

PRESENTATION TO DEBT INVESTORS
Bpifrance, Bond Issuer
May 2023

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Contents

1. Overview of Bpifrance	p. 3
2. Bpifrance: Funding Strategy	p. 16
3. Appendices	p. 20

Executive summary

Bpifrance

- **Bpifrance is the French National Promotional Bank, Innovation Agency, Sovereign Fund and Export Credit Agency**
 - General interest missions defined by law: public bank dedicated to promoting the financing and development of companies operating in France, in particular SMEs
 - Highly protected legal status and close supervision by public authorities: the French State through EPIC Bpifrance (49.18%) and the Caisse des Dépôts (49.18%), which is fully owned by the French State
 - According to Fitch “The group has played a key role during the pandemic in sustaining French companies' cash flows, which in Fitch's view, confirms its strategic importance for the state.”¹
- **Bpifrance’s bond ratings are in line with those of the French State**
 - Aa2 (stable) / P-1 by Moody’s; AA- (stable) / F1+ by Fitch Ratings
 - EPIC Bpifrance is also classified as an Other Government Body² or ODAC (*Organisme Divers d’Administration Centrale*), which means that its debt is consolidated with that of the State (under the Maastricht Rules)
- **Bpifrance’s debt is issued both under EPIC³ Bpifrance’s guarantee and the ECB’s State Agency classification**
 - Liquidity: HQLA⁴ level 1
 - Liquidity: Agency haircut under the ECB haircut schedule
 - Eligible for the ECB’s Public Sector Purchase Programme (PSPP)
 - SCR: Eligible for a risk factor stress of 0% for spread risk on bonds and loans (under Solvency 2, Regulation EU 2015/35)
- **Bpifrance is directly and fully regulated by the European Central Bank (ECB) and is under the domestic supervision of the Financial Markets Authority (AMF) and ACPR⁵ in particular**
 - Bpifrance Group’s fully-loaded Basel 3 CET1 ratio: 27.6% as at 31/12/2022, well above regulatory requirements (9.88%)
 - As a credit institution, Bpifrance has access to ECB refinancing

1. Fitch’s rating action commentary on EPIC Bpifrance

2. <https://www.insee.fr/en/metadonnees/definition/c1451>

3. EPIC status: see details in Appendix 1

4. https://acpr.banque-france.fr/sites/default/files/media/2022/07/23/20220722_notice_crd_iv_2022_college_clean.pdf

5. Autorité de Contrôle Prudentiel et de Résolution

Bpifrance, the French promotional bank, is the trusted partner of entrepreneurs, banks and investors

● Mission established by law on 12 July 2013:

- “Bpifrance is a public group that aims to finance and support the development of companies, acting in accordance with the public policies implemented both by the State and regional authorities.”¹
- A century of public banking: see details in Appendix 1

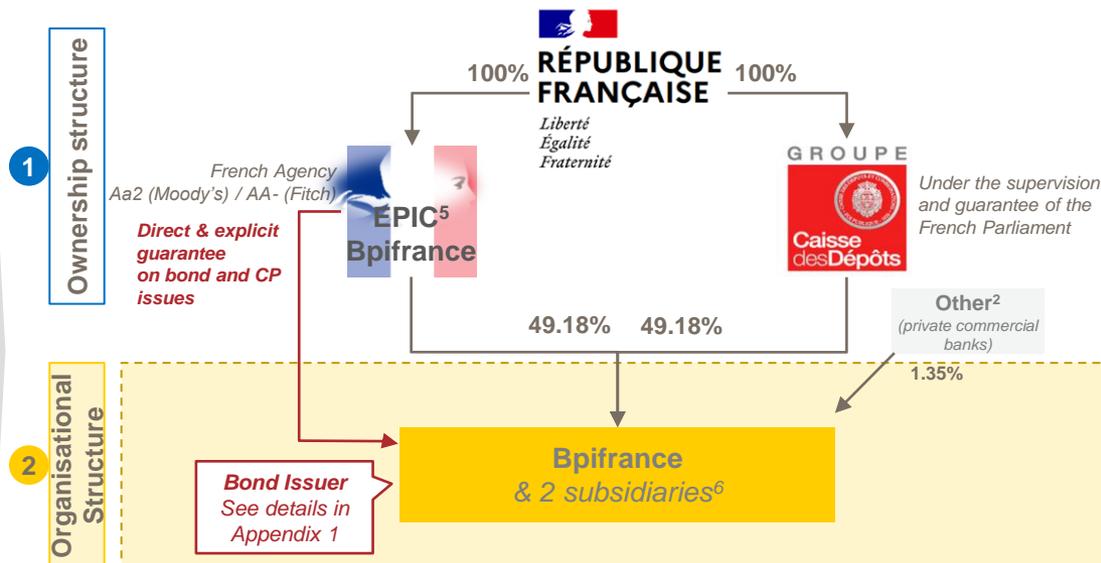
Structure of the entity

● Bpifrance is a financial company:

- 1 Major shareholders are the French State (via EPIC Bpifrance) and the Caisse des Dépôts (98.36%)²
- 2 Its organisation consists of a holding company and two main operating subsidiaries
 - A bank, the holding company (Bpifrance) → **Bond issuer**
 - An asset management company (Bpifrance Investissement)³
 - An export credit agency (Bpifrance Assurance Export)

- 2 The order-law of 24 June 2020 simplified the structure of the entity⁴

Strong support from the French State



1. Article 1 of Act No. 2012-1559 of 31 December 2012 on the creation of Bpifrance: <http://www.legifrance.gouv.fr/eli/loi/2012/12/31/2012-1559/jo/texte/>

2. Commercial banks hold a 1.35% stake in Bpifrance and Bpifrance holds 0.29% of its own capital – see legal structure in Appendix 1 / 3. Bpifrance Investissement is wholly-owned by Bpifrance Participations, a holding company, in which Bpifrance has a 99.99% interest / 4. Order No. 2020-739 of 17 June 2020 created a new structure following the merger and takeover of Bpifrance SA by Bpifrance Financement / 5. EPIC status: see details in Appendix 1 / 6. Bpifrance Assurance Export and Bpifrance Participations

Bpifrance brings Solutions for businesses of all sizes

Bpifrance assists businesses of all sizes, primarily micro-businesses, SMEs, and mid-caps, but it also assists large caps that are considered strategic in terms of the national or regional economies, or for employment.

**MICRO-
BUSINESS-
ES**

**FACILITATE
ENTREPRENEURSHIP
BY REMOVING
OBSTACLES TO
CREATION**

- Seed money
- Innovation aid
- Guarantees
- Financing
- Support for business creation

SMEs

**SUPPORTING THE
GROWTH
OF SMEs THROUGHOUT
FRANCE**

- Innovation aid
- Guarantees
- Financing
- Export support and financing
- Export insurance
- Consulting missions, training days and networking
- Growth capital
- Transfer capital

**MID-
CAPS**

**STRENGTHENING MID-CAP
BUSINESSES TO ASSIST IN
THEIR DEVELOPMENT AND
INTERNATIONAL EXPANSION**

- Innovation aid
- Financing
- Export support and financing
- Export insurance
- Consulting missions, training days and networking
- Growth capital
- Transfer capital

**LARGE
CAPS**

**PARTICIPATING
IN THE GROWTH
OF LARGE CAPS**

- Collaborative innovation projects
- Financing
- Export insurance
- Capital stabilisation

An integrated banking model based on seven activities with two different but complementary natures

An integrated banking model

A Own-account activities:

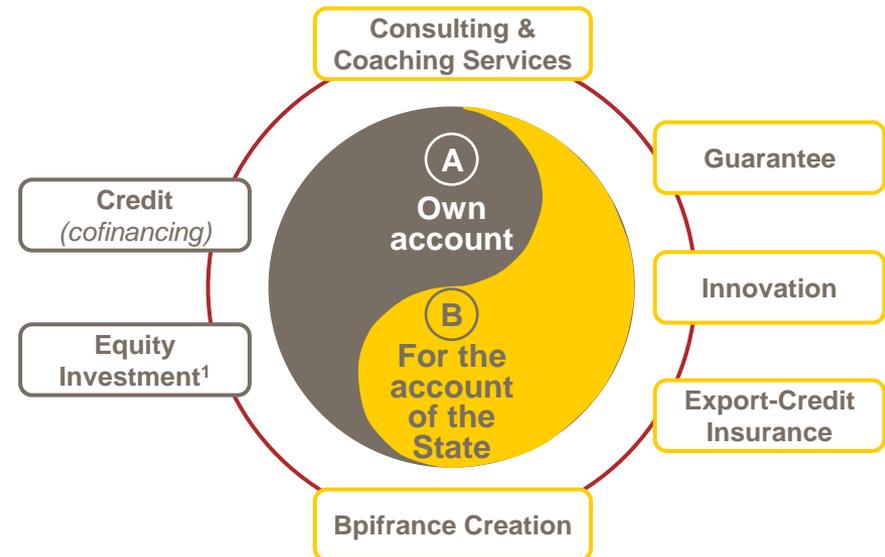
- Cofinancing of **credit**, in the form of medium- and long-term loans and financing of short-term receivables (€46.0 bn in outstanding loans as at 31/12/2022)
- **Equity investment**¹, either directly or through investment funds (€50.3 bn assets under management as at 31/12/2022)

→ **Funding: debt funding and shareholders' equity**

B Activities carried out under public policies and, due to their nature, using dedicated funds² intended to cover commitments made under these assignments:

- **Guaranteeing** loans granted by banking partners and/or equity funding organisations
- Financing **innovation through** aid³ or loans
- **Export-credit insurance** (insurance covering market surveys, credit, currency risk and investment; guarantees covering pre-financing and bonding facilities)

→ **Funding: allocations of public funds**



- These business lines are managed within an **integrated banking model** (pooled resources, teams, branch networks, IS) for **shared customers** and based on **strictly segregated financial resources**

The mission of **Bpifrance** is to finance and stimulate the growth and innovation of French SMEs

A public bank dedicated to financing French companies, ranging from entrepreneurs to mid-caps

- **3 broad product categories :**
 - **Business loans** (cofinancing): 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:** financing and expertise provided to companies with innovative, technology-based, business-focused projects
- **A bank fully in compliance with solvency and liquidity requirements:**
 - Conservative risk management
 - Resilient financial performance

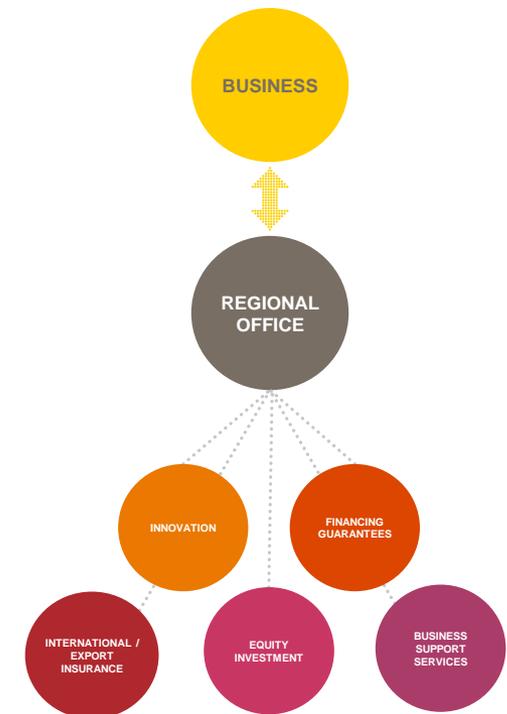
A well-established network in the heart of the French regions

- **Regional offices: 50**
- **Staff: ~3,519¹**
- **Bpifrance works in cooperation with regional authorities** to develop financial solutions adapted to local specificities



Close relationship between companies and regional offices

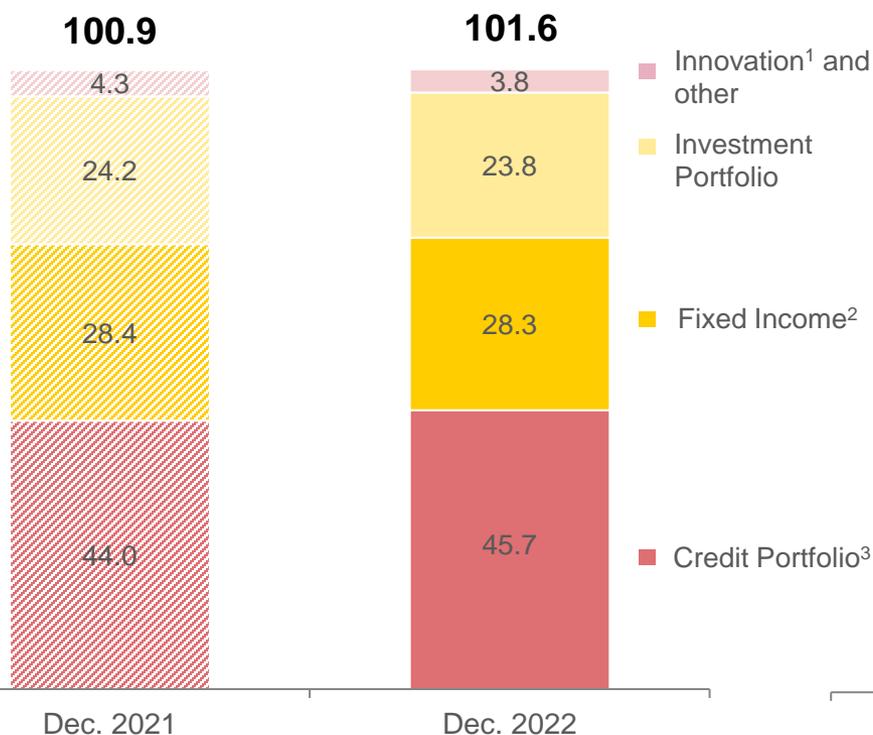
- **90% of decisions taken at regional offices**
- **Single point of contact, in every region:**



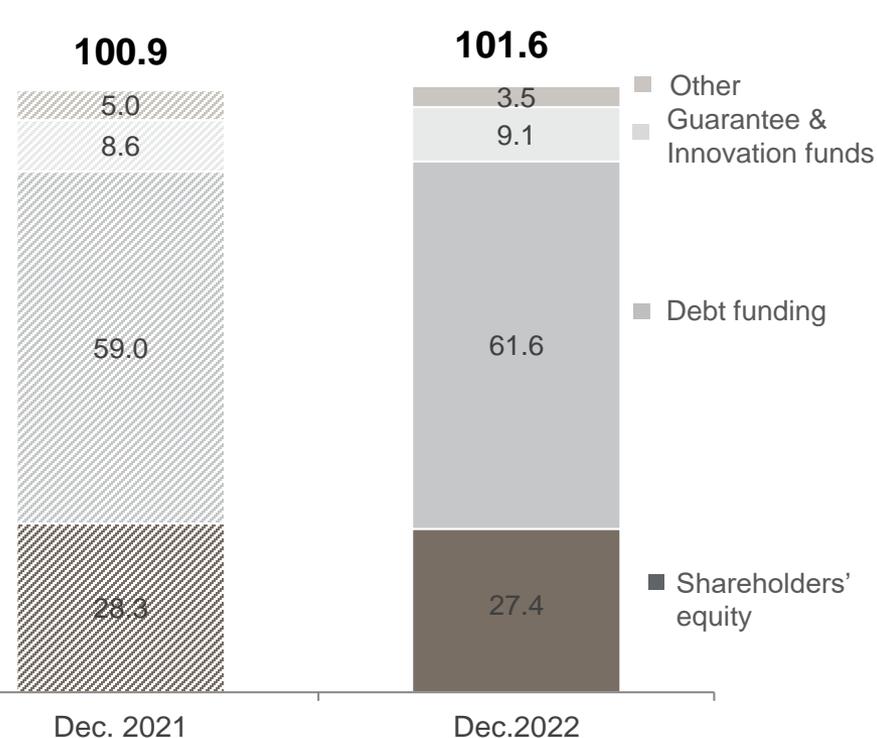
Bpifrance has a rock-solid balance sheet reflecting its safe and sound business model

Business unit consolidated balance sheet (€bn)

Assets



Liabilities



Bpifrance's solvency and liquidity ratios are among the strongest in the Eurozone

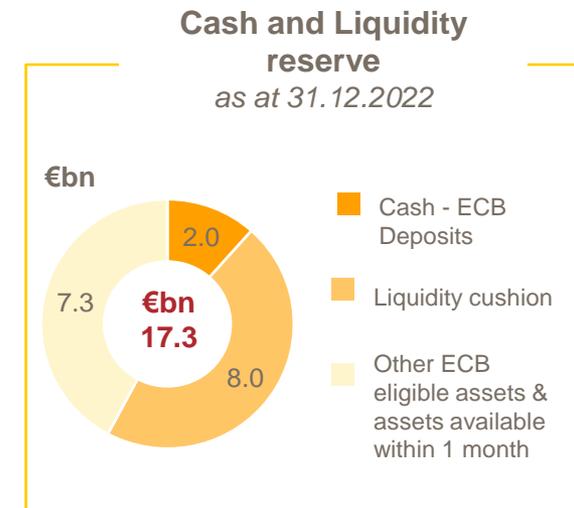
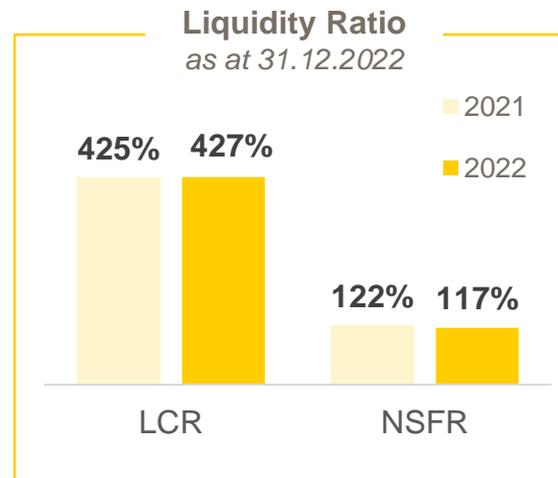
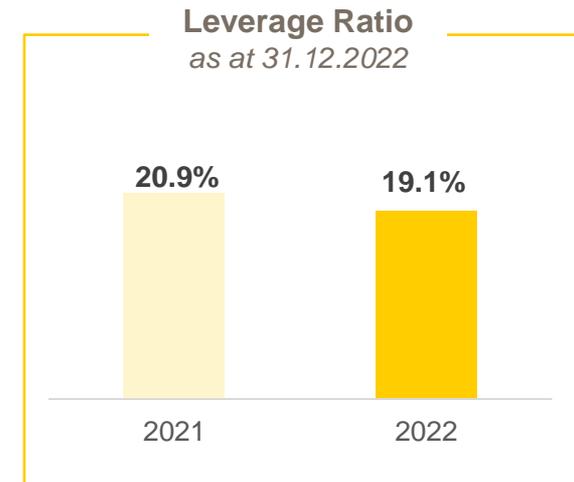
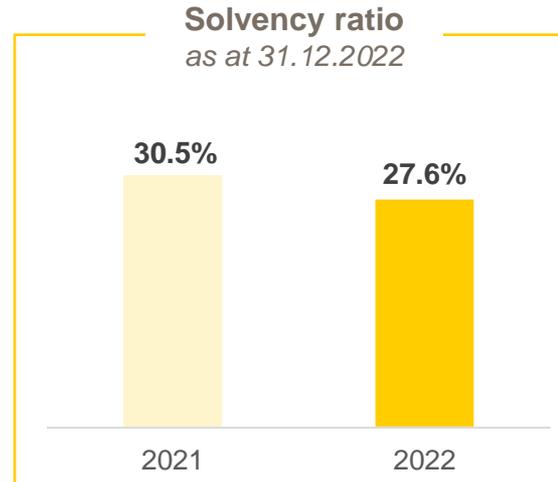
> Robust solvency

- Capital levels are **significantly above Pillar 2 requirements**:
 - TSCR¹: 9.88%
 - OCR²: 12.38%
- **Leverage ratio** maintained well above the 3% level required by the Basel Committee

> High liquidity level

- **LCR and NSFR** are far above the 100% level requirements

2021 2022



Bpifrance's Global Sustainable Strategy

Bpifrance commitments



Bpifrance is a signatory of :

- Montreal protocol¹
- Paris agreement²
- Santiago Principles³ and Poseidon Principles⁴
- Financial Institutions' Declaration of Intent on Energy Efficiency
- United Nations' Principles for Responsible Investment (PRI)⁵
- Charter of Public Investors for the Climate⁶
- Charter of Public Investors for SDG
- Charter of SISTA

Bpifrance support and promote:

- Assessing low Carbon Transition (ACT) Initiative
- Carbon Disclosure Project (CDP)
- Planet Tech Care

Bpifrance is a member of:

- One Planet Sovereign Wealth Funds (OPSWF)
- Carbon Disclosure Project (CDP)

Bpifrance exclude from financing and investing in:

- Anti-personnel mines and cluster munition
- Tobacco
- Fossil fuel



By 2025 GHG emissions from scope 1 and scope 2 should reduce by 25% and 55% by 2030. Actions for reduction in scope 3.



Measuring the Active Carbon Footprint of the funding portfolio since 2020



A partner of CDC Biodiversité to raise awareness among Bpifrance clients



Bpifrance annually assesses and monitors a Transition Risk Quantification for highly exposed sectors



Waste management in all Bpifrance agencies since 2019



Since 2014: Excellent-HQE building label for the Bpifrance headquarters and since 2018 for the second Paris building



Since 2019: Bpifrance issues Use Of Proceeds Bonds to close the gap between assets and funding strategies

1. <https://ozone.unep.org/sites/default/files/2019-08/Montreal-Protocol2000.pdf>

2. https://unfccc.int/sites/default/files/english_paris_agreement.pdf

3. https://www.ifswf.org/sites/default/files/santiagoprinciples_0_0.pdf

4. https://www.poseidonprinciples.org/finance/wp-content/uploads/2019/07/Poseidon_Principles.pdf

5. <https://www.unpri.org/signatory-directory/bpifrance-investissement/966.article>

6. <http://www.fondsreserve.fr/documents/charte-des-investisseurs-publics-francais-en-faveur-du-climat.pdf>

Bpifrance activities & Sustainable Development Goals¹

All Bpifrance activities are aligned with at least one Sustainable Development Goal¹ (SDG).

Bpifrance conducts an impact assessment every year, with a 3-year look-back period, to assess its direct footprint.

Bpifrance's actions for SDGs



Economic and Social Impact

- **A significant impact over three years on the companies supported:** employment and sales grew more rapidly among these companies, with an estimated gain of **€121 billion in sales, 360,000 jobs maintained or created and €1.9 billion export turnover** thanks to Bpifrance support.
- **A strong commitment to help the most disadvantaged areas:** Bpifrance's "Prêt Quartier" product helps businesses with potential that operate in the most disadvantaged neighbourhoods.
- **A strong societal commitment:** Bpifrance encourages female entrepreneurship and supports the integration of young people into work through several programmes.
- **Direct support for MSMEs:** in 2021 Bpifrance supported **57,600 Micro, Small & Medium Enterprises**.
- **Social & Solidarity Economy:** in 2021, Bpifrance's action totalled approximately €510 million and reached some 850 entities.
- **French healthcare:** Bpifrance launched dedicated actions to foster and develop healthcare-related activities.
- **Education:** in 2021, 2,250 entities received support through Bpifrance's programmes (*Accélérateur, Initiative Conseil, Bpifrance University*) and 80,000 student loans guaranteed by Bpifrance.

Environmental Impact

- **Climate Plan:** Bpifrance aims to significantly increase its annual financing and investment volumes for the ecological and energy transition from €4.0bn in 2020 to nearly **€6.6bn in 2025**.
- **Restrictions on financing and investment in the fossil fuel sector:** Bpifrance has committed to cease financing or investing in companies whose coal mining or coal-fired power generation activities exceed 10% of their revenues.
- **Education and training:** raising companies' awareness of energy and ecological transition issues through sector-based webinars and *Bpifrance University*. In 2021, more than 9,000 participants have been trained by *Bpifrance University*.

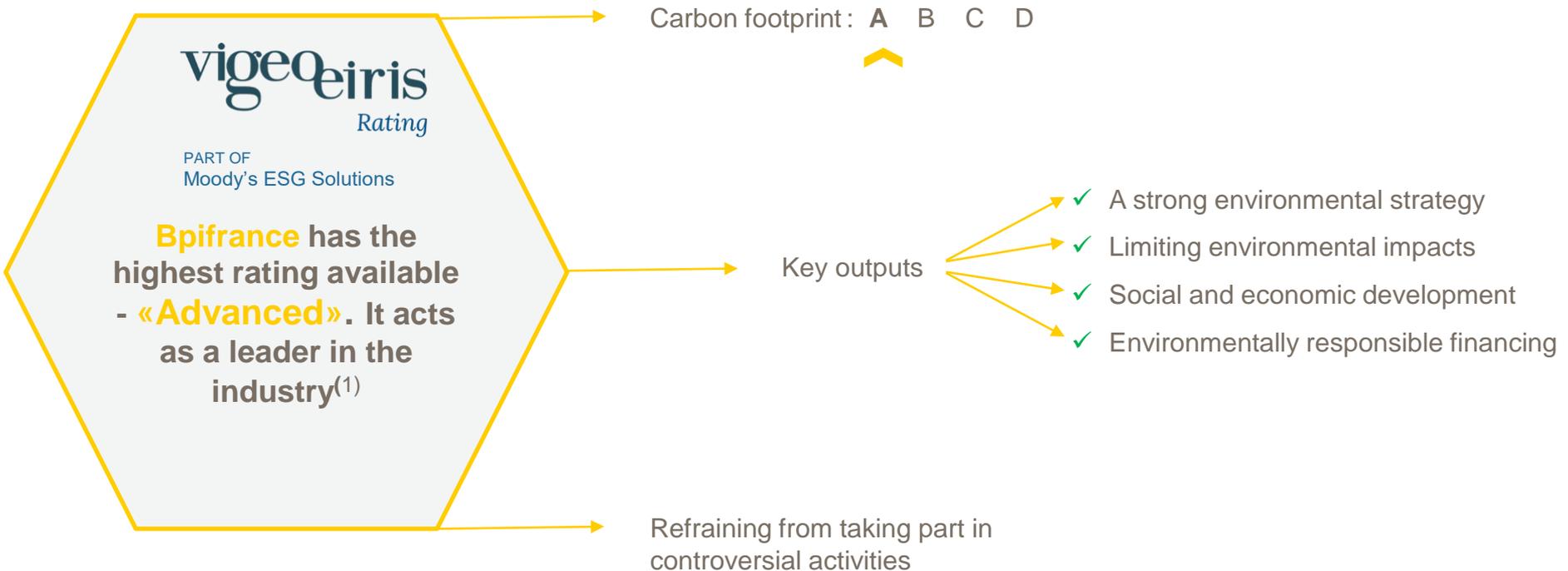
1. For more details about the United Nation's SDG: <https://sdgs.un.org/goals>

Note: Additional information is available in Appendix 1 and here: <http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil>

Source: Bpifrance Assessment and Studies Department

Bpifrance's non-financial rating meets the highest standards

Bpifrance is a **responsible group** with a **mission statement enshrined in law** and supports the **energy and environmental transition**. Bpifrance aims to be among the top-ranking agencies, to match its ambitious objectives.

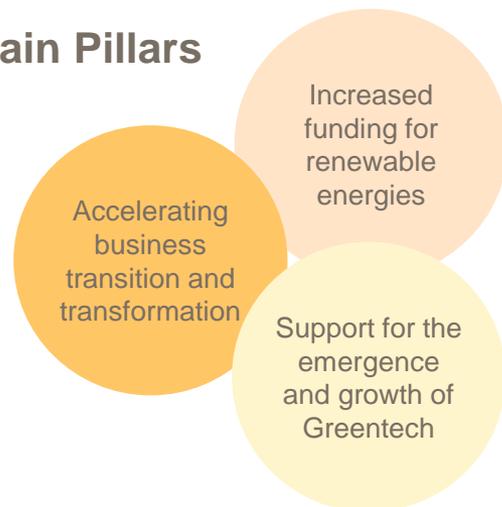


Bpifrance's Climate Plan: Strategy and Ambitions

- **Achieving the carbon neutrality objectives of the Paris Agreement**, as set out in the national low-carbon strategy (SNBC), is a challenge for businesses, which must initiate and accelerate their transition by reducing their impacts and adapting to the changes and demands generated by climate change.
- **To help companies achieve these goals**, Bpifrance & La Banque des Territoires launched an ambitious Climate Plan in 2020, for the 2020-2024 period, across all their business lines.

Bpifrance's Climate Strategy

3 Main Pillars



Bpifrance's Climate Actions since 2020



2 focuses

- Aligning all Bpifrance's clients' activities with the carbon neutrality goal in the Paris Agreement.
- Increasing support for projects and companies in favor of ecological and energy transition.

Developing **Bpifrance's** human capital is a top priority

Bpifrance's HR figures



3,833 headcount including 312 apprentices and work-study students, in 50 regional locations



51% of executives at Bpifrance are women ¹



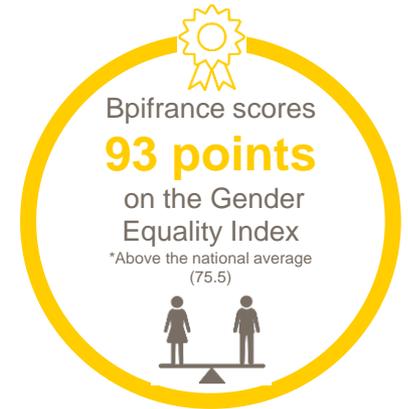
Bpifrance ranked among the Best Employers 2023 in France (best ranked bank) according to Glassdoor ²



57 % of people recruited are under 30 years old ³



2.73% disabled employees at Bpifrance ³

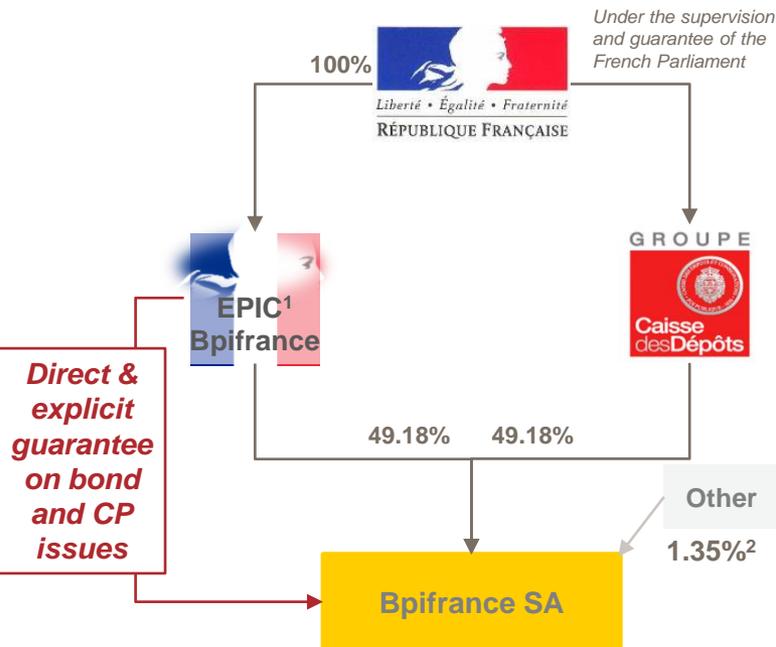


Contents

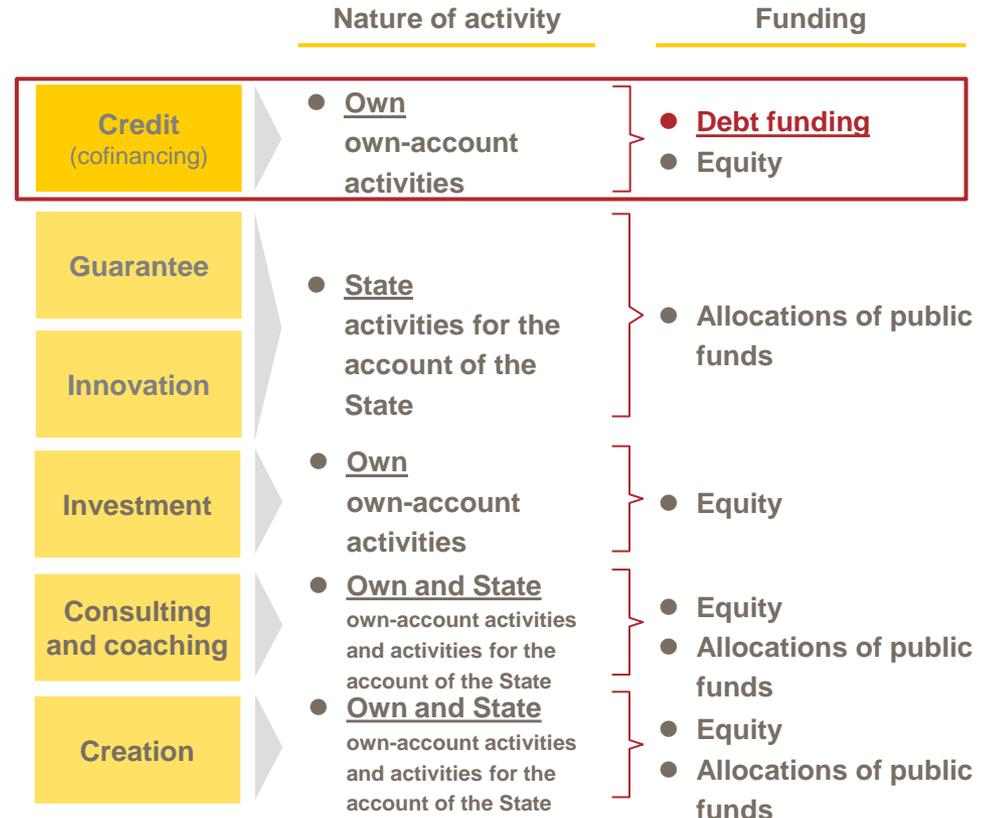
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|---------------------------------------|--------------|
| 1. Overview of Bpifrance | p. 3 |
| 2. Bpifrance: Funding Strategy | p. 16 |
| 3. Appendices | p. 20 |

Bpifrance issues bonds and commercial paper to finance its loan portfolio

Ownership structure



Main business lines



The bonds and commercial paper issued by Bpifrance are guaranteed by EPIC¹ Bpifrance by means of an autonomous, unconditional and irrevocable on-demand guarantee

EPIC¹ Bpifrance and the debt issuance programmes have earned high-quality ratings

MOODY'S > Aa2 (Stable) / P-1

Rationale:

- EPIC Bpifrance is **fully owned by the French State** and **due to its status as an “Etablissement public à caractère industriel et commercial” (EPIC) benefits from an implicit guarantee from the State**
- Its issuer rating is therefore derived from the application of a **credit substitution approach** whereby it is **aligned with that of the French government**
- **Intrinsic operational and financial ties** between EPIC Bpifrance and the French State
- The **legal status** of EPIC means that **it is not subject to liquidation laws and its creditors have ultimate recourse to the French State**

FitchRatings > AA- (Negative) / F1+

Rationale:

- Bpifrance Group is subject to **strong administrative, legal and financial oversight by the French State, which defines its missions**
 - Bpifrance Group’s commitments are **supervised by parliament** through annual performance reports
 - A **strategic public institution for implementing France’s economic support policy**
- As an industrial and commercial public agency, the **EPIC cannot be liquidated or file for bankruptcy. It can only be dissolved by law, which would entail an automatic, unconditional transfer of all its assets and liabilities to the State**, or to another public entity designated by the State
- Given Bpifrance’s important role in government policy concerning SMEs and mid-caps [...], the **French State would extend support in a timely manner in case of stress**



The rating agencies deem EPIC¹ Bpifrance to be a government-related issuer, credit-linked to the French State

Bpifrance is a major bond issuer in the SSA sector

Bond and Commercial Paper programmes

● EMTN¹ Programme: €45 bn

- Mainly benchmarks and some private placements
- Bpifrance considers Green Bond opportunities in line with its thematic policy (see framework at <https://www.bpifrance.fr/Espace-Investisseurs>);
- Ticker - BPIFRA Govt

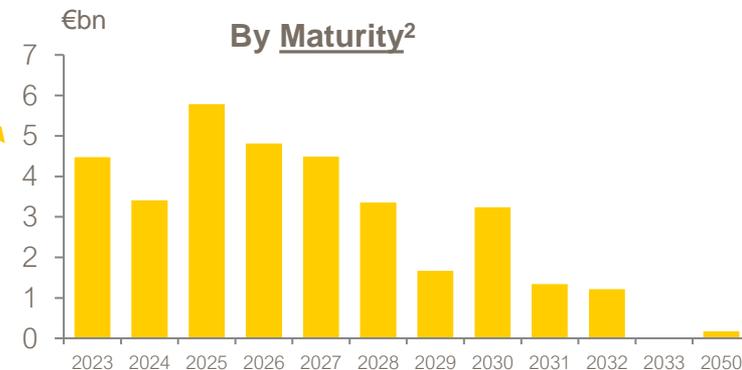
● NEU MTN² Programme: €4 bn

● NEU CP³ Programme: €8 bn

- Labelled STEP under ID 2685

Bpifrance belongs to the top-50 SSA issuer Fitch ranking¹

Since 2011, an average annual issued amount of
€ 4 bn



Contents

- 1. Overview of Bpifrance p. 3
- 2. Bpifrance: Funding Strategy p. 16
- 3. Appendices p. 20**
 - **Appendix 1: Bpifrance in a nutshell**
 - Bpifrance has a solid risk profile
 - A century of public banking
 - EPIC Bpifrance and Bpifrance benefit from a highly protected legal status
 - Financing continuum
 - Financing activity
 - Equity investment activity
 - **Appendix 2: France: a leading Tech and VC investment country**
 - **Appendix 3: Bond issues under the EMTN/NEU MTN programmes and thematic issuances**
 - **Appendix 4: Methodological notes**

Appendix 1 – Bpifrance has a solid risk profile

Bpifrance Group: Income Statement

€m	Dec 2021	Dec 2022
Net banking income	2 916	2 131
•o.w. Investment Division	1 914	1 164
Operating expenses	-870	-900
Cost of risk (CoR)	-75	-163
•o.w. Specific impairment	-171	-181
•o.w. ECL IFRS 9 ¹	96	18
Operating Income	1 972	1 068
Net Income	1 829	1 503
Key ratios		
Cost / Income ratio	29.8%	42.2%
CoR / loans outstandings²	17 bps	35 bps
RoE	6.4%	5.5%

Bpifrance Group: Balance Sheet

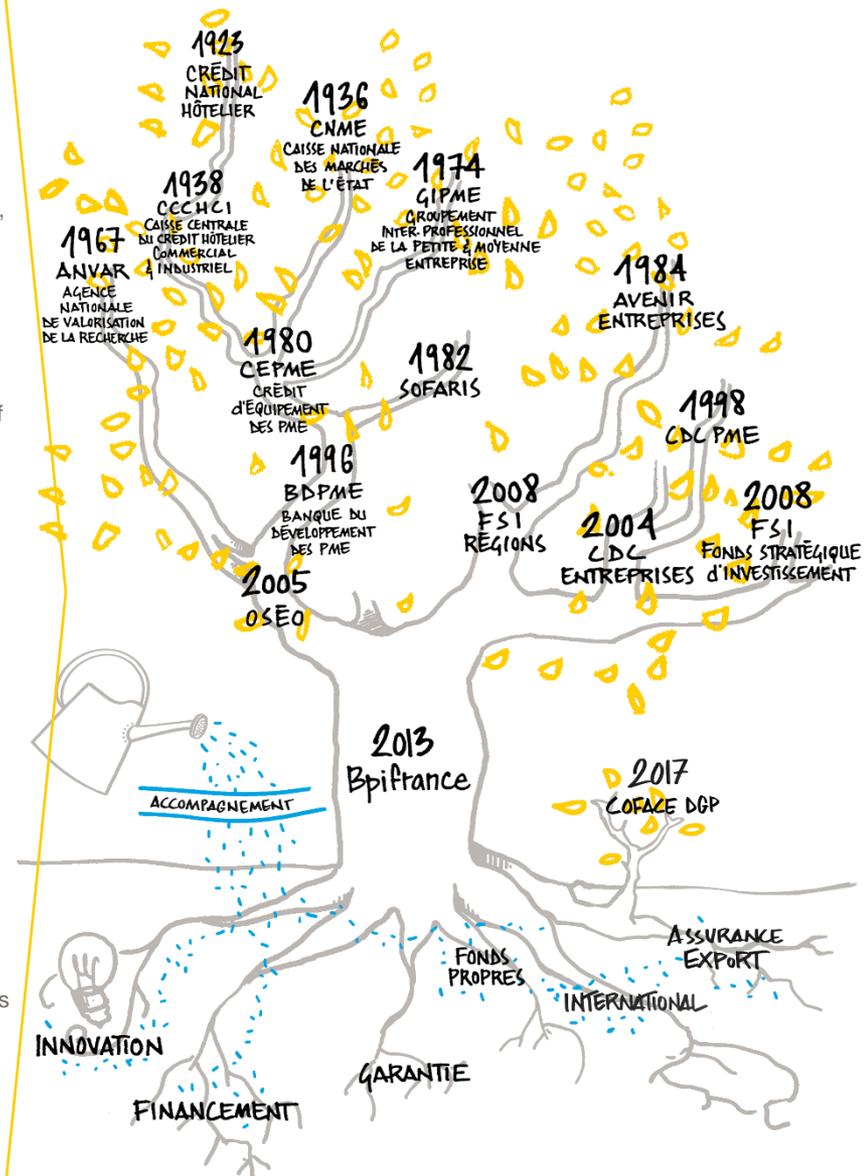
€m	Dec 2021	Dec 2022
Total balance sheet	€100.9bn	€101.7 bn
Loans outstanding	€45.1 bn	€46.0 bn
Solvability		
CET1 ratio³	30.5%	27.6%
Leverage ratio⁴	20.9%	19.1%
Shareholders' equity	28.367	27.503
Equity buffers		
• Fair value of public guarantee funds	6.691	6.795
Liquidity		
LCR	425%	427%
NSFR	122%	117%

Note: For more details, please see the 2022 annual report report available on: <https://www.bpifrance.fr/Espace-Investisseurs>

1. Expected Credit Losses; application of IFRS 9 as of 01/01/2018; see details in Appendix 4 / 2. Gross loans outstanding to customers and finance leases, at amortised cost (medium and long-term loans, short-term financing, finance leases) / 3. Phased-in / 4. Fully loaded Basel 3

Appendix 1 - Bpifrance: a century of public banking

- 1923** > Creation of **Crédit national hôtelier**
- 1936** > Act that establishes the mutual guarantee schemes (Art. 8) and creates the **Caisse nationale des marchés de l'État (CNME)**
- 1938** > **Crédit national hôtelier** becomes **Caisse centrale de crédit hôtelier, commercial et industriel (CCCHCI)**
- 1967** > Creation of **Agence nationale de valorisation de la recherche (ANVAR)**
- 1974** > Creation of **Groupement interprofessionnel de la petite et moyenne entreprise (GIPME)**, a spin-off from *Confédération générale des petites et moyennes entreprises (CGPME)*
- 1979** > Act governing state aid granted for innovation purposes; programme entrusted to ANVAR
- 1980** > Creation of **Crédit d'équipement des PME (CEPME)** by the merger of CCCHI, CNME and GIPME
- 1982** > Creation of **Sofaris**, which is tasked with managing the guarantee funds
- 1984** > Creation, in conjunction with CdC¹, of **Avenir Entreprises**, the equity investment business of CEPME
- 1996** > Creation of **Banque du développement des PME (BDPME)** resulting from the merger of CEPME and Sofaris
- 1998** > Creation of **CDC PME**, a direct subsidiary of CdC, which is tasked with managing the "SME Programme"²
- 2002** > **CDC PME** becomes a majority shareholder of *Avenir Entreprises*
- 2004** > **CDC PME** becomes **CDC Entreprises**, a wholly-owned subsidiary of CdC
- 2005** > Creation of **OSEO** by the merger of BDPME and ANVAR
- 2007** > *Agence de l'innovation industrielle (All)* merged into OSEO
- 2008** > Creation of **Fonds Stratégique d'Investissement (FSI)**
- 2011** > *Avenir Entreprises* becomes **FSI Régions**
- 2012** > Act creating Bpifrance (31/12/2012)
- 2013** > **Bpifrance** officially set up; formed by the merger of OSEO, CDC Entreprises and FSI (12/07/2013)
- 2014** > CDC Entreprises, FSI and FSI Régions are transferred to Bpifrance Investissement, the group's sole asset management company (01/04/2014)
- 2017** > Coface DGP, the State Export Guarantees business, is transferred to Bpifrance and becomes Bpifrance Assurance Export (01/01/2017), the new French Export Credit Agency (ECA) on behalf of, for and under the control of the State
- 2019** > Agence France Entrepreneur (AFE) is transferred to Bpifrance and becomes Bpifrance Creation. CDC International Capital is transferred to Bpifrance and becomes Bpifrance International Capital
- 2020** > Intragroup merger and takeover of Bpifrance SA by Bpifrance Financement. The entity resulting from the takeover becomes Bpifrance



Appendix 1 - EPIC¹ Bpifrance and Bpifrance benefit from a highly protected legal status (1/2)

EPIC Status

Applicable to Bpifrance

1. Set up by a specific Law or Decree

- **Law required** to create a new category of EPIC
- Decree for an EPIC belonging to an existing category

- **Act 2005-722 of 29 June 2005**, as amended and ratified, **established the missions and organisation of EPIC Bpifrance**, which (i) created the EPIC and (ii) converted the National Agency for Research Promotion (ANVAR) from a public corporation into a limited company. This Act, together with Act 2013-529 of 21 June 2013 and Act 2012-1559 of 31 December 2012, confirmed the creation of Bpifrance.

2. General interest missions defined by law

- For a **specific purpose (specialty principle)**
- With some **public law prerogatives**

- To promote and support innovation, in particular technological innovation, and to contribute to technology transfer
- To promote the development and financing of small and medium-sized enterprises

3. Strong controls by public authorities

- **Members of the Board of Directors appointed in whole or in part by public authorities**
- **Supervision by public authorities**

- The 6 members of EPIC Bpifrance's Board of directors **are appointed by the State**
- The **Government Commissioner has the power to veto** certain decisions of the Board of Directors
- EPIC Bpifrance is **under the supervision of both the Ministry for the Economy, Industry and Employment and the Ministry for Higher Education and Research**

4. Implicit but automatic guarantee of the State

- **No administration or judicial liquidation proceedings for an EPIC**
- If an EPIC is unable to comply with its obligations, **the State is legally bound to fulfill them**
- **Solvency is protected by law²**

- EPIC Bpifrance is also **classified as an Other Government Body³ or ODAC** (Organisme Divers d'Administration Centrale), which means that its **debt is consolidated with that of the State (under the Maastricht Rules)**
- As a subsidiary, Bpifrance benefits **from an explicit guarantee from EPIC Bpifrance for its bond issues**. In addition, **Bpifrance benefits from an implicit guarantee from the State**

5. Conversion or dissolution only possible by law (Act or Decree)

- The Act of June 2005 was amended in 2010 and 2012 to specify the missions and governance of Bpifrance, and to grant specific powers to the State's representatives who are Board members



Continuity of Bpifrance's Legal Status as a Public Institution

1. An EPIC (*Etablissement Public Industriel et Commercial*) is a legal entity that carries out commercial and industrial activities but is also governed by certain rules applicable to public law entities

2. Article 1 of Act 80-539 of 16 July 1980 → <https://www.legifrance.gouv.fr/affichTexte.do?cidTexte=LEGITEXT000006068696&dateTexte=20110729>

3. <https://www.insee.fr/en/metadonnees/definition/c1451>

Appendix 1 - EPIC¹ Bpifrance and Bpifrance benefit from a highly protected legal status (2/2)

Act 2005-722 of 29 June 2005, as amended and ratified, established the missions and organisation of EPIC Bpifrance, which (i) created the EPIC and (ii) converted the National Agency for Research Promotion (ANVAR) from a public corporation into a limited company. This Act, together with **Act 2013-529 of 21 June 2013** and **Act 2012-1559 of 31 December 2012**, confirmed the creation of Bpifrance.

→ *“Bpifrance is a public group that aims to finance and support the development of companies, acting in accordance with the public policies implemented both by the State and regional authorities”¹*

- **Act 2005-722 of 29 June 2005**

→ <http://www.legifrance.gouv.fr/affichTexte.do?cidTexte=JORFTEXT000000810872>

- **Act 2012-1559 of 31 December 2012**

→ <http://www.legifrance.gouv.fr/eli/loi/2012/12/31/2012-1559/jo/texte>

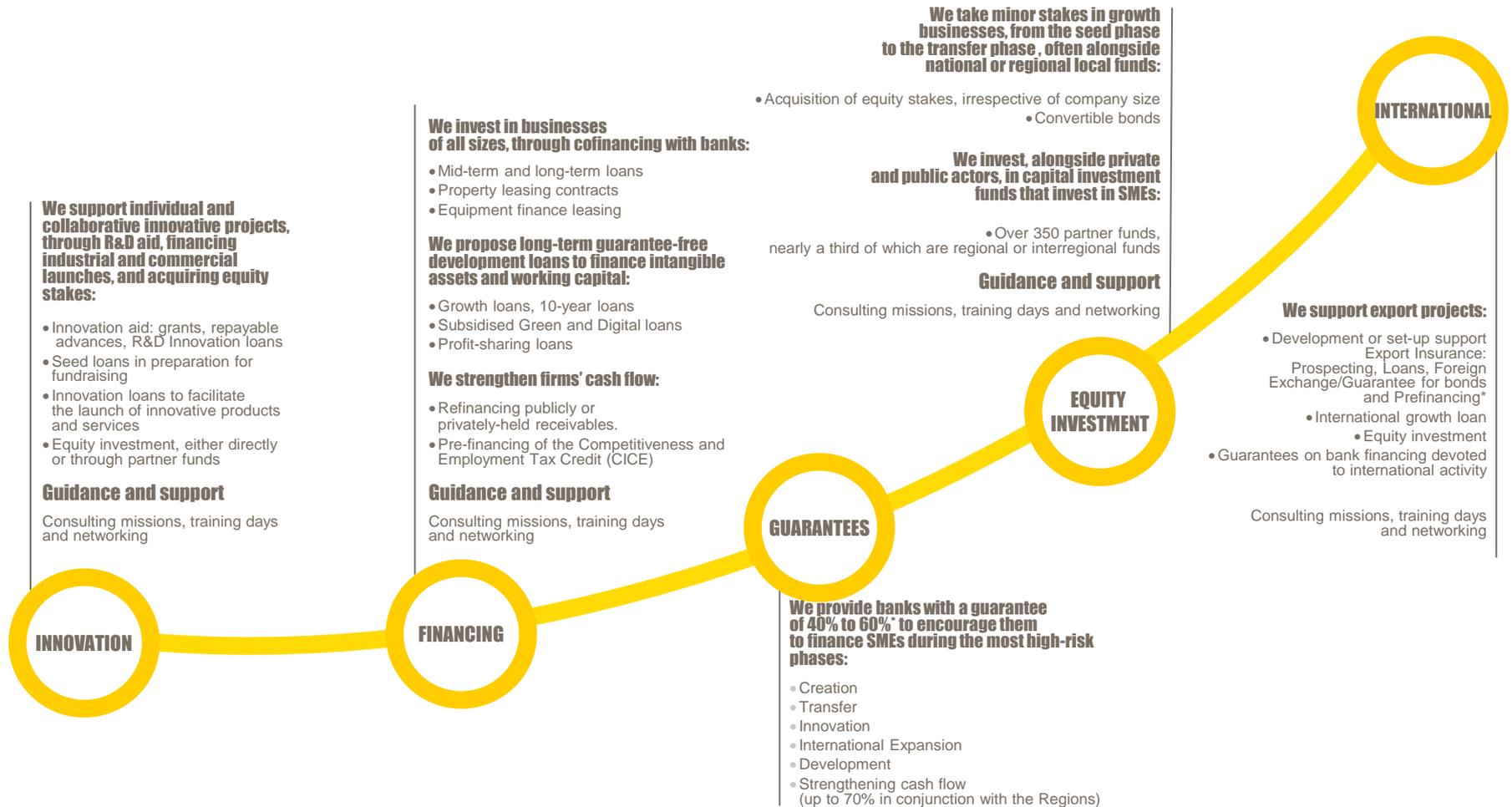
- **Act 2013-529 of 21 June 2013**

→ <http://www.legifrance.gouv.fr/eli/decret/2013/6/21/2013-529/jo/texte>

- **Act 2020-739 of 17 June 2020**

→ <http://www.legifrance.gouv.fr/eli/decret/2020/6/19/2020-739/jo/texte>

Appendix 1 - A financing continuum, present in every key phase of business development

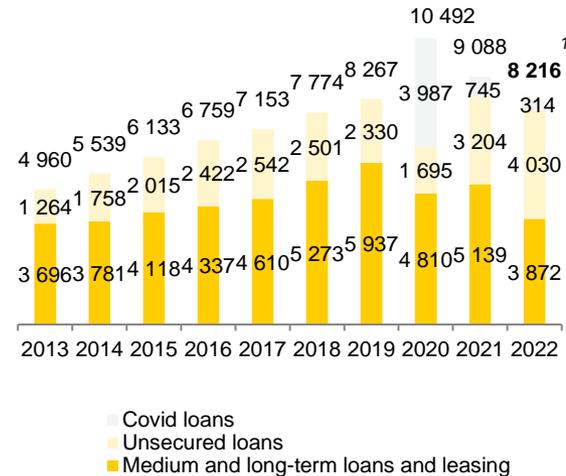


Appendix 1 - Financing activity: strong business dynamics

Credit (cofinancing)

Investment loans

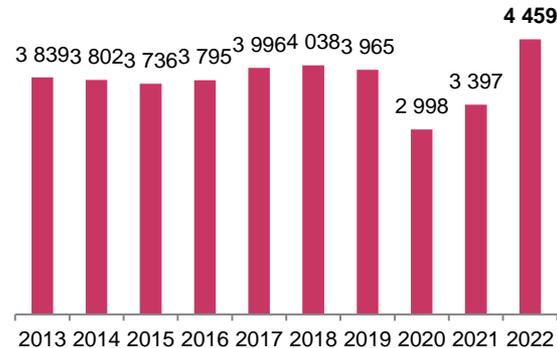
Annual Commitments - €m



Guarantee

Annual Authorisations³

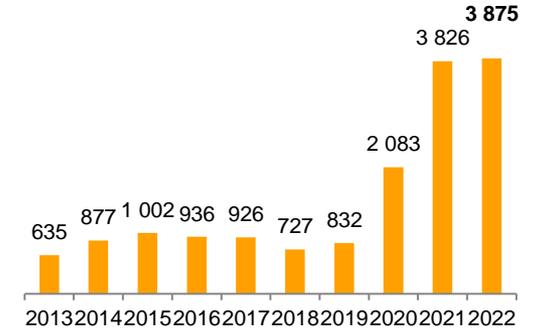
€m



Innovation

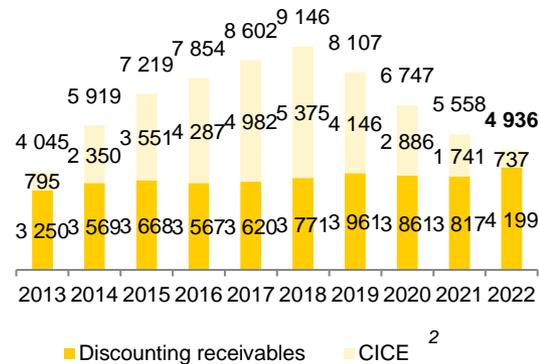
Innovation Aids

Annual Authorisations - €m



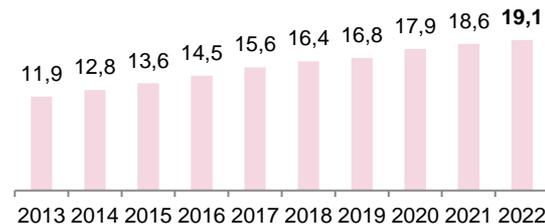
Short-term loans

Annual Authorisations - €m



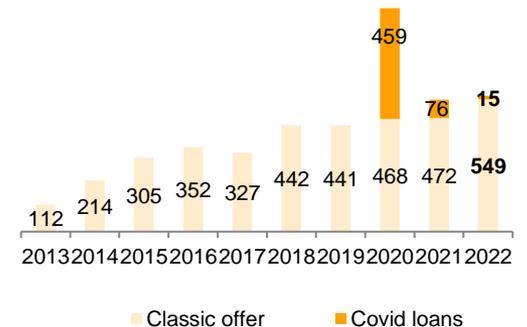
Average Outstandings³

€bn



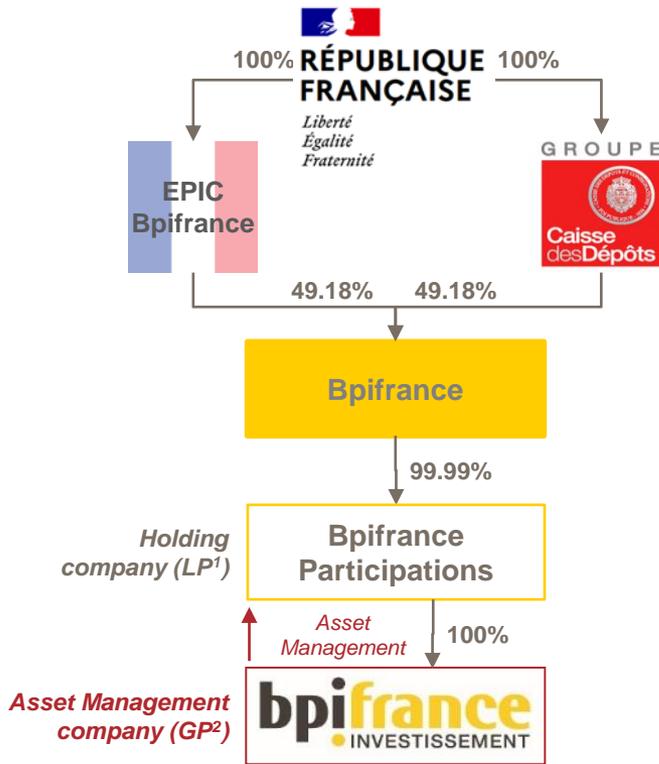
Unsecured loans

Annual Commitments - €m

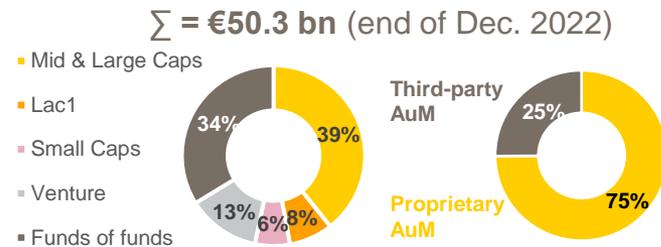


Appendix 1 - Overview of the equity investment activity

Ownership structure



Assets under Management



Business lines

- **Direct investments** → Bpifrance acquires minority stakes in growing companies, from the seed to the transfer phases, usually alongside private funds, both national and regional:

- Equity investments in companies of all sizes
- In segments where there is a lack of private initiative
- Equity or quasi-equity
- Direct stakes or holdings through investment funds

Business Line	Year	Key Metrics
Growth	Mid & Large Caps ³	22 • AUM: ~€19.8 bn • Investments: € 1305 million
	Lac1	22 • AUM: ~€3.9 bn • Investments: €1054 million
	Small Caps	22 • AUM: ~€3.1 bn • Investments: €363 million
Venture	22	• AUM: ~€6.5 bn • Investments: €726 million

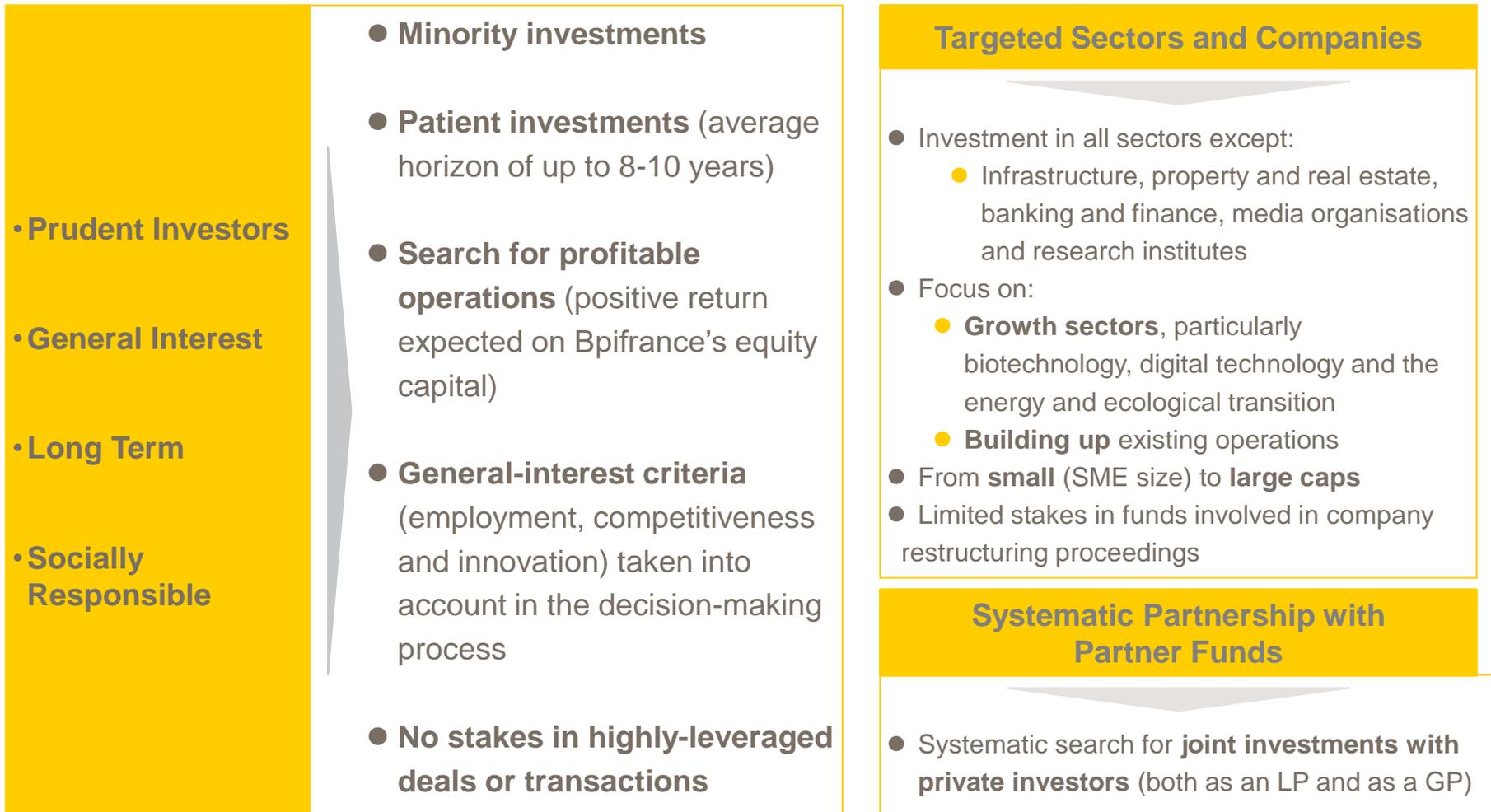
- **Funds of Funds** → Bpifrance has a portfolio of more than 500 partner funds, both national and regional, to:

- Contribute to the growth of SMEs
- Structure the financial chain
- Act as a catalyst for the private sector's investment in SMEs
- Enhance private equity managers efficiency and share best practices with them

Business Line	Year	Key Metrics
Funds of Funds	22	• AUM: ~€17,0 bn • Commitments: €1618 million

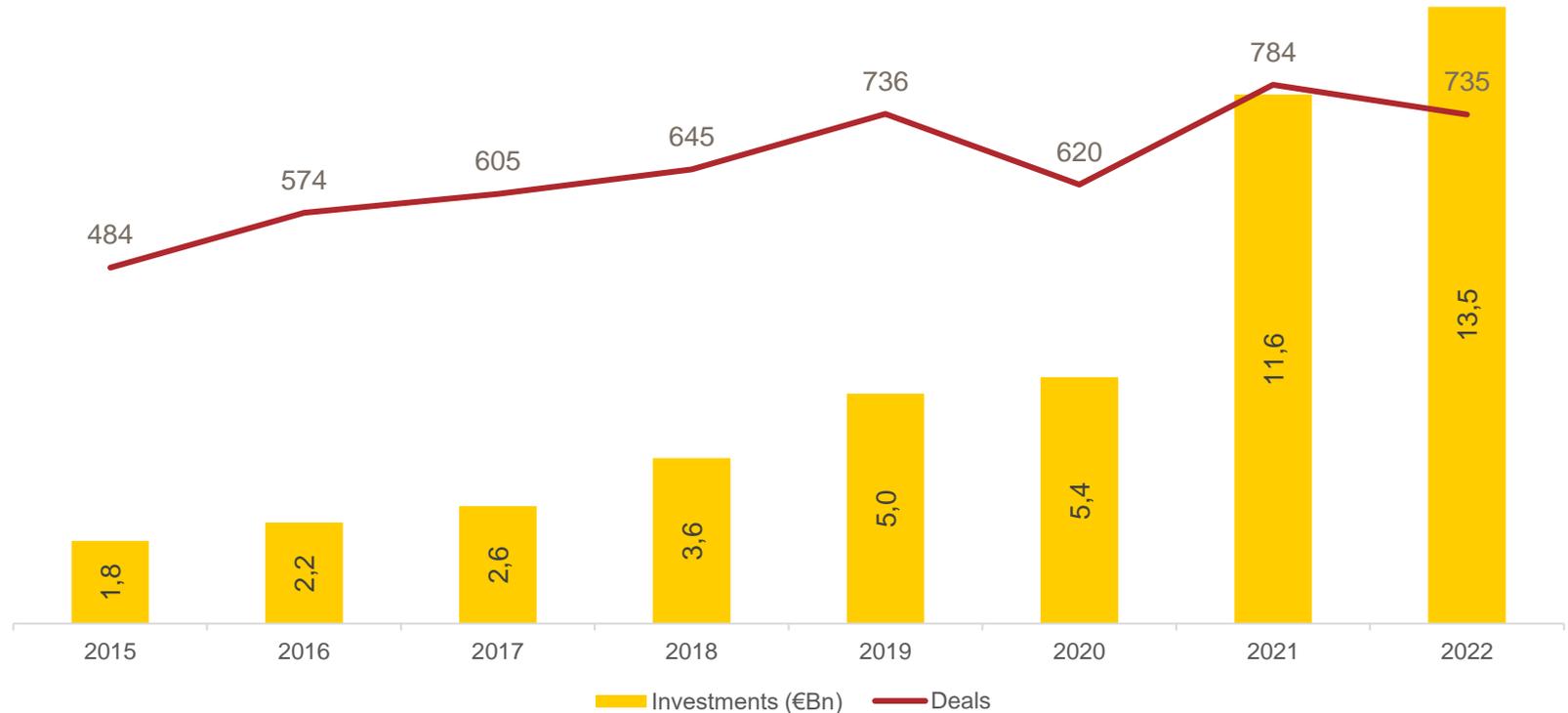
Appendix 1 - Guiding principles of the equity investment activity

- “Bpifrance’s action principles” were presented to the French National Assembly and to the French Senate on 15 May 2013



Appendix 2 - France: a leading Tech and VC investment country (1/2)

French Tech biannual financing trends: **x7,5** in 7 years



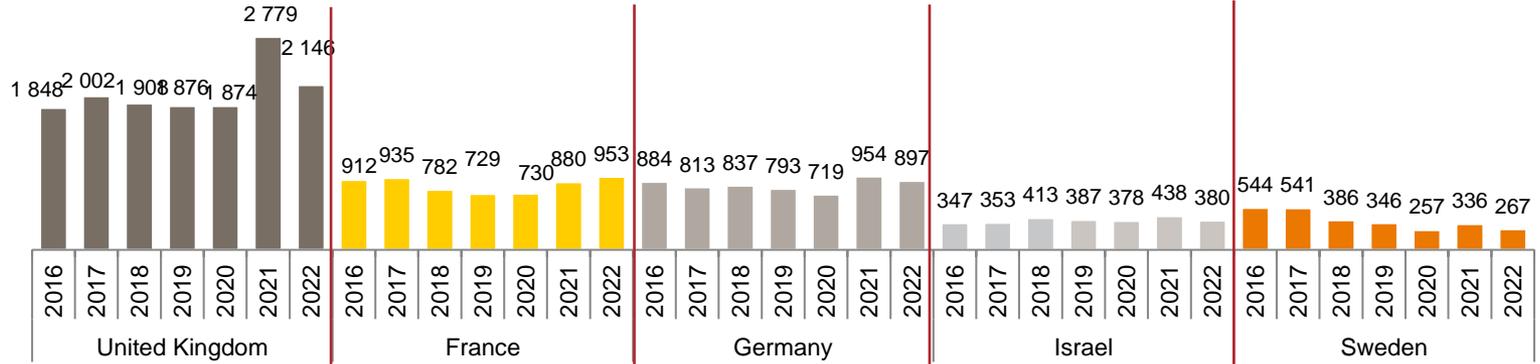
French Tech funding since 2015:
€45.69 bn via 5,183 deals

Appendix 2 - France: a leading Tech and VC investment country (2/2)

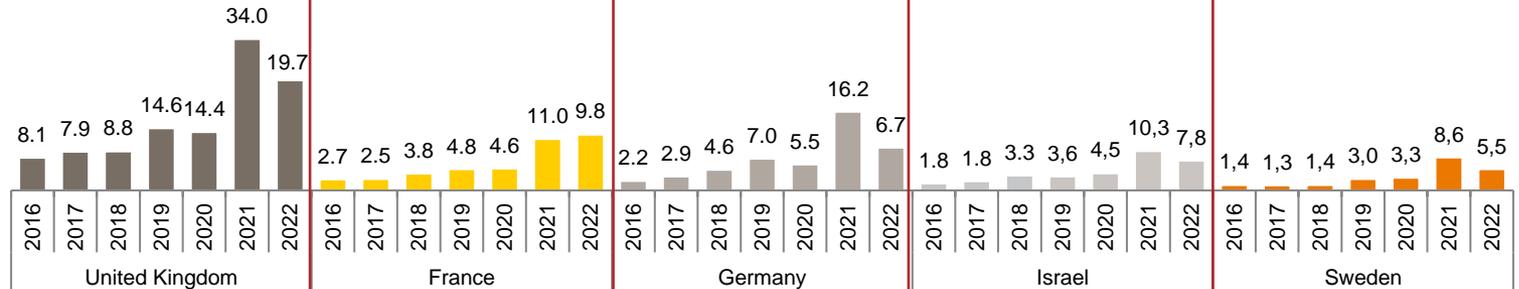
VC capital invested in European companies



Number of rounds



Amount Invested (in €bn)



Appendix 3 - Bond issues by Bpifrance under the EMTN programme (1/2)

Bond Issues	Issues Date	Book size
First issue (Benchmark)	16/09/2011	1 000 M€
Second issue (Private Placement)	04/11/2011	200 M€
Third issue (Private Placement)	15/03/2016	200 M€
Fourth issue (Private Placement)	05/11/2018	100 M€
OBL BPIFRA 3.125% ECH 26/09/2023		1 500 M€

First issue (Benchmark)	22/11/2017	500 M€
Second issue (Benchmark)	31/01/2019	1 500 M€
OBL BPIFRA 0.125% ECH 25/11/2023		2 000 M€

First issue (Benchmark)	03/12/2013	800 M€
Second issue (Private Placement)	29/04/2016	300 M€
Third issue (Private Placement)	29/04/2016	250 M€
Fourth issue (Benchmark)	29/11/2016	500 M€
Fifth issue (Private Placement)	21/04/2020	50 M€
OBL BPIFRA 2.50% ECH 25/05/2024		1 900 M€

First issue (Private Placement)	17/10/2019	50 M€
OBL BPIFRA 0% ECH 24/10/2024		50 M€

First issue (Benchmark)	08/03/2017	600 M€
Second issue (Benchmark)	27/09/2017	700 M€
Third issue (Private Placement)	05/12/2019	50 M€
Fourth issue (Private Placement)	12/05/2020	50 M€
Fifth issue (Private Placement)	15/05/2020	50 M€
OBL BPIFRA 0.75% ECH 25/11/2024		1 450 M€

First issue (Benchmark)	26/03/2020	2 000 M€
OBL BPIFRA 0,125% ECH 25/03/2025		2 000 M€

First issue (Benchmark)	09/04/2015	800 M€
Second issue (Private Placement)	17/04/2015	200 M€
Third issue (Private Placement)	11/07/2016	400 M€
Fourth issue (Private Placement)	26/05/2020	50 M€
Fifth issue (Private Placement)	10/02/2022	250 M€
Sixth issue (Private Placement)	04/05/2022	100 M€
Seventh issue (Private Placement)	04/05/2022	100 M€
Eighth issue (Private Placement)	16/05/2022	200 M€
OBL BPIFRA 0.50% ECH 25/05/2025		2 100 M€

Bond Issues	Issues Date	Book size
First issue (Benchmark)	06/02/2013	750 M€
Second issue (Private Placement)	04/03/2013	300 M€
Third issue (Private Placement)	05/03/2013	125 M€
Fourth issue (Private Placement)	22/07/2016	200 M€
Fifth issue (Private Placement)	16/10/2018	125 M€
Sixth issue (Private Placement)	30/03/2020	75 M€
OBL BPIFRA 2.75% ECH 25/10/2025		1 575 M€

First issue (Benchmark)	31/01/2023	284 M€
OBL BPIFRA GBP 4.0% ECH 30/01/2026*		284 M€

First issue (Private Placement)	04/05/2022	100 M€
OBL BPIFRA 3.625% ECH 25/04/2026		100 M€

First issue (Private Placement)	15/02/2012	110 M€
OBL BPIFRA 3.625% ECH 25/04/2026		110 M€

First issue (Benchmark)	13/11/2018	500 M€
Second issue (Benchmark)	02/07/2019	750 M€
Third issue (Private Placement)	02/04/2020	230 M€
Fourth issue (Private Placement)	05/05/2020	50 M€
Fifth issue (Private Placement)	12/05/2020	100 M€
Sixth issue (Private Placement)	05/12/2022	150 M€
Seventh issue (Private Placement)	09/12/2022	220 M€
OBL BPIFRA 0.625% ECH 25/05/2026		2 000 M€

First issue (Benchmark)	08/11/2022	1 000 M€
OBL BPIFRA 3% ECH 10/09/2026		1 000 M€

First issue (Benchmark)	12/01/2017	1 000 M€
Second issue (Private Placement)	29/04/2020	50 M€
Third issue (Private Placement)	07/05/2020	50 M€
Fourth issue (Private Placement)	12/05/2020	50 M€
Fifth issue (Private Placement)	14/05/2020	50 M€
Sixth issue (Private Placement)	14/10/2021	500 M€
OBL BPIFRA 0.875% ECH 25/11/2026		1 700 M€

Appendix 3 - Bond issues by Bpifrance under the EMTN programme (2/2)

Bond Issues	Issues Date	Book size
First issue (Benchmark)	24/04/2020	1 500 M€
OBL BPIFRA 0.125% 26/02/2027		1 500 M€
First issue (Private Placement)	09/05/2017	1 500 M€
Second issue (Private Placement)	02/04/2020	50 M€
Third issue (Private Placement)	19/05/2020	100 M€
OBL BPIFRA 1.00% ECH 25/05/2027		1 650 M€
First issue (Private Placement)	29/10/2013	125 M€
OBL BPIFRA 2.917% ECH 25/10/2027		125 M€
First issue (Benchmark)	22/06/2022	1 250 M€
OBL BPIFRA 0% 25/05/2028		1 250 M€
First issue (Benchmark)	29/04/2021	1 250 M€
OBL BPIFRA 0% 25/05/2028		1 250 M€
First issue (Benchmark)	18/09/2018	500 M€
Second issue (Private Placement)	24/05/2019	100 M€
Third issue (Private Placement)	24/07/2019	50 M€
Fourth issue (Private Placement)	14/10/2019	50 M€
Fifth issue (Private Placement)	01/04/2020	75 M€
Sixth issue (Private Placement)	13/05/2020	100 M€
OBL BPIFRA 0,875% ECH 26/09/2028		875 M€
First issue (Benchmark)	28/01/2022	1 250 M€
OBL BPIFRA 0.125 25/11/2028		1 250 M€
First issue (Private Placement)	05/07/2012	104 M€
OBL BPIFRA E3M+115 BP ECH 27/07/2029		104 M€
First issue (Private Placement)	17/09/2019	1 250 M€
Second issue (Private Placement)	31/03/2020	100 M€
Third issue (Private Placement)	17/04/2020	75 M€
Fourth issue (Private Placement)	20/04/2020	75 M€
Fifth issue (Private Placement)	15/05/2020	50 M€
Sixth issue (Private Placement)	26/05/2020	50 M€
OBL BPIFRA 0,05% 26/09/2029		1 600 M€

Bond Issues	Issues Date	Book size
First issue (Benchmark)	26/03/2023	1 000 M€
OBL BPIFRA 2.875% 25/11/2029		1 000 M€
First issue (Benchmark)	28/05/2020	1 250 M€
OBL BPIFRA 0.25% 29/03/2030		1 250 M€
First issue (Benchmark)	10/06/2015	600 M€
Second issue (Private Placement)	06/04/2017	200 M€
Third issue (Private Placement)	27/06/2017	200 M€
Fourth issue (Private Placement)	18/06/2019	50 M€
Fifth issue (Private Placement)	11/07/2019	100 M€
Sixth issue (Private Placement)	22/04/2020	90 M€
Seventh issue (Private Placement)	14/05/2020	100 M€
OBL BPIFRA 1.875% ECH 25/05/2030		1 340 M€
First issue (Benchmark)	25/08/2022	500 M€
Second issue (Private Placement)	06/12/2022	130 M€
OBL BPIFRA 2% ECH 02/09/2030		630 M€
First issue (Benchmark)	28/05/2021	1 000 M€
OBL BPIFRA 0.25% 04/06/2031		1 000 M€
First issue (Private Placement)	12/07/2016	367 M€
OBL BPIFRA 1.875% ECH 25/07/2031		367 M€
First issue (Benchmark)	18/10/2022	1 250 M€
OBL BPIFRA 3.375% ECH 25/11/2032		1 250 M€
First issue (Private Placement)	14/12/2018	50 M€
OBL BPIFRA 1.32% 21/12/2033		50 M€
First issue (Private Placement)	23/04/2020	200 M€
OBL BPIFRA 1.046% 25/05/50		200 M€

Appendix 3 - Overview of Bpifrance COVID-19 Response Bond framework

This COVID-19 Response Bond was issued under Bpifrance's COVID-19 Response Bond Framework, the first of its kind in France. The funds have been allocated to offset the economic consequences of the current COVID-19 health crisis. Bpifrance's COVID-19 loans have primarily assisted companies in maintaining cash flow for their operations and employees, with the goal of protecting jobs, as well as reducing the social impacts of the pandemic.

Use of Proceeds

The proceeds of Bpifrance's COVID-19 Response Bond have been used to finance and/or refinance Bpifrance's COVID 19 loans¹ which provide lending to French companies to mitigate cash flow difficulties due to the COVID-19 crisis.

Eligible Projects

An amount equal to the net proceeds of Bpifrance's COVID-19 Response Bond (€1.5bn) has been used to finance and/or refinance, in whole or in part, new and/or existing Eligible Projects originated since 1 March 2020 to mitigate cash flow difficulties due to the COVID-19 crisis.

Prêt Atout

Small to mid-sized enterprises (MSMEs)

- 3Y to 5Y maturity
- Up to €15mn
- 6-to-12-month grace period

Prêt Rebond

Small to micro enterprises

- 7Y maturity
- Amount <€300k
- 24-month grace period

PGE & PGE–Soutien Innovation²

Small to mid-sized enterprises (MSMEs)

- 1Y to 6Y maturity³
- Up to 25% of 2019 turnover
- 12-month grace period

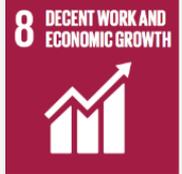
Additional Projects¹

Small to mid-sized enterprises (MSMEs)

- Which will contribute to UN SDGs 8 & 9



... will contribute to the following UN Sustainable Development Goals



Project Evaluation and Selection Process

Eligible Projects are assessed and selected on the basis of COVID-19 mitigation drivers. All loan applications for an Eligible Project have been and will be subject to Bpifrance's regular credit underwriting process:

- Compliant with the credit-risk policy
- Approval following a strict internal process

Management of Proceeds

The net proceeds of the COVID-19 Response Bond have been deposited in Bpifrance's general account and an amount equal to the net proceeds has been earmarked for allocation to Eligible Projects. All relevant information about the proceeds and Eligible Projects is monitored and recorded in Bpifrance's accounting systems.

Bpifrance ensures that the total outstanding amount of Eligible Projects in the portfolio is at all times at least equal to the outstanding amount of the proceeds of Bpifrance's COVID-19 Response Bonds (EUR 1.5bn)

¹ If the total outstanding amount of Eligible Projects is less than the total outstanding amount of Bpifrance's COVID-19 Response Bond

² PGE = "Prêt Garantie par l'Etat", i.e. "State-Guaranteed Loan"

³ PGE and PGE–Soutien Innovation have an amortisation option at the end of year 1

Appendix 3 – Overview of Bpifrance’s Green Bond Program

Eligible Green Loans are consistent with Bpifrance’s Climate Plan and aim to contribute to making significant progress on Climate Change Mitigation and GHG emissions reduction. Bpifrance’s Green Bonds seek to foster a sustainable energy transition, in line with the Climate Plan, and to contribute to the Sustainable Development Goals (SDGs).

Use of Proceeds

An amount equal to the net proceeds of Bpifrance’s Green Bond programme (€1.25bn and €1.25bn) has been used to finance and/or refinance, in whole or in part, new and/or existing Eligible Projects. The portfolio is replenished annually on the basis of a maximum 3-year look-back period, and on a best effort basis over a 2-year look-back period.

Eligible Projects

Bpifrance Green Bond proceeds have been used to finance and/or refinance Bpifrance “Prêt Energie Environnement” loans

Prêt Energie Environnement

Loans for the construction and operation of electricity generation facilities dedicated to **wind** and **solar power** projects

Facilities operating at life cycle emissions lower than 100gCO₂e/kWh, falling to 0gCO₂e/kWh by 2050



... will contribute to the following UN Sustainable Development Goals

7 AFFORDABLE AND CLEAN ENERGY



13 CLIMATE ACTION



Project Evaluation and Selection Process

Eligible Projects are assessed and selected on the basis of Climate Change Mitigation drivers. All loan applications for an Eligible Project have been and will be subject to Bpifrance’s regular credit underwriting process:

- Compliant with the credit-risk policy
- Approval following a strict internal process
- Compliant with national and local laws

Management of Proceeds

The net proceeds of Bpifrance’s Green Bond have been deposited in Bpifrance’s general account and an amount equal to the net proceeds has been earmarked for allocation to Eligible Projects. All relevant information about the proceeds and Eligible Projects is monitored and recorded in Bpifrance’s accounting systems. Bpifrance ensures that the total outstanding amount of Eligible Projects in the portfolio is at all times at least equal to the outstanding amount of the proceeds of Bpifrance’s Green Bond (EUR 1.25bn x2)

Appendix 4 - Methodological notes

● IFRS 9 – Provisions for credit risks:

- In accordance with the application of IFRS 9 at 1 January 2018, Bpifrance recognises a correction for changes in value for expected credit losses (ECL) and defines three stages (buckets) in the process of provisioning credit risk:

Performing or non-performing assets, impaired on an **expected** basis

- **Bucket 1** → assets subject to 12-month ECL
 - Upon initial recognition of the financial instrument, Bpifrance recognises expected 12-month credit losses
- **Bucket 2** → assets subject to lifetime ECL
 - If the credit quality deteriorates significantly for a given transaction or portfolio, Bpifrance recognises the losses expected at maturity

Assets impaired on a **specific** basis

- **Bucket 3** → doubtful loans impaired at maturity on a specific basis
 - If one or more default events affect the transaction or a counterparty and adversely impact estimated future cash flows, Bpifrance recognises incurred credit losses at maturity. Subsequently, if the conditions for classifying financial instruments in Bucket 3 are no longer met, the financial instruments are reclassified in Bucket 2, then in Bucket 1 according to the subsequent improvement in the quality of the credit risk.

- Bpifrance aligns the Basel regulatory definitions of default and non-performing loans with the definition of doubtful loans (according to accounting principles) and with the Bucket 3 (IFRS 9) definition

Appendix 4 - Methodological notes (2/2)

- **Financing Division:** includes the Bpifrance holding company
- **Investment Division:** includes Bpifrance Participations and its subsidiaries
- **Export-Credit Insurance division:** includes Bpifrance Assurance Export
- **RoE (Return on Equity):**
 - **Financing Division**
 - Numerator: net income for the period
 - Denominator: equity at the end of the period
- In addition:
 - Due to rounding, the values in the tables and analyses may differ slightly from the totals listed
 - Differences between the consolidated total of certain financial aggregates at Group level and the amount of those aggregates at the operating divisions level is primarily due to intragroup transactions

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- **Websites**

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- <https://www.bpifrance.fr/investor-relations>
- <https://www.bpifrance.fr/sustainable-finance>

- **Headquarters**



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