



Webinar invitation:

“Investment facilitation: promoting linkages and supplier databases”

13 April 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:

“Investment facilitation: promoting linkages and supplier databases”

The webinar will take place on 13 April 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 third 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 third webinar will focus on practical issues regarding **promoting linkages and supplier databases**. The discussions will be informed by [“An Inventory of Concrete Measures to Facilitate the Flow of Sustainable FDI: What? Why? How?”](#).

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: Jean-Sébastien Roure, Senior Officer, Business and Trade Policy, ITC

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

Experts and practitioners:

- **Tommy Fanning**, Head of Strategic Policy, IDA Ireland – *“How to establish a linkage development program: lessons learned”*
- **Pilar Madrigal**, Director, Investment Advisory Department, CINDE – *“How to promote linkages through partnerships between foreign affiliates and local universities or other bodies to create centers of excellence for training or research and development”*
- **Craig Burchell**, Senior Vice President, Global Trade Affairs, Public Affairs & Communications Dept., Huawei Technologies Co., Ltd. – *“How linkage-ready domestic firms facilitate the locational decision-making process of investors and benefit domestic enterprise development in host countries”*
- **Suon Sophal**, Director, Public Relations and Promotion of Private Investment, Council for the Development, Cambodia – *“How supplier databases can include sustainability dimensions and boost sustainable development”*

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

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:

Craig Burchell

Craig Burchell, a trade lawyer, is Senior VP Public Affairs at Huawei, Shenzhen, China & corporate spokesperson on Digital Trade. He served 20 years at Philips Electronics, Amsterdam, as Global Head of Trade and CEO Sherpa. He advocates globalisation for shared prosperity and technology for all, based on law, business and policy experience. Advisory

Boards on “Digital FDI” (WEF), B20 Trade and Investment Global Task Force, OECD-EMNet, and DIE-ITC-WEF Commentary Group on WTO’s “Investment Facilitation for Development Agreement”. He led business delegations to 3 WTO Ministerials for European technology companies, and represented Dutch business VNO-NCW in Business Europe.

Tommy Fanning

Tommy Fanning began his career in IDA Ireland in 1979 and has worked in multiple roles across multiple geographic locations including: Amsterdam, Paris, London, Tokyo – Director Asia Pacific, Chicago – Director Mid-West & South-East, USA. He also spent a period working in financial services for Deutsche Bank and State Street. Since returning to Ireland, he has held roles as Head of Engineering and until recently Head of Biopharmaceuticals. He is currently Head of Strategic Policy working across sectors to support the continued growth of FDI in Ireland.

Pilar Madrigal

Pilar Madrigal is the Director of the Investment Advisory Department at CINDE. She joined CINDE in 1998 and during her 22-year career at CINDE, she has been instrumental in developing strategies, activities, and programs to promote foreign direct investment into Costa Rica. In her current role, she is also responsible for defining and optimizing department’s functions to ensure seamless execution of activities, which included strategic planning and implementation as well as program development, implementation, and coordination. Prior to joining CINDE, Pilar was appointed as Third Secretary to the United Nations.

Jean-Sébastien Roure

Jean-Sébastien Roure is Senior Officer, Trade Facilitation and Policy for Business Section at the ITC. For the last 20 years, he has been providing technical support through programmes aimed at building capacity of the private sector in developing countries to effectively engage in business advocacy with their governments on multilateral (e.g. WTO accession) and regional / bilateral trade negotiations as well as on domestic policy and regulatory reforms. The programmes encompass engaging the private sector in dialogue with their governments on these issues, developing technical policy papers, organising training programmes and publication of business guides on how to benefit from trade and investments related agreements.

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.

Sophal Suon

Sophal Suon has held a number of leadership roles in the public and private sectors. He is currently the Director of Public Relations and Promotion of Private Investment at the Council for the Development of Cambodia. He was involved in regional economic cooperation including ASEAN Investment Area, the Greater Mekong Sub-region Economic Cooperation Program, UNESCAP Asia-Pacific Foreign Direct Investment Network, ACMECS and the Mekong-Lancang Cooperation. He is a lead negotiator for investment and is involved in the negotiations for various agreements including the ASEAN Comprehensive Investment Agreement, as well as ASEAN's Investment Agreements with China, Korea and India.