



PRESS RELEASE

Monitoring the implementation of government measures to promote exports and French exporting businesses

Paris, April 22, 2020 - One month after the announcement of the first measures taken by the French government to support **businesses**, and the announcement on March 31, 2020, of a specific financial support plan for exports, **Jean-Yves Le Drian**, Minister for Europe and Foreign Affairs, **Jean-Baptiste Lemoyne**, Secretary of State to the Minister for Europe and Foreign Affairs, and **Agnès Pannier-Runacher**, Secretary of State to the Minister for the Economy and Finance, brought together public and private export stakeholders on April 17, 2020, to discuss the consequences of the Covid-19 epidemic on French foreign trade and exports.

of the first results of the actions carried out as part of the government's exceptional support plan for exporters, announced on March 31, 2020, has been drawn up:

- The offer of massive, free information on foreign markets from Team France Export proved extremely popular, with more than **21,000 country sheets consulted during the first week of the website** dedicated to the situation of the markets being live.¹
- The replacement of canceled in-person events and trade shows, with **an alternative program of nearly 170 webinars**, began just over two weeks ago, with four large online meetings, bringing together more than 7,600 participants.
- **Remote prospecting and product presentation services, by videoconference, have enabled numerous business meetings to be concluded.** These innovative formats will be offered on a larger scale to French SMEs and mid-size companies wishing to sustain their export activities.

Between March 30 and April 17, 2020, across France's regions, the **Team France Export International Advisors** within the **Chambers of Commerce and Industry** and the **Team France Export International Business Managers**, based in the **regional directorates of Bpifrance**, were able to present, during individual meetings, **these tools and measures** to 3,500 French exporting SMEs and mid-size companies.

Bpifrance re-iterated its emergency plan, which enables them to support export **businesses** facing the immediate consequences of the Covid-19 crisis, by securing their cash flow, and to ensure their international rebound following the pandemic.

¹ <https://www.teamfrance-export.fr/infos-pays-covid-19>

On the financing side, it includes three exceptional measures to support French export **businesses** and to enable them to maintain their positions on international markets.

- The granting of state guarantees, through Bpifrance, for guarantees and pre-financing of export contracts is re-inforced, to secure the cash flow of export **businesses** and enable them to maintain their positions.
- Advances on prospecting expenses, which are currently being carried out by the Prospecting Insurance team, will be extended by one year.
- A capacity of €5 billion will be provided to short-term export credit insurance so that they can maintain their positions thanks to the “Cap Francexport” system.

Team France Export

The union of public key players supporting the international development of French **businesses** and private key players offering solutions, within a “Team France Export”, aims to offer SMEs and mid-size companies in France a clear, efficient and adapted system. It offers a continuum of solutions, from preparation to international launch: from the French regions, in which there are “one-stop shops for exports,”* to foreign markets, where a “single Team France Export correspondent”** will guide SMEs towards solutions that meet their needs.

* These one-stop shops in France’s regions combine the strengths of the founding members of Team France: the Regional Councils, the Chambers of Commerce and Industry, Bpifrance and Business France.

** The single Team France Export correspondent abroad can be Business France or a private key player in a certain number of countries targeted by public service concessions.

About Business France

Business France is the national agency supporting the international development of the French economy, responsible for fostering export growth by French **businesses**, as well as promoting and facilitating international investment in France.

It promotes France’s companies, business image and nationwide attractiveness as an investment location, and also runs the VIE international internship program.

Business France has 1,500 personnel, both in France and in 56 countries throughout the world, who work with a network of partners.

Since January 2019, as part of the reform of the state support system for exports, Business France has given private-sector partners responsibility for supporting French SMEs and mid-size companies in the following markets: Belgium, Hungary, Morocco, Norway, the Philippines and Singapore.

For further information, please visit: www.businessfrance.fr [@businessfrance](https://twitter.com/businessfrance)

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