

DEG – more than finance

We shape transformation

Infrastructure and Energy
2025

Introduction to DEG

DEG is one of the world's leading Development Finance Institutions (DFI)

Who is DEG?

- **Financing development:** DEG is Germany's development finance institution
- **Focused strategy:** DEG's mandate is to support the private sector in developing markets
- **AAA rated shareholder:** DEG is indirectly owned by the Federal Republic of Germany through its parent company KfW

Where is DEG?

- **European base:** Headquartered in Cologne, Germany
- **Local presence:** 21 global offices in all major developing regions, local network in > 80 local offices of KfW
- **Global reach:** Investment portfolio of around EUR 9.2bn across 90+ developing economies



KfW DEG

- **Long term partnership:** DEG specializes in long-term funding (up to 21 years; depending on structure)
- **Financial instruments:** Fund investments, direct equity, mezzanine and senior loan funding solutions
- **Multiple currencies:** EUR, USD, and selected local currencies
- **Other products:** DEG offers technical assistance programs ("BSS") and provides further promotional funding solutions (e.g. AfricaConnect, Upscaling, develoPPP)

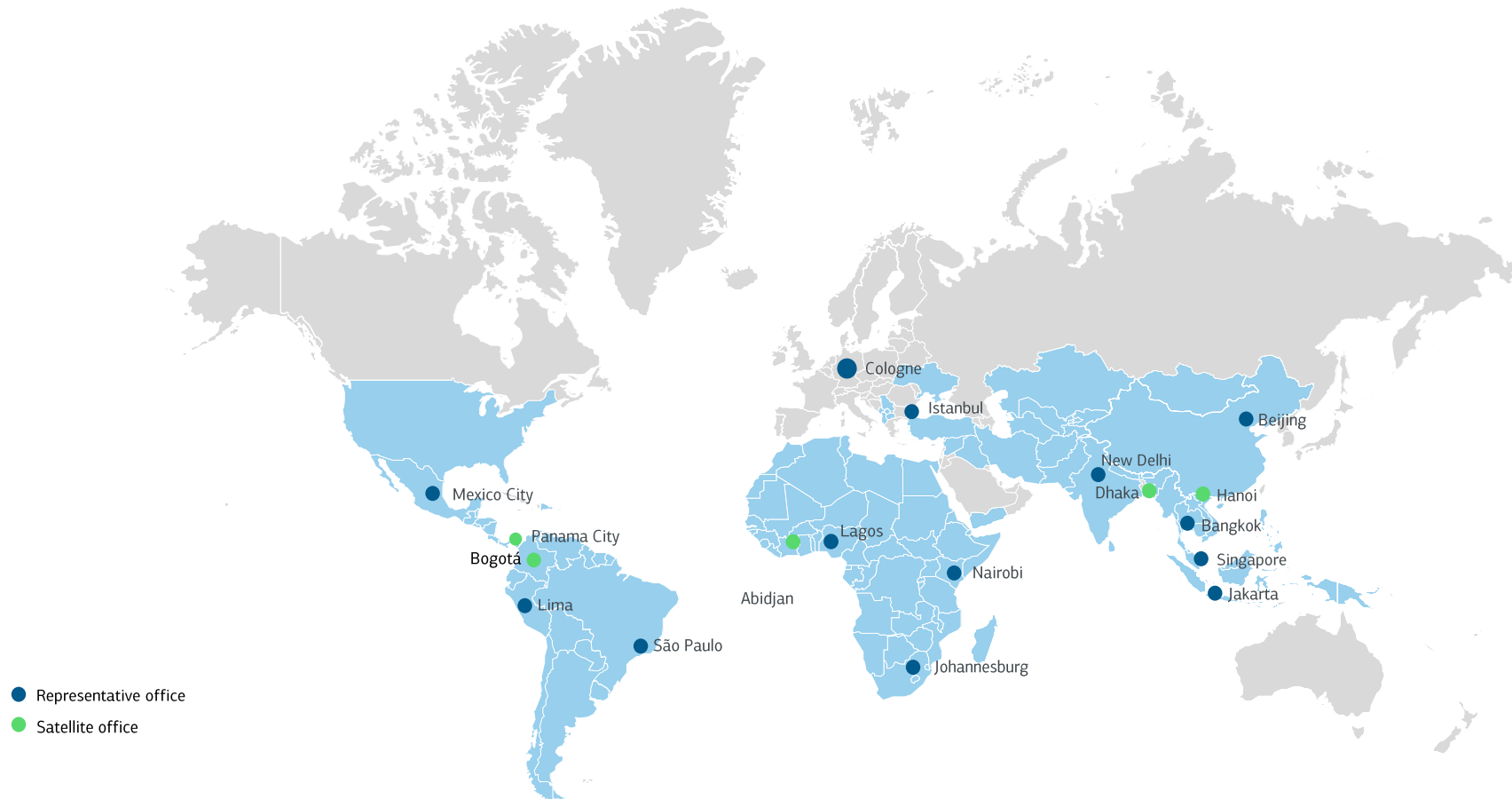
- **Business clusters:** Infrastructure & energy, industries & services, financial sector
- **Clients:** Project developers, entities of local and international groups, family-owned businesses, PE funds, financial institutions, medium-sized businesses, multinational stock-listed firms
- **Strong sponsors:** technical & financial experience, qualified mgmt., transparent shareholding structure and accounting system

Which funding solutions does DEG offer?

Who are DEG's clients?

Worldwide presence of KfW Group and DEG

Approx. 80 offices and representations with regional experience and networks



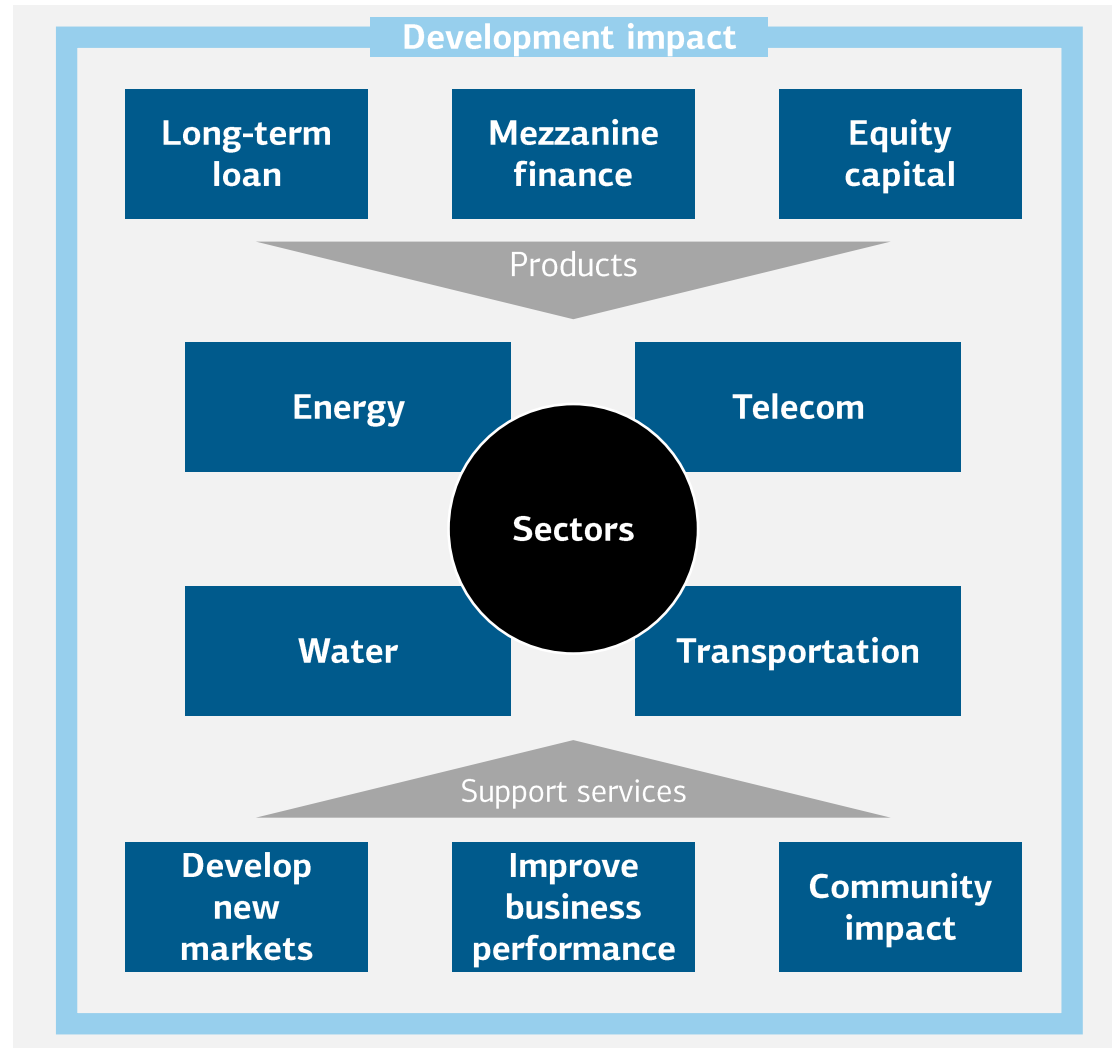
DEG has established contacts in key regions and main foreign markets and can ensure physical proximity for optimal advisory support across borders

DEG – Infrastructure & Energy

Products & Services

Overview of DEG's Infrastructure & Energy service offering

DEG's services extend beyond financing to encompass support services and impact assessment



DEG's Infrastructure & Energy offering

Industries

DEG offers private companies a suitable, viable and flexibly structured financing for clients' sustainable infrastructure investments in Energy, Telecom, Water and Transportation

Products

DEG provides tailored financing solutions to private infrastructure companies that support sustainable transformation and thus contribute to the UN's Sustainable Development Goals (SDGs)

Support Services

DEG's Business Support Services provide companies in developing and emerging countries with targeted advisory solutions, helping them achieve their transformation – especially in the area of ESG and climate

Development Impact

DEG uses the Development Effectiveness Rating (DERa) system to rate the effectiveness of its projects in terms of promoting local development and contributing to the global sustainability agenda

Focus sectors

Infrastructure & Energy

Energy

- Wind
- Hydropower
- Solar
- Geothermal
- Hydrogen



Solar power



Wind power



Hydropower



Geothermal power

Telecom

- Mobile Network Operators MNO
- Tower Companies
- Telecom Energy Service Company
- Fiber Companies
- Data Center



Telecom & digital infrastructure

Water

- Bulk Water Supply (incl. Desalination)
- Integrated Water Utilities
- Waste Water Treatment



Water supply & waste water treatment

Transportation

- Ports - Sea & river ports, port related infrastructure
- Airports
- Roads
- E-Mobility



Transport infrastructure

DEG's Business Support Services in a Nutshell

We cover up to **50% of the costs** with a DEG contribution of **maximum EUR 200k**; project duration ~ **two years**;
Lean process ,weekly funding eligibility decisions

Develop New Markets

Feasibility Study Support:

- Studying concrete investment opportunities for innovative sustainable technologies or services in new markets
- Reimbursement of external advisory or structured project implemented by internal staff

Improve Business Performance

Standardized Projects

- Existing framework contracts with best in class advisors (quickly deployable)
- Standardized approach for topics like E&S management, climate advisory, energy efficiency,

Tailor Made Projects

- Projects addressing your individual topics in all areas of business performance
- Joint tender for advisors or reimbursement of costs for your advisor of choice

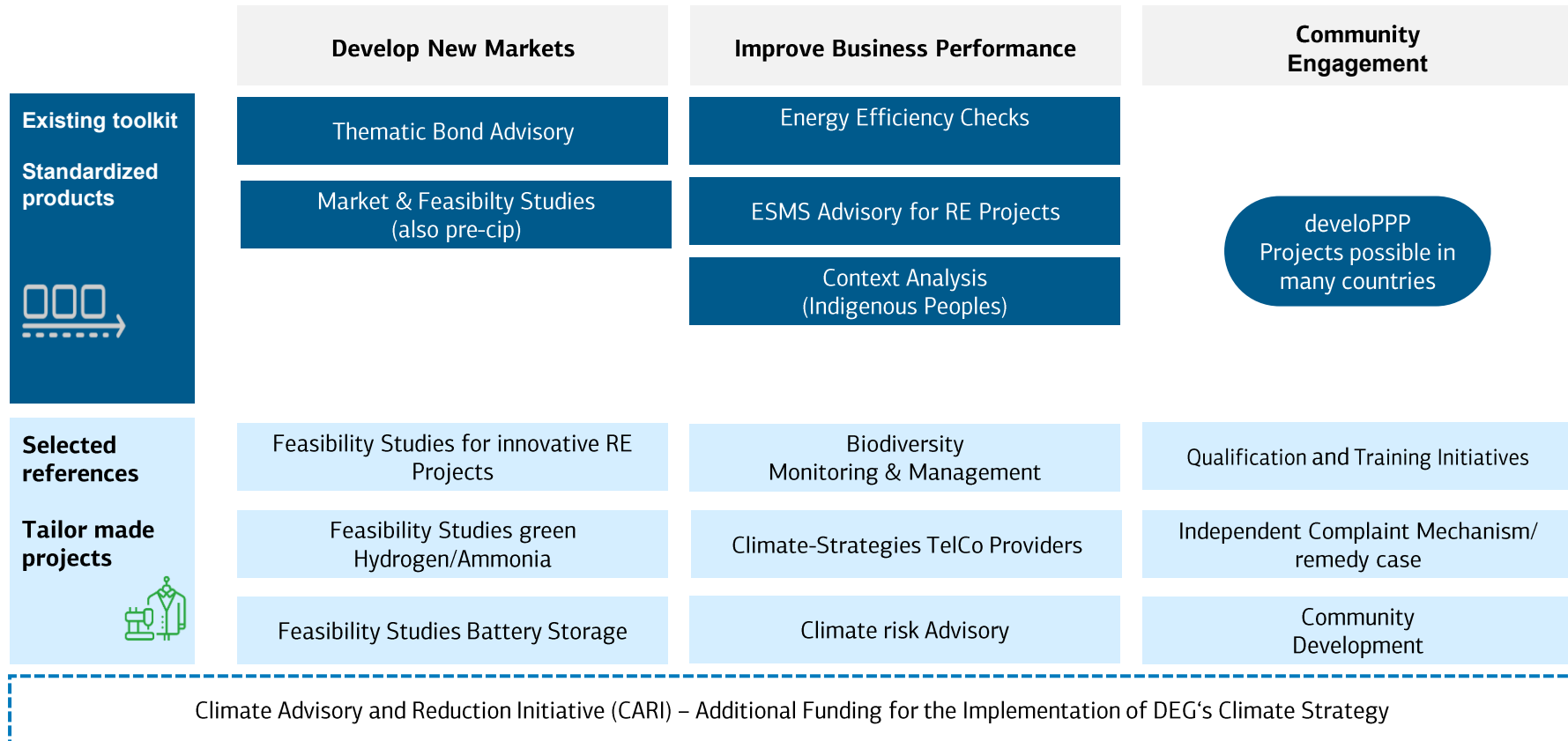
Work with your Community

Qualification and Training Initiatives:

- Qualification and training Initiatives for your workforce
- If project has **effects on the wider** community -> potentially eligible for **develoPPP** program; DEG contribution of up to 2 Mio.; 50% of the costs; e.g. large scale training initiative (national or regional) quarterly idea competitions; available in ~70 countries

Infrastructure & Energy Business Support Services (BSS)

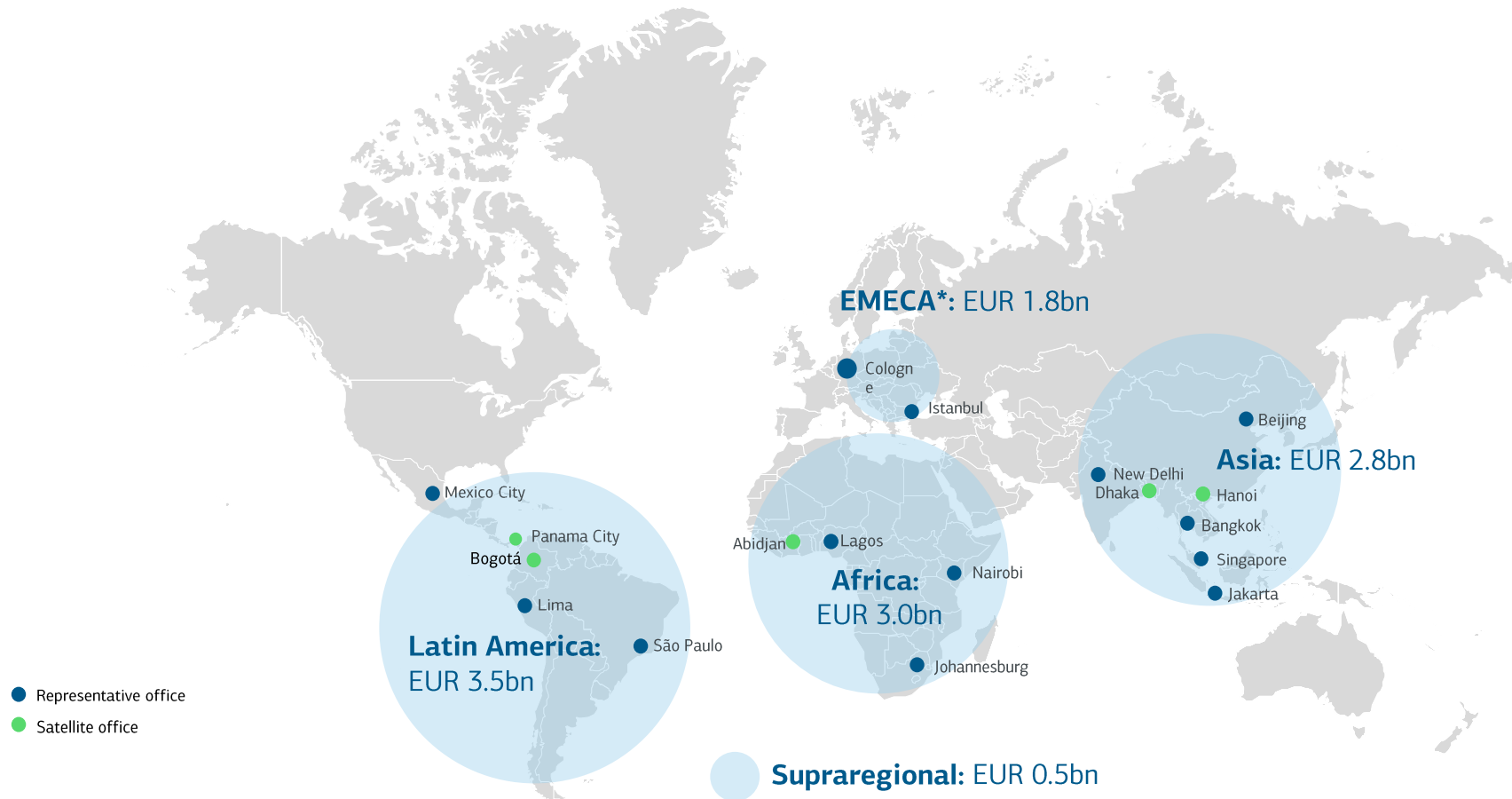
Existing BSS offer for I&E customers



Overview of DEG Portfolio

DEG Portfolio 2024

EUR 11.6bn invested worldwide. 19 locations.



*EMECA includes Europe, Central Asia and the Middle East. Portfolio size is based on commitment volume (Zusageobligo).

Success Stories

Debt Portfolio: Energy

Financing energy transformation and sustainability efforts is a key pillar of DEG's strategy

Sustainable Energy – Solar, Hydro and Wind



USD 35 mn
Senior Loan

Wind Power Plant
Egypt 2024



USD 34 mn
Corporate Loan

BESS and solar
Power Plant
Thailand 2024



USD 40 mn
Unsecured corporate
Green Loan

Wind power plant
Turkey 2024



USD 45 mn
Senior Loan
CCGT
Bangladesh 2024




USD 30 mn
Shareholder Loan

Hydro-electric
Power Plant
Uganda 2024



USD 23 mn
Senior Loan

BESS and solar
Power Plant
Senegal 2024



USD 50 mn
Senior Loan

BESS and solar
Power Plant
Uzbekistan 2024



USD 32 mn
Senior Loan

Telecom
Cyprus 2024



USD 25 mn
Senior Loan

Green Hydrogen
Uzbekistan 2024

Biomass

USD 20 mn
Senior Loan

Solar Power Plant
Guatemala 2024



USD 30 mn
Subordinated Loan

Geothermal Power Plant
Kenya 2024



USD 20 mn
Green Bond

Solar
Africa 2023



USD 36 mn

Solar Park
Portfolio
Chile 2023



USD 21 mn
Senior Loan

Solar
Indonesia 2023

EECL

USD 50 mn
Senior Loan

Solar & BSS
Chile 2023



USD 25 mn
Senior Loan

Wind
Uzbekistan 2023



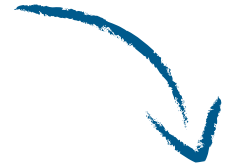
USD 30 mn
Senior Loan

Wind
Uzbekistan 2022



USD 30 mn
Senior Loan


















Wind
Uzbekistan 2022

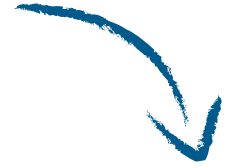


DEG provides financing for all major sustainable energy asset classes

Debt Portfolio: Infrastructure

DEG has a successful track-record in all major infrastructure asset classes













Water & Sanitation		Transport		Telecoms	
 <p>GGU Georgia Global Utilities</p> <p>USD 35 mn Eurobond</p> <p>Water Supply</p> <p>Georgia 2024</p>	 <p>CHINA WATER</p> <p>USD 25 mn Senior Loan</p> <p>Water Supply</p> <p>China 2023</p>	 <p>TAV Airports <small>a member of Groupe ADP</small> Fraport</p> <p>EUR 70 mn Long term project finance loan Airport Turkey 2025</p>	<p>Acciona</p> <p>EUR 100 mn Sustainability-linked Loan</p> <p>Metro Brazil 2024</p>	 <p>helios towers</p> <p>USD 55 mn Bond</p> <p>Tower Company</p> <p>Africa 2024</p>	 <p>TORREC M</p> <p>USD 20 mn Senior Loan</p> <p>Tower Company</p> <p>UER America 2023</p>
 <p>BINWASE</p> <p>USD 25 mn Senior Loan</p> <p>Water Supply</p> <p>Vietnam 2022</p>	 <p>GGU Georgia Global Utilities</p> <p>EUR 45 mn Eurobond</p> <p>Waste Services</p> <p>Georgia 2020</p>	 <p>TAV Airports <small>a member of Groupe ADP</small> Fraport</p> <p>EUR 50 mn Bridge Loan</p> <p>Airport Turkey 2024</p>	 <p>damietta alliance</p> <p>USD 60 mn Senior Loan</p> <p>Port</p> <p>Egypt 2023</p>	 <p>CDET ONE</p> <p>USD 19,4 mn Senior Loan</p> <p>Tower Company</p> <p>Philippines 2022</p>	 <p>AXIAN TELECOM</p> <p>USD 23 mn Bond</p> <p>Telecommunication</p> <p>China 2022</p>
 <p>gwp</p> <p>USD 30 mn Senior Loan</p> <p>Waste Supply</p> <p>Georgia 2019</p>	 <p>NHPC NIGERIA HYDRO-ELECTRICITY COMPANY</p> <p>EUR 35 mn Senior Loan</p> <p>Hydro Plant</p> <p>Cameroon 2018</p>	 <p>VINCI AIRPORTS</p> <p>EUR 20 mn Senior Loan</p> <p>7 Airports</p> <p>Cape Verde 2023</p>	 <p>TAV Kazakhstan</p> <p>EUR 34.5 mn Senior Loan</p> <p>Airport</p> <p>Kazakhstan 2021</p>	 <p>LIQUID INTELLIGENT TECHNOLOGIES</p> <p>USD 25 mn Euro Bond</p> <p>Existing Bond Refinancing Mauritius 2021</p>	 <p>国动集团 GUODONG GROUP</p> <p>USD 20 mn Senior Loan</p> <p>Tower Company</p> <p>China 2021</p>

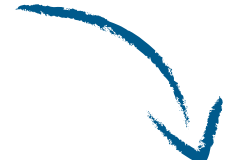


DEG finances the entire water value chain; transport infrastructure from (air)ports via roads to e-mobility and offers financing for telecoms & digitalization

Equity Portfolio: Energy and Infrastructure

Financing energy transformation and sustainability efforts is a key pillar of DEG's strategy

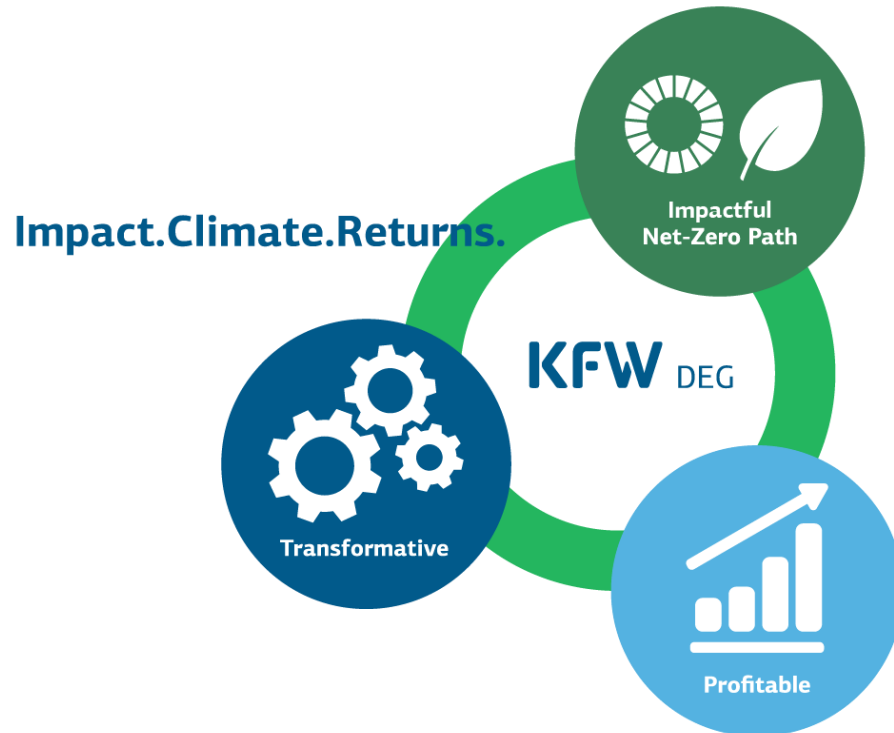
Energy		Telecom & Transport		Funds		
 Equity Solar Power Vietnam 2024	FPEL Equity Solar Power India 2024	 Equity Digital Infrastructure LatAm 2024	Eastcastle Equity Telecom Towers Pan-African 2021	Patria Fund Fund Digital Infrastructure LatAm 2025	 Fund Infrastructure and Energy Asia 2024	A.P. Moller Capital Fund Transportation / Logistics Africa & Asia 2023
 Equity-Mezz Hydro, Solar & Wind Power Vietnam 2022	 Equity Energy & Water Ivory Coast 2021	 Equity Telecom Towers Pan-African 2021	 Equity Toll roads India 2019	 Fund Infrastructure Pan- African 2023	CONVERGENCE PARTNERS Fund Digital Infrastructure Africa 2022	North Haven India Infrastructure Fund Fund Infrastructure India 2019
 Equity Wind Power Chile 2019/2020	 Equity Solar/Wind-Platform India 2019	IHS Equity Telecom Towers Pan-African 2014	TIA Equity Airport Albania 2005	Ashmore Andean Fund II Fund Infrastructure & Energy Latam 2022	 Fund Infrastructure Pan-African 2017	 Fund Energy Global 2017



DEG provides equity financing via dedicated infrastructure funds and direct investments

Contact Details

Links for further Information



**Have a look at
our DEG
Infrastructure &
Energy Website**

Your contact

DEG – Deutsche Investitions- und Entwicklungsgesellschaft

Kämmergasse 22
50676 Cologne (Germany)

Phone +49 221 4986-0
Info@deginvest.de



Infrastructure & Energy

Petra Kotte
Senior Director, Division Head
Phone +49 221 4986-1403
Infra-energy@deginvest.de



Infrastructure & Energy Debt, Africa/ Latin America

Ulrich Schoppmeyer
Director, Department Head
Phone +49 221 4986-1433
Infra-energy@deginvest.de



Infrastructure & Energy Debt, Asia/EMECA

Ludger Roecken
Director, Department Head
Phone +49 221 4986-1335
Infra-energy@deginvest.de



Infrastructure & Energy, Global Equity

Mariana Barcena
Director, Department Head
Phone +49 221 4986-1528
Infra-energy@deginvest.de

Thank you.