

# THE ROLE OF INCENTIVES IN PROMOTING FDI FOR INCLUSIVE AND SUSTAINABLE DEVELOPMENT

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Amsterdam | Belfast | Boston | Dubai | Hyderabad | Johannesburg | Kuala Lumpur | Mumbai | Miami | New York | São Paulo



UNITED NATIONS – ESCAP THIRD MEETING OF THE ASIA-PACIFIC FOREIGN DIRECT INVESTMENT (FDI) NETWORK FOR LEAST DEVELOPED AND LANDLOCKED DEVELOPING COUNTRIES

UNITED NATIONS CONFERENCE CENTRE, MEETING ROOM H  
BANGKOK, THAILAND NOVEMBER 19, 2013



# AGENDA

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- Introduction ICA and overview of ICAincentives.com
- Global Incentive trends 2010-2012
- Foreign investor's contribution to economic development
- Why provide incentives?
- The role of incentives in corporate decision making
- The right approach
- Conclusions and recommendations

# ABOUT US

Real estate is a strategic asset. Each and every new location decision carries cost, workforce, and other implications. We provide our clients with the insight needed to quickly build solutions which are flexible enough to evolve with the company's changing needs.



**United States and  
North America**

**Europe - Asia  
Caribbean and  
Latin America**

## SERVICES

Location Strategies  
Supply Chain Optimization  
Incentive Maximization  
Implementation Support  
CRE Strategies

## TECHNOLOGIES

LocationSelector.com  
ICAincentives.com

# ICA'S MOST IMPORTANT RESOURCE – ITS GLOBAL AND DIVERSIFIED STAFF



**Dr. Henry Loewendahl**  
FDI and Incentive specialist  
+15 years experience



**Mr. Matthijs Weeink**  
Corporate site selection  
+10 years experience  
CEE / Russia and Asia



**Mr. Steef Huijbregtse**  
International tax and TP  
+20 years experience  
Europe and US



**Dr. Douglas van den Berghe**  
FDI advisory and site selection  
+15 years experience  
Europe and US



**Mr. Christopher Steele**  
Site selection US  
+15 years experience  
US and LATAM



**Mr. Richard Greene**  
CRE and Site Selection  
+20 years experience



**Mr. Kavan Bandhari**  
Corporate Site Selection  
+15 years experience  
India



**Mr. Duane Newman**  
Tax and Incentive  
+15 years experience  
South Africa

**One Team – In-depth Expertise – Seamless Delivery**



**Mr. Charles Krakoff**  
Free Zone specialist  
+25 years experience



**Ms. Jessica Eckhardt** –  
GIS and Corporate  
Real Estate, +5 years  
experience



**Ms. Zoë Harries**  
ICA Finance Director



**Mr. Graham Grant**  
SSC and Site selection and  
BPO Specialist



**Ms. Nerys Coleman**  
Incentive Data Analyst  
+5 years experience



**Mr. Adolfo Taylhardat**  
Caribbean and Central  
America  
+15 years experience



**Mr. Matthew Barsing**  
FDI Advisory Asia  
+20 years of experience

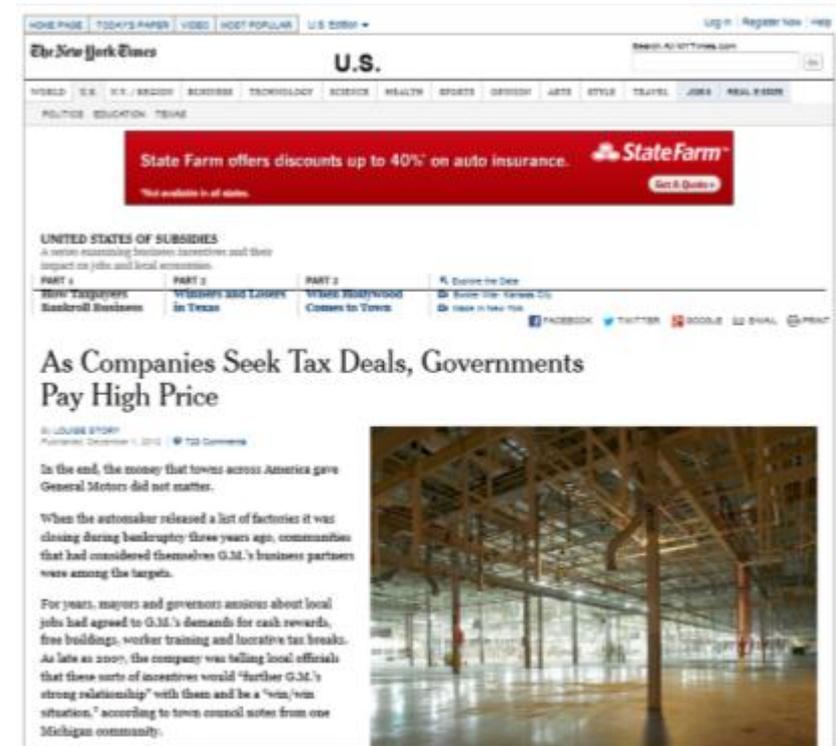
# ICA IN THE NEWS

## ICA Incentives Data Underpins New York Times Analysis



The front page of the Sunday, December 2, 2012, edition of *The New York Times* featured an analysis of US incentive deals based upon Investment Consulting Associates (ICA)'s online incentive tracking tool and database, ICAincentives.com.

While examining incentive trends across the 50 states, the article "As Companies Seek Tax Deals, Governments Pay High Price" notes that many state programs do not identify specific corporate beneficiaries and, as a result, the authors **had to rely on the ICAincentives.com database to provide up-to-date and reliable data** for their analysis.



# ICA IN THE NEWS – GROUNDBREAKING CEREMONY KNOWLES IN THE PHILIPPINES



<http://www.ic-associates.com/newsletter/pressrelease/Press%20Release%202010-12-2012.html>

## ICA Guides Location Evaluation Process for Knowles Electronics

Knowles Builds 4,000 Employee Manufacturing Facility in the Philippines

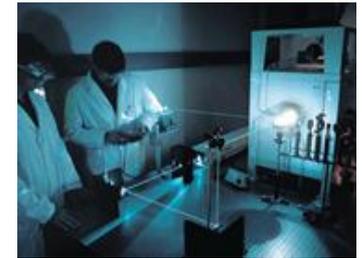
**Knowles Electronics**, producer of micro-acoustic components and part of Dover Corporation, publicly announced it will set up facilities at the Cebu Light Industrial Park (CLIP) in the Mactan Island, Cebu the Philippines. On Friday 9th of November, the company broke ground for what will be one of the biggest manufacturing facilities of Knowles in the world. The company will be among the biggest electronics companies to invest and operate in Cebu, and will ramp up their workforce to more than 4,000 employees in the next couple of years. Knowles makes components for hearing aid devices as well as MEMS surface mount microphones for major mobile phone brands and consumer electronic devices.

**Joseph Emmanuel Liwag**, Managing Director of the local Knowles unit, said his office currently has 40 employees but plans to increase workforce to 110 by yearend, 1,500 by the end of 2013, and a little over 4,000 by the end of 2014. "Cebu turns out to be a very positive location for a number of reasons. First of all, recruiting talented workers is clear-cut and their skills and attitude is outstanding. Ramping up our facilities is ongoing and the ease of doing our business here is surprisingly straightforward." **Joseph adds: "An investment project of this size requires a diligent and fact based location evaluation process and that is exactly what Investment Consulting Associates (ICA) did."**

**Matthijs Weeink**, ICA's project manager "Our phased approach of location benchmarking, cost forecasting modeling, as well as three extensive rounds of site visits provided us with the tools, knowledge and understanding of recommending Cebu as the number one location". "Throughout the whole location selection process, working with Knowles' project team was a big pleasure, and this was truly a team effort." Matthijs adds: "I would like to emphasize that Cebu Invest, the local investment promotion agency, did a great job and I am positive that this flagship project will have a tremendous impact on Cebu's regional economic developments."



# INTRODUCTION TO ICAINCENTIVES.COM



It is **the only** Global Incentive Deal Database, with currently **10,000** investment projects

It is a **web-based subscription** product with easy-to-use mapping, database, and reporting tools and an e-newswire service

Access to the **value of the incentives packages**, information on the investment project, and a description of the incentives program is provided

Covers **all major industries** as well as **business activities** and monitors foreign and domestic investment projects

# OVERVIEW OF THE GLOBAL INCENTIVES DEAL DATABASE\*

## Global Overview

- **10,000** incentive deals
- **\$71bn** total value of deals
- **Tax credit** is the most common type
- **\$316bn** total capital investment
- **\$9mn** average incentive deal value
- Avg. deal value **21%** of capex
- Avg. incentive of **\$51,600** per new job
- **1,215,000** jobs
- **460,000** safe-guarded jobs

## Regional breakdown (deals):

- USA : 7,070
- UK: 754
- Canada: 441
- Australia: 212
- Spain: 206
- Mexico: 145
- Brazil: 136
- France: 130
- China: 50

预览已结束，完整报告链接和二维码如下：

[https://www.yunbaogao.cn/report/index/report?reportId=5\\_6378](https://www.yunbaogao.cn/report/index/report?reportId=5_6378)

