



World Association of
Investment Promotion
Agencies

**26th WAIPA World
Investment Conference**
12 -15 September 2022

“ **IPAs shaping
the future of FDI** ”



International Conference Center Geneva (CICG)
17 rue de Varembe CH - 1211 Geneva 20



08:30 | **REGISTRATION AND BADGE COLLECTION**
Location: Registration desk, Level 0

09:00 - 15:00 | **Capacity building for Francophone LDCs (WAIPA-EIF-IsDB Project) - Day 1**
Location: Room 4, Level -1

09:30 - 11:30 | **International Solar Alliance & WRI Roundtable: Socializing ISA's Roadmap to Mobilize USD 1 trillion for Scaling Solar Investments**
Location: Room 3, Level -1

Access to finance for solar sector investments is one of the biggest challenges, particularly across developing geographies. The International Solar Alliance (ISA) has been working to assist member countries to mobilize USD 1 trillion of investment for a massive deployment of solar energy technologies and expanding solar markets by 2030, thereby paving the way for future technologies tailored to the Member Countries' needs.

ISA has partnered with WRI, with financial support from Bloomberg Philanthropies, under a collaborative effort to prepare the Solar Investment Roadmap for Mobilizing USD 1 trillion by 2030. The roadmap is to be completed and launched during the COP27 at Sharm El-Sheik, Egypt in November 2022.

This session will serve as a consultation round and bring together various stakeholders to discuss their views on scaling investments across the solar energy supply chain. This session seeks to fortify ISA's efforts to socialize the draft Roadmap and its goals with global political and financial leaders from around the world.

10:30 - 10:45 | **COFFEE BREAK**

13:45 - 14:45 | **LUNCH BREAK**
Location: Cafeteria, Level 1

13:45 - 14:45 | **Masterclass by EchoNetwork: Transforming Communities through Social & Frugal Innovation (only for IPAs)** Location: Plenary B, Level 0

15:00 - 16:15 | **Masterclass by FDI Center: What investors need and how to provide it (only for IPAs)**
Location: Plenary B, Level 0

16:30 - 17:45 | **Masterclass by WAVTEQ: How to incorporate SDGs and ESGs into IPAs (only for IPAs)**
Location: Plenary B, Level 0

18:00 - 19:00 | **NETWORKING RECEPTION**
Location: Exhibition area, Level 0

08:30 | **REGISTRATION AND BADGE COLLECTION**
Location: Registration desk, Level 0

09:00 - 11:00 | **STEERING COMMITTEE MEETING (for Steering Committee members only)**
Location: Room 3, Level -1

10:00 - 10:40 | **UNDP SDG Investor Maps: how IPAs could leverage market intelligence on SDG-aligned investment themes**
Location: Room 4, Level -1

UNDP's SDG Investor Maps is a country-level market intelligence tool guiding private investors and businesses to identified investment themes in the emerging markets which have significant potential to advance the SDGs aligned to government policies and national sustainable development needs. Private investors can use this market intelligence and apply their own skill and competitive edge to allocate capital towards the SDG priority sectors.

There are currently 22 SDG Investor Maps, and over 350 investment opportunity areas and counting, all housed on the SDG Investor Platform. After the market intelligence is generated, UNDP works with partners to bring the data to users (investors, intermediaries, enterprises, IFIs, policymakers) to catalyze project pipeline origination and investments.

This session will focus on the role that IPAs have and could play in the production and promotion of SDG Investor Maps. After a 15 minute presentation of the methodology, country-level experiences, and sample findings, there will be Q&A and a discussion of how UNDP and IPAs could work together more closely to leverage the potential of the SDG Investor Maps to catalyze financing for the SDGs.

Speaker:

- Sara Lisa Orstavik, SDG Impact Specialist, UNDP

10:40 - 11:00 | **"Energy transition investment trends" by BloombergNEF**
Location: Room 4, Level -1

Speaker:

- Jenny Chase, Head of Solar Analysis, BloombergNEF

11:00 - 11:15 | COFFEE BREAK offered by Switzerland Global Enterprise

11:00 13:00 | **Building a Sustainable Global Startup Ecosystem [Strategic Consultation with Multilateral Organizations] (by invitation only)**
Location: Room 4, Level -1

11:05 - 11:15 | **WELLNESS BREAK**
Location: Plenary B, Level 0

11:15 - 13:00 | **GENERAL ASSEMBLY MEETING (Members only)**
Location: Plenary B

13:00 - 14:00 | **NETWORKING LUNCH**
Location: Cafeteria, Level 1

13:50 - 14:00 | **WELLNESS BREAK**
Location: Plenary B, Level 0

14:00 - 15:30 | **Conference for IPAs from the African, Caribbean and Pacific (ACP) region**
Location: Plenary B

“The African, Caribbean and Pacific (ACP) region represents a diverse set of countries with different industrial competitive advantages and value chain configurations in the global context of the (post)-pandemic phase of COVID-19 and the Fourth Industrial Revolution (4IR). This poses opportunities as well as challenges for investment facilitation and promotion efforts which are spearheaded by national and sub-national investment promotion agencies (IPAs).

The session will present fresh empirical results from the 2022 Survey for ACP IPAs that is being undertaken between WAIPA and its partner, the United Nations Industrial Development Organization. The findings of the Survey will contribute towards a better understanding of emerging IPA strategies and capacity building needs, with a specific focus on the application of digital and data-driven technologies as cornerstones of a more agile and effective investment promotion efforts.

In this context, UNIDO will present implementation progress from the “ACP Business-Friendly: supporting value chains through inclusive policies, investment promotion and alliances” Programme funded by the European Union and the Organization of African, Caribbean and Pacific States (OACPS). The session will also see the official launch of the cloud-based, digital Invest-in-ACP Platform which will bring a fundamental change in how ACP IPAs promote investment opportunities in their countries and related regions, also supporting investment mobilization efforts of domestic SMEs via traditional and new forms of finance.”

Speakers:

- Ismail Ersahin, Executive Director a.i., WAIPA
- Cécile Billaux, Head of Unit, Micro-economic Analysis, Investment Climate, Private Sector, Trade and Employment (INTPA.E.2), European Commission
- Escipión J. Oliveira Gómez, Assistant Secretary General, Structural Economic Transformation and Trade, Organisation of African, Caribbean and Pacific States (OACPS)
- Bernardo Calzadilla-Sarmiento, Director, Department of Technology, Digitalization and Innovation (DTI), United Nations Industrial Development Organization
- Stefan Kratzsch, Industrial Development Officer, Department of Technology, Digitalization and Innovation (DTI), United Nations Industrial Development Organization
- Brian Portelli, Chief Technical Advisor, Department of Technology, Digitalization and Innovation (DTI), United Nations Industrial Development Organization
- Farah Hanafi, Executive Director, Africa Economic Zones Organization (AEZO)
- Benard Odhiambo, Senior Policy Advocacy Officer, KenInvest

14:00-15:30 | **High-level Working Group for Global Startup Support Pillars (by invitation only)**
Location: Room 4

14:00-15:30 | **Meeting of the World Investment for Development Alliance (by invitation only)**

Location: Room 3

15:30 - 16:00 | COFFEE BREAK offered by Switzerland Global Enterprise

15:50 - 16:00 | **WELLNESS BREAK**

Location: Plenary B, Level 0

16:00 - 18:00 | **LDC IPA CONFERENCE**

Location: Plenary B

16:00-17:00 Francophone LDCs IPA Roundtable - "What are the recent ("post-covid") investment trends? What impact for IPA in their long-term strategy?" - in collaboration with EIF and IsDB

The World Association of Investment Promotion Agencies (WAIPA), the Enhanced Integrated Framework (EIF) and the Islamic Development Bank (IsDB) have recently decided to join efforts to launch a new program to enhance investment promotion capacities and capabilities of francophone least developed countries (LDCs). OCO Global has been commissioned to deliver this program.

Core objective of the program is improving the capacities and skills of selected participating organizations including Investment Promotion Agencies (IPAs), National Implementation Units (NIUs), and other government officials in francophone LDCs. The program will focus on what IPAs can improve to attract and facilitate sustainable investments as well as improve the business climate and leverage additional resource to meet the sustainable development goals (SDGs) targets. It will also encourage and facilitate dialogue and cooperation with the relevant ministries and other local stakeholders as well as with relevant international organizations for investment promotion in the francophone countries and regions. As such next to the workshops also roundtable discussions will be held during the duration of the project. The first of which under the theme of "What are the recent ("post-covid") investment trends? What impact for IPA in their long-term strategy?" is scheduled to be at the 26th WAIPA World Investment Conference. While targeted to francophone LDCs it is open to all LDCs and other interested investment promotion officials. The roundtable will be held in French and English. Simultaneous translation will be provided.

- Ratnakar Adhikari, Executive Director, EIF
- Oussama Abdul-Rahman Kaissi, CEO, The Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC)
- Ismail Ersahin, Executive Director a.i., WAIPA
- Laurent Sansoucy, Director, OCO Global
- Vincent Raufast, Director, OCO Global

17:00-18:00 Introductory to Executive IPA college - in collaboration with UNCTAD, UNIDO, ILO and UN-OHRLS

The Executive IPA college is part of the regional project "Capacity Development Programme for Investment Promotion Agencies of Least Developed Countries". It is the first multi-agency initiative to support IPAs from LDCs. The programme is developed and implemented by the United Nations Conference on Trade and Development (UNCTAD), the International Labour Organization (ILO) and its International Training Centre (ITCILO), the United Nations Industrial Development Organization (UNIDO), the United Nations Office of the High Representative for the Least Developed Countries, Landlocked Developing Countries and Small Island Developing States (UN-OHRLS) and the World Association of Investment Promotion Agencies (WAIPA). The Enhanced Integrated Framework (EIF) provided the funding for the project. The main objective of the programme is to actively assist IPAs from LDCs by providing tailored capacity building activities,

taking into account the diverse needs of the various LDCs with respect to FDI attraction and facilitation as a result of the unprecedented challenge of the COVID-19 crisis and their renewed focus on sustainability.

The 26th WAIPA World Investment Conference is an ample opportunity for the implementing agencies to discuss the program and address questions from the participants present.

- Paul Wessendorp, Chief, Investment Promotion Section, UNCTAD
- Emily Sims, Senior Specialist & Karl Pfeffer, Senior Programme Officer, ITCILO
- Stefan Kratsch, Industrial Development Officer, UNIDO
- Hang Tran, Senior Coordinator, EIF

19:30 - 20:30

GALA DINNER hosted by Invest India (by invitation only)
Location: Beau-Rivage Genève, Quai du Mont-Blanc 13, 1201 Genève

WELLNESS SESSIONS

11:15 - 12:00

PRANAYAMA

15:00 - 15:50

SELF MANAGEMENT OF EXCESSIVE TENSION

16:00 - 16:45

YOGA CONSULTATION

08:30 | **REGISTRATION AND BADGE COLLECTION**

08:50 – 09:00 | **WELLNESS BREAK**
Location: Plenary A, Level 0

09:00 – 10:30 | **OPENING CEREMONY**
Inaugural will be addressed by heads of nations and multilaterals.

Welcome address by Deepak Bagla, President, WAIPA

Opening remarks by Anurag Jain, Secretary, DPIIT, Ministry of Commerce and Industry, India and Chairman, Invest India

Address by Todd Greene, Chair of the Board of Directors, International Economic Development Council (IEDC)

Address by James Zhan, Senior Director of Investment and Enterprise, UNCTAD

Address by Mohamed Abdikadir Ali, Deputy Minister of Planning, Investment and Economic Development, Federal Republic of Somalia

Address by Narek Teryan, Deputy Minister of Economy, Armenia

Address by John Denton, Secretary General, ICC (Recorded Message)

Address by Indra Darmawan, Deputy Minister for Investment Planning, Ministry of Investment/BKPM, Indonesia

Address by Mathias Cormann, Secretary-General of the OECD (Recorded Message)

Address by Guy Parmelin, Head of the Federal Department of Economic Affairs, Education and Research (EAER), Switzerland (TBC)

Vote of thanks by Ismail Ersahin, Executive Director, CEO (a.i.), WAIPA

10:25 - 10:30 | **WELLNESS BREAK**
Location: Plenary A, Level 0

10:30-12:00 | **SESSION/PANEL 1 in collaboration with the World Economic Forum (WEF)**
“Digital FDI: Opportunities & challenges for attracting digital investments by IPAs”

With the world of work profoundly impacted by Covid-19, more and more companies embraced digital solutions. Statistics show that with two thirds of the world’s population is online, with a staggering 4.32 billion (92,6%) accessing the web through their mobile devices. Digitalization and the recent acceleration of digital tools & services will continue to have a significant impact on foreign direct investments and the world of work.

Yet, numerous challenges remain for governments to implement the right strategies and policies to attract more investment in digital FDI and to reap the benefits of this increased digitalization. As digitalization has a great impact on the labour market, talent creation and encompasses almost all sectors, investment promotion agencies (IPAs) are ideally placed to spearhead this process in advising their respective governments. This session aims to explore what policies and regulations governments can put in place to attract digital investments, how digital FDI can enable projects, which sectors are digital enablers and the role of IPAs in this process. The panel will also explore how IPAs and businesses together, can embrace digital tools. Moreover, the session will aim to shed light on which policies, regulations and measures are needed to create digital friendly investment climates to attract digital FDI.

Moderator:

- Matthew Stephenson, Head, Investment Policy and Practice, World Economic Forum

Fireside Chat: The Hon. Isa Ali Ibrahim Pantami, Minister for Communications and Digital Economy of Nigeria

Panellists:

- Pilar Madrigal, Head of Investment Advisory, Costa Rican Investment Promotion Agency (CINDE), Regional Director for Central America and Caribbean, WAIPA Steering Committee
- Caroline King, Global Head Business Development, Government Affairs, SAP SE
- Maurizio Tamagnini, Chair of the Supervisory Board, STMicroelectronics International
- Bernardo Calzadilla-Sarmiento, Director, Department of Digitalization, Technology, and Innovation, UNIDO

12:00-13:00 | NETWORKING LUNCH offered by Fitch Solutions
Location: Cafeteria, Level 1

12:50 - 13:00 | **WELLNESS BREAK**
Location: Plenary A, Level 0

13:00-14:30 | **SESSION/PANEL 2**
“Impact FDI and Sustainability: Enhancing the impact of FDI and linking projects with the SDGs”

The recent joint WAIPA-World Bank Global Survey on the State of Investment Promotion Agencies shows that the sustainable development goals (SDGs) and their promotion are increasingly important for IPAs. The SDGs as well as the green shift offer tremendous chances for countries and regions and IPAs play a critical role in advising governments on upcoming prospects and opportunities. As such also impact investment, i.e., investments apart from a financial return, predominantly aim for a measurable social and environmental impact are becoming increasingly important in the portfolio of IPAs. Hence, this panel will explore how IPAs can create and measure the sustainable and impact investments. Moreover, it will aim to look at the positive and negative impact of FDI, its reasons and how to deal with it. The panel will discuss on what IPAs can do to help investors and why the sustainability factor will become even more important in the near future.

Moderator:

- Nitin Jaiswal, Head of Asia Pacific - External Relations, Bloomberg

Launch of the Social Impact Challenge for Accessibility (SICA) 2022 by Mr Anurag Jain, Secretary, DPIIT, Government of India and Mr Sehraj Singh, MD, Prosus

Panellists:

- Githa Roelans, Head of Unit, Multinational Enterprises and Enterprise Engagement Unit, Enterprises Department, International Labour Organization (ILO)
- Cécile Billaux, Head of Unit, Micro-economic Analysis, Investment Climate, Private Sector, Trade and Employment (INTPA.E.2), European Commission
- Joshua Wycliffe, COO, International Solar Alliance (ISA)
- Natasha Santos, Global Head - Stakeholders Affairs & Strategic Partnerships, Bayer
- Jenny Chase, Head of Solar Analysis, BloombergNEF

14:30 - 15:00 | NETWORKING BREAK

14:50 - 15:00 | **WELLNESS BREAK**
Location: Plenary A, Level 0

15:00 – 16:30

SESSION/PANEL 3

“Onshoring, nearshoring, and re-shifted GVCs: Reshuffles in global value chains and their effects on investment opportunities”

The Covid-19 pandemic disrupted the global value chains (GVCs) considerably. While GVCs are a strong driver for growth, development, and job creation, particularly for developing countries, numerous challenges exist. Moreover, the current pandemic reinforced the trends of on and nearshoring, with investors seeking ways to mitigate risks. Yet, what implications will this rethinking of location footprints and regionalization and localization mean for the work of Investment Promotion Agencies (IPAs) in particular?

This panel will explore the opportunities and challenges created by these trends and what they mean to the FDI world. Also the panel will discuss the role the IPAs can play, in enabling their policies and ecosystem to promote, attract and facilitate the GVCs investments into their countries.

Moderator:

- Anna-Marie Baisden, Head of Autos & Infrastructure, Country Risk & Industry Research, Fitch Solutions

Panellists:

- Escipión J. Oliveira Gómez, Assistant Secretary General, Structural Economic Transformation and Trade, Organisation of African, Caribbean and Pacific States (OACPS)
- Yofi Grant, CEO, Ghana Investment Promotion Centre (GIPC); Regional Director for Sub-Saharan Africa, WAIPA Steering Committee
- Geraint John, Vice President, Interos Resilience Lab
- Armando Heilbron, Investment Promotion Workstream Leader, World Bank Group
- Mohammed Al Muallem, Executive Vice President, DP World

16:30-17:00

NETWORKING BREAK

16:50 - 17:00

WELLNESS BREAK

Location: Plenary A, Level 0

17:00-18:30

SESSION/PANEL 4

“Creating & crafting investable projects: How can IPAs engage with financial investors to create investable projects”

Trillions of dollars are needed to close the investment gap. One of the ways to close this gap would be by attracting private finance. To attract these, investment pipelines must be of high-quality, standardised and conceptualized in a way to make them investable.

The relevant institutions, often IPAs, need to be equipped with the right skills sets and capacities to identify and created these opportunities for investors. Next to the quality of these projects also sustainability factors play an increasing role. As such international partnerships can ensure technical cooperation and mutual support to prepare model project proposals and can be helpful by giving advice on project financing, incentives and risk management.

Therefore, this panel aims to look at how these international partnerships can support the relevant institutions in their capacities to create and craft investable projects by sharing technical assistance and best practices and how IPAs can be hence of an even more critical partner to investors. It will look at what makes projects investable and how to present them to funding institutions. Finally, it will aim to explore how to measure the benefits of the projects to stakeholders as well as the look at links between project scope and business changes.

Moderator: Courtney Fingar, Editor-in-Chief, Investment Monitor

Fireside Chat: Rizwan Soomar, CEO & MD, DP World Subcontinent

Signing of Memorandum of Understanding (MoU) between UNDP and WAIPA

Panellists:

- Agi Veres, Director of the UNDP Representation Office in Geneva
- Ajay Mathur, DG, ISA
- George Campanellas, CEO, Invest Cyprus; Regional Director for Eastern Europe, WAIPA Steering Committee
- Mohamed Yousef Mulla Yaqoub, Assistant Director General for Business Development, Kuwait Direct Investment Promotion Authority (KDIPA), Regional Director for MENA, WAIPA Steering Committee

PARALEL SESSIONS

10:30-18:00

WIC TALKS

Location: Plenary C,

Speakers:

- 10:30 • Sarah Russis, Head of Global Sales, Financial Times
- 10:50 • Bogdan Bogdanov, Executive director of Invest Bulgaria Agency
- 11:10 • Zaher, Al-Qatarneh, Secretary General, Ministry of Investment, Jordan
- 11:30 • Mohammed Juma Al Musharrkh, Chief Executive Officer, Sharjah FDI Office (Invest in Sharjah)
- 11:50 • Nangula Uaandja, CEO, Namibia Investment Promotion and Development Board
- 13:20 • Grzegorz Słomkowski, Member of the Board, Polish Investment and Trade Agency (PAIH)
- 13:40 • Henry Loewendahl, Group CEO, WAVTEQ
- 14:00 • Tamer Tandogan, Promotion Division Department of Digitalization, Technology, UNIDO
- 14:20 • Lokman Hossain Miah, Executive Chairman, Bangladesh Investment Development Authority (BIDA)
- 15:00 • Gerhard Adam, Global Partnerships - Food Value Chain Manager, Bayer
- 15:20 • Vanesa Bandak, Investment Manager, Invest in El Salvador
- 15:40 • Andreas Dressler, Managing Director, FDI Center
- 16:40 • Shannon Olsson, Global Director The Echo Network
- 17:00 • David Akinin, CEO and Founder, JABU - startup

WELLNESS SESSIONS

09:00-10:00

11:00 - 12:00

15:30 - 16:00

YOGA CONSULTATION

PRANAYAMA

MEDITATION

SEPTEMBER
THURSDAY
15

26th WAIPA World Investment Conference
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09:00 - 15:30

Capacity building for Francophone LDCs (WAIPA-EIF-IsDB Project) - Day 2
Location: Room 3