Report on the 3rd Virtual Capacity Building Workshop: Implementation Challenges for a Multilateral Framework on Investment Facilitation for Development
23 September 2020

The 3rd Virtual Capacity Building Workshop: Implementation Challenges for a Multilateral Framework on Investment Facilitation for Development (IFF4D) took place on 23 September 2020. It hosted 150 participants. The workshop was organised 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). The workshop was co-organized by ITC and DIE with the World Association of Investment Promotion Agencies (WAIPA) and the World Economic Forum (WEF).

The workshop was held for WTO delegates dealing with investment facilitation matters, as well as for government representatives from capitals. The workshop was meant to help build the capacity for negotiations of a multilateral framework on investment facilitation for development at the WTO.

The discussions held during the workshop were informed by the document "An Inventory of Concrete Measures to Facilitate the Flow of Sustainable FDI: What? Why? How?" referred to herein as the Inventory. The Inventory will be updated in light of the discussions during the workshop, as well as other work undertaken within the ITC/DIE project.

The workshop's programme is annexed to this report.

The workshop was divided into two session which addressed the following main topics:

I. **Additional, Concrete Investment Facilitation Measures:** This session focused on new measures that apparently have not yet been included in the Informal Consolidated Text of the WTO Structured Discussions on Investment Facilitation for Development.

II. **Learning from Experience for the Implementation of a Multilateral Framework:** This session reviewed experiences from the implementation of investment facilitation measures in bilateral and regional agreements as well as trade facilitation measures in order to draw lessons for the design of a multilateral framework on investment facilitation for development.

Summary of the main outcomes of the workshop*

I. General inputs for the negotiations of a multilateral framework on investment facilitation for development

- ***Development goals of the IFF4D:*** The IFF4D should contain a clear development dimension, including concerning technical assistance and capacity building for developing countries and especially LDCs. The development dimension should be

* Note: for the purposes of this report the terms economy and country are used interchangeably.

included in the preamble of the framework and be directly addressed in the text itself. This will show that the objective of development is reflected in all provisions of the framework, further indicating that the most development friendly interpretation should be applied to the framework provisions and country obligations.

- ***The importance of facilitating the entire lifecycle of the investment:*** The IFF4D should cover all aspects and stages of investment facilitation. The investment life-cycle includes (1) attraction, (2) entry and establishment, (3) retention and expansion, including aftercare, (4) linkages and spill-overs, and (5) possible divestiture.
- ***Language and terminology:*** The mechanisms included in the framework (such as the focal points, contact points, ombudsperson) should be defined and used with consistent terminology.
- ***Implementation resources:*** Technical assistance should be provided to support prioritized investment facilitation measures identified.
- ***Stakeholder participation:*** Governments should engage with investors and others to enhance the long-term development impact on the host and home economies. Civil society participation at the national level could be strengthened. A WTO committee on investment facilitation should allow for participation by investors and other stakeholders.
- ***Interaction with trade***: As countries have a national committee on trade facilitation, a corresponding national committee on investment facilitation would ensure that the two processes proceed in a complementary manner. They are two sides of the same coin.

II. New general investment facilitation measures

New general investment facilitation measures refer to concrete, actionable investment facilitation measures that have not yet been considered in the WTO Structured Discussions and that may be particularly useful for investment facilitation. The following priority measures were highlighted:

- ***Provide for risk-based approvals as part of authorisation procedures:*** Policymakers may consider risk-based assessments, whereby low-risk investment projects are approved with more limited, if any, need for assessment, while high-risk projects receive careful and in-depth assessment. (See annex 5 of the Inventory for an example text of an Article adopting risk-based authorization/approval procedures).
- ***Grant permits or licenses automatically if no government action is taken within statutory time limits, i.e., "silence is consent":*** The aim is to help unlock applications that get stuck during administrative review. The approach should also be clear to avoid placing the investor in a grey zone, which could give rise to later disagreement. Georgia has adopted this measure and states that it has been a "game changer" for attracting and facilitating investment. (See annex 6 of the Inventory for example Article to introduce "silent consent" for low- and medium-risk administrative procedures).
- ***Track complaints through an investment grievance mechanism or "early warning system" to address complaints before they become formal grievances; establish timeframes for addressing complaints:*** Establishing a grievance mechanism is important for addressing complaints and detecting patterns that can help understand from where the problems originate and address them from the root. As much of investment is reinvestment, addressing grievances at an early stage will assist in generating reinvestment. (See annex 14 of the Inventory for good practice elements for the design of an investment grievance mechanism and annex 15 for an investment alert mechanism).

- ***Make publicly available lists of support measures for outward investors, through online portals and notification to the WTO:*** Currently there is no explicit reference in the WTO Structured Discussions to outward FDI measures. Such a reference may boost two-way flows and provide a more balanced framework. (See annex 13 of the Inventory for an investment facilitation provision concerning home country measures.)
- ***Facilitate investment through partnerships between investment authorities in different economies, including helping investors find bankable projects quickly:*** IPAs are increasingly signing memoranda of understanding with other IPAs to facilitate knowledge sharing and two-way investment, indicating interest in win-win collaboration. The WTO framework can support and generalize such efforts through specifically addressing opportunities for partnership between investment authorities in different economies. Such partnership can be operationalized through a programme of joint activities.
- ***Digital measures as facilitators of investment:*** Digital measures are especially important in the post COVID-19 world. Such measures may include blockchain and artificial intelligence, which may bring new opportunities to improve "single window" efficiency and transparency. IPAs may use digital measures for investor onboarding through virtual site visits, hosting online investor conferences and one-on-one meetings. (See the Digitalization chapter of the Inventory for additional measures.) As most of the Structured Discussions took place before the pandemic, digital facilitation measures may need to receive more attention and be addressed specifically.

III. Sustainability-focused investment facilitation measures

Sustainability-focused investment facilitation measures highlight measures that *directly* help to increase the development impact of FDI. The following priority measures were highlighted:

- ***The administration of incentives, promoting the use of "smart incentives"*:** Transparency of incentives, using incentives efficiently, and targeted "smart incentives" ensure that the incentives provided support the development goals of the country, and are not given equally to every investor but rather used strategically. Incentives must be linked to the outcomes the country wants to achieve. One approach is to create a special category of "Recognized Sustainable Investor," which incentivizes and rewards investors to invest sustainably, possibly guided by an indicative list of FDI sustainability characteristics. (For a possible formulation of an Article, following the model of the Trade Facilitation Agreement (TFA), see annex 9 of the Inventory.) It was noted that around 100 developing countries have tax incentives and other programmes to advance sustainability goals. However, they are still at a discovery stage of this practice. Only by interacting with investors and community stakeholders can governments determine how well the policies work and whether better policies can be adopted.
- ***Increasing linkages between investors and domestic suppliers:*** Build and maintain a database of local enterprises to help investors identify potential suppliers, with the information freely available to all. Creating domestic supplier databases provide matchmaking and overcome information asymmetry. Such databases should include development and sustainability indicators/information, i.e., whether the domestic firm operates according to sustainability principles; this will allow for sustainability focused investors to contract with those suppliers while also incentivizing other suppliers to shift their operations in this direction to meet sustainability-related preferences of

investors, thereby creating a virtuous cycle. A critical point is maintaining and updating such databases. Such maintenance can be done by coordinating with business associations that keep updates on their members.

- ***Impact analysis of the projects:*** Assess the potential development impact projects through ex ante impact assessments, to ensure they align with sustainable development goals

IV. Concrete provisions for enhancing implementation in developing countries

- ***Inclusivity:*** Elements of inclusivity should be covered, including gender equality. Providing investment facilitation measures can also open the door for SMEs. An implementation framework can help attract SMEs, which is important because most IPAs focus on attracting the same or only large MNEs.
- ***Monitoring:*** The quality of sustainable investment should be monitored. An alliance of national committees could be established with responsibility for monitoring the commitment to sustainability and the impact of incentives.
- ***Outward FDI***: Clear guidelines on CSR and responsible business conduct to outward investors should be provided. For sectors with high development/environmental sensitivities, such investor education could be made mandatory. Host countries should understand the standards that investors need to follow in their home countries.
- ***Co-responsibility:*** Seeking co-responsibility with respect to the performance of partnerships between foreign and local investors will help develop trust and stability. Such relationships can strengthen supply chains, making them more resilient to shocks, such as the COVID-19 pandemic.
- ***National Investment Facilitation Committees:*** National Investment Facilitation Committees, similar to those for trade facilitation, are a potential platform for stakeholder participation. The establishment of such bodies should facilitate the implementation of the IFF4D, promote domestic coordination (including over technical assistance and capacity building) and serve as a platform of dialogue with stakeholders. Local private sector and civil society participation is essential for orienting and improving implementation. National committees for trade facilitation can serve as role models.

V. Private sector perspective on key investment facilitation measures

- ***Establish a mechanism for public-private dialogue:*** There is a need for investors to participate regularly in the investment facilitation dialogue with respect to regulations and implementation measures. Such dialogues should be practical, helping investors to understand the country regulations and how things work in practice and providing government officials with investors' point of view, especially in a post COVID-19 world where investors are facing greater uncertainty. Such dialogues on policy and regulatory frameworks will improve the selection and implementation of policies and regulations, so that they achieve their objectives in efficient and transparent ways.
- ***Private sector engagement in an investment committee:*** Investors should have a regular role in investment committees, which should not only focus on facilitation but also other developments in the FDI area.
- ***Importance of standardized guidelines on sustainability and corporate responsibility.***

- ***Facilitating the entry of persons in connection with foreign investments:*** To ensure the promotion of productive FDI, there should be transparent, clear and timely processes to enable investors to bring key personnel. Immigration issues should be considered from a practical business perspective. Increasingly, IPAs are competing for mobile talent in addition to FDI; so, a business-friendly visa regime is important. COVID-19 has shown how to hasten the process of visa issuance for essential medical personnel. It was noted that business visas and work permits can be facilitated in accordance with country investment and development priorities. For instance, priority investors may be offered green channels for receiving visa and work permits.
- ***Facilitate cooperation and coordination between national and sub-national IPAs:*** Sub-national IPAs have an important role in many countries, but there needs to be coordination to understand sectorial priorities and to ensure transparency and communication with investors. There should be a strategic discussion at the national and sub-national level of IPAs to identify priority sectors and provide clear and transparent administration procedures.
- ***Establish aftercare mechanisms to facilitate and improve the investment climate and deal with any issues that may arise:*** There should be mechanisms of dialogue between investors and IPAs to provide ongoing value. Aftercare dialogue can help investment agencies support the likelihood of reinvestment and avoid divestment if there is an issue that arises by addressing and resolving the said issue.

VI. Lessons from the implementation of investment facilitation measures

- ***Implementation:*** A problem of implementation at the country level is that, after enacting investment policies and regulations, the public sector may not have the resources and knowledge to determine and then support investments that would be in the country's development interests.
- ***"One stop shop":*** Investment agencies operate "one-stop shops" to help investors interface with government departments. However, in practice there are many other ministries involved that are not coordinated—meaning that the "one-stop shop" model becomes a "one-more-stop-model".
- ***Cross-border cooperation:*** From the experience of countries with respect to the implementation of investment facilitation measures in international investment agreements, joint committees were developed that manage the relationship between countries and provide a platform for sharing experiences and managing expectations among countries.
- ***Direct Investment Ombudsperson (DIO):*** Brazil's model of a DIO establishes a close relationship between investors and governments, and is responsible for improving the investment environment and institutional dialogue. The DIO supports and guides investors; recommends solutions for investors; provides investment advocacy in light of a national investment plan.

VII. Lessons from the implementation of the TFA and the role of technical assistance

The TFA implementation process offers a number of important experiences that should be considered by negotiators of investment facilitation. The TFA includes various mechanisms that are intended to provide technical support to countries, including their national trade facilitation committees and the TFA facility database. There are also other options, such as networking and country needs of technical assistance that evolve over time. In practice, developing countries and LDCs often do not know whom to contract and what kind of TF assistance is available to them. This is true even though such information is available on the WTO website and in the TFA facility database.

- ***Networking is crucial, especially to better access knowledge and technical assistance:*** Countries need to know the contact point for technical assistance and what assistance is available. These information gaps can be overcome by networking in order to learn how other countries are implementing the TFA, facilitating the sharing of experience and best practices. Information sharing can also be facilitated by workshops, and by directly contacting the WTO Secretariat. There are numerous bilateral interactions between countries and the WTO. In the TFA case, countries established a small fund to allow experts from developing countries to participate in the negotiations of the TFA in Geneva.
- ***Technical assistance country needs evolve over time:*** It may be relatively easy to develop a needs assessment programme, but the implementation stage is much more difficult. Country technical assistance needs evolve and have different stages. There are many things that countries cannot foresee during the negotiation stages and appear in the implementation stage. The TF facility was established during the negotiations and continues to bring capital officials to the Committee meetings. The facility is the last resort, and members prioritize bilateral communication. The negotiations of an IFF4D can learn from the TFA experience and, in particular, the benefits that were derived from having needs assessments during the negotiations, carried out with funds made available for this purpose.

VIII. How should special and different treatment be reflected in an IFF4D

COVID-19 has exposed the differences between developing and developed countries in terms of investment facilitation capacity. IPAs will need to help address investors' changing needs due to the pandemic. The response capacity of IPAs is different due to limited resources in developing countries. In contrast, most developed countries have increased their digital measures in response to travel restrictions; however, almost half of the IPAs in developing countries provided little or no information on digital channels.

- ***Capacity building and technical assistance:*** The TFA approach attracted a lot of attention because it addressed developing members' concerns. The TFA recognises the need for donors to assist with capacity building and technical assistance, especially with regards to firm commitments. As in the TFA, technical assistance should be evaluated for the specific needs of each developing country and LDC. The WTO Secretariat must make sure that it has an updated database of the technical assistance available. From the developing countries' point of view, it is important to include in the IFF4D a firm commitment for technical assistance to help implement measures under the framework. The idea of an implementation fund, managed by the WTO, was raised, as an option of last resort, if international organizations or donors do not have sufficient resources. It was noted that most developing countries already have IF measures in place, and that implementation does not always require resources but requires political will.
- ***Implementation* stages:** Both the GATS and the TFA implementation stages were raised during the workshop as possible models for the IFF4D. There was a discussion on the possibility of bringing in a fourth implementation category for members that

cannot take certain commitments at this point of time, but will be able at a latter point to start the implementation stage. This approach was questioned by stating that, contrary to the TFA, there is no development rationale not to implement the IFF4D provisions. The framework has a different incentive, which is to attract FDI.

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PROGRAMME

This is the **3rd Virtual Capacity Building Workshop: Implementation Challenges for a Multilateral Framework on Investment Facilitation for Development** organised 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). The workshop is co-organized by ITC and DIE with the World Association of Investment Promotion Agencies (WAIPA) and the World Economic Forum (WEF).

The Virtual Workshop will take place on 23 September 2020, from 14:00 to 17:30 Geneva time (Central European Time), 08:00 to 11:30 Eastern Standard Time, and 20:00 to 23:30 China Standard Time.

The workshop is meant to develop input for the negotiations on a multilateral framework on investment facilitation for development at the WTO. It is open to all WTO delegates and government representatives from capitals. Additional invitees include members of the Commentary Group and the Expert Network on a Multilateral Framework on Investment Facilitation for Development, both established in the framework of the ITC/DIE project, the Commentary Group together with the WEF, as well as member organizations of WAIPA. The objective is to facilitate joint learning and capacity building among delegates, government officials, representatives of investment promotion agencies and multinational enterprises, as well as technical experts. The workshop will be held under the Chatham House Rule to facilitate open and results-oriented discussions.

We are aiming to make the workshop as participatory as possible. Therefore, you are encouraged to ask questions and make comments during the presentations. You will also have the option of sending written questions/observations to the experts during the meeting by clicking on the “chat” button of the Zoom window and typing your question/comment.

PROGRAMME

14:00 – 14:05	**Opening Address** **Rajesh Aggarwal**, Chief, Trade Facilitation & Policy for Business Section, International Trade Centre (ITC)
14:05 – 14:15	**Keynote Speech** **Mathias Francke,** Ambassador-designate of Chile to the WTO, Coordinator of the Structured Discussions on Investment Facilitation for Development
14:15 – 15:30	**1st Session: Additional, Concrete Investment Facilitation Measures** This session will focus on new measures that apparently have not been included in the Informal Consolidated Text of the WTO Structured Discussions on Investment Facilitation for Development.
Chair	**Karl P. Sauvant,** Resident Senior Fellow, Columbia University/Columbia Center on Sustainable Investment (CCSI) **Matthew Stephenson,** Policy and Community Lead, International Trade and Investment, World Economic Forum (WEF) – ***New general investment facilitation measures.*** **Khalil Hamdani,** Visiting Professor, Lahore School of Economics, Pakistan – ***Sustainability-focused investment facilitation measures.*** **Mia Mikic,** Director Trade, Investment and Innovation Division, United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) **–** ***What concrete provisions would enhance implementation in developing countries?*** **Crispin Conroy**, Representative Director to Geneva, International Chamber of Commerce (ICC) – ***A private sector perspective on key investment facilitation measures.***
15:30 – 15:40	Coffee break
15:45 – 17:20	**2nd Session: Learning from Experience for the Implementation of a Multilateral Framework** This session reviews experiences from the implementation of investment facilitation measures in bilateral and regional agreements as well as trade facilitation measures and draws lessons for the design of a multilateral framework on investment facilitation for development.
Chair	**Axel Berger,** Senior Researcher, German Development Institute / Deutsches Institut für Entwicklungspolitik (DIE) **Boubacar Zakari Wargo,** Minister of the Niger High Council of Investment and CEO of ANPIPS – ***What can we learn from the implementation of investment facilitation measures at the country level?***

Daniela Oliveira Rodrigues, Strategic Partnership Coordinator, Undersecretariat of Foreign Investments, Executive Secretariat of CAMEX, Ministry of Economy, Brazil – ***What can we learn from the implementation of investment facilitation measures in international investment agreements?***

Helen Chang, Project Officer, WTO Trade Facilitation Committee – ***What can we learn from the implementation of the TFA and the role of technical assistance?***

Parasram Gopaul, Counsellor Permanent Mission of Mauritius to the WTO – ***How should special and different treatment be reflected in a multilateral framework on investment facilitation for Development – a developing economy perspective.***

Carlo Pettinato, Head of Unit, Investment, Directorate General for Trade, European Commission - ***How should special and different treatment be reflected in a multilateral framework on investment facilitation for Development – a developed economy perspective.***

17:20 – 17:30 **Concluding Remarks**

Bostjan Skalar, World Association of Investment Promotion Agencies (WAIPA)

Background material

The reports on the earlier capacity building workshops, the Expert Network and Commentary Group meetings and the general public webinars are available here: https://www.intracen.org/itc/Investment-Facilitation-for-Development/.

ITC/DIE, "An Inventory of Concrete Measures to Facilitate the Flow of Sustainable FDI: What? Why? How?" (available at: https://www.intracen.org/uploadedFiles/intracenorg/Content/test_blog/An%20Inventory%20of%20Concrete%20Measures%20to%20Facilitate%20the%20Flow%20of%20Sustainable%20FDI%20-%20September%2025%202020.pdf).

Karl P. Sauvant and Evan Gabor, "Advancing Sustainable Development by Facilitating Sustainable FDI, Promoting CSR, Designating Recognized Sustainable Investors, and Giving Home Countries a Role".

Axel Berger and Ali Dadkhah, "Challenges of negotiating and implementing an international investment facilitation framework".

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 programme 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.

Helen Chang

Ms. Chang is a Project Officer with the Trade Facilitation team at the Market Access Division at the WTO. She supports the work of the Committees on Trade Facilitation and Customs Valuation. In addition, she conducts research on the negotiation history of the Trade Facilitation Agreement as well as the relationship between the TFA and such other trade aspects as e-commerce and, humanitarian aid. She holds a Master's Degree on International Economic Law and Policy. Before joining the WTO, she worked with the World Bank and has extensive experience in bilateral trade negotiations.

Crispin Conroy

Crispin Conroy is the ICC Representative Director, Geneva, and also the ICC Permanent Observer to the United Nations in Geneva. Prior to his appointment, Mr. Conroy worked with the Australian Department of Foreign Affairs and Trade and had a number of diplomatic postings, including Ambassador to Chile, concurrently accredited to Bolivia, Colombia, Peru and Ecuador; Deputy Head of Mission, Australian High Commission, Port Moresby, Papua New Guinea; and Ambassador to Nepal. Mr. Conroy has also worked with the Australian Trade and Investment Commission (Austrade); the Australian IPA, as Senior Trade and Investment Commissioner, Italy, based in Milan; and Senior Trade Commissioner for Latin America, based in Chile and then Colombia. Mr. Conroy has a Masters in International Law from the Australian National University, and a Bachelor of Arts (Hons) and Law (Hons), also from the Australian National University.

Mathias Francke

Mathias Francke is Coordinator of the Structured Discussions on Investment Facilitation for Development and the 2019 APEC SOM Chair. Previously, he was Director General for Multilateral Economic Affairs, Director for Bilateral Economic Affairs, Chief of Cabinet and senior advisor at the Chilean Vice Minister of Trade. As a Foreign Service officer since 1989, he has been posted to the Chilean Embassy to the UK as Deputy Head of Mission (2014 to 2018), the Permanent Mission of Chile to the WTO (2000 to 2005 and as Deputy Head of Mission from 2006 to 2010) and the Trade Office of the Chilean Embassy to the USA (1992 to 1996). Mr. Francke is a lawyer from the Catholic University of Chile and has a graduate degree from the School of Foreign Service at Georgetown University.

Khalil Hamdani

Khalil Hamdani has been involved in multilateral economic cooperation for more than three decades. He has held a variety of managerial, technical and policy positions in the United Nations. He is a senior international news editor on economic development. He is an active proponent of South-South cooperation. Mr. Hamdani held a permanent appointment with the United Nations and was most recently Director of the Division on Investment, Technology and Enterprise Development, which comprises 100 researchers and staff. His Division produces the annual World Investment Report. He oversaw the intergovernmental deliberations on international investment matters in the United Nations system. He created the United Nations programme on investment policy reviews, which was declared a "valuable mechanism" by the G-8 Heads of State Summit in 2007.

Mia Mikic

Mia Mikic is Director, Trade, Investment and innovation Division in United Nations ESCAP. She also coordinates the Asia-Pacific Research and Training Network on Trade (ARTNeT), an open network of research, academic institutions and think-tanks in the Asia-Pacific region, covering all key means of implementing the Sustainable Development Goals. Previously, she was Professor of International Economics at the University of Zagreb, and Senior Lecturer at the University of Auckland. She is the author of a number of reports and papers and has edited or co-edited several volumes, most recently with Bruno Jetin, ASEAN Economic Community - A Model for Asia-wide Regional Integration, 2016. She oversees the preparation of Asia-Pacific Trade and Investment Report, a flagship publication on trade and investment. Her current work focuses on the impacts of trade liberalization, services trade liberalization, non-tariff protection, frontier technologies' use for inclusive future of work, and evidence-based policymaking in trade, investment and innovation. She has a Doctorate in Economics from the University of Zagreb.

Carlo Pettinato

Carlo Pettinato Head of the Unit responsible for investment policy, in the Directorate General for Trade of the European Commission. Before this post he has been Deputy Head of Unit responsible for trade relations with Latin America. He started his EU career in DG Trade in the trade defence department and then moved to become EU negotiator on investment issues in the WTO, OECD, ASEM, and in the context of the EU-Chile and EU-Mercosur negotiations (1998-2004). Between 2005 and 2011 he was posted in the EU Delegations to Jamaica (Kingston) and Central America (Managua) as economic counsellor. Carlo Pettinato studied Political Sciences with specialisation in International Economics at the University of Florence (supervisor: Prof. Mario Draghi) and holds a Master in Public Administration from the Solvay Business School. He has been guest lecturer at Bocconi University (Milan, Italy), PhD course in International Economic Law, and at the College of Europe (Bruges, Belgium).

Daniela Oliveira Rodrigues

Federal Public Attorney, master in International Law from the Faculty of Law of the University of São Paulo. Bachelor degree in Law, from the same institution. Author of the Legal Certainty Guide for Foreign Investors (in Portuguese and English versions) and the Guide on Regulatory Practices, both published by the Federal Attorney General's Office in 2018. Member of the Brazilian government negotiation group of Cooperation and Facilitation Investment Agreements (ACFIs). Currently holds the position of Deputy Undersecretary of Foreign Investments of the Secretariat of the Chamber of Foreign Trade (SINVE / SE-CAMEX).

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), stepping down as its Executive Director in 2012, to focus his work, as a CCSI Resident Senior Fellow, on teaching, research and writing.

Bostjan Skalar

Bostjan Skalar is a Slovenian citizen born in Ljubljana, Slovenia and is currently serving as an Executive Director - CEO of the World Association of Investment Promotion Agencies. WAIPA is the umbrella organization of IPAs worldwide, established in 1995 under auspices of UNCTAD. Previously he served as a Director of new Slovenian Public Agency for Promotion of the Investment, Internationalization, Entrepreneurship and Tourism (SPIRIT). 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. His vast experience in different fields in the private to public sectors gives him a global overview of current business and geopolitical trends that influence the flows of FDI.

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. This initiative works in several emerging markets to identify measures that facilitate investment and maximise its development impact. Previously he led the workstream on outward FDI at the IFC, worked on Africa and on investment at the OECD and led the economic team on Afghanistan and economic programmes in the Middle East at the U.S. Department of State. He is a member of the T20 Task Force on Trade and Investment, has a PhD from the Graduate Institute in Geneva, a master's from the Harvard Kennedy School and a bachelor's from Oxford University.

Boubacar Zakari Wargo

Boubacar Zakari Wargo is Minister and Special Advisor of Niger's Head of State, in terms of investment promotion and facilitation. He is also in charge of public-private partnerships and strategic projects in Niger. He serves as the Permanent Secretary of Niger's Investment Council, a public-private dialogue platform. Mr. Wargo graduated from HEC Paris and has worked in several banks in Africa in leadership positions. His extensive expertise in public and private sector management has provided him a deep understanding of investment facilitation and attraction issues in his country and Africa.