



INVESTMENT COMPACT
FOR SOUTHEAST EUROPE



REPUBLIC OF BULGARIA
MINISTRY OF ECONOMY
AND ENERGY



CZECH REPUBLIC
MINISTRY OF FOREIGN AFFAIRS



INVESTMENT AND BUSINESS
DEVELOPMENT AGENCY

Investment Committee for South East Europe
2nd Meeting of the
Working Group on Investment Promotion:

**“How to implement local-foreign companies
linkages and competitive clusters”**

AGENDA

9-10 April 2008

LOCATION:

Andel's Hotel
Quartz Room
Stroupežnického 21
Prague
Czech Republic

WEDNESDAY 9 APRIL 2008

**09:00
-17:45**

2ND MEETING OF THE WORKING GROUP ON INVESTMENT PROMOTION

**08:30-
09:00**

REGISTRATION AND WELCOME COFFEE

**09:00-
09:30**

WELCOME AND OPENING REMARKS

H. E. Mr. Karel Dyba, Ambassador, Permanent Representative of the Czech Republic to the OECD

Ms. Elena Pishtovkoleva, Director, Investment Policy Directorate, Ministry of Economy and Energy of Bulgaria, Chair of the Working Group on Investment Promotion

Mr. Anthony O'Sullivan, Head of Division, OECD Private Sector Development

**09:30-
11:00**

SESSION I: HOW TO IMPLEMENT LOCAL-FOREIGN COMPANIES LINKAGE PROGRAMMES

- What are the best practices in local-foreign linkage programmes?
- What has been achieved in the region to date?
- What are the lessons learnt?

1. Presentation of best practices and key learnings

- i) Mr. Michal Korycanek, Deputy General Director, CzechInvest
- ii) Mr. Bojan Jankovic, Deputy Director, SIEPA
- iii) Ms. Lilia Russu, Director, MIEPO

**11:00-
11:30**

Coffee Break

**11:30-
13:00**

SESSION I (CONT.)

2. Presentation of the results of the OECD survey on FDI-SME linkages
Mr. Fadi Farra, Principal Administrator, OECD
3. Presentation of the "How to guidelines": how to implement local-foreign companies linkages
Mr. Anthony O'Sullivan, Head of Division, OECD

**13:00-
14:30**

LUNCH PROVIDED AT ANDEL'S HOTEL

**14:30-
16:00**

SESSION II: THE CASE OF DEVELOPING COMPETITIVE CLUSTERS

- What are the best practices in competitive cluster initiatives?
- What has been achieved in the region to date?
- What are the lessons learnt?

1. Mr. Miroslav Richter, Head of Cooperation Development Department, CzechInvest
2. Review of national approaches to clusters in OECD countries
Mr. Andrea Beltramello, Policy Analyst, OECD
3. Discussion on current experiences in South East Europe
Moderator: Mr. Fadi Farra, Principal Administrator, OECD

**16:00-
16:45**

SESSION III: THE HOW TO GUIDELINES – NEXT STEPS

20:00

Official Dinner

THURSDAY 10 APRIL 2008

**9:00-
11:00**

SESSION I: ENHANCING SECTOR SPECIFIC INVESTMENT PROMOTION ACTIVITIES IN THE WESTERN BALKANS (SESSION FOR GOVERNMENT AND INVESTMENT PROMOTION AGENCY REPRESENTATIVES ONLY)

Mr. Fadi Farra, Principal Administrator, OECD
Ms. Erin Hengel, Policy Analyst, OECD
Mr. Andrea Beltramello, Policy Analyst, OECD

**11:00-
11:15**

COFFEE BREAK

**11:15-
13:15**

SESSION II: MAKING INVESTMENT PROMOTION ACTIVITIES SUSTAINABLE

- How to ensure that investment promotion activities are embedded in the IPA's strategy and governance structure?
- What are the key indicators to monitor and evaluate investment promotion activities?
- How to build up resources and capacities to make investment promotion activities sustainable?

1. Mr. Anthony O'Sullivan, Head of Division, OECD
2. Ms. Elena Pishtovkoleva, Director, Investment Policy Directorate, Ministry of Economy and Energy of Bulgaria, Chair of the Working Group on Investment Promotion
3. Mr. Kevin Kavanagh, Manager, Enterprise Ireland
4. Mr. Michal Stieber, Head, Aftercare Department, CzechInvest
5. Mr. Pavel Chovanec, Senior Sourcing Manager, Sourcing Department, CzechInvest

**13:15-
13:30**

Concluding Remarks