

5th Virtual Capacity Building Workshop: Investment Facilitation for Development: Hearing from practitioners

11 December 2020

PROGRAMME

This **5th Virtual Capacity Building Workshop: Investment Facilitation for Development: Hearing from practitioners** is 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 will take place on 11 December 2020, from 16:45 to 18:15 Geneva time (Central European Time), 10:45 to 12:15 Eastern Standard Time and 22:45 to 24:15 China Standard Time.

This workshop will provide practitioners' perspective on the most important concrete investment facilitation measures, especially facilitation measures that directly contribute to advancing the development of host countries, in light of their ground-level experience.

The workshop is meant to make an input into the negotiations of a multilateral framework on investment facilitation for development at the WTO. It is open to all WTO delegates and government representatives from capitals. The objective is to facilitate joint learning and capacity building among delegates, government officials, as well as practitioners. 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. 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.

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16:45 – 16:50 **Opening remarks**
Rajesh Aggarwal, Chief Trade Facilitation and Policy for Business, ITC

16:50 – 18:10 **Hearing from practitioners**

Chair **Axel Berger**, Senior Researcher, DIE

Practitioners **Simon Galpin**, Senior Advisor and former Managing Director, Bahrain Economic Development Board

Frederico Marchiori, Head of Institutional Relations, Oxiteno

Markus Thill, President, Africa, Robert Bosch

Douglas Van Den Berghe, CEO NxtZones & FDI 4.0

Discussion starters **Ana Novik**, Head, Investment Division, OECD

Karl P. Sauvant, Resident Senior Fellow, Columbia University/CCSI

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

18:10 – 18:15 **Concluding remarks**

Axel Berger, Senior Researcher, DIE

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/>.

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, Nov. 2020), [available here](#).

“What have we learned in the framework of a project on Investment Facilitation for Development: A summary”, [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 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.

Simon Galpin

Simon Galpin initially joined the Bahrain Economic Development Board (EDB) in 2016 as Managing Director and now serves as the Senior Advisor on Investment Promotions. Prior to joining the EDB, he spent over 20 years in Hong Kong, as a Director-General at Invest Hong Kong, where he created the StartmeupHK initiative that helped launch the start-up and fintech movement in Hong Kong. He began his economic development career with Scottish Enterprise, in Glasgow, at that time Europe's largest development agency. He is a Doctor of Juridical Science and holds master's degrees in Business Administration, Local Economic Development and International Business Law.

Frederico Marchiori

Frederico Marchiori is the Oxiteno's Global Head of Institutional Relations. He leads the company's global institutional positioning, overseeing initiatives in the fields of advocacy, trade remedies, regulation, public policies, and business development. Before joining Oxiteno, he played similar roles in the private sector and trade associations. Besides corporate experiences, he participated in research projects with the Brazilian Government and the Inter-American Development Bank. He also attended the International Visitors Program, sponsored by the US Department of State, and is author of a book chapter on regional economic development as well as academic articles.

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

Douglas Van Den Berghe

Douglas van den Berghe is a global speaker and expert on FDI, SEZs, corporate international strategy and innovation. He was the founder and CEO of a FDI advisory firm and a JV technology company both which were acquired over the past couple of years. He previously held positions at UNCTAD and EY. As a management consultant, he has assisted many corporate clients in successfully implementing their global investment strategies, optimizing their global supply chains and has created more than 30,000 jobs and generated more than US\$ 0,5 billion in FDI across the world. He has been an advisor to many governments in successfully developing FDI policies for economic development increasing the competitiveness of countries.