

Public Information Summary
Aviom

Host Country:	India
Name of Borrower(s):	Aviom Housing Finance Pvt. Ltd. (“Aviom”)
Project Description:	<p>Founded in 2016, Aviom operates in an underserved segment of the housing finance market by offering housing loans in the 1-5 lakh rupee range, with an average loan size of around 2.75 lakh, or approximately \$4,000. Aviom provides credit to the undocumented income segment, most of whom do not have access to capital because they lack formal employment documentation and financial literacy. Raising the status of women in Indian society, Aviom provides housing financing to women enabling them to become the legal financiers of their homes.</p> <p>In addition, Aviom has created a unique marketing channel, called Aviom Shakti, in which over 8,000 women act as agents to introduce Aviom’s loan products to potential borrowers. The program serves the dual purpose of strengthening Aviom’s sourcing as well as empowering women in rural areas by providing additional income to those who generate creditworthy referrals.</p> <p>The Company currently has 19 offices in tier-two and tier-three towns in Rajasthan, Haryana and Madhya Pradesh (MP) and a portfolio of over 7,100 borrowers, totaling approximately \$25 million in loan commitments.</p> <p>OPIC will provide a ten-year, \$5 million local currency guaranty under its Portfolio for Impact (“PI”) program for Aviom. A local commercial bank, IndusInd Bank, intends to provide an Indian rupee-denominated loan to Aviom, where proceeds will be used to expand its portfolio of housing loans. This guaranty will facilitate financing of approximately 1,200 home loans to women in predominately rural areas with tenors up to 10 years, providing a demonstration effect to local financial institutions for the viability of mortgage lending to low-income and informal-employment household segments (the “Project”).</p>
Proposed OPIC Guarantee:	US\$5 million plus 10% foreign currency appreciation cover (up to \$500,000)
Total Project Costs:	\$31,900,000
U.S. Sponsor:	Mr. Kunal Sikka, a U.S. citizen
Foreign Sponsors:	Ms. Kajal Ilmi; Insitor Impact Asia Fund; Gojo & Company; Capital 4 Development Partners
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,

	<p>therefore the Project is expected to have a neutral impact on U.S. employment. The Project is expected to have a neutral U.S. trade balance impact.</p>
<p>Developmental Effects:</p>	<p>This Project is expected to have a highly developmental impact on the Indian economy through the provision of home loans exclusively for women in India. This company is focused on lending to low-income women clients in the northern states of Rajasthan and Madhya Pradesh, who are often underserved by financial institutions. India scores below regional averages on USAID’s Women’s Economic Empowerment and Equality Index, and according to the World Bank, the rate of women that have borrowed from a bank is half the rate of men in India. Furthermore, with a population of over one billion, housing has long been an issue in India. In 2015, the government announced its ‘Housing for All’ plan which aims to provide permanent housing to all Indians by 2022. This Project will provide capital to support women who want to buy, improve or build houses, and in turn support India’s larger goal of increased housing. The Project aligns with U.N. Sustainable Development goals 5 (Gender Equality) and 11 (Sustainable Cities & Communities).</p>
<p>Environmental & Social Assessment:</p>	<p>SCREENING: The Project has been reviewed against OPIC’s categorical prohibitions and has been determined to be categorically eligible. Mortgage and home renovation lending are screened as Category C projects under OPIC’s environmental guidelines because projects financed under the limited loan proceeds of these facilities are small in scope and are unlikely to result in significant adverse impact on the environment.</p> <p>APPLICABLE STANDARDS: Under OPIC’s Environmental and Social Policies, the Borrower is required to comply with applicable national laws and regulations related to environmental and social performance. OPIC’s environmental due diligence indicates that the Project will have impacts which must be managed in a manner consistent with the following International Finance Corporation’s (IFC) 2012 Performance Standards (PS):</p> <p>P.S. 1: Assessment and Management of Environmental and Social Risks and Impacts</p> <p>P.S. 2: Labor and Working Conditions</p> <p>Host Country Requirements: The Project is subject to the environmental laws and regulations of India including those related to occupational health and safety.</p> <p>KEY ENVIRONMENTAL & SOCIAL ISSUES AND MITIGATION:</p> <p>The Borrower has established an Environmental and Social Management System (ESMS) including procedures, roles and responsibilities to assess and manage the environmental risks related to its operations. The ESMS includes screening and evaluating its borrowers for conformance with its</p>

	<p>Environmental Policy and Exclusion List. The Borrower will be required to provide a healthy and safe work environment for its employees and that its branches are operated in a manner consistent with performance standard requirements on healthy and safe work environments.</p>
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