



## Webinar invitation

### Investment facilitation for development - assessing large-scale investment contracts

6 July 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 CONNEX Support Unit, and the World Economic Forum (WEF), we cordially invite you to a webinar on:

### Investment facilitation for development - assessing large-scale investment contracts

The webinar will take place on 6 July 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 6<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 6<sup>th</sup> webinar will focus on practical issues regarding **assessing large-scale investment contracts**. 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:**

- **Louis T. Wells**, Herbert F. Johnson Professor of International Management, Emeritus, Harvard Business School - *“Why is it difficult to assess and negotiate large-scale investment contracts?”*
- **Boris Dolgonos**, Partner, Gibson Dunn - *“What are the key considerations in assessing large-scale investment contracts?”*
- **Samantha Thompson**, Head of Legal Global M&A, Anglo American- *“How to facilitate the assessment of large-scale investment contracts: a corporate perspective?”*
- **Brigitte Klein**, Head, CONNEX Support Unit - *“How to obtain support for contract assessments and negotiations?”*

**Concluding remarks:** Bostjan Skalar, Executive Director, CEO, WAIPA

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; Brigitte Klein, CONNEX Support Unit; 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](#).

Karl P. Sauvan and Louis T. Wells, *“Obsolescence of the obsolescing bargain: Why governments must get investor-state contracts right”* Columbia FDI Perspectives No. 298, February 22, 2021”, [available here](#).

“CONNEX: Supporting governments to realize their resource potential through better”, [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.

## **Boris Dolgonos**

Boris Dolgonos, Partner at Gibson, Dunn & Crutcher LLP, has advised on a range of mining, investment and financing transactions, including initial public offerings, high-yield and investment-grade debt offerings, and privatizations. He has represented public and private corporations, investment banks and other financial institutions. His practice has focused on government representation and capacity development, including negotiating mining concessions, drafting model mining agreements and financing transactions. He serves on the Board of Directors of the International Senior Lawyers Project and the Advisory Committee of the CONNEX Support Unit.

## **Brigitte Klein**

Brigitte Klein, Head of the CONNEX Support Unit, has spent over 20 years in development assistance. Former posts include the Emerging Markets Sustainability Dialogues as well as the Access to Insurance Secretariat, which GIZ continues to host. Previous positions have brought her to India, leading a Rural Finance Programme, as well as a secondment to the F.A.O in Rome. Before joining GIZ, she lectured and carried out research at Humboldt University in Berlin on agricultural market development. She earned her Ph.D. in economics and her initial degree in economics from the Free University in Berlin.

## **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 the 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.

### **Samantha Thompson**

Samantha Thompson is Head of Legal Global M&A at Anglo American, having joined in late 2018. Prior to this role she spent three years at PwC UK, latterly as co-head of Corporate Affairs. She lived in Hong Kong for 10 years where she was a corporate partner at Linklaters, with a broad corporate practice including governance, corporate advisory and M&A. She started her career at Slaughter and May in London. She is also a guest speaker on M&A at the Oxford University Said Business School.

### **Louis T. Wells**

Louis T. Wells is the Herbert F. Johnson Professor of International Management, Emeritus, at the Harvard Business School. He has served as consultant to governments of a number of developing countries, as well as to international organizations and private firms. His principal consulting activities have been concerned with foreign investment policy, negotiations between foreign investors and host governments, and investor-state arbitrations. His associations include: Fellow - Academy of International Business, Council on Foreign Relations, and advisory committees of CONNEX and Columbia Centre for Sustainable Investment.