



EXPORT GUARANTEE PROGRAM

10 WORKING CAPITAL SOLUTIONS TO GROW YOUR INTERNATIONAL SALES

Need cash to boost your working capital, buy machinery or enter a new market? EDC's Export Guarantee Program (EGP) can help.

Whether it's your first or 100th international contract, we can partner with your bank to offer 10 working capital solutions to get the financing you need to meet operation costs, increase working capital or open an office outside Canada. Our EGP provides guarantees up to \$10 million to your bank to help extend your line of credit, provide term loans or margin international assets or inventory.

TAKE ON THE WORLD

Our EGP can help your bank provide you with additional financing to cover sales in a new market, buy equipment and help your suppliers work with you.

1. Finance sales in new markets

Our EGP can provide your bank with a risk-sharing guarantee, covering up to 75% of the line of credit to help them meet your needs.

« We work around the world and EDC has made it one step easier to do that. EDC mitigates our risk exposure and it makes doing global business a lot easier. There are several markets that, without EDC, we wouldn't have gone into. »

— Tony Chedrawy,
President and CEO of MetOcean Telematics,
Dartmouth, NS.

Canada

 **EDC**
TAKE ON THE WORLD

2. Build capacity to meet projected demand

Our EGP can give your bank a guarantee of up to 75% on a term loan for you to purchase equipment to fulfill your contracts.

3. Finance upfront costs for your international contracts

Our EGP can provide your bank with a guarantee of up to 75% to help you avoid a cash crunch while you grow.

4. Help your suppliers get financing

Our EGP can help your suppliers finance costs related to your export contract. The program can secure up to 75% of a loan provided by their bank.

SUPPORT YOUR INTERNATIONAL INVESTMENTS

Investing internationally helps you increase sales and profits, get closer to customers, and access supply chains, markets, technologies and resources. If you need the financing to set up an office and acquire or expand a local business, we can work with you and your bank to increase your borrowing capacity.

5. Establish yourself in your market

Our EGP can provide a guarantee to secure up to 100% of a bank loan in support of your investments outside of Canada such as an acquisition or expansion.

6. Support for your foreign affiliate's operating line

Secure a line of credit for your foreign affiliate without providing security. Our EGP can guarantee up to 100% of a standby letter of credit your bank issues to the international bank providing the financing you need.

MANAGE YOUR CASH FLOW

Our EGP provides flexible support to your bank, so you can get the financing you need to manage your cash flow.

7. Finance upfront costs on international contracts

Our EGP can provide your bank with a guarantee of up to 75% to help you avoid a cash crunch while waiting to get paid.

8. Invest by borrowing against your R&D tax refund

Our EGP can help your bank lend against your tax refund by providing a guarantee of up to 75% on the loan.

9. Access more cash by borrowing against international receivables

Our EGP can help your bank lend against them by providing a guarantee of up to 75% on the loan.

10. Maximize the value of your international inventory

Get the same borrowing value on your international inventory as your domestic. Our EGP can provide your bank with a guarantee of up to 100%, so they can lend against the value of your international inventory.

HOW IT WORKS

- › Our EGP shares the risk and security with your bank by providing a guarantee.
- › It encourages your bank to increase your access to needed financing.
- › To qualify for the EGP, your bank must be willing to establish a loan agreement with your company.
- › Fees are determined based on your credit rating, duration of coverage and the amount of financing needed.
- › The value of an EGP guarantee depends on your company's credit strength and the security associated with the loan.
- › Our total exposure under one or multiple EGP guarantees, in support of your business, can't exceed \$10 million.

Join thousands of Canadian exporters already working with EDC to help finance their business growth.

Call 1-888-220-0047 to speak to a qualified advisor or submit a question at www.edc.ca/EGPQuestion.