

- market-access information on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents, etc.;
- publications, including this one, and country briefs on smaller markets; and
- market information on multilaterally financed projects, such as the World Bank, Arab Development Funds and Investment Banks.

The geographic trade divisions are also responsible for assisting and advising exporters on marketing their products/services. They can provide information on Canadian government export services and on product and project export opportunities as they arise.

If assistance is needed to identify Middle East markets for your products and/or services, contact either the nearest International Trade Centre co-located with the regional offices of Industry, Science and Technology Canada (except for the Northwest Territories and the Yukon) or the Middle East Trade Development Division at External Affairs and International Trade Canada. The International Trade Centres, located in each province, assist exporters with market planning and can arrange for the assistance of the Trade Development Division in Ottawa and trade officers overseas.

## **Export Development Corporation**

The Export Development Corporation (EDC) is a Canadian Crown corporation whose purpose is to facilitate and develop Canada's export trade.

EDC provides insurance, guarantees and export financing, which, combined with advice and the organization of financial service packages, facilitate the sale of Canadian goods and services abroad. The EDC offers the following services:

### **a) Export Insurance and Related Guarantees**

- global comprehensive insurance
- global political insurance
- selective political insurance
- specific transaction insurance
- specific transaction guarantees
- loan pre-disbursement insurance
- foreign investment insurance
- performance security insurance
- performance security guarantees