



EDC's Portfolio Credit Insurance helps Three Farmers protect profits, expand business

Launched in 2011, Three Farmers is a Saskatchewan-based manufacturer of plant-based snackables made from roasted chickpeas, lentils and fava beans grown in the Canadian Prairies. It also co-manufactures camelina oil. It exports to the United States, Australia, Japan and Singapore.

Challenge

Securing more working capital from traditional lenders

Being a relatively new company, Three Farmers was seen as a risky prospect by traditional lenders and it couldn't margin its international receivables which form a significant part of its annual sales.

EDC Solution

Export Development Canada (EDC) offered Three Farmers Portfolio Credit Insurance (PCI), which protects their international accounts receivables for up to 90% against buyer non-payment (default or bankruptcy). With PCI coverage, Three Farmers was able to get an operating loan facility against its international receivables.

Result

When the company was receiving order requests from international buyers and needed to drastically increase its inventory, PCI enabled them to get the funding they needed.

Succeed with EDC

Learn more about the [Portfolio Credit Insurance](#) or contact your relationship manager. If you don't have a relationship manager, call 1-800-229-0575 or [send an inquiry](#).



Company:

Three Farmers Inc.

Location:

Saskatchewan, Saskatoon

Exports to:

**United States, Australia,
Japan and Singapore**

Industry:

Food Manufacturing

EDC Product/Program:

Portfolio Credit Insurance

"In this industry, specifically, our risk profile as a business is far too great for traditional lenders. EDC's PCI made the bank more comfortable to margin foreign receivables"

— **Natasha Vandenhurk, Three Farmers CEO & co-founder**