Ladies and Gentlemen, Colleagues and Collaborators,

I am pleased to welcome you all to the stand of the United Nations Industrial Development Organization (UNIDO) at Hannover Messe. I thank you for the efforts and costs you have taken on you to ensure to be with us at this important event which is considered the world’s largest industrial fair.

Today, I have the honour to inaugurate the UNIDO stand together with the Chairman of the Board of Deutsche Messe, Mr. Jochen Koeckler. At today’s occasion, we will renew our successful cooperation –which was first formalized in 2014– by signing a new Memorandum of Understanding (MoU) between UNIDO and Deutsche Messe. It is now the fifth time since 2015, that UNIDO is officially represented through a dedicated stand at Hannover Messe.

The new MoU underpins our intention to upscale and expand our future cooperation and to continue to leverage the excellent platform of Hannover Messe. Here, in this Hall 27 dedicated to Global Business & Markets, institutions and industrial enterprises find an ideal setting to promote themselves for business lead generation, for investment promotion and for technology acquisition.

I am pleased to note such a diverse group of institutions and enterprises from developed and developed countries alike, united by their aspirations to present themselves for the attraction of new investments and to learn about path-breaking new industrial trends, such as those of industry 4.0. We have representatives from the two Investment and Technology Promotion (ITPO) Offices here with us – ITPO Germany as well as ITPO Shanghai from China. We welcome our close partner, the World Association of Investment Promotion Agencies (WAIPA), who has been providing excellent support in mobilizing various member investment promotion agencies. Likewise, it also gives me pleasure to welcome our colleagues from the Common Market for Eastern and Southern Africa (COMESA),
representing an important region with 21 member states in Africa. We can further welcome
delegates of ITPO Germany coming from three countries of UNIDO’s Programme for
Country Partnership (PCP), namely from Senegal, Ethiopia and Morocco. Moreover, we have
three further co-exhibitors from the Tanzania Investment Centre, ProColombia and the Iraq
Enterprise Development Centres (EDCs). There are also numerous private sector enterprises
that have seized the opportunity to avail themselves of this important platform that UNIDO
has created for them.

**Ladies and Gentlemen, Colleagues and Collaborators,**

It is estimated that an annual amount $2.5 trillion will be needed to meet the 2030 Sustainable
Development Goals in developing countries. For many developing countries, however,
achieving the SDGs will be a challenging task, not least because disruptive technological
change is happening all around us. What better place than Hannover Messe could there be in
getting an impression on where technological change under the 4\textsuperscript{th} Industrial Revolution is
going to take us in the next decades to come.

I wish to assure you that UNIDO is adapting to this changing world in order to better serve its
member states. It will do what is within its mandate of Inclusive and Sustainable Industrial
Development (ISID) to ensure that no one is left behind. UNIDO’s new vision and approach
is also based on enhancing the collaboration with all stakeholders, in order to achieve
common development objectives, especially in matters related to investment promotion. The
establishment of viable partnerships, including North-South, South-South and triangular
cooperation are key elements of this vision.

Within this new vision, we are confident that your participation under the auspices of UNIDO
at Hannover Messe 2019 will serve to further promote the ongoing work and programmes in
your countries.

I wish all of you good work and productive participation at Hannover Messe and thank you
for your strong collaboration and trust in UNIDO.