

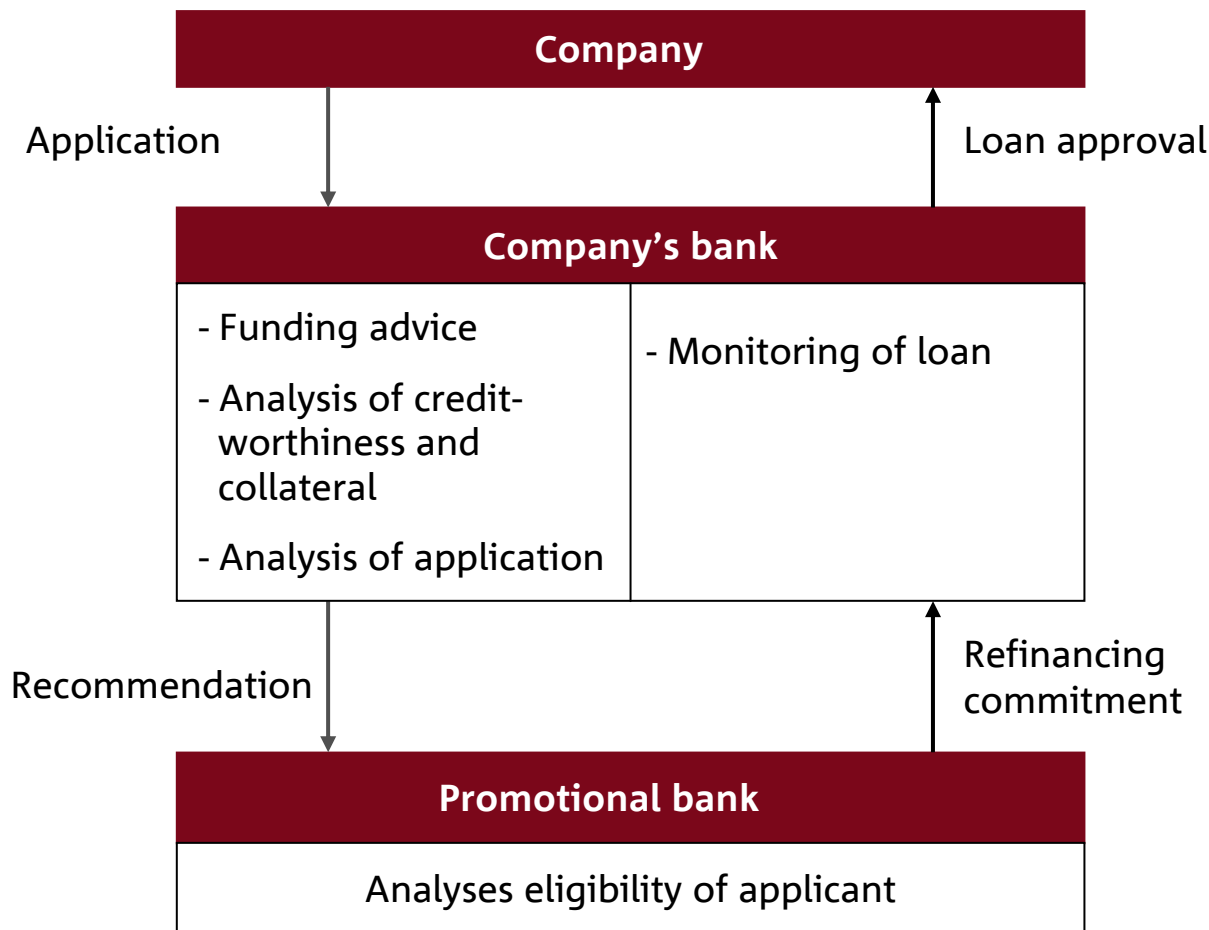
# Greek-German Business Forum: Corporate Finance Workshop

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## KfW entrepreneur loan – application via company’s local bank (“house bank” principle)



- Companies normally apply for public promotional programmes **through their own bank**. The bank selects suitable funding options and takes care of processing.
- The company **must submit the application to its bank before the project begins**. Retroactive applications are not normally eligible.
- **Important:** application documents should be plausible and complete.

## Promotional options for projects of German firms in Greece from the perspective of German private banks

- We basically welcome the new **“Greece window”** for KfW entrepreneur loans.
- This will **facilitate the funding** of German companies’ investment projects and working capital in Greece.
- But it **shouldn’t be seen as a “magic bullet”** to solve the funding problems of unviable projects.
- **So it is right not to support the following:**  
companies in financial difficulties or undergoing reorganisation; debt restructuring, follow-on financing or the extension of existing loans; additional funds for projects already underway or completed.

## German private banks are ready to fund investment in Greece

- **Investment from Germany**/other foreign investment is essential to the development of the Greek economy in the current situation.
- Lending is a **fundamental element of every bank's business policy**.
- Banks **compete** with one another for profitable investment projects.
- The question of a **project's long-term viability** is key when granting investment loans – especially for projects **abroad**.
- The **investment planning** – including income forecasts – need to be convincing.
- It is essential to **assess the associated risks correctly**. A bank will sometimes base its loan decision on this assessment.
- **Public promotional programmes** are part of an overall funding concept – for foreign projects too.

## Conclusion

*The German private banks will continue to make use of all the options consistent with their business models to secure funding for German companies' investments in Greece – including promotional funds from the “Greece window”.*

Many thanks for your attention!