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OPIC



OVERSEAS PRIVATE INVESTMENT CORPORATION

OFFICE OF INVESTMENT POLICY QUESTIONNAIRE (OIPQ)

(Configuration that will be seen by projects **not in the Financial Services** sector)

OPIC Form 248

OMB 3420-0032

Expiration: 12/31/18

Disclosure:

This form requests information from potential OPIC clients that is required by OPIC's governing legislation - the Foreign Assistance Act (FAA) of 1961, Title IV, as amended - to assist OPIC in determining whether a project and its sponsor(s) meet eligibility criteria for OPIC financing, specifically with regard to the soundness of the project, the qualifications of the sponsor(s), creditworthiness, effects, and legislative and regulatory compliance. Complete responses to the questions are required on this form to apply for OPIC support per the FAA.

Responses to questions which call for estimates or projections should take the form of good faith statements made to the best of the applicant's knowledge and belief. Statements of fact provided to OPIC in this document must be accurate as of the date of execution of this document. In addition to other rights and remedies available to OPIC, misrepresentations or failure to disclose relevant information may result in criminal prosecution pursuant to 22 USC 2197(n), as well as a default or termination if a commitment is issued. Neither submission nor acceptance of this application implies that the project is eligible for OPIC support or that support will be provided.

Client information contained in this form will be deemed designated as confidential commercial information in accordance with OPIC's Freedom of Information Act (FOIA) regulations (22 CFR 706), and will be treated as confidential commercial information to the extent permitted by applicable law. As a federal agency, OPIC may not collect, or sponsor the collection of, information unless it displays a valid OMB Control Number with an expiration date that has not expired.

Paperwork Reduction Act Notice: This information is required to obtain benefits. The public reporting burden for this collection of information is estimated to average 2.8 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Records Manager, Overseas Private Investment Corporation 1100 New York Ave., NW, Washington, DC 20527 and to the OPIC Desk Officer at the Office of Information and Regulatory Affairs, Office of Management and Budget, New Executive Office Building, Room 10202, Washington, D.C. 20503.

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As the U.S. Government's development finance institution, OPIC takes its developmental mission seriously. An integral part of the OPIC application process, the OIPQ enables OPIC to estimate the potential long-term developmental impacts of each OPIC-supported project and to identify any potential environmental and social considerations. Additionally, data collected in the OIPQ is aggregated and used to satisfy OPIC's U.S. Congressional reporting requirements.

The terms "Applicant", "Project", "Project Company", and "Financial Intermediary" are defined below:

Applicants – Investors, lenders, insurers, reinsurers, or project sponsors seeking OPIC support.

Project -- A long-term investment in one or more OPIC eligible countries, including investments made by an OPIC-supported Financial Intermediary.

Project Company -- The entity that directly undertakes the Project, which may or may not be the direct beneficiary of OPIC's support (depending on the proposed structure of the transaction).

Financial Intermediary – Investment funds, banks, insurance companies, or other financial institutions, entities, or vehicles that receive OPIC support and provides debt, equity, and/or insurance directly to Projects.

All projects that OPIC supports are subject to [OPIC's Environmental and Social Policy Statement](#) and applicable [International Finance Corporation Performance Standards and Environmental, Health and Safety Guidelines](#).

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PART I – PROJECT SUMMARY

Please click on the appropriate OPIC product line(s):

- Finance
- Insurance
- Re-Insurance
- Investment Funds

1. PROJECT INFORMATION			
A	Applicant (or Financial Intermediary) ¹ Name:		
B	Project ² Name:		
C	Target percentage ownership of Applicant (or Financial Intermediary) in the Project.		____%
D	Please provide the estimated percentage of local ownership of the Project, if any.		____%
E	Is any of the local ownership comprised of Small & Medium Enterprises (SMEs)? ³	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If “Yes”, please provide what percentage of local ownership is accounted for by Small & Medium Enterprises. If none, please skip this question.		____%
F	Do women-owned businesses account for any local ownership?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If “Yes”, please provide the percentage of local ownership that is comprised of women-owned and/or managed businesses.		____%
G	Do any of the U.S. investors in the Project (or one of its subsidiaries or affiliates) currently produce the same product(s) as the one to be produced by this Project?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If “Yes”, will the number of employees engaged in the U.S. production of this product be reduced as a result of this OPIC-supported investment?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	How many employees are currently employed by such U.S. company or its subsidiaries or affiliates that produce this product?		_____

¹ **Applicant:** Investors, lenders, insurers, reinsurers, or project sponsors seeking OPIC support.

Financial Intermediary: Investment funds, banks, insurance companies, or other financial institutions, entities, or vehicles that receive OPIC support and provides debt, equity, and/or insurance directly to Projects.

² **Project:** A long-term investment in one or more OPIC eligible countries, including investments made by an OPIC-supported Financial Intermediary.

³ For local SMEs, OPIC uses the IFC definition for SMEs, which are defined as firms with two out of the following three characteristics: total employees of up to 300, total assets of up to \$15 million, and total annual sales of up to \$15 million. This should not be confused with OPIC's definition of a U.S.-based small business, which is provided in the Form 115.

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2. PROJECT DESCRIPTION					
A	Please check the appropriate box:	<input type="checkbox"/>	Financial Services ⁴	<input checked="" type="checkbox"/>	Non-Financial Services
B	Please check the appropriate box:	<input type="checkbox"/>	New Enterprise (no existing facilities and/or operations)	<input type="checkbox"/>	Existing Enterprise
C	Project City and Country:				
D	Describe the use of proceeds of this OPIC-supported investment:				
E	Description of the Project and its operations:				
F	Please check the appropriate Project sector classification:				
	<u>Agriculture/Agribusiness</u>	<input type="checkbox"/>			
	If Agriculture/Agribusiness, please answer the following questions:	Current	Projected by 5 th year		
	Average agricultural yield (tonne/hectare)	# (tonne per hectare)	# (tonne per hectare)		
	Number of farmers that are linked to the Project as:				
	Employees	#	#		
	Suppliers	#	#		
	Buyers	#	#		
	Contractors	#	#		
	<u>Education</u>	<input type="checkbox"/>			
	If Education, please answer the following questions:	Current	Projected by 5 th year		
	Number of students enrolled ⁵	#	#		
	Number of local students enrolled (excluding children of expatriates) ⁶	#	#		
	Number of needs-based scholarships for local students (per year)	#	#		

⁴ Including, but not limited to, commercial banks, non-bank financial institutions, insurance companies, re-insurance companies, investment funds (e.g. microfinance, SME, venture capital, private equity), lending facilities, and financial intermediaries engaged in specialized financial transactions.

⁵ Include both full-time and part-time, where each discrete student is counted regardless of number of courses.

⁶ Include both full-time and part-time, where each discrete student is counted regardless of number of courses.

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<u>Energy</u>	<input type="checkbox"/>	
If Energy, please answer the following question:	Current	Projected by 5 th year
Energy Delivered to Offtaker(s) per year (GWh)	#GWh	#GWh
<u>Health</u>	<input type="checkbox"/>	
If Health, please answer the following question:	Current	Projected by 5 th year
Number of patient consultations provided per year	#	#
<u>Housing</u>	<input type="checkbox"/>	
If Housing, please answer the following questions:	Current	Projected by 5 th year
Number of new residential dwellings	#	#
Number of refurbished residential dwellings	#	#
<u>Information & Communications Technologies</u>	<input type="checkbox"/>	
If Information & Communications Technologies, please answer the following questions:	Current	Projected by 5 th year
Number of mobile subscriptions, including voice and/or data ⁷	#	#
Number of fixed data subscriptions ⁸	#	#
Number of fixed voice (telephone) subscriptions ⁹	#	#
<u>Transportation</u>	<input type="checkbox"/>	
If Transportation, please answer the following questions:	Current	Projected by 5 th year
Units of cargo containers transported through the road/railway/port/airport per year (twenty foot equivalent units)	# TEUs	# TEUs
Tons of bulk cargo transported through the road/railway/port/airport per year	# tons	# tons
Passengers using transportation service per year	#	#

⁷ Including but not limited to GSM, CDMA, BGAN, VSAT, EDGE, UMTS, WiMax, 3G, 4G, LTE. Include both post-pay and pre-pay subscriptions.

⁸ Including but not limited to ADSL, Broadband, Fibre. Include both post-pay and pre-pay subscriptions.

⁹ Include both post-pay and pre-pay subscriptions

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<u>Waste & Sanitation</u>		<input type="checkbox"/>	
If Waste & Sanitation, please answer the following questions:		Current	Projected by 5 th year
Amount of waste disposed per year (tons)		# tons	# tons
Volume of wastewater treated per year (m ³)		# m ³	# m ³
<u>Water</u>		<input type="checkbox"/>	
If Water, please answer the following question:		Current	Projected by 5 th year
Volume of potable water produced per year (m ³)		# m ³	# m ³
<u>Other</u>		<input type="checkbox"/>	
If Other, please answer the following questions:			
Please describe the Project sector, with appropriate North American Industry Classification System (NAICS) code			
What is the Project target client or customer?			
		Current	Projected by 5 th year
Number of clients or customers served by the Project per year		#	#

3. PROJECT SITING			
A	Project Site Location (please include GPS coordinates and, if available, a map of site location):		
B	Please indicate whether the Project will be located in or near any of the following:		
	Natural forest areas, including primary forests, old growth forests, forests that serve as critical carbon sinks or forests with high levels of biodiversity.	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	Areas on the United Nations List of Natural Parks, World Heritage Areas, or other internationally recognized protected areas (such as wilderness areas, national monuments, or nature preserves).	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	Sensitive locations of national or regional importance including wetlands, floodplains, coral reefs, mangrove swamps or areas prone to erosion, desertification or seismic activity.	<input type="checkbox"/> Yes	<input type="checkbox"/> No

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PART II – PROJECT COUNTRY EFFECTS

1. PROJECT OPERATIONS AND MANAGEMENT EMPLOYMENT							
A Please provide the current and projected number of Project employees for operations & management ¹⁰ (not including employment during the construction phase) by the 5 th year of operations.							
	Current Employment (Operations and Management)			Projected Employment (Operations and Management) by year five of operations <u>as a result of this OPIC-Supported Investment</u>		Total Projected Employment (Operations and Management) by 5 th year of operations	
	Local		Foreign Nationals	Local	Foreign Nationals	Local	Foreign Nationals
	Male	Female					
Managerial							
Professional /Technical							
Unskilled Labor							
TOTAL							
B Will the Project utilize workers employed by third parties (i.e., through contractors/subcontractors) once the Project is operational?							
<input type="checkbox"/>	For physical construction		<input type="checkbox"/>	For administrative needs		<input type="checkbox"/>	For other operational needs

¹⁰ Number of full-time equivalent employees as per local definition working for the Project. This includes directly hired individuals and individuals hired through third party agencies as long as those individuals provide on-site services related to the operations of the Project. Also, this includes full-time equivalent worked by seasonal, contractual and part time employees. Part-time jobs are converted to full-time equivalent jobs on a pro rata basis, based on local definition (e.g., if working week equals 40 hours, a 24 hr/week job would be equal to 0.6 FTE job). Seasonal or short-term jobs are prorated on the basis of the portion of the year that was worked (e.g., a full-time position for three months would be equal to a 0.25 FTE job). If the information is not available, the rule-of-thumb is two part-time jobs equal one full-time job. *Note: employment for the purpose of the construction of the Project's hard assets is not to be included in this total. Please include these construction related jobs for "Employment (Construction Phase)" in question 2 below.*

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2. PROJECT CONSTRUCTION LABOR					
A	If physical construction is involved, has construction already begun?		<input type="checkbox"/> Yes	<input type="checkbox"/> No	
	If "Yes", approximately how much has been completed (estimate in % completed terms)? _____				
	Estimated start-up/construction period (if applicable): MM/YYYY – MM/YYYY		Estimated operational start date (if applicable): MM/YYYY		
B	Please provide the estimated number of Project employees during the construction phase ¹¹				
	Employment (Construction Phase)				
	Local		Foreign nationals		
Managerial					
Professional/ Technical					
Unskilled Labor					
Total					
C	Will the Project utilize workers employed by third parties (i.e., through contractors/subcontractors) during Project start-up or construction phase?			<input type="checkbox"/> Yes	<input type="checkbox"/> No
	<input type="checkbox"/> For physical construction	<input type="checkbox"/> For administrative needs	<input type="checkbox"/> For other operational needs		
D	Will the Project require the establishment of temporary worker housing facilities?			<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If "Yes", how many workers are expected to be housed at these facilities?				

¹¹ Number of full-time equivalent construction workers employed for the construction of the Project's hard assets. Part-time jobs for construction are converted to full-time equivalent jobs on a pro rata basis, based on local definition (e.g., if working week equals 40 hours, a 24 hr/week job would be equal to 0.6 FTE job). Seasonal or short-term jobs are prorated on the basis of the portion of the year that was worked (e.g., a full-time position for three months would be equal to a 0.25 FTE job). If the information is not available, the rule-of-thumb is two part-time jobs equal one full-time job.

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3. JOB QUALITY			
A	Does or will the Project (or Project Company ¹²) offer employee development programs, such as tuition reimbursement or formal mentorships to both current and new <u>non-management</u> employees identified above in Question 1A above?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please describe what type of employee development programs will be available to professional/technical and/or unskilled personnel.		
B	Does or will the Project (or Project Company) offer other employee benefits that exceed local legal requirements to both current and new <u>non-management</u> employees identified above in Question 1A above?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please provide a list of employee benefits ¹³ that exceed local law that are or will be available to non-management personnel:		
C	Please provide the average monthly wage (in local currency) that is or will be paid to full-time equivalent unskilled employees identified in Question 1A above.	____ local currency/month	
D	Please provide the average monthly wage (in local currency) that is or will be paid to full-time equivalent professional/technical employees identified in Question 1A above.	__ local currency/month	
4. PROJECT ENVIRONMENTAL AND COMMUNITY IMPACTS			
A	As a result of this OPIC-supported investment, will the Project implement initiatives (either corporate or transactional) which are directed at restoring and/or preserving the environment?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If "Yes", please explain (e.g. paperless banking, favorable financing terms for Project clients engaging in activities which preserve the environment).		
B	Does (or will) the Project contribute money towards activities that benefit local communities (e.g., recreational facilities, schools, medical clinics, scholarship programs, other charitable activities ¹⁴)?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please provide the actual or expected annual budget for these activities and describe these activities.		____ \$/year
C	Does the Project have an Environmental and Social Management System (ESMS ¹⁵)? If Yes, please attach a copy of the ESMS (in English).	<input type="checkbox"/> Yes	<input type="checkbox"/> No

¹² Project Company: The entity that directly undertakes the Project, which may or may not be the direct beneficiary of OPIC's support (depending on the proposed structure of the transaction).

¹³ Please include "family-friendly" benefits, such as flexible work schedules, extended paid maternity leave, child care.

¹⁴ Philanthropic and/or charitable initiatives not directly related to the business operations of the Project Company.

¹⁵ An ESMS typically includes: 1) An Environmental and Social Policy that defines the environmental and social objectives of the Sponsor; 2) An organizational structure that defines the roles, responsibilities, and authority to implement a project's environmental and social requirements; 3) An Occupational Health and Safety Plan that describes potential worker hazards, provides preventative and protective measures and training for workers; 4) An Environmental and Social Management Plan which identifies actions and measures to minimize environmental and social risk during the construction and operation of a project; 5) An Emergency Preparedness and Response Plan that describes the response to accidental and emergency situations associated with a project so as to mitigate harm to people or the environment; 6) Stakeholder Engagement Plan that describes the process for keeping a project's affected communities informed about its activities and progress; 7) Grievance Mechanism to facilitate resolution of Affected Communities concerns about a project.

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5. PROJECT HUMAN RESOURCE MANAGEMENT			
A	Does (or will) the Project have written human resources policies?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please attach a copy of the Project Company's human resource policies (in English).		
B	If Yes, please indicate the areas covered by the human resources policies:		
	Mechanism(s) for workers to express grievances (e.g., direct access to supervisors and/or the human resources department, workers' committees, and/or trade union reps, anonymous hotline).	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	Disciplinary procedures.	<input type="checkbox"/> Yes	<input type="checkbox"/> No
C	Are terms of employment clearly communicated to each worker?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please describe how employment terms are (or will be) communicated to each worker and attach verifying documentation, such as a sample employment contract.		
	If Yes, please indicate the person who is (or will be) responsible for implementing the Project Company's human resource policies.		
D	Does (or will) the Project have management experience in applying international labor standards, such as those in the IFC Performance Standards?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please specify.		

6. PROJECT LABOR-RELATED ISSUES			
Does (or will) the Project involve the following?			
A	Migrant or foreign workers (excluding foreign national management or highly-skilled non-manual workers).	<input type="checkbox"/> Yes	<input type="checkbox"/> No
B	Workers under the age of 18 (directly or indirectly employed by the Project).	<input type="checkbox"/> Yes	<input type="checkbox"/> No
C	Restructuring which results in a major retrenchment (i.e., lays off significant numbers of workers).	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If yes, please describe.		
D	Known non-compliance with local laws or other applicable labor standards (self-diagnosed, or as a result of official inspections or other audits).	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If yes, please describe.		
E	Is there an onsite trade union?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, what percentage of workers are covered by a collective bargaining agreement?	_____ %	
	If Yes, please attach a copy of the collective bargaining agreement, if applicable.		
F	Labor-related lawsuits against the Project	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please describe.		

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G	Labor unrest in the last three years in the form of strikes or other general industrial disputes.	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please describe.		
H	Ongoing or unresolved issues/disputes with a Project trade union.	<input type="checkbox"/> Yes	<input type="checkbox"/> No
I	Is there onsite security?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, are security guards armed?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	Is security publically or privately contracted?	<input type="checkbox"/> Publicly Contracted	<input type="checkbox"/> Privately Contracted

7. BUSINESS INNOVATION

Please indicate if the Project will operationalize a product, process, and/or technology that is new or not widely used in the domestic sector as a result of the OPIC-supported investment. Where applicable, please indicate whether any of these factors are new or uncommon in the Project Country and provide details.

A	Products and services.	<input type="checkbox"/> New	<input type="checkbox"/> Uncommon	<input type="checkbox"/> No
	If New or Uncommon, please describe.			
B	Business Processes ¹⁶	<input type="checkbox"/> New	<input type="checkbox"/> Uncommon	<input type="checkbox"/> No
	If New or Uncommon, please describe.			
C	Production and/or processing technologies ¹⁷	<input type="checkbox"/> New	<input type="checkbox"/> Uncommon	<input type="checkbox"/> No
	If New or Uncommon, please describe.			
D	Will there be any technical assistance provided by the Project? ¹⁸	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
	If Yes, please describe.			
E	Has (or will) the Project secure(d) voluntary sustainability certification from an internationally-recognized certifying authority ¹⁹ ?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
	If Yes, please identify.			

¹⁶ Examples may include, but are not limited to: methods used to deliver products or services; methods used to improve the company's supply chain; managerial practices to improve transparency or employee productivity. Expertise provided by Investment Funds to portfolio companies should be included.

¹⁷ Examples may include, but are not limited to: equipment upgrades, creation of manufacturing technology efficiencies, IT enhancements.

¹⁸ Examples may include, but are not limited to: training of customers, industry counterparts, suppliers.

¹⁹ Examples may include, but are not limited to: Fairtrade International, International Sustainability and Carbon Certification, International Standards Organization certificates.

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PART III – EFFECTS OF PROJECT ON THE U.S. ECONOMY

1. PROJECT COUNTRY REGULATORY ENVIRONMENT			
A	Does (or will) the Project occupy a monopoly position in any of its markets?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If "Yes", please explain.		
	If No, please estimate how many firms currently provide the same or similar products and/or services in the local market.	_____#	
B	Does (or will) the Project Country government have majority ownership or effective management control of the Project?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If "Yes", please explain.		
C	Are there any Project Country performance requirements (e.g., local content requirements or incentives, minimum export requirements, maximum import requirements, or local hiring requirements) that might affect Project imports, exports, or employment?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If "Yes", please explain.		
D	Does (or will) the Project result from or cause any Project Country reforms, new legislation, or new regulations?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If "Yes", please explain.		

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2. INITIAL SOURCES OF PROJECT FUNDING²⁰					
		Debt	Equity	Other ²¹	TOTAL
A	OPIC:	\$	\$ N/A	\$	\$
B	Applicant (or Financial Intermediary): ²²	\$	\$	\$	\$
	What amount, if any, is from an offshore non-U.S. source? ²³	\$	\$	\$	
C	U.S. sources other than Applicant (or Financial Intermediary) (please specify source and amounts per source):	\$	\$	\$	\$
	What amount, if any, is from an offshore non-U.S. source?	\$	\$	\$	\$
	What amount, if any, is from a U.S. public source (e.g., USAID grants, Export-Import Bank financing, U.S. Trade and Development Agency grants)? (please specify)	\$	\$	\$	\$
D	Project Country sources (please specify source and amounts per source)	\$	\$	\$	\$
E	Non-U.S. and non-Project Country sources (please specify sources, countries, and amounts per country):	\$	\$	\$	\$
F	Development Finance Institutions (e.g. International Finance Corporation, Inter-American Development Bank, etc.)	\$	\$	\$	\$
G	Other sources (please specify):	\$	\$	\$	\$
H	INITIAL PROJECT FUNDING TOTAL :	\$	\$	\$	\$²⁴

²⁰ OPIC's Office of Investment Policy uses this information to analyze the projected U.S. Balance of Payments effects.

²¹ Please specify type of funding (e.g. technical assistance or management service agreements, leases, consigned equipment).

²² Includes: 1) Unguaranteed framework partner contribution for OPIC-supported framework facilities and 2) Fund equity for OPIC-supported investment funds.

²³ Indicate the amount of U.S. funds that will not flow from the U.S. to the Project Country, but rather from another country. For example, a foreign bank account owned by a U.S. entity.

²⁴ This total should equal the total project funding from the Finance or Insurance application.

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3. INITIAL USES OF PROJECT FUNDING		
Refers to expenditures financed by the Project Funding Total included in Question 2H above.		
A	Purchased or spent in the Project Country	\$
	Of the amount in 3A above, how much will be spend on the procurement of goods and services from domestic suppliers? ²⁵	\$
B	Purchased from the U.S. ²⁶	\$
C	Purchased from countries other than the Project Country or the U.S. (please specify countries and amounts per country)	\$
D	Miscellaneous Project costs including costs not related to the procurement of assets/services (please specify what these costs represent, the countries in which these costs are incurred, and amount per country).	\$
E	TOTAL INITIAL PROJECT FUNDING USES:	\$²⁷

Note: The user will only see this section if they have entered an amount greater than \$0 into line 3B above.

4. INITIAL PROJECT U.S. PROCUREMENT								
Please list items to be procured from the U.S. from Question 3B, above. Also, please ensure that the total below is equal to the total in Question 3B above.								
Supplier	City, State	ZIP Code	Enterprise Characteristics			Product	Product Description	Procurement Amount (\$)
			Small Enterprise? ²⁸	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know		<input type="checkbox"/> New		
			Minority Owned?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know		<input type="checkbox"/> Used		
			Women Owned?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know		<input type="checkbox"/> Don't Know		
TOTAL								

²⁵ Excluding tax payments, utility costs, rent and internal labor costs.

²⁶ OPIC considers U.S. procurement to be equipment manufactured by, or services provided by, workers in the U.S. Equipment or services sourced from U.S. subsidiaries overseas should be listed in Question 3C.

²⁷ This total should equal the total provided in Question 2H immediately above.

²⁸ A U.S. small business is defined as: 1) An enterprise with revenues of < \$400 million or ≤ 500 employees OR 2) An individual with net worth ≤ \$100 million.

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5. OPERATIONAL PROJECT PROCUREMENT			
A	Will the Project procure goods and services from the U.S on an on-going basis after the Project is fully operational?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
B	Will the Project procure goods and services from Project Country sources on an on-going basis after the Project is fully operational?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Yes, please provide the average annual value of the Project's purchases of goods and services (excluding internal labor and utility costs) from domestic suppliers as a result of this OPIC-supported investment. Projections should be annual averages over a five year time horizon after the Project is fully operational.	\$	
Please briefly describe the goods and/or services that will be procured by these funds.			

6. OPERATIONAL PROJECT U.S. PROCUREMENT								
Please list items to be procured from the U.S. once the Project is fully operational. Figures provided below should be annual averages over a five year time horizon after the Project becomes fully operational.								
Supplier	City, State	ZIP Code	Enterprise Characteristics			Product	Product Description	Procurement Amount (\$)
			Small Enterprise? ²⁹	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know	<input type="checkbox"/> New <input type="checkbox"/> Used		
			Minority Owned?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know			
			Women Owned?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't Know			
TOTAL								\$

²⁹ A U.S. small business is defined as: 1) An enterprise with revenues of < \$400 million or ≤ 500 employees OR 2) An individual with net worth ≤ \$100 million.

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7. PROJECT SALES/PRODUCTION or INTEREST/FEE REVENUE (FOR FINANCIAL INTERMEDIARIES)							
A	Please provide current annual sales (or interest and fee revenue if a financial intermediary) and projected increases in annual sales (or interest and fee revenue) as a result of this OPIC-supported investment by the 5 th year of operations.						
Product	Current Annual Production Capacity		Projected Increase in Annual Production Capacity ³⁰ as a result of this OPIC-Supported Investment		Total Projected Annual Production Capacity		
	Current Annual Gross Sales Value/Revenue (\$US)	Current Annual Volume (Units) ³¹	Increase in Gross Annual Sales Value/Revenue (\$US)	Increase in Annual Volume (Units)	Total Annual Gross Sales Value/Revenue (\$US)	Total Annual Volume (Units)	
TOTAL							
B	Does the Project currently export or plan to export any of its production?					<input type="checkbox"/> Yes	<input type="checkbox"/> No
C	If Yes, please provide current annual exports and the projected increase in annual exports expected as a result of this OPIC-supported investment by the 5 th year of full operations.						
Exported Product	Export Country	Current Annual Export Sales		Projected Increase in Annual Export Sales ³² as a result of this OPIC-Supported Investment		Total Projected Annual Exports by 5 th year of operations	
		\$US	Volume (Units) ³³	\$US	Volume (Units)	\$US	Volume (Units)
TOTAL		\$		\$		\$	
D	Will the Project reduce dependency on imports?					<input type="checkbox"/> Yes	<input type="checkbox"/> No
If Yes, please explain.							

³⁰ Projections should be annual averages over a five year time horizon after the Project is fully operational.

³¹ Please provide volume in applicable units (e.g. tons).

³² Incremental figures should be annual averages over a five year time horizon after the Project is fully operational.

³³ Please provide volume in applicable units (e.g. tons).

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8. PROJECT PAYMENTS TO HOST GOVERNMENT			
A	Please provide all transfers ³⁴ to the host government made by the Project.		
Project Country	Current Annual Payment Figure (\$US)	Projected Increase in Annual Payment Figure ³⁵ as a result of this OPIC-Supported Investment (\$US)	Total Projected Annual Payments (\$US)
TOTAL			
B	If the Project is eligible for a tax holiday, indicate the duration of the tax holiday.		___ year(s)
C	If duties and/or tax payments to Project Country government will be reduced as a result of the Project, please estimate the amount lost. ³⁶		\$___

9. FINANCIAL OUTFLOW FROM PROJECT COUNTRY			
In each column, estimate the Project average annual financial outflow from the Project Country over a five year time horizon. Please only report those outflows related to this OPIC-supported investment.		Remittance to the U.S.	Remittance to Other Countries (please specify countries)
A	OPIC Payments (\$US)	\$	\$
B	Other Loan Principal and Interest (from U.S. or other lenders) (\$US)	\$	\$
C	Lease Payments (\$US)	\$	\$
D	Return on Initial Capital Investment ³⁷ (\$US)	\$	\$
E	Annual Fees (other than OPIC fees, please specify) ³⁸ (\$US)	\$	\$

³⁴ Includes payments to the government in the form of corporate income or profit taxes. Additional forms of transfer to be reported as appropriate include (i) sales taxes, (ii) net VAT, (iii) royalties, (iv) dividends and related taxes, (v) management and/or concession fees, (vi) license fees, (vii) tax on payment of interest, and (viii) other material payments net of any direct subsidies received.

³⁵ Projected figures should be annual averages over a five year time horizon after the Project is fully operational.

³⁶ For example, if project production will substitute for imports subject to tariffs.

³⁷ Includes dividends and profits.

³⁸ For up-front fees, please pro-rate for an annual estimate over the five year time horizon measured from the commencement of this OPIC-supported investment.