

# 2025 ANNUAL PUBLIC MEETING – MESSAGE FROM THE PRESIDENT & CHIEF EXECUTIVE OFFICER

Hello, I'm Alison Nankivell.

It is my pleasure to welcome you to EDC's 2025 Annual Public Meeting, where we reflect on the past year.

EDC's mission—to help Canadian businesses grow and succeed internationally—is one I believe in deeply. It's the reason I accepted the opportunity to step into the role of President and CEO.

Throughout my career, I've worked alongside Canadian companies of all sizes and sectors. I've seen their innovation, resilience, and global potential. And I know that expanding their international reach is key to long-term prosperity for Canada.

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I'm proud to rejoin an organization that has an impact in this space.

We recently undertook a study with Statistics Canada to measure that impact.

We found that Canadian exporters who received EDC support demonstrated better outcomes than those who didn't. Our customers, on average, generate 23% more revenue, employ 16% more people, and experience 6% higher employee productivity.

That's powerful.

In 2024 alone, EDC's business activities contributed \$87 billion to Canada's GDP and supported more than 475,000 jobs.

This level of impact is built on the strong foundation laid by our O3O strategy—an ambitious, forward-looking roadmap.

We continue to build on this strategy and on the areas where EDC can level up to meet the evolving needs of Canadian exporters:

First, driving trade diversification, particularly in opportunity-rich regions like the Indo-Pacific, where we served over 1,500 customers and facilitated \$13 billion in business in 2024.



Second, continuing to innovate our approaches to supporting high-potential, medium-sized companies. Just last year, we invested nearly 30% more year-over-year in this critical segment.

Third, expanding our reach through like-minded partners, at home and abroad. Just one example: Through EDC's Trade Expansion Lending Program, we work with our nine financial institution partners. In 2024, this resulted in a 45% year-over-year increase in small business customers and a 43% increase in medium-sized customers to our portfolio.

Lastly, growing sustainably, with an emphasis on responsible business. By the end of 2024, we provided \$1.3 billion in support to 56 renewable energy projects—an important step in supporting the global energy transition.

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I would be remiss if I didn't use this platform to thank my predecessor, Mairead Lavery. She spearheaded the 2030 strategy and led EDC through six years.

Thanks to Mairead, our Board Chair Vivian, and the exceptional team here at EDC, we're well-positioned to continue driving impact in the years ahead. I'm excited for the future and proud to lead this organization into its next chapter.

To learn more about our results and priorities, I invite you to read our 2024 Integrated Annual Report, now available on our website.

Thank you.

