

Investment Advisory Series
Series B, number 3

***Best Practices in Investment
for Development***

How Post-Conflict Countries can Attract and Benefit from FDI:
Lessons from Croatia and Mozambique



United Nations

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

Best Practices in Investment for Development

Case Studies in FDI

**How Post-Conflict Countries
can Attract and Benefit from FDI:**

**Lessons from Croatia and
Mozambique**



UNITED NATIONS

NOTE

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PREFACE

The *Investment Advisory Series* provides practical advice and case studies of best policy practice for attracting and benefiting from foreign direct investment (FDI), in line with national development strategies. The series draws on the experiences gained in, and lessons learned through, UNCTAD's capacity-building and institution-building work in developing countries and countries with economies in transition.

Series A deals with issues related to investment promotion and facilitation and to the work of investment promotion agencies (IPAs) and other institutions that promote FDI and provide information and services to investors. The publications are intended to be pragmatic, with a how-to focus, and they include toolkits and handbooks. The prime target audience for series A is practitioners in the field of investment promotion and facilitation, mainly in IPAs.

Series B focuses on case studies of best practices in policy and strategic matters related to FDI and development arising from existing and emerging challenges. The primary target audience for series B is policymakers in the field of investment. Other target audiences include civil society, the private sector and international organizations. Series B was launched in response to a call at the 2007 Heiligendamm G-8 Summit for UNCTAD and other international organizations to undertake case studies in making FDI work for development. It analyses practices adopted in selected countries in which investment has contributed to development, with the aim of disseminating best practice experiences to developing countries and countries with economies in transition. The analysis forms the basis of a new technical assistance work programme aimed at helping countries to adopt and adapt best practices in the area of investment policies.

For Series B, UNCTAD's approach is to undertake case studies of a pair of developed and developing or transitional economies that exhibit elements of best practices in a selected issue. Country selection follows a standard methodology, based primarily on the significant presence of FDI and resulting positive outcomes.

The Investment Advisory Series is prepared by a team of UNCTAD staff and consultants in the Investment Policies Branch, under the guidance of James Zhan. This study of the Series B was prepared by Rory Allan, Ioanna Liouka, Cam Vidler and Zbigniew Zimny, with contributions from Samuel Forquilha, Zrinski Pelajić and Danijela Tepšić. Fact-finding missions were undertaken in Croatia and Mozambique in April 2009 and April 2008 respectively. Contributions and comments were received from Chantal Dupasquier, Kalman Kalotay and Joerg Weber as well as from Peer Review Panel members Khalil Hamdani, John Kline and Stephen Young. The report has also benefited from views of current and former government officials, the domestic and foreign private sector and academics. The programme has received financial support from the Government of Germany.

Geneva, October 2009

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