



TOUGH TIMES DON'T LAST. TOUGH BUSINESSES DO.
GET TOUGHER WITH SUPPORT FROM BDC

When you are experiencing industry ups and downs, it can be tempting to apply short-term measures. However, the most resilient businesses are those that implement a solid financial and operational foundation. This enables them to not only survive, but also thrive in any economy. BDC can help you with financing and consulting services designed to improve your business resilience and set the stage for growth.

We can help boost your business's financial and operational capacity

- > Reduce costs and become more competitive by implementing an operational efficiency process
- > Get access to working capital to weather industry cycles and breathe easy with flexible repayment terms
- > Obtain financing to invest in growth projects, such as R&D, global expansion, acquisition, and sales and marketing
- > Become more competitive with new equipment and technology
- > Strengthen relationships with clients with an improved sales and marketing approach
- > Ensure you have effective HR strategies to adjust to changes in your workforce



Our experience with BDC was very positive. We had a great opportunity to expand our business services and the BDC team showed real confidence in our rig-building initiatives. Their service was highly personable, and they really showed that they cared about our business and understood where we were going. For a growing company, that's invaluable!

Duane Carol
President
DC Drilling Inc.
www.dcdrilling.com

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Ease the pressure on cash flow with patient and flexible financing that goes beyond traditional financing

- > Get a higher percentage of financing—up to 100% for real estate and 125% for equipment
- > Match payments to your seasonal or progressive cash flow pattern
- > Postpone principal payments for up to 12 months at the start of the loan
- > Repay your loan over a period of up to 12 years for equipment purchases and 25 years for real estate

Specialized consulting services

BDC consulting experts* can help you:

- > Improve your financial position and cash flow management
- > Reduce operating costs by optimizing operations
- > Assess and develop your Internet strategy
- > Evaluate and enhance your overall business strategy
- > Develop opportunities in Canada and abroad
- > Boost employee engagement

**BDC can also provide financing to cover consulting fees.*

Take advantage of the BDC difference

A true business partner, rain or shine

The sector has been through ups and downs; we stand by you—for the long run.

Experienced advisors

Our advisors have experience in the oil and gas sector and can help you find efficient, impactful solutions and give you access to a wider business network.

More than money

BDC is the only bank that offers financing as well as consulting services tailored to the needs of oil and gas entrepreneurs.



I consider BDC's consulting group to be an extension of our business. Access to professionals who can support and assist us in implementing various initiatives has enabled Medallion to grow and my team to stay on track. They have been instrumental in our success.

Kris Glenn

President and Owner

Medallion Energy Services Inc.

www.medallionenergyservices.com

BDC's impact on its clients

A recent Statistics Canada study concluded that:

- > Sales growth among BDC financing clients was higher—by up to 14%—than among similar non-clients.
- > BDC clients who used both financing and consulting services performed even better, with higher sales growth and productivity—up to 25% and 13%, respectively—than similar non-clients.

For more information

Contact us at

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