

DUBAI DEVELOPMENT  
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AUTHORITY



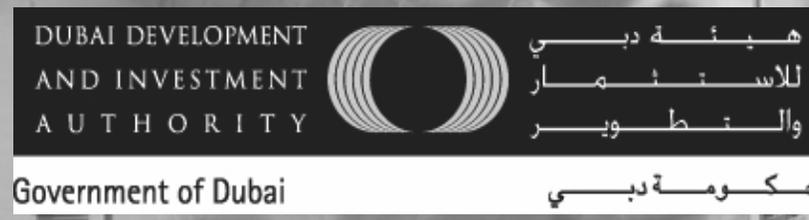
هيئة دبي  
للاستثمار  
والتنطوير

Government of Dubai

حكومة دبي

# Arab Association for Investment Promotion

Proposal for OECD Involvement  
February 11<sup>th</sup>, 2004



الهيئة العامة لتنظيم المنطقة الاقتصادية الخاصة  
Dubai Special Economic Zone Authority



## **Arab Association for Investment Promotion (AAIP)**

The collective wisdom of the Investment Promotion Agencies of Saudi Arabia, Bahrain and Dubai has resulted in the establishment of the Arab Association of Investment Promotion (AAIP).

### **Vision**

**To evolve into a truly representative organization for promoting collective investment interests of the Arab region.**

### **Mission**

**Accelerate the pace of economic development in the Arab region by improving the flow of Foreign Direct Investment (FDI).**

## Scope of Initiative

### Vision

**Accelerate the pace of economic development in the Arab region by Improving the flow of Foreign Direct Investment (FDI)**

### Objectives

- 1) **Enhancing Inter-Arab Cooperation and Integration** through the creation of an environment of learning, cooperation, exchange and promotion of best practice in investment processes and attracting foreign direct investments;
- 1) **Advising Arab governments** on adopting appropriate national investment promotion policies, regulations and strategies.
- 1) **Promoting investment opportunities in the Arab world** and positioning it as an investment destination of choice;
- 1) **Developing comprehensive Inter-Arab strategies** that will gradually lead to greater unification of Arab markets.

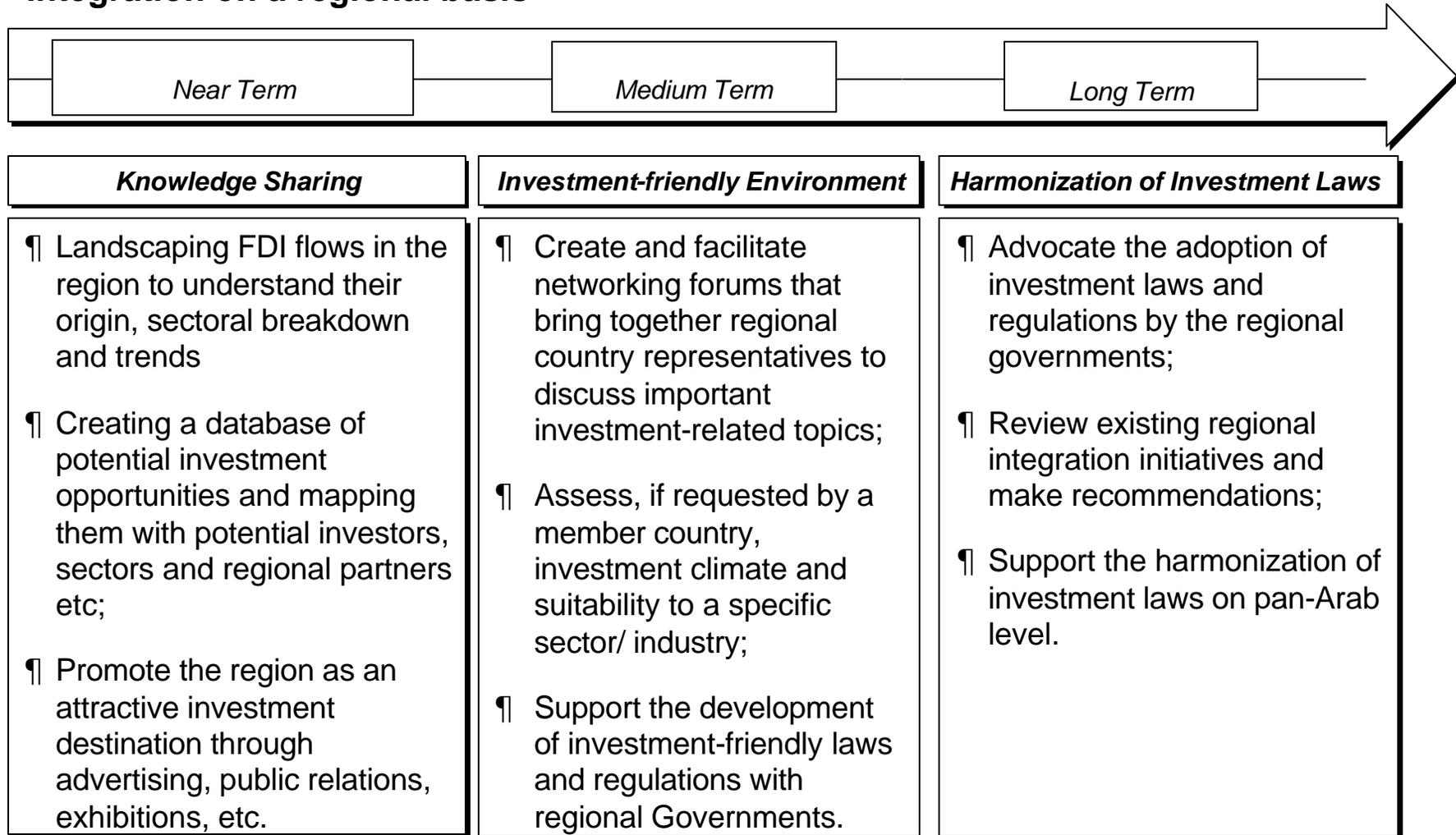
### Vehicle

**Arab Association for Investment Promotion (AAIP) has been established to represent the collective investment interests of the Arab world.**

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## Objectives of AAIP

The AAIP is envisioned to play a sustained long-term role in supporting Arab governments in knowledge sharing, investment-environment creation and regulatory integration on a regional basis

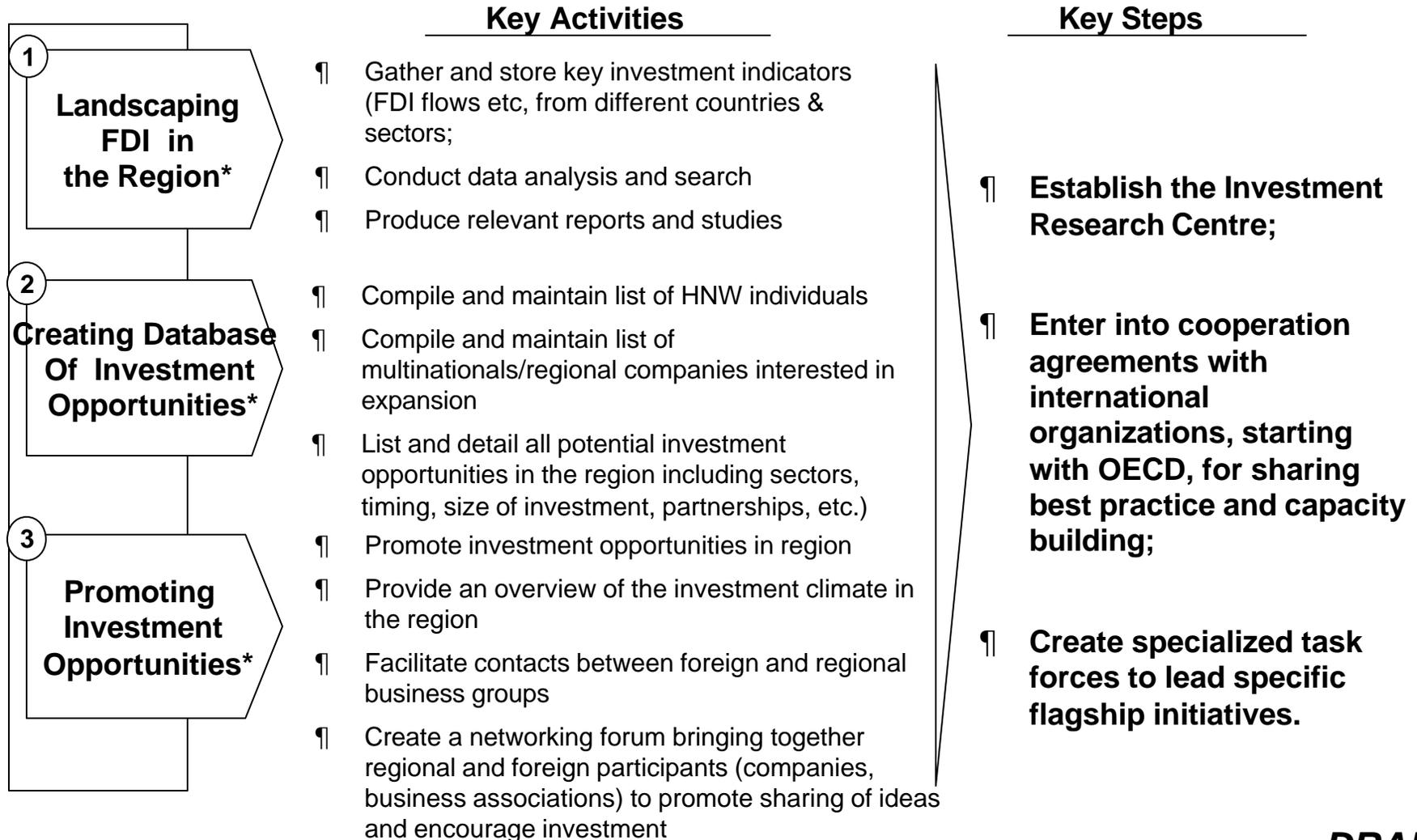


Focus of the Presentation

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## Near-Term Objectives of AAIP

In the near-term, the AAIP will focus on documenting, identifying and promoting investment opportunities by capitalizing on the experiences of regional and international organizations.



\* As decided by the existing members of the AAIP.

## International Cooperation

Support is required from organizations that have a proven track record of providing best practice and technical assistance to emerging markets in the area of investments promotion.



- Core Competencies**
- ¶ Organization of the 30 most powerful industrialized nations and major donor countries for DFDI;
  - ¶ Offers economic analysis, policy dialogue and best practice recommendations to both governments & corporate sector of member countries;
  - ¶ Extensive partnerships with non-member countries for capacity-building in areas of corporate governance and investment.
- Arab Experience**
- ¶ Network of investment officials in the Region;
  - ¶ Published various sector-based reports, country survey and case studies on various countries of the Region.

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## Value Proposition of OECD Cooperation

In an advisory capacity, the OECD can be instrumental in helping the AAIP achieve its near and medium term objectives.

### Possible Areas of Cooperation

- i **Quantification and Classification of FDI**
- ii **Access to Private Sector Companies in OECD**
- iii **Harmonization of Investment Regulatory Environment**
- iv **Public-Private Partnership Reconfiguration**
- v **Corporate Governance Improvement**

### Assumed Core Competencies of OECD

- ¶ Considerable experience in producing data collection and reporting system, including legislative frameworks, institutional arrangements and level of cooperation and communication between institutions and methodologies applied.
- ¶ OECD can provide valuable access to investment opportunities through its close association with Business Advisory Council (BAC) and Business & Investment Advisory Committee (BIAC) of OECD
- ¶ OECD investment instruments, OECD country investment policy experience and UNCTAD case examples are key sources for harmonizing regional investment policies, OECD Tax Treaty Model to harmonize tax treaties and policies in the region
- ¶ OECD, in conjunction with UN/ECE, provide project development and new project financing techniques, as well as legal and regulatory advice
- ¶ OECD, in conjunction with World Bank, assists in creating sound financial disclosure and accountancy regimes, as well as reform progress by using OECD model of regulatory impact analysis

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## Proposed Next Steps

- Establishing a joint Task Force to explore the specific areas of cooperation in detail along the overall cooperation areas defined in this document, i.e.
  - Knowledge sharing to achieve analysis of current status
    - Landscaping of FDI in the Region
    - Creating a database of investment opportunities
    - Promoting investment opportunities
    - Organizational set up (e.g. South East European Investment Compact)
    - Public and Corporate Governance
  - Creation of an investment-friendly environment
  - Harmonization of Investment Laws
- Scheduling of a meeting between the Arab Association for Investment Promotion and OECD representatives

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