

Foreign exchange service agreement with TD CCC clients to benefit

In February 2002, the Canadian Commercial Corporation (CCC) signed a service agreement with the Toronto-Dominion Bank to provide foreign exchange services to CCC clients — where CCC acts as the prime contractor on an export sale.

This service agreement will provide companies, in particular small and medium-sized exporters (SMEs), access to highly competitive rates on "spot" and "forward" transactions.

Managing risks

"In the past, SMEs often ignored foreign exchange risk or used crude means to offset the risk," said CCC's Chief Financial Officer, Paul Thoppil. "Our service agreement with the TD Bank will help clients take an active role in managing foreign exchange risks and, at the same time, gain access to near wholesale level pricing on foreign exchange and forward instruments."

BIO2002

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For more information about participating in the SMP program as a presenter or a panelist, contact Neil Swain, DFAIT, tel.: (613) 944-0868, e-mail: neil.swain@dfait-maeci.gc.ca Note that space is limited and this engagement is by reservation only.

For more information about the June 11 VC networking reception, contact Jim Burt, Trade Commissioner, U.S. Business Development Division, DFAIT, tel.: (613) 944-6576, e-mail: jim.burt@dfait-maeci.gc.ca

"Our clients have told us this would be helpful, and we have responded with the TD agreement," Thoppil added.

CCC's service agreement with TD provides added benefits to CCC SMEs. Here's how:

- Simplicity of transaction;
- Competitive rates on foreign exchange and hedging products;
- Security requirements for hedging transactions are removed;
- CCC exporters will have access to Toronto-Dominion's foreign exchange specialists, who will provide SMEs with information on forwards and other hedging vehicles to protect their foreign exchange exposures on trade transactions.

Provide services to exporters

CCC's involvement in an export contract means that exporters can benefit from CCC's guarantee of contract performance, which often results in a waiver of performance bonds. Through the Progress Payment Program (PPP), CCC can provide exporters with access to working capital.

"As Canada's export contracting agency, our goal is to provide

Canada's future export markets

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have been stagnant since 1995, however, and our market share has dropped to less than 2%. Canadian exporters and investors face the challenge of keeping up with the pace of change in China's evolving

Shaping Trade Solutions for Our Exporters



Canadian Commercial Corporation

The Canadian Commercial Corporation (CCC) is an export sales agency of the Government of Canada providing special access to the U.S. defence and aerospace markets and specializing in sales to foreign governments.

Canadian exporters can gain greater access to government and other markets, as well as a competitive advantage, through CCC's contracting expertise and unique government-backed guarantee of contract performance.

CCC can facilitate export sales that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms.

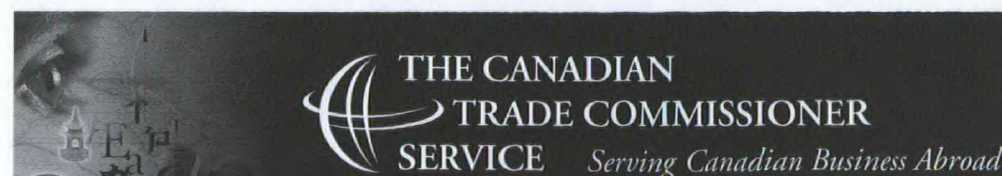
When requested, CCC acts as prime contractor for government-to-government transactions and provides access to pre-shipment export financing from commercial sources.

For more information, contact CCC, tel.: (613) 996-0034, toll-free in Canada: (800) 748-8191, fax: (613) 947-3903, Web site: www.ccc.ca

Canadian exporters with the services to be successful in international markets," Thoppil explained. "This agreement with TD is an extension of our commitment to help Canadian exporters succeed in the international marketplace."

For more information about CCC services, visit CCC's Web site at www.ccc.ca

business culture and values and paying the personal and financial cost of building the relationships needed for long-term success. Are we up to the challenge?



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with in the fourth quarter
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nd Trade Indicators

Annual Rates	Third Quarter 2001
	2.0
	40,000
percent)	7.6
	1.3
	1.7
	0.6458
dollars)	-14.4
dollars)	-15.1

Thus, year-over-year remained comfortably of 1% to 3% that has been of Canada.

value of the Canadian dollar — a 4.1% depreciation from

re adjusted for seasonality and are
ures, with the exception of investment

