

New Alliance Encourages Small Businesses to Export

The Business Development Bank of Canada (BDC) and the Toronto Dominion Bank (TD) have formed a strategic alliance aimed at giving small businesses better access to capital and trade services.

The BDC and TD will work together to provide a comprehensive range of financial products and services to small businesses operating primarily in the knowledge-based industries. The alliance will be delivered through TD's national network of

Technology Banking Centres and BDC branches across the country.

TD will collaborate with the BDC to deliver the BDC's NEXPRO (New Exporters Training and Counselling) program, in order to link small and medium-sized businesses to

international markets. The BDC will act as a complementary source of financing through its wide range of development capital products.

The Business Development Bank of Canada is a government-owned financial institution that promotes the creation and development of Canadian small and medium-sized companies. It offers unconventional financing, venture capital instruments and management services to businesses that have strong growth and export potential.

The Toronto Dominion Bank is Canada's fifth largest bank, with assets of more than \$125 billion and equity of \$6.7 billion. It has the highest securities rating of any major Canadian bank.

For more information, contact Audrey Gouskos, Manager, Media Relations, BDC, (416) 954-6511.

EDC, Scotiabank Team up to Support Sale to Lebanon

A new loan guarantee arrangement between Export Development Corporation (EDC) and Canadian banks — the SME Guarantee Framework — is designed to foster exports by small and medium-sized enterprises (SMEs).

Under the program, Canadian financial institutions can lend to foreign banks or governments and EDC will guarantee repayment of part of the amount. The arrangement gives a boost to smaller exporters, who frequently face obstacles arranging buyer financing, especially in higher-risk markets.

The first export deal supported by the guarantee program was completed late last year. The players in this case were three small exporters supplying asphalt/bitumen equipment for a government paving contract in Lebanon. Scotiabank has provided \$1.5 million in financing for the sale, and EDC is guaranteeing repayment of 75 per cent of that amount.

Further information is available from EDC offices in Ottawa, Halifax, Montreal, Toronto, London, Winnipeg, Calgary and Vancouver.

CanadExport On-Line

<http://www.dfait-maeci.gc.ca/english/news/newsletr/canex>