

PROMOTIONAL FIGURES 2011

KfW Bankengruppe

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(KfW Entwicklungsbank, DEG)
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Differences in the totals may occur due to rounding.

PROMOTIONAL RESULTS 2011

Business activities of KfW Bankengruppe

(in EUR bn)

	2009	2010	2011
Core business of KfW Group (consolidated) ¹⁾	63,9	81,4	70,4
KfW Mittelstandsbank	23,9	28,6	22,4
of which:			
KfW Special Programme ²⁾	7,2	6,2	0,7
KfW Privatkundenbank	16,1	20,0	16,7
KfW Kommunalbank	9,4	15,8	11,8
Capital market-related products and asset securitisation	1,5	2,1	1,1
Export and project finance (KfW IPEX-Bank)	8,9	9,3	13,4
of which:			
Promotional business	4,3	3,9	6,4
Market business	4,6	5,4	7,0
Promotion of developing and transition countries	4,5	5,7	5,8
of which:			
KfW Entwicklungsbank	3,5	4,5	4,5
DEG	1,0	1,2	1,2
Overall commitment volume of KfW Group (consolidated) ¹⁾	63,9	103,7	70,4

¹⁾ Adjustment for commitments in Export and Project Finance with refinancing from programme loans of KfW (2011 in the amount of EUR 847 million, 2010: EUR 231 million)

²⁾ Including cancellations and waivers in the KfW Special Programme in the amount of EUR 165 million in 2011

PROMOTIONAL RESULTS 2011

Business activities of KfW Bankengruppe

(in EUR bn)

	2009	2010	2011
<i>Domestic promotional business</i>	<i>49,3</i>	<i>64,4</i>	<i>50,9</i>
<i>of which:</i>			
<i>Environmental and climate protection ¹⁾</i>	<i>16,5</i>	<i>20,8</i>	<i>18,4</i>
<i>International business</i>	<i>13,4</i>	<i>15,0</i>	<i>19,2</i>

¹⁾ As cross-cutting task coverin all business areas

PROMOTIONAL RESULTS 2011

KfW Mittelstandsbank

(in EUR bn)

	2009	2010	2011
KfW Mittelstandsbank	23,9	28,6	22,4
Start-ups and general investments	15,6	15,4	9,4
<i>of which:</i>			
<i>KfW-Unternehmerkredit (Entrepreneur Loan)</i>	6,4	8,0	6,3
<i>KfW-Unternehmerkapital (Entrepreneur Capital)</i>	0,3	0,3	0,2
<i>KfW-Special Programme (incl. global loans)</i>	7,2	6,2	0,7
<i>KfW-Start-up Loan ¹⁾</i>	0,2	0,2	0,9
<i>Advisory grants</i>	98 Mio.	126 Mio.	127 Mio.
Innovation	1,3	2,1	2,2
<i>of which:</i>			
<i>ERP-Innovation Programme</i>	1,2	0,8	1,3
Environment	7,0	11,1	10,8
<i>of which:</i>			
<i>KfW-Renewable Energies Programme</i>	5,5	9,6	7,0
<i>ERP-Environmental and Energy Efficiency Programme</i>	1,3	1,5	1,9
<i>KfW-Environmental and Energy Efficiency Programme</i>			1,3
<i>KfW-Offshore Wind Energy Programme ²⁾</i>			0,5

¹⁾ Including old KfW Start-up Loan Programme

²⁾ Programm launch on 8 June 2011

PROMOTIONAL RESULTS 2011

KfW Privatkundenbank

(in EUR bn)

	2009	2010	2011
KfW Privatkundenbank	16,1	20,0	16,7
Housing	14,4	18,0	14,6
<i>of which:</i>			
<i>KfW Home Ownership Programme</i>	3,9	6,5	5,9
<i>Energy-efficient Construction</i>	3,1	3,7	3,6
<i>Energy-efficient Refurbishment (loans)</i>	5,7	4,9	2,8
<i>Energy-efficient Refurbishment (grants)</i>	99 Mio.	147 Mio.	59 Mio.
<i>Senior-friendly Conversion</i>	0,2	0,2	0,4
Education and social Development	1,7	2,1	2,2
<i>of which:</i>			
<i>KfW Student Loan</i>	0,7	1,0	1,0

PROMOTIONAL RESULTS 2011

KfW Kommunalbank

(in EUR bn)

	2009	2010	2011
KfW Kommunalbank	9,4	15,8	11,8
Infrastructure	2,0	6,1	4,1
<i>of which:</i>			
<i>Investment Offensive Infrastructure</i>	0,6	1,3	0,1
General funding for promotional institutions of the federal states / Infrastructure	7,4	9,7	7,7
<i>of which:</i>			
<i>General funding for promotional institutions of the federal states</i>	7,3	9,2	7,7

PROMOTIONAL RESULTS 2011

Export and project finance (KfW IPEX-Bank)

(in EUR bn)

	2009	2010	2011
<i>KfW IPEX-Bank, regional distribution ¹⁾</i>	8,9	8,3	11,4
<i>of which:</i>			
<i>Germany</i>	3,0	2,6	3,2
<i>Europe</i>	3,6	3,0	4,0
<i>Regions outside Europe</i>	2,3	2,7	4,3
<i>KfW IPEX-Bank, distribution by sector</i>	8,9	9,3	13,4
<i>of which:</i>			
<i>Industry, power and basic industries</i>	5,2	5,0	6,3
<i>Transport and transport infrastructure</i>	3,7	3,3	5,1
<i>Bank Refinancings CIRR Ship Financing ²⁾</i>		1,1	2,0

¹⁾ Without Bank Refinancings CIRR Ship Financing

²⁾ 2009 not shown separately

PROMOTIONAL RESULTS 2011

Promotion of developing and transition countries

(in EUR bn)

	2009 ¹⁾	2010 ¹⁾	2011 ¹⁾
Promotion of developing and transition countries	4,5	5,7	5,8
KfW Entwicklungsbank	3,5	4,5	4,5
FC standard loans/grants	1,3	1,2	1,5
FC development loans	0,9	2,1	1,7
of which:			
Budget funds	0,1	0,2	0,1
KfW funds	0,8	1,9	1,6
FC promotional loans	1,0	0,9	0,9
FC Promotional Holdings	0,2	0,1	0,1
Mandates	0,1	0,2	0,3
For information:			
Total budget funds	1,4	1,4	1,6
Total KfW funds	1,9	2,8	2,6
DEG	1,0	1,2	1,2

¹⁾ Commitments excluding intermediary funds (of EUR 73 million in 2011)

PROMOTIONAL RESULTS 2011

KfW's funding in domestic and international capital markets

(in EUR bn)

	2009	2010	2011
<i>Funding in EUR</i>	32,7	31,7	39,9
<i>Funding in foreign currencies</i>	41,9	44,7	39,8
<i>KfW's funding</i>	74,5	76,4	79,7
<i>Credit-linked Notes</i>	0,1	0,0	0,0
<i>Total funding</i>	74,7	76,4	79,7

KfW's funding by currency ¹⁾

	<i>EUR bn</i>	<i>In %</i>
<i>EUR</i>	39,9	50,1%
<i>USD</i>	23,3	29,2%
<i>AUD</i>	5,8	7,3%
<i>GBP</i>	4,8	6,0%
<i>JPY</i>	1,7	2,1%
<i>Other</i>	4,3	5,4%
<i>Total</i>	79,7	100,0%

¹⁾ Including Credit-linked Notes