



»» More than finance
DEG at a glance

KFW DEG

»»» DEG: more than finance For entrepreneurial success and development

Companies investing in developing and emerging-market countries often lack the necessary capital they need to grow and progress.

That is where DEG comes in. For 55 years, we've been a reliable partner to private enterprises operating in developing and emerging-market countries. We provide our customers with tailored solutions, including long-term financing, promotional programmes and individual advice.

People, companies and countries benefit from DEG's work. We ensure our customers can maximise opportunities, open up new markets and compete successfully. In doing so, they create qualified jobs and income and contribute to economic growth and local added value. Entrepreneurial initiative is thus a key driver of development.



Promoting renewable energies and energy efficiency and thus contributing to climate protection is an important focus of DEG's business. This is why DEG invests, for example, in Andean Power S.A.C., a company that is constructing a run-of-river power station in Peru.

»»» That's what our customers say



“DEG has helped us a lot in turning our company into what it is now. It not only supported us with the finance but also with its environmental consultancy.”

Yoselyn Malamud, General Manager at the Peruvian vegetable producer Viru S.A.

“We cooperate with DEG for a number of funds and benefit in particular from DEG’s extensive network in Africa.”

Paul Botha, Co-founder and CEO of the South African investment company Metier



“Thanks to the finance from DEG’s Up-Scaling programme, Bio-Lutions will be able to considerably boost its production capacity in India, and thus make an important contribution to sustainable development there.”

Eduardo Gordillo, Founder and Managing Director of the German company Bio-Lutions that uses agricultural waste to make packaging

“DEG offers more than just finance. Its staff understand local markets’ conditions and played a major role in helping us to improve our standards.”

S Chandrasekhar, CEO of the Indian wind farm operator Bhoruka Power

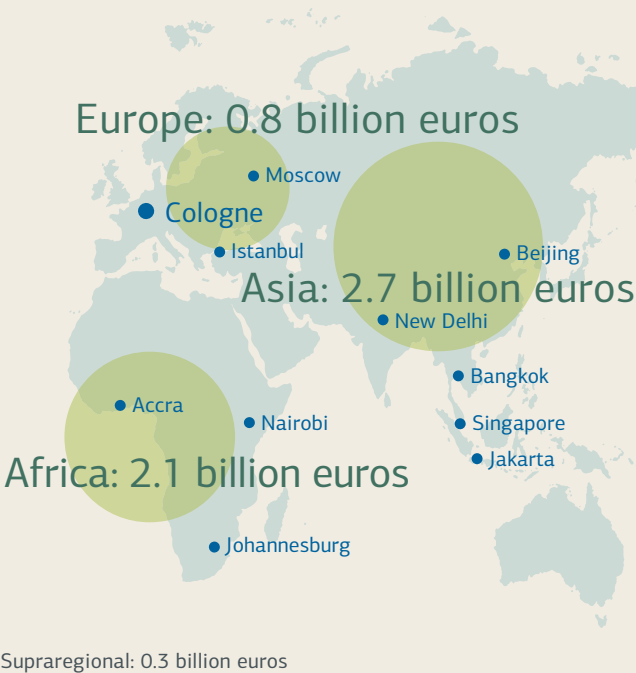


»»» Tailor-made solutions for our customers

Our customers are based in developing and emerging-market countries, Germany and other industrialised nations. We develop solutions that go beyond supplying capital through maintaining dialogue with them. We advise and support our customers at every stage and remain a reliable partner even in difficult times.

Besides financing for companies and project financing for private infrastructure projects, we provide long-term financing to banks and funds that supply capital to local companies. That enables specifically small and medium-sized enterprises in developing countries to implement their business ideas and to invest. DEG offers competent, experienced points of contact for every customer cluster.

»»» DEG: portfolio and locations



»»» International experience and networks

Companies can rely on our expertise, built up over the last 55 years, and benefit from our market knowledge, our 14 locations worldwide and our international network.

We also use this network to involve other financiers and arrange larger volumes for our customers, if required.

Our “Business Support Services” and range of promotional programmes also contribute to lasting entrepreneurial success.





Small and medium-sized enterprises are an important driver of development in many countries. Yet it is often particularly difficult for them to gain access to long-term loans for investments. That is why DEG makes a point of investing in financial institutions that, in turn, provide capital to SME customers, for example the Fidelity Bank in Ghana.

»»» Responsible and generating development impact

As a development financier, we actively focus on creating prospects on the ground and facilitating sustainable development. A key dimension here is ensuring humane working conditions and protecting natural resources. This includes advocating international environmental, social and corporate governance standards. We perform environmental and social appraisals with the utmost care, and closely monitor the implementation of contractually agreed action plans by the companies.

Taken as the benchmark here are the IFC Performance Standards, the World Bank Group's "Environmental, Health and Safety Guidelines" and the conventions of the International Labour Organization (ILO). Moreover, DEG, as part of KfW Group has committed itself to actively uphold and protect human rights. An exclusion list defines the areas in which we do not operate on principle.

»»» Facts and figures



DEG's portfolio totals **EUR 8.3 bn**, financing investments in **83 countries**.



In 2017 DEG committed around **EUR 1.6 bn** for entrepreneurial **investment**.



DEG's portfolio companies employed around **1.5 m people** in 2017 and spent **EUR 13.8 bn on wages and salaries**.



DEG cooperated with over **130 German companies** in 2017.



Through its commitment, DEG particularly contributes to **SDGs** "No poverty", "Affordable and clean energy", "Decent work and economic growth", as well as "Industry, innovation and infrastructure".



DEG has approximately **570 employees**.



DEG's shareholder is the German promotional bank **KfW**, with its **triple-A rating**.



DEG's equity amounts to around **EUR 2.5 bn**.



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