



## Webinar invitation

### Incentivizing sustainable foreign direct investment

1 June 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), the Ghana Investment Promotion Centre (GIPC), and the World Economic Forum (WEF), we cordially invite you to a webinar on:

### Incentivizing sustainable foreign direct investment

The webinar will take place on 1 June 2021, from 15:00 to 16:15 Geneva time (Central European Time), 09:00 to 10:15 Eastern Standard Time, and 21:00 to 22:15 China 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 5<sup>th</sup> 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; it will also provide an opportunity to exchange experiences regarding investment facilitation, including with investors.

The 5<sup>th</sup> webinar will focus on practical issues regarding **incentivizing sustainable foreign direct investment**. 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.

The webinar will feature the following speakers:

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

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

**Experts and practitioners:**

- **Ana Novik**, Head, Investment Division, OECD – *“Key incentives to stimulate the flow of sustainable FDI”*
- **Evan Gabor**, Graduate of Columbia Law School, J.D. 2020 – *“The Recognized Sustainable Investor”*
- **Yofi Grant**, CEO, Ghana Investment Promotion Centre (GIPC), and Regional Director for sub-Saharan Africa at WAIPA– *“Pioneering the Recognized Sustainable Investor approach in Ghana: experience so far”*
- **Markus Thill**, President, Africa, Robert Bosch– *“Incentives that help increase the development impact of FDI”*

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

**Background material**

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

Evan Gabor, “Keeping ‘Development’ in a Multilateral Framework on Investment Facilitation for Development”, *Journal of World Investment & Trade*, vol. 22 (issue 1) (2021), pp. 41–91, [available here](#).

Karl P. Sauvant and Evan Gabor, “Facilitating Sustainable FDI for Sustainable Development in a WTO Investment Facilitation Framework: Four Concrete Proposals”, *Journal of World Trade*, vol. 55 (issue 2) (2021), pp. 261-286, [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.

### **Evan Gabor**

Evan Gabor is a graduate of Columbia Law School, J.D. 2020, where he was the Senior Business Relations and Digital Editor of the *Columbia Business Law Review*. He received his B.A. in economics from Boston College in 2012 and was previously a project control specialist for FieldCore and the operations manager for Khunu, Ltd. Publications he has contributed to are available at [https://papers.ssrn.com/sol3/cf\\_dev/AbsByAuth.cfm?per\\_id=3137986](https://papers.ssrn.com/sol3/cf_dev/AbsByAuth.cfm?per_id=3137986).

### **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 and the Ministry of Foreign Affairs and Regional Integration; he is 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 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.

### **Ana Novik**

Ana Novik is Head of the Investment Division of the OECD Directorate for Financial and Enterprise Affairs. She focusses on improving the international investment climate and promoting good domestic policies to support sustainable and inclusive investment and responsible business conduct. She establishes strategies for the OECD to secure a leadership role in the international investment debate and to advance a more structured economic analysis of investment flows and impact. Prior to joining the OECD, she was the Chilean Ambassador Director of Multilateral Economic Affairs in the Economics Directorate of Chile’s Ministry of Foreign Affairs and Trade, representing Chile in such international organisations as WTO, OECD and APEC.

### **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.

### **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 the Université de Paris (France). He is fluent in English, German and French, and has a good working knowledge of several other languages.