

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

WAIPA

Annual Report and Directory for 2000-2001



**UNITED NATIONS
Geneva, 2001**

Note

The WAIPA Annual Report 2000-2001 has been produced by WAIPA, in cooperation with the United Nations Conference on Trade and Development (UNCTAD). WAIPA would like to thank all those who have been involved in the preparation of this report for their various inputs, including Paul Wessendorp, Regina Bahoshy and Marko Stanovic.

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Introduction

The World Association of Investment Promotion Agencies (WAIPA) aims to improve cooperation amongst investment promotion agencies (IPAs) on a regional and global scale and to enhance the exchange of experiences in attracting investment. The objectives of WAIPA are the following:

- (a) To promote and develop cooperation amongst IPAs and other institutions which promote and facilitate foreign investment;
- (b) To strengthen information gathering systems and information exchange amongst IPAs;
- (c) To share country and regional experiences in attracting investment;
- (d) To help IPAs to gain access to technical assistance and training;
- (e) To assist IPAs in advising their respective governments in the formulation of appropriate investment promotion policies and strategies.

In January 2001, WAIPA had a total membership of 113 agencies. According to its statute, "membership of WAIPA shall be open to all agencies whose prime function is to promote any country or territory for investment". The WAIPA Annual Report 2000-2001 has been prepared as background document for the WAIPA VI General Assembly Meeting in Geneva, Switzerland. It includes an overview of WAIPA activities, an income statement for the year 2000, a directory of WAIPA members and a copy of the Association's Statute.

Geneva, January 2001

President's Letter

It is with a sense of honour and a privilege that I make this submission to the WAIPA Annual Report and Directory for 2000-2001 at the start of the new Millennium.

Membership in WAIPA continues to grow and stands at 113 up from 105 in 1999. The organization is well prepared to enter the twenty-first century with an increased number of value-added activities designed for its members.

2000 was a year of notable achievements for the Association. Activities included an Internet Workshop for officials of IPAs from Eastern Europe and Central Asia held in September, in Geneva (Switzerland), as well as a Regional Workshop on Investor Targeting in Asia held last November in Jaipur (India). These training sessions are designed to provide the staff of IPAs with the necessary skills and expertise to successfully position their countries as investment destinations. This year, the WAIPA Homepage as well as the on-line WAIPA Newsletter were also established.



You may recall that a new block of officers was elected in February 2000, at the Fifth Annual Conference in Bangkok, Thailand. In addition to my selection as President, Maggie Kigozi of Uganda and Arvind Mayaram of India were elected Vice-Presidents. We pledged to increase the membership of the Association and ensure that our members gained value from participation.

We can look forward to continued growth and development this year as the funding from the Irish Government for our activity programme has been renewed. In closing, let me thank you for your support over the past year and I look forward to seeing you all at the Sixth Annual Conference in February in Geneva.

Patricia Francis
President, WAIPA

Message from Mr. Rubens Ricupero Secretary-General of UNCTAD

It is with great pleasure that I welcome WAIPA delegates to Geneva for their annual conference. This year's conference is held at the Palais des Nations, the same premises where WAIPA was established six years ago. As in 1995, it is held parallel to UNCTAD's Commission on Investment, Technology and Related Financial Issues, the same Commission during which WAIPA was established.

Since 1995, WAIPA has been an important partner of UNCTAD's investment related technical assistance and research programmes. Last year, several investment related training workshops were carried out in partnership with WAIPA, while a large number of WAIPA members provided inputs to our research work and contributed to our outreach activities. Not less than 47 WAIPA member agencies helped in the launching of last year's World Investment Report 2000. I would like to take this opportunity to thank all the investment promotion agencies, which were involved in those initiatives.



UNCTAD as focal point of the Third United Nations Conference on the Least Developed Countries (LDC III) to be held in Brussels, Belgium, from 14 to 20 May 2001, is fully engaged in the preparations of this important event. As Secretary-General of the Conference, I am seeking concrete outcomes, which should include practical solutions for the challenges that LDCs are facing. For this purpose, I am encouraging the participation of civil society and would like to invite WAIPA to play an active role in defining answers to the problems of the most needy countries on our globe. During the past fifty years, the inflow of foreign direct investment has meant a turning point for a number of underdeveloped countries. In this connection, I recall a presentation at WAIPA V by Ms. Mary Harney, Deputy Prime Minister of Ireland, on the Irish case. There is no reason to believe that this cannot happen in other parts of the world, so I would like to encourage any ideas and suggestions that can help us to embark on such a process.

For WAIPA VI, I would like to wish all delegates a very successful conference as well as a pleasant stay in Geneva. I would also like to encourage participants to attend the UNCTAD Commission meeting, which will deal with subjects that are closely related to your day-to-day work. It is your participation that helps us focus our work and we continue to count on WAIPA to provide us with these inputs.

WAIPA Overview

During the year 2000, WAIPA welcomed 9 new members, increasing its membership to 113 investment promotion agencies (IPAs). The new members are: Agence de Promotion des Investissements Privés (APIP), Gabon; the Italian Institute for Foreign Trade (ICE); The Inter Arab Investment Guarantee Corporation (IAIGC), Kuwait; the Investment Development Authority of Lebanon (IDAL); the Malawi Investment Promotion Agency (MIPA); The General Investment Promotion Agency (GIPA), Palestinian National Authority; the Saudi Arabian General Investment Authority (SAGIA); Invest in Sweden Agency (ISA); and the Tanzania Investment Centre (TIC).

The Institute for Industrial Promotion (IPI) of Italy withdrew its WAIPA membership due to a change in its activities. As IPI was a member of the WAIPA Steering Committee, it nominated the Italian Institute for Foreign Trade (ICE) to represent IPI until the end of the present term.

Since the Fifth WAIPA Annual Conference (WAIPA V), WAIPA co-organized several training workshops, established its own website, and started its electronic newsletter. WAIPA continued to develop cooperation with other international organizations including the Multilateral Investment Guarantee Agency (MIGA) of the World Bank Group, and the United Nations Industrial Development Organization (UNIDO). The United Nations Conference on Trade and Development (UNCTAD) provided support to WAIPA by hosting the WAIPA Secretariat and in offering technical support to WAIPA training programmes.

The reporting year began with the Fifth Annual Conference of WAIPA, held at the United Nations Conference Centre in Bangkok, Thailand, from 9 to 11 February 2000. As in previous years, the conference brought together officials from member IPAs, representatives of international organizations, as well as decision-makers in Governments, academia and the private sector. One-hundred-twenty officials attended the conference. The majority were from IPAs, representing agencies from 47 countries.

WAIPA V included sessions on future challenges in investment promotion, presentations by international organizations on their investment promotion programmes and studies, a session on regional approaches to investment promotion with a presentation on the Greater Mekong Sub-region Initiative. The programme also included a session on environmental aspects of investment promotion with a reference to the Cleaner Development Mechanism (CDM).

In Bangkok, the WAIPA General Assembly elected a new President, Ms. Patricia Francis (JAMPRO, Jamaica) and two Vice-Presidents, Ms. Maggie Kigozi (Uganda Investment Authority, Uganda) and Mr. Arvind Mayaram (Rajasthan Bureau of Investment Promotion, India). The participants offered their warm thanks to the outgoing president of WAIPA, Mr. Páid McMenamin, for his leadership and years of dedicated service to the association. Mr. McMenamin served as WAIPA's first president since its founding in 1995. WAIPA V was co-organised by WAIPA, the Office of the Board of Investment (BOI) of Thailand, and UNCTAD.

In response to an increasing demand for Internet-related training in investment promotion, WAIPA co-organized with MIGA and UNCTAD a Skills Training Workshop on Investment

Promotion through the Internet for staff of IPAs from Central and Eastern European and Central Asian Countries. The workshop was held at the United Nations Office in Geneva, from 25 to 27 September 2000. Nineteen participants from thirteen IPAs participated in the three-day workshop. The workshop provided practical training on ways and means of effective Internet-based investor targeting. Discussions covered topics on researching company and industry data, as well as techniques of effective website design and content development. The Government of Switzerland provided funding for the workshop.

A Regional Workshop on Investor Targeting for IPAs from Asia was held from 29 November to 1 December 2000, in Jaipur (Rajasthan), India, in cooperation with the Indian Investment Centre (IIC), the Rajasthan Bureau of Investment Promotion (BIP), and UNCTAD. Aimed at high-level staff from IPAs in Asia, the workshop provided training on ways and means of effective investor targeting. Over forty officials attended the three-day event, representing fifteen national and regional investment promotion agencies. In addition to presentations on investor targeting strategies, practices and techniques, the participants had the opportunity to engage in a variety of hands-on exercises. The workshop also featured individual sessions between investment promotion experts and IPA representatives. The Rajasthan workshop was made possible through a grant from the Government of Ireland.

During the reporting period, WAIPA developed its own Homepage, www.waipa.org. The new website is operating on a trial basis to allow WAIPA members to forward their views and comments regarding content and design. The new service is expected to enhance networking activities of member IPAs as well as to provide information on past and upcoming events. Furthermore, homepages of all members are listed and linked to the WAIPA website.

The WAIPA Newsletter received a good response from readers. The newsletter seeks to present information relevant to investment promotion practitioners. The first trial issue was presented during WAIPA V in Bangkok. Two more issues were published and distributed in 2000. It is the intention to publish in future, a shorter version of the newsletter on a quarterly basis.

Elected Office Bearers of WAIPA - 2000/2001

President

Jamaica, Jamaica Promotions Corporation (JAMPRO)

Ms. Patricia Francis

Vice-President

Uganda, Uganda Investment Authority (UIA)

Ms. Maggie Kigozi

Vice-President

India, Bureau of Industrial Promotion Rajasthan (BIP)

Mr. Arvind Mayaram

Steering Committee Members:

Bolivia, Centro de Promoción Bolivia (ProBol)

Mr. Oscar Delgado

Cameroon, Cellule de Gestion du Code des Investissements (CGCI)

Ms. Marthe-Angeline Minja

China, Ministry of Foreign Trade and Economic Cooperation (MOFTEC)

Ms. Xiuhong Ma

Czech Republic, CzechInvest

Mr. Martin Jahn

Ghana, Ghana Investment Promotion Centre (GIPC)

Mr. Kwesi Ahwoi

Georgia, Georgian Investment Centre (GIC)

Mr. Saba Sarishvili

Iran (Islamic Republic of), Organization for Investment, Economic and Technical Assistance of Iran (OIETA)

Mr. Mehdi Navab

Italy, ICE-Italian Institute for Foreign Trade

Ms. Maria Ines Aronadio

Jordan, Jordan Investment Board (JIB)

Ms. Reem Badran

WAIPA

Mongolia, Foreign Investment and Foreign Trade Agency (FIFTA)

Mr. D. Jargalsaikhan

Namibia, Namibia Investment Centre (NIC)

Mr. David Nuyoma

Pakistan, Board of Investment (BOI)

Mr. Masud A. Daher

Romania, Romanian Development Agency (RDA)

Ms. Liliana Zaharia

Ex-Officio Member

Mr. Páid McMenamin

WAIPA President, 1995-2000

WAIPA V (19-11 February 2000, Bangkok). From left: Mr. Páid McMenamin, WAIPA President; Ms. Mary Harney, T.D., Deputy Prime Minister of Ireland, Minister for Enterprise, Trade and Employment; Mr. Rubens Ricupero, UNCTAD Secretary-General

WAIPA V (19-11 February 2000, Bangkok), field trip to the high-tech industrial estate of Banwa

Participants of the workshop on investment promotion through the Internet (25-27 September 2000, Geneva)

Participants of the Asian regional workshop on investor targeting (29 November-1 December 2000, Jaipur)

**Fifth WAIPA Annual Conference
Bangkok, 9-11 February 2000**

Conference Participants

Investment Promotion Officials and Experts:

Australia, *Invest Australia*, Mr. Leigh Wilmott, Investment Development

Bangladesh, *Board of Investment*, Mr. Md. Hafizuddin Sarker, Member, Executive Council

Burundi, *Département de la Programmation au Ministère des Investissements*, Mr. Arthur Rushemeza, Directeur

Cameroon, *Cellule de Gestion des Investissements (CGCI)*, Ms. Marthe-Angeline Minja, Directeur

Chile, *Foreign Investment Committee*, Mr. Mario Benavente, Economic Adviser & Chief of the Studies and Investment Policies Unit

China, *Ministry of Foreign Trade & Economic Cooperation (MOFTEC)*, Ms. Zhou Ming, Director FIA; Ms. Ouyang Hong, Investment Promotion Official, FIA; *Yunnan Provincial Bureau of Foreign Trade and Economic Cooperation (Yunnan BOFTEC)*, Mr. Huang Yi, Deputy Director General; Mr. Yu Dingcheng, Secretary-General of Yunnan Association of Enterprises with Foreign Investment

Croatia, *Croatian Investment Promotion Agency*, Mr. Mate Zhijarevi, Assistant to the Executive Director

Cuba, *Centro de Promoción De Inversiones (CPI)*, Ms. Elvira Castro Cossío, Director; Mr. Jorge de Latorre Vladés, Manager for Southeast Asia

Cyprus, *Central Bank of Cyprus*, Mr. Spyros N. Stavrou, General Manager

Egypt, *General Authority for Investment and Free Zones (GAFI)*, Mr. Mayass El Ghazaly, Head of Nasar City Public Free Zone

Estonia, *Estonian Investment & Trade Development Foundation*, Mr. Agu Rimmelg, Director

Gambia, *Department of State for Trade, Industry and Employment*, H.E. Mr. Musa Hassan Sillah, Secretary; Mr. Sako Mboge, Deputy Permanent Secretary

Georgia, *Georgian Investment Centre*, Mr. Saba Sarishvili, Director; Ms. Lali Durmishidze, Deputy Director

Ghana, *Ghana Investment Promotion Centre (GIPC)*, Mr. Nathaniel Apotsi, Deputy Chief Executive; Mr. Baptist K. Filson, Deputy Director, Research & Planning

India, *Indian Investment Centre*, Ministry of Finance, Mr. P.K. Banerjee, Chief Commissioner; *Rajasthan Bureau of Industrial Promotion*, Mr. Arvind Mayaram, Chairman

Iran (Islamic Republic of), Ministry of Foreign Affairs, Department of International and Economic Affairs and Special Agencies, Mr. Aliraza Eghlim

Ireland: Mr. Páid McMenamin, President of WAIPA, *Industrial Development Agency of Ireland (IDA)*

Israel, *Investment Promotion Centre*, Ministry of Industry and Trade, Mr. Meir (Max) Livnat, Director

Jamaica, *Jamaica Promotions Corporation (JAMPRO)*, Ms. Patricia Francis, President
Jordan, *Investment Promotion Corporation (IPC)*, Mr. Hussein Dabbas, Deputy Director General
Kazakhstan, "*KAZINVEST*", Mr. Askar Batalov, General Director
Kenya, *Export Processing Zones Authority*, Mr. Samuel Bundotich, Chief Executive; *Investment Promotion Centre*, Mr. Joseph A. Ngeno,
Korea (Republic of), *Korea Trade Investment Promotion Agency (KOTRA)*, Mr. Soo-Ik Kim, Director General, Investment Support Department
Kuwait, *The Inter-Arab Investment Guarantee Corporation (IAIGC)*, Mr. Khogali Abubakr, Director Economics Department
Lao (People's Democratic Republic), *Foreign Investment Management Cabinet*, Mr. Viravanh Khamtanh, Director, Investment Promotion Division; Mr. Houmpheng Souralay, Deputy Director General
Latvia, *Latvian Development Agency*, Mr. Maris Elerts, Director General
Maldives, *Foreign Investment Services Bureau, Ministry of Trade and Industries*, Mr. Ahmed Naseem, Director General of Investments
Mali, *National Centre for Investments Promotion (CNPI)*, Mr. Mohamed Simpara, Directeur Général
Mongolia, *Foreign Investment and Foreign Trade Agency of Mongolia (FIFTA)*, Mr. D. Jargalsaikhan, Chairman
Morocco, *Foreign Investments Department, Ministry of Economy and Finance*, Mr. Jamal Kilito, Head of Europe Branch
Namibia, *Namibia Investment Centre*, Ms. Dagmar Honsbein, Commercial Counsellor, Embassy of the Republic of Namibia in Germany
Nepal, *Industrial Promotion Division, Ministry of Industry*, Mr. Govind Prasad 'Kusum', Joint Secretary
Romania, *Romanian Development Agency*, Ms. Liliana Zaharia, General Director
Russian Federation, *Foreign Investment Promotion Center of Russia*, Mr. Sergey Tsakunov, General Director; Mr. Patrick Low, Head of FIPC Singapore Office
Saudi Arabia, *Investment Promotion Centre (IPC), Saudi Consulting House*, Mr. Abdulrehman A. Al-Saleh, Director
Slovakia, *Slovak National Agency for Foreign Investment (SNAZIR)*, Mr. Roman Minarovic, General Director
Sweden, *Invest in Sweden Agency*, Ms. Christina Knutsson, Senior Representative, United Kingdom Office
Tanzania (The United Republic of), *Tanzania Investment Centre*, Mr. Emmanuel D. Olenaiko, Director Investment Promotion, United Kingdom Office; *Zanzibar Investment Promotion Agency (ZIPA)*, Mr. Rashid A. Salim, Monitoring Officer
Thailand, *Board of Investment (BOI)*, Mr. Staporn Kavitanon, Secretary-General; Mr. Somphong Wanapha, Senior Investment Advisor; Ms. Atchaka Brimble, Director Planning Division; Mr. Kwanchai Nuond; Mr. Panya Janjira; Ms. Waraporn Sombounwanna; Mr. Thitiporn Unaratana; Mr. Thalerngsok Snitwongse
Uganda, *Uganda Investment Authority*, Ms. Margaret Kigozi, Executive Director

Ukraine, JSC "Derzhinvest of Ukraine", Mr. Volodynmyr Kuznietsov, President; Mr. Chernykh Igor, Vice-President

Viet Nam, *Investment Legislation and Promotion Department, Ministry of Planning and Investment*, Mr. Dinh Van An, Director General

Yemen, The General Investment Authority, Mr. Abdulkarim Muttair, General Manager

Zambia, *Export Board of Zambia*, Mr. Johnson Mwenya, Executive Director; *Zambia Investment Centre*, Ms. Margaret D. Mwanakatwe, Director General

Other Government Officials and Representatives from Private and Public Institutions and Associations:

Canada, *Canadian Chamber of Commerce in Thailand*, Mr. Peter J. van Haren

Germany, *German Chamber of Commerce in Thailand*, Mr. Ulrich Weber

India, *International Centre for Advancement of Manufacturing Technology (ICAMT)*, Mr. V.K. Yadav, Project Director; *Protech Systems Private Limited*, Mr. Atul Bal

Guyana, *CARICOM*, Mr. Maurice Odle, Economic Advisor to the Secretary General

Ireland, *Ministry for Enterprise, Trade and Employment*, Ms. Mary Harney, T.D., Deputy Prime Minister of Ireland and Minister for Enterprise, Trade and Employment

Japan, *Fujikara Management Organization (Thailand) Ltd.*, Mr. Mitsuo Kimura

Malaysia, *Sibexlink*, South Investment Business Exchange Link, Mr. Mahdu Pillai, Manager, Product Development

Saudi Arabia, *Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC)*, Mr. Abdel-Rahman Taha, General Manager

Switzerland, *EMA Foundation*, Mr. Guy Mettan, President; *World Association of Investment Promotion Agencies (WAIPA)*, Ms. Regina Bahoshy, WAIPA Secretariat

Thailand, *Office of the Prime Minister of Thailand*, H.E. Mr. Abhisit Vejjajiva, Minister; Mr. Somphon Wongchanglan; *C.M. Group*, Mr. Khemadhat Sukondhasingha; *Mahidol University International College*, Mr. Chariya R. Brockelman, College Director; *The Brooker Group*, Mr. Peter Brimble, President; *Thailand Board of Trade*, Mr. Kiat Sittheeamorn, Deputy Secretary-General; *Thai Muoso Foods Co. Ltd.*, Mr. Keng Chaiyadhiroj

United Kingdom, *GDP Global Development*, Mr. John Hanna, Managing Director

Officials from Diplomatic Representations:

Bulgaria, Bulgarian Embassy in Thailand, Ms. Alexandra Vassileu

Ireland, Permanent Mission to the United Nations in Geneva, Mr. Kevin Dowling, Deputy Permanent Representative

Officials from Intergovernmental Organizations:

ASEAN Secretariat

Mr. Wee Kee Hwee, Assistant Director, Investment, Finance and Surveillance

Economic Commission for Europe (ECE)

Mr. Vassilis Bontosoglou, Counsellor, ECE Office in Thailand

Economic and Social Commission for Asia and the Pacific (ESCAP)

Mr. Ravi Sawhney, Director, International Trade and Economic Cooperation Division;
Ms. Keumhee Oh

Framework Convention on Climate Change - Secretariat (FCCC)

Mr. Michael Zammit-Cutajar, Executive Director; Ms. Dolrawee Akarakupt

International Trade Centre (ITC)

Mr. R. Badrinath, Director, Division of Trade Support Services

United Nations Conference on Trade and Development (UNCTAD)

Mr. Rubens Ricupero, Secretary-General;

Mr. Karl Sauvant, Officer-in-Charge, Division on Investment, Technology and Enterprise Development (DITE);

Mr. Khalil Hamdani, Head (NIIPB, DITE);

Mrs. Nazha Benabbes Taarji-Aschenbrenner, Programme Manager; Mr. Bartolomeo D'Addario, Programme Assistant; Mr. John Gara, Chief, International Investment Agreements Task Force; Ms. Natalia Guerra, Programme Manager; Mr. Urs Nagel, Programme Manager; Mr. Jörg Simon, Chief (IPTDS, DITE); Mr. Paul Wessendorp, Programme Manager; Mr. Albino Sala, UNCTAD Consultant

United Nations Industrial Development Organization (UNIDO)

Mr. Antonio Pinto-Rodrigues, Ag Director, Investment and Technology Promotion;

Mr. Mohd Tahir Jamhari, Asia-Africa Investment and Technology Promotion Centre, UNIDO Office in Malaysia

World Bank Group

Foreign Investment Advisory Service (FIAS), Mr. Andrew Proctor, Manager for Asia and the Pacific

Multilateral Investment Guarantee Agency (MIGA), Mr. David Bridgman, Programme Manager, Capacity Building and Investment Facilitation; Mr. Bill Luttrell, Senior Investment Promotion Advisor; Mr. Mihir Desai, Investment Promotion Advisor

**Investment Promotion through the Internet
Workshop for IPA officials from
Central and Eastern Europe and Central Asia
Geneva, 25-27 September 2000**

Workshop Participants

Investment Promotion Officials and Experts:

Azerbaijan, *Administration of External Resources and Foreign Investment*, Mr. Chingiz Abbasov, Head; Ms. Arzu Hamidzade, General Manager of Administration

Bulgaria, *Foreign Investment Agency*, Ms. Olga Dimitrova Gigova, State Expert, PR Director

Czech Republic, *CzechInvest*, Mr. Petr Zahour, Marketing Manager

Estonia, *Estonian Investment Agency*, Ms. Tiiu Mihkelson, Information Specialist/Webmaster; Ms. Piret Karmo, Head of U.K. Office; Ms. Anu Kull, Head of Germany Office

Hungary, *Hungarian Investment and Trade Development Agency*, Mr. Norbert Varga, Investment Advisor

Kazakhstan, *"KAZINVEST"*, Mr. Batalov Askar, General Director

Kyrgyzstan, *State Committee of the Kyrgyz Republic on Foreign Investments and Economic Development*, Ms. Jyldyz A. Djakypova, Project Manager: Kyrgyzstan Development Gateway Project

Latvia, *Latvian Development Agency*, Ms. Andra Minkevica, Head of Marketing Division

Macedonia (The former Yugoslav Republic of), *Privatization Agency of the Republic of Macedonia*, Mr. Janko Petrovski, Webmaster

Mongolia, *Foreign Investment and Foreign Trade Agency (FIFTA)*, Mr. Sambuu Bat-Orshikh, Officer

Poland, *Polish Agency for Foreign Investment (PIAZ)*, Mr. Jacek Zurowski, Deputy Director, Marketing and PE Department; Mr. Gregory Wichrowski, Senior Officer, Marketing and PR Department

Romania, *National Agency for Regional Development*, Ms. Silvia Chindea, Inspector, Directorate for Foreign Investments

Slovenia, *Trade & Investment Promotion Office (TIPO)*, Mr. Stane Berlec, Project Manager

Switzerland, *Swiss Organization for Facilitating Investments (SOFI)*, Ms. Rebekka Malcottsis, Webmaster

Officials from International Organizations:

Multilateral Investment Guarantee Agency (MIGA)

Ms. Birgit Braunwieser, Online Services Specialist, Investment Marketing Services

Ms. Courtney Roberts, Web Content Management Specialist, Investment Marketing Services

United Nations Conference on Trade and Development (UNCTAD)

Mrs. Nazha Benabbes Taarji-Aschenbrenner, Chief, Investment Promotion Section

Mr. Paul Wessendorp, Advisor, Investment Promotion Section

Mr. Marko Stanovic, Regional Co-ordinator, Investment Promotion Section

State Secretariat for Economic Affairs (SECO)

Mr. Michel A. Di Pietro, Promotion des Investissements

World Association of Investment Promotion Agencies (WAIPA)

Ms. Regina Bahoshy, WAIPA Secretariat

Regional Workshop on Investor Targeting for Asia Jaipur, 29 November - 1 December 2000

Workshop Participants

Investment Promotion Officials and Experts:

Bangladesh, *Board of Investment (BOI)*, Mr. Masood Ali Mallick, Director

India, *Government of India, Department of Chemicals and Petrochemicals*, Ms. Veenu Gupta, Deputy Secretary; *Indian Investment Centre (IIC)*, Mr. Narayan Valluri, Chief Commissioner; Mr. Arun Kumar Aggarwal, Protocol Officer, Office of the Chief Commissioner; Mr. S.K. Mitra, Senior Adviser; Mr. R.V. Raman, Section Officer; Mr. A.K. Shrimali, Deputy Commissioner; *Government of Rajasthan*, Mr. Chandrabhan, Industries Minister; *Department of Industries, State Enterprises, Khadi & Gramodyog & Information Technology*, Mr. Arvind Mayaram, Secretary to the Government; *Rajasthan Bureau of Investment Promotion (BIP)*, Mr. Purushottam Agarwal, Commissioner, Mr. Lalit Mehra, Director Industries; Ms. Ritu Lohiya, General Manager; Mr. Devraj Singh, Sr. General Manager; Mr. Rameshwar Pareek, General Manager; Mr. Nagesh Sharma, Dy. General Manager; Mr. Nitin Mehta, Assistant General Manager; Mr. Nidhi A. Sen., Deputy General Manager; Mr. H.K. Srivastava, Assistant General Manager; Mr. Subhash Sharma, Economist; Mr. Vandana, Manager; Mr. Manish Tiwari, AGM (Computers); *FICCI*, Mr. Amit Mitra, Secretary-General; *Industrial Development, Department of Industries & Commerce, Bangalore*, Mr. S.B. Kolhar, Joint Director; *Investment Promotion, Industrial Extension Bureau, Gujarat*, Mr. S.A. Dula, General Manager; Mr. Arvind Shukla, Managing Director, IAS; *Haryana State Industrial Development Corporation Ltd.*, Mr. Rajesh Sharma, Assistant General Manager; *J&K State Industrial Development Corporation Ltd., (New Delhi)* Mr. M. Elyas Kraipak, Resident Manager; *Maharashtra Industrial Development Corporation, Mumbai*, Mr. D.R. Bhamare, Technical Advisor; *Industrial Promotion & Investment Corporation of Orissa Ltd (Bhubaneswar)*, Ms. Rajendra Prasad Panda, Deputy General Manager

Jordan, *Jordan Investment Bureau (JIB)*, Mr. Hussein Dabbas, Deputy Director General

Korea (Republic of), *Korea Trade-Investment Promotion Agency (KOTRA)*, Mr. Tai-Hyoung Cho, Director General, Investment Consulting Office

Kuwait, *Inter-Arab Investment Guarantee Agency (IAIGC)*, Ms. Mona S.W. Bseiso, Technical Staff Member, Economics Department

Kyrgyzstan, *State Committee of the Kyrgyz Republic on Foreign Investments and Economic Development*, Mr. Kamit Satkeyev, Head of Investment Promotion Department

Nepal, *Foreign Investment and Industrial Promotion Division, Ministry of Industry, Commerce and Supplies*, Mr. Shanti Ram Sharma, Under Secretary

Sri Lanka, *Board of Investment (BOI)*, Mr. Ruwan de Alwis, Advisor, Trade and Bilateral Agreements; Ms. Prashanti Kanagasabai, Manager

Corporate Representatives:

MICO Bosch, Dr. Mark Wolfgang, General Manager; Mr. B.S. Iyer, Company Secretary
Federal Mogul, Mr. Sandeep Grover, Manager, HRD,

Officials from Diplomatic Representations:

Embassy of Ireland, New Delhi, India, Mr. Pat Scullion, First Secretary and Deputy Chief of Mission

Officials from International Organizations:

United Nations Conference on Trade and Development (UNCTAD)

Mrs. Nazha Benabbes Taarji-Aschenbrenner, Chief, Investment Promotion Section

Mr. Paul Wessendorp, Advisor, Investment Promotion Section

Mr. Richard Banks, UNCTAD Consultant

Mr. John Finn, UNCTAD Consultant

World Association of Investment Promotion Agencies (WAIPA)

Ms. Regina Bahoshy, WAIPA Secretariat

WAIPA Statement of Income and Expenses

World Association of Investment Promotion Agencies
Statement of Income and Expenses, 1998 to 2000

(US dollars)	Year			Cumulative
	1998	1999	2000	
Income				
Subscription fees	<u>50,000</u>	<u>88,000</u>	<u>74,000</u>	<u>212,000</u>
Total Income	50,000	88,000	74,000	212,000
Expenses				
Staff salaries	..	33,000	38,500	71,500
Staff travel	..	1,953	6,416	8,369
UNCTAD support costs	..	5,379	9,552	14,931
Bank charges	179	321	560	1,060
Travel (office bearers)	800	4,042	14,966	19,808
Steering Committee meetings	130	312	135	577
Annual meetings	..	1,425	12,203	13,628
Workshops	..	371	346	717
Travel (workshop participants)	..	3,192	..	3,192
Website (domain name hosting)	..	40	714	754
Website (design and updating)	2,217	2,217
Miscellaneous	<u>254</u>	<u>993</u>	<u>1,225</u>	<u>2,472</u>
Total Expenses	1,363	51,028	86,834	139,225
Net Income	48,637	36,972	(12,834)	72,775

On 31 December 2000, income minus expenditures for the period 1998-2000 amounted to \$ 72,775. Assets of WAIPA are placed against a current account (\$ 36,344, account statement of 29.12.2000) and a money market fund (\$ 34,707, settlement date 10.04.2000) with UBS Bank, Switzerland. In addition, the WAIPA Secretariat held a petty cash account of \$ 1,724 (31.12.2000).

In 1998, subscription fees were paid by 25 members (just over a quarter of 1998 membership). The following year, in 1999, 44 members paid (44 per cent of 1999 membership), which depicted a considerable improvement. As for 2000, payments were received from 37 members (35 per cent of 2000 membership).

WAIPA Directory 2001

- Albania** Albanian Economic Development Agency (AEDA)
Mr. Dashmari Mezini
General Director
Blvd: "Zhan D'Ark"
Pranë Ekspositës Shqipëria Sot.
Tirana
Tel.: (355-42) 30 133
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WAIPA Statute

STATUTE OF THE WORLD ASSOCIATION OF INVESTMENT PROMOTION AGENCIES

CHAPTER I

Establishment of WAIPA and Objectives

Article I

1. Following the founding meeting of high-level officials of Investment Promotion Agencies held 26-27 April, 1995 under the auspices of the United Nations Conference on Trade and Development (UNCTAD), an international association of Investment Promotion Agencies is hereby established and shall hereinafter be referred to as World Association of Investment Promotion Agencies (WAIPA).
2. WAIPA is an autonomous, non-profit making organization established pursuant to articles 60 to 79 of the Swiss Civil Code.
3. The headquarters of WAIPA shall be situated in Geneva, Switzerland, or at such place as the General Assembly may decide.

Article II

1. WAIPA shall be dedicated to the support and advancement of the following purposes:
 - a) To promote and develop understanding and cooperation amongst Investment Promotion Agencies;
 - b) To strengthen information gathering systems and information exchange amongst Investment Promotion Agencies;
 - c) To share country and regional experiences in attracting investment;
 - d) To assist Investment Promotion Agencies to gain access to technical assistance and training through referrals to relevant agencies;
 - e) To facilitate access to funding and other assistance, through referrals to relevant bilateral and multilateral agencies, for the development and implementation of investment promotion programmes;
 - f) To assist Investment Promotion Agencies in advising their respective governments in the formulation of appropriate investment promotion policies and strategies.

2. The aims and purposes of WAIPA shall be accomplished through meetings, seminars and congresses, through publication of regular periodicals and special reports and through such other means as its General Assembly may determine.

CHAPTER 2

Membership

Article III

1. Membership of WAIPA shall be open to all agencies whose prime function is to promote any country or territory for investment.
2. An annual membership fee of US\$2,000 or such other amount as may be decided by the General Assembly shall be paid by every member.
3. Members of WAIPA may, under the framework of the WAIPA Statute, associate at regional or sub-regional level and may do so under Statute that shall not be in conflict with the WAIPA Statute.
4. All Members shall have the same rights, duties and privileges.

CHAPTER 3

Institutions

Article IV

WAIPA shall perform its functions through the following organs:

- a) The General Assembly.
- b) The Steering Committee.
- c) The Secretariat.

CHAPTER 4

The General Assembly

Article V

1. The General Assembly shall be the deliberative assembly of WAIPA. It shall consist of representation from each Member.

2. The General Assembly shall establish the general policy of WAIPA; adopt a work programme; elect officials; appoint financial auditors; and establish any subsidiary body as may be required.

Article VI

The General Assembly shall meet at least once a year either at the time and location of the annual Session of the UNCTAD Commission on International Investment and Transnational Corporations or at such convenient place as may be decided by the Steering Committee.

Article VII

The General Assembly shall elect from among its members a President and two vice-presidents who shall each serve for a period of two years and who shall be eligible for reelection.

Article VIII

1. The General Assembly shall discuss in open session the annual report of the Steering Committee and such other matters as may be referred to it by the Steering Committee.

2. The quorum of the General Assembly shall be one third of all the Members.

3. The decisions of the General Assembly shall be taken by a majority vote of all the Members present.

Article IX

The General Assembly shall establish its own Rules of Procedure.

CHAPTER 5

The Steering Committee

Article X

The Steering Committee shall be responsible for ensuring the implementation of the decisions of the General Assembly.

Article XI

1. The Steering Committee shall consist of 15 members elected by the General Assembly.

2. The President and vice-presidents of the General Assembly shall be members of the Steering Committee and the President shall serve as the Chairperson of the Steering Committee.

3. At least one seat in the Steering Committee shall be reserved for representation from the African region, the Asia and Pacific region, the Central and Eastern European region, the Latin America and Caribbean region, and the North Atlantic region.

4. A Member of the Steering Committee, except an ex-officio Member, shall serve for two years and shall be eligible for reelection.

5. A retired President of the General Assembly shall be an ex-officio member of the Steering Committee for the succeeding two-year period.

Article XII

1. The Steering Committee shall convene at least twice a year at the headquarters of the Association or at such other suitable place as it may decide.

2. The decisions of the Steering Committee shall be by a majority vote.

3. The quorum of the Steering Committee will be five.

Article XIII

The Steering Committee shall formulate its own rules of procedure.

Article XIV

The Steering Committee shall have the following functions:

- a) To draw up detailed proposals for the realization of the objectives to which WAIPA is dedicated;
- b) To prepare and submit a report to the General Assembly at least once a year;
- c) To perform such other duties as may be assigned to it by the General Assembly.

CHAPTER 6

The Secretariat

Article XV

1. There shall be a Secretariat, set up by the Steering Committee, which will assist the Steering Committee in the carrying out of its work.

2. The Secretariat shall also assist the Steering Committee to prepare the annual report and any such supplementary reports as are required by the activities of WAIPA, in addition to the daily management of the Association.

3. WAIPA shall seek and utilize to the extent possible support from Foreign Investment Advisory Services (FIAS), Multilateral Investment Guarantee Agency (MIGA), Organization for Economic Cooperation and Development (OECD), United Nations Conference on Trade and Development (UNCTAD), United Nations Industrial Development Organization (UNIDO) and such other bilateral and multilateral agencies as may be authorized by the Steering Committee and the General Assembly.

4. The agencies referred to in clause 3 shall be invited to the Consultative Committee, which will advise the Steering Committee in the definition and implementation of the WAIPA programme.

Article XVI

The Secretariat shall be located at the headquarters of WAIPA.

CHAPTER 7

Budget and Expenditure

Article XVII

The Steering Committee shall prepare a Budget for the administration of the affairs of WAIPA and shall submit it to the General Assembly for approval.

Article XVIII

The financial resources of WAIPA will be made up of voluntary donations which it may accept in accordance with Article XIX, membership fees and payments received for services rendered.

Article XIX

The Chairperson of the Steering Committee or any other person that may be appointed by the General Assembly may accept such voluntary donations as may be offered to WAIPA, provided that no condition contrary to the aims and interest of WAIPA is attached to such voluntary donations and the donation is disclosed immediately to the Members of the Steering Committee.

CHAPTER 8

General Provisions

Article XX

1. Any Investment Promotion Agency, which is not a signatory to the Statute, may adhere to it by sending a notification to the Secretariat, which shall inform other Members of its adherence to the agreement.
2. Any Member who desires to renounce its membership shall forward a written notification to the Secretariat. At the expiration of one year from the date of the receipt of such notification, if not withdrawn earlier, this Statute shall cease to apply with respect to the Member that has so renounced.
3. Should a Member act in flagrant violation against the spirit, purpose and interests of WAIPA, the General Assembly may, on the recommendation of the Steering Committee, suspend the rights and privileges to be enjoyed by that Member to the extent determined by the General Assembly.

Article XXI

The Association shall cooperate with governments, business organizations and other international bodies. In particular, it is intended that besides the specific relationship with UNCTAD referred to in Article VI, and with FIAS, MIGA, OECD, UNCTAD and UNIDO referred to in Article XV.3, WAIPA shall establish working relations with other organizations in the United Nations system which have relevance to WAIPA's objectives.

Article XXII

The working language of the Association shall be English. Other languages may be used if resources permit.

Article XXIII

The liability of WAIPA shall be limited to the amount of its assets. The liability of WAIPA shall not extend to the personal liability of the officials of WAIPA.

Article XXIV

In the event that WAIPA is to be wound up, all assets shall be distributed among the members of WAIPA, proportionately to the payment of their subscription over the last three years to the Association, and shall be prorated accordingly. The proceedings shall be in accordance with the applicable laws and by the courts of the seat of WAIPA.

Article XXV

Any dispute between WAIPA and a Member or an officer, which is not settled amicably, shall be settled in accordance with the laws and by the courts of seat of the WAIPA.

Article XXVI

1. Any question which may arise concerning the interpretation or application of this Statute shall be decided by a vote of two-thirds of the Steering Committee.

2. If the Steering Committee fails to resolve such a question, the matter shall be submitted to the General Assembly, whose decision shall be final.

Article XXVII

1. This Statute may be amended on the following conditions:

a) A written request shall be made to the Secretariat by at least ten Members;

b) The proposed amendment shall not be submitted to the General Assembly until all the Members have been duly notified of it, at least three months prior to the date of the meeting at which it is to be considered.

2. Any such proposed amendment shall be approved by a majority of at least two-thirds of the General Assembly who shall determine the date of its adoption.