



## EFSI Operation Scoreboard<sup>1</sup>

<b>PROJECT PRESENTATION</b>	
<b><u>Project name</u></b>	FNAC DARTY RETAIL DIGITAL TRANSFORMATION RDI
<b><u>Promoter or financial intermediary</u></b>	FNAC DARTY SA
<b><u>Country of implementation</u></b>	France
<b><u>Summary project description</u></b>	[...] [...] [...] [...] [...] [...] [...]

<sup>1</sup> This Scoreboard of indicators reflects the information presented to the EFSI Investment Committee (IC) for its decision on the use of the EU guarantee for this operation. Therefore, the document does not take into account possible developments that could have occurred after this decision. Parts of this document that fall under the exceptions for disclosure defined by the EIB Group Transparency Policy, notably under the articles 5.5 (protection of commercial interests) and 5.6 (protection of the Bank's internal decision-making process), have been replaced by the symbol [...].

## **PROJECT PILLAR ASSESSMENT**

### **Pillar 1**

<b>Contribution to EU policy</b>	<b>Significant</b>
<b>EFSI</b>	
Contribution to EFSI	100.00%
EFSI: Development and deployment of information and communication technologies	100.00%
Other development and deployment of information and communication technologies	100.00%

### **Pillar 2**

<b>Quality and soundness of the project</b>	<b>Good</b>
1. Growth	[...]
2. Promoter capabilities	[...]
3. Sustainability	[...]
4. Employment	[...]

*This pillar evaluates the quality and soundness of the operation. This pillar is composed of four indicators which include:*

- (i) "Growth" i.e. for example and where relevant the economic rate of return ("ERR"), which considers the project's socioeconomic costs and benefits, including its spillover effects;*
- (ii) "Promoter capabilities" i.e. the capacity of the promoter/intermediary to implement the project and create the expected impact at the [final] beneficiary level;*
- (iii) "Sustainability" i.e. environmental and social sustainability<sup>2</sup>;*
- (iv) "Employment" i.e. the project's direct employment effect.*

### **Pillar 3**

<b>EIB Technical and financial contribution to the project</b>	<b>Moderate</b>
1. Financial contribution	[...]
2. Financial facilitation	[...]
3. Advice	[...]

*This pillar measures the EIB's particular contribution to the project and its financing scheme in the form of financial and non-financial benefits which go beyond what commercial players would normally be able to offer. This dimension of value added is assessed through three indicators:*

- (i) "Financial Contribution" i.e. improving the counterpart's funding terms compared to market sources of finance (interest rate reduction and/or longer lending tenor),*
- (ii) "Financial Facilitation" i.e. helping to attract private financiers (for example through positive signaling effects), promoting synergies in co-financing with other public sources of funds including National Promotional Banks or EU financial instruments,*
- (iii) "Technical Contribution and Advice" i.e. providing advice with a view to optimizing the financing package (financial structuring), or technical advisory services in the form of expert input / knowledge transfer – provided in-house by the EIB or in the form of assignments to external consultants – to facilitate the preparation or implementation of a project.*

<sup>2</sup> For additional information on the EIB's assessment of the project's environmental and social aspects, please refer to the project's Environmental and Social Data Sheet (ESDS) published on the EIB website.

## **Pillar 4 – Complementary indicators**

### ***Additionality***

In line with the EFSI objectives of development and deployment of information and communication technologies, this operation supports the promoter in the deployment of digitalization projects expected to provide several innovative features and processes. This will allow a further digital transformation of the business model of the promoter and as such support the EU policy of evolving towards an information society.

The financing of this project addresses the market failure of imperfect competition as it contributes to expanding the competitive space for new processes, products and services. Also the financing of this project supports RDI activities, which generate significant positive knowledge, technology externalities, through the creation of innovative processes, products or services and through skills development and upgrading.

The promoter is facing a sub-optimal investment situation as it is difficult to obtain competitively priced financing for the significant investments required by the digitalization driven challenges that traditional retail companies are facing.

The company is sub-investment grade and as such falls under the EIB Special Activity category. This is in particular due to the cyclical and very competitive nature of the sector, long tenor of the operation leading to an effective subordination to existing lenders, as well as the unsecured format of the financing. Due to the riskiness of the operation, the loan could not have been provided to the same extent by the EIB without EFSI support.

The EIB will be providing long-term financing with an unsecured structure, which is expected to result in a further validation of the promoter's investment strategy. This shall help crowding-in private sector financing for future investment needs.

This will be the first operation for the EIB with the promoter.

## Set of indicators related to the macroeconomic environment

### France - Economic environment

#### Economic Performance

	FR	EU	US	FR
	2017	2017	2017	2001-2007
GDP per capita (EUR, PPS)	30,841	29,800	43,098	30,532
GDP growth (%)	1.2	2.0	1.5	2.1
Potential GDP growth (%)	1.2	1.7	2.2	1.8
Output gap (% of potential GDP)	-0.87	-0.19	-0.03	1.8
Unemployment Rate (%)	9.1	7.3	4.1	8.5
Unemployment Rate (%) - Y/Y change (% points)	-0.8	-0.9	-0.6	-0.19
Bank-interest rates to non-financial corporations (%)	1.4	1.3	2.4	3.5
Bank-interest rates to non-financial corporations (%) - Y/Y change (% points)	0.16	-0.04	0.4	0
Investment rate (GFCF as % of GDP) - Total	22.4	20.1	19.7	21.7
Investment rate (GFCF as % of GDP) - Public	3.4	2.7	3.2	3.9
Investment rate (GFCF as % of GDP) - Private	19.0	17.3	16.5	17.8

#### General Sector Indicators

	2013	2014	2015	2016	EU (latest available)
Value added in Retail trade, except of motor vehicles and motorcycles (% of total)	--	--	--	--	--
Employment in Retail trade, except of motor vehicles and motorcycles (% of total)	--	--	--	--	8.4

#### Research, development and innovation

	2013	2014	2015	2016	EU (latest available)
Gross domestic expenditure on R&D (GERD) (% of GDP)	2.2	2.2	2.2	--	2.0
Gross domestic expenditure on R&D (GERD) distance to EU 2020 target (% of GDP)	0.78	0.78	0.77	--	0.97
Research and development expenditure - Government (% of GDP)	0.29	0.29	0.29	--	0.24
Research and development expenditure - Higher education (% of GDP)	0.47	0.48	0.45	--	0.47
Research and development expenditure - Business (% of GDP)	1.5	1.5	1.5	--	1.3
Research and development expenditure - Private non-profit sector (% of GDP)	0.03	0.03	0.03	--	0.02
Eco-innovation index (EU =100)	108.0	112.0	115.0	--	100.0

- Country average for "GDP per capita (EUR, PPS)" is calculated in real terms

- EU value for "Bank-interest rates to non-financial corporations" corresponds to Euro Area average; Country average is the simple average between 2003 and 2007

- The EU value is displayed as the value in the year that corresponds to the latest value of the indicator in a particular country

### Other indicators<sup>3</sup>

#### Key project characteristics

	Expected at PCR
Start of works	[...]
End of works	[...]
Project investment cost	[...]
EIB/EFSD eligible investment mobilised	[...]
External EFSD multiplier	[...]
External EIB (non-EFSD) multiplier	
Amount of private financing	[...]
Quick start (% of expenditure during 2015-2018)	
Co-financing with national promotional banks	[...]
Co-financing with structural funds (ESIF)	[...]
Co-financing with other EU instruments (i.e. Horizon 2020, Connecting Europe Facility, etc)	
Energy efficiencies realised	[...]
Climate Action indicator	
Employment during construction - temporary jobs	[...]
Employment during operation - new permanent jobs	[...]

<sup>3</sup> For additional information on the EIB's assessment of the project's environmental and social aspects, please refer to the project's Environmental and Social Data Sheet (ESDS) published on the EIB website. The abbreviation PCR stands for Project Completion Report. If applicable, a difference between the amount of Project investment costs and EIB/EFSD eligible investment mobilized might derive from the fluctuation of the underlying exchange rate.