KfW presents itself.
A presentation about KfW and its tasks

As of April 2020
Video „KfW at a glance“

There is a hyperlink behind the image – click right to open it and start the film. Note: Internet connection is required.
18 November 1948
Law Concerning KfW enters into force
More than 70 years of KfW
Financing with a public mission

- Promotional bank of the Federal Republic of Germany
- Established in 1948 as Kreditanstalt für Wiederaufbau
- Shareholders: 80% Federal Republic, 20% federal states
- Headquarters: Frankfurt am Main
  Branches: Berlin, Bonn and Cologne
- Representative offices: about 80 offices and representations worldwide
- Balance sheet total 2019: EUR 506.0 billion
- Financing volume 2019: EUR 77.3 billion
- 6,705 employees (2019)
  1)
- Best long-term rating: Aaa/AAA/AAA

1) The average number of employees including temporary staff but without members of the Executive Board and trainees
Worldwide presence
About 80 representative offices

Source, comment, footnote
Proven and successful business model

Customer → Financing partner → KfW → Capital market

Promotional mandate: Defined by KfW Law
State liability: Institution owned by Federal Republic and federal states

Backed by Understanding II reached with EU Commission
Neutrality through on-lending principle in lending business

No branch network of our own

- Submits loan application with regular bank before start of investment
- If approved, customer’s bank forwards application to KfW
- Enters into the loan agreement and disburses the loan
- Refinances the loan at favourable refinancing interest rates
Climate change and the environment, globalisation, digitalisation and social change – we face great challenges today. KfW is one of the world’s leading promotional banks. It applies its decades of experience on behalf of the Federal Government and the federal states to improve the economic, social and ecological living conditions around the world.
### Domestic and international promotion

#### Business sectors

<table>
<thead>
<tr>
<th>We promote Germany</th>
<th>We support the German and the European economy</th>
<th>We promote development</th>
</tr>
</thead>
<tbody>
<tr>
<td>SME Bank &amp; Private Clients</td>
<td>KfW IPEX-Bank</td>
<td>KfW Development Bank</td>
</tr>
<tr>
<td>Digital mass business</td>
<td>International export and project finance</td>
<td>Promotion of developing countries and emerging economies</td>
</tr>
<tr>
<td>Customised Finance &amp; Public Clients</td>
<td>KfW Capital</td>
<td>DEG</td>
</tr>
<tr>
<td>Individual financing solutions and municipal finance</td>
<td>Venture capital fund investments</td>
<td>Promotion of developing countries and emerging economies</td>
</tr>
</tbody>
</table>

**KfW**

**KfW IPEX-Bank**

**KfW Capital**

**DEG**
We promote Germany's future

KfW Domestic promotion

- Business founders & SMEs
- Technology-oriented start-ups
- Private costumers, e.g. housing, education
- Municipalities, municipal & social organisations

More than 500,000 promotional loans, venture capital investments, and promotional grants p.a.

KfW presents itself / April 2020
Domestic promotion
Promotional figures in 2019

370,000
energy-efficient housing units

Housing promotion safeguards around
515,000
jobs in skilled crafts and suppliers

2,180
municipal projects
for public infrastructure
financed

43
bn
€
total commitments

37,000
start-ups and SMEs supported

155m
euros for venture capital

7.9
bn
euros for expanding renewables and energy efficiency for corporate customers

83,000
people
Studies or training and education of

KfW presents itself / April 2020
Domestic promotion
KfW SME promotion – multi-faceted priority areas in 2019

In long-term average, KfW is involved in around 25% of SME financings in Germany.

Priority area innovation
437 million euros in new commitments to tap new markets and foster digital transformation

Priority area innovation
For measures of particular relevance in terms of economic promotion, individual financing approaches are possible.

Priority area energy transition in the SME sector
7,855 million euros in new commitments to increase energy efficiency of buildings and production facilities and expand renewables

Priority area corporate investment
3,839 million euros in new commitments to strengthen competitiveness and tap new markets

Promotion focuses on smaller companies, which often have impeded access to the capital market: approx. 85% of loans go to companies with an annual turnover of up to 10 million euros.
KfW IPEX-Bank at a glance

KfW IPEX-Bank finances and supports projects of German and European companies to strengthen our export industry.

<table>
<thead>
<tr>
<th>Target group</th>
<th>Large and larger medium-sized companies conducting international business (Export companies, as well as PEAs for large-scale investments in infrastructure, environmental and climate protection)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volume of commitments 2019</td>
<td>EUR 22.1 billion</td>
</tr>
<tr>
<td>Financing priorities</td>
<td><strong>Medium and long-term structured financings for</strong></td>
</tr>
<tr>
<td></td>
<td>– exports and other tied financings for export companies</td>
</tr>
<tr>
<td></td>
<td>– maintenance and expansion of German and European infrastructure including corresponding means of transport</td>
</tr>
<tr>
<td></td>
<td>– climate and environmental protection projects</td>
</tr>
<tr>
<td></td>
<td>– securing German and European raw material supplies</td>
</tr>
<tr>
<td></td>
<td>– foreign investments of German companies</td>
</tr>
</tbody>
</table>
KfW Development Bank at a glance

<table>
<thead>
<tr>
<th>Task</th>
<th>Promotion of investments and reform processes in developing countries and emerging economies</th>
</tr>
</thead>
</table>
| Mandate by | – German Federal Government (esp. BMZ, but also AA, BMU, BMBF)  
– EU Commission  
– Selected bilateral donors |
| Objectives | – Sustainably improve economic and social living conditions  
– Poverty reduction  
– Climate and environmental protection |
| Partners | Governmental institutions and, where appropriate, non-governmental organisations |
| Promotional business volume 2019 | EUR 8.8 billion |
DEG Deutsche Investitions- und Entwicklungsgesellschaft mbH at a glance

DEG is paving the way for sustainable entrepreneurial success and effective development.

<table>
<thead>
<tr>
<th>Task</th>
<th>As one of the biggest development financiers for the private sector we finance, advise and support private businesses, important drivers for development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Objectives</td>
<td>– Expand private sector structures through the financing of investments that contribute to local value creation in the long term  &lt;br&gt;– Sustainable development that creates qualified jobs and income, improves living conditions and opens opportunities  &lt;br&gt;– Promotion of innovative business models, introducing international standards in developing countries</td>
</tr>
<tr>
<td>Partners</td>
<td>Companies operating in developing countries and emerging economies</td>
</tr>
<tr>
<td>Promotional business volume 2019</td>
<td>EUR 1.85 billion</td>
</tr>
</tbody>
</table>
KfW is one of the world’s biggest and most active bond issuers on the international capital markets.

### Funding

- Funding takes place almost completely on the international money and capital markets, particularly in euros and US dollars. Other important currencies are the British pound, the Australian dollar and the Japanese yen.

- The offer of different currencies, maturities and structures is targeted in particular at institutional investors.

- KfW bonds are also an important asset class for sustainable investors, as KfW gets excellent ratings from independent sustainability rating agencies.

- “Green Bonds – Made by KfW” are designed to offer investors the possibility to invest in climate protection and provide impetus for fostering environmental protection activities.

- Issuing planned for 2020: EUR 75 billion

### Triple-A-Rating of KfW bonds

- Moody’s
- Scope Ratings
- Standard & Poor’s

### Excellent sustainability rating

- "Prime"
- 1st place of 343 banks

### Awards

- Most Impressive Government of Government Agency Green SRI Bond Issuer
- Overall Most Impressive SSA Funding Team
- Asia-Pacific Award Greater China Currencies
- Uridashi Award Deal of the Year
- Safety Bank Award 2019
- Global Capital Deal Awards 2019
- Global Capital SRI Awards
- SAFETY BANK AWARD 2018
- Global Finance
- World Finance
- cmdportal
Executive and advisory bodies

Advisory bodies

Advisory Council for Promotional Measures in Eastern Germany
(currently inactive)

SME Council

Executive bodies

Board of Supervisory Directors
oversees the conduct of business & asset administration

Presidial and Nomination Committee
Remuneration Committee
Risk and Credit Committee
Audit Committee

Executive Board
conducts KfW's business and administers its assets
Executive Board

Dr Günther Bräunig (CEO)
Dr Ingrid Hengster
Melanie Kehr
Bernd Loewen
Prof Dr Joachim Nagel
Dr Stefan Peiß
# Board of Supervisory Directors

## Function and composition

### Tasks
- Constantly supervises the conduct of business and the administration of assets
- Approves the annual financial statements
- Appoints auditors
- Confers powers upon committees
  - Presidial and Nomination Committee
  - Remuneration Committee
  - Risk und Credit Committee
  - Audit Committee

### Board members

#### Chair and Deputy Chair
- Federal Minister of Finance and the Federal Minister for Economic Affairs and Energy in alternation

#### 37 members
- Federal ministers specified in the Law Concerning KfW (KfW Law)
- Members appointed by the Bundestag and Bundesrat
- Representatives of banks and savings banks
- Representatives of industry, the municipalities, agriculture, commerce, handicrafts, housing and the trade unions
Mittelstandsrat (SME Advisory Council)
Function and composition

<table>
<thead>
<tr>
<th>Tasks</th>
<th>Council members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concretises the public mission of Mittelstandsbank</td>
<td>Chair</td>
</tr>
<tr>
<td>Deliberates and decides on proposals for the promotion of small and medium-sized enterprises on the basis of the overall business planning of KfW</td>
<td>– Federal Minister for Economic Affairs and Energy</td>
</tr>
<tr>
<td></td>
<td>Deputy Chair</td>
</tr>
<tr>
<td></td>
<td>– Federal Minister of Finance</td>
</tr>
<tr>
<td></td>
<td>Further Members</td>
</tr>
<tr>
<td></td>
<td>– The commissioner of the Federal Government for the new federal states (eastern Germany)</td>
</tr>
<tr>
<td></td>
<td>– Two representatives appointed by the Bundesrat</td>
</tr>
<tr>
<td></td>
<td>– Four other members appointed by the Federal Ministry for Economic Affairs and Energy</td>
</tr>
<tr>
<td></td>
<td>– One member appointed by the Federal Minister of Finance</td>
</tr>
<tr>
<td></td>
<td>– One member appointed by the Minister for the Environment, Nature Conservation and Nuclear Safety</td>
</tr>
</tbody>
</table>
Strategic Investments
Capital shares as of 31 March 2020

1 non-profit
2 holding arrangement
3 mandated transaction in accordance with Article 2 (4) of the KfW Law (indirect participation in Airbus SE – around 11% of voting rights)
4 mandated transaction in accordance with Article 2 (4) of the KfW Law (indirect participation in Eurogrid GmbH – 20% of voting rights)
Headquarters of KfW Group in Frankfurt

Willkommen auf dem KfW Campus.

- **1949**
  Work begins at Gutleutstrasse 40

- **1968**
  Move to Palmengartenstrasse

- **1987 - 2016**
  Progressive construction of the campus
  1987: North and South Arcades
  2002: East Arcade
  2010: West Arcade
  2011: Senckenberganlage
  2012: „Villa 102“
  2016: Bockenheimer Landstraße 104

- **3,859 employees**
  are currently working in KfW’s own
  as well as in leased premises

- **KfW’s own buildings**
  are featuring a high environmental standard
  and were awarded several prizes

**KfW Group**
Palmengartenstrasse 5-9
60325 Frankfurt
Germany
Berlin branch

- **1949 bis 1989**
  Headquarters of the Central Bank of the GDR ("Staatsbank")

- **1990**
  “Staatsbank Berlin” founded to wind up the Central Bank of the GDR ("Staatsbank der DDR")

- **1994**
  Staatsbank Berlin with all employees and tasks transferred to KfW

- **2001**
  Branch office opened at Gendarmenmarkt

KfW
Niederlassung Berlin
Charlottenstrasse 33
10117 Berlin
Germany
Bonn branch

- **1950**
  Foundation of the “Vertriebenen Bank AG”

- **1954**
  Transformation into a public law institution named “Lastenausgleichsbank”

- **1986**
  Renamed as Deutsche Ausgleichsbank (DtA)

- **2003**
  Merged with KfW

KfW
Niederlassung Bonn
Ludwig-Erhard-Platz 1-3
53179 Bonn
Germany
KfW presents itself / April 2020

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH

- 1962
  Founded as a state-owned company
- Since June 2001
  100 % subsidiary of KfW Group
- To date
  Promoted approx. 3,300 companies in developing countries
- 2019
  New commitments of around EUR 1.85 billion

DEG
Kämmergasse 22
50676 Köln
Germany
www.deginvest.de
Villa 102

Event location of KfW Stiftung: the ancient "Frankfurt House of Literature"

- Non-profit foundation under civil law
- Established in October 2012
- Endowment capital: EUR 20 million
- Mission: Give impetus for tackling social challenges
  - climate and environmental protection
  - demographic change
  - globalisation
- In the focus: responsible entrepreneurship, social commitment, climate and environmental protection, arts and culture
- Activities of KfW Stiftung: projects encouraging replication
### Fields of activity

#### Responsible Entrepreneurship
- Creating the infrastructure to resolve societal problems by means of economic activity

#### Social Commitment
- Fostering the enabling of inclusion and social participation

#### Climate and Environment
- Raising awareness for preserving biodiversity and capacity building

#### Arts and Culture
- Promoting intercultural dialogue with cultural producers from Africa, Asia, Latin America and the Middle East

#### Project examples:

<table>
<thead>
<tr>
<th>Field</th>
<th>Project</th>
</tr>
</thead>
<tbody>
<tr>
<td>Responsible Entrepreneurship</td>
<td>- Expanding the ecosystem for impact start-ups in all stages (Impact Factory Duisburg, mpact Collective, Social Business Women e.V., Social Entrepreneurship Academy)</td>
</tr>
<tr>
<td>Social Commitment</td>
<td>- Cultural inclusion, in particular of women (Mädchenbüro Milena)</td>
</tr>
<tr>
<td></td>
<td>- Vocational inclusion of people with disabilities (EVIM / Schlocker-Stiftung)</td>
</tr>
<tr>
<td></td>
<td>- Social inclusion of disadvantaged young people (Manege GmbH, Don Bosco centre)</td>
</tr>
<tr>
<td>Climate and Environment</td>
<td>- Nature conservation projects to preserve endangered animal and plant species (Frankfurt botanical garden, Spring School on Conservation Project Management)</td>
</tr>
<tr>
<td>Arts and Culture</td>
<td>- Artists in Residence programmes in Germany (Künstlerhaus Bethanien and Solitude), South Africa and Uganda (Art Connection Africa)</td>
</tr>
<tr>
<td></td>
<td>- Exhibitions (Villa 102 of KfW Group)</td>
</tr>
<tr>
<td></td>
<td>- Infrastructure promotion (KlaArts Festival in Kampala)</td>
</tr>
<tr>
<td>Slide</td>
<td>Description</td>
</tr>
<tr>
<td>-------</td>
<td>-------------</td>
</tr>
<tr>
<td>Title</td>
<td>Full-page image / KfW / Stephan Sperl</td>
</tr>
<tr>
<td>Slide 2</td>
<td>KfW Group/ Thomas Schuch (video screenshot)</td>
</tr>
<tr>
<td>Slide 3</td>
<td>KfW, Historical Group Archive / -</td>
</tr>
<tr>
<td>Slide 4</td>
<td>KfW, Historical Group Archive / Walter Hoffmann</td>
</tr>
</tbody>
</table>
| Slide 8 | Picture 1: KfW Photo Archive / Holger Peters  
Picture 2: Fotolia.com/Nataliya Hora  
Picture 3: KfW Photo Archive / Charlie Fawell  
Picture 4: KfW Photo Archive / photothek.net |
| Slide 15 | Dr Bräunig: KfW Photo Archive / Thorsten Futh  
Dr Hengster: KfW Photo Archive / Stephan Pick  
Ms Kehr: KfW Photo Archive / Thorsten Futh  
Mr Loewen: KfW Photo Archive / Thorsten Futh  
Prof Dr Nagel: KfW Photo Archive / Thorsten Futh  
Dr Peiß: KfW Photo Archive / Thorsten Futh |
| Slide 19 | http://campus.kfw.de |
| Slide 20 | KfW Photo Archive / Angelika Kohlmeier |
| Slide 21 | KfW Photo Archive / - |
| Slide 22 | DEG / Andreas Huppertz |
| Slide 23 | Jens Steingässer |
| Slide 24 | Picture 1: KfW Stiftung / Felicitas Nadwornicek  
Picture 2: KfW Stiftung / Frank Blümler  
Picture 3: KfW Stiftung / Stephan Daub  
Picture 4: KfW Stiftung / Katrin Schilling |
Thank you for your attention.