Federal Ministry for Economic Cooperation and Development

Partners in Transformation
ImpactConnect

KFW DEG

DEG & ImpactConnect

Presentation on Engagement in Ukraine for Successful Tenders and Procurement (STEP) Programme AWE/AHK Ukraine

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DEG – Subsidiary of KfW Banking Group

We promote in Germany			We promote the German and European economy	We promote internationalisation	
SME Bank and Private Clients	**Customised Finance and Public Clients**	**KfW Capital**	**KfW IPEX-Bank**	**KfW Development Bank**	**DEG**
Digital mass business	Individual financing solutions and municipal finance	Venture capital and debt funds investments	International project and export finance	Promotion of developing & emerging countries	Promotion of developing & emerging countries – private sector
KFW	KFW	KFW CAPITAL	KFW IPEX-Bank	KFW	KFW DEG

TOV Rhenus Freight Logistics

Expansion of warehouses in three locations

- **The Client**
  - Existing DEG client since 2018, providing storage and logistics solutions for agricultural seeds and fertilizer. Also, important player for wheat transportation.
  - The company is highly committed to its local operation in Ukraine, facing high demand from clients for storage facilities according to European safety standards.
- **The Investment**
  - Investment in one existing and two warehouses to be newly established, with an overall financing volume beyond EUR 30 million through different financing instruments.
  - Linking instruments: Investment guarantee from the German government (BMWK) to cover war risks as well as a corporate guarantee for commercial risks.
- **Developmental Impact**
  - Maintaining/rebuilding logistic chains in Ukraine, securing additional jobs in the agricultural industry
  - First-moving international logistics company, contributing to food security in Ukraine as well as globally

ImpactConnect

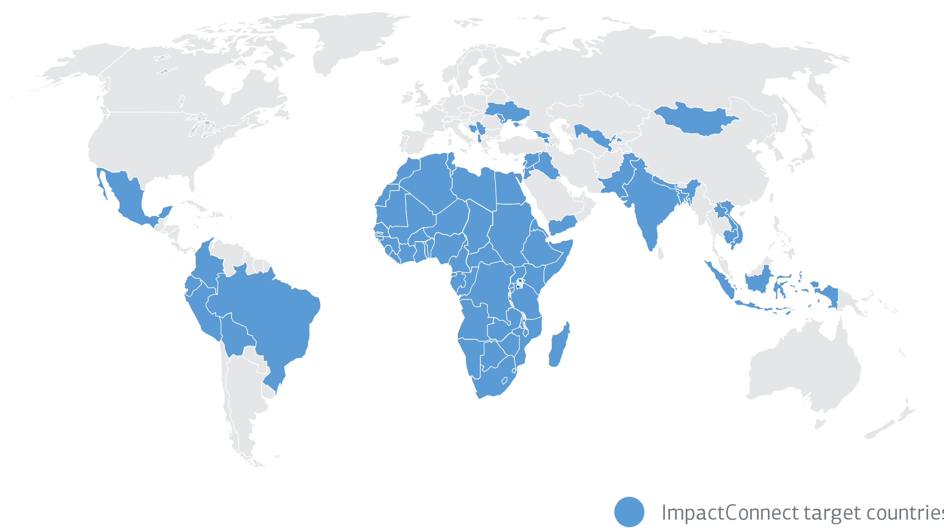
We provide lean financing for EU-companies in developing and emerging countries worldwide

The programme

- Promotional programme since 2019
- Funded by the German Government (BMZ), implemented by DEG
- Programme goals:
  - **Financing and accompanying** European companies in developing and emerging countries
  - Create and maintain positive impact (four impact categories)
  - Special focus on **Ukraine**

Target clients

- **EU-Link**: Subsidiaries of EU-companies
- Significant equity share in the investment or a resilient balance sheet
- **Profitable business model**, no start-up financing
- Relevant, significant **sector and industry expertise** ("proof of concept")



ImpactConnect

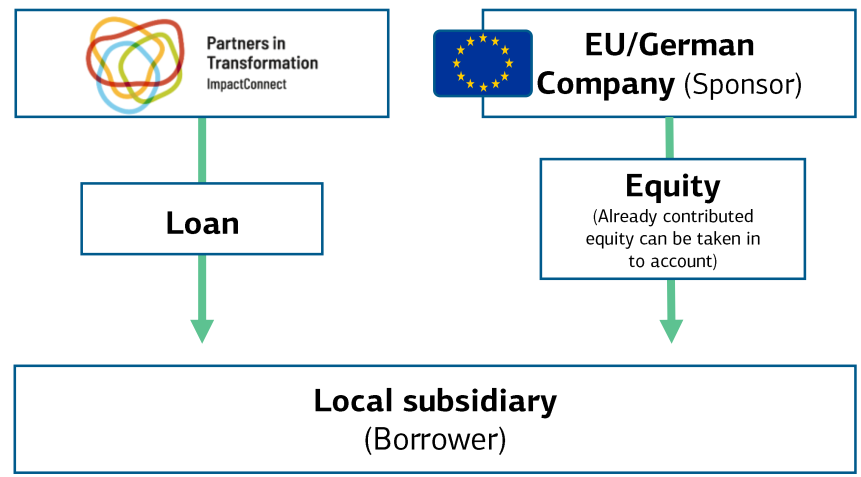
We offer loans up to 5m EUR directly disbursed to the local entity

The offer

- Loans of **up to 5 m*** EUR (or USD & local currency equivalent)
- Direct disbursement to local entity (or exceptionally to an EU entity, e.g. in Ukraine)
- Up to 7 years (optional grace period)
- **Risk-sharing** approach – often without parent guarantee
- Risk-based E&S assessment with support in closing potential gaps
- Attractive conditions, with **interest rate reductions** for projects that have a particularly strong impact

Our promise

- No commitment fee
- No breakage costs
- No collateral
- No due diligence costs



* Subject to availability of funds and positive risk assessment

Success stories 1&2

› **The Client**

  › The German group is a **manufacturer of high-quality building materials**, including mortar, plaster and thermal insulation systems.
  › Active in Ukraine through its subsidiary since 2007.

› **The Investment**

  › **Construction of a new, additional production facility for building materials** in western Ukraine to expand local production capacities.

› **Developmental Impact**

  › Building materials highly needed for reconstruction.
  › 60 new, permanent jobs will be created.
  › Offer of application-related training for end customers in Ukraine.

› **The Client**

  › The German corporation is a family-owned and led **manufacturer of cable systems, notably for automotive appliances** (R&D focus on e-mobility).
  › Active in Ukraine through its subsidiary since 2004.

› **The Investment**

  › Long-term **strengthening of liquidity and R&D budget for e-mobility**.

› **Developmental Impact**

  › Securing of 772 existing jobs – prospectively, creation of additional 150 jobs within five years.

Success stories 3&4

- **The Client**
  - The German group is a **family-owned PV pioneer** with more than 2.5 GW power built globally.
  - Strategic decision to enter Ukrainian market - supportive legislation + political commitment to rebuild energy sources decentrally.
- **The Investment**
  - **Financing of a new solar park** as part of up to nine in strategic locations (up to 500 MWp in total).
- **Developmental Impact**
  - Contribution to energy security.
  - Renewable energy project, reclaiming fallow land.
  - Positive employment effects – local job creation during construction & maintenance in rural areas.

- **The Client**
  - The group is one of the world's **leading plant breeding companies** in >70 countries.
  - Active in Ukraine through its subsidiary since 1900.
- **The Investment**
  - Significant **expansion of** the existing Ukrainian **corn processing facility**, mainly for the local market.
- **Developmental Impact**
  - Contribution to food security.
  - Creation of 100 new, permanent jobs.

Your contact

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