

# »» DEG: We finance opportunities.

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH

Financing & funding solutions for investments  
in developing and emerging markets

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Cornelius Thor, Director German Corporates





# »» DEG: Deutsche Investitions- und Entwicklungsgesellschaft mbH

## We support:

Private investments in emerging markets\* with funding and financing solutions including debt, mezzanine and equity.

\* See annex DAC-List and list of excluded activities

## We finance:

Investments that are in line with international environmental and social standards and have positive development impacts on the ground.

## Our customers are:

Mainly medium-sized enterprises from Germany or companies situated in our target countries.

## We promote:

By additionally using funds and programmes from the Federal Government.

## Zahlen & Fakten 2013:

› Foundation	1962
› Employees	500
› Headquarter	Cologne
› Shareholder	KfW, Frankfurt
› Equity	1,9 Mrd. EUR
› Balance Sheet	4,8 Mrd. EUR
› New Business	1,5 Mrd. EUR
› Portfolio	6,8 Mrd. EUR
› Offices Worldwide	14 weltweit

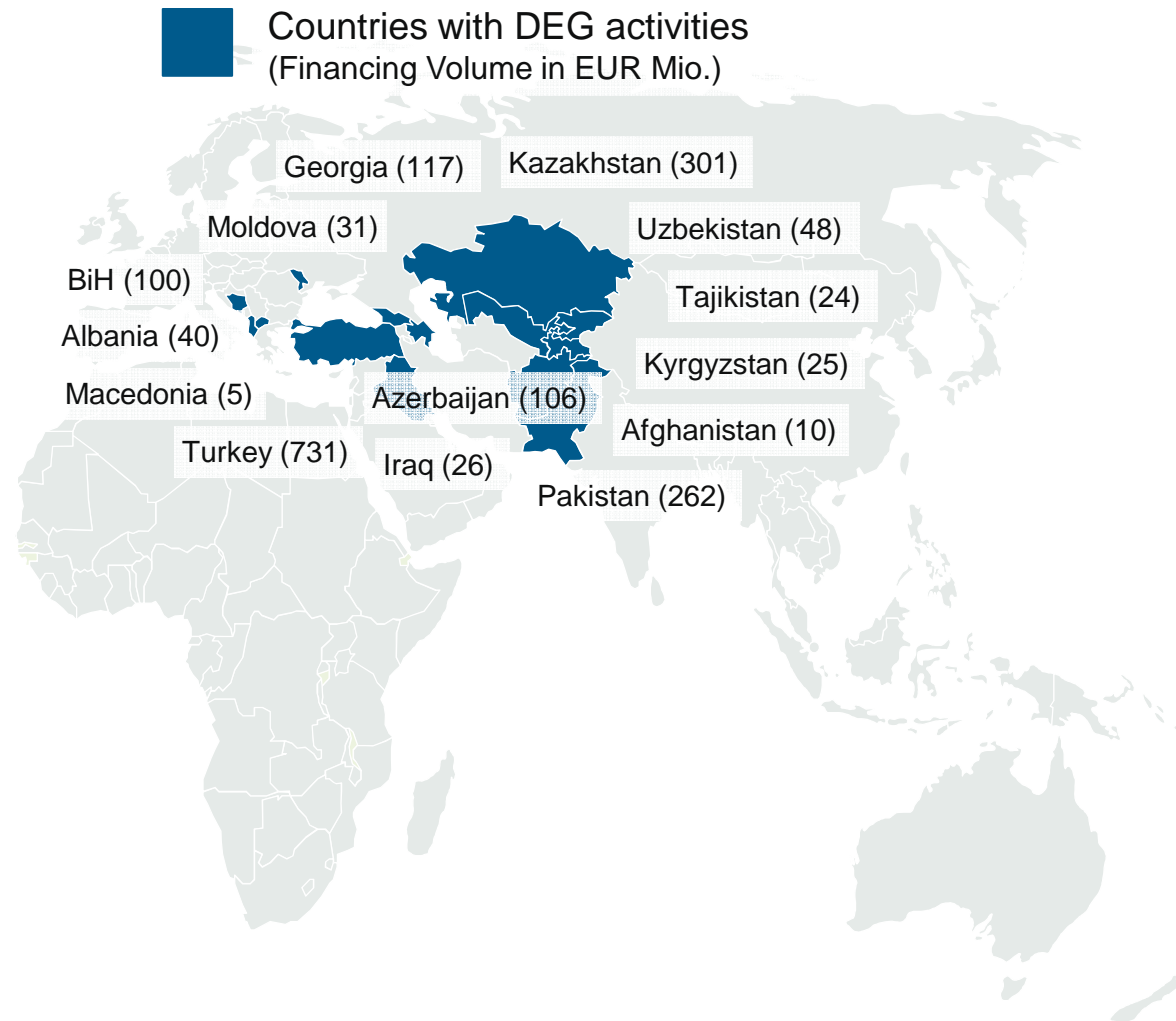


## »» DEG in the „Greater Nowruz – Region“

More than EUR 1,7 billion in 14 countries – still some blank spaces and potentials

### Financing Examples

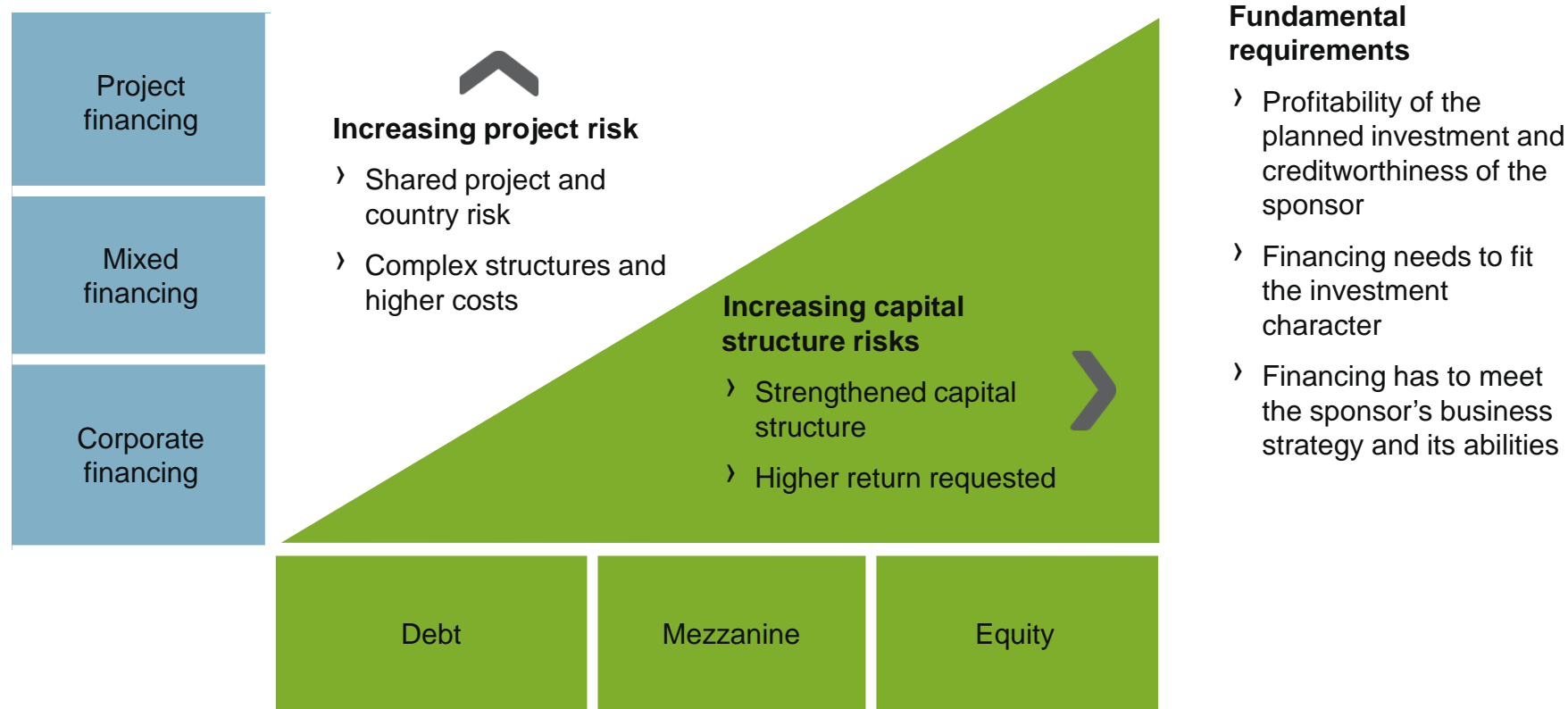
- › Afghanistan: Mobile Communication
- › Albania: Tirana Airport
- › Azerbaijan: From Banks to Building materials
- › BiH: From Mineral water to Banks & Leasing
- › Georgia: Microfinance Institutes and Banks
- › Iraq: Mobile Communication
- › Kazakhstan: Banks, Hotels & Building materials
- › Kyrgyzstan: Banks
- › Macedonia: Small Hydropower
- › Moldova: Agribusiness and Leasing
- › Pakistan: Agribusiness, Manufacturing, Energy
- › Tajikistan: Credit Guarantee Fund, Hotels, Banks
- › Turkey: From Manufacturing to Tourism
- › Uzbekistan: Building materials



# »» Custom-made financing solutions





We can do anything as long as it is long-term

## Solutions



## »» DEG special programmes

### Complementary services for German corporates

Programme	How much and for whom?	What is co-financed and how?	By whom?
<b>develoPPP.de</b>	50% of the costs and up to EUR 200,000 for German / European companies	Co-financing of developmentally and economically feasible projects such as training centres, qualification of suppliers etc.	BMZ 
<b>Feasibility studies</b>	50% of the costs and up to EUR 200,000 for German / European companies with an annual turnover of up to EUR 500 m	Co-financing of external feasibility and market studies in preparation of an investment in a developing country DEG is operating in	BMZ 
<b>Technical Assistance</b>	50% of the costs and up to EUR 200,000 in the context of an existing business relationship	Co-financing of measures enhancing the developmental impacts, broad-based and structural, of DEG financings such as increased energy efficiency or optimised production processes (Controlling etc.)	BMZ  KfW DEG
<b>Climate partnerships with the private sector</b>	50% of the costs and up to EUR 200,000 for German and local companies	Co-financing of measures fostering climate protection, such as pilot installations, qualification measures, introduction of innovative climate protection technologies etc.	 Bundesministerium für Umwelt, Naturschutz und Reaktorsicherheit
<b>Transaction manager</b>	Up to 100% of the costs of an external transaction manager for German companies with an annual turnover of up to EUR 500 m	Co-financing of measures to support an efficient realisation of a structured financing approach with DEG, simultaneously freeing internal capacities	KfW DEG
<b>Up-Scaling</b>	Up to 50 % of total investment sum and up to EUR 500,000 for locally registered SMEs	Co-financing of investments aimed at scaling innovative business models ( with high growth potential and special developmental relevance)	KfW DEG



»» Appendix and contact



## »» Your contact



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## »» Our representative offices

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# »» Annex 1: DAC\*-List

## Part 1

### Partner Countries of DEG in Africa

Algeria Angola	Kenya	Somalia South Africa, Rep. South Sudan St. Helena Sudan Swaziland
Benin Botswana Burkina Faso Burundi	Lesotho Liberia Libya	Tanzania Togo Tunisia
Cameroon Cap Verde Central African Republic Chad Comoros Congo, Dem. Rep. Congo, Rep. Côte d' Ivoire	Madagascar Malawi Mali Morocco Mauretania Mauritius Mozambique	Uganda
Djibouti	Namibia Niger Nigeria	Zambia Zimbabwe
Egypt Equatorial Guinea Eritrea Ethiopia	Rwanda	
Gabon Gambia Ghana	São Tomé and Príncipe Senegal Seychelles Sierra Leone	

### Partner Countries of DEG in Asia

Afghanistan	Nauru Nepal Niue
Bangladesch Bhutan	Pakistan Palau Papua-Neuguinea Philippinen
Cambodia China, VR Cookinseln	Salomonen Samoa Sri Lanka
Fiji	Thailand Timor-Leste Tokelau, neuseel. Tonga Tuvalu
Indien Indonesien	Vanuatu Vietnam
Kambodscha Kiribati Korea, DVR	Wallis und Futuna
Laos	
Malaysia Malediven Marshallinseln Mikronesien Mongolei Myanmar	

\*The DAC List of ODA Recipients shows all countries and territories eligible to receive official development assistance (ODA). These consist of all low and middle income countries based on gross national income (GNI) per capita as published by the World Bank, with the exception of G8 members, EU members, and countries with a firm date for entry into the EU. The list also includes all of the Least Developed Countries (LDCs) as defined by the United Nations (UN).

# »» Annex 1: DAC\*-List

## Part 2

### Partner Countries of DEG in Eastern Europe / Middle East

Albania  
Armenia  
Azerbaijan

Belarus  
Bosnia and Herzegovina

Georgia

Iran  
Iraq

Jordan

Kazakhstan  
Kosovo  
Kyrgyz, Rep.

Lebanon

Moldova, Rep.  
Montenegro

Serbia  
Syria

Tajikistan  
Turkey  
Turkmenistan

Ukraine  
Uzbekistan

West Bank and Gaza Strip

Yemen

### Partner Countries of DEG in Latin America

Anguilla, brit.  
Antigua and Barbuda  
Argentina

Belize  
Bolivia  
Brazil

Chile  
Colombia  
Costa Rica  
Cuba

Dominica  
Dominican Republic

Ecuador  
El Salvador

Grenada  
Guatemala  
Guyana

Haiti  
Honduras

Jamaica

Mexico  
Montserrat, brit.

Nicaragua

Panama  
Paraguay  
Peru

St. Kitts-Nevis  
St. Lucia  
St. Vincent and Grenadines

Suriname

Uruguay

Venezuela

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## »» Annex 2: Blacklisted activities for DEG

**DEG will not finance any activity, production, use, distribution, business or trade involving:**

**1. Forced labor or child labor**

**2. Activities or materials deemed illegal under host country laws or regulations or international conventions and agreements, or subject to international phase-outs or bans, such as:**

- › ozone depleting substances, PCB's (Polychlorinated Biphenyls) and other specific, hazardous pharmaceuticals, pesticides/herbicides or chemicals;
- › wildlife or products regulated under the Convention on International Trade in Endangered Species or Wild Fauna and Flora (CITES); or
- › Unsustainable fishing methods (e.g., blast fishing and drift net fishing in the marine environment using nets in excess of 2.5 km in length)

**3. Cross-border trade in waste and waste products, unless compliant with the Basel Convention and the underlying regulations.**

**4. Destruction of High Conservation Value areas**

**5. Radioactive materials and unbounded asbestos fibers.**

**6. Pornography and/or prostitution**

**7. Racist and/or anti-democratic media**

**8. In the event that any of the following products form a substantial part of a project's primary financed business activities**

- › Alcoholic Beverages (except beer and wine);
- › Tobacco;
- › Weapons and munitions; or
- › Gambling, casinos and equivalent enterprises.