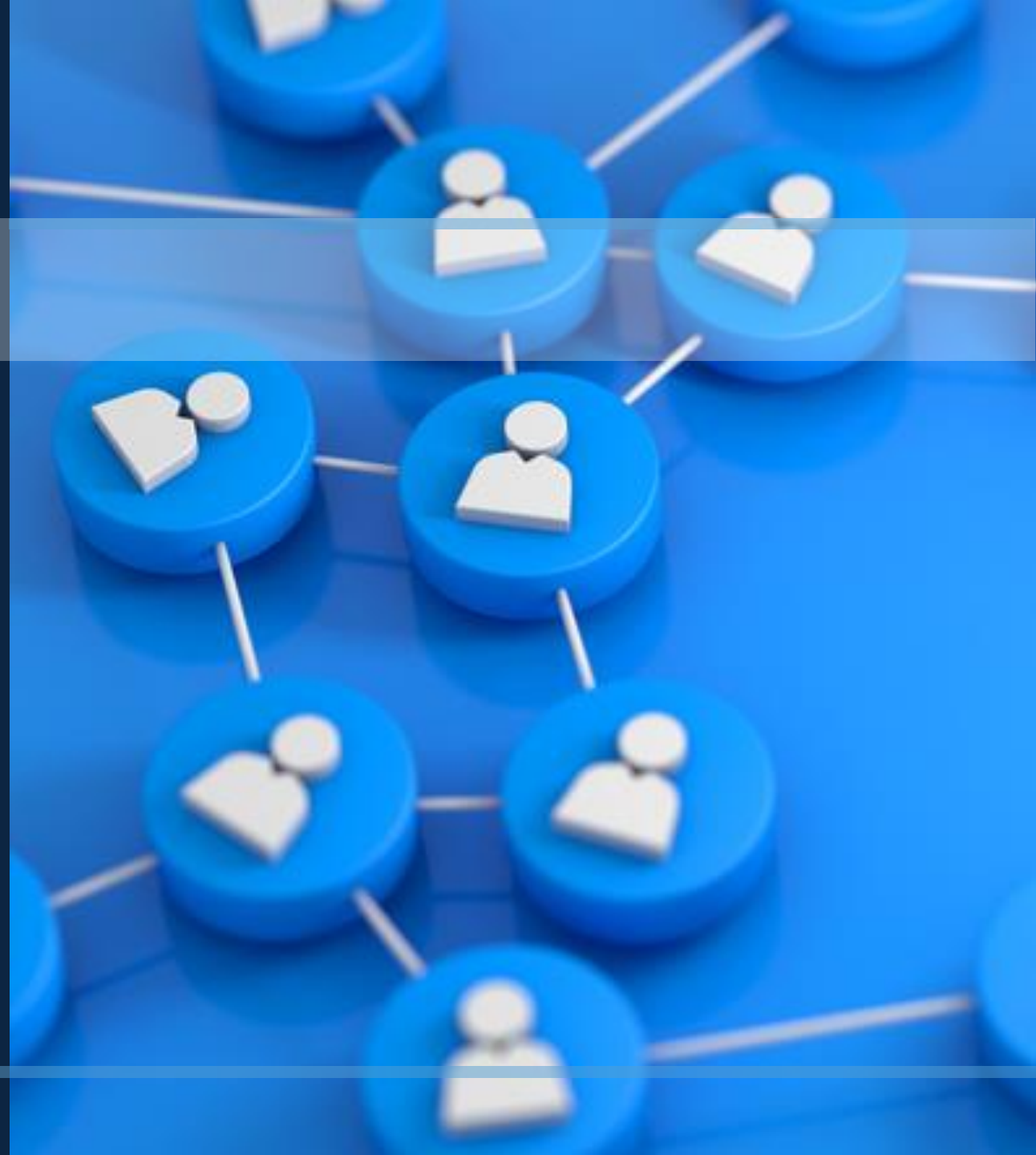


berneunion 

Statement of objectives for the Presidency of the Berne Union

Maëlia Dufour (Bpifrance) - November 2022



Capitalise on our strengths to achieve our goals

Efficient, proactive and dynamic team : President, Vice President, Chairs, Vice Chairs, Management Committee, Secretariat team and of course all the members !

Diversity of members : 83 members from 74 countries across the globe, from developed to emerging countries.

Variety of institutions : public and private insurers, big or small, multilateral institutions, all with different mandates and ownership.

Strong input on global export : we collectively provide 2.63 trillion USD of export representing cross border trade and investments + 64 billion USD of domestic cover in support of exports, for SMEs and large companies.

Worldwide knowledge on export business: in credit insurance, investment, direct lending, bonds and working capital.

Long lasting and solid institution with sound status and a strategic plan.

5 Key objectives

Enhance climate actions

Work on developing cooperative partnerships

Make practical knowledge transfer more efficient

Increase the potential of young professionals

Gain ground to become “the *one and only* voice of the industry”

Enhance climate actions

The Berne Union plays an essential role in coordinating and sharing best practices and given the urgency to fight against climate change, this mission becomes a duty, which we can fulfil by :

- Mapping and improving financial incentives for sustainable projects in the industry
- Sharing best practices on portfolio decarbonization
- Improving transparency on climate issues and targets to reach the “net zero target” taking into account the Paris Agreement, COP 26 statement, E3F coalition

The Climate working group is very important and must continue!

Work on developing cooperative partnerships

The Berne Union is a meeting place for institutions with different missions and profiles. This diversity is a great opportunity to develop complementarities, to aim for « zero market failure », to better support our clients and to keep on playing a countercyclical role, especially during periods of crisis by :

- Targeting a more “customer-oriented” collaboration between ECAs, DFIs, multilaterals and private insurers, especially for SMEs.
- Engaging with institutions beyond the world of export credit, to absorb inspiration in approaches to risk and innovation (e.g. clean tech development or venture capital)
- Developing African potential
- Within the BU Membership, focusing on closer integration of different groups of members and aim to have all the continents represented (e.g. Latin America)

Make practical knowledge transfer more efficient

- Emphasis on more member-to-member interactions during the committees
- Get feed back lessons learnt from specialist meetings to the AGM and Spring Meetings
- Organize round tables and webinars on key topics to share knowledge and expertise in a more agile way
- Revisit the idea of a buddy programme or training periods between members
- Adopt digital tools and processes which can help us collect and distribute information more effectively

Increase potential of the young professionals

The export credit industry is a niche.

It is composed of experienced people and of young professionals, we should develop this strong potential by :

- Enhancing transmission of knowledge
- Sharing best practices on attracting, training and retaining of young talents
- Increasing the role and the involvement of the young professionals, allowing them to directly contribute to innovation in the Berne Union

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Gain ground to become “the one and only voice of the industry”

- Keep building the Berne Union’s visibility at conferences and relevant export events
- Capitalise on the excellent and useful Berne Union data reports to promote our expertise in outreach
- Keep on improving our website with key messages and information about members

www.berneunion.org

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