechs**, and for **green solution providers**, to bring about the necessary technological innovations and create French leaders in key verticals to speed up the ecological transition.
- It **expands the scope of financing and investments** to include the **renewable energy sector**, enabling companies to have access to more green and carbon-free energy.
- It is intended to **trigger the transition of all companies** *via* all of **Bpifrance's** products by adapting our intervention doctrine and new dedicated products, to enable them to make their business compatible with the carbon neutrality objectives of the Paris Agreement.





01



**GREEN
SOLUTION
PROVIDERS**

Continuum of green solution providers

PROMOTE NEW PROJECTS

Creation aid:

- Through our partners, we support and help with the creation of companies by financing **honour loans**.
- We act as **guarantors** to help our partner banks finance the creation phase.

Mentoring and support:

- We launched the **i-PhD competition**, aiming to support young researchers leading projects that bring breakthrough innovations into play

Promotion of support structures:

- We promote the development of support structures for innovative projects, in particular via the **SIA call for project proposals** or the **FTA fund**

VALIDATE THE FEASIBILITY OF AN IDEA

Innovation aid:

- We give out **grants** for innovative projects by young companies (in particular via the **Bourse French Tech** and the **Bourse French Tech Emergence**)
- We also finance the feasibility phase of more mature companies via of **grants** and **repayable advances**.
- We also finance high-potential projects with high potential via **competitions** and **calls for project proposals** such as **I-Lab**

Support:

- We finance consulting and study services to help SMEs undertake new R&D via **Diagnostic Innovation**.

SUPPORT THE SEED FUNDING STAGE

Innovation aid:

- We support innovative, individual and collaborative projects alongside regional governments and local authorities, via of **innovation aid** (grants, repayable advances, subsidised loans, etc.), especially for DeepTech projects.

Unsecured loans:

- We provide **seed loans** to companies before or after their first significant fundraising.

Support:

- We support the leaders of startups in the seed funding stage via coaching until fundraising (**Pitch & Win**, deal flow) and advice dedicated to their growth strategy (**Diag Croissance**)

Equity capital:

- We offer high-potential greentech startups access to **equity capital** (via our **Ecotechnologies** fund or our partner funds) and to **quasi-equity financing** (OC FTS)

Innovation aid:

- We support the industrial development of products via the **R&D innovation loan**

Unsecured loans:

- We finance the market launch of innovative products and services via the **innovation loan**.

Support:

- We help innovative French companies to apply for European funding via **Diagnostic Europe**. We also help them to set up collaborative R&D programs via **Diag PTI**.
- We also help businesses to **break through the industrialisation stage**, and to integrate design into their strategy through our **Diagnostics**

Equity capital:

- To startups in the industrial acceleration phase we offer access to **equity capital** (via our **Ecotechnologies**, **Large Venture** or **SPI funds** or our partner funds).

Export:

- We provide support during the international prospecting phase via the **market prospectation repayable advance** and we offer international **immersion missions**.

HELP TO SCALE UP

SUPPORT GROWTH

Unsecured loans:

- We support the growth of solution providers by **unsecured loans** (growth loan, wood sector loan, etc.)

Support:

- We support solution providers with **theme-based consulting modules**: **Diagnostic 360**, external growth... and intensive group programs that combine advice and training, our **accelerators** (Energetic transition and others)

Equity capital:

- We propose to make **equity investments** (via our **SPI**, **FIEE**, **FBEM funds**, our **generalist development capital funds** or our **partner funds**) in companies to accelerate their development.

Export:

- We support the export projects of solution providers with **financing**, **guarantees** and dedicated **international development missions**

The logo for Fairbrics, featuring a stylized icon of three horizontal lines to the left of the word "fairbrics" in a lowercase, sans-serif font.

THE EXAMPLE OF FAIRBRICS

- **The story goes like this...**

It was at a Entrepreneur First session in *Station F* that Benoit Illy and Tawfiq Nasr Alla met in 2019. That's when they came up with the idea of creating **Fairbrics**: a startup that aims to develop the first synthetic fibre with a positive impact on the environment, intended for the textile industry and using CO₂ as material. CO₂ released by industry is captured and transformed into polyester granules with a catalyst and solvent. The granules are then spun and made into fabric. It is a revolutionary innovation when one considers that the textile industry is responsible for 10% of global carbon emissions. And this figure will continue to rise until 2050 if nothing changes. As the traction on the market is very important in the face of this revolutionary innovation, they have already signed for several pre-series and intend to market their first series next year.

- **Bpifrance's intervention**

In 2019, Fairbrics received a BFTE grant. It served as a springboard for the startup, which then raised €900,000 in funds in April 2020 from various European players.

Bpifrance continues to provide support via an ADD [deeptech development aid] granted in early 2021.



THE EXAMPLE OF YNSECT

- **The story goes like this...**

Ynsect is the world's largest specialist in the breeding of insects and their transformation into premium ingredients for human, animal and plant nutrition.

It was co-founded by Antoine Hubert, Jean-Gabriel Levon, Fabrice Berro and Alexis Angot. They got the idea for **Ynsect** from report published in 2010 by the UN which identified insects as one of the solutions to feed the world by 2050 while preserving the environment and resources and fighting against global warming.

Created in 2011, the company already co-coordinates one of the three largest research programmes on insects in the world. Its expertise and know-how have earned **Ynsect** international renown. The company has won more than 60 prizes and awards, including the Innovation 2030 competition in 2014 and the people's choice at the Cleantech Open Global Forum in the same year.

It is also part of the Next 40 2021, an index that brings together the gems of *La French Tech*.

- **Bpifrance's intervention**

In 2020, this startup raised €175 million, including €14.2 M from **Bpifrance** via the *Écotechnologies* fund. With more than €100 M in contracts already signed, **Ynsect** is currently building its second vertical farm, near Amiens, and is accelerating its international development.

The company had previously benefited from an ADI [innovation development aid] and a seed loan with the FEI. **Ynsect** is also part of **Bpifrance's Les Excellence** community.



THE EXAMPLE OF CIEL & TERRE INTERNATIONAL

- **The story goes like this...**

Ciel & Terre International is one of the world leaders in floating photovoltaics active both as equipment manufacturer and developer. **Ciel & Terre International** has developed the tested and patented Hydrelio® technology, consisting of floats on which the solar panels are placed. As industrialists and developers of floating solar power plants, **Ciel & Terre International** designs, manufactures, anchors and provides engineering, financing, legal assistance, construction, operation and maintenance services for floating solar systems under the Hydrelio and Laketricity brands.

A world pioneer in floating solar, **Ciel & Terre International** fully opted for an international development strategy by first setting up in Japan in 2013. Its success in this country enabled it to open in other markets through subsidiaries, joint ventures and licences, as in the United Kingdom, South Korea, China, the USA, Brazil and Taiwan. **Ciel & Terre International** is now present in 13 countries.

Originally a "pioneer craftsman", **Ciel & Terre International** is in the process of industrialising its processes and structuring its teams in order to meet the needs of this fast-growing market which has very good prospects.

- **Bpifrance's intervention**

In January 2020, **Bpifrance** participated in the fundraising of **Ciel & Terre International** via its **Bpifrance Capital – Énergie Environnement** fund. This transaction is one more page in **Bpifrance's** support of **Ciel & Terre International**, which has included export insurance, innovation aid, loans, accelerator...

THE EXAMPLE OF PAPREC

- **The story goes like this...**

Founded in 1994, **Paprec** is the leading independent actor in waste treatment in France. With 12,500 employees, more than 16 M tonnes of waste processed per year and a turnover of €2 B in 2021, **Paprec** has largely contributed, over the past 20 years, to structuring and industrialising the French recycling sector, with a continuous objective of innovation. The group has thus acquired renowned know-how and strong positions both in the recycling of materials for which it is the leader in France, and in energy recovery and the treatment of sludge, green waste and bio-waste, making **Paprec** a provider of integrated solutions in waste treatment.

- **Bpifrance's intervention**

Bpifrance supports **Paprec** as a reference minority shareholder since 2012. Done on the occasion of a restructuring of the group's shareholding around its founding manager, **Bpifrance's** investment allowed **Paprec** to finance an ambitious development program in its French factories (massive investment program in its factories: €1 B in 5 years) and gave it the means to continue in its role as consolidator of the recycling sector in France through almost 20 targeted acquisitions (including in particular the defining acquisition of Coved in 2017 and Tiru in 2021). Since 2012, the company has doubled in size and continues on its trajectory of strong growth.

THE EXAMPLE OF **EIFFEL ESSENTIEL FUND**

- **The story goes like this...**

Eiffel Investment Group announced in February 2021 the first closing of the **Eiffel Essentiel** fund, its first growth capital fund dedicated to the energy and ecological transition. With an investment capacity of €300 M from the first closing, the fund aims to provide make equity investments, with tickets of up to €50 M, in some fifteen French and European companies developing innovative solutions for the production of renewable energy, sustainable mobility, energy efficiency, energy storage and sustainable agriculture and food. The fund will benefit from the renowned sector expertise of the teams of **Eiffel Essentiel**, which have more than €1 B deployed to finance nearly a hundred companies and more than 1,000 infrastructure projects in the energy and ecological transition.

- **Bpifrance's intervention**

Bpifrance's funds of funds division has supported **Eiffel Essentiel** on this project since September 2019. Along with the European Investment Bank, **Bpifrance** was one of the main subscribers for the **Eiffel Essentiel** fund on this first closing, by making an equity investment on its own behalf, *via* the Growth fund of funds (managed on behalf of private institutional investors within the framework of the Tibi initiative) and as part of the *Programme d'investissements d'avenir* (PIA). The team **Eiffel Essentiel** continues its fundraising efforts with a view to reaching the fund's target size of €500 M by early 2022.

02

**RENEWABLE
ENERGY
PROJECTS**

Continuum of renewable energy projects

SUPPORT EMERGING SECTORS

Methanation:

- In order to support the structuring of a biogas sector, Bpifrance offers two **unsecured loans** funded respectively by the **Ministry of Agriculture (agricultural methanation loan)** and by **ADEME (injection methanation loan)**, for a term of up to 12 years

New business models:

- Bpifrance supports emerging sectors: agrivoltaics, offshore wind power, floating solar, storage, cooling networks, etc.
- We will also support the business models of tomorrow aimed at enabling companies to use more renewable energy, such as self-consumption projects, Corporate Power Purchase Agreements, storing...

FINANCE THE PRE-PROJECT PHASE

Pre-financing:

- We support your projects from the development phase, by pre-financing various transactions.
- We offer **flexible financing solutions** upstream, with different types of **bridge loans**: VAT pre-financing, subsidies, which are part of our range of products integrated into senior debt, or even bridge equity capital to manage **capital contributions** as efficiently as possible

PROPOSED ADAPTED PROJECT FINANCING

Project financing:

- We offer, alongside partner banks, **structured project financing** by participating in a club deal, syndication, in co-arrangement and in arrangement for developers of renewable energy projects, or the environmental sector

SUPPORT THE CHAMPIONS OF RENEWABLE ENERGY

Support:

- Renewable energy developers can use **theme-based consulting modules**

Equity capital:

- We make **equity investments** (via **internal funds, FIEE, SPI, general development capital funds, or partner funds**) in independent energy producers or some developers' development holding companies, to enable them to accelerate their growth projects in France and abroad

SUPPORT FOR PROJECTS ABROAD

Export:

- We rally all **public support systems for exports** at the service of renewable energy developers *via* of **dedicated guarantees** with more favourable conditions for sustainable projects (climate bonus) and *via* export financing solutions.

Support:

- We support renewable energy developers **internationally via dedicated consulting modules, an international accelerator and international missions** to confirm their implementation strategy in target countries and meet the main local players.



THE EXAMPLE OF LETANG

- **The story goes like this...**

The **Letang** group is owned by the Letang brothers and has operated several farms for a long time. The group was built from the acquisition of the family farm, then owned by their parents. In recent years, the Letang brothers have taken a turn towards the energy transition via first of all photovoltaics and now methanation projects, becoming real regional pioneers in this niche. The idea was first to build projects around their farms (for the supply of inputs) and now, with their expertise and experience, they are developing projects associated with other farming families who will be able to ensure the supply of inputs for these new projects.

The **Letang** group currently has 5 working farms and 2 farms under construction. Of all these, 4 of are co-financed by **Bpifrance**. The results of these farms are very satisfactory and the RE division is the real source of profitability for the group.

Our client is currently reviewing 3 new projects, including 1 in an advanced stage, granted and being implemented by **Bpifrance** with a goal of 10 in the long term.

- **Bpifrance's intervention**

- MLT financing for 5 projects (including one in progress) for an outstanding amount of €11 M.
- VAT financing for each project financed.
- Subsidy advance on each project financed.

In addition, the group is part of **Bpifrance's Les Excellence** community and joined the *Hauts-de-France* SME accelerator in November 2019.

THE EXAMPLE OF THE TECHNIQUE SOLAIRE GROUP

- **The story goes like this...**

The **Technique Solaire** group specialises in the production of renewable energies (RE), mainly photovoltaic solar energy but also energy from methanation.

As a developer, builder and operator of renewable energy plants, the group controls the entire electricity production process, from the feasibility study to the construction of facilities, including site maintenance. Initially focused on the construction of photovoltaic power plants on behalf of third parties and individuals, **Technique Solaire** made the choice from 2012 to refocus on being a green electricity producer. The group operates mainly in France, but it is also present abroad (in India and the Netherlands). Since its founding, the group, lead by its 3 founding directors, has experienced uninterrupted growth and is today positioned among the independent leaders in photovoltaics in France.

- **Bpifrance's intervention**

Bpifrance has supported the group since its creation:

- in its financing, *via* both project financing and growth loans. This is notably the first structured debt application with a 100% firm commitment for **Bpifrance**;
- In equity capital with an investment by **Bpifrance** in 2017 followed by a significant reinvestment in 2020. **Technique Solaire** is also the first investment of **Bpifrance's** FIEE fund (created in 2017), dedicated to the energy and ecological transition.

The group is part of **Bpifrance's Les Excellence** community and joined the 2019 national SME Accelerator programme.

THE EXAMPLE OF NEOEN

- **The story goes like this...**

Created in 2008, **Neoen** has established itself, in just 12 years, as one of the main independent producers of exclusively renewable energy and one of the most dynamic in the world. With a capacity in operation or under construction to date of more than 4.3 GW, **Neoen** is a fast-growing company that is developing on a unique “develop to own” business model, thanks to assets held at more than 90% and operated on its own account.

Neoen is a multi-local leader, active in particular in France, Australia, Central America and other OECD countries.

A key player in solar, wind and storage, **Neoen** is setting new industrial benchmarks, notably by operating the most powerful solar park in France at Cestas (300 MWp) and the world’s first large-scale storage plant at Hornsdale in Australia (150 MW/193.5 MWh). The group is targeting a capacity in operation or under construction of at least 10 GW by the end of 2025.

- **Bpifrance’s intervention**

After an initial investment in **Neoen** in October 2014 to contribute to the development of the company, **Bpifrance** reinvested several times and supported the group during its IPO in 2018, with its inclusion in the SBF 120 in 2020. **Bpifrance** also supports the group via financing and guarantees, in France and abroad. It obtained an Export Pass in 2019 and credit insurance support in export contracts, which enabled it to increase its market share. Member of the first ETI Accelerator and of **Bpifrance’s Les Excellence** community, **Neoen**, via its director Xavier Barbaro, is now sponsoring the first TEE Accelerator.

THE EXAMPLE OF THE T2 ENERGY TRANSITION FUND

- **The story goes like this...**

Launched in 2018 at the initiative of Tikehau Capital and Total, **T2 Energy Transition Fund** is a development and transmission capital fund dedicated to the energy transition.

T2 Energy Transition Fund aims to support French and European SMEs in their development, transformation and expansion, especially abroad.

The fund’s investments focus on companies operating in 3 sectors that are crucial for the energy transition: the production of clean energy, low-carbon mobility and the improvement of energy efficiency, storage and digitalisation.

T2 Energy Transition Fund has a differentiating operating model that relies on the expertise of Tikehau’s investment team while benefiting from Total’s sector expertise and international network.

- **Bpifrance’s intervention**

In December 2018, **Bpifrance** supported this new project by participating in the first closing of the fund and thus registering as a reference investor.

03

**COMPANIES
IN TRANSITION**

Continuum companies in transition

Support:

- We deploy **personalised support** to achieve sustainable savings by reducing energy, water and material consumption, as well as your waste, via the *Diag Eco-Flux*, which targets your sites with less than 250 employees.
- This support will be complemented by **decarbonisation support** via determining a carbon footprint and implementing an associated action plan.
- We also propose companies to **recruit young talent** dedicated to the implementation of a transition program, via the **VTE vert** programme

BE AWARE OF THE ISSUES

Support:

- We offer all companies an **online self-diagnosis tool**, the *Climatomètre*
- We also provide businesses with **training content** on the challenges of the ecological transition via *Bpifrance Université*.

INITIATIVE A TRANSITION PROCESS

FINANCING A TRANSITION PROGRAMME

Unsecured loans:

- We provide loans without security from the manager or the company, to finance projects to reduce environmental footprint
- Via the **energy savings loan**, we finance SMEs undertake an investment programme eligible for Energy Saving Certificates, in the industry and tertiary building sectors
- Through our **prêts verts** (green loans) up to 10 years, we finance business action plans aiming to optimise their processes in order to reduce their impact on the environment, invest in "zero carbon" mobility, innovate to bring products / services to the market that preserve the environment or make their energy mix greener.

Financing:

- We actively deploy our **lease-back tools** that generate cash flow to help company's make their assets (real estate and vehicles) greener.
- We finance **energy renovation work** for SMEs via our structured real estate financing tools: **real estate loans and leasing / lease-back**
- We will also help our customers to make their fleet greener via of **secured loans and structured financing**.

RENEW YOUR ASSETS

ACCELERATE YOUR TRANSITION

Equity capital:

- Our **development capital** fund will help our equity affiliates to improve their environmental impact and gradually decarbonise their activity.

Support:

- We support companies with **theme-based consulting modules**: *Diagnostic 360*, external growth... and intensive group programs that combine advice and training, our **accelerators**, which will touch heavily on what's at stake in the transition. **A decarbonisation accelerator** will be launched in Q4 2021.
- We also offer companies to recruit a **VTE vert** [volunteer] to accelerate their ecological transition

Export:

- We are ambitious in our support for companies that will seek to reduce their impact on the environment through their international activities, in particular via the climate bonus



SOCIÉTÉ
DES HÔTELS
LITTÉRAIRES



ORRION CHEMICALS ORGAFORM

THE EXAMPLE OF HÔTELS LITTÉRAIRES AND THE BOIS FLEURI CAMPING SITE

- **The story goes like this...**
Société des Hôtels Littéraires is a hotel group created in 1993. The company includes a dozen establishments including **Le Bois Fleuri**, a 5-star 15-hectare campsite located in Argelès-sur-Mer, and 6 establishments under the **Hôtels Littéraires** brand. In order to meet the expectations of a customer base increasingly aware of the issues related to the carbon footprint, the company took advantage of the lull due to the pandemic to challenge its establishments and carry out 4 *Diag Éco-Flux*: the first on the site of **Le Bois Fleuri** and the following in the **Hôtels Littéraires**.
- **Bpifrance's intervention**
Following the recommendations of the technical services firm which conducted the *Diag Éco-Flux* of the **Le Bois Fleuri** campsite, water and energy consumption meters to identify leaks, water saving taps and a waste treatment system have been installed on the site. Charging stations for electric cars will soon be installed and the setup of a hot water recycling loop is under study. The action plans put in place during the *Diag Éco-Flux* will make it possible to optimize the flow of water, energy and waste and save, depending on the site, between €30,000 and €90,000 per year. The company now wants to duplicate the system on all of its hotels.
Société des Hôtels Littéraires was also part of the first class of the Tourism Accelerator, member of **Bpifrance's Les Excellence** community, *Éco-Energies* loans.

THE EXAMPLE OF ORRION CHEMICALS ORGAFORM

- **The story goes like this...**
Orrion Chemicals Orgaform, an SME with around fifty employees, located in Semoy in Loiret, is a renowned global player in formulation chemicals for industrial customers, mainly for export. The company manufactures industrial adhesives and coating products, and manufactured alcohol gel in 2020. Its main markets are furniture, construction, food packaging and automotive.
In addition to its usual activities, the company will transform used mattresses into reusable raw material, and create a circular economy chain on mattresses: these mattresses will be transformed, by a chemical process, into raw material (polyol) that can be reused in the manufacture of new rigid or flexible polyurethane products. The goal is to process 200,000 per year, or 10% of the French pool.
- **Bpifrance's intervention**
A member of **Bpifrance's Les Excellence** community, scout of the *coq vert* community, ambassador of La French Fab and participant of the Chemical Sector Accelerator, **Orrion Chemicals Orgaform** benefited in particular from the first ADEME Green Loan, Innovation Aid and Guarantee aid.

THE EXAMPLE OF NOBLET

- **The story goes like this...**

The Noblet group specialises in the rental of construction machinery, trucks with drivers, excavators and vacuum excavators. Founded under the leadership of Laurent Galle, who took over **Noblet and Noblet TP** in 2010, the group has developed through a strategy of external growth and the creation of specialised companies by area of expertise. The **Noblet** group is thus a major player in the Paris region at the service of public works companies and has 115 employees. In 2011, Laurent Galle wanted to reduce his ecological footprint, in a sector that was nevertheless polluting by nature. In just 10 years, the group has thus reduced its CO₂ emissions by 30%. The switch to biogas for trucks and construction machinery in 2014 has accelerated the trend and the group has recently turned to biofuel. The fleet's light vehicles have not been left out, since 60% currently run electrically. The latest investments made bear witness to this environmental involvement, with the acquisition of a model of vacuum-excavator, unique in the world, customised to operate on bioNGV (a biogas obtained by the methanation of various organic waste), as well as a 100% electric truck by Renault Trucks.

- **Bpifrance's intervention**

The **Noblet** joined in January 2021 the sixth promotion of **Bpifrance's** National SME Accelerator and was named a *coq vert* community scout for its commitment to reducing its ecological footprint This is another page in the support of the **Noblet** group by **Bpifrance**: CBM financing, guarantee, short-term...

THE EXAMPLE OF THE GCC GROUP

- **The story goes like this...**

Resulting from its acquisition by its executives and employees in 1999 from the EI-GCC group, the **GCC** group is one of the main independent players in the construction industry. Organised around 3 businesses – construction, energy and real estate development – the group generates a turnover of €900 M by relying on its 48 agencies or entities, each boasting an enterprising spirit, autonomous and integrated in its territory. The group ensures its employees are adapted to their market and their environment thanks to the GCC Training Institute, the digitisation of some of its activities, the integration of BIM managers, the implementation of the Innovation Trophy and the Licorne intrapreneurial program.

Construction by the group's teams of various real estate complexes in low-carbon concrete and / or wood structure, the partnership with Hoffmann Green Cement technologies to develop high-performance low-carbon buildings, the implementation of innovative solutions, the dynamism of social housing rehabilitation activities on occupied sites, etc., illustrate the capacity of the GCC group take ownership of the challenges of energy transition.

- **Bpifrance's intervention**

Through its presence in the capital since 1999, **Bpifrance Investment** shows its long-term confidence in the directions taken and the company's development model. The granting of a single-tranche loan in 2017 and more recently of an Atout loan supplemented the supply of resources available for development. Beyond their presence in governance bodies, the **Bpifrance** management teams act both on regulatory themes (Sapin 2) and on structuring acquisition projects.



THE EXAMPLE OF NEXANS

- **The story goes like this...**

Founded in 1897, **Nexans** is the No. 2 manufacturer worldwide of cables and cabling solutions, particularly in the fields of construction, e-mobility, high voltage on land and underwater (offshore wind farms, submarine interconnections, etc.) and industry (renewable energies, transport, automation, etc.). With an industrial presence in 40 countries and commercial activity throughout the world, the group employs nearly 26,000 people, including 2,500 in France. It also has 17 industrial sites in France. In 2020, the group realised sales of €5.7 B. **Nexans** is a driver of the global transition to a more connected and sustainable energy future. Aware of current climate issues, **Nexans** is actively working to position itself as a real support for the renewable energy sector and presented a new roadmap for 2024 aimed at making **Nexans** a pure player in electrification and achieving carbon neutrality by 2030.

- **Bpifrance's intervention**

Bpifrance supports **Nexans** as a reference shareholder since 2009 and actively participates in the governance of the company. During the last years, **Bpifrance** supported several acquisition or major investment projects, contributed to the renewal of the group's management bodies and to maintaining its French foothold. **Bpifrance** participated in December 2020, alongside management, in an ESG event during which the company detailed its commitments in terms of social and environmental responsibility and its active contribution to the energy transition.

THE EXAMPLE OF THE YOTTA SMART INDUSTRY FUND

- **The story goes like this...**

Yotta Smart Industry is a recently launched development capital fund which aims to support French industrial SMEs in their transition to Industry 4.0. This fund has placed decarbonisation at the heart of its value creation strategy and has made commitments to its subscribers to achieve a goal of significantly reducing CO₂ emissions of companies in its portfolio. In this context, **Yotta Capital Partners**, the fund management company, has joined forces with Carbone 4, a consulting firm specialising in low carbon strategy and adaptation to climate change to support it throughout the life of the fund by regularly analysing the carbon impact of investments and advising it on the implementation of a significant reduction trajectory. **Yotta Capital Partners** is an independent management company, managed by 4 partners who combine experiences in investment, new technologies and industry.

- **Bpifrance's intervention**

In July 2020, **Bpifrance** participated in the first closing of **Yotta Smart Industry**, which reached above €100 M for its launch. In the months leading up to this launch, **Bpifrance** advised the project leaders in determining their strategy. **Yotta Smart Industry** is now working on its first operations, while finalizing its fundraising.

04

**THE COQ VERT
COMMUNITY**

Banding committed companies together

The *coq vert* community, a vector for group competition at the service of the ecological transition, brings together the companies committed in favour of the climate.

Its ambition is to train business leaders, by bringing together on the one hand scouts who have already started their transition and on the other hand entrepreneurs convinced of the need to act and seeking to be informed / supported by their peers.

It brings together and resonates with local communities of entrepreneurs committed to ecological transition.

A community for what?

Value proposal of the *coq vert* community

The *coq vert* community offers its members a set of concrete tools to promote the exchange of good practices, make them visible and accelerate their environmental and energy transition (TEE):

- **Introduction and sharing:** networking and sharing of best practices through in-person and virtual events, access to the Tribu social network where people can meet entrepreneurs with similar issues;
- **training content:**
 - access to privileged training related to the TEE, in person and online, as well as video testimonials of concrete initiatives to accelerate its environmental transition;
 - access to a documentary corpus dedicated to TEE;
- **visibility and operational support in communication:**
 - access to a communication kit to promote your transition process;
 - for scouts: highlighting your company and its successes in ecological transition through articles, dedicated videos and thematic events;
 - for solution providers: visibility with a large and qualified audience;
 - for labelled clubs and associations: operational support for the organisation of dedicated events, provision of content and visibility of initiatives carried out with the support of **Bpifrance's** communication teams.



Who are the members of this community?

A micro-enterprise or an SME or mid-sized company⁽¹⁾ committed to the ecological transition and fulfilling, at a minimum, one of the following characteristics:

- It is following an energy or ecological transformation programme that received in the last 3 years:
 - support from ADEME: financial aid, training, support for microenterprises & winning SMEs on all costs;
 - support from **Bpifrance**: *Diag Éco-Flux*, Energy Transition Accelerator, Transition Accelerator, *prêts verts*, VTE *vert* or any other support module dedicated to the ecological transition;
 - a recognised label⁽²⁾ such as:
 - ISO 14001 and its versions ENVOL and 123 Environnement or EMAS ISO 50001;
 - tourism: Green Key, European Ecolabel, Green Globe;
 - transport: CO₂ objective and CO₂ Charter;
 - catering: EcoCook;
 - printing works: Imprim'Vert, Label ImpriFrance;
 - bank: Greenfin;
 - events: "Eco-engaged event" label;
 - the artisan industry: Eco-défis;
 - CSR: Ecocert Responsible Company Label, Lucie, Committed to CSR (AFNOR);
 - regional: Brittany Eco-responsible Enterprises label;
- be a producer of renewable energies, which must represent more than half of the energies produced;
- develop or provide technological, industrial or organisational solutions to companies in terms of ecological transition;
- be the subject of a joint decision of **Bpifrance** and ADEME.

To join the community, learn more [here](#).

Scouts to show the way

As an exemplary member of the community who has already embarked on my ecological transition, I am labelled a scout by joint decision of ADEME and **Bpifrance**.

I then become an ambassador and actively participate in spreading its values in my environment.

As a scout for the *coq vert* community, I commit to:

- ✓ **testify in front of my peers** to present the work implemented for the transition of my company (motives, first steps, key success factors, positive spinoffs, etc.);
- ✓ **make a video** around the concrete initiatives carried out in favour of the transition for dissemination to members of the community;
- ✓ **participate in an annual event** around the ecological transition organised by **Bpifrance** in my area.

To become a scout, contact us [here](#).

⁽¹⁾ As defined by the INSEE depending on its SIREN.

⁽²⁾ The list of labels recognized for *coq vert* may evolve under the direction of ADEME and **Bpifrance**.



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**TO GO
FURTHER**

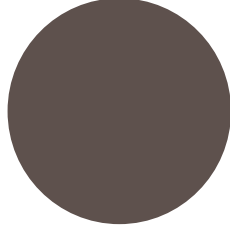
To find out more

- **Diag Éco-flux:**
<http://diagecoflux.bpifrance.fr/>
- **Climatomètre:**
<https://climatometre.bpifrance.fr>
- **Prêts verts:**
<https://www.bpifrance.fr/Toutes-nos-solutions/Prets/Prets-thematiques/Pret-Vert-ADEME>
<https://www.bpifrance.fr/Toutes-nos-solutions/Prets/Prets-thematiques/Pret-Vert>
- **Energy Savings Loan (PEE):**
<https://www.bpifrance.fr/Toutes-nos-solutions/Prets/Prets-thematiques/Pret-Economies-d-Energie-PEE>
- **The coq vert community:**
<https://mon.bpifrance.fr/mon-espace/#/formulaire/ccv>
- **VTE vert:**
<https://www.vte-france.fr/vte-vert/>

To contact someone at **Bpifrance** and go further, do not hesitate visit:

- **Bpifrance En Ligne (BEL):**
<https://bel.bpifrance.fr/>





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