

suggested such alternatives as redirecting exporters away from spoiled markets to those where non-concessional financing could be applied, increasing the repayment terms on loans beyond those normally associated with the goods and services sold, and applying a greater degree of credit-mixte or tied-aid funding.

It also may be appropriate to consider whether or not financing support should be prioritized by both market and sector. As noted earlier, this would really be no more than an admission of what has taken place in any event.

Finally, it may be time to review selection criteria, possibly to allow for such considerations as exclusion on the basis of project size, the fact that a project is unlikely to lead to follow-on commercial sales, or the fact that an exporter already has received a certain measure of concessional financing support in a given period.