



## UNIDO 2008 China Global Forum “Urban Agglomeration Economies and FDI”



### UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

#### **WORKSHOPS PRESENTATION:**

Those six seminars are designed with different and special topics in order to have different people networking on specific fields. Every day three seminars will be organized. One moderator will manage the seminar and each seminar will have between three to four experts on the relevant topic. The attendance of those seminars will be between thirty to fifty people. It will be a one hour and a half to two hour's seminar with at the end a Q/A session.

Please note that the number of seminars will be adapted according to the number of participants: we may add one or two depending on particular demands or interesting ideas, but UNIDO IPPO for Southern China also keeps the right to withdraw one or two seminars if it judges the quantity of participants insufficient.

#### **Workshop 1: UN Procurement Seminar:**

The “UN Procurement Seminar” will gather international experts from different famous UN organizations such as UNIDO, UNICEF and UNHCR...to let them introduce the purchasing and subcontracting policies of their organization, and explain in details how to become their suppliers in China and all around the world.

Therefore, the seminar will aim at giving to the participating companies more knowledge about these UN Agencies as well as developing potential synergies between the 2 parties.

*Potential speakers:* UNIDO, UNICEF, UNHCR, Supply Management Institute...

#### **Workshop 2: Chinese and International Mining Trends:**

Nowadays, China is in a full development and represents the greatest consumers of raw materials in the world. The Chinese market is not able to answer the demand of such huge raw materials, and need to import it from foreign countries, such as Australia, South Africa and Canada. What are the opportunities for foreign companies to enter the Chinese market? What specific mining activities seek for investors? How foreign companies can manage to answer the Chinese demand?

*Potential speakers:* International Mining Companies and Associations...



**Workshop 3: FDI in China real estate: perspectives and tendencies:**

China had frequently issued macro-control policies on the over-heated real estate market last year, especially on land, financial and tax policies. Besides, the stagnation and fluctuation of the house prices in the market is emerging. The development tendency of Chinese real estate market became more complicated and blurring for both developers and housing consumers. Where Chinese real estate market policy would lead to and how about the market development tendency for real estate industry? How should developers deal with the influences of the adjustments to land, financial and tax policies and strengthen their competitiveness in the market?

*Potential speakers:* FIABCI, International Real Estate Council, International Companies...

**Workshop 4: Good urban governance and its impact on investment attraction:**

Good urban governance is important for cities at all stages of development; it has a direct impact on investment attraction and especially on attraction on FDI. In order to achieve a good governance policy, the urban management committee needs to improve the management of public resources and to support the development and maintenance of a transparent and stable economic and regulatory environment conducive to efficient private sector activities. How to adapt this general policy to the Chinese cities, with their traditions and cultures? Which international organizations can provide help and advice to Chinese cities' managers? Which major measures and policies already have been implemented by the Chinese central government and what are the perspectives for the future?

*Potential speakers:* World Bank, IMF, OEDC, private sector, Chinese mayors...

**Workshop 5: How to build up an automotive cluster in the South of China?**

The Chinese automotive market has become one of the most competitive in the world, with all the famous brands trying to profit from the soaring local demand.

The installation of these big companies represents a major asset for the local and regional economies, particularly when they can offer reliable and capable suppliers. Major automotive centers have risen: Shanghai, Chongqing, and Liuzhou...

Liuzhou is the main automobile industry base in the South West China, and is one the priority for the development of Guangxi province, which aims at creating a true automotive cluster in the South of China. Which measures shall be taken by the local governments? What are the expectations of international automotive MNCs and SMEs in China? What specific competitive advantages shall South of China automotive centers push forward to attract international companies and answer to their demands?

*Potential speakers:* WDA, Audi...

**Workshop 6: How to build a viable regional financial system, particularly in order to support local SMEs:**

In most of the developed countries, the numerous Small and medium sized companies have a great importance in term of innovation and technical knowledge. However, it's too often difficult for them to access the international markets which could help them grow and raise funds, because they lack of the necessary supporting financial network. How to build this viable financial system? Which specialized international organizations and banks can help? How to establish strong relationships between the banks and the companies? Which specific industrial sectors are more likely to be supported?

*Potential speakers:* ADB, International Banks...

