



# Helping You Succeed in International Business

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**ACEC Summit**

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# Agenda

- ▶ Who we are
- ▶ What EDC can do for you
- ▶ Current Environment
- ▶ International Opportunities

# Who is Export Development Canada

- EDC is a Crown corporation that reports to Parliament through the Minister of International Trade.
- EDC is a wholly owned by the Government of Canada. The corporation is financially self-sustaining and operates on commercial principles

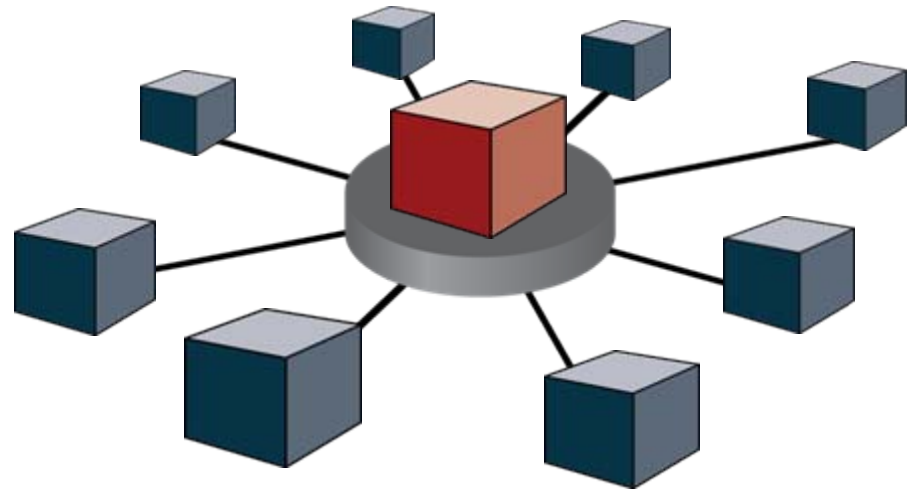
## Mandate

- ▶ *Support and develop, directly or indirectly, Canada's export trade and Canadian capacity to engage in that trade, as well as to respond to international business opportunities – **guides everything we do***

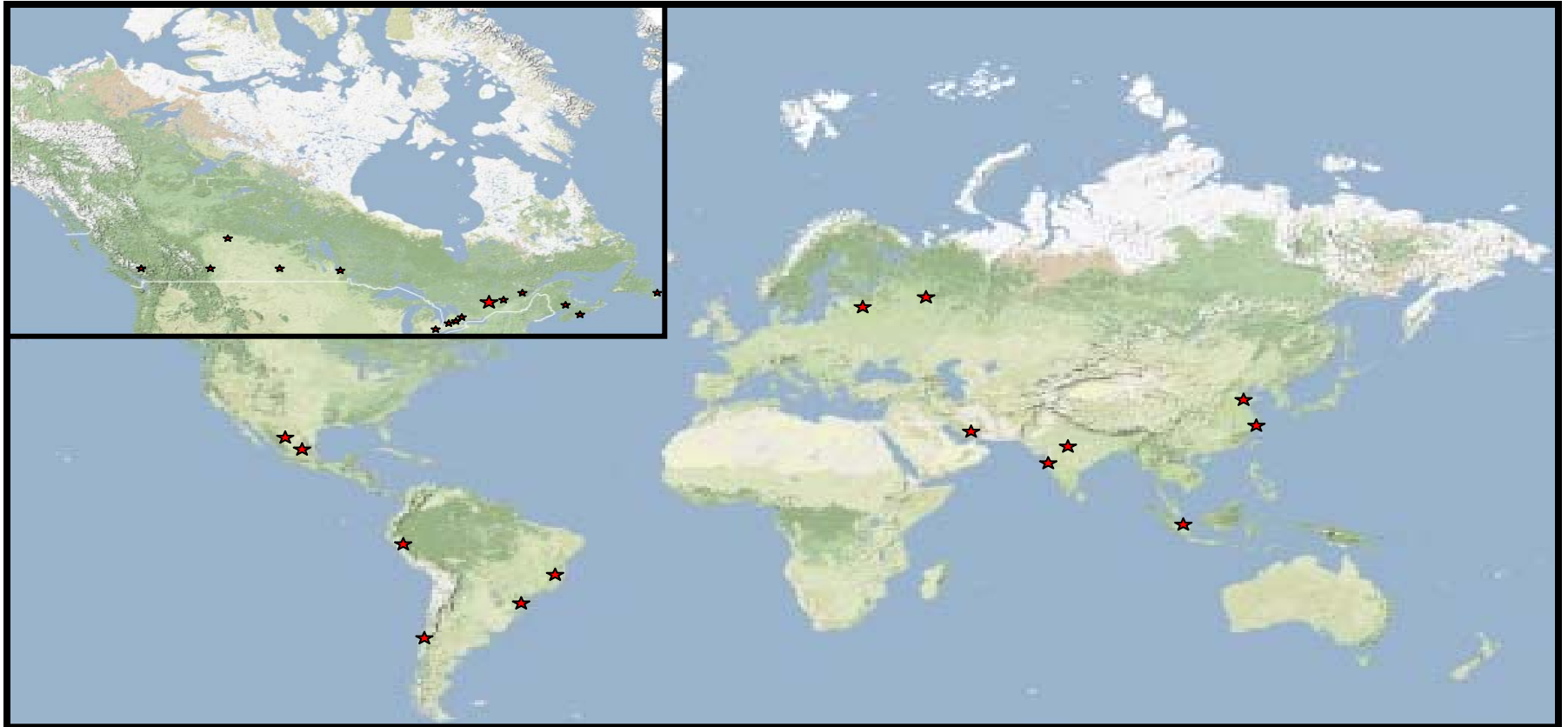


# How We Operate

- ▶ Financial Solutions and Management
- ▶ Dedicated network of resources
- ▶ Sector Expertise
- ▶ Market Expertise
- ▶ Strategic Partnerships



# EDC Representation

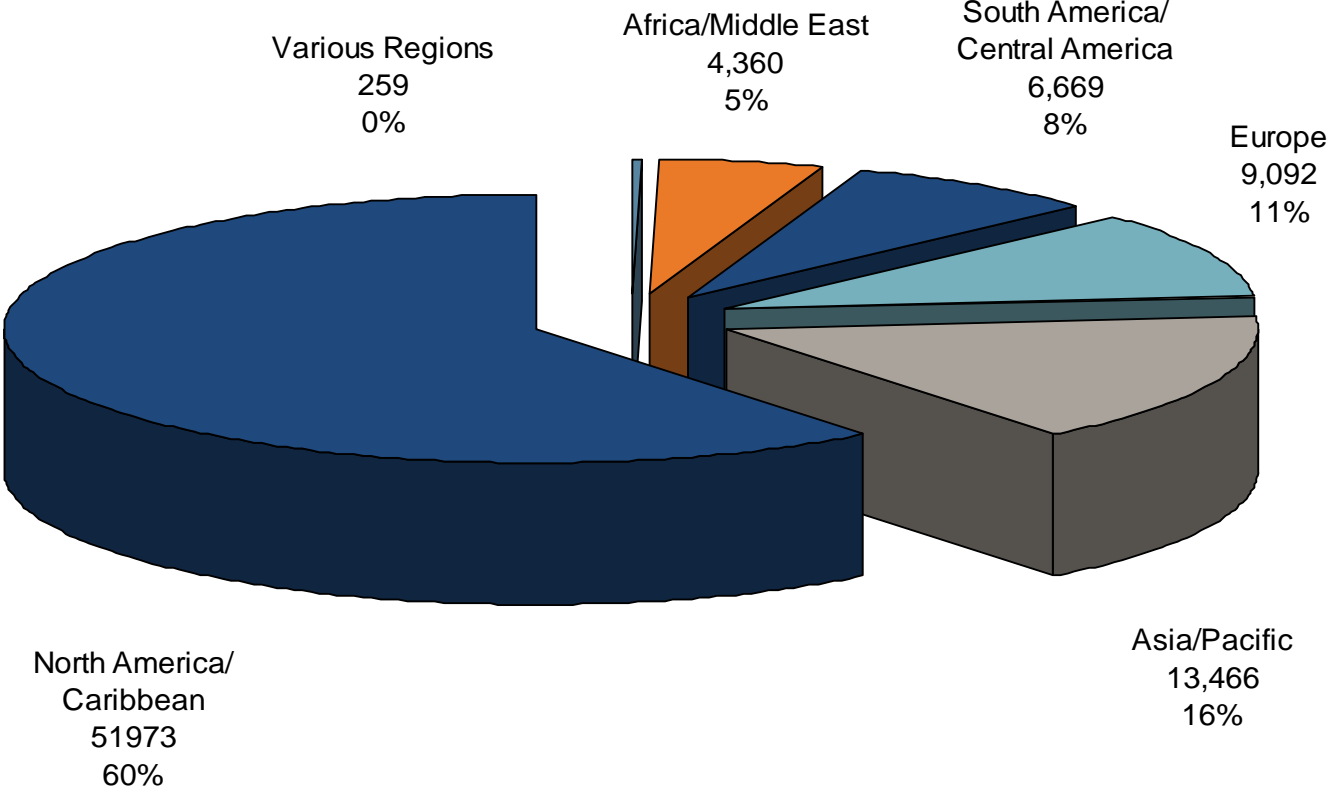


- ▶ EDC's Head Office is in Ottawa, with 14 other regional Canadian offices
- ▶ EDC also has 14 international representations

# 2008 Performance Highlights

- ▶ Served 8,312 customers
- ▶ Facilitated \$85.8 billion in exports and international investments
- ▶ Active in 184 global markets
- ▶ \$22 billion of EDC's business was in emerging markets
- ▶ \$4.7 billion was in Canadian direct investment abroad
- ▶ EDC's 2008 business helped generate \$57.8 billion to Canada's GDP

# EDC International Volume (Million)



Source: 2008 Annual Results



# EDC Financial Solutions Aimed to Help your Business

- ▶ Accounts Receivable Insurance
- ▶ Contract Bonding
- ▶ Political Risk Insurance
- ▶ Export Financing



# Tombstones



# EDC'S New Domestic Powers

- ▶ EDC has been granted temporary domestic powers as part of the government's stimulus package
- ▶ EDC will provide support through its domestic bonding program, a key financial instrument for the infrastructure sector
- ▶ Financing support will apply where committed private sector financing is already in place but the transaction requires additional capacity, and EDC's participation will be structured upon commercial rates and terms
- ▶ Projects must enable or help develop Canada's export capacity and reflect a commercial risk

# Beyond the Credit Crunch: Challenges & Opportunities

## Challenges

- ▶ **Many large projects postponed**
- ▶ **Protectionism**
- ▶ **Volatility**
- ▶ **Canadian Banks**

## Opportunities

- ▶ **Emerging Markets Infrastructure Plans**
- ▶ **Green Plans**
- ▶ **Lower Canadian Dollar**
- ▶ **Canadian Banks**

# The Infrastructure Paradox: Economic Downturn vs. Stimulus Packages

- ▶ **Stimulus packages** focus on engineering and construction opportunities in the public sector.
- ▶ **US** government's US \$787 billion stimulus package
- ▶ Emerging markets have significant stimulus, e.g. **China** at 13.3% of GDP; **South Africa**, estimated at 38% (!! ) of GDP
- ▶ Developed Markets have significant stimulus packages e.g. **Korea** and **Australia** 5 – 6% of GDP

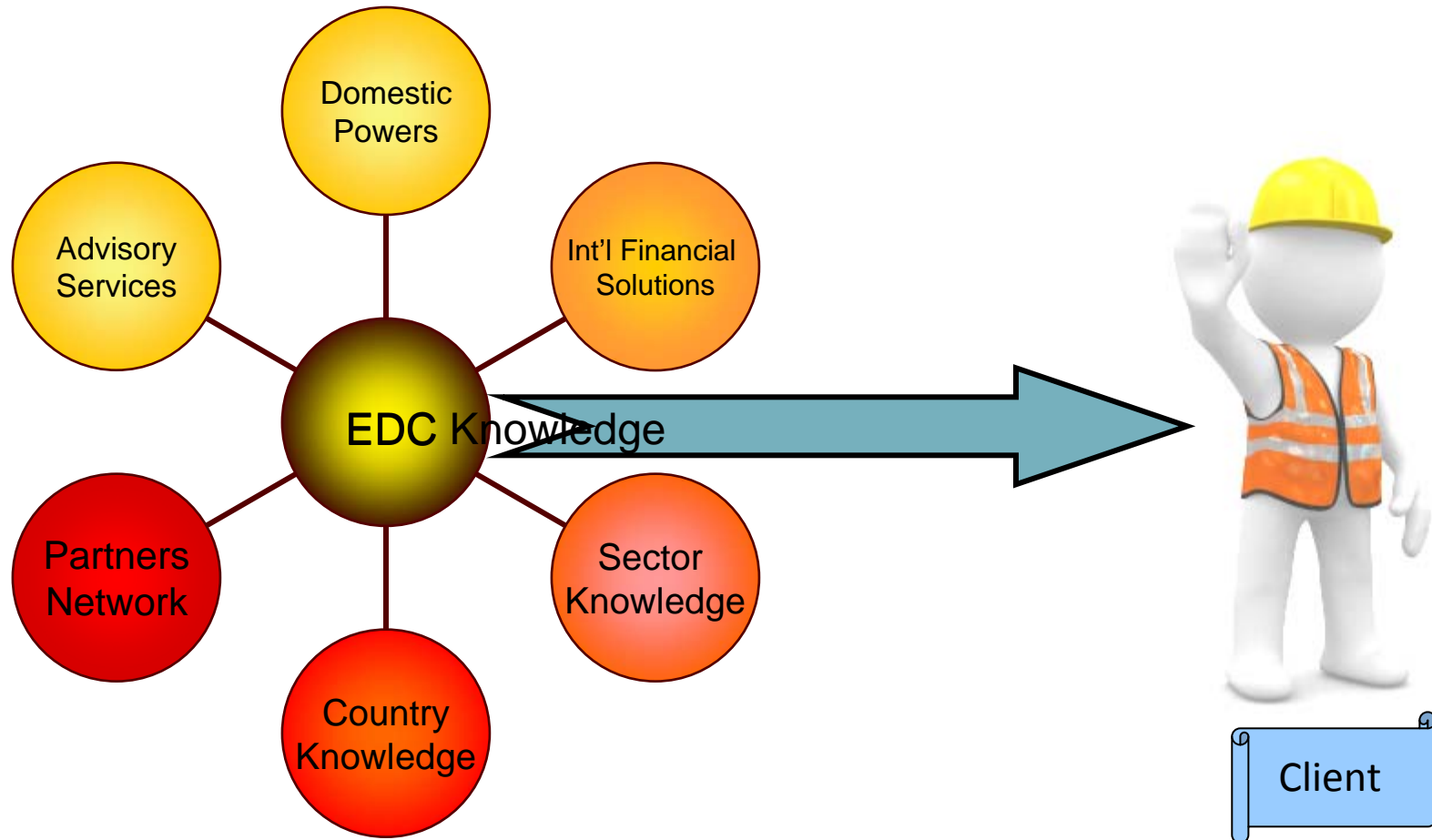
# Helping Exporters Seize Opportunities

- ▶ **Webcasts**
- ▶ **Seminars**
- ▶ **Matchmaking**
- ▶ **Reference Material**
- ▶ **Partnerships**



Visit our Landing Page  
[www.edc.ca/infrastructure](http://www.edc.ca/infrastructure)

# Enabling Our Customers to Succeed



# Conclusion

- ▶ There are opportunities out there
- ▶ Creativity agility and vision are essential
- ▶ Canadians are in a relatively good position
- ▶ Stimulus funding and focus on environment is generating business for many sectors within the engineering industry
- ▶ EDC is a partner for international opportunities

# Thank You / Merci

Contact EDC at:

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