

Information Summary for the Public

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| Host Country: | Brazil |
| Name of Borrower: | C21 Brasil Desenvolvimento Imobiliario Ltda – Brazil |
| U.S. Sponsors: | David L. Moyer and Antonio R. Martinez |
| Foreign Sponsor: | Roberto K. Menescal |
| Project Description: | The development of Century 21 brand real estate franchising in Brazil. |
| Total Project Cost: | \$5,870,000 |
| Proposed OPIC Loan: | \$3,000,000; 8 years |
| Developmental Effects | <p>The project will have a positive developmental impact on the host country. Real estate franchising is an underdeveloped sector in Brazil, and there is a lack of foreign investment in this sector. Century 21 Brazil has become the second largest real estate franchise system operating in Brazil and, with OPIC's assistance, will soon become the largest one at current growth rates. The project will have significant knowledge transfer impacts, as the U.S. parent company will establish its international best practices in the real estate agency sector in the host country. The project will improve the company's internet infrastructure, introduce online training for staff members, and enhance management functionality.</p> |
| Environment: | <p>Projects that involve loans that may be used in part for the construction of a commercial office building are screened as Category B projects under OPIC's environmental guidelines because impacts are site specific and readily mitigated by proper environmental management. The major concerns related to commercial office development are project siting, the need for access to potable water, appropriate waste disposal, and removal of solid waste. Appropriate life safety and fire protection measures should be incorporated into the project design.</p> <p>Impacts and Mitigation Measures. Since this transaction does not have a discrete project identified at the time of request for clearance, the Borrower will be required to seek OPIC's consent prior to any construction. At that time they must demonstrate that any new construction meets OPIC's statutory and policy mandates including that it is safe, healthy and habitable, adheres to all host country regulations, follows international best practices for building safety, is not located on contaminated land or in an area</p> |

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| | vulnerable to natural hazards, has potable water and adequate sanitation, and is designed in accordance with international fire and life safety requirements.. |
| Worker Rights: | OPIC's statutorily required standard worker rights language will be supplemented with provisions concerning the right of association, organization and collective bargaining, and minimum age requirements. Standard and supplemental contract language will be applied to all workers of the Project. |
| Human Rights: | In consultation with the Department of State, the project received a Human Rights Clearance on November 17, 2009. |