



# Promotional Figures

as of 31 March 2018

### KfW Bankengruppe as of 31 March 2018

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Differences in the totals may occur due to rounding.

## Business activities of KfW Group

(EUR in billions)

	2017	1-3/2017	1-3/2018
<b>KfW Group (consolidated)<sup>1)</sup></b>	<b>76.5</b>	<b>18.2</b>	<b>18.9</b>
<b>Domestic promotional business</b>	<b>51.8</b>	<b>14.6</b>	<b>14.9</b>
of which:			
Business sector Mittelstandsbank and Private Kunden	42.4	12.2	12.7
Business sector Individualfinanzierung and Öffentliche Kunden	9.3	2.4	2.2
Business sector Equity finance <sup>2)</sup>	0.1	0.0	0.0
<b>Business sector Financial markets</b>	<b>1.5</b>	<b>0.3</b>	<b>0.2</b>
<b>International business</b>	<b>23.5</b>	<b>3.3</b>	<b>3.8</b>
of which:			
Business sector Export and project finance	13.8	2.1	3.3
Business area KfW Development Bank	8.2	1.1	0.4
DEG	1.6	0.2	0.1

<sup>1)</sup> Adjustment for commitments of Export and project finance with refinancing from KfW programme loans (2017: EUR 372 million, 03/2017: EUR 61 million, 03/2018: EUR 0 million).

<sup>2)</sup> The Equity finance business sector will be hived off to an independent subsidiary.

**Business sector Mittelstandsbank & Private Kunden**

(EUR in billions)

	2017	1-3/2017	1-3/2018
<b>Business sector Mittelstandsbank &amp; Private Kunden (SME Bank &amp; Private Clients)</b>	<b>42.4</b>	<b>12.2</b>	<b>12.7</b>
<b>Mittelstandsbank</b>	<b>21.3</b>	<b>5.6</b>	<b>6.3</b>
Innovation	1.9	0.1	2.4
of which: ERP Digitalisation and Innovation Programme	1.5	-	2.4
General corporate finance	5.8	1.7	0.8
of which: KfW Entrepreneur Loan	5.1	1.6	0.6
Start-ups	3.8	1.0	1.1
of which: ERP Start-up Loan	3.7	1.0	1.0
Environment	0.2	0.0	0.0
of which: KfW Environmental Programme	0.2	0.0	0.0
Energy efficiency and renewables	9.6	2.7	2.0
of which: KfW Renewable Energies Programme	3.9	1.4	0.6
of which: KfW Energy Efficiency Programme	5.7	1.4	1.4
<b>Private Kunden</b>	<b>21.1</b>	<b>6.6</b>	<b>6.3</b>
Education	2.2	0.5	0.5
of which: KfW Student Loan	0.8	0.2	0.2
Housing	4.7	1.4	1.2
of which: KfW Home Ownership Programme	4.2	1.2	1.0
of which: Age-appropriate Conversion	0.4	0.2	0.1
Energy efficiency and renewables	14.2	4.7	4.7
of which: Programmes for Energy-efficient Construction and Refurbishment	14.2	4.7	4.7
of which			
Energy-efficient Construction	10.3	3.7	3.1
Energy-efficient Refurbishment Loans	3.5	0.9	1.4
Energy-efficient Refurbishment Grants (EUR in millions)	466	114	129
For information only: number of grants	149,022	33,959	34,961

**Business sector Individualfinanzierung & Öffentliche Kunden**

(EUR in billions)

	2017	1-3/2017	1-3/2018
<b>Business sector Individualfinanzierung &amp; Öffentliche Kunden (Customised Finance &amp; Public Clients)</b>	<b>9.3</b>	<b>2.4</b>	<b>2.2</b>
<b>Municipal and social infrastructure</b>	<b>3.9</b>	<b>1.1</b>	<b>0.7</b>
of which:			
Investment Loans for Municipalities	1.9	0.5	0.3
Investment Loans for Municipal Enterprises	2.0	0.7	0.4
<b>Customised finance Corporates</b>	<b>0.5</b>	<b>0.0</b>	<b>0.0</b>
of which: KfW Syndicated Loan Innovation and Digitalisation	-	-	0.0
of which: Acquisition Finance	0.1	0.0	0.0
of which: KfW Offshore Wind Energy Programme	0.3	0.0	0.0
<b>Individual financing Banks and promotional institutions of the federal states</b>	<b>4.9</b>	<b>1.3</b>	<b>1.5</b>
of which: General funding of promotional institutions of the federal states	3.9	1.1	0.8
of which: Refinancing of export loans covered by federal guarantees	0.3	0.1	0.2
of which: Global loans Leasing	0.7	0.0	0.5
of which: Global loans Europe	0.0	0.0	0.0

## Business sector Equity finance<sup>1)</sup>

(EUR in billions)

	2017	1-3/2017	1-3/2018
<b>Equity finance</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>
Innovation	0.1	0.0	0.0
of which:			
High-Tech Start-up Fund	0.0	0.0	0.0
ERP-Venture Capital Fund Investments	0.1	0.0	0.0

<sup>1)</sup> The Equity finance business sector will be hived off to an independent subsidiary.

**Business sector Financial markets**

(EUR in millions)

	2017	1-3/2017	1-3/2018
<b>Business sector Financial markets</b>	<b>1,541</b>	<b>269</b>	<b>185</b>
of which:			
ABS portfolio	1,195	170	117
Green bond portfolio	346	100	68

**Business sector Export and project finance (KfW IPEX-Bank)**

(EUR in billions)

	2017	1-3/2017	1-3/2018
<b>KfW IPEX-Bank, regional distribution<sup>1)</sup></b>	<b>12.1</b>	<b>2.1</b>	<b>3.0</b>
of which:			
Germany	2.8	0.6	0.3
Europe	4.5	0.6	1.7
Regions outside Europe	4.8	0.9	1.0
<b>KfW IPEX-Bank, distribution by sector</b>	<b>13.8</b>	<b>2.1</b>	<b>3.3</b>
of which:			
Industry, power and basic industries, trade finance	8.2	1.3	1.4
Transport and transport infrastructure	3.9	0.8	1.6
Bank refinancing (CIRR ship financing scheme and ERP Export Financing Programme incl. AKA-CIRR)	1.7	0.0	0.3

<sup>1)</sup> Without bank refinancing under CIRR.



**Business sector Promotion of developing countries and emerging economies (KfW Development Bank, DEG)**  
(EUR in billions)

	2017	1-3/2017	1-3/2018
<b>Business sector Promotion of developing countries and emerging economies</b>	<b>9.7</b>	<b>1.2</b>	<b>0.5</b>
of which:			
<b>KfW Development Bank</b>	<b>8.2</b>	<b>1.1</b>	<b>0.4</b>
FC standard loans/grants	2.8	0.3	0.3
FC development loans	2.5	0.3	0.0
of which:			
Budget funds (EUR in millions)	20	0	0
KfW funds	2.5	0.3	0.0
FC promotional loans	2.3	0.4	0.1
FC promotional holdings (EUR in millions)	119	4	0
Mandates	0.5	0.2	0.0
For information only:			
Total budget funds	3.3	0.4	0.3
Total KfW funds	4.9	0.6	0.1
<b>DEG</b>	<b>1.6</b>	<b>0.2</b>	<b>0.1</b>