

## OUR TRACK RECORD

EDC is Canada's export credit agency, backed by the credibility of the Government of Canada. Our job is to support Canada's international trade by providing Canadian exporters and investors with credit insurance, financial services, bonding products and small business solutions. We carry out much of our business in collaboration with other financial institutions and the federal government.

Since 2009, we've been empowered to participate in domestic transactions that help Canadian exporting companies strengthen their ability to operate abroad. To maximize the private sector's part in these transactions, we work with insurance providers, financial institutions and the surety industry.

In 2013, we provided \$3.6 billion in commercial solutions for 464 companies, including \$54 million in domestic bonding and \$506 million in domestic credit insurance. In our reinsurance role, we also supported additional borrowing capacity for almost 400 small Canadian businesses.

**\$3.6B**  
in commercial solutions

## MORE INFORMATION



For additional information, white papers, success stories, and application forms, visit these direct links:

Account Performance Security Guarantee

**> [edc.ca/APSG](http://edc.ca/APSG)**

Export Guarantee Program

**> [edc.ca/EGP](http://edc.ca/EGP)**

Or call us at:

**1-866-899-0804**

# It's About More Than Exports



HOW EXPORT DEVELOPMENT CANADA  
CAN HELP YOU HERE AT HOME

## A NEW WORLD OF DOMESTIC OPPORTUNITIES



For more than 60 years, Export Development Canada (EDC) has been helping Canadian exporting companies respond to international business opportunities. But just because a deal is in Canada, it doesn't mean we can't help you. In 2009, our mandate was expanded, and we now have the power to support domestic transactions that will also strengthen Canadian exporters internationally.

So if you're looking to bid on supply contracts for big Canadian projects like Hebron, White Rose or Muskrat Falls, we can help. The services or products you provide will eventually become Canadian exports – and that means we can work with you to open up new opportunities right here at home.

## BIG PROJECTS, BIG CHALLENGES

Major projects can present huge supply opportunities for small and medium-size businesses. But the **bonding** and **financing** requirements of these projects can often seem like an insurmountable challenge to a company's resources.

Posting a bond, for example, is often a condition for a contract. But you'll have to provide your lender with collateral for the bond's value, which may squeeze your working capital so much that it could put a first-rate opportunity beyond your reach.

And then there's financing. Having enough of it means you can take on new business and larger contracts. But if your bank is unable to advance the funds you need, those doors to growth may abruptly close.

At EDC, we understand your challenges and have developed solutions that let you to take on new opportunities while minimizing risks.

## DOMESTIC SOLUTIONS FROM EDC



### Account PSG

An EDC Account Performance Security Guarantee (Account PSG) provides your bank with a 100 per cent unconditional and irrevocable guarantee that replaces the collateral needed for your bonds. You can use that money to manage your cash flow, bid on more contracts and better manage your business. And because you are pre-approved at a pre-set rate, you can plan your growth and be more competitive because you can bid on opportunities as they arise.

### EGP

Through the EDC Export Guarantee Program (EGP), we can provide more than 10 solutions for your cash-flow challenges. For example, we can partner with your bank to help you get the financing you need to grow your international sales including managing your work-in progress costs, increasing your working capital, buying equipment or opening an office outside of Canada.