

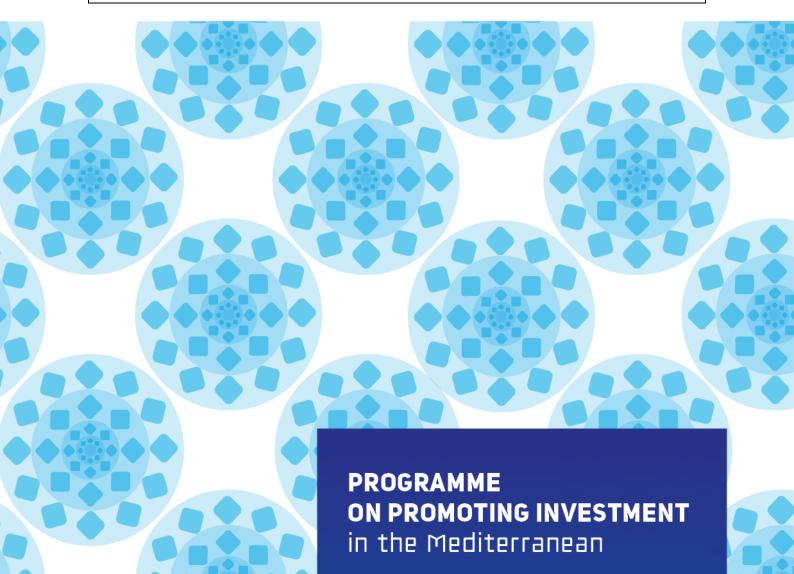


## **REPORT**

## WORKSHOP Strengthening the Palestinian business and investment climate

1<sup>st</sup> October 2019 Hotel Carmel, Ramallah

This report contains the summary discussions, agenda, list of participants, presentations, photos and media coverage of the workshop on "Strengthening the Palestinian business and investment climate" held in Ramallah on 1<sup>st</sup> October 2019.



## Report



The EU-OECD Programme on Promoting Investment in the Mediterranean organised a workshop on "Strengthening the Palestinian business and investment climate" on 1st October 2019 in Ramallah, West Bank.

The objective of the workshop was to explore how the Palestinian government can foster a regulatory, institutional and administrative environment more conducive to quality investment attraction and to business and SME development.

#### **Participants**

The workshop was attended by more than **100 participants** representing a various group of influential stakeholders: representatives from the government, the private sector, OECD countries (France, Italy, Netherlands, Slovenia, Spain, Switzerland, United States and the EU Delegation), international organisations (IMF, World Bank, UNDP, UNIDO and ILO) and experts from the OECD and Turkey.

The meeting was opened by the **Minister of National Economy**, the Head of Co-operation of the EU Delegation and the Senior Advisor of the OECD Middle East and Africa Division. The Vice-Minister of National Economy and CEO of the Palestinian Investment Promotion Agency opened and contributed to the morning session. The second session benefitted from the presence of the **Minister of Entrepreneurship and Empowerment** who opened the session, participated in the debate, and closed the workshop.

#### Main outcomes

The workshop built on OECD work with the Palestinian Authority and the MENA region within the EU-OECD Programme on Investment in Med (benchmarking on incentives, FDI Restrictiveness Index and mapping of investment promotion agencies) and the analytical and comparative framework of the OECD SME Policy Index to allow participants from public authorities and the private sector to discuss a large variety of issues related to the Palestinian investment and business climate. Experiences from other countries were also highlighted as relevant practices to draw upon.

The government presented key on-going and future reforms, and the private sector (almost half of the audience) participated actively in an open exchange to call for a more **strategic and coherent approach to reforms** – a message also relayed by the EU and the donor community. The workshop hence proved the relevance of public-private dialogue.

The conclusions of the workshop are aimed at further orienting the governmental strategies to business climate policy reforms, taking into account the specific constraints faced by the PA. The Vice-Minister of National Economy called the participants to continue providing inputs after the workshop, and the conclusions could indeed evolve into a living document playing the role of a roadmap.

The overview of the business climate that emerged from the workshop will guide the work of the future EU-OECD Programme on improving the investment climate in MED (2020-2023) – the continuation of the current Programme, which will focus on investment policy advice and a structured public-private dialogue.

#### Summary of discussions - roadmap

Given the richness of the debates, the below summary does not ambition to be exhaustive, but rather to highlight key issues that emerged from the discussions. It takes a policy perspective and focuses on areas where the OECD would be well-placed to provide further support within existing or potential future projects.

This summary reflects the very specific conditions in the business environment, where the application of commonly used business climate development tools, advice and working methods need significant adjustments or fully different approaches. Indeed, the Palestinian economy is characterised by particular challenges such as a fragmented market due to restrictions on the movement of goods, capital and people; limited control over economic policy, trade and customs; volatility of public revenues; and heavy dependence on external budgetary support. This is compounded by political and geographical fragmentation and volatility. This situation leads to low levels of domestic and foreign investment confidence, distorted markets, low productivity, lack of employment and entrepreneurship opportunities and external aid turned towards humanitarian needs. At the same time, the Palestinian economy also benefits from active private sector associations, an energetic entrepreneurship ecosystem, a promising diaspora willing to invest if conditions strengthen, and nascent initiatives to improve the business climate, including a draft companies law and a registry of moveable assets underpinned by a secured transactions law. Adapted and consensual strategies, policies, tools and advice are needed to move the reform agenda in this fragile context.<sup>1</sup>

The structure of the summary follows the two main themes of the workshop (i.e. the investment policy framework and entrepreneurship support) and other themes that emerged from the discussions. It takes the form of key recommendations and proposals for improvement.

#### Legal framework for investment attraction and business development

Participants called for:

- The enactment of long-awaited or amendment of outdated key legislative pieces to enhance the business climate, for example a draft Companies law to modernise the framework for business forms and governance, and the bankruptcy framework, which is not operational in practice. Many other laws were also cited as being under preparation or under consideration by the Government. These laws address policy areas such as competition, intellectual property, SMEs, consumer protection and insolvency.
- Enhanced coherence and cohesion of business related laws and policies. As per the words of a speaker, "the lack of coherent unified policies" calls for:
  - monitoring regulatory reforms and their possible unintended effects (for example, although paid-in minimum capital requirements have been abolished – as reflected in the Doing Business report, legal fees associated with business registration are still seen as an impediment for start-ups and economic formalisation);

<sup>&</sup>lt;sup>1</sup> The OECD has set up the MENA-OECD Economic Resilience Task Force which brings together relevant stakeholders in a collective effort to address the economic challenges faced by MENA countries affected by conflict or fragility. Germany and the Islamic Development Bank (IsDB) co-chair the Task Force and PA is actively participating. The next meeting will be held on 2-3 December 2019 in Berlin.

- Ensuring regulatory predictability for businesses and investors;
- Conducting regular legal reviews.
- **Reassessment of FDI restrictions.** The OECD FDI Restrictiveness Index shows that PA's regulatory regime is the most restrictive to FDI among a group of over 70 countries benchmarked under this instrument. Further fact-checking and consultations with the authorities will be undertaken to confirm the ranking of PA in the OECD Regulatory Restrictiveness FDI Index. At further stages, the OECD stand ready to accompany the authorities in reassessing some of the current *de jure* restrictions to FDI.
- **Reinforcement of investment legal protection**, in particular related to both commercial and investor-state disputes. Further alternative dispute resolution mechanisms might be considered, which could be addressed in an up-to-date arbitration law.
- **Protection of land ownership.** It was noted that, for business continuity and expansion, land ownership might be more relevant than, for instance, fiscal exemptions, in particular for the many family businesses operating into the territories. Legal land protection should therefore be better ensured.

#### **Investment and business promotion**

Participants mentioned the need to:

- Better link trade and investment in governmental strategies. Investment in PA is strongly linked to access to markets. Enhancing the investment and trade nexus would entail exploring the potentialities of global and regional value chains for the Palestinian economy; identifying promising sectors (for example IT and digital business); and furthering quality and certification to enhance exports potential.
- Monitor investment incentives. Incentives are offered to investors in the general regime under the investment law, but also through economic zones and sectoral legislation. Results may not be the expected ones in terms of fiscal efficiency and incentives may not always target the businesses that most need it. Discretionary administration in allocation of incentives was identified as a potential issue. This situation calls for a better analysis of the cost and benefits of incentives and for a transparent administration, in view of a more targeted approach, e.g. towards smaller businesses, young and female entrepreneurs, and a thorough monitoring.
- Assess the impact of economic zones as a tool for investment promotion and business developments. Numerous zones have been created and provide for one-stop shops and business development services. Sectoral clusters also emerged. A thorough assessment of their impact, mirroring the local business conditions, could be conducted to enhance usefulness and impact, but also unify a possible scattered approach to EZs and related donors support.
- Enhance risk mitigation tools and diaspora investments. Businesses and investment policies should be adapted to the fragile and locked context. Risk insurance mechanisms could be further developed and expanded with diversification of providers. Innovative solutions to, and partnerships for, risk management could also be explored. The large Palestinian diaspora (same number of Palestinian people, i.e. approximatively 6 million, leave inside and outside the Palestinian territories) should be encouraged to conduct productive investment not only in real

estate – and use innovative partnerships involving foreign private investments and the public authorities.

- Improve conditions for access to finance. Would-be entrepreneurs and established firms continue to face major obstacles for obtaining loans to create and/or growth their business, in particular due to lack of collateral, e.g. land ownership is not sufficiently guaranteed. Best practice on lending and leasing of land from other countries should be considered (for instance, the leasing system in Lebanon was mentioned).
- Strengthen the public-private dialogue and business integrity. The resilience force of the private
  sector should be backed with stronger trust in the public sector, enhanced transparency and
  government efficiency. Enhanced use of public-private dialogues would be relevant to move the
  business reform agenda. In addition, promoting business integrity and corporate social
  responsibility (or responsible business conduct as per the OECD Guidelines for Multinational
  Enterprises) should be on the policy agenda as a means to promote sustainable business.

#### Access to information and communication

Participants agreed to:

- Enhance transparency, predictability and efficiency of the business climate through better access to reliable data and information. A sound business climate requires an easy access to economic and business data, as well as information on rules, regulations, facilitation measures, incentives, governmental and non-governmental business development services, sectoral or geographical support, business opportunities, etc. The Palestinian authorities are encouraged:
  - To improve the business information through for example an SME portal (based on successful experiences in other countries) and the publication of legal investment restrictions.
  - To improve their statistics on investments in order to provide accurate and useful data to orient policy analysis and strategies. The next phase of the EU-OECD Programme on investment will include the conduct of an FDI statistics review and capacity-building for the Palestinian Central Bureau of Statistics (PCBS).
  - To develop business statistics suitable to monitor the SME sector and entrepreneurial phenomena. Currently, PCBS does not produce breakdowns of statistics by business size as part of its regular statistical production, and business demography statistics are not yet compiled.
- Enhance communication and marketing. The role of the authorities and their agencies, in particular the Palestinian Investment Promotion Agency, is key in communication and image-building, with a view to influence and change the perceptions on the business climate, despite the local political conditions.

#### Inclusiveness and business development

Participants emphasised the following policy priorities:

• Encourage women's economic empowerment. A sound ecosystem for women's employment and business development would include building awareness and providing analysis and policy advice on data, legal constraints (including access to land and ownership), access to credit and supporting measures. The MENA-OECD Programme on Competitiveness has been working on the legal and

institutional frameworks to increase women's economic empowerment, based on international standards and best practices to support entrepreneurship and empowerment. PA has not been included in the recent research and publication on the impact of legal frameworks on women's economic empowerment. Depending on available resources, data and relevant information, PA could be included in future work.

- Promote decent work in the business environment. The representative from the International Labour Organisation (ILO) recalled the need to pay attention to the workers' situation in the Palestinian Territories, especially in economic zones and clusters. It was recommended to sustain indicators on labour standards in private sector employment to better analyse and improve the situation. The OECD is looking forward to co-operating with ILO in the future regional project funded by the EU on mainstreaming employment in trade and investment policies. The OECD could also bring its unique expertise in convening governments, business and civil society to develop practical approaches to promoting and implementing responsible business conduct, with a focus on the risk of adverse labour impact of enterprises' operations and their supply chain.
- Encourage ICT-based entrepreneurship. It was observed that a large share of the qualified young labour force does not find appropriate employment opportunities in the Palestinian economy a situation that generates "brain drain" as talented people try to immigrate to foreign countries. Initiatives to promote the development of activities that exploit ICT intrinsic international nature (i.e. no physical borders limit, for instance, outsourcing of activities) should be considered, via the creation of an ecosystem that also facilitates linking with GVCs. As an example, it was evoked the creation of a hub of data science aimed at proposing services to businesses in the European Union, for instance.

This non-exhaustive list of policy advice is open for further discussions with the Palestinian authorities, representatives of the private sector, local partners and international organisations. It intends to orient the possible future work of the OECD in the Palestinian Territories. In particular, within the forthcoming EU-OECD regional Programme on the Investment Climate in Med, the envisaged investment policy advice, FDI statistics review and thematic public-private dialogues could benefit to the Palestinian economy and will be based on further consultations to ensure a tailored approach.

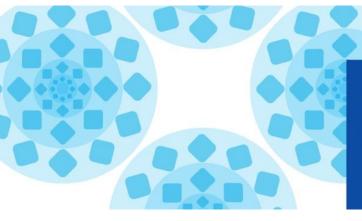
Annex A. Agenda

### WORKSHOP

# **Strengthening the Palestinian business and investment climate**

1<sup>st</sup> October 2019 Hotel Carmel Ramallah

AGENDA





#### Context

**The EU-OECD Programme on Promoting Investment in the Mediterranean**, launched in October 2016 in Tunis, aims at supporting Southern Mediterranean countries in implementing sound and attractive investment policies and establishing effective institutions. Its end-goal is to help the region attract quality investments, create job opportunities and foster local development, economic diversification and stability.

The Programme is governed by an Advisory Group, co-chaired by the European Commission and the OECD, with the participation of representatives of beneficiary countries, the Secretariat of the Union for the Mediterranean and other regional partners.

#### **Objectives and content of the workshop**

The objective of this workshop is to explore how the Palestinian government can foster a regulatory, institutional and administrative environment that is more conducive to quality investment attraction and to business and SME development. Based on the Palestinian policy framework, the specific local conditions and relevant policy experiences from other countries, participants will reflect on the design and implementation of targeted reforms that can drive sustainable growth and job creation, especially for the youth.

During the first session of the workshop, participants will highlight the specific challenges in attracting investment and discuss possible reform paths and policy options for a conducive investment policy framework, according to the Palestinian priorities. They will also brainstorm on the ways to align investment priorities with Sustainable Development Goals. Discussions will build on the work of the EU-OECD Programme on Investment in the Mediterranean, including the benchmark and stocktaking of investment legal frameworks in Med countries, the Mapping of Med Investment Promotion Agencies and the OECD FDI Regulatory Restrictiveness Index, and more generally on the OECD work on investment and sustainable development.

The second session will offer an opportunity to reflect on the policy framework for enterprise development, building on the results of the EU-OECD SME Policy Index 2018 and through discussions between national authorities, representatives of the private sector and international development agencies.

#### **Participants**

The workshop will convene policymakers from the Ministry of National Economy, Ministry of Empowerment and Entrepreneurship, and other relevant ministries as well as representatives from governmental agencies, in particular the Palestinian Investment Promotion Agency (PIPA), and from the private sector (including young entrepreneurs), and international experts. The seminar will consist of roundtables and peer-learning with OECD, EU and regional experts, focussing on evidence-based and forward-looking discussions.

#### **Background materials**

Mapping of Investment Promotion Agencies: Middle East and North Africa

SME Policy Index: MENA 2018

Background notes of the EU-OECD Programme on Promoting Investment in Med, in particular:

- Improving investment incentives in the MED region
- Measuring FDI and its impact on sustainable development in the Mediterranean
- Business linkages for inclusive investment in Med
- Institutional Reforms of Investment Promotion Agencies with the case study of Business France

FDI in fragile and conflict-affected economies in the MENA: trends and policies

SME Policy Effectiveness in Jordan User Guides

#### Website

www.oecd.org/investment/promoting-investment-in-the-mediterranean.htm





	Tuesday 1 <sup>st</sup> October
08:30-09:00	Registration
09:00-09:30	Opening session
	Welcoming and introductory remarks:
	<ul> <li>H.E. Mr. Khaled Osaily, Minister of National Economy</li> <li>Mr. Gerhard Krause, Head of Co-operation, EU Delegation to West Bank and Gaza Strip</li> <li>Dr. Marie-Estelle Rey, Senior Advisor, Middle East and Africa Division, Global Relations Secretariat, OECD</li> </ul>
9:30-10:30	Session 1: Strengthening the investment policy framework
	The objective of this session is to discuss reform priorities and policy options in the areas of investment policy and promotion. In an interactive exchange with experts, policy-makers and private sector representatives will explore options to stimulate sustainable investment and improve the overall Palestinian business climate, in the light of the economic and policy context.
	Keynote speech: Haytham Wahidi, CEO, Palestinian Investment Promotion Agency (PIPA)
	<b>Moderator</b> : Dr. Marie-Estelle Rey, Senior Advisor, Middle East and Africa Division, Globa Relations Secretariat, OECD
	<b>Discussant</b> : Hélène François, Policy Analyst, Investment Division, Directorate for Financia and Enterprise Affairs, OECD
	<ul> <li>This session will discuss:</li> <li>Improving investment policies: The Palestinian legal and regulatory investment framework, with a focus on legal protection, FDI restrictions and incentives, will be discussed in light of the regional investment policy landscape and major reform trends in MENA countries.</li> </ul>
	Panellists:
	<ul> <li>Hilda Shaikh, Legal Adviser, Palestinian investment promotion agency (PIPA)</li> <li>Dr. Faisal Awartani, CEO, ALFA international</li> <li>Ghadeer Hithnawi, General Director of investment, PIPA</li> <li>Amal Masri, CEO, Ougarit Group</li> </ul>
	EU-OECD PROGRAMME ON



#### 11:00-12:30 Session 1 (continued)

► **Fostering investment promotion:** The institutional investment framework, in particular the Palestinian Investment Promotion Agency, will be analysed in light of the results of the *OECD Mapping of Investment Promotion Agencies in MENA*. The investment promotion strategy will also be discussed, including the role of Special Economic Zones, the interaction with the export strategy, and more broadly, its alignment with the Sustainable Development Goals.

#### **Panellists:**

- Dr. Ali Shaath, CEO, Palestinian Industrial Estate and Free Zone Authority (PIEFZA)
- Ahmed Alfara, National Program Coordinator, United Nations Industrial Development Organisation (UNIDO)

#### ▶ Interactive discussions on the way forward and wrap-up

#### 12:30-14:00 Lunch Break

#### 14:00-16:30 Session 2 : Reinforcing policies and institutions for enterprise development

Micro, small and medium-sized enterprises (SMEs) and entrepreneurs are the locomotive of the Palestinian economy, yet they face greater challenges than most of their peers around the world. A 2018 OECD/EU assessment of SME policies in the MENA region (the *SME Policy Index*) noted Palestinian efforts to improve the business environment and provide support to SMEs and entrepreneurs. The SME Policy Index also pointed to key actions, including strengthening the institutional set-up (i.e. definitions, statistics and SME strategy) and the provision of business development services.

Based on the lessons from the SME Policy Index, the session will discuss:

- ► Good practices in laying the foundations of SME policy, including institutional frameworks and the main concepts for measuring the size and performance of the business sector;
- ► The role of public and private actors in providing business development services to SMEs and entrepreneurs.

**Keynote speech**: H.E. Mr. Usama Sadawi, Minister of Entrepreneurship and Empowerment **Moderator**: Dr Amjad Ghanem, Secretary-General, Palestinian Council of Ministers (TBC)

#### Panellists:

- ✓ Setting the scene:
  - Mariarosa Lunati, Senior Economist, Global Relations Secretariat, OECD
  - Jorge Galvez Mendez, Economist, Global Relations Secretariat, OECD
- ✓ International experience:
  - Salih Tuna Sahin, Vice-President, KOSGEB, SME Development Organisation of Turkey



- ✓ Discussants:
  - Ahmed Abu Bakr, CEO, Small Enterprise Centre
  - Odeh Al-Zeghmouri, Secretary General, Palestinian Federation of Industries
  - Ali Faroun, SME National Committee for Access to Finance, Palestinian Monetary Authority

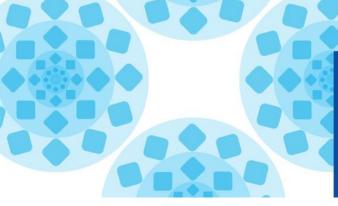
## Comments and questions by representatives of the government, the private sector and the donor community.

#### 16:30 – 17:00 **Conclusions and closing remarks**

The concluding session will summarise the main findings of the discussions, with a focus on identifying policy reforms and potential future OECD and EU support.

- EU Delegation
- OECD

**Contacts and registration:** Nadia Kameleddine Assistant, Middle East and Africa Division, GRS, OECD Email: <u>Nadia.KAMELEDDINE@oecd.org</u> Tel: +(33-1) 45 24 75 53





Annex B. List of participants

## WORKSHOP

# **Strengthening the Palestinian business and investment climate**

# LIST OF REGISTERED PARTICIPANTS

1<sup>st</sup> October 2019 Hotel Carmel Ramallah

Surname	First name	Position	Organisation
A AZZEH	Bashar	Chairman	Tatweer Group Jerusalem
ABDUL HADI	Sa'd	Elnasher General Manager	AI-Nasher PR and Advertising
ABU BAKR	Ahmed	CEO	Small Enterprise Centre
ABU DIAB	Nabil	General Director	Association of Banks in Palestine
ABU SIR	Mohammad	PIPA Staff	PIPA
ABU ZAHRA	Bader	Deputy Minister	Council of Ministers,
ABUAWWAD	Ronza	International Relations Manager	The Palestinian Federation of Business Associations
ABUBAKER	Ahmad	CEO	Association of Small Enterprise Center
ADJNADINE	Samran	Relationship Manager en charge de la Zone Liban, Jordanie et Palestine	Union de Banques Arabes et Françaises
AL ASSALI	Khaled	Minister of National Economy	Ministry of National Economy
AL YAHYA	Jomana	Head of Economic Department	Mission Palestine in France
ALAADDIN	Alaa	CEO	InterTech
ALAAEDDIN	Kmail	Director	Council of Ministers, Cabinet Secretariat
ALAMOUR	Mohammad		PIPA
ALARADAH	Mohieldin		PIPA
ALAWNEH	Mahir		PICTI
ALAYASSEH	Nida	Operation Manager	GCL Palestine
ALFARA	Ahmed	National Program Coordinator	UNIDO
ALMASSRI	Tareq		PIPA
ALWAHED	Nimer Abed	Director	Real Estate Sector (PRICO)
AL-ZEGHMOURI	Odeh	Secretary General	Palestinian Federation of Industries
AMER	Younies	Chairman	Al-Quds Open University
AMRO	Osama	Chairman	Palestinian Federation of Business Associations
ANABTAWI	Sherin		PIPA
AREF	Waseem	CEO	finbloom
ASFOUR	Nadim	Economics Department	French Consulate

ATIANI	Ibrahim	Head of Industrial Licensing Division	Ministry of Economy
ATSHAN	Shadi	Director	Leaders Organization
AWADALLAH	Suha	Chief of Staff- Minister's Office	Ministry of Economy
AWARTANI	Faical		
AWEIDAH	Ahmad	CEO	Palestine Exchange
AYYAD	Zeina	Economics Department	French Consulate
BARAHMEH	Jamal	CEO	Amaar
BARGHOUTI	Mustafa	Director of Economic Relations	Ministry of Foreign Affairs
BEN HENDA	Youssef	Directeur Zone Monde Arabe et Turquie	Union de Banques Arabes et Françaises
CAPELLI	Clara		Italian Agency for Development Cooperation (AICS)
СОМО	Odoardo	Head of Section, Macroeconomic Support EU Delegation to West Bank and Gaza	EU Delegation in Jerusalem
DABIS	Jumana	Media and Communications Officer	Representative Office of Switzerland in Ramallah
DARAGHMEH	Ayman	Senior Advisor	Swiss Agency for Development and Cooperation (SDC)
DARAGHMEH	Mowafaq	CEO	Al-Forat Agricultural Co TUPACK Co
DASOQI	Manal	Director general of trade	Ministry of Economy
DIRINI	Jarir N	Economic Advisor, Palestinian Affairs Unit	U.S. Embassy-Jerusalem
EL SAYED	Sherine	Partner and Operations Manager	Global Certification Palestine
ELFARA	Ahmad	UNIDO national program coordinator	UNIDO
FAISAL	Awartani	CEO	ALFA International
FAROUN	Ali	SME National Committee for Access to Finance	Palestine Monetary Authority
FLAMAND	François- Xavier	Economic and Commercial Counsellor	Service économique / Consulat général de France
FRANCOIS	Helene	Policy Analyst	OECD
GALVEZ MENDEZ	Jorge	Policy Analyst	OECD
GHANEM	Amjad	Secretary General of the Cabinet	Ministry of Entrepreneurship and Empowerment
GONZALEZ	José Luis	Deputy Consul	Consulate General of Spain



HAMDAN	Hadeel		Arab and Islamic Fund Affairs
HAMID MOHAMMAD	Dawoud	Projects Manager	Palestinian Businessmen Association
HAMOUDA	Ola	PIPA Staff	PIPA
HANADI	Khateeb	Public Relations officer	Padico Holding
HANASH	Luai		PIPA
HITHNAWI	Ghadeer	General director of investment	PIPA
HULILEH	Samir		PIPA
HUSSEINI	Kamel	Chief International and Investors Relations Officer	Bank of Palestine
ILAYAN	Ауа		PIPA
IMSHEE	Carol	Manager	Business Women Forum - Edmond fashion company
ISSA	Ibrahim	Sharakat	Sharakat
JAWABRAH	Jamal	General Director	FPCCIA
JIBAT	Mohammad	Manager / VAT and Customs	Ministry of Finance & Planning
JILLEH	Michael	Head of Economic Diplomacy	British Consulate General Jerusalem
JOULANI	Roubin		PIPA
KAMELEDDINE	Nadia	Project Assistant	OECD
KARAZON	Reem		PIPA
КАТВЕН	Lubna	Managing Partner	Equity legal group
KLEIBO	Mounir	Representative	ILO
KRAUSE	Gerhard	Head of Co-operation	EU Delegation to West Bank and Gaza
KUZMA	Vojko	Head of the Representative Office	Republic of Slovenia
LUNATI	Mariarosa	Policy Analyst	OECD

MAALIMajedGeneral DirectorPalestinian Businessman AssociationMARRARShuaaDirector GeneralRiyada Consulting and TrainingMASRIAmalFounder & CEOOugarit GroupMASSOUDHudaRepresentative Ministry of Tourism in PIPAMinistry of TourismMELHEMThaferChairmanEnergy and natural resources au issuesMISEROCCHIGiacomoProgramme Manager Economic issuesEU Delegation in Jerusalen Padico Holding	hority
MASRI       Amal       Founder & CEO       Ougarit Group         MASSOUD       Huda       Representative Ministry of Tourism in PIPA       Ministry of Tourism         MELHEM       Thafer       Chairman       Energy and natural resources au         MISEROCCHI       Giacomo       Programme Manager Economic issues       EU Delegation in Jerusalem	hority
MASSOUD       Huda       Representative Ministry of Tourism in PIPA       Ministry of Tourism         MELHEM       Thafer       Chairman       Energy and natural resources au         MISEROCCHI       Giacomo       Programme Manager Economic issues       EU Delegation in Jerusalem	
MASSOOD     Huda     PIPA     Ministry of Fourism       MELHEM     Thafer     Chairman     Energy and natural resources au       MISEROCCHI     Giacomo     Programme Manager Economic issues     EU Delegation in Jerusalen	
MISEROCCHI         Giacomo         Programme Manager Economic issues         EU Delegation in Jerusalen	
issues EO Delegation in Jerusalen	
MITWALLI         Rasha         Administrative Manager         Padico Holding	
MOHAMMAD         Najjar         Director on Infrastructure and Energy Sector         Padico Holding	
MOUSA         Khalil         Manager         Sabti Trading Co	
MOUSANaelLawyerOffice of Palestinian Council ministers	
MUKBIL         Bushra         Head of Office         Local Aid Coordination Secrets (LACS)	riat
NOFAL         Mohammad         Manager / VAT and Customs         Ministry of Finance & Planning	g
NUSSEIBEH         Dima         Projects Coordinator / Department for Projects Development         AI QUDS University (AQU)	
NUSIBAH         Mohammad         General Director         Palestinian Trade Centre	
OMAR Hasan Consultant	
OSAILY Khaled Minister of National Economy Palestinian Authority	
QASSIS         Hania         Local Economist, Middle East and Central Asia Department         International Monetary Func-	
QATTAMINasserPalestinian Prime Minister AdvisorArab and Islamic Funds Affa Palestinian Authority	S
QUNDAH Dema PIPA	
REY         Marie-Estelle         Senior Advisor         OECD	
SAADEH         Shifa         Director general of industry         Ministry of Economy	
SABRI         Said         Board Member         Palestinian Shipper Council	
SADAWI         Usama         Minister         Ministry of Entrepreneurship a Empowerment	nd
SAFARINI Linda Program Manager Konrad Adenaeur Stiftung	

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SAHIN	Salih Tuna	Vice-President	KOSGEB SME Development Organisation of Turkey
SAMARA	Adnan	Chairman	HCIE
SAMI	Tarek	CEO	Auto Zone Group, Peugeot Palestine
SANAOUR	Michael	Private Sector Development Adviser	Economic Development Team, DFID OPTs
SHAATH	Ali	PIEFZA CEO	PIEFZA
SHAHWAN	Raed		PIPA
SHAIKH	Hilda	Legal adviser	PIPA
SHEHADEH	Fawaz		PIPA
SOUS	Tareq		PIPA
TAHA-RAYYAN	Hanan	Managing Partner	Business Integrated Solutions- BIS
TAHAYNA	Mohammad		PIPA
THÖNI	Julien	Representative of Switzerland	Representative Office of Switzerland in Ramallah
TOSSINGS	Suzanna	Second Secretary Economic Development	Representation of the Kingdom of the Netherlands
WAHIDI	Haytham	CEO/Acting	PIPA
YOUNIS	Nihad	Acting Director General	Palestine Public Finance Institute (PFI)
ZAGARNEH	Jamil		PIPA
ZEDAN	Ibtisam	Director General	Union des femmes Palestiniennes
ZUHD	Sura	HR and Logistics Administrator	Siraj Fund Management Company

Annex C. Presentations, pictures and communication

Presentations

(click on the link to access the presentations)

## **Photos**





### Media Coverage

🏫 الرئيسية الأخبار الأوامر الملكية جلسات مجلس الوزراء التقارير والاستطلاعات معرض الصور معرض الفيديو بحث أسبوعمي رأيك يهمنا
آخر الأخبار ران التحالف جنوبي مدينة كركوك
اقتصادي / الحكومة الفلسطينية والاتحاد الأوروبي ومنظمة التعاون والتتمية يبحثون إجراءات تشجيع الاستثمار في فلسطين
الثنائاء 1441/2/2 هـ الموافق 2019/10/01 م واس
S Tweet if Like 0 Share @
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و رام الله 02 صفر 1441 هـ الموافق 01 أكتوبر 2019 م واس
أكدت الحكومة الفلسطينية والاتحاد الأوروبي ومنظمة التعاون والتنمية الاقتصادية، (OECD) اليوم، ضرورة دعم جهود فلسطين في تنفيذ إصلاحات
تشريعية وتنظيمية تعزز من فرص تشجيع الاستثمار وتنمية الأحمال والمؤسسات الصغيرة والمتوسطة.
وشدد المجتمعون خلال تدريب عملي لتشجيع الاستثمار في دول منطقة المتوسط حول "تعزيز مناخ الأعمال والاستثمار في فلسطين" على ضرورة تنفيذ
مجموعة الدول المائحة التزاماتها تجاه دعم الاقتصاد الفلسطيني، وتعزيز رؤية الحكومة في إحداث تنمية اقتصادية من خلال إستر اتيجية التنمية بالغاقيد،
إضافة إلى تشجيع الاستثمار الأجنبي في فلسطين عبر توفير مزيد من التسهيلات والحوافز المشجعة على الاستثمار.
وأشاروا إلى أهمية الاحتماد على التعليم المهنى والتقني واكتساب مهارات تلبى احتياجات الاقتصاد الفلسطيني، إضافة الى المضى قدمًا في بناء الاقتصاد
المعر في و الرقمي لما له من أهمية كبيرة في تعظيم الصادر ات الوطنية و التغلب على المعوقات الإسر اليلية.
ودعا الاتحاد الأوروبي ومجموعة الدول الماتحة إلى دعم الحكومة الفلسطينية في تنمية الاقتصاد الوطني وتنفيذ برامج إنتاجية تدعم ريادية الشباب والمرأة،
وتعزز قرص الاندماج في الاقتصاد الفلسطيني، مستعرضًا القرارات الحكومية الرامية إلى دعم المنتج الوطني وتوسيع القاعدة الإنتاجية.
كما تم التطرق الى أطر السياسات العامة لتنمية المؤسسات استنادًا إلى مؤشر سياسات المؤسسات الصغيرة والمتوسطة، من خلال مناقشات بين السلطات
الوطنية وممثلي القطاع الخاص ووكالات التنمية الدولية.
واستعرض المشاركون التجديات والإصلاحات السياسية والدعم المستقبلي المحتمل من قبل الشركاء في منظمة التعاون والتنمية الاقتصادية OECD
للمحمد المسلحة المحكومة المحكومة التركيز على الجوانب المساحدة لتخفيز الاستثمارات بجانب الحوافز المقدمة من الحكومة الفلسطينية. بن / الحكومة المسلحة المحكومة المسلحة التركيز على الجوانب المساحدة لتخفيز الاستثمارات بجانب الحوافز المقدمة من الحكومة الفلسطينية. Printer: Kyocera TASkalfa 3510i Time: 10:58:37 AM 10/2/2019 Total pages 1

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#### جريدة الدستور : ورسّة عمل تؤكد ضرورة دعم جهود تسّجيع الاستثمار في فلسطين

ورسّة عمل تؤكد ضرورة دعم جهود تسّجيع الإستثمار في فلسطين أخر. تحديث: التلاتاء 04:03 01/10/2019 م أ ش أ https://www.dostor.org/2852261

# ومة والاتحاد الأوروبي ومنظمة التعاون والت حثون اجراءات تشجيع الاستثمار في فلسطي

مامهية- أكدت المكومية مطيبة التعناون والتنميية مسن ، طريرة دعم جهود الاستلمار وتنمية الاعمال المتوسطة.

فعل التي تم اغتنادها وزير ب التي نظمها هيئة تشويع لاوروبي ومنطقية التعاون شجيع الاستلمار في دول ول دتعزييز مشاع الاعمال زه:

التي جزت بمشاركة وزير السعالوي، ورتيس التعلين ، جيرهار عكر لوس، وماري غارين في منظيمة التعلون ن قسم الشرق الاوسط بران المميان الرئيسية التي ران السياساتية في مجالات ، خلال التيامار التفاعلي مع لأجل تحميون مناخ الاصال

ترورة تتفيذ مجموعة الدول دمم الاقتصاد الفلسطيني، في احداث تنمية اقتصادية اللنميـة بالعناقيد. إنشافة رالاجنبي في فلسطين مبر ميلات والدوافز المشـجعة

عتماد على التعليم المهني اد ذلتي امتيابيات الاقتصاد الرقمني قدماً في بذاء الرقمني لما له من اهمية سادرات الوطنينة والتغلب بلية وقال الغسيلي: حنقود

برنامج الإسلاح الشامل للبيئة التشريعية النظيفة للاقتصاء الوطنيء، متوقعاً أن يتـم اقرار قانون فلسطيني عصري للشـركات قبل نهايـة العام الجاري. إضافة الى المساعي الرامية الى توسيع القاعدة الانتاجيـة فـي فلسطين عبـر العناقيد الصناعية، وتسهيل مهدة القطاع الخاص في تنغيذ نشاطه وبرامح دون معيفات.

ودعا الالماد الأوروبي ومجموعة الدول المائحة الى دعم الحكومة الفلس طينية في تتبيهة الاقتصاد الوطني وتنفيذ برامج الثلاية تدعم ريادية الاقتصاد والمرأة، وتعريز غرمي الاندميام في الاقتصاد القلسطيني، مستغرضا القرارات الحكومة الرامية الى دعم المنتم الوطني وتوسيع القائسة الانتابية. يدوره فال كراوس، دان فلسطين تحطى بأولوية في دعمتا لأسباب القصادية، خصوصاً أن الاستقلال الاقتصادي يقع في مسيم ليندة السياسات الوطنية ويأتي في القار دعمنا لدول موض البحر البقوسط في البالب الاقتصادي وخلق فر من عمل وتعزيز الاستقباره.

وأحساف حسرك الإحتياجيات المطلوبية لخليق فرص ووضع الإسباس لاقتصاء مستقل ومنافس وتطويير القطباع الخياص، وتم تحديد عدد من الاحتياجات وتعمل على دعم الجانب المنتاعي في غزة والضفة، من اجل الوصول الى تمويل لدعم المتافسة وتحسين الطاقة وكفاءة الطاقة وتركز على الطروف الموجودة في غزة،

وبيت جير هنارد أن المساعدات تأتي في سياق موقف الاتماد لدعم الحلول السكنة للمبراج، وهنا يتضمن اقامة دولة فلسحلينية مستقلة وقابلة للحياة، مشيرا إلى أن الاقتصاء الفلسطيني يواده العديد من التحديات التائجة عن الوضح السياسي وعـدم الوضوح وفقـدان الامل والقيـود الخارجية التي تؤثر على الاقتصاء، وهناك ازمة مالية توجه الفلسطينيين والمؤسسات.

وشــدد على أن ايجاد مناع اســللمار هام وشر وري لدعم التنبية وتنفيذاجندة الدولة والعقبات الكبير ة

التي تواجه الفلسطينيين الدولي بشأن الجهود التي ع الصحيح، منها اصلاح البيا تلافتصاد الوطلي، منا يؤ وإصلاح التعليم المهلي وذ الدتياجات سوق العمل.

ولوضيح خير هنارد أن تذ الفلسطين ومن ذلال البا المناع الاستثماري والإطبا والملايمية والاتحاد الاوروبي البحير الابيعني المتوسط المالونة الافتيمية والربط ي والتوطية.

واكم العبل معا لطرح افنا المكومة الفلسطينية لتنفيا تعزيز ذلقاء والاسللبار من ا وذاصة البنعلفة بجذب الإد ومواحمة الولوينات الاسنة ومواحمة اولوينات الاسنة وتقييمها، ورسم خريطة لو في منطقة البتوسط.

كما تم التطرق الى اطر الد المؤسسات استنادا الى مؤذ الصغيبرة والمتوسطة، م السلطات الوطنية وممللي ا التنمية الدولية.

واستعرض المشاركون ا السياسيلاية والدعم الم فبـل الشـركاء فـي منظم الاقتصادية OGCD والاتما منـرورة التركيز على الجوا الاستلمارات بجانب المواغز الفلسطينية.



رام الله- معا- أكدت الحكومة الفلسطينية والاتحاد الاوروبي ومنظمة التعاون والتنمية الاقتصادية(OECD) اليوم الثلاثاء، ضرورة دعم جهود فلسطين في تنفيذ اصلاحات تشريعية وتنظيمية يعزز من فرص تشجيع الاستثمار وتنمية الاعمال والمؤسسات الصغيرة والمتوسطة.

جاء ذلك خلال ورشة العمل التي تم افتتحها وزير الاقتصاد خالد العسيلي والتي نظمها كل من هيئة تشجيع الاستثمار الفلسطينية والاتحاد الاوروبي ومنظمة التعاون والتنمية الاقتصادية لتشجيع الاستثمار في دول منطقة المتمسط حمل "تعنيز مناخ الأعمال مالاستثمان في فاسطين"



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