

Post-COVID-19 : IPAs Adapting to the New Normal

Tuesday, 30 June 2020
4 p.m. Geneva time

Regional webinar for investment promotion agencies from the Caribbean

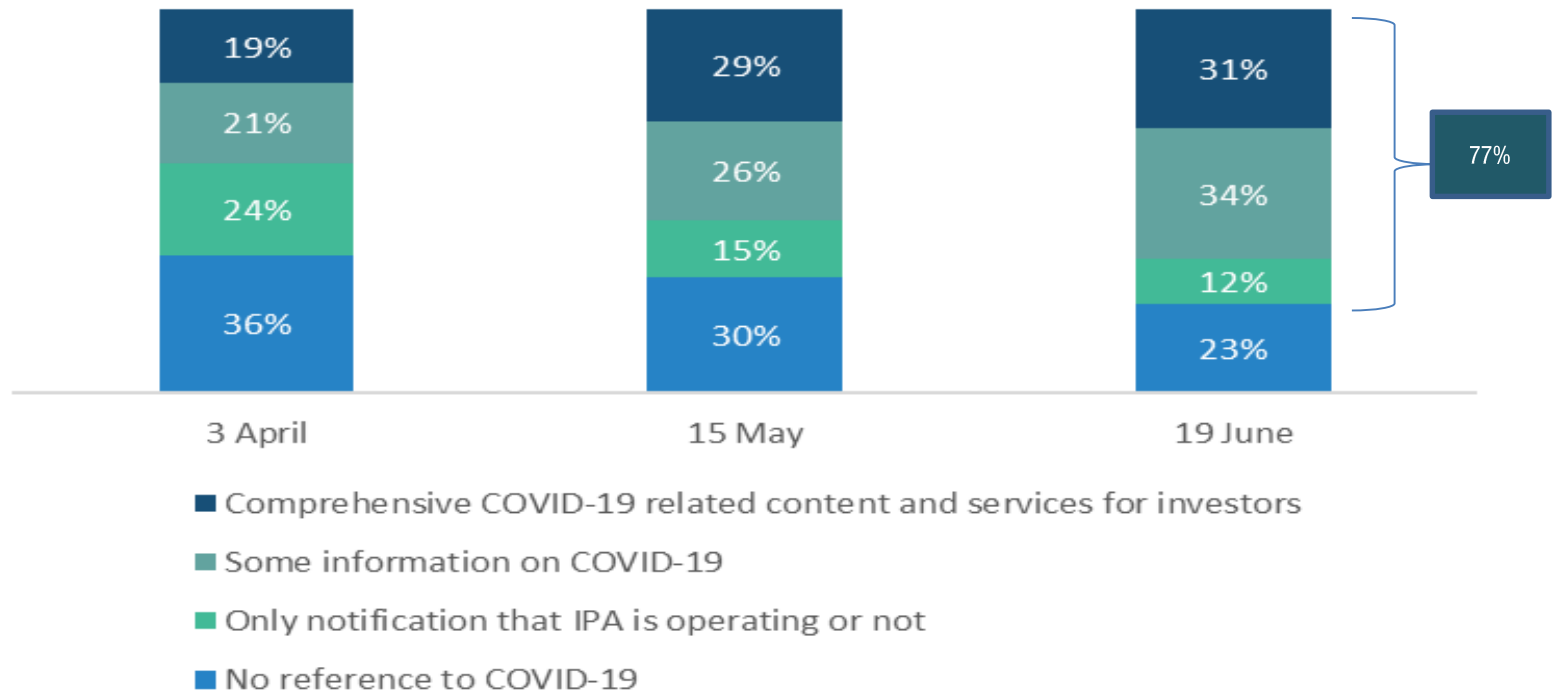
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United Nations Conference on Trade and Development



IPAs continue to strengthen their online response

Global results of a survey of 180 national IPAs from 3 April to 19 June 2020



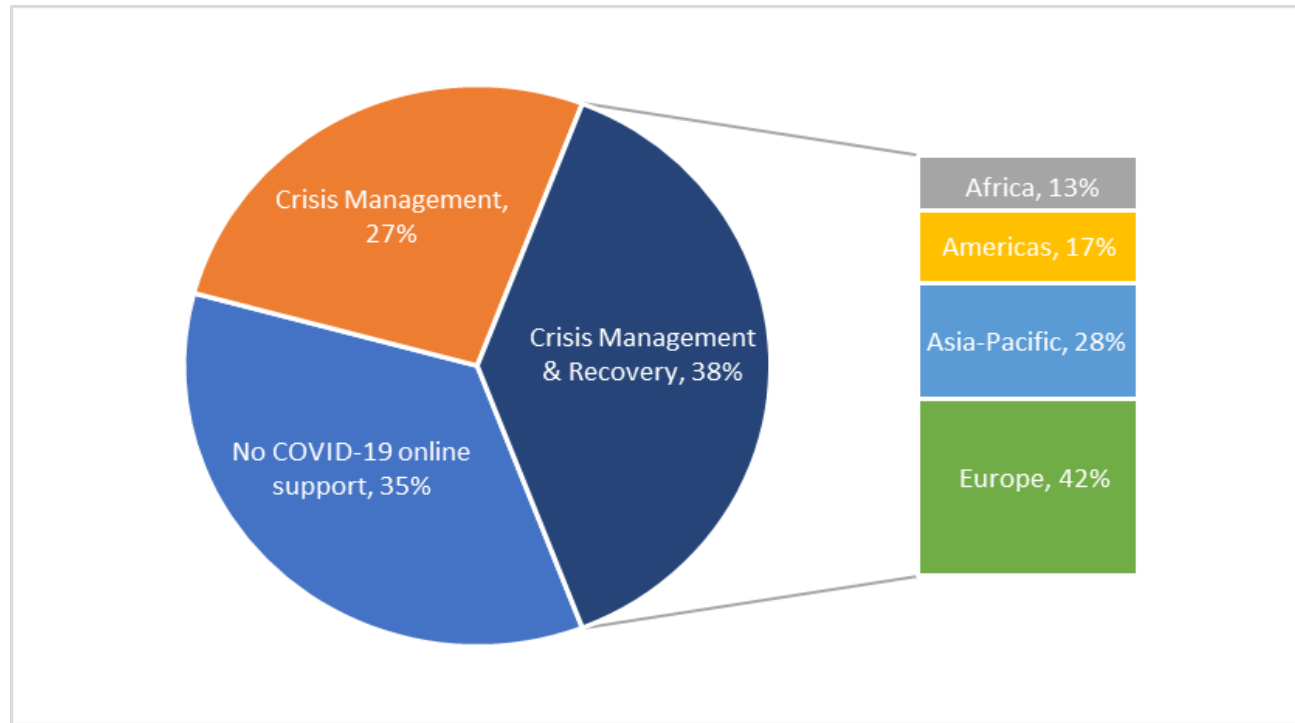
Source: UNCTAD

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IPAs are moving from crisis management to recovery services and information online

Global results of a survey of 180 national IPAs on 19 June 2020



Source: UNCTAD

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Differences in online response reflect digital divide

Results by region on 30 June 2020

	No reference to COVID-19	Only notification that IPA still operates or not	Some Info on COVID 19	Comprehensive COVID-19 related content and services for investors
Africa	30%	16%	38%	16%
Americas	12%	9%	59%	20%
Asia-Pacific	27%	19%	25%	29%
Europe	18%	3%	20%	59%
Caribbean*	10%	10%	70%	10%

** Includes 17 national Caribbean IPAs and British Virgin Islands, Curacao and the Cayman Islands*

Source: UNCTAD

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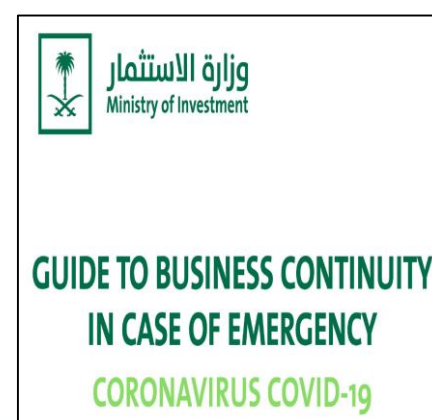
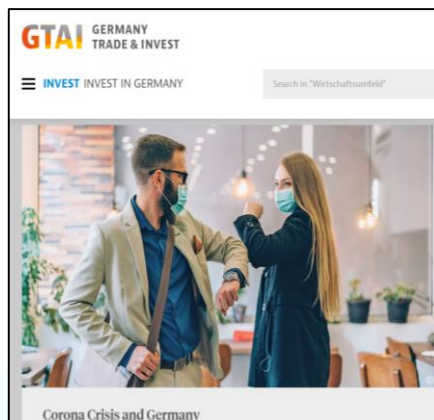


Emerging trends by IPAs amidst the new normal

- ✓ **Rise in strategic and targeted investment promotion**, in new as well as traditional opportunity areas, with more online outreach activities and less travel.
- ✓ **Enhanced service offering and online investment facilitation has become the norm.** The Coronavirus-crisis tipped the scale in favor of online investor services.
- ✓ **IPAs are emerging as “trouble-shooters” and are reinforcing their aftercare services** with renewed attention to business linkages between MNEs and domestic companies.
- ✓ **Increased attention for data** that can support IPA functions, including **a more robust policy advocacy role.**
- ✓ **Strategic partnerships and enhanced regional cooperation** that can help with the economic recovery and advancement of the SDGs.



Initial response by IPAs: selected examples



Evolving response by IPAs: selected examples

“Bahrain is a fitting site for the Logistics Warehouse of the Future, and will serve as an efficient distribution hub for much-needed food and medicine supplies for the entire region.”

Hussain Rajab
Co-Chief Investment Officer, Bahrain EDB

MYC COX COVID-19 BUSINESS friendly BAHRAIN

Bangladesh Investment Development Authority @Banglades... · 18h

Grateful to H.E. Ambassadors of Denmark, Sweden, Norway & @NCCIB, @Grameenphone, @Maersk joined our call, focusing on faster digitization, reforms. From capital to tech, Nordic companies offer great opportunities. We will work with our partners & do what is needed 🇧🇩🇩🇪🇸🇳🇴🇸🇪

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Thank you!

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