DEBT INVESTORS PRESENTATION
Bpifrance, Bond Issuer
September 2021
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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, and in particular of SMEs
  - Highly protected legal status and tight control by public authorities: French State through EPIC Bpifrance (49.2%) and the Caisse des Dépôts (49.2%), which is fully owned by the French State
  - Epic Bpifrance is one of the “key central government agencies and core to the state apparatus, thus having a critical role to implement public policies and support it”, according to Fitch

- EPIC² Bpifrance and Caisse des Dépôts (CDC) ratings considered by Moody’s and Fitch as aligned with those of French State
  - Aa2 (stable) / P-1 by Moody’s; AA (negative) / F1+ by Fitch Ratings
  - 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 Maastricht’s Rules)

- Bpifrance’s debt issued both under EPIC² Bpifrance’s guarantee and ECB’s State Agency classification
  - HQLA⁴ level 1
  - Agency haircut with ECB
  - Eligible for the ECB’s Public Sector Purchase Programme (PSPP)
  - Eligible to a 0% risk factor stress 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 under domestic supervision through the Financial Markets Authority (AMF) and ACPR⁵ in particular
  - Bpifrance Group’s fully-loaded Basel 3 CET1 ratio: 31.8% as at 30/06/2021 → Strong capitalization, well above regulatory requirements
  - Bpifrance successfully passed the 2014 Asset Quality Review (AQR) and 2014/2016/2018 stress tests performed by the EBA⁶ and the ECB, demonstrating its financial strength

- As a credit institution, Bpifrance is subject to banking regulations and has access to ECB refinancing
Bpifrance, the French promotional bank, is the trusted partner to entrepreneurs, banks and investors

- **Mission is set up by law on 12th July 2013:**
  - “Bpifrance is a public group aiming at financing and developing companies, and acting in accordance with the public policies conducted both by the State and regional authorities”
- A century of public banking: see details in appendix 1

**Entity structure**
- Bpifrance is a financial company:
  1. Reference shareholders are French State (via EPIC Bpifrance) and the Caisse des Dépôts (98,4%)³
  2. Organization is structured around an holding and two main operating subsidiaries
    - A bank, the holding (Bpifrance) → **Bond issuer**
    - An asset management company (Bpifrance Investissement)⁴
    - An export credit agency (Bpifrance Assurance Export)
  2. Ordinance-law on 24th June 2020 establishes a lightering of the entity structure (see details p.6)²

**Business structure**
- Bpifrance is structured around 3 separate primary divisions and 8 business lines

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2. Ordinance No 2020-739 dated 17th June 2020 establishes a new structure: a merger by absorption of Bpifrance SA by Bpifrance Financement
3. Bpifrance is 1,4%-owned by commercial banks and Bpifrance owns 0,2% of its capital – see legal structure on page 26
4. Bpifrance Investissement is 100%-owned by Bpifrance Participations, a holding company, that is 99,99%-owned by Bpifrance
5. EPIC status: see details in appendix 1
6. Bpifrance Assurance Export
7. Advisory services, training programmes, networking opportunities,…
**Bpifrance**, an intragroup merger-absorption to strengthen the capital of the bank and have a lighter group structure

### Previous structure

- **French Agencies**
  - State-owned

- **Direct fully guarantee on bonds**

- **Bpifrance S.A. (Holding)**

- **Bpifrance Participations**

- **Bpifrance Financement**

### Today’s structure

**According to Ordinance 2020-739**

- **French Agencies**
  - State-owned

- **Direct fully guarantee on bonds**

- **Bpifrance**
  - Merger by absorption of Bpifrance SA by Bpifrance Financement

- **Bpifrance Participations**

### Several benefits for the bond issuer...

- Strengthening of the capital, CET1 ratio is at a level above 30%
- Increasing the financing capacity to conduct general interest missions
- Direct ownership of the bond issuer by CDC and EPIC Bpifrance
- Comforting Bond and CP issued by Bpifrance Financement with unchanged EPIC Bpifrance guaranty
- Simplifying the legal structure, reducing administrative and management costs

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1. EPIC status: see details in appendix 1
2. Bpifrance Financement was 9%-owned by commercial banks
3. Ordinance No 2020-739 dated 17<sup>th</sup> June 2020 establishes a new structure: a merger by absorption of Bpifrance SA by Bpifrance Financement. For more details about the legal structure please see Appendix 1.
4. Sovereign ownership has increased to 98,4%
Our strategy: bringing together the best of the public and private sectors to boost growth

Strategic roadmap: 3 central pillars

- **Bpifrance** favours growth sectors and geographical zones, in its mission to support national industrial policy (digital, biotechnology, agribusiness, aeronautic, eco-industries...)
- Similarly, **Bpifrance** adopts an approach suited to the particularities of firms operating within the Social and Solidarity Economy (SSE)
- Innovation is a key priority for **Bpifrance**. We intervene prior to the R&D phase and continue all the way through to the reinforcing of capital for innovative firms, who are an essential source of competitiveness for the French economy

- **Bpifrance** provides growing SMEs and mid-cap businesses with personalised international support
- **Bpifrance** with Business France, offers a specific package which facilitates businesses’ access to information on foreign markets and tools for financing and insuring their export activities

- **Bpifrance** promotes the emergence of a fully integrated and effective ecosystem for financing and private investment in businesses
- The goal is to provide micro-businesses, SMEs and mid-caps, at all stages of development, with access to highly competent, specialized financiers and investors
- **Bpifrance** strives to attract international investors in the financing of French SMEs and mid-cap businesses

A bank that promotes non-price competitiveness (Internationalization / Digitalization / Energy and Environmental Transition)
An integrated banking model based on five activities with two different but complementary natures

An integrated banking model

A. Own fund-related activities:
- Co-financing of **credit**, in the form of medium- and long-term loans and financing of short-term receivables
- **Equity investment**\(^1\), either directly or through investment funds
  
  \[
  \text{Funding: debt funding and shareholders’ equity}
  \]

B. Activities carried out within the scope of public policies and based, by nature, on dedicated funds\(^2\) intended to cover commitments made under these assignments:
- **Guaranteeing** loans granted by banking partners and/or equity funding organizations
- Financing **innovation through** aid\(^3\) or loans
- **Export-credit insurance** (insurance covering market survey, credit, exchange risk and investment; guarantees covering pre-financing and the bonding facility)
  
  \[
  \text{Funding: public allocations}
  \]

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

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1. Bpifrance manages assets also on behalf of third-parties
2. Primarily from the State and other public funders (regional authorities, Europe)
3. In the form of grants, repayable advances, interest-free loans
**Bpifrance** has a unique and 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><strong>94.3</strong></td>
<td><strong>99.4</strong></td>
</tr>
<tr>
<td>8.5</td>
<td>5.3</td>
</tr>
<tr>
<td>10.7</td>
<td>8.3</td>
</tr>
<tr>
<td>14.6</td>
<td>11.5</td>
</tr>
<tr>
<td>40.7</td>
<td>13.8</td>
</tr>
<tr>
<td>19.8</td>
<td>40.8</td>
</tr>
</tbody>
</table>

**Assets**
- Cash
- Innovation¹ & Guarantee²
- Financing - Securities ptf & Others assets
- Financing - Credit portfolios
- Investment portfolio

**Liabilities**
- Others³
- Guarantee & Innovation funds
- Debt funding
- Shareholders’ equity

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Bpifrance’s solvency and liquidity ratios are among the strongest of the Eurozone

> Strong solvency
- Capital levels are significantly above Pillar 2 requirements:
  - TSCR\(^1\): 9.5%  
  - OCR\(^2\): 12.0%
- Bpifrance is in the top-20% of highest capital level of European Banks\(^3\)
- Leverage ratio maintained largely over the 3% requirement level imposed by the Basel Committee

> Prudent gestion of liquidity
- LCR and NSFR are largely above 100% level requirements

1. Overview of Bpifrance
Bpifrance’s Climate Plan to support Green Tech, renewable energies and business transition

In light of the increasing need for transition to a greener economy, Bpifrance and La Banque des Territoires (Bpifrance’s sister company in Caisse des Dépôts) launched a €40 billion Climate Plan for ecological transition on 9th September, 2020, becoming together la Banque du Climat. The complementarity between those two entities is essential to the plan implementation which will benefit to companies and to territories’ local authorities: Bpifrance will focus on SMEs and innovative start-ups of the greentech sector while La Banque des Territoires will target energy renovation projects of social housing and thermal renovation of public buildings.

The Climate Plan highlights the willingness of Bpifrance to support the ecological and energy transition towards the decarbonisation of the French economy. Acting as the French national promotional bank, Bpifrance is not only aiming at decarbonising its own balance sheet, but also helping French companies to transform themselves and to successfully achieve their transition. In order to achieve this goal, Bpifrance will use all the tools at its disposal by providing equity, loans, guarantees, subsidies, advisory missions and training.

Also, an ambitious strategic plan has been implemented since 2019 through 4 axes to support flourishing stakes towards mitigation of global warming

...in response to climate emergency

Establish a volumetric plan for Environmental & Energy Transition actions
Publish & Monitor Bpifrance global portfolio carbon footprint
Integrate a decarbonized approach for portfolio strategy
Integrate climate stakes into Bpifrance internal operation
Integrate climate factors in risk analysis

Increase our direct financements in renewable energies (already € 2 bn / y)
Measurements of Bpifrance portfolio carbon footprint
Implementation of portfolio transition strategies
Integration of climate factors in risk analysis

1 – See Bpifrance’s Climate Plan: https://www.bpifrance.fr/A-la-une/Actualites/Plan-Climat-Bpifrance-et-la-Banque-des-Territoires-lancent-un-plan-de-40-Md-euros-hautement-carbone
Bpifrance’s Climate Plan: Strategy and Ambitions

Bpifrance’s Climate Strategy

**AXES**

1. Alignment of all Bpifrance’s clients’ activities with the carbon neutrality goal of Paris Agreement

2. Amplification of the group’s action in supporting projects and companies in favour of ecological and energy transition.

**3 KEY PILLARS**

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

“...The outstanding funding of the Climate Plan will enable Bpifrance to be an agent of transformation and mobilization for companies towards ecological and environmental transition technologies.”

Nicolas Dufourcq, Bpifrance CEO

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**Bpifrance’s Climate Ambitions**

**Investment in transition**
- €4 bn
- On 2021-2024

**Renewable Energies support**
- €9,5 bn
- On 2021-2024
- €2,9 bn in 2024

**Innovation: Aids and loans**
- €4,3 bn
- On 2021-2024

**Financing the transition**
- €5,5 bn
- On 2021-2024

**Export financing**
- €600 m / y
- On, 2021-2024

**Business support**
- 1 000+ companies
- On 2021-2024

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1 - including investments made by partner funds
Bpifrance is an accountable bank and has an ambitious policy of engagement in our society

- Bpifrance is a responsible Group with a mission-statement defined by law and supports Energy and Environmental Transition

1. Overview of Bpifrance

Bpifrance’s rating is at the highest level possible «Advanced» and above the industry

- Number of jobs created / maintained thanks to Bpifrance’s support: 337 K
- Additional turnover thanks to Bpifrance’s support: €111 bn
- Amount of loans dedicated to Environmental & Energy Transition: €12,7 bn
- Bpifrance’s rating is at the highest level possible «Advanced»
- 97% of Bpifrance’s employees received a training in 2020
- 57% of executives at Bpifrance are women, highly above 46% the average of French Banking industry
- 72% Annual satisfaction survey of Bpifrance employee
- €111bn Number of jobs created / maintained thanks to Bpifrance’s support

Note: For more details, please see details in appendix 1 and here [http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil](http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil)

1. Over 7 generations of beneficiaries 2010-2016 Source: Bpifrance Assessment and Studies Department
Bpifrance: a group with a well-structured governance and strong ethical commitments

Governance:

• The constitution of governance bodies is determined by law, and Bpifrance is endowed with the following bodies, governed by the double principle of competence and parity:
  o A directors board
  o An audit Committee
  o An appointments committee and a remuneration committee

Ethic:

• Bpifrance is publicly committed, on its site and through the voice of its CEO, to not tolerate any unethical behavior or act and fight against any form of corruption;

• More than 80% of Bpifrance employees are trained each year in AML / CFT, to prevent any risk on granting a questionable company;

• Policies and procedures are implemented in total consistency with these commitments.

ISS:

• Information Systems Security is a major issue for Bpifrance and its governance. The management of ISS strengthens each year, in order to deploy offensive security and limit cyber risks.
Developing Bpifrance’s human capital is a top priority

72% of employee satisfaction rate

47% of people recruited are under 30 years old

97% of employees received a training

Dynamic social dialogue with 23 agreements signed

Equal recruitments of men and women

Bpifrance’s 2020 figures¹

¹ For more information see Bpifrance annual report on https://www.bpifrance.fr/Espace-Investisseurs
Bpifrance has a significant economic impact

Impact on activity

Average annual turnover growth rate (%) over the three years following Bpifrance’s financing

<table>
<thead>
<tr>
<th>Year</th>
<th>Bpifrance’s beneficiaries</th>
<th>Long term average</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010-12</td>
<td>9.7%</td>
<td>3.9%</td>
</tr>
<tr>
<td>2011-13</td>
<td>10.9%</td>
<td>5.6%</td>
</tr>
<tr>
<td>2012-14</td>
<td>10.8%</td>
<td>6.4%</td>
</tr>
<tr>
<td>2013-15</td>
<td>13.5%</td>
<td>6.9%</td>
</tr>
<tr>
<td>2014-16</td>
<td>14.9%</td>
<td>8.7%</td>
</tr>
<tr>
<td>2015-17</td>
<td>15.3%</td>
<td>8.3%</td>
</tr>
<tr>
<td>2016-18</td>
<td>15.1%</td>
<td>8.2%</td>
</tr>
</tbody>
</table>

Average annual employment growth rate (%) over the three years following Bpifrance’s financing

<table>
<thead>
<tr>
<th>Year</th>
<th>Bpifrance’s beneficiaries</th>
<th>Similar companies</th>
<th>Long term average</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010-12</td>
<td>7.5%</td>
<td>2.4%</td>
<td>2%</td>
</tr>
<tr>
<td>2011-13</td>
<td>8.3%</td>
<td>4.0%</td>
<td>4%</td>
</tr>
<tr>
<td>2012-14</td>
<td>8.6%</td>
<td>4.2%</td>
<td>4.5%</td>
</tr>
<tr>
<td>2013-15</td>
<td>9.1%</td>
<td>4.8%</td>
<td>5%</td>
</tr>
<tr>
<td>2014-16</td>
<td>9.4%</td>
<td>5.2%</td>
<td>6%</td>
</tr>
<tr>
<td>2015-17</td>
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<td>2016-18</td>
<td>9.6%</td>
<td>6.2%</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

Impact of financing dedicated to companies’ growth:

- + €111 bn of additional turnover
- + 336,900 jobs created or saved

Note: estimation of impact on a “balanced” sample → the effect related to an improvement of survival rates is not measured here

1. Excluding financing for new companies, financing for transmission projects and short-term financing
2. Over 7 generations of beneficiaries 2010-2016

Source: Bpifrance Assessment and Studies Department
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2. Bpifrance: Funding Strategy

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Bpifrance issues bonds and commercial paper to finance its loans portfolio.

Ownership structure:
- 100% owned by the EPIC.
- 49.2% owned by the French Parliament.
- 1.4% owned by private banks.

Main business lines:
- Credit (cofinancing)
  - Own account-related activities
  - Debt funding
  - Equity
- Guarantee
- Innovation
- Investment
- Consulting and coaching
- Creation

Nature of activity:
- State account-related activities
- Own account-related activities

Funding:
- Public allocations
- Equity
- Public allocations

The bonds and commercial paper issued by Bpifrance are guaranteed by the EPIC. Bpifrance, by way of an autonomous, unconditional and irrevocable first-demand guarantee.

1. EPIC status: see details in appendix 1
2. Bpifrance is 1.4%-owned by private banks and Bpifrance owns 0.2% of its capital.
EPIC\(^1\) Bpifrance and the debt issuance programmes benefit from high quality ratings

**Moody’s**

> Aa2 (Stable) / P-1

**Rationale:**
- EPIC Bpifrance is **fully owned by the French state** and benefits through its status as an Etablissement public à caractère industriel et commercial (EPIC) 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 the EPIC and the French State
- The **legal status** of EPIC implies that it is not subject to liquidation laws and its creditors have ultimate recourse to the French State

**Fitch Ratings**

> 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, **EPIC cannot be liquidated or file for bankruptcy proceedings.** It can only be dissolved by law, which would entail an automatic, unconditional transfer of all of 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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The rating agencies assess EPIC\(^1\) Bpifrance as a government-related issuer, credit-linked to the French State
Funding strategy

- On the financial markets, Bpifrance has sought to diversify its sources of financing:
  - **An expansion of the range of refinancing instruments**: NEU CP, NEU MTN, EMTN, thematic and currency issues, ECB financing and bilateral loans;
  - Pursuant to its thematic bond issues, Bpifrance will consider opportunities to issue Green Bonds (See Green Bond Framework on [https://www.bpifrance.fr/Espace-Investisseurs](https://www.bpifrance.fr/Espace-Investisseurs));
  - A larger base of financial and institutional investors spread over several geographic areas;
  - Very diversified maturities ranging from less than 1 year to more than 10 years in order to protect against an excessive concentration of repayment deadlines.

### Refinancing Strategy in the long run

- **Bond and Commercial Paper programmes**
  - EMTN¹ Programme: €45 bn
    - Mainly benchmarks but also private placements
  - NEU MTN² Programme: €4 bn
  - NEU CP³ Programme: €6 bn
    - Labelled STEP under ID 2685

#### Ratings and key features:

<table>
<thead>
<tr>
<th></th>
<th>Moody's</th>
<th>Fitch Ratings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long-term ratings</td>
<td>Aa2</td>
<td>AA</td>
</tr>
<tr>
<td>Short-term ratings</td>
<td>P-1</td>
<td>F1+</td>
</tr>
<tr>
<td>Guarantor rating (for information purpose)</td>
<td>Aa2 - Stable</td>
<td>AA - Negative</td>
</tr>
</tbody>
</table>

- **Bilateral Loans**
  - Access to ECB funding instruments
  - Long-term partnerships with CDC and other public institutions (e.g. EIB, KfW)

- **Repo backed by French Govies**

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Note: The aggregate nominal amount of EMTN outstanding and NEU MTN outstanding will not at any one time exceed €45 bn
1. EMTN = Euro Medium Term Note
2. NEU MTN = Negotiable European Medium Term Notes
3. NEU CP = Negotiable European Commercial Paper
4. The only legally binding version is the French one, as follows: “Garantie autonome à première demande inconditionnelle et irrévocable de l’EPIC Bpifrance”;
5. [https://acpr.banque-france.fr/europe-et-international/banques/reglementation-europeenne/crd4-crr](https://acpr.banque-france.fr/europe-et-international/banques/reglementation-europeenne/crd4-crr)
A diversified and a long-term oriented refinancing structure

An increasing and more diverse refinancing structure to support business growth

€bn

Breakdown by Instrument Type

EMTN/NEU MTN  Bilateral loans (including TLTRO)  Repo  Commercial Paper

Breakdown by Remaining Maturity

Refinancing breakdown

Govies portfolio breakdown

€bn, as at 30/06/2021

> 5 years  [4 - 5 years]  [3 - 4 years]  [2 - 3 years]  [1 - 2 years]  < 1 year

> 5 years  [4 - 5 years]  [3 - 4 years]  [2 - 3 years]  [1 - 2 years]  < 1 year

5%  1%  13%  14%  18%  49%
Bond issues under the EMTN/NEU MTN programmes
A demonstrated ability to access diversified market fundings

Bond issues since 2011 (€ bn)

A continuing presence on capital markets

Bond outstandings breakdown (€32.6 bn as at 30/06/2021)

A growing interest among international investors over 484 investors in 47 countries
The mission of Bpifrance is to finance and stimulate French SMEs’ growth and innovation

Public Bank dedicated to financing French companies, from Entrepreneurs to MidCaps

- 3 broad categories of products:
  - **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**: provide financing and expertise to companies with innovative, technology-based, business-focused projects

- **A bank driven by solvency and liquidity:**
  - Conservative risk management
  - Resilient financial performance

A well-established network in the heart of French Regions

- Regional offices: 49
- Staff: ~3,200¹
- Bpifrance works in cooperation with regional authorities to develop financial solutions adapted to territorial specificities

Close relationship between companies and regional offices

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

1. Average headcount in 2020
Bpifrance offers financing solutions suited for every stage of business development* in partnership with banks

**Business lines**

- **Credit (cofinancing)**
  - Loans
    - Pari-passu with banks
    - + Specific unsecured loans¹

- **Guarantee**
  - **Guarantees** provided to banks on loans to SMEs

- **Innovation**
  - Grants
  - Repayable advances²
  - Loans

### Business Model

- **Risk Sharing & Partnership with Banks**

### State account-related activities (public allocations)

### Business lines Offer

#### Business Model

**2020 Key Figures**

- €10,5 bn loans³
  - ~19,830 companies financed
  - €4,0 bn Covid-loans⁴
  - €6,7 bn ST financing

- €4,1 bn loans⁵
  - €0,4 bn Covid-loans⁴
  - €3,8 bn ST financing

#### H1 2021 Key Figures

- €3 bn risks⁶
  - €6,2 bn loans guaranteed
  - ~41,000 companies financed

- €1,6 bn risks⁶
  - €2,6 bn loans guaranteed

### 2020 Key Figures

- €10,5 bn loans³
  - ~19,830 companies financed
  - €4,0 bn Covid-loans⁴
  - €6,7 bn ST financing

- €4,1 bn loans⁵
  - €0,4 bn Covid-loans⁴
  - €3,8 bn ST financing

### H1 2021 Key Figures

- €3 bn risks⁶
  - €6,2 bn loans guaranteed
  - ~41,000 companies financed

- €1,6 bn risks⁶
  - €2,6 bn loans guaranteed

---

* Creation, development, innovation, international expansion, buy-out
1. With public guarantee backing / 2. Redeemable in case of success
3. Secured loans: €4,6 bn and unsecured loans: €5,7 bn; Export Credit: 0,2€bn
4. Specific types of loans to facilitate credit access during the Covid-crisis.
5. Secured loans: €2,0 bn and unsecured loans: €1,8 bn; Export Credit: €0,2 bn
6. Excluding internal guarantee
### Bpifrance Group: Income Statement

<table>
<thead>
<tr>
<th>€m</th>
<th>2019</th>
<th>2020</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net banking income</strong></td>
<td>1 454</td>
<td>1 239</td>
<td>1 506</td>
</tr>
<tr>
<td>• o.w. Financing Division</td>
<td>811</td>
<td>848</td>
<td>460</td>
</tr>
<tr>
<td>• o.w. Investment Division</td>
<td>652</td>
<td>427</td>
<td>1 025</td>
</tr>
<tr>
<td><strong>Operating expenses</strong></td>
<td>-711</td>
<td>-793</td>
<td>-438</td>
</tr>
<tr>
<td><strong>Cost of risk (CoR)</strong></td>
<td>-83</td>
<td>-462</td>
<td>16</td>
</tr>
<tr>
<td>• o.w. Specific impairment</td>
<td>-68</td>
<td>-133</td>
<td>-93</td>
</tr>
<tr>
<td>• o.w. ECL IFRS 9²</td>
<td>-15</td>
<td>-328</td>
<td>109</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td>1 116</td>
<td>-139</td>
<td>1 084</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>1 018</td>
<td>-121</td>
<td>894</td>
</tr>
</tbody>
</table>

### Key ratios

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cost / Income ratio</strong></td>
<td>48,90%</td>
<td>64,00%</td>
<td>29,08%</td>
</tr>
<tr>
<td><strong>CoR / loans outstandings</strong></td>
<td>22 bps</td>
<td>109 bps</td>
<td>-7 bps</td>
</tr>
<tr>
<td><strong>RoE</strong></td>
<td>4,1%</td>
<td>-0,4%</td>
<td>3,3%</td>
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</table>

### Bpifrance Group: Balance Sheet

<table>
<thead>
<tr>
<th>€m</th>
<th>December 2020</th>
<th>June 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total balance sheet</strong></td>
<td>€94,3bn</td>
<td>€99,4 bn</td>
</tr>
<tr>
<td><strong>Loans outstanding</strong></td>
<td>€44,4 bn</td>
<td>€44,7 bn</td>
</tr>
</tbody>
</table>

### Solvability

<table>
<thead>
<tr>
<th></th>
<th>December 2020</th>
<th>June 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CET1 ratio⁵</strong></td>
<td>30,8%</td>
<td>31,8%</td>
</tr>
<tr>
<td><strong>Total ratio⁵</strong></td>
<td>30,9%</td>
<td>31,8%</td>
</tr>
<tr>
<td><strong>Leverage ratio⁶</strong></td>
<td>20,8%</td>
<td>21,5%</td>
</tr>
</tbody>
</table>

### Shareholders’ equity

<table>
<thead>
<tr>
<th></th>
<th>December 2020</th>
<th>June 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Shareholders’ equity</strong></td>
<td>24,076</td>
<td>27,126</td>
</tr>
</tbody>
</table>

### Equity buffers

- Fair value of public guarantee funds

<table>
<thead>
<tr>
<th></th>
<th>December 2020</th>
<th>June 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity buffers</strong></td>
<td>6,456</td>
<td>6,576</td>
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### Liquidity

<table>
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<th>December 2020</th>
<th>June 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LCR</strong></td>
<td>886%</td>
<td>1 303%</td>
</tr>
<tr>
<td><strong>NSFR</strong></td>
<td>133%</td>
<td>125%</td>
</tr>
</tbody>
</table>

**Note:** For more details, please see in 2020 annual report and H1 2021 report available on: [https://www.bpifrance.fr/Espace-Investisseurs](https://www.bpifrance.fr/Espace-Investisseurs)

1. Corresponds to the pro forma result. The pro forma 2020 result is a 12-month consolidated result of the Group, comparable to the 2019 consolidated result. For information the publishable result stands at €-140 M for 2020. Following the merger on 18th Dec. 2020, which is retroactive to the 1st Jan. in IFRS accounting, the publishable result essentially corresponds to the result of the former Bpifrance Financement.
2. Expected Credit Losses; application of IFRS 9 as at 01/01/2018; see details in appendix 4 / 3. Values as of H1 2021 which do not assume the situation at the end of 2021 / 4. Gross loans outstanding to customers and finance leases, at amortized cost (medium and long-term loans, short-term financing, leasing) / 5. Phased-in / 6. Fully loaded Basel 3
Treasury portfolio risk management
A conservative investment portfolio – cofinancing scope

Breakdown of Investment Portfolio: €26,5 bn (as at June 2021)

By Type of Instruments
- Other\(^1\): 6%
- Cash\(^2\): 31%
- Commercial Paper: 0%
- AFT\(^3\): 21% (~€5.6 bn)
- French Govies (OAT): 37% (~€9.4 bn)

By Portfolio
- Guarantee: 3%
- Financing: ~€19.5 bn

By Maturity
- Short-term: 44%
- Long-term: 56%

By Ratings
- Unlisted
- A1-Baa1: 2%
- Aaa-Aa1: 4%
- Aa2-Aa3: 92%
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Websites

● www.bpifrance.fr
● www.bpifrance.fr/Investors-Center
● http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil

Headquarters

Bpifrance
27-31, avenue du Général Leclerc
94 710 Maisons-Alfort Cedex
France
1. Overview of Bpifrance  
2. Bpifrance: Funding Strategy  
3. Financing Division: Key Facts & Figures  
4. Appendices

Appendix 1: Bpifrance in a nutshell
- A century of public banking
- Bpifrance benefits from highly protected legal status
- EPIC Bpifrance benefits from highly protected legal status
- Solutions for businesses of all sizes
- Financing continuum
- Activity of the financing division
- Equity investment division
- An accountable bank with an ambitious policy of engagement in our society

Appendix 2: France: a leading Tech and VC investment country
Appendix 3: Bond issues under the EMTN/NEU MTN programs
Appendix 4: Methodological notes
1. Subsidiaries directly owned by Bpifrance (ex-Bpifrance Financement) since the intragroup operation date. / 2. Bpifrance owns 0.2% of its capital.
Appendix 1 - **Bpifrance: a century of public banking**

1923 > Creation of **Crédit national hôtelier**

1936 > Act that sets out 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)**, spin-off of **Confédération générale des petites et moyennes entreprises (CGPME)**

1979 > Act governing state aid granted for innovation purposes, and entrusted to ANVAR

1980 > Creation of **Crédit d’équipement des PME (CEPME)** arising from the merger of CCCHI, CNME and GIPME

1982 > Creation of **Sofaris**, in charge of the management of guarantee funds

1984 > Creation, together 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**, direct subsidiary of CdC, in charge of managing the « SME Programme² »

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** formed by the merger of BDPME and ANVAR

2007 > **Agence de l’innovation industrielle (AII)** merged into OSEO

2008 > Creation of **Fonds Stratégique d’Investissement (FSI)**

2011 > **Avenir Entreprises** becomes **FSI Régions**

2012 > Act on the creation of Bpifrance (31/12/2012)

2013 > Official set-up of **Bpifrance** 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 single asset management company (01/04/2014)

2017 > Coface DGP, the State Export Guarantees activity, 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-absorption of Bpifrance SA by Bpifrance Financement. The entity resulting of the absorption becomes Bpifrance
The missions and organization of the EPIC Bpifrance are defined under Act 2005-722 dated 29 June 2005, as amended and ratified, and which referred to (i) the creation of the EPIC and (ii) the transformation of 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, confirm the creation of Bpifrance.

« Bpifrance is a public group aiming at financing and developing companies, and acting in accordance with the public policies conducted both by the State and regional authorities »

- Act 2005-722 dated 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

- Act 2020-739 of 17 June 2020
  ➔ http://www.legifrance.gouv.fr/eli/decret/2020/6/19/2020-739/jo/texte
## EPIC Status

### 1. Set up by a specific Law or Decree
- **Law required** for the creation of a new category of EPIC
- Decree for an EPIC belonging to an existing category

### 2. General interest missions defined by the law
- With a **specific object** (specialty principle)
- With some **public law prerogatives**

### 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

### 4. Implicit but automatic guarantee of the State
- **No recovery** 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. Transformation or dissolution only possible by law (Act or Decree)

## Applicable to Bpifrance

- **The missions and organization of the EPIC Bpifrance are defined under Act 2005-722 dated 29 June 2005**, as amended and ratified, and which referred to (i) the creation of the EPIC and (ii) the transformation of 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, confirm the creation of Bpifrance.

- To promote and support innovation, most notably technological, 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** some decisions of the Board of Directors
- The 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 Maastricht’s Rules)
- Bpifrance benefits, as a subsidiary, **from an explicit guarantee from EPIC Bpifrance for its bond issues.** And, likewise, Bpifrance benefits from an implicit guarantee from the State

- The June 2005 Act was amended in 2010 and 2012 to stipulate the missions and governance of Bpifrance, and to give specific empowerment to State representatives being members of the Board

---

**Permanence 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 whilst also being governed by some of the rules applicable to public law entities
Appendix 1 - 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 national or territorial economy, or employment.
Appendix 1 - A financing continuum, present in every key phase of business development

We support individual and collaborative innovative projects, through R&D aid, financing for industrial and commercial launch, or even via equity acquisition:
- Innovation aid: grants, recoupable advances, R&D Innovation loan
- Seed loans in preparation of fundraising
- Innovation loans to facilitate the launch of innovative products and services
- Equity investment, either directly or through partner funds

Guidance and support
Consulting missions, training days and networking

We intervene by investing in businesses of all sizes, through co-financing with banks:
- Mid-term and long-term loans
- Property leasing contracts
- Equipment leasing contracts

We propose long term guarantee-free development loans, to finance intangible assets and working capital:
- Growth loan, 10 years loan
- Subsidised Green and Digital loans
- Profit-sharing loans

We strengthen firms' cash flow:
- Refinancing publicly or privately-held receivables.
- Pre-financing of the Tax Credit for Competitiveness and Employment (CICE)

Guidance and support
Consulting missions, training days and networking

We take minor stakes in growth businesses, from the seed phase to transfer, often alongside national or regional local funds:
- Equity acquisition, irrespective of company size
- Convertible bonds

We are investing alongside private and public actors, in capital investment funds, which are investing in SMEs:
- More than 350 partner funds, almost a third regional funds and interregional

Guidance and support
Consulting missions, training days and networking

We provide banks with a guarantee of 40% to 60%, to encourage them to finance SMEs in the riskiest phases:
- Creation
- Transfer
- Innovation
- International Expansion
- Development
- Strengthen cash flow
(Up to 70% with the Regions)

Guidance and support
Consulting missions, training days and networking

INNOVATION
FINANCING
GUARANTEES
EQUITY INVESTMENT
INTERNATIONAL

* Up to 70% with the Regions
Appendix 1 - Financing division: strong business dynamics

Credit (cofinancing)

Investment loans
Annual Commitments - €m

Guarantee
Annual Authorisations
€m

Innovation
Innovation Aids
Annual Authorisations - €m

Short-term loans
Annual Authorisations - €m

Average Outstandings
€bn

Unsecured loans
Annual Commitments - €m

1. Including export credits and digital loans. 2. The Competitiveness and Employment Tax Credit. CICE, currently running-off, has been replaced by a lasting reduction in corporate taxes / 3. Excluding funds dedicated to unsecured loans
Appendix 1 - Overview of the equity investment division

Ownership structure

- **EPIC Bpifrance**
  - **100%**
- **Bpifrance**
  - **49.2%**
- **Holding company (LP)**
  - **99.99%**
- **Bpifrance Participations**
  - **49.2%**
- **Asset Management company (GP)**
  - **100%**

Business lines

- **Direct investments** → Bpifrance acquires minority stakes in growing companies, from seed to transmission, usually alongside private funds, whether national or regional:
  - Equity investments in companies of all sizes
  - On segments where there is a lack of private initiative
  - Equity or quasi-equity
  - Direct stakes or holdings through investment funds

<table>
<thead>
<tr>
<th>Business Line</th>
<th>2020</th>
</tr>
</thead>
</table>
| **Mid & Large Caps** | • AUM: ~€19.1 bn  
• Investments: €978 m  
• # deals: 38 |
| **Lac1** | • AUM: ~€3.3bn  
• Investments: €801 m  
• # deals: 2 |
| **Small Caps** | • AUM: ~€2.3 bn  
• Investments: €145 m  
• # deals: 70 |
| **Venture** | • AUM: ~€4.2 bn  
• Investments: €363 m  
• # deals: 143 |

- **Funds of Funds** → Bpifrance has a portfolio of ~400 partner funds, national or regional to:
  - Contribute to the growth of SMEs
  - Structure the financial chain
  - Have a leverage effect on the private sector’s investment in SMEs
  - Enhance private equity managers efficiency and share best practices with them

<table>
<thead>
<tr>
<th>Funds of Funds</th>
<th>2020</th>
</tr>
</thead>
</table>
| • AUM: ~€12.7 bn  
• Commitments: €1 376 m  
• # deals: 59 |
Appendix 1 - Guiding principles of the equity investment division

● “Bpifrance’s doctrine of intervention” was presented to the French National Assembly and to the French Senate on May 15th, 2013

<table>
<thead>
<tr>
<th>Prudent Investors</th>
<th>Minority investments</th>
</tr>
</thead>
<tbody>
<tr>
<td>General 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>General-interest criteria (employment, competitiveness and innovation) taken into account in the decision-making process</td>
</tr>
<tr>
<td></td>
<td>No stakes in high-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 organizations and research institutes

● Focus on:
  ● Growth sectors, particularly biotechnology, digital technology and energetic and ecological transition
  ● Build-up operations
  ● From small (SME size) to large caps
  ● Limited stakes in funds involving company restructuring processes

Systematic Partnership with Partner Funds

● Systematic search for joint investments with private investors (both as a LP and as a GP)
Appendix 1 - **Bpifrance** is an accountable bank and has an ambitious policy of engagement in our society

- **Social Policy**
  - Equality at Work Agreement for Men and Women
  - Disabilities Agreement
  - QWL agreement to promote the quality of work life and to encourage equal opportunities
  - Integration of young people (hiring young professionals, taking on apprentices and trainees, …)
  - Satisfaction survey among staff members

- **Environmental Impact Assessment**
  - HQE (High Environmental Quality) Certification from headquarters in Maisons-Alfort, and from locations in Marseille and boulevard Haussmann in Paris
  - Energy consumption measurement in all 48 sites
  - Eco-driving training for a part of the staff in regional offices
  - Widespread use of videoconference facilities,…
  - Deployment of a platform to promote eco- and social-friendly actions among staff
  - Launch of a mobility plan to optimise staff personal and professional commuting time, in order to reduce carbon footprint and to improve life/work balance
  - Carbon offsetting of greenhouse gas emissions from real estate /locations and business travel

- **Responsible Investment**
  - Integrating ESG criteria into the investment decision process (broken down into 14 different issues encompassing governance, human capital, environment and external stakeholders)
  - Concerted approach with companies benefitting from an investment on how their performance could be improved in terms of CSR, and ongoing dialogue with company management throughout duration of investment
  - Programme to raise awareness and support entrepreneurs in identifying and managing ESG issues of key importance for their company

- **Support for Environmental and Energy Transition**
  - Dedicated investment funds: Eco-technological companies; Wood Fund; Energy and Environmental Transition fund
  - Loans to energy producers from renewable sources
  - Loans aimed at reducing the environmental impact of business activities (particularly relating to energy)

- **Responsible Financing**
  - CSR Assessment for companies receiving loans equal to or higher than 1 M€, as well as innovation aids granted for amounts equal to or higher than 500 k€

- **Supporting the Development of a Social Solidarity Economy**
  - Fund for social innovation
  - Social Solidarity Economy-based Loans

- **Business Support Services**
  - Helping entrepreneurs by providing non financial support¹, CSR training and e-learning programmes
  - Provision of CSR-related Training for corporate executives of client companies
  - Measuring the impact of its activities on employment, growth and business resilience of companies Bpifrance financed and supported

---

¹. Connecting - Bpifrance Excellence -, training - Accelerators, University
Appendix 1 - **Bpifrance** assures its commitment towards CSR through its 4 pillars

### Energy and Environmental Transition

- **Dedicated investment funds** as: Eco-technological companies, Wood Fund 1 & 2, Strategic Wood, Energy and Environmental Transition Fund, Ville de demain, Eco Tech
- **Over 8,000 loans** to energy producers from renewable sources and aimed at reducing the environmental impact of business activities
- Bpifrance is the «Climate Bank for Entrepreneurs», Nicolas Dufourcq

### Employment development, focusing on young people

- **VTE Initiative** (Territorial Voluntary Work in Entreprise) to create bridges between «Grandes Ecoles» students and SMEs
- **Job creation**: growth rate for enterprises supported by Bpifrance comparing to peers is higher (9.4% vs 4.0%)²

### Quality of governance and management

- **Signatories**:
  - «Equality at Work for Men & Women Index»
  - «Disabilities Agreement»
  - «QWL Agreement to promote the quality of work life and to encourage equal opportunities»
  - «Diversity Charter»
  - «SISTA Charter»

### Promotion of female entrepreneurship

- **Support of female entrepreneurship partnership** as «Femmes de Bretagne»
- **Organize** multiples events dedicated to the female professional expansion as «Midi Entrepreneurs»
- **Active support of female awards**

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Note: For more details, please see here [http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil](http://www.bpifrance.fr/Qui-sommes-nous/Developpement-Durable-RSE/Accueil)

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

French Tech biannual financing trends: \(x3.5\) in 6 years

French Tech funding since 2015: €20.6 bn across 3,664 deals

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

VC capital invested into European companies

<table>
<thead>
<tr>
<th>Year</th>
<th>United Kingdom</th>
<th>France</th>
<th>Germany</th>
<th>Israel</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>1,18</td>
<td>473</td>
<td>1,25</td>
<td>254</td>
</tr>
<tr>
<td>2014</td>
<td>5,51</td>
<td>527</td>
<td>2,27</td>
<td>320</td>
</tr>
<tr>
<td>2015</td>
<td>8,61</td>
<td>641</td>
<td>2,82</td>
<td>387</td>
</tr>
<tr>
<td>2016</td>
<td>9,21</td>
<td>869</td>
<td>7,55</td>
<td>367</td>
</tr>
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<td>2017</td>
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<td>1,69</td>
<td>8,08</td>
<td>347</td>
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<tr>
<td>2018</td>
<td>14,31</td>
<td>733</td>
<td>7,30</td>
<td>401</td>
</tr>
<tr>
<td>2019</td>
<td>14</td>
<td>673</td>
<td>646</td>
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<tr>
<td>2020</td>
<td>15,65</td>
<td>649</td>
<td>559</td>
<td>325</td>
</tr>
</tbody>
</table>

Number of rounds:

<table>
<thead>
<tr>
<th>Year</th>
<th>United Kingdom</th>
<th>France</th>
<th>Germany</th>
<th>Israel</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>1,049</td>
<td>1,8</td>
<td>3,2</td>
<td>1,4</td>
</tr>
<tr>
<td>2014</td>
<td>1,542</td>
<td>5,1</td>
<td>5,5</td>
<td>1,6</td>
</tr>
<tr>
<td>2015</td>
<td>1,644</td>
<td>5,5</td>
<td>5,5</td>
<td>1,9</td>
</tr>
<tr>
<td>2016</td>
<td>1,663</td>
<td>2,1</td>
<td>2,7</td>
<td>2,4</td>
</tr>
<tr>
<td>2017</td>
<td>1,591</td>
<td>3,9</td>
<td>3,4</td>
<td>2,3</td>
</tr>
<tr>
<td>2018</td>
<td>1,565</td>
<td>5,0</td>
<td>6,8</td>
<td>3,4</td>
</tr>
<tr>
<td>2019</td>
<td>1,430</td>
<td>5,7</td>
<td>6,3</td>
<td>4,2</td>
</tr>
<tr>
<td>2020</td>
<td>1,1</td>
<td>6,8</td>
<td>3,9</td>
<td>3,9</td>
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</tbody>
</table>

Source: dealroom.co
### Appendix 3 - General framework of our bond issues

<table>
<thead>
<tr>
<th><strong>Issuer</strong></th>
<th>Bpifrance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Status of the Issuer</strong></td>
<td>Agency (Category II)</td>
</tr>
<tr>
<td><strong>Guarantor</strong></td>
<td>EPIC Bpifrance</td>
</tr>
<tr>
<td><strong>Bloomberg ticker</strong></td>
<td>OSEOFI + Gouv (F2)</td>
</tr>
<tr>
<td><strong>Status of the Notes</strong></td>
<td>Unsecured</td>
</tr>
<tr>
<td><strong>Seniority of the Bonds</strong></td>
<td>Senior</td>
</tr>
<tr>
<td><strong>Rating</strong></td>
<td>Aa2 (stable) by Moody’s, AA (negative) by Fitch</td>
</tr>
<tr>
<td><strong>Guarantee</strong></td>
<td>Autonomous, unconditional and irrevocable first-demand guarantee</td>
</tr>
<tr>
<td><strong>Maturity</strong></td>
<td>Any maturity above 1 year as indicated in the final terms</td>
</tr>
<tr>
<td><strong>Amount</strong></td>
<td>Benchmark size</td>
</tr>
<tr>
<td><strong>Liquidity</strong></td>
<td>HQLA¹ Level 1 eligible under the Delegated Act on the LCR, PSPP eligible under ECB Programme²</td>
</tr>
<tr>
<td><strong>Permanent dealers</strong></td>
<td>HSBC France (Arranger), BNP Paribas, Crédit Agricole CIB, Natixis, Société Générale CIB</td>
</tr>
<tr>
<td><strong>Legal Framework</strong></td>
<td>French Law</td>
</tr>
<tr>
<td><strong>Listing</strong></td>
<td>Paris</td>
</tr>
</tbody>
</table>

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Appendix 3 - Bpifrance response to Covid-crisis, a strategic role to support the French Economy on behalf of the government

- Bpifrance plays a key role in the financing and implementation of the French’s state massive plan, directly supports French companies and preserves employment. Bpifrance extend its financing capabilities:

**Guarantee and liquidity emergency measures**

**A set of guarantee measures:**
- Increase Bpifrance’s guarantee up to 90% on loans granted by banks, in partnerships with French regions
- Implementation on behalf of the government of a massive state-guarantee plan, up to €300 billion of risks guaranteed by the government

**An emergency plan to support French companies¹:**
- ~€3 billion amount dedicated through 3 specific types of loans with specific terms to facilitate credit access:
  - Unsecured loans
  - Large group of companies eligible
  - Flexible grace-period
- Suspension of payments for six months on existing loans for the most impacted Bpifrance’s customers
- Further short-term facilities and emergency measures to secure companies financing

**Bpifrance’s funding plan update**

**EMTN**
2020 Funding target increased to €7 bn
(+€3 bn fully backed up by the direct & explicit guarantee of EPIC Bpifrance)

**EMTN**
EMTN programme increased to €45 bn
(+€10 bn fully backed up by the direct & explicit guarantee of EPIC Bpifrance)

¹ “Plan d’urgence aux entreprises”: see more details: https://www.bpifrance.fr/A-la-une/Actualites/Coronavirus-les-mesures-pour-les-entreprises-annoncees-par-Bpifrance-49117
### Appendix 3 - Bond issues by Bpifrance under the EMTN programme (1/2)

<table>
<thead>
<tr>
<th>Bond Issues</th>
<th>Issues Date</th>
<th>Book size</th>
</tr>
</thead>
<tbody>
<tr>
<td>First issue (Private Placement)</td>
<td>15/10/2014</td>
<td>100 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF E6M+15 BP ECH 22/10/2021</strong></td>
<td></td>
<td>100 M€</td>
</tr>
<tr>
<td>First issue (Benchmark)</td>
<td>14/10/2014</td>
<td>600 M€</td>
</tr>
<tr>
<td>Second issue (Benchmark)</td>
<td>12/02/2015</td>
<td>400 M€</td>
</tr>
<tr>
<td>Third issue (Benchmark)</td>
<td>12/05/2016</td>
<td>600 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0.75% ECH 25/10/2021</strong></td>
<td></td>
<td>1 600 M€</td>
</tr>
<tr>
<td>First issue (Private Placement)</td>
<td>28/11/2019</td>
<td>50 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0% ECH 04/12/2021</strong></td>
<td></td>
<td>50 M€</td>
</tr>
<tr>
<td>First issue (Private Placement)</td>
<td>16/01/2020</td>
<td>100 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0% 24/01/2022</strong></td>
<td></td>
<td>100 M€</td>
</tr>
<tr>
<td>First issue (Private Placement)</td>
<td>17/01/2020</td>
<td>100 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0% 24/01/2022</strong></td>
<td></td>
<td>100 M€</td>
</tr>
<tr>
<td>First issue (Benchmark)</td>
<td>05/09/2012</td>
<td>1 250 M€</td>
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<tr>
<td>Second issue (Private Placement)</td>
<td>28/01/2016</td>
<td>100 M€</td>
</tr>
<tr>
<td>Third issue (Private Placement)</td>
<td>12/02/2016</td>
<td>150 M€</td>
</tr>
<tr>
<td>Fourth issue (Private Placement)</td>
<td>03/04/2020</td>
<td>50 M€</td>
</tr>
<tr>
<td><strong>OBL OSEO-SA 2.375% ECH 25/04/2022</strong></td>
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<tr>
<td>First issue (Benchmark)</td>
<td>23/01/2020</td>
<td>296 M€</td>
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<tr>
<td>Second issue (Private Placement)</td>
<td>21/04/2020</td>
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</tr>
<tr>
<td><strong>OBL BPIFF GBP ECH 22/07/2022</strong></td>
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<td>250 M€</td>
</tr>
<tr>
<td>Third issue (Private Placement)</td>
<td>16/04/2018</td>
<td>100 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0% ECH 25/11/2022</strong></td>
<td></td>
<td>1 350 M€</td>
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<tr>
<td>First issue (Benchmark)</td>
<td>06/02/2018</td>
<td>1 000 M€</td>
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<tr>
<td>First issue (Benchmark)</td>
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<tr>
<td>Third issue (Private Placement)</td>
<td>15/03/2016</td>
<td>200 M€</td>
</tr>
<tr>
<td>Fourth issue (Private Placement)</td>
<td>05/11/2018</td>
<td>100 M€</td>
</tr>
<tr>
<td><strong>OBL OSEO-SA 3.125% ECH 26/09/2023</strong></td>
<td></td>
<td>1 500 M€</td>
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### Note: as at 30/06/2021
1. 250M GBP: at the initial exchange rate
## Appendix 3 - Bond issues by Bpifrance under the EMTN programme (2/2)

### Bond Issues

<table>
<thead>
<tr>
<th>Bond Issues</th>
<th>Issues Date</th>
<th>Book size</th>
</tr>
</thead>
<tbody>
<tr>
<td>First issue (Benchmark)</td>
<td>13/11/2018</td>
<td>500 M€</td>
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<tr>
<td>Second issue (Benchmark)</td>
<td>02/07/2019</td>
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<td>Third issue (Private Placement)</td>
<td>02/04/2020</td>
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<td>Fourth issue (Private Placement)</td>
<td>05/05/2020</td>
<td>50 M€</td>
</tr>
<tr>
<td>Fifth issue (Private Placement)</td>
<td>12/05/2020</td>
<td>100 M€</td>
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<td><strong>OBL BPIFF 0.625% ECH 25/05/2026</strong></td>
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</tr>
<tr>
<td>First issue (Benchmark)</td>
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<td>1 000 M€</td>
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<td>Second issue (Private Placement)</td>
<td>29/04/2020</td>
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</tr>
<tr>
<td>Third issue (Private Placement)</td>
<td>07/05/2020</td>
<td>50 M€</td>
</tr>
<tr>
<td>Fourth issue (Private Placement)</td>
<td>12/05/2020</td>
<td>50 M€</td>
</tr>
<tr>
<td>Fifth issue (Private Placement)</td>
<td>14/05/2020</td>
<td>50 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0.875% ECH 25/11/2026</strong></td>
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<td>1 200 M€</td>
</tr>
<tr>
<td>First issue (Benchmark)</td>
<td>24/04/2020</td>
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<td><strong>OBL BPIFF 0.125% 26/02/2027</strong></td>
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<td>1 500 M€</td>
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<td>First issue (Private Placement)</td>
<td>09/05/2017</td>
<td>1 500 M€</td>
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<tr>
<td>Second issue (Private Placement)</td>
<td>02/04/2020</td>
<td>50 M€</td>
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<tr>
<td>Third issue (Private Placement)</td>
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<td>100 M€</td>
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<td><strong>OBL BPIFF 1.00% ECH 25/05/2027</strong></td>
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<td><strong>OBL BPIFF 0% 25/05/2028</strong></td>
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<td>First issue (Benchmark)</td>
<td>18/09/2018</td>
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<tr>
<td>Second issue (Private Placement)</td>
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<tr>
<td>Third issue (Private Placement)</td>
<td>24/07/2019</td>
<td>50 M€</td>
</tr>
<tr>
<td>Fourth issue (Private Placement)</td>
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<td>50 M€</td>
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<td>Fifth issue (Private Placement)</td>
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<td>Sixth issue (Private Placement)</td>
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<td><strong>OBL BPIFF 0.875% ECH 26/09/2028</strong></td>
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<td>First issue (Private Placement)</td>
<td>05/07/2012</td>
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<tr>
<td><strong>OBL OSEO-SA E3M+115 BP ECH 27/07/2029</strong></td>
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<td>104 M€</td>
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</table>

**Note:** as at 30/06/2021

### Bond Issues

<table>
<thead>
<tr>
<th>Bond Issues</th>
<th>Issues Date</th>
<th>Book size</th>
</tr>
</thead>
<tbody>
<tr>
<td>First issue (Private Placement)</td>
<td>17/09/2019</td>
<td>1 250 M€</td>
</tr>
<tr>
<td>Second issue (Private Placement)</td>
<td>31/03/2020</td>
<td>100 M€</td>
</tr>
<tr>
<td>Third issue (Private Placement)</td>
<td>24/07/2019</td>
<td>75 M€</td>
</tr>
<tr>
<td>Fourth issue (Private Placement)</td>
<td>14/10/2019</td>
<td>75 M€</td>
</tr>
<tr>
<td>Fifth issue (Private Placement)</td>
<td>15/05/2020</td>
<td>50 M€</td>
</tr>
<tr>
<td>Sixth issue (Private Placement)</td>
<td>26/05/2020</td>
<td>50 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0.05% 26/09/2029</strong></td>
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<td>1 600 M€</td>
</tr>
<tr>
<td>First issue (Benchmark)</td>
<td>28/05/2020</td>
<td>1 250 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0.25% 29/03/2030</strong></td>
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</tr>
<tr>
<td>First issue (Benchmark)</td>
<td>10/06/2015</td>
<td>600 M€</td>
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<tr>
<td>Second issue (Private Placement)</td>
<td>06/04/2017</td>
<td>200 M€</td>
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<tr>
<td>Third issue (Private Placement)</td>
<td>27/06/2017</td>
<td>200 M€</td>
</tr>
<tr>
<td>Fourth issue (Private Placement)</td>
<td>18/06/2019</td>
<td>50 M€</td>
</tr>
<tr>
<td>Fifth issue (Private Placement)</td>
<td>11/07/2019</td>
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<td>Sixth issue (Private Placement)</td>
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<td><strong>OBL BPIFF 1.875% ECH 25/05/2030</strong></td>
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<td>1 340 M€</td>
</tr>
<tr>
<td>First issue (Benchmark)</td>
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<td>1 000 M€</td>
</tr>
<tr>
<td><strong>OBL BPIFF 0.25% 04/06/2031</strong></td>
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</tr>
<tr>
<td>First issue (Private Placement)</td>
<td>12/07/2016</td>
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<tr>
<td><strong>OBL BPIFF 1.875% ECH 25/07/2031</strong></td>
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</tr>
<tr>
<td>First issue (Private Placement)</td>
<td>14/12/2018</td>
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<td><strong>OBL BPIFF 1.32% 21/12/2033</strong></td>
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<td>First issue (Private Placement)</td>
<td>23/04/2020</td>
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</tr>
<tr>
<td><strong>OBL BPIFF 1.046% 25/05/50</strong></td>
<td></td>
<td>200 M€</td>
</tr>
</tbody>
</table>
• 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:

  **Bucket 1** → assets subject to 12-month ECL
  • Upon initial recognition of the financial instrument, Bpifrance recognises the 12-month expected 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 to maturity

  **Bucket 3** → doubtful loans impaired to maturity on a specific basis
  • When one or more default events have occurred on the transaction or on a counterparty with an adverse effect on the estimated future cash flows, Bpifrance recognises incurred credit losses to maturity. Subsequently, if the conditions for classifying financial instruments in Bucket 3 are not 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 default definition and non-performing definition to the doubtful definition (according to accounting principles) and to the Bucket 3 (IFRS 9) definition
Appendix 4 - Methodological notes (2/2)

- **Financing Division**: comprises Bpifrance holding
- **Investment Division**: comprises Bpifrance Participations and its subsidiaries
- **Export-Credit Insurance division**: comprises 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:
  - As a result of rounding rules, the amount of the values in the tables and analyses may differ slightly from the total listed
  - The differences between the consolidated total of certain financial aggregates at Group level and the amount of those aggregates at the operating divisions level is largely explained by intra-group operations