



# U.S. Overseas Private Investment Corporation

*How OPIC Can Support Your Business*

As the U.S. Government's development finance institution, OPIC supports American businesses investing in emerging markets to address critical development challenges from clean water and sustainable energy to infrastructure, agriculture and access to finance.

Since 1971, OPIC projects in developing countries have supported 277,000 American jobs and resulted in significant procurement of U.S. goods and services. Business owners in virtually all 50 states have benefited from OPIC's support and many small businesses have used OPIC finance and insurance tools to expand into emerging markets. Almost three-quarters of all OPIC's projects last year involved an American small business.

OPIC's experience doing business in emerging markets is unrivaled and its financial support helps U.S. businesses and investors gain entry to places where there is a growing class of consumers and growing demand for goods and services. More than half the projects that OPIC supports are with small businesses.

OPIC works with the private sector to stimulate investment in challenging frontier markets by providing solutions to common problems such as lack of financing, and political and regulatory risk. OPIC tailors its products and services to meet the needs of individual clients and projects.

## *What We Offer*

### **Investment Finance**

Direct loans and guarantees of up to \$250 million for tenors as long as 20 years; specific programs for small and medium size businesses

### **Political Risk Insurance**

Coverage of up to \$250 million for protection against risks including currency inconvertibility, governmental interference and political violence including terrorism

### **Investment Funds**

Senior debt financing for emerging market private equity funds selected through an open and competitive process

### **Agency Profile**

- **Current portfolio:** \$16.4 billion
  - ◇ \$10.7B Investment Finance
  - ◇ \$2.6B Investment Funds
  - ◇ \$3.1B Political Risk Insurance
- Active Projects in more than 100 countries
- 220 Employees
- **Management:** Elizabeth Littlefield, CEO; Mimi Alemayehou, EVP

Based on Fiscal Year 2012 data



### **A World of Opportunity**

OPIC is open for business in 160 developing countries around the world. For a complete list and additional information, visit the *Where We Operate* page on our website, at [www.opic.gov](http://www.opic.gov).

## ***Does Your Project Qualify for OPIC Financing or Insurance Support?***

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*This checklist will help you determine if you may be eligible.*

**Is your project in a country in which OPIC can do business?** OPIC programs are available in 160 developing countries. Please visit the *Where We Operate* page on our website, [www.opic.gov/doing-business-us/OPIC-policies/where-we-operate](http://www.opic.gov/doing-business-us/OPIC-policies/where-we-operate) to see the complete list.

**Does a U.S. citizen or business have meaningful involvement in the project?** Eligible projects must have significant U.S. ownership or involvement. For more information about how this is determined, visit the *Investor Screener* on our website, [www.opic.gov/doing-business-us/our-investor-screener](http://www.opic.gov/doing-business-us/our-investor-screener).

**Have you sought private sector financing?** OPIC does not compete with private sector lenders. If a private sector lender is willing to provide financing for a project on commercially viable terms, then OPIC encourages the project sponsor to use a private sector provider. If private sector funding is not available, the project may be eligible for OPIC support.

**Are the project sponsors contributing an adequate level of equity to the project?** Investors must demonstrate their capability to contribute sufficient equity to the project so that excessive leverage does not jeopardize the project's financial viability.

**Do you have a successful track record in the industry?** All projects must be within the demonstrated competence of the project's management team through a recent, proven record of success in the same or closely related business.

**Does your project include activities that OPIC is prohibited from supporting?** OPIC is categorically prohibited from supporting activities that may have an irreparable impact on the environment, an adverse impact on the U.S. economy or employment, or an adverse impact on public health and safety. Before applying, please review the list of categorically prohibited sectors on OPIC's *Investor Screener* webpage.

**Will your project be managed in compliance with International Labor Organization worker rights standards?** OPIC has a statutory requirement to ensure that the projects it supports are established and maintained in compliance with internationally-recognized worker rights standards. Every project is reviewed for its compliance.

For more information, visit [www.opic.gov](http://www.opic.gov).

*"Working with OPIC was key. Simply, there were no other sources of funding available to us at the time ... That's what OPIC gives American small businesses – instant credibility in a foreign market. With OPIC's backing, people know you are serious."*

**Shyam Rajadhakshya**  
**Vice President, DLZ Corporation**  
On working with OPIC to expand into  
developing markets

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### **Overseas Private Investment Corporation**

*Working to secure America's competitive foothold in pivotal developing economies, and to bring stability to unstable regions through economic growth and opportunity.*

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