

An important quantitative benefit expected from concessionally financed transactions was exporters' success in obtaining follow-on sales on non-concessional terms.

- The study revealed that the \$1.3 billion in concessionally financed sales contributed to \$380 million in follow-on sales (11,224 jobs). However, only about 45% or \$170 million of this follow-on work (5,021 jobs or \$10,133 per job) was highly attributable to the concessionally supported transactions. A subsequent sale was considered to be highly attributable if it involved a subsequent phase to a project, a follow-on sale of parts for the concessionally financed equipment, or a sale to the same buyer or in the same market which otherwise was unlikely to have occurred.
- It is noteworthy that almost all of the follow-on sales, some \$368 million of the \$380 million, were associated with concessionally financed transactions that occurred before 1989. Thus, the follow-on sales are associated with only 19 of the 43 studied sales, and transactions signed in and after 1988 may yet generate attributable follow-on sales in the original market or the region.

What may limit these prospects is that market conditions have changed in most if not all of the countries involved in the later transactions, and sales to these markets may be limited until these conditions improve.

Exporters also were asked whether additional opportunities for commercial transactions had been identified as a result of the concessionally financed transactions. These opportunities were those not associated with a completed follow-on sale as previously described, not requiring additional concessional financing, and not involving aid funding from Canada.

Only three exporters identified new commercial sales opportunities that could be attributed to concessionally financed transactions. The sales involved five potential transactions with a total estimated value of \$170 million. The majority of this amount was associated with one sale valued at \$100 million. Although other opportunities were identified, these were not necessarily linked to the receipt of prior concessional financing support.