



Overseas Private Investment Corporation

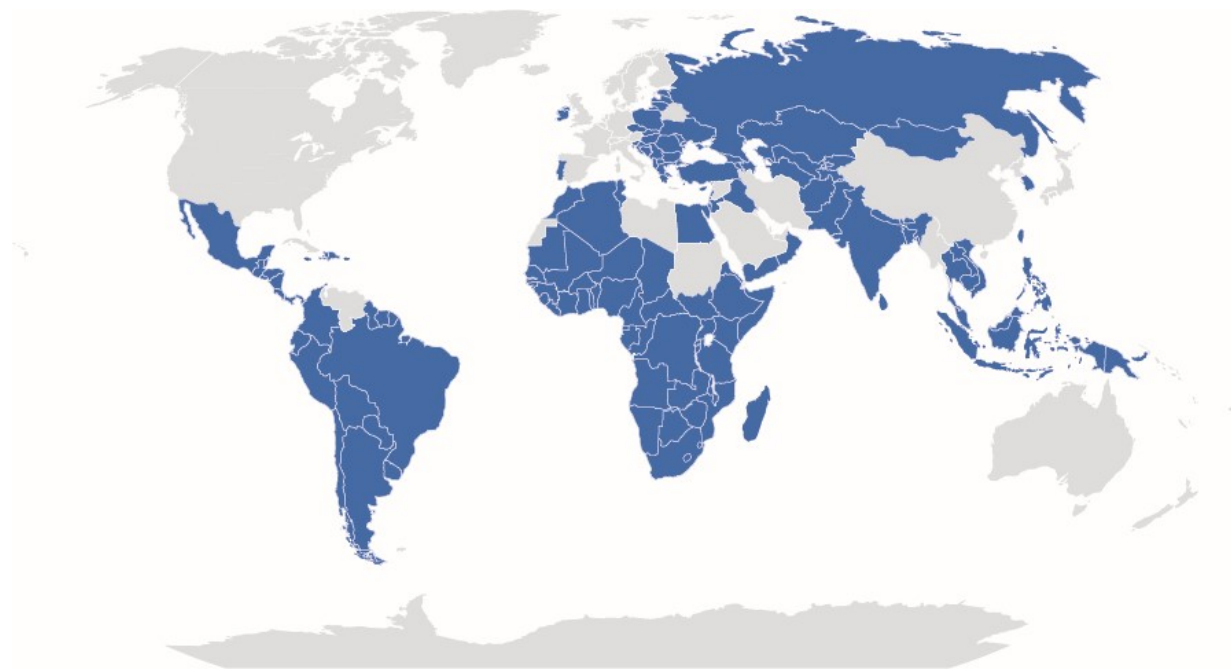
Vietnam-U.S. Business Partnership

November 3, 2015



Our Organization

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.

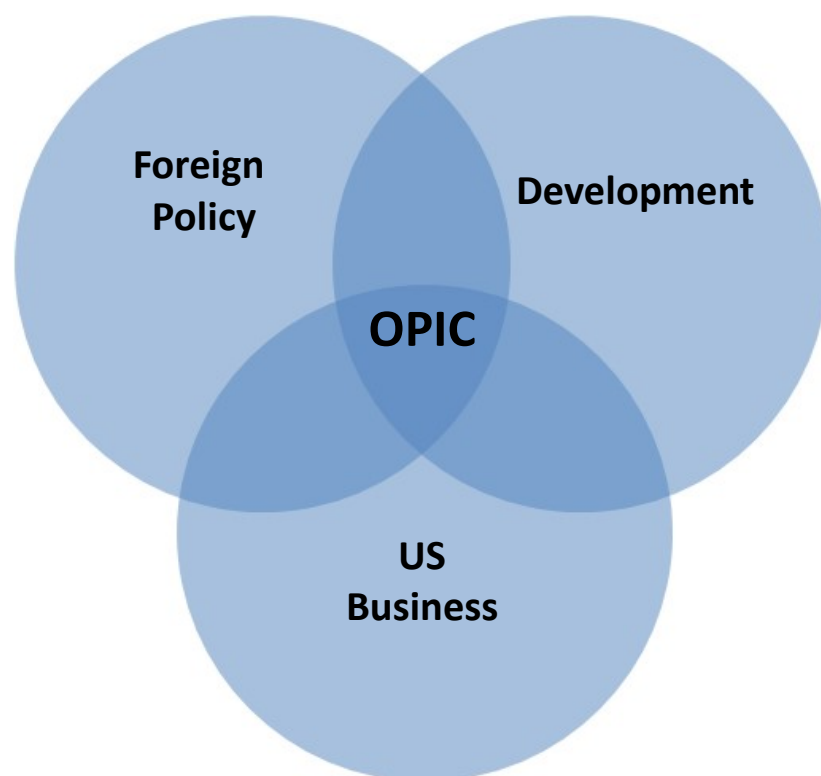


OPIC currently manages an \$18 billion portfolio of projects in 103 countries and operates on a self-sustaining basis at no net cost to the American taxpayer.

Administration Development Priorities

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

OPIC's Unique Position



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



Our Solutions

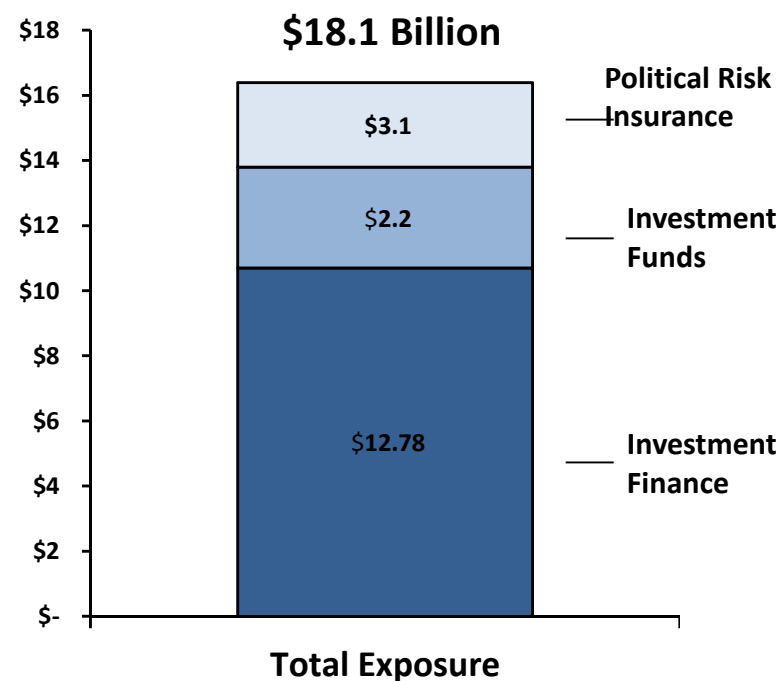
OPIC offers innovative financial solutions to support private investors including debt financing, insurance, and support for private equity investment funds.

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



*As of September 30, 2013

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.

Current Clients

Multinationals and Small/Medium Businesses



Nonprofits and Impact Investors



Strategic Alliances

U.S. Government

- Departments of State, Commerce, and Treasury
- USAID & USTDA
- Ex-Im Bank and SBA
- Millennium Challenge

Development Finance Institutions

- IFC and MIGA
- Regional Development Banks (IDB, ADB, AfDB, EBRD)
- Other Bilaterals (CDC, FMO, DEG)

Other Partners

- Chambers of Commerce
- AmChams
- NGOs
- Financial Institutions



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

OPIC policy requires that finance and direct insurance projects have a meaningful connection to the U.S. private sector.

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.

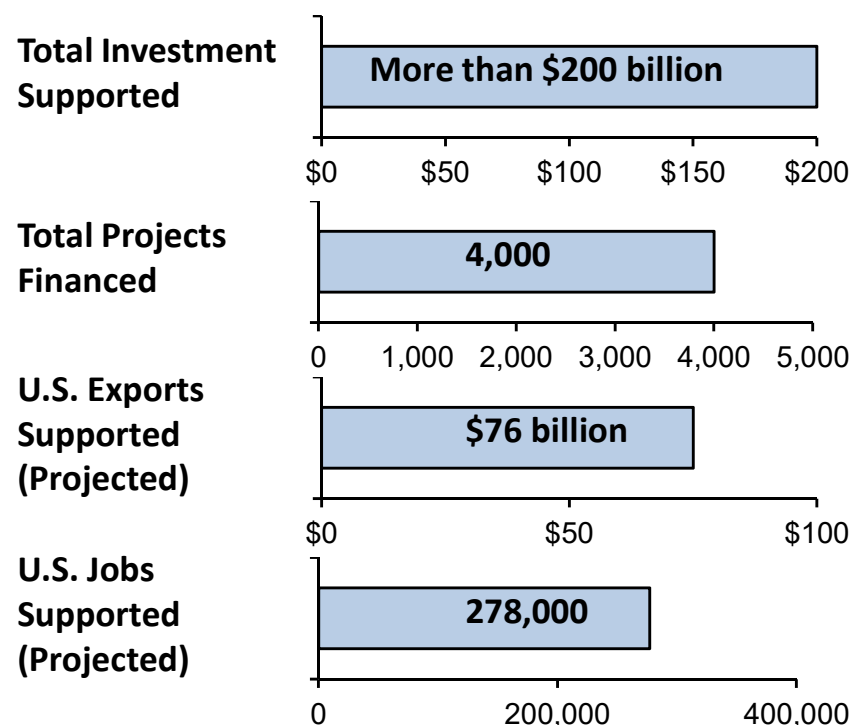
How Does OPIC Define U.S. Small Business?

- 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."

Our Impact

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*



*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





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
See Investor Screener



Resources & Contacts

Resources:

1. Review the website: www.opic.gov
2. Review *The Investor Screener*
3. Consult *Small Business Guide*:
<http://www.opic.gov/small-business>
3. Discuss your project with OPIC:
info@opic.gov or +1 (202) 336-8400
4. **Insurance:** Complete [Form 50](#)
Finance:
Complete *Section 1a* of [Form 115](#)
5. Need assistance? Loan Originators:
www.ednaccess.com

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