

DATA REPORT

Vietnam & South Korea: Catalysts of EB-5 Capital Investment

Data Source: U.S. Citizenship and Immigration Services (USCIS), U.S. Department of State

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Updated: July 2018

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Introduction

Using a combination of data from U.S. Citizenship and Immigration Services (USCIS) and U.S. Department of State, this analysis identified the six biggest trends in Vietnam and South Korea as EB-5 investor markets which present unique opportunities for raising EB-5 capital in these two growing and important markets.

Key findings of this analysis include:

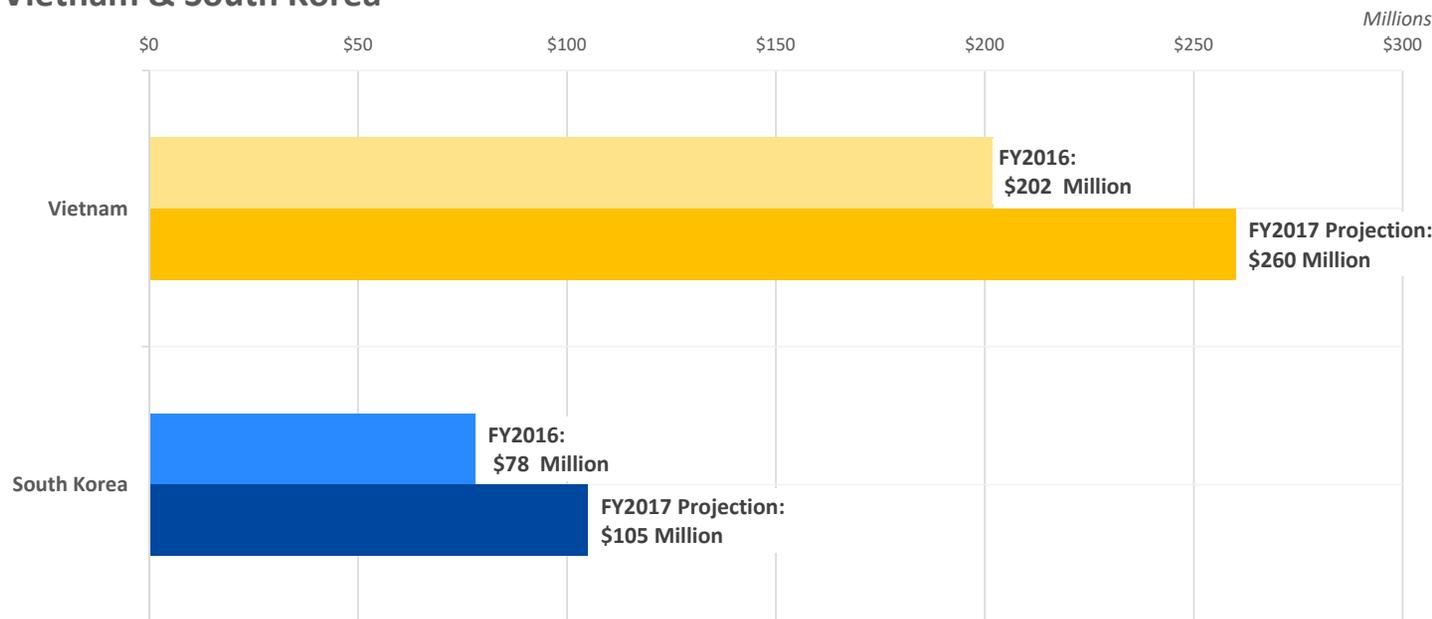
- Vietnam and South Korea accounted for \$280 million in EB-5 capital investment in FY2016, with a projection of \$365 million EB-5 investment in FY2017;
- Vietnam and South Korea experienced a significant growth in EB-5 investor filings over the past five years;
- Vietnam and South Korea are taking up higher market shares of I-526 filings among countries other than China since FY2013;
- Qualified Vietnamese and South Korean investors saw on average an 80% approval rating of I-526 filings;
- The majority of the EB-5 investors from Vietnam and South Korea reside in their home countries before applying for their green card; and
- Regional Center projects accounted for over 90% of the EB-5 investments from Vietnam and South Korea.

EB-5 Capital Investment

1. Vietnam and South Korea accounted for \$280 million in EB-5 capital investment in FY2016, with a projection of \$365 million EB-5 investment in FY2017.

Based on the I-526 statistics provided by USCIS, investors from Vietnam generated \$202 million in EB-5 investment in FY2016 while investors from South Korea invested \$78 million in EB-5 projects, totaling \$280 million in capital investment from these two markets alone. In addition, using the preliminary data that IIUSA received from USCIS, IIUSA projects the EB-5 capital investment from Vietnam and South Korea from FY2017 could reach \$260 million and \$105 million.

Figure 1: EB-5 Capital Investments in FY2016 and FY2017 (Projections)* in \$USD, Millions:
Vietnam & South Korea



Data Source: USCIS (IIUSA Obtained via FOIA)

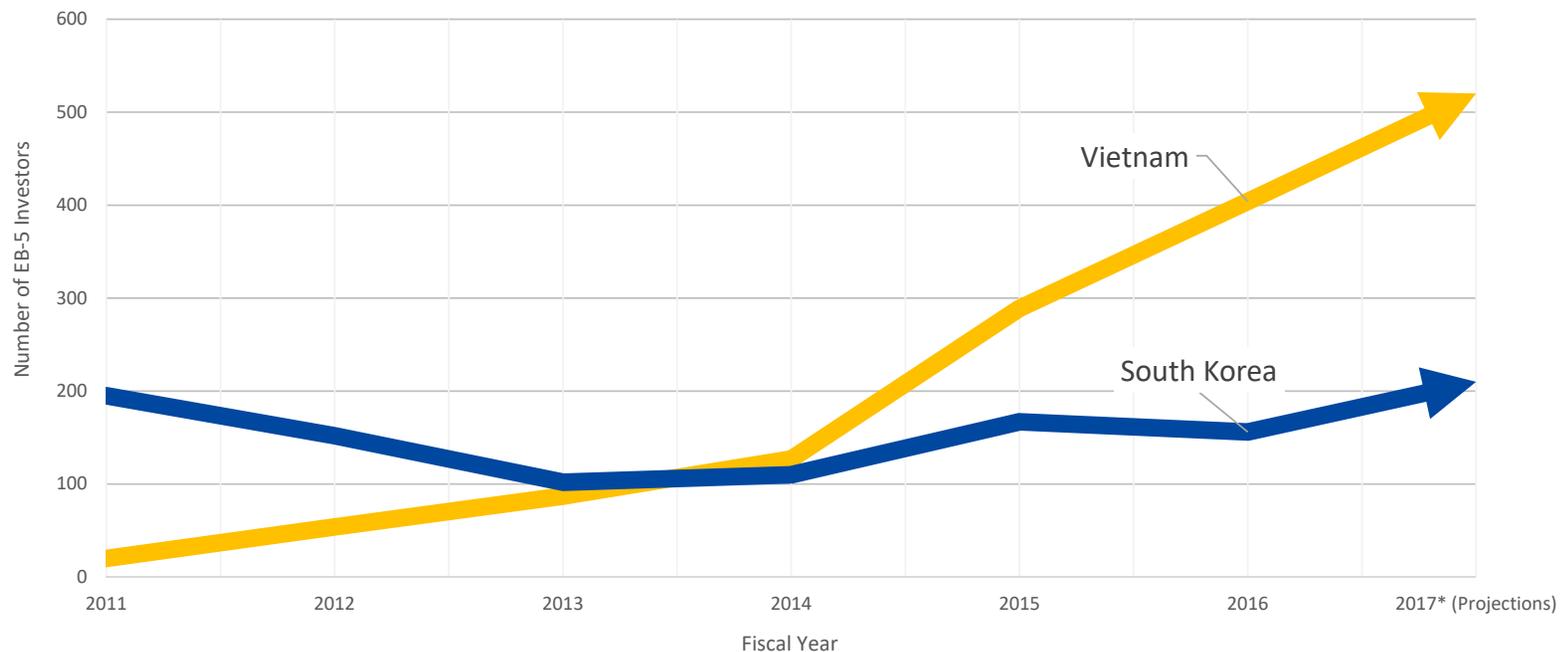
* EB-5 investment is calculated based on \$500,000 per I-526 filing.

Investor Growth

2. Vietnam and South Korea experienced a significant growth in EB-5 investor filings over the past five years.

As Figure 2 illustrates, there has been significant growth of EB-5 investors from Vietnam and South Korea since FY2011, as measured by I-526 filings. IIUSA projects that approximately 520 I-526 petitions were filed by Vietnamese investors in FY2017 and 210 I-526 petitions were filed by investors from South Korea, a respective growth of 498% and 106% in the last five years.

Figure 2: I-526 Filings Trends, FY2011 to FY2017 (Projections): Vietnam & South Korea



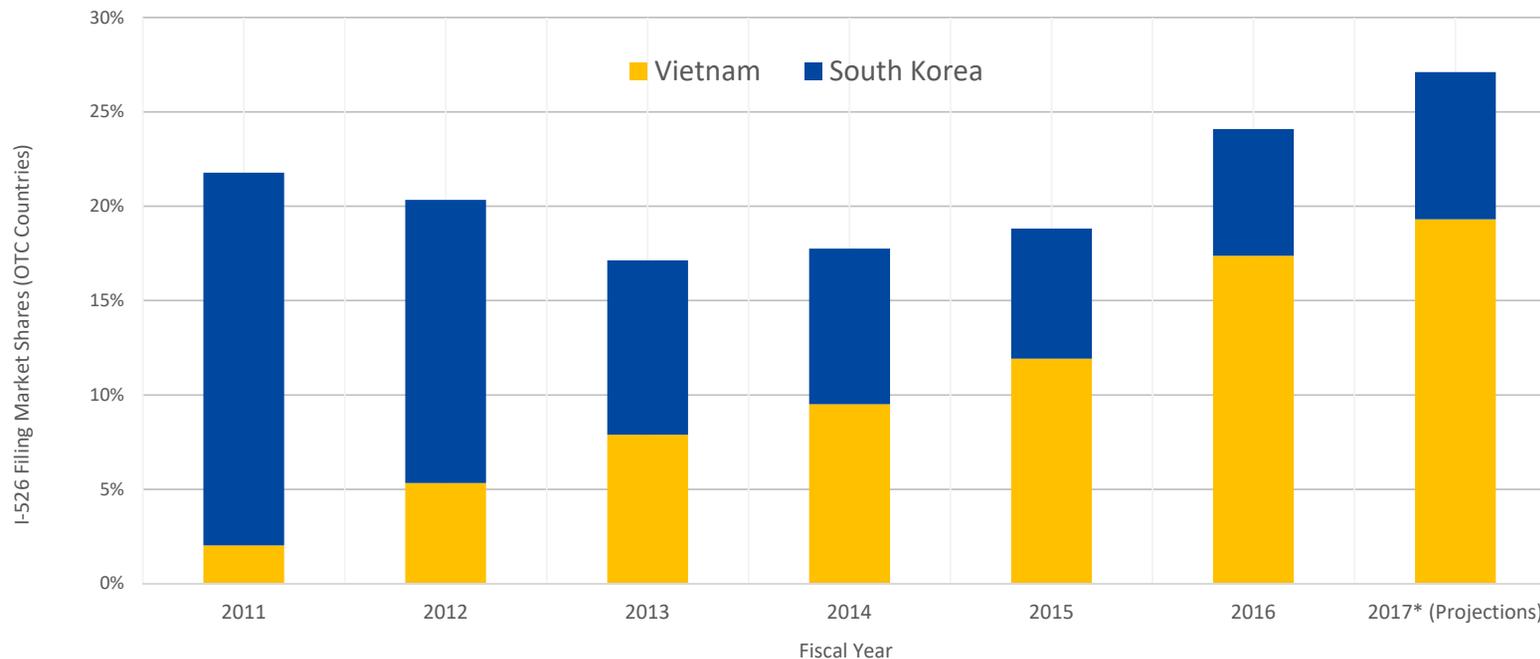
Data Source: USCIS (IIUSA Obtained via FOIA)

Market Shares

3. Vietnam and South Korea are taking up higher market shares of I-526 filings among countries other than China since FY2013.

As presented by Figure 3, since FY2013, Vietnam and South Korea gradually increased their market shares of I-526 filings among countries other than China (“OTC countries”), from a total of 16% in FY2013 to more than 24% in FY2016. In addition, IIUSA projects that these two markets could account for more than 27% of the total number of I-526 filings in OTC countries in FY2017, a growth of 3% in market shares from FY2016.

Figure 3: Combined Market Shares of I-526 Filings in OTC Countries: Vietnam & South Korea, FY2011 - FY2017 (Projections)



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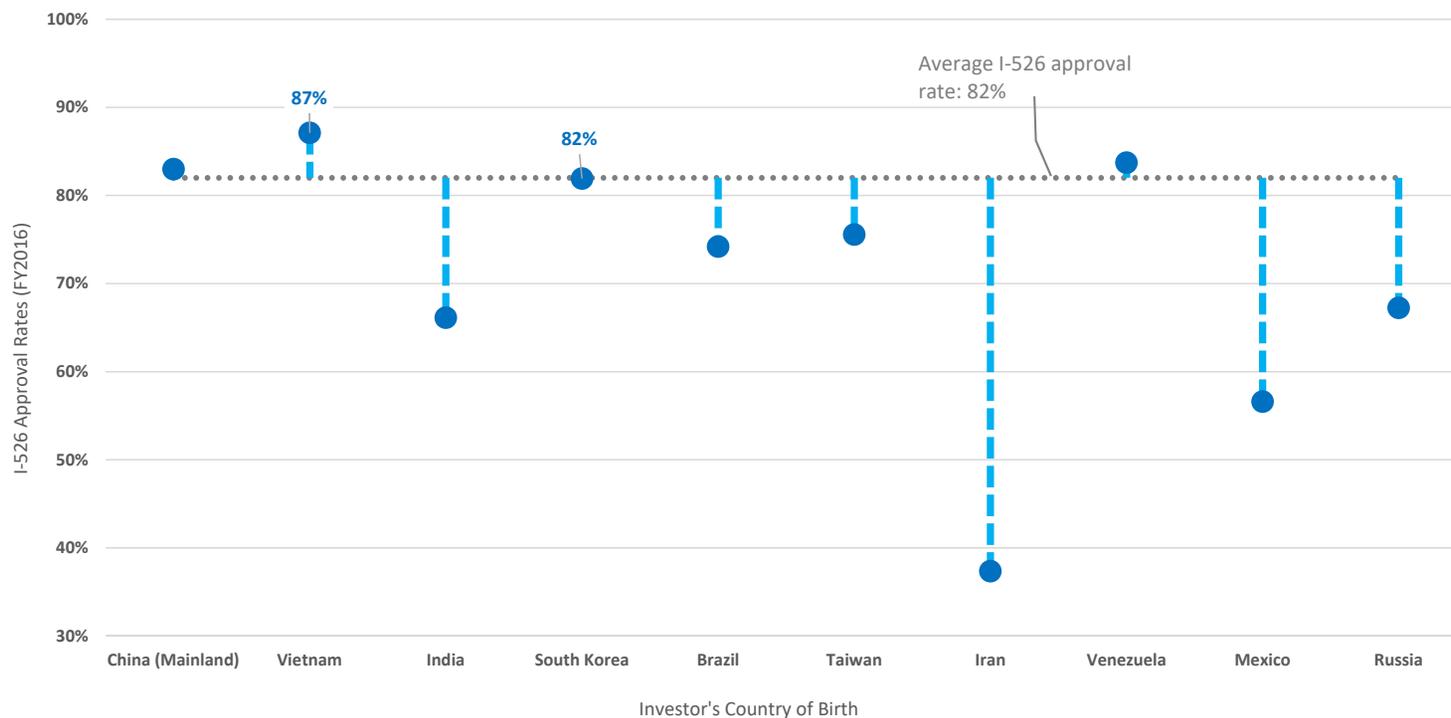
Data Source: USCIS (IIUSA Obtained via FOIA)

Approval Rates

4. Vietnam and South Korea provided qualifying EB-5 investors with on average an over 80% approval rate of I-526 petitions.

Data provided by USCIS showed that the average approval rate of I-526 petitions for Vietnamese EB-5 investors was 87% in FY2016, 5% higher than the average worldwide approval rate for EB-5 petitioners. In addition, the I-526 approval rate for EB-5 investors from South Korea was 82% in FY2016, higher than 6 of the top 10 countries with the most I-526 filings that year (illustrated by Figure 4).

Figure 4: Average Approval Rates of I-526 Petitions by Investor's Country of Birth versus Global Average, FY2016:



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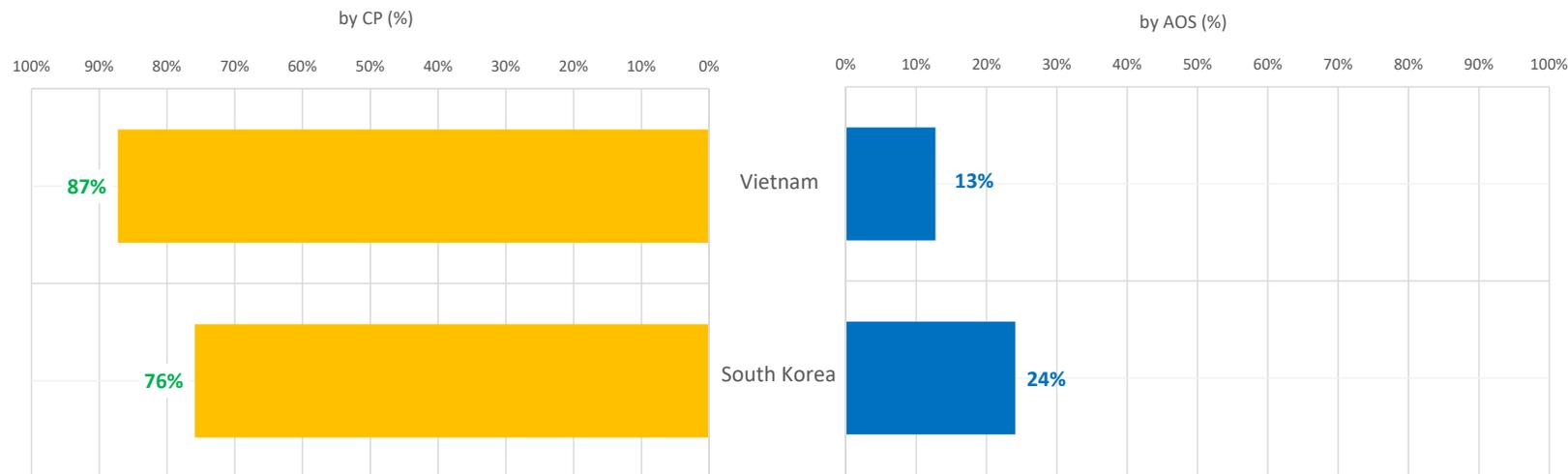
Data Source: USCIS (IIUSA Obtained via FOIA)

Investors Residency

5. The majority of EB-5 investors from Vietnam and South Korea reside in their home countries before applying for their green card.

It is important for EB-5 regional centers to know where potential investors are residing in order to present the EB-5 investment opportunities to them. The data from Department of States shows that 87% of the EB-5 visa applicants from Vietnam obtained their green cards in FY2017 through consulate processing; while 76% of South Korean EB-5 visa applicants also went through consulate processing to apply for their visas, indicating that the majority of EB-5 investors from these two markets reside in their home country before they are eligible for their conditional permanent residence in the U.S.

Figure 5: EB-5 Visa Usage by Consulate Processing (CP) versus Adjustment of Status (AOS): Vietnam & South Korea, FY2017:



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Data Source: U.S. Department of State

EB-5 Investment Preference

6. Regional Center projects accounted for over 93% of the EB-5 investments from Vietnam and South Korea

As presented in Figure 6, approximately 95% of the EB-5 visa holders from Vietnam obtained their EB-5 visas in FY2017 by investing in a Regional Center project. Similarly, 93% of the EB-5 visas issued to South Korean investors in FY2017 were associated with the investment made through Regional Centers, demonstrating that most investors from these two countries prefer Regional Center projects for their EB-5 investment.

Figure 6: Percentages of EB-5 Visas Used through Regional Center Projects: Vietnam & South Korea, FY2017



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Data Source: U.S. Department of State



Founded in 2005, Invest in the USA (IIUSA) is the national membership-based 501(c)(6) not-for-profit industry trade association for the EB-5 Regional Center Program (the “Program”). Its members account for a vast majority of capital formation and job creation in the U.S. resulting from the Program. IIUSA advocates for policies that will maximize economic benefit to the U.S. from the Program through advocacy, education, industry development, and research.

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