



## FIFTH FORUM

# **iSID** INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



## AGENDA

### REGIONAL FORUM ON INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT AND INDUSTRIAL INVESTMENT PROMOTION MEETINGS

Co-organized by the Government of Senegal  
and the United Nations Industrial Development Organization

**MINISTRY OF INDUSTRY AND MINING**

14 – 15 NOVEMBER 2016

KING FAHD PALACE, DAKAR, SENEGAL



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

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## AGENDA

**Day 1 – 14 November 2016**

		<b>Place</b>
<b>08:30–10:00</b>	<b>Registration of participants Seating of participants</b>	Forum Reception
<b>Plenary</b>	<b>Sharing the Programme for Country Partnership (PCP) model in Africa</b>	
<b>10:00–10:40</b>	<b>Opening ceremony: Statements and keynote addresses</b>	<b>Amphitheater</b>
<b>10:00–10:05</b>	<b>Moderator: Mr. Simon Meledje</b>	
<b>10:05–10:20</b>	<b>Visit of exhibition stands</b>	
<b>10:20–10:40</b>	<b>Statements by:</b> <ul style="list-style-type: none"> <li>• His Excellency Mr. Mahammed Boun Abdallah DIONNE, Prime Minister of Senegal</li> <li>• Mr. Li Yong, Director General, United Nations Industrial Development Organization (UNIDO)</li> <li>• Mr. Guy Amedee AJANOHOON, Commissioner for Enterprise Development, Energy, Telecommunications and Tourism, West African Economic and Monetary Union (WAEMU)</li> <li>• Mr. Kalilou TRAORE, Commissioner for Industry and the Private Sector, Economic Commission of West African States (ECOWAS)</li> </ul>	
<b>10:40–11:10</b>	<b>Coffee break and seating of participants in the conference room</b>	
<b>11:10–12:40</b>	<b>Africa’s industrialization challenge, regional integration and the presentation of the PCP experiences and results</b>	<b>Conference room– Salle des Flamboyants</b>
<b>11:10–11:30</b>	<b>Presentation of “Africa’s industrialization challenge and regional integration” by Mr. Guy Amedee AJANOHOON, Commissioner for Enterprise Development, Energy, Telecommunications and Tourism, WAEMU</b>	
	<b>Focus:</b> The importance of Africa’s regional integration for industrial development, in particular with respect to: <ul style="list-style-type: none"> <li>• Development of regional infrastructure projects for industrialization and improved market connectivity;</li> <li>• The importance of regional market expansion;</li> <li>• The key role of mobilization of regional partnerships (Government, regional economic communities (RECs), private sector, development finance institutions (DFIs), multilateral organizations);</li> <li>• Mobilization of the regional private sector to finance regional projects; foster and strengthen partnerships at national, regional and international levels;</li> <li>• The importance of promoting common regional industrial and Investment policies.</li> </ul>	

11:30–11:45

Presentation of: “The Plan Senegal Emergent (PSE) and its Industrial Strategy component” by His Excellency Mr. Abdul Aziz TALL, Minister to the President of Senegal in charge of the PSE

**Focus:**

- The PSE is the reference document for economic and social policy over the medium and long-term. It translates the vision of Senegal as an emerging country in 2035 based on social solidarity and a state of law;
- The PSE: a vision for renewed industrialization of Senegal.

I. The PSE: a new development model for accelerated advancement of Senegal towards an emerging country

- Presentation of the PSE, new model of development for the accelerated advancement of Senegal towards an emerging country. The objectives and expected outcomes.

III. The PSE: Strategies for a renewed industrialization of Senegal

- Presentation of the different industrial projects of the PSE and the expected outcomes;
- The areas in which these projects constitute a strategy for the accelerated industrialization of Senegal.

11:45–12:00

Presentation of: “PSE and ISID: The relevance for a renewed industrialization in Senegal – the results” by His Excellency Mr. Aly Ngouille NDIAYE, Minister of Industry and Mining of Senegal

**Focus:** Presentation of the key results of PCP achieved to date, including:

- The PSE: a vision for a renewed industrialization of Senegal;
- ISID: a vision for inclusive and sustainable industrial development;
- The relevance between the approach for a renewed industrialization set in motion by the PSE and ISID;
- The PCP: a model for the operationalization of ISID and the implementation of SDG 9 of the 2030 Agenda for Sustainable Development;
- Outline strategies for translating the vision of the PSE of a renewed industrialization into actions and tangible results for the benefit of the general population (expected outcomes): adoption of the PCP by the Government of Senegal for the implementation of the “industrial stimulus” component of the PSE;
- Demonstration of the alignment of the PCP with the industrial components of national priorities (PSE);
- Identify the challenges or interruptions in order to ensure an effective, efficient and optimal implementation;
- Presentation of the key results of PCP Senegal achieved to date as well as the following aspects:
  - o Structure of the PCP;
  - o Linkages between industrial projects of the PSE and the PCP;
  - o Implementation and coordination mechanisms;
  - o Modifications undertaken to ensure a dynamic implementation that is sustainable, efficient and optimal:

- Government ownership at the highest level (leadership of the highest authorities and regular follow-up of implementation of guidelines; government financing, including an annual financial contribution for the implementation of the PCP);
  - Strong participation of the national private sector as a key technical and financial partner; rationalization of existing initiatives;
  - National task force including local actors; change of mentality in favor of industry;
  - Investment leveraging effect for technical cooperation and pre-investment services;
  - Capacity-building for the relevant national counterparts;
  - Rationalization of the allocation of financial resources for the industrial component of the PSE;
  - Partner and Donor Working Group (technical and financial partners);
  - Development of mechanisms for a results-based monitoring and evaluation framework, based on SDG 9 (“Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation”) with emphasis on investment promotion and fostering partnerships.
- Key results achieved to date and opportunities for investment.

12:00–12:15

**Presentation of “Ethiopia’s industrialization experience and the results of PCP Ethiopia”** by His Excellency Mr. Mohammed Seid Yimer, Ambassador of the Federal Democratic Republic of Ethiopia in Senegal

**Focus:** A brief overview of Ethiopia’s industrialization and concrete results achieved to date in PCP-Ethiopia implementation

- Brief presentation of the Ethiopian historical industrialization experience;
- The contribution of the Growth and Transformation Plan (GTP) to the industrialization of Ethiopia;
- The concrete ways in which the PCP-ETH exclusively addresses the key industrial aspects of the GTP;
- Ethiopia’s experience in funds mobilization for large-scale industrial investment.

12:15–12:35

**Questions-and-answers session**

12:35–12:40

**Wrap up by the moderator**

**Focus:**

- The relevance of regional integration for Africa’s industrialization;
- The advantages of the PCP approach based on ISID principles for accelerated industrialization of Africa;
- The advantages of regional integration and the key role of the PCP approach in promoting regional cooperation and fostering partnerships for resource mobilization;
- The necessity to scale up the PCP approach at the regional level for Africa’s industrialization.

12:40–14:30	<b>Lunch break</b>	<b>Conferencecenter</b>
14:30–18:00	<b>The dissemination of the PCP model in Africa</b>	<b>Conference room – Salle des Flamboyants</b>
14:30–15:30	<b>First part of the session</b>	
14:30–14:40	<b>Moderator: Mr. Tidiane Boye, PCP Senegal Team Leader, UNIDO</b> Introduction of the topic	
	<b>Focus:</b>	
	<ul style="list-style-type: none"> <li>• How to scale up the PCP approach as a way to promote SDGs and ISID in Africa in the context of the Third Industrial Development Decade of Africa ( IDDA III);</li> <li>• To reach a global consensus for the development of a framework and tools for inclusive and sustainable industrial development in Africa.</li> </ul>	
14:40–14:55	<b>Presentation of “The strategy for promoting public-private partnerships (PPPs) in the WAEMU as an investment to reach the PSE objectives and to operationalize ISID programmes in Member States”</b> by Mr. Francois SERRES, UNIDO International Expert	
14:55–15:15	<b>Questions-and-answers session</b>	
15:15–15:30	<b>Presentation of “The proposed modalities for expanding the PCP approach in Africa</b> by Mr. Kalilou TRAORE, Commissioner for Industry and the Private Sector, ECOWAS	
	<b>Focus:</b>	
	<ul style="list-style-type: none"> <li>• To reach global consensus on a Plan of Action as a guide for the development of a framework and tools for inclusive and sustainable industrial development in Africa;</li> <li>• The main characteristics of the Plan of Action for the dissemination of the PCP model, including: <ul style="list-style-type: none"> <li>○ Reaching consensus on strong government ownership and regional ownership;</li> <li>○ Strengthening national and regional institutional capacities;</li> <li>○ Fostering partnerships and shared responsibilities;</li> <li>○ Up-scaling strategies for regional industrial investment promotion and investment leveraging, including pre-investment services and interventions;</li> <li>○ Strengthening joint resource mobilization mechanisms involving all stakeholders (governments, private sector, RECs and other regional entities, DFIs, multilateral and bilateral development partners).</li> </ul> </li> <li>• Successful implementation of the Plan of Action to address the following main conditions: <ul style="list-style-type: none"> <li>○ Strong political will: Endorsement at the highest government level;</li> <li>○ Mobilization of partnerships and funds;</li> <li>○ Importance of regional actors and development partners.</li> </ul> </li> </ul>	

**15:30–18:00**      **Second part of the session: Mobilizing the private sector, governments, DFIs and RECs for the extension of the PCP approach in Africa and its implementation modalities**

**Format of the session:** Guided roundtable discussions

**Chairperson:** Mr. Kalilou TRAORE, Commissioner for Industry and the Private Sector, ECOWAS

**Co-chairperson:** Mr. Guy Amedee AJANOHOON, Commissioner for Enterprise Development, Energy, Telecommunications and Tourism, WAEMU

**Moderator:** Mr. Tidiane Boye, PCP Senegal Team Leader, UNIDO

**15:30–15:35**      The Moderator to introduce objective of the session and the methodology  
– 5 minutes

**Objectives of the session:**

- Propose potential partners responsible for extending the PCP in each country, with focus on private sector mobilization;
- Develop modalities for effective mobilization of the proposed partners;
- Identify concrete modalities for disseminating the PCP approach in Africa;
- Agree on the respective roles and responsibilities of the key regional actors (RECs, regional private sectors, regional finance institutions and development partners);
- Agree on a framework for implementation and coordination mechanisms to mobilize regional partners;
- Propose means and modalities for the interventions of the RECs.

**15:35–17:10**      **Focus and topics of discussion:**

- Reach a global consensus for the development of a framework and tools for inclusive and sustainable industrial development in Africa;
- Jointly build with all development partners, in particular, the private sector, management mechanisms to support African development efforts;
- Jointly develop mechanisms and tools with all stakeholders to identify, facilitate and coordinate the implementation of regional priority programmes and projects, with focus on industrial investment promotion;
- Jointly develop strategic directions for that provide insight into, and contribute to, a rapid and sustainable industrialization of Africa, with focus on resource mobilization, fostering of partnerships with close attention to cross-cutting issues of gender and capacity development;
- The importance of fostering partnerships with regional development partners to mobilize resources in order to finance Africa's industrialization;
- Identification and implementation of large-scale industrial projects at the RECs level;
- Participation of RECs and other regional entities.

- Define follow-up actions/specific activities post-Forum;
- Develop management mechanisms for dissemination of the PCP in Africa:
  - Obtain approval of African Heads of States on dissemination modalities;
  - Establish a regional Working Group/Steering Committee.

**Key interventions by:**

- Mr. Alhassane HAIDARA, Chief Investment Officer, Head of Mining and Manufacturing Teams, Private Sector Department, African Development Bank (AfDB)
- African Ministries of Industry;
- Representative of the AUC;
- Representative of ECOWAS;
- Representatives of the regional economic communities;
- Representative of regional DFIs (AfDB, West African Development Bank);
- Representatives of the national private sector;
- Representatives of the regional and international private sectors;
- Representatives of United Nations agencies (United Nations Economic Commission for Africa, UNIDO).

*The Moderator to collect the recommendations and UNIDO to present the main recommendations made*

17:10–17:15

**Wrap up by the Moderator**

17:15–17:45

**Questions-and-answers session on the extension and the implementation modalities of the PCP approach in Africa**

17:45–17:55

*The Moderator to collect the recommendations and UNIDO to present the main recommendations made*

17:55–18:00

**Closure of Day 1 and wrap up by the Moderator**

19:00–20:30

**Cocktail reception hosted by the Government of Senegal**



**Day 2 – 15 November 2016, chaired by Her Excellency Ms. Khoudia MBAYE, Minister of Investment Promotion, Partnerships and State Teleservices Development of Senegal**

**In the presence of His Excellency Mr. Abdou JOBE, Minister of Trade, Industry, Regional Integration and Employment of the Gambia, His Excellency Mr. Aly Ngouille NDIAYE, Minister of Industry and Mining of Senegal and Mr. Kalilou TRAORE, Commissioner for Industry and the Private Sector of ECOWAS**

<b>Plenary</b>	<b>Investment promotion meetings</b>	<b>Conference room</b>
<b>09:00–09:10</b>	<b>Moderator: Mr. Simon Meledje</b> <i>The Moderator to introduce the representatives of the respective institutions in charge of investment promotion and major industrial projects</i>	
<b>09:10–09:35</b>	<b>Presentation of “The investment climate in Senegal and advantages for investors”</b> by Mr. Mountaga SY, CEO of Investment Promotion and Major Projects Agency (APIX) <b>Focus:</b> <ul style="list-style-type: none"><li>• The general investment climate in Senegal;</li><li>• Highlight the contribution of the PCP, in partnership with the Government of Senegal, for the improvement of the investment climate through reforms.</li></ul>	
<b>09:35–10:00</b>	<b>Presentation of “Agro-pole projects”</b> by Mr. Ibrahima WADE, Director General of the Operational and Monitoring Office of the PSE (BOS) <b>Main subjects and format:</b> <ul style="list-style-type: none"><li>• Presentation of the goals of the projects (objectives and expected impacts) and financing modalities;</li><li>• Presentation of the achievements to date and opportunities;</li><li>• Concrete investment opportunities in Senegal.</li></ul>	
<b>10:00–10:25</b>	<b>Presentation of “The regional mining hub of the PSE”</b> by Mr. Abdoulaye LY, Director of Investment Promotion, Project Manager, Ministry of Investment Promotion, Partnerships and State Teleservices Development of Senegal <b>Main subjects and format:</b> <ul style="list-style-type: none"><li>• Presentation of the goals of the projects (objectives and expected impacts) and financing modalities;</li><li>• Presentation of the achievements to date and opportunities;</li><li>• Concrete investment opportunities in Senegal.</li></ul>	
<b>10:25–10:50</b>	<b>Presentation of “The integrated industrial parks”</b> by Mr. Momath BA, Director-General of the Agency for the Promotion of Industrial Sites (APROSI) <b>Main subjects and format:</b> <ul style="list-style-type: none"><li>• Presentation of the goals of the projects (objectives and expected impacts) and financing modalities;</li><li>• Presentation of the achievements to date and opportunities;</li><li>• Concrete investment opportunities in Senegal;</li><li>• Video presentation of the Diamniadio integrated industrial park and other industrial sites.</li></ul>	

<b>10:50–11:20</b>	<b>Questions-and-answers session and announcement of “Business-to-business” (B2B) and “Business-to-government” (B2G) meetings</b>	
<b>11:20–11:50</b>	<b>Coffeebreak</b>	
<b>11:50–12:35</b>	<b>Closing ceremony</b>	
<b>11:50–11:55</b>	The Moderator to introduce the Closing Ceremony	
<b>11:55–12:10</b>	Presentation of the final statement of participants of the Forum by Mr. Kalilou TRAORE, Commissioner for Industry and the Private Sector, ECOWAS	
<b>12:10–12:35</b>	Closing remarks by: <ul style="list-style-type: none"> <li>○ Mr. LI Yong, Director General, United Nations Industrial Development Organization;</li> <li>○ Her Excellency Ms. Khoudia MBAYE, the Minister of Investment Promotion, Partnerships and State Teleservices Development of Senegal;</li> <li>○ His Excellency Mr. Aly Ngouille NDIAYE, Minister of Industry and Mining of Senegal.</li> </ul>	
<b>12:35–14:30</b>	<b>Lunch break</b>	
<b>14:30–18:00</b>	<b>B2B and B2B meetings</b>	<b>Dedicated lounge</b>
<b>15:00–18:00</b>	<b>Visit to the industrial park of Diamniadio</b> <ul style="list-style-type: none"> <li>• 1<sup>st</sup> departure: 15:00</li> <li>• 2<sup>nd</sup> departure: 16:30</li> </ul>	Diamniadio Site
<b>18:00</b>	<b>Closure of the Fifth ISID Forum and investment promotion meetings</b>	
<b>Permanent (Day 1 and Day 2)</b>	<b>Exhibition of industrial products</b>	





**TOGETHER**  
*for a sustainable future*

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