



ELEVATE
EXPORT
FINANCE CORP

Foreign Buyer Summary Deck

Elevate Your Expectations

A man in a dark suit stands with his back to the camera on a rooftop, looking out over a dense city skyline with many skyscrapers. The scene is hazy, suggesting a sunrise or sunset. The man's reflection is visible on the wet surface of the rooftop.

Our Promise

Better Transactions

Better Service

Better Compliance

MISSION *To expand trade and elevate small and medium-sized businesses by providing fast, customer-focused foreign buyer export finance solutions, all delivered within a framework of trust, prudence and responsible risk-managed growth by people who care.*

Support Your Purchases from Canadian

- Foreign buyer finance is a critical success factor for Canadian small and medium-sized manufacturers seeking to export. Despite demand, small foreign buyer finance (\$250K to 10MM) is an underserved market. Large banks generally ignore this market in favor of larger transactions leaving clients unserved.
- Elevate has partnered with Export Development Canada and financial institutions to provide the customers of Canadian small and medium sized businesses with structured finance solutions. **We lend to foreign buyers of Canadian goods.**
 - This supports helps YOU, the foreign buyer, to purchase the equipment you need, facilitate trade, and improve bottom line results.
 - Financing can be the difference to have a successful negotiation with your Canadian supplier. Our solutions mean less risk, lower costs and more satisfied clients.

Advantages

Foreign Buyers

Elevate Export Finance's solutions will allow you to have arrange flexible payment terms which will be incremental to your commercial finance as they would not require local bank guarantees. We will be able to support your purchases by providing financing on purchases of relatively low dollar value. Our competitive financing package follows an simple underwriting and acceptance process.

Exporters

Canadian SME's will be able to compete in the global market place by offering medium term financing options to their potential customers without impacting their working capital lines or having to discount their receivables. This will allow them to pursue business in new markets and target many various size clients.

Our Product

Medium Term Foreign Buyer Financing

What can we do for you?

We will be able to provide financing on your Purchase from Canadian companies on export sales ranging between \$250,000 - \$10,000,000 USD

What can we offer?:

- 2 to 5 Year repayment terms, with either fixed or variable interest rates
- Competitive rates
- Through us, you can arrange for payment to your Canadian supplier according to the contract terms

Requirements

Foreign Buyer Criteria

- Company must have at least three years of operations
- The purchase must not constitute a greenfield project
- Current financial performance must demonstrate ability to service the proposed facility
- Be located in a country acceptable to EDC's risk profile

Welcome to Elevate Export Finance Corp



The Team: Vision, Integrity, Results



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.

The Team: Vision, Integrity, Results

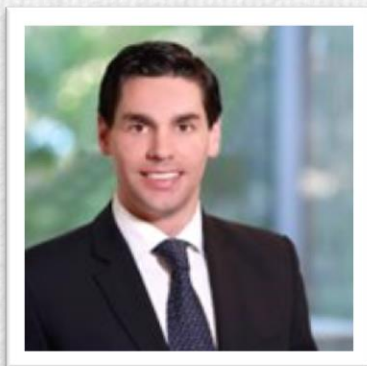
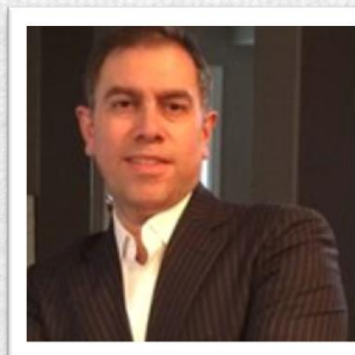


Ed Walsh *President*

Dynamic leader who has been active in the underwriting and credit community for over 25 years. Having managed teams of 5 to 44 and a half-billion dollars in assets, he brings experience from diverse industries and across North America to Elevate. With a B.A. and several professional designations, he has a lifelong approach to learning and professional development.

Francisco Garcia *SVP & Chief Business Development Officer*

Accomplished trade finance executive, with close to 20 year experience in structuring transactions in key global markets. Supported over US\$ 1 billion in export sales in support of small and medium sized exporters. Actively worked alongside Export Credit Agencies from North America, Europe.



Scott Rambeau *Chief Administrative Officer*

Experienced risk and compliance audit and consulting Manager with clients in industries such as finance, technology, insurance, and retail. He brings an audit and advisory lens to Elevate which helps to serve our clients' needs as well as maintain compliance with domestic and international regulations.

Board of Advisors

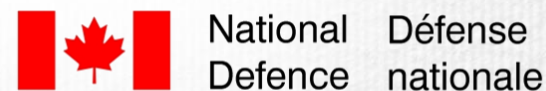
Michael Horgan, Former Deputy Minister of Finance and EDC
Director

Kevin Lindsey, Former CFO DND and CFO Industry Canada

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

Paul Smith, Founder Equity Financial, Former Chair Via Rail

Team Background & Recent Associations



Elevate vs. Competition



T h a n k Y o u



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