



SCALE YOUR TECHNOLOGY BUSINESS INTERNATIONALLY WITH EXPORT DEVELOPMENT CANADA

Canadian technology and media companies realize the importance of selling internationally to grow their business. Some of the many benefits of expanding into markets outside Canada include increased sales, business growth, and stronger resilience against economic downturns. It also helps to create millions of jobs across Canada.

At Export Development Canada (EDC), we know that Canadian technology companies face unique challenges and opportunities, particularly when it comes to securing financing, due to their global nature and lack of tangible assets

That's why, EDC is dedicated to delivering value for Canadian Technology and Innovation companies through financing, risk protection, expert knowledge and connections so you can grow your business with confidence.



Protect your sales and increase access to working capital

Win new business with more competitive payment terms.

Credit Insurance

With EDC Credit Insurance, 90% of your insured sales are covered against the risk of non-payment. This enables companies to provide more competitive payment terms and financial institutions to provide additional borrowing against insured receivables.

Coverage options:

Full book or select buyer coverage, physical goods, services, software as a service (SaaS), contract cancellation.

To learn more, [click here](#).

Protects against:

- Customer bankruptcy or non-payment
- Contract cancellation
- Currency conversion or transfer issues
- Cancellation of import/export permits
- Instability in customer's country



Maximize your access to debt financing through your bank

Export Guarantee Program

Our Export Guarantee Program can help your Canadian financial institution provide you with additional access to low interest rate debt financing. We share the risk with your bank by providing a guarantee on the money you borrow, encouraging them to increase your access to working capital.

To learn more, [click here](#).

Can support:

- Operating lines of credit
- Term loans
- SaaS financing
- Acquisitions
- Foreign affiliate support
- Tax credit financing
- Foreign inventory



Issue standby letters of credit or letters of guarantee without tying up working capital

Account Performance Security Guarantee

Issuing Standby Letters of Credit through your bank requires putting up cash or credit to your bank as collateral. Our 100% guarantee to your Canadian financial institution removes the collateral requirement and allows you to put that money to work growing your business

To learn more, [click here](#).

Can be used for:

- Landlord lease obligations
- Extended terms with suppliers
- Performance guarantees
- Regulatory bonds, and more



Access larger foreign exchange hedging facilities to protect your margins without tying up working capital

Foreign Exchange Guarantee

Avoid posting collateral as payment assurance with your financial institution or foreign exchange contract provider when hedging foreign currencies and keep your cash free to grow your business.

To learn more, [click here](#).

Benefits:

- Free up working capital
- Protect your profit margins



Navigate the world of exporting and international markets with our free Export Help Hub

Knowledge and Connections

We provide expertise that enables our customers to make informed decisions and to learn more about international markets. We introduce them to available resources, share useful contacts, provide targeted referrals to partners and respond to trade-related inquiries. Our joint solutions with partners that support growing technology companies, include [BDC Tech Loan](#) and the [MaRS-EDC International Solutions Suite](#).

To learn more, [click here](#).

EDC can connect you to:

- Government partners
- Grant programs
- Foreign buyers
- Export knowledge



Get financial support for your foreign subsidiaries and affiliates to expand your global footprint

Direct Financing

EDC can provide direct debt financing to support foreign subsidiaries, affiliates, assets and operations. This enables you to borrow against foreign operations and not over leverage your Canadian entity.

To learn more, [click here](#).

Benefits:

- Help finance your international growth and operations
- Diversify your lending

Join thousands of Canadian entrepreneurs who are working with EDC to scale up outside of Canada.

To speak with a qualified advisor at EDC, please call 1-888-220-0047 or visit [edc.ca](#).