

»» KfW

International Financing in Egypt

MEDA Finance 2019

Cairo,
June 17, 2019

KFW

»» Outline

1	KfW Group
2	KfW Development Bank
3	DEG
4	KfW IPEX-Bank
5	KfW in Egypt

A low-angle, upward-looking perspective of a modern skyscraper with a glass facade. The building's lines converge towards the top of the frame, creating a sense of height and scale. The sky is a pale, clear blue. A semi-transparent white horizontal bar is positioned across the middle of the image, serving as a background for the text.

»» Organisation and Tasks

»» More than 70 years of KfW

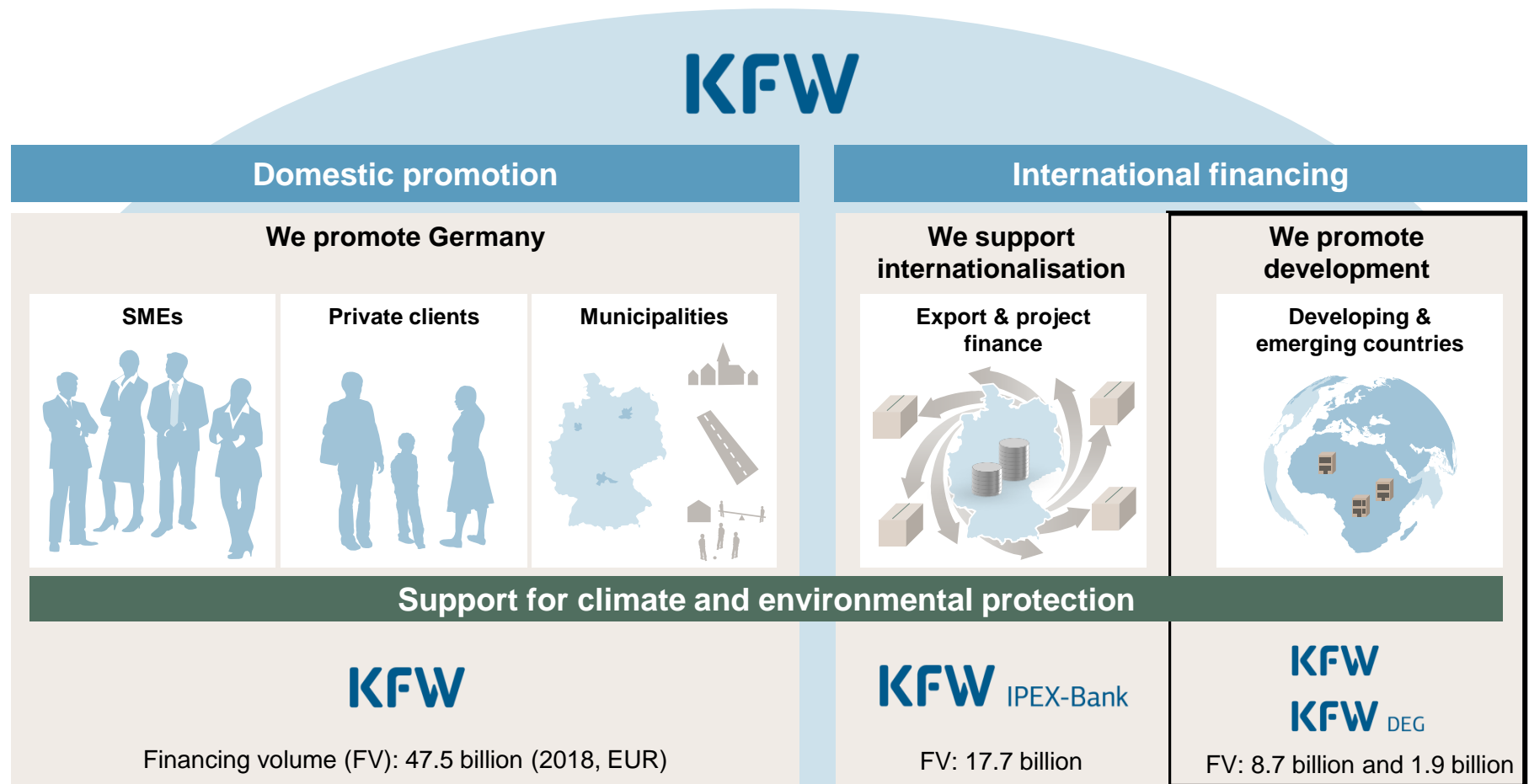
Financing with a public mission



- › Promotional bank of the Federal Republic of Germany
- › Established in 1948 as Kreditanstalt für Wiederaufbau
- › Shareholders: 80% Federal Republic, 20% federal states
- › Headquarters: Frankfurt am Main
Branches: Berlin, Bonn and Cologne
- › Representative offices: about 80 offices and representations worldwide
- › Balance sheet total 2018: EUR 486 billion
- › Financing volume 2018: EUR 76 billion
- › 6,376 employees (2018)¹
- › Best long-term rating: AAA/Aaa/AAA

¹⁾ The average number of employees including temporary staff but without members of the Executive Board and trainees

»» International Financing as part of the KfW Group



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»» KfW Development Bank

»» What the Development Bank is financing

Investments

We finance long-term investment in developing and emerging countries with a focus on infrastructure, social development/governance, development of financial systems, rural development/conservation of natural resources, peace and security

Qualified consulting services

Preparation and implementation of projects

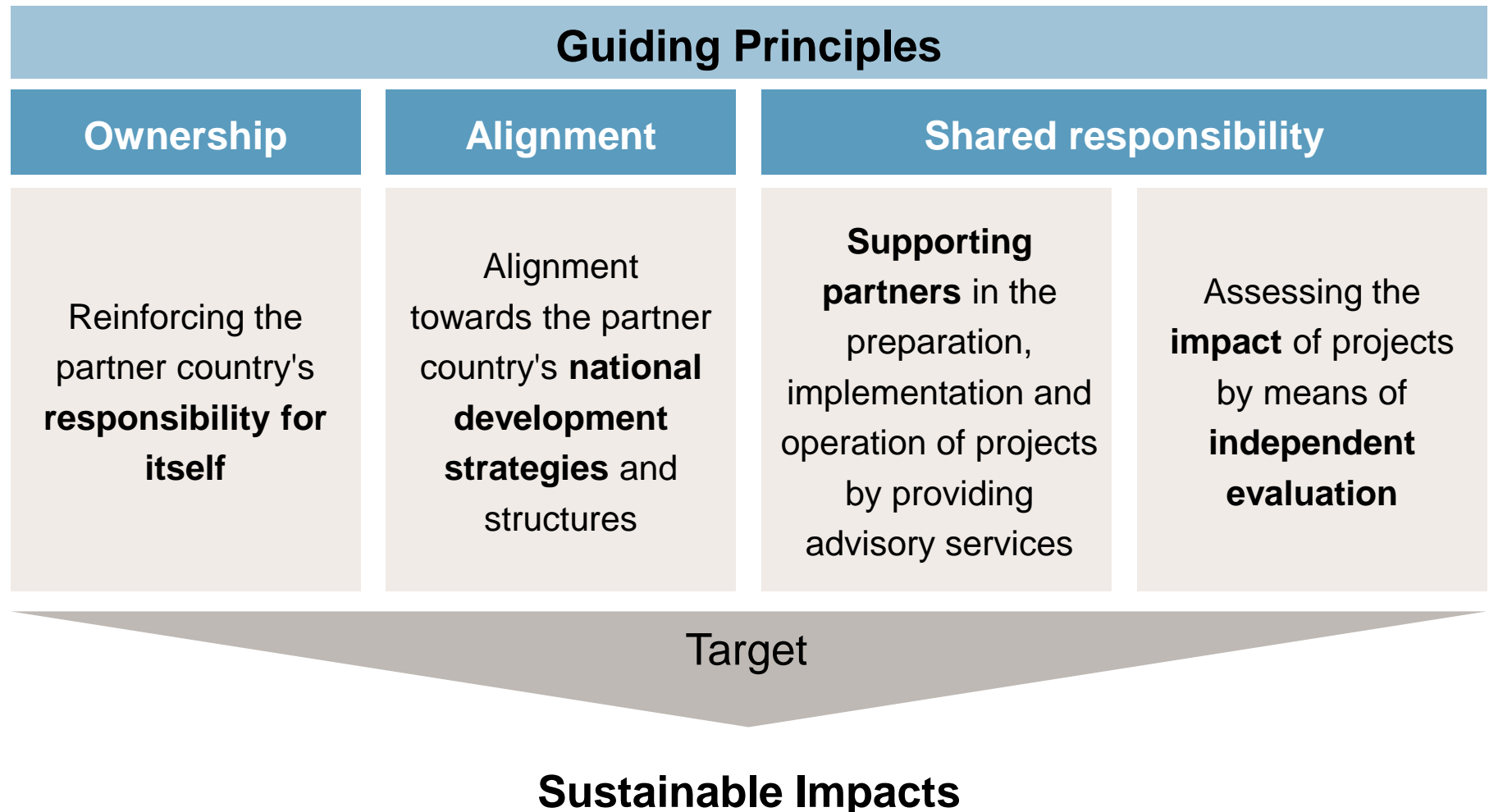
HR support measures

Advice and basic/advanced training for the targeted support of the project-executing agency

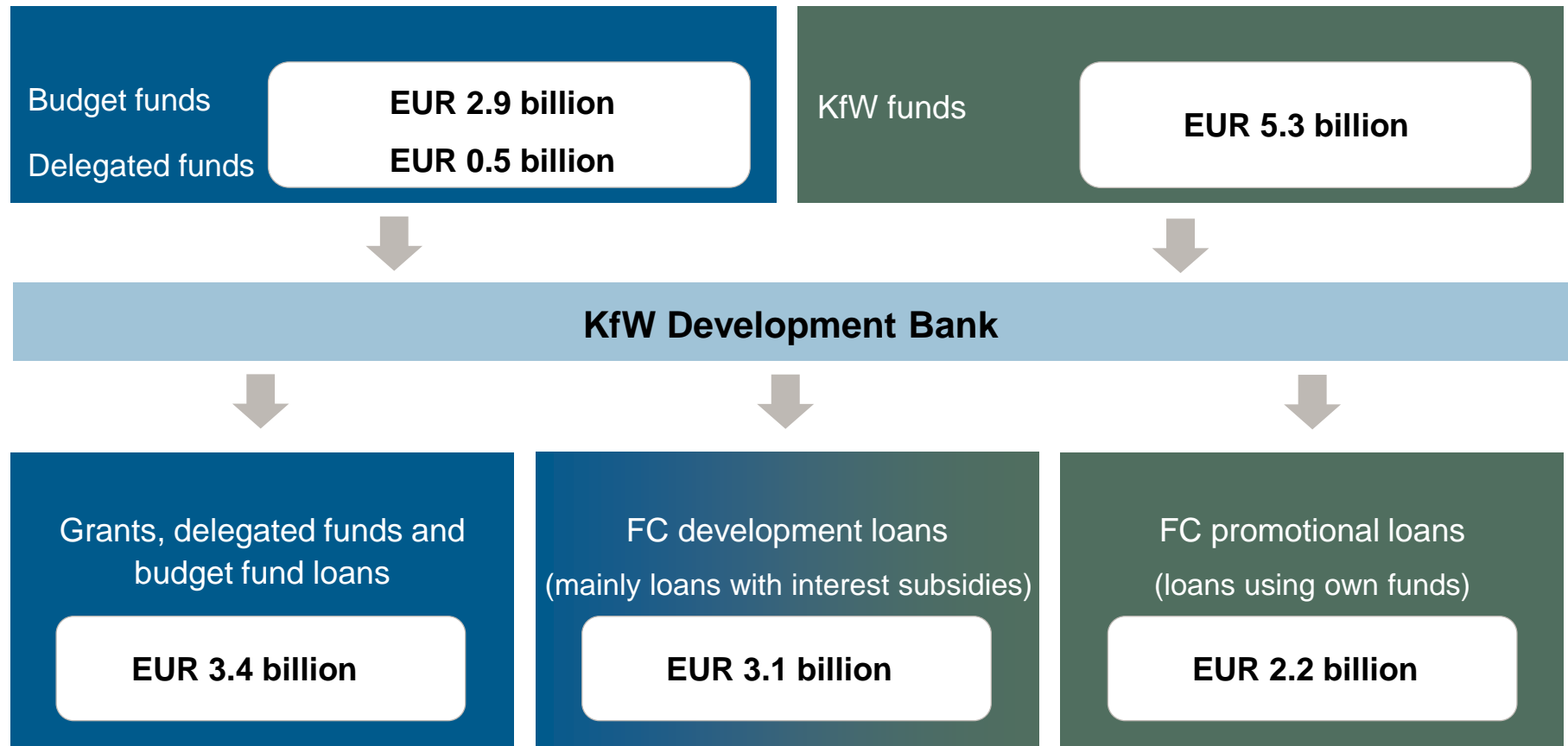
Programme-based approaches

Support of economic, sector-specific & institutional reforms

»» Our principles



»» Sources of Funds and Financing Instruments in 2018



Differences in the totals are due to rounding



»» **DEG**

Deutsche Investitions- und Entwicklungsgesellschaft mbH

»» International business: We promote development

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH



- DEG finances **direct investments** in our partner countries in order to make a sustainable contribution to advancing their economic development.
- DEG makes **long-term investment capital** available as a means to share the risks arising from the investments and to make them less vulnerable to crises.
- DEG gives **advice to companies** on questions related to risk analysis and product development.
- DEG invests in undertakings in **all sectors of the economy**, ranging from agribusiness to the manufacturing industry and services to infrastructure. DEG promotes the **development of the financial sector** while strengthening local capital markets in order to facilitate reliable access to investment financing on the ground, especially for small and medium-sized enterprises. By doing so, we contribute to additional growth effects.
- DEG is guided by **international standards for environmental and social sustainability**.
- DEG pays particular attention to ensuring that our investments **generate positive development impacts** in our partner countries. DEG thus contributes to the Sustainable Development Goals.



»» International business: We promote development

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH



- DEG's portfolio totals **EUR 8.4 bn**, financing investments in **82 countries**.
- In 2018 DEG committed **EUR 1.9 bn** for entrepreneurial investment.
- Companies cofinanced by DEG in 2018 employ staff of around **1.1 million**; contribute **EUR 11bn. in taxes** annually.
- DEG collaborated with over **150 German companies** in 2018.
- DEG was founded in **1962**. Its main office is located in **Cologne**. DEG has approximately **630 employees**.
- DEG's shareholder is the German promotional bank **KfW**, with its **AAA/Aaa rating**.
- DEG's subscribed capital amounts to **EUR 2.5 bn**.



»» International business: We promote development

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH



DEG is a reliable partner to private companies investing in developing and emerging countries.

Task	<ul style="list-style-type: none">› As the development finance institution for the private sector we promote promising business initiatives in developing and emerging countries
Objectives	<ul style="list-style-type: none">› Expand private sector structures through investment financing and provision of long-term investment capital› Sustainable development that creates jobs, improves living conditions and opens opportunities
Partners	<ul style="list-style-type: none">› Companies investing in developing and emerging countries
Promotional business volume 2018	EUR 1.9 billion

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»» KfW IPEX-Bank

»» KfW IPEX-Bank – International Project and Export Finance

KfW's Specialist Financier with tailored Products

**A bank with
... a top rating**

KfW IPEX-Bank GmbH
Head office: Frankfurt am Main
Rating: AA+ (S&P) / A2 (Moody's)

**... a strong
shareholder**

100% subsidiary of the state-owned
promotional bank KfW
Rating: AAA (S&P) / Aaa (Moody's) / AAA (Scope)

**... committed staff
and a stable
business volume**

697 employees* process approx. EUR 67 billion*
in business

**... years of
experience and a
clear mission**

- › In the market for **over 60 years**
- › Supporting the **internationalisation** and **competitiveness** of German / European **exporters**
- › Focused on **export industry, infrastructure, environmental / climate protection** and **securing the supply of raw materials**

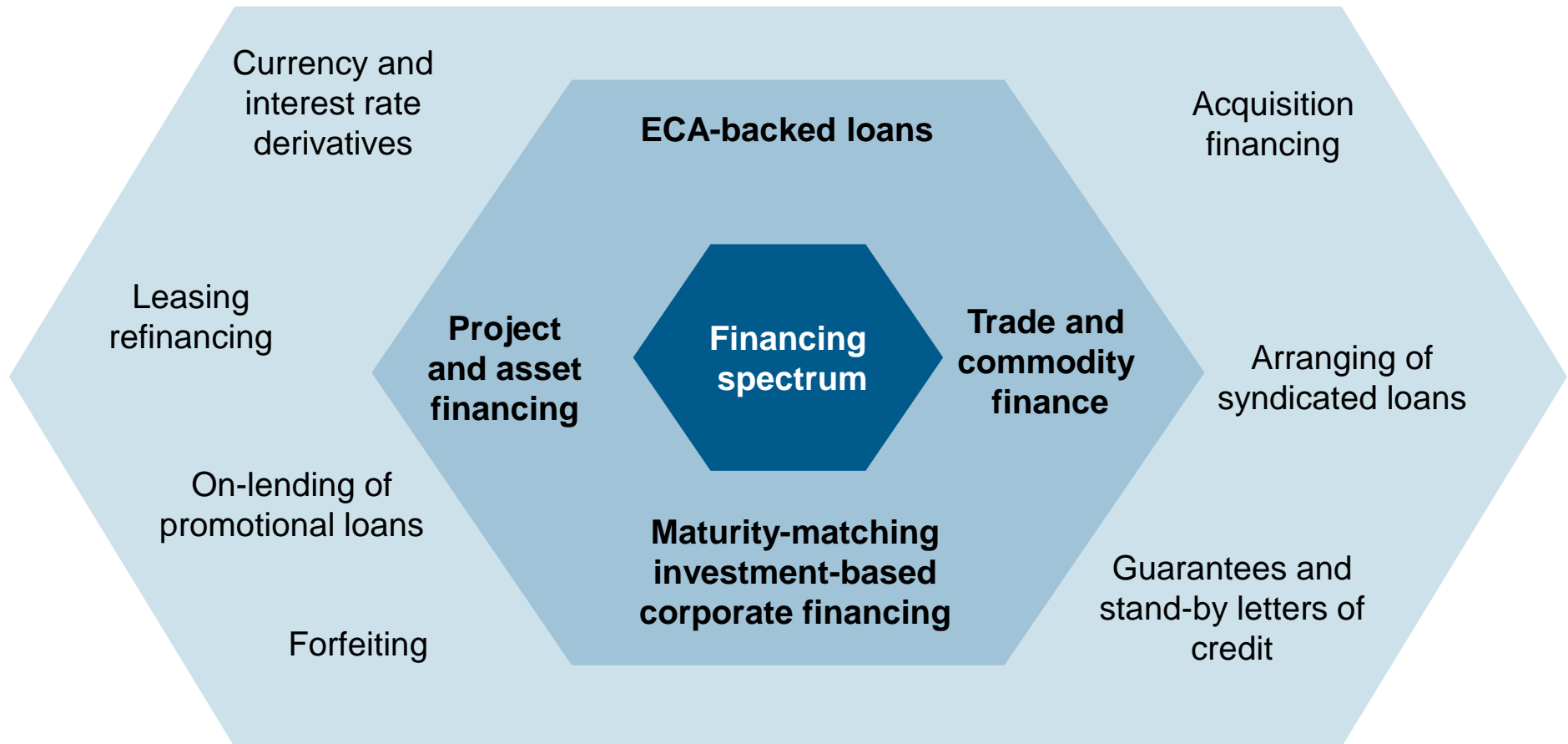


KfW Photo Archive / Rüdiger Nehmzow

* As of: 31 December 2018

»» Special Financing Products across all Maturities

From ECA-backed Loans to tailored structured Financing



Leading specialist financier for exports, investments and infrastructure in Germany and Europe – with individual advice, extensive structuring expertise and comprehensive market experience especially for medium to long-term products

»» We set high environmental and climate protection standards – for our customers and ourselves

KfW IPEX-Bank

Entrepreneurial action and social responsibility go hand in hand



- › Conducting business responsibly to ensure sustainable living and secure the livelihoods and quality of life of future generations
- › Financing for investments in environmental and climate protection: EUR 3.3 billion in 2018
- › Assessment of every project for compliance with our own strict Environmental and Social Sustainability Guidelines (since 2000)
- › Adherence to the internationally recognised Equator Principles, the expanded environmental and social standards for project financing by banks (since 2008)
- › High awareness of our own **energy consumption** and offsetting of remaining CO₂ emissions (travel and on-site energy consumption) with **emission certificates**

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»» KfW in Egypt

»» Cooperation with Egypt

Long ties and experience

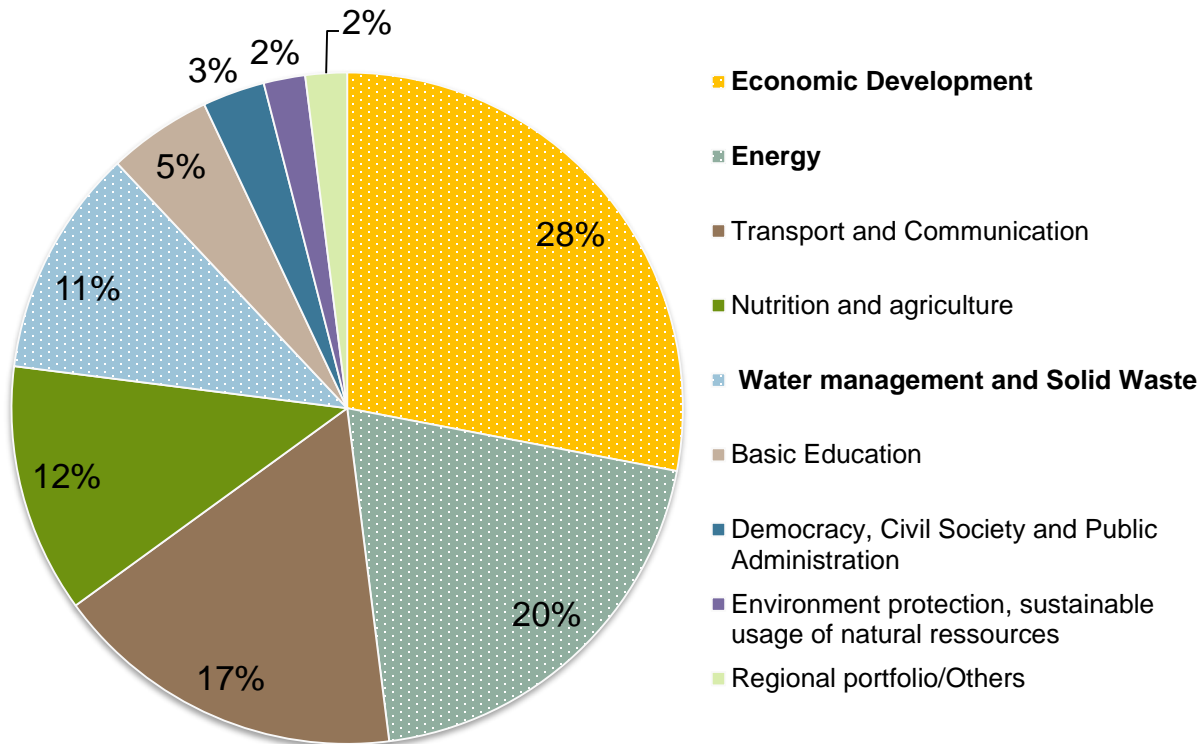
- › German Financial Cooperation (FC) with Egypt since 1962
- › Overall commitments since then: approx. EUR 6.1 billion
- › Ongoing activities: approx. EUR 2.6 billion



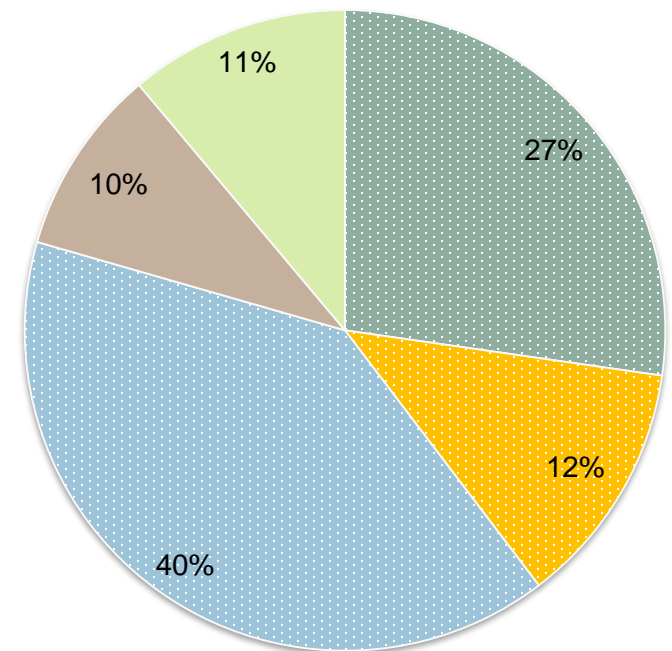
»» Financial Cooperation with Egypt

Portfolio by Sector

Portfolio Development Cooperation
by sector since 1962



Current portfolio by sectors



»» Significant impact achieved

Employment Promotion

~ 30 vocational training institutes to be rehabilitated, extended and equipped

Primary Education

About 500,000 kids benefit from a child- and learning-friendly environment in 1.000 primary schools

Water supply and sanitation, irrigation, solid waste

5m people benefit first time from improved access to sanitation

Energy

CO₂ emissions reduced by 1.35m tonnes per year

Adding 3.1 GWh per year in RE

»» Thank you...

Burkhard Hinz

Director KfW Office Cairo

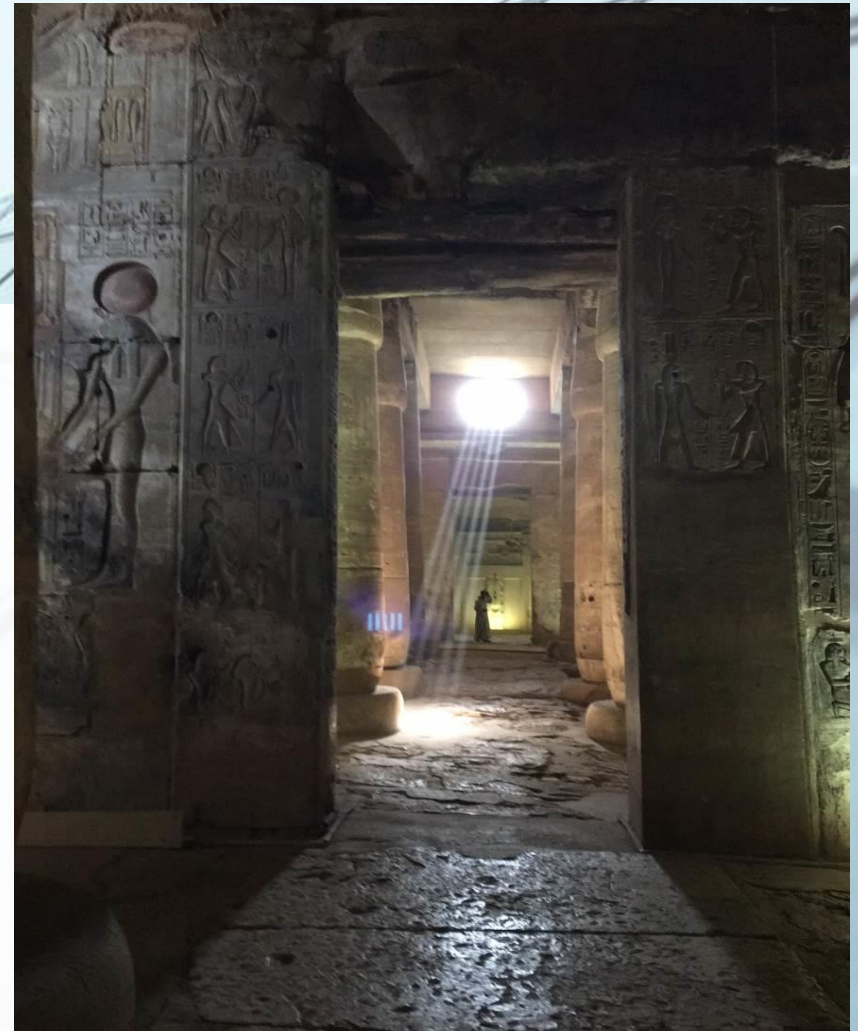
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KFW