

Natixis Energieco

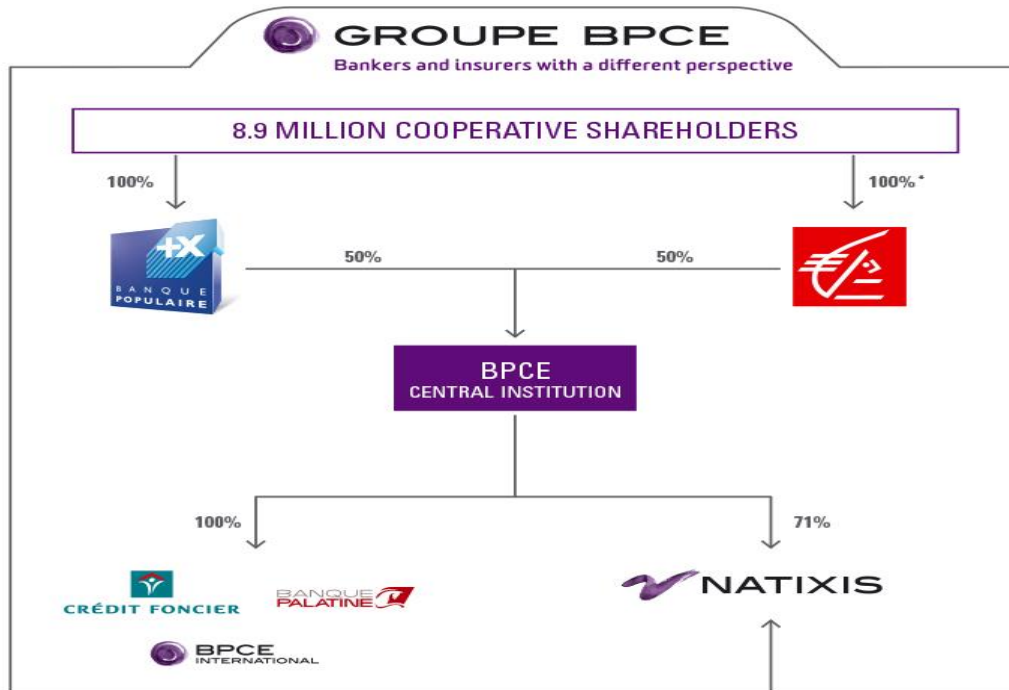
*financing wind farms with a
citizen sponsoring.*



Natixis Energeco within Groupe BPCE

the group's specialized renewable pure-play financing entity

ORGANIZATION CHART OF GROUPE BPCE AT OCTOBER 30, 2015



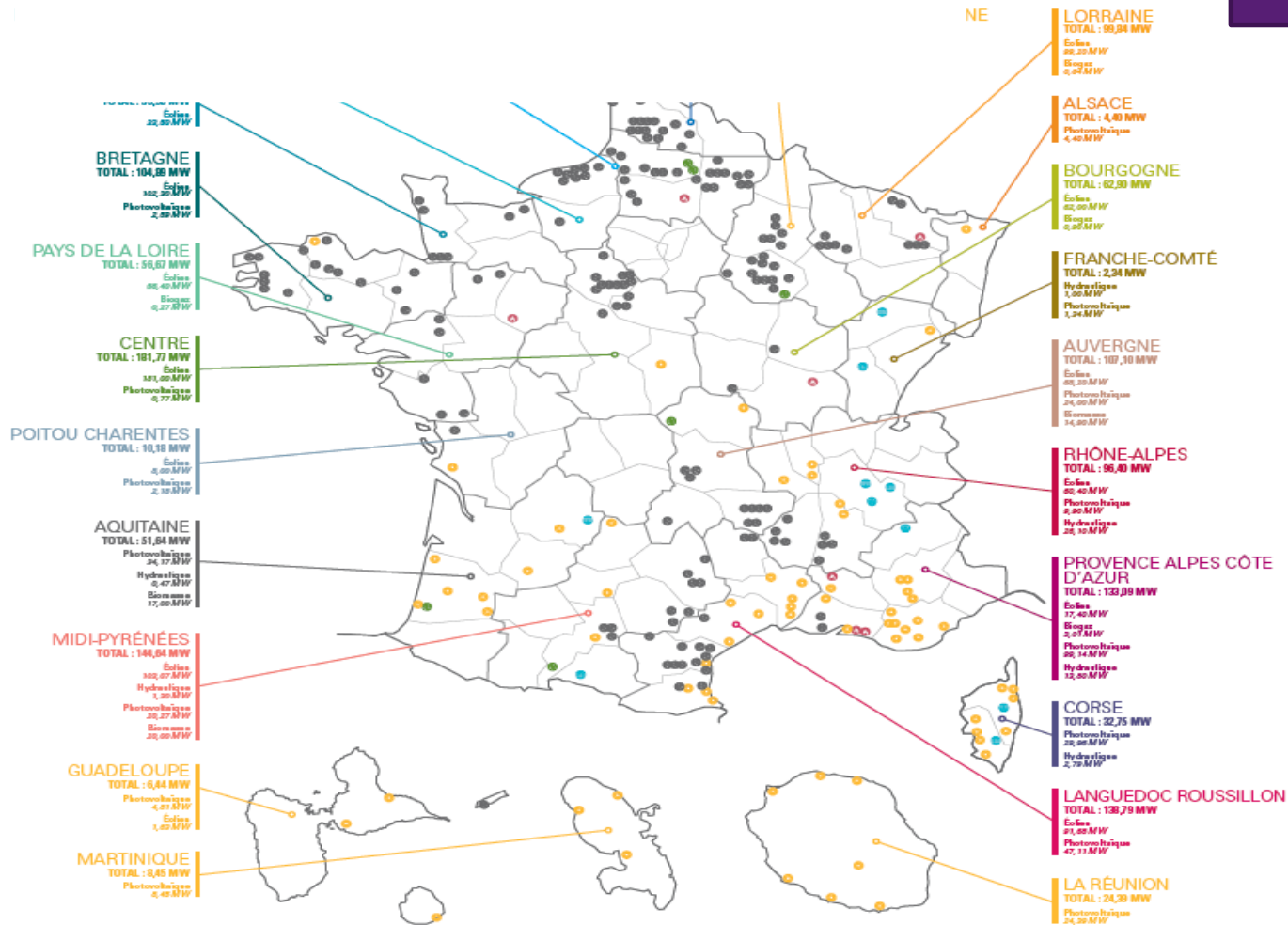
Natixis Energeco
financing renewable energy and circular economy projects

- Dedicated to mid-cap client of BPCE shareholders
- 2,7 Gwe of financing for the past 15 years
- 300 power plants under portfolio management

Natixis Energeco

Track record

2,7 GWe



The Case : Wind farm de la Jacterie

*One group sharing common values inside a local landscape
one wish : « to make energy from wind, our wealth !*

One target : become majority stakeholders of a local wind farm

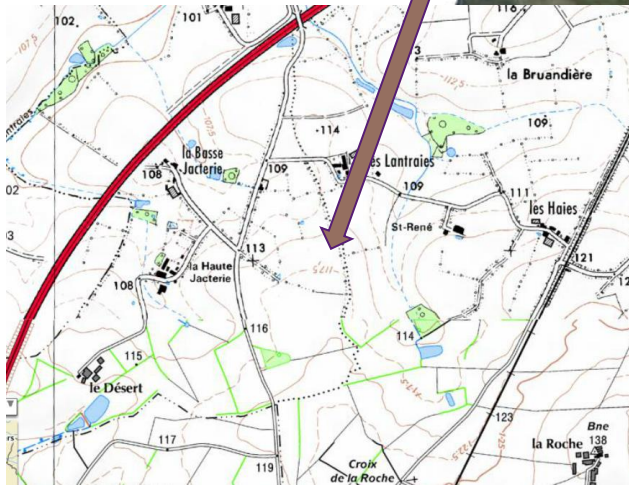


Founders of the partnership ATOUT VENT
(Farmers, citizens, craftsmans)



Sourcing the asset

Location :
Pays de la Loire
Maine et Loire



Main figures
Power : 12,5 MW
Turbines : 5 X N100
Hours of wind/year : 2256
23000 MWh/year
Providing electricity for 7100 houses

Primary co-development by Nordex and David Energies

How to make it happen ?

The issue is to raise a capex around 20 Meur, with :

A lack of experience in the wind energy sector

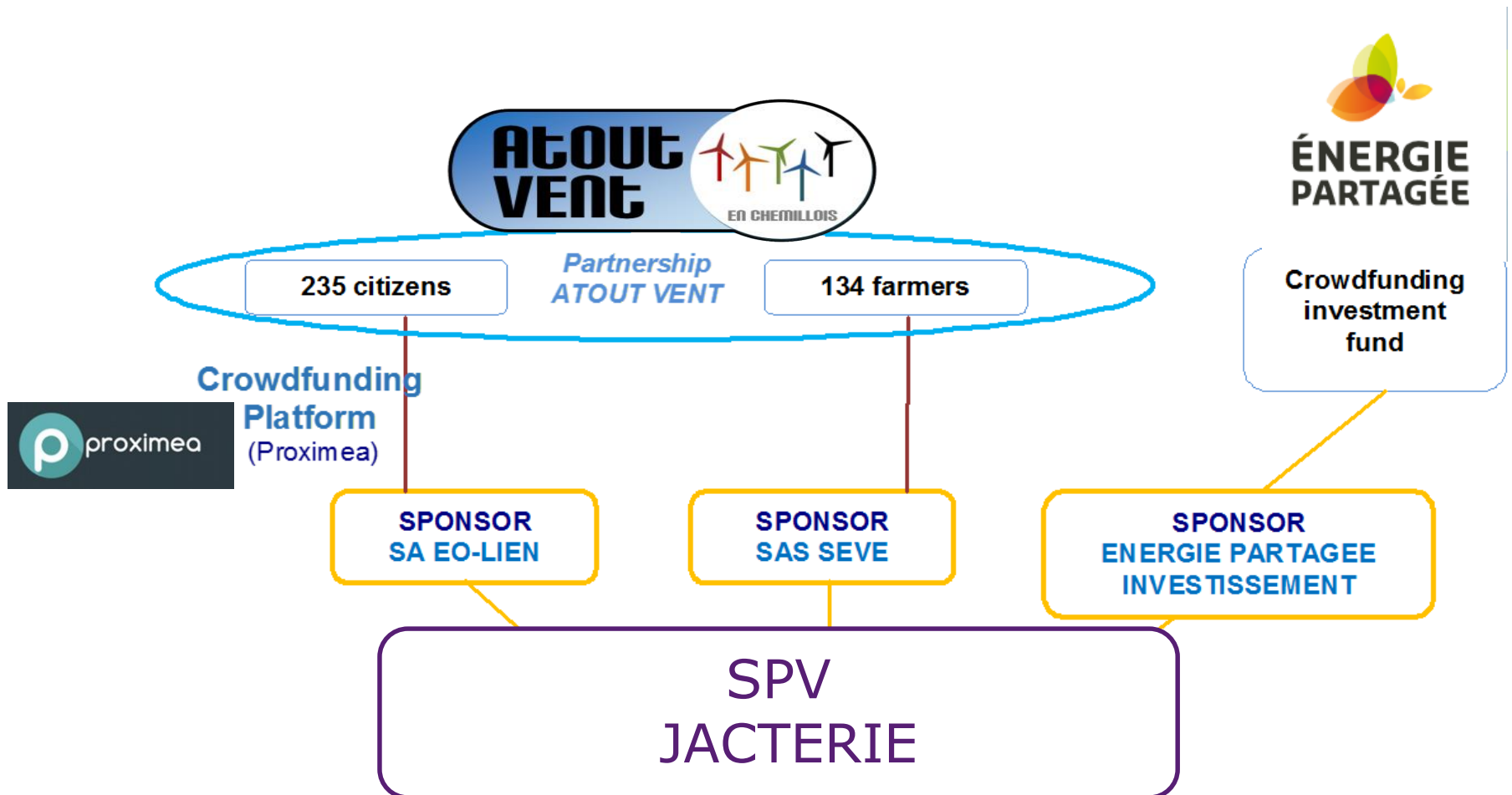
No experience and no money

A complex french regulation for raising funds from more than 150 persons

.....But a very strong willingness to undertake

The answer is :

For the equity side



The answer is : For the debt side



Crowdfunding Platform (Proximea)



56 %

42 %

2 %



Non recourse Project finance loan



Key elements to insure crowdfunding success

Strong involvement of the partnership

Meetings (from local to global)

Energie partagé commitment

Quality of the crowdfunding platform & sponsorship

Key elements for the bankability of the project

Strong involvement of the partnership

EPC contract

Construction phase managed by an experienced company

Long term maintenance contract

A good balance between Debt and Equity

Dedicated project manager coming from the partnership

Clear rules for the long term gouvernance of the project