



Banco Português
de Fomento

BPF Portugal The scale up investment Bank

Banco Português de Fomento (BPF)
Sovereign Bank of Portugal
15 May 2025 – Berlin - AECM

Gonçalo Regalado – CEO
goncalo.regalado@bpfomento.pt



Our Mission for Portugal

Bank #1 in Companies

Ensure Satisfaction, NPS, Service Level, and Impact on the Portuguese Economy

Bank #1 in SGM and EIB Guarantees

Finance the Portuguese Economy and make it the best Country in Europe in the EIB-EIF

Bank #1 in Equity

Invest with Rigor, Sharing, Prudence, and Supervision

Bank #1 in European Funds

Finance PT2030 and RRP projects and be a leverage for Investment



Bank #1 in Rigor

Close Non-Conformities and Focus on Execution with Rigor

Bank #1 in Governance

Committee Model, Corporate Governance, and Shared Decisions

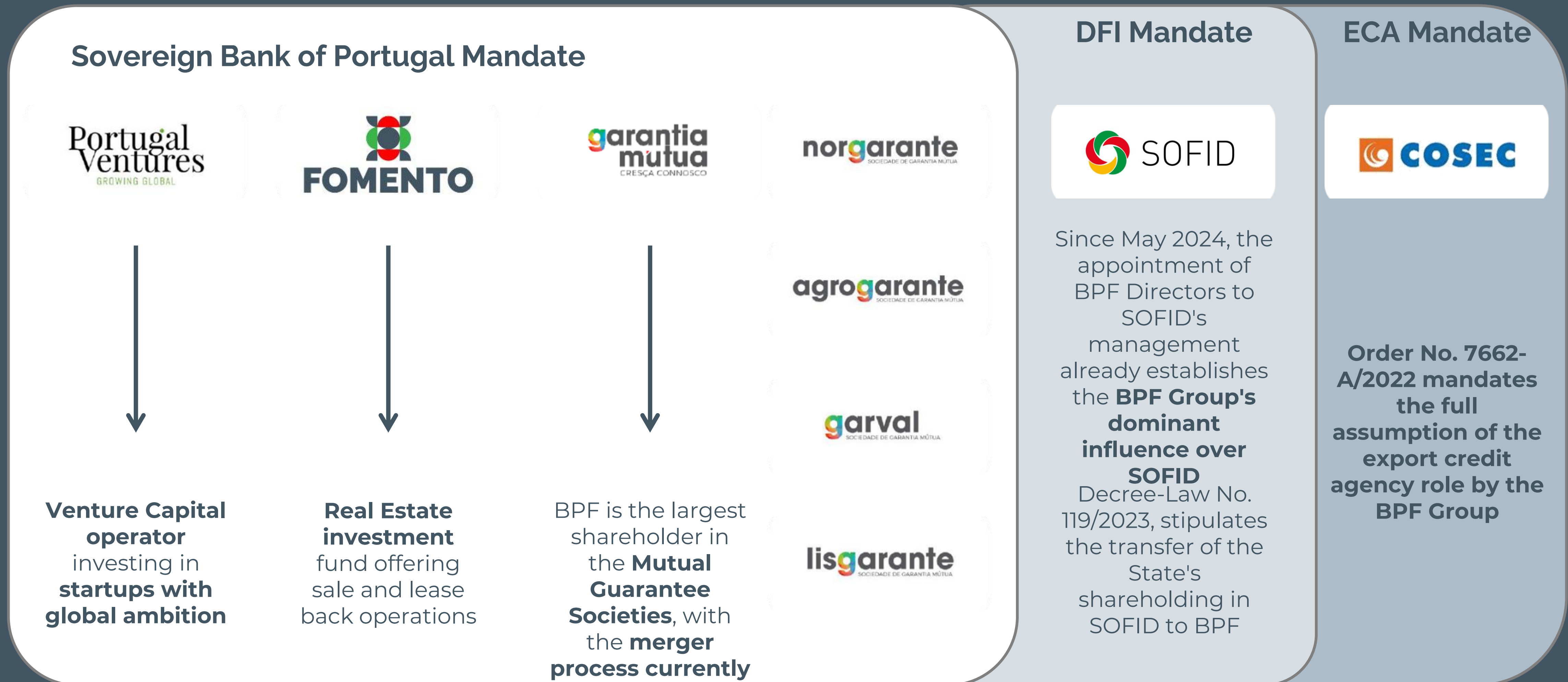
Bank #1 in Digital

Build a Bank with Processes, Technology, Automation, and Service

Banco #1 in Lusophony

Integrate SOFID and ensure access to the Global Gateway

The **BPF Ecosystem** is expanding and indirectly **incorporates the DFI mandate**, through the integration of SOFID **and, in the future, the ECA mandate**



BPF aims to implement a Group with a comprehensive range of financial instruments for Portuguese companies

STRATEGIC PILAR

Strategy of the Sovereign Bank

Build a Sovereign Bank with a **Culture of Talent**, focused on **People**, reinforcing Portugal's **Autonomy** and **Sovereignty**.

Strengthen Business Investment in Portugal with strategies that **impact Corporate Competitiveness**.

More Clients, More Business, Stronger, Closer, and More United: Together, We Are Fomento!



SGM MERGER
**FOMENTO
GARANTIA**



EQUITY STRATEGY
FOMENTO CAPITAL



DFI INTEGRATION
GLOBAL GATEWAY



AQUISITION OF
COSEC ECA
**FOMENTO
ECA**



FOCUS ON CLIENT
**FOMENTO
CUSTOMER CARE**

BPF is one of the 10 European banks with access to the EU's 300 B€ Global Gateway!



BP

Pillar-Assessed

- Within the framework of InvestEU, **BPF has become the only Pillar-Assessed Institution in Portugal**
- The European certification that allows the mobilization of European funds by implementing partners



SOFID

Development Finance Institution

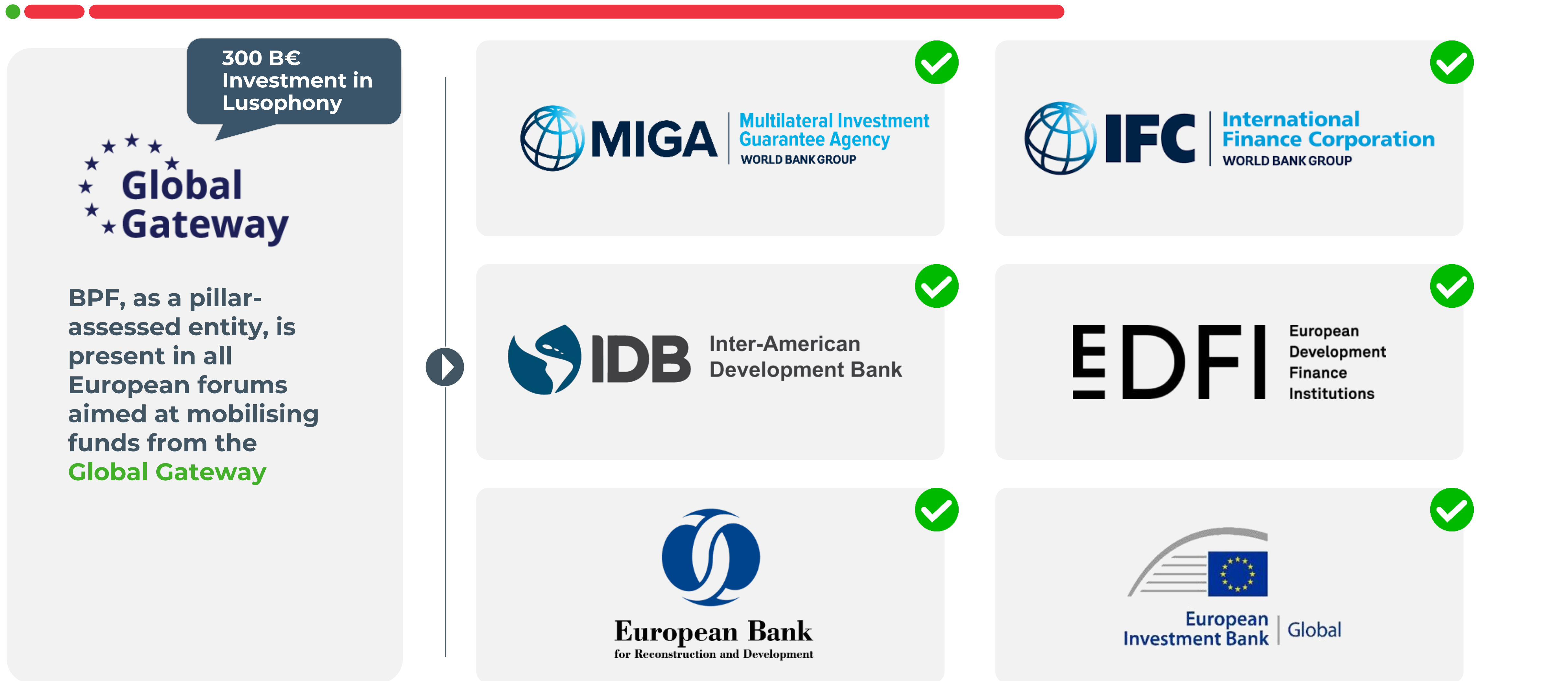
- Development Finance Institutions (DFIs) are institutions created to support the development of the private sector in developing countries.
- **SOFID is the Portuguese DFI and a member of EDFI**
- The project to **integrate SOFID into BPF** is currently underway



The combination of Pillar Assessed Entity status with a DFI mandate enables BPF to mobilise funds from Global Gateway / EFSD+

- **Additional tool for the internationalization of Portuguese companies,**
- Enables access to **Global Gateway funds** – the EU program that aims to **mobilize 300 B€**.
- This combination would also position **BPF in a privileged position** within the European framework, **as there will be only 10 Pillar-Assessed DFIs in the EU**

BPF is one of the 10 European banks with access to the EU's 300 B€ Global Gateway!



BPF is the Sovereign Bank of Companies, providing Guarantees, Financing, Equity, Credit Insurance and Real Estate funds



Target Figures of the Strategic Plan 2025-27



THE SOVEREIGN BANK OF INVESTMENT

The Sovereign Bank expands the frontiers of Portuguese companies' FDI through the Global Gateway and facilitates inbound FDI via bilateral partnerships

2 B€

THE SOVEREIGN BANK OF CAPITALISATION

The Sovereign Bank offers capitalization instruments for direct investment, particularly through Capital Investment Funds in the Portuguese economy

3 B€

THE SOVEREIGN BANK OF EUROPEAN FUNDS

The Sovereign Bank will be a key driver in accelerating the execution of European funds from the RRP and Portugal 2030, creating new instruments to support businesses

3.5 B€

THE SOVEREIGN BANK OF EMERGENCIES

The Sovereign Bank will develop financing for investment purposes to Portuguese Exporting companies, thereby supporting their efforts of expansion and search of new markets

6.5 B€

THE SOVEREIGN BANK OF PARTNERSHIPS WITH EIB-EIF

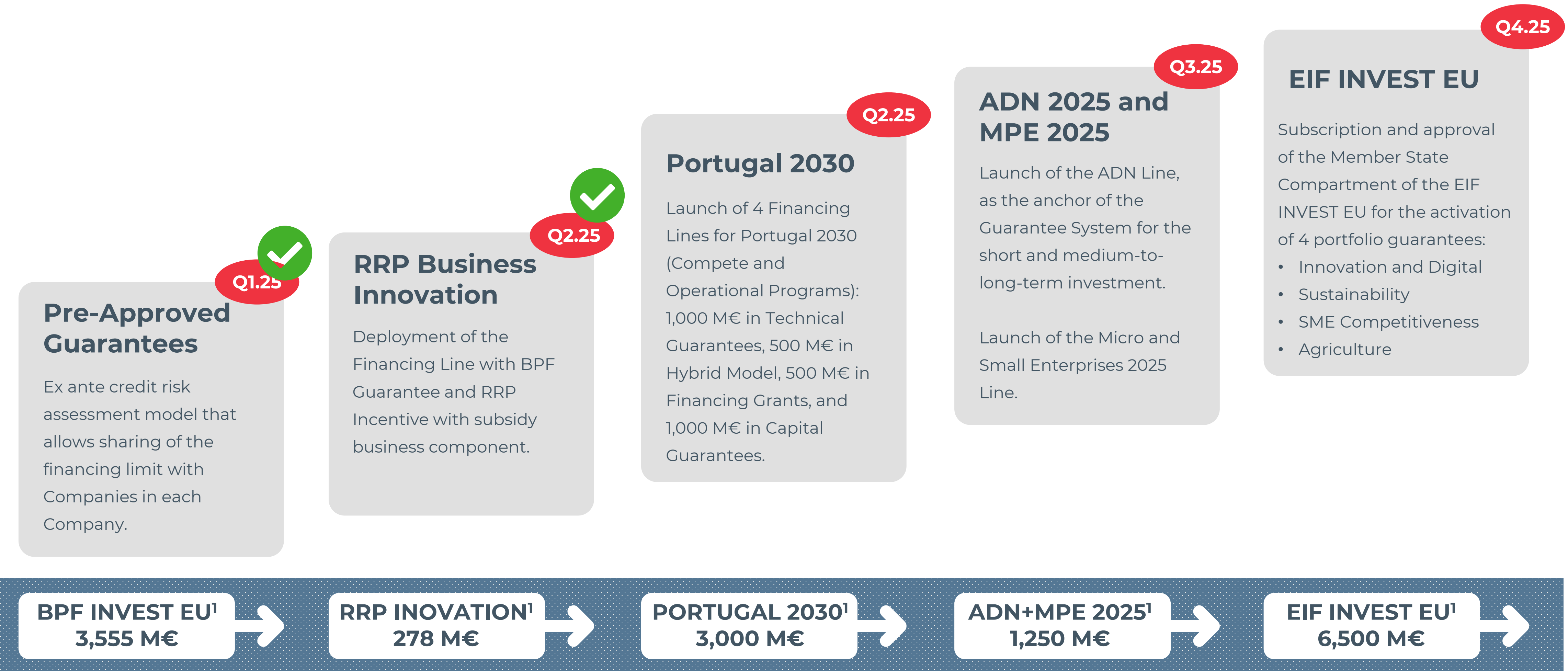
The Sovereign Bank is developing new guarantee solutions in partnership with the EI Group and national entities to support the economy

14.6 B€

THE SOVEREIGN BANK OF GUARANTEES

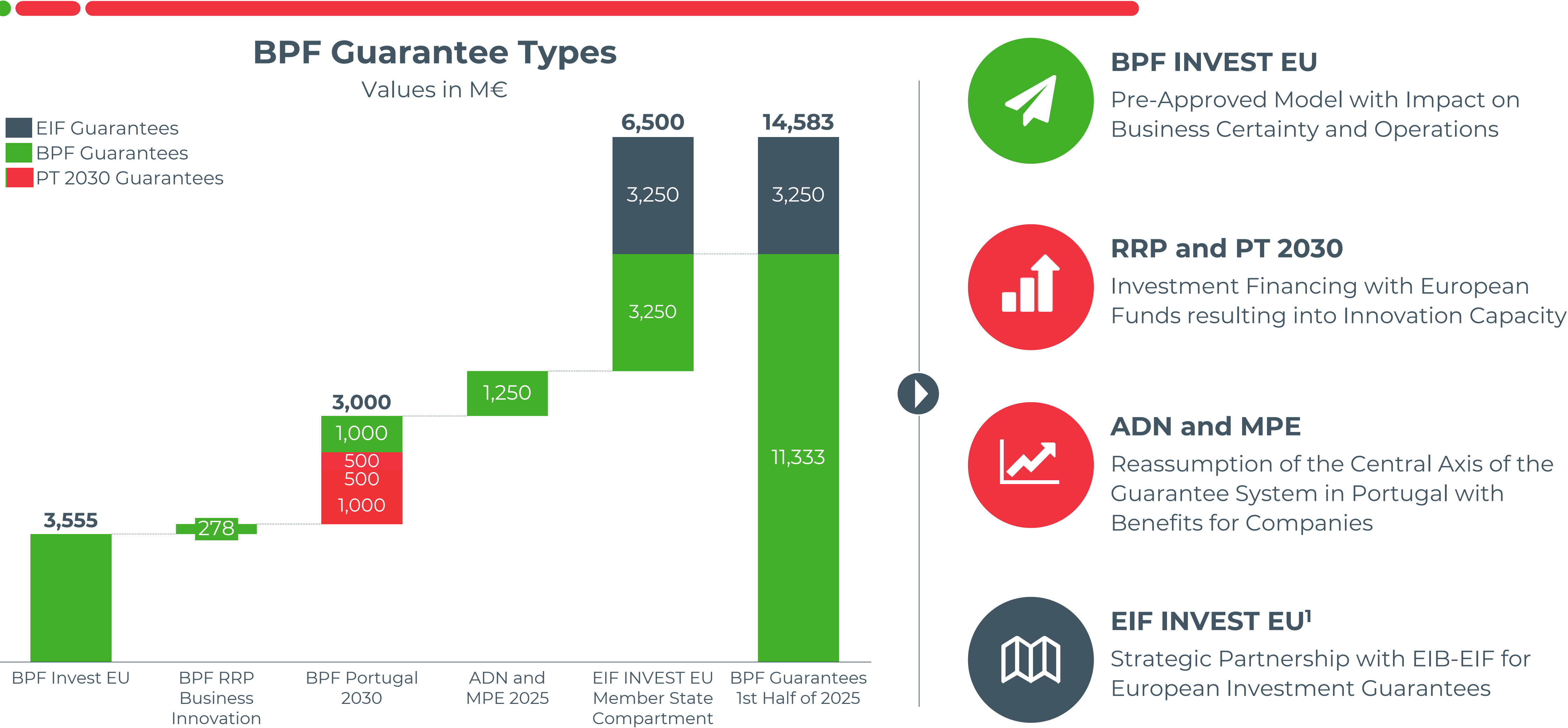
The Sovereign Bank is building its portfolio of guarantees worth ca. 14,6 B€ (5% of GDP) to promote investment by Portuguese companies and ensure financing security for commercial banks

BPF's Guarantees' Strategy aims to mobilize over 14.6 B€ in financing for Portuguese companies, corresponding to 5% of GDP



1. Indicative values as the application process is underway.

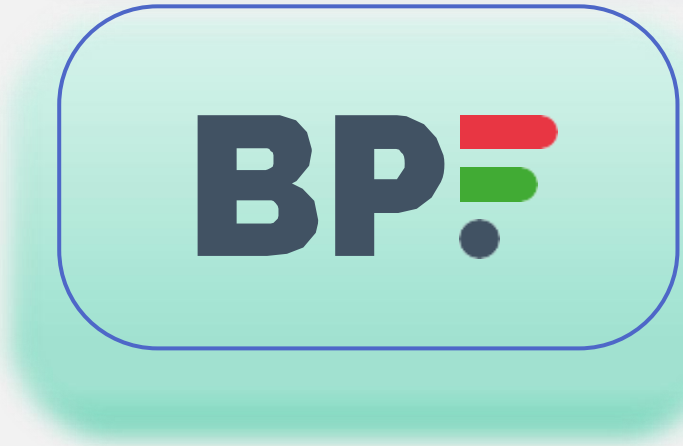
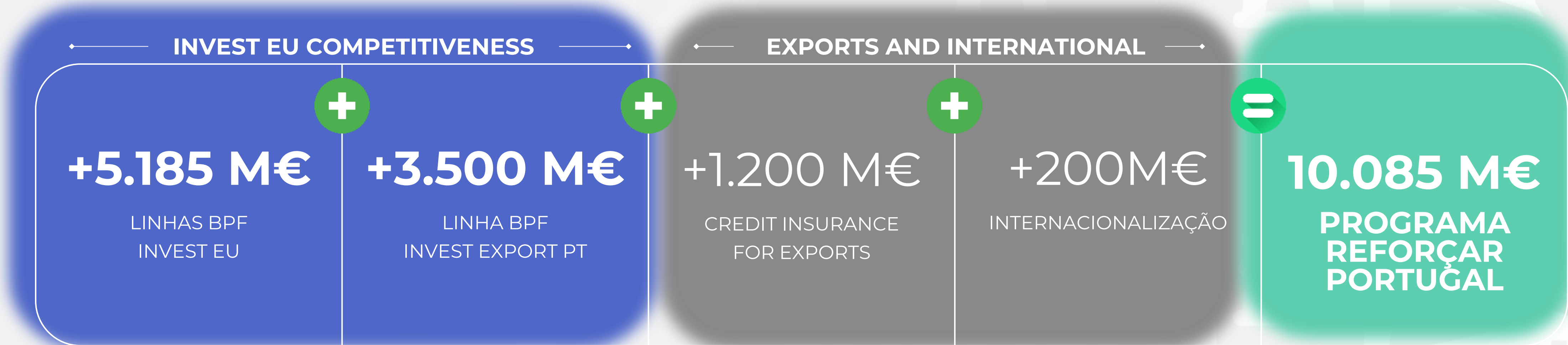
The 14,6 B€ in financing for Portuguese companies across 5 Programs



1. Indicative values as the application process is underway.

REINFORCE ECONOMY – PORTUGAL – 10.APRIL.2025

COMPETITIVENESS, EXPORTS AND INTERNATIONALIZATION



Upscale of BPF INVEST EU Guarantee Credit Lines for Investment and Working Capital



New Guarantee Credit Line for Companies exposed to USA, looking for new markets and investing in new products (2.500 Mio€ for Investment and up to 400 Mio€ in grants)



Reinforce the Export Credit Agency and support new credit insurance for new markets, new products and new promoters



Incentives and Grants through the Multiannual Financial Framework to Support the road for new international markets

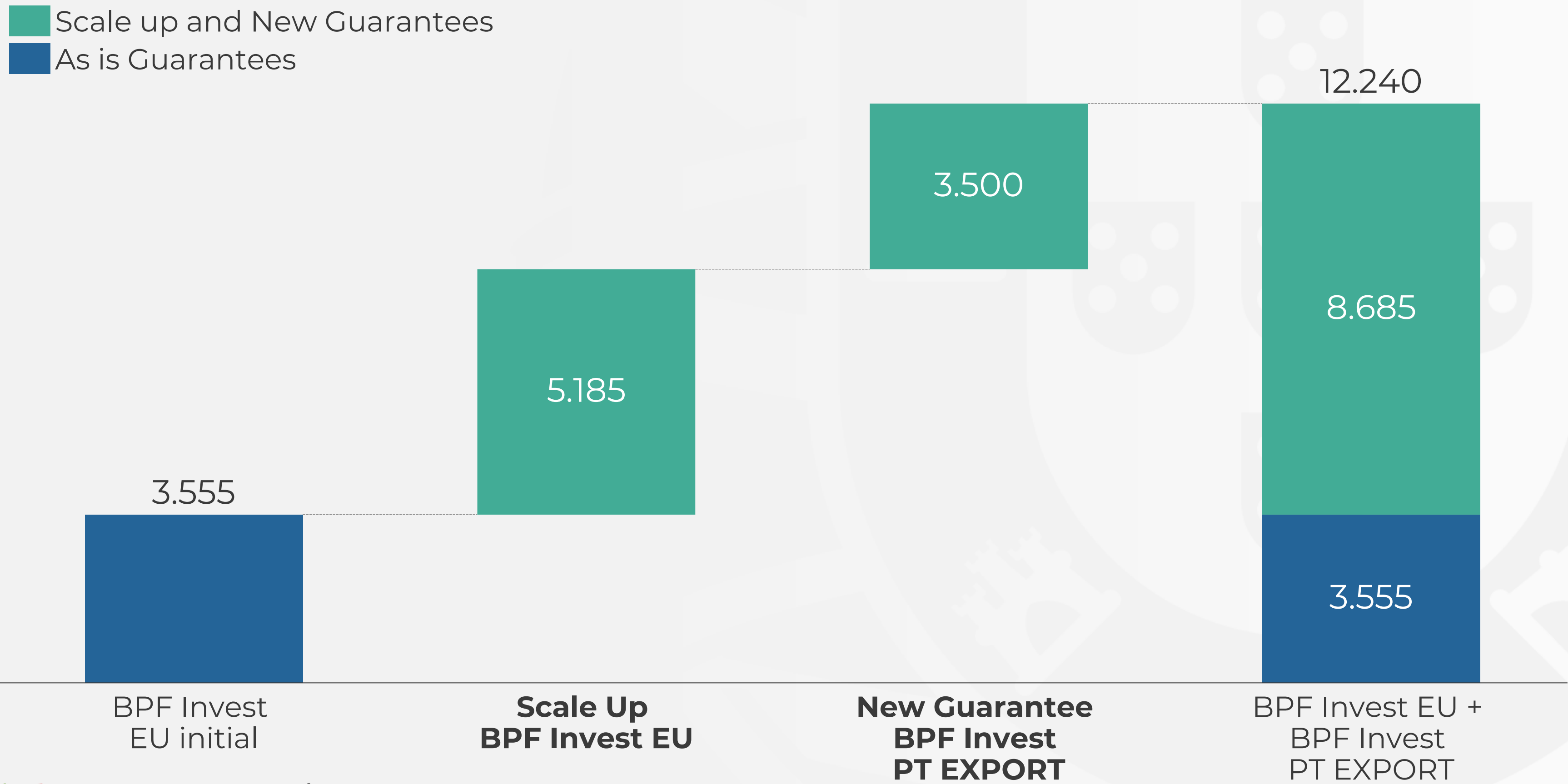


Portuguese Government measures presented by the Prime-Minister, Minister of Finance and Minister of Economy

REINFORCE ECONOMY – PORTUGAL – 10.APRIL.2025

+8.685 Mio€: BPF INVEST EU-PT GUARANTEE LINES

BPF INVEST GUARANTEE LINES, Mio€



Highlights

May-Jun 2025

BPF INVEST EU:
+5.185 M€

The scale up of BPF INVEST EU allows additional plafonds for investment and working capital

BPF INVEST PT EXPORT:
+3.500 M€

BPF INVEST PT EXPORT is guarantee credit line with performance based grants (similar to COVID) with 2.500 Mio€ for investment and 1.000 Mio€ for working capital

Partnership with Companies

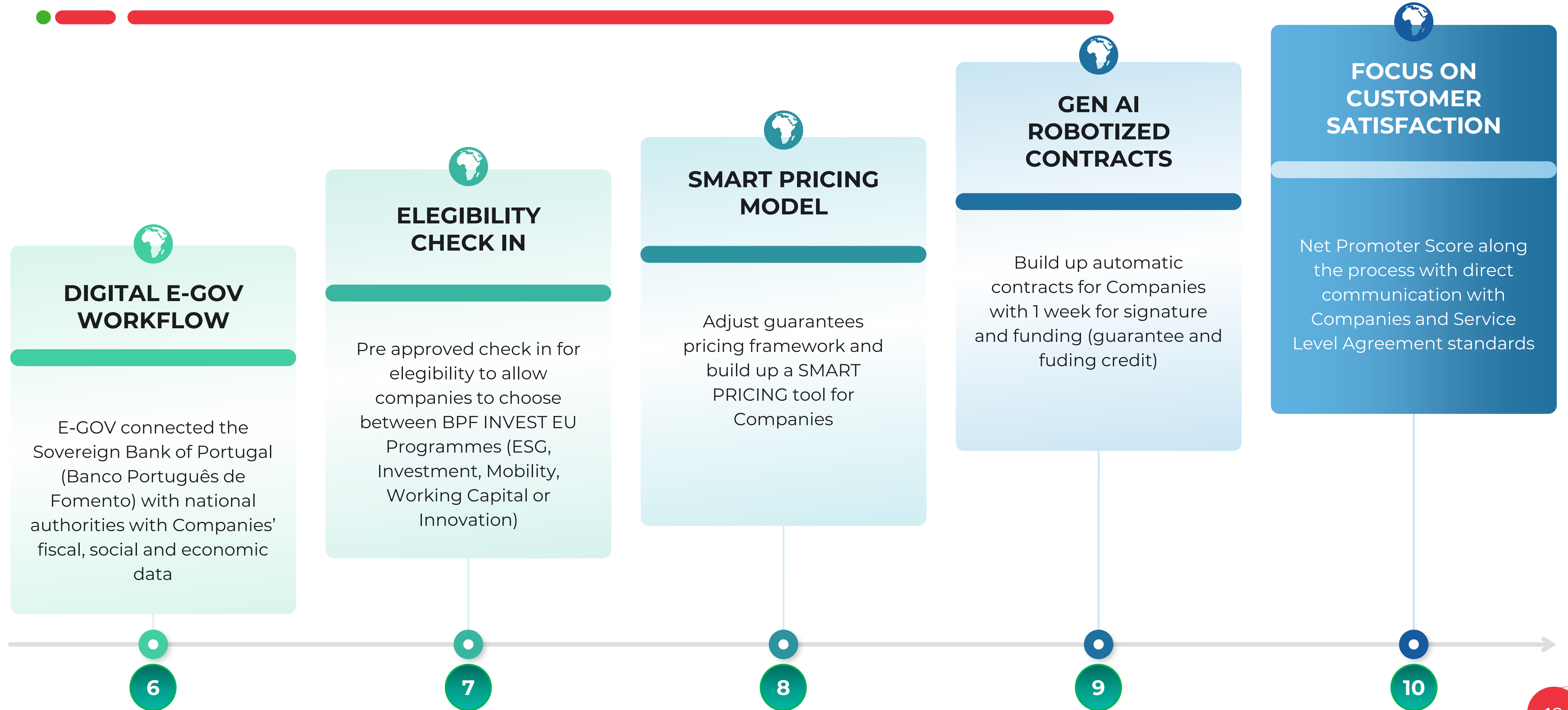
Simple, easy, fast, pre approved and automatic



BPF INVEST EU STRATEGY

Partnership with Companies

Simple, easy, fast, pre approved and automatic

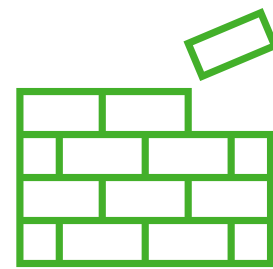


IT Strategic Pillars for 2025-27



Develop a Digital Bank using technology as a strategic foundation to promote economic and social development through specialized financial solutions that meet the needs of strategic sectors.

The IT strategy for 2025-2027 aims to strengthen the Bank's role as a national development agent by **offering operational efficiency, security, and technological innovation**



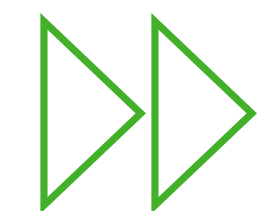
**Resilient and
Scalable
Infrastructure**



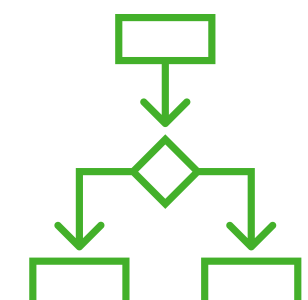
**Safety and
Compliance**



**Customer
Experience**



**Innovation and
Agility**



**Operational
Efficiency**

BPF INVEST EU RESULTS

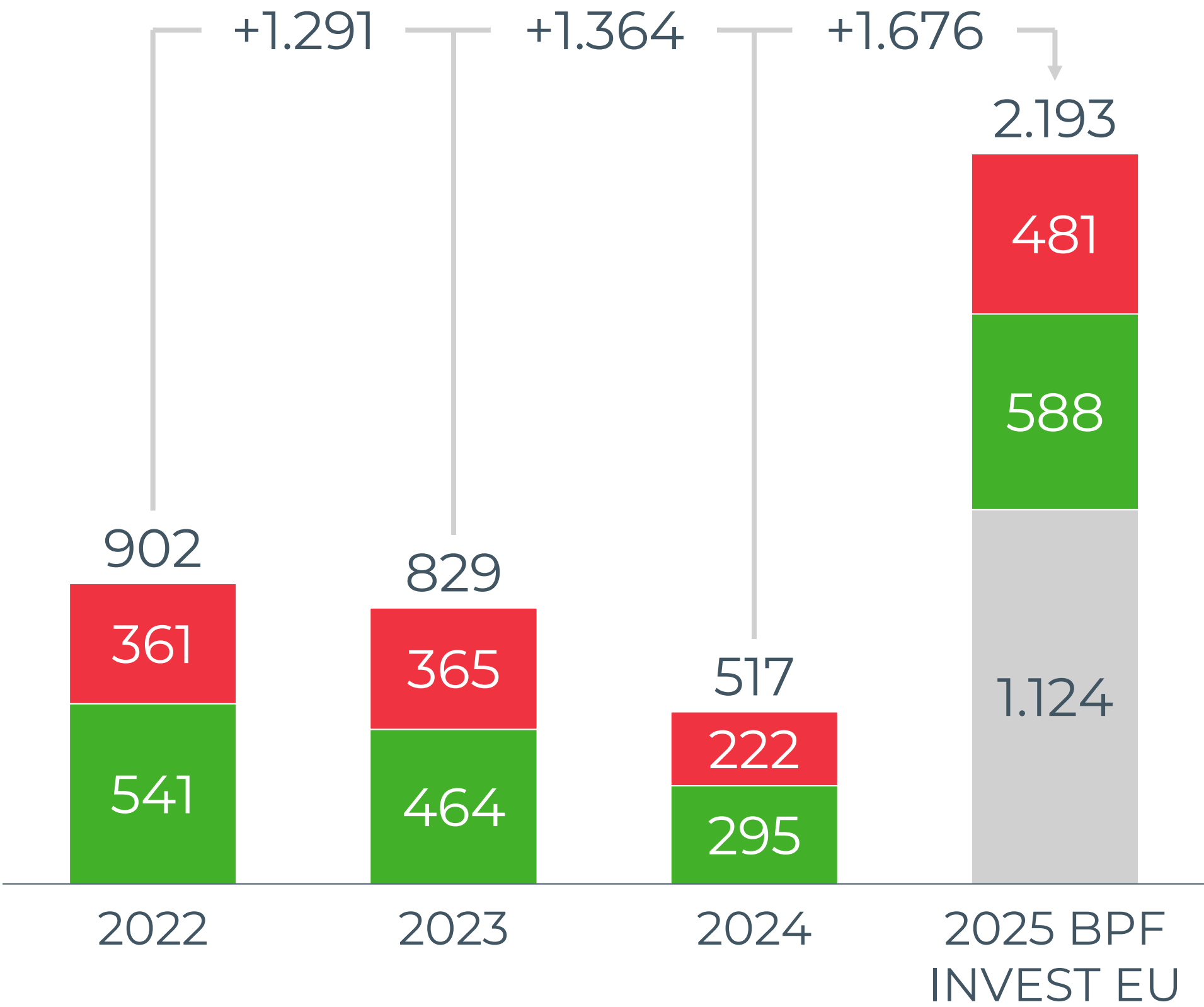
1 month better than 3 years
Focus on results with agile processes

Forecast:
10.000
Companies,
3.000 Mio€
objective in
1S 2025

2.193 Mio€ of applications (#7.661) e 1.125 Mio€ Contracts (#4.167) in 1 month

Finance with Guarantees

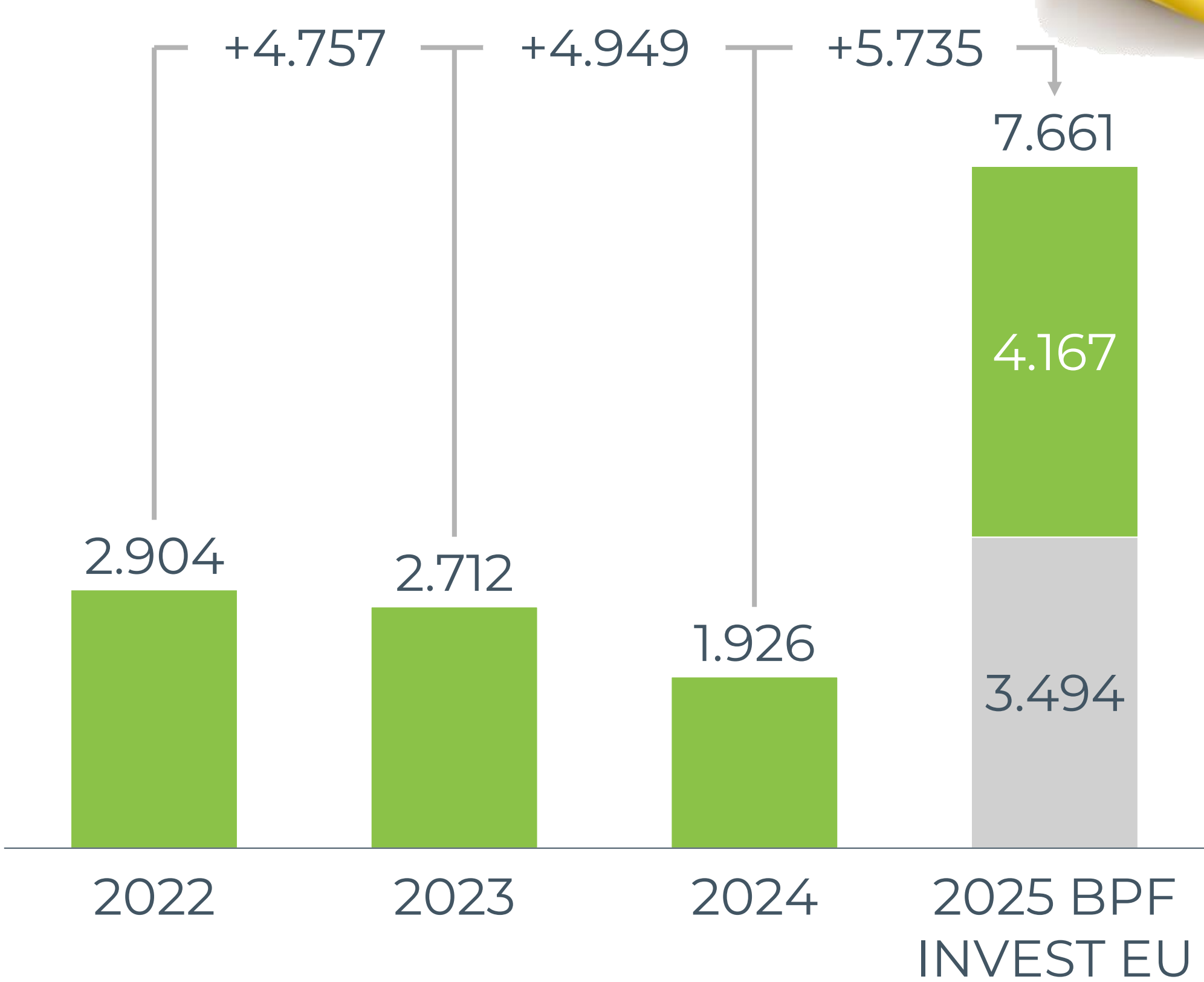
Values in Mio€



- Finance Private Risk
- Guarantee Public Finance
- Pre Approved

Guarantees BPF

Values in #

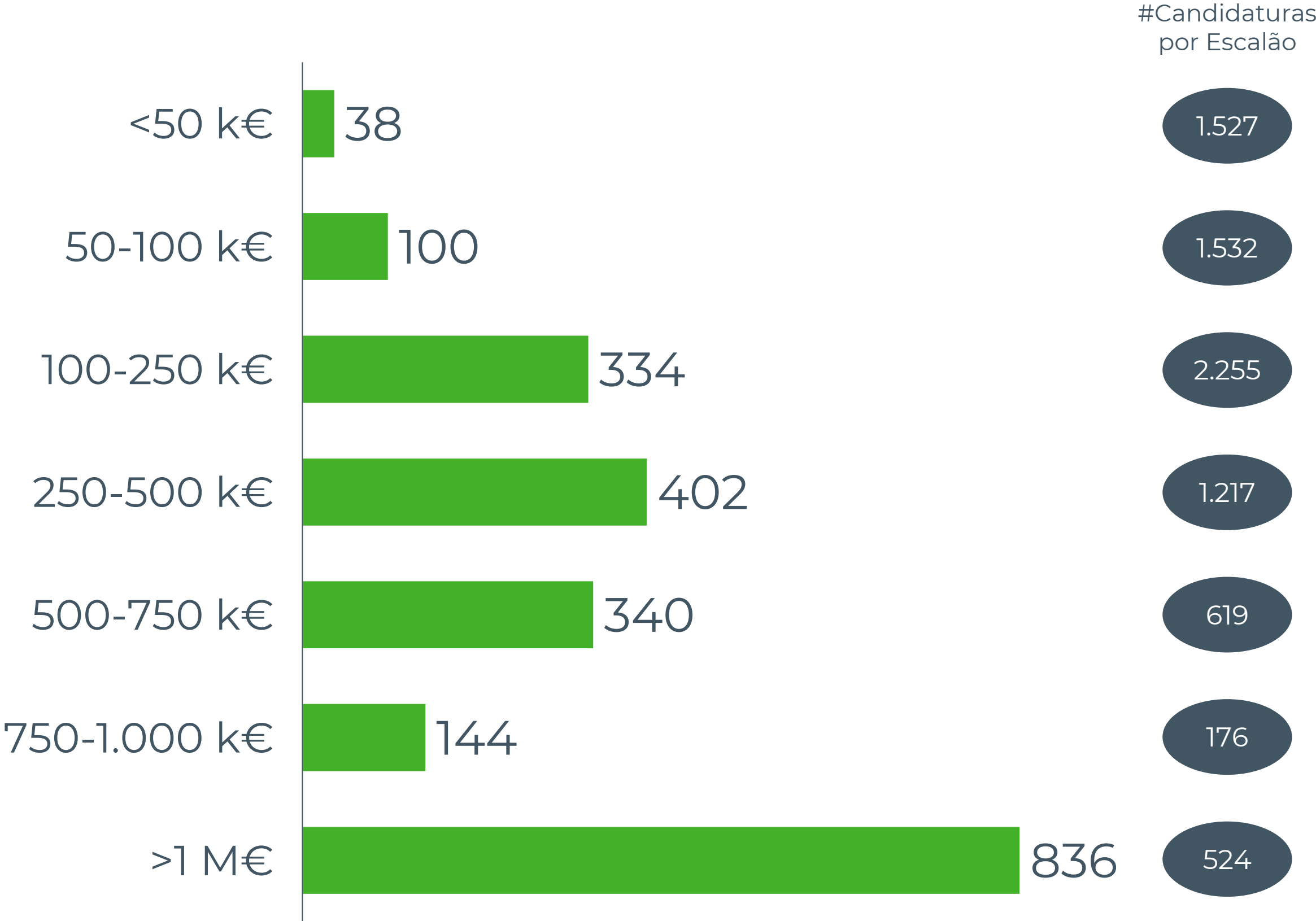


- # Companies Approved
- # Pre Approved Companies

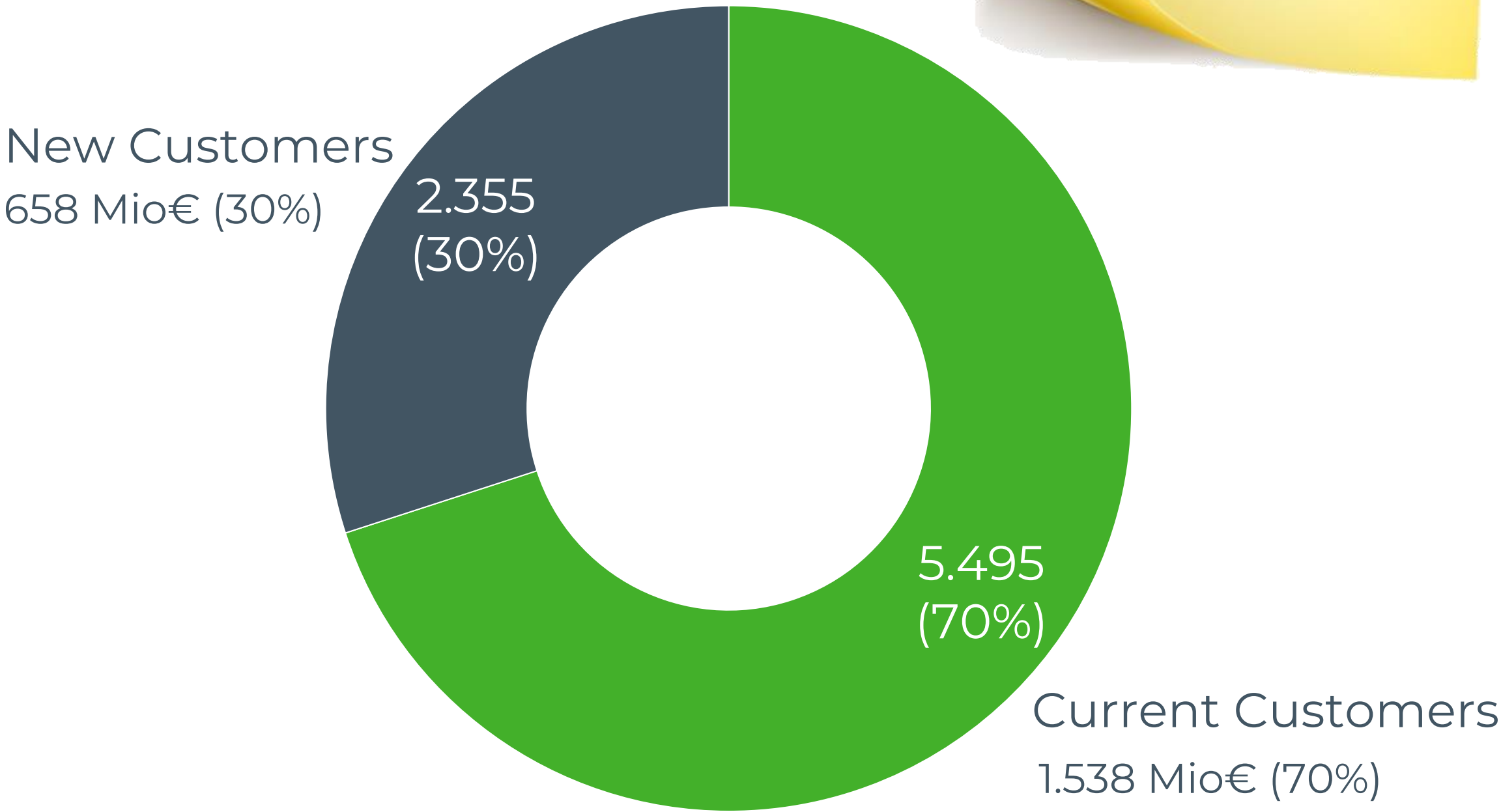
**BPF INVEST EU
RESULTS**

70% of new SME Customers
Focus on results with agile processes

**Applications per Dimension of
Funding SMEs (M€)**



New Customers¹ with Guarantee



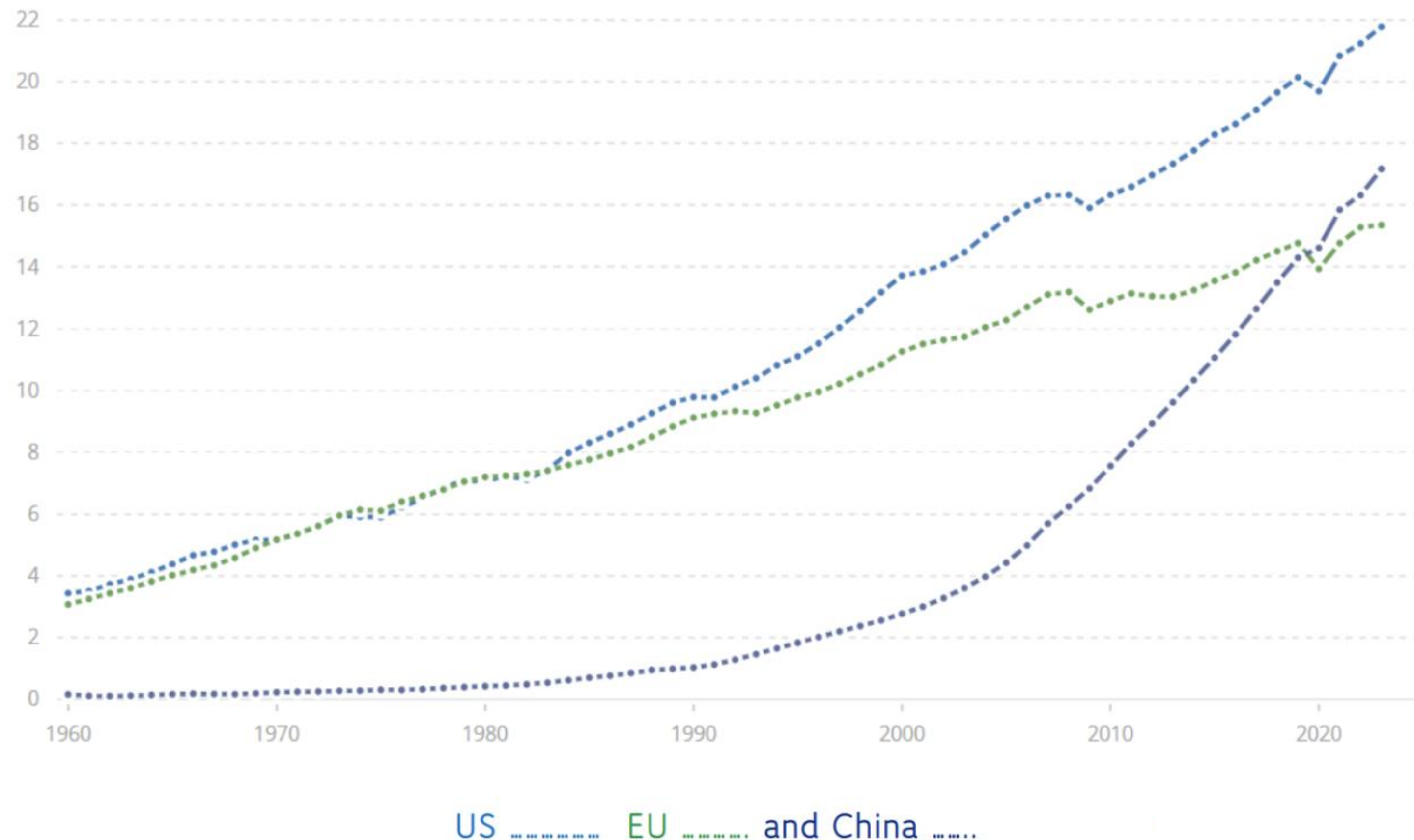
Forecast:
6.000 New Customers
for BPF
INVEST EU

1. New Customer Criteria: Customer without any Guarantee in the last 2 Years neither application nor approval.

**EUROPEAN
UNION TOOLKIT**

We need to Change Minds to Change Results

GDP (in constant 2015 US\$)



TOOLKIT FOR EU SUCCESS



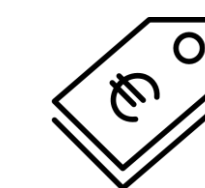
SIMPLE STATE AID

Simplify with Flexibility and Innovation the Regulation Framework to foster European Competitiveness



GRANTS AS COVID-19

Build up a Grant Framework, connected to social impact and companies performance



DELEGATE TO CONTROL

GLOCAL approach for a GLOBAL European Strategy with a LOCAL National Implementation



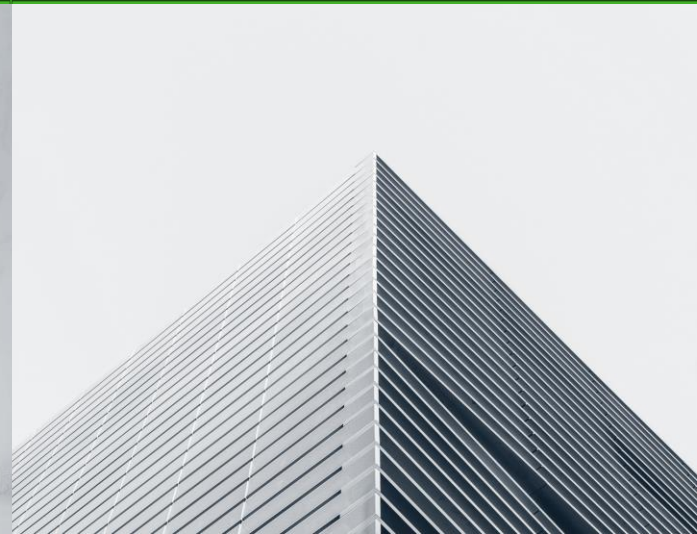



THE SOVEREIGN BANK OF PORTUGAL

3x in 3 Years

- **10 Bn€ in Guarantees**
- **3 Bn€ in Equity**
- **3 Bn€ in Agreements and Partnerships**
- **2 Bn€ in Credit**
- **2 Bn€ in Credit Insurance**
- **1 Bn€ in Investment Funds**



BPF aims to be a strategic pillar in supporting Portuguese Companies to Invest, Innovate and Internationalise

<p>THE SOVEREIGN BANK OF GUARANTEES – 14.6 B€</p>	<p>The Sovereign Bank is developing new guarantee solutions in partnership with the EIB Group and national entities to support the economy</p>	<p>THE SOVEREIGN BANK OF EQUITIES – 2 B€</p>	<p>The Sovereign Bank will be a key driver in accelerating the execution of European funds from the RRP and Portugal 2030, creating new instruments to support businesses</p>	<p>THE SOVEREIGN BANK OF INVESTMENT</p>	<p>The Sovereign Bank will be a key player in financial instruments such as guarantees, capital, credit insurance, financing, and real estate funds focused on businesses</p>
					
<p>The Sovereign Bank is building its portfolio of guarantees worth ca. 14.6 B€ (5% of GDP) to promote investment by Portuguese companies and ensure financing security for commercial banks</p>	<p>THE SOVEREIGN BANK OF PARTNERSHIPS WITH EIB-EIF 6.5 B€</p>	<p>The Sovereign Bank offers Equity instruments for direct investment, particularly through Capital Investment Funds in the Portuguese economy</p>	<p>THE SOVEREIGN BANK OF EUROPEAN FUNDS – 3 B€</p>	<p>The Sovereign Bank expands the frontiers of Portuguese companies' foreign direct investment through the Global Gateway and facilitates inbound foreign direct investment via bilateral partnerships</p>	<p>THE SOVEREIGN BANK OF COMPANIES</p>

Financing the future.



**Banco Português
de Fomento**

Banco Português de Fomento, S.A.
Rua Professor Mota Pinto, n.º 42-F,
2.º Andar, Sala 2.11
4100-353 Porto | PORTUGAL

T (+351) 226 165 280
F (+351) 226 165 289

bpfomento@bpfomento.pt
www.bpfomento.pt

