



- *Energy Transition is a major collective concern that a cooperative bank must know how to address*
- *Reaffirm the strength of the short banking circuit (local savings finance local projects) to enable savers to become players in Energy Transition on their territory.*

# BANQUE DE LA TRANSITION ÉNERGÉTIQUE



par Banque Populaire Auvergne Rhône Alpes



## KEY PRINCIPLES

- *Make a decisive contribution to financing the Region's Energy Transition*
- *It was time to renew the original cooperative promise by inventing new ways of banking intermediation with local ecosystems.*

## THE AMBITION TO BE THE KEY PLAYER IN FINANCING THE ENERGY TRANSITION

### 1. A dedicated organization : BTE

- Operated by BP Aura
- Based on banking intermediation
- Provides a transparent response to the demand for responsible savings

### 2. Favouring partnership

- Regional institutional actors
- Local innovative companies
- BPCE Group

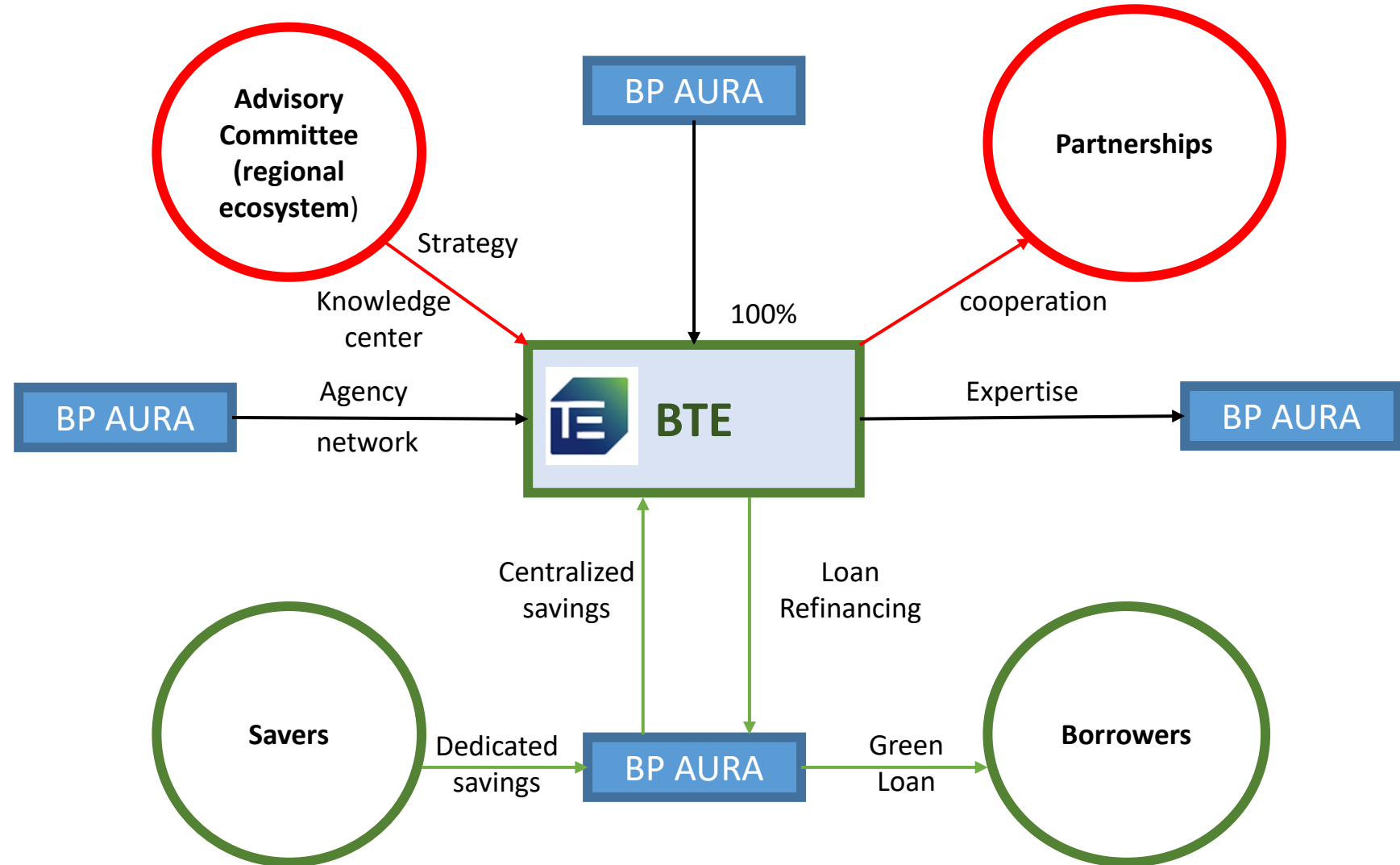
### 3. Open to innovation

- Operating process
- Financial support
- For Energy Transition entrepreneurs

# THE BTE

- *Strongly integrated into the regional Energy Transition ecosystem*
- *BP Aura's stakeholder who brings an energy specialization that is missing today*
- *Allows a specific intermediation of savings collection strictly dedicated to the financing of the energy transition.*

## OVERVIEW





## THE BTE

- *To embody BP Aura's strategic commitment to be a major player in the Energy Transition on its territory.*
- *Create an easily recognizable "one-stop shop/Single Window" for all Energy Transition issues, both internally and externally*
- *To be at the heart of everyone's reflections to find solutions adapted to each arising challenge*

## WHY A DEDICATED ORGANIZATION?

**At the junction of multiple interests, the BTE is an instrument of convergence for :**

- **Savers** who wish to give meaning to their savings,
- Project leaders seeking funding and advice,
- **Local and regional authorities** looking for relays for the implementation of their public policies,
- **BP Aura** lacks expertise and specific offers on these subjects,
- **BPCE Group**, for the implementation of the 11<sup>th</sup> Principle of the code of conduct and ethics: "to act effectively to protect the environment and to move towards a low-carbon energy economy",
- **In short, all those involved in the Energy Transition who need a specialized and referent trusted third party, embodied, easily identifiable and accessible.**



## THE CONTRIBUTION OF THE BTE

- *A banker doesn't lend if he doesn't understand*
- *Need to have a dedicated center of expertise within the network of agencies*
- *The BTE is not a bank, it does not carry customers or credit.*
- ***The Energy Transition Bank is BP AURA***

## BTE : PROVIDING EXPERTISE

### 1. Better meet existing demand

- BP Aura's network of agencies is already often solicited for the financing of energy transition projects, particularly in renewable energies, but due to a lack of expertise, their treatment is not optimal (deadlines and quality).
- The first contribution will be :
  - To bring expertise to the network in terms of technical advice and financial analysis,
  - To define a precise framework for the apprehension of the subjects and the assembly of the files: technical elements to be obtained, business plans of reference by type of energies (PV, wind, metha, hydro...), adequate guarantees to be retained, ...
  - To take a position (expert opinion) on the files.
- As the credits are granted by the bank, the BTE has neither the vocation to open accounts nor to carry credit portfolios. It is BP Aura, the Banker of the Energy Transition, BTE being only its enforcer.



## THE CONTRIBUTION OF THE BTE

- *Today, a standard offer with little differentiation and poorly adapted to the challenges*
- *The offers must be co-developed with the stakeholders of the territorial Energy Transition.*

## BTE : OFFER AND PARTNERSHIP

### 2. Co-build a differentiating offer

- **Our offer today is essentially limited to :**
  - Classic bank financing offers,
  - On savings side, lack of traceability of the supports dedicated to the transition,
  - Nothing about investment in auto-consumption, energy renovation of private condominiums or eco-mobility.
- **BTE's mission is to invent suitable offers.**
  - This cannot be decreed, but will require exchanges with the various stakeholders to build an offer adapted to the challenges of the transition,
  - The capacity of the BTE to integrate the territorial ecosystem will be crucial,
  - The principle of co-building the offer is essential, including with BPCE and other Banques Populaires or Caisses d'Epargne that have been able to deploy innovative offers at their level.



## BTE IN CONCRETE TERMS

- *Project matured for nearly a year*
- *Effective creation: June 1st, 2020*
- ***Operational since September 15th, 2020***
- *Mobilizes all BP Aura beyond the BTE alone with 22 correspondents in the network*

## MOVING FROM CONCEPT TO ACTION

### IT WAS ABOUT TIME !

- A long maturation of the project in the continuity of the creation of the OSER fund in 2013, chaired by BP AURA from its creation until the end of 2019
- A project launched at the beginning of March 2020 within BP AURA, mobilizing more than 30 employees within the bank.
- A dedicated team of 5 people since June 1st, with dedicated operational relays within **the branch** network.



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