

**Bpifrance**

**The French Public Investment Bank  
AFRICA**



# 01.

**Bpifrance  
focus**

1.1

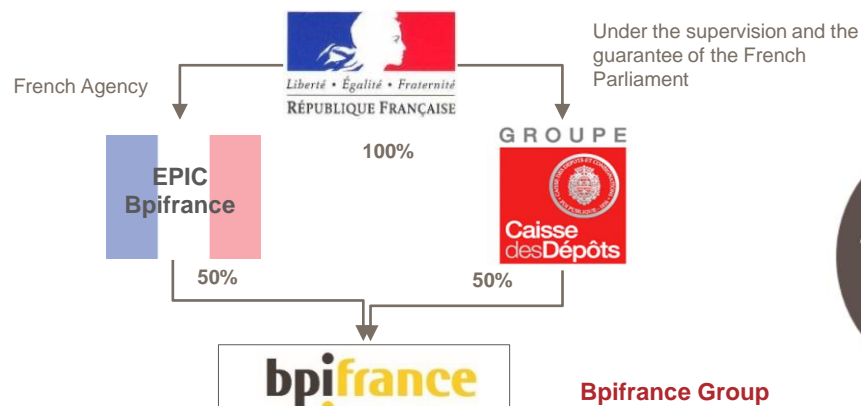
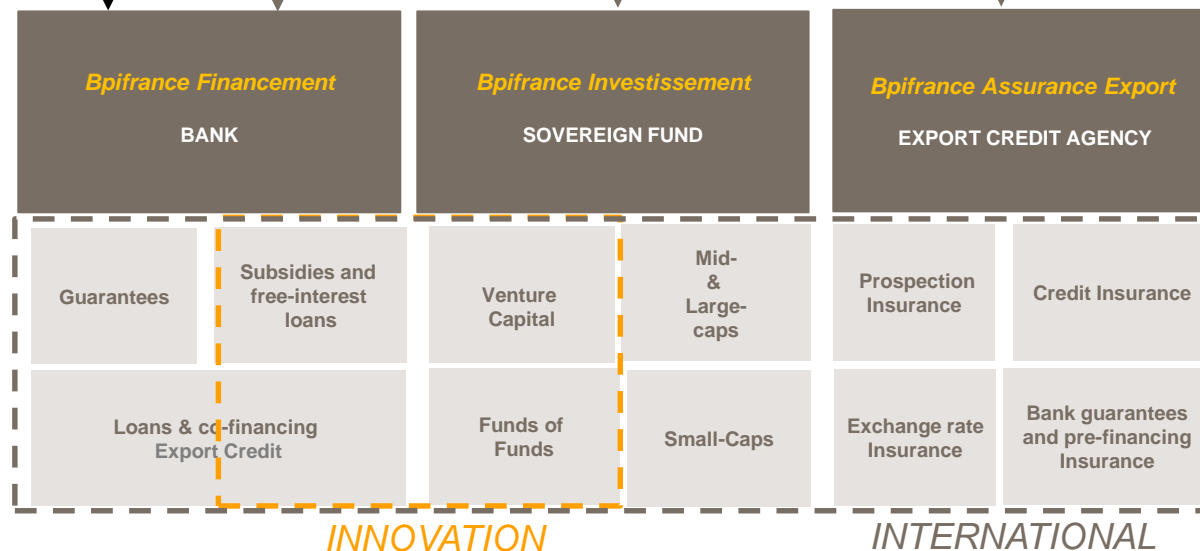
## Simplified chart &amp; key figures – Public owned bank with 3 business lines

In 2020

€19Bn of  
financing€2,5Bn  
of equity€13,5Bn  
of export  
insurance1200  
SMEs  
coached2540  
Employees

Public ownership

Business Lines

~80,000  
SUPPORTED  
COMPANIES

## 1.2 *Bpifrance Financement* - the Banking branch

- Bpifrance Financement offers financing solutions suited for every stage of business development, in partnership with private banks



- **Cofinancing loans:** 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 and business-focused projects
- **A bank driven by solvency and liquidity:** conservative risk management and resilient financial performance

<sup>1</sup> With public guarantee backing

<sup>2</sup> Redeemable in case of success

## 1.3 *Bpifrance Investissement* - the Private Equity branch

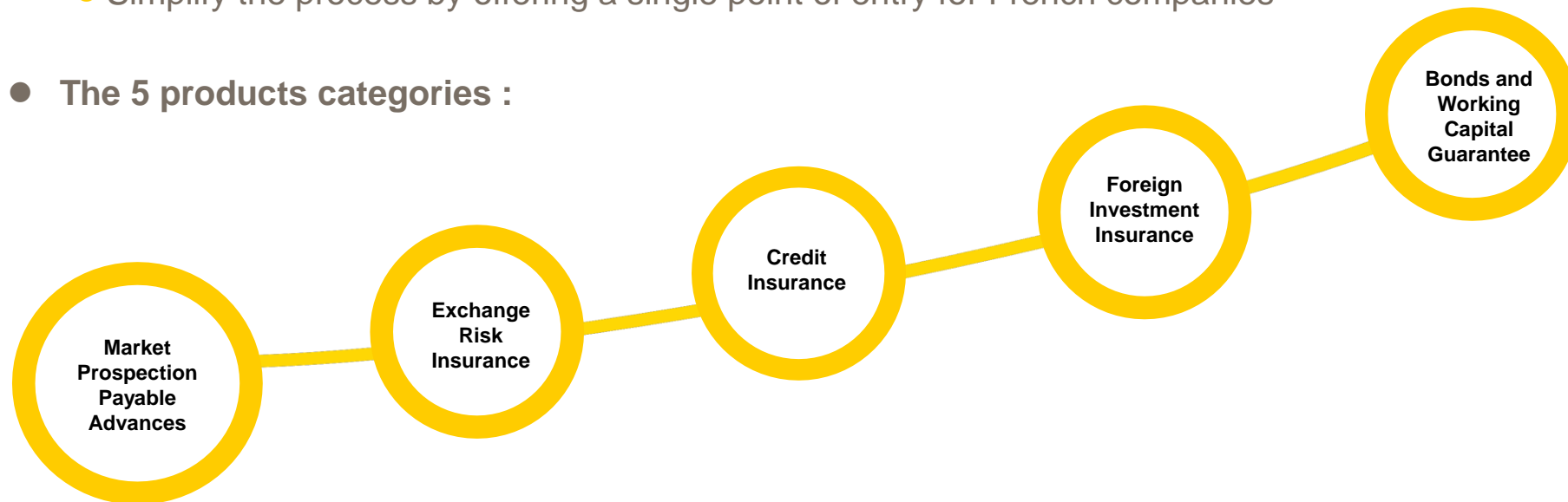
- **Minority direct investments in French companies only**, from small to large caps
- **Search for profitable operations**
- **General-interest criteria** (employment, competitiveness and innovation) taken into consideration during the investment decision process
- **Investment in all sectors** apart from infrastructure, real estate, finance, media and research institutes. No restructuring investment.
- **Systematic search for joint investments with private investors** (French and/or foreign)
- **Investment portfolio overview** (some investment references) :



- **Significant fund of fund investment activity** (indirect investment)
- **Partnership with sovereign**

## 1.4 *Bpifrance Assurance Export* - the French ECA

- **Bpifrance Assurance Export is the new French Export Credit Agency as of January 1<sup>st</sup>, 2017.** By operation of law, the state guarantees activity managed by Coface as well as teams (+ ~270 persons) and the whole portfolio has been transferred to Bpifrance Assurance Export, a subsidiary of Bpifrance
- **Manages in the name, on behalf and under the control of the French State a wide range of insurance products, in order to:**
  - Promote and secure French exports and investments abroad
  - Rely on excellence in business support
  - Help SMEs and Mid Caps to bridge the gap to internationalization
  - Simplify the process by offering a single point of entry for French companies
- **The 5 products categories :**



# Main activities : a cofinancing continuum present in every key phase of business development



# 02

**INTERNATIONAL**



# Bpifrance abroad



## **Marine RICHEMOZ**

Export Advisor for Bpifrance  
USA & Canada  
[marine.richermoz@ext.bpifrance.fr](mailto:marine.richermoz@ext.bpifrance.fr)



## **Alban D'HERBES**

Area Manager Latin America  
[alban.dherbes@bpifrance.fr](mailto:alban.dherbes@bpifrance.fr)



## **Marie DESJONQUERES**

Deputy Area Manager Latin America  
[marie.desjonqueres@ext.bpifrance.fr](mailto:marie.desjonqueres@ext.bpifrance.fr)



## **Arnaud FLORIS**

Area Manager  
West, Central & North Africa  
[arnaud.floris@bpifrance.fr](mailto:arnaud.floris@bpifrance.fr)



## **Christophe PLASTRE**

Deputy Area Manager  
West, Central & North Africa  
[christophe.plastre@ext.bpifrance.fr](mailto:christophe.plastre@ext.bpifrance.fr)



## **Mourad CHOUÏQA**

Area Manager  
Eastern & Southern Africa  
[mourad.chouiqua@bpifrance.fr](mailto:mourad.chouiqua@bpifrance.fr)



## **Andréa LECUIR**

Deputy Area Manager  
Eastern & Southern Africa  
[andrea.lecuir@ext.bpifrance.fr](mailto:andrea.lecuir@ext.bpifrance.fr)



## **Jan KOSCINSKI**

Area Manager Germany, Central & Eastern  
Europe, Russia, & Caucasus  
[jan.koscinski@bpifrance.fr](mailto:jan.koscinski@bpifrance.fr)



## **Marianne WLASSEWITCH**

Area Manager ASEAN  
[marianne.wlassewitch@bpifrance.fr](mailto:marianne.wlassewitch@bpifrance.fr)



## **Guillaume EICHEINE**

Deputy Area Manager ASEAN  
[guillaume.eichene@bpifrance.fr](mailto:guillaume.eichene@bpifrance.fr)



## **Catherine DORGNAC**

Area Manager Middle East,  
Turkey and Central Asia  
[catherine.dorgnac@bpifrance.com](mailto:catherine.dorgnac@bpifrance.com)



## **Inès TAKI**

Deputy Area Manager Middle  
East, Turkey and Central Asia  
[ines.taki@bpifrance.fr](mailto:ines.taki@bpifrance.fr)

# International focus : the single interlocutor strategy

A unique offer to support the globalisation of French SMEs and Midcaps



A product range tailored to meet customers' needs



# Bpifrance in Africa : an historical and multidimensional commitment

## Accompanying

Business expeditions and accelerator programmes

## Insurance and Guarantee

Panel of solutions for French companies in their development in Africa (prospecting, facilitation of the issue of bonds and pre-financing by banks, securing exports and investments abroad, protection of currency fluctuations).

## Local presence



**Abidjan**



**Nairobi**



**Dakar** (opening soon)



## Financing

Export Credit and International Growth Loans: support to French companies in their development in Africa and financing solutions for their African partners (Public, Private, Sovereign)

## Investment

Investment in African private equity funds through the Averroes fund of funds scheme

## Technical assistance

Support to governments, development banks and innovation agencies in the creation of support instruments for SMEs and innovation



## EuroQuity Platform

Digital platform developed by Bpifrance to connect SMEs, investors and service providers

# 03

## **BPIFRANCE EXPORT INSURANCE**



# MARKET PROSPECTION REPAYABLE ADVANCE

FINANCE PROSPECTING EXPENSES AND INSURE AGAINST THE RISK OF EXPORT FAILURE

## ELIGIBLE COSTS

- Travel and stays abroad, salaries and expenses during the duration of travel
- Creation of an export department, recruitment, training, salaries and payroll taxes
- Marketing expenses, market research, legal advice, advertising, website creation and real product adaptation to the market
- Operating costs of a foreign location (sales agents, sales office, subsidiaries)
- Exhibitions, collective missions

**FROM €30 000**

**SMEs**

**Small MidCaps**

Sales revenues < 500 million

**Prospection**

2 or 3 years

**Deferred repayment**

2 years

**Repayment**

3 or 4 years

According to the sales revenues achieved in the guaranteed area with a minimum refund of 30%

**Guaranteed  
quota 65%**

1st bank transfer of  
50% of the advance  
as soon as the  
contract is signed

**All countries**

except political exclusion credit  
insurance

Submitting file on line :

**Bpifrance.fr**



# INTERNATIONAL GROWTH LOAN

FINANCE INTANGIBLE INVESTMENTS AND WORKING CAPITAL REQUIREMENTS  
RELATED TO INTERNATIONAL DEVELOPMENT

## TERMS AND CONDITIONS

### Constitution of the base:

- Intangible investments
- Tangible investments with a low pledge value
- External growth operations
- The increase in working capital requirements generated by the international development project

## AMOUNT

From €30 000 to 5m

SMEs MidCaps  
+ 3 years of existence

## SPREADING THE COST

5 years  
or 7 years with 2 years of  
deferred depreciation

## CONDITIONS

Unsecured loan  
Unallocated loan



# EXCHANGE RISK INSURANCE

NEGOTIATE AND EXPORT IN FOREIGN CURRENCIES WHILE NEUTRALIZING EXCHANGE RISK

<b>SMEs</b> <b>Mid Caps</b> <b>Big account Client</b>	<b>One guaranteed exchange rate</b>  From the offer submission to the last payment	<b>Garantie delivered directly</b>	<b>Individual export operations</b>
<b>Bonus partially refundable</b> in case of failure	Exchange rate improvement up to 70%	<b>100% compensation</b> for the exchange rate loss	More than <b>30 eligible currencies</b> with no minimum amount
		<b>All countries</b> except political exclusion credit insurance	<b>Online quotation simulator</b>



# INTERNATIONAL PROJECTS GUARANTEE

GUARANTEE YOUR EQUITY ALLOWING THE COMPANY ESTABLISHMENT BY CREATION, ACQUISITION OR DEVELOPMENT OF A SUBSIDIARY OUTSIDE THE EUROPEAN ECONOMIC AREA

## TERMS AND CONDITIONS

- The guarantee covers the economic risk of the foreign subsidiary, excluding political risk
- The guarantee is given to the benefit of the French parent company
- This guarantee may be delegated to banks financing the inputs of the French parent company

## QUOTA AND COMMISSION

- **Maximum quota:** 50%
- **Commission :** 0,50% per year of the amount of the guaranteed inputs

## RISK LIMIT

€1,5m on the same company or group of companies

## REASON FOR THE GUARANTEE TO BE INVOKED

- Opening of insolvency proceedings against the company established abroad
- Sale of shares if the company has lost more than half of its equity capital since the equity contribution, on the basis of the capital loss realized
- Voluntary cessation of activity due to an economic failure of the project (with the agreement of Bpifrance)

## DURATION

7 years maximum

## SMEs & MidCaps

+ 3 years of existence

## SELECTION CRITERION

Operations to create, acquire or develop foreign subsidiaries located in all countries except those in the European Economic Area are eligible



# KEY ELEMENTS

## 2018 FOR THE EXPORT DIVISION:



Total outstanding amount of  
**€65 billion**  
in credit insurance

**132**  
companies  
assisted in their export  
development in

**12**  
international missions

**1,855**  
offers of cover in market  
prospection repayable  
advance

**€204 million**  
claims paid out  
in credit insurance

Export contracts  
covered in  
**61** countries  
via credit insurance

**14,201**  
companies supported

### Main Results

**535**  
export bond policies  
and export working  
capital policies issued

Total amount  
of offers of cover  
**€16 billion**

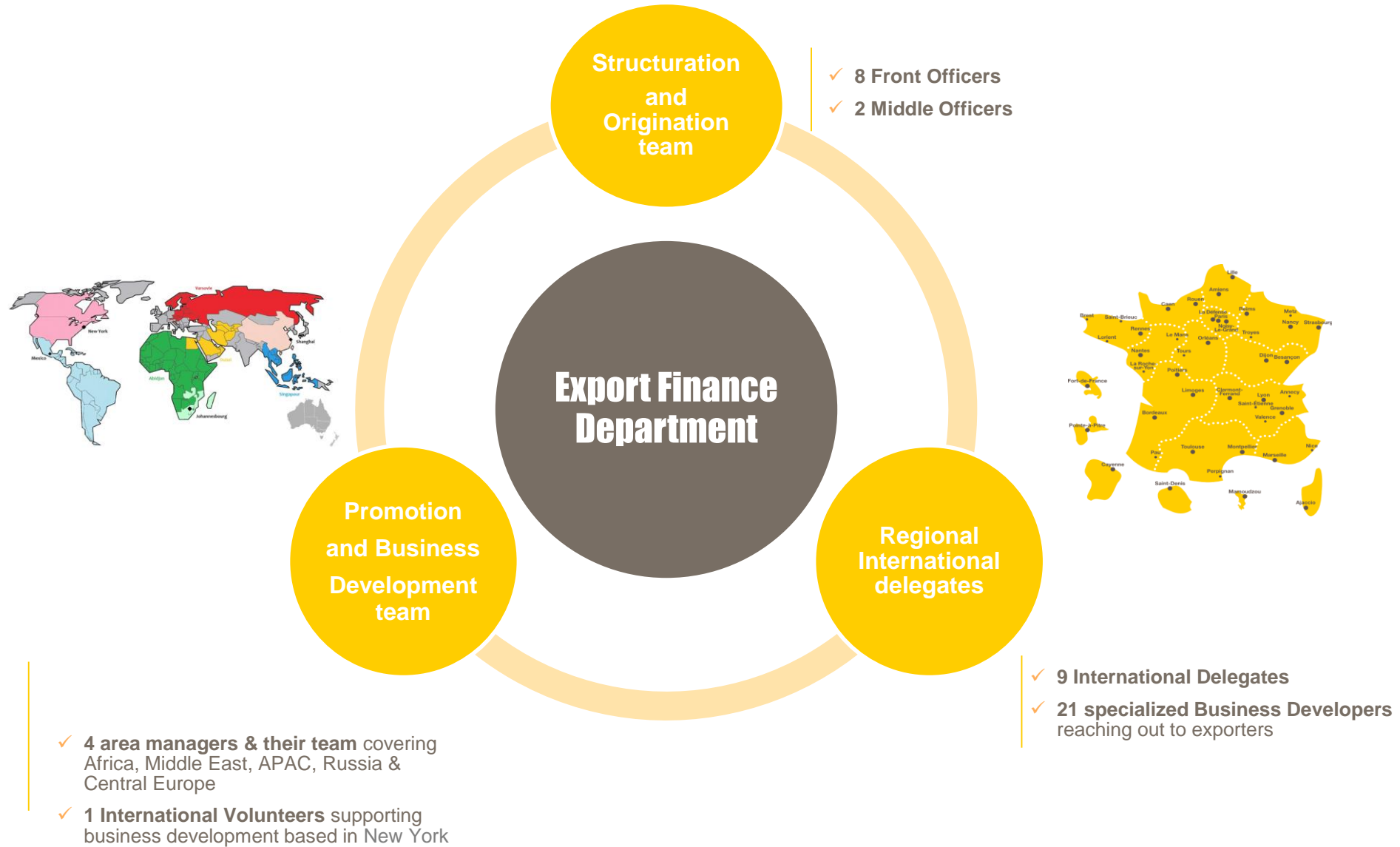
**€ 299 million**  
in buyer credits granted  
and purchase of supplier  
credits

Launch of the **Strategic  
Projects Guarantee**  
and **Pass Export**

# 04

## FINANCING

# Export Credit Solutions : Our Export Finance Team



# Export Credit Solutions : Our risk policy

❑ Contract	Bpifrance Export Finance team will support sales contracts (equipment/service/EPC) signed between a French exporter with a foreign buyer for an amount > EUR 1m
❑ Exporter(s)	<b>Corporate (SMEs, Mid-Caps or Majors) registered in France.</b> Supplying capital goods or services, engineering, turnkey projects
❑ Buyer(s)	<b>Sovereigns, quasi-sovereigns, public owned entities, or local Corporates.</b> Generally located in emerging markets. Bpifrance can accept that the “Buyer” is different from the “Borrower”. If needed : a third party guarantors is required (Bank, MOF, parent company...)
❑ Solutions proposed	✓ Buyer’s credit: Sole MLA and Lender for transactions from EUR5m to EUR25m Co-financing required for transactions from EUR25m to EUR75  ✓ Supplier Credit: From EUR 1m
❑ Currency	<b>Euro only</b>
❑ Export Credit Agency	<b>Bpifrance Assurance Export only</b>
❑ Country	in line with both French country policy and group guidelines
❑ Rules applied	<b>OECD Arrangement</b> / French DG Trésor guidelines / Bpifrance Assurance Export guidelines / Internal due diligence regarding Anti-Bribery & corruption, Anti Money Laundering and Risks
❑ Financing envelope	<b>Amount eligible to Bpifrance Assurance Export cover</b> Possibility to offer tied commercial loan to finance downpayment + part of the contract not eligible for BAE cover

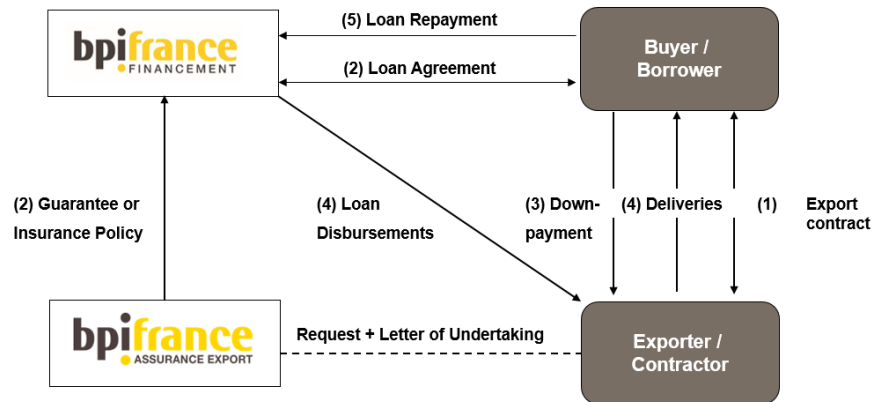
# Export Credit solutions : 2 solutions

As the French Public Investment bank, we can offer global financing solutions in the form of ECA backed loans: **Bpifrance Export Insurance covered facilities**.

Two options are available:

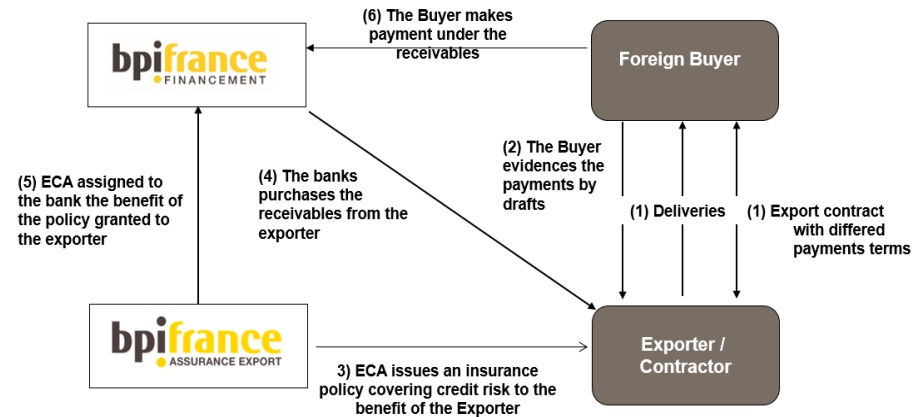
## The Buyer's credit

- Starting from **EUR 5M** up to **EUR 75M**  
Directly granted by Bpifrance to the buyer
- Currency: EUR
- Amount: Up to 85% of the export contract price as per OECD guidelines



## The Supplier's credit

- Starting from **EUR 1M** up to **EUR 25M**
- Loan granted by the French exporting firm to the buyer and later repurchased by Bpifrance
- Currency: EUR
- Amount: Up to 85% of the export contract price as per OECD guidelines



# Export credit solutions : selected credentials

<b>2019</b> <b>Sénégal</b>  Ministère des Finances Financement d'études préalables  7,3 M EUR Crédit acheteur couvert par Bpifrance A.E. <b>Lender</b>	<b>2019</b> <b>Tanzanie</b>  KOM Food Products Compny Ltd Fourniture de deux lignes d'embouteillage  9,2 M EUR Crédit acheteur couvert par Bpifrance A.E. <b>Lender</b>	<b>2019</b> <b>Ukraine</b>  Ministère des Finances Acquisition de 21 hélicoptères retrofités  65 M EUR Crédit acheteur couvert par Bpifrance A.E. <b>Lender</b>	<b>2019</b> <b>Niger</b>  Himadou Hamani Import / Export aquisition d'une ferme avicole  EUR 1.2M Crédit fournisseur couvert par Bpifrance A.E. <b>Assignee</b>	<b>2019</b> <b>Senegal</b>  Senelec Renforcement et fiabilisation du réseau électrique fourni par  EUR 25 M Crédit acheteur couvert par Bpifrance A.E. <b>MLA</b>	<b>2019</b> <b>Mali</b> <b>Soyatt</b> Fourniture de 40 camions Renault Trucks par  EUR 4,8M Rachat de crédit fournisseur couvert par Bpifrance A.E. <b>Assignee</b>
<b>2019</b> <b>Bénin</b>  Isocel SA Déploiement d'un réseau de fibre optique et d'accès à internet  6,2 M EUR Crédit acheteur couvert par Bpifrance A.E. <b>Lender</b>	<b>2019</b> <b>Arabie Saoudite</b>  Bassam Trading Company Acquisition de 10 unités mobiles de dépistage du cancer du sein  2 M EUR Crédit fournisseur couvert par Bpifrance A.E. <b>Assignee</b>	<b>2019</b> <b>Burkina Faso</b> COGE-OK International Convois tracteur, semi-remorques benne et station de concassage  2,8 M EUR Crédit Fournisseur couvert par Bpifrance A.E. <b>Lender</b>	<b>2020</b> <b>Mali</b> <b>Groupe Bathily</b> Fourniture d'équipements de concassage pour la production d'agrégats pour la construction  EUR 1,6 M Crédit fournisseur couvert par Bpifrance A.E. <b>Assignee</b>	<b>2020</b> <b>Tanzanie</b>  Acquisition d'une ligne de production de pain  EUR 5,8 M Rachat crédit fournisseur couvert par Bpifrance A.E. <b>Assignee</b>	<b>2020</b> <b>Bénin</b>  Ministère des Finances Acquisition de lampadaires solaires  EUR 20 M Crédit acheteur couvert par Bpifrance A.E. <b>MLA</b>
<b>2020</b> <b>Bénin</b>  Ministère des Finances Construction de l'hôpital d'Abomey-Calavi  EUR 40 M Crédit acheteur couvert par Bpifrance A.E. <b>MLA</b>	<b>2020</b> <b>Maroc</b>  Fourniture de 2 transformateurs électriques  EUR 1 M Rachat Crédit Fournisseur couvert par Bpifrance A.E. <b>Assignee</b>	<b>2020</b> <b>Sénégal</b>  Ministère des Finances Livraison de trois patrouilleurs de type OPV58 + équipements  EUR 100 M Crédit acheteur couvert par Bpifrance A.E. <b>MLA</b>	<b>2020</b> <b>Mauritanie</b> <b>TND</b> Fourniture d'équipements pour bâtiments avicoles  EUR 2,1 M Rachat Crédit Fournisseur couvert par Bpifrance A.E. <b>Assignee</b>	<b>2020</b> <b>Sénégal</b>  Ministère des Finances Contrat de pré-exploitation du TER de Dakar  EUR 25 M Crédit acheteur couvert par Bpifrance A.E. <b>Lender</b>	<b>2020</b> <b>Benin</b>  Ministère des Finances Fourniture de véhicules de collecte de déchets  10 M EUR Crédit acheteur couvert par Bpifrance A.E. <b>Lender</b>

# 05.

## INVESTMENT

# INVESTMENT

2018 figures

## Venture

**Direct** investments  
**Innovation** support expertise

**€2bn** AuM

**150** companies in portfolio

**~75** investment  
professionals o/w **25** experts

## Capital development

**Direct** investments

**€22bn** AuM  
of which **€12bn** AuM in listed large cap  
investments

**650** companies in portfolio

**~150** investment  
professionals

## Funds of funds

**Indirect** investments

**€9bn** AuM

**~3,000** companies indirectly  
invested

**~25** investment  
professionals

A unique investment management reach with **€33bn** AuM  
**800+** portfolio companies and **250** investment professionals



**Bpifrance is one of the largest and most active investment management companies in France...with a broad and diversified sectorial expertise**



# A tool to connect continents : EUROEQUITY



❖ **Build on the EuroQuity digital platform** as a cross-cutting networking device

► *Connecting African and French - European companies*

- ❑ **Amplify the support actions** and accelerate the connections between companies thanks in particular to the development of a EuroQuity Export community
- ❑ **Capitalize on the platform** to continue the development of communities in Africa and facilitate the connection between companies, investors and business partners in France and Europe
- ❑ **Create a community of companies underlying the Averroès funds on EuroQuity**, to enhance their visibility outside the continent and foster partnerships with French investors and companies
- ❑ **Creating a common framework** between Digital Africa (AFD Group) and EuroQuity

# Desks in Africa



## Arnaud FLORIS

Area Manager I West, Central & North Africa

[arnaud.floris@bpifrance.fr](mailto:arnaud.floris@bpifrance.fr)

+225 56 58 36 59



## Christophe PLASTRE

Deputy Area Manager I West,  
Central & North Africa

[christophe.plastre@ext.bpifrance.fr](mailto:christophe.plastre@ext.bpifrance.fr)

+225 69 57 44 86 / + 33 7 86 31 43 49



## Mourad CHOUÏQA

Area Manager I East &  
Austral Africa

[mourad.chouïqa@bpifrance.fr](mailto:mourad.chouïqa@bpifrance.fr)

+33 7 87 97 72 35

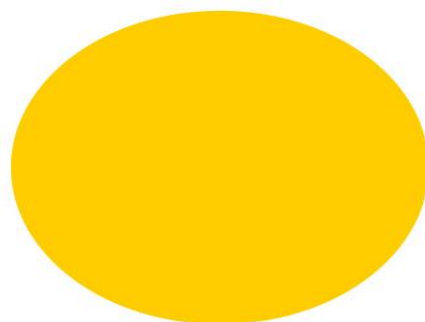


## Andréa LECUIR

Deputy Area Manager I East &  
Austral Africa

[andrea.lecui@ext.bpifrance.fr](mailto:andrea.lecui@ext.bpifrance.fr)

+33 7 87 10 49 44 / +254 7 48 18 83 31



**SERVIR**  
**L'AVENIR**

