



Export Development Canada

Ethiopia-Canada Trade & Investment Forum – Toronto, May 2016
Supporting Canadian Exporters

ABOUT EDC



- › Canada's Export Credit Agency
- › Crown corporation wholly owned by Government of Canada
- › Operates on commercial principles
- › 2015 served over 7,300 Exporters doing business in 200 Countries

EDC Mandate:

- › To support and develop Canada's export trade and international business efforts

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

EDC'S OVERARCHING PRINCIPLES



Corporate Social Responsibility

- › CSR is more than just compliance with policy or regulation; it is the integration of values such as honesty, respect, fairness and integrity into our daily business practices.

Grow Business with EDC Support

- EDC can help with connections, working capital and risk management
- EDC is wants to support Canadian Exporters, particularly SMEs

EDC Solutions:

- ▶ Market Knowledge
- ▶ Insurance – Trade Credit and Political Risk
- ▶ Bonding and F/X Guarantees
- ▶ Financing – Loan Guarantees and Direct Lending

Support for Exporters to Ethiopia

- ▶ Short Term Commercial:
 - ▶ Can consider on case-by-case basis, support for confirmation payment LCs
- ▶ Foreign Funds Insurance (PRI):
 - ▶ Can consider on case-by-case basis, support for funds held in bank accounts to mitigate transfer and/or conversion risk
- ▶ Bonding:
 - ▶ Infrastructure projects (advance payment bonds, performance bonds), on case-by-case basis, particularly projects funded by multilateral banks (WB, ADB) or subcontracting to large EPCs

EDC BONDING AND F/X GUARANTEE'S



- › EDC Performance Security Guarantees to support working capital needs for trade L/C's and L/G's

Examples: bid, performance, supplier, adv. payment bonds, etc.

- › EDC Performance Security Insurance – wrongful call on L/C's
- › Foreign Exchange Guarantees to support currency risk management

EDC MARKET KNOWLEDGE

- › EDC's Knowledge Centre
 - › 17 International offices
 - › Global Export Forecast
 - › Exportwise.ca
- › Match Making & “Pull” Financing
www.enterprisecanadanetwork.ca
- › Work with other Government entities



EDC – “TAKE ON THE WORLD”

- ▶ For More Information:
 - ▶ <http://www.edc.ca/en/Pages/default.aspx>
 - ▶ Contact an EDC representative! 1-800-229-0575
- ▶ EDC event list:
 - ▶ <https://www.edc.ca/events/en/pages/upcoming-events.aspx>
 - ▶ [Subscribe to our events calendar](#)
- ▶ EDC’s “Country Risk Quarterly” at www.edc.ca