United Nations Industrial Development Organization

Internet address:  http://www.unido.org
MANDATE

TO SUPPORT DEVELOPING COUNTRIES AND ECONOMIES IN TRANSITION IN THEIR EFFORTS TO ACCELERATE SOCIO-ECONOMIC DEVELOPMENT, WHILE MEETING THE ENVIRONMENTAL CHALLENGE
SERVICE MODULES

1. Industrial Governance  
2. Investment and Technology Promotion  
3. Quality and Productivity  
4. Business Development  
5. Sectoral Technology Support  
6. Industrial Energy  
7. International Protocols on Environmental Issues  
8. Environmental Management
INVESTMENT AND TECHNOLOGY PROMOTION

Objective

To help developing countries and economies in transition to bridge the investment gap and the technology divide by strengthening their capacities to attract investment for industrial projects, assist them in the acquisition of new technologies as well by establishing sustainable mechanism for promotion of business alliances.
Main Services (1)

- establishing/strengthening national Investment Promotion Agencies (IPAs) as one-stop shops for investment promotion as well as technology centres and technology support institutions to assist enterprises with the assessment, transfer and management of new and appropriate technology;

- assisting governments in improving investment climate and designing investment related policy instruments;

- developing technology foresight programmes to support technology policy and strategies;
INVESTMENT AND TECHNOLOGY PROMOTION

Main Services (2)

- providing advisory services throughout the entire investment and technology promotion cycles from formulation of business proposals up to locating potential investors and sources of funds;

- establishing/maintaining Subcontracting and Partnership Exchanges (SPX) to identify and promote manufacturing capacities and capabilities of local SMEs.
<table>
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<th>Investment and Technology Promotion Offices (ITPO)</th>
<th>Investment Promotion Units (IPU)</th>
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<td>Egypt</td>
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<td>Italy (Bologna and Milan)</td>
<td>Jordan</td>
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<td>Belgium (Walloon region)</td>
<td>Uganda</td>
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<td>Brazil (Recife, State of Pernambuco)</td>
<td>Tunisia</td>
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<td>China (Beijing and Shanghai)</td>
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<td>Poland</td>
<td>promotion focal office</td>
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<tr>
<td>Slovakia</td>
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<td>Republic of Korea</td>
<td>Development Agency (NWDA)</td>
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<tr>
<td>Russian Federation</td>
<td>and NIMTECH</td>
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</table>
INVESTMENT AND TECHNOLOGY PROMOTION OFFICES (ITPO)

Mandate

- UNIDO’s network of ITPOs brings industrial investment and latest technology to those countries most in need of a promotional helping hand

- It opens up new opportunities for investors and technology suppliers to link up with potential partners in developing countries and countries with economies in transition
INVESTMENT AND TECHNOLOGY PROMOTION OFFICES (ITPO)

Services

- **Information fast lane**
- **Partnership promotion**
- **Investment/technology promotion delegate programme**
- **Business negotiations**
Main objective:

To help bridging the technology divide by assisting developing countries in identifying their technology needs, accessing sources of new advanced technology and building-up institutional capacities and skills for effective promotion of new technologies to the market place.
INTERNATIONAL TECHNOLOGY CENTRES

- International Centre on for Building Materials Technology Promotion (ICBMTP) (Beijing, China)
- UNIDO-Shanghai International IT Technology Promotion Centre
- UNIDO-Shenzhen Environment Technology Promotion Centre
- UNIDO-Brazil International Centre for Microelectronic Technology (CEITEC)
- National Technology Transfer Centre (Belarus)
- Technology Transfer Centre (Ukraine)
- Sectoral Technology Centres (Egypt)
INTERNATIONAL TECHNOLOGY CENTRES

(on-going projects)

- International Centre for Science and High Technology (ICS)
- International Centre for Advancement of Manufacturing Technology (ICAMT)
- International Centre for Small Hydro Power
- International Centre for Application of Solar Energy
- International Materials Assessment and Application Centre (IMAAC)
- International Centre of Medicine Biotechnology (ICMB)
- International Centre for Materials Evaluation Technology (ICMET)
- UNIDO-Shanghai International IT Technology Promotion Centre
- UNIDO-Shenzhen Technology Promotion Centre
INTERNATIONAL TECHNOLOGY CENTRES

Main features:

➢ mostly operate in the field of “new generic technologies” – IT, new materials and processing technologies;

➢ bring the innovation results and the innovation culture to the business environment;

➢ facilitate transfer and absorption of technology to developing countries (North-South and South-South);

➢ monitor technological trends (foresight);

➢ network with R&D institutes, universities, professional and industrial associations, government institutions etc.
UNIDO Exchange community

UNIDO Headquarters
UNIDO Field Offices
UNIDO Investment and Technology Promotion Offices (ITPOs)
International Technology Centres (ITCs)
Industrial Subcontracting and Partnership Exchanges (SPXs)
Government Institutions and/or other Organizations related to Industrial Development
National Cleaner Production Centres (NCPCs)

Knowledge, Information, Expertise, Opportunities, Tools & Methodologies
National Investment Promotion Agencies (IPAs)
Private Sector Institutions (PSIs)
Universities/R&D Institutions
Municipalities/Regions
National/Regional/International Financial Institutions (DFIs)
Specialized Media
Companies

Industrial Partnerships
UNIDO Exchange Synergies

Get involved!
News Exchange
Network News
Special Features
Events
Links to Specialized Media
News Exchange Archive

Explore…
RESOURCE SHARING
UNIDO Expertise

Learn from…
Learning & Development
Experiences & Success Stories
Publications
Tools & Methodologies
Business
Environment
Technology

UNIDO Highlights
Environment
Statistics
UNIDO Integrated Programmes
Industrial Development Strategies
Standards and Market Access

Find out about…
MARKETPLACE
Investment Projects (e-iitpps)
Technology Offers
Cooperation proposed
Cooperation sought
Advice & Assistance
Links to Technology Databases
UNIDO
Others

Get connected!
FORUMS
Chat
Discussion Boards
A Sub-Regional Approach for Investment and Technology Promotion

Presentation of a concept
Better attractiveness of a sub-region for foreign investors

Exchange of information and views on “best practices” for establishing a stable legal and institutional framework

Fostering intra-regional cooperation in creating a favourable climate for the private sector including foreign investors

Promoting new forms of foreign investments and extensive use of ICT

Supporting private-public partnerships for enterprise development

Extending assistance to SMEs through national institutions for a search for foreign partners

Strengthening cooperation with sub-regional and international organizations
Objectives

- To support local institutions and SMEs in a given sub-region in the attraction and mobilization of foreign investments and technology

- To provide a forum and act as an instrument to serve countries in a sub-region in their contacts and consultations in order to increase competitiveness of their industries
What is a sub-regional network?

An exclusive club of UNIDO Exchange members using its platform to implement a common regional agenda, fully utilizing the expertise of UNIDO.
UNIDO Investment Promotion Units: Main functions

- Assisting entrepreneurs to formulate business ideas and evaluate technology options
- Organize business delegations to specialized fairs and exhibitions
- Undertake industrial surveys to identify existing bottlenecks, constraints and potential areas for industrial cooperation
- Promote investment opportunities through UNIDO ITPO network for the identification of potential partners
- Assist potential partners throughout the project cycle from initial contacts, through negotiations, until identification of the financing scheme
- Provide training on UNIDO project appraisal methodology/software and promotional techniques through the Delegate Programme and the organization of training seminars
- Organize awareness events to promote joint-learning and exchange of experience in the areas of investment promotion, technology innovation and private sector development
Key Actors

ITPO

Sub-regional Network

IPU

ITPO

IPU

ITPO

IPU

Accumulated knowledge and experience; Coordination and administration; Networking; Developing/up-grading methodologies and Software.

Integrated Programmes

Quality Environment SMEs Tech. Services
Enhanced intra-regional cooperation for creating a favourable climate for both private sector development and increased attractiveness of the region for foreign investors

Establishment of a sub-regional vehicle for joint learning and sharing of knowledge which could encourage the adoption of a benchmarking mechanism and fostering best practices

Increased private-public partnership and dialogue
Expected Results

- Strengthened operational capabilities of local institutions to market their respective countries as attractive investment destinations at national and regional levels.

- Availability of networking facilities allowing exchange of information, access to sub-regional databases on policies and investment opportunities and technology offers.

- Increased investment flows.

- Enhanced marketing and promotion of technology.
Structure

Sustainable Investment and Technology Promotion Mechanism

Sharing knowledge and experience

Capacity-Building
Networking, Sharing Knowledge and Experience

- Opportunities, Companies, Technologies
- Country data, Statistics
- Institution Map, Publications

ITPO
IPU
Policy Infobase
Business Infobase
Sustainable Investment and Technology Promotion Mechanism

**Exchange**

**Potential partners**

**Project promotion**
- **ITPOs**

**Project screening**
- **ITPO/IPUs**
- **IPC/QTI**

**Project formulation and appraisal**
- **Inv/tech related institutions (IPUs)**

**Capacity-Building TA**
- **ITPO/IPUs**
- **IPC/QTI**

**Technology Assessment/Expertise**
- **International Technology Centers**

**Investment and technology project proposals, technology requests/offers**

**Clients/SMEs**
PROJECT IDENTIFICATION AND PREPARATION
- Identification of investment opportunities
- Screening of investment proposals
- Pre-appraisal
- Comfar

PROJECT PROMOTION
- Investment Promotion techniques
- Delegate Programme

COUNTRY PROMOTION
- Marketing
- Analysis of Investment Climates
- Road Shows
SOUND ENVIRONMENT

UNIDO Implementing Agency of Montreal Protocol
GLOBAL GOAL OF OZONE LAYER RECOVERY

- 170 Countries ratified the relevant Agreement
- 1st Phase: Control and Phase out pollution in Developed Countries
- 2nd Phase: Control and phase out pollution in Developing Countries
- Grace period accompanied with Technical & Financial Assistance
UNIDO is administering 600 industrial projects in industrial sectors of production such as:

- aerosols,
- foams,
- fumigants (methyl bromide),
- fire extinguishers, refrigerators,
- metalworking and electronic industries,
- tobacco processing
Total approved funding volume of over US$ 200 million (net, without UNIDO support costs).

- policy advice, and capacity building to the governments and various key players of the relevant industries,
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- policy advice, and capacity building to the governments and various key players of the relevant industries,

- creation and enhancement of awareness on this environmental hazard and its implications,
Total approved funding volume of over US$ 200 million (net, without UNIDO support costs).

- policy advice, and capacity building to the governments and various key players of the relevant industries,

- creation and enhancement of awareness on this environmental hazard and its implications,

- training and skills development in cleaner production technologies, testing, quality control and standardization,
Total approved funding volume of over US$ 200 million (net, without UNIDO support costs).

- policy advice, and capacity building to the governments and various key players of the relevant industries,

- creation and enhancement of awareness on this environmental hazard and its implications,

- training and skills development in cleaner production technologies, testing, quality control and standardization,

- technical and financial support to enterprises in converting their production lines to ozone friendly technologies,
Total approved funding volume of over US$ 200 million (net, without UNIDO support costs).

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- replacement or retrofitting of equipment for adaptation to the new substances, which are environment-friendly,
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- Creation and enhancement of awareness on this environmental hazard and its implications,

- Training and skills development in cleaner production technologies, testing, quality control and standardization,

- Technical and financial support to enterprises in converting their production lines to ozone friendly technologies,

- Replacement or retrofitting of equipment for adaptation to the new substances, which are environment-friendly,

- Adaptation of cleaner manufacturing technologies.
APPROVALS AND PROGRESS IN TERMS OF US$ AND ODP TONNES

<table>
<thead>
<tr>
<th>SECTOR</th>
<th>APPROVALS US$(000)</th>
<th>DISBURSEMENTS US$(000)</th>
<th>ODP TONNES TO BE PHASED OUT (APPROVED)</th>
<th>ODP TONNES PHASED OUT</th>
</tr>
</thead>
<tbody>
<tr>
<td>AEROSOL</td>
<td>7.087</td>
<td>6.026</td>
<td>3.207</td>
<td>2.992</td>
</tr>
<tr>
<td>FOAMS</td>
<td>39.563</td>
<td>17.756</td>
<td>8.618</td>
<td>5.522</td>
</tr>
<tr>
<td>FUMIGANTS</td>
<td>12.317</td>
<td>3.524</td>
<td>146</td>
<td>0</td>
</tr>
<tr>
<td>HALONS</td>
<td>496</td>
<td>481</td>
<td>1.110</td>
<td>1.480</td>
</tr>
<tr>
<td>REFRIGERATION</td>
<td>115.756</td>
<td>81.134</td>
<td>10.574</td>
<td>8.436</td>
</tr>
<tr>
<td>SOLVENTS</td>
<td>8.449</td>
<td>5.055</td>
<td>889</td>
<td>482</td>
</tr>
</tbody>
</table>

VALUE IN US$(000)
### Approvals & Progress by Region

**Approvals & Progress by Region (through 1999; ref. UNIDO BP 2000)**

#### Approvals (Value in US$ & ODP Tonnages)

<table>
<thead>
<tr>
<th>Region</th>
<th>Approved US$(000)</th>
<th>Disbursements US$(000)</th>
<th>ODP Tonnage Approved</th>
<th>ODP Tonnage Phased Out</th>
</tr>
</thead>
<tbody>
<tr>
<td>AFRICA</td>
<td>43.150</td>
<td>33.961</td>
<td>4.440</td>
<td>3.839</td>
</tr>
<tr>
<td>ASIA &amp; PACIFIC</td>
<td>112.357</td>
<td>66.065</td>
<td>16.438</td>
<td>12.529</td>
</tr>
<tr>
<td>EUROPE</td>
<td>11.687</td>
<td>7.116</td>
<td>2.441</td>
<td>1.847</td>
</tr>
<tr>
<td>LATIN AMERICA</td>
<td>19.870</td>
<td>8.341</td>
<td>1.592</td>
<td>921</td>
</tr>
</tbody>
</table>

**Diagram: Approvals (Value in US$ & ODP Tonnages)**

- **APPROVED US$(000):**
  - Africa: 43,150
  - Asia & Pacific: 112,357
  - Europe: 11,687
  - Latin America: 19,870

- **DISBURSEMENTS US$(000):**
  - Africa: 33,961
  - Asia & Pacific: 66,065
  - Europe: 7,116
  - Latin America: 8,341

- **ODP TONNES APPROVED:**
  - Africa: 4,440
  - Asia & Pacific: 16,438
  - Europe: 2,441
  - Latin America: 1,592

- **ODP TONNES PHASED OUT:**
  - Africa: 3,839
  - Asia & Pacific: 12,529
  - Europe: 1,847
  - Latin America: 921
A: as own responsibility; expert’s non-availability.

B: Technology change; co-funding; TORs/specs; new site; quality aspects; local works.

C: Technical reasons; proj./sector eligibility, govt. priorities; safety aspects; raw materials availability.

D: Sign prodoc; SME identification; customs/taxes, storage fee.

E: External [economic] (regional/global) factors; currency problems; company merger; non-operation.
Phasing out CFC-12 in China’s SMEs

$4.5 million project Polymer packaging and insulating foams are the target subsector in a approved under an innovative implementation modality with UNIDO and the China State Environmental Protection Administration.

The first in a series of UNIDO umbrella projects for China in this important SME subsector, the project will phase out an average annual use of more than 1,000 tons of CFC-12 by 25 factories. Ultimately, a total of 207 enterprises will be affected, phasing out average annual use of 3,800 tons of CFC-12.
Statistical Overview 1999-2000

- Workshops, Study Tours and Fellowships Offered: 732
- Small & Medium Enterprises Assisted: 28,400
- Small & Medium Enterprises Created: 1,219
- Small and Medium Enterprises Expanded: 1,530
- Women Entrepreneurs Assisted: 9,200
- Investments Generated: US $450 million
- Ozone Depleting Substances Eliminated: 7,577 tonnes in 500 companies
with Experience in....

- Industrial Investment & Technology
- Field Operations
- Networking
- Environment
Could be Instrumental in the provision of Integrated Services in Industrial Development and Rehabilitation, emphasizing Environmental related issues.
Why UNIDO?

- unbiased, cost-effective services
- network for investment and technology promotion
- support throughout the entire investment cycle
- acknowledged methodologies and software
- mobilizing investment financing
- integration with other services (quality and competitiveness, private sector development, agro-industries, environment etc.)
THANK YOU