



»»» More than finance  
DEG at a glance

**KFW** DEG

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

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

That is where DEG comes in. For almost 60 years, we've been a reliable partner to private enterprises operating in developing and emerging 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.

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“We have a strong partnership with DEG. Together we support local Nigerian SMEs and German businesses coming and willing to invest in Nigeria.”



**Herbert Wigwe**, Group Managing Director of Access Bank in Nigeria

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“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

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“Without the trust and support that DEG gave us, we would not have been able to develop and construct our wind farm in Jordan. The Al Rajef wind farm is now providing 53,000 households with green energy.”



**Daniel Calderon**, Co-Founder and CEO of solar and wind power developer Alcazar Energy



## »»» Tailor-made solutions for our customers

Our customers are based in developing and emerging 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 interlocutors for every customer cluster.

## »»» DEG: portfolio and locations



## »»» International experience and networks

Companies can rely on our expertise, built up over almost 60 years, and benefit from our market knowledge, our 19 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). As part of KfW Group, DEG has also committed itself to actively upholding and protecting human rights. An exclusion list defines the areas in which we do not operate on principle.

## »»» Facts and figures



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's portfolio totals **EUR 8.4 bn**, financing investments in **82 countries**.



In 2018 DEG committed around **EUR 1.9 bn** for entrepreneurial investment.



DEG's portfolio companies employed around **1.7 m people** in 2018 and spent **EUR 11 bn on wages and salaries**.



DEG cooperated with over **150 German companies** in 2018.



DEG has approximately **630 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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