

Study findings also show that certain industries rely heavily on exports to developing country markets which demand or attract concessional financing; industries involved in the power and energy sectors are a case in point. While these industries also have had a significant volume of exports which have not required concessional support and, indeed, relied upon such support for only four transactions between 1980 and 1990, new installations in developing country markets are likely to require concessional financing.

Many exporters indicated that a significant volume of potential transactions had not been pursued in recent years because concessional financing was no longer available from Canada. Efforts in pursuing markets requiring such financing would have been wasted. Exporters identified some \$1.3 billion in lost sales opportunities during the 1980 to 1990 period due to the unavailability of concessional financing from Canada. It is important to recognize that this figure does not represent the complete volume of lost opportunities, because many exporters withdrew their marketing efforts in certain markets when concessional support declined.

In summation, reliance on concessional financing appears to be growing. Some \$9 billion worth of exports over five years have been identified which would require such support.