

# KFW'S BUSINESS AND PROMOTIONAL RESULTS

As at 30 September 2011

KfW Bankengruppe  
As at 30 September 2011

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*Differences in the totals may occur due to rounding.*

# BUSINESS AND PROMOTIONAL RESULTS as at 30. Sept 2011

## Key financial figures for the KfW Group (IFRS)

<i>Income statement (in EUR millions)</i>	<i>1 Jan 2010 - 30 Sept 2010</i>	<i>1 Jan 2011 - 30 Sept 2011</i>
<i>Operating result before valuation</i>	<i>1,713</i>	<i>1,411</i>
<i>including interest rate reductions</i>	<i>-419</i>	<i>-421</i>
<i>Consolidated profit</i>	<i>1,481</i>	<i>1,806</i>
<i>Consolidated profit before IFRS effects from hedging <sup>1)</sup></i>	<i>2,235</i>	<i>1,548</i>
<i>Statement of financial position (in EUR billions)</i>	<i>31 Dec 2010</i>	<i>30 Sept 2011</i>
<i>Total assets</i>	<i>441.8</i>	<i>476.8</i>
<i>Equity</i>	<i>15.8</i>	<i>17.6</i>
<i>Volume of business</i>	<i>530.6</i>	<i>559.9</i>
<i>Regulatory figures (in %) <sup>2)</sup></i>	<i>31 Dec 2010</i>	<i>30 Sept 2011</i>
<i>Tier 1 ratio</i>	<i>12,4%</i>	<i>16,1%</i>
<i>Total capital ratio</i>	<i>14,7%</i>	<i>18,8%</i>

<sup>1)</sup> Explanation of consolidated profit before IFRS effects from hedging: Under IFRS, derivatives must be recognised at fair value in the balance sheet even if they are not used for trading, as in the case of KfW, but to hedge interest and currency risks. The opposing valuation effects of the underlying on-balance transactions thus hedged can be reported only inadequately under IFRS and therefore lead to economically inappropriate temporary earnings effects in KfW's income situation. These effects offset each other in total in the course of the overall maturity of the hedged items.

<sup>2)</sup> Calculated voluntarily for internal purposes on the basis of relevant legal regulations

# BUSINESS AND PROMOTIONAL RESULTS as at 30. Sept 2011

## Business activities of KfW Bankengruppe

(in EUR bn)

	<i>As at 31 Dec 2010</i>	<i>As at 30 Sept 2010</i>	<i>As at 30 Sept 2011</i>
<b>Core Business of KfW Group (consolidated) <sup>1)</sup></b>	<b>81.4</b>	<b>59.8</b>	<b>52.9</b>
<b>KfW Mittelstandsbank</b>	<b>28.6</b>	<b>21.8</b>	<b>16.4</b>
<i>of which:</i>			
<i>KfW Special Programme <sup>2)</sup></i>	6.2	5.4	0.7
<b>KfW Privatkundenbank</b>	<b>20.0</b>	<b>15.5</b>	<b>11.4</b>
<b>KfW Kommunalbank</b>	<b>15.8</b>	<b>12.7</b>	<b>11.2</b>
<b>Export and project finance (KfW IPEX-Bank)</b>	<b>9.3</b>	<b>5.3</b>	<b>10.4</b>
<i>of which:</i>			
<i>Promotional business</i>	3.9	1.7	5.2
<i>Market business</i>	5.4	3.6	5.2
<b>Promotion of developing and transition countries</b>	<b>5.7</b>	<b>3.2</b>	<b>3.3</b>
<i>of which:</i>			
<i>Financial Cooperation (KfW Entwicklungsbank)</i>	4.5	2.6	2.6
<i>DEG</i>	1.2	0.6	0.7
<b>Asset Securitisation and Capital Market Related Products</b>	<b>2.1</b>	<b>1.3</b>	<b>0.4</b>
<b>Overall commitment volume of KfW Group (consolidated) <sup>1)3)</sup></b>	<b>103.7</b>	<b>82.1</b>	<b>52.9</b>

<sup>1)</sup> Adjustment of the total volume of the KfW Group for commitments in export and project finance refinanced through KfW programm loans (EUR 231 million in 2010, EUR 128 million per 30 Sept 2010, EUR 158 million per 30 Sept 2011)

<sup>2)</sup> Including cancellations and waivers under the KfW Special Programme amounting to EUR 141 million in 2011.

<sup>3)</sup> Total volume of commitments of the KfW Group includes special special business from loan extensions to Greece on behalf of the federal government amounting to EUR 22.3 billion. There of a maximum disbursement amount in the year 2010 of EUR 8.4 billion

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## KfW Mittelstandsbank

(in EUR bn)

	<i>As at 31 Dec 2010</i>	<i>As at 30 Sept 2010</i>	<i>As at 30 Sept 2011</i>
<b>KfW Mittelstandsbank</b>	<b>28.6</b>	<b>21.8</b>	<b>16.4</b>
<b>Start-ups and general investments</b>	<b>15.4</b>	<b>11.7</b>	<b>7.6</b>
<i>of which:</i>			
<i>KfW-Unternehmerkredit (Entrepreneur Loan)</i>	8.0	5.4	5.1
<i>KfW Unternehmerkapital (Entrepreneur Capital)</i>	0.3	0.2	0.2
<i>KfW Special Programme including Global Loans</i>	6.2	5.4	0.7
<i>KfW-Gründerkredit (Start-up Loan)<sup>1)</sup></i>	0.2	0.2	0.6
<i>Avisory grants</i>	<i>126 m</i>	<i>95 m</i>	<i>94 m</i>
<b>Innovation</b>	<b>2.1</b>	<b>1.6</b>	<b>2.0</b>
<i>of which:</i>			
<i>ERP Innovation Programme</i>	0.8	0.3	1.1
<b>Environment</b>	<b>11.1</b>	<b>8.5</b>	<b>6.9</b>
<i>of which:</i>			
<i>KfW Renewable Energies Programme</i>	9.6	7.6	4.4
<i>ERP Environmental and Energy Efficiency Programme</i>	1.5	0.9	1.8
<i>KfW Offshore Programme<sup>2)</sup></i>			0.5

<sup>1)</sup> Including old programme KfW-StartGeld

<sup>2)</sup> Programme Start: 8 June 2011

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## KfW Privatkundenbank

(in EUR bn)

	<i>As at 31 Dec 2010</i>	<i>As at 30 Sept 2010</i>	<i>As at 30 Sept 2011</i>
<b>KfW Privatkundenbank</b>	<b>20.0</b>	<b>15.5</b>	<b>11.4</b>
<b>Housing</b>	<b>18.0</b>	<b>14.2</b>	<b>9.9</b>
<i>of which:</i>			
<i>KfW Home Ownership Programme</i>	<i>6.5</i>	<i>4.4</i>	<i>4.5</i>
<i>Energy-Efficient Construction</i>	<i>3.7</i>	<i>3.0</i>	<i>2.3</i>
<i>Energy-Efficient Rehabilitation (Loans)</i>	<i>4.9</i>	<i>4.7</i>	<i>1.8</i>
<i>Energy-Efficient Rehabilitation (Grants)</i>	<i>147 m</i>	<i>127 m</i>	<i>46 m</i>
<b>Education</b>	<b>2.1</b>	<b>1.4</b>	<b>1.4</b>
<i>of which:</i>			
<i>KfW Student Loan</i>	<i>21,590</i>	<i>14,236</i>	<i>14,283</i>

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## KfW Kommunalbank

(in EUR bn)

	<i>As at 31 Dec 2010</i>	<i>As at 30 Sept 2010</i>	<i>As at 30 Sept 2011</i>
<b><i>KfW Kommunalbank</i></b>	<b><i>15.8</i></b>	<b><i>12.7</i></b>	<b><i>11.2</i></b>
<b><i>Infrastructure</i></b>	<b><i>6.1</i></b>	<b><i>3.5</i></b>	<b><i>2.9</i></b>
<i>of which:</i>			
<i>Investment Offensive Infrastructure</i>	<i>1.3</i>	<i>0.8</i>	<i>0.1</i>
<b><i>Global Loans</i></b>	<b><i>9.7</i></b>	<b><i>9.2</i></b>	<b><i>8.4</i></b>
<i>of which:</i>			
<i>General funding for promotional institutions of the federal states</i>	<i>9.2</i>	<i>8.8</i>	<i>8.4</i>

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## Export and project finance (KfW IPEX-Bank)

(in EUR bn)

	<i>As at 31 Dec 2010</i>	<i>As at 30 Sept 2010</i>	<i>As at 30 Sept 2011</i>
<b><i>KfW IPEX-Bank, regional distribution <sup>1)</sup></i></b>	<b>8.3</b>	<b>5.3</b>	<b>8.5</b>
<i>of which:</i>			
<i>Germany</i>	2.6	1.5	2.5
<i>Europe</i>	3.0	2.0	2.8
<i>Regions outside Europe</i>	2.7	1.8	3.3
<b><i>KfW IPEX-Bank, distribution by sector</i></b>	<b>9.3</b>	<b>5.3</b>	<b>10.4</b>
<i>of which:</i>			
<i>Industry, power and basic industries</i>	5.0	3.5	4.6
<i>Transport and transport infrastructure</i>	3.3	1.8	3.9
<i>Bank Refinancings CIRR Ship Financing</i>	1.1	0	1.9

<sup>1)</sup> Without Bank Refinancings CIRR Ship Financing



# BUSINESS AND PROMOTIONAL RESULTS as at 30. Sept 2011

## Promotion of developing and transition countries

(in EUR bn)

	<i>As at 31 Dec 2010<sup>1)</sup></i>	<i>As at 30 Sept 2010</i>	<i>As at 30 Sept 2011</i>
<b>Promotion of developing and transition countries</b>	<b>5.7</b>	<b>3.2</b>	<b>3.3</b>
<i>of which:</i>			
<b>KfW Entwicklungsbank</b>	<b>4.5</b>	<b>2.6</b>	<b>2.6</b>
<i>FC standard loans/grants</i>	<i>1.2</i>	<i>0.7</i>	<i>0.6</i>
<i>FC development loans</i>	<i>2.1</i>	<i>1.2</i>	<i>1.1</i>
<i>of which:</i>			
<i>Budget funds</i>	<i>0.2</i>	<i>0.1</i>	<i>0</i>
<i>KfW funds</i>	<i>1.9</i>	<i>1.1</i>	<i>1.1</i>
<i>FC promotional loans</i>	<i>0.9</i>	<i>0.5</i>	<i>0.6</i>
<i>FC promotional holders</i>	<i>0.1</i>	<i>0</i>	<i>0.1</i>
<i>Mandates</i>	<i>0.2</i>	<i>0.1</i>	<i>0.3</i>
<b>DEG</b>	<b>1.2</b>	<b>0.6</b>	<b>0.7</b>

1) Commitments not including structuring agreements in the amount of EUR 10 million EUR in 2010