

Webinar invitation: Increasing the development impact of FDI: Creating linkages between foreign investors and the local economy in light of the Covid-19 pandemic
26 October 2021, 15:00-16:15 Central European Time (CET)

Dear Colleague,

On behalf of the International Trade Centre (ITC) and the German Development Institute/ Deutsches Institut für Entwicklungspolitik (DIE), we cordially invite you to a webinar on:

Increasing the development impact of FDI: Creating linkages between foreign investors and the local economy in light of the Covid-19 pandemic
26 October 2021, 15:00-16:15 Central European Time (CET)

This is the 9th of a webinar series on investment facilitation for development, held in the framework of a joint ITC/DIE [project](#) on Investment Facilitation for Development.

Like all ITC/DIE events, participation in the webinar is free of charge. However, it is necessary to register for the event in order to receive the meeting link details (please [click here](#)).

The webinar will focus on increasing the development impact of foreign direct investment (FDI) by creating linkages between foreign investors and the local economy in light of the Covid-19 pandemic. The declining FDI flows as a result of the COVID-19 pandemic have brought into light the important role that the government, and specifically investment promotion agencies (IPAs), have in facilitating sustainable investment by creating linkages between foreign investors and the local economy. Such linkages provide direct benefits to foreign investors while also spreading the benefits of investment widely within the domestic economy, thereby enhancing the development impact of FDI.

The Covid-19 pandemic has caused serious disruptions in global value chains as social distancing had severe effects on local production and suppliers, especially on small and medium sized enterprises with whom foreign investors often have various types of linkages. As a response, IPAs will need to assist foreign investors in finding new suppliers when existing ones are unable to continue operating due to the pandemic or when value chains are disrupted. Such assistance can

include, among other interventions, the development of supplier databases and matchmaking portals, supplier development programmes, and additional aftercare services depending on investors' needs.

The webinar will discuss options to maximize linkages and positive spillover effects for the host economy including the upgrading of local firms and the design and implementation of investor aftercare programmes that facilitate the retention, expansion, and diversification of FDI while deepening links with local suppliers.

The webinar will have the following agenda and speakers:

Introduction: **Rajesh Aggarwal**, Officer in Charge, Director, Division for Market Development, ITC

Moderator: **Axel Berger**, Senior Researcher, DIE

Speakers:

Ivan Anton Nimac, Lead Private Sector Specialist and Global Lead, World Bank – *“Maximizing linkages and positive spillover effects from FDI to the host economy in light of the Covid-19 pandemic”*

Silvia Campos, Lead of Linkages, CINDE – *“Developing linkages between foreign affiliates and the local economy in light of the Covid-19 pandemic – An IPA’s perspective”*

Simon Galpin, Senior Advisor, OCO Global – *“Developing linkages between foreign affiliates and the local economy in light of the Covid-19 pandemic – An investor’s perspective”*

Concluding remarks: **Karl P. Sauviant**, Resident Senior Fellow, Columbia University, CCSI

If you would like to send written questions or comments during the webinar, please feel free to type them into the chat window by clicking on the “chat” button on the middle-bottom pane of the Zoom window.

To join the meeting, kindly click on the link that will be sent to you shortly before **15:00 pm CET on 26 October** and follow the instructions.

We look forward to welcoming you to the webinar!

With kind regards,

Rajesh Aggarwal, Officer in Charge, Director, Division for Market Development, ITC

Axel Berger, Senior Researcher, DIE

Karl P. Sauviant, Resident Senior Fellow, Columbia University, CCSI

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.

Axel Berger

Axel Berger is a Senior Researcher at the German Development Institute / Deutsches Institut für Entwicklungspolitik (DIE). He works on the design, effects and diffusion patterns of international trade and investment agreements, with a focus on emerging markets and developing countries. Other areas of current research include the effects of an international investment facilitation framework, the impact of free trade agreements on upgrading within global value chains and the role of the G20 in global governance. He teaches international political economy at the University of Bonn and regularly advises developing countries, development agencies and international organisations on trade and investment matters.

Silvia Campos

Silvia Campos is Lead of Linkages at CINDE. She has been part of CINDE since 2011. She coordinates actions aimed at identifying opportunities for productive linkages based on the needs of multinational companies operating in Costa Rica or interested in establishing operations in the country. Additionally, she develops strategies to ensure productive linkages are considered as part of Costa Rica's value proposition throughout the cycle of an investment project. She also coordinates the development of initiatives that strength the ecosystem of productive linkages in Costa Rica with national and international institutions.

Simon Galpin

Simon Galpin is Senior Advisor at OCO Global. He also serves as an advisor to governments, corporations and universities on innovation and economic development policy. He has been actively involved in developing the startup ecosystems in Asia and the Middle East. Previously,

he was Managing Director at the Bahrain Economic Development Board (EDB) and developed EDB into a full-service investment promotion agency. During that time the EDB delivered an increase in the number of investors supported, resulting in record FDI flows and jobs created. Prior to joining the EDB, he was the Director-General at Invest Hong Kong and subsequently launched the StartmeupHK initiative, which advanced the start-up and fintech movement in Hong Kong.

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.