

# Annex I

The KfW loan program and the WSF loans include urgent measures to support the liquidity of companies and ensure business continuity. The applicable measures are described and compared below.

Applicable Measures	Large corporates	SMEs
<b>Eligible Beneficiary</b>	All entities registered in Germany regardless of shareholder structure	All entities registered in Germany regardless of shareholder structure
<b>ERP Startup Loan – Universal</b>	<p><b>Beneficiaries:</b> Newer companies established within five years</p> <p><b>Purpose of Financing:</b> Investments and operating costs</p> <p><b>Maximum Guaranteed Amount:</b> The maximum loan amount (for working capital loans) of up to € 200 million is limited to:</p> <ul style="list-style-type: none"> <li>- 25 % of the annual turnover in 2019 or</li> <li>- twice the wage costs of 2019, or</li> <li>- the current financing needs for the next 12 months for large enterprises, or</li> <li>- 50% of your company's total debt for loans over € 25 million.</li> </ul> <p>Now also available to large companies with annual sales of up to € 2 billion (previously: € 500 million)</p> <p><b>Conditions:</b> Higher risk assumption by the KfW: 80% for large companies</p>	<p><b>Beneficiaries:</b> Newer companies established within five years</p> <p><b>Purpose of Financing:</b> Investments and operating costs</p> <p><b>Maximum Guaranteed Amount:</b> The maximum loan amount of (for working capital loans) up to € 200 million is limited to:</p> <ul style="list-style-type: none"> <li>- 25 % of the annual turnover in 2019 or</li> <li>- twice the wage costs of 2019, or</li> <li>- the current financing needs for the next 18 months for small and medium-sized enterprises, or</li> <li>- 50% of your company's total debt for loans over € 25 million.</li> </ul> <p><b>Conditions:</b> Higher risk assumption by the KfW: 90% for SMEs</p>
<b>KfW-Entrepreneur Loan</b>	<p><b>Beneficiaries:</b> Large corporations (entities with more than 250 full-time employees) established for five years or more</p> <p><b>Purpose of the financing:</b> Investments and operating costs</p> <p><b>Maximum guaranteed amount:</b> Up to € 1 billion, limited to:</p> <ul style="list-style-type: none"> <li>- 25% of the annual turnover in 2019 or</li> <li>- Twice the wage costs of 2019, or</li> <li>- The current financing needs for the next 12 months, or</li> <li>- 50% of the total debt of the company for loans over € 25 million</li> </ul>	<p><b>Beneficiaries:</b> Small to mid-sized enterprises (entities with 10-249 full-time employees) established with five years or more</p> <p><b>Purpose of the financing:</b> Investments and operating costs</p> <p><b>Maximum guaranteed amount:</b> Up to € 1 billion, limited to:</p> <ul style="list-style-type: none"> <li>- 25% of the annual turnover in 2019 or</li> <li>- Twice the wage costs of 2019, or</li> <li>- The current financing needs for the next 18 months, or</li> <li>- 50% of the total debt of the company for loans over € 25 million</li> </ul>

	<p>Also available to large companies with annual sales of up to € 2 billion (previously: € 500 million)</p> <p><u>Conditions</u></p> <ol style="list-style-type: none"> <li><i>Duration:</i> two to five years (for working capital);</li> <li><i>Credit Support/Covenants:</i> customary (to be negotiated with local bank);</li> <li><i>Interest Rate:</i> 2.0– 2.12%</li> <li><i>Commitment Fee:</i> 0.14% per month on undrawn amounts</li> </ol> <p><i>Higher risk assumption by the KfW: 80% for large companies</i></p>	<p><u>Conditions</u></p> <ol style="list-style-type: none"> <li><i>Duration:</i> two to five years (for working capital);</li> <li><i>Credit Support/Covenants:</i> customary (to be negotiated with local bank);</li> <li><i>Interest Rate:</i> 1.0 – 1.46%</li> <li><i>Commitment Fee:</i> 0.14% per month on undrawn amounts</li> </ol> <p><i>Higher risk assumption by the KfW: 90% for SMEs</i></p>
<b>KfW Loan for Growth</b>	<p><u>Beneficiaries:</u> Companies that have been on the market for more than five years</p> <p><u>Type of Financing:</u> Temporary widening of the loan purpose to general corporate finance, including working capital by way of syndicate financing (previously: limited to investments in innovation and digitalisation)</p> <p>Now also available to even larger companies with annual sales of up to € 5 billion (previously: € 2 billion)</p> <p><u>Conditions:</u></p> <ol style="list-style-type: none"> <li>Assumption of risk of up to 70% (previously: 50%) for the on-lending financing partners (usually the regular banks)</li> </ol>	
<b>Loans with Accelerated Approval Process for Mid-Sized Enterprises</b>		<p><u>Beneficiaries:</u> Enterprises with more than 10 employees that have been on the market since 01 January 2019 and reported a profit for the 2019 financial year or on average over the last three financial years</p> <p><u>Purpose of the Financing:</u> Investments and operating costs</p> <p><u>Maximum Guaranteed Amount:</u> up to three times the monthly revenue generated by the SME in 2019 (capped at €800,000 (for SMEs with more than 50 employees) or €500,000 (for SMEs with up to 50 employees))</p>

		<p><u>Conditions:</u></p> <ol style="list-style-type: none"> <li>1. Coupon of 3%;</li> <li>2. Duration: 10 years;</li> <li>3. No additional credit risk assessment</li> </ol> <p>Indemnity by the KfW that is secured by a guarantee provided by the Federal Republic of Germany</p>
<b>KfW Syndicate Loans</b>	<p><u>Beneficiaries:</u> Mid-sized and large corporations (entities with 50-249 and 250 full-time employees, respectively)</p> <p><u>Purpose of the financing:</u> Investments and operating costs</p> <p><u>Maximum guaranteed amount:</u> Minimum of € 25 million limited to:</p> <ul style="list-style-type: none"> <li>- 25 % of the annual turnover in 2019 or</li> <li>- twice the wage costs of 2019, or</li> <li>- the current financing requirements for the next 12 months.</li> </ul> <p><u>Conditions</u></p> <ol style="list-style-type: none"> <li>1. <i>Duration:</i> Up to six years;</li> <li>2. <i>Risk Participation:</i> KfW will assume up to 80% of the risk (capped at 50% of the annual total debt) either by <ul style="list-style-type: none"> <li>- sub-participation or</li> <li>- as a syndicate partner (each on <i>pari passu</i> basis) or,</li> <li>- alternatively, the KfW can refinance as syndicate partner;</li> </ul> </li> <li>3. <i>Interest, repayment terms, costs and credit support:</i> As per the existing syndicate loan</li> </ol>	
<b>German Economic Stabilisation Fund</b>	<p><u>Type of guarantee:</u> Investment of equity capital and thereby taking stakes in distressed companies</p> <p><u>Type of financing:</u> Acquisition of subordinated debt, hybrid bonds, profit participation rights, silent partnerships, convertible bonds, the acquisition of shares in companies and the assumption of other equity instruments of these companies (in particular increase of the registered share capital and issuance of new shares)</p> <p>The fond is comprised of:</p> <ul style="list-style-type: none"> <li>- € 100 billion for capital measures</li> <li>- € 400 billion for guarantees</li> </ul>	

	<ul style="list-style-type: none"> <li>- An additional € 100 billion to help refinance existing KfW programs</li> </ul> <p><b>Beneficiaries:</b> Enterprises that have experienced financial hardship as a result of the COVID-19 pandemic</p> <p><b>Conditions (of guarantees):</b></p> <ol style="list-style-type: none"> <li>1. <i>Duration:</i> Maximum of 5 years;</li> <li>2. <i>Guarantee Fee:</i> Companies must pay a guarantee fee in line with market conditions;</li> <li>3. The terms and conditions of the guarantees are still subject to a regulation to be released by the German Federal Ministry of Finance;</li> <li>4. <i>Restrictions:</i> Where debt instruments and other liabilities are guaranteed by the WSF, certain restrictions on such instruments must be taken into account by the creditor (e.g. no early termination, no enforcement action or set-off, and no participation in potential insolvency proceedings)</li> <li>5. <i>Prerequisites:</i> A company is only eligible to apply for guarantees and recapitalisation measures, if it satisfies two of the following three criteria: <ul style="list-style-type: none"> <li>- a total balance sheet of more than €43 million;</li> <li>- revenues of more than €50 million; and</li> <li>- more than 249 employees on an annual average.</li> </ul> </li> </ol>
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