

# WORKING WITH EDC TO TAKE ON RISK AND DIVERSIFY

February 2026



Canada

EDC

**EXPORT DEVELOPMENT CANADA  
IS CANADA'S EXPORT  
CREDIT AGENCY.**

For over **75 years** we've helped Canadian companies of all sizes, industries and sectors succeed in global markets.



# WE HAVE OUR FEET ON THE GROUND



**CONNECT  
THE DOTS TO  
DRIVE YOUR  
INTERNATIONAL  
GROWTH**



**PLAN YOUR  
INTERNATIONAL GROWTH**

Tap into EDC's international  
business expertise to  
gauge the risks  
and opportunities



**FUEL YOUR EXPANSION**

Access the full suite of  
EDC's financial solutions  
to support your expansion  
projects

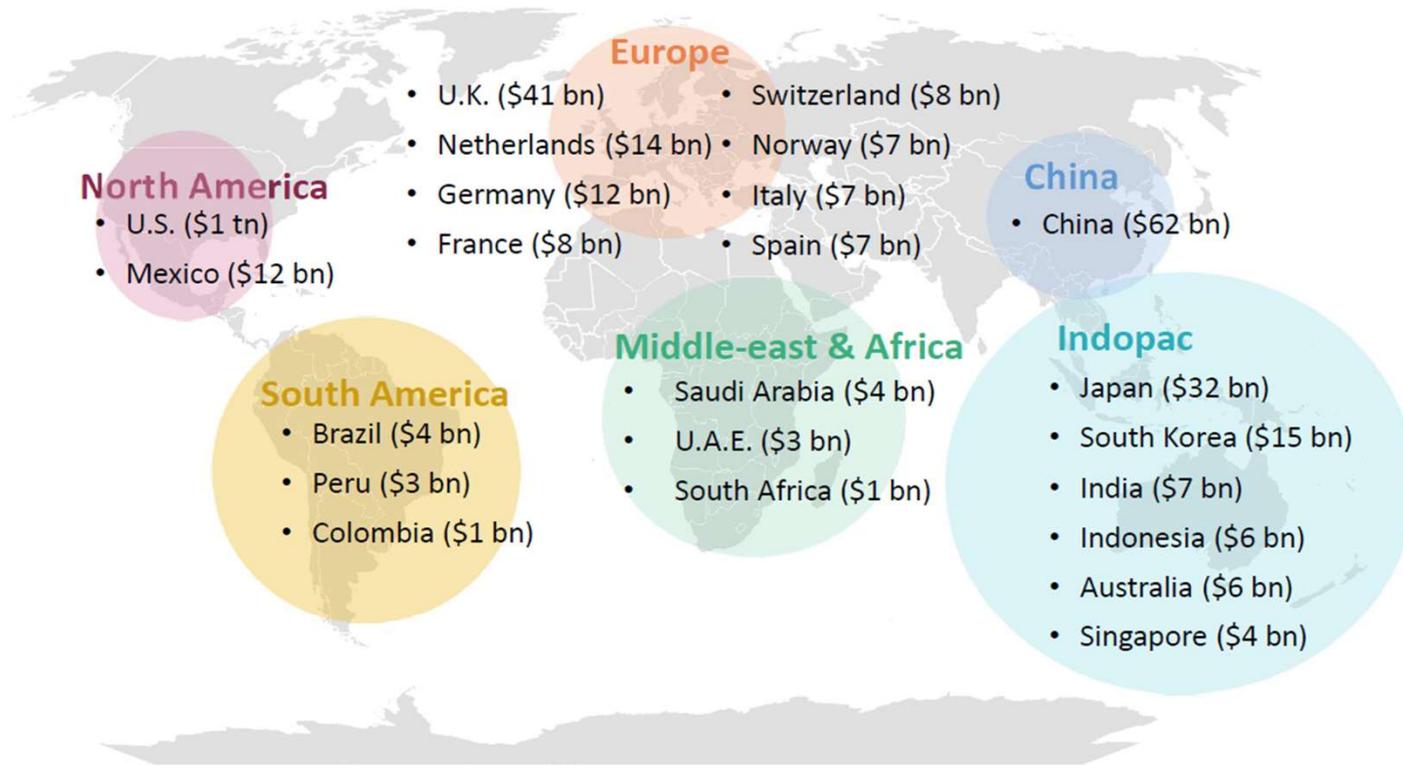


**BE BETTER CONNECTED**

Connect to a powerful  
network of resources,  
partners, here and abroad

# Markets of Opportunity

Annual average exports potential (merchandise), 2025 – 2030\*  
(CAD billions), select markets



\*Based on data ending in 2024; these estimates will be revised in 2026 once full-year 2025 data is available  
Source: EDC Economics, Oxford Economics, Haver Analytics  
Extrapolated from model; please note the model does not incorporate sector-level flows that may impact potential growth

# CONFIDENTLY NAVIGATING THE OPPORTUNITIES OF INTERNATIONAL GROWTH



## KEY FACTORS

### **Planning, research and intelligence**

Market knowledge has never been more critical to help you look ahead to expand internationally or make acquisitions in foreign markets.

### **A network**

International growth requires specific skills and resources. Working with the right partner with experience in growing a business is key.

### **Capital**

Capital is required to seize global growth opportunities. Our unique expertise in international risk positions us to see the rewards that come with high risks.

# MyEDC Home

🏠 MyEDC Home

💡 Knowledge and advisory

Get export help

Search international companies

Find freight forwarders

Connect to global opportunities

Learn with EDCxFIT

Read articles & guides

Listen to podcasts

Discover expert economic insights

📅 Digital events

Attend expert webinars

🔗 Other EDC services >

## Quick actions



Ask a question



Find a company



Access market reports

## My focus



💡 Knowledge and advisory

Featured

### U.S. tariff measures: Overview of key regulations & implications

This fact sheet gives you an actionable overview of what's happening and how to approach and fine-tune your export strategy.

✂ Tool

Featured

### Need help with CUSMA compliance?

Jump into Export Help Hub or call the Trade Commissioner Services support line at 1-833-760-1167

## My events

View all < >



# EDC Export Help Hub

Simplifying your international journey with straightforward answers

Explore

Request knowledge



What are the requirements for importing **furniture** to the United States (U.S.)?

What are the regulatory requirements for exporting upholstered **furniture** to the United States (U.S.)?

What are some of the trade shows of interest for the **furniture** industry?

What international trade shows should I consider in the **furniture** industry?

What are the regulatory requirements for exporting **wood** packaging materials to the U.S.?

What standards should I consider when exporting **furniture** to Mexico?

**Disclaimer:** The Market Prioritization Tool is for informational purposes only and does not constitute legal, business, or investment advice. Rankings and data are non-binding and not official endorsements. Users must independently verify all information and are advised to conduct due diligence and consult legal counsel before making business decisions. EDC disclaims all liability for actions taken based on this tool's content.

## Step 1 | Select the product being exported

940360-Furniture; wooden, other than for office, kitchen or bedroom use

## Step 2 | Customize markets

### Filter based on region

All

### Filter countries

All

## Step 3 | Indicate risk rating

Low-Medium

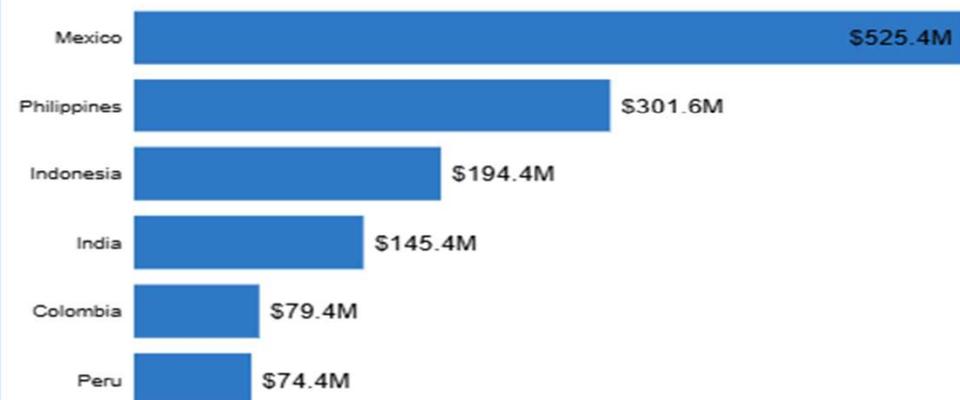


## Step 4 | See results

Sources: EDC trade data analysis based on data from Oxford Economics Trade Prism, UN Comtrade & Statistica Canada.

Country	Market Attractiveness to Canada Rank	Risk Rating	HS Imports 2024	Import Growth Forecast to 2029
Mexico	8	Low-Medium	\$525,351,561	10%
Philippines	35	Low-Medium	\$301,625,496	26%
Indonesia	15	Low-Medium	\$194,401,201	32%
India	12	Low-Medium	\$145,365,729	10%
Colombia	32	Low-Medium	\$79,381,112	21%
Peru	20	Low-Medium	\$74,383,299	13%

## Top trade destinations by global import leaders



## Step 5 | Resources

[Country Position Overview](#)

[Click on the mail icon to open draft email](#)

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## Step 1 | Select the product being exported

940360-Furniture; wooden, other than for office, kitchen or bedroom use

## Step 2 | Customize markets

### Filter based on region

All

### Filter countries

All

## Step 3 | Indicate risk rating

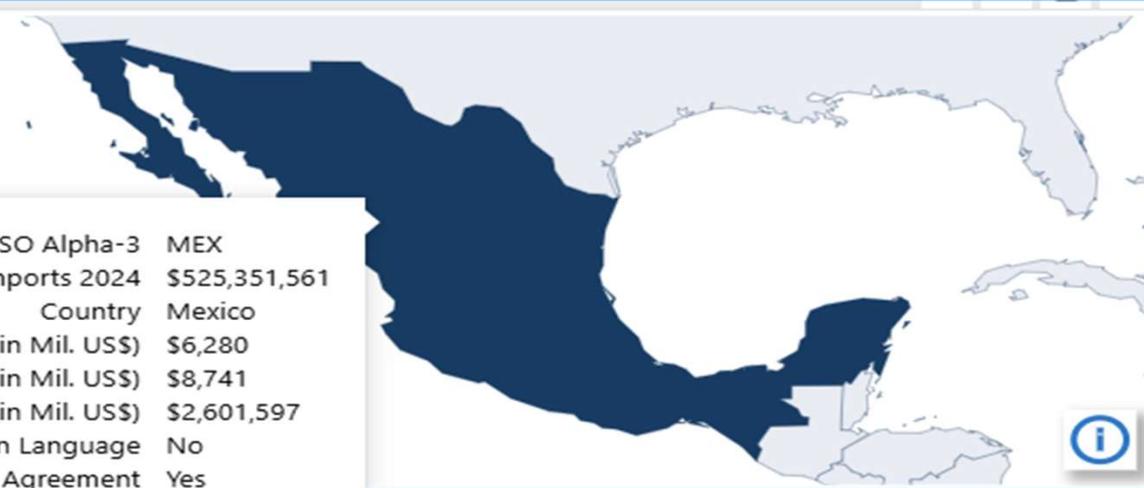
Low-Medium

## Step 4 | See results

Sources: EDC trade Prism, UN Comtrade

Country	Market Attractiveness to Canada Rank	Risk Rating	Global HS Imports 2024	Potential CDN HS Exports 2030
Mexico	8	Low-Medium	\$525,351,561	\$8,741
Philippines	35	Low-Medium	\$201,023,450	\$6,280
Indonesia	15	Low-Medium	\$194,401,201	\$8,741
India	12	Low-Medium	\$145,365,729	\$6,280
Colombia	32	Low-Medium	\$79,381,112	\$8,741
Peru	20	Low-Medium	\$74,383,299	\$6,280

ISO Alpha-3	MEX
Global HS Imports 2024	\$525,351,561
Country	Mexico
CDN HS Exports 2024 (in Mil. US\$)	\$6,280
Potential CDN HS Exports 2030 (in Mil. US\$)	\$8,741
Real GDP PPP (in Mil. US\$)	\$2,601,597
Common Language	No
Trade Agreement	Yes
Contiguity	No
WTO Country	Yes
EDC Office in Country	YES
TCS Office in Country	YES



## Rankings by global import leaders



## TAP INTO **FLEXIBLE FINANCIAL SOLUTIONS** FROM US AND IN COLLABORATION WITH YOUR FINANCIAL INSTITUTION.

- **Access more funding** to acquire an international company or grow your foreign affiliates
- **Address financial constraints** within your supply chain, such as the need for bulk inventory or additional capital to fulfill contracts
- **Protect your profits** against FX rate fluctuations, without locking up your capital
- **Free up working capital** tied up in letters of guarantee
- **Safeguard your business** against the risk of unpaid invoices
- **Grow your customer base** by providing competitive payment options to your customers
- **Access in-market direct lending expertise** in ~200 markets



**FUEL YOUR EXPANSION**  
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to support your expansion  
projects



**Mitigate risk with  
EDC Credit Insurance**



Mitigate risk with EDC Insurance

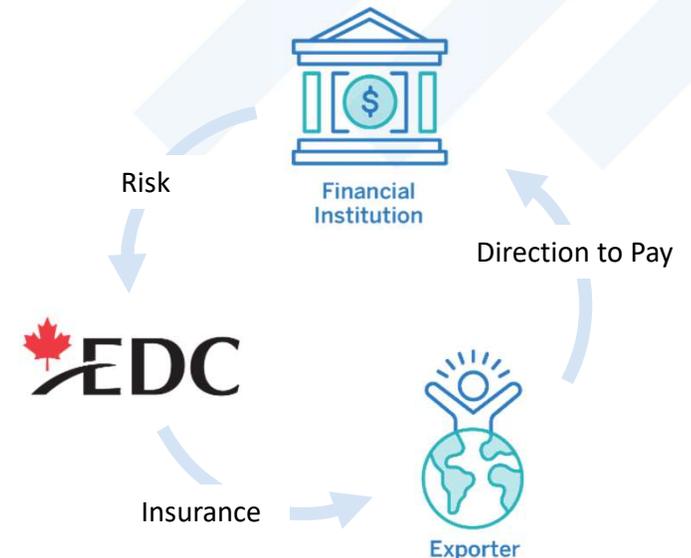
## CHALLENGES MITIGATED WITH EDC CREDIT INSURANCE

1. Growing international sales with greater reliance on foreign payments
2. High concentration of sales with only one or two international buyers
3. Exporter's need to offer long payment terms (beyond 90 days)
4. Large work-in-progress component with the possibility of contract cancellation
5. Inherent country risks in opportunity markets

# EDC CREDIT INSURANCE

[Credit Insurance](#) is purchased directly from EDC, potentially allowing your bank to factor in your foreign receivables, and lend up to 90% against the total value.

- Benefits may be assigned with a “direction to pay” to the bank
- Can be applied to payment terms of up to 180 days
- Protects against failure to pay
- Mitigates risk of loan default against accounts receivable
- Foreign subsidiaries also eligible for coverage
- [EDC Credit Insurance FAQs](#)

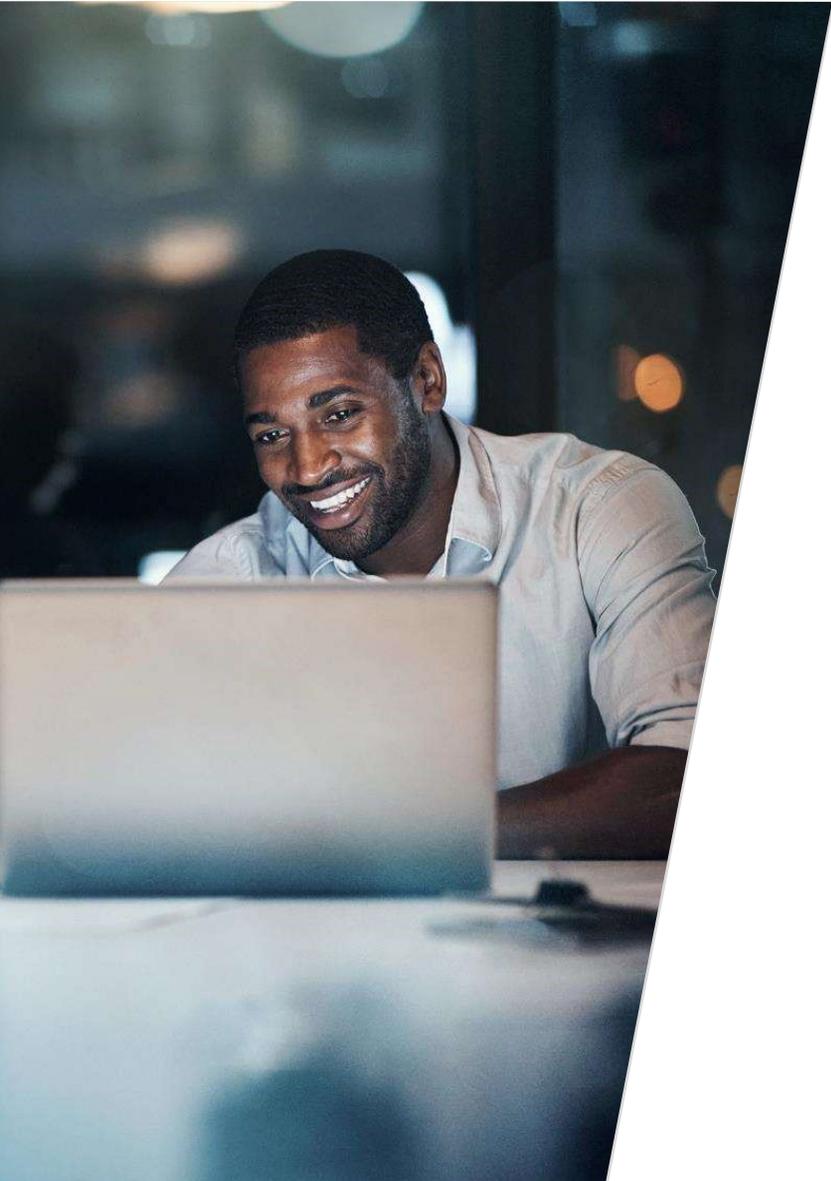


## SOLUTIONS

- > [Select Credit Insurance \(SCI\)](#)
- > [Portfolio Credit Insurance \(PCI\)](#)



**Offset risk with  
EDC guarantees**



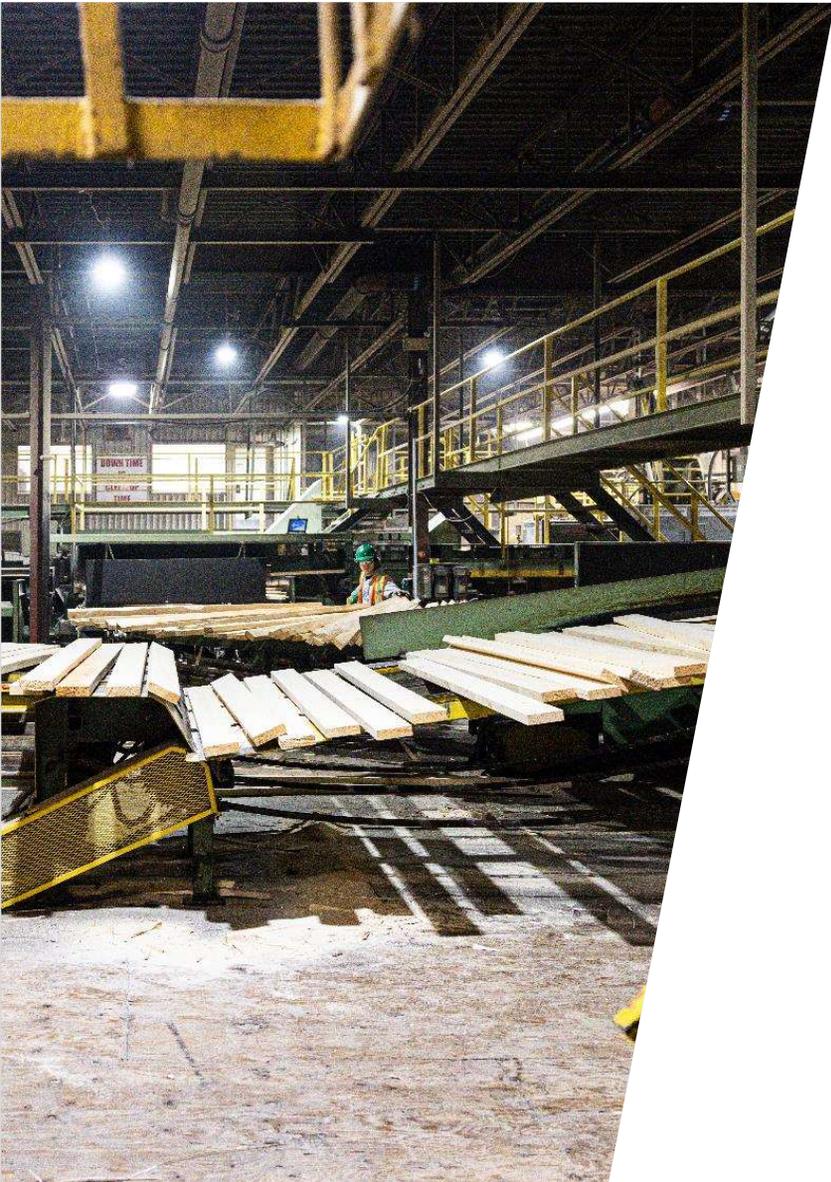
## **CHALLENGES SOLVED BY ACCOUNT PERFORMANCE SECURITY GUARANTEES**

1. Working capital restrictions
2. Insufficient collateral
3. Meeting standby letter of credit requirements when entering new markets
4. Poor payment terms from suppliers affecting your cash flow
5. Lack of predictability in access to eligible standby letters of credit



## CHALLENGES SOLVED BY FOREIGN EXCHANGE FACILITY GUARANTEES

1. Limited credit appetite
2. Insufficient collateral
3. General Security Agreement not available
4. Large or lengthy FX contracts (up to 3 years)



## CHALLENGES SOLVED BY EXPORT GUARANTEE PROGRAM

- Access to additional working capital
- Risk associated with transition to a new lender
- Existing overall exposure to the bank
- Your international expansion into new markets
- Concentration risk related to your revenue
- Inventory in transit
- Lending against rising inventory levels
- Foreign-domiciled assets
- Financing of foreign subsidiary/affiliate



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“

*Without EDC, it would have been difficult to execute contracts worth tens of millions in Korea, Singapore and Europe.”*

— Ravi Naidu, Director of Finance, Aspin Kemp & Associates



# REALIZE YOUR FULL EXPORT POTENTIAL.

Connect with us to help grow your  
business outside of our borders.

## Merry Bounpraseuth, Senior Relationship Manager

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 [www.edc.ca](http://www.edc.ca)



**TAKE ON**  
**THE WORLD**

