WAIPA Strategic Sector Development Award - Snapshot of online form

Category 2

WAIPA Strategic Sector Development Award

Recognising Investment Promotion Agencies (IPAs) that have demonstrated outstanding leadership in developing a strategic sector through deep sector expertise, targeted investor outreach, strong partnerships and ecosystem development, contributing to increased investment, business growth and long-term sector competitiveness.

APPLY FOR STRATEGIC SECTOR DEVELOPMENT AWARD

Note: The application should primarily describe initiatives, partnerships, investment promotion activities and outcomes undertaken **on or after 1 January 2023**, although earlier background information may be included where relevant.

\+ **More details**

WAIPA Strategic Sector Development Award

Building Competitive Investment Ecosystems

Countries are increasingly competing to attract investment in strategic sectors that strengthen their position in regional and global value chains. Success requires far more than marketing or promotion. It requires deep sector expertise, compelling investment propositions, strong partnerships across government and industry, vibrant innovation ecosystems, targeted investor outreach, effective investment facilitation and sustained support to investors throughout the investment lifecycle.

Recognising that strategic sector development is a **whole-of-government endeavour**, involving ministries, economic development agencies, regulators, subnational governments, municipal authorities, industrial park developers, research institutions, universities, innovation ecosystems and the private sector, this award specifically recognises the **distinctive contribution of the Investment Promotion Agency (IPA)** in positioning, promoting and facilitating investment in a strategic sector.

The **WAIPA Strategic Sector Development Award** recognises Investment Promotion Agencies that have demonstrated outstanding leadership in developing sector expertise, building strategic partnerships, coordinating stakeholders, targeting investors, facilitating investment projects and contributing to the growth of competitive investment ecosystems that generate measurable investment outcomes.

The award recognises the leadership, coordination and value added by the IPA, while acknowledging that many aspects of sector development are undertaken collaboratively with other public and private sector institutions.

Submission deadline: 24 September 2026

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Applicant Information

IPA detail

IPA name *

IPA Contact Details – Address

Street Address

Street Address Line 2

City

State / Province

Please Select

Postal / Zip Code

Country

Phone Number *

e.g. +1 702 123 4567

Website

Head of the IPA

CEO / Head Name *

Designation *

Email *

Focal Contact Person for Coordination of the IPA's Award Entry

Name *

Designation *

Email *

Phone Number *

e.g. +1 702 123 4567

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Sector Profile

Which strategic sector does this application relate to? Briefly describe the strategic importance of this sector and the role played by your IPA. *

Please describe the strategic sector, its importance to your country's economic development, and why it has been identified as a priority for investment. Briefly explain the role played by your IPA in supporting investment in this sector, including when it began working on the sector and its principal responsibilities. (max 300 words)

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Question 1. How has your IPA developed deep expertise and a compelling investment proposition for this strategic sector? (20 Marks) *

Describe how your IPA has developed sector intelligence, analysed global industry and market trends, mapped value chains, identified investment opportunities, developed sector-specific investment propositions, produced specialised investment intelligence, and built internal expertise to effectively engage investors in this sector. Please focus on the specific contribution of your IPA rather than broader national industrial or sector policies. (max 350 words)

0/50

Question 2. How has your IPA worked with government, industry and other stakeholders to strengthen the investment ecosystem for this strategic sector? (20 Marks) *

Strategic sector development requires close collaboration across multiple institutions. Describe how your IPA has worked with national ministries, economic development agencies, subnational governments, municipal authorities, industrial park developers, regulators, universities, research institutions, innovation hubs, startup ecosystems, industry associations, infrastructure providers, utilities, financial institutions, investors and other stakeholders to strengthen investment readiness and facilitate investment in the sector. Your response may also describe initiatives that support innovation, research and development, technology commercialisation, startup engagement, supplier development, workforce development, industrial clusters or other collaborative initiatives that enhance the long-term competitiveness of the sector. Please explain the specific coordinating role played by your IPA and the value it has added. (350 words)

0/50

Question 3. What targeted investment promotion initiatives has your IPA undertaken to attract investment in this strategic sector? (20 Marks) *

Describe how your IPA identified, prioritised and targeted potential investors for this sector. Your response may include investor targeting strategies, sector-specific marketing initiatives, investment missions, strategic partnerships, roadshows, international events, investor engagement programmes, account management, lead generation, investment pipelines or other targeted initiatives undertaken specifically for this sector. Please explain how these activities have contributed to attracting investment opportunities. (max 350 words)

0/50

Question 4. What measurable investment outcomes have been achieved through your IPA's efforts in this strategic sector? (25 Marks) *

Describe the investment outcomes that can reasonably be attributed, in whole or in part, to your IPA's activities. Examples may include investment projects attracted, projects successfully grounded, reinvestments, capital investment mobilised, jobs created, exports generated, technology transfer, supplier development, startup collaborations, research and innovation partnerships, industrial cluster development, strengthened participation in regional or global value chains, sustainability outcomes or other measurable economic impacts. Wherever possible, support your response with quantitative evidence. (max 350 words)

0/50

Question 5. What distinguishes your IPA's approach to developing this strategic sector? (15 Marks) *

Describe the unique approaches, innovations or institutional practices that distinguish your IPA from traditional investment promotion. This may include sector intelligence, ecosystem coordination, strategic partnerships, investor targeting, investment facilitation, policy advocacy, aftercare, innovation ecosystem development, startup engagement, cluster development or other initiatives that have significantly strengthened the competitiveness of the sector. The response should clearly demonstrate the distinctive contribution and leadership of your IPA. (max 300 words)
0/50

Supporting Documents

Browse Files

Drag and drop files here

Please upload any relevant supporting documentation that strengthens your submission, such as project summaries, investor testimonials, impact assessments, government notifications, photographs, publications or media coverage.

Evaluation Criteria

Section	Marks
0. Sector Profile	(Not Scored)
1. Building Deep Sector Expertise	20
2. Partnerships and Ecosystem Development	20
3. Targeted Investor Outreach	20
4. Investment Outcomes	25
5. Distinctive Contribution of the IPA	15
Total	**100**

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