



**Boost the  
performance  
of your projects  
with BDC**



# BDC highlights



**BDC is the only bank dedicated exclusively to entrepreneurs**

## **Our mandate:**

- Provide Money and Advice
- Fill the market gaps
- Maximize financing options

## **Our clients are more successful**

BDC financing's clients posted higher sales growth—**up to 14%**—than similar non-client companies.\*



# Collaborate with BDC

When you:

**1** Reach the limit of your credit line because of rapid growth or innovation-related expenses

**2** Have a contract that requires significant development before payment

**3** Want to purchase your premises

**4** Wish to improve your company's operational efficiency

**5** Are selecting a new business system



Solutions  
**Money &  
Advice**





# Coulson Group

## Opportunity:

Build a next generation air tanker for use in fire fighting efforts in order to gain access to new markets.

## Need:

Custom financing to purchase a C130 Hercules and refit the aircraft.

## Solution:

Long-term high ratio financing for both the purchase and refitting of the aircraft with principal payment deferral to preserve working capital.

## Results:

The Coulson Group was able to purchase and refit the aircraft, positioning itself as a global leader in fire fighting technologies in the Canada, the US and Australia.

*“BDC gave us the breathing room we needed to reposition ourselves and grow our business. That’s invaluable for any entrepreneur!”*

**- Wayne Coulson, President**



# Purchasing equipment

## New or used equipment, including:

- Production line machinery and equipment
- Specialized technology, commercial vehicles and much more

## Cover your purchase cost and related expenses such as:

- Shipping, installation, training

## Equipment loan

Get the money you need to finance equipment right away

## Equipment line

Get a pre-approved amount to make purchases over a 12-month period



# Commercial real estate financing

## Your plans:

- Buy land and buildings
- Build new premises
- Expand or improve facilities
- Replenish working capital depleted by ongoing construction

## Benefits:

- High percentage of financing
- Long-term financing guaranteed up to 25 years
- Progressive or seasonal instalments based on cash flow
- Possibility of deferring principal repayment for up to 36 months
- **Peace of mind:** collateral requirements exclude your personal assets



# Advisory services



**Manufacturers can benefit from advice from our experts in many fields, including operational efficiency and system selection:**

## **Benefits:**

- Improved capacity to respond faster to customer needs and changing market conditions
- Setting the stage for future growth by focusing on offering better value to their customers
- Maximized ROI, minimized costs and risks when selecting a new system (ERP, CRM)





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# Thank you.

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