



Due diligence checklist for Canadian exporters

A practical guide to qualifying international clients, suppliers and partners

Thinking about doing business with customers, suppliers or partners in other countries? As a Canadian exporter, it's essential to carefully evaluate each prospect to build trusted, lasting relationships. This checklist is designed to walk you through the process to help you make informed decisions and minimize risks—so your business can thrive internationally.

First steps to conduct due diligence

- Legal entity verification
- Confirm the company's full legal name and registration in official business registries (i.e., Canadian federal or provincial registries, or international equivalents)
- Verify business address, ownership structure and contact details
- Check for business licences, incorporation documents and tax identification numbers
- Find company registration and corporate details in the correspondent national registry. Many of them offer publicly available information such as Canada, UK, Estonia or Australia.



How EDC can help

EDC provides insurance and financing for Canadian companies. If you're worried about a partner, consider getting export insurance to reduce risks. This insurance not only offers protection, but also supports your due diligence, as EDC will assess the importer and evaluate associated risks.

Additional resources

The Trade Commissioner Service (TCS) has [offices in more than 60 countries to assist Canadian businesses globally](#). They can usually assist you in conducting preliminary research.

EDC x FITT Lite Learning Series on how to [analyze and mitigate commercial risk](#)

EDC's Country Risk Quarterly provides economic insights on Canada's Top 75 trading partners.

✓ Business legitimacy & operations

- Review the company website for accuracy, professionalism and up-to-date information (check domain, legal notices, spelling/grammar and privacy policy).
- Assess social media presence, online reviews and media coverage for reputation insights.
- Check maps and street images of the listed addresses to verify the business location.
- Research key personnel and company leadership for experience and credibility.

✓ Financial & risk assessment

- Request and review recent financial statements, credit reports and references.
- Evaluate the company's risk profile, including payment history and any reported legal issues.
- Check for sanctions, litigation or bankruptcy records in Canadian and relevant international jurisdictions.

✓ Tools, documents and partners

Use EDC's Company InSight

Vet international companies efficiently with EDC's Company InSight. This tool provides a simple, guided process to access trusted data, risk indicators and legitimacy checks for global businesses.

Consult the Trade Commissioner Service (TCS)

Connect with the TCS for in-market intelligence, local contacts and support and advice for exporters, including due diligence. The TCS guidance will help you navigate local regulations, compliance and risk mitigation strategies.

Final review & documentation

- Document all findings, correspondence and steps taken for your records.
- Ensure all due diligence is complete before entering any agreements.

Credit agencies, debarment lists and data intelligence

Credit agencies can offer reports with credit ratings and extensive financial and management information. They include:

- [Dun & Bradstreet](#)
- [Moody's](#)
- [Bureau van Dijk](#)
- [Creditsafe by Equifax](#)

Debarment lists may also be useful resources to verify whether the potential partner is deemed "ineligible or suspended" from working with, or in, Canada. They include:

- [Government of Canada ineligible and suspended suppliers under the Integrity Regime](#)
- [Sanctions imposed by Canada](#)
- [Office of Foreign Assets Control \(OFAC\)](#)
- [World Bank list of ineligible firms](#)

Data and intelligence companies can provide ownership, financial or other information to help you meet your compliance process. They include:

- [London Stock Exchange Group \(LSEG\)](#)
- [Orbis](#)
- [Dun & Bradstreet](#)
- [ZoomInfo](#)