

INVESTING IN SUSTAINABLE AND CIRCULAR BUSINESS MODELS: OUR EXPERIENCE WITH ANGEL INVESTMENTS AND BEST PRACTICES EXAMPLE

Gilles LE COCQUEN - Head of EuroQuity – Bpifrance

21/11/2019

01. What is Bpifrance?

02. How Bpifrance is connected with the Circular Economy

03. The ESIL experience through EuroQuity

04. Slovenian organizations in EuroQuity

05. What can we do to foster the Circular Economy through EuroQuity?

01.

What is Bpifrance?

Bpifrance Key Figures 2018

≈2,600

employees

48

local branches

€76.7 billion

Balance Sheet total

8 business lines

- Guarantee;
- Loan;
- Innovation;
- Fund of fund;
- Investment in SMEs & Mid-caps;
- Investment in large companies;
- Business Support;
- Export Insurance.

- **An investment bank:** co-financing, co-investment, partnerships;
- **A public bank** that offers a strong leverage effect on the market.

The **most active** sovereign fund in the world investing in new technologies

A FLEXIBLE AND CROSS-DISCIPLINARY
STRUCTURE, ORGANISED TO MEET CLIENTS'
NEEDS

- Regulated by the ECM
- Recognised by the market

One of the biggest fund management companies in Europe, specialised in SMEs and Mid-caps:

- €32.2 billion AuM
- 380 staff
- Regulated by the AMF (the French financial markets regulator)

4 values - Serving the Future:

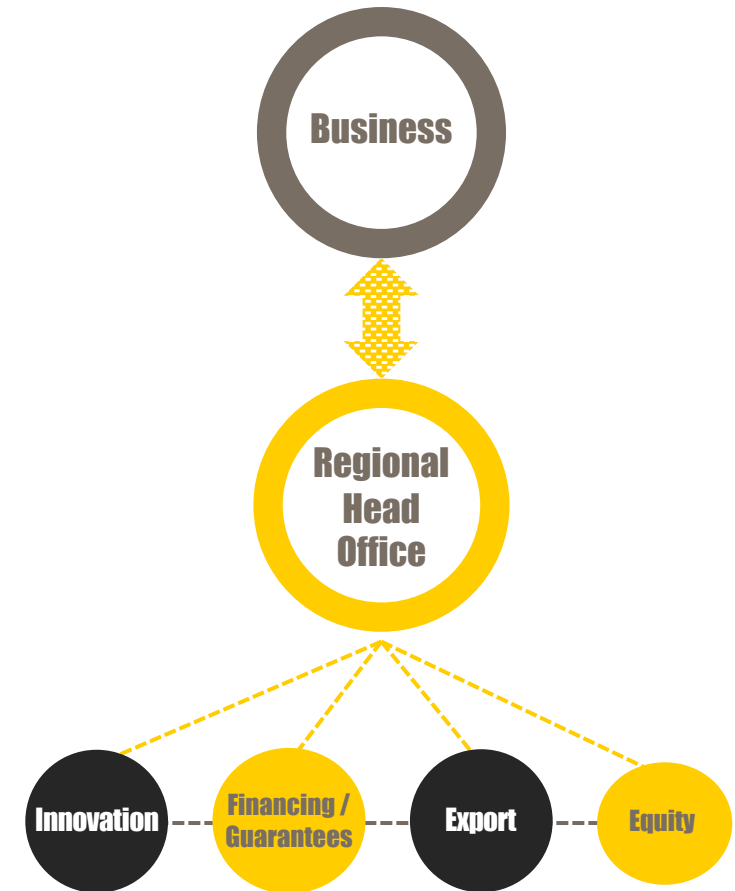
Simple, Accessible, Optimistic and Proactive

A structure designed to bring us **closer to entrepreneurs**

48 regional branches

90% of decisions taken regionally

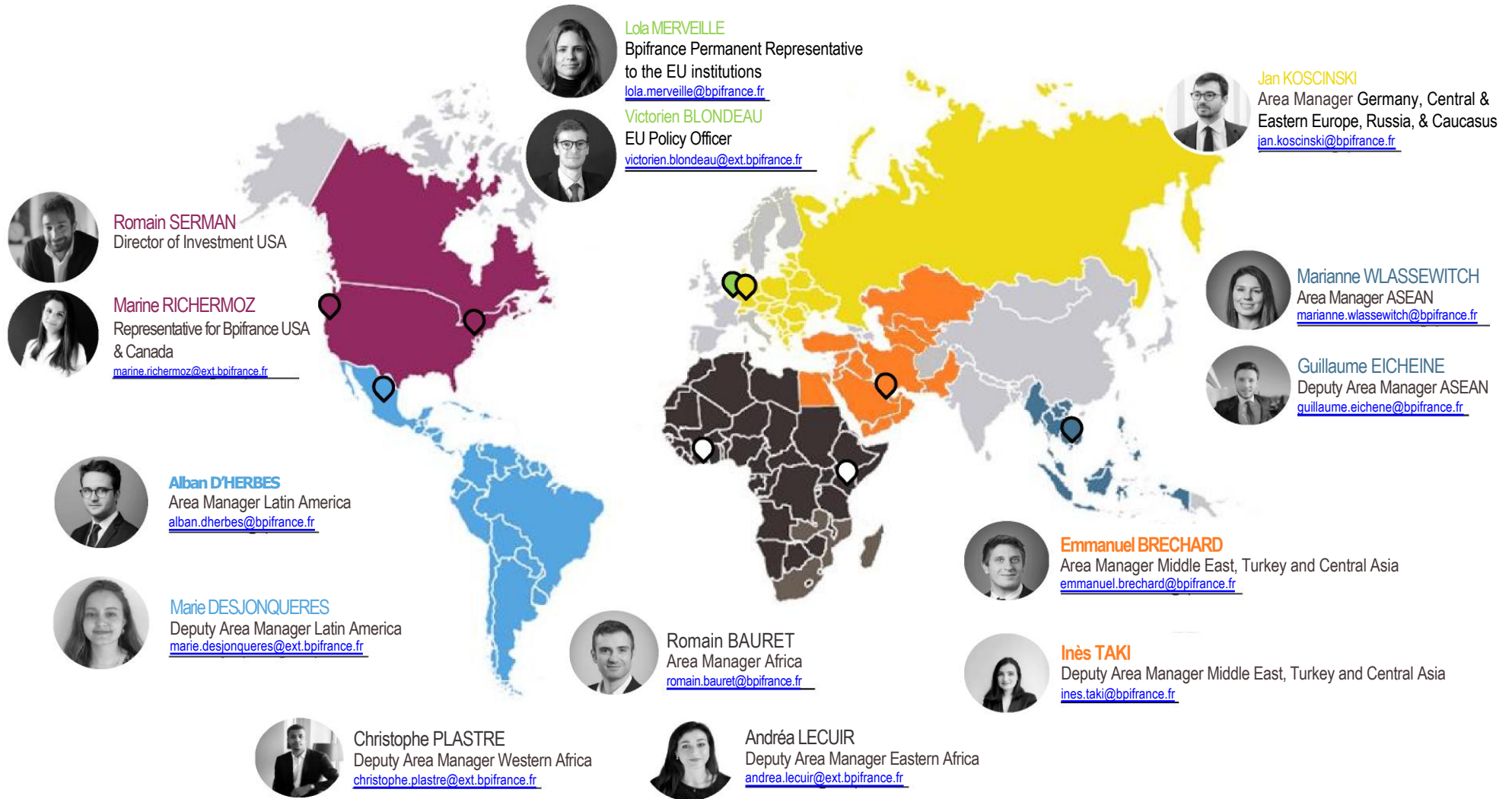
1 single point of contact for businesses



In every region:

- A financing / guarantee manager;
- An expert dedicated to export financing;
- One or more Business France representatives;
- An innovation manager;
- An investments manager;
- **Bpifrance** works in collaboration with regional authorities to develop financial solutions tailored to specific regional context.

International Team



A world map is centered on the slide, with regions color-coded to represent different areas of responsibility for the Bpifrance International Team. The regions include North America (purple), Latin America (blue), Europe (yellow), Africa (dark grey), Middle East and Central Asia (orange), and Southeast Asia (dark blue). Each region is associated with one or more team members, whose names, titles, and email addresses are listed next to their circular portrait photos. The team members are distributed across the map, with some individuals responsible for multiple regions.

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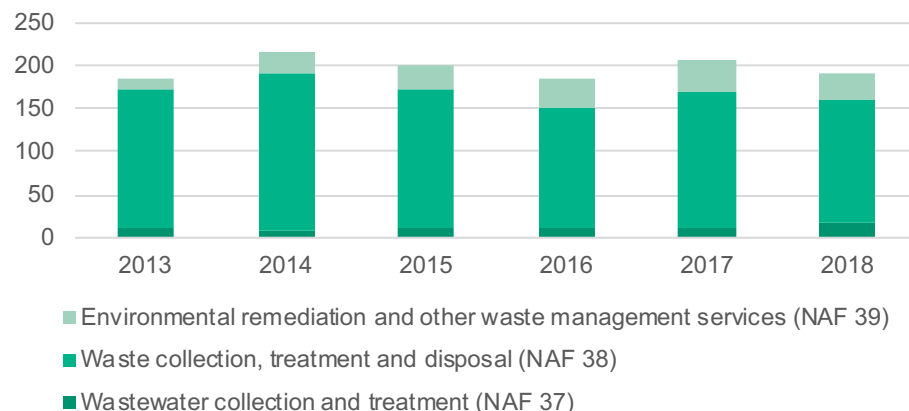
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02.

How Bpifrance is connected with the Circular Economy

Overview of the Bpifrance's actions over the 2013-2018 period

Bpifrance's support to the recycling, waste collection and treatment sectors



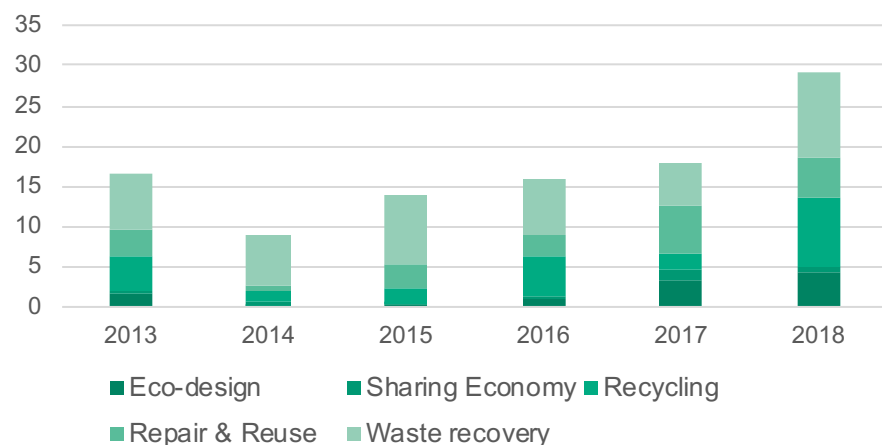
1225
companies



€1,2Bn

€880 M
in innovation financing;
€250 M
in guarantees;

Bpifrance's support to the innovative business ecosystem



125
companies



€102,43 M

€37,56 M
in guarantees;
€24,97 M
MLT Financing;
€19,26 M
Private Equity;
€18,94 M
Aid for innovation;
€1,7 M
Short-term Funding;

Bpifrance's funds

Development capital

« France Investissement Energie Environnement fund »

It aims to strengthen the equity of SMEs and mid-market companies in the ecological and environmental transition, including the circular economy.

- Created in July 2017
- 100M EUR
- Tickets from 0.5 to 7m EUR
- This fund aims to bring out mid-cap companies.

Environment Recycling –

A major French and European player for the recycling of waste electrical and electronic equipment.

Sources –

It is known for its ability to design and build water treatment plants.

Bpifrance's funds

Innovation capital (1/2)

« Cities of tomorrow fund »

Fund dedicated to SMEs involved in developing technologies and services related to the city of tomorrow.

- Invest in seed capital and venture capital
- 50M EUR
- Tickets are between 500.000 and 3M EUR.

PHENIX - (EUR 15m deal in equity)

The French pioneer and leader in the field of smart waste management.

Bpifrance, via its Smart Cities VC fund, co-lead a €15m financing round in PHENIX.

PHENIX has disrupted food donation in France, Spain and Portugal, addressing the devastating social and environmental issue of food waste.



Bpifrance's funds

Innovation capital (2/2)

« Ecotechnologies fund »

It targets equity and quasi-equity transactions, for minority equity investments, in innovative SMEs, mainly based in France.

- 150M EUR - systematically seeking a co-investment pari passu with private actors, in a wise investor logic.
- Tickets from 2 to 10M EUR

Ynsect -

The company transforms insects into animal feed, especially for farmed fish.

Bpifrance and different international family offices participate in this new round.

Ynsect integrates the circular economy into its business model in two ways:

- The droppings of their insects are transformed into fertilizer.
- Agricultural waste from neighboring farms is used to feed their insects.



Ynsect

Premium natural feed

Bpifrance's **accompanying companies and commitments**

Accelerator plastics and composites

The Federation of Plastics and Composites and Bpifrance have launched APC, a 24-month Accelerator program specialized in plastics and composites, the first program dedicated to SMEs in the sector to accelerate their growth and competitiveness.

- The objective of this program is to shift the business model of companies by incorporating the circular economy.
- 17 companies are benefiting from this program.

Commitments with several organizations



Targets planned for the period **2019-2023**

Stakeholders	Amount of support
Companies in the recycling, collection and treatment of waste sector.	200m EUR per year
Start-ups that develop new technologies and solutions.	EUR 17-20m per year between 2019 and 2023
Industrial SMEs in transition from a linear to a circular economy.	Still to be defined

03.

The ESIL experience through EuroQuity

ESIL Experience through EuroQuity



1st matchmaking site
of companies and investors
since 2008



STRONG PRESENCE
in Europe and Africa
International connections

EuroQuity:

It is an online matchmaking platform for investors, companies and their partners.

To date, EuroQuity has a proven track record of success with:

- + 20.000 companies
- + 1.000 investors
- + 1.000 business support services



E-pitch sessions and open deals
in-person



Access to international public and
private **acceleration projects**



International matchmaking
events



Thematic & sectorial
webinars

THE ESIL Experience - Early Stage Investing Launchpad

What is it?

ESIL aims:

- to improve angel investment market,
- to stimulate cross border investment opportunities,
- to find new deals,
- to connect the most relevant networks,
- and to build a tailored programme for angel investing local ecosystems.

Who is it for?

- Business angels
- Early stage investors
- Crowdfunding platforms
- Incubators and accelerators
- Entrepreneurs



Why join ESIL community?

- A unique training toolkit and connection to a pool of international experts
- Access to high quality deal flow from across Europe
- Support for building and developing your local investment ecosystem

THE ESIL Experience

The ESIL offer

Online



Matchmaking platform hosted on Euroquity, gathering business angels, other investors, crowdfunding platforms, companies, incubators and accelerators



Online pitching companies to get to know the most promising companies and find new deals



Webinars to learn new trends and share knowledge easily from your office

Offline



Intimate events to meet the most active and experienced investors and listen their inspirational talks



Stakeholders meetings to meet and engage your local ecosystems actors



Open days to learn more about tips and tricks of angel investing, network with international stakeholders and get the chance to increase cross-border deals




Study visits to accelerate the learning and the international connections



A comprehensive set of training to better understand how angel investing works and the potential of the collaboration with crowdfunding platforms and incubators/accelerators

Online offer: The ESIL Community on EuroQuity




ESIL - Early Stage Investing Launchpad

Early Stage Investing Launchpad has the overall objective of developing and boosting the activities for Business Angels through an international capacity building program
Brussel, Belgium 381 members

Last update November 13, 2019

OverviewMembersRelated certificationDataroomDiscussion



CROWDFUNDING PLATFORMS AND CO-INVESTMENTS

Thurs. 3 October 15:00 CEST


ESIL Empowering early stage investors

ESIL Webinar - Crowdfunding Platforms and Co-investments - Thursday 3rd of October at 15:00 CEST

This is the 4th and final session of "Crowdfunding Platforms and Co-investments" in this ESIL free webinar...

[See more](#)

LINKED CERTIFICATIONS




ESIL Local leaders

ESIL - Local leaders
This label recognises selected organizations which represent ESIL in their country and develop the seed investment ecosystem
17 members

Discussion flow

AllNewsDiscussionQuestion



Cristina CHUMACERO
Compagnon, Bpifrance - EuroQuity

ESIL Webinar - Due Diligence #3 - Wednesday 6th of November at 13:00 CET

November 5, 2019
Public

Why should you join this webinar?
Before investing money in a start-up, investors and entrepreneurs have to go through a Due Diligence process. Get familiar with the eight basic components you need to analyse and what exactly to dig deeper into. Learn where to find the information, how to structure the full process and do it as efficient as possible for both parties.

What will be covered?

- Why do investors conduct Due Diligence?

Online offer: The Digital Academy



Welcome Cristina CHUMACERO | CC

HOME



ESIL - Digital Academy

Welcome to the Digital Academy for the ESIL Community. You will find here trainings, documentation and pedagogic tools.

Resources and courses

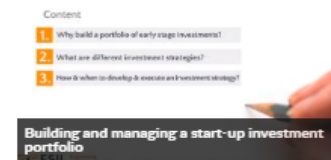
EN



Contents

- > Inspirational videos
- > Educational videos
- > Slides deck
- > Tools

New



The link between the **Circular Economy and EuroQuity**: epitching session

EuroQuity's services:

Cross-border e-pitch sessions

The screenshot shows a Zoom meeting interface. The main window displays a presentation slide with the following content:

- Logos for **bpi**france and **euroQuity** at the top.
- The **ESIL** logo in the center, with the tagline "Empowering early stage investors" below it.
- The text "ESIL e-pitch" and "Session starts at 5:00 pm" at the bottom.

The right sidebar shows the video feed with 7 participants. Below the video feed, the "Participants" list shows 23 people, categorized into "Active Speakers", "Hosts (3)", and "Presenters (6)". The "Hosts" list includes "Animation EuroQuity", "Animation EuroQuity 2", and "Jérôme Barel". The "Presenters" list includes "Ichorlabs_Dominik", "Knolyx - Adrian Sita", and "Modatta - Rodrigo Moretti and...". The "Conversation" section at the bottom is currently empty.

The bottom of the Zoom window shows a timeline bar with a play button, a volume icon, and a timer displaying "0:00:10/1:11:47".

The link between the **Circular Economy and EuroQuity**: pitching session

Participating companies

E-waste management / circular economy – Futuredata supported by Giacomelli Media

Futuredata is developing Ariadne, a Data-Driven Material Recovery System. Ariadne sorts sub-components of e-waste on the basis of their content in different raw materials. Once these components are selected, they are directed to an appropriate refinery in order to extract the raw materials and put them back on the market creating a circular economy in the electronic industry. **The whole process is Patent Pending at the Italian Patent Office.**

| 300K € sought – Italy

The screenshot displays the profile of the company Futuredata on the EuroQuity platform. At the top, there is a building icon and the word "COMPANY". Below this is the company logo, which consists of the letters "Fd" in a green, stylized font. Underneath the logo is the number "7" and the text "EQ SCORE". A descriptive paragraph follows: "Futuredata is an innovative start-up which promotes technologies and activities aimed at improving environmental sustainability, particularly in the electrical and electronics industry." Below the text are two buttons: "Genova, Liguria, Italy" (with a location pin icon) and "Send a message" (with an envelope icon). Further down, under the heading "Tags", there are three tags: "waste recycling", "Electronics", and "Valorization of wastes". At the bottom, there is a section titled "Stay up to date and promote us" which includes two icons: a plus sign in a circle with the number "1" above it, labeled "Follow", and a thumbs-up icon with the number "2" above it, labeled "Undo your like".

COMPANY

Fd

7
EQ SCORE

Futuredata is an innovative start-up which promotes technologies and activities aimed at improving environmental sustainability, particularly in the electrical and electronics industry.

📍 Genova, Liguria, Italy

✉ Send a message

Tags

waste recycling Electronics Valorization of wastes

Stay up to date and promote us

1
+
Follow

2
👍
Undo your like

The link between the **Circular Economy and EuroQuity**: pitching session


Participating companies


Biodegradable & compostable films for packaging – The New Pack supported by Giacomelli Media

Eco-friendly packaging film, 100% natural, biodegradable and compostable, has similar characteristics to plastic, it is transparent, weldable, shrinkable and printable, and does not emit toxic substances or Co2 (carbon dioxide); can replace about 70Millions Ton years of polluting plastic.

Sixty years history in the sector, ex producer and today traders of plastic films for packaging, clients located in many countries around the world, LOIs signed by leading worlds distributors (France, Italy, Germany, Switzerland, Austria, USA, Australia, New Zeland, China, India...)


| 3.0M€ sought – *Slovenia*



COMPANY


THE NEW PACK

4
EQ SCORE

Professionals in the packaging sector,we are different from the competition,our strength is technical support and advice.These services make our products the best on the market!We are a small organization with a huge potential for expansion.

 Central, Hong Kong, Slovenia


 Send a message


Tags

Packaging, pharmaceutical, cosmetic, papers, profiles,furniture,food,toys,electronics,beverage

Plastic films for packaging.

Stay up to date and promote us


Follow


Undo your like ¹

The link between the **Circular Economy and EuroQuity: Labels**

EuroQuity's features:

The importance of labelling



Certified members



ESIL - LOCAL LEADERS




















**Effinergie & Développement Durable
from Attijariwafa bank**



**Solar Impulse Efficient Solution
from Solar Impulse**

Online offer: EuroQuity - A match-making platform – companies leading the way to a circular economy

ZICLA	<p>ZICLA </p> <p>2 likes - 1 followers - EN FR </p> <p>Zicla is a company that specializes in the innovation of recycled products and waste management.</p> <p>We help other companies and organizations to turn their waste problem into a business opportunity that is dedicated to the environmental improvement of their operations.</p> <p>We develop, design, promote and sell quality recycled products, all of which are innovative, competitive and based on the concepts of a recycled product life cycle.</p> <p>...</p> <p>See more</p>		<div>More than 500 companies</div>	
	<p>Atlantide Environnement </p> <p>FR </p> <p>Circular Economy</p> <p>Atlantide Environment recycles plastics from urban, industrial wastes and from end of life vehicle into secondary raw material to be used in injection and extrusion industrial plastics processes. Its specific patented granulation process allows to obtain homogeneous granules of high quality without any chemical additives. To ensure its supply, Atlantide Environnement develops waste collection services to local and national waste...</p> <p>See more</p>			
	<p>Decomar Spa </p> <p>EN </p> <p>Decomar revolutionizes the dredging market (the market of sediment excavation to free ports, internal basins and all water bodies) with its patented innovative technology that solves the current issues of traditional technologies such as turbidity and loss of contaminants.</p> <p>The operational method is based on a circular economy closed loop model that allows sediment collection and disposal (in house classification) without ever entering in contact with the water...</p> <p>See more</p>		 COMPANY	4 EQ SCORE
	<p>Spawnfoam, Lda. </p> <p>EN </p> <p>Spawnfoam aims at disrupting the biocomposite market by substantially eliminate plastic use.</p> <p>Developed with an intrinsic circular economy logic, this new biocomposite material is based in agroforestry byproducts, strengthened with an organic adhesive. These biocomposites are environmentally friendly, complex and customizable. The current commitment of Spawnfoam involves the production and marketing of packaging, plantation pots and construction boards for...</p> <p>See more</p>		 COMPANY	4 EQ SCORE

04.

Slovenian organizations in EuroQuity

Slovenian organizations in EuroQuity



euroQuity



05.

**What can we do to foster
the Circular Economy
through EuroQuity?**

Fostering the Circular Economy through EuroQuity



Trust & confidence

Bring **trust and confidence** with first rank organizations supporting companies:

- acceleration programs;
- business angels networks;
- innovation agencies;
- and, investors.



Sector webinars

Organize **sectorial webinars** to create business opportunities commercial, industrial and technological between innovative companies and corporates



E-Pitch sessions

Animate for **specific companies e-pitching sessions**



**DISCOVER EUROQUITY
IN VIDEO**

INVESTORS, COMPANIES,

**ARE YOU READY TO MEET
YOUR FUTURE PARTNERS
IN GROWTH?**

JOIN FOR FREE

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