

Foreign buyer financing

EDC provides direct loans to foreign purchasers of Canadian capital goods so they can buy your product. It can also arrange financing through lines of credit or promissory note purchases. Refer to www.edc.ca/SMEloans.

Mitigating foreign risk

Exporting carries certain financial risks, the most obvious of which is not getting paid. You can protect your company from such problems through EDC, which offers:

- **Accounts Receivable Insurance** – Covers up to 90 percent of your losses if your foreign buyer doesn't pay. A wide variety of commercial and political risks, including buyer bankruptcy and default, is covered. Refer to www.edc.ca/ARInsurance.
- **Single Transaction Insurance (EXPORTProtect)** – Covers up to 90 percent of your losses on your export contracts for services and/or capital goods. Refer to www.edc.ca/exportprotect.
- **Bond products** – If you need to post or provide a Bid Bond, Performance Bond or Warranty Bond, EDC offers Performance Security Guarantees to your bank to assist with surety letters or bank letters of guarantee. EDC also insures against a wrongful call from the foreign buyer. Refer to www.edc.ca/bonding.