

2022 ANNUAL PUBLIC MEETING – MESSAGE FROM THE CHAIR

Hello. My name is Vivian Abdelmessih, and I am the newly appointed Chair of EDC's Board of Directors.

Welcome to all and thank you for tuning in.

It is an honour to serve as Chair of EDC, an organization that has worked for nearly eight decades to help Canadian companies succeed on the world stage.

And I am doubly pleased to share this latest update on EDC's efforts and impacts in 2022.

OUR TRANSFORMATION

I am joining EDC at a time of extraordinary transformation.

This transformation is guided by an ambitious 2030 strategy – a plan to significantly grow our exports and help Canada regain its standing as a leader in international trade.

To achieve this, EDC is taking a range of measures to help our customers expand globally, and sustainably. Using Canada's progressive approach to trade, our customers are staying ahead of the trends. And they are making the right kind of impact here at home and abroad.

This is also a time when EDC's greatest strength is on display. That is, helping exporters thrive during times of change and uncertainty.

And throughout the past year, EDC has done just that. It has helped Canadian exporters in responding to change, *with* change.

DELIVERING IMPACTS FOR OUR CUSTOMERS

In 2022, the organization continued to deliver impacts for its customers.

27,000 customers benefitted from EDC's support in 2022. The vast majority were small and medium-sized companies, the backbone of our economy.



EDC reached a record \$8.8 billion in business support for the cleantech sector, a 40% increase over 2021. This is in line with our efforts to build a more sustainable future for all Canadians.

And EDC solutions facilitated \$133 billion in export support and contributed to 3.7% of the national GDP – also an all-time high for Canada’s official export credit agency.

These are merely snapshots of how we are moving the needle on our objectives, as we forge ahead with our 2030 strategy.

DEDICATION AND LEADERSHIP

As our business has evolved, so too has EDC’s leadership.

I would like to recognize my predecessor, **Martine Imran**. Her passion and vision have contributed to many of EDC’s successes. If you need any proof, consider that EDC is serving 4 times more customers today than when her term began.

Thank you to **Lindsay Gordon** for stepping in as interim Chair over the past few months. Lindsay is a longtime board member and a great champion of EDC and its mission.

And finally, it is a pleasure to work with **Mairead Lavery**. Her extended 2-year term as CEO and President of EDC ensures continuity at a time of great change. Her dedication has helped EDC make good on its promise, to bring the best of Canada to the world.

FOCUSED ON OUR MANDATE

Change is as constant in life as it is in business.

One thing remains the same: EDC is steadfast in its support for Canadian exporters in seizing international growth opportunities no matter what challenges may come their way.

After all, *this is* what we were made for.

Thank you for your time.

