

## **QUANTITATIVE BENEFITS**

The total value of the 43 export transactions included in the study, in unadjusted dollars, was approximately \$1.3 billion.

The concessionally financed tranches of these transactions were valued at approximately \$440 million. The largest transaction involved a sale valued at approximately \$210 million, the second largest some \$170 million, and the third largest some \$110 million. The remaining transactions can be summarized as follows:

- \$50 million to \$100 million - four transactions;
- \$25 million to \$50 million - seven transactions;
- \$10 million to \$25 million - nine transactions; and
- Less than \$10 million - 20 transactions.

The study determined that none of these sales would have occurred without Canadian concessional financing support, which was for the purpose of matching concessional offers from competitors. Concessional financing thus can be credited with generating some \$1.3 billion in Canadian export sales between 1980 and 1990.

The 43 transactions included in the study supported approximately 38,400 person-years of employment (\$11,458 per job) during the 1980 to 1990 period. However, it was not possible to determine detailed characteristics of the employment supported as most exports of capital goods involve sub-suppliers from a wide variety of industries and geographic areas. Moreover, much of the data required for such an analysis would be either commercially confidential or difficult to substantiate objectively.