

## **FINDINGS**

### **CONSULTANT STUDY - IMPORTANCE OF CONCESSIONAL FINANCING TO CANADIAN EXPORTERS**

The terms of reference for the consultant study were developed in consultation with the Department of Finance, CIDA, EDC, as well as with the export community in form of the Canadian Exporters' Association (CEA) and the Association of Consulting Engineers of Canada (ACEC). CEA and ACEC formed special committees to assist in development of the terms of reference. In addition, these associations informed their membership of the Study and urged them to cooperate to the fullest extent possible.

The consultant interviewed 52 exporters as well as government and association representatives, on the basis of structured interview guidelines. Some 43 transactions were examined with exporters. The consultant summarized his findings under four headings: quantitative benefits derived, the need for concessional financing, and findings related to future application of concessional financing.