



Press release
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OSEO-TOTAL partnership on behalf of innovative SMEs

François Drouin, OSEO's President and CEO, and François Viaud, Total's Human Resources Director, have just concluded a partnership to combine their efforts on behalf of innovative SMEs (small and medium-sized enterprises).

Based on its knowledge of such companies, OSEO will brief TOTAL on innovative projects in the technological fields in which that key account is interested.

With their agreement, the selected SMEs will be able in this way to benefit from establishing relationships with TOTAL to obtain financing. That will let them speed up the transition to mass production or to a commercial launch of their innovations.

This agreement has the advantage of optimising and enhancing the synergy among three stakeholders:

- the innovative businesses will be able to obtain additional financing in the critical launch phase of their projects and will be identified by Total to access its markets,
- OSEO will find additional focuses for continuing its support in accompanying and financing innovative SMEs,
- and TOTAL, via its *Total Développement Régional* entity, will strengthen its knowledge of dynamic companies and of its priority technological sectors.

This OSEO-TOTAL partnership is a new example of service bringing closer relations between innovative SMEs and key accounts. The initial results, expected as of the end of 2011, will enable OSEO to promote this kind of action in connection with other key accounts.

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