



## CREDIT INSURANCE

# PROTECT YOUR BUSINESS AS YOU GROW

**EDC's Credit Insurance protects you against the risk of not getting paid when doing business beyond our borders.**

Your accounts receivable are one of your company's most valuable assets. Whether you're looking to insure one receivable or multiple, our flexible coverage is for you. Our Credit Insurance not only protects against the risk of not getting paid, but it can help you get more cash to grow your exporting business.

### PROTECT AGAINST NOT GETTING PAID

Our Credit Insurance covers your losses from a range of commercial and political risks. That can mean the difference between profit and loss.

#### Profit versus loss

Not getting paid on even one shipment can mean the difference between annual profits or losses. Protect your bottom line with Credit Insurance.

#### Risks covered:

- › Customer bankruptcy or non-payment
- › Payment delays due to blocked funds or problems in the transfer
- › Hostilities in a customer's country
- › Issues with currency conversion or transfer
- › Contract cancellation
- › Customer's refusal to accept the goods
- › Cancellation of export or import permits

When Clearwater Seafoods charted its business course in 1976, it quickly recognized the value in exporting quality shellfish.

“EDC helped us grow and build our reputation internationally. We have used EDC since the late 1970s for Credit Insurance in our international markets.”

– Colin MacDonald, Chairman and CEO

Having the insurance and knowing the creditworthiness of his customers, MacDonald says enabled him to sleep at night and gave his lenders the confidence to increase his cash flow to grow his company.

Today, Clearwater is one of the world's leading seafood companies, renowned for its harvesting, processing and distribution of scallops, premium lobsters and other shellfish.

## Ensuring credit-worthy customers

With Credit Insurance, you can minimize the risk of non-payment by setting credit limits and leveraging EDC's insurance specialists to assess the insurability of a customer.

## Managing problem accounts

Our Credit Insurance is backed by a specialized team of debt-management professionals, who provide expert advice on collection practices and offer preferential rates with collection agencies. We can also place accounts in collection for you.

## GET MORE CASH

An easy and inexpensive way to get more cash is to insure your international invoices against the risk of not getting paid. Insuring a major asset secures its value, encouraging your bank to lend you more.

## Borrow against your invoices

Without insurance, your bank may not lend against your non-Canadian invoices. With our Credit Insurance protection, banks are often more willing to lend against invoices for up to 90% of their value, significantly increasing your access to cash.

## Direct bank payments

Claims can be paid directly to your bank to further reduce their risk and increase the bank's comfort in lending against these assets.

## Ensure investor confidence

Protecting your balance sheet against risk can give your investors the confidence to make a financial investment in your business.

## GROW YOUR BUSINESS

Having Credit Insurance increases your access to cash and gives you the confidence to expand and pursue new customers. You're also able to offer more competitive payment terms, knowing your risks are covered.

## Sell with confidence

Our Credit Insurance allows you to transfer many of the risks of new business and markets to us, giving you the confidence to grow your business.

## Enhance your competitiveness

Our insurance allows you to offer customers more flexible payment terms, which could help land new contracts. It also enables you to sell to new customers or increase your exposure with existing customers, knowing you're protected if they don't pay.

## Ensure customer problems don't affect your growth

In a tightly connected global marketplace, one bad debt can have a domino effect. Credit Insurance protects you against the things you can't control, like customer bankruptcy.

## HOW IT WORKS

Our Credit Insurance can be structured to:

- › Cover one sale as low as \$5,000 to multi-million-dollar sales
- › One-stop solution for domestic and international sales with policy administration done through a single digital portal
- › Protect all sales against a range of commercial and political risks

## OTHER PERKS

- › With a simple online tool, you can get coverage in minutes for up to \$500,000 per customer
- › With our coverage, you'll also have access to our financial support, market intelligence and expert resources to help you take on the world

## FIND OUT MORE

Check out our online tools at [www.edc.ca/insurance](http://www.edc.ca/insurance).

**Join thousands of Canadian exporters already working with EDC to protect against the risk of not getting paid.**

Call 1-888-220-0047 to speak to a qualified advisor or submit a question online at [www.edc.ca/CreditInsuranceQuestion](http://www.edc.ca/CreditInsuranceQuestion).