

b) Government-Planned Activities:

- trade missions to markets outside Canada, and for foreign business persons and government officials coming to Canada or to trade shows where Canadian business participation is substantial;
- trade fairs abroad.

Participation is by government invitation.

EAITC's publication, "Program for Export Market Development: A Financial Assistance Program for Canadian Exporters" is available from either your nearest ITC or from Info Export.

B.2 EXPORT DEVELOPMENT CORPORATION (EDC)

The Export Development Corporation, a federal Crown Corporation, is Canada's official export credit agency. It provides a full range of export financing, insurance and guarantee services to Canadian exporters, including the following:

a) **EDC Export Financing and Guarantee Services**

- enable foreign buyers to purchase Canadian products and services. Funds are disbursed directly by EDC to Canadian exporters on behalf of the borrowers;
- facilitate exporter access to private sector financial backing, through loan, performance and bid bond guarantees to the financial institution providing the direct support.

b) **EDC Insurance Services**

- protect Canadian exporters (and their domestic suppliers) against non-payment by foreign buyers;
- protect Canadian companies' foreign investments overseas with respect to the following political risks: transfer (inability to repatriate earnings or capital), expropriation; war or revolution.