

»»» DEG – more than finance:
We shape transformation

Infrastructure & Energy



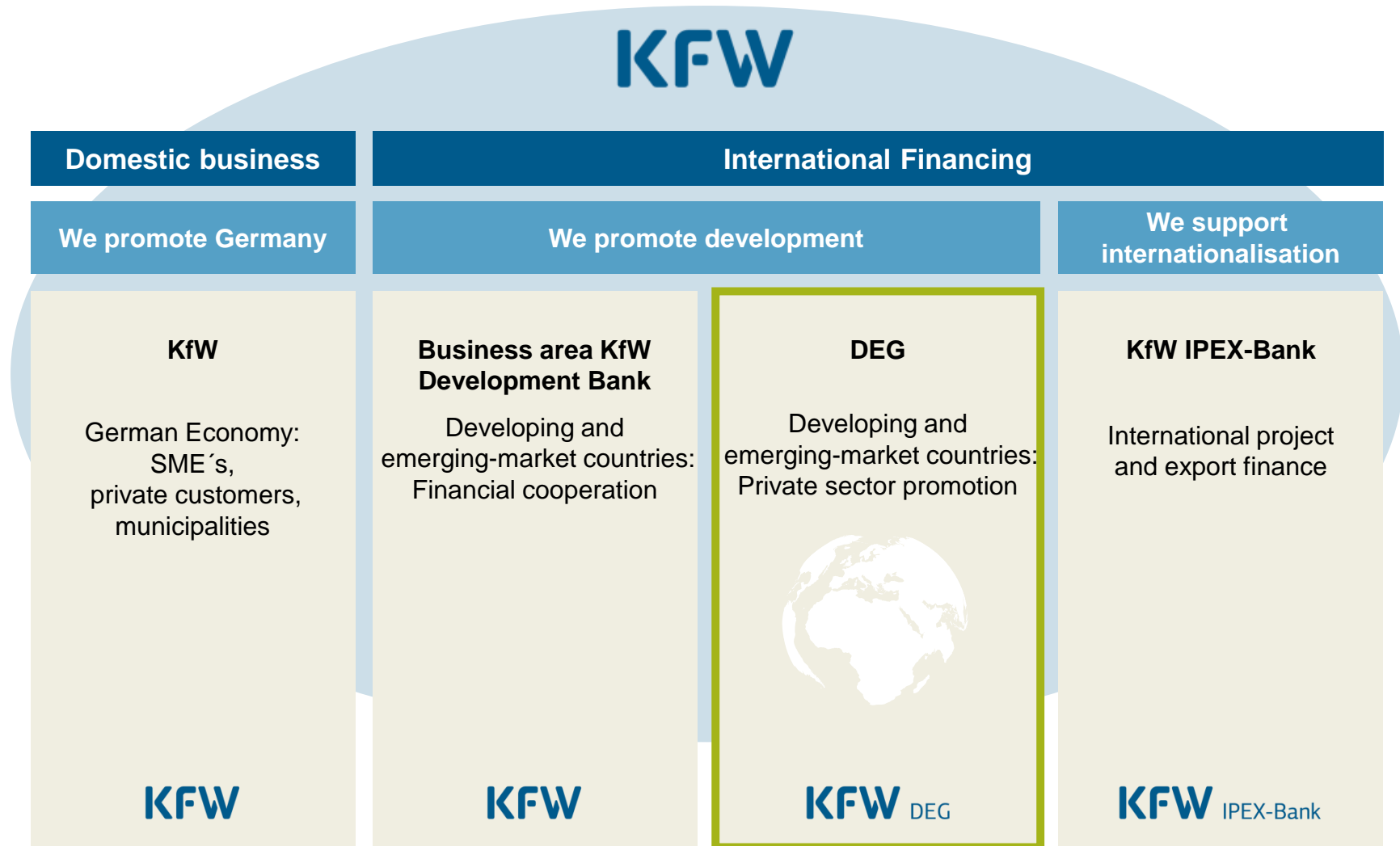


KfW Group and DEG

An overview

>>> KfW group at a glance

DEG, a subsidiary of KfW, the largest national development bank in the world, rated AAA



»»» Introduction to DEG

One of the world's leading development finance institutions (DFI)

Who is DEG?

- **Our job is 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

Which funding solutions does DEG offer?

- **Long term partnership:** DEG specialises 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:** DEG offers 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)

Who are DEG's clients?

- **All inclusive sector focus:** Infrastructure, manufacturing, services, financial sector, agribusiness
- **Diverse businesses:** Project developers, entities of local and international groups, family-owned businesses, PE funds, financial institutions, medium-seized businesses, multinational stock-listed firms
- **Strong sponsors with a proven track record:** technical & financial experience, qualified management, transparent shareholding structure and accounting system

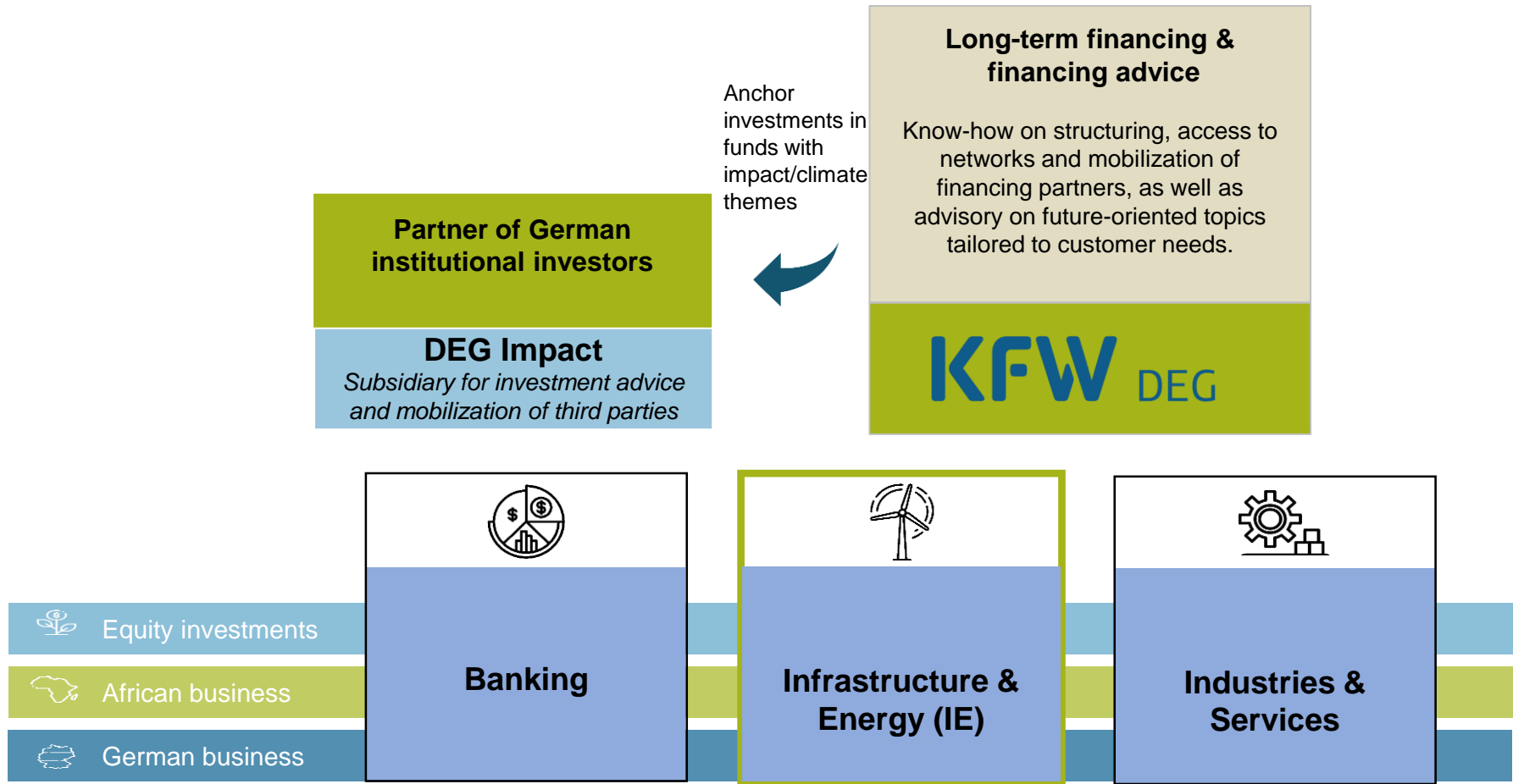


DEG

Products & Services

»»» DEG's product and service portfolio

Organized via 3 DEG entities and 3 global clusters



Attractive financial products & services combined with best-in-class impact/climate solutions, valued mobilization and strategic partnership

Focus Sectors

Energy & Infrastructure

Energy

Wind
Hydropower
Solar
Geothermal
Hydrogen



Solar power



Wind power



Hydropower



Geothermal power

Telecom

Mobile Network Operators MNO
Tower Companies
Telecom Energy Service Company
Fibre 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



Transport infrastructure

»»» Regional Success Story

Sub-Saharan Africa's First CSP Molten Salt Tower Plant



Customer: Acwa Power Solar Reserve Redstone Solar Thermal Power Plant (Rf)
Proprietary Limited



Picture credits: Sawan Kumar / Acwapower

The customer

- The project Sponsor, ACWA (“International Company for Water & Power Projects”) is a Saudi based developer, investor and operator of power generation and desalinated water plants across 13 countries

Services provided by DEG

- DEG committed a senior local currency loan facility for a maximum EUR31.5m (~ZAR500m equivalent) with a door-to-door tenor of 18.5 years

The investment and its impact

- Redstone is a greenfield 100MW Concentrated Solar Power (“CSP”) tower plant with 12 hours of molten salt storage currently under construction in South Africa
- Redstone is expected to produce 480,000MW of clean energy a year, electrify approximately 210,000 households during peak demand and create more than 3,500 jobs

»»» Thank You