



**INTER-AGENCY ROUNDTABLE ON ADDITIONALITY
OF PRIVATE SECTOR DEVELOPMENT PROGRAMS AND OPERATIONS
SUPPORTED BY THE INTERNATIONAL FINANCIAL INSTITUTIONS**

May 23-24, 2002
IDB/IIC Headquarters, Washington, D.C.
Andrés Bello Auditorium (9th Floor)

Program

DATE AND TIME

ACTIVITY

Thursday, May 23

8:30 a.m. Registration at desk located in front lobby of the Inter-American Development Bank, 1300 New York Avenue, N.W., Washington, DC

9:00 am

Opening Session

Opening address to Roundtable by **Enrique V. Iglesias**, Chairman of the IIC Board of Executive Directors and **Peter Woicke**, Managing Director, World Bank, and Executive Vice President, IFC on the “*Relevance of Enhancing Private Sector Additionality (PSA) in the International Development Arena*”

9:30 a.m.

First Plenary Session

Introduction by Roundtable Moderator, **Jacques Rogozinski**, IIC General Manager: “*Working toward a Shared Understanding of the Managerial Concepts, Instruments, and Methods of Private Sector Additionality (PSA)*”

9:45 a.m.

Keynote presentations on general experience with PSA results- management and its relevance for agency performance

European Bank for Reconstruction and Development (EBRD)

Speaker: Mr. Ricardo Lago, Deputy Chief Economist

International Finance Corporation

Speaker: Frank Lysy, Senior Adviser, Economist Department

United States’ Overseas Private Sector Investment Corporation (OPIC)

Speaker: Virginia Green, Vice President, Office of Investment Policy

Corporación de Fomento de la Producción (CORFO), Chile

Speaker: Gonzalo Rivas-Gómez, Director and CEO

Corporación Financiera Nacional (CFN), Ecuador

Speaker: Federico Saporiti Reyna, General Manager



- 11:00 a.m. **Coffee Break**
- 11:20 a.m. **First Thematic Workshop Session among Experts**
- Suggested issues and points for consideration**
- *What are the supporting institutions' additionality criteria at entry of the portfolio to appraise the merits of the operation from the lender's and client's perspectives?*
 - *How do agencies monitor and supervise their private sector loan and equity portfolios so that PSA objectives are attained during execution?*
- 11:25 a.m. **Presentations of Subregional Development Agencies**
- Corporación Andina de Fomento (CAF)**
Speaker: Luis Sanchez Masi, Direct Advisor to the Executive President
- Caribbean Development Bank (CDB)**
Speaker: Anne Bramble, Project Review Officer
- North American Development Bank (NADBANK)**
Speaker: Lloyd Tyler, Chief Financial Officer
- 12:10 p.m. **Presentations by international development organizations that have offered to address the Roundtable**
- DEG – Deutsche Investitions-und Entwicklungsgesellschaft**
Speaker: Prof. Dr. Hans-Gert Braun, Director and Chief Economist
- 1:00 p.m. Luncheon offered by the President for participants at The Americas Dining Room, Main Building 7th Floor West (by invitation)
- 2:15 p.m. **Second Thematic Workshop Session among Experts**
- FGG – Austria Finanzierungsgarantie Gesellschaft m.b.H**
Speaker: Thomas Nowotny "Austria's experience with FDI guarantees and the instrument's additionality"
- Introduction by Moderator Antonio Vives**
Deputy Manager, Private Enterprises and Financial Markets, SDS
Inter-American Development Bank
- Thematic discussion: Is the achievement of private sector additionality more relevant in terms of the supporting institution's role, its value-added, and/or each project's development impact?**
- The session will be conducted around **PSA process management issues** identified during advance contacts with participating agencies, and by



Roundtable Moderator for questions and answers. Designated lead speakers will orient the topical discussions, and an exchange of views will be open in the form of a tour de table among participants.

Orientation remarks by Roundtable Moderator and suggested issues and points for consideration:

- *What distinctions are relevant and useful in assessing the additionality generated or induced by the development agency, as distinct from the project's intrinsic development impact?*
- *What are relevant measures or benchmarks of PSA additionality in use? Are they comparable?*
- *What safeguards are needed to ensure that additionality is optimized when last resort finance must be justified, and to prevent that other sources of development capital are either displaced or substituted?*

2:30 p.m.

World Bank/IFC

Speaker: Neil Roger, Adviser, Private Sector Advisory Service Department

Inter-American Investment Corporation

Speaker: Jorge Roldan, Chief, Finance, Risk Management and Administration

Inter-American Development Bank

Speaker: John Cahillane, Head of Group II, Private Sector Department (PRI)

3:30 p.m.

Period for questions and open discussion

4:00 p.m.

Coffee Break

4:20 p.m.

Second Thematic Workshop Session among Experts (Continuation)

Interventions by designated speakers and discussants

Commonwealth Development Corporation (CDC Group)

Speaker: Ian Weetman, Costa Rica Office Director

Banco Centroamericano de Integración Económica (BCIE)

Speaker: Cynthia Morales, Civil Engineer, Master in Finances

International Finance Corporation (IFC)

Speaker: Arthur Karlin, Principal Strategy Officer

5:30 p.m.

Summary of main issues and conclusions by Moderator

6:00 p.m.

Reception hosted by IIC General Manager at The Terrace, Main Building 7th Floor East



Friday, May 24

9:20 a.m. **Third Thematic Workshop Session among Experts**

9:30 a.m. **Introduction by Moderator Bernard Sheahan**
Chief Strategist and Director, Operational Strategy Department, **International Finance Corporation**

Topical Discussion: Monitoring and Evaluation of PSA Agency Performance

Suggested issues and points for consideration

- *PSA ex-ante evaluability in project conceptualization design at appraisal stage*
- *Monitoring and reporting systems, use of performance scorecards or other suitable management instruments*
- *Using real time or monitoring reports on project performance to help steer project supervision toward attainment of additionality objectives; validation of PSA results and relevance for ex-post evaluation*

Multilateral Investment Fund (MIF)

Speaker: Sandra Darville, Head of the Investment Unit

Compañía Española de Financiación del Desarrollo COFIDES, Spain

Speaker: Miguel Giménez de Córdoba, Associate Director to the President and Head of Project Supervision Group

International Finance Corporation

Speaker: William Stevenson, Director, Operations Evaluation Group (OEG)

10:45 a.m. **Period for questions and open discussion**

11:00 a.m. Coffee Break

11:20 a.m. Final tour de table of participants on other PSA issues, future actions, and agency initiatives

12:00 a.m. **Plenary Session: Roundtable Closing**

Summary and concluding remarks by **Jacques Rogozinski**
General Manager, Inter-American Investment Corporation

12:30 p.m. Adjournment of Roundtable