



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

ITPO Heads Meeting 2012

Promoting responsible investments and
green technology for sustainable
industrial development

4-5 October 2012

Hotel Marco Polo
Moscow, Russian Federation



PARTNER FOR PROSPERITY

UNIDO's Investment and Technology Promotion Network (ITPOs)

an overview

9 July 2012

NETWORK OF UNIDO INVESTMENT AND TECHNOLOGY PROMOTION OFFICES



Legal Framework

■ General Conferences

1989 - GC.3/Res.19

1995 - GC.6/Dec.12

(Guidelines for Functioning of IPS)

2003 - GC.10/Dec.18

(Business Plan / Guidelines for ITPOs)

■ Industrial Development Board

2002 - New Guidelines for ITPOs

■ Executive Board

2003 - ITPO meeting

2004 - New strategy for ITPO

■ DG's Bulletin

2008 - UNIDO/DGB/(0)(.95/Add.4)

Present Mandate

- (a) **In industrialized countries:** promoting industrial investment and technology from their host countries to developing countries and countries with economies in transition;
- (b) **In developing countries and countries with economies in transition:** (a) plus industrial investment and technology from abroad to their host countries

Main Functions

- ▶ Disseminate latest information on legal and economic conditions, investment financing and opportunities for industrial cooperation
- ▶ Identify and promote specific investment opportunities
- ▶ Provide expert advice at all stages of the business cycle
- ▶ Facilitate business contacts between project sponsors and potential foreign investors (honest broker for responsible partnerships)

ITPO CURRENT FUNCTIONS

- ▶ Disseminate latest information on legal and economic conditions, investment financing and opportunities for industrial cooperation (Value added from UNIDO)
- ▶ Identify and promote specific investment opportunities
- ▶ Provide expert advice at all stages of the business cycle
- ▶ Facilitate business contacts between project sponsors and potential foreign investors (honest broker for responsible partnerships)

However, in the last years ITPOs have shown to be capable of developing, implementing and mobilizing funds and strategic partnerships for TC and global forum activities.

DG Bulletin UNIDO/DGB/(o).95/Add.4



In reality, ITPOs, over the last years, have gone far beyond their formal mandate generating additional funds to core budgets, some examples:

UNIDO programmes	Modality: TC projects + Global Forum	Involved ITPOs/PTC units
→ Green Industry	<i>Rio+20, TGIC, ECO-Cities, Clean Technology Forum, IP Projects (Arab and African countries)</i>	<i>ITPO Italy, Japan, France, Bahrain PTC/ EMB and PTC/ECC</i>
→ Regional integration, Industrial Cooperation	<i>EurAsEC, BRICS, Changchoun CIIC Armenia, CIIC Kazakhstan</i>	<i>ITPO Russia, R.Korea, Beijing, Shanghai – PTC/BRP/EUR PTC/BRP/LAC</i>
→ GEF	<i>TC</i>	<i>ITPO Russia, Italy (under discussion) PTC/ECC</i>
→ Entrepreneurship	<i>EDIP programmes in Africa, Arab, Asia and Latin America regions Global forum</i>	<i>ITPO Bahrain – PTC/BIT</i>
→ Agribusiness	<i>IPACK-IMA, OPTIMA Sierra Leone fishery project</i>	<i>ITPO Italy, France, Russia PTC/AGR</i>
→ SMEs Development	<i>UfM, Cluster Programmes →</i>	<i>ITPO Italy, Marseille, China PTC/BIT</i>



CIIC Russia: Example of expanded mandate

- The primary purpose of the Centre shall be to promote international cooperation in the economic, technological, industrial and scientific spheres between national enterprises, associations and organizations from developed and developing countries
- Promotion of outward and inward investment and technology from and to Russia
- Development of integrated regional technological projects and programmes with the participation of Foreign partners on a multilateral basis;
- Support to the implementation of technical and financial assistance programmes designed to promote the local industrial sector
- Promotion of programmes aimed at privatization, development of small and medium enterprises, etc.
- Promotion of industrial cooperation, including promotion of joint manufacturing, industrial integration, partnership in the sphere of subcontracting and sale of goods;

CIIC Russia: Example of expanded mandate (cont'd)

- Organization, in accordance with UNIDO's policies and procedures, of conferences, symposia, seminars, etc;
- Creation of a database incorporating information on national and foreign technologies and of information exchange system;
- Development of programmes aimed at training professional personnel
- Arrange training events and study tours
- Assistance to the national organizations which are interested in cooperation with UNIDO
- Promotion of industrial research projects performed by National and Foreign partners and assistance in preparation of pre-investment studies;



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Спасибо за внимание!