

- . A Specialized Credit is a special version of a financing agreement available directly to Canadian entities. Eligible transactions are those for which goods are purchased in Canada by a Canadian buyer that (i) will lease such goods to another person for permanent use out of Canada, or (ii) will use such goods itself permanently out of Canada. EDC's normal leading criteria will apply to the provision by EDC of Specialized Credits to Canadian companies.
- . EDC's medium-term financing facilities - Forfaiting, Simplified Note Purchases, and Allocations Under Lines of Credit - are available to exporters through the corporation's regional offices. This initiative is intended to provide better access to EDC for exporters - especially small - to medium-sized exporters - requiring medium-term financing for proposed export transactions of \$1 million or less. These exporters have the option of dealing directly with an EDC regional office or the corporation's head office in Ottawa.

Canadian Content

In pursuing its corporate purpose of facilitating and developing Canada's export trade, one of EDC's major objectives is to encourage the optimization of the Canadian content of Canadian exports. It seeks to do so by setting Canadian content levels which must be achieved in order for the exporter to qualify for the various services offered by EDC and by providing advice to exporters to assist them in meeting and exceeding the Canadian content criteria.

The exporting firm must declare the expected Canadian content of its sales on its application for insurance or export financing. Canadian content is an important consideration when evaluating the eligibility of a transaction. In the case of insurance programs, if the Canadian content is below the level of 60 percent as set by EDC, the usual 90 percent cover may be reduced. Similarly, in the case of export financing, if the Canadian content is below the achievable level, the application may be declined.