

KfW's support for German companies investing in Greece

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Greek-German Business Forum

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60 years of KfW

Financing with a public mission

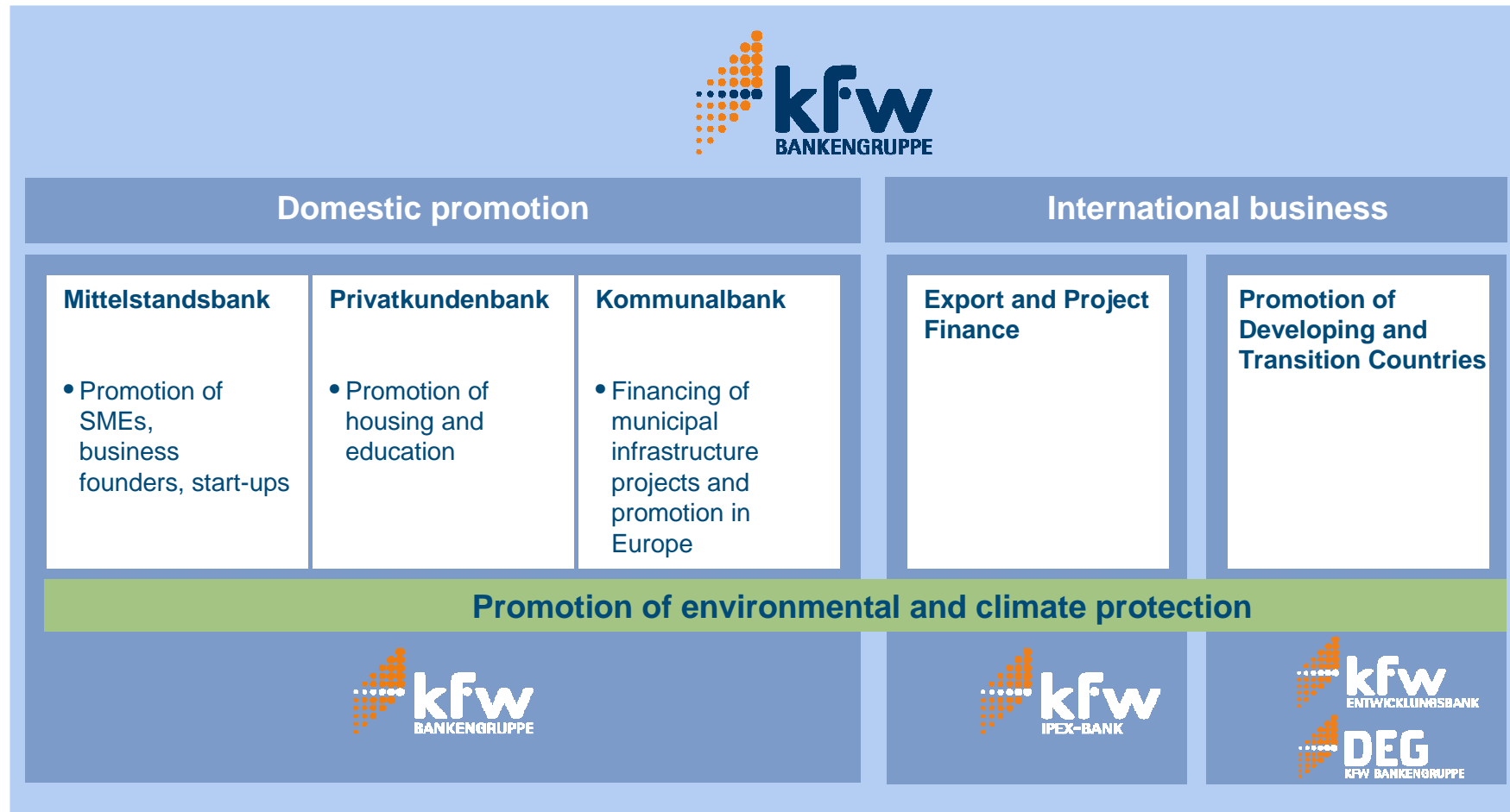


- Promotional bank of the Federal Republic of Germany
- Founded in 1948 as Kreditanstalt für Wiederaufbau
- Shareholders: 80% Federal Republic, 20% federal states
- Headquarters: Frankfurt am Main
Branches: Berlin and Bonn
- Representative offices: around 70 offices and representations worldwide
- Balance sheet total in 2010: EUR 441,8 billion
- Total commitments in 2010: EUR 81.4 billion
- Number of employees 2010: 4530
- Best rating: AAA/Aaa/AAA



A bank with a wide array of functions

KfW's business areas



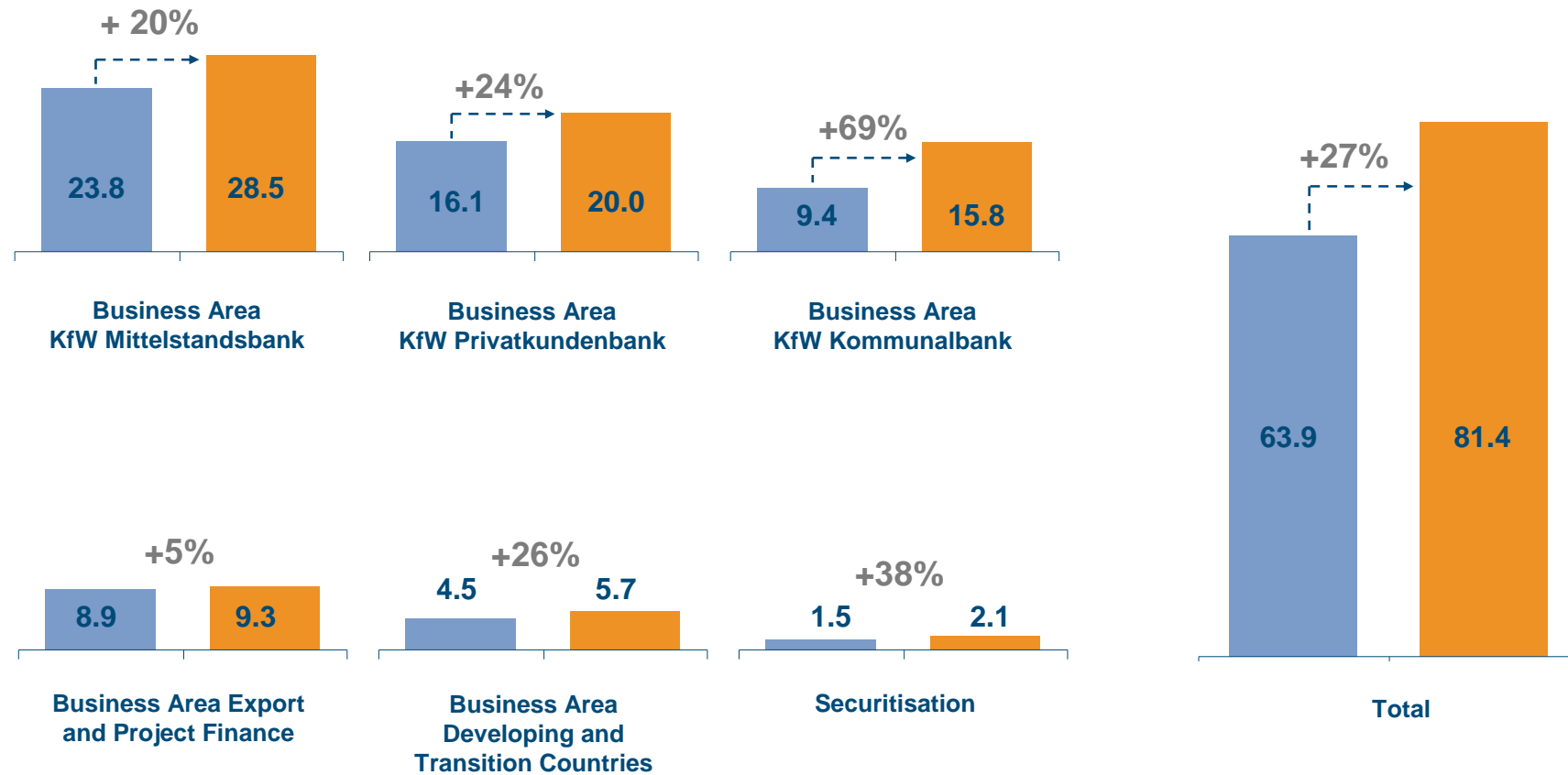
Commitments of KfW Bankengruppe

Business areas in numbers



in billion EUR

■ 2009 ■ 2010



KfW's major sustainability approach

Environmental and climate protection activities



Environmental and climate protection is a major promotional priority (numbers in billion)!

- Total commitments in this sector in 2010: EUR 25
- Commitments in 2010 for:
 - Renewable energy EUR 11.4
 - Energy efficiency EUR 11.6

Environmental and climate protection

- Long and broad experience
- Core of KfW's mandate



KfW-Programme Renewable Energy (Standard)

Financing of investments in Greece



- KfW-Programme Renewable Energy is the largest promotional programme in Germany
- This programme triggered substantial investments in EU countries

Beneficiaries in EU countries

- German enterprises, their foreign subsidiaries and joint ventures with high German participation wanting to invest outside of Germany

Financing purpose

- Wind energy, biomass, hydropower, geothermal energy, photovoltaic, renewable energy generated in combined heat and power stations

Conditions

- Interest rate of KfW-Programme Renewable Energy Standard includes a subsidy element

Collaterals

- Bankable collaterals

Possible support for green investments in Greece

KfW-Programme Renewable Energy (Standard)

Commitment volumes and investment example



Commitment volumes in 2010

- | | | |
|------------------------|----------------------|-----------------------|
| • France: EUR 226 Mio. | Belgium: EUR 27 Mio. | Slovakia: EUR 30 Mio. |
| • Italy: EUR 272 Mio. | Ireland: EUR 20 Mio. | Canada: EUR 30 Mio. |
| • Spain: EUR 70 Mio. | Sweden: EUR 30 Mio. | Greece: 0 |

Example

Wind onshore park in the Normandy (France)

- German company as investor
- Financing through a German onlending bank



Investment plan	TEUR
4 Windmills	17.261,00
Financing plan	TEUR
KfW-Renewable Energy (Standard)	10.000,00
Funds from investor/onlending bank	7.261,00
Total Amount	17.261,00

KfW entrepreneur loan (KfW Unternehmerkredit)

New promotional window for favorable financing of investments in Greece



- KfW entrepreneur loan is in Germany one of the largest promotional programmes
- KfW offers a special window for Greece with attractive conditions

Beneficiaries in EU countries

- For self-employed professionals, German enterprises, their foreign subsidiaries and joint ventures with high German participation wanting to invest outside of Germany

Financing purpose

- For investments and working capital

Conditions

- Interest rate of KfW entrepreneur loan for investments in Germany reduced by up to 25 basis points for investments in Greece

Collaterals

- Bankable collaterals

Exemption from liabilities (EFL)

- For investment loans optional EFL for the onlending banks
- For working capital loans optional EFL only for SMEs

Effective support for investments in Greece

KfW's support for Greece

Promotion of investments and effective institutional structures



Investments

- KfW is committed to strengthen Greek-German business ties
- KfW has a range of proven financing products in place
- For investments in Greece KfW has included a particular grant element

Institutional structures

- KfW supports the Greek privatisation agency through the delegation of an expert
- KfW is ready to assist the Greek government in building up a promotional bank