

Export Financing

With both financial and management services under one roof, the **Business Development Bank of Canada (BDBC)** offers “one-stop shopping” for all your business needs. In particular, BDBC aims to meet the needs of small and medium-sized exporters — whether your company is preparing a first-time foray into foreign markets or is already an active exporter.

EDC (Export Development Corporation) is a customer-driven, financial services corporation dedicated to helping Canadian businesses succeed in the global marketplace. EDC provides a wide range of risk-management services, including insurance, financing and guarantees to Canadian exporters and their customers around the world.

The **Canadian Commercial Corporation (CCC)** is a Crown corporation run on a commercial basis that acts as a guarantor for the sale of Canadian goods and services to foreign governments, international organizations and selected private-sector buyers by certifying the Canadian exporter’s financial and technical capabilities. It guarantees that the terms and conditions of the contract will be met. CCC’s participation in a sale provides Canadian suppliers with the tangible backing of their own government, enhancing their credibility and competitiveness in the eyes of foreign customers. This can often lead to the negotiation of more advantageous contract and payment terms.

The **Canada-India Business Council (C-IBC)** is a private-sector, non-profit member organization founded in 1981 with a view to facilitating collaborations between Canadian and Indian companies. Its mandate is to encourage and assist Canadian firms to penetrate the Indian market. Through the provision of information and market intelligence, it promotes the development of sustainable long-term relationships with Indian companies in the form of commercially viable joint ventures, strategic alliances, technology transfers and trade practices.

The **Canadian International Development Agency (CIDA)** administers most of Canada’s international development assistance programs in more than 100 developing countries. Many of these programs

rely on support from Canadian businesses — through consultants, contractors and suppliers. You can contact CIDA directly or access the government’s Open Bidding Service (OBS) for contracts valued at more than \$100,000.

CIDA’s Bilateral Program for India aims to build a stronger economic relationship between the private sectors of Canada and India. It has established a Facilitation of Private-sector Development project, through which it offers technical assistance to India to improve the regulatory and legislative environment affecting the private sector in the telecom, energy and financial services sectors. CIDA Bilateral is also working with the CII to develop an Environmental Management Division to support clean technology and environmentally friendly industrial practices.

The **Industrial Co-operation Program (CIDA INC)** offers a series of financial assistance mechanisms for the Canadian private sector to assess and implement business ventures and pursue professional service opportunities in India.

If you are a small or medium-sized exporter, PEMD can provide conditionally repayable funding to help you expand into export markets. PEMD is designed to increase the sales of Canadian goods and services abroad by enabling new exporters to visit potential markets or participate in international trade fairs, and by assisting companies in preparing bids against international competitors for major capital projects outside the country. Contact DFAIT’s Enquiries Service, or your local ITC.

The **Alliance of Manufacturers and Exporters** Canada provides support and advice to its members to pursue commercial and business opportunities abroad. They have an ongoing Memorandum of Understanding with the CII. The Alliance has identified India as one of its priority countries for Canadian companies.

In India

DFAIT, through its missions in New Delhi, Mumbai, Bangalore, Chennai and Chandigarh, provides sectoral expertise and assistance to Canadian companies interested or already doing business in India.