



**RBC  
Global  
Services**

International Trade Centre, Ontario

“What you need to know”

# Impact of Exports for Ontario

- Exports of \$ 200 billion per year
- Represent 1/2 of Ontario's GDP
- Supports more than 1.6 million jobs
- Local market is not big enough
- There is a real opportunity for growth

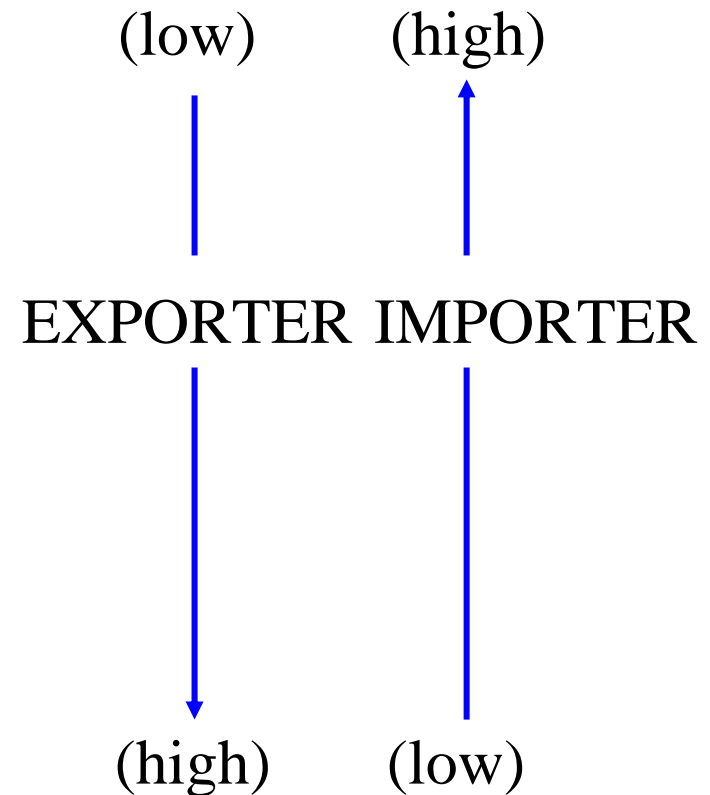
# Products and Services

- Export Letters of Credit
- Import Letters of Credit
- Documentary Collections
- Guarantees (Standby LCs, Bid Bonds, etc.)



# Methods of Payment and Risks

- Cash in Advance
- Confirmed Letter of Credit
- Letter of Credit
- Documentary Collections
- Open Account



# Pre-Shipment Financing

- Traditional Operating Loan
- Obtain deposit from Buyer
- Leverage Export LCs:
  - **Confirm**
  - **Transferable**
  - **Assignment of Proceeds**
- Export Development Canada (EDC)

# Post-Shipment Financing

- Discounting of LCs
- Discounting of Term Doc. Collections

# QUESTIONS

- Visit us at  
[www.rbcglobalservices.com/tmt/trade](http://www.rbcglobalservices.com/tmt/trade)