



Financing.
Advisory.
Know-how.

Trade Resilience

Empower your business amid unforeseen changes to market conditions

Are you concerned about the effect of trade uncertainty on your business? Worried about rising costs, shrinking profit margins, and losing important clients or suppliers? Canadian businesses are facing new headwinds, and the uncertainty of trade policies is making business planning challenging.

Is your business ready for today's uncertain trade landscape?

BDC Advisory Services' trade resilience solutions can help you face uncertainty by moving away from reacting to trade news, to giving you tools to build resilience through thoughtful near to mid-term planning. We offer you two solutions to help secure your cash flow, identify your immediate course of action and implement measures to increase your organization's readiness to unexpected shifts in the business landscape:

- Trade Resilience Assessment
- Trade Resilience Plan



Trade Resilience Assessment

By assessing business risks, evaluating financial flexibility, current financial management practices and conducting scenario modelling, you'll be better equipped to mitigate the adverse effects of changes in market conditions, ensuring long-term stability and growth.

We help you:

- Assess financial health using key ratios, break-even point and borrowing capacity to identify vulnerabilities, strengths and flexibility to handle market changes.
- Evaluate your financial management tools and financial information including operating budget, cash flow forecast, and product costing and pricing.
- Conduct scenario analysis to evaluate potential financial impacts of market volatility, changes to the economic and business landscape, and to integrate operational responses from within your organization.
- Develop a roadmap including key findings and recommendations for immediate action.

Our approach:

Phase 1 – Financials and high-level business assessment

Phase 2 – Scenario modelling and analysis

Phase 3 – Execution, planning and communication

Trade Resilience Plan

We take a deeper dive into specific areas of your business to help plan for better resistance to economic volatility.

We help you:

- Assess business functions that are critical to absorbing unforeseen market changes, to identify key vulnerabilities, strengths and areas requiring immediate attention.
- Look deeper into a focus area of your business to improve your resilience; priority areas may include:
 - Financial resilience
Refine budgeting for scenario planning. Create key performance indicators (KPIs) to monitor impact. Provide cash flow and scenario management tools, integrating inputs from your business operations. Implement a financial governance plan for market uncertainty.
 - Operational efficiency and supply chain
Identify waste and inefficiencies, assess supply chain risks, improve operations management with clear KPIs and governance, and provide recommendations for quick wins.
 - Market analysis and diversification
Review and assess current cross-border clients and markets. Analyze and identify suitable domestic and international markets using a structured approach. Build industry and market analysis to support a diversification strategy.
 - Industry diversification plan
Evaluate and uncover industry diversification opportunities, validate initiatives, and develop a high-level implementation plan to enhance business resilience and growth.
- Develop a roadmap including key findings and recommendations for immediate action.

Our approach:

Phase 1 – Business assessment

Phase 2 – Go deeper into one of these functions:

- Financial resilience
- Operational efficiency and supply chain
- Market analysis and diversification

Phase 3 – Roadmap and recommendations

Building resilience is your solution to market uncertainty

Creating trade resilience empowers Canadian entrepreneurs like you to proactively tackle changes in market conditions, including those related to trade. By moving beyond reactive measures, our solutions provide a practical framework to ensure that you're well-prepared to handle the financial impacts these challenges generate. With a clear roadmap and actionable insights, you can achieve long-term stability and growth, securing your future in an increasingly unpredictable trade and economic environment.

Financing options available.

For more
information,
visit bdc.ca

