

Support for Emerging Markets

Corporate Mandate

For almost six decades, EDC has served Canadian exporters and investors of all sizes, from all sectors of the economy, doing business in up to 200 markets around the world. The Corporation is accountable to Parliament through the Minister for International Trade.

EDC's mandate is to support and develop, directly or indirectly, Canada's export trade as well as Canadian capacity to engage in that trade and respond to international business opportunities. By establishing EDC, the government sought to create an institution to contribute to the competitiveness of Canadian exporters of all sizes. EDC conducts its activities on commercial principles carefully balanced with its enduring public policy values to create prosperity for Canada.

International Presence

EDC's presence in emerging markets is continuously increasing, with permanent representation in Mexico, Monterrey, Sao Paulo, Rio de Janeiro, Beijing and Warsaw. EDC's permanent representative in Warsaw is Mr. Dennis Goresky. This position is EDC's first bridge to Central and Eastern Europe, and is aimed at enhancing its responsive capacity to emerging opportunities in the accession countries.

Products and Services

In order to fulfill its mandate, EDC has a wide range of financial services available to Canadian companies. These services are instrumental in assisting Canadian businesses in their foreign market development efforts around the world, and in the European Union (EU) accession countries in particular. These services can assist in fostering

the development of partnerships between the Canadian private sector and their EU counterparts.

EDC takes on trade risk in a financially sound manner, through credit insurance, bid and performance bonds and guarantees and many financing options – making it easier for Canadian to sell abroad and foreigners to partner with Canadians. With an emphasis on flexibility, these financial services fall into five general categories as follows:

Credit Insurance protects policyholders against non-payment by their buyers or banks, whether due to insolvency, default, repudiation of goods or termination of contracts, or risks outside of the buyers' control such as difficulty in converting or transferring currency, cancellation of export or import permits and war-related risks.

Financing Services enable Canadian companies to provide their customers with flexible, medium- or long-term financing. EDC offers a variety of structures that can be tailored to meet today's evolving global market conditions. Lines of credit and protocols are pre-arranged financing facilities set up between EDC and foreign banks or agencies.

They represent a fast and inexpensive means by which smaller exporters can promote foreign sales. Note purchase facilities enable EDC to purchase promissory notes issued by foreign buyers to Canadian exporters for the purchase of Canadian goods and services, thereby freeing up cash for the exporter. Direct buyer loans can be arranged for any export transaction, but usually apply to transactions with repayment terms that exceed two years. Long-term pre-shipment financing, leasing support and project financing are also available.



Canada

Realize a World of Opportunity