

INFORMATION SUMMARY FOR THE PUBLIC

Host Countries:	Global
Name of Borrowers:	Greenlight Planet, Inc. and Greenlight Planet Hong Kong Limited (collectively “GLP”)
Project Description:	<p>GLP is a social enterprise that provides ‘off grid’ solar lighting systems to populations in emerging markets, including over 30 countries in Asia, Africa and Latin America. GLP distributes its lighting systems through sales to its global partners, which are typically large MFIs, foundations and consumer product companies that distribute GLP’s products to end customers. GLP also distributes its products directly to end customers in select countries through its direct-to-village (“DTV”) sales agent network. GLP’s solar lighting products are marketed under the SunKing brand name and have a demonstrable impact on the health and productivity of their users and an overall positive impact on the environment.</p> <p>Approximately four million SunKing solar lights have been sold globally. GLP has eleven offices, over four hundred full-time employees and six thousand Sun King micro-entrepreneurs in its DTV network.</p> <p>The OPIC loan will be used to provide working capital financing to its global partners and to a lesser extent to support the development of the DTV sales distribution network in Sub-Saharan Africa.</p>
Proposed OPIC Loan:	\$5,000,000
Total Project Costs:	\$19,750,000
U.S. Sponsor:	U.S. equity ownership of 62.5%, consisting of MAPP LLC, a Delaware limited liability company, owns 19.5% of the shares of GLP. Individual U.S. citizens and GLP co-founders, Thomas Patrick Walsh and Anish Harsh Thakkar own 17.0% each of the shares of GLP. The employee stock option plan owns 7.2% of GLP shares. Individual U.S. citizens Bran Fortner, Dharmendra Sahay and Arun Shastri each own 0.6% of the shares.
Foreign Sponsors:	FIL Capital Investments (Mauritius) II Limited, a Mauritius limited liability company, managed by Fidelity Growth Partners; Oasis Capital, a Mauritius limited liability company, managed by Bamboo Finance; and an individual Indian citizen: Mayank Arun Seksaria.
Policy Review	
U.S. Economic Impact:	The project is not expected to have a negative impact on the U.S. economy, as sales will be localized in developing countries. The

	<p>project is expected to generate initial and ongoing operational procurement from the U.S., which will have a small, but positive, impact on U.S. employment. The project is expected to have a net negative effect on the U.S. balance of payments over the first five years.</p>
Developmental Effects:	<p>This project will have positive developmental impacts throughout the numerous countries in which GLP operates. The increase in scale and capacity made possible by project funding will significantly expand the number of households in developing countries with access to affordable solar lighting and generation options provided by the company. The project will also create numerous managerial, professional, and unskilled labor jobs and will provide some benefits beyond those required by local law.</p>
Environment:	<p>Projects involving extension of credit to distribution partners that do not involve any construction are screened as Category C projects under OPIC's environmental and social guidelines. Environmental, health, safety and social impacts are minimal. However, in order to insure that project activities are consistent with OPIC's statutory and policy requirements the Borrower will be subject to conditions regarding the use of proceeds.</p>
Workers Rights:	<p>OPIC's statutorily required standard worker rights language will be supplemented with provisions concerning the right of association, organization and collective bargaining, minimum age for employment, hours of work and the timely payment of wages. The project will also be required to operate in a manner consistent with the requirements of the International Finance Corporation's Performance Standard 2 on Labor and Working Conditions.</p>
Human Rights:	<p>OPIC issued a Human Rights clearance for this project on July 22, 2015.</p>