

THIRD FORUM

ISID INCLUSIVE AND
SUSTAINABLE
INDUSTRIAL
DEVELOPMENT

14 JULY 2015

CONFERENCE REPORT



FINANCING FOR INCLUSIVE AND
SUSTAINABLE INDUSTRIAL DEVELOPMENT



CO-ORGANIZED WITH THE GOVERNMENTS
OF ETHIOPIA AND SENEGAL, AND UNECA



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ISID INCLUSIVE AND
SUSTAINABLE
INDUSTRIAL
DEVELOPMENT
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Foreword



Since the launching of the first UNIDO Forum on inclusive and sustainable industrial development (ISID) in Vienna in June 2014, the international development community has witnessed a historic achievement. World leaders adopted the 2030 Agenda

for Sustainable Development and 17 Sustainable Development Goals (SDGs) at the UN Summit in New York in September 2015. The 2030 Agenda and its goals, targets and indicators are the result of a long and inclusive process of consultations. They are intended to frame the sustainable development strategies and policies to be implemented by the global development community over the next 15 years, and to bring transformational change while ensuring that no one is left behind.

For UNIDO, the adoption of SDG 9, *Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation*, is a recognition of the crucial role of industry in achieving the overarching goals of ending extreme poverty, fighting inequality, and addressing climate change, water, energy and food security. The mandate of UNIDO is an essential component of Sustainable Development Goal 9, and is instrumental to the achievement of all the other goals.

The key challenge ahead is the implementation of the 2030 Agenda. This will involve the integration of the SDGs in national regulatory and development strategies and policies as well as the mobilization of the required resources. Because the 2030 Agenda for Sustainable Development is significantly different from the MDG framework that it replaces, it will require new and innovative collective actions for facilitating partnerships to leverage the resources—from the private sector, civil society, academia, international organizations, development finance institutions and national

governments—needed for scaling up investment to realize its ambitious goals and targets.

UNIDO's first and second ISID forums provided highly successful platforms for multi-stakeholder dialogue on how to pursue inclusive and sustainable industrialization through strategies, policies and programmes and to leverage multi-stakeholder resources through the innovative Programmes for Country Partnership (PCP). Two PCPs are currently being piloted in Ethiopia and Senegal. The third ISID forum on financing for ISID, held in Addis Ababa in July 2015 in the context of the third international conference on financing for development, showcased the concrete application of the PCP approach on the ground, and its success in mobilizing traditional and non-traditional resources for investment in ISID. This third high-level ISID Forum also acknowledged PCPs to have a great potential for implementing all SDGs. In this context, the Forum stressed that demand for the expertise of international organizations, such as specialized agencies like UNIDO, is expected to increase in the future.

UNIDO encourages all stakeholders to join forces and form a new global partnership for the effective implementation of the 2030 Agenda. We need to seize this historic moment and make a concerted effort to achieve the transformative agenda for the benefit of all countries and their populations.

A handwritten signature in black ink, appearing to be 'LI YONG' in a stylized, cursive script.

LI Yong
Director General, UNIDO

Acknowledgements

This Report was prepared by Olga Memedovic, Thomas Jackson and Kjell Sundin, with assistance from Daniel Laaber and Theresa Rueth. It presents a summary of the discussions and proceedings from the UNIDO third Forum on Financing for Inclusive and Sustainable Industrial Development, held on 14 July 2015 in Addis Ababa, Ethiopia.

Overall supervision of the Forum was the responsibility of Philippe Scholtès, UNIDO Managing Director. Ciyong Zou oversaw coordination, implementation and financial management, supported by a secretariat consisting of Dejene Tezera, Juergen Hierold, Kjell Sundin and Raluca Ursu, and in close collaboration with UNIDO's Office of Strategic Planning, Coordination and Quality Monitoring. The Forum was supported throughout by the UNIDO Director General and his office, including Shichun Wang, Karin Hruba and Constanze Silberbauer.

The Content Development working group, led by Dejene Tezera, consisted of Kjell Sundin, Nora Aoun, Tanmay Misra, Andrew Goodwin and Mathias Larsen. Mikhail Evstafyev was responsible for Media Outreach and Advocacy, assisted by Tajudeen Bello, Simone Carneiro, Sayaphol Sackda, Jie Zhao and Adriana Miljkovicova. Barbara Kreissler led the Invitations and Participation team, supported by Rana Fakhoury, Raluca Ursu, Vin Magistrado and Foteini Kanatsouli, as well as UNIDO's New York Office, Ethiopia Office, Brussels

Office, Donor Relations, Regional Bureaus and Alejandro Vera. The team at headquarters responsible for logistics and coordination with counterparts was led by Dejene Tezera, and comprised Tidiane Boye and Vin Magistrado.

The Ethiopia Regional Office (RO) provided essential support. A national task force was formed with representation from the co-organizing partners: UNIDO; the Government of Ethiopia (represented by the Ministry of Finance and Economic Development) as the responsible Ministry for the organization of the FfD3 and the Ministry of Industry (as UNIDO's line ministry) and the United Nations Economic Commission for Africa.

Overall Field Coordination and National Task Force: UNIDO—Jean Bakole, Stephen Kargbo, Fasil Reda and Asegid Adane; MOFED—Fantahun Asfaw; ECA—Hopestone Chavula. Several working groups were formed. IT related: Mesay Amare, Amanuel Brook and Juhar Nurhussien. Accommodation and transport: Belainesh Hailemariam; Gojam Tefera; Asegid Adane; Berhanu Gobena; Anteneh Derib and Seyoum Semu. Field Visit: Tadesse Segni; Muluneh Woldekidan and Moges Tessema. Invitations, Receptions and Name Plates: Bezawit Eshetu; Gebrela Asressahegn; Tigist Kassahun; Ludovica Marangoni and Roman Mesele. Information Desks: Blen Demissie; Tadesse Segni and Bruk Hadgu.

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Summary of proceedings

The third ISID Forum on 14 July 2015 was co-organized by UNIDO, the Government of Ethiopia, the Government of Senegal and the United Nations Economic Commission for Africa (UNECA). Held as a special side event during the 3rd International Conference for Financing for Development (FfD3), the Forum attracted a high profile list of speakers and panellists, and around 400 participants from over 70 countries. The opening session included the UNIDO Director General Mr. LI Yong; the Ethiopian Prime Minister, H.E. Hailemariam Desalegn; the Minister of Economy, Finance and Planning of Senegal, H.E. Mr. Amadou Ba (representing the President of Senegal); the UN Secretary-General, Mr. Ban Ki-moon; the World Bank President, Dr. Jim Yong Kim; the Chairperson of the African Union Commission, H.E. Ms. Nkosazana Dlamini-Zuma; the UNECA Executive Secretary, Mr. Carlos Lopes; and Mr. Fernando Frutuoso de Melo from the European Commission. H.E. Mr. Ahmed Shide, State Minister of Finance and Economic Development from Ethiopia, served as the Master of Ceremony during the opening session.

The opening statements were followed by a panel discussion moderated by Mr. Todd Benjamin. Panellists and discussants from the floor included Mr. Jeffrey Sachs and Mr. Justin Lin, both renowned academics; representatives of several development finance institutions (DFIs) such as the African Development Bank (AfDB), the European Investment Bank (EIB), the OPEC Fund for International Development (OFID) and the International Finance Corporation (IFC); representatives of the private sector; and the Chief Executive Officer and Chairperson of the Global Environment Facility (GEF). The public sector was represented by the Minister of Industry, Ethiopia, H.E. Mr. Ahmed Abteu; the Minister of Industry and Mining of Senegal, H.E. Mr. Aly Ngouille Ndiaye; and Ambassador and Director General for Global Issues, Ministry of Foreign Affairs of Japan, H.E. Mr. Atsuyuki Oike.

The discussions, based on the general consensus that ISID is essential for developing countries, focused on

novel ways of financing ISID. The DFIs, GEF and public sector representatives provided concrete examples how their institutions had contributed to ISID in the past, and voiced their commitment to contribute to ISID-related objectives and programmes in the future. In the subsequent panel discussion, high-level representatives of governments, DFIs, academia and the private sector engaged in a discussion on what developing countries can do to finance and achieve ISID. The representatives of DFIs demonstrated a strong commitment to future investment in ISID.

Following the morning session, the participants visited Eastern Industrial Zone, including a guided tour of the Huajian Group shoe manufacturing factory and of Be Connected Industries, a garment printing and labelling factory located within the zone.

The following is a summary of the discussions on the main topics of the Forum:

Infrastructure

For economic growth to take off, African countries need to upgrade their infrastructure, their roads, ports, information and communications technology (ICT), transport and industrial zones. Infrastructure is the basis for economic transformation and sustainability. Official Development Assistance (ODA) is used by some countries, such as Japan, to finance infrastructure projects. One example is Africa50, an initiative of the African Development Bank, is an investment bank for infrastructure that focuses on high-impact national and regional projects in the energy, transport, ICT and water sectors in Africa.

Energy

Reliable and sustainable energy systems remain a challenge for achieving ISID, despite Africa's enormous untapped energy resources. Considerable efforts are required to upgrade the energy sector; the technology for renewable energy generation is available and getting cheaper, but is not yet widespread. As with infrastructure

investment, ODA has been used to finance energy projects, particularly in the early demonstration phases, paving the way for the private sector to invest in additional capacity once projects prove their feasibility. Development finance institutions (DFIs) also invest in renewable energy. One example is a partnership between the European Investment Bank (EIB) and AfDB to establish a 300 megawatts windfarm close to Lake Turkana in Kenya, the largest public-private partnership (PPP) in the country's history. UNIDO is working with partner organizations to allow small- and medium-sized enterprises (SMEs) involved in renewable energy technologies to reach larger markets.

Skills upgrading and capacity-building

Another area that governments and development partners need to address is capacity-building of public institutions and the private sector. While industrialization is necessary for economic growth and poverty reduction, providing finance for industrial projects is not enough by itself; we need to address low levels of human capital in Africa. Finance must be coupled with capacity-building and clear regulatory frameworks. The technical knowledge required for the development and implementation of regulatory frameworks and PPPs, however, is not always available. Hence, DFIs and international organizations provide technical assistance to ensure the success of such projects.

Business environment

An attractive business environment for investment and private sector growth is a cornerstone of ISID. Countries need to reduce transaction costs to increase their competitiveness in the global market. A predictable and stable business environment reduces risks for the private sector. Once the business environment, infrastructure and public and private sector capacity are in place, attracting finance is much easier.

Industrial policy

Industrial policy is closely linked to a conducive business climate. The lack of industrial policy is a factor explaining the absence of regional clusters based on energy resources

and other regionally available resources in Africa. Examples of such untapped potential include the vast opportunities for hydropower and metal industries in West Africa, and the lack of a petrochemical industry in Tanzania and Mozambique, in spite of offshore natural gas deposits. A sector-focused strategy is key for attracting investment. Ethiopia has achieved positive results in terms of radically increasing the foreign direct investment (FDI) by implementing a targeted industrial policy. Another successful example is Colombia, where the government has implemented a policy to address poverty among coffee farmers and, at the same time, address the effects of climate change related to coffee farming.

Industrial zones

Industrial zones are an instrument for attracting investment in ISID and can work well in African countries, capitalizing on competitive advantages. The public sector needs to make focused investment decisions, particularly since such resources available for industrial development are limited. Industrial zones can attract a considerable amount of FDI, and ODA can be used to prepare feasibility studies to leverage private investment. Traditional technical cooperation could also help foreign investors find partners and gain a foothold in developing countries, especially in the initial non-revenue generating phase of projects.

Private sector financing

Financing for ISID requires more than capital investments in infrastructure and energy utilities; it also requires finance for the private sector, which is often lacking or is prohibitively expensive for local enterprises. One way to address this is the use of two-step loans, where ODA is used as a loan for banks that, in turn, extend loans to micro, small and medium-sized enterprises. Similarly, DFIs provide credit to commercial banks on the national level, which in turn provide access to finance for local SMEs. In addition, DFIs establish private equity funds for SMEs. International organizations can also provide technical assistance and funds for companies through equity funds.

The Ethiopian context

The main constraints for private sector growth in Ethiopia are access to finance, access to markets and the lack of a reliable supply of raw materials. Access to finance is very limited for local companies in Ethiopia owing largely to the cost of capital. Contrary to the situation for domestic SMEs, large international companies can access capital at relatively low interest rates. Such favourable rates should be extended to smaller domestic enterprises to level the playing field. Access to markets and trade barriers are critical issues. The third constraint is the lack of a reliable supply of raw materials. Attention should be shifted away from smallholder farmers who have difficulty supplying the industries with a regular and sufficient surplus, to commercial farmers who are in a better position to produce the surplus required by industry. Excessive bureaucracy hinders manufacturing companies and should be cut. Finally, experiences and affordable technologies from Asian countries that have successfully industrialized should be transferred to local companies in Ethiopia.

The priorities of the Ethiopian Government's Growth and Transformation Plan II (GTP II) are: the development of agro-industries, due to their labour intensive nature and export potential; the upscaling of domestic enterprises; and the establishment of industrial parks. Given the large amount of finance and technical know-how needed to set up industrial parks, the government needs partnerships. In an effort to mobilize funds for

ISID, the government aims at improving the overall business environment, making it more attractive for investments from the private sector and DFIs. The government is preparing to establish four agro-industrial parks, and is ready to partner with DFIs and other partners to begin implementation.

The Senegalese context

The industrial component of the Plan Sénégal Emergent, the country's national development strategy, reflects the President's vision of transforming Senegal into an emerging country by 2035. Senegal's path towards industrialization is supported by the Government's commitment to support the implementation of industrial zones. One of priorities for industrializing Senegal is the industrial integrated platform of Diamniadio, for which the Government has allocated US\$40 million of public funds. Such financial engagement further increases partnerships with development and private actors within the platform. Senegal's cooperation with the Government of China has enabled considerable progress regarding the construction of the platform. UNIDO, within the framework of the PCP, offers a comprehensive and integrated technical assistance package to support Senegal in implementing its industrial agenda. UNIDO's approach will help develop innovative and structured country-level partnerships to strengthen financial and technical support for the Plan Sénégal Emergent.



Nkosazana Dlamini-Zuma, Chairperson of the African Union Commission, and Ban Ki-moon, UN Secretary-General.



Li Yong, UNIDO Director General.



Jeffrey Sachs, Director of Columbia University's Earth Institute.



Third Forum on Inclusive and Sustainable Industrial Development.

Proceedings

Opening remarks

Mr. Li Yong, Director General United Nations Industrial Development Organization (UNIDO)

It is my great privilege to be with you today in this historic hall, where 52 years ago a group of visionary African leaders gathered to create the Organization of African Unity, the precursor of today's African Union. One of the noble objectives of those leaders was to promote the economic and social development of Africa. As I stand before you today I am fully aware of the deep responsibility that rests upon all of us to fulfill this objective.

As the Director General of the United Nations Industrial Development Organization, I am fully committed to supporting its achievement through my Organization's mandate of inclusive and sustainable industrial development, or ISID. Looking back over the past year or so, when we initiated our Programme for Country Partnership, or PCPs, as a means of operationalizing our ISID mandate in two pilot countries, Ethiopia and Senegal, I can hardly believe the tremendous progress that has been achieved in such a short time.

All of our partners, including those present at this event today, have been with us since the beginning of UNIDO's ISID mandate, and I would like to take this opportunity to express my deep gratitude for their strong support and commitment.

I would like in particular to commend the strong leadership of the Prime Minister of Ethiopia, H.E. Mr. Hailemariam Desalegn, and the President of Senegal, H.E. Mr. Macky Sall, for their dedicated commitment in implementing the PCPs for the development of their countries and peoples, and as a contribution to Africa's industrialization. In this connection, I would like to inform you that while President Macky Sall unfortunately had to cancel his participation at this Forum at short notice due to other pressing commitments, I am very grateful that he gave me an hour of his valuable time on Sunday evening to provide additional guidance on the further development of the PCP in Senegal.

My special thanks go to the Secretary-General of the

United Nations, Mr. Ban Ki-moon. Mr. Secretary-General, your visionary leadership has rallied the United Nations system and Member States to support the upcoming Sustainable Development Goals, which address, in a holistic and universal manner, economic growth, social inclusion and environmental sustainability.

I would also like to commend the strong leadership of Dr. Zuma in promoting the inclusive and sustainable industrialization of Africa. Excellency, I recall my first meetings with you in which you specifically called for UNIDO to get things moving on industrialization to support the economic and structural transformation of Africa.

I also express my sincere gratitude to President Dr. Jim Yong Kim of the World Bank and President Mr. Donald Kaberuka of the African Development Bank for their firm and unstinting support for the PCP initiative. Indeed, President Dr. Kim has made a special effort to be with us today despite very pressing commitments elsewhere.

I would like to highlight the ongoing and strong partnership with the European Union, and in particular the European Commission, represented here by Mr. Fernando Frutuoso de Melo. Thank you for being with us today.

Last, but by no means least, I would also like to convey my sincere thanks to my dear friend Mr. Carlos Lopes, Executive Secretary of the United Nations Economic Commission for Africa, for his visionary leadership and tireless advocacy in promoting the industrial development of Africa.

As the international community formalizes the 2030 Agenda for Sustainable Development, we are particularly pleased to note that the proposed SDGs duly acknowledge, in Goal 9, the importance of inclusive and sustainable industrialization, together with resilient infrastructure and innovation. Indeed, the whole history of development throughout the world demonstrates the critical contribution of industry to this process. There is not a single country in the world that has achieved lasting economic and social development without having undergone an industrial transformation.

The crucial challenge that the global community has gathered here in Addis Ababa to address is how to finance the achievement of the SDGs. In my view, this challenge is so immense that no single entity or institution will be able to overcome it on their own. I firmly believe that it can only be resolved through effective multi-stakeholder partnerships bringing together all the major players in the development process, including governments, bilateral and multilateral development agencies, national and international development finance institutions, the private sector, civil society and academia.

UNIDO is proud to have developed the Programme for Country Partnership, and is pleased that many countries in all developing regions have already expressed their interest to be considered for the next round of PCPs initiated by UNIDO. I can assure you that we will continue our efforts to increase the commitment of the global development community to work together to advance ISID on the African continent and elsewhere.

In closing, Excellencies, Ladies and Gentlemen, allow me to thank you once more for sharing your priceless time and valuable thoughts today. With your constant support for UNIDO, I believe this is a unique opportunity today to discuss how we can together fulfill the promise of ending poverty. I wish the forum a great success.

H.E. Mr. Hailemariam Desalegn, Prime Minister, Ethiopia

On behalf of the Government and People of the Federal Democratic Republic of Ethiopia, and indeed on my behalf, I have the honour to extend to you all a warm welcome to Addis Ababa and to this crucial forum on Inclusive and Sustainable Industrial Development (ISID). I would like to congratulate UNIDO for organizing this forum in collaboration with the UN Economic Commission for Africa and the governments of Senegal and Ethiopia. The forum has special significance in both its timing and focus as we gather here to discuss how we finance and implement the post-2015 agenda. I believe that the concept of inclusive and sustainable industrial development goes right to the heart of the Sustainable Development Goals.

Needless to say that a high state of economic and social development is unthinkable without having a developed and advanced industrialized sector. Neither history nor practice proves otherwise. Making industrialization inclusive and sustainable has remained a challenge. Yet, those of us who are at the early stages of industrialization and economic transformation are in a better position to foresee an inclusive and sustainable industrial development.

Inclusive industrial development ensures that no one is left behind. It promotes social equality within populations by sharing benefits of the generated prosperity for all parties involved. In the post-2015 era, developing countries should further strengthen their pursuit of inclusive and sustainable industrial development. The roles of agriculture, the private sector, foreign direct investment and infrastructure are significant in this regard. The developed world for its part should take the necessary actions to further support the endeavours of poor countries to progress towards inclusive industrialization by availing technologies, skills and knowledge as well as finance.

Most of you in this room will agree with me that agriculture was the major driver of early industrialization both as a push and pull factor—as the source of supply to agro-industries and the market outlet for their products. We should therefore continuously increase the production level of our agriculture and strengthen deeper linkages with agro-processing and value-addition in various sectors. We should also enhance the engagement of the domestic and international private sector, especially in manufacturing and industry. Sustained investment in transport, energy, water and communications and information technology are critical to enhance inclusive industrial development. It is therefore imperative that governments, policy makers and the private sector begin to jointly evolve measures for inclusive and sustainable industrial development.

Inclusive and sustainable industrial development is very much in line with the development paradigm Ethiopia has embarked on. Evidence clearly shows that the double digit growth Ethiopia has registered for

several years is not only by all standards fast-paced but also inclusive and broad-based. According to World Bank data, our Gini coefficient inequality score is just 29.8: the lowest of any African country, and just a few points above global leaders like Sweden and Norway. The performance of our agriculture sector has been impressive. We have managed to increase overall output over ten-fold. But this cannot be a reason for complacency. We should maintain the momentum and transform the structure of our economy. We should develop the manufacturing sector, especially the agro-industry sector, and make sure that it is inclusive and sustainable.

We are clear that our agro-industrialization process should integrate the economic, social and environmental dimensions to ensure sustainability. We are already taking proactive measures to lay the foundation to bring about accelerated industrialization. That is one of the reasons why we have integrated the issue of climate change and sustainable development in our mainstream development planning and submitted our ambitious Intended Nationally Determined Contribution (INDC) to the United Nations Framework Convention on Climate Change (UNFCCC) secretariat last June.

We are also continuing to heavily invest in infrastructure and in developing the necessary human capital with the required skills and know-how. We are upgrading our trunk roads, constructing new rail links, turning Ethiopian Airlines into a major regional carrier, and undertaking a massive energy investment programme designed to turn us into a leading power exporter for the whole of East Africa. We are setting up industrial zones and agro-food parks, which are expected to serve as epicentres of agro-industrial transformation process in our country.

However, as an emerging economy, we are very much aware that we need to remain focused and allocate our scarce resources on a few impactful sectors such as textiles, leather and agro-food industry, where we feel we have the largest potential, competitive and comparative advantage and can accrue maximum benefits in terms of revenue and job creation.

The foreign direct investment we have managed to attract over the last three to four years has made the con-

tribution of FDI to national GDP rise from just 0.4 per cent to over four per cent. Even though the real volume of investments is small, the rate of growth is astounding. This is a clear indication to us that we are doing something that the international business community has found attractive to invest in Ethiopia. That is why I am especially pleased this ISID Forum is focused specifically on multi-stakeholder partnerships for mobilizing and up-scaling financing for industrial development. We are determined to forge new partnerships with international agencies like UNIDO; with other governments, with our development partners both in the North and South; with business, from the largest multinational companies to the smallest micro-enterprises; with civil society, with academia, and with ordinary people.

We are inspired by how Brazil has shown that it is possible to combine fast growth with decreasing inequality. We want to show similar leadership in a Least Developed Country (LCD) context.

This is a historic moment for us, we have managed to register sustained growth, and we feel that all we need to do is keep up the momentum, diversify our economy and build a competitive, agriculture-based, light manufacturing, industry-led economy. I believe it is a unique moment for all partners, including development organizations, the international business community and donor countries to be part of history in the making. I have no doubt that the blend of noted personalities from the UN, the international business community and academia represented here will help us sharpen our thoughts on the ISID agenda and our quest to bring about structural changes to transform the economies of our countries.

Finally, I would like to wish all participants that the partnership we are building will gather strength, grow and expand to help countries exploit their untapped potential in agriculture to build economically, socially and environmentally sound, inclusive and sustainable agro-industry sectors. With these few remarks it is my pleasure to declare the Financing for ISID special event officially open.

H.E. Mr. Amadou Ba, Minister of Economy, Finance and Planning, Senegal

To begin, I would like to convey the apologies of His Excellency, Macky Sall, President of the Republic of Senegal, who is unable to accept your invitation due to pressing commitments. I have been appointed by the President to represent him and to deliver a statement on his behalf.

It is a great pleasure to be with you as part of the third UNIDO Forum on inclusive and sustainable industrial development (ISID), organized in cooperation with the Governments of Ethiopia and Senegal, on Financing for inclusive and sustainable industrial development.

As you know, after being selected as a pilot country, Senegal developed, in cooperation with UNIDO, the Programme for Country Partnership for Inclusive and Sustainable Industrial Development, which was presented at the Forum in Vienna, held on 4-5 November 2014. For countries like ours, this approach encourages the promotion of light industry.

The purpose of the programme is to operationalize the industrial component of the Plan Sénégal Emergent (PSE). Its implementation follows a vertical logic and a horizontal logic. The vertical logic is to operationalize the flagship projects of the PSE: agro-poles and industrial parks. There is, among others, the achievement of the industrial area at Diamniadio and the planned integrated industrial platform of Diamniadio. The horizontal logic relates to the following four areas: energy; private sector development and investment promotion; trade facilitation; and the environment.

The institutional framework of the programme is composed of a permanent Steering Committee and a Working Group of Partners and Donors. The permanent Steering Committee is chaired by the Ministry of Industry and includes the Prime Minister, the Operational Monitoring Bureau of the ESP, and all relevant Ministries involved in industrialization. The committee is responsible for monitoring each major stage of the programme and recommending coordination measures to facilitate consensus building among national stakeholders and counterparts.

The Working Group of partners and donors is chaired by the Ministry of Economy, Finance and Planning. It is responsible for promoting and coordinating partnerships and managing financial and non-financial contributions and synergies between the different partners and donors for the optimal allocation of resources aligned with the priorities of the PSE and putting the focus on complementarities. As such, it is an innovation in financing industrial development.

For the development of potential multilateral partnerships, it is necessary to consolidate efforts to improve the business environment—a key determinant in attracting investors. In this regard, Senegal offers opportunities for the development of these partnerships through:

- An incentive ordinary taxation;
- A stable macroeconomic framework;
- Political stability and a long-term vision defined in the PSE;
- Law on public-private partnerships (PPP) supporting the transfer of technology;
- Signing of several agreements on double taxation and protection agreements and investment promotion (APPI);
- Specialized and streamlined judicial chain.

The legal framework for private investment in industry is based on several texts ranging from the Investment Code, the new Tax Code, the Mining Code, the statute on Free Export Company, the Integrated Special Economic Zone in preparation, and the law on public-private partnership contracts.

The use of public-private partnerships (PPP) is one of the essential levers of modernization of African economies. The combination of the private sector's financial, technical and managerial capacities with those of a public sector facing diminishing resources is increasingly sought.

In Africa, PPPs have developed strongly to exploit natural resources in the mining and energy sectors and to build transport infrastructure, roads, port and airports.

The PPP component of the Priority Action Plan (PAP) of the PSE concerns, among other sectors, industry with 52.5 billion CFA francs for the flagship project of integrated industrial platforms.

Senegal's investment attractiveness is supported by a Programme for Business Environment and Competitiveness Reform (PREAC), validated by stakeholders in the public and private sectors.

Mr. Ban Ki-moon, Secretary-General,
United Nations

I am pleased to be a part of this important forum, and I thank UNIDO for organizing it. This year, 2015, is a critical year for all of us. We have the opportunity to learn from what we have achieved under the Millennium Development Goals. And we have the opportunity to build a new development framework for our common future.

We refer to our new objectives as sustainable development goals. To lift people out of poverty, it is important to address the three dimensions of sustainable development—economic, social and environmental—in a balanced and integrated manner.

The proposed Sustainable Development Goal 9 promotes inclusive and sustainable industrialization. Often, when people think of industry, they think of pollution or bad labour practices. But when countries industrialize in an inclusive and sustainable way, they can create decent jobs and preserve their resources without exploiting the environment or people. This is at the heart of SDG 9.

Achieving the Sustainable Development Goals requires more than finances. I am convinced that partnerships are the means to implement the post-2015 development agenda.

UNIDO has been among the first to propose a concrete model to operationalize and advance SDG 9 with the Programme for Country Partnership.

The Programme convenes different partners, under the ownership of the host government, to coordinate and optimize the contribution of each, and pool resources together.

This means that traditional financial flows for development are reinforced with new, additional sources of investment for greater development impact.

I applaud UNIDO and the Governments of Ethiopia

and Senegal for their dedication and hard work towards advancing inclusive and sustainable industrialization in their countries through the Programme for Country Partnership. They set an example for the rest of us on how to partner together to accelerate public investment and attract private finance in key industrial sectors.

These Programmes for Country Partnership can serve as a model for realizing the other SDGs too.

We must join forces to change our world and provide a life of dignity for all. What we face together, we must solve together.

Dr. Jim Yong Kim, President, the World Bank
Group

I am honoured to participate today in UNIDO's forum on the critical role of inclusive and sustainable industrialization in the future global development agenda, including the goal to end extreme poverty by 2030.

Industrial development is often perceived to be disruptive to the environment—disruptive through construction, natural resource demands, and its effect on air quality. But it does not have to be this way. Industrialization, when done sustainably and inclusively, can be a driver of job creation, technology transfer and sustainable economic growth.

In the spirit of the international community's ongoing efforts to establish strong partnerships for development, this event is most timely and welcome.

Investing in resilient infrastructure, inclusive and sustainable industrialization, and innovation is a prerequisite for achieving a wide range of sustainable-development priorities. This requires a strong private sector and good public policies that provide an enabling environment for private investment and business development. The World Bank Group has been actively financing industrial infrastructure, particularly industrial parks and trade logistics, as well as related "soft" infrastructure across different regions of the world.

Promoting inclusive and sustainable industrial development calls for a broader range of resources than any single development institution can provide on its own. This type of development requires investments not only

in industry, but also in associated infrastructure, such as transport facilities and utilities. It also calls for policies, strategies, and regulatory frameworks designed to facilitate market access, create decent jobs, attract foreign direct investment, upgrade technology and ensure environmental sustainability.

In recognition of the complexity of these challenges, we applaud UNIDO for launching its Programme for Country Partnership in Ethiopia and Senegal.

In Ethiopia, UNIDO and World Bank Group teams are working together to support the government's industrial parks programme. The World Bank Group has provided US\$250 million to finance key infrastructure for two industrial parks, provide technical and capacity-building support for the institutional and regulatory framework, and develop links to small businesses in the country. UNIDO's complementary strengths in the project includes developing value chains for leather and textile sectors, skills training programmes, quality and standards, and technology know-how. UNIDO's role is critical—the institution's coordination as a neutral broker has helped to create synergies and facilitate technology transfer.

Together, we are working with the government of Ethiopia to ensure that new industrial parks make use of recycled water and renewable resources; develop green areas; and reflect upgraded environment standards and environmental inspection systems. Many countries in Africa have an abundance of renewable sources of power generation that are not fully realized. Ethiopia is leading the way to rectify this situation and is effectively leveraging its renewable energy sources—hydro, geothermal, and wind—to industrialize in a way that is consistent with its ambitious carbon-neutral agenda.

In Senegal, UNIDO is providing technical advice regarding the development of industrial zones, covering social and environmental impact studies; the management of such zones; and the incentives package for investors. The first of these zones—near the new international business centre and airport—will be built in two phases. Work on the first phase is underway, with government financing, and it is due to open in early 2016.

We at the World Bank Group are actively exploring opportunities to work closely with UNIDO during the second phase of this industrial project, including possibly through both our fund for the poorest countries, the International Development Association (IDA), and our private sector arm, the International Finance Corporation (IFC).

These two examples are just a beginning. I am confident that we will build on these existing initiatives to broaden our partnership. I would like to particularly thank UNIDO's strong leadership and my friend, Director General Mr. LI Yong. Our partnership is helping to scale up inclusive and sustainable industrial development, which will be a critical driver toward reaching many of the post-2015 development goals including the end of extreme poverty.

Dr. Nkosazana Dlamini-Zuma, Chairperson of the African Union Commission

It is indeed a great pleasure and honour for us to participate in this meeting where UNIDO is showing us its leadership in this critical area of industrialization, which is inclusive and sustainable. If we look at the discussions on the post-2015 development agenda, sustainable development goals, they correctly locate inclusive economic development as central to the eradication of poverty, disease and hunger. The pilot that UNIDO has started with Senegal and Ethiopia is an actual practical step, not only towards implementing the post-2015 agenda, but for implementing Agenda 2063, which is the Africa we want. For Africa, given the challenges we face, our development agenda therefore includes human resource development. Ethiopia and Senegal are doing very well, especially in looking at locating science as a central part of education. Both countries are also doing very well in the development of infrastructure. Agricultural modernization and agro-processing is what industrialization will be about, not only in these countries but also in many African countries. Of course, we need to develop human resources, policies and institutions so that we move beyond the exploitation of our mineral and natural resources. I hope that the lessons we learned from these

pilots will be shared generally with other countries and that the pilot will expand to a few more countries. Of course, Africa is also home to the largest number of LDCs—34 in total—but it is committed to a path of structural transformation that will enable us to decisively break with the recent history of under development and marginalization.

The Africa Vision Agenda 2063, recently adopted by Heads of State, is one reason why we have embarked on a new way of discussion with our partners. We agreed to define our relations with our partners and with international institutions. This was another opportunity where we had very frank discussions and good ones with UNIDO a few years ago. Africa has to industrialize and benefit. If we do not, given our population growth and our large youth population, instead of getting a demographic dividend we will have a demographic disaster. In fact, the disaster is already starting. If we look at what is happening across the Sahel, and across the Mediterranean, it is a tragedy whose roots are in the underdevelopment and marginalization of Africa. For these young men and women to take these perilous journeys to foreign shores, it is because there are not enough jobs on the continent. They are not properly skilled to create jobs or to get decent jobs. So as Africa, we have no other choice but to embark on a transformative economic route and embark on programmes that will eradicate poverty because if we do not this disaster will unfold and engulf all of us, not just in Africa. I am very happy with UNIDO, but also I want to appreciate the work that ECA has been doing with our ministers. They have been discussing this issue of industrialization and I think now is the time to move. I am very excited to hear the World Bank President talk about how much they are going to put in this industrialization programme. Indeed, if we all work in the same direction we will achieve a prosperous Africa.

Africa also needs to take responsibility for its own development. African countries need to accept that either we unite or collectively perish because no country can be an island of prosperity in an ocean of poverty. It includes a commitment to making inter-African trade

work, including cross border infrastructure projects in transport, energy, ICT; free movement of people and goods and removing obstacles and non-tariff barriers to trade; and creating an environment for the development of African businesses. This includes initiatives such as the free continental trade area that we start to negotiate this year. Whatever we produce in this industrialization project must be traded amongst African countries. Transport, rail and air should thus also be developed.

Although agriculture is central, Africa is endowed with other resources. We have the oceans and Africa must develop its 'blue' economy. We should move into the automotive and pharmaceutical industries. Africa has a burden of disease but we do not have a pharmaceutical industry to produce drugs. We have oil and gas, textiles and other sectors identified in Agenda 2063. We must act on our commitment on vocational training and higher education. I call upon our partners to work with us in this because industrialization will not succeed without skills. We must develop the private sector because it is critical for our transformation. This is also relevant for our higher education institutions, which need to prepare our young people in the same direction as our industrialization plans.

We have an idea what to do and many of these are contained in the first 10-year plans. Africa is committed to implementation and with partners around this table. We are convinced we will eliminate poverty from our continent.

Mr. Fernando Frutuoso de Melo, Director General for International Cooperation and Development, EU Commission

2015 is a crucial year for setting the path for inclusive and sustainable development for the years and decades to come. In the European Union, we have designated this year as the European Year for Development, with the motto: 'Our world, our dignity, our future'. For us, this motto also means that everyone must be involved. In the post-2015 process, the business community needs to be fully on board if we want to have a lasting impact and results.

Achieving SDG9, in particular “promoting inclusive and sustainable industrialization”, means getting all businesses on board—from local SMEs to large-scale multinationals—and involving them actively in this new global partnership to achieve sustainable development.

Indeed, the private sector is the key engine that powers sustainable economic growth. It provides some 90 per cent of jobs in developing countries. We need to create millions of jobs in Africa. It is the essential investor in sustainable agriculture, sustainable energy and industry. It holds the key to innovations towards an inclusive green economy.

For those developing country governments that want to support competitiveness and economic growth the primary challenge is how to integrate domestic firms and industries into local, regional and, ultimately, global value chains. Currently over 70 per cent of global trade concerns intermediate goods and services. The income created within global value chains has doubled, on average, over the last 15 years. It is therefore vitally important that developing countries participate, become integrated in the global value chains, and are able to increase local added value. This requires, of course, ensuring that their products comply with applicable technical regulations and standards.

We all have a role to play in advancing this agenda—regulatory bodies and agencies, national governments and international organizations, and the private sector itself. I very much welcome the efforts of UNIDO to facilitate this process through its Inclusive and Sustainable Development framework, including the Programme for Country Partnership and the pilots being implemented in Ethiopia and Senegal.

Last year, the European Commission also set out a strategic framework for strengthening the role of the private sector in achieving inclusive and sustainable growth. I firmly believe that we can create win-win opportunities. Our approach is one based on partnership and operates at a number of levels. Firstly, we contribute to the development of the private sector in our partner countries. We actively support improve-

ments in domestic regulatory environments, business development services and access to finance. We focus on job creating micro- and small enterprises and those operating in the informal sector. Secondly, we seek to facilitate the private sector’s engagement in sustainable development as part of its core business strategies. Thirdly, when engaging with the private sector, our support has to contribute in a cost-effective way to goals such as job creation, green and inclusive growth or broader poverty reduction, by acting as a catalyst to bring in private capital flows. We use the blending of our grants with other resources such as loans and equity to catalyse private and public finance and engagement. We regard innovative financing as one of the key means of implementation for the post-2015 agenda. Our aim for the next five years is to unlock €100 billion of investments by 2020 through our EU blending facilities. Finally, we act to ensure there is space for effective private-public dialogue, collaboration and joint action. This helps to identify obstacles and design targeted action to remove them.

We have a very short window of opportunity, starting here in Addis and for the next two months, to agree on a completely new paradigm for sustainable development in the form of the new Sustainable Development Goals to be adopted in September in New York. Together, we have to make sure we respond to the profound changes we have seen in the world in recent years and the new challenges that will emerge in the years to come. The European Union stands ready to work with you all, our institutional partners, our partner countries and the private sector, in taking this process forward.

Mr. Carlos Lopes, Executive Secretary, United Nations Economic Commission for Africa

I congratulate Mr. LI Yong on his leadership and on organising this very important event. We are very proud to be associated with it. This theme is highly relevant for Africa and offers an opportunity to renew its commitment and resolve to pursue industrialization as its primary path towards structural transformation and inclusive development. The common African position

on the 2030 Agenda advocates inclusive growth, structural transformation and industrialization as the key pillars of Africa's definition of sustainable development.

Africa is the leader in one type of export—jobs. We export jobs because we do not industrialize and we do not industrialize enough. We know that Africa faces many challenges. The structural transformation process can be better defined by the need to increase agricultural productivity; the need to address the decline of manufacturing value addition witnessed in the last two decades; and to make sure that the service sector boom does not undermine the possibilities of economic modernization. If you look into these three factors, obviously the common thread is the lack of industrialization. If we had this we would be able to exercise the pull factor on agriculture through agro-processing. We would be able to address the decline in manufacturing value addition, and ensure that industry contributes to the creation of a new model economy. While the service sector is growing rapidly, it is not contributing to inclusive economic growth.

This is not the first time that we have had such ambitions. In the 1970s, the leaders of the African Union, at that time the Organization of African Unity, discussed industrialization in this historic room. In fact, many countries embarked upon accelerated investment in industrialization. Most of this investment evaporated, however, and Africa went through an extended period of slow growth, and structural problems accumulated. In the 1970s, Africa's manufacturing value added (MVA) as a proportion to GDP was double what it is now and GDP per capita was double that of China.

As latecomers to industrialization, African countries face many obstacles: a highly regulated and complex trade environment; intellectual property regimes under the control of multinational companies and other operators; and financial complexity that did not exist before. We are dealing with value chains that have become global and complex. We are dealing with niches that are no longer available to us. We have accumulated infrastructure incapacity and other deficits. Latecomers do not have the winds in their favour.

However, latecomers can learn and avoid the mistakes made by others and instead adopt best practices. Africa has four main advantages in its favour for industrialization. First, we can follow a commodity based industrialization strategy. Africa is not exploiting the value addition potential of its natural resources. Adding value addition of 10 to 15 per cent to the current level of natural resources exports would create seven million jobs a year on the continent.

Second, the African market is growing because of its middle class demographic composition. This market will hopefully become more integrated—a condition for us to tap its potential. We can start with agro-processing, which is in high demand in the continent and a good entry point for industrialization, as a number of countries have shown.

The third advantage is delocalization from Asia due to labour costs. Although this is not necessarily an attractive way to start, it is a good way to create jobs. There is great competition and Africa has to make the case to be the prime destination for this delocalization.

Fourth, renewable energy costs are becoming equivalent to fossil fuel-generated energy. This is something that no other regions experienced during industrialization. This is an incredible opportunity for green industrialization.

Africa needs structural transformation, and the demographic dividend will not be possible without industrialization. I need to add that if we are going to do all of these things, we need committed and determined governments. We make no apologies for promoting industrialization policy.

In Senegal and Ethiopia, UNIDO is trying to demonstrate that this can be done. The power of example is extremely important because once we take off with two or three very important examples many others will be looking and will be enthusiastic about this process.

By the end of this century almost half the children in the world under the age of 18 will be African. This translates into millions of young people entering the market every year, putting tremendous pressure for the

rapid creation of decent jobs. Industrialization has a superior capability to create decent, direct and indirect employment. Forging strong backwards and forwards linkages within the economy is necessary to ensure sustainable development for the continent. As long as Africa keeps industrializing, opening up markets and integrating regionally, it can keep growing and raising the living standards of all Africans.

Panel session

Mr. Todd Benjamin, Moderator

The expert panel consists of representatives from organizations that are contributing to ISID. What is expected from UNIDO in the implementation of ISID and what role do PCPs play as a model for financing the SDGs in general, and ISID in particular?

Mr. Philippe Scholtès, Managing Director, Programme Development and Technical Cooperation Division, UNIDO

I will not repeat what has been said by the distinguished speakers on UNIDO's mandate of fostering ISID and its relationship with the SDGs. I will instead outline our approach to maximizing the potential of commodities, and give the perspective of UNIDO's technical cooperation branch, which gives the organization its practical, professional and hands-on reputation.

UNIDO's pragmatic and bottom-up approach to commodities aims at creating jobs and income and adding value to countries' main produce. We look at national, regional and global value chains and ways of maximizing income from commodities in the country of origin. We approach industrialization in a holistic and comprehensive way. UNIDO's model is designed to leave no one behind and ensure that industrial development is inclusive and safe for workers and communities.

We identify countries with a clear vision and well-articulated national strategy for industrial development, as well as strong government commitment. We work out how to combine UNIDO's services together with those of our partners. We offer extensive experience in working with industry, business and development finance institutions, and we operate according to a transparent results-oriented framework. The benefits of this approach are strengthened coordination, as exemplified in the two countries, Ethiopia and Senegal, where we are piloting the PCP approach. It also helps coordinate the relationship between the government and relevant actors: the donor community, providers of technical

assistance services and finance, and private operators.

UNIDO supports national policies, aligning its activities to national objectives and local government goals. In doing so, we deliver a message of predictability and consistency that the various economic agents contributing to industrialization want to hear. We also facilitate DFI investment in greenfield projects, in which their initial involvement is required to de-risk investment for the private sector and prepare the ground for private investors. We are looking to steer our specialized technical assistance services in such a way that aligns with the work of DFIs and ultimately facilitates and de-risks investment.

Mr. Todd Benjamin

How can UNIDO and the international system support Africa to realize the SDGs?

Mr. Jeffrey Sachs, Director, The Earth Institute, Columbia University, United States of America

Africa is a latecomer to industrialization but this confers a number of distinct advantages. Latecomers at each phase of global development have grown more rapidly than the latecomers of the previous generation and can leapfrog traditional development stages to accelerate their economic growth. Most recently, China was the ultimate latecomer, achieving double digit economic growth from 1978 until recently. Its economy expanded more than 30 times. From 50 per cent of households under the poverty line in 1990, extreme poverty is now almost entirely eliminated.

Africa in the next 15 years can emulate China's last 30 years. Africa needs this. The continent needs at least 10 per cent annual growth for the next 15 years; Africa should aim high and exploit every advantage that being a latecomer affords.

What exactly are these latecomer advantages? The first is technology; Africa is leapfrogging in many ways to the latest information and communication technologies (ICT). In a continent that had almost no banking

system until recently, almost everyone now banks by mobile phone. It is a massive improvement to the financial sector and just one example of what can be accomplished. Other sectors of the economy—education, health, infrastructure, finance—can likewise be completely transformed by ICT.

Second, Africa has major untapped solar, hydro and gas energy resources. The Grand Inga Dam project in central Africa, first proposed 50 years ago, could generate 40 gigawatts of power. It is an obvious project to undertake now. In the Sahel, sunshine could provide enough electricity for the entire world, and certainly all the electricity that Africa needs, once transmission lines are in place. In East Africa, off the coasts of Mozambique and Tanzania, natural gas is a huge opportunity. Energy must be a major part of any strategy for the next 15 years.

The third advantage of latecomer development is the Asia-Africa connection. Africa has resources and China has huge demand. China can also supply the infrastructure that Africa needs at low cost. This huge two-way relationship is incredibly beneficial.

Fourth, we have better models of development; targeted strategies and special economic zones could work very well in the African context. Differences between regions lend themselves to smart regional policies. A petrochemical industry complex could thrive in Mozambique and Tanzania with their natural gas. West Africa, in the Mano river basin of Guinea, Sierra Leone and Liberia, has massive hydropower potential and bauxite and iron ore deposits. A major metallurgy industry should be there. Ethiopia is starting to take advantage of labour intensive manufacturing.

With 54 countries, Africa is vast and diverse. The continent needs strategies that reflect the characteristics of each region, in terms of industrial clusters, energy resources and access to international markets. This was not done because we have been living in the shadow of anti-industrial policy for so long that much of what should have been accomplished in terms of industrialization was never realized.

In addition to the targeted development that UNIDO is well placed to help with, the SDGs are calling

for a massive scale up of education and public health, both of which were precursors to China's economic boom. Africa needs investment in infrastructure and the industrialization process will power ICT and road and rail networks.

Finally, a core part of development strategies in East Asian economies was the rapid reduction in fertility. Parents with smaller families concentrated their hopes, aspirations, education and nutrition in fewer children, thus raising the overall level of human capital within a generation. The average number of children per woman in Africa is five, which means that investment per child is too small and the overall level of human capital remains very low. When a poor family has five children, the eldest son may finish secondary school, but the daughters will not. Africa needs to transform the level of human capital in this generation, which cannot happen with a high fertility rate. The demographic dividend does not refer to a large number of young people; it means a large working age population with fewer young people behind them. The dividend is built on a rapid demographic transition that is missing in Africa, but was core to the successful economic strategies of China, the Republic of Korea and Japan.

Mr. Justin Yifu Lin, Honorary Dean, National School of Development, Beijing University, China

One of Africa's competitive advantages is its low labour costs thanks to a large and youthful population, but, for labour intensive industries to be globally competitive, African countries need to reduce transaction costs, and raise the quality of infrastructure and the business environment. However, because their resources and implementation capacity are limited, governments need to focus strategically on specific sectors and regions, and establish special economic zones and export promotion zones. This creates jobs, economic growth and attracts FDI. As the Prime Minister of Ethiopia explained, FDI as a proportion of Ethiopia's GDP has risen from 0.4 per cent to four per cent in the past four years, which can be attributed to international investors' confidence in the Ethiopian Government's focused industrial policy.

Any country can transform itself within a generation from an agrarian economy to middle- or high-income country. If African countries maintain their focus on infrastructure and business environments in sectors where they have a comparative advantage, they can grow as dynamically as East Asian economies.

Mr. Todd Benjamin

Shifting the discussion to financing the SDGs, I would like to ask Mr Atsuyuki Oike, Director General of Global Issues, Ministry of Foreign Affairs of Japan, how Official Development Assistance (ODA) can be used to trigger private investment for industrial investment.

Mr. Atsuyuki Oike, Ambassador and Director General for Global Issues, Ministry of Foreign Affairs of Japan

There are five principal ways in which Japan uses its ODA to foster economic growth and encourage private investment. The first, and most traditional, is to direct ODA at infrastructure projects. We advocate this and, as Justin Lin said, infrastructure is fundamental for attracting investment.

Second, ODA can be used to reduce financial risk during a project's initial or non-revenue generating stage. As an example, Japan's ODA loans supported the building of a power generation plant in Kenya, financing facilities and grid connections at the stage when private investors would have been reluctant to invest. Once the plant became productive, with a stable policy framework, the private sector started to invest. Private companies are now the principal source of investment for the next phase of the project.

The third example is ODA extended to banks in recipient countries to provide finance to SMEs. Japan has been using ODA funds in this way for a long time, with great success, in India.

The fourth use of ODA is during the project design and feasibility study project stage. Private companies can subsequently take over, for example as part of public-private partnerships (PPPs).

Finally, Japan cooperates with organizations such as

UNIDO to finance technical cooperation activities and Japanese companies cooperate with UNIDO in the delivery of them. This is an important model of cooperation.

There are several ways to involve the private sector using ODA through the initial non-revenue producing aspects. Japan has taken innovative approaches using ODA in many countries in Asia and intends to explore these possibilities in Africa.

Mr. Ambroise Fayolle, Vice-President, European Investment Bank

The EIB is the EU's bank, lending around €70 to €75 billion annually, mostly inside the EU but with significant activity in other countries. To give two examples, the EIB financed a €625 million, 310 megawatt wind-farm close to Lake Turkana in Kenya, in cooperation with the African Development Bank. The project is the largest public private partnership (PPP) operation in the country's history. The project also rehabilitated 200 kilometres of roads. The second example is an €850 million solar plant project in Morocco, for which the EIB has provided €150 million.

It is important to mention that PPPs are not always successful. In Africa, the average seven years needed to complete a PPP increases uncertainties around projects. Other issues concern frameworks of cooperation and levels of technical knowledge. Multilateral development banks can help by offering technical assistance to improve the chances that a project will be successful.

It is important to find the right approach to mitigate risk. While PPPs increase the number of projects in Africa, it is important to look at other options, such as blended finance, and the smart use of ODA. We can also use green bonds to finance new projects, or use credit enhancements. These are new ways to finance infrastructure in Africa.

Mr. Todd Benjamin

If Africa is going to 'leapfrog' and achieve annual GDP growth rates of 10 per cent, the regulatory framework is going to be key.

Mr. Philippe Scholtes

Africa needs a predictable and stable environment to attract business and investment. To upscale ISID, we have to attract more investment, lower the risk to private investors and build capacity in the country to facilitate maximum absorption capacity of this investment.

Mr. Hakim Ben Hammouda, Special Advisor to the President of the African Development Bank (AfDB) [on behalf of Donald Kaberuka, Economist, President of the African Development Bank]

Economic transformation is central to the African Development Bank's strategy and goal of 10 per cent annual GDP growth in Africa. By holding back the private sector, weak infrastructure is a stumbling block to the continent's economic transformation. The AfDB recently launched the major initiative Africa50, an infrastructure investment platform designed to significantly narrow the infrastructure finance gap in Africa and facilitate economic transformation. Africa50 focuses on high-impact national and regional projects in the energy, transport, ICT and water sectors.

The AfDB also specializes in financial tools to address specific market challenges and instruments especially for SMEs. The two main elements of work of the multilateral institutions like AfDB are infrastructure for facilitating economic transformation and instruments to help SMEs access the banking sector.

Mr. Todd Benjamin

Can you provide some examples of help that the AfDB is giving to SMEs?

Mr. Hakim Ben Hammouda

The Bank recently finalized a guarantee programme for commercial banks at the national level designed and provided financing worth US\$100 million for two private equities, both with the objective of helping African SMEs access finance.

Mr. Todd Benjamin

Jeffrey Sachs talked about Africa's comparative advan-

tages, in technology and in untapped energy resources and nature. Naoko Ishii, the CEO and Chairperson of the Global Environment Facility, how can your organization and UNIDO scale up ISID in Africa?

Ms. Naoko Ishii, Chief Executive Officer and Chairperson, Global Environment Facility

A huge transformation is necessary in various sectors. Three key sectors require significant transformation; energy, sustainable cities and land productivity. UNIDO and GEF have been catalysing the transformation in these three areas.

Although technology is getting cheaper and money is becoming more available, the massive scale up of the energy sector is not happening. One explanation is the lack of bankable projects. Four years ago, UNIDO and GEF launched global clean technology innovation initiatives to help SMEs in developing countries where the technology and ideas exist, but there is no capacity to connect to markets and network with investors. This project helps SMEs by building their capacity to use technology.

Cities are playing a fundamentally important role in sustainable development and GEF has launched a US\$100 million integrated programme on sustainable cities to help city mayors integrate the sustainability concept in their planning and implementation. UNIDO is preparing sustainable city programmes in Ivory Coast and Malaysia designed to catalyse transformational change and sustainability at the planning stage, marking a shift to more systematic and integrated investment. The programmes provide policy and governance support to facilitate integrated urban design, planning, and management, leading to sustainable and resilient development and sound ecosystem management.

We also need partnerships to transform land use. The importance of food production systems was mentioned by previous speakers. For Africa to use its natural capital in a sustainable way we need to transform the food production system, helping particularly small holder farmers to manage more sustainably their land, soil, water and forests. Recently, GEF launched an innovative US\$106.5 million pilot programme to foster sustainability and food

security in Sub-Saharan Africa. The programme will enable smallholder farmers to ensure sustainability and resilience of production systems. These sectors where GEF and UNIDO are trying to catalyse transformational change have one feature in common; they have a multi-stakeholder platform approach backed by finance.

Mr. Todd Benjamin

How is GEF planning to overcome the shortage of bankable projects in Africa?

Ms. Naoko Ishii

It is important to help governments build capacity. One example is help for small-scale producers to come up with bankable projects. There are many other examples how to de-risk private sector investment with guarantee and equity. We have been doing this in Africa too.

Mr. Todd Benjamin

Ethiopia, as well as many other African countries, is a coffee producer. Only three per cent of the profits from the production of coffee go to actual coffee growers in the entire coffee chain. Some companies are trying to do more to help coffee growers.

Mr. Andrea Illy, Chief Executive Officer and Chairman, illycaffè s.p.a.

With 1.5 billion consumers worldwide, the coffee industry is worth US\$160 billion. But only 10 per cent of this money goes to producing countries and less than half of that to the coffee growers.

There are two priorities to address. The first is poverty; it is unacceptable that coffee does not deliver sufficient social development for producers. The second priority is climate change, which is damaging coffee agriculture. There are ways we can address these priorities. For instance, in the last decade, Colombia has developed climate change resistant coffee varieties and financed a programme to replace 50 per cent of coffee plants in the country.

Over the last 25 years coffee has undergone a revolution and a virtuous cycle has emerged involving consumers and growers, based on pleasure, health and

sustainability. Thanks to the 2015 Milan Expo, now is the time to address these priorities. The Milan Expo features a coffee cluster and global coffee forum, providing the opportunity to celebrate coffee. The Expo has attracted 2.7 million people to visit the coffee cluster.

We are organizing a global coffee forum from 30 September to 1 October 2015. Jeffrey Sachs, as Director of the Earth Institute at Columbia University, will present on climate change, coffee production and trade, including a model that simulates the evolution of coffee agriculture together with global warming. This will be very important for future decision making. In cooperation with producing countries participating in the Milan Expo, we are preparing to set up a committee to promote a “Coffee Manifesto” to help consolidate the virtuous circle that today is creating a situation where part of the added value generated by coffee is benefiting those countries. The project proposal will be submitted to the International Coffee Agreement Council. This would pave the way for other initiatives and private public partnership agreements, including between illycaffè, Italian corporations and UNIDO to improve coffee practices in Ethiopia.

Another focus is on education, including the coffee institute founded by illycaffè ten years ago. Together with Lavazza, we also codified the coffee genome to develop new resistant plant varieties. I hope that this is an example of what we can do. To be more inclusive, we need to create awareness of, and engage in, multi-stakeholder partnerships.

Mr. Todd Benjamin

Ahmed Abteu, Minister of Industry of Ethiopia, and Aly Ngouille Ndiaye, Senegal’s Minister of Industry and Mining, we know your goals in terms of the PCP, but how do you mobilize the resources, both that you own, and those of your partners, to reach these goals?

Mr. Ahmed Abteu, Minister of Industry, Ethiopia

To mobilize resources for our country, we are improving the environment for the private sector and for international financial institutions by developing a very clear

industrial development roadmap and comprehensive strategy for structural economic transformation. We are embarking on the second growth and transformation plan, focusing on industrialization. In the next five years, we plan to scale up and upgrade industries, cultivate new small and medium-sized industries and develop industrial zones to attract export-oriented manufacturing industries. These will be in three priority industrial sectors: textiles and apparel; leather and leather products; and agro-food processing—our main focus areas due to their potential for job creation, exports and integration into global value chains.

There is great potential to attract investment and industries to Africa. The government has taken the initiative to establish a number of industrial zones and agro-processing parks. Setting up industrial parks requires a huge amount of finance, human resources and infrastructure. This is where partnership building becomes critical if we are to succeed in this task.

I would like to reiterate that the operationalization of integrated agro-industry parks is the main focus area where we are trying to build concrete partnerships. The Government of Ethiopia has identified 17 agro-industrial growth corridors, in collaboration with UNIDO, the Food and Agricultural Organization and the United Nations Development Programme. We ask for partnerships to ensure the success of the PCP.

Mr. Aly Ngouille Ndiaye, Minister of Industry and Mining, Senegal

In February 2014, President Macky Sall submitted the Emerging Senegal Plan (ESP) to the international community in Paris. The objective of the ESP is to transform Senegal into an emerging country by 2035 with a society based on solidarity and the rule of law. The first pillar of the ESP is the structural transformation of the economy and economic growth. The second pillar focuses on human capital, social protection and sustainable development. The third pillar relates to the rule of law.

Since the adoption of the ESP, a priority action plan for 2014-2018 has been put in place. The strategy is aligned with the PCP adopted for Senegal in March

2014. The ESP foresees industrial parks and implementation and upgrading of high-potential value chains. The first industrial park, which is currently being established in Senegal, is export-oriented due to the potential our country enjoys thanks to geography. Furthermore, the ESP envisions the creation of three competitive and integrated agro-poles in value chains with a high share of value added, namely livestock, fruits and vegetables, and fishery and aquaculture.

Following the second ISID Forum in Vienna on 4–5 November 2014, Senegal incorporated into its budget US\$40 million to establish the first industrial park, for which the first industrial building is intended to be provided by October 2015. It is very important to show the engagement of His Excellency, Mr. Macky Sall for the success of the PCP with UNIDO.

It should also be mentioned that the first important investments are foreseen in the ESP in the area of energy with the participation of several private foreign companies. In addition, Senegal has exchanged experiences on industrial parks both with Ethiopia, who have already advanced their development efforts in that area, and China, where private companies have already signalled their interest in investing, which is why I am confident they will be an important partner for us in the realization of our programme. This is, in short, what is currently underway in Senegal, and we know very well that we cannot achieve our development goals without industrial parks and agro-poles.

Mr. Todd Benjamin

We heard from our esteemed colleagues from Ethiopia and Senegal how they are working with various partners to realize their development goals. Mr Fuar Albassam, from the OPEC Fund for International Development, how does your organization contribute to sustainable industrial development?

Mr. Fuar Albassam, OPEC Fund for International Development

We value partnerships with our countries and their priorities are our priorities. We respond to their strategic goals

to attract the private sector, open up civil society and improve technological capacity for inclusive and sustainable development. We work with partners at local and national levels to maximize impact. We see industrialization and private sector development as critical for economic growth and poverty eradication. We have helped small-scale industrial enterprises access our private sector facilities and to integrate in value chains through our trade facilities. In this context I must thank UNIDO for organising this event; we are ready to work with UNIDO to help our partner countries develop industrialization programmes. We believe that finance is not enough; in parallel we need to build capacity and provide vocational training to industry. We will continue to work in this direction in all our partner countries in Africa, Asia and Latin America.

Mr. Todd Benjamin

Belete Beyene, of Hilina Enriched Foods, what is your perspective on business environment support for local entrepreneurs in Ethiopia?

Mr. Belete Beyene, Hilina Enriched Foods Processing Centre PLC

In developing countries, critical issues are: access to capital for entrepreneurs; access to markets; and an unreliable supply of raw materials. Large international companies can access capital at relatively low interest rates. Such interest rates should be also extended to smaller domestic enterprises to level the playing field. Trade barriers and competitiveness need to be addressed. We need cheaper means of technology transfer and favourable interest rates from banks. Entrepreneurs need trade barriers to be removed, access to finance at reasonable interest rates, less bureaucracy and an environment and policy framework that supports manufacturing sectors. I have heard from this conference that UNIDO has experience from fast-developing countries. This experience should be shared so we can avoid mistakes.

Mr. Todd Benjamin

Entrepreneurs create jobs, but they need access to capital and markets, technology transfer and favourable interest

rates. I turn to Oumar Seydi from the International Finance Corporation. What are the main constraints to private sector investment in manufacturing in Africa?

Mr. Oumar Seydi, International Finance Corporation

The most important factor is creating an attractive business environment. The issue here is not whether a framework is in place, but whether it can be implemented. The second priority should be infrastructure because manufacturers cannot operate without water, electricity and transport to move products to market. The third issue is capacity-building for the private sector and for the government. Many projects are affected by government delays caused by a lack of capacity. This is critical because it undermines private involvement and raises difficulties with setting up PPPs. Finally, access to finance is probably the least difficult area to overcome. If you get the others right finance is easy to navigate because investors are interested in stability and predictability. The money is there; the issue is how to get that money out.

Mr. Justin Lin

Access to capital is always a constraint on business, especially for SMEs. This is a financial structure issue. If you have a financial structure that is based on local banks, SMEs will have better access to capital than in financial structures based on stock markets or big banks. Global financial institutions can also help by encouraging financial structure reform. In the past, however, there has been the thinking that developing countries should develop equity markets and large national banks. Only a small number of enterprises in a developing country will have access to capital from formal channels.

Mr. Todd Benjamin

We need better governance. UNIDO's PCP and multi-stakeholder approach are attempts to tackle some of these issues. A great deal can be done for very little money to help facilitate a faster process for private businesses to build investor confidence. How can we facilitate this more quickly?

Mr. Justin Lin

A sectoral-focused industrial policy will make a country attractive to FDI. As the sectors become more competitive, the return to capital investment will increase and more capital will be channelled into SMEs.

Ms. Naoko Ishii

At the Third International Conference for Financing for Development (FfD3) we are discussing investment in infrastructure and sustainable energy. The amounts discussed are in the magnitude of hundreds of billions and trillions of dollars. We have a practical, concrete approach based on transforming and processing commodities, helping small holder farmers. We can address

processing needs in terms of green technologies, vocational training and investment. We have to be concrete to create benefits and success stories to inspire others. We need more countries like Ethiopia to show to the rest of the continent how to achieve double-digit growth in an equitable way. This is what we want to promote; tangible, concrete initiatives that yield visible benefits.

Mr. Todd Benjamin

We want a demographic dividend not a dividend disaster. This is why the PCP is so important to eliminate poverty and create sustainable and inclusive development. We need 10 per cent GDP growth per year for the next 15 years—let's make it happen.

Closing remarks from the UNIDO Director General

Thank you all for attending today. Your valuable time and patience do not go unappreciated.

Panellists, you each provided a unique perspective on how we can work together to contribute to financing and achieving inclusive and sustainable industrial development. I thoroughly enjoyed the constructive discussions on how the pilot Programme for Country Partnership, the PCP, can be used to implement the other proposed sustainable development goals. I participated in the discussion and am really encouraged by the constructive views, suggestions and points. I believe that those suggestions mentioned here will be incorporated into our PCP; we will try to make our PCP faster and healthier. Dr Zuma said to me this morning that two is not enough, we need more. This is what we want to do with your suggestions and support.

As September draws near, we all know this important month, bringing with it the adoption of the proposed SDGs. I believe that our forum today has made a positive contribution—maybe one step—towards finalizing the Post-2015 development agenda.

I look around the room and am encouraged by the diverse group of distinguished participants convened here. I see representatives from government, development finance institutions, the private sector and elsewhere. This is precisely the spirit behind our partnership approach. To bring together various actors and players who are committed to advancing ISID. To bring the strengths of each partner so that the impact of their collective action is greater than the sum of its parts.

I would like to thank H.E. Mr. Hailemariam Desalegn and H.E. Mr. Macky Sall again. Your visionary

leadership in executing the PCP in your respective countries is very promising. It exemplifies how country ownership can lead to the effective mobilization of financial resources, from both the public and private sectors, for the successful implementation of the PCP.

Secretary-General Mr. Ban Ki-moon, we appreciate his leadership and vision. UNIDO is proud to work in close cooperation with the broader United Nations system under his leadership and all bilateral and multilateral development partners towards the realization of our ISID mandate.

A special thank you also to participants from academia, the private sector and civil society, both local and from far away. Your respective contributions are an indispensable part of the inclusive and sustainable industrial development processes. Let us also not forget the valuable work of our interpreters and conference services. Without them, conducting our forum surely would not have been possible.

As the international community embarks on a new era of development goals, I am very optimistic about the way forward. The PCP is a new tool and approach for making these goals a reality.

I hope that, in the near future, we will have the opportunity to gather here again in this historic Africa Hall, or at some other location, to report, discuss and share what has been achieved under the PCP approach—a new partnership approach to realize ISID, incorporated in SDG 9.

LI Yong
Director General, UNIDO

Panellists and discussants

Mr. LI Yong, Director General, United Nations Industrial Development Organization

Mr. LI Yong has an extensive career as a senior economic and financial policymaker. As Vice-Minister of Finance of the People's Republic of China and member of the Monetary Policy Committee of the Central Bank for a decade, Mr. LI was involved in setting and harmonizing fiscal, monetary and industrial policies, and in supporting sound economic growth in China. He pushed forward financial sector reform, and prompted major financial institutions to establish corporate governance, deal with toxic assets and strengthen risk management. Mr. LI has given great importance to fiscal and financial measures in favour of agricultural development and small and medium-sized enterprises, the cornerstones for creating economic opportunities, reducing poverty and promoting gender equality. He played a key role in China's cooperation with multilateral development organizations, such as the World Bank Group and the Asian Development Bank.

H.E. Mr. Hailemariam Desalegn, Prime Minister, Ethiopia

Mr. Hailemariam Desalegn has served as Prime Minister of Ethiopia since 2012. He previously served as Deputy Prime Minister and Minister of Foreign Affairs under Prime Minister Meles Zenawi, from 2010 to 2012. Mr. Desalegn succeeded Mr. Zenawi in August 2012 as Prime Minister, initially in an acting capacity. He was elected as Chair of the Ethiopian People's Revolutionary Democratic Front, the ruling party, on 15 September 2012. He also served as the Chairperson of the African Union from 2013 to 2014. Mr. Desalegn obtained a Bachelor's degree in Civil Engineering from the Addis Ababa University in 1988. He subsequently worked as a graduate assistant in Arba Minch University. Shortly after, he obtained a scholarship to attend Tampere University of Technology in Finland and completed a Master's degree in Sanitation Engineering.

Upon his return to Ethiopia, he served in a number of academic and administrative positions, including as Dean of the Water Technology Institute for over a decade.

H.E. Mr. Amadou Ba, Minister of Economy, Finance and Planning of Senegal

Mr. Ba was appointed Minister of Economy, Finance and Planning in 2013. From 1992 to 1994, he held the position of Commissioner Controller of Insurance at the Department of Insurance in the Centre for Tax Services (CSF) in Dakar before moving to the Directorate General of Taxation and Domains as Inspector-Auditor at the Department of Audits and Surveys. From 2002, Mr. Ba led the Center for Large Businesses and the Department of Taxation and became Director General of Taxation and Domains in 2006, a position he held until 2013.

Mr. Ba studied economics at the University Cheikh Anta Diop of Dakar. He also holds a Higher Diploma in Accounting and has taught this field to students at the Ecole Nationale d'Administration since 1992. Between 1995 and 2000, he taught at the West African Training Center for Banking Studies and at the Central Bank of the States of West Africa.

Mr. Ban Ki-moon, Secretary-General, United Nations

Mr. Ban Ki-moon is the eighth Secretary-General of the United Nations. His priorities have been to mobilize world leaders around a set of new global challenges, from climate change and economic upheaval to pandemics and increasing pressures involving food, energy and water. He has sought to be a bridge-builder, to give voice to the world's poorest and most vulnerable people, and to strengthen the organization itself. He received a Bachelor's degree in International Relations from Seoul National University in 1970, and earned a Master of Public Administration from the John F. Kennedy School

of Government at Harvard University in 1985. Mr. Ban was awarded the degree of Doctor of Laws (Honoris Causa) by the University of Malta. He further received an honorary degree of Doctor of Laws from the University of Washington in October 2009.

Dr. Jim Yong Kim, President, the World Bank Group

Dr. Jim Yong Kim comes to the World Bank after serving as President of Dartmouth College, a pre-eminent centre of higher education that consistently ranks among the top academic institutions in the United States. Dr. Kim is a co-founder of Partners In Health, and a former director of the HIV/AIDS Department at the World Health Organization. Before assuming the Dartmouth presidency, Dr. Kim held professorships and chaired departments at the Harvard Medical School, the Harvard School of Public Health, and the Brigham and Women's Hospital, Boston. He also served as Director of Harvard's François-Xavier Bagnoud Center for Health and Human Rights. Dr. Kim graduated with an A.B. *magna cum laude* from Brown University in 1982. He earned a Master's degree from Harvard Medical School in 1991 and a Ph.D. in anthropology from Harvard University in 1993.

H.E. Dr. Nkosazana Dlamini-Zuma, Chairperson of the African Union Commission

Dr. Nkosazana Dlamini-Zuma was elected Chairperson of the African Union Commission in July 2012. She is the first woman to lead the continental organization, including its predecessor, the Organization of African Unity. Prior to this role, Dr. Dlamini-Zuma served as Minister of Home Affairs of South Africa from 2009 to 2012. From 1999 to 2009, she served as Minister of Foreign Affairs and from 1994 to 1999 as Minister of Health in the Cabinet of then President Nelson Mandela. Dr. Dlamini-Zuma obtained her Bachelor of Science degree in Zoology and Botany at the University of Zululand in 1971, and started her medical studies at the University of Natal. She completed her medical studies at the University of Bristol in the United Kingdom in 1978.

Mr. Fernando Frutuoso de Melo, Director General for International Cooperation and Development, EU Commission

Mr. Fernando Frutuoso de Melo is a longstanding Portuguese Commission official. He was recruited in 1987 after passing a general competition and has a wide experience in several policy areas, including important management responsibilities. Mr Frutuoso de Melo first worked for 10 years in the Commission's Directorate-General (DG) for Development, where he was appointed Head of Unit in 1993. He later worked in DG Human Resources and in DG Fisheries, before joining in 2004 the private office of Commissioner Olli Rehn, then responsible for enlargement. In 2006, he was appointed Director in the Secretariat General of the Commission, being responsible mainly for relations with the European Parliament. In 2009, he joined the private office of President Barroso, as Deputy Head, and in May 2012 was appointed Deputy Director General in DG Human Resources and Security. In July 2013 he was appointed Director General of DG Development Cooperation–Europaid, taking up the new functions in November. Before joining the Commission he worked in the Portuguese civil service and in the private sector. He holds a degree in law and studied also development policy, history and public management. He has a strong background in development policy, human resources/administration and inter-institutional relations, in particular with the European Parliament.

Mr. Carlos Lopes, Executive Secretary, United Nations Economic Commission for Africa

Mr. Carlos Lopes of Guinea-Bissau was selected as the Executive Secretary of the United Nations Economic Commission for Africa (UNECA) by the United Nations Secretary-General Ban Ki-moon on 23 March 2012. He brings to the position more than 24 years of experience at the United Nations, notably as the United Nations Development Programme Resident Coordinator and Resident Representative in Brazil and Zimbabwe. A member of several African academic networks, as well as a strategist and socio-economist, Mr. Lopes has vast

experience in capacity-building and technical cooperation, and intends to focus on consensus building among various stakeholders to ensure that UNECA is a key player in the economic and social development agenda for Africa. Mr. Lopes was most recently the Executive Director of the United Nations Institute for Training and Research and the Director of the United Nations System Staff College.

H.E. Mr. Ahmed Shide, State Minister, Ministry of Finance and Economic Development, Ethiopia

Mr. Ahmed Shide is the State Minister of the Ethiopian Ministry of Finance and Economic Development. Prior to that, he served in various roles for the Somali National Regional State, such as Deputy Bureau Head of the Agricultural and Rural Development Bureau, Senior Development Advisor to the President in 2008, Head of the Office of Civil Service Reform Bureau from 2004 to 2005, and Head of the Office of the President and the Cabinet from 2003 to 2004. Mr. Shide was also the Chairman for the Parliamentary Standing Committee for Pastoral and Rural Development in the Somali Regional State Parliament in 2003, the Senior Advisor for the Somali Regional President the following year, and Secretary General for the Somali People Democratic Party from 2005 to 2008. Mr. Shide received his Bachelor of Arts in Economics at the Ethiopian Civil Service College, a postgraduate diploma in Managing Rural Resources and Resource Conflicts from the International Institute of Social Studies at The Hague, and a Master's of Arts in Participation, Development and Social Change from the University of Sussex, United Kingdom.

Mr. Todd Benjamin, Veteran journalist, experienced interviewer and former financial editor, CNN International

Mr. Todd Benjamin has worked as an anchor, correspondent and financial editor for CNN based in Washington D.C., New York, Tokyo and London for over 25 years. As an award-winning journalist, Mr. Benjamin has interviewed global leaders from Mikhail Gorbachev to Alan

Greenspan. Mr. Benjamin's wide-ranging international experience and informed opinions, combined with his engaging style have made him a sought-after speaker, moderator and interviewer of key business and political leaders. He continues to appear on CNN to provide live commentary and analysis. He also writes a blog for the CNN website where his views on the economy, financial markets, energy and other issues are followed widely. He is also a visiting lecturer in leadership at the London Business School Executive Education Programme.

Mr. Philippe Scholtès, Managing Director, Programme Development and Technical Cooperation Division, UNIDO

Mr. Philippe Scholtès is the Managing Director of the Programme Development and Technical Cooperation Division of the United Nations Industrial Development Organization (UNIDO). Mr. Scholtès is also Director of the Agribusiness Development Branch at Vienna headquarters. In this latter role, he initiated a partnership with the Food and Agricultural Organization, the International Fund for Agricultural Development, the African Union and the African Development Bank for the establishment of the African Agribusiness and Agro industries Development Initiative or 3ADI, now a flagship programme. He joined UNIDO in 1988 and has served the Organization in various capacities since then, including as UNIDO Representative in Viet Nam and Regional Director for South Asia. Mr. Scholtès holds a Master of Science in Industrial Engineering from the Institut Supérieur Industriel du Luxembourg, as well as a Master of Science in Economics from the Catholic University of Louvain.

H.E. Mr. Atsuyuki Oike, Ambassador, Director General for Global Issues, Ministry of Foreign Affairs of Japan

Mr. Atsuyuki Oike currently serves as the Director General for Global Issues at the Permanent Mission of Japan to the United Nations. His prior posts include Director of the first International Economic Affairs Division at the Economic Affairs Bureau, and Director

of the Oceania Division, Asian and Oceanian Affairs Bureau at the Japanese Ministry of Foreign Affairs. He also served as the Economic Section minister for the Japanese embassy in Beijing. During his time as Deputy Permanent Representative of Japan to the World Trade Organization (WTO) in Geneva, Mr. Oike served as the Chairperson of the Working Party overseeing the accession of Samoa to the WTO.

Mr. Hakim Ben Hammouda, Special Advisor to the President of the African Development Bank (AfDB)

Mr Hakim Ben Hammouda has significant experience in development issues and global economic governance. He has worked at the United Nations Development Programme and the United Nations Economic Commission for Africa, as Director of the office in Central Africa (2001-2003), Director of the Trade and regional integration division (2003-2006), Chief Economist and Director of the Department for trade, finance and economic development (2006-2008). He was Director of the Institute for Training and Technical Cooperation Division at the World Trade Organization (2008-2011) and appointed Special Advisor to the President of the African Development Bank in 2011. Hakim Ben Hammouda has authored and co-authored numerous economic expert reports, over 20 books and 50 articles in international scientific journals, in the field of international economics and development. He holds a Ph.D. in economics from the University of Grenoble. In 2007, he received the Alan Powell Award (USA) for his contribution to the debate on trade and the international economy.

Mr. Oumar Seydi, Regional Director for East and Southern Africa, International Finance Corporation

Mr. Cheikh Oumar Seydi is IFC's Regional Director for East and Southern Africa. His appointment was effective from September 2012 and he is based in Nairobi. He has held various positions in IFC as Director of Human Resources, a position he has held for over four years. Prior to this position, he was Senior Manager for the

Central Africa sub-region, responsible for overall management of IFC's investment and advisory operations in Cameroon, Central African Republic, Congo Republic, Chad, DRC, Equatorial Guinea and Gabon. Before joining IFC in 1997 as an Investment Officer in the chemicals then oil, gas, mining and agribusiness departments, Oumar was a Manager at Ernst & Young in New York, where he provided consulting services in restructuring, reorganization, corporate finance and business valuation. Before that, he worked for five years at the United States Agency for International Development and has had experience in commercial banking and auditing in Senegal and in Belgium. Oumar holds an MBA from Harvard Business School.

Mr. Ambroise Fayolle, Vice-President, European Investment Bank
Ambroise Fayolle, current Vice-President of the European Investment Bank

Mr. Ambroise Fayolle is in charge of the operational activities of EIB in France and the Mediterranean region, and responsible for innovation and corporate social responsibility. From 2007 to 2013, Mr. Fayolle represented France at the Executive Boards of the International Monetary Fund (IMF) and of the World Bank, in Washington DC. Mr. Fayolle began his career at the Ministry of Finance in France the Department of Treasury. Mr. Fayolle started at the Insurance Companies Division in 1991, then became Head of the Government Funding and Monetary Affairs Division from 1997 to 2001, and Deputy Assistant Secretary for Debt in the Development and Emerging Countries Division from 2001 to 2003. He was Assistant Secretary for Multilateral Affairs and Development at the Ministry from 2005 to 2007 and the Chief Executive at Agence France Trésor from 2013 to 2015. Mr. Fayolle also worked for the IMF as Assistant Director of the Africa Department, and the Policy Development and Review Department from 2003 to 2005, and Alternate Executive Director from 1995 to 1997. He is a graduate of the Ecole Nationale d'Administration, the Université de Paris, Sorbonne, and the Institut d'Etudes Politiques de Paris.

Mr. Fuar Albassam, Assistant Director General,
the OPEC Fund for International Development

Mr. Albassam has held the position of Assistant Director General/Public Sector Operations at the OPEC Fund for International Development since 2011. Prior to this appointment, Mr Albassam was Director of Operations in Africa from 2008 to 2011 and Director of Operations in Asia from 2002 to 2008. Before joining OPEC, he was Senior Engineer and Projects Manager at the Saudi Fund for Development from 1983 to 2002, in Riyadh, Saudi Arabia. Mr Albassam holds a Bachelor of Science in Civil Engineering and a Master of Engineering Management.

Ms. Naoko Ishii, Chief Executive Officer and
Chairperson, Global Environment Facility

Ms. Naoko Ishii is the Chief Executive Officer and Chairperson of the Global Environment Facility, a position she has held since August 2012. Prior to this role, Ms. Ishii, as Deputy Vice-Minister of Finance, was responsible for Japan's international finance and development policies, and for its global policies on environmental issues. She also led the Japanese delegation at the Transition Committee for designing the Green Climate Fund. Ms. Ishii's career at the Ministry of Finance began in 1981 with an international focus, particularly development issues. Later in her career, she was appointed as Japan's Director for Bilateral Development Finance (2004-2006) and for coordination with multilateral development banks (2002-2004). For nearly half of her career, Ms. Ishii served on international assignments outside of Japan, including for the World Bank and the International Monetary Fund. She has also taught sustainable development and environment at Keio University, and has published several papers and books. She holds a B.A. and a Ph.D. from the University of Tokyo.

Mr. Justin Yifu Lin, Honorary Dean, National
School of Development, Beijing University, China

Mr. Justin Yifu Lin is Honorary Dean and Professor of the National School of Development at Beijing Univer-

sity. He is a leading Chinese economist and former Senior Vice-President and Chief Economist of the World Bank. He serves as a consultant to major international organizations and is on the editorial board of several international academic economics journals. He is the author of nearly 20 books, notably "The China Miracle: Development Strategy and Economic Reform" and "State-owned Enterprise Reform in China", in addition to having published over 100 articles in international journals. Mr. Lin received his Ph.D. in Economics from the University of Chicago.

Mr. Jeffrey Sachs, Director, The Earth Institute,
Columbia University, United States of America

Mr. Jeffrey Sachs is the Director of The Earth Institute, Quetelet Professor of Sustainable Development, and Professor of Health Policy and Management at Columbia University. He is Special Advisor to the United Nations Secretary-General Ban Ki-moon on the Millennium Development Goals (MDGs), having held the same position under former UN Secretary-General Kofi Annan. He is also Director of the UN Sustainable Development Solutions Network. Mr. Sachs is co-founder and Chief Strategist of the Millennium Promise Alliance, and Director of the Millennium Villages Project. Mr. Sachs is also one of the Secretary-General's MDG Advocates, and a Commissioner of the ITU/UNESCO Broadband Commission for Development. He has authored three *New York Times* bestsellers in the past seven years.

Mr. Andrea Illy, Chief Executive Officer and
Chairman, illycaffè s.p.a.

Mr. Andrea Illy is Chief Executive Officer and Chairman of illycaffè s.p.a. (commonly known as illy). A chemist by training, Mr. Illy continually shares his knowledge of coffee's chemistry and other scientific and technical aspects, from agronomy to packaging. He is currently president of the Association for Science and Information on Coffee, the only independent scientific coffee organization. Since 1999, Mr. Illy has served on the executive board of Altagamma, the Italian luxury brands association; he was appointed Vice-President in 2007,

representing the food sector. In 2003 he was elected to the Advisory Board of SDA Bocconi in Milan, one Europe's most highly regarded business schools, from where Mr. Illy also obtained his postgraduate degree in 1993.

H.E. Mr. Aly Ngouille Ndiaye, Minister of Industry and Mining, Senegal

Mr. Aly Ngouille Ndiaye is the Minister of Industry and Mining of Senegal. Prior to his appointment, Mr. Ndiaye was the manager of Aris Engineering, an estate agency. He also served as Loan Director at the Banque de l'Habitat du Sénégal (Housing Bank of Senegal). He has been active in setting up and managing the Djollof Microfinance Scheme where small business owners can access

capital. Mr. Ndiaye was born in Linguere in Northern Senegal. He graduated from the Thiès Polytechnic School of Senegal and from the Illinois Institute of Technology, Chicago, USA.

H.E. Mr. Ahmed Abteu, Minister of Industry, Ethiopia

Mr. Ahmed Abteu has more than 20 years of experience in high-level positions. He is the former Deputy Governor of Amhara Regional State, former Head of the Bureau of Industry and Urban Development Head. For the last 16 years, he also worked as Head of Finance and Economic Development, Trade Industry and Urban Development and other Bureaus.



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