bpifrance
SERVIR L'AVENIR

STATE HELP FOR STARTUPS IN GERMANY
THE ROLE OF FRENCH PUBLIC INVESTMENT BANK

FLORENT BUSCHIAZZO, REGIONAL MANAGER – GERMANY

FRIDAY, JANUARY 24TH, 2025

SUMMARY
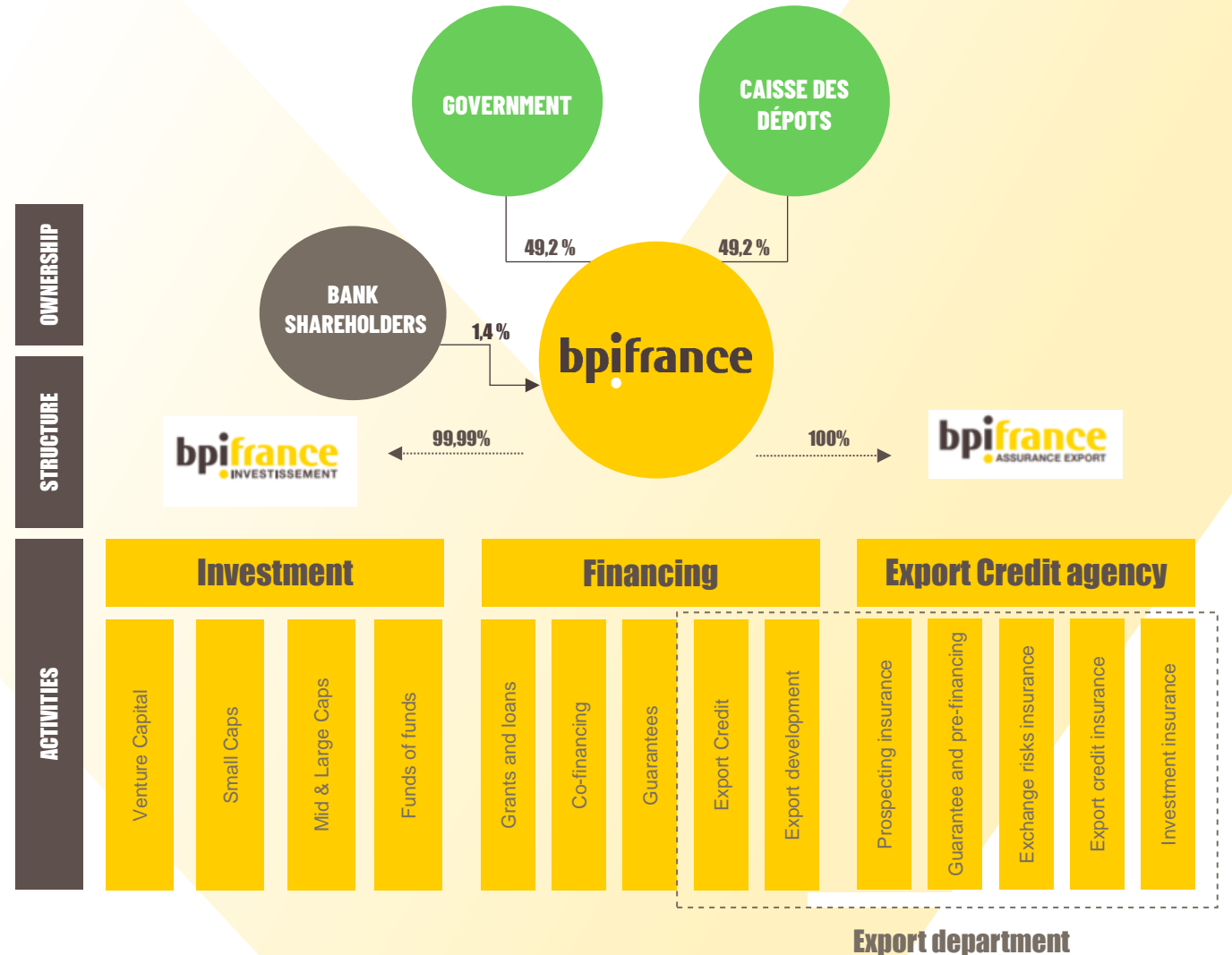
1. OUR MISSION

Bpifrance **finances companies – at every stage of their growth** - through loans, guarantees and equity.

Bpifrance supports companies in their **innovation** projects. We also support their **export activities** with a comprehensive range of products.

Our services for entrepreneurs also include consulting, academic, networking and acceleration **programs for start-ups, SMEs and larger companies.**

GOVERNMENT

CAISSE DES DÉPOTS

OWNERSHIP

BANK SHAREHOLDERS

49,2 %

49,2 %

STRUCTURE

1,4 %

bpifrance

bpifrance INVESTISSEMENT

99,99%

100%

bpifrance ASSURANCE EXPORT

ACTIVITIES

Investment				Financing			Export Credit agency					
Venture Capital	Small Caps	Mid & Large Caps	Funds of funds	Grants and loans	Co-financing	Guarantees	Export Credit	Export development	Prospecting insurance	Guarantee and pre-financing	Exchange risks insurance	Export credit insurance	Investment insurance

Export department

2. OUR STRATEGY

Bpifrance, Bank of entrepreneurs :

An continuum dedicated to the french industry and tech companies
- 1,2 bn€ invested in the capital of industrial SMEs
- 5,5 bn€ in innovation funds
- 50 Acceleration Programms underway

Bpifrance, Bank of decabornization :

Supports SMEs in their transition and greentechs:
- 7 bn€ granted for SME's green transition
- 2100 consultings service for energy optimization
- 2400 entrepreneurs which are members of the « Coq Vert » community

Bpifrance, Bank of the « FRANCE2030 » national plan

Dedicated to forster the Deeptech verticals
- Calls « Batteries facilities »: 569M€
- Calls « H2 »: 820M€

+6 000
Tech companies supported

63
BILLION € GRANTED TO COMPANIES

+80 000
COMPANIES SUPPORTED EACH YEAR

9,4
BN€ FOR INNOVATION

3. THE GERMAN FOOTPRINT

Florent BUSCHIAZZO
Düsseldorf, Germany
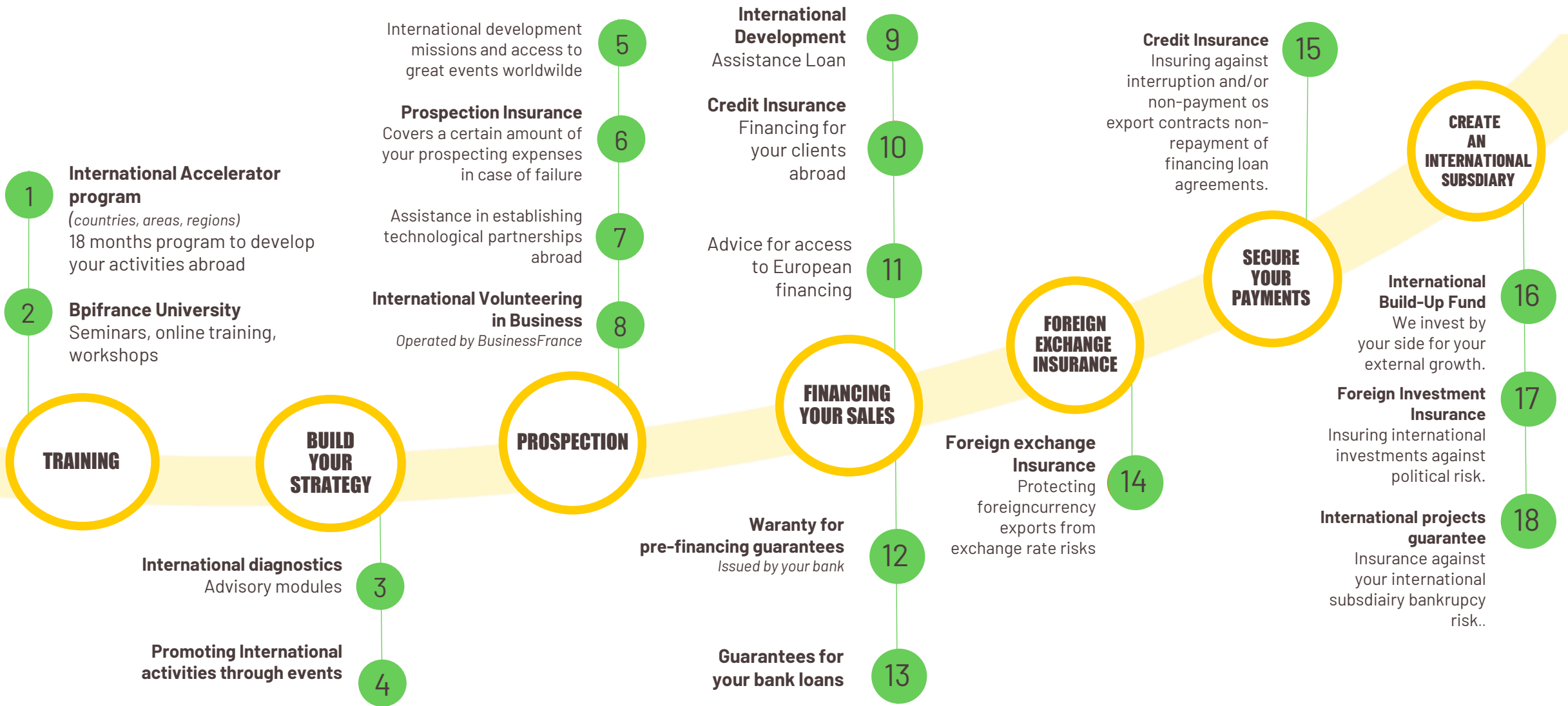Regional Manager – Europe
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4. THE TOOLBOX

TRAINING

1 **International Accelerator program**
(*countries, areas, regions*)
18 months program to develop your activities abroad

2 **Bpifrance University**
Seminars, online training, workshops

BUILD YOUR STRATEGY

3 **International diagnostics**
Advisory modules

4 **Promoting International activities through events**

PROSPECTION

5 International development missions and access to great events worldwilde

6 **Prospection Insurance**
Covers a certain amount of your prospecting expenses in case of failure

7 Assistance in establishing technological partnerships abroad

8 **International Volunteering in Business**
Operated by BusinessFrance

FINANCING YOUR SALES

9 **International Development**
Assistance Loan

10 **Credit Insurance**
Financing for your clients abroad

11 Advice for access to European financing

12 **Waranty for pre-financing guarantees**
Issued by your bank

13 **Guarantees for your bank loans**

FOREIGN EXCHANGE INSURANCE

14 **Foreign exchange Insurance**
Protecting foreigncurrency exports from exchange rate risks

SECURE YOUR PAYMENTS

15 **Credit Insurance**
Insuring against interruption and/or non-payment os export contracts non-repayment of financing loan agreements.

CREATE AN INTERNATIONAL SUBSDIARY

16 **International Build-Up Fund**
We invest by your side for your external growth.

17 **Foreign Investment Insurance**
Insuring international investments against political risk.

18 **International projects guarantee**
Insurance against your international subsdiairy bankrupcy risk..