



Local Content perspectives

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How to make local content real?

Overview

- Host country
 - Clear vision of desired outcome post-FDI
 - Single agency with clear mandate
 - Learn from international experience
 - Low tech to high tech
- Foreign investors
 - Clarity/dialogue with host country about LC ambitions
 - Coherent vision of what can be delivered
 - Low tech to high tech
 - Resist temptation to cut SI budget first



Host country priorities

- What would the ideal post-FDI industrial/technological legacy look like?
- Does the institutional clarity exist to deliver this?
- Does international experience suggest the vision is realistic?
- Is the vision robust in the face of commodity price volatility?
- Are your FDI partners aligned?



Investor priorities

- Clear understanding of what host country wants
- Stakeholder relationships that enable dialogue, flexibility but consistency
- Senior HQ management commitment (ie: ring-fence SI budget as tightly as possible)
- Partner alignment



Conclusions

- Developing specific technological expertise ✓
- Clear institutional authority ✓
- Moving the goalposts **X**
- Corporate commitment ✓

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