



## EDC-BMO TRADE EXPANSION LENDING PROGRAM

**Do you need additional working capital to help grow your business and enter new markets? The Trade Expansion Lending Program (TELP) can help.**

BMO can help your business reach its full potential, without having to worry about short-term gaps in your cash flow, a cash crunch due to upfront costs, or inadequate financing preventing you from expanding.

In partnership with Export Development Canada<sup>‡</sup> (EDC), we help thousands of Canadian businesses expand outside of our borders. Whether you sell directly to a customer in another country, supply a Canadian company that then sends their product across the border, or are trying to finance your first international order, we understand that accessing working capital is critical, and TELP can make the process easier.

### WE CAN HELP YOU:

#### Get to new markets faster

With the Trade Expansion Lending Program, you can access additional financing to cover sales in a new market, build capacity to meet projected demand and finance upfront costs for your international contracts.

#### Support your international investments

Investing internationally can help you increase sales and profits, get closer to customers, and access supply chains, markets, technologies and resources. TELP can increase your borrowing capacity so you can get the financing you need to set up an office and acquire or **expand** a local business.

#### Manage your cash flow

When you have the financing you need, you'll also have the confidence to take on new international contracts knowing you have sufficient cash flow.

\* Not official eligibility criteria.

Eligibility is determined through the TELP application form/process.

‡ All other trademarks are the property of their respective owner(s).

### HOW IT WORKS:

- › EDC shares the risk on your operating line with BMO so that you receive additional access to working capital.
- › You get the financing you need to increase your international sales.

### WHO IS ELIGIBLE?

#### Canadian companies who:\*

- › Sell goods or services outside of Canada (including to the U.S.)
- › Supply Canadian buyers who then directly export the goods or services
- › Have a signed international contract

### HOW TO APPLY

- › Talk to your BMO Account Manager about whether the TELP is a good fit for your working capital needs.
- › Complete the simple TELP application form, which will form part of your BMO loan application, so you don't have to wait to access your operating line of credit.

**For more information, contact your BMO Relationship Manager.**

