



CLEANTECH

EDC HELPS CANADIAN CLEANTECH SCALE UP TO GLOBAL MARKETS

You're a Canadian cleantech company with demonstrated technology.

You're starting to export but need help. That's where we come in. Our specialized Cleantech Team provides solutions for financing and risk protection, expert knowledge and connections for global contacts, so you can grow your business with confidence.

GROWTH AND WORKING CAPITAL FINANCING

Scale up and build your credit strength

We offer direct loans to finance work-in-progress costs, expand operations, or enter new markets.

Maximize your cash flow

With guarantees to your bank for loans up to \$10 million, the Export Guarantee Program (EGP) helps extend your line of credit and provide term loans for work-in-progress costs, buying equipment or opening an office outside Canada, and increasing your working capital.

Increase your working capital with bonding guarantees

The Account Performance Security Guarantee (APSG) and Foreign Exchange Facility Guarantee (FXG) replace the collateral your bank needs for letters of guarantee or foreign exchange contracts.

Get large-scale project support and financing

We act as a partner to support, arrange and underwrite financing for large-scale cleantech projects.

Accelerate your global growth

EDC invests directly or indirectly in growth capital for high-potential Canadian cleantech companies to help them expand into global markets.

RISK PROTECTION

Ensure you get paid

Our Credit Insurance can cover up to 90% of your losses if a customer doesn't pay and allows you to extend your payment terms.

MARKET KNOWLEDGE AND GLOBAL CONTACTS

Make informed decisions

We provide detailed information on countries and markets, along with in-depth economic analysis and research on trade issues that matter to you.

Meet global companies that need your technology

Our connections with international companies give us the opportunity to introduce your technology to supply chains that need it.

We can help if you are:

- A Canadian cleantech company with a demonstrated technology or service proven to reduce environmental impacts
- Securing your first export contract or already exporting

Committed to sustainability and prosperity for Canada

As Canada's Export Credit Agency, we are committed to working with Canadian cleantech companies to help realize the economic and environmental benefits of clean technology. Our Cleantech Team has leading financial and trade experience to support the growth of Canadian cleantech companies.

CLEANTECH AT EDC

- › Support for cleantech business was over \$2.4 billion in 2019.
- › In 2019, we provided financial solutions to 227 Canadian cleantech companies exporting to 89 countries.
- › EDC facilitated close to \$9 billion worth of cleantech export business between 2013 and 2019.

OUR CLEANTECH PARTNERS

- › Business Development Bank of Canada
- › Sustainable Development Technology Canada
- › Global Affairs Canada / Trade Commissioner Service
- › Canadian Commercial Corporation
- › Natural Resources Canada
- › Innovation, Science and Economic Development Canada
- › Ecotech Quebec
- › MaRS Discovery District
- › Foresight
- › CleanTech North
- › Ontario Clean Technology Industry Association (OCTIA)
- › Alberta Clean Technology Industry Alliance (ACTIA)

Get the financing and risk protection you need to make your export contracts a success.

Call 1-800-229-0575 or visit edc.ca/cleantech to learn more.