

- audited financial statements for the past three years; and
- a summary of the exporter's international sales experience.

EDC will also investigate the creditworthiness and reliability of the foreign buyer or financial institution. It demands details of the financing support requested. For larger projects, it may also require a feasibility study, details of any consortial arrangements, as well as financial projections for the project.

EDC can help the exporter put together a deal by issuing a number of supporting letters.

- A General Letter of Interest signifies that EDC financing could be available to support the transaction.
- A Detailed Letter of Interest provides some indications of the nature and amount of EDC support available for the transaction.
- The Proforma Letter of Offer sets out the terms and conditions of likely EDC support.
- A Letter of Offer sets out the final terms of financing and conditions to be set out in the formal loan agreement.

By contacting EDC early, potential exporters can secure these letters to assist them in their marketing efforts.

The EDC and the commercial banks have worked out a new, cooperative approach to sharing the risk involved in medium- to long-term financing such as might be needed for capital goods projects. EDC will undertake medium- and long-term financing in developing country markets, but does not have the distribution network within Canada to provide services nationwide, especially to small- and medium-sized enterprises (SMEs). Commercial banks have both the networks and the resources needed to expand the Crown corporation's capacity to support capital goods exporters. To combine their respective strengths, a number of frameworks for risk-sharing are being developed. Details of these programs can be obtained through the EDC.

CANADIAN COMMERCIAL CORPORATION (CCC)

CCC specializes in bridging the gap between Canadian exporters and foreign governments. It enters into "back-to-back" contractual arrangements through which it strengthens the position and credibility of smaller Canadian firms pursuing business opportunities abroad. Under these arrangements, the corporation signs a contract with a foreign buyer (usually a government) to supply specified goods and services from Canada. It then signs a separate contract to