



## THE FRENCH AGENCY SUPPORTING LOCAL INVESTMENT AND EXPORT



## CAPITAL MARKETS OVERVIEW

APRIL 2018



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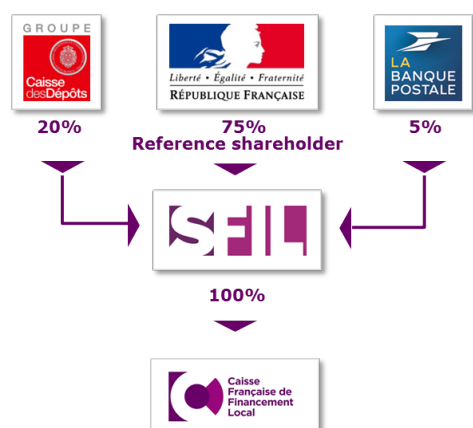
## A PUBLIC SETUP WITH TWO PUBLIC POLICY MISSIONS

SFIL was set up in 2013 by the French State to ensure a stable access to **long dated funding for the French local public sector**. Today, SFIL is the leading loan provider to the French local public sector in partnership with La Banque Postale.

*Two public policy missions*

In 2015, the French State entrusted SFIL with a second public policy mission to enhance the competitiveness of French exporters by setting up a **refinancing platform for French export loans**. The activity is limited to export loans benefitting from a French State guarantee. Today, SFIL is the **leading liquidity provider** for large export credit loans guaranteed by the French Republic.

SFIL is a **100% publicly owned fully regulated financial institution** supervised by the ECB. The French State as main shareholder is represented on the board of directors and the CEO is appointed by presidential decree.



With **total assets of EUR 72 billion**, SFIL is **7<sup>th</sup> credit institution in France**. CAFFIL as the covered bond issuer of the group - with the legal status of Société de Crédit foncier - is a 100% subsidiary of SFIL.

*100% public ownership*

As reference shareholder, the French Republic is committed to ensure that SFIL is able to **pursue its activity in an ongoing manner** and to honor its financial commitments at any moment. This commitment is documented via a **letter of comfort by the State** to the regulators.

*Strong commitment by the French Republic as reference shareholder*

Debt issued by SFIL is classified **HQLA Level 1** under the LCR delegated act. The classification is based on the legal obligation of the French government to protect the economic basis of SFIL and to maintain its financial viability (Art. 10.1.(e)(i), LCR delegated Act).

The business activity is limited to the refinancing of public sector assets leading to a simple and straightforward balance sheet. A **CET1 ratio of 22.6%** (Basel III fully loaded) reflects the strong level of capitalization. Long term refinancing is raised mainly via **issuance of covered bonds via CAFFIL**.

*Simple and straightforward balance sheet*

| <b>Total assets</b>  | <b>72.4</b> | <b>Total Liabilities</b> | <b>72.4</b> |
|----------------------|-------------|--------------------------|-------------|
| Loans and securities | 54.5        | Covered bonds            | 49.0        |
| Cash Assets          | 2.6         | SFIL bond issues         | 2.9         |
| Cash Collateral      | 2.4         | Shareholder refinancing  | 4.2         |
|                      |             | SFIL Commercial Paper    | 0.6         |
|                      |             | Equity                   | 1.5         |
|                      |             | Cash collateral          | 1.3         |

Main balance sheet items as of 31.12.2017, EUR billion

The credit ratings of SFIL reflect the status as public development bank with responsibilities for two key segments of the French economy. Ratings are **closely linked to the ratings of the French Republic** as reference shareholder.

| <b>Issuer Ratings</b> | <b>Moody's</b> | <b>S&amp;P</b> | <b>Fitch</b> |
|-----------------------|----------------|----------------|--------------|
| SFIL - Long Term      | Aa3            | AA             | AA-          |
| SFIL Short Term       | P-1            | A-1+           | F1+          |
| French Republic       | Aa2            | AA             | AA           |

## SOCIAL AND ENVIRONMENTAL RESPONSIBILITY



The **'Prime' corporate responsibility rating by Oekom** for covered bonds issuance by CAFFIL reflects the corporate responsibility of SFIL Group.

As leading finance provider for the French local public sector SFIL plays a **key role in financing investments in schools, nurseries, local public transport and in public healthcare facilities.**

*'Prime' corporate responsibility rating by Oekom*

*Focus on financing social infrastructure*

*Strict framework for the export financing business*

The export financing activity is limited to the refinancing of loans compliant with **OECD environmental and social guidelines**. Export loans refinanced by SFIL are subject to a **social and environmental due diligence by BPI France Assurance Export** - for sensitive projects, a social and environmental impact analysis is publicly available. Energy projects based on coal energy are excluded from the French public export guarantee mechanism.

SFIL is committed to expanding its environmental policy and to reducing its CO<sub>2</sub> emissions and overall ecological impact – the **Sustainable Development Committee**, established in 2015 plays a key role in this process.

## LEADING LENDER TO THE FRENCH LOCAL PUBLIC SECTOR

Under the partnership agreement with La Banque Postale, all loans to the French local public sector refinanced by SFIL are **originated via the network of La Banque Postale**. This setup has become the leading loan provider to the French local public sector with a **market share between 20% and 25%**.

*La Banque Postale as commercial partner*

The scope of the lending business is strictly limited to French local public sector. Loan proposals are priced at the going market rate, there is **no subsidization** of loans to the local public sector. SFIL keeps **full control of credit risk** for any new local public sector loans.

New lending in 2017 amounted to **EUR 3.4 billion** with **municipalities representing around 70%** of the activity followed by Départements (districts) with 15% and French Régions with 3%. Public hospitals represented 12% of the 2017 lending activity.

Looking ahead, the local government sector is expected to play a key role in the **EUR 57 billion public investment** plan announced in Sep-

tember 2017 focussing on four key areas:

- ecological transition
- competitiveness via innovation
- the learning society
- building the digital state

*Public investment plan to involve local government*





## REFINANCING OF FRENCH EXPORT CONTRACTS

For the refinancing of export loans, SFIL acts as refinancing platform for banks working with French exporters. The refinancing activity is limited to **100% French government exposures**. Export credit guarantees are managed by Bpifrance Assurance Export with the insurance provided directly by the French Republic.

*Activity limited to export loans guaranteed by the French Republic*

Framework agreements are in place with **23 banks covering more than 95% of the market**. Since 2016, **over EUR 3.3 billion export loans** guaranteed by the French Republic have been refinanced. With a **refinancing volume of EUR 2.6 billion** and a **market share above 50%** in 2017, SFIL has become the leading liquidity provider in this market. The objective for 2018 is a **refinancing volume of EUR 2 billion**.

*Leading liquidity provider*

|   |   |  |  |
|---|---|--|--|
|  <p><b>Stx France</b><br/>EUR 550 m</p> <p><i>Refinancing of two cruise ships 2016</i></p> |  <p><b>GE France</b><br/>EUR 95 m</p> <p><i>Refinancing of a gas power plant 2016</i></p> |  <p><b>Stx France</b><br/>EUR 2.4 billion</p> <p><i>Refinancing of five cruise ships 2017</i></p> |  <p><b>GE France</b><br/>EUR 125 m</p> <p><i>Refinancing of electric sub-stations 2017</i></p> |
|---|---|--|--|

*Selected transactions - 2016 and 2017*

The State has announced plans to widen the scope of the French public export guarantee mechanism - and the mission of SFIL - **to include strategic projects for the French economy** from 2019 onwards.

## GROUP FUNDING STRATEGY

SFIL **uses four instruments** to fund its activity:

- Credit facilities provided by the shareholders
- Long dated covered bond issuance
- Benchmark issuance by SFIL
- Commercial Paper issuance by SFIL

*Four sources of funding for the group*

**Credit facilities** are provided by the shareholders **CDC and La Banque Postale** with an amount of EUR 4.2 billion drawn as of December 31<sup>st</sup> 2017.

**Covered bonds** under Obligations Foncières format issued by CAFFIL represent the **main source of funding** with planned 2018 issuance between **EUR 4 and 6 billion** and close to EUR 50 billion outstanding covered bonds.

SFIL is a **regular benchmark issuer in the agency** market with planned 2018 issuance between **EUR 2 and 3 billion**. The current outstanding is above EUR 4 billion equivalent.

*Diversification via direct issuance by SFIL*

In addition, a **French domestic Commercial Paper Program** has



been set-up to diversify sources of short dated funding with an **average outstanding around EUR 600 m.**

### CAFFIL - LEADING COVERED BOND ISSUER

CAFFIL is the **leading public sector covered bond issuer** with close to EUR 50 billion outstanding covered bonds. Covered bonds issued by CAFFIL are **CRR and UCITS compliant** with a 10% risk weighting, classified as LCR level 1 and eligible for purchases under the European Central Bank Covered Bond Purchase Programme. All covered bonds are issued with a **hard bullet format and ECBC Label compliant.**

The covered bond ratings of CAFFIL are capped one notch above SFIL and the sovereign for S&P and at the same level as the sovereign in the case of Fitch

*Strong credit ratings*

| <b>Issuer Ratings</b> | <b>Moody's</b> | <b>S&amp;P</b> | <b>Fitch</b> |
|-----------------------|----------------|----------------|--------------|
| CAFFIL                | Aaa            | AA+            | AA           |
| SFIL                  | Aa3            | AA             | AA-          |

CAFFIL is a leading benchmark issuer in the long maturity segment with **60% of issuance since 2013 with a maturity above 10 years.** Benchmark issuance is complemented by regular private placement activity under **Registered Covered Bond and EMTN format** with focus on long maturities.



For the year 2018, CAFFIL plans to issue **between EUR 4 and 6 billion in the covered bond market** via benchmark transactions and private placements.

### SFIL - NEW FRENCH AGENCY ISSUER

Debt issued by SFIL is classified as **LCR Level 1** based on the legal obligation of the French government to protect the economic basis of SFIL and maintain its financial viability (Article 10.1.(e)(i), LCR delegated Act). In addition, debt issued by SFIL is eligible for asset purchases under the **Public Sector Purchase Programme.**

*LCR Level 1 classification*

SFIL issued a first **EUR benchmark transaction in October 2016** with a volume of EUR 1 billion and a maturity of 8 years. The **inaugural USD benchmark** transaction was launched in June 2017 with a volume of USD 1 billion and a maturity of 3 years

*Regular benchmark issuance in USD and EUR*

SFIL is a regular benchmark issuer in the agency market, both in the USD and in the EUR market. For 2018, SFIL plans to issue benchmark transactions with a **total volume between EUR 2 and 3 billion equivalent.** Focus of issuance will continue to be on **short and medium maturities.**

*Tickers*

SFILFR &lt;Govt&gt;

CAFFIL &lt;Govt&gt;

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