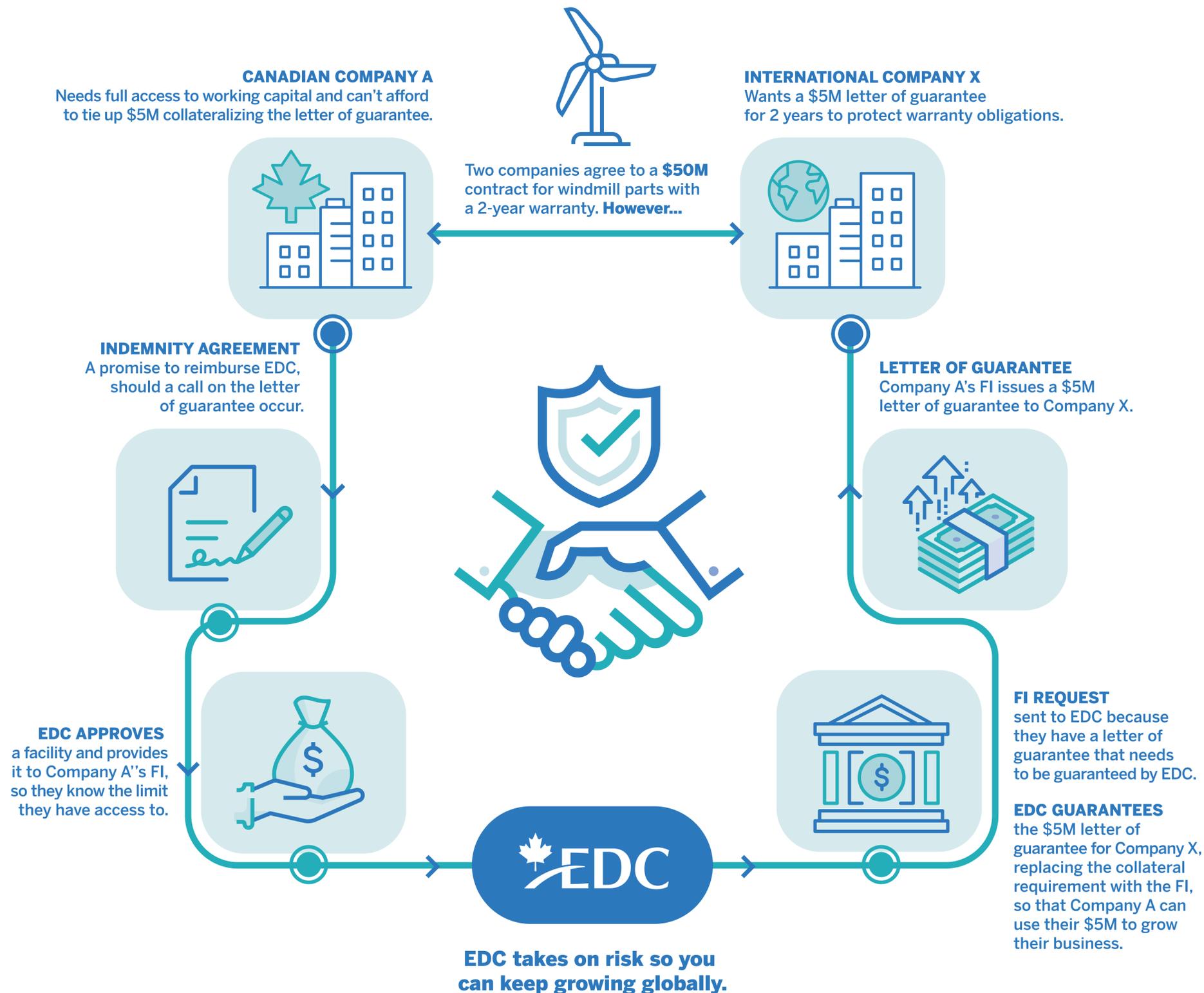


TURN COLLATERAL BACK INTO CASH: FUEL YOUR GROWTH WITH EDC'S ACCOUNT PERFORMANCE SECURITY GUARANTEE (APSG)

HOW DOES EDC'S APSG WORK?

Let's say Canadian Company A is selling windmill parts to International Company X. It's a \$50 million contract with a 2-year warranty on the parts. Company X wants to ensure Company A will honour the warranties and requires a \$5M letter of guarantee from a financial institution (FI), but Company A can't afford to lock up that \$5M in collateral.

EDC's APSG can replace the collateral required by the FI to post the letter of guarantee and can free up that money so you can invest in growing your business.



BENEFITS TO EDC'S APSG:



INCREASE BUSINESS VOLUMES
Having a pre-approved facility, coupled with unfettered access to your cash and working capital, means you can invest those dollars in other areas to grow your business.



NEGOTIATE BETTER SUPPLIER TERMS
With the ability to issue a supplier guarantee, you can negotiate open account terms and a more favourable payment schedule, which can help improve your business' cash flow cycle.



PROTECT PROFIT MARGINS
Having a predefined rate means you can price contracts, accordingly, allowing you to anticipate costs and protect your profit margins.



MANAGE CASH FLOW
An APSG supports advance payment guarantees, enabling more flexible customer payment schedules to better manage your cash flow.



DECREASE BID RESPONSE TIMES
Having a predefined facility means your administrative burden is reduced, giving you the agility to react to bids quickly.



ENHANCE CREDITWORTHINESS
With a pre-approved facility in place, you can respond to your customers' letter of guarantee requirements quickly and easily, enhancing your creditworthiness and your ability to deliver on their projects.

LEARN MORE.

UNLOCK COLLATERAL TIED UP IN LETTERS OF GUARANTEE.