

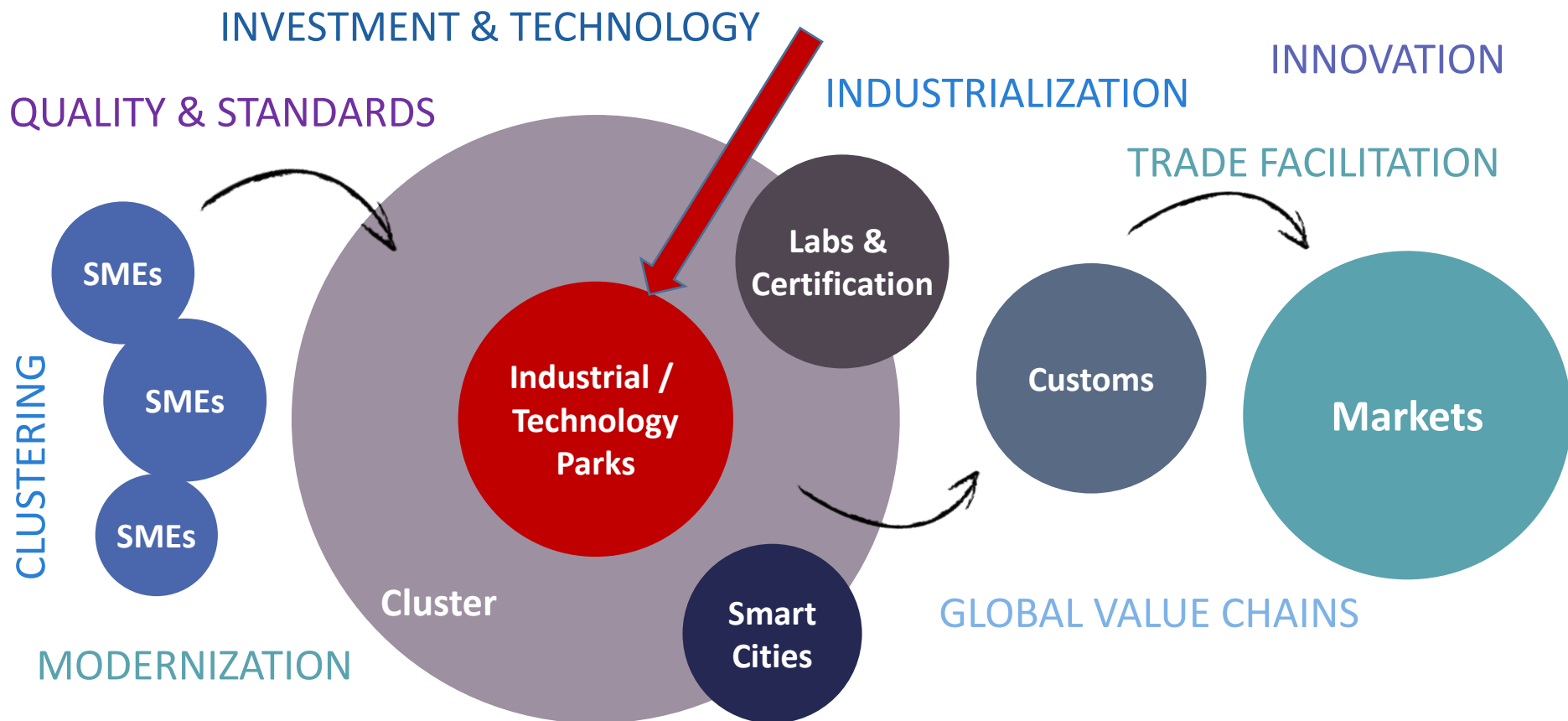


# Driving Africa's industrialization through SEZ development Defining capacity building needs

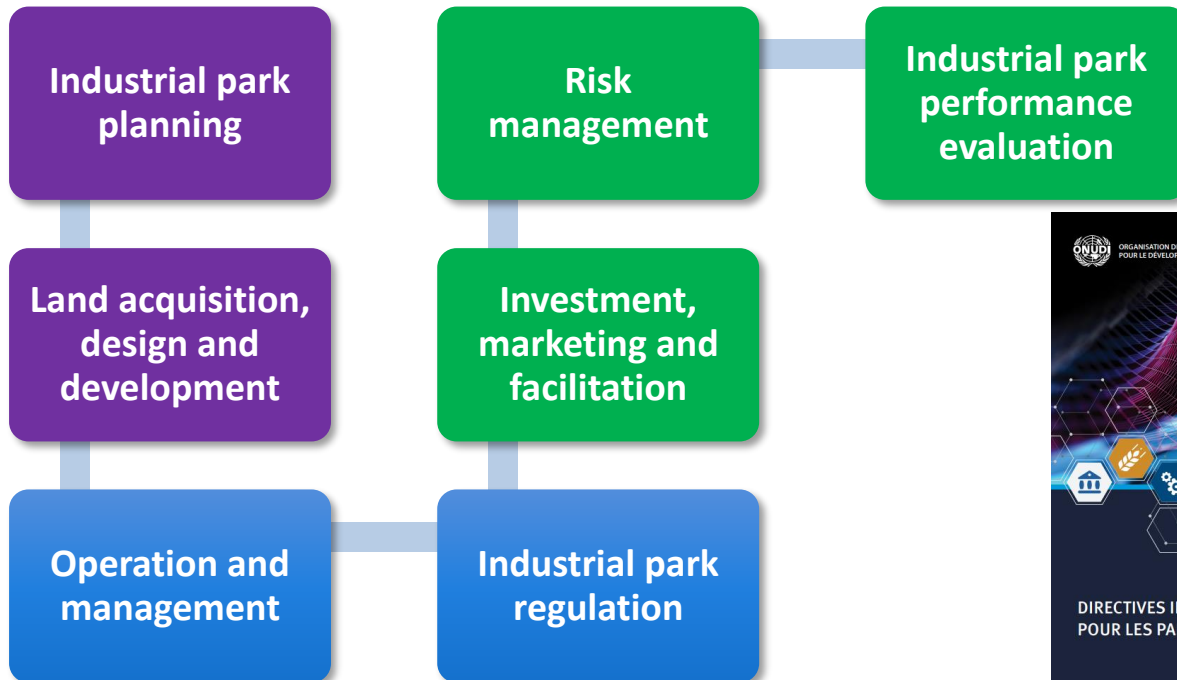
Stefan Kratzsch  
Industrial Development Officer  
Department of Digitalization, Technology and Innovation

AEZO 2022 Conference  
Accra, Ghana

# SEZs move center stage for UNIDO's mandate of inclusive and sustainable industrial development (ISID)



# Capacity building for industrial parks/SEZs



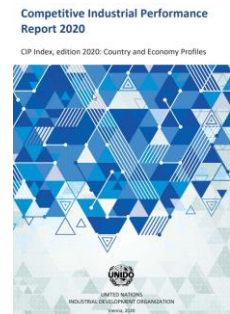
English: [https://www.unido.org/sites/default/files/files/2020-05/International\\_Guidelines\\_for\\_Industrial\\_Parks\\_EN.pdf](https://www.unido.org/sites/default/files/files/2020-05/International_Guidelines_for_Industrial_Parks_EN.pdf)

French: [https://www.unido.org/sites/default/files/files/2020-08/IP\\_FR\\_spreads.pdf](https://www.unido.org/sites/default/files/files/2020-08/IP_FR_spreads.pdf)

Chinese: [https://www.unido.org/sites/default/files/files/2020-05/International\\_Guidelines\\_for\\_Industrial\\_Parks\\_CH\\_spreads.pdf](https://www.unido.org/sites/default/files/files/2020-05/International_Guidelines_for_Industrial_Parks_CH_spreads.pdf)

# SEZ planning

- UNIDO has been supporting numerous SEZ opportunity studies, pre-feasibility and feasibility analyses
- Planning should be undertaken stepwise with feedback loops at each stage;
- The costs from a.) opportunity study to b.) pre-feasibility study, and c.) feasibility study are not linear; the factor may range between 3-10 multiplier
- UNIDO's Competitive Industrial Performance (CIP) Index and Industrial Analytics Platform (IAP) provide industrial context analysis



Industrial park planning

Land acquisition, design and development



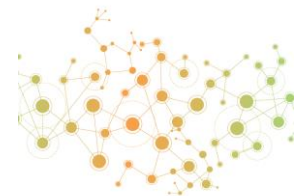
- UNIDO's Computer Model for Feasibility Analysis and Reporting is an ideal instrument to perform the financial modelling part of SEZ planning

# SEZ management and regulations

- Supporting establishment of formal governance structure for industrial parks management and regulation (e.g. UNIDO’s support to Diamniadio Industrial Park in Senegal in the context of the Programme for Country Partnership)
- Application of UNIDO’s “Enhancing the Quality of Industrial Policy (EQuIP)” toolbox
- Planning the transition towards an Eco-Industrial Park (EIP) with clear orientation on sustainable energy management, (chemical) waste management, “smart” co-location of tenants



An International Framework For  
Eco-Industrial Parks  
Version 2.0  
January 2022



- Service offering for backward linkages between SEZ tenants and upstream indigenous suppliers



Operation and management

Industrial park regulation



# Investment promotion, risk management and evaluation



- Supporting SEZ operators in tracking tenant investor structure, performance, perception and (SDG) impact
- Policy advocacy and targeting support
- Organizing investment promotion events & digital investment promotion
- Investment aftercare
- Coordination with other investment promotion stakeholder institution (private sector associations, investment promotion agencies, quality infrastructure)



- Potential investor identification via UNIDO's Investment and Technology Promotion Office Network





# UNIDO supports SEZ promotion efforts to go digital...



## Demo video





UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

Thank you!

Please feel free to get in touch:

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