



Canada-Africa Trade & Investment Forum

Focus Country: Ghana

November 21, 2018

# Our Product

## Foreign Buyer Financing

### What we do?

- We help Canadian companies grow their export sales by financing the purchase of capital goods and services for their international customers. Our government backed financing program removes payment risk for the Canadian exporter and provides the purchaser with competitive in market financing alternatives.
- We support transactions up to \$10,000,000 USD

### What we offer?

- 2 to 5 Year repayment terms
- Competitive fixed or variable interest rates
- Get paid when you ship and eliminate payment and political risk

# Elevate Founders



**Duncan Munn** *Founder and Chair of the Board*

Experienced senior executive and governance expert with a background in financial services, public policy and regulatory matters. COO of *C.D. Howe Institute*, an instigator of its Financial Services Research Program and past chair of *Alterna Savings*, an OFSI and DICO regulated FI with C\$4 Billion AUM



**Troy Wright** *Founder and CEO*

28 year FI veteran with deep international experience. Former CEO of *Scotiabank Group Mexico* with C\$23 Billion AUM, 900 branches and 15,000 employees. Former Executive Vice President of *Scotiabank's* Canadian Retail Branches and Channels.



## Elevate Board of Advisors

**Michael Horgan**, Former Deputy Minister of Finance , and EDC Director

**Kevin Lindsey**, Former CFO DND and CFO Industry Canada

**Peter Ostapchuk**, Founder and President of icorp.ca Inc.

**Paul G. Smith**, Founder Equity Financial, Former Chair Via Rail

**Jayson Myers**, Former CEO of Canadian Manufacturers & Exporters (CME)

## A Robust and Reliable Partner

- Our people and advisors: Combined over **100 years** of Banking and Trade finance experience, recognized industry and thought leaders
- Speed of execution, superior reliability
- Partnership with **EDC** and the customer finance guarantee
- Strategic partnership with **Canadian Council on Africa**
- Brokers in 12 international markets

## Case Study – Assisting first sale for exporter into Paraguay





## Case Study

- New Canadian Clean Tech exporter looking to enter the market in Paraguay
- Buying company needed financing to close the deal
- In market financing not competitive – cost, terms and security
- Elevate introduced to the buyer
- Successfully underwrote deal with EDC's partnership
- Funded exporter at time of shipment
- Payment and country risk eliminated

*T h a n k Y o u*

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



**Ed Walsh President**  
**[ewalsh@elevatefinance.ca](mailto:ewalsh@elevatefinance.ca)**  
**416-735-9480**

**Elevate Export Finance Corp | 372 Bay Street, 20<sup>th</sup> Floor, Toronto Ontario M5H 2W9**