



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



**SUSTAINABLE DEVELOPMENT GOAL 9**  
INDUSTRY, INNOVATION AND INFRASTRUCTURE

# WAIPA Meeting

8 September 2018,  
Xiamen, China



**TRADE  
INVESTMENT  
INNOVATION**

*Driving Economic Transformation*

# Trade, Investment & Innovation

## Improving Business Environment



Create and maintain an operating environment that stimulates sustainable industrial development

## Industrial Modernization & SME Clustering



Enhance productivity and develop linkages to sustainable supplier networks

## Mobilizing Responsible Investment & Sustainable Technology



Diversify the economy, expand the production base and create jobs through the mobilization of resources and promotion of technology

## Boosting Innovation



Deploy innovation to foster entrepreneurship and enhance productivity

## Promoting Quality & Standards



Ensure quality and compliance with standards and market requirements for enhanced competitiveness and integration into global value chains

## Facilitating Trade



Improve the movement of goods across national borders to facilitate connectivity to global markets

# Investment and the SDGs



- Investment needs to be **scaled up significantly** in the coming years to contribute to the post-2015 agenda
- **SDGs** explicitly call for **quality and responsible investment** to optimize contribution to economic development
- **Several challenges** persist in **attracting inclusive and sustainable investment**
- **Private investment** as a complement to public investment is a powerful development enabler



# UNIDO's three-pillar approach for investment promotion

## FDI MONITORING

Better understanding of heterogeneity of FDI and its various impact channels for greater embeddedness in investment promotion strategies through firm-level surveys and the investment monitoring platform



## CAPACITY BUILDING TO IPAs

Capacity building support to IPAs, both national and regional, to reinforce and concretize mandates for regional investment promotion and regional networking



## NETWORKS FOR INVESTMENT PARTNERSHIPS

Convener role of investment partnership initiatives (fora, events, capacity building at the global, inter-institutional level)





# Pillar 1: FDI Monitoring



**Firm-level surveys of existing FDI subsidiaries** using the tools and lessons from the **UNIDO Investor Survey tool-kit** previously applied in 20 African pilot countries and Viet Nam;

**Identifying and formulating investment opportunities** for local-foreign JV partnerships in growing economic sub-sectors ;

Consolidate and present empirical data for **evidence-based policy making** and for **B2B facilitation** mechanisms based on the architecture of UNIDO's Investment Monitoring Platform.



# UNIDO Investment Monitoring Platform

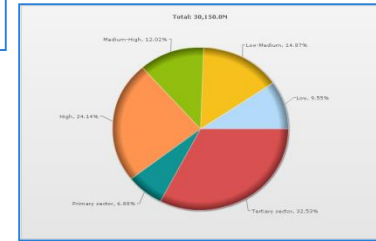
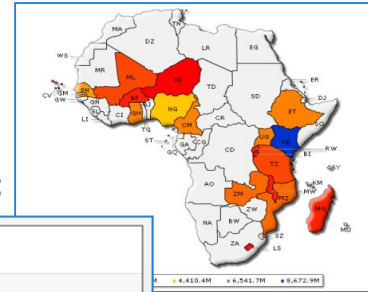
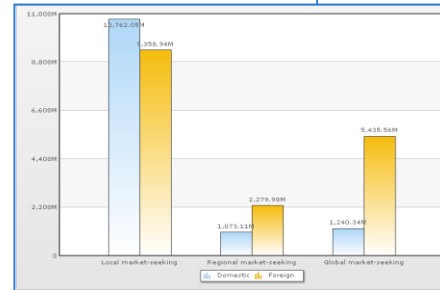
Data visualization toolkit

Platform to share findings and exchange ideas on investment; foster inter-institutional and public-private dialogue.

Business Directory (featuring thousands of verified companies and investors operating in a given country

Service tools: Investor Inquiry Messenger, On-line report generator, Newscast, etc.

Data visualization:



Business Directory:

Company Name	Country	City	Web Site	Contact Name	Company Phones	Contact Email	Has Pk
ABEJI ABC COURSE COURIER LIMITED	Nigeria	UNKNOWN	www.abecourse.com	CLOVEDE FAGUN	234(0)702 91207	info@abecourse.com	True
ADCS ALJUMHURIYATU DOKTERIA	Senegal	UNKNOWN		OSSE AMY NEAYE	38207217	adcs@orange.sn	True
BAJIFER	Tajikistan	UNKNOWN		POBANGAL	255 22 296302	info@bjfz.com	False
CHANGAL	Senegal	UNKNOWN	www.chal.sn	WILLIAM ROSE	38232779	contact@chal.sn	True
Chreals	Iganda	UNKNOWN	www.chreals.info	MARIN MEGARRY	0414 220315	marin@chreals.info	True
A-ABIS Current Share Company A and B	Ethiopia	UNKNOWN		Giuliana Zaccaro		aditg@ethiostar.et	True

Digital Library/ Knowledge Base:

Creation Date: 10/31/2011

★★★★★

Investissements Prévus et Incitations octroyées à Madagascar par la Structure de Propriété - Partie II

Creation Date: 10/30/2011

★★★★☆

Creation Date: 11/10/2011

★★★★★

Investissements Prévus et Incitations octroyées à Madagascar par la Structure de Propriété - Partie I

Creation Date: 10/30/2011

★★★★☆

Creation Date: 11/6/2011

★★★★★

Investissements Prévus et Incitations octroyées à Madagascar par la Structure de Propriété - Partie III

Creation Date: 10/30/2011

★★★★★

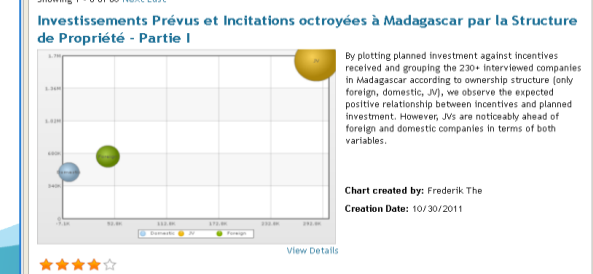
Creation Date: 11/6/2011

★★★★★

Taux de croissance et Investissement, MDG, Agriculture

Creation Date: 11/3/2011

★★★★★



## Pillar 2: IPA capacity building toolkit



INVESTMENT  
LEARNING  
CENTRE \_ ILC



- Investment monitoring through surveys and investment analysis
- Investment Promotion
- After care
- Investor targeting
- Effective event organization
- Harnessing new trends eg. Impact Investing
- Investment appraisal and feasibility analysis through UNIDO's Computer Model for Feasibility Analysis and Reporting (COMFAR)
- Other themes





# Pillar 3: Networks for Investment Partnerships

## UNIDO ITPO Network

Investment and Technology Promotion Offices (ITPOs) contribute to the reduction of development imbalances - by brokering investment and technology agreements - **9 Offices in Bahrain, China (2x), Germany, Italy, Japan, Nigeria, Rep. of Korea, Russian Federation.**



## UNIDO SPX Network

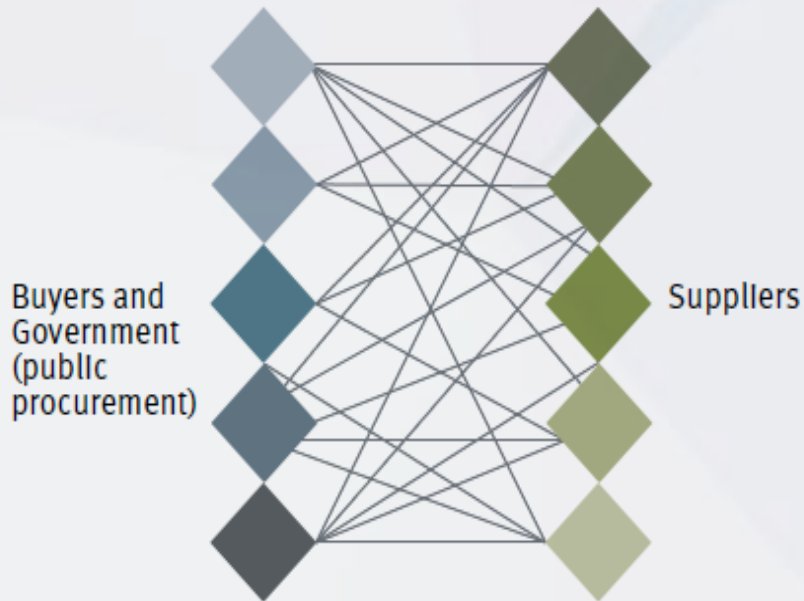
Subcontracting and Partnership Exchanges (SPXs) help local enterprises to be linked to downstream buyers through match-making, benchmarking and supplier development - **20 offices in various developing countries especially Africa and Asia.**





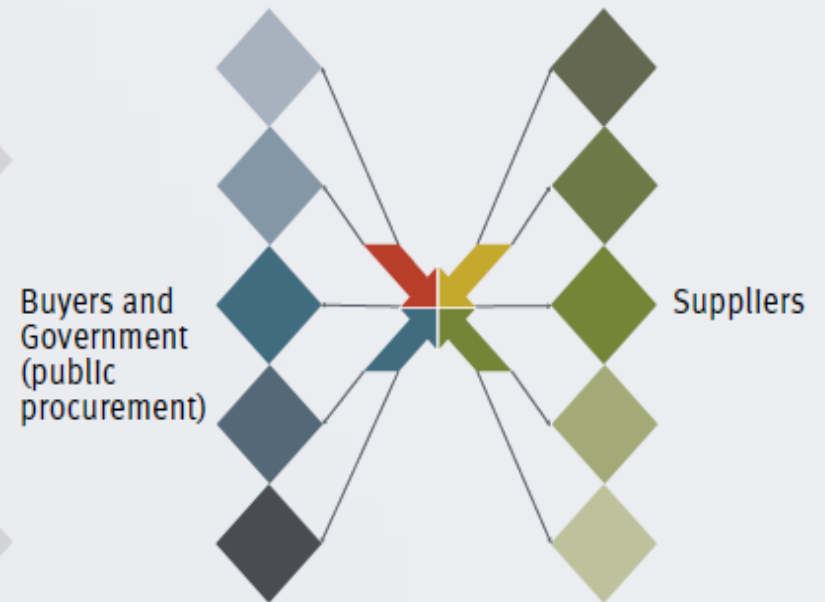
# SPX Value Proposition

## WITHOUT AN SPX CENTRE



**Inefficient and Ineffective: High level of duplication, poor communication and costs**

## WITH AN SPX CENTRE



**Efficient and Effective: Matchmaking platform**



# Convening function and Global Forum Activities (Examples)

## Quality FDI Conference

“Quality FDI, Growth and Development: Discussing the Impact and Policy Options” held in Vienna from 14 to 15 September 2016.

**Xiamen International Fair in China, 2017, UNIDO day on Green Investment Financing & 2018 WAIPA World Investment Conference**

**Hannover Messe, Investment and technology partnerships for SPX Centres and exposure to Industry 4.0 solutions**

**Global initiatives with implications for investment promotion:** Third Industrial Development Decade for Africa (3IDDA); Global Manufacturing and Industry Summit (GMIS), Belt Road Initiative (BRI), etc.



# Pipeline Project: ACP

**ACP Programme “Supporting business-friendly and inclusive national and regional policies for strengthening productive capabilities and VCs”**

Funded by the EC to the tune of **34.7m EUR for three Agencies**, WBG (macro-level), UNIDO (meso-level) and ITC (firm/VC level), **5 years duration**

**Global collaboration** for capacity building initiatives with other partners envisaged, in particular with WAIPA for global/regional networking, as well as UNCTAD and ILO-ITC

First phase will **cover an initial 10 countries** (tbd. during inception phase) for the vertical TC dimensions as well as RECs and regional IPAs (CAIPA, COMESA-RIA) at regional-level



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# Thank you



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