



Webinar invitation: “Strengthening investment facilitation capacity for development: an overview, based on ‘An Inventory of Concrete Measures to Facilitate the Flow of Sustainable FDI: What? Why? How?’”

26 February 2021

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:

“Strengthening investment facilitation capacity for development: an overview, based on ‘An Inventory of Concrete Measures to Facilitate the Flow of Sustainable FDI: What? Why? How?’”

The webinar will take place on 26 February 2021, from 15:00 to 16:00 Geneva time (Central European Time), 09:00 to 10:00 Eastern Standard Time, and 21:00 to 22:00 China Standard Time.

The webinar is being held in the framework of the Investment Facilitation for Development [project](#), jointly implemented by the International Trade Centre (ITC) and the German Development Institute/Deutsches Institut für Entwicklungspolitik (DIE).

This is the first webinar in a series of webinars meant to assist investment promotion agencies (IPAs) (and similar institutions) in strengthening their capacity to facilitate higher FDI flows, especially investment flows that directly contribute as much as possible to development; it will also provide the opportunity to exchange experiences regarding investment facilitation.

The launching webinar will be followed by webinars focused on specific practical aspects of investment facilitation. The discussions will be informed by [“An Inventory of Concrete Measures to Facilitate the Flow of Sustainable FDI: What? Why? How?”](#).

The webinar will be conducted in an interactive manner and allow for questions by participants.

The webinar will have the following agenda and speakers:

Opening: Rajesh Aggarwal, Chief, Trade Facilitation and Policy for Business, ITC

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

Bostjan Skalar, Executive Director, CEO, WAIPA – *“The importance of investment facilitation in a post Covid-19 world”*

Quan Zhao, Trade Policy Advisor, Division for Market Development, ITC – *“The importance of investment facilitation for small and medium-sized enterprises”*

Axel Berger, Senior Researcher at DIE – *“Potential welfare gains from different investment facilitation frameworks”*

Niraj Varia, Partner, Novastar Ventures – *“The importance of governments adopting investment facilitation frameworks, especially those that contribute to development”*

Yofi Grant, Chief Executive Officer, Ghana Investment Promotion Centre – *“The importance of increasing investment facilitation – developing country perspective”*

Augusto Pestana, Business Director, Brazilian Trade and Investment Promotion Agency (ApexBrasil) – *“The importance of increasing investment facilitation – a Latin American perspective”*

Philippe Yvergniaux, Director of International Cooperation, Business France – *“The importance of investment facilitation – developed country perspective”*

Simon Galpin, Senior Advisor and former MD, Bahrain EDB – *“The importance of increasing investment facilitation – what does the private sector tells us”*

Concluding remarks: Matthew Stephenson, Policy and Community Lead, International Trade and Investment, World Economic Forum

To register for the event and receive the meeting-link details, please [register here](#).

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, Karl P. Sauvant, Columbia University/CCSI; Bostjan Skalar, WAIPA; Matthew Stephenson, WEF

Background material

Karl P. Sauvant, Matthew Stephenson, Khalil Hamdani, and Yardenne Kagan, *“An Inventory of Concrete Measures to Facilitate the Flow of Sustainable FDI: What? Why? How?”* (Geneva and

Bonn: International Trade Centre and German Development Institute / Deutsches Institut für Entwicklungspolitik), [available here](#).

Bios:

Rajesh Aggarwal

Rajesh Aggarwal is Chief of the Trade Facilitation & Policy for Business Section of the International Trade Centre (ITC), Geneva. He is leading a program of assisting the private sector in developing countries to be the change agent for trade policy reform and engage in business advocacy with their governments in design and implementation of trade policies and negotiating positions that reflect the business interests. Before joining the ITC, he worked for the Indian Government and participated in 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.

Simon Galpin

Simon Galpin initially joined the Bahrain Economic Development Board (EDB) in 2016 as Managing Director and now serves as the Senior Advisor on Investment Promotions. Prior to joining the EDB, he spent over 20 years in Hong Kong, as a Director-General at Invest Hong Kong, where he created the StartmeupHK initiative that helped launch the start-up and fintech movement in Hong Kong. He began his economic development career with Scottish Enterprise, in Glasgow, at that time Europe’s largest development agency. He is a Doctor of Juridical Science and holds master’s degrees in Business Administration, Local Economic Development and International Business Law.

Yofi Grant

Yofi Grant is a renowned Ghanaian investment banker with over 30 years of extensive work experience in banking and finance. He currently serves on the advisory boards of the Ghana Export Promotion Authority, the Ministry of Foreign Affairs and Regional Integration and also a member of the board of trustees of the ACP Endowment and Trust Fund. Having served in various capacities in corporate finance, credits, marketing, and investment banking, he has broad knowledge and exposure in the African financial markets and has cultivated strong relationships with international private equity funds, portfolio investment managers and brokerage funds. He was also Special Advisor to the Minister for Private Sector Development from 2002-2006.

Augusto Pestana

Augusto Pestana is a Brazilian career diplomat since 1996. He currently serves as business director and member of the executive board of the Brazilian Trade and Investment Promotion Agency (ApexBrasil). He is a graduate in law from the University of São Paulo and in diplomacy from the Rio Branco Institute, where he earned his professional PhD and was assistant professor of diplomatic practice. At the Foreign Ministry, he was director for Western European affairs, coordinator-general for nuclear energy and had postings in the embassies in Mexico, Germany, Japan and New Zealand. He wrote “ITER: Brazil at the Crossroads of Fusion Energy” (2015) and the chapter on Brazil of the “Routledge Handbook of Public Diplomacy” (2020).

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.

Bostjan Skalar

Bostjan Skalar is currently serving as Executive Director - CEO of the World Association of Investment Promotion Agencies (WAIPA). WAIPA is the umbrella organization of IPAs worldwide, established in 1995 under auspices of UNCTAD. Previously he served as the Director of new Slovenian Public Agency for Promotion of the Investment, Internationalization, Entrepreneurship and Tourism. He also served as a Consul for Economic Affairs of Slovenia in Istanbul, Turkey. He has effectively performed his international business activities and managing roles in different sectors in many countries. He has over 20 years of management experience and is one of the global leaders in the investment promotion area with a private-sector focus.

Matthew Stephenson

Matthew Stephenson is Policy and Community Lead for International Trade and Investment 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.

Niraj Varia

Niraj Varia is a Partner with Novastar Ventures, based in Kenya. A native Kenyan, he leverages his international professional experience as an actuary, management consultant and entrepreneur to support entrepreneurs and their businesses that generate large-scale social impact as a result of their commercial success. He joined Novastar at its inception in March 2014. He earned an honors degree in Actuarial Mathematics and Statistics at Heriot-Watt University in Scotland.

Philippe Yvergniaux

Philippe Yvergniaux has 27 years' experience in FDI attraction, as international director then general manager of French regional IPAs from 1993 to 2005, then country director at Invest in France Agency for the British Isles (2005-2009) and North America (2009-2015); in January 2015 he was appointed Director of International Cooperation at Business France. In this role, he is charged with leading efforts to develop partnerships with, and provide technical assistance to, trade and investment promotion agencies throughout the world. Prior to 1992, he worked as a civil engineer on rural development projects in Africa, Indonesia, and Haiti. He is married with 4 children and 4 grandchildren.

Quan Zhao

Quan Zhao is trade policy advisor in the Division of Market Development, International Trade Centre (ITC). He leads ITC's trade in services projects which cover policy research and technical assistance in services trade, e-commerce, digital economy and cross-border investment. Prior to ITC, he served as a trade negotiator at Permanent Mission of China to the World Trade Organization and Ministry of Commerce of China. He served as the Chair of WTO's Committee on Trade in Financial Services, and services negotiator in China's FTA negotiations.