

Overseas Private Investment Corporation

Financing and Insuring Investment in Emerging Markets

Exploring Opportunities in Renewable Energy and Clean Technology – India and Asia

John F. Moran

*Managing Director,
Investment Development and Coordination
Overseas Private Investment Corporation*

*Clean Energy Expo – Asia
Singapore
November 4, 2010*



OPIC's Mission

OPIC mobilizes private investment & supports development in over 150 countries

- Supports regions and sectors critical to US foreign and development policy objectives
- Spurs sustainable development by facilitating US private investment

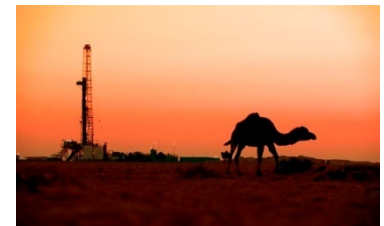


- Has supported creation of over 274,000 US jobs - with many more indirectly supported - while generating \$74 billion in US exports
- Is self-sustaining and operates at no net cost to US taxpayer
- Catalyzes, not competes with, private sector and other DFIs

OPIC as a Foreign Policy Instrument

OPIC is an independent U.S. government agency that supports development and foreign policy objectives

- Led by President & CEO, appointed by POTUS and confirmed by Senate (“PAS”)
- Governed by OPIC Board – 8 Private and 7 Public Board Members – all are PAS, including OPIC President/CEO
- Proven capacity to be innovative in developing solutions in challenging environments
- Supports key Administration priorities, e.g.,:
 - Clean Tech/Renewable Energy
 - Global Engagement/Post-Cairo
 - Food Security
 - Asia, MENA, and Sub-Saharan Africa



OPIC Products and Services

OPIC facilitates U.S. private investment and participation by providing a range of products and services, including:

- **Political Risk Insurance**
 - Protects US investors, lenders, contractors, operators against a variety of risks
- **Long-term Debt Financing**
 - Provides loans and loan guaranties to projects involving U.S. sponsors
- **Investment Funds**
 - Categorizes and supports private equity funds in OPIC-priority sectors/countries

OPIC has a history of innovation, flexibility and responsiveness

OPIC's Clients, Partners & Strategic Alliances

OPIC partners with a range of private and public sector institutions



- Projects involve U.S. entrepreneurs, investors and lenders of all sizes
 - Special commitment to small businesses seeking to expand overseas
- Multilateral and bilateral development finance agencies (DFIs)
- NGOs involved in key sectors
- Socially Responsible and Impact Investors
- US Embassies, AmChams, and Investment Promotion Agencies
- Enterprise Development Network (“EDN”)- helps small business access services – www.ednaccess.com

Project/Policy Issues and Requirements

OPIC projects meet key policy requirements

- Economically sound, commercially viable, private sector projects
- Positive development and foreign policy impacts
- Analyze U.S. Economic Effects
- Focus is private sector
- Consistent w/ International Environmental Standards
- Internationally recognized worker rights enforced

Recent OPIC Transactions

OPIC has executed recent transactions in a range of sizes and countries

- **Global**: Up to \$505M for Renewable Energy/Clean Tech Equity Funds
- **Turkey**: \$75 million for construction of an aluminum recycling facility
- **Haiti**: \$10 million loan to manufacture energy-efficient housing panels
- **India**: \$6.2 million loan to build a 2-MW independent solar power plant in Punjab
- **Hungary**: \$60 million financing for biofuels project
- **Africa/Eastern Europe**: \$250 million to support clean energy/energy efficiency bottling project
- **Middle East/North Africa**: Up to \$675 million re: approval of eight Funds that will invest in technology innovation and access involving local entrepreneurs



Investments in Solar Power - India

Financing for Grid Connected Solar IPPs in Several Indian States



❖ OPIC's portfolio includes energy projects generating a cumulative total of more than 2,200 MW of clean power, including solar, hydro, wind, geothermal, biomass, and waste-to-energy.

❖ In 2007, OPIC supported the construction and operation of the first MW-scale, grid-connected solar IPP in India.

Investments in Waste to Energy - India

Husk Power - Financing for mini-energy generation



- ❖ In 2009, OPIC supported the development of 36 independent mini-energy generation facilities powered by rice husk waste in rural villages in India.



Conclusion

OPIC can be a unique partner to the U.S. business sector, private investors and other institutions

- **Catalyzing investment flows to developing countries, particularly Asia**
- **Strong record mobilizing investment capital -- FDI and domestic – and supporting USG foreign and development policy**
- **Enhanced cooperation with other Development Finance Institutions, USG agencies, and local officials and private sector to assist OPIC in identifying opportunities and addressing challenges**
- **Improve information flow and strengthen OPIC's impact with host country, international community and private sector**

Next Steps

OPIC is actively looking for new initiatives, partners and transactions

For additional information please contact OPIC:

- **Website:** www.opic.gov
- **Direct Contact for Information:**
 - **email:** Info@opic.gov
 - **OPIC Main Phone:** 202-336-8400
- **Direct Contact for Investment Development**
 - **email:** John.Moran@opic.gov
 - **Phone:** 202-336-8674
- **Direct Contact for Renewable Energy/Clean Technology Sector Team:**
 - **email:** Meredith.Baker@opic.gov
 - **Phone:** 202-336-8570

