

(d) EXPORT DEVELOPMENT CORPORATION

The Export Development Corporation (EDC) is a federal crown corporation that provides a wide range of insurance, guarantees, and financing services to Canadian exporters and foreign buyers in order to facilitate and develop Canada's export trade. These services assist Canadian exporters, large and small, who offer products and/or services that are competitive in terms of price, quality, delivery, and after-sales services.

There is no minimum value of export business required to qualify for support. EDC provides:

## insurance

Canadian firms of any size can insure their export sales against non-payment by foreign buyers. EDC normally assures 90% of the commercial and political risks, involving insolvency or default by the buyer, as well as blockage of funds, war or rebellion, or cancellation of export permits in Canada.

## guarantees

EDC may issue guarantees to banks or other financial institutions that offer financing in support of Canadian exports. In addition, guarantees can be provided to financial institutions issuing performance and bid securities.

## export financing

EDC provides export financing, at both fixed and floating rates of interest, to foreign buyers of Canadian capital goods and services. Funds are disbursed directly by the EDC to Canadian exporters on behalf of the borrowers, in effect providing the exporter with cash sales. EDC now offers eight types of financing facilities: loans, protocols, lines of credit, multiple disbursement agreements, note purchase agreements, simplified note purchases, forfeiting, and specialized credits.

For further information contact:

Export Development Corporation  
151 O'Connor Street  
Ottawa, Ontario  
K1P 5T9  
Telephone: (613) 598-2500

See Appendix A for additional contacts.