

**INFORMATION SUMMARY FOR THE PUBLIC
UNION BANK OF NIGERIA**

Host Country	Nigeria
Name of Borrower(s)	Union Bank of Nigeria
Project Description	<p>The proceeds of the OPIC Loan will be utilized by Union Bank of Nigeria to (i) expand its small and medium enterprise (“SME”) on-lending¹, (ii) expand on-lending to women-owned SMEs, women-led SMEs, women-supporting SMEs, and individual women borrowers, (iii) upgrade UBN’s digital banking products and technology, and (iv) grow its business in Nigeria through various strategic investments acceptable to OPIC ((i) through (iv) together, the “Project”).</p> <p>The Project qualifies for OPIC’s 2X initiative because (i) at least 25% of total OPIC Loan proceeds shall be made available for loans to women-owned SMEs, women-led SMEs, women-supporting SMEs, or individual women borrowers and (ii) UBN will agree to implement initiatives to better serve women customers and women’s businesses.</p>
Proposed OPIC Loan/Guaranty	\$200 million
Total Project Costs	\$286-352.7 million
U.S. Sponsor	Atlas Mara Limited
Policy Review	
U.S. Economic Impact	The Project is not expected to have a negative impact on the U.S. economy. There is no U.S. procurement associated with this Project, and, therefore the Project is expected to have a neutral impact on U.S. employment and the U.S. trade balance.
Developmental Effects	This Project is expected to have a highly developmental impact by expanding the availability of long-term financing to SMEs in Nigeria. Firms in Nigeria consider access to finance as the primary obstacle for growing their businesses, and only one-third of businesses have successfully obtained a loan from a financial institution. According to the World Economic Forum’s 2018 Global Competitiveness Report, Nigeria currently ranks 130 out of 137 countries on Ease of Access to Loans and 129 out of 137 in terms of Affordability of Financial Services. The Project will also help address the challenges that women entrepreneurs face

¹ For purposes of this transaction, an SME must meet IFC’s definition of a small or medium-sized enterprise with at least two of the following three characteristics: (a) not more than 300 employees; (b) total assets not exceeding the local currency equivalent of \$15,000,000, and (c) annual revenues not exceeding the local currency equivalent of \$15,000,000.

	<p>by providing technical assistance and long-term loans to women borrowers. In addition, UBN plans to implement initiatives to better serve women customers and women’s businesses. The World Bank estimates that 70% of Nigerian women are considered unbanked, compared to 53.7% of Nigerian men who are unbanked. Finally, the Project will help improve UBN’s technology and digital infrastructure, as well as potentially acquire a local bank, both of which will allow UBN to lower its costs and reach more customers.</p>
<p>Environment</p>	<p>Projects involving loans for the purposes of supporting on-lending to small and medium enterprises are typically screened as Category C projects under OPIC’s environmental and social guidelines. Environmental, health, safety and social impact concerns are considered minimal. However, in order to ensure that the Borrower’s loans are consistent with OPIC’s statutory and policy requirements the loans under the OPIC guaranty will be subject to conditions regarding use of proceeds.</p>
<p>Social Assessment</p>	<p>The Project will have impacts that must be managed in a manner consistent with the International Finance Corporation’s Performance Standards, OPIC’s Environmental and Social Policy Statement and applicable local laws.</p> <p>OPIC’s statutorily required language will be supplemented with provisions concerning non-discrimination and the use of loan proceeds, which will be restricted with respect to the borrower’s operations, including the employment of minors and other applicable labor law requirements. Standard and supplemental contract language will be applied to all workers engaged by the Project.</p> <p>The Project has developed policies and management systems that address social risk, including labor, commensurate with the risks associated with the Project’s activities.</p> <p>This review covers the commensurate human rights risks associated with financial intermediaries in Nigeria.</p>