



Webinar invitation: Optimizing national and sub-national cooperation on investment facilitation for development

25 January 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:

Optimizing national and sub-national cooperation on investment facilitation for development

The webinar will take place on 25 January 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 9th webinar in a series meant to assist investment promotion agencies and policymakers strengthen their capacity to facilitate higher FDI flows, especially investment flows that directly contribute to development; it will also provide an opportunity to exchange experiences regarding investment facilitation, including with investors.

The 9th webinar will focus on **optimizing national and sub-national cooperation and coordination on investment facilitation for development**. The number of IPAs operating at the national and sub-national levels has proliferated over the past two decades; they play a key role in attracting, retaining and growing FDI. National and sub-national collaboration and coordination in implementing investment facilitation measures, as well as a clear distribution of the functions and roles at different stages of the investment life-cycle, are important to maximize the impact of investment facilitation activities. These efforts may also involve institutions other than IPAs, both at the national and sub-national levels.

The webinar will focus on key issues regarding the relationship between national and sub-national IPAs, as well as best practices and practical lessons and, in particular, measures regarding how national and sub-national IPAs can cooperate and coordinate to facilitate FDI, including in regard

to legal frameworks, institutional mechanisms, the division of labor, guidelines and protocols, and information and communications technology tools.

The webinar aims to identify concrete measures that can be taken in the context of investment facilitation, especially in the context of the WTO negotiations of an Investment Facilitation for Development (IFD) Agreement.

The discussions will be informed by “*Investment Facilitation for Development: A Toolkit for Policymakers*”, [available here](#).

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 allow for questions 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:

Hania Kronfol, Private Sector Specialist, Investment Climate Unit, World Bank Group — *“Responsibilities of national and sub-national IPAs: dividing the work properly regarding investment facilitation”*

Sebastian Reil, Senior FDI Consultant, FDI Center — *“Best practices concerning the coordination of national and sub-national IPAs to maximize the development impact of FDI”*

Mohammed Baba, Deputy Director, Nigerian Investment Promotion Commission (NIPC), Nigeria — *“The relationship between national and sub-national IPAs: Practical lessons regarding how national and sub-national IPAs can cooperate and coordinate to facilitate sustainable FDI”*

Russell Curtis, Head, Invest Durban — **“The perspective of a sub-national IPA”**

Concluding remarks: Matthew Stephenson, Policy and Community Lead, International Trade and Investment, 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](#).

WEF [Global Investment Policy and Practice](#) initiative, including workstream on investment facilitation.

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 Director (oic), Division for Market Development, 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.

Mohammed Baba

Mohammed Baba is Deputy Director of the Nigerian Investment Promotion Commission (NIPC). In his current position, he oversees representatives of different government ministries, departments and agencies under the One Stop Shop platform. He has over 22 years of working experience in areas covering investment facilitation, investment promotion, policy advocacy, public presentation, international diplomacy, inter-governmental relations, and client management. As part of his work at NIPC, he assisted in establishing the One Stop Investment Center (OSIC).

Russell Curtis

Russell Curtis has been running the Durban Investment Promotion Authority, Invest Durban, for 18 years. He is a NED of the Durban Chamber of Commerce, the Durban Auto Cluster and past Chair of the Institute of Directors. Previously, he was on the Mercury Editorial Board, Independent Newspapers; sat on the UN Investment Advisory Council 2008/9, 2016/17; served on the MCI/World Bank Expert Advisory Group on City Investment Promotion; co-authored publications; and was a UN WIF invited speaker. He holds a degree of Chartered Associate, Institute of Bankers SA, and a Post Grad Diploma in Business Administration from the University of Wales.

Hania Kronfol

Hania Kronfol is a Private Sector Specialist in the Investment Climate Unit of the World Bank Group, where she leads analytic, advisory and lending projects on investment policy and promotion. Her areas of expertise include FDI-led development, investment attraction and incentives, institutional strengthening, and trade and investment policy reforms. In her operational roles as the Unit’s technical lead on investment incentives and Africa regional coordinator, she has supported over 30 client countries implement investment policy and promotion reforms. She holds a master’s degree in public policy from Harvard University.

Sebastian Reil

Sebastian Reil is a Manager at FDI Center, a leading advisory firm in the field of foreign direct investment. He works with countries, regions, cities, special economic zones, and industrial parks from around the world to develop and implement successful strategies for attracting and retaining investment. Previously, he worked as a management consultant and as a researcher at a think tank on topics of industrial development. He holds Master's degrees from Peking University and the University of Groningen, as well as a Bachelor's degree from Heidelberg University.

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 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.