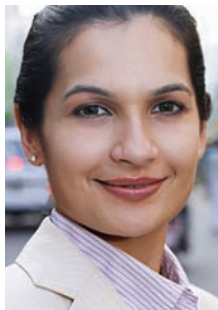


Financial Solutions for Buyers of Canadian Products





HELPING YOU BUY CANADIAN

Canadian suppliers can provide a diverse range of products, from sophisticated medical devices to world-renowned engineering services. Helping companies buy from these highly qualified suppliers is an integral part of Export Development Canada's (EDC's) mandate.

We do this by tailoring the right mix of financing products and guarantees, and by supporting them with advice from an unrivalled team of market and sector experts who understand your unique needs and can find solutions for them.

CONNECTING YOU TO CANADIAN INDUSTRY

We're here to provide you with answers and solve your business challenges through our partnerships with industry associations and with the Government of Canada's trade services. We can help you identify Canadian firms capable of supplying the technology, products, services and level of commitment you require.

If you would like to learn more about how we can support your business, call us at **1-800-368-6664** or visit our Financing Solutions for Foreign Companies web page. www.edc.ca/foreigncompanies



Delivering service where you live

Our dedication to meeting your needs goes beyond regular market visits. Since 1997, we have established full-time representatives in strategic markets around the world. This gives us a better appreciation of your business environment and allows you access to Canadian capabilities in your market and in your language.



FINANCING SOLUTIONS

DIRECT BUYER LOANS

If you need medium- to long-term financing to buy capital goods and services from a Canadian company, we can either lend you the money directly or arrange for a loan through another financial institution. We do not provide financing for the sale of commodities or raw and semi-processed goods.

LINES OF CREDIT

Prearranged lines of credit can make it easier for you to get the financing you need for multiple contracts. This also helps you better plan your business growth by allowing you to buy from various Canadian suppliers, secure in the knowledge that financing for these contracts is already in place.

LOAN SYNDICATIONS

If your non-Canadian company is planning to raise funds via a syndicated loan, for purposes that meet EDC's Canadian benefits criteria, we can consider participating in a loan syndication as a lender. In these cases, we can also manage the structuring of the syndication or act as an arranger. Our involvement might help you attract additional investors or lenders.

LEASING

If you find that leasing capital equipment is a more practical answer for you, we can provide a variety of capital-lease financing solutions.

Mutual benefits, mutual respect

We evaluate the transactions we support against our benefits criteria to ensure that both countries benefit by the trade. We consider the overall value to Canada in the exported goods or services; the economic spin-off benefits for both countries, such as jobs and ongoing trade creation; and the positive contributions to the economic prosperity of both nations. The degree of our involvement is directly influenced by our assessment of these benefits.

All potential EDC-sponsored projects that may affect the environment or the social conditions of a host country must undergo an assessment process, which is guided by our Environmental Review Directive. We also ensure that we are transparent about the businesses we support; that we promote the protection of internationally recognized human rights; and that we remain committed to high ethical standards that include anti-corruption safeguards.



FOR MORE INFORMATION

If you would like more information about what we can do to support your business with Canada, please call

1-800-368-6664

or visit

www.edc.ca

www.edc.ca/representatives