



Deutsches Institut für  
Entwicklungspolitik



German Development  
Institute



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## **Invitation: 10<sup>th</sup> VIRTUAL MEETING OF THE COMMENTARY GROUP ON A MULTILATERAL FRAMEWORK ON INVESTMENT FACILITATION FOR DEVELOPMENT**

**12 January 2022**

Dear Madam/Sir,

We would like to invite you to participate in the 10<sup>th</sup> meeting of the Commentary Group, to take place virtually on 12 January 2022 from 9:00am to 10:15am Eastern Daylight Time (EDT), 15:00 to 16:15 Central European Time (CET).

As a reminder, the Commentary Group's mandate is to provide input on the content of a new framework being developed at the WTO to facilitate cross-border investment and increase its development impact, as well as helping inform national, bilateral and regional investment facilitation efforts.

**The 10th meeting of the Investment Facilitation Commentary Group will focus on optimizing national and sub-national cooperation and coordination on investment facilitation for development.** The number of investment promotion agencies (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 foreign direct investment (FDI). National and sub-national collaboration and coordination in implementing investment facilitation measures for development, 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 meeting will focus on key practical issues regarding the relationship between national and sub-national IPAs, as well as best practices and practical lessons regarding how national and sub-national IPAs can cooperate and coordinate to facilitate sustainable FDI, including in regard to legal frameworks, institutional mechanisms, guidelines, protocols, and information and communications technology tools. The meeting will seek to identify concrete measures that can be taken in the context of investment facilitation, including in the context of the WTO negotiations of an Investment Facilitation for Development Agreement.

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

As with previous meetings, a summary of the discussions will be made available to the WTO's Structured Discussions.

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

## **Panellists:**

**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”*

**Dushyant Thakor**, Senior Vice President, Invest India – *“Cooperative and competitive federalism: what is it and how to make it a race to the top?”*

**Adalberto Netto**, Chief Investment Officer, Brazilian Trade and Investment Promotion Agency (APEXBrazil), Brazil and former CEO of the IPA of the Brazilian state of Parana – *“Lessons from Brazil: fiscal wars among sub-national IPAs to attract FDI”*

**Concluding remarks: Matthew Stephenson**, Policy and Community Lead, International Trade and Investment, World Economic Forum

To join the meeting, kindly click on the link below shortly before 15:00 am CET on 12 January 2022 and follow the instructions.

[Join Zoom Meeting](#)

We hope that you will be able to participate and ask that you confirm your participation with Yardenne Kagan ([ykagan@intracen.org](mailto:ykagan@intracen.org)).

With best regards,

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## **Background information:**

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:**

### **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.

### **Adalberto Netto**

Adalberto Netto is the Chief Investment Officer of Apex-Brasil, Brazil's National IPA. He is also the former CEO of Invest Parana and former member of WAIPA's Steering Committee. In these capacities he supported Brazilian and foreign MNEs in their global expansion through FDI. He has been a member of several boards on trade and investment matters, including CONVINV, Brazil's National Investment Committee, where he helped shape Brazil's investment policy, including the promotion of sustainable investment and development. He also served as an advisor for the World Bank, IADB, UN, governments, and the private sector on issues related to FDI, investment promotion and policy making.

### **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.

### **Dushyant Thakor**

Dushyant Thakor is Senior Vice President at Invest India, where he leads international cooperation and partnerships, among other responsibilities. He has worked in various managerial roles at Invest India for the past decade. Prior to Invest India he worked as a Director for the Federation of Indian Chambers of Commerce and Industry (FICCI), was a senior manager with Newgen Software, a manager with GS1 India, a global standards body, and a software engineer with HCL. He studied Computer Sciences at the University of New Delhi.