



**OECD organizes a training workshop on “One Stop Shop” services in collaboration with IDAL
Itani: We have completed 32 projects amounting to USD 1.1 billion by the end of 2009**

The Chairman of the Investment Development Authority of Lebanon (IDAL), Mr. Nabil Itani, declared that the value of the projects benefiting from the One Stop Shop services, since its launching until the end of 2009, had reached USD 1.1 billion. The total number of these projects is 32. He also pointed out that IDAL is studying 7 new projects that applied to benefit from the One Stop Shop services during the first two months of the present year.

Itani’s declaration was made during a training workshop on “One Stop Shop Services for Investors in the MENA Region”, organized by the Organization for Economic Co-operation and Development (OECD), in collaboration with IDAL, at the Crown Plaza Hotel in Beirut. This three-day workshop was attended by OECD representatives as well as representatives of investment development authorities in Iraq, Egypt, Lebanon and Portugal.

Itani considered that improving the investment climate had become a dire need and called upon the investment development authorities to always adopt new policies and create modern patterns to keep up with all the changes taking place at the local and international levels. He stated that Lebanon offers promising investment opportunities in the fields of medical tourism, conference tourism and leisure tourism as well as in the sectors of ICT, industry, agriculture, health, education and financial, social and promotional services.

As for the sectoral distribution of investment projects, Itani explained that tourism brought in the biggest share of investments, whether in terms of number of projects or volume of investment, with 13 projects amounting to USD 940 million. Industry came in second place, with 6 projects amounting to USD 98 million. The technology sector came in third also with 6 projects where the total volume of investment amounted to USD 16 million. This sector is classified among the promising sectors that offer various opportunities yet to be fully invested, knowing that Lebanon enjoys encouraging qualities, especially in terms of specialized and competent human resources.

The ICT and media sectors registered 3 projects amounting to more than USD 7.5 million. The number of food industry projects was three, and amounted to USD 15 million approximately. As for the agricultural sector, one investment project amounting to USD 9 million benefited from the OSS services.

Mr. Saad Mazaal Hussein, from the National Investment Commission of Iraq (NIC), talked about the One Stop Shop experience, its work mechanism and the incentives and facilities offered to investors as well as the sectors included in its services.

Mr. Carl Dawson, economist and policy analyst at the MENA-OECD Investment Programme, pointed out that the OECD is currently working at multiple levels to improve the investment climate in the Arab region. He presented the types of One Stop Shops adopted worldwide and their influence on the investment and business environment. He tackled the importance of the role that the One Stop Shop played in terms of simplifying and streamlining the issuance of work permits and the registration of companies or also in terms of raising suggestions aiming at improving the business environment.



At a session assigned to shed the light on the One Stop Shop experience in Lebanon, Mr. Andraos Bacha, Country Manager of NPPC Fresh Produce Factory and former Director of the One Stop Shop Directorate at IDAL, talked about the establishment of the One Stop Shop, its history, the course of development of its services and its role in the investment promotion strategy, in addition to its institutional structures.

The current Director of the One Stop Shop Directorate at IDAL, Mr. Nadim Makdessi, also made an intervention, in which he talked about the services, achievements and future aspirations of the One Stop Shop.

Mr. Camille Saade, CFO of BENTA Pharmaceutical and Medical Industry, talked about his company's experience with the One Stop Shop, especially that BENTA is one of the companies that benefited from the exemptions and facilities offered by the One Stop Shop.

At the end of the first day, the participants visited many projects that benefited from IDAL's One Stop Shop services. They then visited IDAL's offices to have a close look at how the One Stop Shop works.

On the second day, the workshop included a presentation of the One Stop Shop experience in Egypt, in addition to the Portugal experience, while focusing on the communication strategies adopted to inform the investors about the services offered by the One Stop Shop.

The interventions of the third session focused on the role of the One Stop Shop in determining the best locations to establish projects and on the coordination between the different ministries and investment development authorities in order to provide leading services through the One Stop Shop.

Investment Development Authority of Lebanon (IDAL):

IDAL is a public institution whose mission is to promote the investment climate in Lebanon, help investors and offer them fiscal incentives. IDAL seeks to promote the various virtues of Lebanon as an investment and business hub in the region of the Middle East and North Africa and offers the required support to local and foreign investors in order to establish and expand their projects in Lebanon.

IDAL provides a variety of services based on identifying and promoting investment opportunities and providing facilities and services before, during and after the establishment of the project. In addition, IDAL works on promoting Lebanese exports, namely with regard to the food industry, agricultural products and the ICT industry.

MENA-OECD Investment Programme

This program was launched in 2004 upon the request of the countries of the Middle East and North Africa for the purpose of providing consulting on how to improve the investment climate in these countries in order to enable them to stand up to the growing competition of the other countries.

This program aims at:



- Promoting the countries' capacity to establish, execute and develop investment reform policies.
- Creating a communication network between the decision-makers in the field of investment, existing in the MENA region and the GCC countries.
- Providing an adequate environment to increase job opportunities by improving the investment climate.
- Helping governments, ministries and authorities to establish an inter-cooperation network.
- Promoting the results of development initiatives supported by international, regional and bilateral donors.