

**TALKING POINTS OF MR. JACQUES ROGOZINSKI
GENERAL MANAGER OF THE
INTER-AMERICAN INVESTMENT CORPORATION**

**Inter-Agency Roundtable on Additionality of
Private Sector Programs and Operations supported by the
International Development Institutions**

(Washington, DC, May 23-24, 2002)

- I would like to join President Iglesias and Executive Vice-president Woicke in welcoming all of you to this Roundtable about private sector additionality. It is the first event of its kind and I am really happy to see the strong response from your institutions signaled by your presence here today. I want to recognize the participation of the International Finance Corporation as cosponsor of this event. The IFC was very responsive to our initiative and has greatly contributed to its organization.
- The initiative of organizing a roundtable, with peer international agencies, on private sector additionality first originated from the interest expressed by our Board of Directors regarding IIC's new work in this area. An operational additionality framework has been recently discussed with the Board, and adopted by the Corporation, to foment a stronger culture of managing by results.
- In pursuing this strong interest, we found out that there had not been previously an organized inter-agency forum to focus on this matter. This prompted us to consult closely with the IFC whom gave a very positive and enthusiastic response. Therefore, we decided to work together and jointly organize this roundtable to promote an exchange of experiences of peer organizations and their practices in the appraisal of developmental additionality.
- Evaluating developmental additionality has a direct connection with the portfolio monitoring ex-post evaluation programs of multilateral and bilateral organizations. The IIC will be applying its framework in the process of assessing results and evaluating performance. We have thus invited prominent evaluators from the independent evaluation community to share their views with us on the central theme of the Roundtable.
- What do we expect from this meeting? At a minimum, we should come out with a more coherent and hopefully shared language and understanding about what is and what is not developmental additionality. Learning from the relevant experience of peer organizations should allow us all to improve our respective practices. Equally important is our renewed commitment to find better ways to communicate to shareholders and stakeholders about the accomplishments, constraints, and challenges of each institution.

- As you can see in the program, the roundtable is organized around two plenary sessions and three specific workshops. The first plenary session will put into perspective the general concepts, instruments, and methods used by development organizations. It will provide a useful framework to the overall discussions. The workshops are designed to encompass the central theme and to allow for open discussion between speakers and participants. I will be moderating the first workshop. Antonio Vives from the IDB will moderate the second and Bernard Sheahan from IFC will moderate the third. The final session will take stock of the major themes discussed by participants and to lay the ground for future work in this area.
- I would like to invite you to actively participate in the discussions, as thematic speaker, discussant, or what suits you best. The key is to maintain an open and candid exchange among all the participants. We want to encourage your comments and questions. The quality of the proceedings will ultimately depend on the open debate that will take place with your participation. From all the indications I have obtained as we were preparing for the Roundtable, I am convinced that it will be a success and again I want to thank you for your participation.
- Before starting the first session, I would like to dispose of some other logistical issues for the duration of your stay with us:
 - Every participant should have received a binder with the documentation received to date. If not, please make sure to get one from our Secretariat.
 - We will produce a final list of participants with the information received at the moment of registration.
 - The lunch, offered by President Iglesias, will take place in the 7th floor on the West Wing of the building.
 - At the end of today's proceedings, the Inter-American Investment Corporation is hosting a reception at the Terrace of this building in the 7th floor in the East Wing.
 - If participants require assistance with respect to their presentations or other logistic needs, we have two associates at the front desk that will assist them.
 - The head section of this hexagonal table will be occupied by each workshop moderator, the coordinator of the roundtable, Mr. Jean-Michel Houde, and the speakers of each session.
 - We have a lot of ground to cover and we want the active participation of all institutions represented here. Therefore, I would kindly ask the speakers to be mindful of this and to limit their presentations to a maximum of 15 minutes. This would allow the group to extract the greatest benefit of the discussions, hopefully helping them to shape their respective approaches to the issue of developmental additionality.

- Now, to start the first plenary session, I would like to say that additionality is becoming a key benchmark to measure the developmental performance of multilateral and bilateral development finance agencies, who have been called on to justify their use of the public funding entrusted to them. Defining and measuring additionality is a work in progress that will benefit from events such as this that seek to create a venue for sharing knowledge and experience in this evolving effort.
- The following speakers will present their general experience in approaching the issue of additionality.

Speakers:

Ricardo Lago - EBRD

Frank Lysy - IFC

Virginia Green - OPIC

Gonzalo Rivas-Gómez - CORFO

Federico Saporiti Reyna – Corporación Financiera Nacional, Ecuador

Coffee Break

First Thematic Workshop Session

- I would like start this session by summarizing the issues on the table for considerations. They are:
 - Projecting additionality at initial project appraisal, and
 - Measuring additionality during and after project execution
- The following speakers will explain how additionality is projected and monitored at their organizations:
 - CAF – Andean Development Corporation
 - CDB – Caribbean Development Bank
 - NADBANK
 - DEG – Germany
 - FGG – Austria

Questions and Answers

- I would like to thank the speakers for their informative presentations.
- I now open the floor for questions and open discussion.