



World Association of
Investment Promotion
Agencies

The Global Reference Point for FDI

Last call for WAIPA Steering Committee Nominations

At this year's World Investment Conference in Dubai a new Steering Committee will be elected during the WAIPA General Assembly for the 2017-2019 term. We invite all our members to **raise their candidacies** for a **WAIPA Steering Committee position until the latest September 27th, 2017**.

If you are interested to learn more about the functions, requirements and mandate of the Steering Committee please [click here](#).

WAIPA and the World Bank Group jointly organized Pilot Training on FDI at WAIPA Training Center in Istanbul



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WORLD BANK GROUP
Trade & Competitiveness

From 17-20 July WAIPA and the World Bank Group jointly organized the Pilot Executive Training on FDI. More than 30 participants and 22 agencies from 9 Steering Committee Regions participated in the first training in WAIPA's new Training Center in Istanbul.



The course, 4-day full training program, followed the life-cycle logic. Sessions included moderated group discussions, as well as best practices sessions from IPAs and the business sector, around topics such as:

- The evolution of FDI, its role in development, international investment agreements and the current debate on globalization
- Anchoring Investment Policy Reforms: how to translate investment strategies into concrete reform agendas that lead to measurable results
- Attracting Investors: becoming visible and attractive for new types of investment
- Removing Barriers to Entry, with a focus on services sectors
- Investment Incentives: do they work?
- Making Investors Stay in the Long Term: investment protection and expansion
- Promoting Linkages between FDI and the Local Economy

This pilot training helped IPAs to strengthen capacities regarding the effectiveness of policies and efforts aimed at attracting and facilitating FDI, to gain knowledge in good practices in improving the effectiveness of investment incentive and to better understand how to retain FDI and maximize the positive spillovers of FDI for their economy.



Furthermore, we thank the General Manager of CISCO Turkey, Mr Cenk Kivilcim, and the Spanish Banco Sabadell for their valuable input to learn directly from investors what IPAs need and how better cooperation can lead to better results. WAIPA and the World Bank plan to keep working closely together both regarding capacity building and research. WAIPA and the whole team is looking forward to this fruitful collaboration.

Keep checking the [WAIPA YouTube channel](#) to see **how IPAs can benefit from collaboration between WAIPA and the World Bank.**

WAIPA Executives as discussion leaders on the Fourth and Fifth Roundtable on the Trajectory of Investment for Sustainable Development in Geneva, Switzerland



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WAIPA CEO Bostjan Skalar and WAIPA Deputy CEO Ismail Ersahin participated as the discussion leaders on the fourth and fifth dialogue in the 2016/2017 series of investment policy dialogues, following from the E15 Initiative, jointly organized by the International Centre for Trade and Sustainable Development (ICTSD) and the World Economic Forum (WEF), with the support of the Government of the Netherlands.

On the fourth roundtable, WAIPA CEO presented the survey that WAIPA conducted in collaboration with the Columbia Center on Sustainable Investment (CCSI) to determine what IPAs consider as characteristics to sustainable investment. However, identifying these characteristics of sustainable investment is just the part of a larger process that ensures sustainable investment, he said and continued that it will contribute extensively to international investment debate by highlighting the desirable characteristics of FDI and what can be done to promote and encourage sustainable FDI.



On the fifth roundtable WAIPA Deputy CEO Ismail Ersahin underlined the vital importance of the empowerment of IPAs and the capacity building conducted by WAIPA and gave practical examples of WAIPA members facilitating sustainable investments.

"Private sector mindset is the key while offering operational facilitation services", said Ersahin, while talking about the fact that IPAs are meant to facilitate and not just to promote. Promotion is more general, while facilitation is tailor made. Therefore, successful facilitation

can be used as an excellent promotion tool for investment attraction.

The story starts with trade; however, investment is much more complex for private sector. This process requires efficient and empowered IPAs. Ersahin called for an action to join forces with all international organizations to make this happen.

WAIPA CEO took part in IPA Best Practice Roundtable at SelectUSA Investment Summit

On June 18th WAIPA CEO Bostjan Skalar participated at the SelectUSA Investment Summit in Washington, USA and took part in the Investment Promotion Agency Best Practice Roundtable.



Investment Promotion Agencies (IPAs) from numerous countries came together to share best practices. Skalar used this opportunity to discuss current challenges with Austrade, Apex-Brasil, Japan External Trade Organization (JETRO), Invest Hong Kong as well as WAIPA Steering Committee Members: Italy Trade Agency (ITA), Korea Trade-Investment Promotion Agency (KOTRA), and the Department for International Trade (former UKTI).

On the sidelines of the Summit Skalar also had a fruitful meeting with host SelectUSA CEO Fred Volcansek with a lot of promise for future cooperation.

WAIPA is expanding!

We are delighted to welcome new members to our WAIPA family:



Together we will further strengthen our network, succeed in achieving our ambitions and strive towards better investment opportunities.

If you are interested in a membership and would like to profit from our benefits, and network, feel free to contact us via info@waipa.org. We are looking forward to your message!

WAIPA Consultative Committee Member UNCTAD releases World Investment Report 2017

Global investment prospect for 2017 cautiously optimistic

UNCTAD described in its World Investment Report 2017 the investment prospects for 2017 with cautious optimism. It predicts a modest recovery for global investment. Global flows are expected to increase to \$1.8 trillion in 2017, and \$1.85 trillion in



2018. Due to geopolitical risks and policy uncertainty global flows are thus expected to remain still below their peak in 2007.

In general, Foreign Direct Investment (FDI) increased in developed countries. While in Europe FDI fell, it grew moderately in North America and increased in other developed countries. This made their global share in FDI inflow of developed countries grow to 59%.

[You can download UNCTADs World Investment Report 2017 here.](#)

Calendar

September 13-14: The Brazilian Trade and Investment Promotion Agency (Apex-Brasil), in partnership with the Paraná State Development Agency (APD), will carry out the [Latin American Investment Conference](#) – Connecting Strategies, Creating Opportunities on September 13-14, at the Wish Hotel in Foz do Iguacu. WAIPA CEO will be actively involved in the programming as a moderator.

September 17-20: WAIPA Consultative Committee Member IEDC is organizing its [Annual Conference 2017 in Toronto, Canada](#). WAIPA CEO will participate as a moderator at WAIPA session.

September 29: ICC Commission on Trade and Investment Policy in Geneva

October 9: UNCTAD Annual High-level IIA Conference in Geneva. WAIPA CEO will participate as a speaker.

November 11-12: Indiana University; Panel on Incentivizing Sustainable Development. WAIPA CEO will participate as a speaker.

November 27-28: 22nd [WAIPA World Investment Conference](#) in Dubai, UAE. The World Investment Conference is WAIPA's flagship conference where Investment Promotion Agencies gather to get to know latest FDI trends, policies and what cutting-edge investment promotion practices 2017 brings. Planned in Dubai this year, the conference will bring together government officials, development sector leaders, private sector and academia relevant to FDI policy and strategy to discuss what is in hold for the future, share best practices and sharpen their investment promotion skills.

Connect with us!



The World Association of Investment Promotion Agencies (WAIPA) is the world hub for best practices in investment promotion, facilitation and aftercare. We work in line with World Bank, UN-OHRLLS, UNIDO, UNCTAD, IEDC, ICC, ILO and OECD to provide our members information and latest trends in investment promotion, strong advocacy on their behalf, connections to international decision makers and intensive training opportunities.

Yours Sincerely,

WAIPA Permanent Secretariat