As the U.S. Government’s development finance institution, OPIC mobilizes U.S. private capital to help solve critical development challenges and in doing so, advances U.S. foreign policy.

OPIC currently manages an $18 billion portfolio of projects in 103 countries and operates on a self-sustaining basis at no net cost to the American taxpayer.
Administration Development Priorities

OPIC is uniquely positioned to support the administration’s development strategy.

**OPIC’s Unique Position**

- Foreign Policy
- Development
- US Business

**Administration Priorities**

“We’re changing how we define development...we need to harness all the tools at our disposal—from our diplomacy to our trade and investment policies.”

~President Obama, 9/22/10

- Support broad-based, sustainable economic growth
- Proactively target specific countries, regions, sectors, and technologies
- Mobilize private sector investment
- Elevate development as a central pillar of national security policy
OPIC offers innovative financial solutions to support private investors including debt financing, insurance, and support for private equity investment funds.

### Products

- **Investment Finance**
  - Limited recourse, long-term finance for private sector, commercial projects
  - Loan amounts up to $250M per project
  - Specific programs for providing finance to small-and-medium-sized enterprises

- **Political Risk Insurance**
  - Protection against currency inconvertibility, expropriation and political violence, including terrorism, as well as other specialized coverage
  - Policy coverage up to $250M per project, up to 20 year term
  - Fixed premium, cancellable only by insured

- **Investment Funds**
  - Senior debt for private equity funds selected by competitive process
  - Investment decisions made independently by selected fund managers
  - Provide up to $250M with bullet repayment, zero coupon structure

### Current Portfolio*

Based on a $29B Statutory Capacity

![Chart showing $18.1 Billion total exposure with breakdowns for Political Risk Insurance, Investment Funds, and Investment Finance.]

*As of September 30, 2013

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The U.S. Government’s Development Finance Institution
Our Clients and Alliances

OPIC coordinates with other U.S. government agencies and international partners to provide financing and risk mitigation products to a wide range of clients.

<table>
<thead>
<tr>
<th>Current Clients</th>
<th>Strategic Alliances</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Multinationals and Small/Medium Businesses</strong></td>
<td><strong>U.S. Government</strong></td>
</tr>
<tr>
<td>citi</td>
<td>• Departments of State, Commerce, and Treasury</td>
</tr>
<tr>
<td>General Electric</td>
<td>• USAID &amp; USTDA</td>
</tr>
<tr>
<td>PNC</td>
<td>• Ex-Im Bank and SBA</td>
</tr>
<tr>
<td>Paladin Realty</td>
<td>• Millennium Challenge</td>
</tr>
<tr>
<td>The Coca-Cola Company</td>
<td><strong>Development Finance Institutions</strong></td>
</tr>
<tr>
<td>Edison Power</td>
<td>• IFC and MIGA</td>
</tr>
<tr>
<td>Wells Fargo</td>
<td>• Regional Development Banks (IDB, ADB, AfDB, EBRD)</td>
</tr>
<tr>
<td><strong>Nonprofits and Impact Investors</strong></td>
<td>• Other Bilaterals (CDC, FMO, DEG)</td>
</tr>
<tr>
<td>Global Communities</td>
<td><strong>Other Partners</strong></td>
</tr>
<tr>
<td>Partners for Good</td>
<td>• Chambers of Commerce</td>
</tr>
<tr>
<td>CHF International</td>
<td>• AmChams</td>
</tr>
<tr>
<td>The Asia Foundation</td>
<td>• NGOs</td>
</tr>
<tr>
<td>Root Capital</td>
<td>• Financial Institutions</td>
</tr>
<tr>
<td>ACCION</td>
<td></td>
</tr>
<tr>
<td>CHEMONICS</td>
<td></td>
</tr>
</tbody>
</table>
## Our Policy Standards

Investors and project proposals must satisfy certain policy criteria to receive OPIC financing and insurance.

### Eligibility Criteria for Investors

*To be eligible for OPIC financing and insurance, applicants must:*

- Have a **commercially viable business plan** and successful track record
- Involve the U.S. private sector in a meaningful way in the project seeking OPIC support
- Maintain **private sector control** (<50% government ownership)

### Policy Standards for Projects

*OPIC supported projects must:*

- Contribute to **sustainable development** goals
- Be located in one of our ~160 eligible **countries**
- Comply with international **environmental standards**
- Comply with international **human rights** and **worker rights** regulations
- Cause no loss of **U.S. jobs** or adverse impact on the U.S. economy
U.S. Connections in OPIC-Supported Projects

How Does OPIC Define U.S.?
• A U.S.-organized entity generally must be at least 25% U.S.-owned.
• A foreign organized entity generally must be at least majority U.S.-owned.

How Does OPIC Measure U.S. Involvement?
• OPIC requires U.S. involvement in the project company in an amount that is equivalent to 25% of the project company’s equity, which may be met with equity, long-term debt or other U.S. contracts or, by combining these types of involvement.
• OPIC will support investment funds if the fund has raised U.S. equity equal to 25% of OPIC’s loan support or if the fund is managed by a U.S. manager.

How Does OPIC Measure the Duration of U.S. Involvement?
• For an ongoing project, U.S. entities need to retain a 25% interest in the project through final disbursement of the OPIC loan. In the case of a start-up or ‘greenfield’ project, the U.S. entities need to retain a 25% interest through physical completion of the project.
• OPIC must approve any proposed transferee of the interest.

How Does OPIC Define U.S. Small Business?
• For OPIC to finance a project with a direct loan, the US involvement must come from US small business. A “small” business includes: a business with annual revenues during the last fiscal year of less than $400M; entities/individuals without revenues, net worth of less than $100M.
• Consistent with the U.S. Small Business Administration, OPIC also considers a business with 500 or fewer employees as “small.”

The U.S. Government’s Development Finance Institution
Over the past 41 years OPIC has supported over $200 billion of investment in developing markets that is projected to support over 277,000 U.S. jobs.

**OPIC By the Numbers***

<table>
<thead>
<tr>
<th>Category</th>
<th>Data</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Investment Supported</td>
<td>More than $200 billion</td>
</tr>
<tr>
<td>Total Projects Financed</td>
<td>4,000</td>
</tr>
<tr>
<td>U.S. Exports Supported (Projected)</td>
<td>$76 billion</td>
</tr>
<tr>
<td>U.S. Jobs Supported (Projected)</td>
<td>278,000</td>
</tr>
</tbody>
</table>

*Since 1971

**Success Stories**

- **Haiti**: $6 million loan to Haiti 360 to produce high-quality concrete to rebuild homes and other infrastructure destroyed in 2010 earthquake.

- **India**: $3.5M loan to Healthpoint for water treatment facilities serving 400 communities to help prevent disease. [photo: Soma Vatsa/for NPR]

- **Iraq**: $26M in financing to Claremont Erbil for affordable housing for hundreds of families in need.

- **Ghana**: $150 million in political risk insurance to Belstar for a project that will increase clean water access and make the country’s water treatment plants more efficient
### OPIC Project Lifecycle

<table>
<thead>
<tr>
<th>Phase</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sourcing</strong></td>
<td>Clients and Partners; Interagency; Business Development</td>
</tr>
<tr>
<td><strong>Prescreening</strong></td>
<td>Statutory and Policy Eligibility; Additionality; Development Impact; Financial Viability</td>
</tr>
<tr>
<td><strong>Application</strong></td>
<td>Business plan; Eligibility of investor/project; Creditworthiness; Developmental Return; Investor/Management Experience/Track Record</td>
</tr>
<tr>
<td><strong>Due Diligence &amp; Policy Review</strong></td>
<td>Credit and Risk Underwriting; Policy Review; Legal Review; Character Risk Due Diligence (CRDD)</td>
</tr>
<tr>
<td><strong>Approval</strong></td>
<td>Vice President; Credit Committee/Evaluation Committee; Investment Committee and President &amp; CEO; Board of Directors</td>
</tr>
<tr>
<td><strong>Project Close</strong></td>
<td>Finish CRDD, Legal and Policy Review; Negotiation and Execution of Commitment and Insurance/Financing Agreements; First Closing on Equity Raising (Funds); First Disbursement</td>
</tr>
<tr>
<td><strong>Portfolio Management</strong></td>
<td>Ongoing Monitoring; Policy Approvals of Each Investment (Funds); Loan Repayment; Restructuring or Write-Off; Insurance Modifications and Claims;</td>
</tr>
</tbody>
</table>
I have a project. Where do I start?

1. Is my country of interest eligible?
2. Is this type of project eligible?
3. How do I register for insurance?
4. How do I apply for an OPIC loan?
5. Where can I get help with my business plan?

Please visit [www.opic.gov](http://www.opic.gov)

See Investor Screener

The U.S. Government’s Development Finance Institution
# Resources & Contacts

## Resources:

1. Review the website: [www.opic.gov](http://www.opic.gov)
2. Review *The Investor Screener*
4. **Insurance:** Complete [Form 50](http://www.opic.gov/small-business)
   **Finance:** Complete *Section 1a* of [Form 115](http://www.opic.gov/small-business)

## OPIC Contact:

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The U.S. Government’s Development Finance Institution