

# United Nations Conference on Trade and Development

Distr.: General 25 September 2017

Original: English

**Trade and Development Board Investment, Enterprise and Development Commission** Ninth session Geneva, 20–24 November 2017 Item 4 (a) of the provisional agenda **From decisions to actions: Investment and enterprise development as catalysts for accomplishing the 2030 Agenda for Sustainable Development – Investment** 

# Promoting foreign investment in the Sustainable Development Goals

Note by the UNCTAD secretariat

# Executive summary

This note focuses on the promotion of foreign investment in the Sustainable Development Goals, building on the UNCTAD technical cooperation programme that follows up on recommendations made in the *World Investment Report 2014: Investing in the [Sustainable Development Goals] – An Action Plan* and provides support to developing countries in attracting investment in Goals-related projects. The note covers the importance of private investment in achieving the Goals by 2030, the role of investment promotion agencies and outward investment agencies in channelling foreign direct investment to Goals-related sectors and the different steps of a Goals-focused investment promotion strategy. It suggests issues for further elaboration, including measures that can be taken to increase support to Governments in mobilizing foreign direct investment in the Goals.





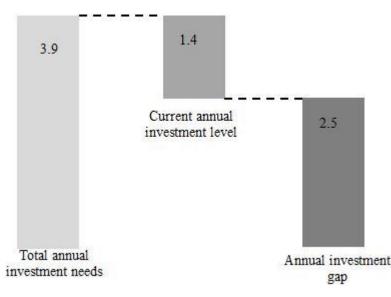
# Introduction

1. The 2030 Agenda for Sustainable Development aims to address social, economic and environmental challenges and requires considerable investments to do so. The Addis Ababa Action Agenda of the third International Conference on Financing for Development highlighted the importance of private investment, as complementary to public efforts to achieve the Sustainable Development Goals. UNCTAD estimates that current Goals-related investments in developing countries by the public and private sector combined are in the order of \$1.4 trillion, and total annual investment needs to accomplish the Goals by 2030 are around \$3.9 trillion. This leaves an annual gap of \$2.5 trillion (figure 1).<sup>1</sup> The public sector may be unable to fill this gap, in particular in low-income countries, and private sector investment, including foreign direct investment, should be mobilized for Goals-related projects in areas such as power generation and electricity supply, infrastructure and water and sanitation, as well as food security, climate change mitigation and adaptation, health and education.<sup>2</sup>

#### Figure 1

# Sustainable Development Goals: Estimated annual investment needs and potential for private sector contributions

(Trillions of United States dollars)



Source: UNCTAD, 2014.

2. There are many institutions and actors involved in mobilizing capital for investment in the Goals, including owners of capital, financial intermediaries and advisers (figure 2). Sources of investment in the Goals may be banks, pension funds, insurance companies, multinational enterprises and sovereign wealth funds.<sup>3</sup> Multinational enterprises have an estimated \$5 trillion in cash holdings and have already invested \$9 trillion in developing economies. Investment in Goals-related projects by international firms is not automatic, and should be actively promoted and facilitated.

<sup>&</sup>lt;sup>1</sup> These estimates were calculated for 10 of the 17 Goals. Actual investment needs for the Goals are therefore expected to be even higher.

<sup>&</sup>lt;sup>2</sup> UNCTAD, 2014, World Investment Report 2014: Investing in the [Sustainable Development Goals] – An Action Plan (United Nations publication, Sales No. E.14.II.D.1, New York and Geneva).

<sup>&</sup>lt;sup>3</sup> UNCTAD, 2013, *Promoting Low-carbon Investment* (United Nations publication, New York and Geneva); UNCTAD, 2016, Promoting green foreign direct investment: Practices and lessons from the field, The IPA [Investment Promotion Agencies] Observer No. 5. UNCTAD is collaborating with the United Nations Environment Programme inquiry on a forthcoming report on the role of foreign direct investment in the greening of economies.

Principal institutions	Sources of capital Governments (e.g. official development assistance) Households and/or individuals, including: Retail investors High net worth individuals Pensions Insurance premiums Firms (e.g. reserves and/or retained earnings) Philanthropic institutions or foundations Other institutions with capital reserves (e.g. universities)	Asset pools (g. primary intermediaries) Banks Pension funds Insurance companies Mutual funds Sovereign wealth funds Endowment funds Private equity Venture capital Impact investors	Markets <ul> <li>Equity</li> <li>Corporate debt</li> <li>Sovereign debt</li> <li>Other markets and financial instruments</li> </ul>	Users of capital for Goals-related investment Governments International organizations and development banks Public and semi- public institutions Multinational and local firms Entrepreneurs Non-governmental organizations Impact investors
Intermediaries	Investment banks and brokerage firms	Institutional asset managers		
Advisers .	Financial advisers     Wealth managers     Investment consultants	Rating agencies		

#### Figure 2 Sustainable Development Goals: Investment chain and key actors

Source: UNCTAD, 2014.

3. Foreign direct investment is the largest source of external finance for developing countries. It is also a significant source of finance in the least developed countries, along with official development assistance and remittances. Potential benefits of foreign direct investment include the creation of higher skilled jobs, the introduction of technology and innovation and improved excess to international markets.

4. To steer foreign direct investment towards the achievement of the Goals, Governments should create a favourable and enabling investment environment and, where possible and relevant, provide appropriate levels of access to Goals-related sectors for private investors, including foreign investors. In some sectors that are not yet open to foreign investment, a gradual opening could be achieved through, for example, services contracts and public–private partnerships.

5. Public finance has been the main source of investment in Goals-related sectors guaranteeing the accessibility and affordability of basic public services. In securing the additional investment required to achieve the Goals, policymakers should seek the right balance between creating a climate conducive to investment and protecting public interests, and should seek mechanisms for providing sufficiently attractive returns to private investors while ensuring the universal accessibility of services. At the same time, the push for greater private investment should complement a parallel drive for additional public investment.

6. A number of private sector practices and initiatives support the greater involvement of firms in responsible long-term approaches to investment, such as voluntary social, environmental and corporate governance reporting; the United Nations Sustainable Stock Exchanges initiative; and the Principles for Responsible Investment. However, the private sector requires attractive risk–return rates, which are not inherent in many Goals-related projects. This necessitates targeted policy interventions, Goals-related project promotion and greater transparency in the investment environment and with regard to potential project risks.

7. Another consideration is that some Goals-related sectors in developing countries have a higher potential for increased private sector participation than others. Based on private sector involvement in Goals-related sectors in developed countries, infrastructure projects in power and renewable energy, transport and water and sanitation have a higher potential for private sector participation than projects in health care and education. For projects that are less likely to attract private investment, international investors can leverage support from an increasing number of financial institutions that manage special schemes with favourable financing and risk insurance considerations for investments that contribute to achieving the Goals.

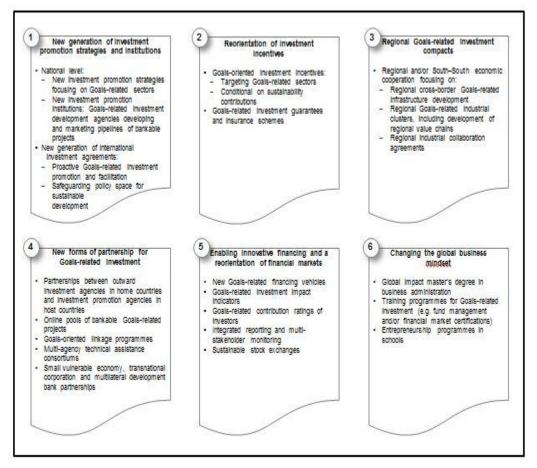
# I. Role of inward and outward investment agencies in promoting foreign direct investment in the Goals

8. Along with government policies to allow and incentivize investment in Goals-related sectors, the targeted promotion and facilitation of such projects requires a strategic approach and specialized public or semi-public institutions with a mandate and capacity to attract and support foreign direct investment in the projects. Many countries have investment promotion agencies established to attract foreign investment, target investors and support such projects through facilitation, aftercare services and policy advocacy. Many such agencies, in particular in developing countries, face difficulties in performing related functions due to resource constraints. In addition, to date, such agencies have mostly been engaged in the promotion of more traditional investment projects, prioritized based on the scale of investment or the potential impact, for example, the number of jobs created. Social and environmental development factors have not usually been included in the setting of priorities, and Goals-related projects have therefore not often been pursued.

9. The UNCTAD action package for investment in the Goals includes several recommendations that relate to the work of investment promotion agencies, including on the following: new investment promotion strategies; an investment promotion agency focus on the preparation and marketing of pipelines of bankable Goals-related projects; the development of new partnerships; the reorientation of investment incentives and investment guarantees to support Goals-related investment; regional cooperation in infrastructure development and the development of industrial clusters; innovative financing and the reorientation of financial markets; and changes in the global business mindset (figure 3).

Figure 3





Source: UNCTAD, 2014.

10. To encourage investment promotion agencies to emphasize investment in the Goals, UNCTAD has been furthering exchanges of best practices through its technical assistance programme on investment promotion and facilitation, and by awarding investment promotion agency frontrunners. Recent UNCTAD investment promotion awards have highlighted themes and aspects of Goals-oriented investment promotion, and included agencies in Africa, Asia, the Caribbean and Europe.<sup>4</sup>

11. New partnerships for investing in the Goals can take many forms and engage different stakeholders, public and private, at local, national, regional and interregional levels. Collaboration between government agencies in the preparation of project proposals, the clearance of projects and the facilitation of investments can be critical in the development of a Goals-related project pipeline and in the realization of projects. The public and private sector may join forces in creating sustainable special economic zones aimed at attracting and generating Goals-related projects and creating decent jobs. In addition, Goals-related investment projects have the potential to create job opportunities for women, contributing to gender equality and women's empowerment.

12. Institutions that can play a vital role in supporting and financing Goals-related projects include outward investment promotion agencies, development finance institutions and investment guarantee schemes. Many outward investment agencies offer and administer special programmes and schemes in support of Goals-related projects in developing countries. In a review of over 100 outward investment agencies, 45 per cent indicated that they provided some level of services and support for Goals-related investment.<sup>5</sup> Most of the agencies were in developed countries, yet a number of agencies were from developing and transition economies; nearly all of the regional and multilateral agencies reviewed offered such support. Examples of outward investment agencies with Goals-related services are as follows:

(a) Asian Development Bank: Private sector operations department and infrastructure finance;

- (b) National Bank for Economic and Social Development, Brazil: Amazon Fund;
- (c) Export Development Canada: Green bonds and environmental exports;
- (d) International Development Agency, Denmark: Business finance;
- (e) Proparco, France: Financial instruments and technical assistance;

(f) Japan Bank for International Cooperation: Global action for reconciling economic growth and environmental preservation;

(g) Netherlands Enterprise Agency: Dutch Good Growth Fund;

(h) Agency for Development Cooperation, Norway: Cooperation on framework conditions for private sector development in the South;

(i) Development Bank of Southern Africa: Infrastructure investment programme for South Africa;

(j) Overseas Private Investment Corporation, United States of America: Green guaranties.

<sup>&</sup>lt;sup>4</sup> Recent winners are as follows:

 <sup>(</sup>a) 2016: For excellence in partnering for investment promotion: Invest India; Invest South Africa;
 Wesgro Cape Town and Western Cape Tourism, Trade and Investment, South Africa; Lesotho National Development Corporation;

<sup>(</sup>b) 2015: For excellence in web-based promotion of green foreign direct investment: Germany Trade and Invest; Invest in Morocco; Singapore Economic Development Board; Investment and Export Promotion Organization, Republic of Moldova;

<sup>(</sup>c) 2014: For excellence in promoting foreign direct investment in sustainable development: Invest Trinidad and Tobago; Rwanda Development Board; Trade and Investment South Africa; Trade and Investment, United Kingdom of Great Britain and Northern Ireland.

<sup>&</sup>lt;sup>5</sup> UNCTAD, 2015, Outward investment agencies: Partners in promoting sustainable development, The IPA Observer No. 4.

13. Cooperation between outward investment agencies in home countries and investment promotion agencies in host countries may be beneficial for both, and should be encouraged. Potential benefits include information sharing on Goals-related priorities, investment opportunities and investment conditions; technical cooperation in preparing project proposals; marketing Goals-related investment opportunities through joint promotion campaigns; and cooperating in project monitoring and impact assessment. The success of such cooperation depends on the effectiveness of the partnership with regard to project identification, promotion and implementation. For host Governments and investment promotion agencies, knowledge of Goals-related support programmes offered by outward investment agencies may be critical in sourcing the necessary funding for Goals-related project proposals, as many such projects may not have the risk–return ratio sought by private investors.

14. An example of facilitation of the financing of an agricultural project by an outward investment agency is given in box 1.

#### Box 1

#### **Netherlands Enterprise Agency**

The Netherlands Enterprise Agency supports companies doing business in international innovative, sustainable and agrarian activities. It fosters international private sector investment in developing and emerging markets through financial tools and information on markets and regulations, along with the identification of international business partners. Support is not limited to companies in the Netherlands, and the Agency has offered several programmes to foster sustainable investments in developing countries. In 2014, the Dutch Good Growth Fund was established, partly managed by the Agency; it is aimed at assisting small and medium-sized enterprises in the Netherlands with investments in 68 emerging countries by providing loans, guarantees and indirect participation of up to  $\notin 10$  million.

For example, the Agency provided half (€750,000) the financing needed for a project in the Republic of Moldova that aimed to add value to sunflower seed production and processing, in which 90 per cent of the seed was used to produce oil and 10 per cent was dedicated to the premium market segment of bakery and snacking ingredients. Entrepreneurs engaged in the project had been serving this premium segment for four years with seeds from the Republic of Moldova, which were processed in the Netherlands due to the high quality requirements of clients in Western Europe. The project, which started in 2011, aimed to establish a modern plant in the Republic of Moldova to process the required high-quality seeds before export; create 23 jobs, with above-average wages and European Union-level standards for plant safety; and help 120 farmers improve their yield with modern techniques, including a reduction in the use of fertilizers. The joint venture was divided as follows: two firms from the Netherlands (a seed and nut processor and a grain trader) each had a 25 per cent share; and a local firm (a sunflower seed buyer) had a 50 per cent share. The project risk was considered low as the partners from the Netherlands had had success with a similar project in Burkina Faso. However, prior to securing loan approval, the project had to comply with both financial and corporate social responsibility requirements set by the Agency, addressing environmental and food safety issues and farmer relations.

*Source*: Private Sector Investment Programme, 2010, Project overview 2010, available at https://english.rvo.nl/sites/default/files/2013/12/PSI%20Project%20overview%202010.pdf (accessed 22 September 2017).

15. An example of the role of a regional outward investment agency in supporting an investment project in the health sector is given in box 2.

#### Box 2

#### **Development Bank of Southern Africa**

The Development Bank of Southern Africa, established in 1983, aims to contribute to economic growth and regional integration, which in turn positively affect quality of life and help reduce poverty and inequality. The Bank's strategy supports sustainable and fair socioeconomic development and focuses on four key industries, namely water, energy, transport and information and communications technology. The Bank provides sustainable infrastructure project preparation, finance and implementation support for investors in South Africa and foreign investors in selected African markets. Its initial investment projects beyond South Africa were for small farm development programmes in Lesotho, Mozambique, Namibia and Swaziland. In 1998, its mandate was formally extended to include Southern Africa and, in 2002, the Bank established a unit to support the New Partnership for Africa's Development. In 2014, its mandate was further expanded, to cover selected African countries beyond the Southern African Development Community. Its international finance division is responsible for investment operations beyond South Africa, and primarily finances infrastructure projects in energy, transport and bulk water.

The Bank has also facilitated significant non-infrastructure projects, including the building of a hospital in Lesotho, the first public–private partnership in the health sector in Southern Africa other than in South Africa. The public–private partnership consortium was led by a private hospital and health-care group in South Africa. Given a growing population and a high prevalence of tuberculosis and HIV and AIDS, Lesotho had experienced overcrowding at its Queen Elizabeth II Hospital, which had not been expanded since 1957. Some patients travelled to South Africa for specialized surgical procedures as the hospital did not have the required equipment. The Bank was the lead arranger and underwriter for the design and construction of a new hospital in a medical village near Maseru and the refurbishment of three associated clinics beginning in 2010.

Sources: J Holman, 2010, Development Bank of Southern Africa supports public-private partnership hospital development in Lesotho, *Engineering News*, 16 April; D Monyae, 2011, The role of South African development finance institutions in regional infrastructure development in Africa, Development Bank of Southern Africa Policy Brief No. 2.

# II. An investment promotion strategy focused on the Goals

16. In order to focus investment promotion and facilitation efforts on Goals-related projects, Governments should consider and develop a new generation of investment promotion strategies. Many public sector entities should be involved in attracting foreign direct investment in Goals-related sectors, yet investment promotion agencies have a key role in leading and coordinating such efforts. The operations of such agencies should therefore be adjusted to a new strategy to promote investment in the Goals, which may require institutional change, capacity-building and the development of new partnerships. Such a strategy entails several steps, described in more detail in this chapter.

### A. Mainstream Goals-related investment project promotion

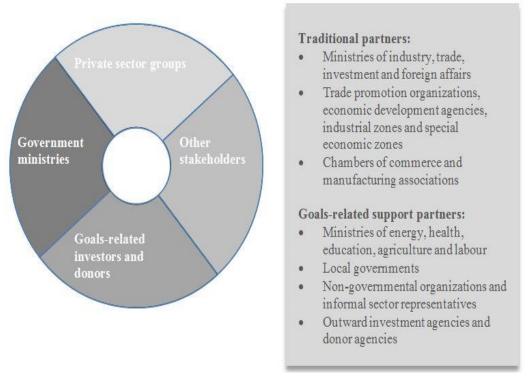
17. An investment promotion strategy focused on the Goals requires investment promotion agencies to mainstream the Goals throughout their activities and make changes in the way they operate internally, as well as in how they relate to the external environment. In addition to considering the sustainable development impact of all investments, including those in traditional industries, agencies should designate a special team for Goals-related project preparation. Agencies require the development of specialized expertise in sustainability and Goals-related sectors and the capacity to assess projects, prepare high-quality proposals and marketing materials and seek various forms of financing.

Senior staff should be involved in developing new partnerships in addition to relationships with ministries of industry, trade and investment; trade promotion organizations; economic development agencies; special economic zones; and private sector organizations.

18. New relationships and partnerships with a range of organizations are necessary to identify, select and deliver Goals-related projects, as well as to review the impact of existing investments and promotion policies on achieving the Goals. A means for investment promotion agencies in this regard is to work with actors that are aware of the key social and environmental needs not fully met by the market, including ministries, local government administrations, non-governmental organizations, outward investment agencies and donor agencies (figure 4). In addition, investment promotion agencies should work closely with the private sector to identify private firms that could contribute to the achievement of the Goals. The way such relationships are structured and managed is critical to a Goals-related investment promotion strategy.

Figure 4

#### Sustainable Development Goals: Partners involved in investment promotion



Source: UNCTAD secretariat.

# B. Identify and select Goals-related target sectors

19. The process of the identification and selection of target sectors by Governments and investment promotion agencies requires research, as well as interactions and discussions with a wide range of stakeholders. Stakeholders should include representatives of the ministries noted in figure 4, as well as related research organizations, non-governmental organizations and development partners. It is important to include relevant private sector organizations and outward investment agencies that operate in the country.

20. A key aim is to engage with stakeholders in choosing Goals-related sectors on which to focus, taking into consideration government strategies, priorities and policies. The selection process may generate debate between the stakeholders involved, but is a prerequisite to ensuring the development and maintenance of a high-quality pipeline of projects that will be seriously considered by investors. The outcome of this step is agreement on the main Goals-related areas on which to focus and the priorities, in order to provide a guide and reference for the investment promotion agency activity programme.

# C. Select and rank Goals-related projects

21. Following the selection of target sectors, investment promotion agencies may contribute to the selection and prioritization of Goals-related projects for development and promotion. Designated public-private partnership units within investment promotion agencies or other government agencies or ministries may be involved in the selection and ranking of priority projects. If other institutions are responsible for referring projects, investment promotion agencies may advise them on how to undertake preliminary evaluations in order that potentially valuable projects may be retained and recommended. A possible approach is to categorize projects at a high level based on criteria that include rationale and urgency, risk, institutions to be involved, required resources, immediate outputs and longer term outcomes, as shown in the table. Such an approach enables an initial ranking of projects for further consideration. Applied criteria should be clearly defined and transparent for those involved.

Project description	Rationale	Risk	Institutions involved	Resources to commit	Immediate outputs	Outcomes
Scale	Problem to be addressed	Potential risks	Public	Who?	Tangible and intangible	Longer term impacts that
Scope			Private	What?	results	affect the
	Why has it not yet	Nature,				target
Size	been solved or	severity and	Multilateral	When?		population
	addressed?	likelihood of				
Aims		risks	Outward	How much?		
	Which Goals are		investment			
Stage	relevant?	How can	agency			
of development		risks be				
	How urgent is the project?	minimized?	Non-governmental organization			

#### Factors in project evaluation and comparison

Source: UNCTAD secretariat.

22. Some projects are inherently riskier than others. For example, outcomes might be heavily dependent on social factors or susceptible to conditions that are difficult to control, such as climate-related factors. Risk assessments should be undertaken to consider the various risks a project entails and their severity and likelihood. Investment promotion agencies can build expertise on what works and what does not through ongoing feedback processes. Some agencies and institutions have decades of experience in conducting risk assessments and implementing projects, and can advise on risk mitigation and the evaluation and selection of projects.

# D. Develop a pipeline of project proposals

23. Shortlisted projects may be further grouped based on desirability and the probability that they will be realized, leading to the structuring of a project pipeline with categories such as projects that are highly desirable and highly likely to succeed, projects that are highly desirable but less likely to succeed and others. This portfolio can then be managed accordingly, with the allocation of suitable resources. The portfolio and project assessments and rankings should be reviewed regularly based on experiences gained and feedback over time and the addition and removal of projects. The Goals-related project pipeline should be continually replenished with high-quality projects, which may originate from the emergence of new priorities, opportunities or contact channels.

24. Investment promotion agencies can further elaborate on Goals-related projects that have been prioritized in the pipeline using a template that meets the requirements of investors. Outward investment agencies, subnational investment promotion agencies, local businesses seeking foreign partners, foreign investors, industry associations, relevant ministries and others may be able to provide useful contributions and support in the development and completion of such a template.

25. Potential investors and partners can undertake their own due diligence. Key areas for consideration include an analysis of project strengths, weaknesses, opportunities and risks, whether political, financial, social, legal and/or technical; financial flows; governance; regulatory requirements and support; intended outcomes and their timelines and measurement; and sustainability.

### E. Promote projects and identify partners

26. Resources dedicated to the promotion of Goals-related projects should correspond to their relative positioning within a project portfolio. For lower ranked projects that do not justify high levels of resources, lower cost promotional initiatives may be considered. Online platforms, conferences and events can be useful ways of marketing such projects.

27. Investment promotion agencies should identify suitable partners, establish appropriate contact channels and regularly exchange information, in order that updates to projects or new projects added to the pipeline may be efficiently promoted. Long-term partnerships can enhance the development, packaging and promotion of Goals-related projects and provide insight on objectives and plans. Partners may include national and subnational authorities to develop customized support packages and promote projects. Other possible partners are outward investment agencies that can support investment promotion agencies in promoting Goals-related projects in the home countries of investors. In determining which outward investment agencies to partner with, investment promotion agencies should familiarize themselves with the geographic scope, objectives, experience and priorities of outward investment agencies, as well as their resources and criteria for Goals-related projects.

# F. Follow-up, facilitate and provide aftercare

28. Follow-up is critical after the successful establishment of Goals-related investments. Effective facilitation services are essential to ensuring that investments are realized on schedule. Bureaucratic difficulties in obtaining required permits and approvals, accessing land or office space or bringing qualified personnel can derail or delay projects, discourage other investors and tarnish the reputation of the investment promotion agency and the country as a place in which to do business. However, investment facilitation generally does not entail significant costs, and strong partnerships with key stakeholders for investment facilitation can substantially improve the offering of a location. <sup>6</sup> Successful project implementation can have a positive influence on future project flows. To enhance investment facilitation efforts, which should ultimately support sustainable development, the global action menu for investment facilitation includes measures that agencies can take and recommendations for national and international investment policies.

29. It is important for investment promotion agencies to remain in close and regular contact with investors. Aftercare services can spur reinvestment and support efforts to identify further potential investments. The monitoring of Goals-related projects against set goals and measurable targets is required to help assess whether outcomes have been achieved. Follow-up can also provide feedback for improvements in investment promotion agency services and valuable inputs to policy reviews aimed at improving the investment environment for Goals-related projects.

<sup>&</sup>lt;sup>6</sup> UNCTAD, 2017, Investment facilitation: The perfect match for investment promotion, The IPA Observer No. 6.

### G. Provide feedback

30. Providing regular feedback to the various stakeholders in the development, packaging, promotion and facilitation of Goals-related projects can improve future activities and location competiveness. Such feedback can guide the fine tuning or abandonment of policies and procedures, the allocation of resources and the development of new approaches. It can also indicate how to more effectively convert potential investor leads to implemented projects, remind stakeholders of their roles in promoting Goals-related projects and enlist their continued engagement, suggest means of further mobilizing investment and ensure that investments have a greater impact on sustainable development.

# III. Conclusion and issues for discussion

31. The marketing of Goals-related projects to investors is a specialized activity that differs from the usual third-generation promotion activity of investment promotion agencies.<sup>7</sup> It requires a new investment promotion strategy, the development of specialized in-house capabilities in investment promotion agencies, the preparation of a pipeline of bankable Goals-related projects, the marketing of such projects and the development of new partnerships with different investment stakeholders.

32. UNCTAD provides support for such efforts through a range of programmes and products, and has a dedicated technical assistance project that assists investment promotion agencies in developing bankable Goals-related project proposals and promoting partnerships between such agencies and outward investment agencies. UNCTAD programmes and tools that support the promotion and facilitation of investment in sustainable development are as follows:

(a) Investment promotion and facilitation: Institutional support, capacitybuilding and advice on strategies, policies, tools and practices to promote investment in the Goals, including the global action menu for investment facilitation;

(b) Investment policy reviews: Independent evaluations and advice on national policies and regulatory and institutional frameworks for investment in sustainable development;

(c) International investment agreements: Training and advice on international investment rules that effectively foster sustainable development and inclusive growth;

(d) eRegulations: Online platform of regulations and administrative procedures that can facilitate investment in the Goals;

(e) iGuides: Online investment attraction tool on opportunities and conditions for investment in beneficiary countries, including foreign direct investment in the Goals;

(f) Green foreign direct investment: Online platform with information related to attracting and retaining green and other sustainable foreign direct investment.

33. This note underlines the potential importance of foreign direct investment in the realization of the Goals by 2030 and presents the role of inward and outward agencies and a strategy for promoting international investment in Goals-related projects. To further improve efforts by national Governments and the international community to finance the

<sup>&</sup>lt;sup>7</sup> In the first generation of investment promotion policies and practices, countries liberalize foreign direct investment regimes by reducing barriers to inward foreign direct investment, strengthen standards of treatment for foreign investors and enhance the functioning of the market. In the second generation, countries begin to promote locations, recognize investment promotion as a public function and establish investment promotion agencies. In the third generation, the general enabling environment for foreign direct investment and a proactive approach are the starting point, and countries pursue investor-targeting strategies at the sectoral and firm levels. A new and fourth generation focuses on the promotion of investment in the Goals.

achievement of the Goals through foreign investment, the Investment, Enterprise and Development Commission may wish to discuss the following issues:

(a) Key challenges for investment promotion agencies in directing their attention to the promotion of foreign direct investment in the Goals;

(b) Further measures that outward investment agencies can take to increase their offering of financial and technical services for Goals-oriented investments;

(c) How to better understand, mitigate and manage risks in Goals-related projects;

(d) Ways to increase involvement by the private sector in Goals-related project financing;

(e) Tools and platforms available to promote and facilitate investment in Goals-related projects;

(f) Special technical assistance programmes to support developing countries, in particular the least developed countries, in attracting foreign direct investment in Goals-related sectors;

(g) Other steps that UNCTAD can take to support developing countries in attracting foreign direct investment in Goals-related sectors;

(h) How to monitor the Goals-related impact of foreign direct investment.