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Bpifrance Debt
Investors
Presentation

01. Bpifrance, the right hand of the French State
02. Overview of Bpifrance
03. Key financial figures
04. Bpifrance's global sustainable strategy
05. Bpifrance: funding strategy
06. Appendices
Bpifrance acts as an Innovation Agency, Sovereign Fund, Export Credit Agency, and Development Bank

- Bpifrance has a **highly protected legal status** and is **closely supervised by the public authorities**: the French State, through EPIC\(^1\) Bpifrance (49.18%) and the Caisse des Dépôts (49.18%), owns and control Bpifrance

- Its **missions** are **established by the Act of** 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”\(^2\)

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**Rating in line with that of the French government:**
- **Aa2** – stable (long term) / **P-1** (short term) by Moody’s
- **AA-** stable (long term) / **F1+** (short term) by Fitch Ratings

**Bpifrance’s Solvency ratio** is significantly above requirements: **27.6%** as at 31/12/2022

**Liquidity:** High-Quality Liquid Assets level 1 and recognized as agency paper by the ECB\(^3\)

**Agency haircut** under the ECB\(^3\) haircut schedule

**Basel II:** 20% risk weighting

**SCR\(^5\):** risk factor stress of 0% for spread risk on bonds and loans

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1. EPIC Bpifrance is also classified as an Other Government Body (Organisme Divers d’Administration Centrale – “ODAC”), which means that its debt is consolidated with that of the State (under the Maastricht Rules)
3. European Central Bank
4. Autorité des Marchés Financiers / Autorité de Contrôle Prudentiel et de Résolution
5. Solvency Capital Requirement
Decarbonise and initiate the economy’s environmental transition

Re-industrialise through innovation

Double the number of entrepreneurs

Develop disruptive innovation

Regain export markets

Protect sovereignty through public shareholding

Offer French investors the opportunity to invest in their country’s economy

Capitalising on the digital transition
Bpifrance Debt Investors Presentation

01. Bpifrance, the right hand of the French State p.4
02. Overview of Bpifrance p.7
03. Key financial figures p.16
04. Bpifrance's global sustainable strategy p.20
05. Bpifrance: funding strategy p.30
06. Appendices p.39
Overview of Bpifrance – A financing continuum, present in every key phase of business development

**BPIFRANCE CREATION**
Bpifrance supports business creation and entrepreneurship throughout France

**CONSULTING & COACHING**
Bpifrance provides advisory services and training programmes to French SMEs

**DIGITAL**
Bpifrance is a full-fledged fintech with digital platforms able to grant loans to VSEs

**INNOVATION**
Bpifrance supports individual and collaborative innovative projects

**FINANCING**
Bpifrance systematically seeks to cofinance loans and share risks with banks to finance all businesses

**GUARANTEES**
Guarantees for loans granted by banking partners and/or equity funding organisations

**EQUITY INVESTMENT**
Bpifrance takes minor stakes in growth businesses, from the seed phase to the transfer phase, often alongside national or regional local funds

**INTERNATIONAL**
Bpifrance supports export projects through its export credit insurance activity and financing solutions
Overview of **bpifrance** – Credit cofinancing

**bpifrance** systematically seeks to **cofinance loans** and **share risk** with private banks to finance companies, regardless of their size or sector, with the aim of triggering bank financing.

### Volume of cofinancing loans

- **As of 31 December 2022,** Bpifrance had **€42.2bn** in **outstanding cofinanced loans** on its balance sheet, financed by its own funds and by its bond issuance programmes.

### Breakdown of cofinanced loans outstanding as of 31 December 2022

- **61%** Secured loans
- **35%** Unsecured loans
- **4%** Short-term loans

### Type of loans cofinanced

**Bpifrance cofinances companies** in 3 ways:

- **Secured loans:** Medium- and Long-Term (MLT) credit under the same conditions as partner banks, for tangible investments, in particular financing renewable energies projects.
- **Unsecured loans:** MLT credit for intangible investments, backed by Bpifrance guarantee funds.
- **Short-term loans:** short-term loans backed by invoices or state taxes.

- **95%** of decisions are made in Bpifrance’s 50 regional offices.

### Focus on Environmental and Energy Transition (EET) loans

- In **2022,** Bpifrance granted **€9.1bn** of MLT loans, including **€2.9bn** of Environmental and Energy Transition (EET) loans, in connection with the Climate Plan.

### Progression of EET loans activity since 2020

- **2020:** **€2.1bn**
- **2021:** **€2.6bn**
- **2022:** **€2.9bn**

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1. Not including unsecured innovation loans, digital loans and export credit
2. See dedicated section: Bpifrance: Funding Strategy
3. See dedicated section: Bpifrance’s Global Sustainable strategy
Financing innovation is a public interest mission that is written into the by-laws of Bpifrance, and that is financed by subsidies from the French State, the French regions and the European Union.

- Bpifrance offers financing solutions adapted to companies at every stage of their development:
  - Subsidy: to promote project feasibility
  - Repayable advances: assistance for project development, refundable if successful
  - Innovation loans: to help mass-produce innovations

- Record activity in 2022 with €4.5bn in aid for innovation, reflecting the public strategy for a significant increase in aid for innovation (France 2030 Plan¹).

- By the end of 2022, 90% of French unicorns had received funding from Bpifrance.

- From its creation, Bpifrance has contributed greatly to the emergence of La French Tech: a unique ecosystem that brings together start-ups, investors, decision-makers and community builders.

Overview of bpi france – Innovation Agency

1. France 2030: https://www.economie.gouv.fr/france-2030
Bpifrance’s guarantee activity has two aspects: offering guarantees through guarantee funds and managing State-Guaranteed Loans on behalf of the French State.

**Guarantee Funds**

- The guarantee funds mechanism covers the credit risk incurred by Bpifrance (unsecured loans) and French commercial banks in the course of their business granting loans to French companies.
- Record activity in 2022: €19.1bn in guarantee commitments.

**Key figures of Bpifrance’s guarantee funds**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount of guarantee commitments - € bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>17.9</td>
</tr>
<tr>
<td>2021</td>
<td>18.6</td>
</tr>
<tr>
<td>2022</td>
<td>19.1</td>
</tr>
</tbody>
</table>

**Breakdown of activity in 2022 by company size**

- 91% SMEs
- 9% VSEs

**State-Guaranteed Loans**

- Bpifrance acts as an intermediary between the French State and the banking system (third-party management).
- The total amount managed on behalf of the French State since the implementation of the State-Guaranteed Loan programme in 2020 is close to €130bn.

**State-Guaranteed Loans managed by Bpifrance - € bn**

<table>
<thead>
<tr>
<th>Year</th>
<th>Annual activity</th>
<th>Cumulative activity</th>
<th>Outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>100</td>
<td>111</td>
<td>111</td>
</tr>
<tr>
<td>2021</td>
<td>97</td>
<td>124</td>
<td>124</td>
</tr>
<tr>
<td>2022</td>
<td>82</td>
<td>129</td>
<td>129</td>
</tr>
</tbody>
</table>

1. Prêt Garanti par l'Etat
1. Lac1 is a multi-sector fund managed by Bpifrance Investissement that invests in large French companies with a strong international orientation and a market capitalisation exceeding €500m.

Bpifrance manages its own equity funds (75% of its AuM) but also manages funds on behalf of third parties (25% of its AuM). Bpifrance acts as a sound, knowledgeable and patient investor.

Overview of Bpifrance – Equity Investment: €50bn of Assets under Management

Breakdown of AuM as of 31 December 2022

- Direct Investments
  - Bpifrance acquires minority stakes in growing companies, from the seed to the transfer phase, 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.

- Funds of Funds
  - Bpifrance has a portfolio of over 500 partner funds, both national and regional, to:
    - Contribute to the growth of SMEs and act as a catalyst for the private sector’s investment in SMEs
    - Structure the financial chain
    - Enhance private equity managers’ efficiency and share best practices with them.
Since 2017, Bpifrance Assurance Export manages public export guarantees in the name, on behalf and under the control of the French State. The guarantee is granted directly by the French State, thus attesting its support to French exporters.

Bpifrance Assurance Export offers a range of solutions aimed at supporting French exporters:

- Medium-long term credit insurance
- Prospecting insurance
- Guarantee of sureties and pre-financing
- Foreign exchange insurance

Export credit is mainly driven by credit insurance:

- At €32.0bn, Bpifrance’s export activity increased by 58% compared to 2021, driven by credit insurance (+75% vs. 2021).
- Strong focus on SMEs: 93% of export credit insurance clients are SMEs (2022).

### Credit Insurance

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Amount €m</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>17,374</td>
<td>220</td>
</tr>
<tr>
<td>2022</td>
<td>30,274</td>
<td>170</td>
</tr>
</tbody>
</table>

### Guarantee of sureties and pre-financing

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Amount €m</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>1,379</td>
<td>561</td>
</tr>
<tr>
<td>2022</td>
<td>930</td>
<td>514</td>
</tr>
</tbody>
</table>
Overview of bpiFrance – Additional activities

**DIGITAL BANK**
- Bpifrance has become a full-fledged fintech with digital platforms to complement its 50 regional locations.
- Digital platforms aim to market loans dedicated to very small businesses.
- Bpifrance has granted €377m in digital loans to 10,000 very small businesses.
- Bpifrance’s digital platforms were used for State-Guaranteed Loans (granted to 750,000 companies).
- In addition to loans, Bpifrance’s digital platforms offer companies a range of services (insurance, carbon footprint, etc.).

**BPIFRANCE CREATION**
- Bpifrance Création supports business creation and entrepreneurship in France:
  - In 2022, €70m in subsidies were granted to 250+ support structures and €108m in loans were provided to 15,700 entrepreneurs.
  - In 2022, Bpifrance created Cap Créa™ with 27 partner support networks with the aim of doubling the number of sustainable businesses within the next 5 years.
  - With the assistance of nearly 54,000 volunteers, these networks have helped 155,000 entrepreneurs and contributed to the creation of 79,000 businesses.
  - To remove barriers to creation, Bpifrance offers 500 methodological modules and tools for business plan creation.

**CONSULTING & COACHING**
- Consulting and Coaching Services provide advisory services, training programmes, and networking opportunities to French SMEs.
  - Nearly 3,500 companies have been accelerated since 2015.
  - In 2022, 1,026 new companies were accelerated (+13% vs. 2021). The Consulting and Coaching Service Development has been strengthened, focusing on two strategic priorities:
    - Reindustrialisation: with 300 companies involved in Industrial Sector Accelerators.
Overview of Bpifrance – Bpifrance’s activities are aimed at businesses of all sizes

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

**SUPPORTING THE GROWTH OF SMEs THROUGHOUT FRANCE**
- Financing
- Innovation aid
- Guarantees
- Export: financing and insurance
- Growth capital & transfer capital
- Consulting assignments, training days and networking

**STRENGTHENING MID-CAP BUSINESSES TO ASSIST IN THEIR DEVELOPMENT AND INTERNATIONAL EXPANSION**
- Financing
- Innovation aid
- Export: financing & insurance
- Consulting missions, training days and networking
- Growth capital & transfer capital

**PARTICIPATING IN THE GROWTH OF THE LARGE CAPS**
- Finance
- Collaboration on innovation projects
- Export insurance
- Capital stabilisation

**FACILITATING ENTREPRENEURSHIP BY REMOVING OBSTACLES TO CREATION**
- Financing
- Innovation aid
- Guarantees
- Seed money
- Support for business creation

**OVERVIEW OF BPIFRANCE**
- Loans granted as of Dec 2021:
  - €14.9bn to 21,215 companies
  - €20.0bn to 27,290 companies
  - €10.0bn to 2,850 companies
  - €1.3bn to 170 companies
Key financial figures – Bpifrance has a rock-solid balance sheet reflecting its safe and sound business model

Business unit consolidated balance sheet (€bn)

<table>
<thead>
<tr>
<th>Assets</th>
<th>Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>100.9</td>
<td>100.9</td>
</tr>
<tr>
<td>4.3</td>
<td>5.0</td>
</tr>
<tr>
<td>28.4</td>
<td>8.6</td>
</tr>
<tr>
<td>44.0</td>
<td>59.0</td>
</tr>
<tr>
<td>24.2</td>
<td>28.3</td>
</tr>
<tr>
<td>101.6</td>
<td>101.6</td>
</tr>
<tr>
<td>3.8</td>
<td>3.5</td>
</tr>
<tr>
<td>28.3</td>
<td>27.4</td>
</tr>
</tbody>
</table>

Dec. 2021 | Dec. 2022

1. Innovation Aids / 2. Securities portfolio, cash and guarantees / 3. Innovation loans included
Bpifrance earned net income of €1.5bn in 2022, a very significative amount given the challenging macroeconomic environment. In 2021, the net income of €1.8bn included as an exceptional contribution, the Fund of Funds positive portfolio revaluation of €0.9bn.

### Key financial figures – Summary

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Banking Income (€m)</th>
<th>Net Banking Income by activity</th>
<th>Net Income (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>1,445</td>
<td>8%</td>
<td>1,020</td>
</tr>
<tr>
<td>2019</td>
<td>1,454</td>
<td>52%</td>
<td>1,018</td>
</tr>
<tr>
<td>2020</td>
<td>1,239</td>
<td>12%</td>
<td>-121</td>
</tr>
<tr>
<td>2021</td>
<td>2,916</td>
<td>5%</td>
<td>2020</td>
</tr>
<tr>
<td>2022</td>
<td>2,131</td>
<td>23%</td>
<td>1,829</td>
</tr>
</tbody>
</table>

**P&L**

**Net Banking Income**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>41,604</td>
</tr>
<tr>
<td>2021</td>
<td>44,411</td>
</tr>
<tr>
<td>2022</td>
<td>50,303</td>
</tr>
</tbody>
</table>

**Net Banking Income by activity**

<table>
<thead>
<tr>
<th>Year</th>
<th>Mid &amp; Large</th>
<th>Innovation</th>
<th>Small Cap</th>
<th>Funds of funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>23,247</td>
<td>22,463</td>
<td>23,099</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>22,463</td>
<td>23,099</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>23,099</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Breakdown of AuM, Financing Activities and Employees**

**AuM**

<table>
<thead>
<tr>
<th>Year</th>
<th>Mid &amp; Large</th>
<th>Innovation</th>
<th>Small Cap</th>
<th>Funds of funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>41,604</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>2021</td>
<td>44,411</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>50,303</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Financing Activities**

<table>
<thead>
<tr>
<th>Year</th>
<th>Assistance to innovation</th>
<th>Guaranteed risks Bpifrance regions</th>
<th>Guaranteed risks (excluding internal funds)</th>
<th>Short-term financing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>23,247</td>
<td>22,463</td>
<td>23,099</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Employees**

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>3,214</td>
</tr>
<tr>
<td>2021</td>
<td>3,407</td>
</tr>
<tr>
<td>2022</td>
<td>3,519</td>
</tr>
</tbody>
</table>

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1. The cost of future risk was conservatively provisioned in 2020, impacting the net income.
2. AuM from Investing Activities
3. Mid long-term financing - Cofinancing of Investment
4. Short-term financing - Mobilisation of credit-claims
5. Short-term financing - Prefinancing from CICE
6. Amount of guaranteed risks (excluding internal funds)
7. Amount of guaranteed risks Bpifrance regions
8. Workforce as of 31 December 2022
Key financial figures – Bpifrance’s solvency and liquidity ratios are among the strongest in the Eurozone

Robust solvency
Capital levels are significantly above Pillar 2 requirements:
- TSCR\(^1\): 9.88%
- OCR\(^2\): 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.
01. Bpifrance, the right hand of the French State  p.4
02. Overview of Bpifrance  p.7
03. Key financial figures  p.10
04. Bpifrance’s global sustainable strategy  p.20
05. Bpifrance: funding strategy  p.30
06. Appendices  p.39
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

**Economic Impact**

- **A significant three-year impact on companies supported by Bpifrance:** employment and sales grew more rapidly among these companies, with an estimated gain of €121bn in sales, 360,000 jobs maintained or created and €1.9bn in 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 underprivileged neighbourhoods.

- **A strong societal commitment:** Bpifrance encourages female entrepreneurship and supports integration of young people through dedicated programmes.

- **Developing local economies:** Bpifrance covers most business needs in the areas of creation, innovation and development with offers tailored to local characteristics.

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¹. United Nations Sustainable Development Goals (SDGs)

Note: Additional information is available in the appendix and here [http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil](http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil)

Source: Bpifrance Assessment and Studies Department
All Bpifrance activities are aligned with at least one Sustainable Development Goal (SDG)

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

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### Social Impact

- **Direct support for MSMEs**: over the 2013-2023 period, Bpifrance has supported 535,000 Micro, Small & Medium Enterprises.

- **Social & Solidarity Economy**: in 2021 Bpifrance’s actions had a total value of approximately €510m and reached nearly 850 entities.

- **Social Inclusion**: Bpifrance grants loans dedicated to disadvantaged populations.

- **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 students received loans.

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Note: Additional information is available in the appendix and here http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil

Source: Bpifrance Assessment and Studies Department
All Bpifrance activities are aligned with at least one Sustainable Development Goal (SDG)

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

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 conventional and unconventional oil and gas investments or financing**: Since 2021, Bpifrance has been committed to ceasing all financing or investing in companies whose coal mining or coal-fired power generation activities exceed 5% of their revenues.

- **Education and training**: raising companies’ awareness of energy and ecological transition issues through sector-based webinars and Bpifrance University. Over 9,000 participants have received training.

- **Diag Eco Flux**: a tool for identifying leverage points for generating savings in energy, materials, water and waste that has assisted over 1,000 companies. This new offer supplements other subsidised carbon emissions and material flows diagnostic tools.
Bpifrance’s global sustainable strategy – Bpifrance initiatives & commitments

**Initiatives**

- Scope 1 and Scope 2 GHG emissions should be reduced by 25%¹ by 2025 and 55%¹ by 2030. Work ongoing on Scope 3 reduction measures
- Active Carbon Footprint measurement of lending portfolio since 2020
- A partner of *CDC Biodiversité* to raise awareness among Bpifrance clients
- Bpifrance assesses and monitors a Transition Risk Quantification for highly exposed sectors
- Waste management since 2019 at all Bpifrance locations
- Since 2014, Bpifrance’s headquarters has been rated “Excellent - HQE building”. Its second building in Paris obtained the same rating in 2018
- Since 2020, Bpifrance has issued Use of Proceeds Bonds to match assets and funding strategy

**Commitments**

- Bpifrance is a signatory of:
  - Montreal Protocol²
  - Paris Agreements³
  - Santiago Principles⁴
  - Poseidon Principles⁵
  - Financial Institutions’ Declaration of Intent on Energy Efficiency⁶
  - United Nations Principles for Responsible Investment (PRI)⁷
  - Charter of Public Investors for Climate⁸
  - Charter of Public Investors for SDG⁹
  - SISTA Charter¹⁰ and Parity Charter¹¹

- Bpifrance supports and promotes:

- Bpifrance is a member of:

- Bpifrance’s exclusion policy prohibits financing and investing in:
  - Landmines and cluster munitions, chemical and biological weapons, nuclear weapons, tobacco, fossil fuels, speculation in food commodities, gambling

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¹. From a 2019 baseline
³. [https://unfccc.int/sites/default/files/english_paris_agreement.pdf](https://unfccc.int/sites/default/files/english_paris_agreement.pdf)
⁴. [https://www.ifswf.org/sites/default/files/santiagoprinciples_0_0.pdf](https://www.ifswf.org/sites/default/files/santiagoprinciples_0_0.pdf)
⁷. [https://www.unpri.org/signatory-directory/bpifrance-investissement/966.article](https://www.unpri.org/signatory-directory/bpifrance-investissement/966.article)
Bpifrance’s global sustainable strategy – Human capital at the heart of Bpifrance

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

51% of executives at Bpifrance are women¹

Bpifrance rated among the Best Employers 2023 in France (highest ranked bank) by Glassdoor²

57% of people recruited are under the age of 30³

2.73% of Bpifrance employees are persons with disabilities³

Bpifrance scores 93 points in the Gender Equality Index *Above the national average (75.5)

Note: For additional information see http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil
2. Glassdoor website
Due to its particular positioning, Bpifrance’s governance includes unique features:

- The **French State** and CDC are represented on the Board of Directors
- **French regional guidance councils** that adapt Bpifrance’s actions to the specificities of local areas
- **National Orientation Committee (CNO)** that helps Bpifrance support French businesses and the national economy

Strict **auditing and supervision by the French State** through the Ministry of Finance, General Inspectorate and Government Commissioner

In addition, Bpifrance reports to the **French Parliament** (public hearings)

Bpifrance’s governance bodies observe the dual principle of competence and **parity**

**Expert committees** have been set up and feed into a dedicated Climate and Environmental Risk Committee, which reports directly to the board of directors

**Sustainable financing** committees evaluate and select projects:

- Green Bond Committee
- Social Financing Committee
How Climate Change & the Transition impact Bpifrance

Bpifrance’s Physical Climate Risk Approach
An assessment of how the investment portfolio and loan portfolio are exposed and vulnerable to physical climate risks
✓ A “Heatmap” has been developed to identify territories at risk, over the 2025 and 2100 horizons, which takes into account 5 climate hazards and 88 sector-based activities

Bpifrance’s Transition Risk Approach
An assessment of how the investment portfolio and loan portfolio are exposed and vulnerable to transition risks
✓ Based on an internal tool (including risk add-on and individual counterparty risk, ECB transition trajectory taken into account)

Annual measurement of Bpifrance’s Carbon Footprint
Scopes 1 & 2
Calculated annually since 2021. Measures in place to decrease GHG emissions by 25% by 2025 and by 55% by 2030
Scope 3
Work In progress on the investment portfolio and loan portfolio

Bpifrance’s Climate Plan
Pillar 1
Accelerating business transition and transformation
Pillar 2
Amplification of funding toward renewable energy
Pillar 3
Support for the emergence and growth of Greentech

1. Bpifrance’s Climate Plan: see specific discussion on next slide
Bpifrance’s climate strategy focuses on two core priorities:

1. Aligning all activities of Bpifrance clients with the carbon neutrality goal of the Paris Agreements
2. Increasing the Group’s actions in support of projects and companies that promote the ecological and energy transition

In 2020, Bpifrance & the Banque des Territoires launched an ambitious Climate Plan covering the 2020-2024 period.

---

### Bpifrance’s Climate Strategy

#### 3 Main Pillars

- Amplification of funding toward renewable energy
- Accelerating business transition and transformation
- Support for the emergence and growth of Greentech

---

### Bpifrance’s Climate Actions since 2020 (as of December 2022)

#### Investment in the transition

- **2013-2022**
  - **2013**: First article of the Act creating Bpifrance
  - **2014**: First ecological and energy transition strategic plan
  - **2020**: Climate Plan 2020-2024 with the Banque des Territoires
  - **2021**: Green Bond Framework - Inaugural Green Bond
  - **2022**: Second Green Bond transaction
  - **2023**: Social Financing Framework published
  - **2024**: Updated Green Bond Framework published

#### Support for renewable energies

- **2021-2024**
  - **2021**: €5.7bn already disbursed, €7bn 2024 target
  - **2022**: €4.5bn already disbursed, €8.6bn 2024 target
  - **2023**: €2.4bn already disbursed, €4.2bn 2024 target

#### Innovation: Green Tech

- **2021-2024**
  - **2021**: €1.8bn in financing granted to 1,200+ SMEs since 2020
  - **2022**: €4.5bn already disbursed, €8.6bn 2024 target
  - **2023**: to foster the growth of international leaders
  - **2024**: to promote the circular economy

---

1 - Including investments made by partner funds

---

Supporting the development and resilience of SMEs to promote employment in France

- Supporting the development of SMEs and employment
- Strengthening economic development and entrepreneurship in local areas in France
- Encouraging the resilience of SMEs impacted by the Covid-19 Crisis
- Supporting the international development of SMEs
- Training and advisory services for entrepreneurs and SMEs
- Supporting innovation by SMEs
- Assisting VSEs in their Digital Transformation

Socioeconomic advancement and empowerment

- Supporting a Social and Solidarity-based Economy
  - Financing Social and Solidarity-based Economy companies, such as non-profits, cooperatives and foundations
  - Dedicated programmes\(^1\) to support the SSE sector
- Supporting community inclusion and disadvantaged people
  - Underprivileged regions
  - Female entrepreneurship
  - Inclusion of young people
  - Senior employment and inclusive recruitment

Financing access to essential services

- French healthcare sector
  - Financing of public hospitals, long-term care facilities and other social housing
  - Assisting entities in medical deserts
  - Supporting the growth and industrialisation of healthcare start-ups, in line with the French government’s Strategic Plan\(^2\)
- French education sector
  - Financing and supporting educational institutions
  - Long-standing student loan guarantee programme
  - Contribution to the French government’s “Enseignement et Numérique 2030” Strategic Plan

\(^{1}\) - “Programme d’Investissement d’Avenir” and the “Fonds d'Innovation Social”

\(^{2}\) - “Innovation Santé 2030”
Bpifrance Debt Investors Presentation

01. Bpifrance, the right hand of the French State  p.4
02. Overview of Bpifrance  p.7
03. Key financial figures  p.16
04. Bpifrance’s global sustainable strategy  p.20
05. Bpifrance: funding strategy  p.30
06. Appendices  p.39
Since 2011, an average of €4bn in EMTN issues per year targeting various maturities (from 3 to 10 years)

Diversity: Benchmarks, TAP, PP + EUR & GBP

Green Bond Programme
- Maturity: 5 to 10 years

Social Financing Programme
- Maturity: 3 to 10 years
Bpifrance is a regular issuer

Bpifrance is continuously active in the primary market:
- Benchmark bonds issued on a regular basis
- Nearly €1bn in bonds issued each quarter
- Funding needs throughout the year to match loans disbursements

Bpifrance offers variety of products to investors:
- Maturities from 3 to 10 years
- EUR & GBP bonds and other currencies very soon

Close attention paid to the liquidity of its own bonds

Bpifrance offers Tap placements (public and private) for previously issued bonds up to a maximum outstanding amount of €2bn per bond

And continuously monitors secondary market liquidity indicators

Bpifrance aims to become a top issuer of sustainable bonds

Bpifrance issued its first Thematic Bond in 2020

Since 2021, Bpifrance has issued a Green Bond each year

In 2023, Bpifrance launched its Inaugural Social Financing Framework

Bpifrance’s target:
- 50% of annual funding programme comprised of Green & Social bonds
Green Bond Framework
2nd version published in March 2023

Rationale of the Framework
This 2nd version is aligned with the latest regulations and best market practices to position Bpifrance as a pioneer player in the ecological transition market.

Review of SPO
- Alignment with the ICMA Green Bond Principles 2021 (with June 2022 appendix)
- All Renewable Energy loans and a portion of Green Building loans are aligned with the EU GBS proposal and the current version of EU Taxonomy

Use of Proceeds Eligible Projects
- Renewable Energy Loans
- Green Buildings Loans
- Greentech Loans

SDG

Reporting
Allocation & Impact Report annually until maturity

Issuance
2022: €1.25bn – maturity date 05/2028
2021: €1.25bn – maturity date 11/2027

Social Financing Framework
Published in February 2023

To further develop the sustainable finance market in France, in particular to promote employment and development of micro-businesses and SMEs.

Review of SPO
- Alignment with the ICMA Social Bond Principles 2021 (with June 2022 appendix)
- Alignment with the Social Objectives of the Final Report on Social Taxonomy (February 2022)

Use of Proceeds Eligible Projects
- MSMEs in disadvantaged territories
- Innovation by MSMEs
- Loans to SSE
- Loans supporting social inclusion
- Training
- MSMEs affected by natural or health disasters
- Digitalisation
- Education
- Health
- Exports to developing countries

SDG

Reporting
Allocation & Impact Report annually until maturity

Issuance
- 2020: €1.5bn – maturity date 02/2027

Covid-19 Response Framework
Published in April 2020

To limit the impact of the Covid-19 pandemic on the economic activity of SMEs

Review of SPO
- Covid-19 response loans to support the business activities of companies impacted by the Covid-19 pandemic, such as “Atout loans” and “Rebound loans”

Use of Proceeds Eligible Projects
- MSMEs in disadvantaged territories
- Innovation by MSMEs
- Loans to SSE
- Loans supporting social inclusion
- Training
- MSMEs affected by natural or health disasters
- Digitalisation
- Education
- Health
- Exports to developing countries

SDG

Reporting
Allocation & Impact Report annually until maturity

Issuance
- 2020: €1.5bn – maturity date 02/2027

1. 2021 & 2022 Green Bonds issued under Bpifrance’s inaugural Framework, under which only Renewable Energy Loans were eligible
Bpifrance: funding strategy – An expanding refinancing structure to support business growth

Bpifrance is regularly active in the primary market with Benchmark Bonds and Tap issues.
Bpifrance’s funding strategy – A dynamic refinancing programme to support business growth

By type of Investor:
- Asset managers: 33%
- Banks: 23%
- Central Banks & Official institutions: 8%
- Insurers: 36%
- Others: 8%

By geographical area:
- France: 46%
- Europe excluding France & Germany: 19%
- Germany: 12%
- Asia: 10%
- UK: 8%
- Middle East: 8%
- Africa: 12%
- USA: 19%

→ A growing interest among international investors: over 463 investors in 43 countries

Bpifrance’s annual issuances (eq €bn)

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<tbody>
<tr>
<td>Value (eq €bn)</td>
<td>1.2</td>
<td>2.6</td>
<td>3.8</td>
<td>3.9</td>
<td>4.7</td>
<td>5.1</td>
<td>6.6</td>
<td>3.3</td>
<td>4.0</td>
<td>7.4</td>
<td>2.8</td>
<td>6.5</td>
<td>2.4</td>
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<tr>
<td>As of today</td>
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</tbody>
</table>
The bonds and commercial paper issued by Bpifrance are guaranteed by EPIC\(^1\) Bpifrance by means of an autonomous, unconditional and irrevocable on-demand guarantee.

---

1. EPIC status: see details in the Appendix.
2. Commercial banks hold a 1.35% stake in Bpifrance and Bpifrance holds 0.29% of its own capital.
EPIC Bpifrance and the debt issuance programmes have earned high-quality ratings. The rating agencies deem EPIC Bpifrance to be a government-related issuer, credit-linked to the French State.

**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

**Fitch Ratings**  
> **AA-** (Stable) / 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

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1. EPIC status: see details in the Appendix
Bpifrance is a **responsible Group** with a **corporate mission statement defined by law** and provides support for the **Energy and Environmental Transition**. Bpifrance aims to be among the top-ranking agencies, to match its ambitious objectives.

**MOODY’s | ESG**

**Bpifrance has an “Advanced” rating, the highest level possible and above the industry norm**

- Carbon footprint: A B C D
- No involvement in controversial activities

**Key outputs:**
- A robust environmental strategy
- Management of environmental impacts
- Social and economic development
- Environmentally responsible financing

**EthiFinance**

**Bpifrance has an “Advanced” ESG maturity score, with an average ESG score of 73 out of 100**

- The lack of any serious controversy is further confirmation of the soundness of its ESG policies

**Key outputs:**
- Robust HR practices and sound relationships with external stakeholders
- Solid governance structure
- Mature ESG risk management system at corporate level

**SUSTAINALYTICS**

**Bpifrance has a “Low Risk” ESG risk rating, with an ESG score of 16.5 out of more than 40**

- Industry Group: Bpifrance is ranked 124 out of 1,013 banks

**Key outputs:**
- Bpifrance’s exposure to different material ESG issues is rated **Low** (highest level possible)
- Management of relevant ESG issues is rated **Weak** for Bpifrance (highest level possible)
Contents

Bpifrance Debt Investors Presentation

01. Bpifrance, the right hand of the French State p.4
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06. Appendices p.39
Corporate mission established by the Act of 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 the specific appendix

## 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: Debt issued under EPIC Bpifrance’s guarantee
   - An asset management company (Bpifrance Investissement)³
   - An export credit agency (Bpifrance Assurance Export)

The Order-law of 24 June 2020 simplified the structure of the entity⁴

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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 / 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 the Appendix

---
Direct Investment

Mandatory ESG evaluation to consider extra-financial criteria likely to have an impact on Bpifrance’s investments. Results are discussed by the Investment Committee and are included in the investment memo.

During the company detention, company evolution on ESG issues and progress axis, defined in consultation with the company manager, will be monitored as part of a regular dialogue with Bpifrance, within the governance bodies in which a representative of Bpifrance participates:

Bpifrance conducts an annual survey of invested companies on their commitments, policies and practices in environmental, social, societal and governance matters. Bpifrance has undertaken, like the Caisse des Dépôts Group, to measure the carbon footprint of its listed portfolio and to monitor it with a view to the transition to a low-carbon economy, and to a coal policy.

Indirect Investment

Prior to any investment, Bpifrance assesses the investment doctrine of the targeted fund and considers whether it has adopted a responsible investor approach.

During the life of a fund, Bpifrance encourages its partner management companies to integrate ESG criteria in their analyzes of investments. Bpifrance asks them for an annual report on these subjects, which relates to the management company and to the underlying companies;

The fund managers to which Bpifrance subscribes undertake to take the necessary measures so that the target companies and their subsidiaries participate in the socially responsible approach, and progress in their consideration of environmental, social and governance issues, according to the general approach of Bpifrance.

Export Credit

An environmental and social assessment is performed by an internal Bpifrance expert team dedicated to these issues. This assessment is guided by the OECD recommendations and is built on International Finance Corporation’s standards (performance standards and EHS guidelines).

Financing & Innovation activities

Before a funding decision is made, in addition to the internal credit origination procedure, all financing applications for a gross amount greater than or equal to €1m and all innovation support applications for a gross amount greater than or equal to €0.5m per programme, must complete a 12-question survey (CSR assessment) of the company’s ESG practices. These questions focus on 4 key areas: governance, environment, social, and society.
Appendix – Focus on Investment: an adapted solution dedicated to ESG factors

**Objective**

**Screening**
- Assess if the company is eligible to Bpifrance Investment based on Bpifrance ESG criteria and exclusion policies

**Pre-Analysis**
- Help investor and investment committee to map main ESG risk factor of the target and positive ESG opportunities

**Due Diligence**
- Identify specific ESG KPI for the targeted company
  - Those KPI are then integrated to shareholder pact

**Action Plan**
- Co-build an action plan with the targeted company based on ESG KPI

**Monitoring**
- Assess ESG Performance based on KPI, monitor the development on the action plan
- Provide guidance to help the company
## Bpifrance Group: Income Statement

<table>
<thead>
<tr>
<th>€m</th>
<th>Dec 2021</th>
<th>Dec 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net banking income</td>
<td>2,916</td>
<td>2,131</td>
</tr>
<tr>
<td>• o.w. Investment Division</td>
<td>1,914</td>
<td>1,164</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>-870</td>
<td>-900</td>
</tr>
<tr>
<td>Cost of risk (CoR)</td>
<td>-75</td>
<td>-163</td>
</tr>
<tr>
<td>• o.w. incurred cost of risk</td>
<td>-171</td>
<td>-181</td>
</tr>
<tr>
<td>• o.w. expected cost of risk</td>
<td>96</td>
<td>18</td>
</tr>
<tr>
<td>Operating Income</td>
<td>1,972</td>
<td>1,068</td>
</tr>
<tr>
<td>Net Income</td>
<td>1,829</td>
<td>1,503</td>
</tr>
</tbody>
</table>

### Key ratios

- **Cost / Income ratio**: 29.8% / 42.2%
- **CoR / loans outstanding**: 17 bps / 35 bps
- **RoE**: 6.4% / 5.5%

## Bpifrance Group: Balance Sheet

<table>
<thead>
<tr>
<th>€m</th>
<th>Dec 2021</th>
<th>Dec 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total balance sheet</td>
<td>€100.9bn</td>
<td>€101.7bn</td>
</tr>
<tr>
<td>Loans outstanding</td>
<td>€45.1bn</td>
<td>€46.0bn</td>
</tr>
<tr>
<td>Solvability</td>
<td></td>
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</tr>
<tr>
<td>CET1 ratio</td>
<td>30.5%</td>
<td>27.6%</td>
</tr>
<tr>
<td>Leverage ratio</td>
<td>20.9%</td>
<td>19.1%</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>28,367</td>
<td>27,503</td>
</tr>
<tr>
<td>Equity buffers</td>
<td></td>
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</tr>
<tr>
<td>• Fair value of public guarantee and innovation funds</td>
<td>8,622</td>
<td>9,106</td>
</tr>
<tr>
<td>Liquidity</td>
<td></td>
<td></td>
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<tr>
<td>LCR</td>
<td>425%</td>
<td>427%</td>
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<td>NSFR</td>
<td>122%</td>
<td>117%</td>
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### Note

For more details, please see the 2022 annual report report available on: [https://www.bpifrance.fr/Espace-Investisseurs](https://www.bpifrance.fr/Espace-Investisseurs)  
1. Expected Credit Losses; application of IFRS 9 as of 01/01/2018; see details in the dedicated Appendix / 2. Incurred and expected cost of risk / 3. Gross loans outstanding to customers and finance leases, at amortised cost (medium- and long-term loans, short-term financing, finance leases) / 4. Phased-in / 5. Fully loaded Basel 3
### EPIC Status

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

2. **Public interest missions defined by law**
   - For a **specific purpose** (specialty principle)
   - With some **public law prerogatives**

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

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 **law**

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

### Applicable to Bpifrance

- **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

- **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**

- 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**

- EPIC Bpifrance is also **classified as an Other Government Body** 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**

- **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 specific rules applicable to public law entities.
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”\(^1\)

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1. Article 1 of Act No. 2012-1559 of 31 December 2012 on the creation of Bpifrance

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

- **Act 2012-1559 of 31 December 2012**
  - [http://www.legifrance.gouv.fr/eli/loi/2012/12/31/2012-1559/jo/texte](http://www.legifrance.gouv.fr/eli/loi/2012/12/31/2012-1559/jo/texte)

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

- **Act 2020-739 of 17 June 2020**
Appendix – Financing activity: strong business dynamics

### Credit (cofinancing)

**Investment loans**
Annual Commitments - €m

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<tr>
<td>€m</td>
<td>3,696</td>
<td>3,781</td>
<td>4,118</td>
<td>4,337</td>
<td>4,610</td>
<td>5,273</td>
<td>5,337</td>
<td>4,810</td>
<td>5,139</td>
<td>3,872</td>
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- Covid loans
- Unsecured loans
- Medium and long-term loans and leasing

**Short-term loans**
Annual Authorisations - €m

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<tr>
<td>€m</td>
<td>4,960</td>
<td>5,539</td>
<td>6,133</td>
<td>6,759</td>
<td>7,153</td>
<td>7,774</td>
<td>8,267</td>
<td>9,088</td>
<td>8,216</td>
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**Guarantee**

**Annual Authorisations**

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<tbody>
<tr>
<td>€m</td>
<td>3,839</td>
<td>3,802</td>
<td>3,736</td>
<td>3,795</td>
<td>3,996</td>
<td>4,038</td>
<td>3,965</td>
<td>2,998</td>
<td>3,397</td>
<td>4,459</td>
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**Average Outstandings**

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</tr>
</thead>
<tbody>
<tr>
<td>€bn</td>
<td>11.9</td>
<td>12.8</td>
<td>13.6</td>
<td>14.5</td>
<td>15.8</td>
<td>16.6</td>
<td>18.6</td>
<td>19.1</td>
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</table>

### Innovation

**Innovation Aids**
Annual Authorisations - €m

<table>
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</thead>
<tbody>
<tr>
<td>€m</td>
<td>635</td>
<td>877</td>
<td>1,002</td>
<td>936</td>
<td>926</td>
<td>727</td>
<td>832</td>
<td>2,083</td>
<td>3,826</td>
<td>3,875</td>
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</table>

**Unsecured loans**
Annual Commitments - €m

<table>
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</thead>
<tbody>
<tr>
<td>€m</td>
<td>112</td>
<td>214</td>
<td>305</td>
<td>352</td>
<td>327</td>
<td>442</td>
<td>441</td>
<td>468</td>
<td>472</td>
<td>549</td>
</tr>
</tbody>
</table>

- Classic offer
- Covid loans

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1. Including export credits and digital loans.
2. The Competitiveness and Employment Tax Credit (CICE), currently in runoff, has been replaced by a lasting reduction in corporate taxes
3. Excluding funds dedicated to unsecured loans
Appendix – 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

<table>
<thead>
<tr>
<th>Prudent Investors</th>
<th>Minority investments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Interest</td>
<td>Patient investments  (average horizon of up to 8-10 years)</td>
</tr>
<tr>
<td>Long Term</td>
<td>Search for profitable operations (positive return expected on Bpifrance’s equity capital)</td>
</tr>
<tr>
<td>Socially Responsible</td>
<td>Public interest criteria (employment, competitiveness and innovation) taken into account in the decision-making process</td>
</tr>
<tr>
<td></td>
<td>No stakes in highly-leveraged deals or transactions</td>
</tr>
</tbody>
</table>

**Targeted Sectors and Companies**

- Investment in all sectors except:
  - Infrastructure, property and real estate, banking and finance, media organisations and research institutes
- Focus on:
  - Growth sectors, particularly biotechnology, digital technology and the energy and ecological transition
  - Building up existing operations
- From small (SME size) to large caps
- Limited stakes in funds involved in company restructuring proceedings

**Systematic Partnership with Partner Funds**

- Systematic search for joint investments with private investors (both as an LP and as a GP)
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  - https://www.bpifrance.fr/investor-relations
  - https://www.bpifrance.fr/sustainable-finance

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