

GC.10/Dec. 18 INVESTMENT AND TECHNOLOGY PROMOTION OFFICES

The General Conference:

- (a) Recalled its resolution GC.3/Res.19 and decision GC.6/Dec.12;
- (b) Took note of the report by the Director-General on Investment and Technology Promotion Offices (IDB.25/4);
- (c) Also took note of Industrial Development Board decision IDB.25/Dec.7;
- (d) Decided to amend the Guidelines for the Functioning of the Investment and Technology Promotion Offices in accordance with the annex to the present decision.

*9th plenary meeting
5 December 2003*

Annex

Guidelines for the Functioning of the Investment and Technology Promotion Offices

Objective

The objective of the UNIDO Investment and Technology Promotion Offices (ITPOs) is to contribute to the industrial development and economic growth of developing countries and countries with economies in transition by identifying and mobilizing the technical, financial, managerial and other resources required for the implementation of specific industrial investment and technology projects in these countries with local partners of such projects.

Mandate

- (a) In industrialized countries: These offices shall devote themselves exclusively to promoting industrial investment and technology from their host countries to developing countries and countries with economies in transition;
- (b) In developing countries and countries with economies in transition: While having as their main objective the promotion of industrial investment and technology from their host countries to other developing countries and countries with economies in transition, these offices may also promote industrial investment and technology from abroad to their host countries.

Activities

(a) To build contacts with enterprises in the host countries willing to consider a business venture with a partner in a developing country or country with economy in transition or to provide inputs for such a venture;

(b) To assess investment and technology projects, the details of which have been supplied by UNIDO Headquarters or other sources, with a view to determining whether an enterprise can be found in the host countries that will be able and willing to supply the foreign resources sought for such projects;

(c) To utilize their contacts with host country enterprises for the promotion of the foreign resources sought by local partners; to provide information on individual local partners and on the climate for investment and technology transfer in the developing countries or countries with economies in transition concerned;

(d) To bring the local partner and the prospective foreign partner into direct contact through UNIDO investment and technology project promotion programmes, meetings, forums and through any other appropriate means with a view to their commencing negotiations on cooperating in the implementation of the project;

(e) To support and assist both parties in their negotiations and in completing the pre-investment activities, up to the stage at which the parties can conclude a written agreement to implement the project;

(f) To assist developing countries and countries with economies in transition in arousing the interest of potential foreign partners in industrial business opportunities and in the incentives offered by those countries, by receiving delegations representing both the public and private sector and arranging direct contacts between the members of those delegations and the industrial and financial communities of the host countries;

(g) To assist the developing countries and countries with economies in transition in building and strengthening national capabilities for attracting foreign investment and technology by hosting delegations from developing countries and countries with economies in transition and providing them with on-the-job orientation through the promotion vis-à-vis potential foreign partners of specific business opportunities in their home countries;

(h) To gather, present and disseminate information on specific manufacturing facilities that enterprises in their host countries seek to establish in developing countries and in countries with economies in transition through a business partnership with a local entrepreneur; to assist in identifying local partners and help both parties to conclude an agreement;

(i) To undertake such other activities as are conducive to the achievement of the objectives of ITPOs.

Funding arrangements

ITPOs shall be financed by their host countries, which shall make voluntary contributions to UNIDO adequate to meet the costs to the Organization. The funding for all expenditures, including the charge for programme support services (overhead charge), shall be provided in convertible currencies, except that in countries with non-convertible currencies, funding for expenditures of ITPOs in local currency may be provided in such local currency, while the funding for all other expenditures, including the charge for programme support services (overhead charge), shall be provided in convertible currency.

When requested by an interested country, UNIDO shall endeavour to arrange extrabudgetary financing for the installation and operating expenses of ITPOs established in developing countries or countries with economies in transition.

ITPOs may also raise additional resources by charging fees for services rendered on a cost-reimbursement basis.

Personnel arrangements

The Heads of the ITPOs will be appointed by the Director-General of UNIDO in accordance with the regulations, rules and procedures of UNIDO and after consultation with the host Governments. UNIDO will operate and supervise the ITPOs. The Heads will either be appointed under the 200 series of the UNIDO staff rules and have the status of international project personnel or will be appointed as a locally-recruited National Professional Officer, to whom the local salary scales apply as established for each duty station by the International Civil Service Commission (ICSC) for this particular category of Professional staff. For other staff, salaries will be determined on the basis of discussions between the host countries and the UNIDO Secretariat.

Legal arrangements

ITPOs shall be established and maintained pursuant to agreements concluded between each host Government and the Director-General of UNIDO.