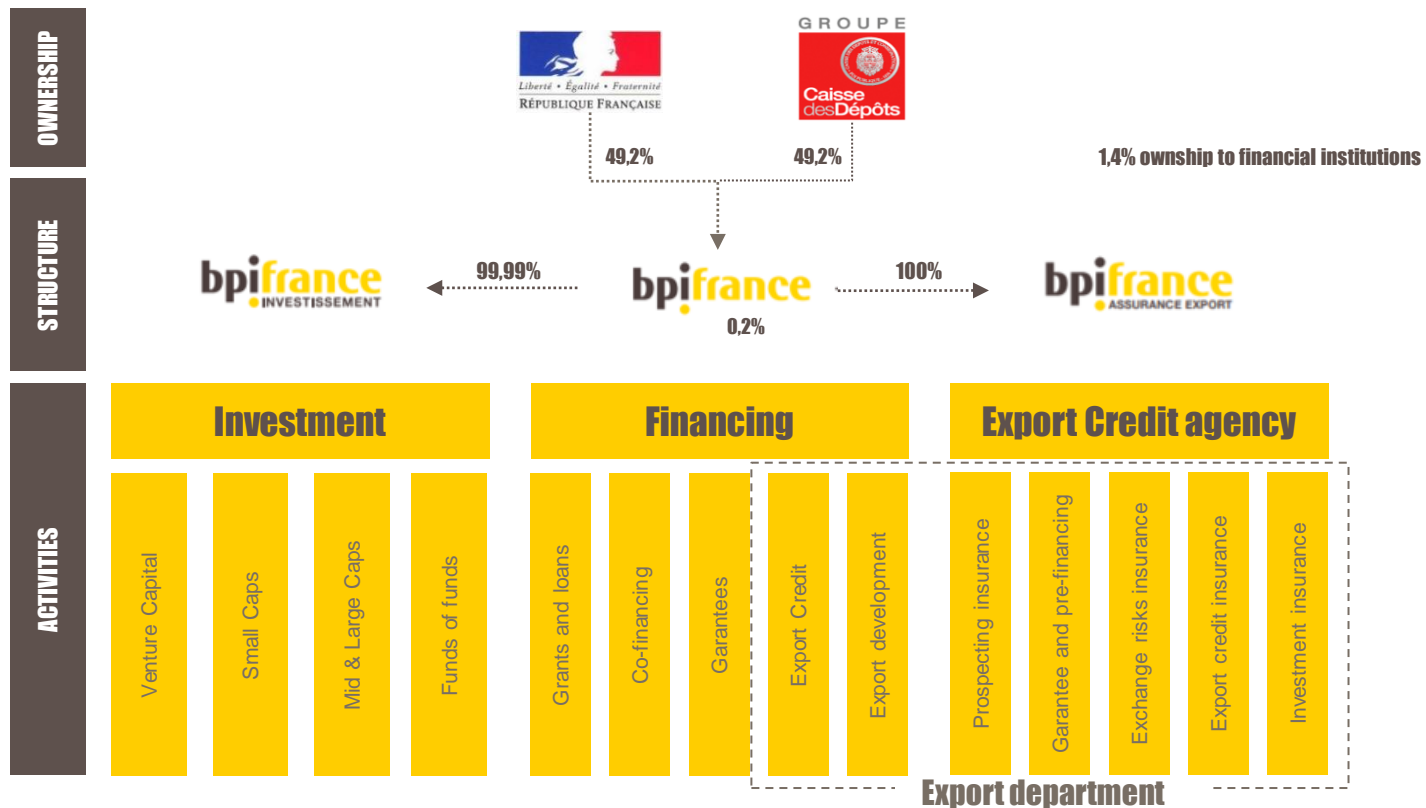




1. Bpifrance, French Public Investment Bank



1. Bpifrance's activities for the development of French companies

Investment

- Build-up Fund *
- Funds of Funds *
- Direct Investment in SMEs
- Direct Investment in Mid and Large Caps
- Capital Innovation direct fund

Financing

- Guarantees *
- International Growth *
- Export Credit * :
 - Buyer Credit *
 - Supplier Credit *
- International development mission abroad*

Insurance

- Credit Insurance *
- Prospecting Insurance *
- Assurance change
Exchange rate risk insurance *
- Security deposit and pre-financing guarantees*

Innovation

Advisory

* International solutions

1. Key figures of Bpifrance's activities in 2020

**€15 Bn of
export
insurance**



€239 M market prospection
€1,088 M bond cover and working capital cover
€12,680 M credit insurance
€635 M exchange risk insurance

**20,6 Bn of
financing**



€7,1 Bn of short term loans
€10,3 Bn of classic loans & co-financing
€3 Bn of innovation financing

€217 M in export credit

**€3,6 Bn
of equity**



€463 M directly invested in Innovation Capital
€145 M directly invested in SMEs
€1,779 M directly invested in big companies
and Midcaps
€1,226 M subscribed into partner funds

**€6,2 Bn
of
guarantee
d loans**



€6,2 Bn of guaranteed loans

2. Our solutions

EXPORT CREDIT

OBJECTIVE

Your need

- Provide a secure financing solution to your foreign public or private buyer in relation with export contract of goods, equipment or services

Your firm

- SMEs with respect of EU term
- ETI

OUR SOLUTION

Context

Medium- Long term financing solution of commercial export contract between two parties. Two type of products:

- **Buyer credit** is a loan issued to the foreign buyer for the benefit of the exporter.
- **Supplier credit** issued by the exporter to the buyer and then rebuy without recourse by Bpifrance

Amounts

- **Buyer's export credit:** 5 to 25M€ for single financing partner to 75M€ with a co-financing partnership with financial institutions.
- **Supplier Credit: From** 1 to 25M€
- **Currency :** Only €

Timeframe

From 3 to 10 years

Percentage cover

Maximum 85% of exportable % of commercial contract. This percentage will depend on terms of contract and the climate bonus eligibility;

Garantee

Export Credit must be insured by Bpifrance
Export credit insurance

2. Conditions for eligibility to Bpifrance export credit

FUNDED PORTION :

Maximum 85% of the « Eligible portion* » of the export contract value



Within the « eligible portion » of the export contract value, the foreign portion (items purchased out of France) should not exceed :

**20% of
export
contract value**

Turnover of French
exporter ≤ 150M€

**50% of
export
contract
value**

turnover of French
exporter > 150M€

Local costs (that do not exceed
50% of the « Eligible portion »)



Down payment



**THE INSURANCE PREMIUM CAN BE INCLUDED IN
THE FINANCING**

* Eligible content = French content + third country supply

** If French portion is < 50%, the eligible amount for financing is limited to twice the French content

2. Our solutions

EXPORT CREDIT INSURANCE BUYER GARANTEE

OBJECTIVE

Your need

To guarantee completion and payment of an export contract or repayment of the loan agreement used to finance it.

Your firm

- SMEs with respect of EU term
- Mid & Large cap companies

OUR SOLUTION

Cover issuing bank against credit risk of foreign buyer's loan maturity.

Context

Export credit insurance cover the issuing bank (bpifrance or private banks) from deficiency or insolvency of the foreign buyer. It will allow to secure commercial contract between French exporter and foreign buyer and limit risk for the issuing bank.

Eligible guarantee is set over the loan amount plus interest (including interim interest and premium if capitalized)

The contract must be operated in an authorized countries under the terms and conditions of Bpifrance Export Credit insurance.

Operative event can result from commercial sinister (deficiency or insolvency of debtor), politic or politique or catastrophic event (general moratorium, civil war, natural disasters ...)

Percentage cover is 95%.

No maximum amount covered.

Financial terms

Premium rate depend of the debtor's country and its financial stability, operative events covered and insured period. Premium rate is applied to loan's principal and interests capitalized

2. Our solutions

CREDIT INSURANCE SUPPLIER GARANTEE

OBJECTIVE

Your need

- To guarantee completion and payment of an export contract or repayment of the loan agreement used to finance it.

Your firm

- SMEs with respect of EU term
- Mid-and large cap companies

OUR SOLUTION

Cover risk of non payment of your buyer's credit (principal plus interests)

Context

- Eligible amount of the guarantee: principal plus interests of the receivable including premium if capitalised.
- Export contract have to
- Operation must take place in an authorised countries under Bpifrance Policy, terms and conditions and respect eligibility threshold of French export percentage of the contract and have a timeframe more than 2 years.
- Operative event can result from commercial sinister (deficiency or insolvability of debtor), politic or politique or catastrophic event (general moratorium, civil war, natural disasters ...)

- Percentage cover is 95% and can be 100% for SMEs and Mid Caps companies
- Possibility of transferring the benefit of the guarantee to a bank in the event of repurchase of the supplier credit at the end of the execution period.

Financial terms

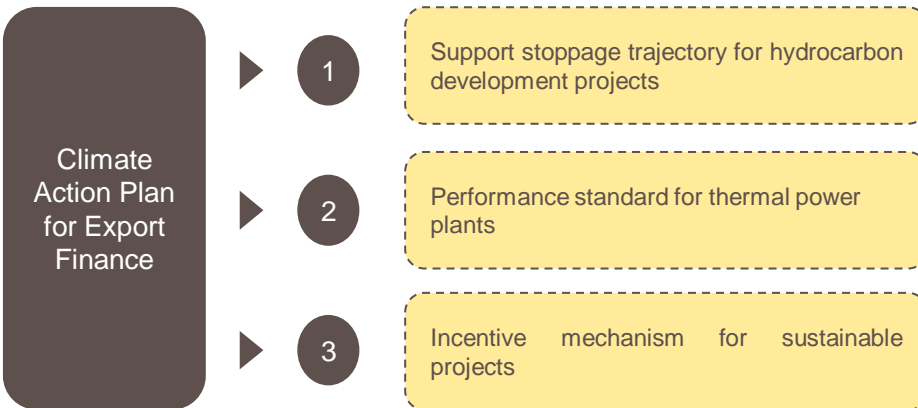
Premium rate depend of the debtor's country and its financial stability, operative events covered and insured period

Premium rate is applied to loan's principal

3. Climate action plan for export financing Government report to the Parliament

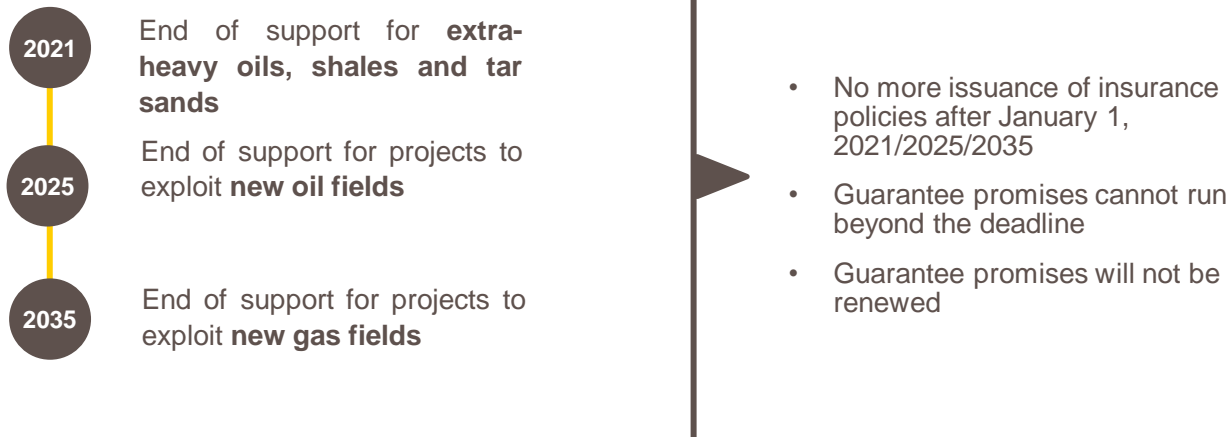


Report to the Parliament issued 12th october 2020



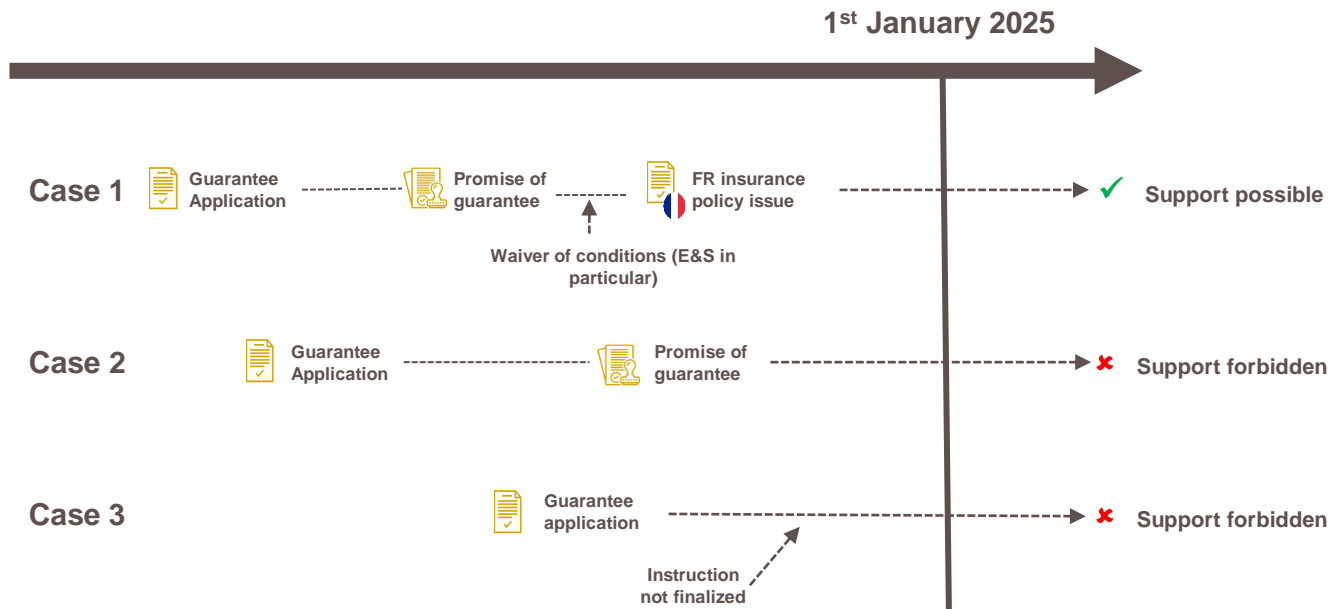
3. End of support for oil and gas projects

Registration of a trajectory in the finance law for 2021



3. End of support for oil and gas projects

Examples for oil projects



AMBASSADEUR
de la FRANCE



Climate Bonus

3. Climate bonus : Climate bonus for export insurance

Credit-
Insurance

1

The maximum threshold of the financed portion - established at twice the French share - applied (i) to Major Accounts, (ii) to Major Projects and (iii) to project finance is increased to 85% of the exported value of the contract - maintenance of the minimum threshold of 20% French share

2

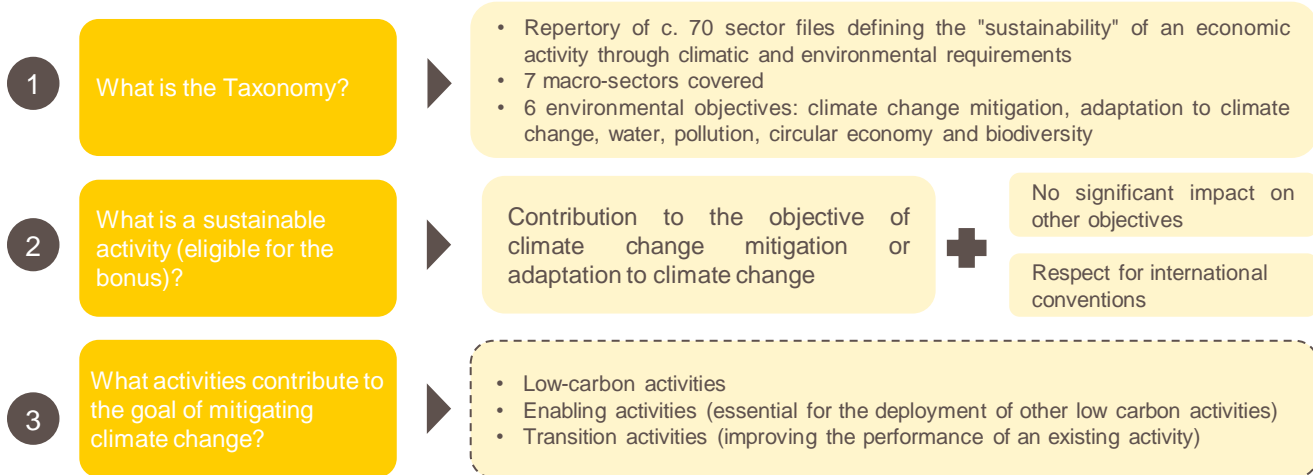
The advance on premium in the case of limited recourse project financing is waived for contracts for an amount less than or equal to € 50 million or carried by mid-size companies or SMEs

3

Granting of an enhanced stabilized rate for applications relating to sustainable projects in the naval sector to offset the abatement costs of the most “green” technologies

3. Climate bonus – Eligibility based on EU Taxonomy

EU taxonomy - Defining the sustainability of an economic activity



3.

Climate bonus EU Taxonomy – Example of projects

Offshore wind project

1

Mitigation of climate change - **Threshold of 100 gCO₂, eq / kWh but eligibility in principle**

2

Compliance with other environmental objectives

- ✓ Water: Compliance with EU regulations on water (case of a project in the EU)
- ✓ Circular economy: Indication of the ambition to maximize end-of-life recycling (declarative)
- ✓ Pollution: n.a.
- ✓ Biodiversity: Study (EIA) and mitigation plan for impacts on biodiversity - not yet submitted (classic case - conditions the granting of the policy beyond the only climate bonus)

Export of trains

1

Mitigation of climate change - **Electric train therefore without direct emissions: eligible**

2

Compliance with other environmental objectives

- ✓ Water: n.a.
- ✓ Circular economy: Correct management of waste in use and end of life in accordance with local regulations
- ✓ Pollution: Minimize noise ex. less than 99 dB at 250 km / h
- ✓ Biodiversity: n.a.

3. Climate Bonus synthesis

Purpose:

- ❖ To support sustainable projects and green technologies

French content conditions:

- ❖ **Minimum 20%** of the export contract prevails

Eligibility criteria:

Projects must have a substantial contribution to one of the two environmental objectives below according to EU Taxonomy criteria:

❖ 1) Climate change mitigation

- Low-carbon projects compared to industry best practices
- Projects facilitating the climate transition in a sector, different from its own - e.g. manufacturing essential equipment for wind turbines, manufacturing batteries for electric mobility, etc.
- Projects improving the environmental performance of infrastructure in their sector - e.g. emission reduction systems for an existing plant

OR

❖ 2) Climate change adaptation

- Projects reducing physical climate risks - e.g., infrastructure integrating protection measures against floods, drought and other natural disasters
- Project enabling another sector to adapt to climate change - e.g. technologies or infrastructures for protection against floods and other natural disasters, climate information systems, etc.

Projects must not significantly harm (DNSH) other environmental objectives: protection of the water and marine resources; transition to a circular economy; pollution prevention and control; protection and restoration of biodiversity and ecosystems.

Benefits:

- ❖ Raise of Bpifrance's covered credit amount up to 85% of the export contract
- ❖ Removal of the working fees for project finance deals with a covered credit amount below 50 MEUR
- ❖ Removal of the working fees for SMEs and mid caps whose annual revenues are below 150 MEUR

Application Process:

- ❖ Fill in the specific Climate Bonus annex of the Export Credit Application and provide an argument paper
- ❖ Useful documents :
 - Taxonomy report: https://ec.europa.eu/info/files/200309-sustainable-finance-teg-final-report-taxonomy_en
 - Performance criteria by sector: https://ec.europa.eu/info/files/200309-sustainable-finance-teg-final-report-taxonomy-annexes_en

3.

Climate bonus - An instrument serving the climate and the exporters

- ✓ **The Climate Bonus: a clear message in favor of the climate.**
 - A real impact on the competitiveness of the French offer with maximized coverage of financing (85%)
 - Better consideration of the realities in terms of French content regarding Renewable Energies
 - A financial boost to SMEs / Mid caps for the financing of sustainable projects (no more advance on premium)
 - Better visibility on financial costs given to the buyer for sustainable projects in the naval sector (rate stabilization)

- ✓ **This is just a first step:**
 - Other discussions to come at national and international level (EU, OECD), a global movement that will continue
 - With also other sectors (aeronautics) and other objectives: water, biodiversity, circular economy, fight against pollution...

4. Success Case

Kelani River Bank Water Treatment

Colombo, Sri Lanka

Description

SUEZ announces the completion of Phase II of the Kelani River Bank (KRB2) water treatment plant design and construction project in Colombo, Sri Lanka. The plant, with a production capacity of 180,000 m³ of water per day, was inaugurated today by the Honorable Prime Minister of Sri Lanka, Mahinda Rajapaksa. Thanks to this new extension, the site's total production capacity is doubled to reach 360,000 m³ of water per day, and will supply an additional 1.75 million inhabitants with drinking water in the north of the capital Colombo.

Suez's involvement

SUEZ has integrated technologies and processes which, in addition to optimizing plant performance according to local climatic conditions, minimize energy consumption, water waste and the site's environmental impact. The plant is equipped with two advanced technologies, "Pulsatube" and "Aquazur V", which allow it to treat larger quantities of water while adapting to the significant variations in water quality and flow induced by extreme weather conditions that the country regularly faces.

Bpifrance's involvement

Bpifrance has guaranteed the export credit provided by Crédit Agricole CIB to the Ministry of Finance for circa EUR 100 M. This export credit, in mitigating the risk borne by the bank, has played a significant role in helping the French exporter secure the commercial contract and allows the Ministry of Finance to benefit from attractive financial conditions;



[Click here for a video of the project](#)

4. Success Case

Water treatment facilities

Colombo, Sri Lanka

Description

Veolia - through its subsidiary OTV - has been appointed prime contractor for a project involving the construction of five new water treatment plants, 12 service reservoirs, five pumping stations and more than 430 km of transmission and distribution pipes. This will ensure the quality and safety of the drinking water supply for over 350,000 people. The water treatment facilities at Matala (30,000 cubic meters per day), Ambanganga (18,000 cubic meters per day), Ukuwela, Udatenna and Rattotta (9,000 cubic meters per day each) will be equipped with the most appropriate Veolia solutions and technologies, including clarification, decantation and filtration. Another Veolia subsidiary, SADE, will be in charge of the design and construction of the 433 km transmission and distribution network under a subcontract

Veolia's involvement

"Access to water is a key growth factor for cities, their inhabitants and their economies," said Claude Laruelle, Director of Global Specialty Companies at Veolia. "Our Group has a strong presence in the Asia-Pacific region, where we have built more than 250 drinking water and water treatment facilities over the past 20 years. Today, it is in Sri Lanka that our solutions are contributing to the development and competitiveness of a territory. They contribute to the fulfillment of our mission: to replenish the world.

Bpifrance's involvement

Bpifrance has guaranteed the export credit provided by the banking pool (Crédit Agricole CIB, Natixis, UniCredit and BNP Paribas) to the Ministry of Finance for circa EUR 120 M. This export credit, in mitigating the risk borne by the banks, has played a significant role in helping the French exporter secure the commercial contract and allows the Ministry of Finance to benefit from attractive financial conditions. On top of that, a commercial loan has also been put in place by the Sri Lankan bank HNB to finance the amounts not included in the export credit.



CONTACT US



SERVIR
L'AVENIR



Elodie Barria 

**Regional manager –
Asia Pacific**

Phone : +33 (0)7 70 08 24 91

Lucile Nurit 

**Export Development Advisor –
Asia Pacific**

Phone: +65 8535 0273