

## The ITTO Annual Market Discussion

# Sharing Experiences on promoting investment in tropical timber industries and tropical forestry

Arranged by the Trade Advisory Group (TAG)

29 November 2:00 pm Plenary Hall

Business opportunities—as reflected in the size and growth potential of markets—are the most powerful drivers of investment in manufacturing, but investment climate features such as strong institutions and investor friendly regulations also matter and have been shown to boost the development impact of investments in manufacturing.

Improving the investment climate to stimulate both domestic and foreign investment offers an excellent opportunity for countries seeking to expand the manufacture of wood-based added value products.

In the timber sector, as in most others, the availability of natural resources and labour rank well down compared to issues such as institutional and regulatory quality, trade openness, infrastructure quality, and economic and political stability when decisions are made on investment.

It is the overall investment climate that counts most.

Speakers at this year's Market Discussion will share experiences on investing in tropical timber industries and tropical forestry in SE Asia, East and West Africa and Latin America.

### Speaking on the theme will be:

- 14.00 - 14.15 Experiences of profitable investments in the forestry industry value chain with expected sustainable development – Tanzania and Indonesia case studies**  
Ingrid Nielsen, *Head of Investment Advisory and Strategy Consulting*, Indufor Group, Finland.
- 14.15– 14.30 Proposals to promote investment in the timber industry in Peru and its socio-economic development impact**  
Erik Fisher, *President*, Forest Committee, Association of Exporters (ADEX), Peru.
- 14.30– 14.45 Regional experiences in attracting investments for the forestry sector**  
Ivan Tomaselli, *President*, STCP Consulting and Engineering, Brazil.
- 14.45– 15.00 Reconciling investment policy confusion, conflict and conditionalities**  
Bob Tate, *Executive Officer*, Papua New Guinea Forest Industries Association (PNGFIA).
- 15.00– 15.15 Investing in timber production: lessons learnt from plantations, natural forests and silvo-pastoral systems**  
Christian Held, *Deputy Head*, Forest Investment Division, UNIQUE Consulting, Germany.
- 15.15– 15.30 Unlocking investments for forest restoration on degraded lands in Africa – the Form International experience**  
Rik Sools, *Deputy Director and Senior Forestry Expert*, FORM International, Netherlands.
- 15.30 – 16.30 Questions, discussion and presentation of the Trade Statement**