

»» NEUF2013

“KfW’s Financing of Energy Efficiency and Renewable Energies in the Corporate and Housing Sector”

Warsaw, 21 June 2013

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KfW Mittelstandsbank

Bank aus Verantwortung

KFW

»» 1. KfW Bankengruppe

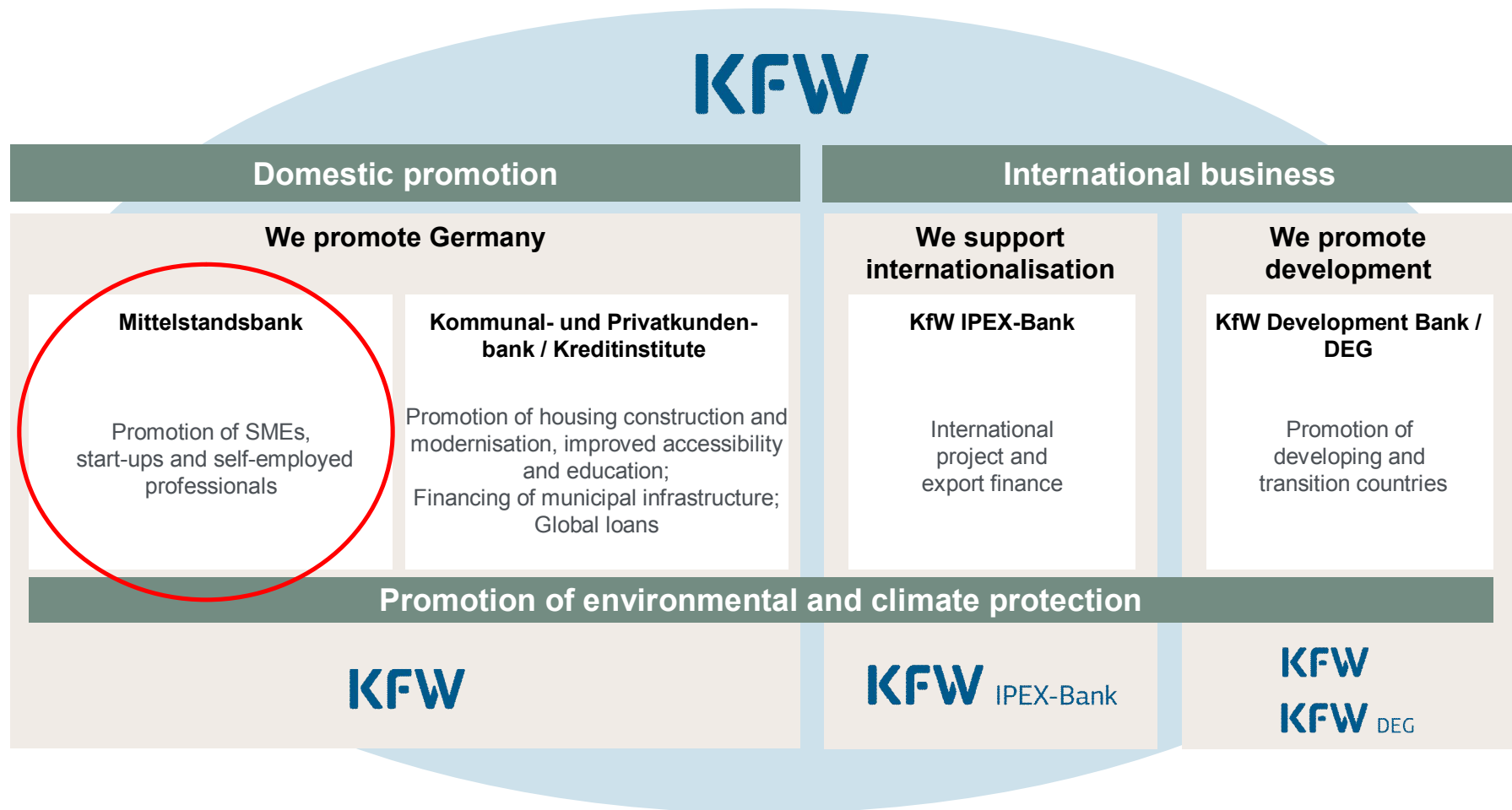
More than 60 years of KfW - Financing with a public mission



- › Promotional bank of the Federal Republic of Germany
- › Founded in 1948 as Kreditanstalt für Wiederaufbau to finance reconstruction after World War II
- › 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 (2012): EUR 511.6 billion
- › Financing volume (2012): EUR 73.4 billion
- › Employees (2012): 5.190
- › Best rating: AAA/Aaa/AAA

»» 1. KfW Bankengruppe

A bank with a wide array of functions



»» 2. Promotional programs for the corporate sector

Current range of products in 2013

Mittelstandsbank

Start-up and general corporate finance

- ERP Start-up Loan - StartGeld
- ERP Start-up Loan - Universal
- ERP Capital for Start-ups
- KfW-Unternehmerkredit (Entrepreneur Loan)
- ERP Regional Promotion Programme
- ERP Participation Programme
- KfW Film Financing
- KfW Acquisition Finance
- KfW Programme to Finance Social Enterprises
- Participation in the Private Equity Fund for German SMEs

Innovation

- ERP Innovation Programme
- ERP Start-up Fund
- Participations in High-Tech Start-up Fund
- KfW Programme "Equity Capital for Growth, Innovation and Succession"

Climate and environmental protection

- KfW Environmental Protection Programme
- KfW Energy Efficiency Programme
- KfW Programmes Renewable Energies Premium and Standard and *Variant "Storage"*
- KfW Programme Offshore Wind Energy
- KfW Energy Turnaround' Financing Initiative
- BMU Environmental Innovation Programme

Advisory programmes: start-up coaching, round tables, turnaround advice and energy efficiency advice

»» 2. Promotional programs for the corporate sector

Business Area KfW Mittelstandsbank: Promotional fields and leading programmes 2012

Total volume 2012: 24.1 billion EUR

Environmental and Climate Protection

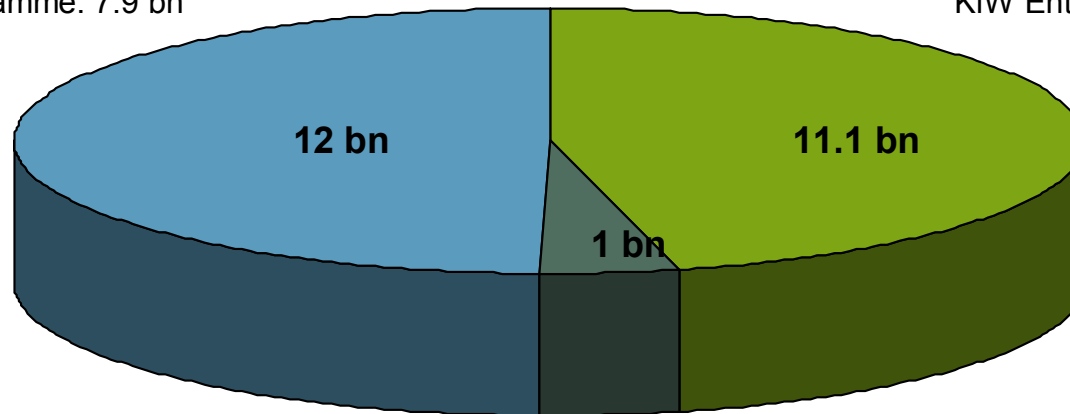
of which KfW Renewable

Energies Programme: 7.9 bn

General Corporate Finance and Start-ups

of which

KfW Entrepreneur Loan: 7.8 bn



Innovation

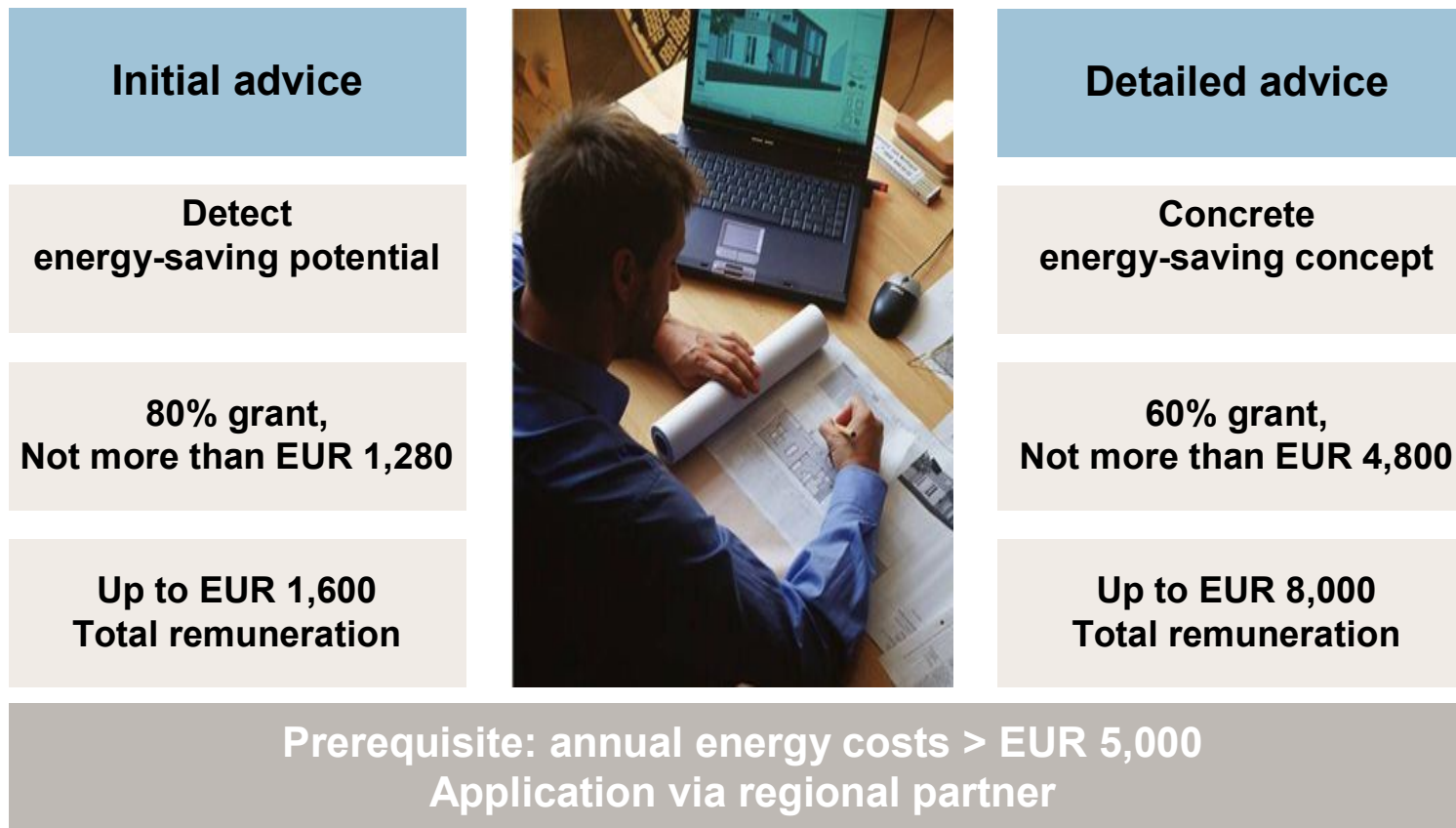
of which

ERP Innovation Programme: 0.9 bn

»» 2. Promotional programs for the corporate sector

Energy advice for SMEs

Subsidies to advisory costs for industrial energy savers



»» 2. Promotional programs for the corporate sector

KfW Energy Efficiency Programme

Financing of energy-saving investments

For domestic and foreign enterprises with a group turnover of up to EUR 2 bn*

Refurbishment and new construction of buildings

Investment measures with significant
energy-saving effects

Financing of expenditure on planning support,
implementation support and
energy management systems

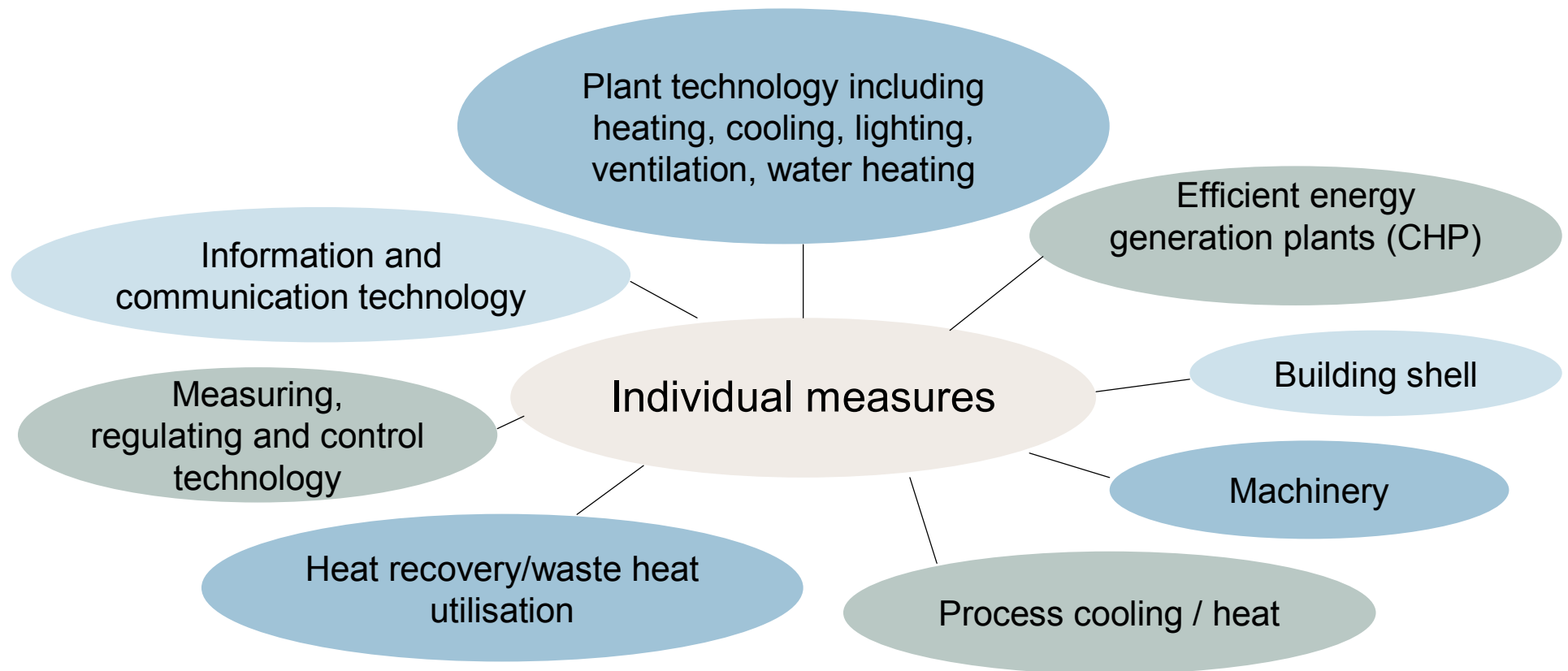


* In exceptional cases, enterprises with a group turnover of up to EUR 4 billion may be financed in agreement with the Federal Ministry of Economics

»» 2. Promotional programs for the corporate sector

KfW Energy Efficiency Programme

Promotional purpose – individual measures



2. Promotional programs for the corporate sector

- ››› KfW Energy Efficiency Programme
Financing outside Germany

Eligible to apply are...

- › German enterprises and freelancers domiciled in Germany or their subsidiaries domiciled abroad
-
- › Joint ventures outside Germany with substantial German participation

»» 2. Promotional programs for the corporate sector

KfW Renewable Energies Programme - Standard –
electricity generation from renewable energies

For enterprises, farmers and non-profit applicants and private individuals
in and outside Germany if part of the electricity is fed into the grid



All plants in accordance with the
Renewable Energy Sources Act
(e.g. electricity from solar energy, wind energy and
hydro power)

Heat generation plants and CHP plants,
Where not financeable under the "Premium" variant

No plant size requirements

2. Promotional programs for the corporate sector

- ››› KfW Renewable Energies Programme - Standard
Financing outside Germany

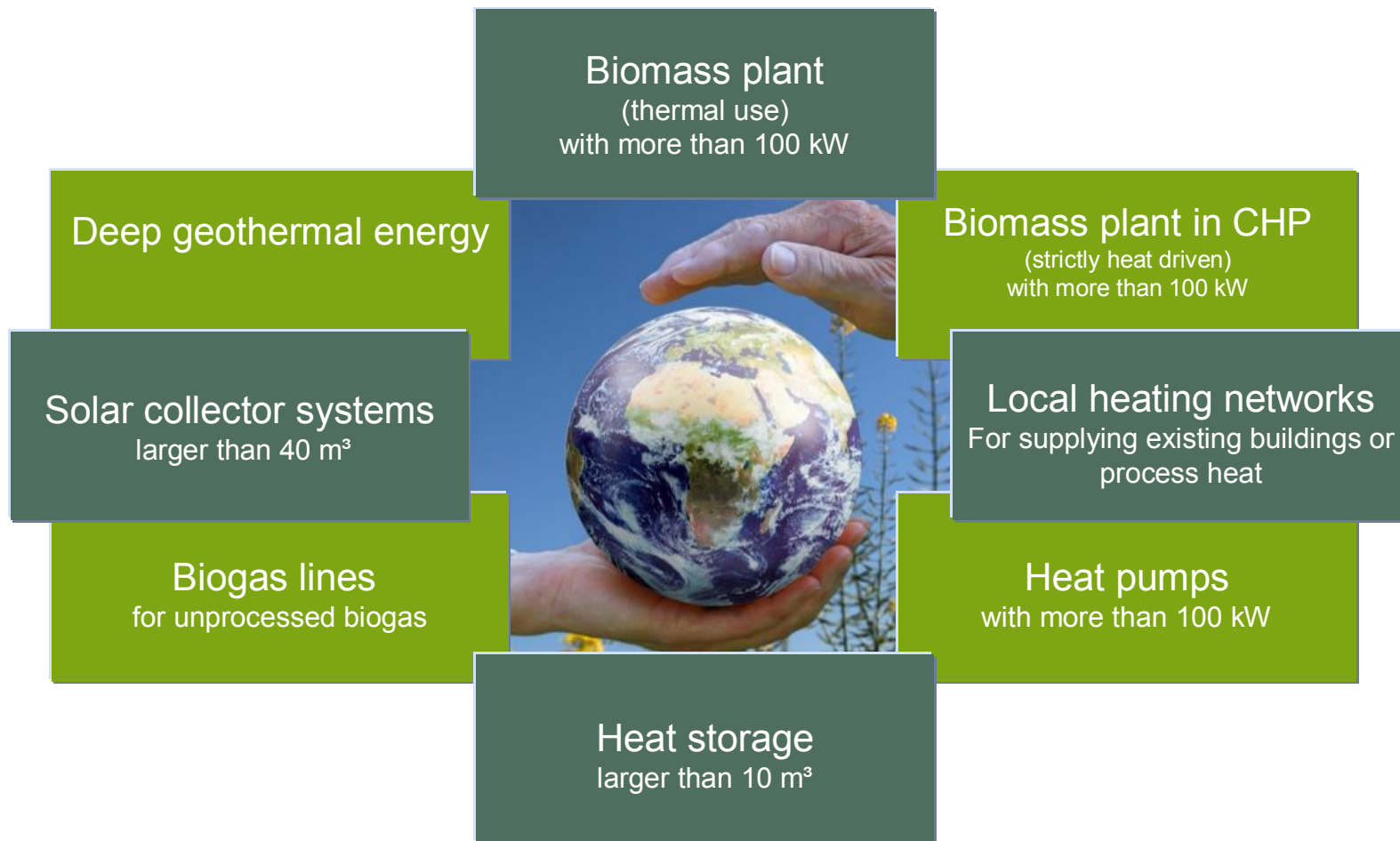
Eligible to apply are...

- › German enterprises and freelancers domiciled in Germany or their subsidiaries domiciled abroad
-
- › Joint ventures outside Germany with substantial German participation

»» 2. Promotional programs for the corporate sector

KfW Renewable Energies Programme - Premium

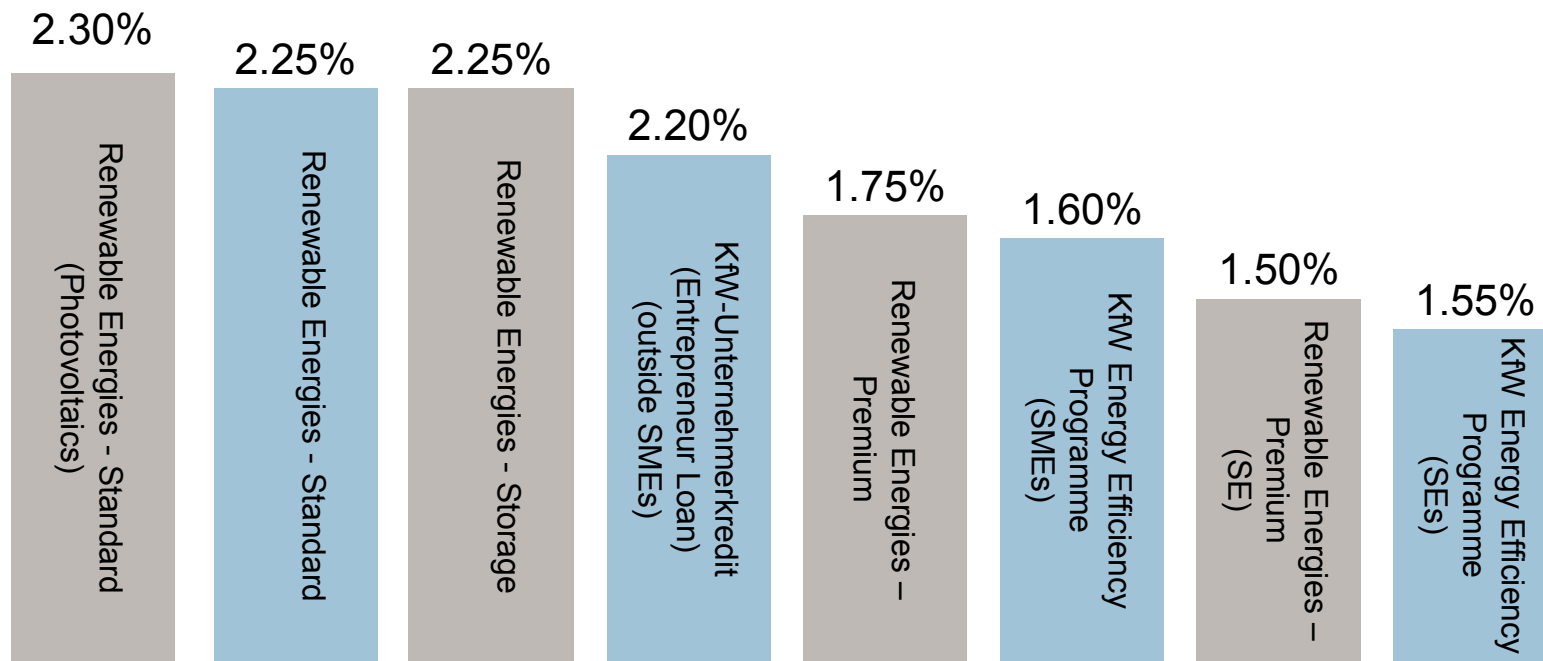
Heat generation from renewable energies



»» 2. Promotional programs for the corporate sector

Loan programme pricing: current interest ladder May 2013

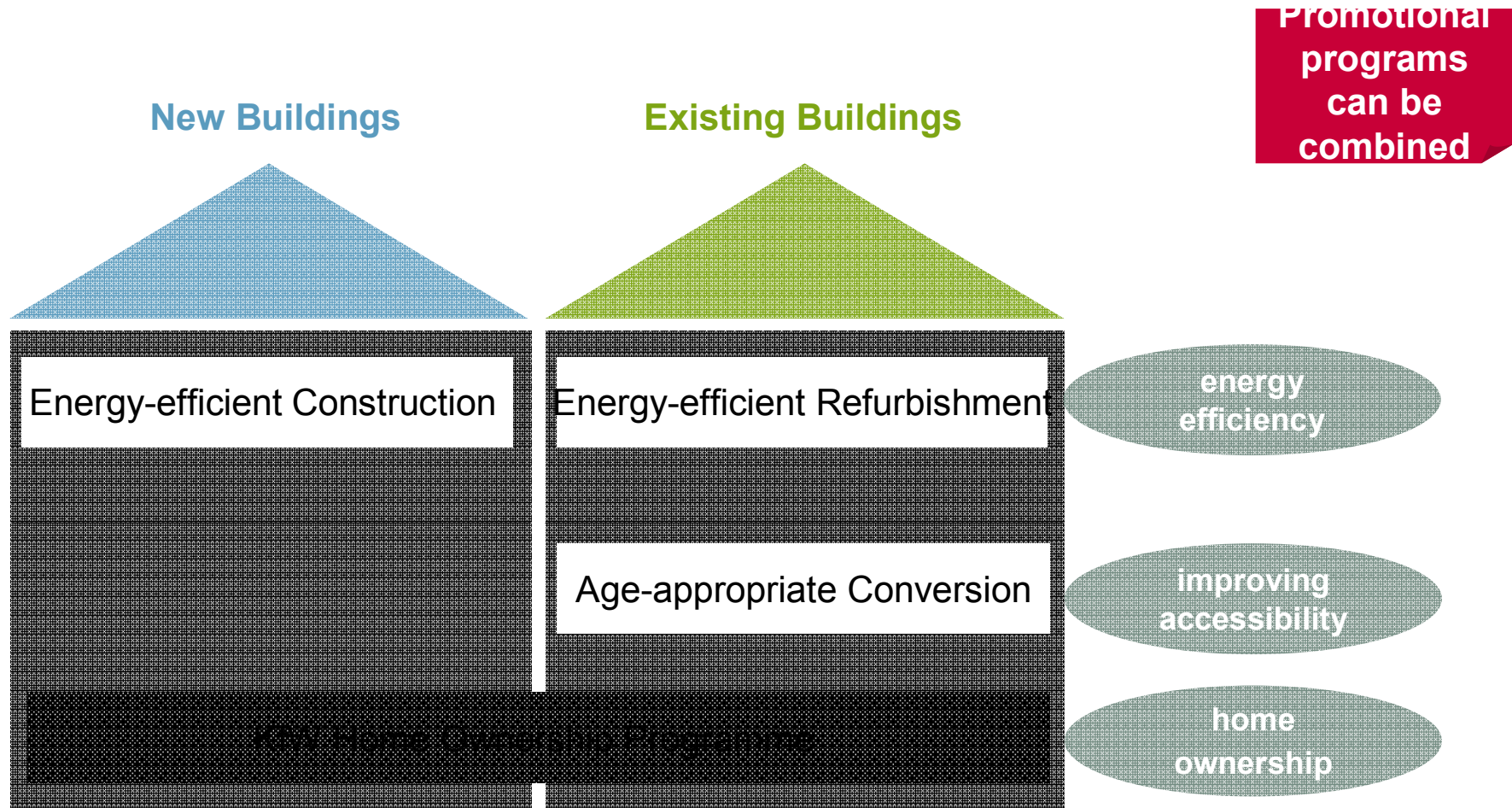
› Particularly favourable conditions for projects highly eligible for support



Terms and conditions as at 14 June 2013 (sub-borrower interest rate; price category A; maturity: 10 years / repayment-free start-up years: 2 years/interest fixed for 10 years)

»» 3. Promotional programs for residential buildings

Overview



»» 3. Promotional programs for residential buildings

KfW-Efficiency House standard



KfW-Efficiency House standard – definition

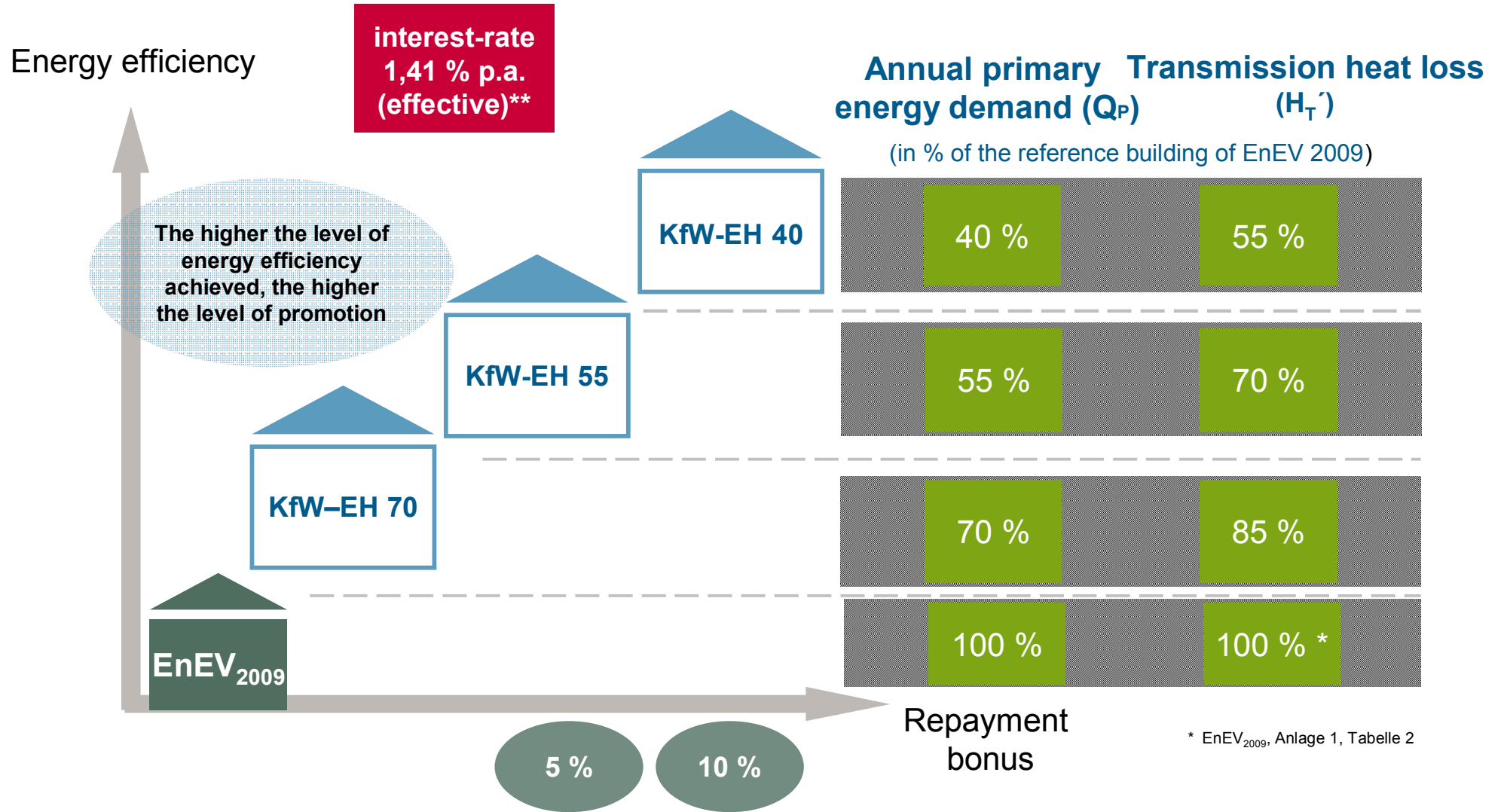
Reduction of the complex legal requirements for energy efficiency to **two values**

Primary condition –
annual primary energy demand compared to the value of a new building
(reference building)

Secondary condition –
specific transmission heat loss likewise compared to the reference building

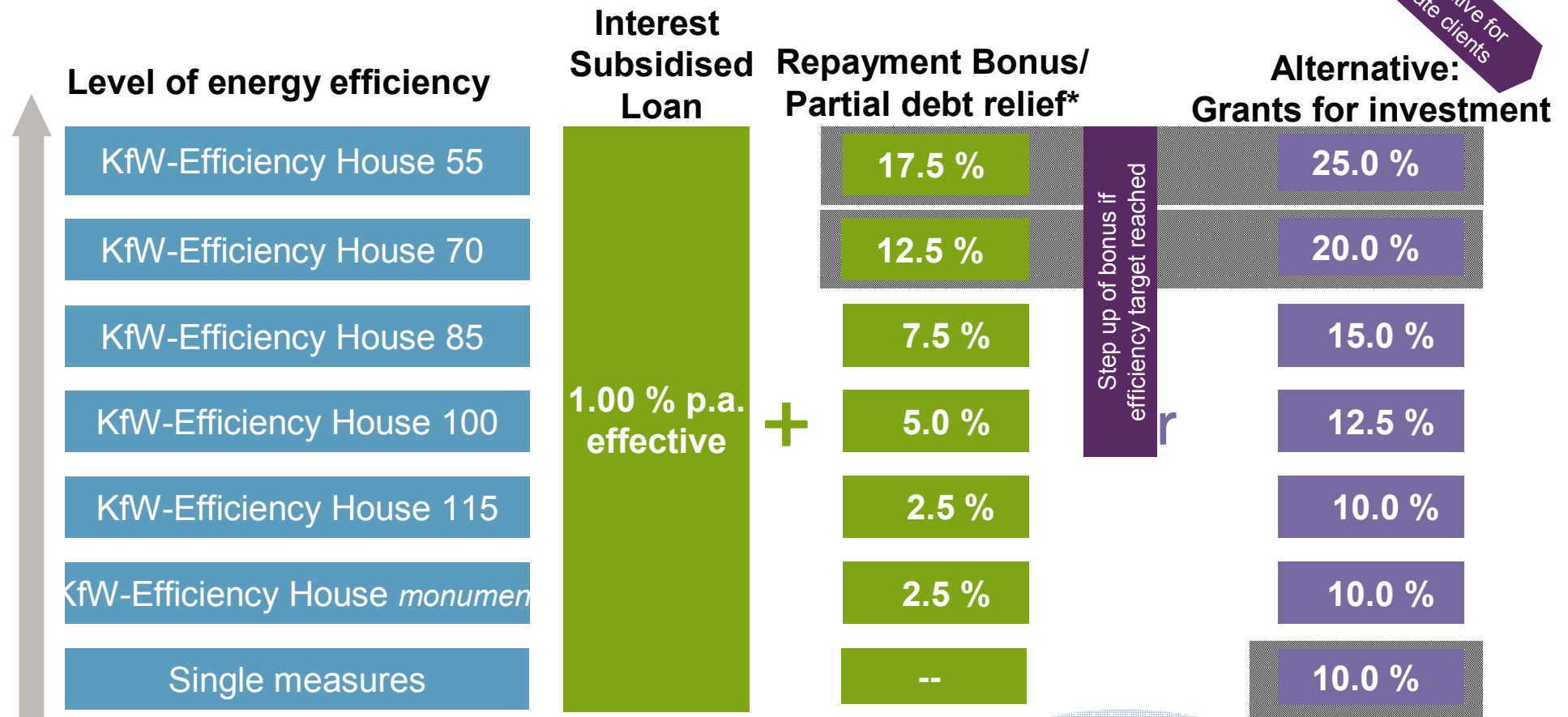
»» 3. Promotional programs for residential buildings

Energy-efficient Construction



»» 3. Promotional programs for residential buildings

Energy Efficient Refurbishment promotional incentives



*The higher the level of energy efficiency achieved, the higher the level of promotion

»» Contact

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Bank aus Verantwortung

KFW

»» 4. Business Area Mittelstandsbank

Proven and successful business model

Refinancing through KfW and on-lending through commercial banks

