

the conditions of the contract.

CCC, through the Progress Payment Program (PPP), can also assist SME exporters experiencing working capital difficulties as a result of their inability to get advance payments from foreign buyers. PPP matches CCC's expertise in evaluating contracting risks and the commercial lending capabilities of Canadian financial institutions. When CCC backs an SME's export transaction through PPP, the participating financial institution provides pre-shipment financing for the sale beyond the company's normal line of credit. Once the PPP line of credit is in place, CCC verifies the work performed under the terms of the contract and the exporter can access the progress payments accordingly.

To contact CCC, call 613-996-0034 or fax 613-995-2121 or 613-947-3903. You can also e-mail [info@ccc.ca](mailto:info@ccc.ca) or have a look at their website [www.ccc.ca](http://www.ccc.ca).

### ***Canadian Commercial Banks in China***

For some financial services, you may require the assistance of one of Canada's commercial banks. Commercial banks offer investment advice on the China market; risk management; short, medium and long-term financing; credit and trade finance services such as letters of credit; documentary and clean collections, and guarantees and receivable financing.

Branch or representative offices of a number of Canada's commercial banks may be found in Beijing, Shanghai, and Guangzhou:

#### **Bank of Montreal**

Beijing Branch

Suite 1011

Bright China Changan Building

Tower One

7 Jianguomennei Avenue

Beijing 100005

Tel: 86-10-6510-2233

Fax: 86-10-6510-2234

Guangzhou Branch

T.P. Plaza, Suite 1203

9-109 Liu Hua Road

Guangzhou 510015

Tel: 86-20-8669-5148

Fax: 86-20-8669-5149