bpifrance | SERVIR L'AVENIR

The Financing Continuum of Innovation

2017 Event of the Eastern Partnership Panel on Research and Innovation

Conference „FROM INNOVATIVE IDEAS TO SUCCESSFUL BUSINESSES: promoting the national systems of early stage financing of innovative companies in EaP countries"

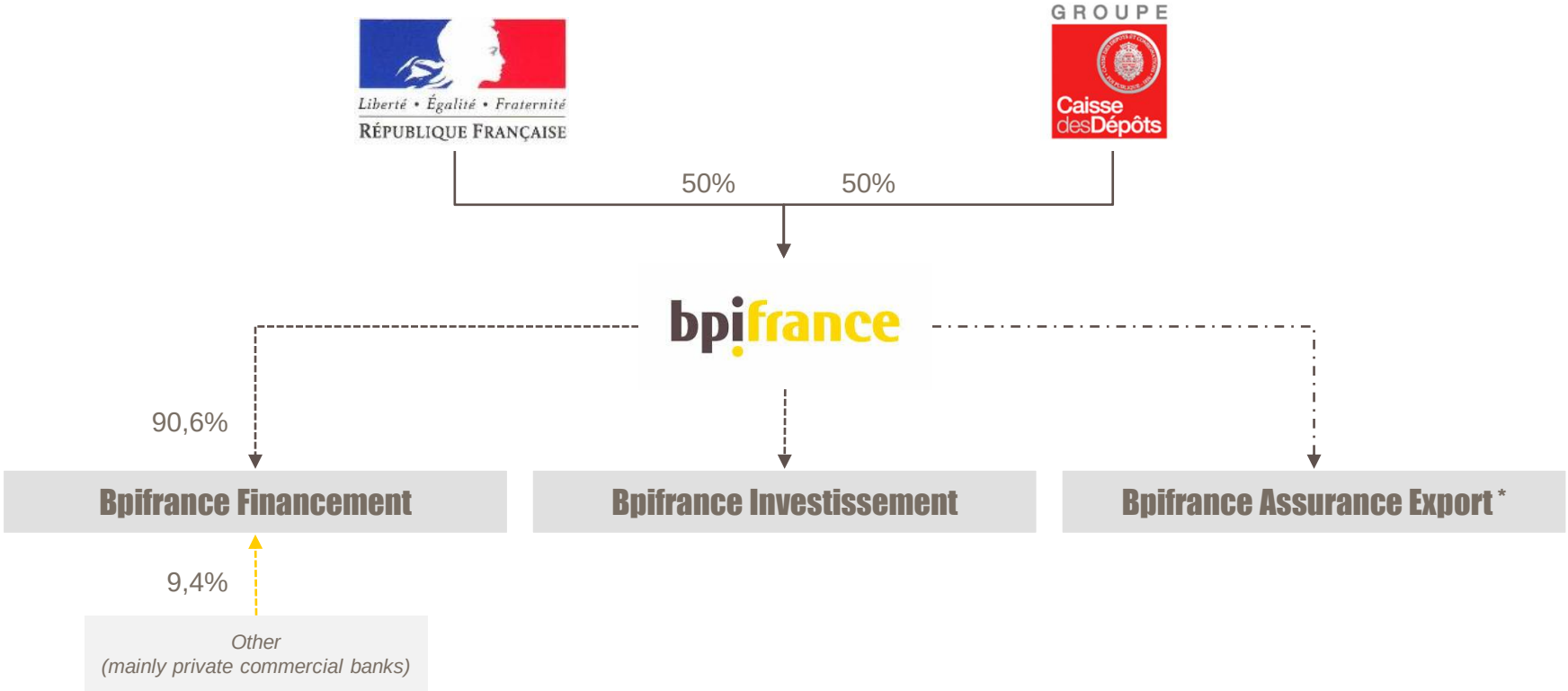
MINSK September 21st, 2017

Sylvie Cogneau /Bpifrance / Direction de l'International et de l'Université

Bpifrance : General information

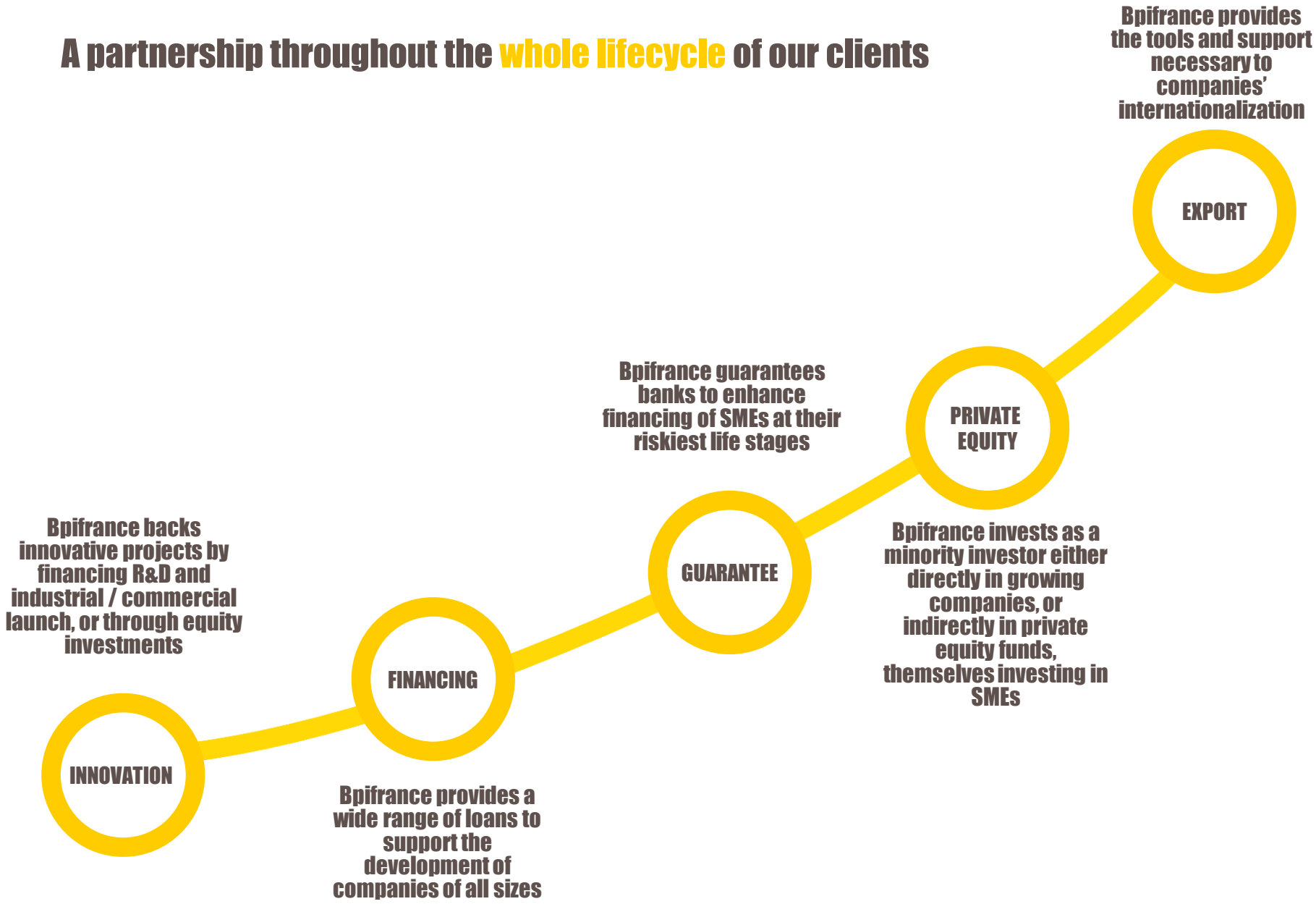
Established by the law of December 31, 2012, Bpifrance is equally held by the French state and Caisse des Dépôts

Its activities are organized around three business lines :



Bpifrance Assurance Export : Credit Insurance, Foreign Investment Insurance, Market Survey Insurance, Exchange Risk Insurance, Bonds and working capital guarantee were integrated to Bpifrance on January 1st, 2017*

A partnership throughout the whole lifecycle of our clients



Key figures - 2016

2,540 employees

48 regional offices

68,5 Bn€
Total Assets

8 business lines

- Guarantees
- Loans
- Innovation
- Fund of funds
- Small cap investment
- Mid/large cap investment
- Business Support
- Export Insurance

- **An investment bank:** co-financing, co-investing, partnering
- **A public-sector bank** offsetting market failures

- **A full-service bank** supervised by the ECB
- **Market recognition :** refinancing at French TB rate + 14 bp

The **most active** sovereign wealth fund in the **world** investing in Tech*

A TRANSVERSE AND FLEXIBLE STRUCTURE, ORGANIZED TO MEET CLIENTS' NEEDS

The No. 1 European investment firm for start-ups, risk and development capital for SMEs / Midcaps and large corporations:

- **€25,4 Bn** of AuM
- **380** staff
- **Regulated** by the French regulator ('AMF')

4 values to Serve the Future:

Simplicity, Accessibility, Optimism and Proactivity

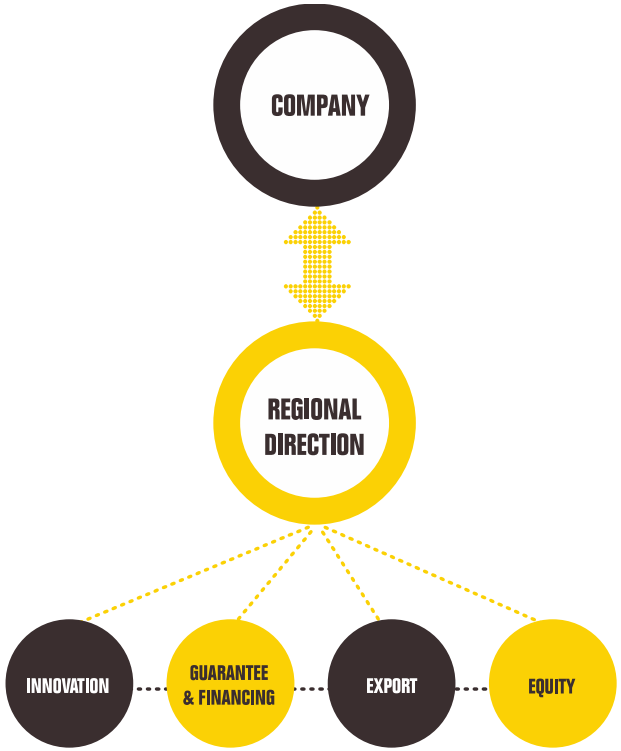
*source: CB Insights January 2017

An organization designed to bring us closer to the entrepreneurs

48 regional offices

90% of decisions taken in the regional offices

1 contact for companies



In every region:

- A guarantee finance officer
- A dedicated Export Financing Expert
- One or more Business France officers
- An innovation officer
- An equity investment officer

- Bpifrance works in collaboration with regional authorities, to develop financial solutions adapted to territorial specificities

INNOVATION

Bpifrance supports innovative projects, whether individual or collaborative, by financing R&D and the go-to-market plan, or even by acquiring a stake in capital:

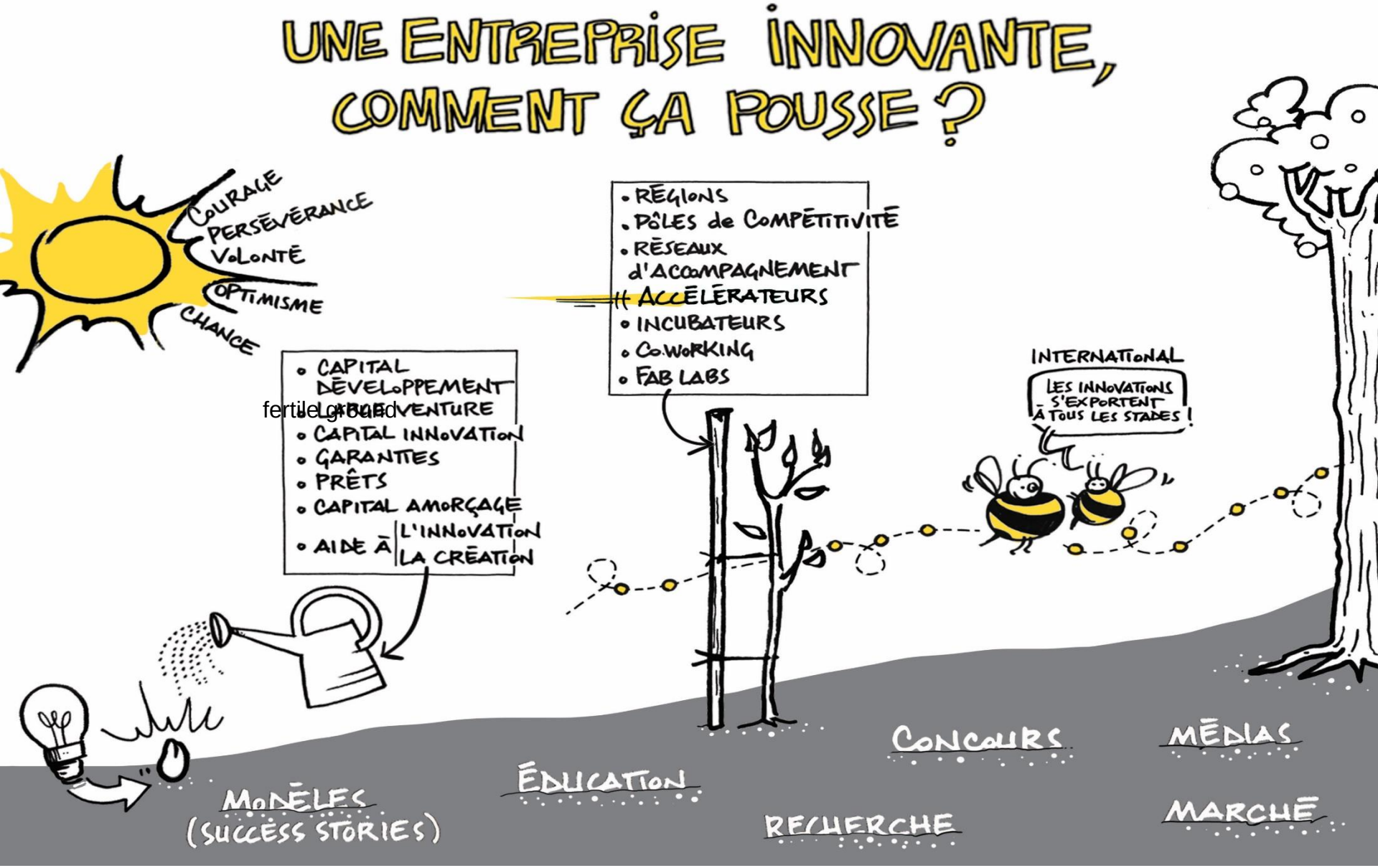
Support to innovation: grants, repayable advances, interest-free loans

Innovation loans to launch innovative products and services on the market

Seed-capital loans to prepare for fund-raising

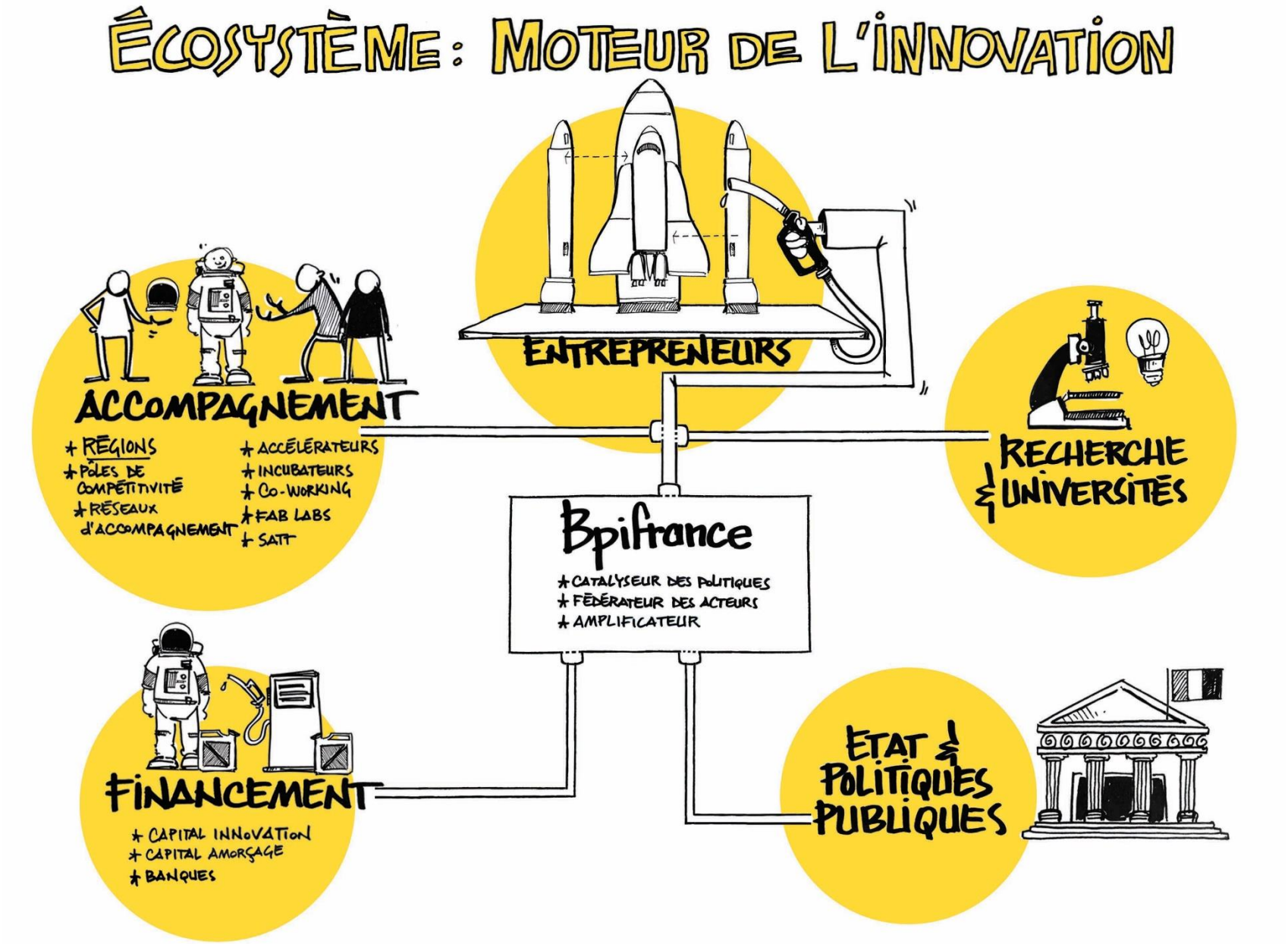
Equity investments, either directly or through our partner funds

French entrepreneurs require fertile ground and a variety of tools to be able to grow



fertile ground

Connecting the ecosystems and catalysing public policy in favour of innovation



Bpifrance Innovation provides financing and investing to growth companies

EUROPE

Bpifrance
INNOVATION FINANCING

Financial Support

506 M€

Loans without Garantee
351 M€

Collaborative Projects

430 M€

+ de 6000 Companies
~ 1 300 M€ financed in 2016

REGIONS

Bpifrance
INNOVATION INVESTING

Life Sciences

Innobio
Rare diseases

Green technologies

Ecotech
Ville de Demain

Digital Ambition

FSN
F3A

Large Venture

French Tech Acceleration

8 direct Funds
191 M€ invested in 2016

Bpifrance
INNOVATION FUNDS OF FUNDS

Technological Funds

- 40 active Funds
- 2,5 Md€

Seed Fund s of Funds

- 16 active Funds
- 600 M€

100 partner Funds,
3,1 Md€ for Innovation Capital

We support your innovation projects so that they are more likely to be successful

TRANSFORM YOUR IDEA

We help you start an innovative company:

- Pre-creation support

EXPLORE THE FEASIBILITY

We support you so as to

- Confirm the feasibility of your innovative project
- Prepare the arrangement and partnership of your collaborative project

BOLSTER YOUR EQUITY

We facilitate the Participation of capital investors:

- Seed loans
- Equity stakes via direct funds and partners
- Qualification of "innovative company" for access to FCPI

IMPLEMENT YOUR PROJECTS

We finance the completion of your project:

For individual

- Aid for innovation development

For partnerships

- Aid for collaborative projects

For international

- Innovation development in international collaboration

ACHIEVE YOUR STRATEGY

We accelerate the industrial and commercial launch:

- Loans for innovation **and help you obtain a bank loan**
- Guarantee for bank loans

The financial support offered by our teams : Grants, repayable advances, zero-interest loans, reduced-rate loans, acquisition of an equity stake and guarantee for a bank loan, depending on your project's risk and progress (distance to market).

Bpifrance shares the risk

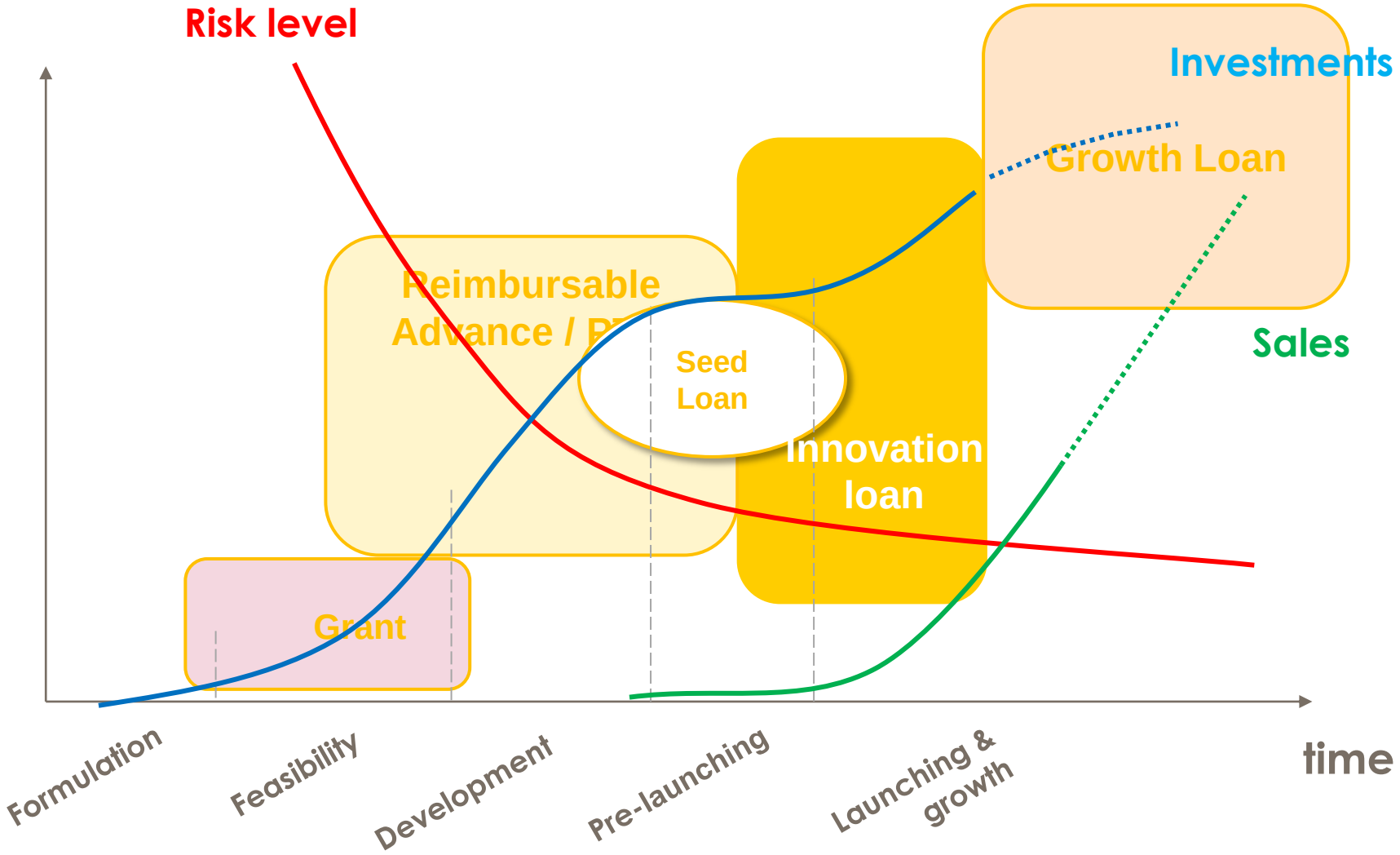
The financing of very small to medium-size companies presents a high risk when:

- ✓ the company is being created or transmitted,
- ✓ investments in risky phases such as international expansion or innovation :

→ ***Bpifrance provides directly companies with grants and loans for innovation***

→ ***and is also able to guarantee 40-70% of the risk taken by banks and investors***

Innovation Financing products depending on the project's progress



2 product families

INNOVATION GRANTS
(AI, FUI, PSPC…)

- Aid in the form of Grants, Repayable Advances if success or zero-interest rate loans (PTZi)
- Feasibility and development of innovative products, processes and services
- All sizes of companies, individual or collaborative project

→ € 936 mn
(2016)

DEVELOPMENT LOANS
(PA, PI…)

- **Patient loans** (7 or 8 years, of which 2 or 3 as grace period)
- Without any collateral over the company or the manager
- Private bank loan or equity investment mandatory
- Purpose: financing of the market launch of the innovations developed
- SME and small midcaps, depending on the loans

→ € 351,7 mn
(2016)

Our priorities: focus on international business and development support

INTERNATIONAL

BUSINESSFRANCE

bpifrance*

Support in dev/ foreign settlement

Market Survey insurance*, pre-financing, loan

Guarantee of dedicated international bank loans

Equity capital

Export Credit **Insurance***

Export **loan**

Buyer/Supplier **credit**

Communities

bpifrance euroquity

bpifrance EXCELLENCE

Knowledge

bpifrance UNIVERSITE

bpifrance LEAB

Business Support

bpifrance

Initiative Conseil

Support Programs

bpifrance

Accélérateurs

A 1 to 2-year growth accelerator package for Start-ups, SMEs and Midcaps

accélérateur START-UP

accélérateur PME

accélérateur ETI

bpifrance Le Hub

DEVELOPMENT SUPPORT

Credit Insurance, Foreign Investment Insurance, Market Survey Insurance, Exchange Risk Insurance, Bonds and working capital guarantee were integrated to Bpifrance on January 1rst, 2017*

EXPORT

Bpifrance helps companies go global

- Support in development or foreign settlement (in cooperation with Business France)
- Export Loan
- Buyer/Supplier Credit
- Equity
- Guarantee of French banks' international loans
- **Credit Insurance*, Foreign Investment Insurance, Market Survey Insurance, Exchange Risk Insurance, Bonds and working capital guarantee**

** Credit Insurance Foreign Investment Insurance, Market Survey Insurance, Exchange Risk Insurance, Bonds and working capital guarantee were integrated to Bpifrance on January 1st, 2017*

Deeper into Development Support services:

Increasing intensity of support services

	Target	All companies	Financed by Bpifrance	Members of the « Bpifrance Excellence » Club	Accelerator programs
Specific services	Training	• E-learning programs – Management and company development modules – Auto-evaluation • Publication of macro-economic & sectoral studies		• Training for managers in partnership with Business schools • Training on Enterprise Social Responsibility	• Tailored program
	Networking	• Web platforms to find: – An investor (EuroQuity) – A business buyer (« bourse de la transmission ») – A crowdfunding platform (« Tous nos projets »)		• Social Network of entrepreneurs, animation through an annual roadshow and multiple local events • Sector–focused meetings between entrepreneurs	• Managers participating in the Program share experience & good practices • They have access to all networking services (corporates, Bpifrance Excellence)
	Advisory services		• Export • M&A • EU programs readiness (collaborative projects & SME Inst.) • Business Transfer • Flash Strategic assessment		• 360° strategic assessment • Individual mentoring • Thematic additional modules (e.g. digitalization, lean management…)
Inherent to Bpifrance's daily business			• Advice on most suitable financing solution (debt, equity, grants) • For equity-backed companies: involvement in company's governance		

Thank you for listening

Contact: sylvie.cogneau@bpifrance.fr

bpifrance | SERVIR L'AVENIR