

## IMW Industries Ltd. and Export Development Canada Trade Finance Criteria; U.S. \$100,000+

IMW Industries Ltd., in cooperation with Export Development Canada, developed a proprietary trade finance process which they are pleased to offer to their valued customers.

- EDC Profile:** Export Development Canada (EDC) is socially committed to the environment by facilitating exports of Canadian environmental solutions. EDC is Canada's official export credit agency (ECA). Founded in 1944, EDC is a Crown Corporation that operates as a commercial financial institution. EDC is AAA rated by Moody's and Standard & Poors and is financially self-sustaining. Today, they are open for business in over 175 countries including 153 developing markets.
- EDC Mandate:** EDC's mandate is to grow and develop Canada's trade, and the capacity of Canadian companies to participate in and respond to international business opportunities. EDC provides trade finance and risk mitigation services to Canadian companies to help them compete internationally. For more information please visit the EDC web site located at <http://www.edc.ca>
- EDC Scope:** The EDC acts as the underwriter and will finance up to 85% of the project value for transactions in excess of USD \$100,000. EDC finance options include:
- Revolving lines of credit available to repeat foreign Buyers
  - *A Bank Guarantee Program* for financial institutions that provides competitive financing to foreign Buyers
  - Bilateral facilities
  - Highly structured, project facilities
  - Joint venture facilities available on a case-by-case basis
- Funding Criteria:** The following criterion is a list of materials/information required by the EDC prior to a Buyer being considered for transactions in excess of U.S. \$100,000. The materials/information shall be contributed by IMW and the Buyer as outlined below. Upon completion, IMW's responsibility is to deliver the materials/information to the EDC for consideration. IMW makes no representation to the Buyer that funding is guaranteed. The EDC and/or their industry partners provide credit on approval; rates are commercially competitive in the country of application.

### IMW's contribution

1. IMW Executive Summary of the project including:
  - scope of supply, value and timing of funds
  - Buyer's equity in the project
  - financial needs
  - new or repeat Buyer
  - Buyer's company profile, one or two paragraphs
  - if applicable, IMW's previous commercial experience with the Buyer
2. Buyer repayment on funding packages will be three years or less

3. IMW return on investment (ROI) model is highly beneficial
4. Bid documents, Letter of Intent or Purchase Order if available

Buyer's contribution

**Documents to submit to your IMW sales representative or directly to [financing@imw.ca](mailto:financing@imw.ca)**

1. A written statement that references an IMW proposal and the financial requirement
2. A copy of the company business plan, if available, is very beneficial

**Documents to submit directly to IMW's accounting department [financing@imw.ca](mailto:financing@imw.ca)**

3. Financial statements for the past three years: (enquire to submit directly to EDC)
  - An accepted international accounting standard
  - Preference of financial statements, in order;
    - i. Audited
    - ii. Unaudited externally generated
    - iii. Internally generated will be least accepted
      - Year-end and up to date interim financial statements;
        - i. monthly interim statements preferred
        - ii. quarterly interim statements acceptable
          - If your company has weak/no financial statements, leverage may be obtained from a parent company
4. Corporate cash flow: (enquire to submit directly to EDC)
  - 24 month projections
  - Must include assumptions
5. Banking relationships (enquire to submit directly to EDC)
  - Bank(s) and a point(s) of contact
  - Lines of credit, size and remaining credit available
  - Existing covenants

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