



World Association of Investment Promotion Agencies

**SEVENTH ANNUAL CONFERENCE, 22-25 JANUARY 2002
PALAIS DES NATIONS, GENEVA
Room XVIII**

The WAIPA Annual Conference is the largest international gathering of Investment Promotion Agencies. It is a unique forum for the exchange of best practices in foreign investment promotion and facilitation, as well as networking with practitioners and private sector representatives. WAIPA has a global membership of 121 investment promotion agencies from 115 countries and its activities are supported by UNCTAD, UNIDO, OECD, as well as MIGA and FIAS of the World Bank Group.

Registration for Participants

Villa Les Feuillantines at Place des Nations, for UN Security Procedures and Badges

Monday 21 January 2002	14:00-17:00
Tuesday 22 January 2002	8:30-14:00

Tuesday 22 January 2002

10:00 -12:00 First Session: *Official Opening*

Chairperson: Ms. Patricia Francis, President of WAIPA

- Welcome Address by Mr. Rubens Ricupero, Secretary-General, United Nations Conference on Trade and Development (UNCTAD)
- Report on WAIPA Activities for 2001
- Report on WAIPA Finances
- Welcome to New Members
- Benchmarking Exercise: "Top Customer Orientation of Investment Promotion Agencies", Mr. J. Jegathesan, former Deputy Director General of the Malaysian Industrial Development Authority (MIDA)



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14:30-18:00 Second Session: *The Global Downturn and Investment Promotion*

Chairperson: Mr. Rubens Ricupero, Secretary-General (UNCTAD)

Keynote Speaker: Mr. Supachai Panitchpakdi, President of UNCTAD X and Director General Designate of WTO

Moderator: Ms. Maria Livanos Cattai, Secretary General, International Chamber of Commerce (ICC)

- "FDI Trends & Forecasts", Mr. Karl P. Sauvant, Director, Division on Investment, Technology and Enterprise Development (UNCTAD)
- "Implications of the Downturn", Mr. Jeffrey Sachs, Director of the Centre for International Development, John F. Kennedy School of Government, Harvard University (Videolink)
- "The Economic Outlook for 2002 and FDI", Mr. Klaus Friedrich, Chief Economist, Allianz Group and Dresdner Bank
- "Implications of the Downturn for IPAs", Mr. Paul Laudicina, Vice-President, A.T. Kearney
- "Investment Promotion in the Context of the Global Downturn", Mr. José María Figueres, former President of Costa Rica (1994-1998) & Managing Director, World Economic Forum (WEF)
- Discussion. Lead Discussants:
 - Mr. Peter Simon, President, ABB Group and Chairman of the German-Romanian Foreign Investors Association
 - Mr. Benny Ginman, Director, Government Affairs and Education, INTEL, Member of the Business and Industry Advisory Committee to the OECD (BIAC) on Information, Computer and Communications (ICCP)
 - Mr. John Wan, Associate Director-General, Invest Hong Kong (InvestHK), Hong Kong, China
 - Ms. Dina Daadaa, Senior Promotion Officer, Jordan Investment Board (JIB), Jordan

18:15 Awards Ceremony at a Cocktail for Participants Sponsored by KPMG
Delegates Restaurant, 8th Floor Assembly Building, Palais des Nations



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Wednesday 23 January 2002

9:00 -12:00 Third Session: *How to Attract FDI and Benefit More from It*

Moderator: Mr. Arvind Mayaram, Chairman, Bureau of Investment Promotion of Rajasthan (BIP), India

- "Promoting Linkages", Ms. Anh Nga Tran-Nguyen, Head, Investment Issues Analysis Branch, DITE (UNCTAD)
- "Guidelines on Best Practices in Investment Promotion", Mr. Declan Murphy, Director, Investment Compact for South Eastern Europe, Organisation for Economic Co-operation and Development (OECD)
- "Attracting Productive FDI in an Increasingly Competitive Environment", Ms. Karin C. Millet, Director, Investment Marketing Services, Multilateral Investment Guarantee Agency (MIGA)
- "FDI - Benefits to the Domestic Economy", Mr. Joseph Battat, Manager, Private Sector Advisory Services Department, Foreign Investment Advisory Service (FIAS)
- "Efficient Networking for Investment Promotion", Ms. Dan Liang, Director, Quality, Technology and Investment Branch (UNIDO)

10:30 -11:00 Coffee break

- Discussion. Lead Discussants:
 - His Highness Prince Abdullah bin Faisal bin Turki Al Saud, Governor, Saudi Arabia General Investment Authority (SAGIA), Kingdom of Saudi Arabia
 - Mr. Michael Penfold, Executive Director, Consejo Nacional de Promoción de Inversiones (CONAPRI), Venezuela
 - Mr. Andrew Fraser, former CEO of Invest UK, United Kingdom
 - Mr. Carlos García Fernández, Director General for Foreign Investment, Secretaría de Economía, Mexico



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Wednesday 23 January 2002

14:00 -17:00 Fourth Session: *TNC Location Decisions*

Moderator: Mr. Páid McMénamin, former President of WAIPA

- "Selecting EMEA and ASPAC Locations for Reservation Centres for a Global Hospitality and Leisure Operator", Mr. Tom McClean, Managing Consultant, Ernst & Young
- "Global Location Strategies for Shared Services Centers", Mr. Roel Spee, Director PwC Consulting-PLI
- "Corporate Location Decisions in the Middle East: Overview and Case Studies", Mr. Khaled Abu Osbeh, Executive Director, Consultancy Services, Abu-Ghazaleh & Co. Consulting

15:00 -15:30 Coffee break

- Discussion. Lead Discussants:
 - Ms. Anabel González, General Director, Costa Rican Investment & Development Board (CINDE), Costa Rica
 - Mr. Mohamed Abdel Rahim, Head of Industrial Parks, General Authority for Investment & Free Zones (GAFI), Egypt
 - Mr. Mohamed Simpara, General Director, Centre National de Promotion des Investissements (CNPI), Mali

Thursday 24 January 2002

9:00 -12:00 Fifth Session: *Investment Policy Review: Tanzania, UNCTAD's Commission on Investment, Technology and Related Financial Issues, Room XXVI*

- 14:00 -15:00** "The FDI Xchange and Online Investment Promotion", Ms. Karin C. Millet, Director, Investment Marketing Services and Mr. John R. Wille, Programme Manager, Information Products and Services (MIGA) Room XVIII
- 14:00 -15:00** "KIJANI, Business & Biodiversity Initiative: Developing a New Sector of the Economy in Africa", Mr. Constatine Bartel, (UNCTAD), Mr. Zeke Oman, (IFC), Mr. Frank Vorhies (IUCN) and Mr. Nick Bertrand (UNCTAD) Room 2023 (Second Floor)
- 14:00 -15:00** "UNCTAD Survey on Investment Promotion Practices 2000", Mr. Helge Müller (UNCTAD) Room (to be announced)



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15:00 - 18:00 Sixth Session: *WAIPA Business*

- WAIPA Programme 2002-2003: Contributions by WAIPA Partners
- Mr. John Wille, Programme Manager, Information Products and Services (MIGA)
- Mr. Jürgen Reinhardt, Industrial Development Officer, Quality, Technology and Investment Branch (UNIDO)
- Mr. Declan Murphy, Director, Investment Compact for South Eastern Europe, Organisation for Economic Co-operation and Development (OECD)
- Ms. Nazha Benabbes Taarji, Chief, Investment Promotion Section, DITE (UNCTAD)
- Mr. Roel Spee, Director, PwC Consulting-PLI

- WAIPA Steering Committee Elections

16:00 -16:30 Coffee break

- Best Deal Stories:
- Mr. Denis O'Brien, DIGICEL, introduced by Ms. Patricia Francis, President, Jamaica Promotions Corporation (JAMPRO)
- Mr. Gregory Stough, Kaweri Coffee Plantation, introduced by Ms. Maggie Kigozi, Executive Director, Uganda Investment Authority (UIA)

Friday 25 January 2002

**9:00 - 13:30 Site visit to the Nestlé R&D Centre in Lausanne, Switzerland
Departure at 7:30 from Hotel Mon Repos, Rue de Lausanne 131, Geneva**