

On Thursday 13<sup>th</sup> October 2016, the French agency SAGESSE issued a highly successful EUR600m 12yr new benchmark.

Thanks to its diversified financing and responsive financial policy, SAGESSE is recognized for its high financial stability.

With this new benchmark, SAGESSE has extended and staggered its debt maturity profile up to October 2028

The transaction came to market following extensive preparation and investor work, which resulted in a 2.5x oversubscribed book, enabling to tighten pricing 2bps from guidance

This outstanding landmark transaction reinforces SAGESSE's position within the international capital markets, and confirms its capital market leadership among the European Central Oil Stockholding Entities

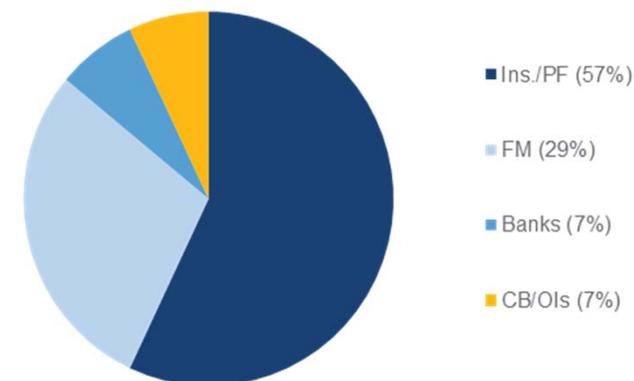
### Summary terms and conditions

<b>Issuer</b>	SAGESSE (Ticker: SAGESSE; Country: FR)
<b>Issuer ratings</b>	AA (S&P, Neg Outlook)
<b>Size</b>	EUR 600m
<b>Pricing date</b>	13 <sup>th</sup> October 2016
<b>Maturity date</b>	20 <sup>th</sup> October 2028
<b>Coupon</b>	0.625% Fixed, Annual, Act/Act
<b>Reoffer price</b>	98.650%
<b>Reoffer yield</b>	0.743% p.a.
<b>Reoffer spread</b>	OAT interp + 29bps (MS+15.5 bps equiv.)
<b>Listing</b>	Paris
<b>Joint leads</b>	CM-CIC, CREDIT AGRICOL CIB, HSBC and NATIXIS

### Execution highlights

- SAGESSE (Société Anonyme de Gestion des Stocks de Sécurité) was created in 1988 on the initiative of oil operators and under the aegis of public authorities. Nominated as the Central Stockholding Entity for France by a 28-Dec-2012 decree, SAGESSE is entrusted with the unique mission of stockpiling and managing strategic stocks of crude oil and oil products. As of 1st July 2016, SAGESSE manages 17.5 MT Eqpf (Equivalent finished products) of oil products representing 73% of France's reserve obligation.
- Following a mandate announcement for a new 12yr EUR Bond roadshow on October 3, SAGESSE engaged accounts across Europe over a series of investor meetings for a forthcoming transaction.
- The transaction was officially announced as a 12yr EUR Benchmark on Thursday 13<sup>th</sup> October at 9:30 am CET, with IPTs at OATs + low/mid 30s bps.
- The deal attracted very strong interests in the hour after the announcement, with IOIs in excess of EUR1bn (excl. JLM interest), enabling to officially open books at 10:30 am CET, with guidance at OATs+31bps.
- At 11:30 am CET, an update was sent out indicating that books were over EUR1.3bn (incl. EUR75m JLM interest), at which point the spread was set at OATs+29bps. The deal sized at EUR600m and books were subsequently closed.
- The high quality of orders with total interest in excess of EUR1.5bn and the granularity of the orderbook with 52 accounts participating confirmed the continued support from investors and enabled to price the transaction at 2 pm CET at OATs+29bps, 2bps inside guidance, implying a reoffer yield for investors of 0.743% and enabling a coupon of 0.625%.
- France took the bulk of demand at 82%, the rest being well balanced between Germany (5%), Benelux (4%) and Scandinavia (4%). By investor type, distribution was dominated by Insurance/Pension funds (57%), followed by Fund Managers (29%), Banks and Central Banks/Official Institutions (7% each)

### Distribution by Investor Type



### Distribution by Geography

