



OVERSEAS PRIVATE INVESTMENT CORPORATION:

Supporting U.S. Investment in the Caribbean

Bridgetown, Barbados – September 30, 2008

What is OPIC?

- Support U.S. private investment in more than 150 emerging markets and transitioning economies
- Assist in the economic growth by facilitating private investment in projects sponsored by private enterprises
- Operate on a self-sustaining basis by supporting commercial viable projects on commercial terms
- Do not compete with the private sector



What products does OPIC offer?

- **Political Risk Insurance**
 - Protects investors against a variety of risks
- **Long-term financing**
 - Provides loans and loan guaranties
- **Investment Funds**
 - Supports private equity funds that invest in projects abroad



OPIC in the Caribbean

- Historical Commitments: OPIC has committed over \$2.8 billion in financing and insurance to projects in the Caribbean
- Current Exposure: While projects in Latin America represent approximately 1/3 of OPIC's global portfolio, projects in the Caribbean represent only 1.2% of Latin American projects



BARBADOS

- Historically, OPIC has committed \$3.58 million to 5 projects in Barbados



What investments are eligible?

- OPIC supports projects that:
 - Are new projects, expansions, acquisitions and/or privatizations
 - Are located in an OPIC-eligible country
 - Significantly involve a U.S. investor
 - Are financially sound, commercially-viable, and have developmental benefits for the host country
 - Have no adverse affects on the host country's development or environment
 - Have no human rights or workers rights violations
 - Cause no loss of U.S. jobs or adverse impact on the U.S. economy



What is OPIC Insurance?

- Insures U.S. investors against 3 political risks:
 - Expropriation
 - Political Violence
 - Currency Inconvertibility
- Terms:
 - Coverage on various types of investment
 - Can cover up to \$250 million per project, no minimum investment size
 - Up to 20-year terms
- Benefits:
 - Flexible programs
 - Extensive experience; advocacy
 - Attract funding from commercial lenders
 - Full faith and credit of the U.S. Government



What is OPIC Finance?

- Medium and long-term finance through direct loans and loan guaranties
 - Available to wholly-owned U.S. investments or joint ventures (at least 25% U.S. equity)
 - Must have experience in the same or a similar industry
 - Sufficient equity contribution
- Terms:
 - Loans from \$100,000 up to \$250 million
 - 5-15 year terms
 - OPIC can finance up to 50-65% of the total project cost for new ventures; up to 75% for expansions



What are OPIC Investment Funds?

- OPIC supports the creation of privately-owned and managed investment funds with debt capital
- These funds make direct equity & equity-related investments in new, expanding, or privatizing companies abroad
- These funds have a regional or sectoral focus
- List of Participating Funds:
www.opic.gov/investment/participating/fulllist/index.asp



How Can OPIC Help Small Business?

- Small Business Center (SBC) created in 2002
 - Small businesses with annual revenues less than \$35 million
 - Flexible terms and new products
 - Easier access through a stream-lined approval process
- Resources for small businesses:
 - Enhanced customer service
 - Guides, checklists, FAQ's at www.opic.gov
 - OPIC's Public Information Officer
 - Online application
 - Loan Originators through Enterprise Development Network (EDN)
 - Outreach (conferences and workshops)
 - “Access to Opportunity in Central America & the Caribbean”
May 2007 – San Salvador, El Salvador



How to Get Started:

- Review resources online: www.opic.gov
 - OPIC Program Handbook (program details)
 - Insurance: “Top Ten Tips”
 - Finance: “Eligibility Checklist for SME Finance”
 - Small Business Guide
- Contact an OPIC or EDN representative to discuss your project ideas in greater detail
 - Insurance: Register the Project (Form 50)
 - Finance: Complete Form 115, Section 1A



Contact Information

Contact the Information Officer:

- Info@opic.gov
- 202-336-8799 (Hotline)
- 202-336-7949 (Fax)

Alison Germak, Public Information Officer

- Agerm@opic.gov
- 202-336-8651 (Phone)
- 202-336-7949 (Fax)

