U.S. Commercial Service
UKRAINE

Doing Business with the USA

Comrat, Moldova

March 29, 2012

U.S. Commercial Service

The U.S. Commercial Service is a program of the U.S. Department of Commerce's International Trade Administration.

Our mission:

- To promote the export of goods & services from the United States, particularly by small- and medium-sized businesses
- To represent U.S. business interests internationally
- To help U.S. businesses find qualified international partners

Our Network & What it can do for you

- Trade specialists in 108 U.S. cities and more than 140 posts in 80 countries worldwide...

We can...

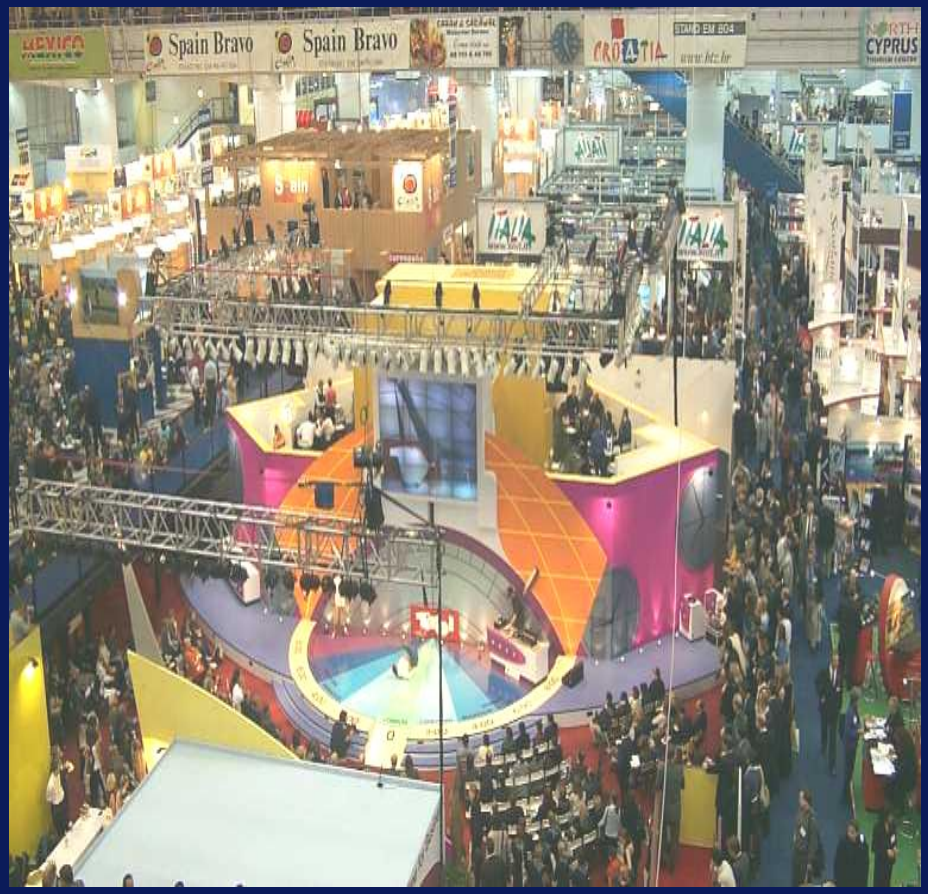
- Locate U.S. products, services, or business partners
- Introduce your company to thousands of qualified U.S. companies at local and U.S. trade shows

Products & Services

- International Buyer Program
- Catalog Exhibitions
- Gold Key Matching Service
- Trade Leads
- Trade Counseling
- Commercial News USA
- US Tourism Promotion

International Buyer Program

- Delegation coordination to major trade shows in the U.S.
- Including travel logistics and on-site business counseling
- Benefit from travelling with a U.S. government recognized group
- Over 30 shows a year



IBP Schedule CY2012-13

- Shows in all key industries. Please see the handout for more info or contact us.

Gold Key Matching Service

Appointment scheduling service for foreign companies that are looking for U.S. products & services

- Customized set of appointments arranged for you domestically and in U.S. states & cities
- Post-meeting debriefing with our trade specialists and assistance in developing follow-up strategies
- Help with travel, accommodations, interpreter service, and clerical support

Trade Counseling

Our trade specialists work directly with our team in the U.S, getting you all the information and advice that you need.

We can help you:

- **Identify U.S. products and services that you are looking for**
- **Evaluate international competitors**
- **Identify and comply with legal and regulatory issues**
- **Advise on trade financing, project investment, make introductions**

Commercial News USA

- Monthly trade magazine that lists U.S. products and services
- Distributed free to more than 400,000 buyers from around world
- Available by mail or online
- Sign-up now and purchase some great U.S. products

Check out www.export.gov/cnusa for more information

USG Trade Financing

U.S. Trade & Development Agency (TDA) http://www.ustda.gov

Grants:

- Feasibility Studies (incl. Definitional Missions)

- Orientation Visits

- Reverse Trade Missions

U.S. Export-Import Bank

http://www.exim.gov

- Medium and Long –Term Financing, up to 85% of US content

- Range: $100,000 - $250,000,000

-- Term: up to 7 years

Overseas Private Investment Corporation (OPIC) http://www.opic.gov

- US investment insurance & financing

- Range: up to $250,000,000 ($25-80,000,000 for hotels)

- Min. 25+1% US share / US hotel operator

U.S. TDA Program Activities

Matching U.S. Commercial Interests with Development Opportunities

International Business Partnership Program

- Reverse Trade Missions
- Conferences/Workshops

Project Development Program

- Feasibility Studies
- Pilot Projects

U.S. TDA Funding Criteria

U.S. TDA evaluates projects based on the following criteria:

- Development priority in the host country
- Likelihood of receiving implementation financing
- Mutual benefits for the United States and partner country, including commercial opportunities for U.S. firms

The Export-Import Bank of the United States (Ex-Im Bank)

Ex-Im Bank is the official export credit agency of the United States

Ex-Im Bank provides:

- Working capital guarantees (pre-export financing) – for U.S. exporters
- Export credit insurance
- Loan guarantees
- Direct loans (buyer financing)

Overseas Private Investment Corporation (OPIC)

OPIC is the U.S. Government development finance institution. OPIC works with U.S. private sector providing investors with financing, guarantees and political risk insurance.

European Bank
for Reconstruction and Development
(EBRD)

- EBRD, established in 1991, fosters transition to market economies in countries from central Europe and the Western Balkans to central Asia
- EBRD is funded by 63 countries and 2 intergovernmental organizations, works across 29 countries
- In Moldova the Bank focuses on three key areas: private enterprise, financial institutions and infrastructure

Key facts about the EBRD's work in Moldova

No. of projects	84
Net business volume	€593.9 million
Total project value	€1 billion
Gross disbursements	€340.5 million
Portfolio in private sector	72%

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WORLD BANK

The World Bank Group consists of five organizations:

- The International Bank for Reconstruction and Development (IBRD) lends to governments of middle-income and creditworthy low-income countries.
- The International Development Association (IDA) provides interest-free loans—called credits— and grants to governments of the poorest countries.
- The International Finance Corporation (IFC) provides loans, equity and technical assistance to stimulate private sector investment in developing countries.
- The Multilateral Investment Guarantee Agency (MIGA) provides guarantees against losses caused by non-commercial risks to investors in developing countries

- The World Bank's current portfolio in Moldova includes 27 active projects totaling US $317.5 million of net commitments.

- Since 1993, the Bank has provided US $961 million to finance over 70 operations, which have been aimed at supporting economic policy reforms, industry infrastructure, rural and human development and the financial and private sector.

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Department of Commerce

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