



# CORPORATE OVERVIEW

JUNE 2016

# OUTLINE



- › About EDC
- › EDC's Role
- › EDC's Overarching Principles
- › EDC's Foreign Representation
- › Connecting with Canadian Businesses Across Canada
- › Small Business and Commercial Markets
- › 2015 Performance Highlights
- › Business Growth
- › 2015-2019 Corporate Plan: Business Strategy

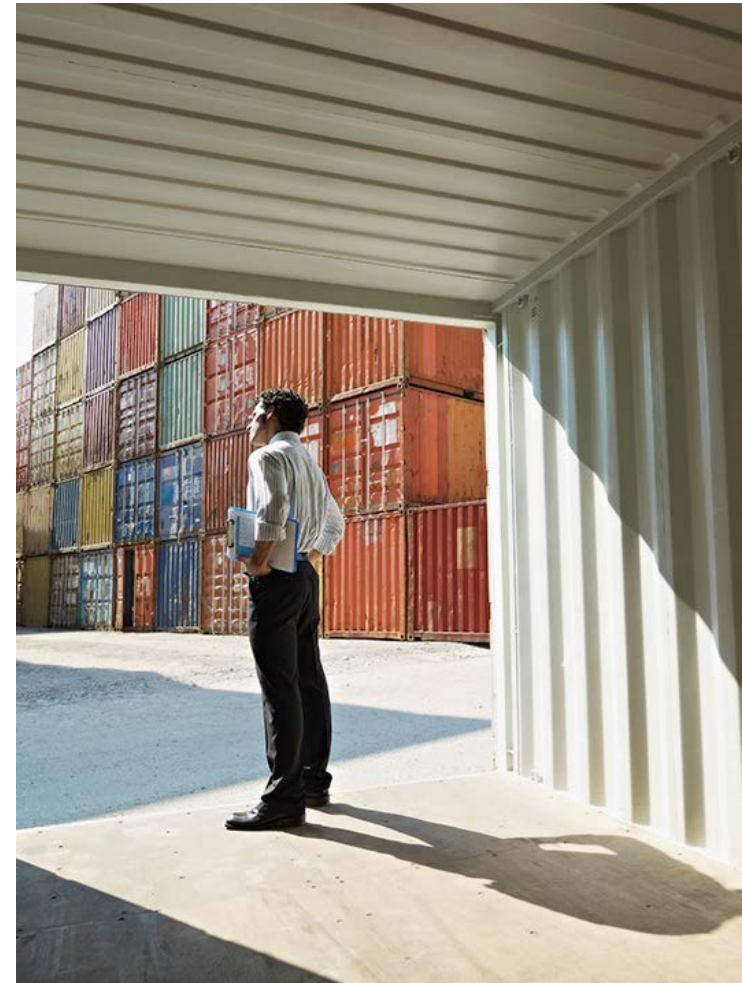
## ABOUT EDC



- › Canada's Export Credit Agency
- › Crown corporation wholly owned by Government of Canada
- › Financially self-sustaining
- › Operates on commercial principles

## EDC'S ROLE

- › To support and develop Canada's export trade and international business efforts
- › Financing and insurance solutions for Canadian exporters and investors



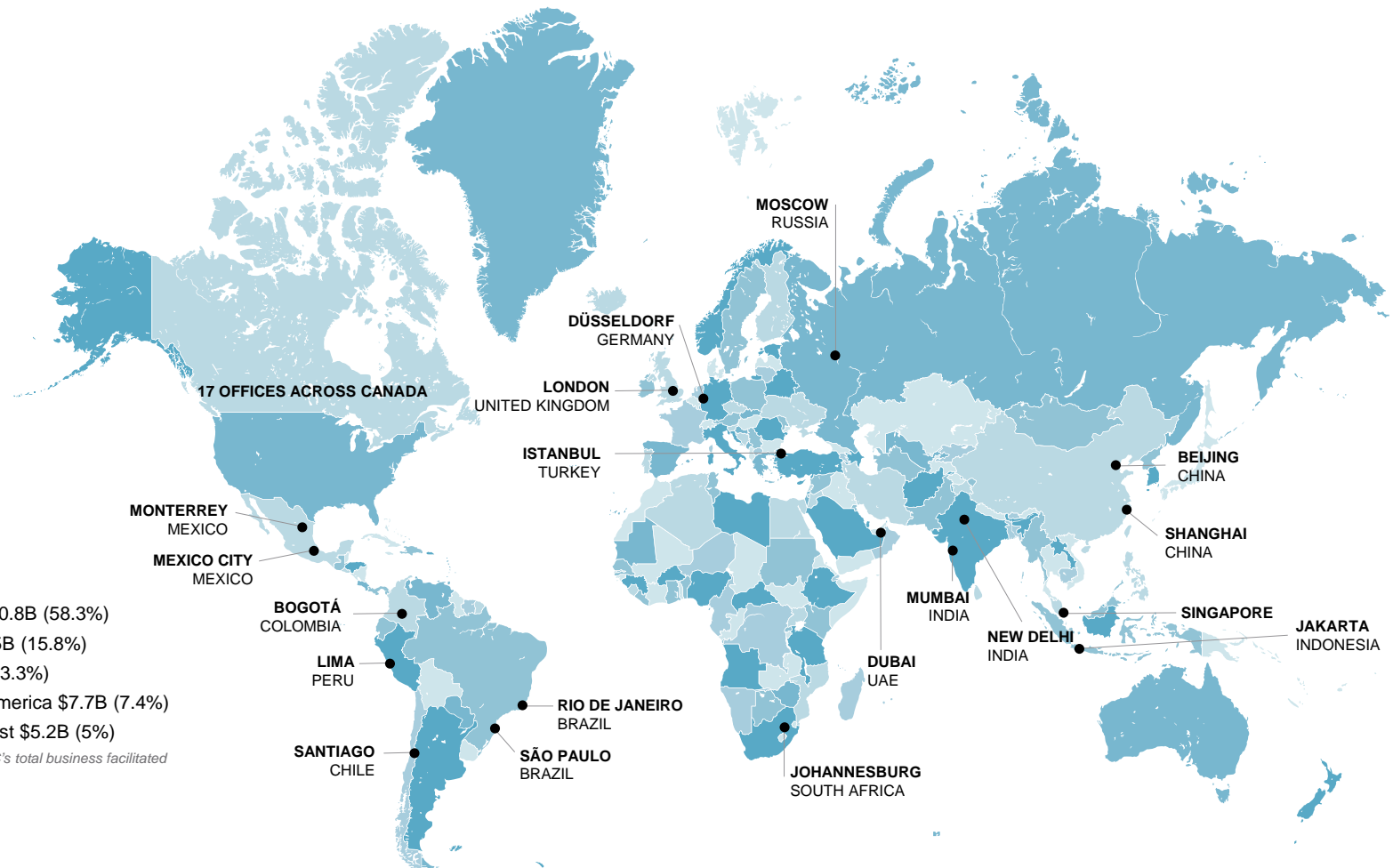
# EDC'S OVERARCHING PRINCIPLES



## Commercial Orientation

- › Deploy our financing with private-sector financial institutions to ensure that customers can access financial solutions best suited to their needs

# EDC'S FOREIGN REPRESENTATION



# CONNECTING WITH CANADIAN BUSINESSES ACROSS CANADA



# SMALL BUSINESS AND COMMERCIAL MARKETS



## Small to Medium-Sized Exporters

- › EDC is helping small to medium-sized businesses grow and compete internationally.
- › Less than \$50 million in annual sales
- › 100 Business Account Managers
- › 17 regional offices

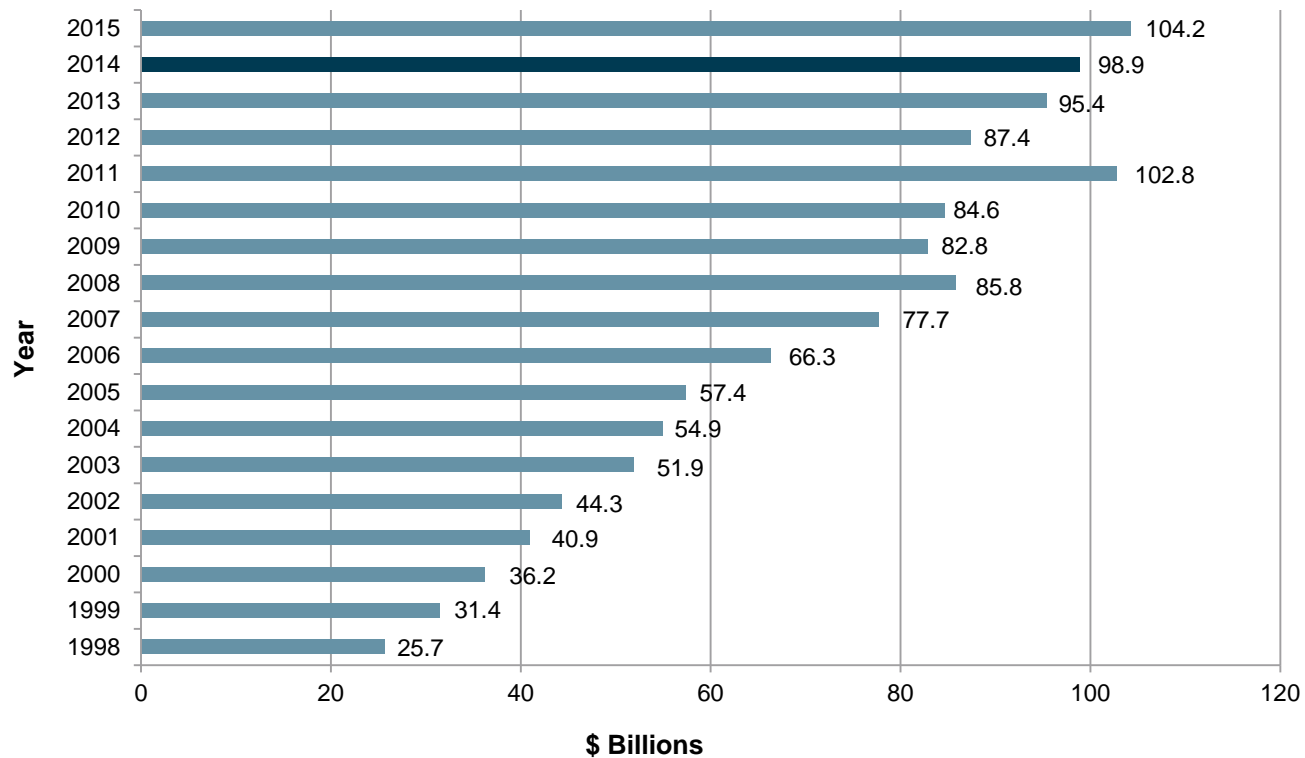
## 2015 PERFORMANCE HIGHLIGHTS



- › Facilitated \$104 billion in business carried out by Canadian companies
- › Served more than 7,300 customers
- › Supported business in 200 countries
- › Facilitated \$29.2 billion in emerging markets
- › Our work contributed \$66.8 billion to Canada's GDP, supporting 530,839 jobs

# BUSINESS GROWTH

› Business Facilitated for Canadian Companies reached over \$104B in 2015\*



\*as of December 31, 2015

# 2015-2019 CORPORATE PLAN: BUSINESS STRATEGY

- › Build awareness about EDC and the benefits of exporting to encourage trade growth
- › Offer both standard and tailored solutions
- › Increase trade diversification





# OVERVIEW OF EDC PRODUCTS

FEBRUARY 2014

# OUTLINE



- › Accounts Receivable Insurance
- › Foreign Buyer Financing
- › Export Guarantee Program
- › Bonding Services
- › Political Risk Insurance
- › Helping You Manage Environmental and Ethical Risks

# ACCOUNTS RECEIVABLE INSURANCE



- › Protect against foreign buyer's failure to pay
- › Enter and expand into new markets
- › Offer more flexible payment terms
- › Increase access to working capital

# FOREIGN BUYER FINANCING

- › Direct financing to your foreign customer
- › Loan or guarantee to another financial institution
- › Lines of credit
- › Flexible financing options for foreign buyers
- › EDC assumes risk of non-payment



# EXPORT GUARANTEE PROGRAM



- › EDC provides your bank with loan guarantees to finance your export contracts
- › Get capital you need from your bank
- › Free up your line of credit
- › Meet up-front costs of export contracts

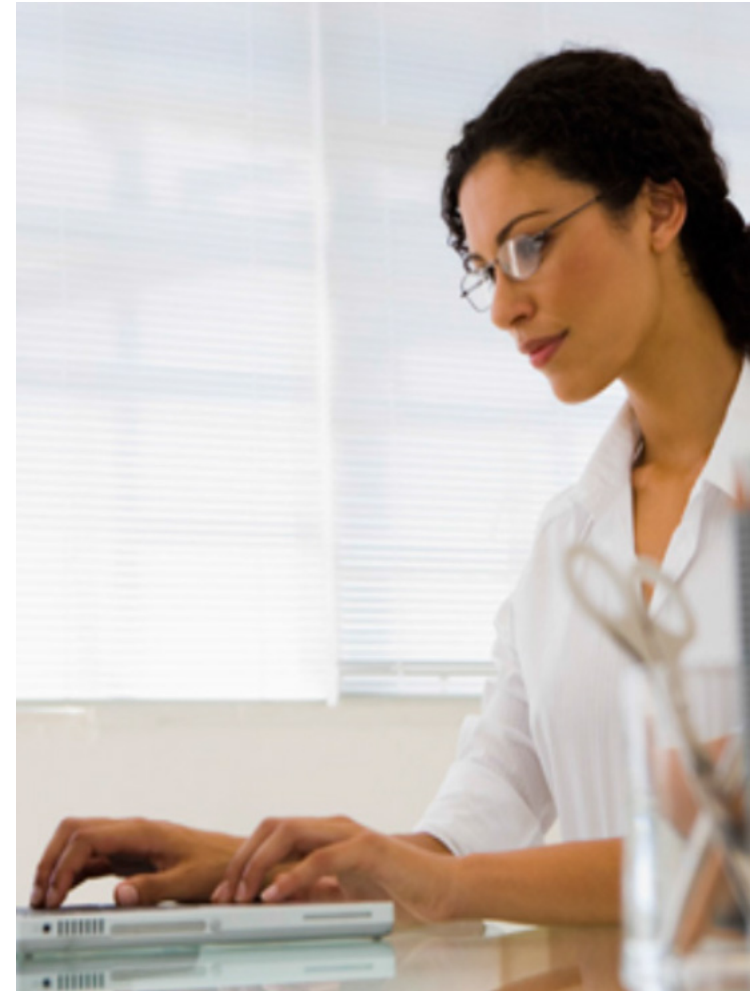
# EXPORT GUARANTEE PROGRAM



- › EGP can help with your export-related activities by providing guarantees on loans to finance:
  - › Work in progress and inventory
  - › Ongoing working capital needs
  - › Federal and provincial Scientific Research & Development Tax Credits
  - › Foreign domiciled inventory

## BONDING SERVICES

- › EDC provides a guarantee to your bank so it can issue guarantees to your customers and suppliers
- › EDC shares the risk with your surety company
- › Protect yourself from wrongful calls
- › Get bonds without tying up cash



# POLITICAL RISK INSURANCE



- › Coverage for various political risks
- › Protects your assets, investments from certain political events
- › Increases access to cash from financial institution
- › Helps attract additional project capital

# HELPING YOU MANAGE ENVIRONMENTAL AND ETHICAL RISKS

## What's important? A deal that meets:

- › Acceptable environmental and social standards
  - › EDC assists you in assessing environmental and social impacts
- › Integrity expectations
  - › Your undertaking that your company has never been party to bribery
- › Public expectations for transparency
  - › EDC discloses all financing transactions, including bank guarantees and political risk insurance provided to banks



# Questions?

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Thank you!