

KFW'S BUSINESS AND PROMOTIONAL RESULTS

as at 31 March 2013

Bank aus Verantwortung

KFW

Promotional Figures 2013

Mittelstandsbank (in EUR bn)

	1-3/2012	2012	1-3/2013
Mittelstandsbank	5,2	24,1	5,9
Start-ups and general investments	2,6	11,1	3,1
of which:			
<i>KfW-Unternehmerkredit (Entrepreneur Loan)</i>	1,7	7,8	2,1
<i>ERP-Gründerkredit (Start-up Loan)</i>	0,4	2,0	0,7
<i>KfW-Gründerkredit (Start-up Loan) ¹⁾</i>	0,3	0,4	0,0
<i>Advisory grants</i>	29 million	95 million	19 million
Innovation	0,2	1,0	0,3
of which:			
<i>ERP Innovation Programme</i>	0,2	0,9	0,3
Environment	2,4	12	2,6
of which:			
<i>KfW Renewable Energies Programme</i>	1,8	7,9	1,1
<i>KfW Environmental Programme</i>	0,1	0,5	0,1
<i>KfW Energy Efficiency Programme</i>	0,5	3,5	1,1
<i>KfW Offshore Programme ²⁾</i>	0,0	0,0	0,2

¹⁾ Old programme.

²⁾ Programme start: 8 June 2011.

Promotional Figures 2013

KfW Bankengruppe as at 31 March 2013

1. Overview of KfW's business activities
2. Mittelstandsbank
3. Kommunal- and Privatkundenbank/ Credit institutions
4. Export and project finance (KfW IPEX-Bank)
5. Promotion of developing and transition countries
(KfW Development Bank, DEG)

Differences in the totals may occur due to rounding.

Promotional Figures 2013

Business activities (in EUR bn)

	1-3/2012	2012	1-3/2013
Core Business of KfW Group (consolidated) ¹⁾	14,7	73,4	15,6
Domestic promotion ²⁾	10,5	50,6	12,2
<i>Mittelstandsbank</i>	5,2	24,1	5,9
<i>Kommunal- and Privatkundenbank/Credit institutions</i>	5,6	29,3	6,2
of which:			
<i>Privatkundenbank</i>	3,8	17,4	
<i>Kommunalbank</i>	1,6	9,1	
<i>Capital market-based financing ²⁾</i>	0,2	2,7	
Capital markets	40 million	825 million	98 million
of which:			
<i>Capital market-based financing ²⁾</i>	40 million	825 million	98 million
Outside Germany	3,9	19,7	3,3
of which:			
<i>Export and project financing (business area KfW IPEX-Bank)</i>	3,1	13,4	2,7
<i>Financial Cooperation (business area KfW Development Bank)</i>	0,6	4,9	0,3
<i>DEG</i>	0,2	1,3	0,3
Overall commitment volume of KfW Group (consolidated) ¹⁾	14,7	73,4	15,6

¹⁾ Adjustment of the total volume of the KfW Group for commitments in export and project finance refinanced through KfW programme loans (EUR 231 million in 2010, EUR 847 million in 2011, EUR 440 million in 2012).

²⁾ Differences in the totals may occur due to rounding. In 2012 commitments of capital market-based financing were not taken into account within the volume of domestic promotion.

Promotional Figures 2013

Business activities (in EUR bn)

	1-3/2012	2012	1-3/2013
Core Business of KfW Group (consolidated) ¹⁾	14,7	73,4	15,6
of which:			
Environmental and climate protection financing ²⁾	6,5	29,2	5,8
Environmental financing ratio ²⁾	44%	40%	37%
SME financing	5,2	24,1	6,3
SME financing ratio ³⁾	49%	48%	52%
Domestic promotional business	10,5	50,6	12,2
International business	3,9	19,7	3,3

¹⁾ Adjustment of the total volume of the KfW Group for commitments in export and project finance refinanced through KfW programm loans (03-2012: EUR 14 million, EUR 440 million in 2012, 03-2013: EUR 0 million).

²⁾ As a cross-cutting task across all business areas.

³⁾ Share of the business area Mittelstandsbank in domestic promotional lending. Since 2013, including relevant part of individual financings.

Promotional Figures 2013

Kommunal- und Privatkundenbank/Credit institutions (in EUR bn)

	1-3/2012	2012	1-3/2013
Kommunal- and Privatkundenbank/ Credit institutions	5,6	29,3	6,2
Housing	3,3	15,1	3,2
of which:			
<i>KfW Home Ownership Programme</i>	0,9	4,9	1,2
<i>Energy-Efficient Construction</i>	1,1	5,6	1,1
<i>Energy-Efficient Refurbishment (Loans)</i>	1,2	4,2	0,7
<i>Energy-Efficient Refurbishment (Grants)</i>	8 million	85 million	24 million
<i>Senior-friendly Conversion</i>	29 million	202 million	72 million
Education	0,5	2,3	0,6
of which:			
<i>KfW Student Loan</i>	0,2	1,1	0,2
Infrastructure	0,4	3,8	1,3
General Refinancing of promotional institutions of the federal states/ Global Loans Infrastructure	1,2	5,3	0,7
Individual Financing - Banks	0,2	2,7	0,5

Promotional Figures 2013

Export and project finance (Business area KfW IPEX-Bank) (in EUR bn)

	1-3/2012	2012	1-3/2013
KfW IPEX-Bank, regional distribution ¹⁾	3,1	12,9	2,7
<i>of which:</i>			
Germany	1,1	3,4	0,9
Europe	1,2	4,9	1,0
Regions outside Europe	0,8	4,6	0,8
KfW IPEX-Bank, distribution by sector	3,1	13,4	2,7
<i>of which:</i>			
Industry, power and basic industries	1,9	7,5	1,5
Transport and transport infrastructure	1,2	5,4	1,2
Bank Refinancings CIRR Ship Financing	0,0	0,5	0,0

¹⁾ Without Bank Refinancings CIRR Ship Financing.

Promotional Figures 2013

Promotion of developing and transition countries (business area KfW Development Bank, DEG)
(in EUR bn)

	1-3/2012	2012 ¹⁾	1-3/2013
Promotion of developing and transition countries	0,8	6,2	0,6
<i>of which:</i>			
KfW Entwicklungsbank	0,6	4,9	0,3
<i>FC standard loans/grants</i>	0,2	1,5	0,2
<i>FC development loans</i>	0,3	1,6	0,1
<i>of which:</i>			
<i>Budget funds</i>	9 million	112 million	14 million
<i>KfW funds</i>	0,3	1,5	0,1
<i>FC promotional loans</i>	0,1	1,4	0,1
<i>FC promotional holders</i>	24 million	187 million	1 million
<i>Mandates</i>	51 million	187 million	36 million
<i>For information:</i>			
<i>Total budget funds</i>	0,2	1,6	0,2
<i>Total KfW funds</i>	0,4	3,1	0,1
DEG	0,2	1,3	0,3