



World Association of
Investment Promotion
Agencies

Phone : +90 212 465 0025
e-Mail : info@waipa.org

World Trade Center
Building A1, 8th Floor 297
Yesilköy, Istanbul, Turkey

www.waipa.org

Minutes of the Meeting

WAIPA General Assembly Meeting and World Investment Conference 8th & 9th September 2018, Xiamen International Conference Center, China

Chairmanship

WAIPA Vice Presidency

Mr. Fahad AlGergawi - CEO of Dubai Investment Development Agency, U.A.E

Mr. Mahmud Aliyev - Marketing Manager of Azerbaijan Export and Investment
Promotion Foundation, Azerbaijan (*Representative*)

WAIPA Regional Directorships and Other Member Participant IPA's

8th of September 2018

Official Agenda

WAIPA General Assembly Meeting

16:30 PM – 17:40 PM Xiamen International Conference Center – Room 3B

WELCOME ADDRESS

- Boštjan Skalar, Executive Director of WAIPA

OPENING CALL AND CHAIRMANSHIP

- Fahad AlGergawi, Vice President of WAIPA

Annual Report of WAIPA Activities 2017-2018

Audited Financial Statements 2017-2018

Preamble

The 23rd Annual WAIPA General Assembly and World Investment Conference 2018, called for **“A New Era in Foreign Direct Investment”** focus on empowerment and enhancement of IPAs capacities and their corporate development with the support of international bodies in global community.

Held at Xiamen International Conference Center alongside The China International Fair for Investment and Trade (CIFIT) reflecting of a broadened business community, the 2 days Conference gathered a hundred leading investment promotion agencies (IPAs), international organization’s leaders, heads of financial institutions, leading political figures, private sector representatives, economists and researchers from more than 60 countries around the world.

This year’s agenda emphasized that foreign direct investments were 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 spill overs through FDI all around the world contributing directly to welfare and prosperity.

The following three debate sessions were hosted during the WIC 2018 in Xiamen:

- Increasing Domestic Value Addition (DVA) through FDI: How to link local enterprises with FDI companies in the country
- Business impacts through technology and partnerships
- The rise of subnational IPAs. What does the future bring?

Conference also included various types of workshops conducted by FDI experts, member IPAs, and related institutions focusing on best practices in attracting FDI. The participants of these workshops had opportunity to discover new practices about determining target sectors and target companies, efficient use of digital tools for marketing purposes, determining FDI with sustainable characteristics, and other contemporary practices regarding investment promotion.

The Sequence of General Assembly

In his welcoming speech, Mr. Fahad AlGergawi, the Vice-President of WAIPA and CEO of Dubai FDI thanked all WAIPA members for taking part of the Annual General Assembly meeting in Xiamen. He expressed his appreciation stating that WAIPA has become as a concrete platform supporting its motto "Global Reference Point for fDI" to share experiences enhanced with the knowledge of both challenges and opportunities of investment promotion.

Before opening the institutional matters of WAIPA, Mr. Boštjan Skalar asked members for the approval of General Assembly meeting minutes held on 27th November 2017 in Dubai.

The meeting minutes of General Assembly 2017 were approved with the majority of present IPAs.

During the overview of activities, Mr. Skalar highlighted the increased of WAIPA activities and services for its member IPAs. After the launch of WAIPA training center, from January to October 2018 alone, the Association has helped funding, i.e. either reduced fee or free participation for 99 participants from members taking a part of the events. The overall participation in training courses and workshops this year so far were 163 participants, with an additional 51 lecturers, resource persons and presenters from IPAs sharing their expertise, experience and best practices.

FDI Excellence Series trainings enabled IPAs to enhance their performance and provided them more empowerment. The Series will continue in 2019.

Towards to the end of his presentation, Mr. Skalar shared the financial operations and explained WAIPA income and expenses. He submitted to the approval to the present members of the budget 2018 and the estimation for 2019.

The budget 2018 and the estimation for 2019 was approved by all present members.

Moreover, after his explanations, Mr. Skalar asked present IPAs whether there was any objection or not about the financial audited report for 2017.

In his closing remarks, Executive Director Boštjan Skalar expressed his gratitude to all IPAs who decided to support WAIPA in its future agenda. He promised that WAIPA would put more efforts to succeed future plan to empower its members.