



**Doing
Business
in France**

GOVERNMENT SUPPORT & FINANCE

EXECUTIVE SUMMARY

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EXECUTIVE SUMMARY

The scope of this document

- France is one of the most generous economies in terms of supporting business development and investment.
- Many opportunities exist but it is not necessarily easy for a newcomer to find his way.
- We accompany investors of all nationalities, all sectors of activity and companies of all sizes on a daily basis and have built this guide based on their needs.
- This guide does not pretend to list all the financing opportunities that may exist to finance your project but rather to give you the first elements of understanding of the financing ecosystem, namely:
 - o The main financing logics
 - o The regulatory framework
 - o The main instruments available to finance your projects
 - o The different tools at your disposal to inform your decisions
- How this document is organized:
 - o Reminder of the community frameworks
 - o Overview of the main mechanisms
 - o Summary of the main eligible expenses

What we're doing?

- Simplify and fast-track project delivery.
- Business France provides you with made-to-measure, confidential support to succeed with your investments in France, whatever projects they involve:
- o Discover France's key advantages
 - o Plan a new investment
 - o Boost your presence at existing sites
 - o Find industrial or technological partners

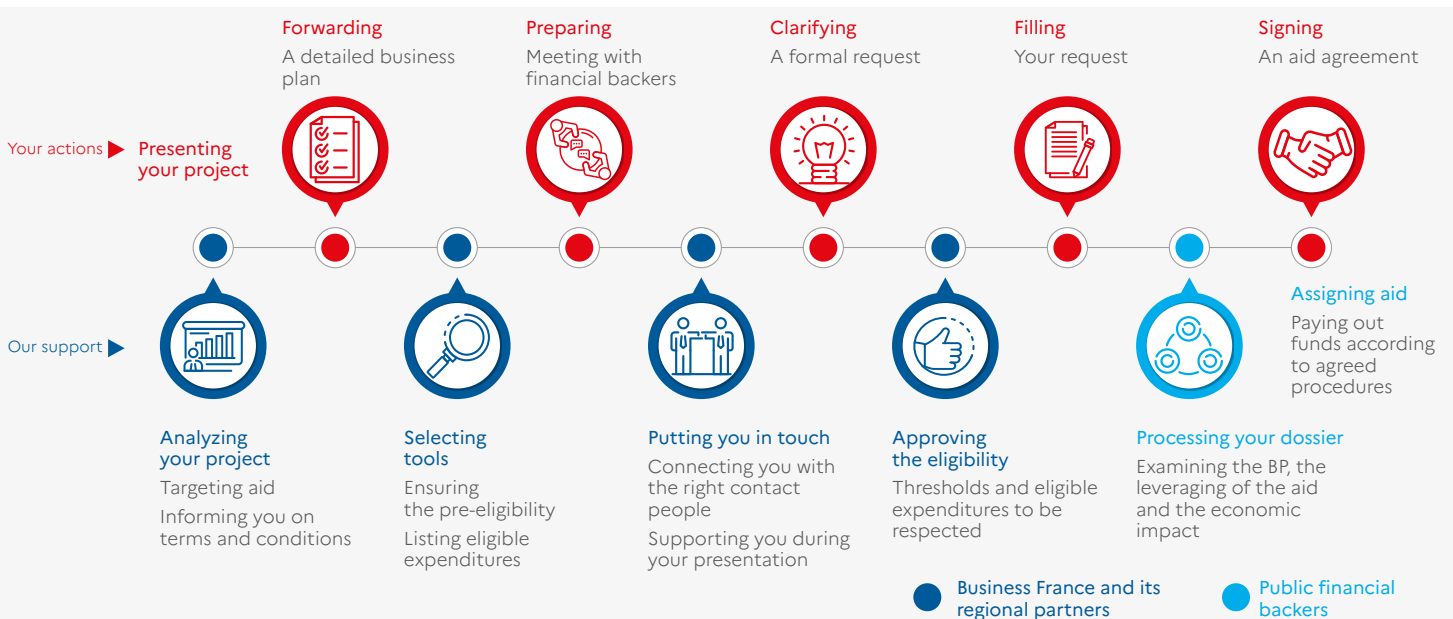
Why we're doing it?

- Our aim: for investment projects to succeed
- Our motivation: the satisfaction of investors who chose France for their international investment strategy.

How we're doing it?

- Connect, fast-track and succeed.

At every stage of the project, Business France personnel work with their network of public, private, national and regional partners to facilitate and accelerate project delivery.



Government funding programs

GOVERNMENT FUNDING PROGRAMS

The basics

Before you begin

Government support programs are covered by the EU regulations uniformly applicable to all European Union countries. The aim of these regulations is to prevent unfair competition between companies by allocating funds to certain economic players to the detriment of their competitors.

The French transposition of these regulations paves the way for government support that is compatible with the EU's regulatory

framework, thus ensuring that investors operate within the law. Its purpose is also to direct France's public resources towards measures that boost economic growth in the regions and the competitiveness of businesses, while protecting the integrity of the domestic market. The maximum funding set by EU regulations depends on the purpose of the project, the size of the company and the part of the country in which the investor is located

What forms of government funding my project could be eligible for?

You become eligible for a whole set of public funding programs in France from the moment you open a legal entity in France and hold a bank account.

Subsidy

What is it ?

Non-repayable funding that is dependent on the sum invested and the number of jobs created.

Which institutions are involved?

- Ministry for the Economy, Finance and the Recovery
- France 2030

Tax exemption

What is it ?

Tax reductions for business creation and in certain cases where a struggling company is taken over.

Which institutions are involved?

- Ministry for the Economy (corporate tax)
- Local authorities (local taxes, subject to local deliberation)

Repayable advance / Zero-interest loan

What is it ?

Cash injection making it easier for a company to obtain a bank loan. Does not require a guarantee.

In some cases, the repayable advance becomes a subsidy.

Which institutions are involved?

- Businesses Directorate DGE
- Bpifrance
- Local authorities

Tax credit

What is it ?

Tax reduction giving rise to a rebate in the event of a loss.

Which institutions are involved?

- Ministry for the Economy
- Ministry for Research
- Ministry for Labor

Low-interest loans

What is it ?

Cash injection.

Which institutions are involved?

- Bpifrance

Co-financing and guarantees

What is it ?

Guarantees to banks to generate leverage.

Which institutions are involved?

- Bpifrance

Capital injection

What is it ?

Investment in equity

Which institutions are involved?

- Banque des territoires (CDC– French State Investment Fund)
- Venture capital firms of local authorities
- Bpifrance (SPI fund)

Adhering to the incentivization principle

Any funding provided by a public-sector body must serve to facilitate a company's business activities or investment programs. Applications must be submitted prior to the investment being made and the project commencing (i.e. before any legally binding commitment is made by the company, such as the signature of a purchase order, a lease, a promise of sale, etc.).

The beneficiary must submit an application for funding containing the following information at the very least:

- The name and size of the company,
- Description of the project, its duration and its location
- A list of the project's costs
- The type of funding requested and the amount

Choosing the right path depending on the purpose of your project

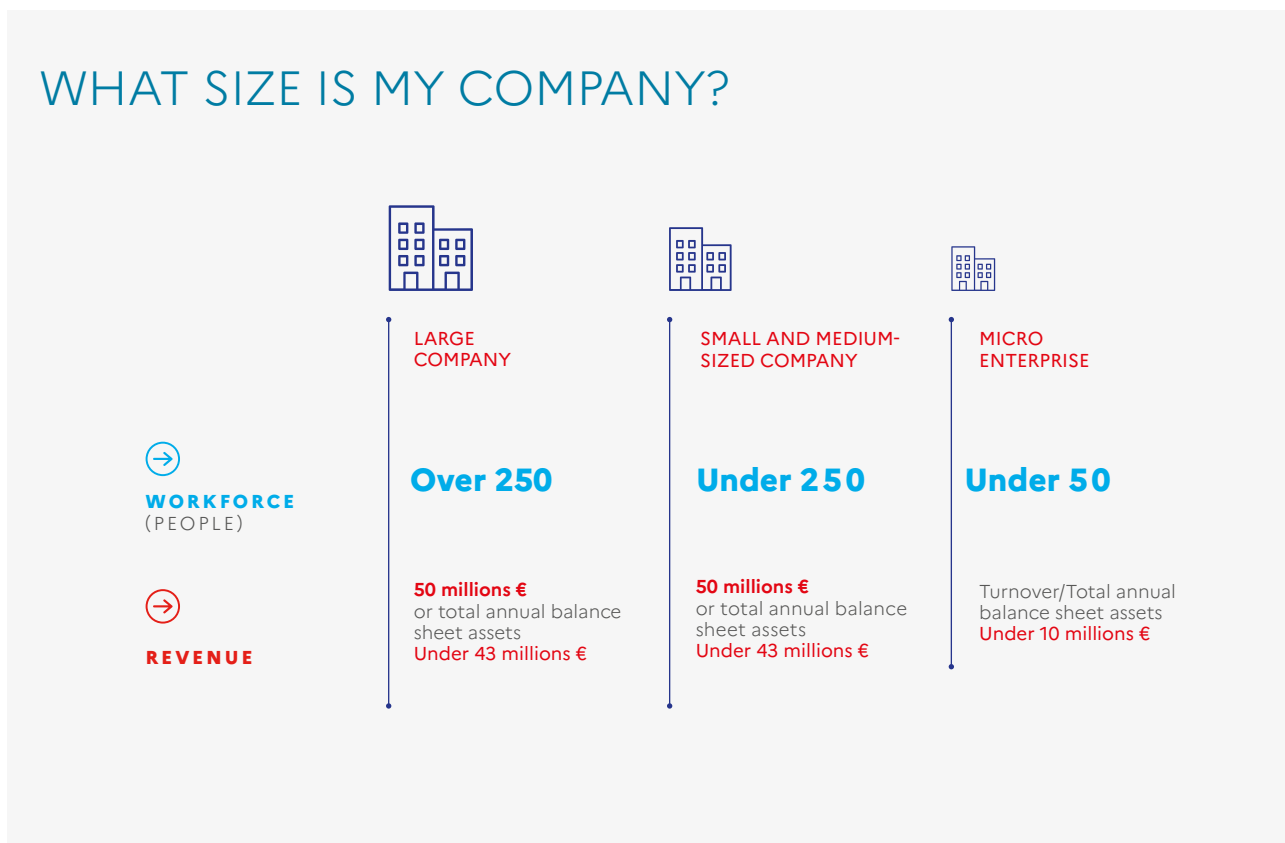
The government funding programs in place are broken down according to the purpose of projects (productive investment, research, development, innovation, training, etc.).

- Investing and expanding your business in France
- Supporting your R&D programs and innovative projects
- Recruiting and training your employees
- Investing to protect the environment

The location (priority development area or otherwise) of the investment and the size of the company (large company, mid-size company or SME) must also be considered in identifying the government support available.

Checking the size of the funding beneficiary

Check the size of the funding's beneficiary at group level by consolidating the workforce and results of the companies legally belonging to the group. Please refer to the [SME guide](#) published by the European Commission.



EU regulation on State aid

A company receiving government support may gain a distortive advantage over its competitors. Therefore, Article 107 TFEU generally prohibits State aid unless exceptionally justified.

EU State aid control requires prior notification of all new aid measures to the Commission. Member States must wait for the Commission's decision before they can put the measure into effect.

There are a few exceptions to mandatory notification, for example:

- aid covered by a Block Exemption
- de minimis aid that among other, does not exceeding €200,000 per undertaking over any period of 3 fiscal years; or
- aid granted under an aid scheme already authorized by the Commission.

Each notification triggers a preliminary investigation by the Commission. From the time it has received a completed notification, the Commission has several months to decide whether:

- there is no aid within the meaning of the EU rules
- the aid is compatible with EU rules
- or serious doubts remain as to the compatibility of the notified measure with EU State aid rules, prompting an in-depth investigation.

Aid measures can only be implemented after approval by the Commission. The Commission also has the power to require a Member State to recover incompatible State aid.

What is considered a State aid?

State aid is defined as an advantage in any form whatsoever conferred by national public authorities to undertakings on a selective basis. Therefore, subsidies granted to individuals or general measures open to all enterprises are not covered by this prohibition and do not constitute State aid (e.g., general taxation measures such as the research tax credit...).

To be State aid, a measure needs to have these features:

- there has been an intervention by the State or through State resources which can take a variety of forms (e.g., grants, interest, and tax reliefs, guarantees, government holdings of all or part of a company, or providing goods and services on preferential terms, etc.)
- the intervention gives the recipient an advantage on a selective basis, for example to specific companies or industry sectors, or to companies located in specific regions
- as a result, competition has been or may be distorted
- the intervention is likely to affect trade between Member States.

Despite the general prohibition of State aid, in some circumstances government interventions are necessary for a well-functioning and equitable economy. Therefore, the Treaty leaves room for several policy objectives for which State aid can be considered compatible. These exemptions can be found in legislation relevant to [State aid](#).

The European regulatory framework on State aid

STATE AID EXEMPTED FROM NOTIFICATION

Aid schemes are European provisions to ensure that state aid does not generate excessive distortions

	REGIONAL AID (AFR)	R&D	TRAINING / RECRUITMENT	ENVIRONMENT
Description	<p>Regional aid to reduce regional disparities in Europe</p> <p>Differentiated rates between countries</p> <p>Eligible expenses: land, buildings, machinery, equipment, intangible assets</p> <p>Capped amount: 10% to 15% of the investment up to €50M (then 5% up to 100 and 3.4% beyond)</p>	<p>Support for R&D with a sliding scale according to TRL (fundamental research, applied research, experimental development and R&D feasibility studies)</p> <p>Eligible expenses: personnel costs, equipment costs, land and buildings (in proportion to R&D use), patents...</p>	<p>Support for disadvantaged workers (e.g.: unemployed, young people, seniors, from disadvantaged neighborhoods...)</p> <p>Support for disabled workers</p> <p>Eligible expenses: salary costs over 12 to 24 months (depending on the worker's status), adaptation of premises and equipment, training costs</p>	<p>Support for environmental R&D (identical to the RDI scheme)</p> <p>Support for environmental protection investments</p> <p>Eligible expenses: on the basis of a "counterfactual scenario", aid for expenses that go beyond European standards</p>
Who?	Communities of municipalities, departments, Regions, State			
Maximum rate	<p>10% or 15% for large companies in AFR zones in metropolitan France</p> <p>Enhanced rates in overseas</p>	<p>Up to 100% for fundamental research</p> <p>Up to 50% for applied research</p> <p>Up to 25% for experimental dev.</p> <p>Enhanced rates if collaborative</p>	<p>50% of eligible costs (potentially increased depending on the type of audience targeted)</p>	<p>Up to 35% of additional costs to go beyond European standards</p>
Notification threshold (Gross Grant Equivalent)	<p>€7.5M in 10% zones</p> <p>€11.25M in 15% zones</p>	<p>€40M for fundamental research</p> <p>€20M for applied research</p> <p>€15M for experimental dev.</p>	<p>€5M per year per company</p>	<p>€15M per company and per project</p>

KEY STAKEHOLDERS



NATIONAL AGENCY FOR TERRITORIES' COHESION

The ANCT (National Agency for Territories' Cohesion) advises and supports local authorities and their association in the design, definition and implementation of their projects.



MINISTRY RESPONSIBLE FOR THE ECONOMY

The Businesses Directorate (DGE) is in charge of the competitiveness and the growth of businesses from industry and services.



PRIME MINISTER'S OFFICE

The General Secretariat for Investment (SGPI) is responsible for overseeing and implementing France 2030 Plan. It intervenes through call for projects



NATIONAL EMPLOYMENT OFFICE

The National Employment Office (France Travail) helpsto target profiles and structure your recruitment and training projects through subsidies (AFPR pre-recruitment training program and POEI operational preparation for individual employment), apprenticeship contracts or professionalization contracts. It also plays a role within the #1Jeune1solution program within the scope of the #RelaunchFrance program.



PUBLIC ESTABLISHMENT REPORTING TO THE MINISTRY RESPONSIBLE FOR THE ECOLOGICAL TRANSITION AND THE MINISTRY RESPONSIBLE FOR RESEARCH

The ADEME (French Environment and Energy Management Agency) finances projects in various fields: waste management, soil preservation, energy efficiency and renewable energy, circular economy, etc.



FINANCIAL INSTITUTION OF THE MEMBER STATES OF THE EUROPEAN UNION

The European Investment Bank (EIB) provides finance and expertise to support sustainable investment projects that contribute to achieving the main objectives of the European Union in the form of loans, equity investments and guarantees.



PUBLIC ESTABLISHMENTS REPORTING TO THE MINISTRY RESPONSIBLE FOR SUSTAINABLE DEVELOPMENT

The water agencies provide subsidies or loans to entities undertaking projects that are in the common interest focusing on the balanced management of water resources and the fights against water-based pollution.



PUBLIC AGENCY REPORTING TO THE MINISTRY RESPONSIBLE FOR RESEARCH

The National Research Agency (ANR) intervenes with calls for projects to fund research projects in France.



BANQUE DES TERRITOIRES (CDC – FRENCH STATE INVESTMENT FUND)

The CDC is a long-term investor acting in the common interest and in favor of economic development. It finances the growth and innovation of SMEs and mid-size companies in the form of equity investments and/or loans.



PUBLIC INVESTMENT BANK

Bpifrance supports companies from startups to stock exchange listing, loans to equity capital, accompanying each stage in the life of businesses.



The Tax4BusinessFrance service is a single contact point for foreign investors to answer any of their taxation questions. It meets all their needs and guides them so that they can invest in a clear and secure legal environment.



France's regions are responsible for economic development in their region. They intervene in various ways, offering subsidies, repayable advances, tax exemptions, loans and equity investments.

FRENCH PUBLIC SUPPORT AT A GLANCE

PRODUCTIVE INVESTMENT CAPEX

Grant from regional authorities in State aid areas
 Local Tax Exemptions by local authorities (if voted)
 Max 10 to 15% for C.ies over 250 employees worldwide
 Real Estate : purchase of land, construction or expansion

FINANCING / CAPITAL INJECTION

CDC –French State Investment Fund : equity or loan
 European Investment Bank : loan or equity
 Bpifrance SPI : equity from 10 to €160M in a SPV
 Regional Funds : loans, equity or repayable advances

RECRUITMENT & TRAINING

National Employment Office : pre-hiring training grant up to €3.2K per trainee (AFPR & POEI)
 Grants by Regional Authorities
 Emplois francs : Max €15K grant over 3 years for recruitments in priority districts (QPV)



INNOVATE

30% Research Tax Credit for R&D expenses up to €100M and 5% above / 100% companies eligible
 €80K Innovation tax credit for SMEs
 France 2030 : mix of grants and repayable advances
 Innovative new small company : tax & social benefits
 CIFRE: €14K grant per year for 3 years to hire a PhD
 Bpifrance ADI: Max €3M interest-free loan for SMEs

PROTECT THE ENVIRONMENT

ADEME – Environment & Energy Agency
 call for tenders: mix of grants and repayable advances
 ADEME subsidies: heat fund, waste fund and decision-making support
 Bpifrance Max €100K eco-energy loan for SMEs

EXPORTS

Bpifrance export insurance
 Business France : international prospection / collective action at tradeshows / sectorial and regulatory watch / subsidy for international volunteering posting (VIE program)
 Regional Authorities

IDENTIFY – SECURE – CONNECT

What type of investments can France support

WHAT TYPE OF INVESTMENTS CAN FRANCE SUPPORT ?

Support to productive investment

a. EU Regulation on support to productive investment

The revised Regional Aid Guidelines (RAG), adopted by the Commission on 19 April 2021 and entered into force on 1 January 2022, enable Member States to support the least favored European regions in catching up and to reduce disparities in terms of economic well-being, income and unemployment. They also provide increased possibilities for Member States to support regions facing transition or structural challenges such as depopulation, to contribute fully to the green and digital transitions.

State aids to promote the economic development of areas where the standard of living is abnormally low or where there is serious underemployment and State aid to facilitate the development of certain economic areas in the European Union are known as regional aid.

Under the revised RAG, regions covering 31.95% of the population of France are eligible for regional investment aid:

- Six outermost regions (Guadeloupe, Martinique, Guyane, La Réunion, Mayotte and Saint-Martin) are eligible for aid as 'a' areas; In these areas, the maximum aid intensities for large enterprises vary between 40% and 70% of eligible investment budget, depending on the GDP per capita of the respective outermost region
- Parts of Regions Île-de-France, Centre-Val-de-Loire, Bourgogne-Franche-Comté, Normandie, Hauts-de-France, Grand Est, Pays de la Loire, Bretagne, Nouvelle-Aquitaine, Occitanie, Auvergne-Rhône-Alpes, Provence-Alpes-Côte d'Azur and Corse are eligible for aid as 'c' areas; In these areas, the maximum aid intensities for large enterprises vary between 10% and 15% of eligible investment budget.

Regional aids are aimed at supporting initial investments, "Initial investment" meaning an investment in tangible and intangible assets related to one or more of the following:

- the setting-up of a new establishment
- the extension of the capacity of an existing establishment
- the diversification of the output of an establishment into products not previously produced in the establishment;
- or a fundamental change in the overall production process of the product(s) concerned by the investment in the establishment;
- or an acquisition of assets belonging to an establishment that has closed or would have closed had it not been purchased.

Sole acquisition of the shares of an undertaking does not qualify as initial investment.

Replacement investment thus does not constitute initial investment.

Since regional aid to large enterprises for their investments is unlikely to have an incentive effect, as a rule it cannot be considered as compatible with the internal market, unless it is granted for initial investments that create new economic activities.

"Initial investment that creates a new economic activity" means an investment in tangible and intangible assets related to one or more of the following:

- **the setting up of a new establishment**
- **or the diversification of the activity of an establishment**, under the condition that the new activity is not the same or a similar activity to the activity previously performed in the establishment, 'same or a similar activity' meaning an activity in the same class (four-digit numerical code) of the NACE Rev. 2 statistical classification of economic activities

- **or an acquisition of assets belonging to an establishment that has closed or would have closed had it not been purchased, provided that the new activity to be carried out using the acquired assets is not the same or a similar activity than the one carried out in the establishment before the acquisition.**

Sole acquisition of the shares of an undertaking does not qualify as initial investment that creates a new economic activity.

However, in the territories most affected by the climate transition, the structural advantages available to large enterprises might not be sufficient to reach the level of investment vital to ensure a balanced socio-economic transition and offer sufficient employment opportunities to offset job losses stemming from the closure of economic activities triggered by the transition.

Therefore, by way of derogation, regional aid to large enterprises can also be considered as compatible with the internal market if it is granted for the diversification of the output of an establishment into products not previously produced in the establishment or for a fundamental change in the overall production process of the product(s) concerned by the investment in the establishment, provided that:

- it concerns an initial investment in a territory identified for co-financed support from the Just Transition Fund¹ in a 'c' area that has a GDP per capita below 100 % of the EU-27 average;
- the investment and the beneficiary are identified in the territorial just transition plan of a Member State approved by the Commission;
- and the State aid for the investment is covered by the JTF to the maximum allowed.

Whichever the situation considered the eligible costs are as follows:

- (1) investment costs in tangible and intangible assets
- (2) or the estimated wage costs arising from job creation as a result of an initial investment, calculated over two years
- or a combination of both but not exceeding the amount of (1) or (2), whichever is higher.

If the eligible costs are drawn up based on investment costs in tangible and intangible assets, only the costs of assets that form part of the initial investment in the establishment of the aid beneficiary located in the targeted assisted area are eligible.

Regional aid may also be calculated by reference to the estimated wage costs arising from job creation as a result of an initial investment. The aid may compensate only the wage costs related to job creation, calculated over two years, and the resulting aid intensity must not exceed the maximum applicable aid intensity in the area concerned.

Where eligible costs are calculated by reference to the estimated wage costs, the following conditions must be fulfilled:

- the investment project must lead to job creation
- each post must be filled within three years of the completion of the investment
- each job created through the investment must be maintained in the area concerned for at least five years from the date the post was first filled, or three years for SMEs

¹The Just Transition Fund (JTF) is one of the pillars of the Just Transition Mechanism to be implemented under cohesion policy (12) to contribute to addressing the social, economic and environmental consequences that may accompany the ambitious objective of the transition towards a climate neutral Union by 2050. The aims of the JTF are to mitigate the adverse effects of the climate transition by supporting the most affected territories and workers concerned and to promote a balanced socio-economic transition.

Regional aid can only be found compatible with the internal market if it has an incentive effect.

State aid is considered to have an incentive effect when it changes the behaviour of an undertaking in a way that it carries out additional activity contributing to the development of an area that it would not have carried out or would only have done in a limited or different manner or in another location if the aid was not granted.

The aid must not subsidise the costs of an activity that an undertaking would carry out in any event and must not compensate for the normal business risk of an economic activity.

The incentive effect can be proven in two ways:

- the aid gives an incentive to take a positive decision to invest in the area concerned because otherwise the investment would not be sufficiently profitable for the aid beneficiary (scenario 1, investment decision);

- the aid gives an incentive to locate a planned investment in the area concerned rather than elsewhere because it offsets the net disadvantages and costs of investing in a location in the area concerned (scenario 2, location decision).

Therefore, works on an individual investment can start only after the application form for aid is submitted. If works start before the application form for aid is submitted, any aid awarded for that individual investment will not be considered compatible with the internal market.

[French regional aid map](#) defines the French regions eligible for regional investment aid. The map also establishes the maximum aid intensities in the eligible regions. The aid intensity is the maximum amount of State aid that can be granted per beneficiary, expressed as a percentage of eligible investment costs:

		Max. aid intensity Large companies	Max. aid intensity Small & Mid-sized companies	Max. aid intensity Micro-enterprises
'a' areas	Guadeloupe	50%	60%	70%
	Martinique	40%	50%	60%
	Guyane	70%	80%	90%
	Réunion	50%	60%	70%
	Mayotte	70%	80%	90%
	Saint Martin	60%	70%	80%
'c' areas	Non-predefined 'c' areas that have a GDP per capita above 100% of the EU-27 average and an unemployment rate below 100% of the EU-27 average	10%	20%	30%
	Other non-predefined 'c' areas	15%	25%	35%

The maximum permissible aid amount for a large investment project (eligible budget over €50M) is calculated according to the following formula:

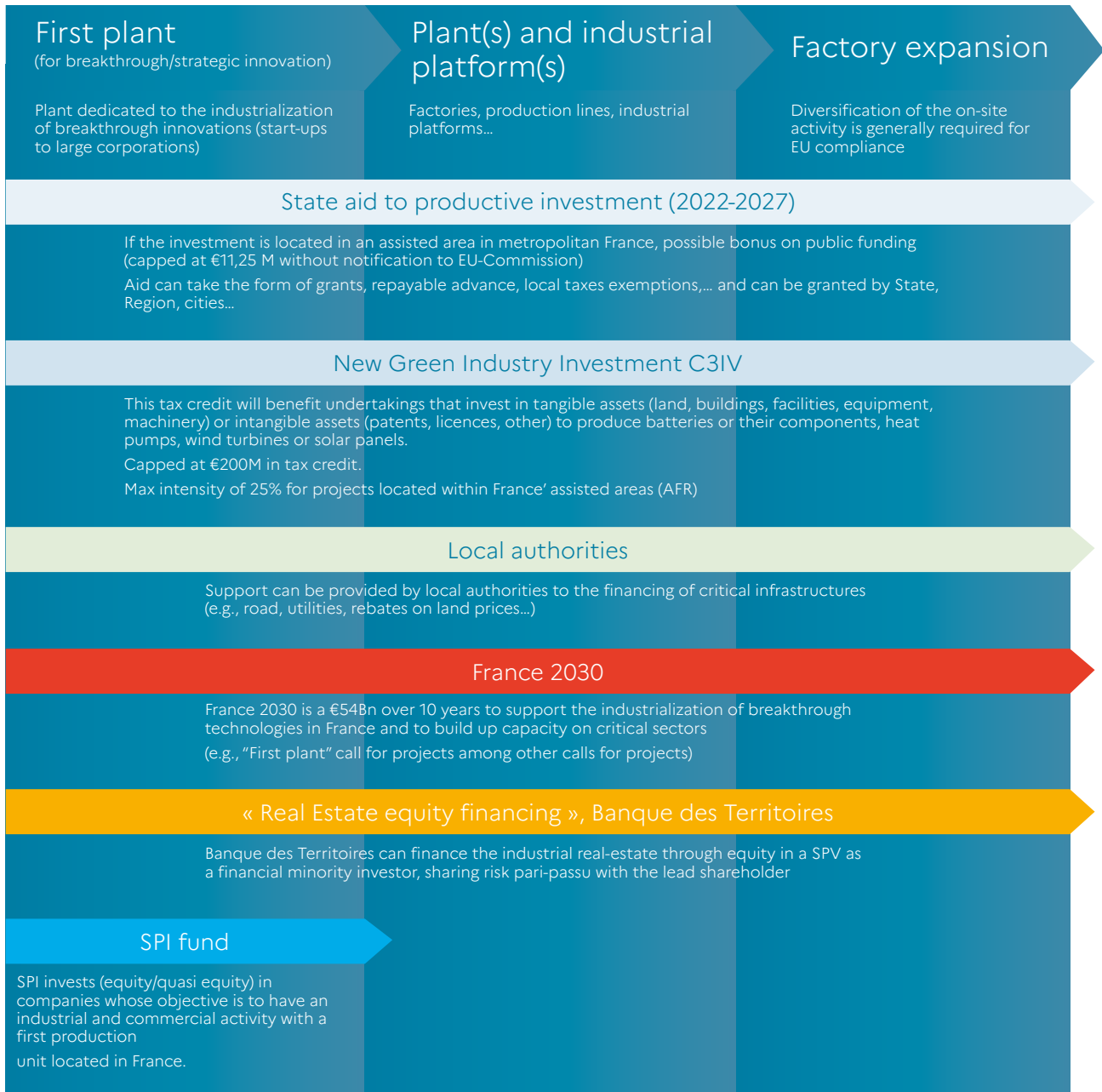
- adjusted aid amount = $R \times (A + 0,50 \times B + 0,34 \times C)$
- R is the maximum aid intensity applicable in the area concerned, excluding the increased aid intensity for SMEs. A is the part of eligible costs equal to EUR 50 million, B is the part of eligible costs between EUR 50 million and EUR 100 million, and C is the part of eligible costs above €100 million

Regional aid can also be combined with other types of aid. It is possible, for example, for the same investment project, to combine regional aid with support under the State aid rules for environmental protection and energy if that investment project facilitates the development of an assisted area and at the same time increases the level of environmental protection to an extent that the investment or part of it qualifies for support under both thematic rules and the provisions of both sets of rules are complied with. In this way, Member States can incentivize reaching both objectives in an optimal way, while avoiding overcompensation.

It is considered that there is a transfer of activity if the product in the initial and in the aided establishments serves at least partly the same purposes and meets the demands or needs of the same type of customers and jobs are lost in the same or similar activity in one of the initial establishments of the aid beneficiary in the European Economic Area (EEA). Before granting a State aid under the RGA, the granting authority is expected to assess whether the State aid is likely to result in a substantial loss of jobs in existing locations within the EEA. Therefore, in the application form for regional investment aid, the beneficiary must provide:

- A declaration specifying whether it has closed a same or similar activity in the EEA two years preceding the date of this application
- A declaration specifying whether it has the intention to close down such an activity at the moment of aid application within a period of two years after the investment to be subsidized is completed.

b. What are the main funding programs?



c. What are the main eligible expenses?

	State aid to productive investment	France 2030	C3IV*	Banque des Territoires	SPI Fund	Local authorities
Engineering studies	✓	✓	✗	✓	✓	✗
Land	✓	✓	✓	✓	✓	✓
Utilities	✓	✗	✓	✓	✓	✓
Buildings	✓	✓	✓	✓	✓	✓
Equipment & Machinery	✓	✓	✓	✗	✓	✗

✓ Fully eligible

✓ Potentially eligible or partially eligible

✗ Not eligible

This information is provided for information only and cannot replace the in-depth analysis of your project by potential final backers.

* This C3IV tax credit will benefit undertakings that invest in tangible or intangible assets to produce batteries or their components, heat pumps, wind turbines or solar panels

Support to R&D and innovation

a. EU Regulation on support to R&D

The aided part of the research and development project shall completely fall within one or more of the following categories:

- **‘Fundamental research’:** means experimental or theoretical work undertaken primarily to acquire new knowledge of the underlying foundations of phenomena and observable facts, without any direct commercial application or use in view
- **‘Industrial research’:** means the planned research or critical investigation aimed at the acquisition of new knowledge and skills for developing new products, processes or services or for bringing about a significant improvement in existing products, processes or services. It comprises the creation of components parts of complex systems, and may include the construction of prototypes in a laboratory environment or in an environment with simulated interfaces to existing systems as well as of pilot lines, when necessary for the industrial research and notably for generic technology validation
- **‘Experimental development’:** means acquiring, combining, shaping and using existing scientific, technological, business and other relevant knowledge and skills with the aim of developing new or improved products, processes or services. This may also include, for example, activities aiming at the conceptual definition, planning and documentation of new products, processes or services

Experimental development may comprise prototyping, demonstrating, piloting, testing and validation of new or improved products, processes or services in environments representative of real-life operating conditions where the primary objective is to make further technical improvements on products, processes or services that are not substantially set. This may include the development of a commercially usable prototype or pilot which is necessarily the final commercial product, and which is too expensive to produce for it to be used only

for demonstration and validation purposes. Experimental development does not include routine or periodic changes made to existing products, production lines, manufacturing processes, services and other operations in progress, even if those changes may represent improvements.

The eligible costs of research and development projects shall be allocated to a specific category of research and development and shall be the following:

- **personnel costs:** researchers, technicians and other supporting staff to the extent employed on the project
- **costs of instruments and equipment to the extent and for the period used for the project:** where such instruments and equipment are not used for their full life for the project, only the depreciation costs corresponding to the life of the project, as calculated based on generally accepted accounting principles are considered as eligible
- **costs for of buildings and land, to the extent and for the duration period used for the project:** with regard to buildings, only the depreciation costs corresponding to the life of the project, as calculated on the basis of generally accepted accounting principles are considered as eligible. For land, costs of commercial transfer or actually incurred capital costs are eligible
- **costs of contractual research, knowledge and patents bought or licensed from outside sources at arm's length conditions²,** as well as costs of consultancy and equivalent services used exclusively for the project
- **additional overheads and other operating expenses, including costs of materials, supplies and similar products,** incurred directly as a result of the project
- the eligible costs for feasibility studies shall **be the costs of the study**

The following table summarizes maximum intensities for aid for R&D projects:

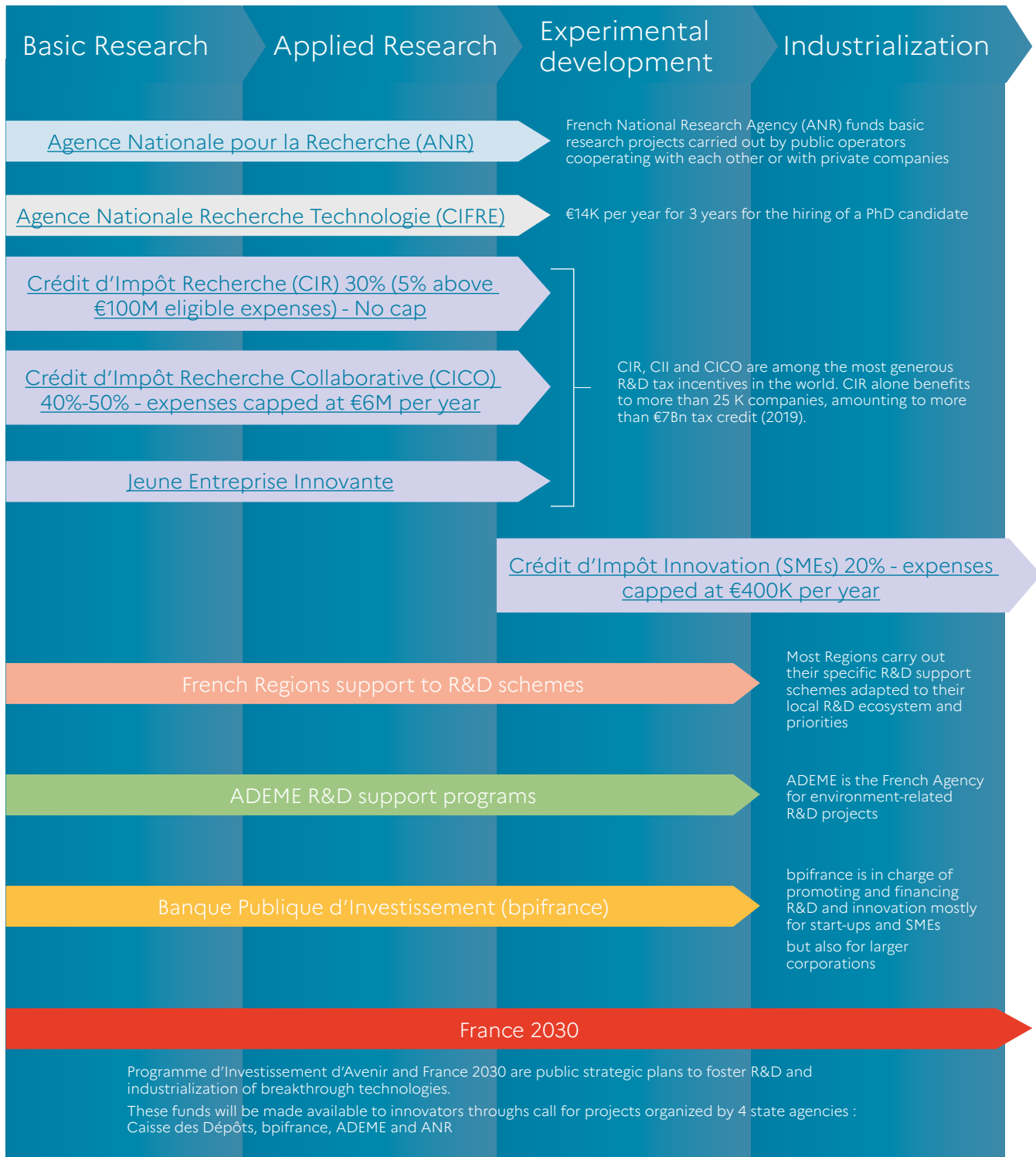
	Small company	Mid-sized company	Large company
Fundamental research	100%	60%	70%
Industrial research	70%	50%	60%
<i>if the project involves effective collaboration</i>	80%	75%	65%
Experimental development	60%	70%	80%
<i>if the project involves effective collaboration³</i>	60%	50%	40%

- Notification thresholds for aid for research and development: state aids granted to projects are submitted to thresholds. State aid above these thresholds must be notified to European Commission for further assessment of the potential distortions on trade and competition generated by the State aid:
 - o (i) if the project is predominantly fundamental research: **€40M per undertaking**, per project; that is the case where more than half of the eligible costs of the project are incurred through activities which fall within the category of fundamental research
 - o (ii) if the project is predominantly industrial research: **€20M per undertaking**, per project; that is the case where more than half of the eligible costs of the project are incurred through activities which fall within the category of industrial research or within the categories of industrial research and fundamental research taken together
 - o (iii) if the project is predominantly experimental development: **€15M per undertaking**, per project; that is the case where more than half of the eligible costs of the project are incurred through activities which fall within the category of experimental development

² ‘arm’s length’ means that the conditions of the transaction between the contracting parties do not differ from those which would be stipulated between independent enterprises and contain no element of collusion. Any transaction that results from an open, transparent and non-discriminatory procedure is considered as meeting the arm’s length principle

³ ‘effective collaboration’ means collaboration between at least two independent parties to exchange knowledge or technology, or to achieve a common objective based on the division of labour where the parties jointly define the scope of the collaborative project, contribute to its implementation and share its risks, as well as its results.

b. What are the main funding programs?



c. What are the main eligible expenses?

	CIR/CII	CIFRE	Bpifrance	ADEME	ANR*	Regions
R&D staff wages	✓	✓	✓	✓	✓	✓
R&D assets (tangible and intangible)	✓	✗	✓	✓	✓	✓
Collaboration with public or private R&D partners	✓	✗	✓	✓	✓	✓
Subcontracting R&D	✓	✗	✓	✓	✓	✓
Intellectual Property	✓	✗	✓	✓	✓	✓

* Agence Nationale pour la Recherche

✓ Fully eligible

✓ Potentially eligible or partially eligible

✗ Not eligible

The definition of eligible R&D may vary slightly between each financial backer.

It is therefore strongly recommended to prepare a detailed business case. Business France can help in assessing the eligibility of your R&D project and if necessary, in matching your company with relevant experts

Support to environmental protection

a. EU Regulation on support to environmental protection

Investment aid enabling undertakings **to go beyond Union standards for environmental protection or to increase the level of environmental protection in the absence of Union standards** shall be compatible with the internal market within the meaning of Article 107(3) of the Treaty and shall be exempted from the notification requirement of Article 108(3) of the Treaty up to notification thresholds.

The investment shall fulfil one of the following conditions:

- it shall enable the beneficiary **to increase the level of environmental protection resulting from its activities by going beyond the applicable Union standards**, irrespective of the presence of mandatory national standards that are more stringent than the Union standards
- (b) it shall enable the beneficiary **to increase the level of environmental protection** resulting from its activities in the absence of Union standards.
- **Aid shall not be granted where investments are undertaken to ensure that undertakings comply with Union standards already adopted and not yet in force.**

Please note the following definitions:

- ‘Environmental protection’ means any action designed **to remedy or prevent damage to physical surroundings or natural resources by a beneficiary's own activities**, to reduce risk of such damage or to lead to a more efficient use of natural resources, including energy-saving measures and the use of renewable sources of energy
- ‘Union standard’ means:
 - o (a) a **mandatory Union standard setting the levels to be attained in environmental terms** by individual undertakings
 - o or (b) the obligation under Directive 2010/75/EU of the European Parliament and of the Council (1) **to use the best available techniques (BAT) and ensure that emission levels of pollutants are not higher than they would be when applying BAT**

The eligible costs shall be **the extra investment costs necessary to go beyond the applicable Union standards or to increase the level of environmental protection in the absence of Union standards.**

They shall be determined as follows:

- o (a) where **the costs of investing in environmental protection can be identified in the total investment** cost as a separate investment, this environmental protection-related cost shall constitute the eligible costs
- o (b) in all other cases, **the costs of investing in environmental protection are identified by reference to a similar, less environmentally friendly investment that would have been credibly carried out without the aid.** The difference between the costs of both investments identifies the environmental protection-related cost and constitutes the eligible costs.

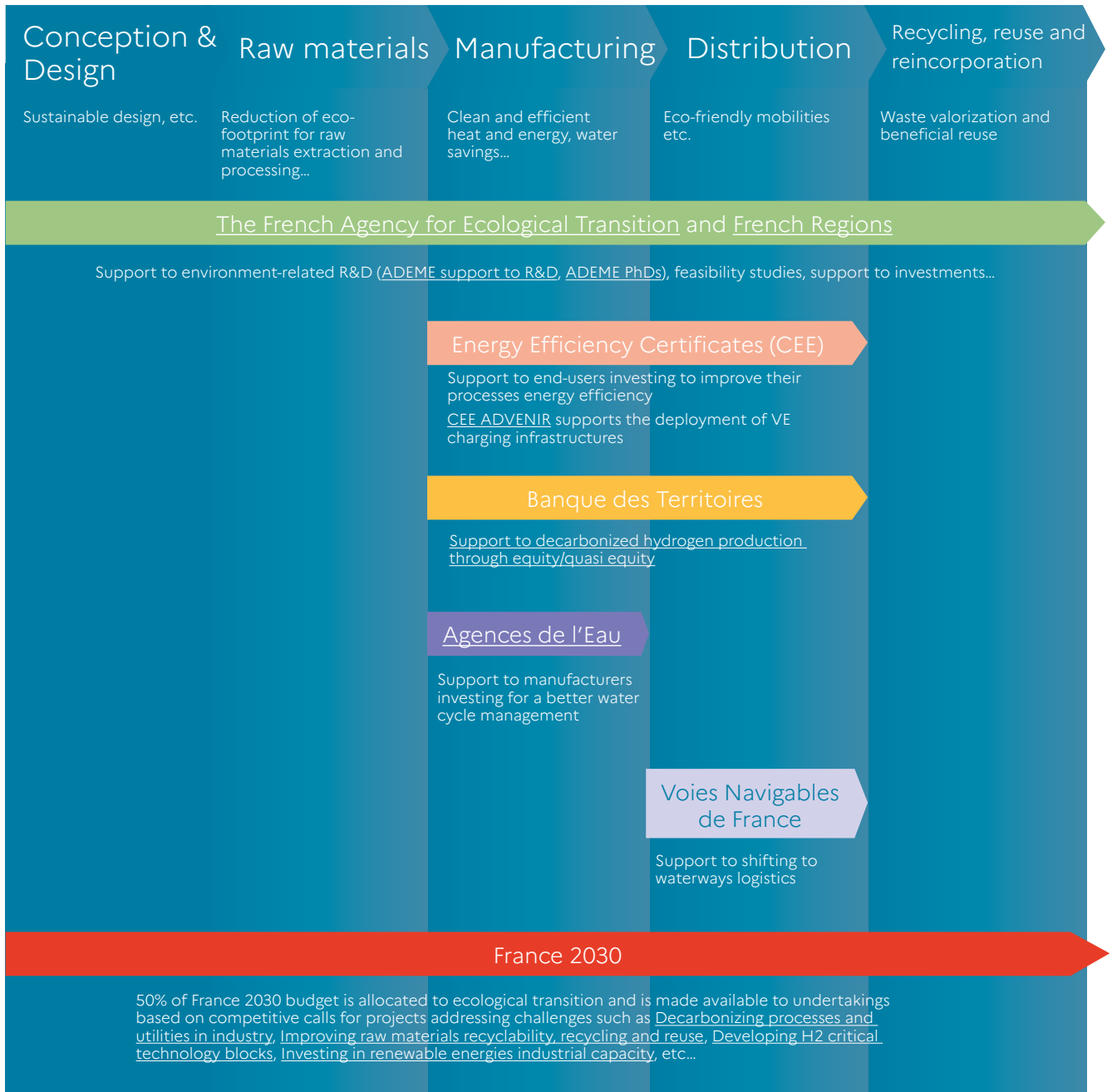
The costs not directly linked to the achievement of a higher level of environmental protection shall not be eligible.

The aid intensity shall not exceed **40 % of the eligible costs:**

- The aid intensity may be increased by 10 percentage points for aid granted to medium sized undertakings and by 20 percentage points for aid granted to small undertakings.
- The aid intensity may be increased by 15 percentage points for investments located in assisted areas fulfilling the conditions of Article 107(3)(a) of the Treaty
- **Notification threshold for aid for investment aid for environmental protection**, excluding investment aid for the remediation of contaminated sites and aid for the distribution network part of the energy efficient district heating and cooling installation, **is of EUR 15 million per undertaking per investment project.**

State aid above that threshold must be notified to European Commission for further assessment of the potential distortions on trade and competition generated by the State aid.

b. What are the main funding programs?



c. Summary of eligible investments

Objectives	Feasibility studies and identification of best solutions	Investment phase	Industrializing innovative decarbonization solutions
Reduce energy consumption			
Improve industrial processes' eco-performance	Prior to any investment towards more eco-efficient processes, undertakings may need to launch feasibility studies in order to identify the most efficient solutions.	The general principles regarding State aid for environmental protection are as follows:	Decarbonizing the economy needs a strong innovation effort and France has a full set of financing tools:
Improve waste management	That process is not necessarily compulsory but generally recommended (e.g. : for counterfactual scenarii or life-cycle analyses (LCA)...)	<ul style="list-style-type: none"> • State aid is based only on the costs to go beyond EU-standards 	<ul style="list-style-type: none"> • Traditional R&D funding tools apply (R&D tax credits, CIFRE subsidy...)
Foster recycling and encourage reuse		<ul style="list-style-type: none"> • Most backers expect a thorough assessment based on a counterfactual scenario (i.e., what would be the eco-footprint of a less environmentally ambitious project?) and/ or a LCA 	<ul style="list-style-type: none"> • Dedicated schemes exist for environment-related R&D projects (ADEME PhD programs, ADEME R&D calls, local authorities subsidies...)
Encourage the use of bio-sourced materials	Various public bodies subsidize such prior analyses and audits.	<ul style="list-style-type: none"> • No State aid can be granted for investments that are already started. 	<ul style="list-style-type: none"> • Specific France 2030 call for projects are encouraging breakthrough innovations and their industrialization.
Produce energy from renewable and/or recuperation sources			
Foster decarbonized mobilities			

Support to recruitment and training

a. EU Regulation on support to recruitment and training

Training aid

Training aid shall be compatible with the internal market within the meaning of Article 107(3) of the Treaty and shall be exempted from the notification requirement of Article 108(3) of the Treaty.

Aid shall not be granted for training which undertakings carry out to comply with national mandatory standards on training.

The eligible costs shall be the following:

- trainers' personnel costs, for the hours during which the trainers participate in the training
- trainers' and trainees' operating costs directly relating to the training project such as travel expenses, accommodation costs, materials and supplies directly related to the project, depreciation of tools and equipment, to the extent that they are used exclusively for the training project
- costs of advisory services linked to the training project
- trainees' personnel costs and general indirect costs (administrative costs, rent, overheads) for the hours during which the trainees participate in the training.

The aid intensity shall not exceed 50 % of the eligible costs. It may be increased, up to a maximum aid intensity of 70 % of the eligible costs, as follows:

- by 10 percentage points if the training is given to workers with disabilities or disadvantaged workers
- by 10 percentage points if the aid is granted to medium-sized enterprises and by 20 percentage points if the aid is granted to small enterprises.

The aid is capped at €5M per year per company under EU regulation.

Recruitment of disadvantaged workers

Aid schemes for the recruitment of disadvantaged workers shall be compatible with the internal market within the meaning of Article 107(3) of the Treaty and shall be exempted from the notification requirement of Article 108(3) of the Treaty.

Eligible costs shall be the wage costs over a maximum period of 12 months following recruitment of a disadvantaged worker:

- Where the worker concerned is a severely disadvantaged worker, eligible costs shall be the wage costs over a maximum period of 24 months following recruitment.
- Where the recruitment does not represent a net increase, compared with the average over the previous 12 months, in the number of employees in the undertaking concerned, the post or posts shall have fallen vacant following voluntary departure, disability, retirement on grounds of age, voluntary reduction of working time or lawful dismissal for misconduct and not as a result of redundancy.
- Except in the case of lawful dismissal for misconduct, the disadvantaged workers shall be entitled to continuous employment for a minimum period consistent with the national legislation concerned or any collective agreements governing employment contracts.
- If the period of employment is shorter than 12 months, or 24 months in the case of severely disadvantaged workers, the aid shall be reduced pro rata accordingly.

The aid intensity shall not exceed 50 % of the eligible costs.

Employment of workers with disabilities in the form of wage subsidies

Aid for the employment of workers with disabilities shall be compatible with the internal market within the meaning of Article 107(3) of the Treaty and shall be exempted from the notification requirement of Article 108(3) of the Treaty, provided the conditions laid down in this Article and in Chapter I are fulfilled.

Eligible costs shall be the wage costs over any given period during which the worker with disabilities is employed:

- Where the recruitment does not represent a net increase, compared with the average over the previous 12 months, in the number of employees in the undertaking concerned, the post or posts shall have fallen vacant following voluntary departure, disabilities, retirement on grounds of age, voluntary reduction of working time or lawful dismissal for misconduct and not as a result of redundancy.
- Except in the case of lawful dismissal for misconduct, the workers with disabilities shall be entitled to continuous employment for a minimum period consistent with the national legislation concerned or any collective agreements which are legally binding for the undertaking and governing employment contracts.

The aid intensity shall not exceed 75 % of the eligible costs.

Compensating the additional costs of employing workers with disabilities

Aid for compensating the additional costs of employing workers with disabilities shall be compatible with the internal market within the meaning of Article 107(3) of the Treaty and shall be exempted from the notification requirement of Article 108(3) of the Treaty, provided the conditions laid down in this Article and in Chapter I are fulfilled.

The eligible costs shall be the following:

- costs of adapting the premises;
- costs of employing staff solely for time spent on the assistance of the workers with disabilities and of training such staff to assist workers with disabilities;

- costs of adapting or acquiring equipment, or acquiring and validating software for use by workers with disabilities, including adapted or assistive technology facilities, which are additional to those which the beneficiary would have incurred had it employed workers who are not workers with disabilities;
- costs directly linked to transport of workers with disabilities to the working place and for work related activities;
- wage costs for the hours spent by a worker with disabilities on rehabilitation;
- where the beneficiary provides sheltered employment, the costs of constructing, installing or modernising the production units of the undertaking concerned, and any costs of administration and transport, provided that such costs result directly from the employment of workers with disabilities.

The aid intensity shall not exceed 100 % of the eligible costs.

Notification thresholds for these recruitment and training State aid categories are the following:

- **for training aid:** €2M per training project
- **for aid for the recruitment of disadvantaged workers:** €5M per undertaking, per year
- **for aid for the employment of workers with disabilities in the form of wage subsidies:** €10M per undertaking, per year
- **for aid for compensating the additional costs of employing workers with disabilities:** €10M per undertaking, per year
- **for aid for compensating the costs of assistance provided to disadvantaged workers:** €5M per undertaking, per year

b. What are the main funding programs?



c. What are the main eligible expenses?

	Regional grants (1)	France 2030 (2)	Pôle Emploi (3)	OPCO (4)	Apprenticeship aids(5)	Assisted areas(6)	R&D Support(7)
Jobs of the future (8)	✓	✓	✗	✓	✗	✗	✗
Group training program	✓	✗	✓	✓	✗	✗	✗
Individual training of new recruits	✓	✗	✓	✓	✗	✗	✗
Exemption of personnel costs	✗	✗	✗	✗	✗	✓	✓
Staff costs	✓	✓	✗	✗	✓	✓	✓

✓ Fully eligible

✓ Potentially eligible or partially eligible

✗ Not eligible

(1) Aid subject to the European framework, based on a joint assessment with the company of its recruitment needs.

(2) Aid essentially focused on R&D and jobs related to the industrialization of innovation (jobs that do not yet exist or are potentially disruptive)

(3) National aid aimed at the integration of disadvantaged populations (unemployment, poverty, etc.)

(4) Differentiated aid according to the OPCO (depending on the collective agreement applicable to the company)

(5) Aid managed by the OPCOs to promote the professional integration and training of young people

(6) Specific aids that can be activated depending on the location of the company

(7) In proportion to the time allocated to R&D and the eligibility of the work carried out or the volume of R&D expenses incurred during the tax year

(8) Skills and professions directly linked to new sectors and not yet available and/or in tension

France 2030: a €54Bn program to transform the economy

From research to industrialization, the rationale of France 2030

France 2030 is an innovation and industry plan. It is not only to industrialize research in France but also to bring in more factories in critical segments of industry such as automotive or critical metals. It is also a matter of preserving strengths in sectors where France must remain a leader, such as agri-food and aeronautics.

France 2030 reflects a dual ambition: on the one hand, to transform sustainably key sectors of French economy (e.g., energy, automotive, aeronautics, digital or even space) through innovation and industrial investment, and on the other hand, to position France not just as a player, but as a leader in the economy of tomorrow. From basic research and the emergence of an idea to the production of innovative goods and services, France 2030 supports the entire cycle from innovation to industrialization.

France 2030 is unprecedented in its scope: in total, this more than 50 billion euros, including 34 billion euros in new fundings, which will be invested so that companies, universities and research organizations to successfully transition in these strategic sectors.

Thought out in consultation with economic, academic and local players who participated in determining its strategic orientations, France 2030 will be implemented collectively. Project leaders are invited to submit their application via an open, demanding and selective procedure to benefit from state support.

France 2030 is defined by two cross-cutting objectives consisting in devoting 50% of its expenditure to the decarbonization of the economy, and 50% to emerging players carriers

of innovation, without any subsidies to expenses potentially harmful to the environment (in the sense of the European “Do No Significant Harm” principle).

France 2030 is resolutely betting on emerging players. This is an ambition of an unprecedented scale, which aims to capitalize on the exceptional dynamism of the French ecosystem for innovation and in particular innovative start-ups and SMEs.

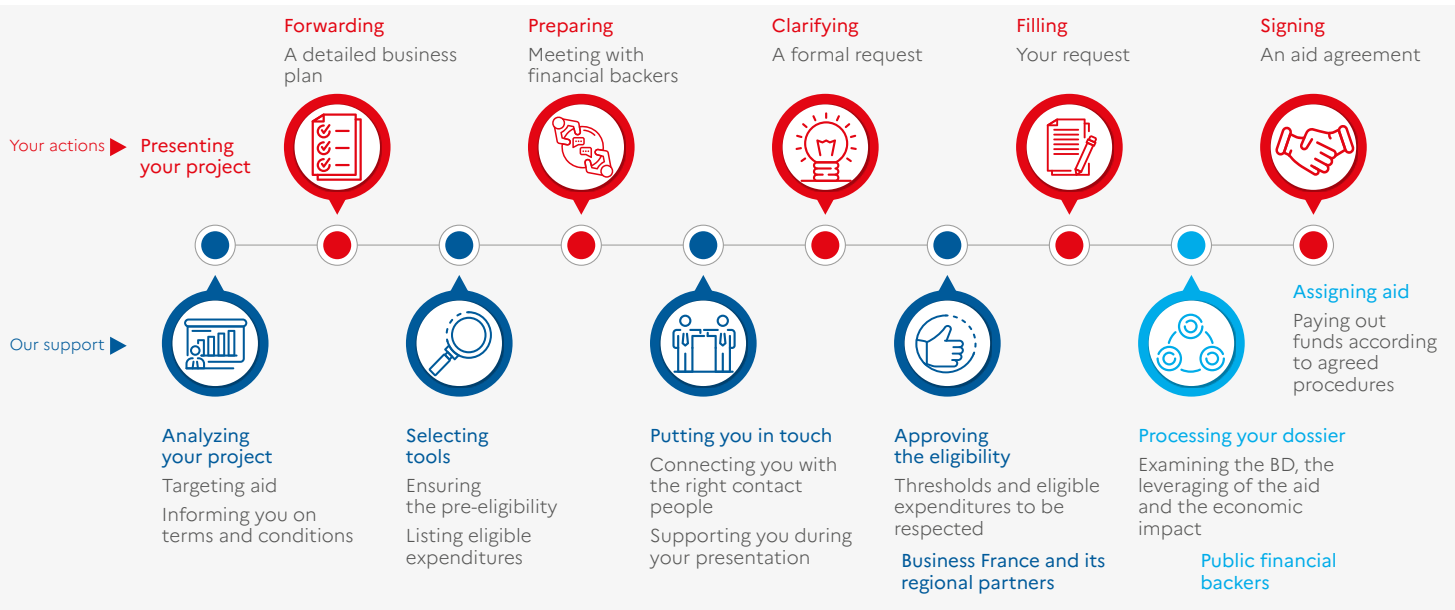
France 2030 will allocate at least half of the new credits to emerging actors. 3 billion euros will be more specifically devoted to investing in the capital of technological start-ups and the unicorns of tomorrow. These ambitions will shape:

- **a change in terms of industrial policy:** investments will be allocated to new actors to respond to the challenges we face, and allow the emergence of industrial leaders in the sectors identified as priorities by France 2030;
- **greater risk-taking** regardless of business sector and development stages of ambitious projects presenting a technological breakthrough with the potential of bringing out new champions

Finally, the plan sets 10 objectives which revolve around three issues: better produce, live better and better understand our world. These 10 major objectives based on 5 cross-functional levers (raw materials, components, digital technologies, talent, and financing of innovation), essential to achieving this ambition.

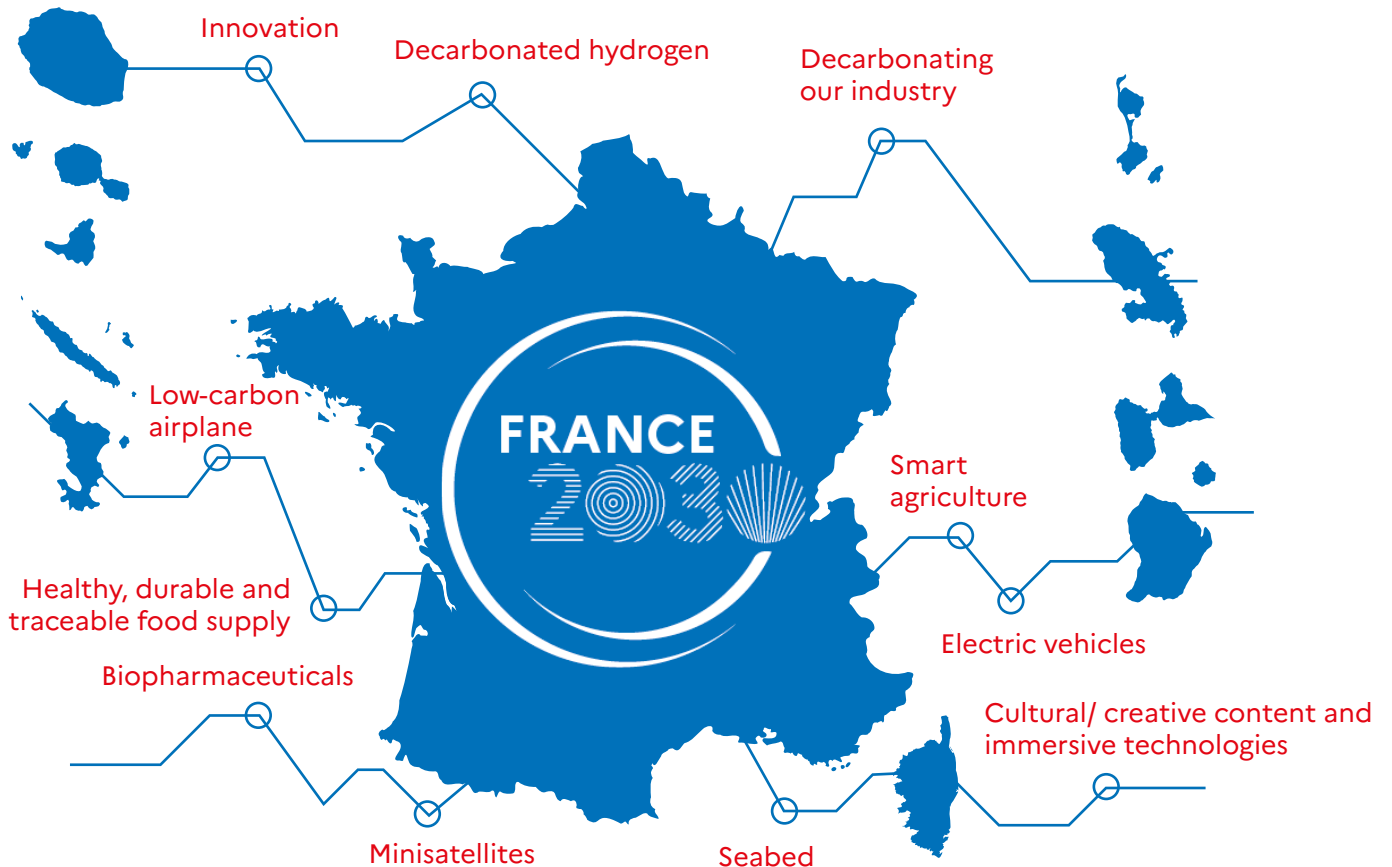
Where to find relevant information regarding potential eligibility?

BUSINESS FRANCE CAN GUIDE YOU THROUGH THE APPLICATION PROCESS TO FRANCE 2030 FUNDINGS



How to apply for France 2030 fundings

All open call for projects are listed on [this site](#) [In French only] with direct links to more details regarding the call for projects and how to apply:





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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 V.I.E international internship program. Business France has 1,500 personnel, both in France and in 58 countries throughout the world, who work with a network of public- and private-sector partners.

For further information, please visit: www.businessfrance.fr

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