



Webinar invitation: Supplier development programmes: A key to facilitating FDI and development impact

31 March 2022

Dear Colleagues,

On behalf of the International Trade Centre (ITC), the German Development Institute/ Deutsches Institut für Entwicklungspolitik (DIE), the World Association of Investment Promotion Agencies (WAIPA), and the World Economic Forum (WEF), we cordially invite you to a webinar on:

Supplier development programmes: A key to facilitating FDI and development impact

The webinar will take place on 31 March 2022, from 15:00 to 16:00 Geneva time (Central European Time), 09:00 to 10:00 Eastern Standard Time.

The webinar is being held in the framework of the Investment Facilitation for Development [project](#), jointly implemented by the ITC and DIE.

This is the 11th webinar in a series meant to assist investment promotion agencies (IPAs) and policymakers strengthen their capacity to facilitate higher FDI flows, especially investment flows that directly contribute to development.

The 11th webinar will focus on the importance of establishing supplier development programmes in order to facilitate FDI and the development impact of FDI.

The establishment of supplier development programmes is a key foreign direct investment (FDI) facilitation measure as it increases the number and capacity of qualified local enterprises that can contract with foreign affiliates and allows foreign affiliates to source locally. At the same time, local firms benefit from such programmes as their competitiveness is upgraded, and host countries benefit from them as the tangible and intangible assets that foreign affiliates bring with them are dispersed within their economies, thereby enhancing the development dimension of investment. For example, the use of local suppliers has the potential to increase local employment, upgrade skills and transfer technology, including in regard to for local small and medium-size enterprises. Such linkages also help local firms integrate into global value chains.

The webinar will focus on identifying concrete measures to create and deepen linkages between foreign investors and the local economy through the establishment of supplier development programmes. It will address the importance of linkage-ready domestic firms to facilitate the locational decision-making process of foreign investors and good practices and lessons learned regarding operational dimensions and the implementation of supplier development programmes. The webinar will also discuss possibilities of including sustainable development aspects in supplier development programmes.

The discussions will be informed in particular by the “[Investment Facilitation for Development: A Toolkit for Policymakers](#)”.

Please feel free to share this invitation with officials dealing with FDI, as well as representatives of the private sector who might be interested in this subject.

The webinar will be conducted in an interactive manner and encourages questions and observations by participants.

Participation in the webinar is free of charge. However, it is necessary to register for the event (please [click here](#)), to receive the meeting link details.

The webinar will feature the following speakers:

Opening remarks: Rajesh Aggarwal, Director (oic), Division for Market Development, ITC

Moderator: Karl P. Sauvant, Resident Senior Fellow, Columbia University, CCSI

Experts and practitioners:

Ivan Anton Nimac, Global Lead, Investment Policy and Practice, World Bank Group – *“Facilitating FDI by creating supplier development programmes and strengthening linkages between foreign affiliates and local suppliers”*

Thuy Nguyen, Vietnam Industry Agency, Ministry of Industry and Trade, Vietnam – *“Practical steps for establishing supplier-development programmes: Lessons learned”*

Markus Thill, President, Africa, Robert Bosch – *“How linkage-ready domestic firms facilitate FDI and also benefit domestic enterprise development: a private sector view”*

Bernardo Calzadilla-Sarmiento, Managing Director, Directorate of Digitalization, Technology and Agri-Business, and Director, Department of Digitalization, Technology and Innovation, United Nations Industrial Development Organization (UNIDO) – *“Including sustainable development aspects in supplier development programmes”*

Concluding remarks: Matthew Stephenson, Head, Investment Policy and Practice, World Economic Forum

The webinar will be delivered through Zoom.

We are looking forward to welcoming you at the webinar!

Best regards,

Rajesh Aggarwal, ITC; Axel Berger, DIE; Ismail Ersahin, WAIPA; Karl P. Sauvant, Columbia University/CCSI; Matthew Stephenson, WEF

Background material

ITC-DIE project on [Investment Facilitation for Development](#)

Axel Berger and Karl P. Sauvant, eds., *Investment Facilitation for Development: A Toolkit for Policymakers* (Geneva: ITC, 2021), [available here](#).

Bios:

Rajesh Aggarwal

Rajesh Aggarwal is Officer in Charge, Director, Division for Market Development, ITC, Geneva. He is leading a programme of assisting the private sector in developing countries to be the change agent for trade policy reforms and engage in business advocacy with their governments in the design and implementation of trade policies and negotiating positions that reflect business

interests. Before joining the ITC, he worked for the Indian Government and participated in the WTO Doha Round of trade negotiations. He has published papers in the area of trade negotiations, including a paper titled “Dynamics of Agriculture Negotiations in WTO” in the Journal of World Trade.

Bernardo Calzadilla-Sarmiento

Bernardo Calzadilla-Sarmiento is Managing Director of the Directorate of Digitalization, Technology and Agri-Business, and Director of the Department of Digitalization, Technology and Innovation at UNIDO. As Director, he leads the work on quality and standards for trade facilitation, investment for sustainable development and innovation in the context of the fourth industrial revolution. Previously, he had been Director for Technical Assistance and Training at the International Organisation for Standardisation. He holds a Master’s and a Ph.D. degree in Economics from the Vienna University of Economics and Business.

Thuy Nguyen

Thuy Nguyen is an official of the Vietnam Industry Agency (VIA), Ministry of Industry and Trade of Vietnam (MOIT). She has twenty years of experience working in industry and trade development. Before joining VIA, she had been a researcher of the MOIT’s research institute on industry and trade for eight years. She specialises in international trade, industrial policy analysis and global value chain analysis. She holds a BA in Japanese from Hanoi University, a BA in Economic Management from the National Economic University of Vietnam and a MPP from the National Graduate Institute for Policy Studies in Tokyo, Japan.

Ivan Anton Nimac

Ivan Anton Nimac has been the World Bank Group’s (WBG) Global Lead for Investment Policy and Promotion since July 2018. His team supports a portfolio of activities, including government advisory, development lending and an array of learning and knowledge activities to help countries attract and retain FDI. Before joining the WBG in 2006, he held positions in law, diplomacy and international development with the Australian and Croatian governments and the United Nations. He holds degrees in economics, law and international relations.

Karl P. Sauvant

Karl P. Sauvant introduced the idea of an International Support Program for Sustainable Investment Facilitation in the E15 Task Force on Investment Policy in 2015. From there, the proposal was taken forward in the WTO. He has written extensively on this subject (see <https://ssrn.com/author=2461782>), participated in various events relating to it and currently assists the ITC and DIE on a project on Investment Facilitation for Development. He retired in 2005 as Director of UNCTAD’s Investment Division and established, in 2006, what is now the Columbia Center on Sustainable Investment (CCSI). He stepped down as the Center’s Executive Director in 2012, to focus his work, as a CCSI Resident Senior Fellow, on teaching, research and writing.

Matthew Stephenson

Matthew Stephenson is Head of Investment Policy and Practice at the World Economic Forum, where he manages the Global Investment Policy and Practice initiative. Previously, he worked at the IFC, where he led the workstream on outward FDI. He has also worked at the OECD on Africa and investment and served as a diplomat for the U.S. Department of State, leading the economic team on Afghanistan and managing economic programs in the Middle East. He is a member of the T20 Task Force on Trade and Investment. He has a PhD from the Graduate Institute in Geneva, a master's from the Harvard Kennedy School and a bachelor's from Oxford University.

Markus Thill

Markus Thill is President of Africa for Robert Bosch since 2014, reporting directly to Bosch Group management. Prior to co-founding Bosch's global venture arm as managing director in 2007, he worked as Vice President of Bosch's global corporate strategy department. Before joining Bosch, he was a senior manager in leading strategy consulting firms, heading and implementing projects on strategic and operational issues as well as M&As around the globe. He holds university degrees in mathematics and physics, including a doctorate ("summa cum laude") from Université de Paris (France). He is fluent in English, German and French, and has a good working knowledge of several other languages.