

# **Financing the CANDU Sale**

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## **1. Introduction**

- **EDC Mandate and Structure**
- **Track Record**
- **Where we do business**
- **Support to Small Business**

## **2. Qinshan III Transaction**

- **Specifics (Scope and participants)**
- **Transaction Timeline and Key Dates**
- **Inter-lender coordination**

## **3. Lessons Learned**

- **Commercial and financial negotiations occur in parallel requiring joint strategy and close coordination of financial and commercial parties**
- **Loan Discussions prior to contract signature**
- **Importance attached to obscure wording of past MOU agreement**
- **Disparate Processes and Strategies of other ECAs**
- **Importance of close contact with Canadian Embassy**
- **Role of financial advisors**
- **Government to Government backdrop**
- **Prime Ministerial Visit and politicization of transaction**
- **Critical importance of endgame strategy**