

»» German Desk East Africa – Financial Support and Solutions

The German Desk Initiative

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KFW DEG

»» DEG: Deutsche Investitions- und Entwicklungsgesellschaft mbH

We support:

Private investments in emerging markets.*

- See annex: DAC list and DEG's exclusion list

Our customers are:

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

We finance:

Investments that are in line with international environmental and social standards and have positive development impacts on the ground - from debt to equity.

We promote:

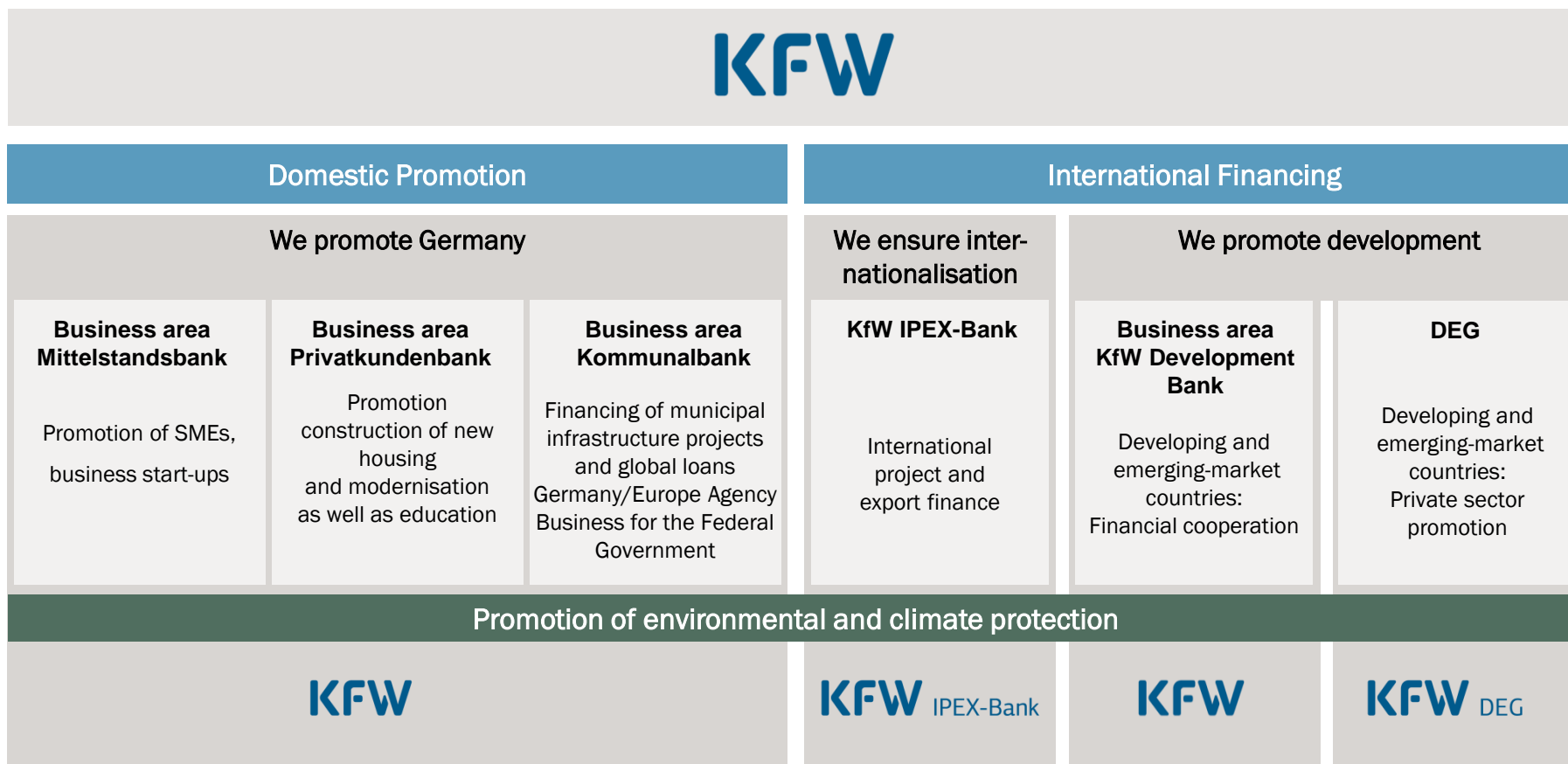
By additionally using funds, development programmes and business support from the Federal Government.

The background image shows the DEG building, a modern structure with a large glass facade reflecting the sky and clouds. The building is situated on a city street with traffic lights and a blue circular road sign. The text 'DEG' and 'Von Köln aus in die ganze Welt' is prominently displayed on the glass facade.

DEG
Von Köln aus in die ganze Welt

»» Part of a strong group

DEG, a subsidiary of KfW



»» DEG portfolio

14 locations - 8.6bn euros invested worldwide



as of 31 Dec 2016

»» Portfolio Africa



Portfolio: EUR 2.3 bn
Investment countries: 28
Companies: 83



- › The top three countries:
Kenya, Nigeria, Uganda
- › DEG representative offices:
Ghana, South Africa, Kenya



as of 31 Dec 2016

»» German Desk

Financial Support and Solutions

„The idea“:

- The German Economy is strongly based on international business and the cross-border exchange of goods and services.
- German high-tech engineering and German know-how are highly regarded all over the world.
- The first step of a German company exploring new markets is very often through their export business
- DEG is Germany's state owned development finance institute and has been focused on long-term finance solutions for investments in emerging markets for more than 50 years
- DEG has a profound foot-print in the German business community
- DEG is not an export financing institute

»» German Desk

Financial Support and Solutions

„The idea“:

- Since the financial crises in 2008 commercial European banks have significantly decreased their international footprint
- DEG maintains close and long-lasting partnerships to more than 200 financial institutions worldwide
- Those 200 financial institutions are specialists in their local markets, often with a strong focus on the SME sector
- In its role as development financing institute DEG is committed to foster sustainable growth and social impact with all its activities
- The international exchange of know how and high quality goods is an important factor to develop economies to the mutual benefit of all parties involved

»» German Desk

Financial Support and Solutions

„The idea“:

- While the financing market for “big ticket” export transactions still exists, the financing gap for small and medium sized transactions has significantly increased
- The German „AHK“ and delegation network is the international backbone of Germany’s economy. Chambers offer a profound local expertise and network but no finance solutions
- Local banks do have a close relationship to local business and the so-called multinationals. But quite often there is no easy and smooth access for the international „mittelstand“ (SME) company
- The German Desk – Financial Support and Solutions is the new instrument to bridge the financial gap between partners doing cross-border business

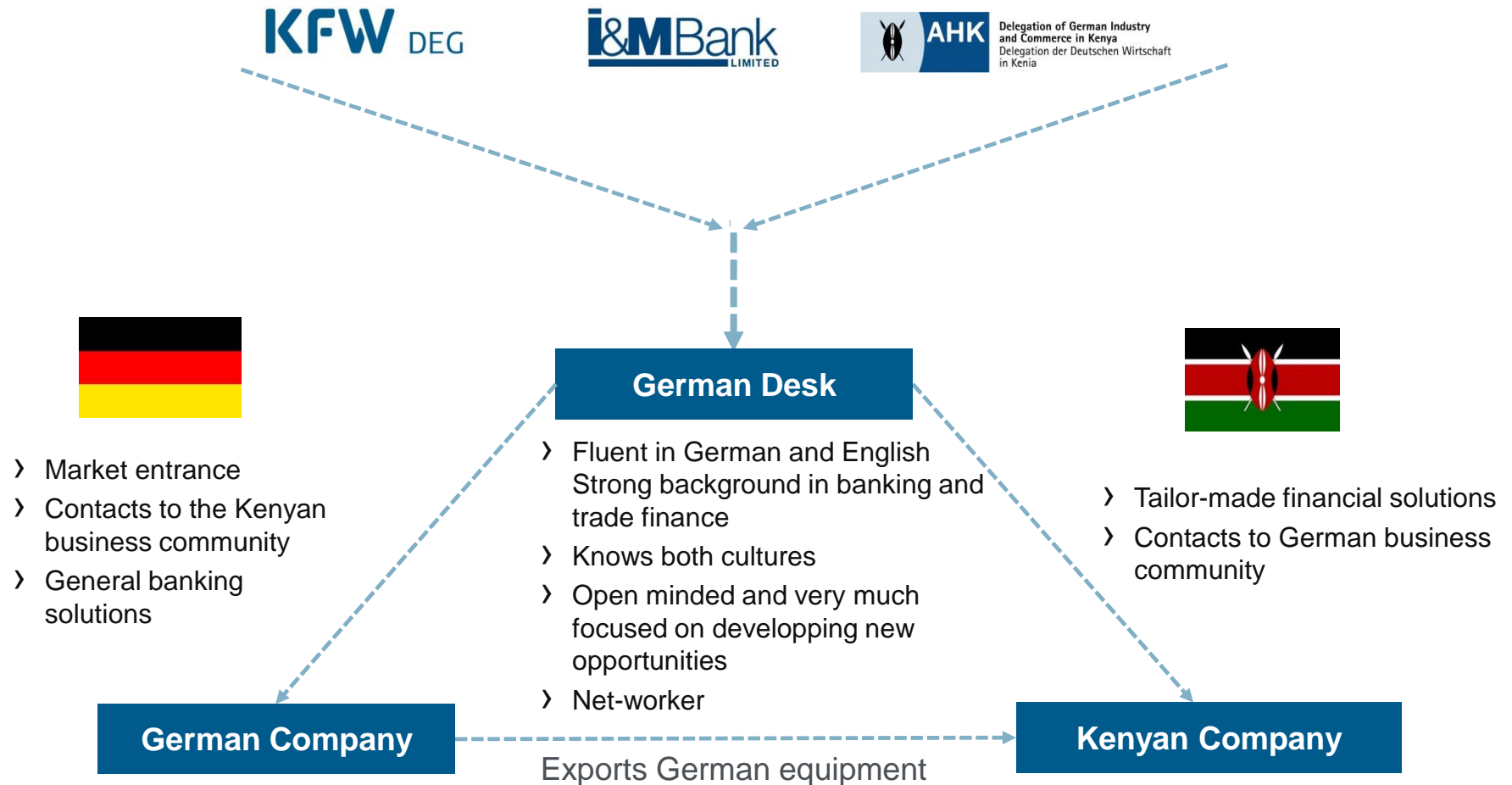
»» German Desk Kenya (East Africa)

The Concept in brief

- Bringing together three strategic partners: I&M Bank, AHK and DEG and putting the needs of German companies and their local partners equivalently into focus
- I&M Bank has been a highly valued business partner of DEG for many years and is a very professional and successful bank in Kenya
- AHK is the first point of contact for German companies entering the Kenyan market, offering essential services such as market studies and business partner searches
- The German Desk Relationship Manager is the point of contact that connects all products and services of I&M Bank as well as the network and support of AHK & DEG
- The German Desk Relationship Manager has work experience in trade finance and profound knowledge of both cultures, as well as language proficiency in English and German

»» Strong partners with a strategic alliance

Providing access to a profound network in Kenya



»» German Desks

Latin America, Africa and Asia



»» Your contact for German Desk at DEG



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