

Regional Seminar on the Promotion of Bankable Sustainable Development Goal Projects

Bangkok, 30-31 May 2018

REPORT



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I. Overview

On 30 and 31 May 2018, UNCTAD, in partnership with the International Institute for Trade and Development (ITD) and the Thailand Board of Investment (BOI), organized a Regional Seminar on the Promotion of Bankable Sustainable Development Goal (SDG) Projects in Bangkok, Thailand. Over 50 officials from investment promotion agencies (IPAs) of 14 Asian countries and representatives of international organizations, outward investment agencies and institutions (OIAs), various government agencies and the private sector participated. Half of the participants were female.

The seminar gave participants an overview of global and regional foreign direct investment (FDI) trends, the role that FDI can play in the financing of the SDGs, and UNCTAD guidelines for SDG project selection and development as well as strategies to market these projects. Presentations on international partnerships on promoting investment in the SDGs were given by experts from UNCTAD, UNDP, UNESCAP and the World Association of Investment Promotion Agencies (WAIPA). The seminar featured case studies from Bangladesh, India and Malaysia on initiatives and tools to promote green industries and the development of FDI project pipelines. Presentations on SDG related project financing and regional cooperation were given by representatives from ITD, the Asian Development Bank Institute, the UN Capital Development Fund and the ASEAN Secretariat. Breakout sessions were held to allow participants to prepare and present SDG project proposals based on UNCTAD models that were introduced in the seminar.

In the evaluation (part III), all participants marked that the seminar met its objective, with high ratings given for the degree in which they benefitted and the usefulness of the training. The group exercises were particularly appreciated, and most participants indicated that they intend to use practices and techniques learned in their future work.

The seminar was part of an UNCTAD technical assistance project funded by the Government of the Netherlands. The event was widely covered by the local press, including business newspapers and television networks.

"Allow me to thank you for the opportunity presented to attend the seminar in Bangkok. I found it very useful and I took back a lot of new insights for myself." (Email message from a participant on 04/06/2018)

"I appreciate your entire support & such spectacular arrangements during the program in Bangkok." (Email message from a participant on 03/06/2018)

"It was a wonderful event in Bangkok." (Email message from a participant on 05/06/2018)

"The bankable FDI project template is very useful."

"Presentations on international partnership are interesting. We would like to explore potential opportunities in this area."

"Wonderful programme. Very informative presentations."

II. Programme

Regional Seminar on the Promotion of Bankable Sustainable Development Goal Projects

Swissotel Le Concorde, Bangkok

30-31 May 2018

Preliminary Programme

Day One, 30 May

- | | |
|-------------|---|
| 9:00–9:15 | Registration |
| 9:15–9:30 | Opening <ul style="list-style-type: none"> ▪ Dr. Kamalinne Pinitpuvadol, Executive Director, International Institute for Trade and Development (ITD), Thailand ▪ Dr. Bonggot Anuroj, Deputy Secretary General, Board of Investment (BOI), Thailand ▪ Mr. Paul Wessendorp, Chief, Investment Promotion Section, Division on Investment and Enterprise (DIAE), UNCTAD |
| 9:30–10:30 | FDI trends and the Sustainable Development Goals (SDGs) <ul style="list-style-type: none"> ▪ Mr. Paul Wessendorp, DIAE, UNCTAD <ul style="list-style-type: none"> - Global and regional foreign direct investment trends - Investment in the SDGs |
| 10:30–11:00 | Group photo and coffee break |
| 11:00–11:30 | SDG model project proposals and operational strategies to market them <ul style="list-style-type: none"> ▪ Mr. Carlos Griffin, UNCTAD consultant |
| 11:30–12:00 | Measuring the quality and development impact of FDI projects <ul style="list-style-type: none"> ▪ Mr. Yongfu Ouyang, Economic Affairs Officer, Investment Promotion Section, DIAE, UNCTAD |
| 12:00–12:30 | Strategies of the Government of Thailand to promote the SDGs <ul style="list-style-type: none"> ▪ Dr. Bonggot Anuroj, Deputy Secretary General, Board of Investment (BOI), Thailand |
| 12:30–14:00 | Lunch break offered by ITD, Thailand |
| 14:00–15:30 | International partners for promoting investment in the SDGs <ul style="list-style-type: none"> ▪ Mr. Bostjan Skalar, CEO, World Association of Investment Promotion Agencies (WAIPA) ▪ Mr. Artak Melkonyan, Chief Operations Officer, UNDP Sustainable Impact Finance ▪ Ms. Marit Nilses, Economic Affairs Officer, Investment and Enterprise Development Section, UN Economic and Social Commission for Asia and the Pacific (ESCAP) |
| 15:30–16:00 | Coffee break |

- 16:00–17:30 **Private sector contributions to the SDGs**
- Dr. Wandee Khunchornyakong Juljarern, Chairperson, SPCG Public Company Limited, Thailand
 - Mr. Joseph Hong, Managing Director, Robert Bosch Limited, Thailand
- 18:30–20:30 **Welcome reception offered by ITD, Thailand**

Day Two, 31 May

- 9:00–10:30 **Case studies on the promotion of FDI in SDG projects**
- Ms. Chandrima Sinha, Vice President, Invest India, India
 - Mr. Shams Al-Mujahid, Joint Secretary, Bangladesh Investment Development Authority (BIDA), Bangladesh
 - Mr. Shahzul Jayawirawan Bin Mohd Yunus, Deputy Director, Green Technology Division, Malaysian Investment Development Authority (MIDA), Malaysia
- 10:30–11:00 **Coffee break**
- 11:00–12:30 **Creative project financing and regional cooperation on investment in the SDGs**
- Dr. Kamalinne Pinitpuvadol, Executive Director, International Institute for Trade and Development (ITD), Thailand
 - Professor Naoyuki Yoshino, Dean, Asian Development Bank Institute (ADBI)
 - Mr. Paul Martin, Regional Technical Advisor – ASEAN and Pacific, UN Capital Development Fund (UNCDF)
 - Mr. Tan Tai Hiong, Assistant Director and Head of the Services and Investment Division, ASEAN Secretariat
- 12:30–14:00 **Lunch break offered by ITD, Thailand**
- 14:00–14:30 **Sector specific models of bankable SDG project proposals**
- Mr. Carlos Griffin, UNCTAD Consultant
- 14:30–15:30 **Group Exercise: Preparing an SDG investment project proposal**
- Moderated by UNCTAD
- 15:30–16:00 **Coffee break**
- 16:00–16:45 **Group Exercise: Presentations**
UNCTAD
- 16:45–17:00 **Closing**
Wrap up and evaluation

III. Evaluation Results

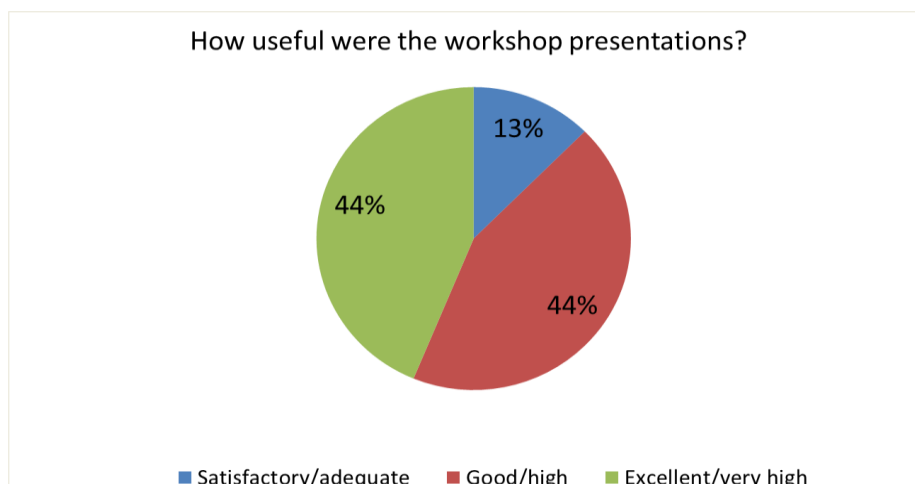
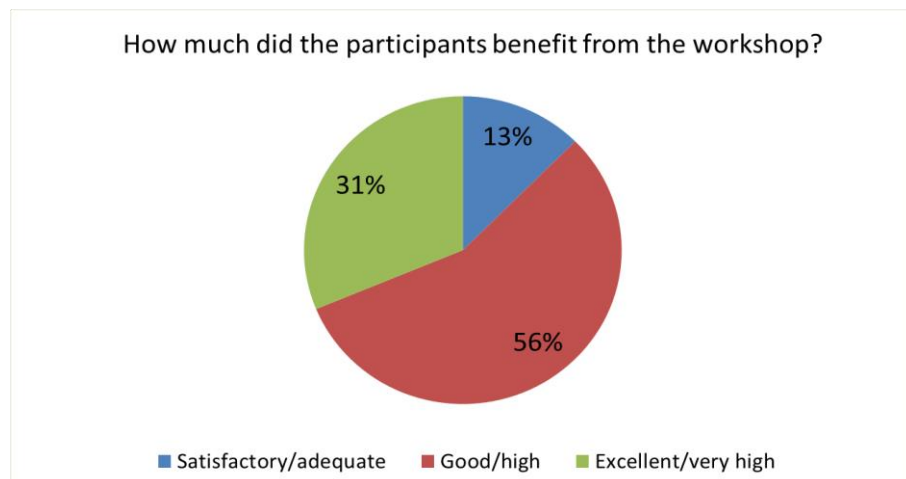
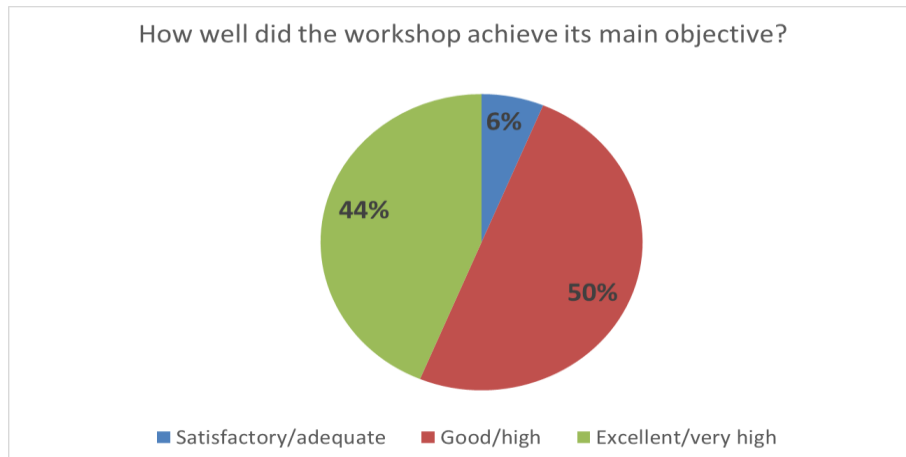
Scale:

1 = Very poor/not at all; 2 = Poor/a little; 3 = Satisfactory/adequate; 4 = Good/high; 5 = Excellent/very high

Average response to evaluation survey:

1. How well was the main objective achieved? **4.38**
2. How much did participants benefit from this workshop? **4.19**
3. Please rate the usefulness of the sessions
 - a. FDI trends and the SDGs: **4.50**
 - b. SDG model project proposals and operational strategies to market them: **4.44**
 - c. Measuring the quality and development impact of FDI projects: **4.44**
 - d. Strategies of the Government of Thailand to promote the SDGs: **4.31**
 - e. International partners for promoting investment in the SDGs: **4.31**
 - f. Private sector contributions to the SDGs: **4.44**
 - g. Case studies on the promotion of FDI in SDG projects: **4.50**
 - h. Creative project financing and regional cooperation on investment in the SDGs: **4.56**
 - i. Sector-specific models of bankable SDG project proposals: **4.38**
 - j. Group Exercise: Preparing an SDG investment project proposal: **4.56**
4. Quality of the workshop presentations
 - a. Content: **4.38**
 - b. Clarity: **4.13**
 - c. Usefulness: **4.31**
5. Do you intend to use the SDG project proposal template? **Yes 14 out of 16 (88%)**

6. Would your investment promotion agency be interested in a partnership relationship with an outward investment agency or institution? **24 out of 25 (96%)**



IV. Participants

	Mr./ Ms.	Name	Title	Organization	Country
1	Ms.	Hana Kanoo	Senior Economist	Bahrain Economic Development Board	Bahrain
2	Mr.	Shams Al-Mujahid	Joint Secretary	Bangladesh Investment Development Authority (BIDA)	Bangladesh
3	Ms.	Sonam Lhamo	Industries Officer	Ministry of Economic Affairs	Bhutan
4	Mr.	Sophal Suon	Director, Public Relations and Promotion of Private Investment	Council for the Development of Cambodia	Cambodia
5	Mr.	Bostjan Skalar	CEO	World Association of Investment Promotion Agencies (WAIPA)	International organization
6	Mr.	Naoyuki Yoshino	Dean	ADB Institute	International organization
7	Mr.	Tan Tai Hiong	Assistant Director and Head of the Services and Investment Division	ASEAN Secretariat	International organization
8	Mr.	Paul Wessendorp	Chief, Investment Promotion Section	UNCTAD	International organization
9	Mr.	Yongfu Ouyang	Economic Affairs Officer, Investment Promotion Section	UNCTAD	International organization
10	Mr.	Carlos Griffin	Consultant	UNCTAD	International organization
11	Ms.	Marit Nilses	Economic Affairs Officer	United Nations Economic and Social Commission for Asia and the Pacific (ESCAP)	International organization
12	Mr.	Paul Martin	Chief Technical Advisor – Asia Pacific	UN Capital Development Fund (UNCDF)	International organization
13	Mr.	Artak Melkonyan	COO	UNDP Impact Investment Finance	International organization
14	Ms.	Yolanda Jinsin Ma	Communication & Partnership Head	UNDP Impact Investment Finance	International organization
15	Ms.	Chandrima Sinha	Vice President	Invest India	India
16	Mr.	Ermek Sydykov	Expert	Investment Promotion and Protection Agency of the Kyrgyz Republic	Kyrgyz Republic

17	Ms.	Ammala Namsavanh	Senior Officer	Investment Promotion Department (IPD)	Lao PDR
18	Mr.	Seng In Avin Chan	Assistant Officer	Macao Trade and Investment Promotion Institute	Macao, China
19	Mr.	Shahzul Jayawirawan Bin Mohd Yunus	Deputy Director, Green Technology Division	Malaysian Investment Development Authority	Malaysia
20	Ms.	Aye Sanda Lwin	Director, Directorate of Investment and Company Administration	Ministry of Planning and Finance	Myanmar
21	Mr.	Ratnesh Shashi	Section Officer	Investment Board Nepal	Nepal
22	Ms.	Nisreen Jaffer	Consultant	The Public Authority for Investment Promotion and Export Development (ITHAA)	Oman
23	Mr.	Abdullah H. AlKhathlan	Director of Strategy & Performance	Saudi Arabian General Investment Authority	Saudi Arabia
24	Mr.	Ahmad O. Arab	Deputy of Strategy	Saudi Arabian General Investment Authority	Saudi Arabia
25	Mr.	Hamoud B. AlAnaz	Project Manager	Saudi Arabian General Investment Authority	Saudi Arabia
26	Ms.	Bonggot Anuroj	Deputy Secretary General	Board of Investment (BOI)	Thailand
27	Ms.	Bongkot Jittanoon	Investment Promotion Officer, International Affairs Division	Board of Investment (BOI)	Thailand
28	Ms.	Bussarakum Sritatana	Executive Director, International Affairs Division	Board of Investment (BOI)	Thailand
29	Ms.	Duangkamon Teanmanee	Senior Investment Promotion Officer, Foreign Investment Marketing Division	Board of Investment (BOI)	Thailand
30	Mr.	Joseph Hong	Managing Director	Robert Bosch Limited	Thailand
31	Ms.	Jutwat Phomtat	Trade Policy and Strategy Office	Ministry of Commerce	Thailand
32	Ms.	Liza Dharnee Baskaran	Senior Investment Promotion Officer, International Affairs Division	Board of Investment (BOI)	Thailand
33	Ms.	Nithinant Ponghirantanachok	Treasury Analyst professional	Neighbouring Countries Economic Development Cooperation Agency	Thailand

34	Ms.	Orwanga Vichailak	Economist	Fiscal Policy Office	Thailand
35	Mr.	Pakpoom Teranan	Expert	The Federation of Thai Industries	Thailand
36	Mr.	Parama Chaiyasucheeva	Senior Investment Promotion Officer, Investment Strategy and Policy Division	Board of Investment (BOI)	Thailand
37	Mr.	Paritat Chantasakda	Senior Economist	Fiscal Policy Office	Thailand
38	Mr.	Pattana Uengpanich	Senior Investment Promotion Officer, Thai Overseas Investment Promotion Division	Board of Investment (BOI)	Thailand
39	Ms.	Phainida Pruchayaku	Policy and Plan Analyst	PTT Public Company Ltd.	Thailand
40	Ms.	Phimchanok Kantasa-Ard	Senior Legal Counsel	SCG Legal Counsel Ltd.	Thailand
41	Ms.	Piyaporn Aeimtitawat	Deputy Executive Director	International Institute for Trade and Development (ITD)	Thailand
42	Mr.	Ponitch Assrastaporn	Researcher, Department of International Economic Affairs	Ministry of Foreign Affairs	Thailand
43	Mr.	Prathomrak Nangexn	Analyst	PTT Public Company Ltd.	Thailand
44	Mr.	Ryabutr Chohijarn	Chairman	Pryanarong, Co. Ltd.	Thailand
45	Ms.	Sasirataon Croutchupong	Senior Investment Promotion Officer	Board of Investment (BOI)	Thailand
46	Ms.	Shorkaew Prasongsom	Senior Investment Promotion Officer, Investment Services Center	Board of Investment (BOI)	Thailand
47	Ms.	Siwadee Suksawate	Investment Promotion Officer, Investment Services Center	Board of Investment (BOI)	Thailand
48	Mr.	Supatchara Distabanjong	Director, Office of Knowledge Management	International Institute for Trade and Development (ITD)	Thailand
49	Mr.	Thanchanok Chaykamhang	Economist	Bank of Thailand	Thailand
50	Ms.	Timporn Prasitpaisal	Investment Promotion Officer, Investment Promotion Division 5	Board of Investment (BOI)	Thailand
51	Ms.	Tongta Sudmi	Investment Promotion Officer, International Affairs Division	Board of Investment (BOI)	Thailand

52	Ms.	Wandee Khunchornyakong Juljarern	Chairperson	SPCG Public Company Limited	Thailand
53	Ms.	Wisuchada Chotnok	Investment Promotion Officer, Investment Promotion Division 2	Board of Investment (BOI)	Thailand
54	Ms.	Duangthip Chomprang	Director, Office of Regional Cooperation and Support	International Institute for Trade and Development (ITD)	Thailand
55	Mr.	Kamalinne Pinitpuvadol	Executive Director	International Institute for Trade and Development (ITD)	Thailand
56	Mr.	Astario Franah	Diplomat	Embassy of Tunisia	Tunisia

