



Message from WAIPA CEO Bostjan Skalar

Dear Members,

It has been one year since I was appointed as the CEO of WAIPA. I trust that you will agree with me that we have achieved together a lot this past year. WAIPA has (co-) organized around twenty activities, amongst which the flagship event the 21st World Investment Conference on October 13-14 in our "hometown" Istanbul. WAIPA has also strengthened its cooperation with partners. With Steering Committee decision, the International Labor Organization (ILO) and the International Chamber of Commerce (ICC), became a full member of WAIPA Consultative Committee.



Memorandums of Understanding have been signed with the ILO, Annual Investment Meeting, Islamic Development Bank as well as with fDi Intelligence as a media partner. This year many of our events focused on Sustainable Development Goals and the role Investment Promotion Agencies can and should play in attracting and promoting inclusive investments. The main task of WAIPA was and will be to empower our members in the eyes of their respective governments and investment community. In 2017 we will continue this path, we are scheduling trainings to equip you with tools, skills and knowledge to better promote your region or country, and to attract those investments that add value to the community and wellbeing of your population through decent job creation. I look forward, together with our partners and with you, to intensify our efforts to achieve the SDGs.

On behalf of the WAIPA team, I wish you a successful and happy 2017!

Bostjan Skalar

New Team Member at Permanent Secretariat

Andreas Hora joined the WAIPA team early November as a Research Coordinator and is your connection to the FDI related science topics. Andreas is your connection to FDI trainings and research. For any kind of questions regarding courses, studies and research proposals feel free to contact him at andreas.hora@waipa.org



Calendar 2017

- February 13-14 WBAF Istanbul, Turkey
- March 16-17 [MIPIM Cannes, France](#)
- March 21-24 [WAIPA-ILO Investment Facilitation Course, Turin, Italy](#)
- April 2-4 [Annual Investment Meeting, Dubai, UAE](#)
- May 18-19 [Kazan Summit, Tatarstan](#)
- May 22-24 World FDI Forum, Shanghai
- September 18-20 IEDC Annual Conference, Toronto, Canada

We are expecting your valuable proposals for the events that can be organized together with you in your country or region in 2017.

UNCTAD Trade and Development Board 63rd Session

WAIPA CEO Bostjan Skalar and Deputy CEO Ismail Ersahin participated in the 63rd Session of the UNCTAD Trade and Development Board, held on December 6 in the Palais des Nations in Geneva.



During this meeting, James Zhan, Director of UNCTAD Division on Investment and Enterprise and Chief Strategic Advisor for WAIPA, presented the [Global Action Menu for Investment Facilitation](#).

Bostjan Skalar participated in the panel discussion "Global Action Menu for Investment Facilitation – Stakeholders' perspective"

He clarified that the investment facilitation issue brings together high-level policy makers, intergovernmental organizations, private sector, ministers, Investment Promotion Agencies (IPAs), and treaty negotiators, at a single agenda of global consensus development. Skalar: "Despite being two different activities, investment promotion and investment facilitation work hand in hand. Investment promotion is limited to promoting a certain location as an investment destination being majorly country specific, whereas, investment facilitation is all about helping the investors establish or expand their investments in the host countries. We at WAIPA are involved to maximize the cooperative potential of all stakeholders in the overall investment process."

According to the WAIPA CEO, the policy process at the international level is hindered by the absence of any concrete facilitation action. He emphasized that there is a need to promote unilateral options that have the potential to guide international collaboration and can be further integrated in to IIAs. Confronted with the SDG 2030 Goals and lagging investment, Skalar stated that "Collaboration for investment is the only way forward. Our investment facilitation incentives should focus on mobilizing support for the sustainable development goals. Channeling investment towards enhancing production capacities and developing critical infrastructure to countries and regions that need our most support should be an integral part of the overall investment policy framework."

WAIPA CEO meets with WTO Director-General in Geneva

On December 5, WAIPA CEO Bostjan Skalar met with Roberto Azevêdo, Director-General of the World Trade Organization (WTO). During this meeting in Geneva, WTO and WAIPA explored ways to work together to support IPAs in playing a leading role nationally, regionally and internationally to achieve the SDGs.



WTO can be a cause champion of full and productive employment and decent work for all. The collaboration between WAIPA and WTO can help lead the global policy on investment and trade to accelerate job creation while respecting workers' rights, improve matching of skills supply and demand, supporting clean technology transfer, stabilize and enhance IPA standing within governments for improved productivity and social development. Both organizations could work together in building a policy framework that ensures sustainability and productivity by bringing together all relevant stakeholders.

13th Vienna Economic Forum

The 13th Vienna Economic Forum – Vienna Future Dialogue 2016, held on November 21st 2016 in Vienna and was co-organized by VEF and WAIPA. Approximately 140 participants discussed investment trends and regional cooperation in the field of investment promotion.

WAIPA was represented by CEO Bostjan Skalar and President Arda Ermut. Bostjan Skalar was the moderator of the panel session "Investment Strategy – Regional and worldwide". This session focused on the investment experiences of the Investment Agencies and their role for a better investment climate not only in the region of Vienna Economic Forum but worldwide.



The WAIPA CEO stated that the global development agenda requires us to move investment promotion to a higher level and create a new narrative towards SDGs. Skalar: "We should also address policy gaps by facilitating investors, Investment Promotions Agencies (IPAs) and governments and aim to strengthen a multi-stakeholder dialogue."

Furthermore, Skalar explained that WAIPA advocates policy measures to strengthen cooperation in the investment process. WAIPAs services are focused to attract foreign investment, enhance regional cooperation, and identify and resolve obstacles to growth – all with the goal to enhance FDI flows.

WAIPA Congratulates UNIDO on its 50th Anniversary

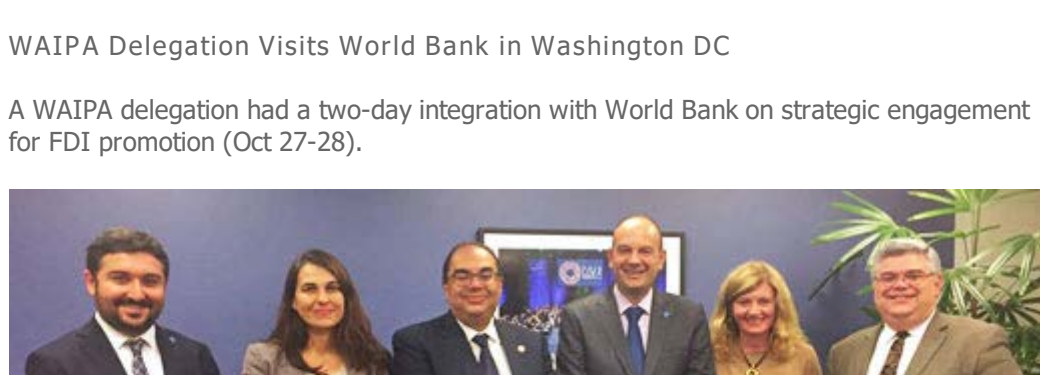
The United Nations Industrial Development Organization celebrated its 50th Anniversary on November 21 in Vienna.



WAIPA CEO Bostjan Skalar congratulated UNIDO Director General LI Yong. Cooperation intensified after signing a MoU this last spring. The heads of both organizations stressed the importance of this cooperation with LI Yong stating "we will cooperate even stronger in the future" and Bostjan Skalar adding "let us continue to work together to improve the living conditions of people and promote global prosperity."

WAIPA Delegation Visits World Bank in Washington DC

A WAIPA delegation had a two-day integration with World Bank on strategic engagement for FDI promotion (Oct 27-28).



On the first day of the visit, WAIPA CEO Bostjan Skalar met with World Bank Senior Vice President Mahmoud Mohieldin: "We will continue to put sustainable investments on the global agenda with WAIPA." During the meeting, Mahmoud Mohieldin emphasized that the World Bank Group seeks to broaden long term cooperation with WAIPA.

Day two of the technical meeting included a high-level presentation from IBM-PLI on Global Location Trends.

Yours Sincerely,

WAIPA Permanent Secretariat