

WORLD

FREE ZONE

CONVENTION

FDI TRAINING FOR SPECIAL ECONOMIC ZONES

(in person only)

FACILITATING INVESTMENT DECISION MAKING

INTRODUCTION

This Seminar has been brought up to date since the last Edition in 2019 and **has been postponed from March 2020**. Speakers will review and discuss many of the current issues which affect the design, implementation, operation and marketing of Zones throughout the world. **They will also review what short, medium, and long-term changes should be contemplated in the light of the slow-downs and stoppages in manufacturing and services since early 2020.**

Supply chain disruptions have led to car factories standing still waiting for chips to arrive. This shock was so large that in Spain the production of the automotive industry contracted by 9%. Ports have been jammed and shipping fees increased dramatically impacting all trade dependent sectors.

Despite these challenges Zones continue to impress with their growth. Nevertheless, even countries and regions which have created successful programmes need to constantly assess their development and to make changes now, rather than later. New research shows that zones not only drive their own economic development, but oftentimes act as locomotives for their larger regions with positive spill over effects on firms located within 20kms of the zone.

Despite the great variety in Zones, as well as their position and profile in the investment climate of a particular geographic entity, there are some unifying factors that influence success. The current trade climate is not helping global economies as corporates struggle to find a way to continue development with less risk. Strategy and capability go hand in hand and this seminar will offer participants the opportunity to cut to the heart of the decision-making processes, which will eventually impact them and what they have to offer.

Throughout the two days, reference will be made to technology advances, including Industry 4.0: Robotics and AI, Data centres, using technology for Target Sector Identification of prospects, Supply Chain/Blockchain and Fintech opportunities.

WHO SHOULD ATTEND

The Seminar will be of value to national officials dealing with policy matters related to investments and special economic zones policies. They are also important for Zone Authorities, Investment Promotion Agencies, specialist and professional advisers and others working in the field of Foreign Direct Investment. Multi and trans-national corporations and investors are concerned with trade issues, risk assessment, practical customs and other commercial considerations. Zone operators, customs authorities and other specialists - including legal, tax and trade advisers - will need to understand the practical effects on Zone management of incentives. They will all need to review the increased use of international internet related systems.

2 DAY ADVANCED SEMINAR

16 – 17 JUNE 2022, LONDON



SPEAKERS

- ✓ The Seminar will be introduced by a representative of the World Free Zone Convention.
- ✓ The presenters of the programme all have extensive knowledge of FDI, both from corporates' perspective and those who wish to attract them. These are:

Jacopo Dettoni Jacopo Dettoni is the editor of fDi Magazine, a specialist publication from the Financial Times, where he leads the title's multi-media editorial coverage and strategic development. Jacopo is a regular speaker and moderator at events discussing the perks and perils of global trade and investment.

Prior to joining fDi, he lived and reported in Europe, Asia, and Latin America, covering some of the world's fastest-growing economies. He holds a master's degree in Economics and Finance from the Catholic University of Milan, Italy, where he focused on trade policies and economic welfare.

Sebastian Reil Based in Vienna, Sebastian is a manager at FDI Center and has recently worked on various projects related to SEZ and FDI attraction strategy. These include the development of an online course on developing industrial zones for UNIDO and analysis of investment attraction target groups for new economic zones in Australia. These projects have required an in-depth analysis of dozens of different industries to identify those with investment attraction potential for our clients. Sebastian is also involved in the development and delivery of training courses related to foreign direct investment and recently delivered a series of training modules for a new industrial city in Saudi Arabia.

Before joining FDI Center, Sebastian was a consultant with A.T. Kearney. His work involved developing business strategies as well as operational improvements for companies in the transportation and infrastructure industry across Europe and the Middle East. For example, he developed the business strategy for a new railway company in the Middle East and helped a leading European airline to improve its punctuality performance. His previous experience further includes business model development at Siemens Novel Business (now next47) with a focus on industrial blockchain applications and supporting the startup ecosystem at the Chamber of Industry and Commerce in Munich.

Sebastian started his professional career in investment attraction at a specialized consulting firm in the Netherlands, where he helped investment promotion agencies in emerging markets to develop their sector targeting and improve their marketing efforts as well as helped companies in finding new locations.

Sebastian was a Yenching Scholar at Peking University in China, where he was part of the team of former World Bank chief economist Justin Lin Yifu on developing special economic zone strategies and monitoring and evaluation tools for governments in Africa and South Asia. During this time, he also wrote a report on institutions and organizations facilitating FDI from SMEs into the greater Shanghai area as well as several academic papers on free zones and FDI.

Sebastian holds a Master of Arts in China Studies from Peking University in China, a Master of Science in International Economics and Business from the University of Groningen in the Netherlands and a Bachelor of Science in Economics from the University of Heidelberg in Germany. He speaks English, German, and Chinese.

Sidan Raeskyesa Based in Germany, Sidan has recently worked on various SEZ and FDI related projects at FDI Center. One of the projects is a site selection project to help a U.S.-based client with its expansion to Europe, where he conducted in-depth quantitative and qualitative analysis for each potential city. On another project to develop investment attraction strategies for Austria and Australia, he performed an in-depth analysis of different companies in the agriculture and life sciences sector to identify those with investment attraction potential for our clients. In addition, Sidan is also involved in developing training courses related to foreign direct investment and Special Economic Zones for the United Nations Industrial Development Organization (UNIDO).

Previously, Sidan was a research assistant for Prof. Holger Görg and Cecilia Hornok, Ph.D., at the Kiel Institute for The World Economy, Germany. His empirical work specialized in the impact analysis of industrial parks and special economic zone in Indonesia. It has been funded by a Swedish foundation, Riksbankens Jubileumsfond, with the project's name Special Economic Zones: A force for good to reduce inequality? Moreover, the research has generated a policy recommendation on making the special economic zone inclusive to local people. The project has involved several government officials from the Indonesia Ministry of Industry and Republic of Indonesia National Council for Special Economic Zone.

Sidan started his professional career in economic consultancy at a research & consultancy firm in Indonesia. He was responsible for supporting a Swiss-based company on its strategic decision-making process to invest and expand its construction business in Indonesia. For this project, he also did in-depth market feasibility studies, both quantitative and qualitative. Besides consultancy, Sidan also gained experience in several international organizations such as Friedrich Naumann Stiftung and the United Nations Development Programme (UNDP), where he mainly worked in the areas of governance and political economy.

He holds a Bachelor's degree of Economy from Indonesia Banking School in Indonesia, a Master of Science in International Economics and Public Policy from Johannes Gutenberg Universität Mainz in Germany, and a certificate in Advanced Studies Program in International Economic Policy from Kiel Institute for the World Economy, Germany. He speaks Indonesian (native), English (fluent), and German (basic).

SEE FOLLOWING PAGES FOR INFORMATION ABOUT

- PROGRAMME FOR EACH DAY

- WORLD FREE ZONE CONVENTION

- ADMINISTRATIVE DETAILS INCLUDING REGISTRATION FEES

- HOW TO REGISTER

Please Note

THE LOCATION (CENTRAL LONDON) AND SUITABLE HOTEL ACCOMMODATION WILL BE NOTIFIED TO DELEGATES ON CONFIRMATION OF REGISTRATION



Day 1 – Thursday, June 16th 2022	
Time	Topics
08:30-09:30	Registration
09:00-09:15	Opening & Welcome <i>World Free Zone Convention, London</i>
09:15-10:15	Keynote speech – Which Zones have excelled over the past 2 years, and why? <i>Jacopo Dettoni</i>
10:15-11:00	Global FDI trends and drivers: past and present <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
11:00-11:15	Coffee break
11:15-12:00	What levers worked for FDI attraction prior to and during the pandemic and what are future scenarios? <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
12:00-13:00	UK opportunities post Brexit – the promise and challenges of the UK freeports <i>Guest speaker to be confirmed</i>
13:00-14:00	Lunch
14:00-15:30	A Review of recent developments in Special Economic Zones (SEZs) <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
15:30-15:45	Coffee break
15:45-16:45	The reshaping of global value chains, supply chain disruptions, and nearshoring: Implications for SEZs and how they should react <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
16:45-17:00	Questions & Answers – Closing of day 1

Day 2 – Friday, June 17th 2022	
Time	Topics
09:00-10:30	Key success factors for FDI attraction – how Authorities and Zones can achieve the best results <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
10:30-11:00	The importance of sustainability in FDI decision making <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
11:00-11:15	Coffee break
11:15-12:00	The role of aftercare in FDI attraction <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
12:00-13:00	Business development channels for SEZs with a focus on digital <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
13:00-14:00	Lunch
14:00-15:00	The role and value of incentives in investment attraction <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
15:00-15:15	Coffee break
15:15-16:15	Measuring and communicating success to the right audience <i>Sebastian Reil and Sidan Raeskyesa, FDI Center</i>
16:15-16:45	Conclusion and closing

WORLD FREE ZONE CONVENTION

✚ **Since 2001** World Free Zone Convention, based in London, U.K. has built up an unparalleled network of partners, sponsors and speakers who have contributed to an Annual Convention, intermediate conferences, and training (courses and workshops).✚

✚ **At WFZC** we monitor the increasing number of Special Economic Zones around the world. More than 120 countries now have some form of zone development programme. We liaise closely with international organisations whose work impacts upon Zones.

✚ **Speakers and Delegates** who have participated in our meetings represent a wide cross-section from almost all these countries, and from others considering their establishment - Zones and the Authorities who regulate them, Government Ministries, Investment Promotion Agencies, Corporates and Location Specialists as well as Investors, Banks and other Financial Advisers.

✚ **Conventions and other events have been held in:**

LONDON - BRUSSELS - CAPE TOWN - DUBLIN/SHANNON - GENEVA - SHANGHAI - CAIRO - HYDERABAD
KUALA LUMPUR - CHARLESTON - RAS AL KHAIMAH - LODZ/KATOWICE - DUBAI - PARIS - AMSTERDAM/
ROTTERDAM - SKOPJE - TRIESTE - JOHANNESBURG - IZMIR - GIOIA TAURO - WASHINGTON - BANGKOK
DOHA

WORLD FREE ZONE CONVENTION

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FDI Center is a leading advisory firm in the field of foreign direct investment (FDI). We specialize in the attraction of FDI by investment promotion agencies, other government agencies, free trade zones and industrial parks from all parts of the world. FDI Center is the foremost source of knowledge and practical advice related to all aspects of FDI attraction.

We have worked with countries, regions, cities, and private-sector organizations from around the world to develop and implement successful strategies and methods for attracting foreign investment. We know how intensely locations compete to attract investment. We can draw on our experience to help you increase your performance in attracting and maximizing the benefits of foreign direct investment to your location.

FDI Center – Marburger Str. 5, 10789 Berlin, Germany

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ADMINISTRATIVE DETAILS

VENUE AND HOTEL ACCOMMODATION The Seminar will be held at a Central London venue to be confirmed once payment is received. A list of suitable hotels will be mailed to each participant on registration. Delegates are also free to make their own overnight arrangements.

REGISTRATION FEES

1,750 GBP which includes the full programme as shown on the brochure. The fee also includes two seminar lunches and refreshment breaks. All delegates will receive a Certificate of Completion.

DISCOUNTS AND DELEGATIONS A 15% discount for each second and subsequent delegates from the same organisation is available. Further discounts are available to delegations of 4 or more participants. Please check with the organisers for more information.

VISA SUPPORT If you require visa support, this can be arranged for participants from bona-fide organisations.

ON RECEIPT OF YOUR REGISTRATION, WE WILL FORWARD OUR INVOICE FOR PAYMENT BY BANK TRANSFER. FEES ARE PAYABLE IN ADVANCE – THE ORGANISERS RESERVE THE RIGHT TO REFUSE ADMISSION IF PAYMENT HAS NOT BEEN RECEIVED. Please contact us before the event if, for any reason, you have not received written acknowledgment of your registration.

Terms and Conditions Our full terms and conditions, including Cancellation Policy are found on www.freezones.org

We look forward to seeing you in London.



WFZC – The authoritative meeting place for the world's free and special economic zones

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REGISTRATION FORM

DATE (please complete)

2022

TO: WORLD FREE ZONE CONVENTION

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SEND ONE FORM FOR EACH DELEGATE BY EMAIL

Please register the following to the 16/17 June 2022 LONDON SEMINAR

First Name	Last Name	Position
Organisation		Abbreviation
Address		P.O.Box
City	Postcode	Country
Telephone	Fax	Email
Contact name	Position	Contact email

Signed

Full name

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