



## FINANCE YOUR INTERNATIONAL SALES

Having access to enough cash ensures that your business – and your return on investment – will flow that much more freely. With EDC's solutions, you can access the financing you need for every stage of your sales cycle, and you can even tip sales in your direction by offering favourable financing to your own customers.

EDC's solutions for financing international sales can work in collaboration with your company, your financial institution and other organizations to help you secure financing, cash flow, bonds or credit. Using these solutions means you can do the deal on time and on the money.

# FINANCIAL SOLUTIONS YOU CAN BANK ON



With Export Development Canada's (EDC's) financial solutions, you can get the financing you need, when you need it. Whether you're trying to increase production for an export order or free up working capital, EDC has an answer you can bank on. We can even provide financing for your customer, which may help you close your deal.

Check out the scenarios in this brochure and discover how you can get the financial solutions you need to seize new export opportunities and grow your business.

## Tip

When it comes to using EDC's financing solutions, your company's size really doesn't matter. About 80 per cent of our customers are smaller businesses, and you can benefit from our solutions even if you're making your very first international sale or if you have only a single customer. In fact, partnering with EDC is how many smaller companies get more clout and credibility with their banks.



# FINANCIAL SOLUTIONS THAT GROW WITH YOUR BUSINESS

The more accessible and reliable your source of cash, the easier it is to make confident business decisions. Regardless of your company's size or the stage of your sales cycle, using EDC financial solutions means you can consider pursuing your export goals.

## I NEED TO OBTAIN MORE WORKING CAPITAL, BUT MY BANK WANTS A GUARANTEE

With our export guarantee program, we can provide a guarantee to your financial institution to help you obtain additional working capital which you can then use to:

- › Finance your work in progress or your foreign-domiciled inventory.
- › Finance ongoing, export-related, working capital needs.
- › Finance equipment purchases and cover other expenses related to exports.
- › Finance your federal Scientific Research & Experimental Development Tax Credits.
- › Make business investments outside Canada.

# CASH IN ON THE EQUIVALENT OF A CASH SALE

Today's competitive global market means that sophisticated exporters don't just close a deal, fill the order and receive payment – they also provide or help to arrange loans and extended payment plans for their customers. Including attractive financing arrangements in your sales proposals, for both buyers and suppliers, can be a smart business move.

But once the deal is sealed, wouldn't you like to convert its promise of payment into ready cash that you can use for a new export venture? With EDC financing solutions, you can do just that. For example:

## I WANT TO OFFER MY CUSTOMER EXTENDED PAYMENT TERMS AND COMPETITIVE FINANCING

It's more important than ever to facilitate financing to your customers as part of your export sales plan. EDC's financial solutions can help by providing your foreign customer with the financing needed to purchase your capital goods and/or services, and the funds are typically disbursed directly to you as per the terms of your contract. Essentially, this makes it the equivalent of a cash sale for you. An additional benefit is that when EDC provides the loan, we assume the risk of non-payment on that loan.



## Tip

EDC has been in the export business for more than 60 years, and our experts can help you do business in up to 200 markets worldwide, including 130 emerging markets.

You can start discovering these new opportunities through the free resources and market intelligence available at [www.edc.ca](http://www.edc.ca). Look for the "Resources" button at the top of our home page – it will take you to detailed country information, valuable online tools, export primers, informative publications and reports, and much more.



## Tip

EDC's wide range of insurance solutions can protect your export sales against many different risks. Even better, using our insurance can encourage your bank to provide you with better access to financing, because it knows its investment in your company is protected. To learn more about our insurance products, visit [www.edc.ca/insurance](http://www.edc.ca/insurance).



## WANT TO KNOW MORE?

You can find out more about EDC's financial solutions by visiting  
[www.edc.ca/financingform](http://www.edc.ca/financingform)

Ce document est également disponible en français.