

# OPIC Call for Proposals

## U.S. Bank Guaranteed Loan Facility

### Proposal Form

Thank you for your interest in OPIC's Call for Proposals inviting qualified private sector banks to submit proposals for the U.S. Bank Guaranteed Loan Facility ("GLF"). Please provide all of the information requested in this Proposal Form, save this file and attach with the other required files identified below to an e-mail message, subject line U.S. Bank Guaranteed Loan Facility and addressed to [gary.colyar@opic.gov](mailto:gary.colyar@opic.gov), with a cc: to [booker.weaver@opic.gov](mailto:booker.weaver@opic.gov).

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#### A. Contact Information:

1. Full Legal Name of the Bank	<input type="text"/>
2. Bank Legal Address:	
Street	<input type="text"/>
City	<input type="text"/>
State	<input type="text"/>
Zip Code	<input type="text"/>
3. Full Legal Name of Bank's Parent or Holding Company	<input type="text"/>
4. Bank's Parent or Holding Company Legal Address:	
Street	<input type="text"/>
City	<input type="text"/>
State	<input type="text"/>
Zip Code	<input type="text"/>
5. Name of Bank's Contact for Additional Information	<input type="text"/>
Contact's Telephone Number	<input type="text"/>
Contact's Fax Number	<input type="text"/>
Contact's E-mail Address	<input type="text"/>

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## B. Core Statistics and Information

1. Please submit the Bank's past three years' audited financial statements including auditor's opinion letter or past three years' annual reports submitted to the relevant U.S. regulatory authorities. Please submit electronic files containing this information.

2. What are the Bank's total assets, as reported most recently to the relevant U.S. regulatory authorities?

3. What is the value of the Bank's outstanding commercial loans, as most recently reported to the relevant U.S. regulatory authorities?

4. In what business sectors is the Bank's commercial loan portfolio concentrated?

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## C. Eligibility Requirements

1. Where is the Bank organized (city, state)?

2. What percentage of the Bank is owned directly or indirectly by U.S. citizens?

3. What is the Bank's Tier 1 capital ratio (Tier 1 capital as a percent of risk-weighted assets) as reported most recently to the relevant U.S. regulatory authorities?

4. What is the Bank's primary regulatory authority?

5. What is the expected loss on the Bank's total commercial loan portfolio, as reported most recently to the relevant U.S. regulatory authorities?

6. What percent of the Bank's total commercial loan portfolio is in loans made to small businesses (defined for purposes of this question as business loans of \$1 million or less), as reported most recently to the relevant U.S. regulatory authorities?

7. Please submit the Bank's commercial lending risk-rating policies and procedures (attach file(s) to return e-mail message).

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## D. Evaluation Factors

1. What is the total of the Bank's assets, as reported most recently to the relevant U.S. regulatory authorities?

2. What is the total of the Bank's commercial loans outstanding, as reported most recently to the relevant U.S. regulatory authorities?

3. What are the Bank's non-performing assets as a percentage of total risk-weighted assets, as reported most recently to the relevant U.S. regulatory authorities?

4. What is the Bank's Tier 1 capital ratio (Tier 1 capital as a percent of risk-weighted assets) as reported most recently to the relevant U.S. regulatory authorities?

5. What is the expected loss on the Bank's total commercial loan portfolio, as reported most recently to the relevant U.S. regulatory authorities?

6. What is the percentage of default on the Bank's total commercial loan portfolio, as reported most recently to the relevant U.S. regulatory authorities?

7. What is the percentage of asset loss given default for the Bank's total commercial loan portfolio, as reported most recently to the relevant U.S. regulatory authorities?

8. What is the percentage of loans made to small businesses (defined for purposes of this question as business loans of \$1 million or less) as compared to the Bank's total commercial loan portfolio, as reported most recently to the relevant U.S. regulatory authorities?

9. What is the ratio of the Bank's total commercial loans to total Bank assets, as reported most recently to the relevant U.S. regulatory authorities?

10. What is the percentage of loans (in U.S. dollars) made to entities/operations/activities located outside of the U.S. and Canada as compared to the Bank's total commercial loan portfolio?

11. What is the number of commercial loans made by the Bank to entities/operations/activities in [OPIC-eligible countries](#)?

12. What is the accumulated growth rate of the Bank's loan portfolio for entities/operations/activities located outside of the U.S. and Canada over the past 3 years?

13. Does the Bank have past experience as a lender for an OPIC guaranteed credit facility?

Yes  
No

14. Does the Bank have past experience with the U.S. Export-Import Bank's buyer financing programs under its medium- and/or long-term guaranty loan programs and/or project financing programs, and/or does the Bank have past experience with the SBA guaranteed lending program for export working capital and international trade?

Yes  
No

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## E. Evidence of Additionality

Please provide evidence of the extent to which participation in the Guaranteed Loan Facility will increase the Bank's lending to entities/operations/activities in [OPIC-eligible countries](#) above and beyond the level of lending that would occur without the existence of the Guaranteed Loan Facility. Please provide specifics to the extent possible, including potential regions/countries and business sectors where such loans may be made, and the approach that will be taken to identify such entities/operations/activities. Please provide the response in the text box at right.