

»»» KfW at a Glance Facts and Figures



KfW – Responsible banking

KfW is one of the world's leading promotional banks. Since 1948 KfW has been committed to improving economic, social and ecological living conditions all around the world on behalf of the Federal Republic of Germany and the federal states. To do this, it supplied funds totalling EUR 77.3 billion in 2019 alone; of this total, 38% was spent on measures aimed at protecting the climate and the environment.

KfW has no retail branches and does not hold any customer deposits. It funds its promotional business in a responsible manner and almost entirely via the international capital markets. In 2019 it raised EUR 80.6 billion for this purpose.

In Germany, KfW Group has offices in Frankfurt am Main, Berlin, Bonn and Cologne. Its global network includes around 80 local and representative offices.

As a “Bank aus Verantwortung” (a bank committed to responsibility), KfW sustainably supports change in the economy,

ecology and society. We support people, countries and institutions who think beyond the here and now, driving our society towards tomorrow.

The focal points of our work include:

- Promotion of small and medium-sized companies (SMEs) and start-ups
- Provision of equity capital
- Programmes for energy-efficient refurbishment of residential buildings
- Support of measures to protect the environment
- Educational finance for retail customers
- Funding programmes for municipalities and regional promotional banks
- Export and project finance
- Promotion of developing countries and emerging economies
- Financing and consulting for companies investing in developing countries and emerging economies



»»» About 80 local and representative offices

Domestic business

Promoting Germany

KfW supports forward-thinking companies, private individuals and public institutions who want to invest in their own futures.

One focus of our work is the financing of start-ups and SMEs. This comprises programmes to promote innovative business ideas, to increase energy efficiency, or to foster the use of renewables. KfW Capital, KfW's new subsidiary for the equity finance sector, improves access to capital for young technology-oriented growth companies.

KfW helps private individuals to shape their future, for example, when it comes to the energy-efficient refurbishment, age-appropriate conversion or burglary protection of residential buildings, or when they invest in their own training and education.

On a municipal level, KfW promotes investments in public and social infrastructure. KfW promotion creates space for innovation, growth and prosperity. In this way, KfW is contributing to ensuring that Germany is fit for the future.



»»» KfW promotes forward-thinkers in Germany.



KfW IPEX-Bank

Export and project finance

KfW IPEX-Bank is responsible for export and project finance within KfW Group.

It supports German and European companies operating in key industrial sectors in global markets by structuring medium and long-term financing for their exports, funding infrastructure investments, securing and diversifying the European raw materials supply and by financing environmental and climate protection projects worldwide.

As a specialist bank, KfW IPEX-Bank has extensive industry and country expertise, covering areas including wind energy plants, broadband networks, LNG-powered cruise ships or other technologies of the future. Financing from KfW IPEX-Bank serves to maintain and strengthen the competitiveness and internationalisation of German and European exporters.

KfW IPEX-Bank takes on leading roles in financing consortia and actively involves other banks, institutional investors and insurance firms. In addition to its headquarters in Frankfurt am Main, Germany, it is currently represented at ten locations in the key economic and financial centres around the globe.

Furthermore, KfW IPEX-Bank is dedicated to the worldwide implementation of the 2030 Agenda and its 17 Sustainable Development Goals (SDGs), which were launched back in 2015. It is committed to the Equator Principles and the OECD's ECA Common Approaches.

»» KfW creates prospects for a better life.

KfW Development Bank

Investing in development

KfW Development Bank finances development projects around the world on behalf of the German Federal Government, in particular the Federal Ministry for Economic Cooperation and Development (BMZ), and the European Union. In doing so, it acts in line with the 2030 Agenda for Sustainable Development, the 17 Sustainable Development Goals (SDGs) and the Paris Agreement on climate change – because the only way global challenges can be tackled is by working together. In 2019, KfW Development Bank committed EUR 8.8 billion in new financing in order to help its partner countries achieve the development and climate goals. As an experienced bank and specialist institution for development policy, it promotes and monitors projects from their conception and implementation to the final review.

KfW Development Bank supports projects in Sub-Saharan Africa, North Africa and the Middle East, Asia, Latin America and South-East Europe. KfW Development Bank is represented by local offices in almost 70 countries around the world. The spectrum of projects promoted ranges from investments in large-scale infrastructure – e.g. renewables, urban transport systems, water supply and waste water disposal – to national credit lines for small- and medium-sized enterprises through to the development of basic social services. In addition to the direct impact of the individual projects, it also often initiates structural reforms to contribute to sustainable development on a permanent basis.

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH

More than finance

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH finances and advises German and local companies operating in developing countries and emerging economies. The KfW subsidiary provides its customers with long-term financing, various promotional programmes and advisory services. In addition to financing corporate investments and private infrastructure projects, DEG makes long-term funds available to banks and funds that provide capital to local small and medium-sized enterprises. As a result, these companies can grow and thrive and generate prospects on the ground.

As a development finance institution, DEG is actively engaged in ensuring decent working conditions and the protection of natural resources in accordance with international standards. The businesses financed by DEG create qualified jobs and income, contribute to economic growth, create local value and transfer expertise. As a result, they make important contributions to sustainable development in accordance with the United Nations' 2030 Agenda.

In addition to its headquarters in Cologne, Germany, DEG is represented at 20 locations around the world.



KfW Capital

Responsible investment in VC funds


KfW Capital aims to sustainably improve the supply of venture and growth capital to innovative technology companies in Germany. In the next ten years, and with support of the ERP Special Fund, KfW Capital will invest around EUR 2 billion into German and European venture capital funds to improve the access to capital for innovative start-ups and growth companies through enhanced VC funding. KfW also aims to leverage more private capital for the venture capital asset class.

KfW Capital as a 100% subsidiary of KfW acts as an institutional investor without special rights, whose investments are made pari passu with private investors. The target funds of the “ERP VC fund investments” programme include both already established VC funds and first-time funds. KfW Capital invests a maximum of EUR 25 million in one single fund,

whereby its share must not exceed 19.99% of the fund volume. The target funds undertake to use at least the amount invested by KfW Capital to finance young enterprises in Germany. As of 31 December 2019, KfW Capital is invested in 34 VC funds (incl. commitments), including the coparion co-investment fund and the three generations of the High-Tech Start-up Fund (HTGF).

KfW Capital invests in VC funds across all industries, and irrespective of economic cycles. KfW Capital attaches importance to the consideration of environmental, social and governance (ESG) and sustainability criteria by its target funds.

As a sustainable investor, KfW Capital is actively contributing to further developing the venture capital market and thus to strengthening Germany as a centre of innovation.



»» More capital for
technology-oriented
growth companies

More at: www.kfw-capital.de

Funding

KfW is one of the largest and most active bond issuers in the world. Responsibility is a key factor in the funding of its business activities, which primarily takes place on the international money and capital markets. In 2019 a total of 157 bonds in 12 currencies with a total volume of EUR 80.6 billion were sold to institutional investors around the world. KfW is in a leading position on the international capital markets and enjoys a high standing. Also, KfW is regularly receiving awards for its issuing activities as well as for some individual transactions.

With a variety of bonds in different currencies, KfW is always in a position to respond flexibly to market developments. All refinancing instruments have one thing in common: they are safe. This is because they are guaranteed explicitly and directly by the Federal Republic of Germany. Due to its excellent creditworthiness, KfW has been awarded triple A ratings, the best possible credit rating, by the rating agencies Moody's, Scope Ratings and Standard & Poor's. Global Finance Magazine has now declared KfW "The World's Safest Bank" for the 11th time in succession.

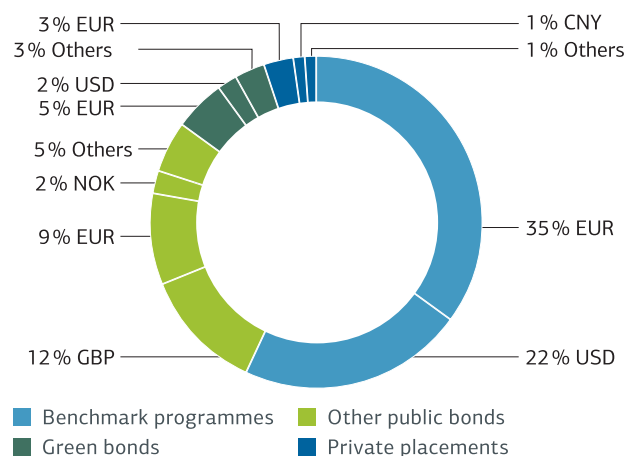


In 2019, KfW issued ten "Green Bonds – Made by KfW" in seven currencies with an equivalent value of EUR 8.1 billion. The significant increase compared to the previous year (2018: EUR 1.6 billion) was achieved by expanding the framework for green bonds.

As well as for financing in the field of renewables, amounts equalling the green bonds' net yields are now also used for the KfW programme "Energy-efficient Construction". This means that a second standardised loan programme which makes a quantifiable contribution to climate protection and generates a significant volume is now financed by "Green Bonds – Made by KfW". With a total portfolio of around EUR 22.6 billion issued as at the end of 2019, KfW is by far the largest issuer of green bonds in Germany and one of the largest in the world.

Bonds issued by KfW

2019 Total amount: EUR 80.6 billion



The people behind KfW

The success of KfW is based above all on the expertise and motivation of its employees. As a company at the interface between politics and the economy, KfW offers its staff a wide range of responsibilities, as well as the opportunity to work abroad.

KfW supports the development of its employees through expert leadership as well as target-oriented qualification and further training. In addition, a particular focus is placed on work-life balance and equal opportunities for each staff member.

In addition to child care based on employee needs, flexibility in terms of time and space plays a central role. For many years now, the Hertie Foundation has certified KfW as a family-friendly company in the "Career and Family" audit. Furthermore, KfW is one of the 100 most popular employers in Germany. KfW offers competitive and performance-based remuneration and extensive social benefits.

General stats on KfW's employees 2019

Total workforce KfW Group ¹	6,705 ²
KfW employees (without DEG and KfW IPEX-Bank)	5,475 ³
Part-time employees (KfW only)	28.6% ³
Representation of women in the total workforce	48.3% ³
Representation of women in management positions (KfW only)	33.3% ³
Proportion of severely disabled employees (KfW only)	5.7% ³
Apprentices, student interns, trainees, interns (KfW only)	216 ³

¹ Average staff numbers including temporary employees, without board members and trainees

² Average 2019; see Financial Report

³ As of December 2019; see Annual Report

KfW Stiftung

Opening new prospects to promote diversity - socially and economically. The independent, non-profit foundation KfW Stiftung is committed to this purpose. With projects that help find solutions for tackling the major societal challenges in the fields of globalisation, demographic change, as well as environmental and climate protection.

Responsible entrepreneurship

In the spheres of economy, KfW Stiftung is promoting responsible entrepreneurial mindsets, which face the social challenges of the future and develop economic approaches to resolve them.

Social commitment

KfW Stiftung aims to give ideas how to ensure the sustainability of our society. It therefore drives projects for the promotion of a conscientious and strong community in a Targeted fashion. The primary goal is to enable social participation. It is important to open new perspectives to promote diversity, both socially and economically.

Environment and climate

With biodiversity as its main focus, KfW Stiftung promotes environmental and climate protection measures. The local, national and international projects that the foundation supports make a valuable contribution to maintaining the diversity of species. All projects contribute to launch the necessary social dialogue upon biodiversity issues and to make aware of the importance of protecting biodiversity for a healthy climate.

Arts and culture

Focus is placed on intercultural dialogue: KfW Stiftung is creating platforms for artists and people involved in cultural life from Africa, Asia, Latin America and the Middle East to bolster cultural diversity and raise critical awareness of global interdependencies.

History of KfW



The Marshall Plan supplied the initial capital for KfW.

1948 – The beginning

In June 1948, the Allied Military Government commissioned the establishment of a central body for financing reconstruction in the occupied western zones of Germany. The Law Concerning KfW was published in November 1948. On 2 January 1949, the “Kreditanstalt für Wiederaufbau” began conducting its business.

The 1950s – Reconstruction and the German economic miracle

With money from the Marshall Plan amounting to the equivalent of EUR 1 billion, KfW funded the reconstruction of the German economy. It took on tasks that still belong to its core business today, namely export and SME finance. In the 1950s, the foundation was also laid for the financing of environmental projects.



The first senior management: Hermann J. Abs and Otto Schniewind

The 1960s – Making our way in the world

The 1960s was the dawn of a new era. The Federal Republic, which was expanding economically, increasingly took on responsibility in terms of development aid. As early as 1961, KfW was given a legal mandate to do this.



Development aid: financing of a cement plant in Turkey

The 1970s – Reorientation towards domestic investment

SMEs became the object of economic and political focus. The promotion of energy saving and innovation becomes a key area of KfW's work.

The 1980s – Expansion of promotional areas

Development policy was in a state of change: capital assistance became Financial Cooperation. The increasing internationalisation of the capital markets opened up new funding opportunities for KfW.

The 1990s – Reunification

The development of the East (“Aufbau Ost”) saw the beginning of the largest support programme in German history. Some 70% of domestic economic promotion flowed into the new German states until the mid-1990s.

The 2000s – A period of change

The KfW Group emerges from the Kreditanstalt für Wiederaufbau. Responsibility defines the identity of KfW. Climate and environmental protection projects are just as much a focus as the funding of education and SMEs.

The 2010s – Responsible banking

Renewable energy development is the core of the energy transition. The range of KfW's activities in this area is correspondingly wide, with increasing focus on energy efficiency and heating transition. KfW's major future issues include also sustainability, innovation and digitalisation in Germany, as well as strengthening European cooperation.



After the fall of the wall, KfW financed the development of the East.



KfW promotes renewable energies in Germany and around the globe.

KfW at a glance

Promotional figures

(EUR in billions)	2019
Domestic promotion	43.4
SME Bank and Private Clients	36.0
Customised Finance and Public Clients	7.2
KfW Capital	0.2
Financial markets	1.4
International business	32.7
Export and project finance: KfW IPEX-Bank	22.1
Promotion of developing countries and emerging economies: KfW Development Bank	8.8
DEG	1.8
KfW Group commitment volume (EUR in billions) (consolidated)¹	77.3

¹Adjusted by EUR 175 million for commitments in Export and project finance with refinancing from KfW programme loans

Key finance data

Key figures of the income statement (EUR in millions)	2019
Operating result before valuation (before promotional expense)	1,677
Operating result after valuation (before promotional expense)	1,503
Profit/loss from operating activities (before promotional expense)	1,549
Promotional expense	159
Consolidated profit	1,367
Consolidated profit before IFRS	1,447

Key figures of the statement of financial position (EUR in billions)	31 Dec. 2019
Total assets	506.0
Volume of lending	486.2
Volume of business	610.7
Equity	31.4
Key regulatory figures (in %)	31 Dec. 2019
Tier 1 ratio	21.3
Total capital ratio	21.3

Ratings

Long-term credit rating	31 Dec. 2019
Moody's	Aaa
Scope Ratings	AAA
Standard & Poor's	AAA

Sustainability rating

Sustainalytics (as of 28 November 2019)	According to new ESG Risk Rating method: 5.2 of 100 (the smaller the risk value, the better the company's sustainability performance is rated); third place in comparison to national and international promotional banks as well as to all banks worldwide.
ISS-ESG (as of 16 October 2019)	In the top twelve of the best-rated promotional banks. The sustainability rating has reached prime status with C+ on a scale from A+ to D-.
imug (as of 1 March 2020)	68 out of 100 percent: second in a comparison of 24 national and international promotional banks.

Photos

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P.12: Getty Images/vuk8691

P.16: Federal Archives (Plak 005-002-008),
Historical Group Archive of KfW (centre, bottom)

P.17: Federal Government/Klaus Lehnartz,
KfW Photo Archive/Holger Peters

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