

>> Ladies and gentlemen, welcome to the 2024 Annual Conference of the Export Import Bank of the United States. Please welcome to the stage the president and chair of the Export Import Bank of the United States. Reta Jo Lewis.

>> Good morning. Good morning. Good morning. Good morning. We can do better than that. Good morning. Good morning. The sun is shining and we are here at the EXIM Bank 2024 conference. Let's give all of you a round of applause for joining us today. You know, it is so wonderful to see this amazing crowd. It is an honor to stand before you as president and chair of the Export Import Bank of the United States. And on behalf of my fellow board members, vice chair Judith Pryor, director on herstatt and Congressman Spencer BCUs, it is my honor to welcome all of you to our 2024 to annual conference. You know, if this is your first time joining us today, I just wanna give you a heartfelt welcome. But if you've joined us in the past, stay tuned and welcome back. We are so glad that you're here. You know, this year's program is particularly special as we are celebrating EXIMs 90th anniversary 90 years. That's a long time pre delivering for the American people and that is what President Franklin Roosevelt Creek EXIM in 1934 as part of the federal government's response to the Great Depression, you know, as a key economic element of the president's new deal, he tasked EXIM with reviving American exports and US jobs and to contribute to a new prosperity of an era of prosperity. You know, over the years, EXIM has delivered on that promise financing the construction of the Pan-American Highway, connecting continents and backing the Burma Road, a lifeline that kept hope alive during World War ii. And we have continued that progress. So since we last convened, EXIM has continued to grow and succeed. So while our 90th anniversary gives us an opportunity to look back at our history, our continued success gives us much we believe to celebrate. So let me just share a few minutes with you some highlights from the past year. We at EXIM are so proud that EXIM has financed nearly \$9 billion in deals reflecting the greatest amount of transactions since 2014. The EXIM board approved our first and second and third make more an America deal and we have over \$2.5 million deals in our pipeline. You know, we have provided over this last year over a \$1.3 billion in renewable energy as part of the Biden Harris Administration's partnership for global infrastructure and investment. Furthermore, as the global marketplace continues to aspire to clean energy renewable projects, demand for XEM these's markets are continuing to grow. EXIM support has allowed for the construction of two solar energy plants in Angola, the largest transaction in Sub-Saharan Africa in EXIMs history. You know, today we are celebrating the ann the 80th anniversary of D-Day. And just as we did during that era, we are now, as we look towards Ukraine, EXIM is working hard to ensure that US companies are on the frontline of restoration and reconstruction projects when the time has come. We are not waiting until the war is over. We are positioning American companies and supporting Ukraine's people right now And we're on course to have another record breaking year supporting US small business. You know, we all know that small businesses are the backbone of our US economy and we know that small businesses that export are more likely to succeed. So we wanna continue to make sure that American goods and services can compete on a level playing field around the world. So last fiscal year alone, EXIM authorized more than \$2 billion in transactions for America's small business. Let's give it up for our small businesses. I'm telling you, by no stretch of imagination, that is serious business. And one of the things as of April of this year, small business accounts for over 88% of the total number of authorized EXIM transactions. And so on average more than 90% of the transactions that we process and 30% of our total portfolio supports small businesses. So I'm proud to say that our hardworking staff every day has been reaching out to small businesses, particularly women and minority owned businesses, equitable communities, rural communities, you name it, to make sure that they are aware of the ways in which we can help them veterans, L-G-B-T-Q, all equitable communities to grow their experts. Which is why I am also very pleased to announce the launch of the newest version of elms for those of you who are out there using EXIM services, EXIMs loan management application system, which boosts streamlining and significant user experience improvements. So we are celebrating currently the 25th anniversary of our minority and women owned business program in our office of small business. So today, nearly 42% of all companies across the US 1.3

million are owned by women. And as we consider these statistics, EXIM has continued to evolve in our program. And so recently EXIM launched the equity express program. EXIM also in this past year has provided nearly \$350 million in support and provided this new tool, the Equity Express to be used by all communities. You know, this April, this April, this new innovative product, the Equity express select is a export credit insurance policy. You know, this insurance tool was created specifically for an equitable to be able to reach a more equitable business community. And it is going to assist minorities, women, disability, own small businesses as well as rural businesses. So supporting women and women owned business, we know it just makes good business sense, but it is also absolutely necessary for our current and future economic prosperity. But notably EXIMs financing for climate and renewable transactions as it has surpassed over 950 million. You know, it really gives us much to continue to aspire, to aspire to, you know, as the largest authorized transaction in this sector. These are the types of deals that are helping us fulfill our mission of supporting US exporters and supporting thousands of good paying American jobs. So as I have traveled around the world, just totally touting EXIMs, rebuild this list, I believe is just a high couple of highlights that underscores what I hear. That EXIM is not only needed and that not only is EXIM back, but that EXIM is delivering results. Results now more than ever for all of our companies, large, medium, and small. And so that's why I'm so happy that you all are here today because each one of you are a part of what I like to call our ambassador team. The success that you are having in exporting and growing your companies, in creating American jobs is just the best marketing tool that any institution like ours could ever have. So we just say we are the facilitators, we are here to turn your dreams into reality and to turn aspirations into innovation. So it is in that spirit that the year, this year's theme conference is about not only honoring our legacy but charting tomorrow. We have put together a program that does just that. So today and tomorrow you're gonna hear from an exciting we believe lineup of industry leaders, policy makers, exporters, bankers, financial institutions, and of course stakeholders like you, all from across the country and across the world. We have three, not one, not two, not three. There are four of us here today, former EXIM chairs and you're going to hear from them. So please don't miss that. We will feature panels discussions from experts on a range of topics including restoring American leadership in manufacturing. And so when you talk about the energy transition and the new green economy and expanding small business reach, these are just a few of the things that's going to be discussed from this stage and in this hall and in this conference today, you're gonna have plenty of networking opportunities. We heard from you. We understand that that is very critical. So we have our EXIM staff on hand. We are working in a whole of government approach as President Biden has asked us to. And we have all so many of our US government institutions on hand to work with you upstairs in B2B and B two G conversations. And so if you wanna grow your business, this is definitely the place for you to talk about it today, especially as you grow to exporting. So we wanna make sure also that you attend our award ceremony. We're gonna honor some trailblazing deals and some outstanding exporters this year. You know, we believe the goal of our gathering today is to promote the exchange of ideas, forge new partnerships that will shape the future of American exporting. This conference presents all of us with an opportunity to celebrate some key achievements and provide a glimpse in the future. You know, this we believe is a very pivotal time for American businesses. This conference creates an incredible opportunity not only to turn aspirations into action, but to chart a course for you all of you towards even greater success together. President Biden and Vice President Harris, this administration that we serve in, we have been working tirelessly to ensure that our businesses and our friends and allies and those foreign buyers who want to purchase US goods and services are positioned to compete globally while supporting job growth at home. And so it's important for EXIM to use every tool we can to help you level the play, the playing field against competition that might operate unfairly. We understand that there is a lot of job growth at home and that investing in the development of clean and renewable energy, strengthening America's infrastructure and supply chains and supporting initiatives to bolster American small businesses. And so as we are working hand in hand to see all of you and all of us deliver, we've had a great year at EXIM,

proud to be living in America because the First amendment is our guaranteed right? And so the beauty of living in this democracy is freedom, freedom of speech, and everyone has that right to their opinions. And so I told you guys, I was gonna give you more time for networking. So in

conclusion, just so you know, at EXIM we take all of this very seriously. We are here to work with all Americans and all of our stakeholders because I don't know about you, but I'm glad to be an American and I'm glad to be here and I'm glad to be serving in the Biden Harris administration. So as we bring on our next panel, I just want to say that the Biden Harris administration, we are working tirelessly to ensure that American businesses are positioned to compete globally, are supporting jobs, growth at home, investing in the development of clean and renewable energy, strengthening America's infrastructure and supply chains, and supporting initiatives to support America's small business. We need to be able to work what hand in hand with each and every one of you to deliver. We've had a great year, but we are just getting started and that's why I'm so happy to be able to have all of you join us today. So thank you for being here. And of course, please feel free to follow the conversation on social media. EXIM.gov is our website. And make sure you go to all of the social media challenges and let's just make and and share what you have seen, what you have heard today and learned today as to how to make your businesses not just compete, but how to make your businesses succeed in the global marketplace. Let's have a great conference. Thank you very much.