

The unavailability of concessional financing after 1990 may account for the few attributable commercial opportunities which were identified. It is likely that exporters' inability to source concessional financing limited their commercial sales prospects in certain markets, and may limit their prospects in future years.

It is important to note that of the 43 concessionally financed transactions included in the study, 13 involved first-time sales by exporters in the subject market. The benefits were both quantitative and qualitative, and four significant qualitative benefits were identified:

- Exporters indicated that the transactions enabled them to enhance their technological capabilities and to maintain a critical mass of key individuals within the firms;
- Export sales enhanced the international reputation of the companies, as well as providing opportunities for new domestic and international partnerships;
- Concessionally financed sales allowed exporters to maintain a presence in traditional markets and to continue contacts with existing and potential clients; and
- Exporters indicated that a greater and sustained Canadian presence in foreign markets generally enhanced the prospects for additional sales of Canadian products.