CREDIT INSURANCE – COVERAGE TERM MATRIX

THE TABLE BELOW OUTLINES HOW WE WILL DETERMINE WHICH KEY FEATURES ARE OFFERED TO POLICYHOLDERS.

COVERAGE TERM	CHANGE
Discretionary Credit Limit (DCL)	Not all companies will be required to manage their own small-scale credit limits via a DCL.
Premium Payment	**New: 100% Fixed Minimum Premium** • Annual Premium = Anticipated Annual Insured Sales **x** Premium Rate • Payable in installments **New: 80% Fixed Minimum with Yearly True-Up** • Minimum Annual Premium = Anticipated Annual Insured Sales **x** Premium Rate **x** 80% • Yearly True-Up = (Actual Insured Sales – (Anticipated Annual Insured Sales **x** 80%)) **x** Premium Rate • Payable in installments
Fees	**New: Buyer credit approval fee of 9CAD or 7USD per buyer approval per quarter.** • Buyer credit approval fees will be invoiced separately from premium fees. • Acceptance fees and credit report fees have been eliminated.

Coverage terms will be made available to customers based on their combined export and domestic anticipated annual insurable sales, as shown in the matrix below. These changes are supported by a pricing model that is more aligned to the market.

ANNUAL INSURABLE SALES VOLUME	DISCRETIONARY CREDIT LIMIT*	PREMIUM PAYMENT AND DECLARATION REQUIREMENTS	CREDIT APPROVAL FEES
Up to and including CAD 1M	Default $0 Max $25K	100% Fixed Minimum Premium No declarations	Per credit limit
More than CAD 1M up to and including CAD 5M	Up to $50K	80% Fixed Minimum Premium with yearly true-up One annual declaration of actual insured sales	Per credit limit
More than CAD 5M up to and including CAD 10M	Up to $50K	PAYG** or 80% Fixed Minimum Premium with yearly true-up One annual declaration of actual insured sales	Per credit limit or fixed
More than CAD 10M	Up to $100K	PAYG** or 80% Fixed Minimum Premium with yearly true-up One annual declaration of actual insured sales	Per credit limit or fixed

* $ denotes USD or CAD based on the currency of the Policy
** EDC will continue to offer our Pay As You Go (PAYG) premium payment structure to customers as per the table above.

Please note that EXPORT DEVELOPMENT CANADA(EDC) is the insurer under any Export Costs and Receivables Policy or Export Receivables Policy, and COMPAGNIE FRANÇAISE D'ASSURANCE POUR LE COMMERCE EXTÉRIEUR – CANADA BRANCH (COFACE) is the insurer under any Domestic Costs and Receivables Policy or Domestic Receivables Policy.

If you have any questions, please email the broker Channel team at **brokers@edc.ca**.