



# 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.

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 our various solutions.



**Protect your sales and increase access to financing**

**Win new business with more competitive payment terms.**

## Credit Insurance

With EDC Credit Insurance, 90% of your sales are covered, including revenues received under Software as a Service (SaaS) agreements. This enables companies to confidently capture new markets, while protecting forecasted revenues against 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 financing.

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

### Can support:

- Operating lines of credit
- Term loans
- SaaS financing
- Acquisitions
- Foreign affiliate support
- Tax credit financing
- Foreign inventory
- Media & Film Production



**Issue standby letters of credit or letters of guarantee without tying up your cash.**

## Account Performance Security Guarantee

Issue standby letters of credit or letters of guarantee without tying up your cash. 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 Facility 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



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

## Mid-Market Lending

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 sources of capital



**Accelerate your company's growth with quick access to reliable capital**

## Investment Matching Program

EDC invests in Canadian companies with strong international growth potential through direct equity investments, co-investments and investment fund commitments.

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

### Benefits:

- Get quick access to capital
- Gain a collaborative, non-controlling partner
- Boost your credibility, capital, and financial profile



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

## Expertise & Business Connections

We provide answers to the most common questions about exporting for our customers to make informed decisions and learn in detail about internal markets. We introduce them to available resources, connect them with strategic partners, businesses and programs here and abroad.

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

### EDC can connect you to:

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

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

**To speak with a representative at EDC, please call 1-800-229-0575 or visit [www.edc.ca](http://www.edc.ca).**