

## CASE STUDY

# Line of Credit



*“This transaction is a successful example of how Canadian companies can work with governmental agencies like EDC to provide world-class technology around the globe.”*

Brad Miller  
President of IMW Industries Ltd.

*“We are particularly delighted to have EDC enhancing our relationship with IMW and providing us with this export credit facility to finance our business rollout.”*

Mr. Minghui Liu  
Managing Director of China Gas Holdings Limited

### CUSTOMER

**IMW Industries Ltd.**  
Chilliwack, BC

IMW Industries Ltd (“IMW”) is a leading supplier of Compressed Natural Gas (CNG) systems for vehicle fueling and industrial applications. The company prides itself in delivering a wide range of fully integrated, cost-effective and environmentally friendly CNG solutions.

### CHALLENGE

With its burgeoning population and a recent state-sanctioned shift towards natural gas-powered vehicles in the country, China is a key market for IMW CNG equipment products and services. When China Gas Holdings Limited of Hong Kong (a natural gas services operator) planned to build at least 120 Chinese CNG refueling stations for buses and taxis over three years, they wanted to partner with a company with the capability to provide fully integrated equipment and services.

### SOLUTION

EDC helped to play a matchmaker role between China Gas and IMW. Financing was part of the solution and EDC signed a line of credit for US\$ 30 million with China Gas – marking the first time EDC had ever signed a commercial line of credit with a Chinese buyer of Canadian exports. Under the five-year deal, the line of credit will provide financing for China Gas to purchase CNG equipment from IMW.

### RESULTS

The successful IMW – China Gas agreement is expected to help reduce greenhouse gas emissions by more than 150,000 tonnes, as well as create jobs. As IMW continues to build its business in China, it is also working with EDC to develop financing options that they are able to offer to their foreign-trade customers.

### › EDC CAN HELP YOU

For more information visit [www.edc.ca/insurance](http://www.edc.ca/insurance) or call **1-800-368-6664** to learn how EDC’s insurance solutions can help you open the door to export opportunities.

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