

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

Promotion of investment into infrastructure**A survey of investment promotion agencies*****Occasional note****Abstract**

Drawing on a joint UNCTAD-World Association of Investment Promotion Agencies (WAIPA) survey, this note shows that investment promotion agencies (IPAs) are increasingly interested in attracting transnational corporations (TNCs) into infrastructure. However, it also reveals some significant differences between agencies, with regard to industry priorities and promotional strategies. The infrastructure areas in which most IPAs seek TNC involvement include electricity generation and Internet services, while the least commonly targeted areas are electricity transmission and distribution. A relatively small number of IPAs appear to target investors from specific home countries. IPAs may help Governments identify areas in which foreign investment may complement other efforts, such as domestic public and private investment or investments financed by development partners.



* The survey was conducted jointly by the UNCTAD and WAIPA secretariats. Torbjörn Fredriksson was the overall coordinator of the project team, which consisted of Karine Campanelli, Alexandra Tokareva and Thomas van Giffen.

Introduction

The provision of good-quality infrastructure services is a prerequisite for economic and social development. Infrastructure – such as electricity, telecommunications, transport and water – is crucial for the efficiency, competitiveness and growth of an economy. Infrastructure typically requires huge long-term capital investments, for which transnational corporation (TNC) involvement could prove essential. But investment projects often also raise socially sensitive issues. They may be of strategic importance to countries, too. Moreover, there is increasing global demand for investments in infrastructure, making competition for investment among Governments more intense. Many countries are therefore seeking to create an environment that is favourable for TNC involvement, and some are actively promoting foreign investment in infrastructure.

At the national level, investment promotion agencies (IPAs) are central players in attracting foreign direct investment (FDI). To find out more about their priorities and activities in this field, UNCTAD and WAIPA conducted this joint survey (see box 1). The results were used as an input to the *World Investment Report 2008* (UNCTAD, 2008).

This note presents the findings of the survey, with regard to current trends in IPA strategies and priorities related to infrastructure, how they vary by industry and region, what policy instruments are used, and what obstacles IPAs have encountered when attracting TNCs into infrastructure.

Box 1. Survey of IPAs

An online questionnaire was prepared by UNCTAD in English, French and Spanish and sent out in April 2008 by WAIPA to all its members (see end of this note). Reminders were sent on a regular basis until the online survey was closed on 6 June. A total of 70 of the 210 members completed the survey – a response rate of 33 per cent (see annex tables 1 and 2). A geographical breakdown of the responses shows a fairly similar distribution to that of the WAIPA membership (box table 1). The questionnaire was typically completed by directors or deputy directors of IPAs. In general, responses were of high quality, with response rates ranging between 80 and 100 per cent for different questions. The survey distinguished four main infrastructure industries, each containing a number of sub-industries (box table 2).

Box table 1. Response rates

	WAIPA members		Respondents (IPAs)		Response rate
Total	210	100%	70	100%	33%
Developed countries	46	22%	20	29%	43%
Developing countries	144	69%	43	61%	30%
Africa	55	26%	14	20%	25%
Asia	48	23%	13	19%	27%
Latin America	41	20%	16	23%	39%
South-East Europe and Commonwealth of Independent States	20	10%	7	10%	35%

Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

Box table 2. Infrastructure industries

Subsectors	Industries
Transport	- Roads (bridges and tunnels) - Seaports - Airports - Railways
Electricity	- Generation - Transmission - Distribution
Telecommunications	- Fixed - Mobile - Internet services
Water and sanitation	- Water supply - Sanitation

I. IPAs increasingly promote foreign investment into infrastructure

For a long time, the provision of infrastructure was the exclusive domain of the public sector. It was in the 1980s that countries began in earnest to permit private investment into the sector. For many often relatively advanced developing and transition economies, this process started only in the early 1990s (UNCTAD, 2008). Today, many IPAs are targeting infrastructure TNCs. More than two thirds of the survey respondents indicate that they actively target foreign direct investment in specific infrastructure industries (table 1). The geographical breakdown suggests a generally strong interest among IPAs across all regions,

but especially in Africa, possibly reflecting the significant need for infrastructure improvements in this part of the world.

Table 1. IPAs that actively promote FDI in specific infrastructure industries
(Percentage of respondents)

	Yes	No	Unclear
Total	68.6	24.3	7.1
Developed countries	70.0	30.0	0.0
Developing countries	67.4	23.3	9.3
Africa	78.6	7.1	14.3
Asia	61.5	30.8	7.7
Latin America and the Caribbean	68.8	25.0	6.3
Economies in transition	71.4	14.3	14.3

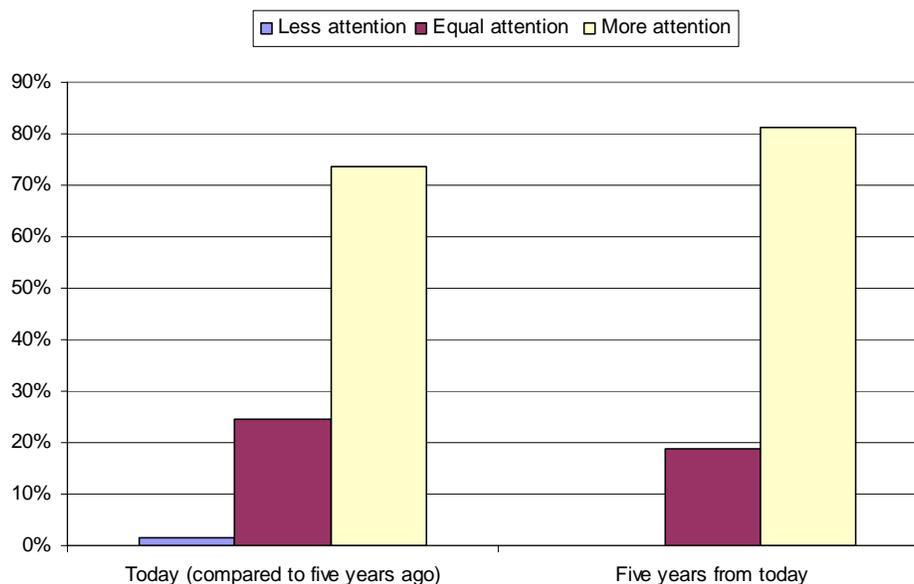
Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

About 24 per cent of the IPAs do not actively promote FDI in infrastructure. In many cases the reason for not targeting infrastructure investment is that investment promotion for such industries is handled by another government agency.¹ As one Asian IPA noted, “government organizations (such as ministries and/or sectoral agencies) promote their own sectors or industries, while the IPA promotes the industries that are not capable of promoting themselves”. Some IPAs give other reasons for not promoting infrastructure, such as different priorities, lack of capacity, or the fact that only public investment or public concessions are permitted.

The attention that IPAs give to attracting foreign investment into infrastructure appears to be increasing. Most IPAs today (74 per cent) pay more attention to infrastructure than they did five years ago (fig. 1). This tendency is set to continue: more than 80 per cent of respondents expect infrastructure to become even more important during the next half-decade. This is especially true for IPAs in developing and transition economies. More than 90 per cent of IPAs from these regions indicate an increasing interest in infrastructure in the coming years, as compared to 53 per cent of agencies from developed countries.

¹ A number of IPAs that do promote FDI in infrastructure indicated that there are also other government agencies involved in this work.

Figure 1. Extent to which IPAs give attention to infrastructure industries
(Percentage of responses)



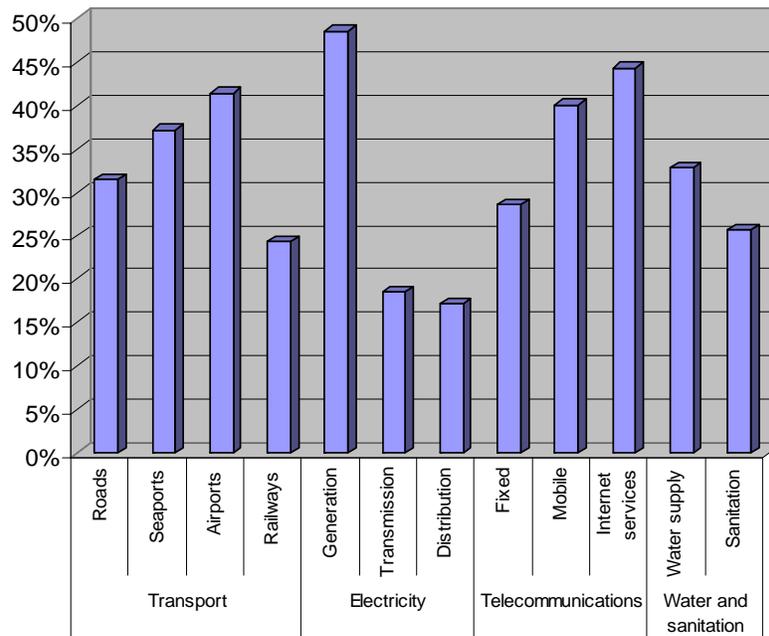
Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

II. Electricity generation most popular target for IPAs

IPAs are very interested in securing TNC involvement in infrastructure, but the extent to which they actively promote FDI varies by industry (fig. 2). Electricity generation is the infrastructure segment that is most often targeted; almost half of the respondents are actively promoting FDI in this area. Other frequently targeted industries are Internet services (44 per cent), airport infrastructure (41 per cent) and mobile telecommunications (40 per cent). By contrast, the areas targeted the least by IPAs include electricity distribution (17 per cent) and electricity transmission (19 per cent).

These findings confirm broad patterns of openness to TNC involvement in infrastructure industries (UNCTAD, 2008). Governments tend to be more open to private investment in industries that are relatively easy to unbundle and expose to competition. Within the electricity sector, for instance, electricity generation is generally easier to expose to competition than electricity transmission, which is mostly handled by public monopolies (Estache and Goicoechea, 2005). Similarly, more countries permit foreign investment in mobile than in fixed-line telephony (International Telecommunication Union, 2007).

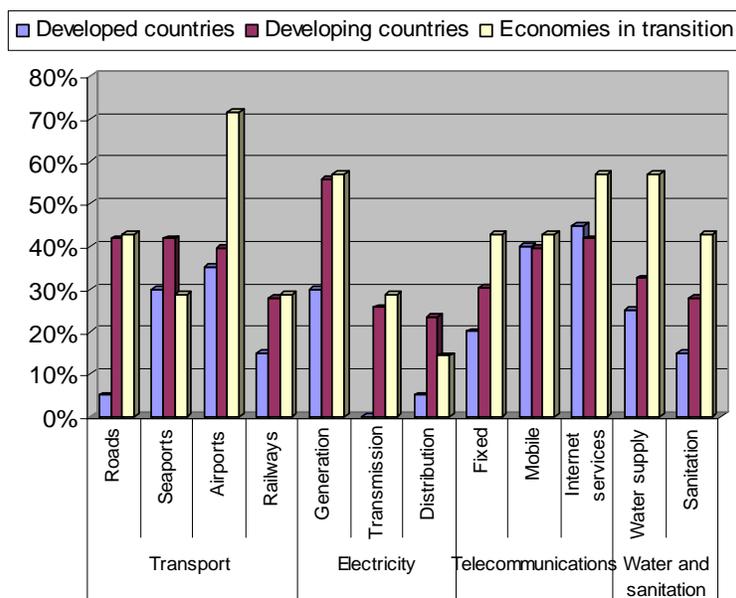
Figure 2. IPAs that actively promote FDI, by infrastructure industry
(Percentage of respondents)



Source: UNCTAD-WAIPA Survey of IPAs, April-June 2008.

Compared with agencies from developing and transition economies, IPAs from developed countries target a smaller number of specific industries (fig. 3). As a consequence, these agencies show a below-average level of interest in actively promoting inward investment in all of the infrastructure industries that the survey took into account. This was most evident in the case of road transport and electricity. For example, only 5 per cent of the developed-country IPAs state that they actively target inward investment in road infrastructure, compared to more than 40 per cent of IPAs in other regions. IPAs in developed countries are the most interested in promoting FDI in technologically advanced industries, such as mobile telephony and Internet services. By contrast, developing-country IPAs demonstrate strong interest across the range of industries, but especially in basic infrastructure such as transport and electricity. IPAs in transition economies pay relatively more attention to attracting investment in airports, but also pay attention to attracting investment in Internet services, water supply and sanitation.

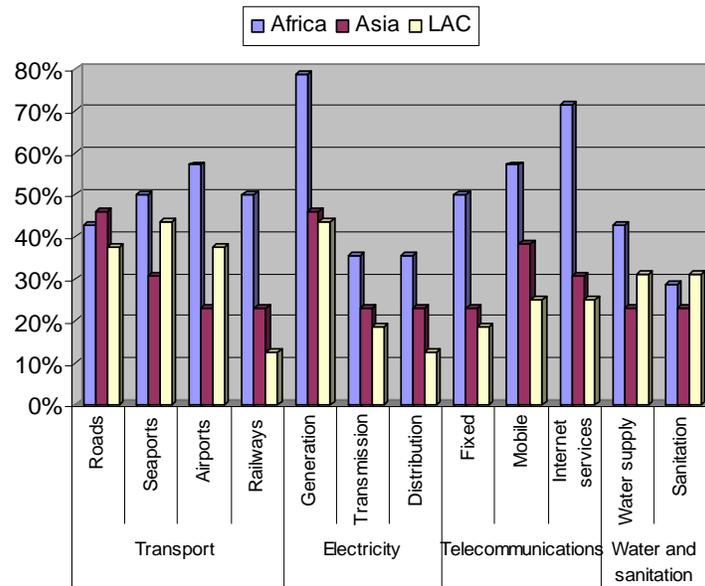
Figure 3. IPAs that actively promote FDI, by industry and country group
(Percentage of respondents)



Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

Within the developing world, IPAs from Africa show greater interest than other developing regions in attracting TNCs into nearly all infrastructure areas. In the survey, only the roads and sanitation categories receive a level of attention from African IPAs that is similar to that of other developing regions (fig. 4). IPAs from Asia give top priority to road infrastructure and electricity generation. Compared to IPAs in Africa, and in Latin America and the Caribbean, Asian IPAs are less interested in attracting TNC participation in seaports, airports, water supply and sanitation. Meanwhile, the areas most often mentioned by IPAs in Latin America and the Caribbean include roads, seaports, airports and electricity generation. In fact, the only infrastructure in which Latin America and the Caribbean show stronger interest than other developing-country IPAs is in sanitation. Conversely, IPAs from this region pay the least attention to TNC involvement in roads, railways, electricity and telecommunications. This observation is interesting in light of the fact that Latin America and the Caribbean is the developing region that to date has seen the largest inflows of FDI into infrastructure (UNCTAD, 2008).

Figure 4. IPAs from developing countries that actively promote FDI, by region
(Percentage of respondents)



Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

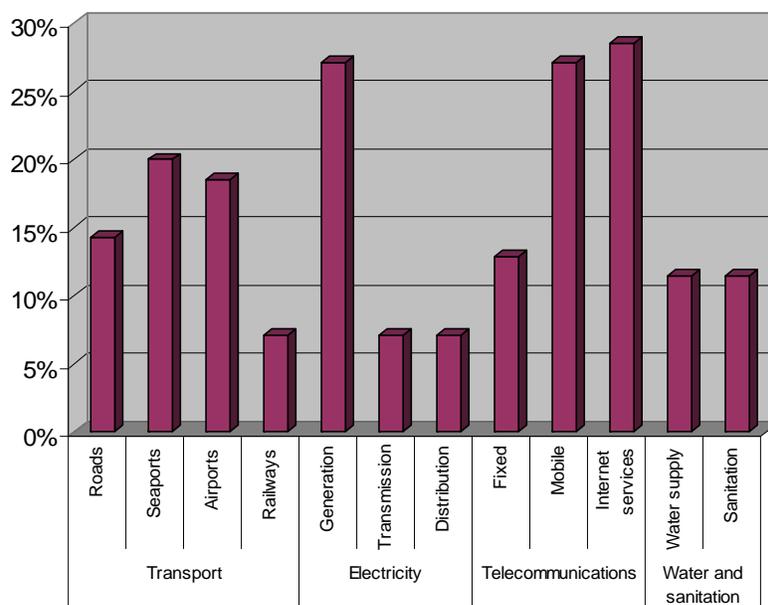
TNC involvement could be especially important in infrastructure projects that require large capital investments, and in countries where access to finance or technology is limited. In developed countries, for example, infrastructure for road and railway transportation, electricity transmission, fixed telephone lines and sanitation is typically well provided, whereas mobile telephony and Internet services are still in a state of rapid technological progress. IPAs in those countries show much stronger interest in attracting TNCs into the latter industries. This may also reflect a relatively high level of openness to international competition, which is considered crucial to improving technological capabilities that can no longer be sufficiently developed by domestic firms (ITU, 2007).

By contrast, many developing countries lack the domestic financial and technological capacity needed for the maintenance of existing infrastructure and the development of new infrastructure. IPAs from developing countries may therefore be more eager to attract TNCs both to basic infrastructure (such as roads, railway, electricity and sanitation) and to “modern” infrastructure (such as mobile telecommunications and Internet services). However, the level of attention differs between developing-country regions. For instance, IPAs from both Asia and Latin America and the Caribbean give less priority than their African counterparts to telecommunications, in particular to fixed telephony and Internet

services. This might suggest that at least the basic provisions for these services are already well developed in these regions.

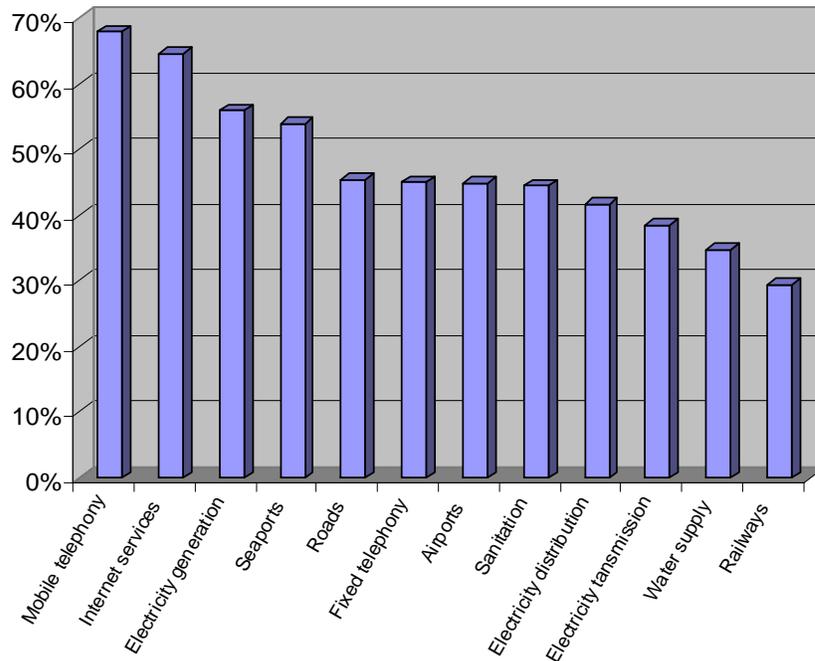
The IPAs were asked to assess the extent to which they had been successful in attracting TNC investment into various areas of infrastructure. Their responses largely mirror their industry priorities (see fig. 5). On average, IPAs appear to be most successful when they seek to attract investment into Internet services. In this area, almost 30 per cent of IPAs report that they have achieved their objectives; and 27 per cent of the agencies have done so in electricity generation and mobile telephony. In fact, of the IPAs that state that they actively seek to attract TNCs to mobile telephony and Internet services, over 60 per cent indicate that they have been successful in their endeavours (fig. 6). Conversely, they have been far less successful in attracting investment into railway infrastructure, electricity transmission and electricity distribution. Therefore, not only are relatively few IPAs promoting foreign investment into these areas, but those that are have had limited success in their efforts.

Figure 5. IPAs that successfully promote FDI, by industry
(Percentage of respondents)



Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

Figure 6. Percentage of IPAs who claim that their targeting of a particular industry has been successful
(Percentage of responses)



Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

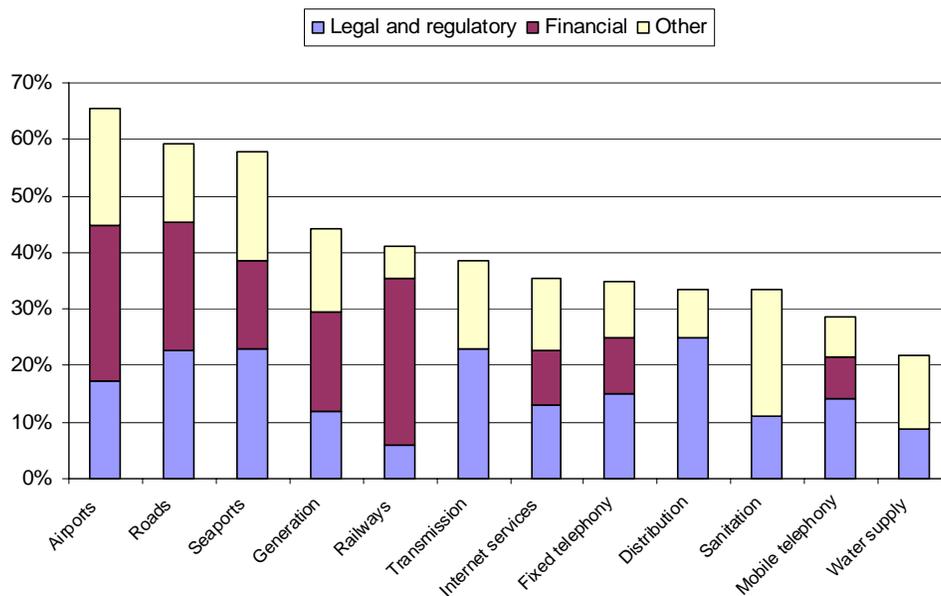
III. Promotional strategies differ

In general, infrastructure investments tend to be highly capital intensive, have long gestation periods and strong government involvement. For this reason, the potential risks associated with such investments are a matter of concern for foreign investors. The combination of high commercial risk and a weak regulatory and institutional environment in a host country can effectively block the inflow of foreign investment, especially in countries with relatively small domestic markets (UNCTAD, 2008).

This picture is confirmed in the responses given by the IPAs, who identify weak legal and licensing systems in the host country as potentially major obstacles to investment in infrastructure projects of all types (fig. 7). Reference is made to unclear regulation, insufficient legal guarantees and heavy bureaucracy. The other barriers to attracting investment that respondents highlight are: huge capital requirements, inadequate public financial support, the lack of a (skilled) workforce, a lack of information, and in some cases, environmental concerns.

Most of the barriers reported by IPAs relate to investment in transport. For instance, more than 60 per cent of the IPAs that actively seek TNC involvement in airports state that they have come up against various obstacles when seeking to attract foreign investment, and over half of the agencies indicate that they have come up against barriers when they have been trying to attract investment into road and seaport infrastructure. Overall, IPAs from developing and transition economies report more barriers to investment than those from developed countries, especially concerning legal and regulatory systems. For instance, one African IPA mentions the “lack of formal public-private partnership (PPP) legislation and guidelines” as a barrier, and an agency from Latin America points to insufficient information about the licensing system for water supply and sanitation. Financial obstacles and various legal and regulatory issues are the most frequently identified barriers in the case of transport infrastructure, electricity generation and telecommunications. In most other industry segments, legal and regulatory obstacles are the prime barriers.

Figure 7. Obstacles identified to investment in particular industries
(Percentage of responses)

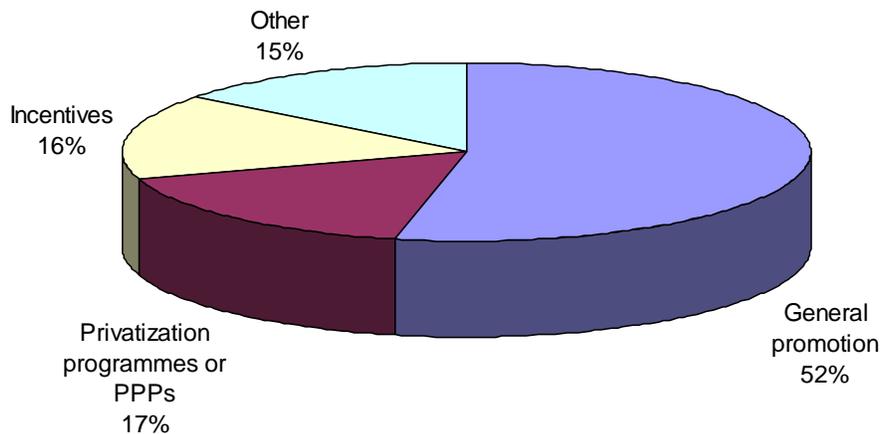


Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

IPAs use a variety of policy instruments to overcome barriers and promote TNC involvement in infrastructure (fig. 8). General promotional tools (e.g. providing information through brochures or special events, or directly contacting potential investors or investor

countries) are those that are used most often – which resembles the practice in most other industries. Some IPAs mention that they use privatization programmes, PPPs and investment incentives when promoting foreign investment in infrastructure. Payment guarantees, legal guarantees and concessions are also specifically mentioned.

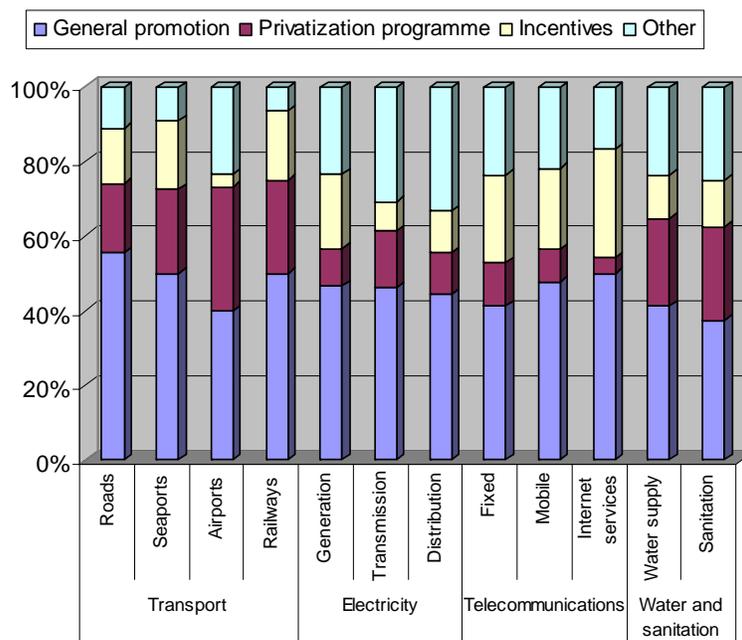
Figure 8. Promotion instruments used in infrastructure
(Percentage of responses)



Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

The extent to which particular instruments are used varies by the nature of the infrastructure in question, as well as by region. Whereas general promotion is applied in all areas, it is mentioned particularly often in attracting foreign investment into transport infrastructure (fig. 9). Privatization programmes and PPPs are also commonly used in transport – notably airports – and in water and sanitation. Many IPAs seeking FDI in telecommunications and electricity generation use various incentives. In the case of electricity generation, some IPAs mention specific efforts to enhance the energy supply, such as efforts related to renewable energy.

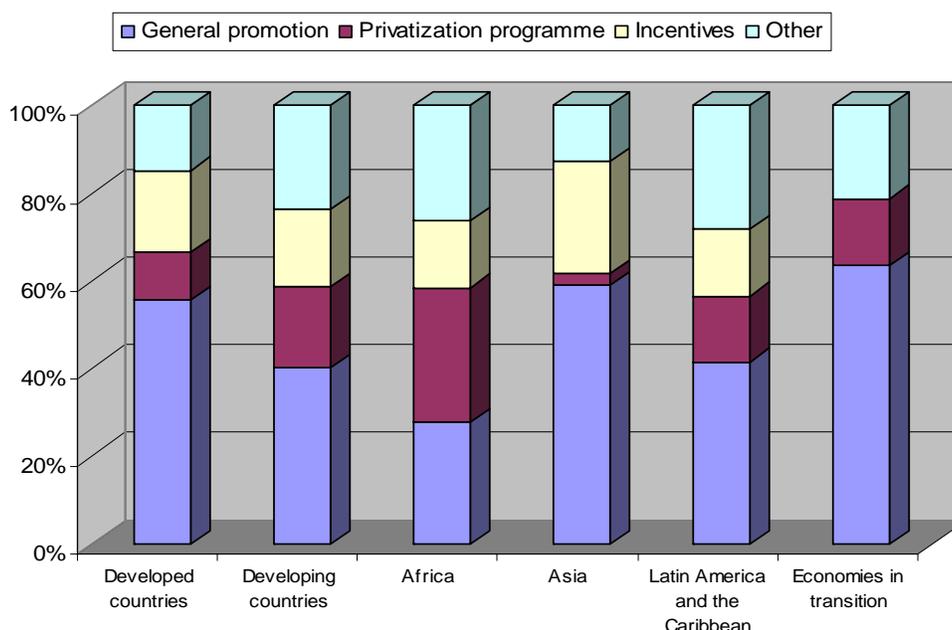
Figure 9. Use of promotion instruments, per industry
(Percentage of responses)



Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

The use of policy instruments also highlights some apparent differences between regions (fig. 10). IPAs in developed countries most commonly use general promotional tools, and to a lesser extent, incentives, whereas none of the agencies from transition economies report any use of incentives. There are also some differences between IPAs within the developing world. Agencies from Africa concentrate more on the use of privatization programmes, and to a lesser extent on general promotional tools, whereas the opposite is true for IPAs from Asia.

Figure 10. Use of promotion instruments, by region



Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

About a third of the IPAs state that they target TNCs from specific home countries or regions. Such geographic targeting is most common among IPAs in developed countries (40 per cent). The targets mentioned most frequently are the United States of America and the European Union (or specific EU member States), followed by countries in South-East Asia and the Gulf region. Specific developing home economies targeted included Brazil, China, India, Mexico, Malaysia, Singapore, Taiwan Province of China and Turkey. Among IPAs in developing countries, only 26 per cent indicate that they seek investments from any specific home country or regions. They, too, focus mainly on TNCs from the United States, the European Union, South-East Asia and the Gulf region.² Companies from the last two developing-country regions have become an important source of foreign investment for infrastructure industries in both developed and developing countries, especially in transport and telecommunications (UNCTAD, 2008).

² Only two IPAs from economies in transition indicate that they target specific countries or regions. Their main target is European Union countries, in particular Germany and Austria.

IV. Conclusion

To facilitate the considerable investment required for infrastructure development, many Governments are exploring ways to involve foreign TNCs in this process. By providing information about existing investment opportunities, assisting with approval processes and facilitating investment, IPAs can play a central role in countries' efforts to attract TNCs. Overall, this survey has shown that IPAs in all regions are paying more and more attention to infrastructure. There are some countries in which IPAs do not actively promote FDI; this is often because such activities are handled by other, specialized government agencies. The survey results indicate some differences between industries and regions with regard to IPAs' promotion strategies, and in terms of barriers to attracting TNCs. The main findings of the survey can be summarized as follows:

- The largest share of IPAs works to attract FDI into electricity generation. Mobile telephony and Internet services are two other common targets. These are also the areas in which IPAs claim to have been the most successful in their promotional efforts. The industry focus of the IPAs broadly confirms that countries are more open to TNC involvement in industries that are relatively straightforward to unbundle and to expose to competition.
- A regional assessment of IPAs' priorities shows that IPAs from developed countries focus primarily on attracting FDI into technologically more advanced industries, such as mobile telephony and Internet services, whereas many developing-country IPAs also seek foreign investment in the transport and electricity sectors.
- In general, IPAs perceive poor legal or licensing systems as major barriers to attracting foreign investment into infrastructure. Financial barriers are more common in transport and electricity generation, and a lack of privatization and clear competition policies are apparent in telecommunications. It may be the case that countries have sometimes opened themselves up to TNC participation before putting an adequate regulatory and institutional framework in place.
- IPAs show some variation in the policy tools they use. General promotion is the main instrument applied when investment into all industries is being promoted. Privatization programmes and PPPs are relatively common in transport, water supply

and sanitation, and incentives are used notably to attract TNCs to the telecommunications sector.

- IPAs from developed countries are relatively more inclined to target specific home countries when seeking to attract investment. The main targets are TNCs based in other developed countries, emerging market economies, South-East Asia and the Gulf region.

The findings of this survey offer new insights into the evolving role of IPAs in the area of infrastructure. Growing competition for FDI makes it important for IPAs to develop a sound strategy that takes into account both industry-specific investment barriers and available promotional instruments. In this respect, it may prove useful to be aware of specific regional concerns about attracting FDI into infrastructure projects. For instance, IPAs from developing and transition economies could face more competition from developed-country IPAs in new and technologically advanced infrastructure industries, such as mobile telephony and Internet services. On the other hand, similar regional infrastructure needs could also lead to opportunities for cooperation between IPAs, especially in relatively small economies.

The importance of TNCs in providing capital and technology partly depends on the level of development of the host economy. Close coordination between the IPA and the host-country government may prove crucial when determining where foreign participation can make the most effective contribution. In low-income countries, especially, a case could be made for agencies to take an active part in the formulation of an overall development strategy. The challenge is to identify those areas where foreign investment may complement other efforts, such as domestic public and private investment or investments financed by development partners (e.g. development assistance). IPAs from developing and transition economies may also consider becoming more active in targeting specific home countries or regions. In particular, TNCs in South-East Asia and the Gulf region could play an important role in providing capital and know-how for infrastructure investments in other developing countries.

References

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- International Telecommunication Union (2007). *Trends in Telecommunication Reform 2007: The Road to NGN*. ITU. Geneva.
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Annex table 1. Overview of IPAs' promotion of FDI, by infrastructure industry and region
(Percentage of respondents)

Infrastructure industry	All countries	Developed countries	Developing countries	Africa	Asia	Latin America and the Caribbean	South-East Europe/ Commonwealth of Independent States
Transport							
Roads	31	5	42	43	46	38	43
Seaports	37	30	42	50	31	44	29
Airports	41	35	40	57	23	38	71
Railways	24	15	28	50	23	13	29
Electricity							
Generation	49	30	56	79	46	44	57
Transmission	19	0	26	36	23	19	29
Distribution	17	5	23	36	23	13	14
Telecommunications							
Fixed	29	20	30	50	23	19	43
Mobile	40	40	40	57	38	25	43
Internet services	44	45	42	71	31	25	57
Water and sanitation							
Water supply	33	25	33	43	23	31	57
Sanitation	26	15	28	29	23	31	43
<i>Number of responses</i>	<i>70</i>	<i>20</i>	<i>43</i>	<i>14</i>	<i>13</i>	<i>16</i>	<i>7</i>

Source: UNCTAD–WAIPA Survey of IPAs, April–June 2008.

Annex table 2. List of participating IPAs

Country or economy	IPA
Afghanistan	Afghanistan Investment Support Agency (AISA)
Albania	Small Business Foundation
Algeria	Agence Nationale de Développement des Investissements (ANDI)
Argentina	Prosperar National Investment Promotion Agency
Argentina	Secretariat of Promotion of Investments, Exports and International Cooperation of Province of Buenos Aires
Brazil	Agencia de Promoção de Exportações e Investimentos (APEX Brazil)
Brazil	Banco do Nordeste
Canada	Investment in Canada Bureau, DFAIT
Colombia	Agency for Cooperation and Investment of Medellín and the Metropolitan Area
Colombia	ProExport Colombia
Costa Rica	Costa Rican Investment & Development Board (CINDE)
Cyprus	Cyprus Investment Promotion Agency (CIPA)
Democratic Republic of the Congo	Agence Nationale pour la Promotion des Investissements (ANAPI)
Ecuador	Corporación de Promoción de Exportaciones e Inversiones (CORPEI)
El Salvador	Comisión Nacional de Promoción de Inversiones (PROESA)
Finland	Invest in Finland
French Polynesia	Délégation pour la Promotion des Investissements, Tahiti Invest
Gabon	Agence de Promotion des Investissements Privés (APIP)
Gambia	The Gambia Investment Promotion and Free Zones Agency
Grenada	Grenada Industrial Development Corporation (GIDC)
Hungary	ITD Hungary Zrt.
Iceland	Invest in Iceland Agency
Iran, Islamic Republic of	Organization for Investment, Economic and Technical Assistance of Iran (OIETAI)
Israel	Investment Promotion Centre (IPC)
Jamaica	Jamaica Promotions Corporation (JAMPRO)
Japan	Japan External Trade Organization (JETRO)
Kuwait	Kuwait Foreign Investment Bureau (KFIB)
Latvia	Investment and Development Agency of Latvia (LIAA)
Lebanon	Investment Development Authority of Lebanon (IDAL)
Lithuania	Lithuanian Development Agency (LDA)
Macao (China)	Macao Trade and Investment Promotion Institute
Madagascar	Economic Development Board of Madagascar (EDBM)
Malaysia	Kulim Technology Park Corp. Berhad
Maldives	Foreign Investment Services Bureau (FISB)
Morocco	Regional Centre for Investment in Greater Casablanca
Mauritania	General Delegation of Private Investment Promotion
Mauritius	Board of Investment of Mauritius
Mexico	ProMexico
Mongolia	Foreign Investment and Foreign Trade Agency (FIFTA)
Montenegro	Montenegrin Investment Promotion Agency (MIPA)
Netherlands	Netherlands Foreign Investment Agency
Netherlands	Southern African Netherlands Chamber of Commerce and Industry
Netherlands	West-Holland Foreign Investment Agency (WFIA)

Netherlands Antilles (Curaçao)	Curaçao Industrial and International Trade Development Company (CURINDE)
New Zealand	New Zealand Trade and Enterprise
Nicaragua	ProNicaragua
Nigeria	Cross River State Investment Promotion Bureau
Papua New Guinea	Investment Promotion Authority (IPA)
Portugal	Invest in Azores Agency (APIA)
Qatar	Investment and Trade Promotion Department
Republic of Korea	Korea Trade-Investment Promotion Agency (KOTRA)
Romania	Romanian Agency for Foreign Investments (ARIS)
Rwanda	Rwanda Investment and Export Promoting Agency
Saint Lucia	National Development Corporation
Serbia	Serbia Investment and Export Promotion Agency (SIEPA)
Serbia	Vojvodina Investment Promotion - VIP
Seychelles	Seychelles Investment Bureau (SIB)
Slovakia	Slovak Investment and Trade Development Agency (SARIO)
Slovenia	Public agency of the Republic of Slovenia for Entrepreneurship and Foreign Investments (JAPTI)
South Africa	Invest North West
South Africa	Trade and Investment Limpopo (TIL)
Spain	Agency of Innovation and Development of Andalucía Agency (IDEA)
Spain	InterEs Invest in Spain
Sweden	Invest in Sweden Agency (ISA)
The former Yugoslav Republic of Macedonia	Agency for Foreign Investments (Invest Macedonia)
Ukraine	National Chamber of International Cooperation
United Republic of Tanzania	Tanzania Investment Centre (TIC)
Uzbekistan	Uzinfoinvest
Venezuela, Bolivarian Republic of	Consejo Nacional de Promoción de Inversiones (CONAPRI)
Yemen	General Investment Authority (GIA)

Online questionnaire



Promotion of FDI in infrastructure industries Survey of IPAs

Infrastructure services constitute an important part of all economies. This joint UNCTAD-WAIPA survey aims to obtain a better understanding of the role of investment promotion agencies in attracting FDI in infrastructure. We would like to request your cooperation in completing this brief questionnaire. The survey results will be provided to all WAIPA members and used as an input to the World Investment Report 2008.

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Name of agency:	<input type="button" value="Click here"/>
Country:	<input type="button" value="Click here"/>
Contact person (name and title):	<input type="button" value="Click here"/>
Telephone number:	<input type="button" value="Click here"/>
E-mail:	<input type="button" value="Click here"/>

Can we contact you for additional info if necessary?	YES	<input type="checkbox"/>
	NO	<input type="checkbox"/>

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1. Please indicate whether your IPA actively promotes FDI into any specific infrastructure industry or infrastructure activity ?

Type of infrastructure	Industry/Service
Transport Industries	Roads (bridges and tunnels)
	Seaports
	Airports
	Railways
Electricity	Generation
	Transmission
	Distribution
Telecommunications	Fixed
	Mobile
	Internet services

Water and sanitation	Water supply
	Sanitation

YES	<input type="checkbox"/>
NO	<input type="checkbox"/>
DON'T KNOW/DON'T TARGET	<input type="checkbox"/>

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2. Please indicate the *infrastructure industry (-ies)* into which your agency is actively promoting FDI:

Type of infrastructure	Industry/Service	Tick if applicable
Transport Industries	Roads (bridges and tunnels)	<input type="checkbox"/>
	Seaports	<input type="checkbox"/>
	Airports	<input type="checkbox"/>
	Railways	<input type="checkbox"/>
Electricity	Generation	<input type="checkbox"/>
	Transmission	<input type="checkbox"/>
	Distribution	<input type="checkbox"/>
Telecommunications	Fixed	<input type="checkbox"/>
	Mobile	<input type="checkbox"/>
	Internet services	<input type="checkbox"/>
Water and sanitation	Water supply	<input type="checkbox"/>
	Sanitation	<input type="checkbox"/>

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3. Please indicate if there is **any infrastructure industry** in which your agency has been more successful in attracting FDI.

Type of infrastructure	Industry/Service	Tick if applicable
Transport Industries	Roads (bridges and tunnels)	<input type="checkbox"/>
	Seaports	<input type="checkbox"/>
	Airports	<input type="checkbox"/>

	Railways	<input type="checkbox"/>
Electricity	Generation	<input type="checkbox"/>
	Transmission	<input type="checkbox"/>
	Distribution	<input type="checkbox"/>
Telecommunications	Fixed	<input type="checkbox"/>
	Mobile	<input type="checkbox"/>
	Internet services	<input type="checkbox"/>
Water and sanitation	Water supply	<input type="checkbox"/>
	Sanitation	<input type="checkbox"/>

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4. Please indicate the most important policy tools that your agency (country) uses to attract FDI in infrastructure industries.

Infrastructure service into which FDI is promoted (as indicated in Q2)	Policy tools used (e.g. general promotion, incentives, privatization programmes, etc.)
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
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<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>
<input type="button" value="Click here"/>	<input type="button" value="Click here"/>

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Investment promotion for the sector is handled by some other government agency (privatization agency, ministry, or other).	<input type="checkbox"/>
Other reason (please explain) <input type="button" value="Click here"/>	<input type="checkbox"/>

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8. Please indicate if your agency (country) is giving infrastructure industries *more, less or equal* attention today, as compared to five years ago (tick as applicable).

Less	Equal	More
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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9. Please indicate if your agency (country) is planning to give the infrastructure industries *more, less or equal* attention five years from now, as compared to today (tick as applicable).

Less	Equal	More
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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Additional information (optional)

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Submit

- Thank you for participating in this survey. -