

GIZ SECTOR NETWORK SUSTAINABLE ECONOMIC
DEVELOPMENT ASIA
CONFERENCE ON
DEVELOPING RESOURCES – RESOURCE CURSE
OR RESOURCE BLESSING?
JUNE 11 – 13, 2013 / BANGKOK / THAILAND
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Registered offices
Bonn and Eschborn, Germany
Sector Network Sustainable Economic Development in Asia
No. 14, Liangmahe Nanlu, Chaoyang District
Beijing 100600, P.R. China
T + 86-(0)10-8532 5506
F + 86-(0)10-8532 3606
nawi.asien@giz.de
www.giz.de/

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Tuesday, June 11 2013			
19:00	Welcome Reception at the Swiss Hotel Nai Lert Park		
Wednesday, June 12 2013			
08:30 09:00	Registration (Lobby of Swiss Hotel Nai Lert Park)		Moderation by Jost Wagner
Part I Introduction: Why bother about development based on resources?			
09:00 09:30	Welcome and Introduction: Mr. Thorsten Giehler, Speaker of the Sector Network Sustainable Economic Development Asia Jost Wagner, Moderator		
09:30 09:45	Opening address GIZ: Cornelia Richter, Member of the Board of Directors		
09:45 10:05	"Developing natural resources", Einar Steensnæs, Former Minister of Petroleum and Energy and Member of the Norwegian Parliament.		
10:05 10:25	"Mongolia: Inclusive development based on mineral resources – How is it possible?", Dr. Batkhuyag J., Vice Minister of the Ministry of Labor, Mongolia		
10:25 10:45	Coffee break – meet & greet		
10:45 11:05	"Indonesia: Chances and challenges using natural resources as a driver of economic development", Dr. Ilham A. Habibie, co-founder and shareholder of PT. ILTHABI Rekatama / Vice Chairman KADIN (Chamber of Commerce and Industry) Indonesia		
11:05 12:15	Panel Discussion: Mining for development – a real deal? Participants: Ms. Cornelia Richter, Mr. Einar Steensnæs, Mr. Batkhuyag J., Dr. Ilham A. Habibie, Q+A		
12:15 13:30	Lunch break – meet & greet		
Part II Managing resource economies for development			
13:30 13:50	Keynote: „Global commodity markets and the perspective for Asia“, Herr Dr. Atmaca, BGR Laos		
13:50 14:00	Q+A Snapshot: What´s coming up?		
14:00 15:30	Framework for investment in the resource sector Government perspective Business perspective	Revenue Management: Expenditures – Maximising the bang for the buck Fiscal stability; managing volatility; Sovereign Wealth Funds	Practical approaches to counter the resource curse Overall economic policies and strategic development planning; escaping the resource curse
15:30 16:00	Coffee break – meet & greet		
16:00 17:30	Session Framework for investment in the resource sector to be continued	Session Revenue management to be continued	Session Practical approaches to counter the resource curse to be continued
19:00	Dinner reception		

Thursday, June 13 2013			
09:00	Welcome and Wrap-up: flashlight on yesterday's sessions the discussions ahead		Moderation by Jost Wagner
Part III Community Centred Sustainable Development			
09:30 09:50	Keynote: "How can mining be a driver for Asian and local development?", Frank Reiman, Principal Adviser with the Rio Tinto Global Practice Team for Communities & Social Performance		
09:50 10:00	Q+A Snapshot: What's coming up?		
10:00 10:15	Coffee break – meet & greet		
10:15 12:00	White Knight or Toxic Bob – Mining and the role of CSR for sustainable economic development in Asia CSR & VSS – Status quo and trends; communities, ecosystems, and workers; A business view on CSR in mining; linkages for German Development Cooperation	Partnership for development in mining – stakeholder engagement Key concepts and principles of stakeholder engagement; community aspects in mining; main functions of a community relations manager; cooperation with mining companies for community development	
12:00 13:30	Lunch break – meet & greet		
Part IV Private Sector Development in the context of a resource economy"			
13:30 13:50	Keynote: Proposal: "Challenges and Opportunities for the mining industry in Mongolia" Dr. von Hagen Kern, Manager Talent Pipeline Oyu Tolgoi LLC		
13:50 14:00	Q+A Snapshot: What's coming up?		
14:00 15:30	Skills for sustainable resource-based development – TVET and labour market issues Skills required, labour market challenges, country case, strategies to cope with these challenges, options for development cooperation	Small is beautiful: How SMEs can turn a resource curse into a blessing Resource value chains, up-stream/downstream, role of SMEs, local content value chain	Financial Services: Integrating MSMEs into mining sector value chain Financial instruments to assist the SMEs; SMEs and risk transfer mechanisms; country cases: status and opportunities of SMEs to access financial instruments in the mining sector
16:30 16:45	Coffee break – meet & greet		
16:45 17:45	Wrap-up and closing Closing Panel (45'): Immanuel Gebhardt, Business Representative, Task Force Resources (Dr. Stefan Hanselmann) Closing remarks and farewell speech by Thorsten Giehler,		
17:45	End of Conference		

PART I INTRODUCTION:

WHY BOTHER ABOUT DEVELOPMENT BASED ON RESOURCES?

WELCOME AND INTRODUCTION



THORSTEN GIEHLER

Speaker of the Sector Network Sustainable Economic Development in Asia

Mr. Giehler is Speaker of the GIZ Sector Network on Sustainable Economic Development in Asia. He is based in Beijing, China heading the Sino - German Financial Sector Reform Programme of Deutsche Gesellschaft für Internationale Zusammenarbeit GIZ. This intergovernmental programme includes advisory projects with the People's Bank of China, China Securities Regulatory Commission, China Insurance Regulatory Commission and the provincial authorities of Tianjin and Inner Mongolia. He is born in West Germany and agricultural economist by training. After his university studies in Bonn and Venezuela he joined the German Development Institute in Berlin and carried out research on foreign direct investments in the PR China. In 1997 he became Rural Finance Officer of the Food and Agriculture Organization of the United Nations in Rome, Italy. From 2000 until his move to Beijing in 2006 he was Financial Sector Specialist for emerging and developing countries in the Headquarter of the German Agency for Technical Cooperation (GTZ) based in Frankfurt.

OPENING ADDRESS GIZ



CORNELIA RICHTER

Member of the Board of Directors

Cornelia Richter was born in Stuttgart in 1954. She studied economics and social science at the University of Göttingen, where she also successfully completed a course in economic and social psychology. In 1979 she took a postgraduate course at the German Development Institute (DIE).

Cornelia Richter began her professional career in 1980 as desk officer in the Planning and Research Division of the German Federal Ministry for Economic Cooperation and Development (BMZ). Two years later she moved to the Multilateral Affairs (UNCTAD, GATT, UNIDO) Division. In 1989, Cornelia Richter joined the Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH as Director of the South Asia Division. In 1996 she was appointed Director General of the Regional Department for Asia and the Pacific, and from 2002 to 2011 she headed GTZ's Planning and Development Department. In 2011 she was appointed Director General of the Sectoral Department at the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH.

Cornelia Richter sits on numerous boards and committees. Until 2012 she represented the employees on the Supervisory Board of GTZ, subsequently GIZ. She is a member of the Board of sequa gGmbH, the Board of Trustees of the German Development Institute (DIE) and the advisory boards of the Foundation for Development and Peace and the European Inter-University Centre (EIUC). Cornelia Richter is also a member of the Board of Trustees of the Protestant Church in Hesse and Nassau, and of the Synod of the Protestant Church of Hesse.



JOST WAGNER

Director and Senior Facilitator of The Change Initiative Co., Ltd

Born 1969, Jost Wagner studied sociology and economics at the universities of Trier (Germany) and Zaragoza (Spain). Since then he has worked in various positions for the German Technical Cooperation (GTZ) in India, the German Embassy in Thailand and a number of private companies. For the last ten years Jost Wagner has been working as a professional facilitator, trainer and process consultant. With his Bangkok-based company The Change Initiative, he has designed and facilitated more than 100 workshops and large group meetings for various UN agencies, GIZ, AusAID, EU, five German political foundations, ministries as well various international bodies and a number of private companies. He is a Certified Professional Facilitator by the International Association of Facilitators (IAF) and is currently the IAF Country Representative in Thailand. His 'Handbook for dialogue and collaborative action' - originally for a Thai speaking audience was also published in Vietnamese and Burmese by the German Friedrich-Ebert Foundation.

KEYNOTE: DEVELOPING NATURAL RESOURCES

EINAR STEENSNAES, Former Minister of Petroleum and Energy and former Member of the Norwegian Parliament

Einar Steensnæs was born in 1942 in Haugesund, Norway. He graduated in 1968 at Oslo University and holds a degree in Physics (thesis), Mathematics, Geography, and Computer Science.

Mr. Steensnæs has been a member of the Regional Council of Rogaland county as well as Mayor and chairman of the City Council of Haugesund. He has also been elected Member of the Norwegian Parliament for the Christian Democratic Party. Since 1989 he has been Member of the Norwegian Cabinet in different positions: Minister of Education and Church Affairs, Minister Education and Research and Minister of Petroleum and Energy (2001–2004).

Mr. Steensnæs was Chairman of the Board of Norfund, the Norwegian Investment Fund for Developing Countries (2005–2007). From 2005 to 2009 he was a Member of the UNESCO Executive Board in Paris.

Einar Steensnæs has been a member of boards and executive committees of various companies, media as well as educational and cultural organizations. He was the Executive Director of the Oslo Center for Peace and Human Rights (OCPHR) from 2006 to 2008. Currently, he is a Senior Advisor at OCPHR, specialising among others in the Norwegian approach to petroleum and resource management.

Presentation

Mr. Steensnæs will point out, what challenges Norway had to cope with in utilizing its resources for development and which strategies the country followed. He will present the success story of the Norwegian Sovereign Wealth Fund, which is a key element of Norway's strategy to escape the resource curse.

KEYNOTE: MONGOLIA: INCLUSIVE DEVELOPMENT BASED ON MINERAL RESOURCES - HOW IS IT POSSIBLE

DR. BATKHUYAG JAMIYANDORJ
Vice Minister of the Ministry of Labor, Mongolia

Mr. Batkhuyag obtained his Masters Degree in Economics from the University of Colorado at Denver, United States, and holds a Doctorate from the National University of Mongolia. At the beginning of his career Dr. Batkhuyag acted as lecturer and senior lecturer at different universities in Mongolia. He was Director of the Economics and Finance Institute during 1991–1995 and it's President in 1999–2004. In his political career, he was Economic Policy Advisor to the Prime Minister of Mongolia as well as Consultant to the Defense Minister of Mongolia. During 2004 – 2008 Dr. Batkhuyag was elected as a Member of the Parliament of Mongolia and became the Vice Minister of Labor in 2012.

Presentation

Dr. Batkhuyag will deliver a keynote speech on the topic "Mongolia: Inclusive Development based on Mineral Resources – How is it possible?"

KEYNOTE: INDONESIA: CHANCES AND CHALLENGES USING NATURAL RESOURCES AS A DRIVER OF ECONOMIC DEVELOPMENT**DR. ILHAM HABIBIE**

CEO PT Ilthabi Rekatama // Vice Chairman KADIN Indonesia

Ilham is a co-founder and shareholder of PT. ILTHABI Rekatama, a private investment company in Indonesia, which he joined as a President Director in 2002. Through ILTHABI he invested into various companies in the fields of energy, mining, manufacturing, transportation and others. He is on various boards of the companies, in which ILTHABI has invested, mostly as a non-executive and occasionally as an executive director.

Ilham's previous professional background is largely with aerospace companies (IPTN, Indonesia; Boeing, USA). Before that he was Assistant Professor for Fluid Mechanics at the Technical University of Munich (TUM), Germany. He holds a Dr.-Ing. (PhD) in Aeronautical Engineering from TUM, and a M.B.A. from the University of Chicago, USA.

He is also active in various social and professional organizations. Being a Vice Chairman of the Indonesian Chamber of Commerce and Industry (KADIN) for Research and Technology, Ilham is also responsible for KADIN's bilateral committee for Germany, Austria and Switzerland. He leads the Indonesian Organization for German-Alumni (PAJ), is also on the board of Alliance for Low-Carbon Businesses Indonesia (ALBI). While being a member of the Presidium of ICMI (Indonesian Muslim Intellectuals Association), he is also a member of the board of experts of Golkar party. Ilham is a founder of The Habibie Center organization, leading its Institute for Democracy, Science and Technology. He is a member of the global board of advisors, Booth School of Business, University of Chicago, and is a member of the board of advisors of the US cultural center in Jakarta called @america.

Ilham is also a member of the Indonesian Government's National Innovation Committee which is an advisory body, directly reporting to Indonesia's President, as well as a member of the Indonesian German Advisory Group, another advisory body for the Indonesian Government, specifically set up for the German-Indonesian context.

Presentation

Dr. Ilham Habibie will illustrate, how exploiting and exporting of natural resources have significantly contributed to Indonesia's economic success story in the last decade. Further, he will address, how the natural resources sector can be further developed in the future in order to maximize the benefit for country and people. How can downstream industries solution be better developed solution? Alternative scenarios will be taken into account, focusing not only on economic but also human development.

PART II

MANAGING RESOURCE ECONOMIES FOR DEVELOPMENT**KEYNOTE: „GLOBAL COMMODITY MARKETS AND THE PERSPECTIVE FOR ASIA“****SPEAKERS:****DR. TERZAN ATMACA**

Senior Officer Bundesanstalt für Geowissenschaften und Rohstoffe (BGR, Federal Institute for Geosciences and Natural Resources)

Mr. Atmaca studied Process Engineering at University of Applied Sciences Bochum and Mining Engineering and Mineral Processing at Technical University Berlin (TU Berlin). Before joining the BGR he worked as scientist for 4 years at the Institute for Mineral Processing of TU Berlin and then 2 years as process engineer in iron ore processing and pellet plants, Bong Mining Company Liberia. During 1991-2011 he worked at the Department of Energy and Mineral Resources of BGR. Afterwards, he led a BGR project in Vietnam for 6 years and is since 2011 team leader of the BGR project in Lao PDR.

1. GOVERNMENT PERSPECTIVE
2. BUSINESS PERSPECTIVE

KEYWORDS:

LOCAL CONTENT, INVESTMENT LAW/POLICY, ROYALTIES, TAX POLICIES, CONTRACTS

MODERATOR: KIRSTEN FOCKEN,
GIZ PROGRAM „HUMAN RESOURCE DEVELOPMENT FOR A MARKET ECONOMY PROGRAM“

GUIDING QUESTIONS:

- What characteristics distinguish investments in mining-related industries from other industries?
- What framework conditions are necessary to stimulate investments in resource rich countries?
- How can the government facilitate investments in mining-related industries?
- What can governments do to promote transparent and efficient markets for resource extraction or processing industries?
- What policies would constitute a framework for quality investment in mining-related industries?
- What factors attract/discourage investors to invest in resource-rich countries?
- How do investors prioritise project proposals in mining-related industries?
- What framework conditions do investors look for in order to invest in long-term projects in resource extraction or processing?
- How can development cooperation and GIZ especially contribute to a business environment conducive for responsible investment?
- What can “responsible investment” in mining-related industries look like?
- Can the design of a framework for investment be an integral part of development strategies
- How to serve public and private interests, concerning investment framework for the resource sector and what role plays development cooperation

SPEAKERS:



DR. RAMON BRÜSSELER

Managing director of the European Chamber of Commerce and Industry in Lao PDR

Ramon Bruesseler, born in 1962, studied Economic Geography, Economics and Development Economics at the universities of Bonn and Aachen, where he graduated as M.A. in 1989. Three years later he became Ph.D. and received the Borchers Award for outstanding scientific work.

After five years as a scientist, specializing in and publishing about Asian economic development he moved to a regional economic development agency as director of international marketing and infrastructure development.

In 2001 Mr. Bruesseler took over as CEO of Eurasia Managing Agency, an international consultancy institution with core business in strategy consulting and top management training and main focus on Asian markets. In 2007 he became CIM expert and advisor to the board of the Lao National Chamber of Commerce and Industry where he worked on strategic and organizational issues and published several studies about the economic development of the country.

Since May 2011 Mr. Bruesseler is managing director of the European Chamber of Commerce and Industry in Lao PDR.



PHILIP MADELUNG

Seniorfachplaner, Kompetenzzentrum Wirtschaftspolitik und Privatwirtschaftsentwicklung, GIZ Eschborn

Philip Madelung has graduated as an economist from the University of Mannheim and in Business Administration from IECS Strasbourg. After having worked in the private sector with Royal Dutch / Shell, he joined GIZ in Ghana, where he worked on improving the business and investment climate and on development partnerships with the private sector. He was briefly seconded to the World Bank (FIAS), working on land reform and value chain development issues. He is now a senior advisor in the section on economic policy advice and private sector development in GIZ's sectoral department in Germany. There, he supports in the acquisition of and designs new projects of international cooperation, evaluates ongoing projects, does backstopping for them and knowledge management. He has specialized on economic development in resource-rich countries as well as on innovation system development and infrastructure PPP.

**HENRI-FRÉDÉRIC HIBON**

Senior Adviser for Regional Energy, Mining & Infrastructure and Regional M&A Practice Groups

Henri-Frédéric has been living in Yangon for two years where he is currently working in DFDL's local office advising on foreign direct investment in Myanmar in a variety of fields. Prior to working in Myanmar Henri-Frédéric worked for ten years for Rio Tinto companies where he was Chief Counsel, Mergers & Acquisitions Europe for Rio Tinto Alcan. He has worked in a number of countries including Venezuela, Guinea Conakry and Greece on mining related projects. He also worked in New York for 10 years, including with Shearman & Sterling in the M&A Practice Group. He holds an LL.M in Corporation Law, a Masters in International Affairs concentrating in International Banking & Finance, a Juris Doctorate equivalent as well as a Masters in Government.

**DR. TERZAN ATMACA**

Senior Officer Bundesanstalt für Geowissenschaften und Rohstoffe (BGR, Federal Institute for Geosciences and Natural Resources)

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**KIRSTEN FOCKEN**

Senior Advisor Private Sector Development, Human Resource Development for a Market Economy Program, GIZ Laos

Ms Focken, holding a MBA in International Business, has more than 20 years of global business experience in a variety of service industries and business consulting and in-depth experience in advising private and public sector organizations in developing countries.

SESSION: REVENUE MANAGEMENT: EXPENDITURES – MAXIMISING THE BANG FOR THE BUCK

KEYWORDS: FISCAL STABILITY, MANAGING VOLATILITY, SOVEREIGN WEALTH FUNDS

GUIDING QUESTIONS:

- What challenges impede fiscal stability of resource-rich countries?
- How can resource-rich countries achieve fiscal stability?
- Can Sovereign Wealth Funds be a solution for maximizing the development impact? How should Sovereign Wealth Funds be managed?
- How can projects financed by resource revenues be selected and implemented?
- What role can development cooperation play in facilitating the “biggest bang” for resource expenditures?

MODERATOR: Jochem Theis, GIZ program „Integrated Mineral Resource Initiative“

SPEAKERS:**ALEX SEGURA**

Deputy Division Chief of the Fiscal Affairs Department of the International Monetary Fund (IMF)

Alex Segura is Deputy Division Chief in the Fiscal Affairs Department (FAD) of the IMF. He recently coordinated FAD's work for the Board paper on Macroeconomic Policy Frameworks for Resource Rich Developing Countries. He has also led Technical Assistance missions on macro-fiscal policy, with an emphasis on natural resource wealth management. Earlier in his career, he was mission chief for Ecuador, senior economist for Brazil, and resident representative in Senegal and The Gambia, among other positions. He is the author of *The Political Economy of the Welfare State in Latin America* (published by Cambridge University Press). He holds degrees in Economics from the Autonomous University of Barcelona and a PhD, with distinction, in Political Economy from Columbia University (New York City). He was the winner of the Mancur Olson Award for the best dissertation in Political Economy.

**EINAR STEENSNAES**

Former Minister and Member of the Norwegian Parliament

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CH.OTGOCHULUU

Director of the Department of Strategic Policy and Planning at the Ministry of Mining, Mongolia

Mr. Otgochuluu obtained his Master's Degree in Economics at the University of Frankfurt am Main, Germany. He began his career in the banking sector as Head of Market Research Unit at Xacbank. Afterwards, he acted as Advisor to the President of Mongolia on development economics & employment policy. Before joining the Mongolian Ministry of Mining he acted as Director of the think tank Economic Policy and Competitiveness Research Center, continuing to advise the President of Mongolia on a non-staff basis. Mr. Otgochuluu has a rich experience in research, including ongoing research on Mongolian Macroeconomics Issues (2007-), Mongolia in World Competitiveness (2010-) and various studies focusing at the energy sector, wool and cashmere industries, the air transportation market, education, banking, exchange rates and the mining sector.

Presentation

In his presentation Mr. Otgochuluu will illustrate facts and figures related to development based on resources in Mongolia. He will point out, what challenges Mongolia has to cope with in using mineral resources for development, e.g. structural change, infrastructure, economic policy challenges, governance issues, etc. Furthermore, he will elaborate on Mongolia's strategies to cope with these challenges and share his point of view, how Mongolia will avoid the "resource curse".



JOCHEM THEIS

Advisor at GIZ program "Integrated Mineral Resource Initiative"

Jochem Theis works as an advisor on sustainable economic development at GIZ. He studied European Studies at Maastricht University and earned his MSc. degree in International Political Economy at the London School of Economics. Jochem Theis is based in Mongolia, working with the GIZ Integrated Mineral Resource Initiative (IMRI). He is responsible for the economic policy component of the programme. Among the topics he covers are investment planning, cost/benefit analyses, EPC contracting, value chains, economic policy discourse, sovereign wealth funds, and cluster policy. In previous positions Jochem Theis has worked on industrial policy and green growth / green economy issues.

SESSION: PRACTICAL APPROACHES TO COUNTER THE RESOURCE CURSE

KEYNOTE: OVERALL ECONOMIC POLICIES AND STRATEGIC DEVELOPMENT PLANNING; ESCAPING THE RESOURCE CURSE

GUIDING QUESTIONS:

- What is the resource curse?
- What are the causes and economic effects of the resource curse?
- Which economic potentials does resource wealth bear and how can they be leveraged?
- How can development cooperation contribute to foster resource-based sustainable economic development?
- How could a project in this field be designed – and how does an existing project look like?

MODERATOR: Dominik Weidert, economist, independent consultant

SPEAKERS:



ISABELLE RAMDOO

Policy Officer Trade & Economic Governance at European Center for Development Policy Management (ECDPM)

Isabelle Ramdoo has been working on developmental impacts of extractive resources in the last years. She is extensively involved in discussions regarding resource-based economic transformation, in particular in Africa. She is a Mauritian National and a member of the Economic and Trade Cooperation Programme (ETC) at ECDPM. Before joining ECDPM in November 2009, she was a Trade Policy Analyst in the International Trade Division, Ministry of Foreign Affairs, International Trade and Cooperation in Mauritius. She was trade negotiator and has been part of the Mauritian trade negotiating team, notably on Economic Partnership Agreement, trade negotiations with Turkey, Pakistan and India. She was also closely involved in the regional integration process, in particular in negotiations on COMESA Services. Prior to that, she was also an economist at the Ministry of Finance and Economic Development in Mauritius. Isabelle holds a "MaitriseAdministrationEconomique et Sociale, Mention Commerce et Affaires Internationales" from the University of Montpellier III, France

**MR. KHAMTANH VONGPHANSIPASEUTH**

Deputy Director General Department of Mines Ministry of Energy and Mines
Lao P.D.R.

**DR. STEFAN HANSELMANN**

Program Director Integrated Mineral Resource Initiative & Regional
Economic Development Program

Dr. Hanselmann got his Bachelor from Heidelberg University, Germany and his Ph.D. in Economics from Constance University, Germany in 1988. He started his career with Schering AG, a German pharmaceutical company in a staff position to the Board of Directors, working on strategic planning and corporate development. From 1991 to 1993 he worked as a project manager at Schering's Asian/ Pacific HQs in Tokyo, Japan. In 1993 he joined the German Technical Cooperation Agency GIZ as Deputy Project Director of a trade and investment project in New Delhi, India, specializing on engineering industries such as automotive, castings and forgings, electronics/ IT, and plastic processing. He moved in 1996 to Riga, Latvia, and worked there until 1999 as Project Director for a GIZ trade and investment project. Late 1999 Dr. Hanselmann left GIZ and took over as Managing Director of a German owned manufacturing company located in Daugavpils, Latvia. The company produces agricultural machinery and electrical components for the automotive industry. Dr. Hanselmann left Latvia in 2008 and re-joined GIZ in December 2009. Currently, he is Program Director of the Integrated Mineral Resource Initiative (IMRI) based in Ulaanbaatar, Mongolia.

**STEFANIE REIHER**

Economic policy advisor in the sector project sustainable economic development at GIZ
Headquarters in Germany

She focuses on economic policy for green growth and resource based economic development. Prior to working in GIZ HQ she has been a delegated advisor to German Federal Ministry for Economic Cooperation, division for Economic Policy and Financial Sector. Stefanie holds a degree in Political Sciences, Economic Policy and Public Law from the Westfälische Wilhelms Universität Münster and Turku University.

**HANNA DERINGER**

Expert at the Competence Center "Private Sector Development and Economic Policy" at
GIZ Headquarters in Germany.

She focuses on trade policy, regional integration and resource based economic development. Moreover, she supports the quality assurance of ongoing GIZ projects as well as the planning of future project engagements within these fields. She holds a degree in "International Cultural and Business Studies" from the University of Passau, University of Limerick and the University of Granada.

**DOMINIK WEIDERT**

Economist, independent consultant

Dominik Weidert is a trained facilitator and independent consultant working on private sector and industrial development in Southeast Asia.

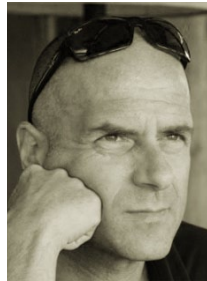
Before moving to the region, he worked at GIZ in Germany as an advisor on private sector development and economic policy, focussing on industrial policies and green economic development in Asia. He has graduated as an economist from the University of Mainz, Germany and Dongbei University of Finance and Economic, P.R. China.

PART III

COMMUNITY CENTRED SUSTAINABLE DEVELOPMENT

KEYNOTE: " HOW CAN MINING BE A DRIVER FOR ASIAN AND LOCAL DEVELOPMENT? "

SPEAKERS:



FRANK REIMANN

Principal Adviser with the Rio Tinto Global Practice Team for Communities & Social Performance

Frank Reimann is providing technical support and risk assessments for Rio Tinto's global operations.

Prior to his current position he spent four years leading the development and implementation of the community relations, community development and cultural heritage functions at Lane Xang Minerals (Sepon) in Laos, a project owned by MMG (Minerals and Metals Group).

Before joining the resource industry, Frank has worked 10+ years in the development and humanitarian assistance sector, serving as Country Director for ADRA and Care International in Cameroon, Cambodia, Indonesia (Tsunami Response), and Laos. Frank holds a MBA in Economic Development and a MA in Intercultural Leadership. He is based in Singapore.

Presentation

Frank Reimann will outline how sustainable, participatory development programs in the area and countries where Rio Tinto operates are key for the long term success of our businesses, and can be a powerful tool in maintaining our the social license to operate. Frank Reimann will argue that management of community relationships and bringing about community and long lasting positive change is as necessary to the success of a resource business as the management of their operations. Promoting active partnerships at international, national, regional and local levels, which are based on mutual commitment, trust and openness are key business. Relationships with communities involve consultation to open new facilities, to run existing ones and to close them at the end of their productive lives. Ingoing so, the support of community based projects that can make a difference in a sustainable way without creating dependency.

SESSION: WHITE KNIGHT OR TOXIC BOB – MINING AND THE ROLE OF CSR FOR SUSTAINABLE ECONOMIC DEVELOPMENT IN ASIA

KEYWORDS: CSR & VSS - STATUS QUO AND TRENDS; COMMUNITIES, ECOSYSTEMS, AND WORKERS; A BUSINESS VIEW ON CSR IN MINING; LINKAGES FOR GERMAN DEVELOPMENT COOPERATION

GUIDING QUESTIONS:

- How can enterprises in the resource sector contribute to local and regional development?
- Where does CSR start and where are the limits of the concept?
- What are the main challenges regarding implementation of CSR/VSS in Asian countries?
- What can governments do to stimulate the adoption of such standards in mining companies?
- What role can development cooperation play in the diffusion of CSR/VSS?

MODERATOR: Marcel Venhofen, GIZ program "Integrated Mineral Resource Initiative"

SPEAKERS:



CATHERINE COUMANS, PH.D

Research Coordinator and Coordinator Asia-Pacific Program at Mining Watch Canada

Departing from a rights-based perspective Catherine works in solidarity relationships with non-governmental organizations and mining affected communities in the Asia-Pacific region in particular in: India, Burma, Mongolia, Thailand, Indonesia, the Philippines, Papua New Guinea and Kanaky-New Caledonia. Her work is primarily with indigenous peoples affected by Canadian mining companies.

As Research Coordinator for MiningWatch Canada, Catherine has coordinated and contributed to reports on a wide range of topics such as: full-cost accounting for mining, revitalizing economies of mining dependent communities, Human Rights Impact Assessment, Submarine Tailings Disposal, Deep Sea Mining, participatory health assessment and participatory research with women in mining affected communities and with women mine workers. Her policy research and work is currently focussed on corporate accountability (standards, verification, certification systems, due diligence, judicial and non-judicial grievance mechanisms), mining and development, and home country legislative reform to assure access to justice for people who have been harmed by Canadian mining companies overseas.



DOUGLAS A. GRIER

Director, Sustainable Development, Kumtor Gold Company

Doug is the Director of Sustainable Development at Kumtor Gold Company in Bishkek, Kyrgyzstan. He is responsible for community relations, community investment and also is responsible for code of conduct and ethics.

He has over 20 years experience across the sustainability spectrum, including non financial reporting & assurance, environmental and health and safety due diligence, health and safety, community development and management and sustainability strategy. Doug works across several sectors, with a majority of his experience in the mining sector. He has led teams of consultants from multifunctional teams to deliver value to clients, while ensuring time and financial targets are achieved.

Doug's work in the mining sector has brought him across Australia, Russia, Ukraine and Kazakhstan to a number of operations and sites. Working with both international and local clients also has given him the experience to ensure projects meet the needs of a wide spectrum of stakeholders across the client's entire footprint of activities



LEENA WOKECK

Director of the CSR Asia Center at the Asian Institute for Technology (AIT) in Bangkok and an Executive Director of CSR Asia

Her role includes advising organizations of various sectors and sizes on CSR and the effective implementation of business strategies and partnerships for development. Through the unique positioning of the CSR Asia Center at AIT, she leads research and engagement projects on cutting edge issues and trends for the role of business in sustainable development in Asia and works on developing and delivering training and executive education programs in CSR. Prior to joining CSR Asia and AIT, she worked for the Global Reporting Initiative (GRI) in Amsterdam. Leena holds an MSc in International Relations and Transnational Governance from the VU Amsterdam, the Netherlands, a BA in International Studies from the University of Birmingham, UK, and has studied Cultural Anthropology and International Law at the University of Cologne, Germany.



DR. MAREN BREUER

Advisor by GIZ program on "Policy Advice for Environment and Climate Change" (PAKLIM)

Dr. Maren Breuer completed her Master of Science (MSc) in International Business at the University of Stirling and gained her PhD from the ESCP Europe – European Business School. Currently, she is an advisor for climate change policy and private sector cooperation within the GIZ program PAKLIM. Within her duties as such, she initiated and implemented three integrated Development Partnerships (DPP) on climate change mitigation in industries and cities, as well as a cooperation agreement with the Indonesian Chamber of Commerce & Industry vs. joint work program (e.g. public – private dialogues on climate change, energy and resource efficiency). She acts as a Speaker of the program-spanning working group on Cooperation with the Private Sector for GIZ Indonesia and is also the Co-Chair of the CSR sub-working group in the Assets for Asia sector network. Her former duties include Research assistant of the Chair of Organization & Empirical Management Research at ESCP Europe and project manager at Technical Production Center Berlin (TU Berlin – Institute for Machine Tools and Factory Management).



ROLF DIETMAR

Director of the Sino-German CSR Project

Rolf Dietmar studied economics and agricultural sciences at the University of Bonn and graduated in 1989 with a Master's degree in agricultural sciences. After a research project in Rwanda for the University of Bayreuth, he joined the Environment Ministry of the State of Brandenburg. In 1998 he moved to Beijing to work as a Senior Advisor at the Administrative Centre for China's Agenda 21 (ACCA21) under the Ministry for Science and Technology. From 2002 to 2008 he headed GIZ's programme "Environment-Oriented Advisory Services for Enterprises Zhejiang" and in 2007 became Director of the Sino-German CSR Project, which the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, on behalf of the German Federal Government, is implementing jointly with the Chinese Ministry of Commerce.



CHRISTOFFER BRICK

Manager at the Specialized Business Unit Cooperation with the Private Sector at Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

He is responsible for the topics CSR and Emerging Market Multinationals. In a previous post within GIZ he worked within a development partnership (developppp.de) on social standards in India. Before his time at GIZ, Christoffer worked for the German National Contact Point of the OECD guidelines for multinational enterprises within the German Ministry of Economics, at the CSR unit of the European Commission (DG Enterprise), and as a consultant for the International Finance Corporation in Ho Chi Minh City. Christoffer studied at Freie Universität Berlin and Harvard University and holds an M.A. in Business Administration and North American Studies. He lives in Berlin, Germany.



BERNADETTE DAUBENMERKL

Project Manager for Development Partnerships with the Private Sector (develoPPP.de) in Asia at Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

She is responsible for projects in a wide array of thematic areas, such as CSR, value chains, energy and others. Bernadette started her career at GIZ working in the field of social and environmental standards in Egypt. Within the young professional program, she was seconded to the ILO Subregional office in Cairo, the German Federal Ministry for Economic Cooperation and Development (BMZ) and ISEAL Alliance in London. In a subsequent post she managed the roll-out of the GIZ internal management system Capacity WORKS in Latin America. Bernadette studied International Cultural and Business Studies and holds diplomas of Passau University (Germany) and the Universidad del Salvador in Buenos Aires (Argentina).



MARCEL VENHOFEN

Technical Advisor CSR & Corporate Governance at GIZ program "Integrated Mineral Resource Initiative", Mongolia

Marcel Venhofen works as Technical Advisor for Corporate Governance and CSR in GIZ's Integrated Mineral Resource Initiative (IMRI) in Mongolia. His work focuses on sustainable economic development and foreign trade promotion. Marcel studied at Universities in Munich and Berkeley. He holds degrees in Political Economy and Electrical Engineering. Former places of employment include Beijing, Washington D.C., and New York.

SESSION: PARTNERSHIP FOR DEVELOPMENT IN MINING – STAKEHOLDER ENGAGEMENT

KEYNOTE: KEY CONCEPTS AND PRINCIPLES OF STAKEHOLDER ENGAGEMENT; COMMUNITY ASPECTS IN MINING; MAIN FUNCTIONS OF A COMMUNITY RELATIONS MANAGER; COOPERATION WITH MINING COMPANIES FOR COMMUNITY DEVELOPMENT

GUIDING QUESTIONS:

- What is a social licence to operate in the mining sector
- What is community development/stakeholder engagement?
- Which are the key concepts and principles of community development? Are there similar relevant concepts?
- How do mining companies communicate / cooperate with local citizens and local governments?
- How can / should community development be institutionalised?
- Which methods, techniques, strategies and communication models can mining companies use to tackle key stakeholder engagement issues?
- How can "community development agreements" help to promote collaboration between companies and local citizens?
- Is stakeholder engagement a privilege or rather a requirement for mining companies?
- What role can development cooperation play to facilitate community development?

MODERATOR: Batbold Otgonbayar, GIZ program "Integrated Mineral Resource Initiative"

SPEAKERS:



SUGAR GONCHIGJANTSAN

Principal advisor – Social performance, Oyu Tolgoi LLC

Sugar Gonchigjantsan is a social scientist, specialized in sociology. She has been working in community relations and development in mining sector for over 9 years. She started her professional career as a Social worker and researcher with a national NGO in 2000. Afterwards, she worked at international organizations such as "Save the Children" and "Open Society Forum Mongolia" as social researcher. In mid-2003, she changed her career path and joined the mining sector. Her first role in mining was that of an officer in charge of External Affairs at Troy Mongolia Alt Resources, being responsible for government and community relations and legal compliance as well. She strengthened her strong foundation on Community Relations and Development, when she joined Rio Tinto's exploration office in Mongolia in December 2005.

Since then, Ms. Sugar is working with communities, affected by exploration and mining activities in Gobi-Altai, Dornogobi, Sukhbaatar, Dornod and Umnugobi provinces. Based on her knowledge of communities, she has helped with the development of engagement strategies and management plans to mitigate negative impacts of mining and to develop communities by enhancing of its positive impacts.

In 2009, Ms. Sugar has contributed a case study survey to the Gender guide of Rio Tinto.

**DR. STEFAN HANSELMANN**

Program Director Integrated Mineral Resource Initiative & Regional Economic Development Program

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**AXEL GRUBER**

GIZ project "Microfinance in Rural Areas in the Lao PDR – Access to Finance for the Poor (AFP)"

Mr. Gruber holds Master's degrees in economics and business administration from Philipps University Marburg/Lahn and Freie University Berlin. He is an excellent finance specialist with working experience of 20 years in banking and financial sector. From 1985 to 2008 he worked in different financial institutions, including Vereins- und Westbank, Hypo Vereinsbank / Hypo Bank Muenchen, AAB Treasury center, Banque National de Paris and BHF, in leading positions ranging from Department director to Board member. Since 2009 he is active as consultant.

**CAROLINE MARIE MORRISSEY**

Manager Women in Resources Action Plan/Communications/Communication Advisor, Queensland Resources Council (QRC)

Ms. Morrissey has a background in journalism, having worked on newspapers and ABC and commercial radio in Broken Hill, Perth and Brisbane, as well as a number of government relations positions, including the Queensland Department of Mines and Energy.

She began work for the Queensland Resources Council (QRC) in 2001. In 2006 she was appointed manager of the QRC's Women in Resources Action Plan, which aims to increase the proportion of women working in the resources sector in Queensland, particularly in non-traditional roles.

**BATBOLD OTGONBAYAR**

Component coordinator for C1 – Good economic governance in mining sector

Mr. Batbold holds a Master's degree in Politics, Communication sciences and Sociology from Muenster University, Germany. In the past, he has worked at the German Bundestag, Responsible Mining Initiative, German-Mongolian Entrepreneur Association and several other NGOs in Mongolia and Germany. Since 2011 he is employed at GIZ Program IMRI as Component coordinator for K1 – Good economic governance in mining sector of Mongolia.

Main topics: CSR, Corporate governance, Community development in mining communities and Occupational safety and health in mining. Member of Mongolian national CSR strategy development working group.

PRIVATE SECTOR DEVELOPMENT IN THE CONTEXT OF A RESOURCE ECONOMY

KEYNOTE: CHALLENGES AND OPPORTUNITIES FOR THE MINING INDUSTRY IN MONGOLIA

SPEAKERS:



DR. KERN VON HAGEN
Manager Talent Pipeline Oyu Tolgoi LLC

Dr. Kern von Hagen earned his B.A. and B.Ed. Degrees in English and History from Mount Allison University and a M.Ed. Degree in Administration from the University of Alberta. He holds a Doctorate in Education from Simon Fraser University.

Dr. von Hagen has been working within the educational sector for more than twenty-seven years. Over time, he was involved in different educational programs and services for school systems.

He worked as a project manager for the "Bambisanani Learning Community Program" in South Africa during 2009-2011. Since 2011 Dr. von Hagen is in charge of all activities within the 'Talent Pipeline Initiative' of Oyu Tolgoi LLC.

Dr. von Hagen's responsibilities include amongst others the oversight and development of a TVET school building program, equipment donations, the establishment of a TVET collective impact strategy, the management of youth development and internship programs, the implementation of national and international scholarship programs, the establishment of a graduate development and national employment program, the implementation of curriculum development initiatives as well as all outward facing educational capacity building initiatives by Oyu Tolgoi LLC.

Presentation

Dr. von Hagen will speak about Challenges and Opportunities for the mining industry in Mongolia. He will briefly present the Oyu Tolgoi company and its activities in Mongolia. Subsequently, Dr. von Hagen will illustrate the opportunities and challenges for the mining industry in Mongolia, such as regulatory issues, supplier quality, infrastructure, skilled labour, community relations, and the like. He will point out essential elements of Oyu Tolgoi's strategy in dealing with these challenges (supplier relations, skills development, TVET sector support, community relations, etc.) before indicating, how a mining company can cooperate with other parties in order to be successful.

KEYWORDS: SKILLS REQUIRED, LABOUR MARKET CHALLENGES, COUNTRY CASE, STRATEGIES TO COPE WITH CHALLENGES, OPTIONS FOR DEVELOPMENT COOPERATION

GUIDING QUESTIONS:

- What are the specific conditions and challenges for the TVET sector in an emerging economies and how can governments respond to the specific requirements of the Labour Market?
- What kind of expertise and labour force is required to run mining operations or mining-related industries?
- Which challenges do mining companies face in resource-rich economies regarding skilled labour, skills development, TVET and labour market regulations and issues?
- How can companies contribute to improve the situation/system?
- Do government's respond to the requirements of the Labour Market and the TVET system in its on-going reform process?
- What are the main tasks and dimensions of a coherent and comprehensive human resource development (HRD) policy framework consistent with its broader development and investment strategy and its implementation capacity?
- In which areas are women mainly employed, share of female workers?
- What are the main challenges and restrictions (legal, social...) women face in the mining sector?
- How can international cooperation projects in the mining sector foster gender equality?
- What are the strengths and experiences of GIZ regarding TVET and labour market projects in mining-related sectors?

MODERATOR: Julia Fröhlicher, Fachplanerin GIZ-Eschborn

SPEAKERS:



DR. BATKHUYAG JAMIYANDORJ
Vice Minister of Labour, Mongolia

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Dr. Batkhuyag will give an input on the topic "Responds to the Challenges of the Labour Market in a Rapidly Growing Economy".



DR. KERN VON HAGEN

Manager Talent Pipeline Oyu Tolgoi LLC

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Dr. von Hagen will lay out skills needs and labour force challenges in today's mining industries.



CAROLINE MARIE MORRISSEY

Manager Women in Resources Action Plan/Communications/Communication Advisor, Queensland Resources Council (QRC)

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Ms. Morrissey will talk about challenges and opportunities that women face in the resource sector.



DR. JÜRGEN HARTWIG

Program Director 'Cooperative Vocational Training in the Mineral Resource Sector' in GIZ Mongolia Program

Dr. Hartwig is Economic Geographer and graduated from Albert-Ludwigs-University Freiburg, Germany. Following his PhD about the Political Ecology of natural resource management in Mongolia, he worked as consultant for the Swiss Agency for Development and Cooperation funded "Support for Artisanal Mining" Project. Later on he advised a "Community Driven Development" Project of the Asian Development Bank. In 2011 Dr. Hartwig became Coordinator at the GIZ Country Office in Ulaanbaatar. In this position he participated in the preparation of new projects and cooperations amongst others the 'German-Mongolian Institute for Resources and Technology' and the 'Cooperative Vocational Training in the Mineral Resource Sector' (CVT) Program.

At present, Dr. Hartwig is Program Director of the CVT Program, implemented on behalf of the German Federal Ministry for Economic Cooperation and Development by GIZ and the Mongolian Ministry of Labour. The Program aims at establishing the requirements for a need based vocational training in the mineral resource sector and up- and downstream industries in cooperation with the business community and pilot vocational training institutions.

Dr. Hartwig will introduce the approach of the CVT Program with particular focus on the cooperation strategy including joint initiatives and activities with Mongolian, International and German partners.



THORSTEN METZ

Technical Advisor for Vocational Education and Labour Market in the 'GIZ Competence Center Vocational Education and Labour Market'

Mr. Metz earned his Master of Public Policy at Hertie School of Governance in Berlin, Germany. He started his professional career in 2007 as Young Professional for GIZ in the division 'Economy and Employment' and the 'Private Sector Promotion Program' of GIZ Philippines.

In 2011, Mr. Metz became technical advisor for Vocational Education and Labour Market in the 'GIZ Competence Center Vocational Education and Labour Market'. In his current position, Mr. Metz is in charge of developing concepts for, as well as advising GIZ programs in Asia, Africa and MENA in the field of vocational education and labour markets. Further, he is responsible for the topics "Employment Promotion" and "Vocational Education and Resources" at GIZ.

Mr. Metz will give an input to the topic "Potential for Growth: Cooperation between GIZ and Extractive Industries" with a focus on current experiences and initiatives with the private sector particular in the field of technical vocational education and training.



JULIA FRÖLICHER

Technical Advisor TVET and Labour Market, GIZ

Julia Frölicher, economist and political scientist by education, has been working for GIZ since 2001 in different TVET-projects in India as well as in the headquarter.

SESSION: SMALL IS BEAUTIFUL: HOW SME'S CAN TURN RESOURCE CURSE INTO A BLESSING

KEYWORDS: RESOURCE VALUE CHAINS, UPSTREAM/DOWNSTREAM, ROLE OF SMES, LOCAL CONTENT

GUIDING QUESTIONS:

- What do typical mining value chains look like (upstream, downstream)?
- What kind of company is typical for the different levels of value-adding (e.g. machine tools, materials, advocacy, maintenance, training; processing, refining, transport, restoration)?
- What types of value chains can be differentiated (above ground, below ground, sea)?
- What are typical challenges at different levels of the value chain (economic, social, environmental)?
- What is the particularity of SME development in resource economies?
- What are additional challenges/opportunities?
- Why do countries often fail to achieve high levels of value-adding in resource-based sectors (macroeconomic environment, meso-level, know-how, sell-out, capital-intensity, etc.)?
- What strategies exist for governments to extend the upstream and downstream value chain in mining-related industries, particularly to promote SME development (e.g. local content, procurement rules, foreign-domestic partnerships, local employment rules, etc.)?
- What is the interest of big businesses to integrate SMEs into their value-chains and how do they do it?
- What risks and opportunities do SME's have regarding their value-adding in mining-related industries (dependency on single market actors, lack of know-how, etc.)?
- What are clusters and are clusters an option to enhance value-adding significantly?

MODERATOR: Dominik Weidert, Economist, independent consultant

SPEAKERS:

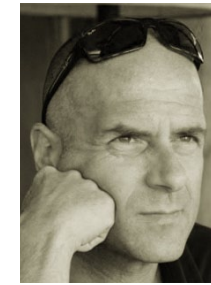


PHILIP MADELUNG

Seniorfachplaner, Kompetenzzentrum Wirtschaftspolitik und Privatwirtschaftsentwicklung, GIZ Eschborn

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SESSION: SMALL IS BEAUTIFUL: HOW SME'S CAN TURN RESOURCE CURSE INTO A BLESSING



FRANK REIMANN

Principal Adviser with the Rio Tinto Global Practice Team for Communities & Social Performance

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DR. ROLF MUFF

Senior Officer, Bundesanstalt für Geowissenschaften und Rohstoffe / Federal Institute for Geosciences and Natural Resources (BGR)

Dr. Muff received his academic training in the areas of Mineralogy and Economic Geology at the University of Heidelberg in Germany. He finished his studies in 1976 with a Doctor of Science degree (Ph.D.).

After having worked for a mining company in South Africa, he was involved in a research program on mineral deposit formation at the University of Cologne from 1976 to 1979. In the year 1979 he joined BGR and since then he has participated in the planning and implementation of many Technical Cooperation Projects related to economic and environmental geology in Central Asia, the Pacific Region, Africa and South America. He was also seconded to the German Federal Ministry of Economics and Technology for one year. Presently he is Project Manager of the BGR-Module of the Integrated Mineral Resource Initiative, Mongolia.



HENDRA SINADIA

Executive Secretary of the Indonesian Mining Association

Born in Makassar, South Sulawesi, Indonesia, July 31st, 1965. Got a law degree from the Hasanuddin University, Indonesia, master degree in International Business from Westcoast University, Los Angeles, California. Current position as the Executive Secretary of the Indonesian Mining Association, Secretary General of the Indonesian Mining Institute, Chairman of the Working Group on Legal of the Indonesian Mining Professional Association, Editor In-chief of Resources Magazine among others. Previous working experiences, among others, worked at Andersen Jakarta as Senior Tax Consultant, PT Freeport Indonesia (subsidiary of Freeport McMoran Inc) with the latest position as Chief Attorney, PT Vale Eksplorasi Indonesia (subsidiary of Vale International SA) as President Director.



CH.OTGOCHULUU

Director of the Department of Strategic Policy and Planning at the Ministry of Mining, Mongolia

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DR. STEFAN HANSELMANN

Program Director Integrated Mineral Resource Initiative & Regional Economic Development Program



DOMINIK WEIDERT

Economist, independent consultant

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SESSION: FINANCIAL SERVICES: INTEGRATING MSMEs INTO MINING SECTOR VALUE CHAIN

KEYWORDS: FINANCIAL INSTRUMENTS TO ASSIST THE SMES; SMES AND RISK TRANSFER MECHANISMS; COUNTRY CASES: STATUS AND OPPORTUNITIES OF SMES TO ACCESS FINANCIAL INSTRUMENTS IN THE MINING SECTOR

GUIDING QUESTIONS:

- What are the financial system obstacles for a sustainable development based on resources?
- What do financial markets have to offer for a sustainable development of regions with a high degree of mining industries?
- How can financial regulation and the (financial reporting) governance of mining companies help to counter corruption and other symptoms of the resource curse?
- How can better financial products contribute to community development and the social licence to operate?
- How does insurance help SMEs by improvement of their access to loans and other financial services?

MODERATOR: Dr. Antonis Malagardis, GIZ Philippines

SPEAKERS:



REUBEN JESSOP

Freelance consultant

Reuben Jessop is a freelance consultant working with both bilateral and multilateral donors on financial service and development-related projects in conflict-afflicted, frontier, and emerging countries around the globe. Currently, he is engaged working with the International Finance Corporation (IFC) on advisory service projects at financial institutions in the African and East Asia & Pacific regions, specifically in Liberia, Sierra Leone, Ivory Coast, Rwanda, Vietnam, and Tonga. In 2012 he finished a 3 year contract with the German International Cooperation (GIZ) as a long-term senior adviser to improve the competitiveness of small and medium-sized enterprises (SME) in India through improvements in the financial services market as well as financial institutions lending to SMEs, notably the state-owned Small Industrial Development Bank of India (SIDBI). He has also worked with GIZ in Thailand, Bangladesh, Tajikistan, Iraq, and will be doing some upcoming work in Sri Lanka.



JOSEPH ALABAN
Freelance consultant

Development expert with over 20 years track record in rural and commercial banking, specialized in learning design and training / capacity building, rural and agricultural development, project formulation and management, micro insurance, mobile money and remittance services. He has vast working experience with multi-lateral, bilateral and international development agencies and donors including ADB, GIZ, EU and IFAD. Mr. Alaban is adept in working with both private and public stakeholders in cross-cultural settings. He worked in various developing countries including the Philippines, East Timor, Pakistan, Vietnam, Indonesia, Cambodia and Lao PDR.



WARREN HOYE
First Secretary at the Australian Embassy in Manila

Warren Hoyer has had a career in development for more than 20 years. This has included experience in Australia and a number of South-East Asian Countries, including Cambodia, Indonesia, the Lao PDR and the Philippines. He had a range of roles in that time working with UN agencies and international NGOs. He joined AusAID in 2006 and was appointed as First Secretary (Development Cooperation) at the Australian Embassy in Manila in December 2012, where he oversees Australia's development engagement with mining stakeholders in the Philippines amongst other responsibilities. Warren has a degree in Agriculture from Charles Sturt University in Australia and a Master's of Science (Conservation and Development) from the University of Wales in the UK.



DANTE OLIVER PORTULA
Senior Advisor on Regional Policy at GIZ Programm "Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia"

Mr. Portula is working closely with Ministry of Finance, Insurance Commission and other Philippine regulators on developing policies and the overall framework for Micro insurance as well as with different associations of insurance companies and Microfinance Institutions (MFIs) in developing innovative Micro insurance products and setting up Risk Based Capital Framework and Micro insurance Performance Standards. In 2005-2009 he led the GIZ capacity building project regarding rural banks and NGOs on SME finance and is responsible for organizing the SME Finance training program at the University of the Philippines. Mr. Portula has over 18 years of Microfinance and SME Finance experience in Philippines and other countries in Southeast Asia. He holds Master's degree in Management and Business Management (MMBM) from the University of the Philippines and a Bachelor of Science in Education Majored in Mathematics from the Philippines Leyte Institute of Technology.



KHAMPHAT BOULOM
Managing director of TACDO consulting center

Mr. Khamphat holds a master's degree in public administration from the Institute of Development Administration, Thailand and a Master of Finance in Banking from the University Sydney, Australia. Since 1991 he has worked as consultant to over 30 organizations and international institutions, including the United Nations (UNDP), UNICEF, World Bank and Asian Development Bank (ADB). He also provided trainings on management, leadership, marketing, microfinance and SME management for private as well as public sectors within development projects. Mr. Khamphat is also deeply involved in research and survey. Topics of his interest include demand vs. supply of microfinance in Laos and development of the private sector in Laos among others.

**ENKHJIN ATARBAATAR**

Senior economist at the Risk management unit of the Bank of Mongolia

The Risk management unit is responsible for managing financial risks of the Central Bank, including reserves management and collateral policy.

Prior to his current post, he was economist at the International Department of Bank of Mongolia. He holds a MSc in Mineral Economics from Curtin University and an undergraduate degree in finance from University of Utah.

**DIANA ALMORO**

Senior Advisor for GIZ Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia (RFPI Asia)

Diana Almoró is responsible for supporting RFPI Asia partners by implementation of regulatory reforms and developing capacities to promote inclusive insurance markets. In her time at GIZ Philippines, she has worked on the sectors of micro insurance and indigenous people.

Prior to joining GIZ, she worked on development research projects for the United Nations Headquarters and the World Bank Manila Office. She has substantial research expertise in rural community planning, participatory governance and civil society engagement. She earned her undergraduate degree from the University of the Philippines and International Christian University Tokyo. Diana holds a Master's degree in International Development and Environmental Analysis from Monash University Australia and is based in Manila, Philippines.

**DR. ANTONIS MALAGARDIS**

Program Director of the Program "Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia" (RFPI Asia)

Dr. Malagardis joined GIZ in 2009 as program manager of the Microinsurance Innovations Program for Social Security (MIPSS) in the Philippines. In January 2013 he was nominated Program Director of a BMZ funded regional Program on Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia (RFPI Asia), which aims to advise insurance regulators in selected countries in Asia on financial inclusion and strengthen the knowledge sharing on insurance for the low-income persons with the support of the global partnership of 'Access to Insurance Initiative' (A2ii). His assignments as advisor in 19 countries covered risk management, social insurance, pension finance, health finance, microfinance and microinsurance at the policy design, supervision as well as product development level. He has also managed multi-stakeholder projects and delivered training in the field of banks and insurance supervision as well as health care financing. He leads the GIZ Financial Systems Development Working Group for Asia. Mr. Malagardis was born in Athens Greece. He studied law and economics at the University of Athens and received his PhD in Berlin in the field of Institutional Economics on the topic of 'Sovereign risk and insolvency of states' (1989).

CLOSING PANEL:



IMMANUEL GEBHARDT

Director of the East Asia Department at the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH Eschborn

Immanuel Gebhardt obtained his law degree from the LMU Munich in 1989 and worked several years as a lawyer for a Munich-based international law firm with a specialization in corporate and labor law before joining the GIZ in 1995.

Being posted to Mongolia from 1995–1998, he directed the „Advisory Service to the Reform of Commercial Laws in Mongolia“ which was implemented by the GIZ on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ). From 1998–2003, Mr. Gebhardt worked in Beijing, China, directing a project which established an „Advisory Service to the Financial and Economic Committee of the People’s National Congress“ as well as a project “Retraining employees of the Ministry of Foreign Trade and Economic Cooperation”. In 2003, Mr. Gebhardt moved back to Germany to work at GIZ HQ in Eschborn. Being Secretary to the GIZ Management Board until 2007, he was then made Director of the GIZ Division East Asia – which is also his current position.

In addition, Mr. Gebhardt has published numerous journal articles and monographs on a variety of issues, most prominently involving Chinese law. During his stays abroad he was also engaged as a lecturer, e.g. at the Law School of Beijing University and at the Faculty of Law at the Mongolian State University in Ulanbaatar.



DR. STEFAN HANSELMANN

Program Director Integrated Mineral Resource Initiative & Regional Economic Development Program

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Business representative



THORSTEN GIEHLER

Speaker of the Sector Network Sustainable Economic Development in Asia

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Thorsten Giehler, Sector Network Assets for Asia

