

## **INTRODUCTION**

Export financing plays a major role in maintaining and enhancing the competitiveness of Canadian exporters in the global marketplace. Indeed, such support is essential to counter the effect of similar activity on the part of Canada's main competitors. One aspect of export financing which has attracted the interest of the public in general and exporters in particular, is concessional financing. It is an aspect which is not clearly understood; nor are the activities of Canada's competitors in this regard well known.

The objective of the Canada Account Study was twofold: first, to examine and assess the importance of concessional financing to Canadian exporters during the decade 1985 to 1995, and second, to examine and compare the concessional financing activities of a select group of countries which often compete with Canada in exporting to developing countries. An independent consultant undertook the first objective of the Study, while the second objective was dealt with in-house by EAITC/TPF.