

**NATIONAL TRAINING WORKSHOP ON PROMOTION AND FACILITATION OF FOREIGN
DIRECT INVESTMENT FOR SUSTAINABLE DEVELOPMENT IN TIMOR LESTE**

**Timor Plaza Hotel, Dili
10-12 December 2019**

Objectives:

The Workshop is designed for policymakers and officials of investment promotion agencies in Timor Leste to raise their awareness and capacity to formulate policies and strategies for the promotion and facilitation of foreign direct investment (FDI) for sustainable development. The Workshop will provide opportunities for discussion and knowledge transfer to identify the current obstacles and problems related to establishing an environment conducive to investment at the central and provincial level and to identify practical solutions to address these obstacles and problems, including comprehensive investment promotion, facilitation and aftercare activities.

Tuesday, 10 December

08:30 – 09:00	<p>Opening session</p> <ul style="list-style-type: none"> • <i>H.E. Mr. Fidelis Manuel Leite Magalhaes</i>, Minister of Legislative Reform and Parliamentarian Affairs and Minister Coordinating Economic Affairs, • Remarks by <i>Mr. Roy Trivedy</i>, United Nations Resident Coordinator • Opening statement by <i>Mr. Marc Proksch</i>, Chief Investment and Enterprise Development; Trade, Investment and Innovation Division, UNESCAP
09:00 – 10:15	<p>Session 1 - Setting the scene: FDI in Timor Leste</p> <p><i>This session will give an overview of the current situation regarding overall FDI in Timor Leste, of recent trends and of the general policy and legislative framework in place for the attraction and facilitation of FDI. The session will also outline current challenges and obstacles that need to be addressed from the Government's point of view with focus on promoting FDI in the country. Discussion will follow to obtain feedback from participants. At the end of the session, participants will have a better understanding of the current situation and challenges regarding FDI in Timor Leste.</i></p> <p><i>Mr. Arcanjo da Silva</i>, Executive Director of TradeInvest, Timor-Leste.</p> <p><i>Mr. Soneath Hor</i>, Resident Representative of International Finance Corporation</p> <p><i>Mr. Sunil Mitra</i>, Country Director, Asian Development Bank</p>

10:15 – 10:45	Networking tea/coffee break
10:45 – 12:00	<p>Session 2 - Understanding the fundamentals of FDI and how investors make decisions</p> <p><i>This session will review the determinants of the various types of FDI operating in the global marketplace and their potential roles in Timor Leste. It will review the general status of private sector development, the role of the private sector and foreign investors in development, and critical issues in the business environment. The session will also review decision criteria for investors selecting investment locations and what investors look for in an investment location.</i></p> <p>Ms. Marit Niises, Economic Affairs Officer, Investment and Enterprise Development, TIID, ESCAP</p>
12:00 – 13:00	Lunch break
13.00 – 14:30	<p>Session 3 - The policy, institutional and legal framework for attracting and benefiting from FDI</p> <p><i>This session will explore and discuss the policies and legislation that need to be formulated/implemented or improved to attract FDI suitable for Timor Leste. The session will discuss the overall required policy framework, coordination and consultation mechanisms, and address specific policies to strengthen local competitive advantage, science, technology and innovation capacity, and forging linkages between foreign and domestic enterprises. Special attention will be paid to the need to enhance sustainability of FDI and how FDI can contribute to achieving sustainable development. At the end of the session, participants will have a better understanding of what policies need to be adopted or adapted to more effectively attract FDI and ensure the contribution of FDI to sustainable development.</i></p> <p>Mr. Marc Proksch, ESCAP</p>
14:30 – 15:00	Networking tea/coffee break
15:00 – 16:30	<p>Break-out Group Discussion</p> <p>Question to the groups:</p> <ol style="list-style-type: none"> 1. Please identify the five key issues that must be dealt with in Timor Leste to attract suitable and sustainable FDI. 2. Please identify the strengths and weaknesses, threats and opportunities to attracting sustainable FDI to Timor Leste
16:30 – 17:00	Presentations back to plenary

Wednesday, 11 December

09:00 – 10:30	<p>Session 4 - Introduction to investment promotion and formulating an effective investment promotion strategy</p> <p><i>This session will give an overview of what is investment promotion and what are the key ingredients of an effective investment promotion strategy. At the end of the session, participants will have better understanding of how to formulate and implement an effective investment promotion strategy, and a basic knowledge of the following key tools:</i></p> <ul style="list-style-type: none"> • <i>Image building and benchmarking</i> • <i>Investment promotion tools: websites, social media and others</i> • <i>Investor targeting and lead generation</i> <p><i>Marc Proksch and Marit Nilses, ESCAP</i></p>
10:30 – 10:45	Networking tea/coffee break
10:45 – 12:30	<p>Session 5 Group exercise: Please identify the key components of a sustainable investment promotion strategy with focus on identifying:</p> <ul style="list-style-type: none"> • Unique selling proposition/brand • Key objective • Key sector • Key targets (country/company) • Key actions • Key performance indicators
12:30 – 13:30	Lunch break
13:30 – 14:15	<p>Session 6 - Investment facilitation at pre-establishment level and the site visit</p> <p><i>This session will introduce investment facilitation at the pre-establishment level, including preparing for and conducting a site visit by investors following a comprehensive benchmarking and investment promotion exercise. The site visit is of particular importance for local IPAs as the government seeks to diversify investment towards states and regions. At the end of this session, participants will have a better understanding of the process involved in screening and approving investments and preparing for and conducting an effective site visit by investors so that investors can be convinced that the promoted location/site will be their favoured investment destination.</i></p> <p><i>Marit Nilses, ESCAP</i></p>
14:15 – 15:00	<p>Session 7 - Investment facilitation in the establishment and post-establishment phase: the one-stop shop and providing effective aftercare and policy advocacy.</p>

	<p><i>This session will discuss the requirements for investors to set up their investment project and the pros and cons of a one-stop service based on best practice. At the end of the session, participants will have better understanding of the limitations of a one-stop service and how investors can be effectively assisted at state and region levels in setting up their investment. This session will also discuss one of the most important functions of an IPA: providing aftercare to investors during the investment phase, including obtaining regular feedback from investors on the general investment climate and performance of the IPA. The session will discuss how IPAs can help investors navigate the many obstacles and problems they may encounter during their operational phase. The session will also discuss how IPAs can play an important role in policy advocacy to ensure that investor feedback is incorporated in policymaking to improve the overall investment climate. At the end of the session, participants will have better understanding of the need for and role of aftercare and policy advocacy and what is required to provide effective aftercare to investors.</i></p> <p>Marc Proksch, ESCAP</p> <p>Mr. Jose Antonio Lay, Director of Consortium Austim Beverage S.A.</p> <p>Mr. Jackson Lay, Managing Director, Hilton Hotel</p>
15:00 – 15:30	Networking tea/coffee break
15:30 – 16:30	<p>Break-out Group Discussion Question to the groups: What are the key gaps in investment facilitation in Timor Leste?</p>
16:30 – 17:00	Presentations back to plenary

Thursday, 12 December

09:00 – 10:30	<p>Session 8 - Establishing and/or improving an effective investment promotion agency at central and local level</p> <p><i>This session will look at the requirements for an effective and efficient investment promotion agency (IPA) at central and local level to undertake the key functions of investment promotion and facilitation. The session will review various IPA structures and management systems, key roles and reporting mechanisms, and identifies best practice for IPAs at the local level. The session will also discuss the key features of an effective website for the IPA. The session will allow for discussions on the current IPA structure in Timor Leste and how it can be improved. At the end of the session, participants will have better understanding of the key aspects of an effective investment promotion agency and associated website.</i></p> <p>Group exercise:</p>
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	Identify key vision/mission and objectives of an effective investment promotion agency <i>Marit Nilnes, ESCAP</i>
10:30 – 11:00	Networking tea/coffee break
11:00 – 12:00	Break-out Group Discussion Question to the groups: What are the key next steps for investment promotion and facilitation for Timor Leste and who will do what?
12:00 – 12:30	Presentations back to plenary
12:30 - 13:00	Workshop wrap-up