



CANADIAN DIRECT INVESTMENT ABROAD (CDIA)

# ESTABLISH, PROTECT AND GROW OPERATIONS OUTSIDE CANADA

**EDC offers customized solutions to help you move into new markets and protect against risk.**

## ESTABLISH INTERNATIONAL OPERATIONS

To set up business outside of Canada, we can work with you and your bank to increase your borrowing capacity needed to set up an office, buy equipment or acquire a local business. No matter how big or small your company is, we offer commercial and political risk protection and market knowledge to help you expand with confidence.

We can provide your bank with a guarantee of up to 100% to secure a loan, so that you can establish operations outside of Canada.

### Secure a line of credit

We can guarantee up to 100% of the standby letter of credit your bank issues to an international bank to get the financing you need.

« When Ekumenik started to get going as a company, I basically invested everything I had into financing production and operations. With our entire inventory being offshore in Indonesia, we didn't have the assets required to secure a loan from a bank. EDC's financing was like a godsend for the company because it gave us the working capital needed to dig in our heels and get to work on product that our customers were ready and waiting for. »

— Jordan Kendel, Founder and CEO

Ekumenik is a Winnipeg-based manufacturer of surf and skateboard apparel that has seen its sales almost triple in the past two years.

Canada

  
**TAKE ON THE WORLD**

## Knowledge is power

With representatives in markets around the globe, we can provide you with the knowledge and opportunities to form partnerships with local businesses, banks, governments and potential international customers.

## Maximize potential; minimize risk

Protection from commercial or political risks can boost your international opportunities. It gives your bank the confidence to grant you loans or extend your credit.

## GROW YOUR BUSINESS

Grow your international operations with the help of a partner who has been there.

### Borrow against international inventory

We can provide your bank with a guarantee of up to 100%, so you can get a loan against the value of your international inventory.

### Free up working capital

We can provide your bank with a 100% unconditional guarantee for the letters of credit it posts on your behalf. This means the bank doesn't need collateral from your cash reserve or credit line.

### Access more cash

When sales from your operations outside of Canada are insured against the risk of non-payment, your bank can lend against up to 90% of their value. This can significantly increase your access to cash.

### Use your international assets as security for a loan

We offer direct loans against your international assets to increase your working capital—assets your bank would not normally lend against.

## PROTECT YOUR BUSINESS

As one of the largest credit insurance providers in Canada, we have the experience and detailed market knowledge to manage and take on risk, so you can grow your business with confidence.

### Prepare for risks

Our team of dedicated specialists have in-depth understanding of high-potential markets and can help insure your money in international bank accounts, convert or transfer money out of the country, and manage your credit and cash flow. This helps reduce the impact of commercial and political risks for the lifetime of your operations.

### Protect against not getting paid

We can cover your losses due to a wide range of risks such as payment delays, customer bankruptcy, or contract cancellation. Insuring your international operations against bad debt can mean a more secure profit margin and more borrowing power.

## HOW IT WORKS

- › EDC offers customized solutions designed to support Canadian exporters in operating their business outside of Canada.
- › We can work with your bank to increase your borrowing capacity by providing guarantees to help secure a loan, or post standby letters of credit for your international operations.
- › With our extensive market knowledge edge, we offer comprehensive risk management services to help you identify, assess and manage risks as you grow.

**Join thousands of Canadian exporters already working with EDC to help finance their international operations.**

Call **1-888-220-0047** to speak to a qualified advisor or submit a question at [www.edc.ca/CDIAQuestion](http://www.edc.ca/CDIAQuestion)