OPIC and the Information & Communications Technology (ICT) Sector

Dynamic Spectrum Alliance, April 28, 2016
OPIC Development Priorities

ICTs support OPIC’s development strategy.

OPIC’s Unique Position

“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
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**

*As of September 30, 2015*
OPIC’s ICT Projects Worldwide

OPIC’s current ICT exposure is $630 million across 37 projects in 25 countries.

Information Technology
• E-commerce
• Software development
• IT and business services

Operators
• DTH satellite TV
• TV and radio broadcasting
• Mobile voice and data (internet) networks
• Wireline broadband and triple play networks

Infrastructure Share
• Towers
• Data centers
• Submarine cables
Current OPIC Project

OPIC-supported Avantel SAS in Colombia and financed deployment of a 4G LTE wireless and fiber-optic broadband network.

“We feel privileged to have the presence of OPIC in Colombia and appreciate the work they have done in the country. We believe that technology is a tool for economic and social growth.”

— ICT Minister, David Luna, 10/2015*

Successful OPIC Project

OPIC-supported AIC Caribbean Fund (AIC) exits Columbus International Inc. and earns 5.2x multiple on its $65.8 million investment.

“As it expanded, Columbus raised the quality of telecommunications services in the region and simultaneously lowered the price by 90 percent.”

— Michael Lee-Chin, Portland Holdings (AIC fund manager), 3/2015*

OPIC Pipeline Projects

OPIC has $825 million in ICT projects in our pipeline.

Myanmar: $250 million loan to Apollo Towers for the development of a network of 2,500 telecommunications towers across Burma. Status: Board approved and negotiating final close.

India: $171 million loan to Tikona Digital Networks, to support the expansion of Tikona’s low-cost and rapidly scalable wireless broadband networks across India, a country that lacks widespread broadband service due to poor wireline infrastructure. Status: Board approved and negotiating final close.

Kenya: $4.1 million loan to Mawingu Networks to help the company expand rural connectivity utilizing unlicensed spectrum/TV white space. Microsoft is equity sponsor. Status: Mandate letter signed and in due diligence phase.
Contacts

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