



# Promotional Figures

as of 30 June 2018

### KfW Bankengruppe as of 30 June 2018

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Differences in the totals may occur due to rounding.

## Business activities of KfW Group

(EUR in billions)

	2017	1-6/2017	1-6/2018
<b>KfW Group (consolidated)<sup>1)</sup></b>	<b>76.5</b>	<b>36.5</b>	<b>36.1</b>
<b>Domestic promotional business</b>	<b>51.8</b>	<b>27.6</b>	<b>27.1</b>
thereof:			
Business sector Mittelstandsbank & Private Kunden	42.4	23.0	23.1
Business sector Individualfinanzierung & Öffentliche Kunden	9.3	4.6	4.0
Business sector Equity finance <sup>2)</sup>	0.1	0.0	0.1
<b>Business sector Financial markets</b>	<b>1.5</b>	<b>0.8</b>	<b>0.7</b>
<b>International business</b>	<b>23.5</b>	<b>8.3</b>	<b>8.2</b>
thereof:			
Business sector Export and project finance	13.8	5.7	6.7
Business area KfW Development Bank	8.2	2.1	1.2
DEG	1.6	0.5	0.4

<sup>1)</sup> Adjustment for commitments of Export and project finance with refinancing from KfW programme loans (2017: EUR 372 million, 06/2017: EUR 211 million, 06/2018: 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	1-6/2017	1-6/2018
<b>Business sector Mittelstandsbank &amp; Private Kunden (SME Bank &amp; Private Clients)</b>	<b>42.4</b>	<b>23.0</b>	<b>23.1</b>
<b>SME Bank</b>	<b>21.3</b>	<b>10.9</b>	<b>10.7</b>
Innovation	1.9	0.3	2.9
of which: ERP Digitalisation and Innovation Loan	1.5	-	2.9
General corporate finance	5.8	3.2	1.6
of which: KfW Entrepreneur Loan	5.1	3.0	1.2
Start-ups	3.8	1.9	1.9
of which: ERP Start-up Loan	3.7	1.8	1.8
Environment & Sustainability	0.2	0.1	0.1
of which: KfW Environmental Programme	0.2	0.1	0.1
Energy transition	9.6	5.4	4.2
of which: KfW Renewable Energies Programme	3.9	2.4	0.9
of which: KfW Energy Efficiency Programme	5.7	2.9	3.4
<b>Private Clients</b>	<b>21.1</b>	<b>12.2</b>	<b>12.4</b>
Education	2.2	1.0	1.0
of which: KfW Student Loan	0.8	0.3	0.3
Housing	4.7	2.6	2.3
of which: KfW Home Ownership Programme	4.2	2.3	2.0
of which: Age-appropriate Conversion	0.4	0.3	0.2
Energy transition	14.2	8.6	9.2
of which: Energy-efficient Construction and Refurbishment	14.2	8.6	9.2
thereof:			
Energy-efficient Construction	10.3	6.4	6.2
Energy-efficient Refurbishment Loans	3.5	2.0	2.7
Energy-efficient Refurbishment Grants (EUR in millions)	466	243	287
For information only: number of grants	149,022	73,696	78,590

**Business sector Individualfinanzierung & Öffentliche Kunden**

(EUR in billions)

	2017	1-6/2017	1-6/2018
<b>Business sector Individualfinanzierung &amp; Öffentliche Kunden (Customised Finance &amp; Public Clients)</b>	<b>9.3</b>	<b>4.6</b>	<b>4.0</b>
<b>Municipal and social infrastructure</b>	<b>3.9</b>	<b>2.0</b>	<b>1.3</b>
thereof:			
Investment Loan for Municipalities	1.9	0.9	0.7
Investment Loan for Municipal Enterprises	2.0	1.1	0.6
<b>Customised finance Corporates</b>	<b>0.5</b>	<b>0.4</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	0.3	0.0
<b>Individual financing Banks &amp; Promotional institutions of the federal states</b>	<b>4.9</b>	<b>2.2</b>	<b>2.6</b>
of which: General funding of promotional institutions of the federal states	3.9	1.5	1.3
of which: Refinancing of export loans covered by federal guarantees	0.3	0.2	0.3
of which: Global loans Leasing	0.7	0.5	0.9
of which: Global loans Europe	0.0	0.0	0.0

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

(EUR in billions)

	2017	1-6/2017	1-6/2018
<b>Equity finance</b>	<b>0.1</b>	<b>0.0</b>	<b>0.1</b>
Innovation	0.1	0.0	0.1
thereof:			
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	1-6/2017	1-6/2018
<b>Business sector Financial markets</b>	<b>1,541</b>	<b>808</b>	<b>731</b>
thereof:			
ABS portfolio	1,195	586	551
Green bond portfolio	346	222	179

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

(EUR in billions)

	2017	1-6/2017	1-6/2018
<b>KfW IPEX-Bank, regional distribution<sup>1)</sup></b>	<b>12.1</b>	<b>4.7</b>	<b>6.1</b>
thereof:			
Germany	2.8	0.9	0.8
Europe	4.5	1.8	3.0
Regions outside Europe	4.8	2.1	2.3
<b>KfW IPEX-Bank, distribution by sector</b>	<b>13.8</b>	<b>5.7</b>	<b>6.7</b>
thereof:			
Industry, power and basic industries, trade finance	8.2	2.7	3.7
Transport and transport infrastructure	3.9	2.0	2.4
Bank refinancing (CIRR ship financing scheme and ERP Export Financing Programme incl. AKA-CIRR)	1.7	0.9	0.5

<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	1-6/2017	1-6/2018
<b>Business sector Promotion of developing countries and emerging economies</b>	<b>9.7</b>	<b>2.6</b>	<b>1.6</b>
thereof:			
<b>KfW Development Bank</b>	<b>8.2</b>	<b>2.1</b>	<b>1.2</b>
FC standard loans / grants	2.8	0.5	0.6
FC development loans	2.5	0.7	0.1
thereof:			
Budget funds (EUR in millions)	20	0	0
KfW funds	2.5	0.7	0.1
FC promotional loans	2.3	0.7	0.2
FC promotional holdings (EUR in millions)	119	4	0
Mandates	0.5	0.2	0.3
For information only:			
Total budget funds	3.3	0.7	0.9
Total KfW funds	4.9	1.4	0.3
<b>DEG</b>	<b>1.6</b>	<b>0.5</b>	<b>0.4</b>