Note

The WAIPA Annual Report 2003 has been produced by WAIPA, in cooperation with the United Nations Conference on Trade and Development (UNCTAD). This report was prepared by Marko Stanović. A major input was received from Celia Ortega Sotés. Beatrice Abel provided editorial assistance. WAIPA would like to thank all those who have been involved in the preparation of this report for their various contributions.

For further information on WAIPA, please contact the WAIPA Secretariat at the following address:

WAIPA Secretariat
Palais des Nations, Room E-10061
1211 Geneva, 10, Switzerland
E-mail: Celia.Ortega@waipa.org
Tel: (41-22) 907 59 11
Fax: (41-22) 907 01 97

Homepage: http://www.waipa.org

UNCTAD/ITE/IPC/2004/1

Copyright © United Nations, 2003
All rights reserved
# Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Note</td>
<td>2</td>
</tr>
<tr>
<td>Table of Contents</td>
<td>3</td>
</tr>
<tr>
<td>Acknowledgements</td>
<td>4</td>
</tr>
<tr>
<td>Facts about WAIPA</td>
<td>5</td>
</tr>
<tr>
<td>WAIPA Map</td>
<td>7</td>
</tr>
<tr>
<td>Letter from the President</td>
<td>9</td>
</tr>
<tr>
<td>Message from UNCTAD</td>
<td>10</td>
</tr>
<tr>
<td>Message from UNIDO</td>
<td>11</td>
</tr>
<tr>
<td>Overview of Activities</td>
<td>13</td>
</tr>
<tr>
<td>The Study Tour Programme</td>
<td>17</td>
</tr>
<tr>
<td>WAIPA Elected Office Bearers</td>
<td>18</td>
</tr>
<tr>
<td>WAIPA Consultative Committee</td>
<td>20</td>
</tr>
<tr>
<td>List of Participants: Eighth Annual WAIPA Conference, and WAIPA Training Workshops</td>
<td>21</td>
</tr>
<tr>
<td>Statement of Income and Expenses - 2003</td>
<td>37</td>
</tr>
<tr>
<td>WAIPA Directory</td>
<td>41</td>
</tr>
<tr>
<td>ANNEX: WAIPA Statute</td>
<td>77</td>
</tr>
</tbody>
</table>
Acknowledgements

WAIPA would like to thank the following companies for their financial support to the Event Management for the Tourism Sector Training Programme:

BHAVAL Exports
DCM Shriram Consolidated Limited
Essar Group
Ray Ban Sun Optics India Limited
Samcor Glass Limited
VIDEOCON International Limited

WAIPA would also like to thank the IBM Business Consulting Services – Plant Location International (IBM Business Consulting Services – PLI), Ernst & Young – International Location Advisory Services (E&Y–ILAS), and OCO Consulting for contributing their time and expertise to the WAIPA Training Programme.

IBM Business Consulting Services – PLI

Ernst & Young – ILAS

OCO Consulting
Facts about WAIPA

What is WAIPA?

The World Association of Investment Promotion Agencies (WAIPA) was established in 1995 and is registered as a non-governmental organization (NGO) in Geneva, Switzerland. The Association currently has more than 161 members from all over the world. WAIPA acts as a forum for investment promotion agencies (IPAs) to provide networking opportunities and facilitate the exchange of best practices in investment promotion. Membership is open to all agencies whose prime function is to promote any country or territory for investment.

What are the goals of WAIPA?

WAIPA aims to improve cooperation amongst IPAs on a regional and global basis and facilitate the exchange of experiences in attracting FDI. The objectives of WAIPA, as reflected in its statutes, are to:

- Promote and develop understanding and cooperation amongst IPAs;
- Strengthen information gathering systems and information exchange amongst IPAs;
- Share country and regional experiences in attracting investment;
- Help IPAs gain access to technical assistance and training through WAIPA sponsored events or by way of referrals to relevant international or multilateral agencies;
- Assist IPAs in advising their respective governments on the formulation of appropriate investment promotion policies and strategies.

Who are the partners of WAIPA?

WAIPA’s Consultative Committee comprises the following international and multilateral organizations:

- Foreign Investment Advisory Services (FIAS) of the World Bank Group;
- Multilateral Investment Guarantee Agency (MIGA) of the World Bank Group;
- Organisation for Economic Co-operation and Development (OECD);
- United Nations Conference on Trade and Development (UNCTAD);
- United Nations Industrial Development Organization (UNIDO).

How do WAIPA members benefit?

Membership in WAIPA involves the payment of an annual fee of $2,000. Members benefit from three types of services: Publications, Training and Networking.

---

1 As of 31 December 2003.
Publications: WAIPA Members regularly receive the following:

- The quarterly WAIPA Newsletter;
- The monthly WAIPA News Flash Service;
- A selection of investment-related publications made available by WAIPA’s Consultative Committee members (FIAS, MIGA, OECD, UNCTAD and UNIDO).

Training: WAIPA provides a full programme of training workshops organized independently or in cooperation with other international organizations and private companies. Participation in these workshops is free of charge for WAIPA members. In 2003, WAIPA’s training programme included four series of workshops on Cluster Creation and Development, Investor Servicing and Aftercare, Event Management and Strategic Marketing. Each workshop is custom-tailored to the industry sector or geographical area of the participating IPAs. Finally, WAIPA offers a unique opportunity, enabling the professional staff of WAIPA member agencies to spend up to two weeks training at successful IPAs worldwide.

Networking: WAIPA’s Annual Meeting offers networking opportunities with corporate executives and representatives of international and multilateral organizations active in the area of foreign direct investment (FDI) and investment promotion. Additionally, WAIPA offers its members the virtual showcasing facilities of its website. The website also features a discussion forum for members and provides links to their homepages. Last but not least, WAIPA jointly represents its members at investment fairs and other international forums.

Where do WAIPA members come from?

Albania, Algeria, Angola, Anguilla, Antigua and Barbuda, Armenia, Aruba, Australia, Austria, Azerbaijan, Bahrain, Bangladesh, Barbados, Belarus, Belgium, Belize, Benin, Bolivia, Bosnia-Herzegovina, Botswana, Brazil, Bulgaria, Cameroon, Cape Verde, Chile, China, Colombia, Costa Rica, Côte d'Ivoire, Croatia, Cuba, Curacao, Cyprus, Czech Republic, Democratic Republic of Congo, Djibouti, Dominica, Dominican Republic, Ecuador, Egypt, El Salvador, Estonia, Ethiopia, Fiji, Finland, France, Gabon, Gambia, Georgia, Germany, Ghana, Greece, Guatemala, Guinea, Guyana, Haiti, Hungary, Iceland, India, Indonesia, Ireland, Islamic Republic of Iran, Israel, Italy, Jamaica, Jordan, Kazakhstan, Kenya, Kiribati, Kuwait, Kyrgyzstan, Latvia, Lebanon, Lesotho, Libya, Lithuania, Macedonia (The former Yugoslav Republic of), Malawi, Malaysia, Maldives, Mali, Malta, Mauritania, Mauritius, Mexico, Mongolia, Morocco, Namibia, Nepal, Netherlands, Nicaragua, Niger, Nigeria, Oman, Pakistan, Palestinian National Authority, Papua New Guinea, Paraguay, Peru, Philippines, Poland, Portugal, Republic of Korea, Republic of Moldova, Romania, Russian Federation, Saint Lucia, Saint Vincent and the Grenadines, Samoa, Saudi Arabia, Senegal, Serbia and Montenegro, Seychelles, Sierra Leone, Slovakia, Slovenia, Solomon Islands, South Africa, Spain, Sri Lanka, Sudan, Swaziland, Sweden, Tajikistan, Thailand, Trinidad and Tobago, Tunisia, Turkey, Uganda, Ukraine, United Republic of Tanzania, United Arab Emirates, United Kingdom, Uzbekistan, Vanuatu, Venezuela, Yemen, Zambia and Zimbabwe.
Letter from the President

Dear WAIPA members,

It is my great pleasure to address you on the occasion of the WAIPA Annual Conference in São Paulo, Brazil. The year 2003 was a remarkable one for WAIPA. It allowed us to consolidate our services and expand our membership by 17 new IPAs. Indeed, during the year, WAIPA organized five workshops in Africa, the Americas, Asia and Europe. 118 professionals from 63 member IPAs attended WAIPA workshops on Investor Servicing and Aftercare, Cluster Creation and Development, Event Management and Strategic Marketing. Of the newcomers who joined the Association last year, five were from the following countries: Germany, the Netherlands, Portugal and the United Kingdom. The adhesion of these European IPAs makes our Association truly global. Therefore, WAIPA's future challenge will be to offer a selection of services of interest to IPAs at different levels of development, as well as to facilitate the exchange of experiences and best practices amongst them.

In this year of consolidation, our Association's image has been strengthened by WAIPA's newly redesigned website and a quarterly Newsletter. The website contains tools for investment managers and useful information on FDI events, as well as a directory of member IPAs. Our goal continues to be to keep our members abreast of new developments in the fast moving business of investment promotion. We hope that the WAIPA website will become a vehicle for promoting the exchange of best practices in investment promotion.

During the year, WAIPA also initiated fruitful cooperation with the European Union programme, Pro-Invest, which supports IPAs from Asia, the Caribbean and the Pacific. Around 40 WAIPA members are expected to benefit from this initiative. In the future, WAIPA will seek similar cooperation with other regional initiatives, as well as with private sector companies and the media for the benefit of its members. In addition, WAIPA has strengthened its relationship with the members of its Consultative Committee by signing memoranda of understanding (MoUs) with UNCTAD and MIGA. The MoUs stipulate the terms of WAIPA's cooperation with these two organizations, which includes joint collaboration in organizing capacity-building for IPAs, such as online resource centres, sharing of expertise, and other cooperative work in FDI-related research, as well as provision of publications to WAIPA members. MoUs with OECD and UNIDO are in the process of being finalized.

Looking into the future, WAIPA will need to diversify and increase its sources of income to include more than annual membership fees. Additional funding is also required to support WAIPA's expanded services, as well as to allow the Association to respond effectively to the needs of its increasingly large and diverse membership.

Patricia Francis
President, WAIPA
Message from UNCTAD

Dear WAIPA members,

It is my pleasure to address the participants of the WAIPA Annual Conference in São Paulo, Brazil. This year, the WAIPA annual meeting is taking place concurrently with the UNCTAD XI Conference. This year also marks the 40th anniversary of the foundation of UNCTAD. Since its inception, UNCTAD has been at the forefront of global efforts aimed at developing a more efficient and equitable system of international economic cooperation.

The first UNCTAD Conference, held in Geneva, Switzerland, in 1964, made a number of far-sighted recommendations relating to foreign direct investment (FDI). These included, among others, that 1) home countries should encourage outward investment, 2) host countries should create a business environment favourable to foreign investment, and 3) specialized government institutions should be established to facilitate this process. Many of these ideas have recently become reality. Indeed, investment promotion agencies (IPAs), have become commonplace only in the last decade, and outward investment agencies (OIs) not long ago. Believing that rights also confer responsibilities, the UNCTAD Conference also called upon transnational corporations (TNCs) to facilitate the transfer of technology and know-how to host countries, rely to the extent possible on existing resources in developing countries and work within the framework of host countries' development goals. Today, many of these concerns have come to be known as corporate social responsibility.

The UNCTAD XI Conference will discuss many important issues relating to economic growth and development, including how developing countries and transition economies can build domestic productive capacity through FDI, and how local enterprises can best form business linkages with TNCs in their respective countries, thereby enhancing countries' export competitiveness. I encourage the WAIPA Annual Conference participants to take part in the UNCTAD XI programme, so that together we can continue to seek the vision formulated forty years ago at the founding UNCTAD Conference, namely that of creating and sharing in the fruits of economic and technological progress for all.

Rubens Ricupero
Secretary-General, UNCTAD
Message from UNIDO

Dear WAIPA members,

On behalf of UNIDO’s Director-General Carlos Magarinos, I would like to congratulate WAIPA for recording another successful growth year. Since its inception WAIPA has not only brought together investment promotion intermediaries around a global platform to address issues of mutual concern, but has also been a facilitator and a medium for cooperation among international organizations in the field of investment promotion.

UNIDO has always enjoyed close cooperation with IPAs at the regional and country levels through capacity building programmes and various forms of joint activities. In addition, UNIDO Investment and Technology Promotion Offices (ITPOs) work in close cooperation with IPAs in many countries on the promotion of investment and technology projects in their host countries. Many IPAs took advantage of sending their staff to ITPOs for training and targeted promotion of investment project portfolio. As a member of the WAIPA consultative committee, UNIDO has had the opportunity to further these contacts and to form alliances with other consultative group members, such as UNCTAD, OECD and MIGA.

In December 2003, UNIDO convened the second meeting of the Africa IPA Network (AfriPANet) on the occasion of the tenth session of the UNIDO General Conference. This regional platform for articulating strategies suited to the group’s particular needs and resources and for developing cooperative promotion activities is being executed in the context of UNIDO-WAIPA cooperation. AfriPANet forms the basis for developing formal joint activities between WAIPA and UNIDO in areas of research, publication, training and information gathering. The first sub-Saharan Foreign Investor Survey was conducted and the report published for release at AfrIPANet. Subsequent analyses and reports of each biannual survey are proposed for joint publication with WAIPA.

We also anticipate cooperation during the Technology Fair of the Future, organized by UNIDO during UNCTAD XI, 14-18 June 2004, in Sao Paulo, Brazil. The aim of the Fair is to offer participating enterprises and technology institutes the opportunity to present new ideas, designs, concepts, future products and markets, as well as foresight visions in their fields of specialization. It will also offer participants a platform to forge partnerships, linkages, strategic alliances and joint ventures for improved access to markets.

I look forward to continue working together with WAIPA in sharpening the focus and deepening the substance of our interventions and in increasing operational interaction and coordination in the field of investment and technology promotion.

Haruko Hirose
Deputy to the Director-General, and Managing Director
Programme Coordination and Field Operations Division
Overview of Activities

For the third year in a row, WAIPA's membership has been rapidly expanding, with 17 new members joining the Association since the publication of last year’s annual report. By the end of 2003, WAIPA’s membership included 161 IPAs from 139 countries, representing cities, regions, countries and free zones from all over the world. The newcomers include (in order of arrival in the Association): Invest in Germany (Germany); Invest in Portugal (Portugal); Investment Promotion and Infrastructure Development Division, Ministry of Commerce and Industry (India); Kuwait Foreign Investment Bureau-KFIB (Kuwait); Curacao Industrial and International Trade Development Company-CURINDE (Netherlands Antilles); West-Holland Foreign Investment Agency-WFIA (Netherlands); Melaka State Investment Centre Berhad-MASIC, and Kulim Technology Park Corporation Berhad (Malaysia); UK Trade and Investment (United Kingdom); Investment Promotion Authority-SIPA (Swaziland); Ras Al Khaimah Free Trade Zone Authority (United Arab Emirates); Azerbaijan Investments Promotion and Advisory Foundation-AIPAF (Azerbaijan); Gauteng Economic Development Agency-GEA (South Africa); COMESA Regional Investment Agency (Zambia); Royal Commission for Jubail & Yanbu (Saudi Arabia); Manchester Investment Development Agency Service-MIDAS (United Kingdom); and Board of Investment of Mauritius-BOI (Mauritius). By the end of 2003 most European Union IPAs had joined WAIPA, highlighting the value of WAIPA services to investment professionals at all levels of economic development.

WAIPA activities in 2003 had a good start with The Eighth WAIPA Annual Conference (WAIPA VIII), which took place at the Palais des Nations in Geneva, Switzerland, from 22 to 24 January 2003. The Conference was a huge success in terms of participation from IPAs and other investment professionals, and benefited from the interaction with senior-level government policy-makers who were attending UNCTAD’s Commission on Investment, Technology and Related Financial Issues. The three-day Conference attracted 266 delegates from 88 countries -- 46 of which were heads of IPAs. Numerous officials of international and multilateral organizations, NGOs, as well as an increasing number of representatives from the private sector, media and academia, participated in what has become the world’s largest annual gathering of senior investment promotion professionals. The Conference programme included discussions on "Export Processing Zones at Risk? The Effects of the WTO Agreement on Subsidies and Countervailing Measures", "Strengthening the Investment Promotion Effort at the National, Provincial and City Level: Selected Cases", "Best Practices in Investment Promotion", and "FDI Trends and Policy Implications for IPAs".
The Conference speakers included Ms. Christina Knutsson, Director, Invest in Sweden (ISA), UK Office; Mr. Didier Lombard, Ambassador at Large, Special Representative of France for International Investment, Chairman, Invest in France Agency; Mr. Rudolf Höhn, President, Investe Brasil; Mr. Sean Dorgan, Chief Executive, Industrial Development Agency of Ireland (IDA Ireland); Mr. M.J.T. Rowe, Director-General, InvestHK (Hong Kong); Mr. Carlos Fortin, Deputy Secretary-General of UNCTAD; Mr. Francisco Thompson-Flôres, Deputy Director-General, World Trade Organization (WTO); Mr. Enrique Camacho, Managing Director, Motorola, and many others.

This year, the Conference structure included two days of plenary sessions and a third day of workshops, regional round tables, tutorials, presentations, as well as a site visit to Procter and Gamble European Headquarters in Geneva. For the second time, WAIPA organized during the Conference the awards ceremony for those members who excelled in a particular aspect of investment promotion. The WAIPA Awards 2003 were supported by FDI Magazine (Financial Times Group), and given to those members whose advertising was deemed most innovative and attracting the largest number of investors’ enquiries. The first prize went to the Austrian Business Agency (ABA), followed by the second and third awards to Ghana Investment Promotion Centre (GIPC) and CzechInvest, respectively.

In 2003, WAIPA reinforced its programme of regional training activities by forming alliances with leading consulting firms in investment promotion, such as IBM Business Consulting Services – Plant Location International (IBM Business Consulting Services – PLI), Ernst & Young – International Location Advisory Services (E&Y –ILAS), and OCO Consulting. During the year, WAIPA introduced three new training series: Cluster Creation and Development, Strategic Marketing and Investor Servicing and Aftercare. All workshops were organized independently by WAIPA and sponsored by the private sector.

A Regional Workshop on Cluster Creation and Development for Europe was held in Riga, Latvia, from 17 to 18 July 2003. The two-day workshop included presentations on the principles of strategic economic development and cluster creation, understanding TNCs’ decision making, tools for attracting FDI into clusters, strategies for encouraging indigenous business start-ups, and a discussion of best practices in strategic embedding, expansion and retention of investment in clusters. The workshop included a number of group exercises and case studies, and was sponsored by OCO Consulting. The first Regional Workshop on Strategic Marketing for North-Africa and Middle East was held from 8 to 9 October 2003, in Dubai, United Arab Emirates. The workshop included a discussion on the importance of understanding investors’ demand in formulating an IPA investment promotion strategy, ways of designing and implementing a marketing strategy for a country, and best practices in country promotion. Two Regional Workshops on Investor Servicing and Aftercare for Latin America and Sub-Saharan Africa were held.
from 24-25 June 2003, in Mexico D.F., Mexico, and from 13 to 14 October 2003 in Dakar, Senegal, respectively. This latter workshop was conducted in English and French, and included presentations on the importance of aftercare in inward investment promotion and economic development, ways of designing an effective aftercare programme and best practices in building lasting relationships with TNCs. WAIPA's challenge in the future will be to consolidate its programme of training activities based on members' demand, and make it suitable for IPAs at different levels of development. WAIPA will also seek to maintain the high quality of its workshops, while making them affordable to the widest number of members.

Finally, the last workshop in the series Regional Workshop on Event Management for the Tourism Sector for Africa took place from 11 to 13 June in Durban, South Africa. The workshop programme focused on the promotion of FDI through special events, and included a discussion of important event management issues, such as finding suitable partners, infrastructure requirements, organization, networking and follow-up strategies.

For three years now, WAIPA has been cooperating with the Ministry of Commerce (MOFCOM) of China within the framework of the China International Fair for Investment and Trade (CIFIT). During the fair, which was held from 7 to 10 September 2003 in Xiamen, China, WAIPA co-organized with UNCTAD, a seminar titled: "Outward Investment Opportunities". Mr. Arvind Mayaram, Vice-President of WAIPA, participated in the seminar together with speakers from IPAs from India, Mexico and South Africa. The seminar participants discussed the latest trends in the development of the IT business, the investment climate and related policy formulation, as well as recent approaches aimed at increasing FDI in their respective home countries. WAIPA's participation in CIFIT, among other things, helped facilitate bilateral cooperation between China and IPAs from other countries. This role falls within WAIPA's mandate of promoting international cooperation in the area of investment promotion, and the Association will seek to extend this type of assistance to other countries.

During the year, WAIPA officers represented the Association at several important international events. WAIPA's President, Mrs. Patricia Francis, participated on behalf of the Association in the International Investment Summit, held in Dubai, United Arab Emirates, from 3 to 5 May 2003. She took part in a session titled: "Building the Right Grounds for Investment Attraction", which discussed the role of IPAs in advising governments in the formulation of FDI-related policies and strategies. In particular, the session focused on the effectiveness of IPAs in improving the business climate in their respective countries, and on what networks (e.g., overseas, local and expatriate) are required for this task to be successful.
Mr. Páid McMenamin, WAIPA former President and Ex-Officio Member, participated in the First World Investment Conference, held in La Baule, France, on June 26 and 27, which was jointly organized by Invest in France, the European Union Commission and Ouest Atlantique. During the two days, over 500 international decision makers, including, business managers, economists, international investors, European political leaders and development agencies executives, debated on the attractiveness of Europe as an FDI destination and strategies that could be adopted with a view to increasing Europe's competitiveness.

WAIPA Vice-President, Mrs. Maggie Kigozi, attended the second meeting of AfriPANet, UNIDO—Africa Investment Promotion Agency (IPA) Network, held during the Tenth Session of the UNIDO General Conference from 1 to 5 December 2003 in Vienna, Austria. The meeting featured, among others, a number of Round Table discussion groups, focusing on issues relevant to the role of industry in development, and meeting the United Nations Millennium Goals. Mrs. Kigozi participated in a Round Table titled: Promoting Investment in Developing Countries: Challenges, Opportunities and Experiences, which featured discussions on the implications of FDI for industrialization and reduction of poverty, the marginalization of Africa from FDI flows, the rationale and motivations of FDI, as well as strategies aimed at exploiting these motivations to channel investment resources into developing economies.

In 2003, WAIPA continued having fruitful cooperation with private sector companies and consulting firms. In the future, WAIPA will aim to enhance its cooperation with the private sector in order to widen the array of members' services and facilitate the exchange of market information and best practices. Moreover, WAIPA intends to explore the possibility of forming strategic alliances with business providers and consultancies in order to produce WAIPA-sponsored publications on special topics of interest to its members, and obtain price reductions in services for WAIPA members.

Finally, WAIPA’s image was reinforced in 2003 with the launch of its new website and newly designed quarterly Newsletter. The website features easy-to-use navigation tools and stores archives of all training activities, as well as other tools and materials of practical use to investment professionals. The website also has several areas reserved for news and upcoming FDI events with a successful track record.
The Study Tour Programme

WAIPA’s popular study tour programme is offered to member agencies’ professional staff and allows the participants to visit and learn from experienced IPAs worldwide. The study tours are scheduled for a period of up to two weeks and include the whole range of IPA activities through hands-on experience and on-the-job training. The Programme's main features are as follows:

- Study tours are geared towards young professionals from WAIPA member agencies.
- The programme is designed to provide participants with the opportunity to gain first-hand experience in investment promotion and investor targeting from successful IPAs.
- The training is free of charge for WAIPA members, while the travel and accommodation costs are borne by the participants themselves.
- Applicants must hold a university degree in Business, Economics, Law or a related field, and have a minimum of two years of work experience in investment promotion.
- Candidates must be fluent in English, Spanish or French – depending on the host IPA working language.
- The WAIPA Steering Committee selects the programme participants.
- After completing the study tour, the trainees are requested to submit a written evaluation report to the WAIPA Secretariat.
- Upon successful conclusion of their training, the participants receive a certificate of completion.
WAIPA Elected Office Bearers

President
Jamaica, Jamaica Promotions Corporation (JAMPRO)
Ms. Patricia Francis

Vice-president
Uganda, Uganda Investment Authority (UIA)
Ms. Maggie Kigozi

Vice-president
India, Bureau of Industrial Promotion Rajasthan (BIP)
Mr. Arvind Mayaram

Steering Committee Members:
Cameroon, Cellule de Gestion du Code des Investissements (CGCI)
Ms. Marthe-Angeline Minja

P.R. China, Ministry of Foreign Trade and Economic Cooperation (MOFTEC)
Ms. Xiuhong Ma

Costa Rica, Costa Rican Investment & Development Board (CINDE)
Ms. Edna Camacho

Ecuador, Corporación de Promoción de Exportaciones e Inversiones (CORPEI)
Mr. Ricardo A. Estrada

Estonia, Estonian Investment Agency (EIA)
Mr. Andrus Viirg

Ghana, Ghana Investment Promotion Center (GIPC)
Mr. Kwasi Abeasi

Iran (Islamic Republic of), Organisation for Investment, Economic and Technical Assistance of Iran (OIETA)
Mr. S. Ahmad Mortazavi
Italy, Italian Institute for Foreign Trade (ICE)
Mr. Francesco Sereni

Jordan, Jordan Investment Board (JIB)
Ms. Reem Badran

Mongolia, Foreign Investment and Foreign Trade Agency (FIFTA)
Mr. Baasankhuu Ganzorig

Namibia, Namibia Investment Centre (NIC)
Mr. David Nuyoma

Sweden, Invest in Sweden Agency (ISA)
Ms. Christina Knutsson

Tunisia, Foreign Investment Promotion Agency (FIPA)
Mr. Abdessalem Mansour

Ex-Officio Member:

Mr. Páid McMenamin
WAIPA President, 1995-2000
WAIPA Consultative Committee

FIAS - Foreign Investment Advisory Service

Mr. Neil Roger  
General Manager  
Tel: (1-202) 473 7443  
Fax: (1-202) 522 3262  
E-mail: fias@ifc.org

MIGA - Multilateral Investment Guarantee Agency

Ms. Tessie San Martin  
Director  
Tel: (1-202) 458 4876  
Fax: (1-202) 522 2650  
E-mail: tsanmartin@worldbank.org

OECD - Organisation for Economic Co-operation and Development

Mr. Pierre Poret  
Head, Investment Division  
Directorate for Financial and Enterprise Affairs  
Tel: (33-1) 4524 8856  
Fax: (33-1) 4430 6135  
e-mail: pierre.poret@oecd.org

UNCTAD - United Nations Conference on Trade and Development

Mr. Karl P. Sauvant  
Director  
Division on Investment, Technology and Enterprise Development  
Tel: (41-22) 907 5707  
Fax: (41-22) 907 0197  
E-mail: karl.sauvant@unctad.org

UNIDO - United Nations Industrial Development Organization

Ms. Dan Liang  
Director  
Investment and Technology Promotion Branch  
Tel: (43-1) 26026 3239  
Fax: (43-1) 26026 6805  
E-mail: dliang@unido.org
List of participants:
Eighth Annual WAIPA Conference
and Training Workshops
Eighth Annual WAIPA Conference
Geneva (Switzerland), 22-24 January 2003

Conference Participants

Investment Promotion Officials and Experts:

Albania, Albanian Foreign Investment Promotion Agency (ANIH), Mrs. Estela Dashi, Executive Director
Algeria, Agence Nationale de Développement de l'Investissement (ANDI), Mr. Abdelkrim Mansouri, Secretary-General; Ms. Silham Nouar, Manager; Mr. Karim Zoubir, Manager
Australia, State of Victoria – European Office, Mr. Daniel Ritlewski, Marketing Manager
Austria, Austrian Business Agency, Mrs. Karin Schwind-Derdak, Public Relations Manager
Belgium, Office for Foreign Investors in Wallonia S.A., (O.F.I.), Mr. Bernard Hanin, Managing Director; Mr. Jean-Pierre Marcelle, Communication Manager
Bosnia and Herzegovina, Foreign Investment Promotion Agency (FIPA), Mr. Mirza Hajrić, Director General
Bolivia, Bolivian Agency for the Promotion of Exports and Investment (CEPROBOL), Mr. Jorge Gottret, Investment Programme Coordinator
Botswana, Botswana Export Development and Promotion Authority (BEDIA), Mrs Mmasekgoa Masire-Mwamba, Chief Executive Officer
Brazil, Investe Brazil, Mr. Clementino Frago Neto, Director Marketing and Communication; Mr. Rudolf Höhn, President
Cameroon, Investment Code Management Unit (CGCI), Ms. Marthe-Angeline Minja, General Manager; Mr. Donatus Boma, Deputy Director
Canada, Investment Partnerships Canada, Mr. François Gauthier, Director General
China, Foreign Trade and Economic Cooperation – MOFTEC, Ms. Li Tong, Deputy Division Director; Ms. Shen Qi, Deputy Division Chief; Ms. Chen Jia Rong, Manager; Mr. Lin Ruo Chen, Manager; Xiamen International Investment Promotion Center, Mr. Zhi Zheng, Deputy Director; China International Investment Promotion Agency (CIIPA), Mr. Qiang Zhang, Assistant Director; Foreign Investment Bureau of Harbin Economic, Mr. Ji Ping, Deputy Director; State Level Business Promotion Department of Administration Committee of Xi’an, Mr. Zhang Hong Wei, Deputy Director; Mr. Qiang Rong Jiang, Manager; Xiamen Investment Promotion Agency, Mr. Eric Guo, General Manager; Mr. Chen Haoying, Manager; Mr. Richard Chen, Supervisor
Colombia, Invest in Colombia Corporation (COINVERTIR), Mr. Enrique Umana, President
Costa Rica, Costa Rican Investment and Development Board (CINDE), Mrs. Edna Camacho, General Director; Mrs. Irene Arguedas, Deputy Director General
Cuba, Centro de Promoción de Inversiones (MINVEC), Mrs. Anaiza R. Rodriguez, Director
Czech Republic, Czechinvest, Mr. Robert Hejzak, Director of Marketing
Dominican Republic, Office for the Promotion of Investments of the Dominican Republic (OPIRD), Mrs. Elka Scheker, Investment Climate Director
Ecuador, Corporación de Promoción de Exportaciones e Inversiones (CORPEI), Mrs. Lucia Espinosa, Director, Belgium Office
Egypt, General Authority for Investment & Free Zones (GAFI), Mr. Abd El Galil, Investment Services Chief; Mr. Hosny Soliman, Under Secretary of State Suez Free Zone
El Salvador, Comision Nacional de Promocion de Inversiones (PROESA), Ms. Beatriz Peralta Avalos, Executive Director
Estonia, Estonian Investment Agency (EIA), Mr. Andrus Virg, Director
Ethiopia, Ethiopian Investment Authority (EIA), Mr. Mohamed Seyed, Head
France, Invest in France Agency (IFA), Mr. Didier Lombard, Ambassador at Large, Special Representative of France for International Investment, Chairman; Mr. Fabrice Hatem, Head of Study Center; Mrs. Véronique Ledru, Manager; Mr. Edouard Mathieu, Economic Advisor; Mr. Bénédicte de Saint Laurent, Anima Coordinator; Franche-Comté Expansion, Mr. Jean-Philippe Baklouti, Manager; Mr. Fouad Bouhoudtrate, Manager
Gabon, Mandji Tax Free Zone, Mr. Claude Brice Ayo, Director General
Gambia, Gamba Investment Promotion and Free Zones Agency (GIPFZA), Mr. Sako Mboge, Chief Executive; Mr. Mohamadou Njie, Director of Investment Promotion and Marketing
Germany, Federal Commissioner for Foreign Investment, Dr. Martens-Jeebe, Director; Mr. Hans-Leopold von Winterfeld, Deputy Director
Ghana, Ghana Investment Promotion Centre (GIPC), Mr. Kwasi Abeasi, Chief Executive; Mr. Peter Ankrah, Director, Promotion and Relations Division; Mr. Kwodo Filson, Deputy Director
Greece, Hellenic Centre for Investment (ELKE S.A.), Mr. Elias Eliades, Communication and Marketing Executive
Hong Kong, Invest HK, Mr. Michael Rowse, Director General; Ms. Mimi Lam, Head Corporate Communications; Ms. Vanessa Tang, Manager Corporate Communications
Hungary, Hungarian Investment and Trade and Development Agency (ITDH), Mrs. Monika Szmetana-Garai, Director Zurich Office
India, Rajasthan Bureau of Investment Promotion, Mr. Arvind Mayaram, Chairman
Ireland, Industrial Development Agency (IDA Ireland), Mr. Sean Dorgan, Chief Executive Officer; Mr. Paul Hanratty, Director Europe
Italy, Italian Institute for Foreign Trade (ICE), Mr. Alessio de Ponz de Leon, Head Foreign Investments in Italy, Ms. Raffaela di Emidio, Manager
Ivory Coast, Côte d’Ivoire Investment Promotion Centre, Mr. Godé Dagbo, Managing Director; Ms. Mariam Touré, Manager
Jamaica, Jamaica Promotions Corporation (JAMPRO), Ms. Patricia Francis, President; Ms. Lisa Bell, Manager
Jordan, Jordan Investment Board (JIB), Mrs. Sahar Hijazi, Senior Promotion Officer
Kazakhstan, Kazinvest, Mr. Banu Babayeva, Vice-President; Ms. Zulfira Sadykjanova, Head of Information and Consulting Services Department
Kenya, Investment Promotion Centre (IPC), Mr. Julius Kipng’Etich, Managing Director; Export Processing Zones Authority (EPZA), Mr. Francis Rotich, Statistics Officer
Kiribati, Ministry of Commerce, Industry and Tourism, Mr. Arimaere Tambwereti, Foreign Investment Officer
Korea, Korea Trade-Investment Promotion Agency (KOTRA), Mr. Soon-Yong Hong, Director, Zurich Office; Mr. Sam-Sik Lee, Manager, Zurich Office; Mr. Tae Hyung Lim, Deputy Manager
Kuwait, Inter-Arab Investment Guarantee Corporation, Mrs. Mona Bseiso, In-charge, Country Risk Analysis & Investment Promotion Section
Latvia, Latvian Development Agency (LDA), Ms. Anda Minkevica, IT Cluster Coordinator
Lesotho, Investment Promotion Center (IPC), Mrs. Felleng Makeka, Manager; Mr. Motebang Mokoaleli, Head, Investment Promotion

Lithuania, Lithuanian Development Agency (LDA), Mrs. Raimunda Sadauskiene, Director, Investment Department

Macedonia, Privatization Agency of the Republic of Macedonia, Ms. Emilija Belogaska, Director of Investment Promotion Department; Ms. Anela Darkovska, Advisor

Malaysia, SSIC Berhad, Mr. Jabar Ahmad Kembali, Executive Director

Malta, Malta Enterprise Corporation, Ms. Tatiana Rota, Director, Italy Office

Mauritania, Direction de la Promotion, Mr. Oumar Kelly, Director

Mexico, Mexican Bank for Foreign Trade (Bancomext), Mr. Gabriel Barrera, Executive Vice-President

Mongolia, Foreign Investment and Foreign Trade Agency (FIFTA), Mr. B. Ganzorig, Chairman

Morocco, Ministère des Finances et des Investissements Extérieurs, Mr. Anas El Hasnaoui, Chief Europe Promotion; Ms. Leila Sbiti, Head of Division

Nepal, Department of Industries, Mr. Bharat Thapa, Director General

Netherlands, West-Holland Foreign Investment Agency (WFIA), Ms. Imanda Wapenaar, Managing Director

Oman, The Omani Center for Investment Promotion and Export Development (OCIPED), Mr. Aiman Ambusaidi, Marketing Researcher

Palestinian National Authority, Palestinian Investment Promotion Agency (PIPA), Mr. Jafar Hdaib, Director General

Portugal, Invest in Portugal, Dr. Ana Tavares, FDI Consultant

Saudi Arabia, Saudi Arabia General Investment Authority (SAGIA), Mr. Abdurrahman bin Zarah, Deputy Governor; Mr. Abdurrahman Al-Saleh, Director, Investment Promotion; Mr. Salem Al Qahtani, Director of Studies

Saint Lucia, National Development Corporation (NDC), Mr. Wayne Vitalis, General Manager; Mr. Carl Pilgrim, International Marketing Officer

Senegal, Investment Promotion and Major Works Agency (APIX), Mrs. Mminata Niane, Director General; Ms. Natou Thiam, Deputy Director; Mr. Maimoina Fam, Administrative and Financial Manager

Slovakia, Slovak Investment and Trade Development Agency (SARIO), Mr. Artur Bobovnicky, President

Slovenia, Trade and Investment Promotion Office (TIPO), Mr. Matej Kovac, Director; Mr. Robert Bolta, Senior Manager; Ms. Irena Lukac, Project Manager

South Africa, Gauteng Economic Development Agency (GEDA), Mr. Neil Devereaux Nel, Projects Executive; Invest North-West, Mr. Piet Smith, Chief Executive Officer; Trade and Investment KwaZulu-Natal, Dr. Bandile Mkhize, Chief Executive Officer; Trade and Investment Limpopo, Mr. Benjamin Manasoe, Researcher

Spain, Instituto Madrileño de Desarrollo (IMADE), Mr. David J. Gomez Barro, Foreign Investment Analyst; Barcelona Activa, Mr. Mario Rubert, Director, Murcia Regional Development Agency, Mr. Fernando Ballesta, Director, FDI Department

Sweden, Invest in Sweden (ISA), Ms. Christina Knutsson, Director, United Kingdom Office

Tanzania (United Republic of), Tanzania Investment Centre (TIC), Mr. Ole Naiko, Director of Investment Promotion; Zanzibar Investment Promotion Agency (ZIPA), Mr. Hamed R.H. Hikmany, Director General, Ms. Fatma Junbe, Principal Officer; Mrs. Fatma Bilal, Senior Officer

Trinidad and Tobago, Tourism and Industrial Development Company (TIDCO), Dr. Brian Harry, President; Mr. Vishmu Dhanpaule, Vice-President; Ms. Victoria Owusu-Afriyie, Senior Investment
Promotion Officer; Mr. Trevor Baldeo, Manager Investment Promotion; Trinidad and Tobago Free Zones Company Ltd., Mr. Michael Leschaloupé, Chief Executive Officer

Turkey, General Directorate of Foreign Investment, Mrs. Melek Us, Director General; Mr. Murat Alici, Chief of Division, Black Sea Economic Cooperation Business Council, Dr. Costa Masmanidis, Secretary General; State Planning Organization, Mr. Yilmaz Ilgin, Planning Expert

Uganda, Uganda Investment Authority (UIA), Ms. Maggie Kigozi, Executive Director

United Arab Emirates, Dubai Development and Investment Authority (DDIA), Mr. Salem Bin Dasmal, Deputy Director General; Ms. Zainab Abdullah, Client Relations Coordinator; Mr. Wasfi Abu Ghazaleh, Special Projects Manager; Mr. Essam Al Tamimi, Consultant; Dubai Airport Freezone Authority (DAFZA), Ms. Shala Abdul Razak, Director; Jebel Ali Free Zone Authority, Mr. Sandesh Pandhare, Financial Controller

Yugoslavia, European Agency for Reconstruction, Mr. Dejan Mijovic, Manager of Operations

Zambia, Common Market for Eastern and Southern Africa (COMESA), Mr. Watipaso Mkandawire, Coordinator

Officials from International Organizations:

Austria, United Nations Industrial Development Organisation (UNIDO), Mr. Jürgen Reinhardt, Manager Industrial Development; Mr. Mithat Küür, Industrial Investment Officer, Mr. Patrick Gilabert, Industrial Development Officer; Mr. Robert Novak, Informatics Expert

France, International Chamber of Commerce (ICC), Mr. François de Laage de Meux, Chairman; Mrs. Marie Psimenos de Metz-Noblat, General Delegate; Organisation for Economic Cooperation and Development (OECD), Mr. Mehmet Ögütçü, Head, Non-Members Liaison Group and Global Forum on International Investment, Directorate for Financial, Fiscal and Enterprise Affairs; United Nations Industrial Development Organisation (UNIDO), Mr. Gerard Gaveau, Director

Guyana, Caribbean Community Secretariat, Ms. Leela Narinesingh, Deputy Programme Manager

Italy, United Nations Industrial Development Organisation (UNIDO), Dr. Pietro Berte, Officer, Industrial Development

Netherlands, Overseas Development Institute (ODI), Dr. Dirk Te Velde, Research Fellow, European Centre for Development Policy Management, Dr. Sanoussi Bilal, Manager

Switzerland, United Nations Economic Commission for Europe (UNECE), Mr. Gianluca Sambucini, Project Manager; Exchange and Cooperation Centre for Latin America(ECCLA), Dr. Michel Celi Vegas, President; Kei Tomonari, Economist Coordinate; Fédération Mondiale des Zones Franches (FEMOZA), Mr. Juan Torrents, President; Mr. Peter Ryan, Vice President; World Association for Small & Medium Enterprises (WASME), Mr. Raul Uranga, Permanent Representative; World Business Council for Sustainable Development (WBCSD), Ms. Cécile Churet, Programme Research Assistant, World Trade Organization (WTO), Mr. Francisco Thompson-Flores, Deputy Director General; Mr. Marco Kassaja, Manager; WTO-Advisory Centre of Law, Mr. Frieder Rüssler, Executive Director; Mr. Hunter Nottage, Assistant Counsellor; Confederation Internationale des Syndicats Libres, Mrs. Marie-Therese Bellamy, Assistant; United Nations Conference on Trade and Development (UNCTAD), Mr. Rubens Ricupero, Secretary-General; Mr. Carlos Fortin, Deputy Secretary-General; Mr. Khalil Hamdani, Head, Investment Policy and Capacity-building Branch; Mrs. Nazha Benabbes Taarji, Chief, Investment Promotion Section (IPS); Mr. Masataka Fujita, Officer-in-Charge Investment Trends Section; Mr. Rory Allan, Principal Investment Advisor; Mrs. Natalia Guerra, Outreach Coordinator; Mr. Vladimir Pankov, Regional Coordinator, IPS; Mr. Kiyoshi Adachi, Regional Coordinator, IPS; Mr.
Marko Stanović, Regional Coordinator, IPS; Mr. Paul Wessendorp, Advisor, IPS; Mrs. Sandrine Prost, IPS Secretariat; Mrs. Madeleine Keyzer, IPS Secretariat; Mr. Michael Freudenberg, Senior Market Analyst; World Association of Investment Promotion Agencies (WAIPA), Ms. Celia Ortega, WAIPA Secretariat Coordinator

United States of America, International Finance Corporation – Foreign Investment Advisory Services (FIAS), Mr. Jacques Morisset, Lead Economist; Multilateral Investment Guarantee Agency (MIGA), Ms. Birgit Braunwieser, Senior Manager; Mr. John Wille, Programme Manager, Information Products and Services; Mr. Bridgman David, Programme Manager; Mr. Stephan Dreyfuss, Senior Manager

Officials from Diplomatic Representations:

Austria, Permanent Mission of Austria, Mr. Peter Storer, Counsellor
Belarus, Permanent Mission of Belarus, Mr. Vladimir Malovich, Deputy Permanent Representative
Benin, Permanent Mission of Benin, Mr. Samuel Améhou, Permanent Representative; Mr. Elior Laourou, Second Counsellor
Chile, Permanent Mission of Chile, Mr. Rodrigo Dupuy, Counsellor
China, Permanent Mission of P.R. China, Mr. Liu Lijuan, First Secretary
Estonia, Permanent Mission of Estonia, Mr. Hene Leht, Third Secretary
France, Permanent Mission of France, Mr. François Leger, First Secretary
Iran, Permanent Mission of Iran, Mr. Mahdi Fakheri, First Counsellor; Mr. Hossein Nassiri, Advisor
Ireland, Permanent Mission of Ireland, Mrs. Mary Whelan, Ambassador; Mr. Paul Bennett, Deputy Permanent Representative; Mr. Richard Fallon, First Secretary
Israel, Permanent Mission of Israel, Mr. Joseph Akerman, Deputy Permanent Representative, Ms. Sigal Herlin, Adviser; Mr. Jerome Netter, Assistant; Mr. Haim Waxman, Counsellor
Jamaica, Permanent Mission of Jamaica, Ms. Symone Betton, First Secretary
Russian Federation, Permanent Mission of Russian Federation, Mr. Sergey Zinovkin, First Secretary
Senegal, Permanent Mission of Senegal, Mr. Papa Diop, Counsellor
Saudi Arabia, Permanent Mission of Saudi Arabia, Mr. Emaid Adham, First Secretary
Slovak Republic, Permanent Mission of the Slovak Republic, Mr. Milan Majek, First Secretary
Spain, Permanent Mission of Spain, Mr. Joaquim Bellmount, Counsellor
Sri Lanka, Permanent Mission of Sri Lanka, Mr. Prasad Kariyawasam, Ambassador; Dr. Dayaratna Silva, Minister
Tanzania, Permanent Mission of Tanzania, Mr. James, Minister Plenipotentiary
Thailand, Permanent Mission of Thailand, Mr. Arthayudh Srisamoot, Counsellor
Turkey, Permanent Mission of Turkey, Mr. Sumru Inal, Economic Counsellor

Other Government Officials and Representatives from Private and Public Institutions and Associations:

Belgium, Pro Invest, Mr. Babs Adenaike, Co-ordinator, Mr. Paolo Baldan, Co-ordinator, Mr. John Bell, Technical Adviser

WAIPA President, Mrs. Patricia Francis hands out the WAIPA Award 2003 to representatives of the Ghana Investment Promotion Centre (GIPC) for their second place in "Best Advertising" contest.
Finland, City of Helsinki, Mr. Nyrki Tuominen, Director
France, Université Dauphine, Mr. Charles-Albert Michalet, Professor; Ministry of Economy, Finance and Industry, Mrs. Nadine Pare, Director Economic Relations
Gambia, Department of State for Trade, Industry and Employment, Ms. Ada Gaye, Principal
Russian Federation, Moscow City Government, Mr. Argo Avakov, Deputy General Director; Mr. Georgi Muradov, Head of International Relations Department
Switzerland, State Secretariat for Economic Affairs (SECO), Ms. Tanja Roesch, Deputy Head; Department of Public Economy Zurich, Mr. Stephan Kux, Head of Economic Development
United Kingdom, World Free Zones Convention (WFZC), Mr. Christian Lefaucheux, Communications Manager; Mrs. Sue Wake, Consultant; University of Leeds, Dr. Nicholas Phelps, Lecturer in Economic Geography; Ms. Roseline Wanjiru, Student; Manchester University, Ms. Elizabeth Afari, Assistant Accountant; International Institute for Environment and Development, Mrs. Liza Lort-Phillips, Associate

Company Representatives and Private Persons:

Belgium, Ernst & Young, Dr. Marcel de Meirleir, Director; Mr. Walter de Roo, Manager; IBM Business Consultant Services, Mr. Roel Spee, Director; Mr. Wim Douw, Senior Consultant; Mrs. Amaya Manrique, Senior Consultant
Costa Rica, GBS Procter & Gamble, Mr. Jack Horvath, Site Leader; Mr. Randall Chinchilla, Corporate Affairs Manager; INTACO, Mr. Tomas Duenas L., President
Denmark, T&B Consult, Mr. Peter Rekke, Consultant
France, Adepta, Mr. Bruno van Eeckhout, Consultant; Ouest Atlantique, Mrs. Sylvie Farjon, Communication Director
Hungary, Kopint-Datorg Ltd., Dr. Eva Palocz, Deputy General Director
Ireland, Magnetic Solutions LTD., Mr. Páid McMénamin, Chairman; MECA Int., Mr. Matt Connolly, Director
Saudi Arabia, Saudi German Development and Investment Company Ltd., Mr. Al-Sayyari, General Manager
Switzerland, Evian Group, Ms. Valerie Enggammare, Assistant; Mr. José Morte Molina, Analyst
United Kingdom, Deloitte & Touche, Mr. Harvey Scriven, Assistant Director; Mr. Jason Eliadis, Director Business Services; Euromoney Plc, Mr. Sudip Roy, Editor; Mr. Richard Mebrirar, Publisher; Manfredi Nulli, Sales Director; Ernst & Young, International Location Advisory Services, Mr. Barry Bright, Director; Mr. Jan Smit, Senior Consultant; Financial Times Business, Mr. Brian Caplen, Editor; Mr. David East, Regional Sales Manager; Mr. Spencer Janis, Director of Advertising; GDP Global Development, Mr. John Hanna, Managing Director; Oxford Intelligence Ltd., Mrs. Francoise Lemagnen, Director; Ms. Emma Parsons, Key Account Manager; Herald Tribune, Mr. James Devereux, Conference Consultant; Mrs. Lynette Northey, Conference Consultant; Investment Promotion Agency Resources, Mr. Mark Simpson, Managing Consultant; LCI Ltd., Mr. Richard Banks, CEO
United States of America, Motorola S.A., Mr. Enrique Camacho, Managing Director
WAIPA on Event Management Workshop
Durban (South Africa), 11-13 June 2003

Workshop Participants

Investment Promotion Officials and Experts:

**Botswana**, Botswana Export Development and Investment Authority (BEDIA), Mr. Anthony Sefako, Investors Services Officer; Mr. David Leepile, Investment and Export Promotion Officer

**Cape Verde**, Center for Tourism, Investment and Export Promotion (PROMEX), Mr. Silvino Castro, Investment and Planning Technician

**Congo**, Agence Nationale pour la Promotion des Investissements (ANAPI), Mr. Mulung Mbuyu Mwena, Deputy Director General; Mr. Kalonji Thierry, Legal Adviser

**Egypt**, General Authority for Investment & Free Zones (GAFI), Mrs. Hayam El Banna, Director of Tourism Department

**Ethiopia**, Ethiopian Investment Authority (EIA), Mr. Yesuf Ademnur, Head

**Namibia**, Namibia Investment Centre (NIC), Ms. Leonora Joodt, Regional Economic Planner; Mr. Francisnc Basson, Regional Councillor

**Tanzania**, Zanzibar Investment Promotion Agency (ZIPA), Ms. Khadija Ali Juma, Public Relations Officer

**South Africa**, Trade and Investment Limpopo, Mr. Kgomotso Maaroganye, Communications Manager; Mr. Owaiz Khan, Manager Tourism & ICT Sector; Trade & Investment KZN (TIK), Ms. Zama Mncwabe, Manager Marketing & Communications; Ms. Zandile Majola, Manager; Ms. Bulenwa Nozibe Gwagwa, Trade Facilitation Officer; Mr. Armstrong Nolela, General Manager; Mpumalanga Investment Initiative, Mr. Justus Mohlala, Manager; Mr. Differ Mogale, Business Adviser; Ithala Development Finance Corp., Mr. Paul Alvarez, Senior Business Consultant

Officials from Diplomatic Representations:

**Malawi**, Malawi Consulate General, Mr. Noah Nansongole, Vice-Consul; Mr. Clement Kumbemba, Vice-Consul

Officials from International Organizations:

World Association of Investment Promotion Agencies (WAIPA), Mr. Arvind Mayaram, WAIPA Vice-President; Ms. Veenu Gupta, WAIPA Training Expert

---

30
WAIPA Investor After Care Workshop
Mexico City (Mexico), 24-25 June 2003

Workshop Participants

Investment Promotion Officials and Experts:

Barbados, Barbados Investment and Development Corporation (BIDC), Mr. Ezra Catwell, Senior Business Development Officer
Costa Rica, Costa Rican Investment & Development Board (CINDE), Ms. Edna Camacho, Director General
Cuba, Centro de Promoción de Inversiones, Ms. Lourdes Gonzalez, Business Promoter; Ms. Zaida Garcia Castillo, Economic Advisor
Dominican Republic, Office for the Promotion of Investments of the Dominican Republic (OPIRD), Mr. Christian José Vargas López, Investment Promoter
El Salvador, Comision Nacional de Promocion de Inversiones (PROESA), Mr. Mauricio Infiante, General Director; Ms. Alejandra Duran, Director; Mr. Mauricio Lopez Craik, Manager Logistics and Aftercare
Jamaica, Jamaica Promotions Corporation (JAMPRO), Mr. Michael McMorris, Executive Director Markets; Mr. Julian Robinson, Manager Investment Promotion
Mexico, Secretariat of Economic Development, Mr. Ruben Navarro, General Director of Industrial Development; Ms. Gabriela Martinez, Supply Chain Coordinator; Secretaria de Desarrollo Economico Sustentable del Estado de Guanajuato, Ms. Cynthia Espinosa Gonzalez, Marketing Director; Government of State of Puebla, Mr. Eduardo Peniche, Director Foreign Investment Division; Mr. Oscar Silva, Head of Department for Foreign Investment; Secretaria de Desarrollo Economico de Baja California, Mr. Arnulfo Martinez, Investment Promotion Director; Sinaloa Investment Agency, Mr. Aldo Gonzalez, Director of FDI Promotion, Mexican Bank for Foreign Trade (BANCOMEXT), Mr. Raul Argüelles, Deputy President; Mr. Gabriel Barrera, Vice-president for International Promotion; Mr. José Ceballos, Software and IT Manager; Mr. Marco Espinosa, Sector Promotion Director; Mr. Santiago Toledo, Foreign Investment Deputy Manager; Tamaulipas State Government, Ms. Sofia Fernandez Pier, Investment Promotion Director; Nuevo Leon State Government, Ms. Berenice Alvarez, Foreign Investment Coordinator; Secretaria de Desarrollo Economico de Michoacan, Mr. Edgar Guillaumin Ireta, Investment Promotion Director; Secretariat for Economic Development of Veracruz, Mr. Juan Carlos Feher, Director for Investment and Commercial Missions; Hidalgo International Corporation, Mr. José Pablo Mauaud, Executive Director; Mr. Mario Yanez, Director Investment Projects;
Saint Vincent and the Grenadines, The Development Corporation, Mr. Theophilus Shallow, General Manager
Venezuela, Consejo Nacional de Promocion de Inversiones (CONAPRI), Mr. Camilo Daza, Investor Services Manager

Company Representatives:

United Kingdom, Ernst & Young, Mr. Niger Wilcock, Senior Consultant; Mr. Jan Smit, Senior Consultant
WAIPA Cluster Creation and Aftercare Workshop
Riga (Latvia), 17-18 July 2003

Workshop Participants

Investment Promotion Officials and Experts:
Albania, Albanian Foreign Investment Promotion Agency (ANIH), Mr. Alket Mancka, Manager
Belgium, Office for Foreign Investors Limited (OFI Ltd) in Wallonia SA, Mr. Bernard Hanin, Managing Director; Mr. Jean-Pierre Marcelle, Communications Manager
Cyprus, Central Bank of Cyprus, Mr. Spyros Stavrou, Senior Manager
Croatia, Investment Promotion Division, Ms. Katica Mesic, Head of Department for Free Zones
Estonia, Estonian Investment Agency (EIA), Mr. Andrus Tasa, Member of the Board of Directors; Mr. Andrus Viirg, Director
Hungary, Hungarian Investment, Trade and Development Agency (ITDH), Mr. Andras Kiss-Dozsai, Director; Ms. Csilla Markus, Adviser
Latvia, Latvian Development Agency (LDA), Mr. Ralfs Dakters, Director, Foreign Investment Department; Ms. Indra Freiberga, Project Manager; Ms. Natalie Marsans, Manager; Ms. Nika Kotovika, Export Project Manager; Ms. Mairita Coneva, Biotechnology and Chemical Industry Expert; Mr. Guntis Rubins, Wood Processing Industry Expert; Mrs. Jadviga Neimane, Light Industry Expert; Ms. Sandra Grisane, Project Manager; Mr. Alf Eric Lundgrenn, Member of the Board
Lithuania, Lithuanian Development Agency (LDA), Ms. Laura Sakenaite, Project Manager; Mr. Andrus Bagdonas, Sunrise Valley Cluster
Moldova, Moldovan Investment Development Agency (MIDA), Mr. Ion Serbusca, Investment Adviser
Slovenia, Trade and Investment Promotion Office (TIPO), Mr. Robert Bolta, State Undersecretary
Slovakia, Slovak Investment and Trade Development Agency (SARIO), Mr. Stanislav Rusinko, Head, FDI Promotion Department; Mr. Jozef Mikulec, Project Manager

Officials from International Organizations:
United Nations Conference on Trade and Development (UNCTAD), Mrs. Nazha Benabbes Taarji, Chief, Investment Promotion Section; Mr. Marko Stanović, Regional coordinator
United Nations Development Programme (UNDP), Mrs. Gabrielle Koehler, Latvia Resident Representative; Mr. Petter Meirik, Programme Adviser

Officials from Diplomatic Representations:
Estonia, Estonian Embassy, Mr. Margus Solnson, Economic Affairs Officer
Other Government Officials and Representatives from Private and Public Institutions and Associations:

Latvia, Ministry of Economy, Ms. Zaiga Liepina, Deputy Secretary of State; Free Port Authority of Ventspils, Mr. Aleksandrs Kapusts, Director Marketing and Development; Riga Business School, Mr. Namejs Batraks, Associate Professor

Company Representatives and Private Persons:

Belgium, OCO Consulting, Mr. Henry Loewendahl, Director
Netherlands, OCO Consulting, Mr. Siemon Smid, Associate Director
Latvia, JSC DATI, Ms. Ieva Zicmane

Mr. Ainars Slesers, Deputy Prime Minister of the Republic of Latvia welcomes the participants of the WAIPA Regional Workshop on Cluster Creation and Development on behalf of the Government of Latvia, during the workshop opening ceremony on 17 July 2003, in Riga, Latvia.
WAIPA Strategic Marketing Workshop
Dubai (UAE), 8-9 October 2003

Workshop Participants

Investment Promotion Officials and Experts:

**Egypt**, General Authority for Investment and Free Zones (GAFI), Mrs. Amira Abd El Khaber, Manager Technical Office
**Iran**, Organization for Investment, Economic and Technical Assistance of Iran (OIETAI), Mrs. Haleh Daneshvar Alavi, Senior Officer
**Kuwait**, Inter-Arab Investment Guarantee Corporation (IAIGC), Mrs. Mona S. W. Bseiso, Acting Head of Country Risk Analysis, Studies and Investment Promotion Unit
**Lebanon**, Investment Development Authority (IDAL), Mr. Antoine Choucair, Head Programmes Implementation Department
**Saudi Arabia**, Saudi Arabia General Investment Authority (SAGIA), Mr. Abdulrahman Al-Saleh, Director Investment Promotion; Mr. Abdulrahman Al-Hassan, Investment Promotion Center
**United Arab Emirates**, Dubai Development and Investment Authority (DDIA), Mr. Saeed Al Nabouda, CEO; Ms. Elham Abbas, Director Corporate Communications; Mr. Wadi Ahmad, Director Marketing; Mr. Santosh Hejmadi, Director Marketing; Ms. Suzanne Dagher, Senior Marketing Executive; Mrs. Alia Al Mutawa, Marketing Executive; Mr. Mohammed Amin Al Emadi, Project Manager; Ms. Shadi Soliman, Manager; Ras Al Khaimah Free Trade Zone Authority, Mr. Rajesh Ambikan, Manager; Mr. Robin Eyre, Marketing & PR Manager; Mr. Ruba Al Reemawi, Marketing & Administrative Officer; Mr. Oussama El Omari, Project Director General; Ms. Zainab Abbas, Marketing and IT Assistant
**Yemen**, General Investment Authority (GIA), Mr. Ali-Abdul-Rahman Ali Othman, Director, Information and Statistics Department; Mr. Waheeb Abdullah Al-Sharabi, Promotion Officer
Participants at the WAIPA Regional Workshop on Investor Aftercare for Africa that took place in Dakar, Senegal, from 13 to 14 October 2003.

Group exercise participants during WAIPA’s training workshop on Investor After Care, that was held in Mexico City, Mexico, from 24 to 25 June 2003.
WAIPA Aftercare and Investor Servicing Workshop  
Dakar (Senegal), 13-14 October 2003

Workshop Participants

Investment Promotion Officials and Experts:

**Benin**, Centre de Promotion des Investissements (CPI), Mr. Paulin Djakpo, Chief  
**Cameroon**, Cellule de Gestion du Code des Investissements (CGCI), Mr. Ebongue Ebenezer,  
Research Officer; Mrs. Emilienne Ebongue, Economist  
**Congo**, Agence Nationale pour la Promotion des Investissements (ANAPI), Mr. Mwerna Mulungi Mbuyu, Deputy Director General; Mr. Kabongo Tshimanga, Director Investment Promotion  
**Egypt**, General Authority for Investment & Free Zones (GAFI), Mrs. Fatma Mohamed Abd Elbary, Under Secretary  
**Gambia**, Gambia Investment Promotion and Free Zones Authority (GIPZA), Mr. Fatou Mbenga Jallow, Director; Mr. Yaya Pito Kassama, Director Free Zones  
**Ghana**, Ghana Investment Promotion Center, Mr. Pius Addae Kwaku, Director Investor Services  
**Kenya**, Investment Promotion Center (IPC), Mr. Rogers Amisi, After Care Service Manager  
**Lesotho**, Investment Promotion Center, Mrs. Marina Thebe, Investment Promotion Officer  
**Mauritania**, Direction de la Promotion de l'Investissement Privé, Mr. Moctar Kane, Manager Development Projects  
**Senegal**, Investment Promotion and Major Works Agency (APIX), Mr. Christophe E. Kantoussan, Director; Mrs. Natou Thiam, Deputy Director; Mrs. Aissa Gau, Monitoring Manager; Ms. Marianne Ndiaye, After Care Service Manager; Ms. Rita da Costa Fall, Problem Solving Manager; Mrs. Yacine Ndiaye, Business Line Manager; Ms. Aisstoa Nelly Ndiaye, Manager;  
**Tanzania**, Tanzania Investment Centre (TIC), Ms. Patricia Mhondo, Investment Promotion Officer  
**Zambia**, Zambia Investment Centre (ZIC), Mr. Mabanga Chanda, Senior Consultancy and Investors Relations Officer

Company Representatives:

**United Kingdom**, Ernst & Young, Mr. Niger Wilcock, Senior Consultant; Mr. Jan Smit, Senior Consultant
World Association of Investment Promotion Agencies  
*Statement of Income and Expenses, 2003 (US dollars)*

### Income

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subscription fees 2002 (Oct-Dec)</td>
<td>44,002</td>
</tr>
<tr>
<td>Subscription fees 2003</td>
<td>182,339</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>54,173</td>
</tr>
<tr>
<td>Pro-Invest Study Tour Grant</td>
<td>42,092</td>
</tr>
<tr>
<td>Accrued interest</td>
<td>165</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>322,771</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff salaries</td>
<td>97,567</td>
</tr>
<tr>
<td>Staff travel</td>
<td>18,306</td>
</tr>
<tr>
<td>UNCTAD support costs</td>
<td>8,916</td>
</tr>
<tr>
<td>Bank charges</td>
<td>1,192</td>
</tr>
<tr>
<td>Travel (office bearers)</td>
<td>2,508</td>
</tr>
<tr>
<td>Annual meetings</td>
<td>27,063</td>
</tr>
<tr>
<td>Workshops</td>
<td>33,533</td>
</tr>
<tr>
<td>Website</td>
<td>5,129</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>667</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>194,881</strong></td>
</tr>
</tbody>
</table>

### Net Income

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>127,890</td>
</tr>
</tbody>
</table>

NOTE: The amounts were closed as of 31 December 2003. When US$ 170,370 cumulative net income balance from 2002 is taken into account, WAIPA's total net income to date amounts to US$ 298,260. As of 31 December 2003, WAIPA held a current account of US$ 126,311; a money market fund denominated in CHF of US$ 133,613, with UBS Bank, Switzerland; and a petty cash account of US$ 516.
WAIPA Directory
Albania

Albanian Foreign Investment Promotion Agency (ANIH)
Mrs. Estela Dashi
Director General
Bvd Zhan D'Ark, 3
Tirana
Tel.: (355-42) 30 133
Fax.: (355-42) 50 768
E-mail: info@anih.com.al

Algeria

Agence Nationale de Développement des Investissements (ANDI)
Mr. Baghdadli
Director General
28, rue Ahmed Ouaked Dely Brahimi
Alger
Tel.: (213) 21 36 28 96/98
Fax.: (213) 21 37 30 80
E-mail: information@andi.dz

Angola

National Agency of Private Investment (ANIP)
Mr. Ari Carvalho
Director General
Edificio do Ministerio da Industria
Rua Cerqueira Lukoki 25, 9 Andar
Luanda
Tel.: (244-2) 33 12 52
E-mail: iie.dg@multitel.co.ao
Website: http://www.sistec.netangola.com

Anguilla

Ministry of Finance
Mr. Carl Harrigan
Permanent Secretary of Finance and Planning
P.O. Box 60
The Valley
Tel.: (1-264) 49 72 547
Fax.: (1-264) 49 73 761
E-mail: mofgoa@anguillanet.com.ai
Website: http://www.gov.ai
Armenia
Armenian Development Agency (ADA)
Dr. Vahagn Movsisyan
Chief Executive Officer
17 Charentsi Street
Yerevan 375025
Tel.: (374-1) 57 01 70
Fax.: (374-1) 54 22 72
E-mail: adaoss@netsys.am
Website: http://www.businessarmenia.com

Aruba
Aruba Foreign Investment Agency (AFIA)
Mr. Humprey O. van Trikt
Director
Sun Plaza Building
L.G Smith Boulevard 160
Oranjestad
Tel.: (297-8) 21 181
Fax.: (297-8) 34 494
E-mail: deaci@setarnet.aw
Website: http://www.aruba.com/extlinks/govs/finvest.html

Australia
Invest Australia
Mr. David Kent
Executive General Manager
Department of Industry, Tourism and Resources
Level 28, Angel Place, 123 Pitt Street
Sydney NSW 2000
Tel.: (61-2) 93 97 16 00
Fax.: (61-2) 93 97 16 66/36
E-mail: askus@investaustralia.gov.au
Website: http://www.investaustralia.gov.au

Austria
Austrian Business Agency (ABA)
Mr. René Siegl
Managing Director
Österreichische Industrieansiedlungs und
Wirtschaftswerbungsgesellschaft mbH, Opernring 3
Vienna 1010
Tel.: (43-1) 58 85 80
Fax.: (43-1) 58 68 659
E-mail: office@aba.gv.at
Website: http://www.aba.gv.at
<table>
<thead>
<tr>
<th>Country</th>
<th>Contact Information</th>
</tr>
</thead>
</table>
| Bahrain | Bahrain Promotions and Marketing Board  
Mr. Jaman Al'hazeem  
Chief Executive Officer  
P.O. Box 11299  
Manama  
Tel.: (973) 22 99 46  
Fax.: (973) 53 11 17  
E-mail: galhazem@batelco.com.bh  
Website: http://www.bpmb.com |
| Bangladesh | Board of Investment (BOI)  
Mr. Mahmudur Rahman  
Executive Chairman  
Prime Minister's Office  
Jiban Bima Tower - 19thFloor, 10,  
Dilkusha Commercial Area  
Dhaka 1000  
Tel.: (880-2) 956 24 26  
Fax.: (880-2) 956 23 12  
E-mail: bdboi@bdmail.net  
Website: http://www.boibd.org |
| Barbados | Barbados Investment and Development Corporation (BIDC)  
Mr. Vince Yearwood  
Chief Executive Officer  
P.O. Box 1250, Pelican House, Princess Alice Highway  
Bridgetown  
Tel.: (246) 427 53 50  
Fax.: (246) 426 78 02  
E-mail: bidc@bidc.org  
Website: http://www.bidc.com |
| Belarus | Belarusian Foreign Investment Promotion Agency (BFIPA)  
Mr. Vadim Titovets  
General Director  
Masherov Avenue, 7  
11th floor, Kalvariyskaya Street 4/114  
Minsk 220004  
Tel.: (375-17) 21 12 826/22 65 175  
Fax.: (375-17) 21 12 826/21 31 219/21 62 515  
E-mail: mailbox@ipa-belarus.com  
Website: http://www.ipa-belarus.com |
Belgium
Office for Foreign Investors Limited (OFI Ltd) in Wallonia S.A.
Mr. Bernard Hanin
Managing Director
Avenue Materne 115
5100 Jambes (Namur)
Tel.: (32-81) 33 28 50/52
Fax.: (32-81) 33 28 69
E-mail: investinwallonia@ofisa.be
Website: http://www.investinwallonia.be

Belize
Belize Trade and Investment Development Services
(BELTRAIDE)
Ms. Daedra Isaacs
General Manager
#14 Orchid Garden Street
Belmopan City
Belize
Tel.: (501) 822 37 37
Fax.: (501) 822 05 95
E-mail: beltraide@belize.gov.bz
Website: http://www.belizeinvest.org.bz

Benin
Centre de Promotion des Investissements
Mr. Hugues Zonnahoue
Director General
01 BP 2022
Cotonou
Tel.: (229) 30 10 33/ 30 66 14
Fax.: (229) 30 16 60/30 66 14
E-mail: info@cpi-benin.org
Website: http://www.cpi-benin.org

Benin
B.K. Sarl, Agence des Promoteurs d'Investissements
Mr. Enoch Viatonou
Managing Director
c/824 Missite
06 BP 413
Cotonou
Tel.: (229) 32 72 46
Fax.: (229) 31 38 09
E-mail: bksarl@yahoo.fr
<table>
<thead>
<tr>
<th>Country</th>
<th>Name</th>
<th>Contact Person</th>
<th>Address</th>
<th>Tel.</th>
<th>Fax.</th>
<th>Email</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bosnia and Herzegovina</td>
<td>Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA)</td>
<td>Mr. Mirza Hajric</td>
<td>Branilaca Sarajevo 21/III 71000 Sarajevo</td>
<td>(387) 33 278 080</td>
<td>(387) 33 27 80 81</td>
<td><a href="mailto:fipa@fipa.gov.ba">fipa@fipa.gov.ba</a></td>
<td><a href="http://www.fipa.gov.ba">http://www.fipa.gov.ba</a></td>
</tr>
<tr>
<td>Botswana</td>
<td>Botswana Export Development and Investment Authority (BEDIA)</td>
<td>Ms. Mmasekgoa Masire-Mwamba CEO</td>
<td>Plot 28 Matsitama Rd, PO Box 3122 Gaborone</td>
<td>(267) 318 19 311</td>
<td>(267) 318 19 41</td>
<td><a href="mailto:bedia@bedia.bw">bedia@bedia.bw</a></td>
<td><a href="http://www.bedia.co.bw">http://www.bedia.co.bw</a></td>
</tr>
<tr>
<td>Brazil</td>
<td>Investe Brasil</td>
<td>Mr. Clementino Fraga Neto Director</td>
<td>Avenida General Justo 335, 5 Andar Rio de Janeiro, RJ 20021-130</td>
<td>(55 21) 32 12 35 50</td>
<td>(55 21) 32 12 35 74</td>
<td><a href="mailto:investebrasil@investebrasil.org.br">investebrasil@investebrasil.org.br</a></td>
<td><a href="http://www.investebrasil.org.br">http://www.investebrasil.org.br</a></td>
</tr>
<tr>
<td>Brazil</td>
<td>Instituto de Desenvolvimento Industrial de Minas Gerais (INDI)</td>
<td>Mr. Carlos Eduardo Orsini N. de Lima President</td>
<td>Rua Rio de Janeiro, 1801 30160-042 Belo Horizonte Minas Gerais</td>
<td>(55 31) 32 99 94 10</td>
<td>(55 31) 32 99 94 64</td>
<td><a href="mailto:indipre@cemig.com.br">indipre@cemig.com.br</a></td>
<td><a href="http://www.indi.mg.gov.br">http://www.indi.mg.gov.br</a></td>
</tr>
</tbody>
</table>
Cameroon

Cellule de Gestion du Code des Investissements (CGCI)
Ms. Marthe-Angeline Minja
Director General
3rd floor EX ONCPB building BONANJO
PO Box. 15304 Douala
Bonanjo, Douala
Tel.: (237) 342 59 46
Fax.: (237) 343 30 07
E-mail: cgci@douala1.com

Cape Verde

Center for Tourism, Investment and Export Promotion (PROMEX)
Ms. Georgina de Mello
President
Largo Assembleia Nacional, PO Box 89/c
Achada St. Antonio
Praia-Santiago P.O. Box 89-C
Tel.: (238) 62 26 21 /62 26 89
Fax.: (238) 62 26 57
E-mail: promex@cvtelecom.cv
Website: http://www.promex.org

Chile

Foreign Investment Committee (FIC)
Ms. Karen Poniachik
Executive Vice President
Teatinos 120 - Piso 10, P.O. Box 14891, Correro 21
Santiago
Tel.: (56-2) 69 84 254
Fax.: (56-2) 69 89 476
E-mail: investment@cinver.cl
Website: http://www.foreigninvestment.cl
http://www.inversionextranjera.cl

China

Ministry of Commerce (MOFCOM)
Ms. Ma Xiuhong
Vice Minister
2, East Changan Ave.
100731 Beijing
Tel.: (86-10) 65 19 78 86
Fax.: (86-10) 65 19 73 22
E-mail: ciipa01@sina.com
Website: http://www.mofcom.gov.cn

48
Colombia  
Invest in Colombia Corporation (COINVERTIR)
Mr. Enrique Umaña
President
Carrera 7 No.71-52 A-702
Bogotá
Tel.: (57-1) 31 20 312
Fax.: (57-1) 31 20 318
E-mail: info@coinvertir.org.co
Website: http://www.coinvertir.org.co

Congo (Democratic Republic of)
Agence Nationale pour la Promotion des Investissements (ANAPI)
Mr. Buabua wa Kayembe
General Manager
P.O.Box 1797
Kinshasha I
Tel.: (243-81) 333 09 54
Fax.: (243-81) 880 162 54
E-mail: anapirdc@anapi.org
Website: www.anapi.org

Costa Rica
Costa Rican Investment & Development Board (CINDE)
Ms. Edna Camacho
Director General
Edificio Cinde
Complejo San Jose 2000, La Uruca
San Jose
Tel.: (506) 201 2800
Fax.: (506) 201 2867
E-mail: invest@cinde.org
Website: http://www.cinde.or.cr

Côte d'Ivoire
Centre de Promotion des Investissements en Côte d'Ivoire (CEPICI)
Mr. Godé Pierre Dagbo
Director General
B.P.V152
Abidjan 01
Tel.: (225) 20 21 40 70
Fax.: (225) 202 14 071
E-mail: info@cepici.go.ci
Website: http://www.cepici.go.ci
Cuba
Centro de Promoción de Inversiones (CPI)
Ms. Anaiza Rodriguez
Director
Calle 30# 512 e/5ta y 7ma, Miramar
Havana
Tel.: (53-7) 202 38 73/ 202 22 33
Fax.: (53-7) 204 21 05
E-mail: cpinv@minvec.cu
Website: http://www.cpi-minvec.cu

Curacao (Netherlands Antilles)
Curacao Industrial and International Trade Development Company (CURINDE)
Mr. Eric Smeulders
Managing Director
Emancipatie Boulevard 7, Landhuis Koningsplein
Willemstad
Tel.: (599-9) 737 6000
Fax.: (599-9) 737 13 36
E-mail: curinde@attglobal.net
Website: http://www.curinde.com

Cyprus
Central Bank of Cyprus
Mr. Spyros N. Stavrou
Senior Manager
80, Kennedy Avenue
P.O.Box 5529
1395 Nicosia
Tel.: (357-22) 71 42 78
Fax.: (357-22) 37 80 70
E-mail: info@centralbank.gov.cy
Website: http://www.centralbank.gov.cy

Czech Republic
CzechInvest
Mr. Martin Jahn
Chief Executive Officer
Stipanska 15
12000 Prague 2
Tel.: (42-02) 96 34 25 00
Fax.: (42-02) 96 34 25 02
E-mail: marketing@czechinvest.org
Website: http://www.czechinvest.org
Dominica National Development Corporation
Mr. Vincent Phillbert
General Manager & CEO
Valley Road, P.O.Box 293
Roseau
Tel.: (1-767) 44 82 045
Fax.: (1-767) 44 85 840
E-mail: ndc@cwdom.dm
Website: http://www.dominica.dm

Dominican Republic Center for Export and Investment of the Dominican Republic (CEI-RD)
Mr. Jose Danilo del Rosario
Executive Director
Plaza de la Bandera
Santo Domingo
Tel.: (1-809) 530 55 05
Fax.: (1-809) 530 54 14
E-mail: ceird@codetel.net.do
Website: http://www.cei-rd.gov.do

Ecuador Corporación de Promoción de Exportaciones e Inversiones (CORPEI)
Mr. Ricardo A. Estrada
Chief Executive Officer
9 de Octubre, No.100 y Malecón
Edificio "La Previsora" 29, Oficina 5, Casilla No. 11495
Guayaquil
Tel.: (593-4) 268 15 50
Fax.: (593-4) 268 15 51
E-mail: corpei@corpei.org.ec
Website: http://www.corpei.org.ec

Egypt General Authority for Investment & Free Zones (GAFI)
Dr. Mohamed El Ghamrawi
President
P.O. Box 11584
Cairo
Tel.: (20-2) 39 06 804/39 00 597
Fax.: (20-2) 39 07 315/39 53 322/39 33 977
E-mail: gafiaa@muktoob.com
Website: http://www.gafi.gov.eg
Estonia
Estonian Investment Agency (EIA)
Mr. Andrus Viirg
Director
Roosikrantsi 11
10119 Tallinn
Tel.: (372) 62 79 420/408
Fax.: (372) 62 79 427
E-mail: info@eas.ee
Website: http://www.eia.ee

Ethiopia
Ethiopian Investment Commission (EIC)
Mr. Abi Woldemeskel
General Manager
P.O. Box 2313
Addis Ababa
Tel.: (251-1) 15 34 32/51 00 33
Fax.: (251-1) 51 43 96
E-mail: ethiopian.invest@telecom.net.et
Website: http://www.investinethiopia.org

Fiji
Fiji Islands Trade & Investment Board (FITIB)
Mrs. Lailun Khan
Chief Executive
Civic Tower - 6th floor, Government Buildings
P.O.Box 2303
Suva
Tel.: (679) 33 00 295
Fax.: (679) 33 01 783
E-mail: info@fitb.org.fj
Website: http://www.fitb.org.fj

Finland
Invest in Finland
Ms. Sirkka Aura
Chief Executive
Aleksanterinkatu 17
P.O.Box 800
FIN-00101 Helsinki
Tel.: (358-9) 69 69 2521
Fax.: (358-9)69 69 2530
E-mail: investinfinland@wtc.fi
Website: http://www.investinfinland.fi
Gabon
Agence de Promotion des Investissements Privés (APIP)
Mr. Ludovic Ognagna Ockogho
General Director
Ministère de l'Économie et des Finances
2001, 2002 Boulevard Bord de Mer
BP 13740 Libreville
Tel.: (241) 76 87 65/66
Fax.: (241) 76 87 64
E-mail: apip@netcourrier.com
Website: http://www.apip.ga

Gabon
Commission Nationale de Mise en Place de la Zone Franche de l'Île Mandji
Mr. Claude Brice Ayo
General Manager
BP 12 202
Libreville
Tel.: (241) 72 69 14
Fax.: (241) 72 69 17
E-mail: zfnmandji@inet.ga
Website: http://www.cnzf.dgi.gouv.ga

Gambia
The Gambia Investment Promotion and Free Zones Agency
Mr. Kebba Touray
Chief Executive
Duwa Jabi Building, 5 Nelson Mandella St., PO.Box 757
Banjul
Tel.: (220) 22 83 32
Fax.: (220) 22 28 29
E-mail: ceo.gipfza@qanet.gm
Website: http://www.gipfza.gm

Georgia
Georgian Investment Centre (GIC)
Mr. Saba Sarishvili
Director
42, Al.Kazbegi Ave, SecondFloor
380077 Tbilisi
Georgia
Tel.: (995-32) 93 31 18/92 18 39
Fax.: (995-32) 92 18 40
E-mail: gic@access.sanet.ge
Website: http://www.georgia.net.ge/gic
Ghana
Ghana Investment Promotion Centre (GIPC)
Mr. Kwasi Abeasi
Chief Executive Officer
PSC Building
P.O. Box M.193
Accra
Tel.: (233-21) 66 42 76
Fax.: (233-21) 66 38 01
E-mail: gipc@ghana.org.gh
Website: http://www.gipc.org.gh

Greece
Hellenic Centre for Investment S.A. (ELKE S.A.)
Mr. Vassos Vamvas
General Manager
3 Mitropoleos Street
Athens 10557
Tel.: (30-210) 335 57 00
Fax.: (30-210) 324 20 79
E-mail: admin@elke.gr
Website: http://www.elke.gr

Guatemala
Guatemalan Development Foundation (FUNDESA)
Ms. Lucia de Hurtado
Executive Director
1a. Calle 15-21, Zona 15,
Colonia El Maestro
Guatemala City
Tel.: (502) 369-4310
Fax.: (502) 369-0982
E-mail: fundesa1@itelgua.com
Website: http://www.fundesa.guatemala.org

Guinea
Office de Promotion des Investissements Privés (OPIP)
Mr. Mohamed Marega
Chef
Ministère Commerce, Industrie et PME
B.P. 2024
Conakry
Tel.: (224) 41 49 85
Fax.: (224) 45 18 30
E-mail: mohamlatif@yahoo.fr
Website: http://www.mirinet.com/opip
Haiti
Ministère du Commerce & Industrie
Mr. Gabriel Zephir
Director General
26, rue Legitime
Champs de Mars
Port au Prince
Tel.: (509) 22 25 674
Fax.: (509) 22 38 402
E-mail: mci@compa.net

Hungary
Hungarian Investment and Trade and Development Agency (ITDH)
Mr. Péter Spányik
Managing Director
Andrássy u. 12
1061 Budapest
Tel.: (36-1) 472 81 00
Fax.: (36-1) 472 81 01
E-mail: info@itd.hu
Website: http://www.business2hungary.com

Iceland
Invest in Iceland Agency
Mr. Ingi G. Ingason
Managing Director
P.O.Box 1000
121 Reykjavik
Tel.: (354) 51 14 000
Fax.: (354) 51 14 040
E-mail: info@invest.is
Website: http://www.invest.is

India
Indian Investment Centre (IIC)
Dr. Sanjiv Misra
Chairman
Ministry of Finance, Department of Economic Affairs
Jeevan Vihar, 4 - Sansad Marg, North Block
New Delhi 110001
Tel.: (91-11) 230 923 87
Fax.: (91-11) 230 925 11, 230 924 77
E-mail: smisra@finance.nic.in
Website: http://www.iic.nic.in
India
Bureau of Investment Promotion Rajasthan (BIP)
Ms. Mira Mehrishi
Commissioner
Udyog Bhawan
Tilak Marg
Jaipur 302005
Tel.: (91-141) 38 25 05/38 02 74/38 07 96
Fax.: (91-141) 38 25 06
E-mail: bipjpr@raj.nic.in
Website: http://www.investrajasthan.com

Indonesia
Ministry of Investment & State Owned Enterprises
Mr. Asril Noer
Expert to the Minister on Institutional Relations
Gedung BP-BUMN, LT2
Jl. Dr. Wahidin Raya No.1, Jakarta Pusat
Jakarta
Tel.: (62-21) 52 52 019/ 525 20 28
Fax.: (62-21) 52 27 609
Website: http://www.bkpm.go.id

Iran (Islamic Republic of)
Organization for Investment, Economic and Technical Assistance of Iran (OIETAI)
Mr. S. Ahmad Mortazavi
Director General
Davar Avenue, P.O. Box 11365/9618
Tehran
Tel.: (98-21) 31 12 917/ 32 52 128
Fax.: (98-21) 39 01 033
E-mail: a.mortazavi@sepanta.net
Website: http://www.iraninvestment.org

Ireland
Industrial Development Agency of Ireland (IDA Ireland)
Mr. Sean Dorgan
Chief Executive
Wilton Park House, Wilton Place
Dublin 2
Tel.: (353-1) 60 34 000
Fax.: (353-1) 60 34 040
E-mail: idaireland@ida.ie
Website: http://www.idaireland.com
Italy
Italian Institute for Foreign Trade (ICE)
Mr. Francesco Sereni
Director, Dept. for Promotion and Cooperation
Via Listz 21
00144 Rome
Tel.: (39-06) 59 92 95 27
Fax.: (39-06) 59 92 68 98/54 21 82 48
E-mail: dip.promozione@ice.it
Website: http://www.ice.it

Jamaica
Jamaica Promotions Corporation (JAMPRO)
Ms. Patricia Francis
President
18, Trafalgar Road
Kingston 10
Tel.: (1-876) 978 77 55/33 37
Fax.: (1-876) 946 00 90
E-mail: jampro@investjamaica.com
Website: http://www.investjamaica.com

Jordan
Jordan Investment Board (JIB)
Ms. Reem Badran
Director General
P.O. Box 893
11821 Amman
Tel.: (962-6) 560 84 00/15
Fax.: (962-6) 560 84 27
E-mail: info@jib.com.jo
Website: http://www.jordaninvestment.com

Jordan
Aqaba Special Economic Zone Authority
Mr. Louay Khatib
Director
P.O.Box 2565
Aqaba 77110
Tel.: (962-3) 20 91 050
Fax.: (962-3) 20 30 912
E-mail: info@ASEZA.jo
Website: http://www.aqabazone.com
Kenya
Investment Promotion Centre (IPC)
Mr. Julius K. Kipngetich
Managing Director
National Bank Building, 8th Floor, Harambee Avenue
P.O.Box 55704-00200 City Square
Nairobi
Tel.: (254-2) 22 14 01/4
Fax.: (254-2) 33 66 63
E-mail: ipckenya@nbnet.co.ke
Website: http://www.ipckenya.org

Kiribati
Foreign Investment Commission
Mr. Tinian Reiher
Chairman
Ministry of Commerce, Industry & Tourism
P.O. Box 510
Betio, Tarawa
Tel.: (686) 26 157/8
Fax.: (686) 26 233
E-mail: commerce@tskl.net.ki
Website: http://www.sptc.org.nz/countrieskiribati.asp

Korea (Republic of)
INVEST KOREA
Mr. Young-Kyo Oh
President
300-9, Yumgok-dong Seocho-gu
Seoul 137-170
Tel.: (82-2) 34 60 70 00
Fax.: (82-2) 34 60 79 00
E-mail: kisc@kotra.or.kr
Website: http://www.investkorea.org

Kosovo (Serbia and Montenegro)
Agency for Investment Promotion, Ministry of Trade and Industry
Dr. Skender Ahmeti
Permanent Secretary
Agim Ramadani str. n.n., New Economic Faculty Bldg
Prishtina, UNMIK-KOSOVA
Tel.: (381-138) 504 604 68 65
Fax.: (381-138) 21 19 85
E-mail: skender.ahmeti@eumik.org
Kuwait
Kuwait Foreign Investment Bureau (KFIB)
Mr. Shaker Al Saleh
Head
P.O. Box 3690
Safat 13037
Tel.: (965) 224 07 34
Fax.: (965) 224 07 02
E-mail: info@kfib.com
Website: http://www.kfib.com

Kyrgyzstan
GOSCOMINVEST
Mr. Uurkalyi Isaev
Chairman
State Committee on Foreign Investments and Economic Development
Erkindik Blvd. 58A
720874 Bishkek
Tel.: (996-312) 22 32 92/22 05 64
Fax.: (996-312) 62 01 88/66 10 75
E-mail: fia@infotel.kg ipc@elcat.kg
Website: http://www.kyrgyzinvest.org

Latvia
Latvian Development Agency (LDA)
Mr. Maris Elerts
Director General
Perses 2
Riga LV-1442
Tel.: (371) 7039400
Fax.: (371) 7039401
E-mail: invest@lda.gov.lv
Website: http://www.lda.gov.lv

Lebanon
Investment Development Authority of Lebanon (IDAL)
Mr. Samih Barbir
Chairman & General Director, Presidency of the Council of Ministers
Nijmeh Square, Hussein El-Ahdab Street, Crystal Building
1145, P.O.Box 113-7251
Beirut
Tel.: (961-1) 98 33 06/7
Fax.: (961-1) 98 33 02/3
E-mail: Mail@idal.com.lb
Website: http://www.idal.com.lb
Libya

Libyan Foreign Investment Board (LFIB)
Mr. Mohammed R. Abulhoul
Director General
Great Al-Fateh Tower, Floor 18
No. 187
Tripoli
Tel.: (218-21) 33 51 271
Fax.: (218-21) 361 79 18
E-mail: investinlibya@libyamail.net
Website: http://www.investinlibya.org

Lithuania

Lithuanian Development Agency (LDA)
Investment Department
Ms. Raimonda Sadauskiene
Director
Sv Jono Street 3
2600 Vilnius
Tel.: (370-2) 264 90 74
Fax.: (370-2) 264 90 70
E-mail: lda@lda.lt
Website: http://www.lda.lt

Macedonia

Privatisation Agency of the Republic of Macedonia
Mr. Ilco Lazarevski
Director
Nikola Vapcarov, 7, P.O. Box 410
Skopje
Tel.: (389-2) 311 75 64
Fax.: (389-2) 312 60 22
E-mail: agency@mpa.org.mk
Website: http://www.mpa.org.mk

Malawi

Malawi Investment Promotion Agency
Mr. Ted Kalebe
Chief Executive
Aquarius House
Private Bag 302, Capital City
Lilongwe 3
Tel.: (265) 77 08 00
Fax.: (265) 77 17 81
E-mail: mipall@malawi.net
Website: http://www.mipa.malawi.net
Malaysia  
Selangor State Investment Centre (SSIC)  
Mr. MHD. Jabar Ahmad Kembali  
General Manager  
24th Floor, WISMA M.B.S.A, Persiaran Perbandaran  
40000 Shah Alam Selangor, Darul Ehsan  
Tel.: (60-3) 55 10 20 05/55 10 20 06  
Fax.: (60-3) 55 19 64 03/55 11 20 08  
E-mail: info@ssic.com.my  
Website: http://www.ssic.com.my

Malaysia  
Kulim Technology Park Corp. Berhad  
Mr. Ahmad Shukri Tajuddin  
Chief Executive Officer  
Suite 3.01-3.02, Third Floor, KHTP Business Centre  
Kulim Hi-Tech Park  
900 Kulim, Kedah  
Tel.: (60-4) 403 24 20  
Fax.: (60-4) 403 19 73  
E-mail: shukri@khtp.com.my  
Website: http://www.khtp.com.my

Malaysia  
Melaka State Investment Centre Berhad (MSIC)  
Mr. Ismail Lajen  
Chief Executive Officer  
9th Floor, Graha Maju, Jalan Graha Maju  
75300 Melaka  
Tel.: (60-6) 288 21 11  
Fax.: (60-6) 288 21 15  
E-mail: admin@msic.com.my  
Website: http://www.msic.com.my

Maldives  
Foreign Investment Services Bureau (FISB)  
Mr. Ahmed Naseem  
Director General  
Ministry of Trade and Industries  
1st Floor, Ghaazee Building  
Male 20-055  
Tel.: (960) 32 83 36  
Fax.: (960) 32 37 56  
E-mail: info@investmaldives.org  
Website: http://www.investmaldives.org
<table>
<thead>
<tr>
<th>Country</th>
<th>Organization</th>
<th>Name</th>
<th>Title/Role</th>
<th>Address 1</th>
<th>Address 2</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malta</td>
<td>Malta Enterprise Corporation</td>
<td>Mr. Joseph Zammit Tabona</td>
<td>Chairman</td>
<td>PO Box 08</td>
<td>San Gwann SGN 09</td>
<td>Tel.: (356-21) 44 18 88</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Fax.: (356-21) 44 18 87</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>E-mail: <a href="mailto:info@maltaenterprise.com">info@maltaenterprise.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Website: <a href="http://www.maltaenterprise.com">http://www.maltaenterprise.com</a></td>
</tr>
<tr>
<td>Mauritania</td>
<td>Direction de la Promotion de l'Investissement Privé</td>
<td>Mr. Kelly Oumar Sada</td>
<td>Director</td>
<td>BP 238</td>
<td>Nouakchott</td>
<td>Tel.: (222) 52 90 435</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Fax.: (222) 52 90 435</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>E-mail: dgui@ mauritania.mr</td>
</tr>
<tr>
<td>Mauritius</td>
<td>Board of Investment of Mauritius</td>
<td>Mr. Gerard Sanspeur</td>
<td>Managing Director</td>
<td>11 Floor, Victoria House</td>
<td>Port Louis</td>
<td>Tel.: (230) 211 41 90</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Car St. Louis &amp; Barracks Street</td>
<td></td>
<td>Fax.: (230) 208 29 24</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>E-mail: <a href="mailto:invest@boi.intnet.mu">invest@boi.intnet.mu</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Website: <a href="http://www.boimauritius.com">http://www.boimauritius.com</a></td>
</tr>
<tr>
<td>Mexico</td>
<td>Mexican Bank for Foreign Trade (BANCOMEXT)</td>
<td>Mr. Raul Argüelles</td>
<td>Deputy President</td>
<td>Periferico Sur #4333</td>
<td>14210 Mexico City</td>
<td>Tel.: (52-55) 54 49 91 23</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Col. Jardines en la Montaña</td>
<td></td>
<td>Fax.: (52-55) 54 49 91 33</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>E-mail: <a href="mailto:portal@bancomext.gob.mx">portal@bancomext.gob.mx</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Website: <a href="http://www.bancomext.com">http://www.bancomext.com</a></td>
</tr>
<tr>
<td>Country</td>
<td>Organization</td>
<td>Contact Person</td>
<td>Address</td>
<td>Telephone</td>
<td>Fax</td>
<td>E-mail</td>
</tr>
<tr>
<td>--------------</td>
<td>--------------------------------------</td>
<td>----------------------</td>
<td>----------------------------------------------</td>
<td>-----------</td>
<td>--------------</td>
<td>--------------------------------</td>
</tr>
<tr>
<td><strong>Moldova</strong></td>
<td>Moldovan Export Promotion Organization (MEPO)</td>
<td>Mr. Sergiu Ghetiu</td>
<td>65, Alexei Mateevici str. 2009 Chisinau</td>
<td>(373) 23 24 84</td>
<td>(373) 22 34 87</td>
<td><a href="mailto:investag@moldova.md">investag@moldova.md</a></td>
</tr>
<tr>
<td><strong>Mongolia</strong></td>
<td>Foreign Investment and Foreign Trade Agency (FIFTA)</td>
<td>Mr. Baasankhuu Ganzorig</td>
<td>Government Building 11, Sambuu Street, 11 Ulaanbaatar 211238</td>
<td>(976-11) 32 07 93</td>
<td>(976-11) 31 23 23</td>
<td><a href="mailto:fifta@investmongolia.com">fifta@investmongolia.com</a></td>
</tr>
<tr>
<td><strong>Morocco</strong></td>
<td>Ministère de l'Economie et des Finances</td>
<td>Mr. Hassan Bernoussi</td>
<td>32, rue Hounain, Angle rue Michlifen 1000 Agdal-Rabat</td>
<td>(212-37) 67 34 20 / 67 35 06</td>
<td>(212-37) 67 34 17 / 42</td>
<td><a href="mailto:info@invest-in-morocco.gov.ma">info@invest-in-morocco.gov.ma</a></td>
</tr>
<tr>
<td><strong>Namibia</strong></td>
<td>Namibia Investment Centre (NIC)</td>
<td>Mr. David Nuyoma</td>
<td>Private Bag 13340 Windhoek</td>
<td>(264-61) 28 37 335/28 37 111</td>
<td>(264-61) 22 02 78/25 46 00</td>
<td><a href="mailto:nic@mti.gov.na">nic@mti.gov.na</a></td>
</tr>
</tbody>
</table>
Netherlands  
West-Holland Foreign Investment Agency (WFIA)  
Ms. Imanda Wapenaar  
Managing Director  
Koninginnegracht 14E  
2514 AA  
The Hague  
Tel.: (31-70) 311 55 55  
Fax.: (31-70) 311 55 56  
E-mail: info@wfia.nl  
Website: http://www.wfia.nl

Nicaragua  
ProNicaragua  
Mr. Juan Carlos Pereira  
Director General  
Km 5 carretera a Masaya, del Restaurante la Piazzeta 1/2 cuadra abajo, Plasa Basilea Modulo 3  
Managua  
Tel.: (505) 270 64 00  
Fax.: (505) 278 73 32  
E-mail: info@pronicaragua.org.ni  
Website: http://www.pronicaragua.org.ni

Niger  
Centre de Promotion des Investissements (CPI)  
Mr. Daouda Moussa  
Director General  
B.P. 209  
Niamey  
Tel.: (227) 73 67 72  
Fax.: (227) 73 46 68  
E-mail: cpiniger@intnet.ne  
Website: http://www.investir-au-niger.org

Nigeria  
Nigerian Investment Promotion Commission (NIPC)  
Mr. Mfon O. Amana  
Executive Chairman  
Plot 1181  
Aguiyi-Irons Street, Maitama District  
P.M.B. 381 Garki Abuja  
Tel.: (234-09) 41 34 317  
Fax.: (234-9) 41 34 820  
E-mail: nipc@nipc-nigeria.org  
Website: http://www.nipc-nigeria.com
Pakistan
Board of Investment (BOI)
Mr. Saeed Shah
Director
Ataturk Avenue, Sector G5/1
Islamabad
Tel.: (92-51) 92 21 824/92 07 404
Fax.: (92-51) 92 17 665/92 15 554/92 06 160
E-mail: boipak@isb.compol.com
Website: http://www.pakboi.gov.pk

Palestinian National Authority
Palestinian Investment Promotion Agency (PIPA)
Mr. Jafar Hdaib
Director General
P.O. Box 1984
Ramallah
Tel.: (972-2) 298 87 91/2
Fax.: (972-2) 298 87 93
E-mail: info@pipa.gov.ps

Papua New Guinea
Investment Promotion Authority (IPA)
Mr. Simon Peter
Executive Manager
P. O. Box 5053
Port Moresby, NCD
Tel.: (675) 32 17 311
Fax.: (675) 32 12 819
E-mail: iepd@ipa.gov.pg
Website: http://www.ipa.gov.pg

Paraguay
Proparaguay
Mr. Luis Merinigo
Executive Director
Presidente Franco Casi Ayolas
Edificio Ayfra, 12th floor
Asunción
Tel.: (595-21) 49 36 25
Fax.: (595-21) 49 36 25
E-mail: PPY@proparaguay.gov.py
Website: http://www.stp.gov.py
Philippines  
Board of Investments (BOI)  
Mr. Manuel Rojas  
Chairman  
Industry and Investments Building  
385 Senator Gil Puyat Avenue, Makati  
Metro Manila, 3117  
Tel.: (63-2) 89 53 991  
Fax.: (63-2) 89 61 166  
E-mail: osac@dti.gov.ph  
Website: http://www.boi.gov.ph  

Poland  
Polish Information and Foreign Investment Agency (PAIZ)  
Mr. Andrzej Zdebski  
Chief Executive Officer  
ul. Bagatela 12  
00-585 Warsaw  
Tel.: (48 22) 334 98 00  
Fax.: (48 22) 334 99 99  
E-mail: post@paiz.gov.pl  
Website: http://www.paiz.gov.pl  

Portugal  
Invest in Portugal  
Mr. Fernando Costa Lima  
Chief Executive Officer  
Edif. Peninsula 7  
Praca do bom sucesso  
4150-146 Porto  
Tel.: (351) 226 05 53 00  
Fax.: (351) 226 05 53 99  
E-mail: api@apinvest.pt  
Website: http://www.investinportugal.pt  

Romania  
Romanian Agency for Foreign Investments (ARIS)  
Mr. Marian Florain Saniuta  
President  
22, Primaverii Blvd., District 1  
Bucharest  
Tel.: (40-21) 233 91 03  
Fax.: (40-21) 233 91 04  
E-mail: aris@arisinvest.ro  
Website: http://www.rda.ro
Saint Lucia
National Development Corporation
Mr. Wayne Vitalis
General Manager & CEO
Heraldine Rock Administrative Bldg., First Floor
The Waterfront, Castries
St Lucia
Tel.: (1-758) 452 3614
Fax.: (1-758) 452 1841
E-mail: slndc@aol.com
Website: http://www.stluciandc.com

Saint Vincent and the Grenadines
National Investment Promotions Inc.
Mr. Theophilus Shallow
General Manager
2nd Floor Administrative Centre
P.O.Box 608
Kingston
Tel.: (1-784) 457 21 59
Fax.: (1-784) 457 29 43
E-mail: svgnipi@vincysurf.com

Samoa
Department of Trade, Commerce and Industry
Mr. Tunaimatia Falani Chan Tung
Secretary
P.O.Box 862
Apia
Tel.: (685) 20 471
Fax.: (685) 21 646
E-mail: TIPU@Samoa.net.ws

Saudi Arabia
Saudi Arabia General Investment Authority (SAGIA)
Mr. Abdul Rahman Al-Saleh
Director, Investment Promotion Centre
P.O. Box 1267
Riyadh 11431
Tel.: (966-1) 44 86 854/44 70 474
Fax.: (966-1) 44 70 031/44 73697
E-mail: info@sagia.org
Website: http://www.sagia.org
Senegal
Investment Promotion and Major Works Agency (APIX)
Ms. Aminata Niane
Director
52-54 rue Mohamed VI
BP 430
Dakar
Tel.: (221) 849 05 55
Fax.: (221) 823 94 89
E-mail: apix@sentoo.sn
Website: http://www.apix.sn

Seychelles
Seychelles International Business Authority (SIBA)
Mr. Conrad Benoiton
Managing Director
P.O.Box 991
Victoria, Mahe
Tel.: (248) 38 08 00
Fax.: (248) 38 08 88
E-mail: siba@seychelles.net
Website: http://www.siba.net

Sierra Leone
Ministry of Trade, Industry and State Enterprises
Mr. Joseph W.A. Jackson
Ag Director of Industries
Ministerial Building
George Street
Freetown
Tel.: (232-22) 22 65 22
Fax.: (232-22) 22 83 73
Website: http://www.sierra-leone.gov.sl

Slovakia
Slovak Investment and Trade Development Agency (SARIO)
Mr. Ladislav Balko
General Director
Martineckova 17
821 02 Bratislava
Tel.: (421-2) 58 10 03 10
Fax.: (421-2) 58 10 03 19
E-mail: sario@sario.sk, marketing@sario.sk, fdi@sario.sk
Website: http://www.sario.sk
Solomon Islands  Ministry of Commerce and Tourism
Mr. Allan Arafoa
Permanent Secretary
P.O.Box G26
Honiara
Tel.: (677) 28 614/22 856/26 392
Fax.: (677) 25 084
E-mail: fib@Commerce.gov.sb
Website: http://www.commerce.gov.sb

South Africa  Gauteng Economic Development Agency (GEDA)
Ms. Bev Pryde
General Manager
GEDA House
88 Fox Street
Johannesburg, Gauteng
Tel.: (27-11) 833 87 50
Fax.: (27-11) 833 89 30
E-mail: info@geda.co.za
Website: http://www.geda.co.za

South Africa  Invest North West
Mr. Chappy Holtzhausen
Executive Director
1st Floor Old Mutual Bldg.
171 Beyers Naudé Drive
Rustenburg 0300
Tel.: (27-14) 594 25 70
Fax.: (27-14) 594 25 75/6
E-mail: inw@inw.org.za
Website: http://www.inw.org.za

South Africa  Trade and Investment KwaZulu-Natal (TIK)
Dr. Naledi Moyo-Ndwandwe
Chief Executive Officer
P.O. Box 4245
3rd floor The Marine, 22 Gardiner Street
Durban 4001
Tel.: (27-31) 304 43 03
Fax.: (27-31) 304 44 71
E-mail: naledi@ tikzn.co.za
Website: http://www.co.za
Spain  Subdirección General de Inversiones Exteriores  
Mr. Agustin Mainar Alfonso  
Managing Director  
P. de la Castellana 162  
28046 Madrid  
Tel.: (34-91) 349 39 83  
Fax.: (34-91) 349 35 62  
E-mail: buzon.oficial@sgiex.dgeminver.sscm.mc.es  
Website: http://www.investinspain.org

Sri Lanka  Board of Investment of Sri Lanka (BOI)  
Mr. Arjunna Mahendran  
Director General  
World Trade Center, Echelon Square  
West Tower, 15-17 Floors  
Colombo 01  
Tel.: (94-1) 43 44 03  
Fax.: (94-1) 44 79 94  
E-mail: infoboi@itmin.com  
Website: http://www.boisrilanka.org

Sudan  Sudanese Investment Authority  
Mr. Khalil Mohammed Sayed  
General Manager  
P.O. Box 6286  
Khartoum  
Tel.: (249-11) 77 10 63  
Fax.: (249-11) 77 01 56  
E-mail: investment@sudanmail.net  
Website: http://www.sudaninvest.org/mid.htm

Swaziland  Swaziland Investment Promotion Authority (SIPA)  
Mr. Bhene R. Blamini  
Chief Executive Officer  
7th floor, Mbandzeni House  
Church Street  
Mbabane  
Tel.: (268) 404 04 70  
Fax.: (268) 404 33 74  
E-mail: info@sipa.org.sz  
Website: http://www.sipa.org.sz
Tajikistan
Agency for Promotion of Foreign Investments (APFI)
Mr. Davron A. Yuldashev
Director
734025, 36 Khuseinzoda st.
Dushanbe
Tel.: (992-372) 23 37 54
Fax.: (992-372) 23 37 54
E-mail: afi-uda@rambler.ru
Website: http://www.rambler.ru

Tanzania
(Tanzania Investment Centre (TIC)
(United Republic of)
Mr. Emmanuel D. Ole Naiko
Director, Investment Promotion Division
P.O.Box 938
Dar Es-Salaam
Tel.: (255-22) 21 16 328
Fax.: (255-22) 21 18 253
E-mail: information@tic.co.tz
Website: http://www.tic.co.tz

Tanzania
(Zanzibar Investment Promotion Agency (ZIPA)
(United Republic of)
Mr. Amour A. Khamis
Director General
P.O.Box 2286
Zanzibar
Tel.: (255-54) 223 30 26
Fax.: (255-54) 223 27 37
E-mail: zipa10@hotmail.com, zipa@zanzinet.com
Website: http://www.investzanzibar.com

Thailand
Office of the Board of Investment (BOI)
Mr. Somphong Wanapha
Secretary General
555, Vipavadee Rangsit Road
Chatuchak
Bangkok 10900
Tel.: (66-2) 537 81 11
Fax.: (66-2) 537 81 77
E-mail: head@boi.go.th
Website: http://www.boi.go.th
Tunisia
Foreign Investment Promotion Agency (FIPA)
Mr. Abdessalem Mansour
General Manager
63, Rue de Syrie
1002 Tunis
Tel.: (216-71) 70 24 44/70 24 99
Fax.: (216-71) 70 26 00
E-mail: fipa.tunisia@mci.gov.tn
Website: http://www.investintunisia.com

Turkey
Under Secretariat for Treasury, General Directorate for Foreign Investment
Ms. Melek Us
Director General
Inönü Bulvari, 36
06510 Balgat
Ankara
Tel.: (90-312) 212 88 00
Fax.: (90-312) 212 89 16
E-mail: investmentadvisoryservice@hazine.gov.tr
Website: http://www.treasury.gov.tr

Uganda
Uganda Investment Authority (UIA)
Ms. Maggie Kigozi
Executive Director
P.O.Box 7418
Kampala
Tel.: (256-41) 25 15 62/6
Fax.: (256-41) 34 29 03
E-mail: info@ugandainvest.com
Website: http://www.ugandainvest.com

Ukraine
Ukrainian Foreign Investments Promotion Agency
Mr. Igor Chernykh
Director
Ukrainian State Company for Credits and Investments
73, Artema St.
Kyiv, 254053
Tel.: (380-44) 24 69 517/24 69 518
Fax.: (380-44) 24 47 050
E-mail: lav@dinvest.kiev.ua
United Arab Emirates
Dubai Airport Free Zone Authority (DAFZA)
Dr. Mohammed Al Zarouni
Director General
P.O. Box 491
Dubai
Tel.: (971-4) 299 55 55
Fax.: (971-4) 299 55 00
E-mail: invest@dafza.gov.ae
Website: http://www.dafza.gov.ae

United Arab Emirates
Ras Al Khaimah Free Trade Zone Authority
Mr. Oussama El Omari
Project Director General
P.O. Box 10055
Ras Al Khaimah
Tel.: (971-7) 228 08 89
Fax.: (971-7) 228 28 54
E-mail: rakiftz@emirates.net.ae
Website: http://www.rakiftz.com

United Kingdom
UK Trade & Investment
Mr. William Pedder
Chief Officer
Dept. of Trade and Industry
1 Victoria Street
London SW1H 0IT
Tel.: (44) 20 721 556 84
Fax.: (44) 20 721 556 16
E-mail: Invest.uk@dti.gsi.gov.uk
Website: http://www.uktradeinvest.gov.uk

United Kingdom
Manchester Investment Development Agency Service (MIDAS)
Mr. Ken Turner
Business Director
MIDAS House, Trafford Wharf Road
Trafford Park
Manchester M17 1EX
Tel.: (44) 161 877 30 00
Fax.: (44) 161 848 86 38
E-mail: midas@midas.org.uk
Website: http://www.manchestercalling.com
Vanuatu

Vanuatu Investment Promotion Authority (VIPA)
Mr. Joe W. Ligo
Chief Executive Officer
Level 1, Pilioko House, PMB 9011
Port Vila
Tel.: (678) 24 44 1
Fax.: (678) 25 21 6
E-mail: cde@vanuatu.com.vu
Website: http://www.investinvanuatu.com

Venezuela

Consejo Nacional de Promoción de Inversiones (CONAPRI)
Mr. Mercedes Briceño
Executive Director
Centro Empresarial Parque del Este, Piso 12
Av. Francisco de Miranda, La Carlota
Caracas 1070
Tel.: (58-212) 237 54 86
Fax.: (58-212) 237 60 28
E-mail: conapri@conapri.org
Website: http://www.conapri.org

Yemen

General Investment Authority (GIA)
Mr. Abdul-Kareem M. Mutair
President
26, Al-Kods Street, Southern Al-Safia
P.O.Box 19022
Sana’a
Tel.: (967-1) 26 29 59
Fax.: (967-1) 26 29 64
E-mail: gias@y.net.ye
Website: http://www.giay.gov.ye

Zambia

Zambia Investment Centre (ZIC)
Dr. Mbikusita Lewanika
Ag Director General
Los Angeles Boulevard, P.O.Box 34580
10101 Lusaka
Tel.: (260-1) 25 52 40
Fax.: (260-1) 25 21 50
E-mail: invest@zamnet.zm
Website: http://www.zic.org.zm
Zimbabwe  Zimbabwe Investment Centre  
Mr. Nicolas Ncube  
Executive Director  
The Investment House, 109 - Rotten Row Road  
P.O.Box 5950  
Harare  
Tel.: (263-4) 75 79 31  
Fax.: (263-4) 75 79 37  
E-mail: info@zic.co.zw  
Website: http://www.zimtrade.co.zw
ANNEX: WAIPA Statute
STATUTE OF THE WORLD ASSOCIATION OF INVESTMENT PROMOTION AGENCIES

CHAPTER I

Establishment of WAIPA and Objectives

Article I

1. Following the founding meeting of high-level officials of Investment Promotion Agencies held 26-27 April, 1995 under the auspices of the United Nations Conference on Trade and Development (UNCTAD), an international association of Investment Promotion Agencies is hereby established and shall hereinafter be referred to as World Association of Investment Promotion Agencies (WAIPA).

2. WAIPA is an autonomous, non-profit making organization established pursuant to articles 60 to 79 of the Swiss Civil Code.

3. The headquarters of WAIPA shall be situated in Geneva, Switzerland, or at such place as the General Assembly may decide.

Article II

1. WAIPA shall be dedicated to the support and advancement of the following purposes:

   a) To promote and develop understanding and cooperation amongst Investment Promotion Agencies;

   b) To strengthen information gathering systems and information exchange amongst Investment Promotion Agencies;

   c) To share country and regional experiences in attracting investment;

   d) To assist Investment Promotion Agencies to gain access to technical assistance and training through referrals to relevant agencies;

   e) To facilitate access to funding and other assistance, through referrals to relevant bilateral and multilateral agencies, for the development and implementation of investment promotion programmes;

   f) To assist Investment Promotion Agencies in advising their respective governments in the formulation of appropriate investment promotion policies and strategies.
2. The aims and purposes of WAIPA shall be accomplished through meetings, seminars and congresses, through publication of regular periodicals and special reports and through such other means as its General Assembly may determine.

CHAPTER 2

Membership

Article III

1. Membership of WAIPA shall be open to all agencies whose prime function is to promote any country or territory for investment.

2. An annual membership fee of $2,000 or such other amount as may be decided by the General Assembly shall be paid by every member.

3. Members of WAIPA may, under the framework of the WAIPA Statute, associate at regional or sub-regional level and may do so under Statute that shall not be in conflict with the WAIPA Statute.

4. All Members shall have the same rights, duties and privileges.

CHAPTER 3

Institutions

Article IV

WAIPA shall perform its functions through the following organs:

a) The General Assembly.

b) The Steering Committee.

c) The Secretariat.

CHAPTER 4

The General Assembly

Article V

1. The General Assembly shall be the deliberative assembly of WAIPA. It shall consist of representation from each Member.
2. The General Assembly shall establish the general policy of WAIPA; adopt a work programme; elect officials; appoint financial auditors; and establish any subsidiary body as may be required.

Article VI

The General Assembly shall meet at least once a year either at the time and location of the annual Session of the UNCTAD Commission on International Investment and Transnational Corporations or at such convenient place as may be decided by the Steering Committee.

Article VII

The General Assembly shall elect from among its members a President and two vice-presidents who shall each serve for a period of two years and who shall be eligible for reelection.

Article VIII

1. The General Assembly shall discuss in open session the annual report of the Steering Committee and such other matters as may be referred to it by the Steering Committee.

2. The quorum of the General Assembly shall be one third of all the Members.

3. The decisions of the General Assembly shall be taken by a majority vote of all the Members present.

Article IX

The General Assembly shall establish its own Rules of Procedure.

CHAPTER 5

The Steering Committee

Article X

The Steering Committee shall be responsible for ensuring the implementation of the decisions of the General Assembly.

Article XI

1. The Steering Committee shall consist of 15 members elected by the General Assembly.

2. The President and vice-presidents of the General Assembly shall be members of the Steering Committee and the President shall serve as the Chairperson of the Steering Committee.
3. At least one seat in the Steering Committee shall be reserved for representation from the African region, the Asia and Pacific region, the Central and Eastern European region, the Latin America and Caribbean region, and the North Atlantic region.

4. A Member of the Steering Committee, except an ex-officio Member, shall serve for two years and shall be eligible for reelection.

5. A retired President of the General Assembly shall be an ex-officio member of the Steering Committee for the succeeding two-year period.

Article XII

1. The Steering Committee shall convene at least twice a year at the headquarters of the Association or at such other suitable place as it may decide.

2. The decisions of the Steering Committee shall be by a majority vote.

3. The quorum of the Steering Committee will be five.

Article XIII

The Steering Committee shall formulate its own rules of procedure.

Article XIV

The Steering Committee shall have the following functions:

a) To draw up detailed proposals for the realization of the objectives to which WAIPA is dedicated;

b) To prepare and submit a report to the General Assembly at least once a year;

c) To perform such other duties as may be assigned to it by the General Assembly.

CHAPTER 6

The Secretariat

Article XV

1. There shall be a Secretariat, set up by the Steering Committee, which will assist the Steering Committee in the carrying out of its work.
2. The Secretariat shall also assist the Steering Committee to prepare the annual report and any such supplementary reports as are required by the activities of WAIPA, in addition to the daily management of the Association.

3. WAIPA shall seek and utilize to the extent possible support from Foreign Investment Advisory Services (FIAS), Multilateral Investment Guarantee Agency (MIGA), Organization for Economic Cooperation and Development (OECD), United Nations Conference on Trade and Development (UNCTAD), United Nations Industrial Development Organization (UNIDO) and such other bilateral and multilateral agencies as may be authorized by the Steering Committee and the General Assembly.

4. The agencies referred to in clause 3 shall be invited to the Consultative Committee, which will advise the Steering Committee in the definition and implementation of the WAIPA programme.

**Article XVI**

The Secretariat shall be located at the headquarters of WAIPA.

**CHAPTER 7**

**Budget and Expenditure**

**Article XVII**

The Steering Committee shall prepare a Budget for the administration of the affairs of WAIPA and shall submit it to the General Assembly for approval.

**Article XVIII**

The financial resources of WAIPA will be made up of voluntary donations which it may accept in accordance with Article XIX, membership fees and payments received for services rendered.

**Article XIX**

The Chairperson of the Steering Committee or any other person that may be appointed by the General Assembly may accept such voluntary donations as may be offered to WAIPA, provided that no condition contrary to the aims and interest of WAIPA is attached to such voluntary donations and the donation is disclosed immediately to the Members of the Steering Committee.
CHAPTER 8

General Provisions

Article XX

1. Any Investment Promotion Agency, which is not a signatory to the Statute, may adhere to it by sending a notification to the Secretariat, which shall inform other Members of its adherence to the agreement.

2. Any Member who desires to renounce its membership shall forward a written notification to the Secretariat. At the expiration of one year from the date of the receipt of such notification, if not withdrawn earlier, this Statute shall cease to apply with respect to the Member that has so renounced.

3. Should a Member act in flagrant violation against the spirit, purpose and interests of WAIPA, the General Assembly may, on the recommendation of the Steering Committee, suspend the rights and privileges to be enjoyed by that Member to the extent determined by the General Assembly.

Article XXI

The Association shall cooperate with governments, business organizations and other international bodies. In particular, it is intended that besides the specific relationship with UNCTAD referred to in Article VI, and with FIAS, MIGA, OECD, UNCTAD and UNIDO referred to in Article XV.3, WAIPA shall establish working relations with other organizations in the United Nations system which have relevance to WAIPA's objectives.

Article XXII

The working language of the Association shall be English. Other languages may be used if resources permit.

Article XXIII

The liability of WAIPA shall be limited to the amount of its assets. The liability of WAIPA shall not extend to the personal liability of the officials of WAIPA.

Article XXIV

In the event that WAIPA is to be wound up, all assets shall be distributed among the members of WAIPA, proportionately to the payment of their subscription over the last three years to the Association, and shall be prorated accordingly. The proceedings shall be in accordance with the applicable laws and by the courts of the seat of WAIPA.
Article XXV

Any dispute between WAIPA and a Member or an officer, which is not settled amicably, shall be settled in accordance with the laws and by the courts of seat of the WAIPA.

Article XXVI

1. Any question which may arise concerning the interpretation or application of this Statute shall be decided by a vote of two-thirds of the Steering Committee.

2. If the Steering Committee fails to resolve such a question, the matter shall be submitted to the General Assembly, whose decision shall be final.

Article XXVII

1. This Statute may be amended on the following conditions:

   a) A written request shall be made to the Secretariat by at least ten Members;

   b) The proposed amendment shall not be submitted to the General Assembly until all the Members have been duly notified of it, at least three months prior to the date of the meeting at which it is to be considered.

2. Any such proposed amendment shall be approved by a majority of at least two-thirds of the General Assembly who shall determine the date of its adoption.