



World Association of  
Investment Promotion  
Agencies

# 22<sup>ND</sup> WAIPA WORLD INVESTMENT CONFERENCE

## DRAFT PROGRAM

27-28 NOVEMBER 2017

DUBAI, UAE







## FDI AS A DRIVING FORCE FOR SUSTAINABLE DEVELOPMENT

The 22nd annual WAIPA World Investment Conference (#WIC17) is being held in Dubai, UAE, on November 27-28, 2017. This annual meeting will bring together Investment Promotion Agencies (IPAs) from all around the world; other government officials, development sector leaders, private sector representatives and academics relevant to FDI policy and strategy.

At last year's WIC in Istanbul (2016), it was emphasized that WAIPA has the crucial role as an informative intermediary between IPAs and governments to help increase the FDI score for countries, and between private sector businesses and IPAs to address key economic challenges, and create a Global Investment Policy Narrative to enhance and promote inclusive investments. These sustainable investments should create decent jobs and should help the technology transfer. The fight against investments that are exploitative or inequitable cannot be won singlehandedly by IPAs alone, but collectively as a global community.

That is why WAIPA continues to put full effort on empowerment of IPAs and their corporate development with the support of other international bodies and global community and created this year together with its Consultative Committee Members programs and projects to enhance IPAs capacities, for them to use FDI as a driving force for sustainable development, our overarching theme for this conference. It will guide our discussions in the different sessions of #WIC17.

WAIPA #WIC17 Dubai debate sessions will focus on the following topics:

- Empowering IPAs in developing countries and LDCs and the creation of a positive investment environment to achieve the SDGs
- Global Value Chain: Growth and Entrepreneurship through Linkages
- Corporate Investment Drivers, Challenges and the Future of FDI

WAIPA believes in partnerships and cooperation and brings together the three key players to discuss what makes investments more sustainable: global businesses, Investment Promotion Agency (IPA) professionals that can help scale up quality of investment promotion and the leaders of relevant international organizations.

Dubai FDI and WAIPA welcomes all IPA officials, members, and partners at WAIPAs flagship event.



# SCHEDULE

## INSTITUTIONAL MEETINGS\*

November 27, Monday

### FDI Excellence Workshop

9:00 AM - 12:30 PM



09:00–09:10	Welcome by Bostjan Skalar, WAIPA CEO
09:10-10:40	Andreas Dressler, FDI Advisor
10:40-10:55	Coffee Break
10:55-11:15	CNBC Presentation of FDI survey in collaboration with WAIPA
11:15-12:10	IPA Presentations <ul style="list-style-type: none"><li>○ Department for Trade and Industry DTI (United Kingdom)</li><li>○ JETRO (Japan)</li><li>○ Invest in Istanbul (Turkey)</li></ul>
12:10-12:30	University of Columbia – CCSI, Presentation on WAIPA-Columbia survey

12:30 PM - 2:00 PM

Luncheon in Creekside Promenade

### WAIPA General Assembly Meeting\*

2:00 PM - 6:00 PM

Opening Call and Chairmanship  
Audited financial statements 2016-2017  
Annual Report of WAIPA activities 2016-2017  
**Elections (Moderator Jean Louis Collart – WAIPA Legal Advisor)**

### Gala Dinner

7:00 PM - 11:00 PM

CREEKSIDE PROMENADE  
Dress code: business attire

\*) Participation in the Workshop and General Assembly is restricted to WAIPA Members



## CONFERENCE OPENING

November 28, Tuesday

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09:00 AM - 10:35 AM

### Conference Opening

Welcome Address:

- Arda Ermut, President of WAIPA and ISPAT

Special Address:

- Jeffrey Sachs, Quetelet Professor of Sustainable Development and Professor of Health Policy and Management and Director of the Earth Institute

Statements:

- Oussama A. Kaissi, CEO of the Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC) and Chairman of ITAP Supervisory Committee, Islamic Development Bank Group
- Vic van Vuuren, Director, Enterprises Department, ILO
- Michael Langley, Chair of the IEDC Board of Directors, Founding CEO of GREATER MSP, the Minneapolis Saint Paul Regional Economic Development Partnership

### Topic: Empowering IPAs in developing countries and LDCs and the creation of a positive investment environment to achieve the SDGs

11:00 AM - 12:30 PM

First Plenary Session

Moderator: Felipe Sandoval, Senior Advisor, Trade Law and Negotiations, International Centre for Trade and Sustainable Development

Panelists:

- Athena Yu, Co-Founder and COO, Made in Africa Initiative
- Anne Chappaz, Chief, Trade and Investment Support Institutions, International Trade Center
- Thouraya Triki, Principal Economist and Division Manager, African Development Bank
- Mahmoud Al Burai, Deputy Chair and MENA Representative, UN Global Compact Local Network Advisory Group (LNAG)

12:30 PM - 02:00 PM

Luncheon in Creekside Promenade



## CONFERENCE DAY

November 28, Tuesday

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### Topic "Global Value Chain: Growth and Entrepreneurship through Linkages"

2:00 PM - 3:30 PM

#### Second Plenary Session

Moderator: Wim Douw, Trade and Competitiveness Global Practice, Investment Climate, at World Bank Group

#### Panelists:

- Sean Doherty, Head, International Trade & Investment, Member of the Executive Committee, World Economic Forum
- Simon Bell, CEO, Armillary Ventures
- Baybars Altuntas, Chairman, World Business Angels Investment Forum (WBAF), Vice-President, European Trade Association for Business Angels, Seed Funds and Early Stage Market Players (EBAN)
- David East, Head of FDI & Economic Products, Bureau van Dijk

03:30 PM - 03:45 PM

#### Coffee Break

### Topic "Corporate Investment Drivers, Challenges and the Future of FDI"

03:45 PM - 05:15 PM

#### Third Plenary Session

- Moderator: Lucia Cartini, Senior Industrial Development Officer and Coordinator for the UNIDO Investment and Technology Promotion Offices (ITPOs)

#### Panelists:

- Fahad Al Gergawi, CEO, Dubai FDI
- Michele Ziosi, Director Institutional Relations - Europe, Middle East, Africa & Asia Pacific; CNH Industrial
- Abdul Malek Al Jaber, President and Managing Partner of Peppers & Rogers Group
- Chris Knight, Global Commercial Director, fDi Intelligence

05:15 PM - 05:30 PM

#### Closing Remarks

By Bostjan Skalar, WAIPA CEO





## RATIONALE

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### **FDI as a driving force**

Foreign direct investments are vital to maintain and strengthen economic growth. FDI boost technological innovation, know-how transfer, contributes to job creation and adds productive capacity to the global economy. In recent years, we witnessed an ever-growing flow of FDI from developed into developing countries. However, also FDI from developing economies to developing ones grows steadily, creating thus beneficial spillovers through FDI all around the world contributing directly to welfare and prosperity.

While global FDI is still under pre-crisis level it is expected to grow steadily in the next years and there is a huge demand of investments due to the development investment gap, the productive capacity gap, and the demand for trade creation. There is however a strong political will to mobilize resources for the United Nation's Sustainable Development Goals (SDGs), digital economies, and the industrial revolution 4.0., in short to invest into the future. This enhances the role of IPAs and investment promotion in general to contribute decisively in achieving these goals.

### **Sustainable Development**

As investments outlive governments the formulation of policies and the creation of a framework and discourse that will accelerate us towards achieving the SDGs through sustainable investments will be essential in the upcoming years. While the global community of policy makers have shown a growing interest in linking international investment schemes to the UN SDGs there is an enormous gap to be filled with investments in order to achieve the SDGs by 2030.

WAIPA believes in cooperation and partnership. With its extensive ties WAIPA, as an active voice for IPAs around the world, aims to bring together government officials, and representatives from the private sector and academia to contribute collectively and continuously towards a common FDI policy and strategy. Closely working together with international organizations enables WAIPA to be able to create even more linkages and be an active voice for investment promotion with a particular focus on sustainable development.



### **Rationale for Panel 1: Empowering IPAs in developing countries and LDCs and the creation of a positive investment environment to achieve the SDGs**

WAIPA advocates the empowerment of IPAs as often the legal status and institutional anchoring for some IPAs is still inadequate. Particularly developing and least developed countries could greatly benefit by empowered IPAs attracting quality FDI and thus contributing to prosperity and growth.

Given the great potential of the 48 Sub-Saharan countries with a total population of more than one billion with a GDP of 1,573 billion USD in 2015 and acknowledging the fact that often there is an improving infrastructure and good governance as well as significant improvement in the business environment in a relatively short time and with an admirable dynamism, some countries perform considerably better than others in reaching their capacities to create a positive investment environment to create growth and to achieve the SDGs. This panel will discuss factors how empowered IPAs, particularly in developing and least developed countries could attract more quality FDI and what countries could do to improve the business climate and provide a transparent regulatory environment.

### **Rationale for Panel 2: Global Value Chain: Growth and Entrepreneurship through Linkages**

In our globalized world products are often manufactured and assembled in more than one country. This also means that know-how is shared, creating beneficial added value. Therefore, the global value chain also can generate higher productivity through linkages. In this sense FDI can be instrumental to bring access to the GVC.

While in some developing countries this system is fully functioning, in others it is not. So, generally what can be the right strategies and policies for a country to embrace the GVC and create the most positive effect regarding skills and technology transfer, job creation and growth? And what role, among other parts, do investments play in the GVC?

### **Rationale for Panel 3: Corporate Investment Drivers, Challenges and the Future of FDI**

FDI driven by multinational enterprises may be one mean that can help to achieve inclusive and sustainable industrialization and growth as well as improvement of the overall investment climate. In fact, Paragraph 35 of the Addis Ababa outcome document states that "Private international capital flows, particularly foreign direct investment (FDI), along with a stable international financial system, are vital complements to national development efforts."

Especially the focus on sustainable industrialization and the 4<sup>th</sup> Industrial Revolution will challenge this and generations to come. The democratization of skills will become even more important. While for some negative aspects of Industry 4.0 and its challenges prevail, this could prove to be an enormous chance for developing countries to boost their level technologization.

Currently also one of the main drivers that helps to push FDI in some countries is Fintech. The financial technology industry is continuing to expand their markets and numerous countries are trying to establish a Fintech friendly eco-system to receive a share of this popular cake.



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