



Services Trade in the **Pacific:** The STRI and Implications for Growth

Finance, Competitiveness & Innovation Practice
The World Bank
May 2023

Evolving Growth Channels for Structural Transformation

Merchandise Led Development

A model of the past

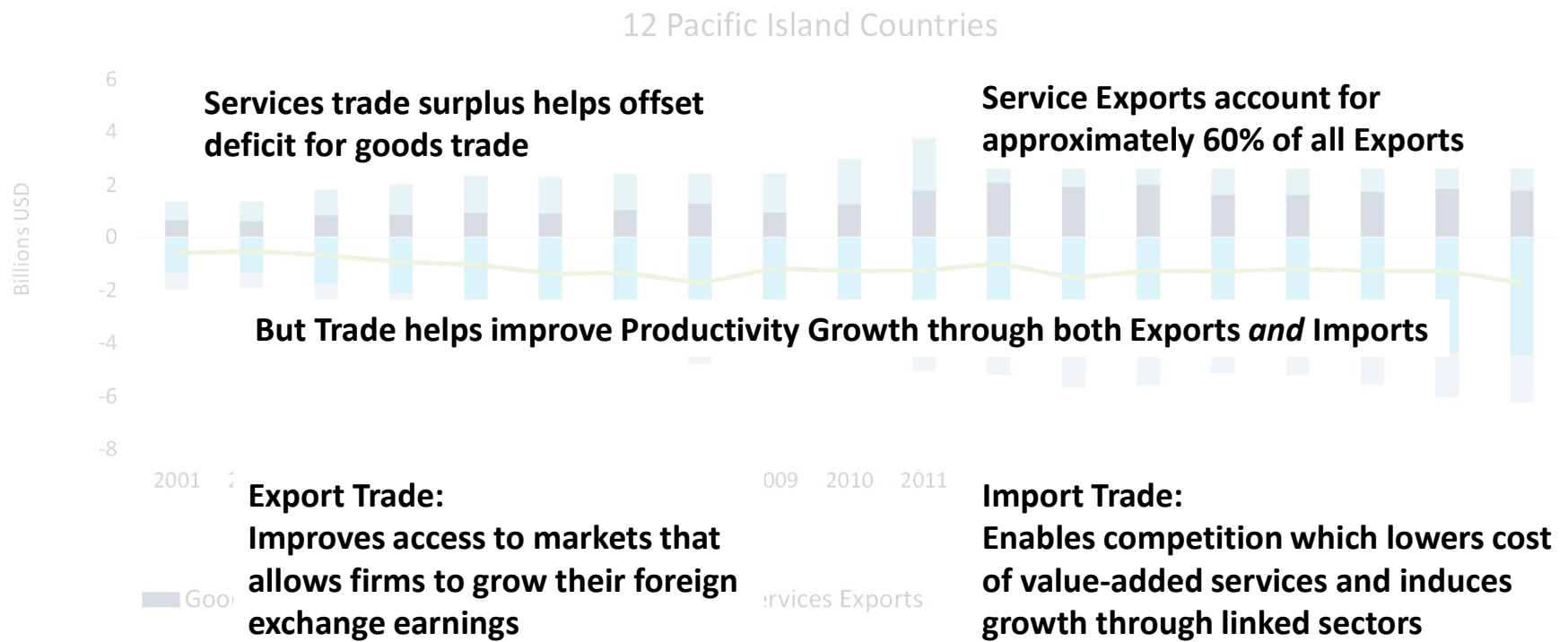
- Focus on Manufacturing and/or commercial agriculture
- Requires large economies of scale, cheap and abundant labor, FTAs and good connectivity
- Low hanging fruits have been taken by East Asian Tigers

Services Led Development

An emerging opportunity

- Does not necessarily require large economies of scale
- Exception in sub-sectors – particularly those that have networks effects
- Dependent on skilled labor of varying degrees
- Has the added benefit of helping to improve the productivity of manufacturing and agricultural sectors as well

Trade in Services helps offset trade deficits



Average for Fiji, PNG, Kiribati, Marshall Isl, Micronesia, Nauru, Palau, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu

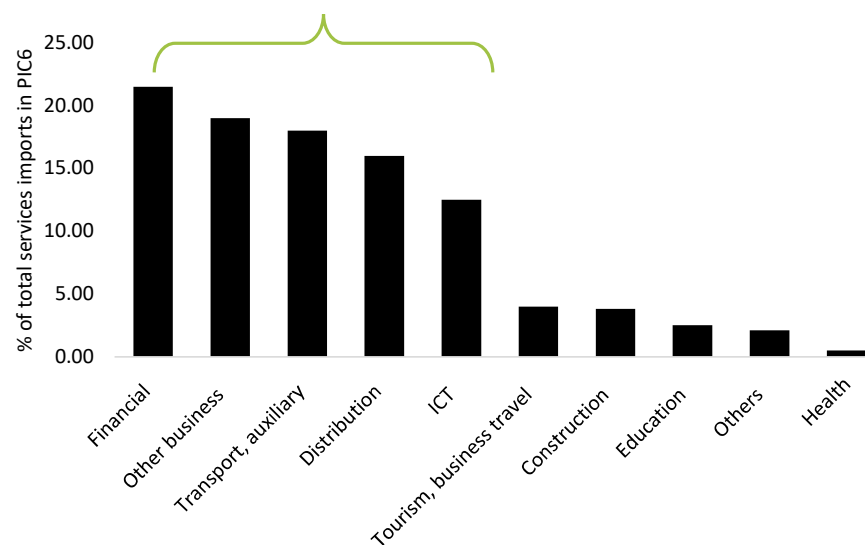
Source: ITC

The Pacific mostly relies on imports of B2B Services

Imported Services are concentrated in:

- Financial Services
- Business Service
- Transport Services
- Distribution Services
- ICT Services

Shares of Total Service *Imports* in Six Pacific Island Economies, by sector and modes of supply (2015-2017)



Source: TiSMoS
PIC6 Average for Fiji, PNG, Samoa, Solomon Islands, Tonga, Vanuatu

Service Trade can be characterized by Four Modes of Trade

Mode 1

- Services supplied across borders (e.g., digitally traded services, e-commerce)

Mode 2

- Travel of consumers to suppliers (e.g., Health Services)

Mode 3

- Suppliers' commercial presence in foreign markets (e.g., FDI in Service Sector)

Mode 4

- Travel of service suppliers to consumers (e.g., Shipping, Installation or Construction services)

The Pacific mostly relies on imports of B2B Services

Different Modes of trade prevail in Certain Sectors

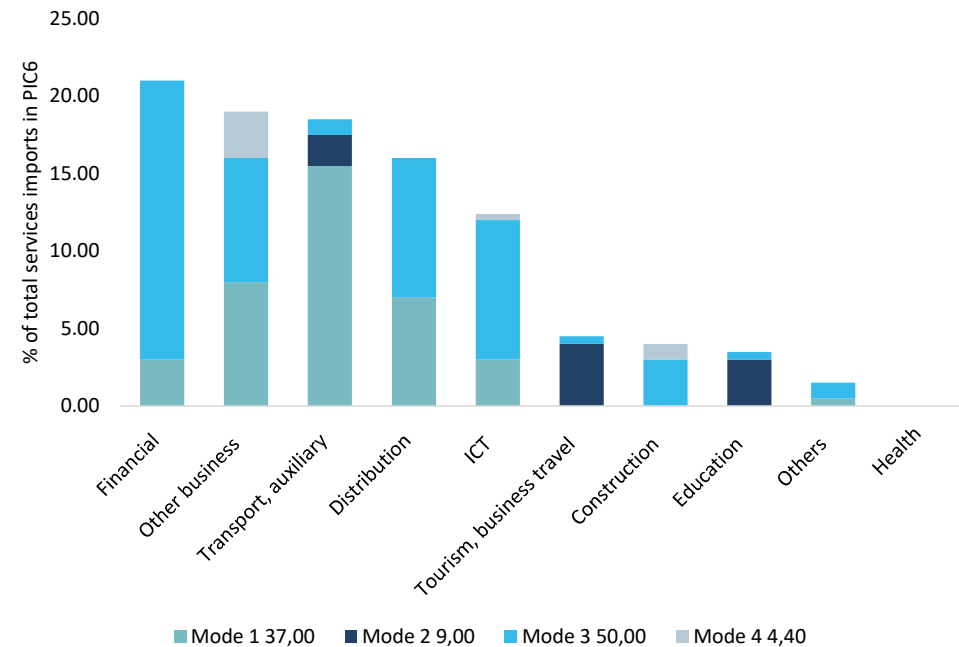
Mode 1 is most prevalent in Transport services

Mode 2 is typical of Tourists leaving from the Pacific

Mode 3 comprises the majority of traded services across multiple sectors

Mode 4 is more prevalent in other professional business services

Shares of Total Service Imports in Six Pacific Island Economies, by sector and modes of supply (2015-2017)



Source: TiSMoS

PIC6 Average for Fiji, PNG, Samoa, Solomon Islands, Tonga, Vanuatu

Trade in Services is not well understood or estimated

Despite the use of such categorizations, Services Trade tends to be...

Less transparent

Barriers to trade in services often hidden in laws and regulations, both horizontal and sector specific, many of which have not been mapped by countries

More restricted

Trade in services tends to be more frequently affected by discriminatory, red tape, and regulatory heterogeneity than traded merchandise

...raising the need for improved forms of measurement that can help policy makers identify national policy reforms and inform international negotiations.

New initiatives shed light on Policy Topics in Services Trade

WB-WTO Services Trade Policy Database

Sector-specific regulatory audit, filled by local law firms

Focus on **discriminatory** measures against foreign providers/services

Non-discriminatory domestic regulations (e.g., licensing) partially covered

Services Trade Policy Database: Displayed through 'I-TIP Services'



<https://i-tip.wto.org/services/default.aspx>

16:14 4G+ 74%

WTO | I-TIP Services
i-tip.wto.org

WORLD TRADE ORGANIZATION THE WORLD BANK SERVICES

Welcome to

I-TIP Services is a joint initiative of the World Trade Organization and the World Bank. It is a set of linked databases that provides information on Members' commitments under the WTO's General Agreement on Trade in Services (GATS), services commitments in regional trade agreements (RTA), applied measures in services, and services statistics.

- GATS**
- Regional Trade Agreements**
- Services Trade Policy Database**
- Statistics**

This module contains information on Member's market access commitments and exemptions to the Most favoured Nation (MFN) obligation. It also includes the preferential market access commitments for least-developed countries granted by WTO Members under the LDC Services Waiver ([see list of notifying Members](#)). The latter feature of I-TIP was developed in cooperation with the International

The RTA module allows to access and search for information on commitments in regional trade agreements notified under Article V of the GATS. Currently, the database covers a good proportion of services RTAs ([see list attached](#)).

The Applied Services Trade Policy module provides information jointly compiled by the World Bank and the WTO on services regulatory frameworks. Currently, the database covers [34 service sectors in 129 economies](#). The information for 87 of those economies was collected in 2016-2021 through a survey conducted by the World Bank and the WTO. Information for CEFTA parties was collected

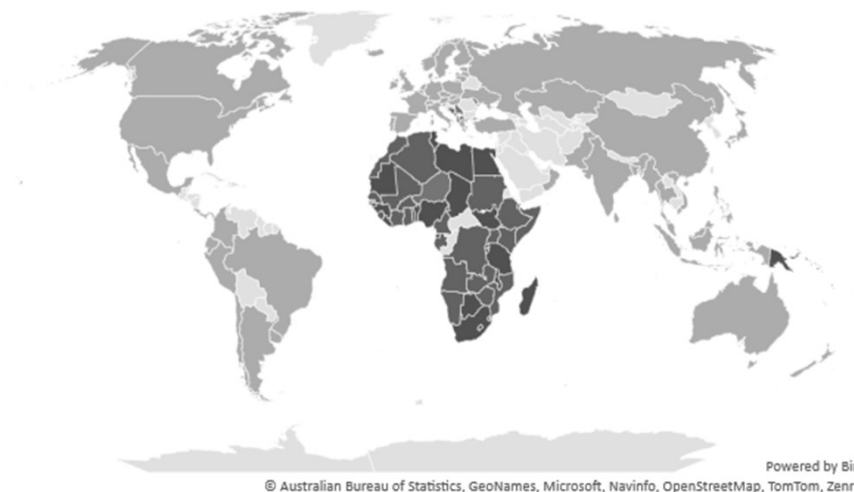
The Services Statistics module accompanies the GATS, RTA and Applied regimes modules by providing in-depth trade in services and related statistics.

Regulatory Audits for the Services Trade Policy Database are evolving and expanding to the Pacific

	2016*	2019	2020	2021
Argentina	Lithuania	Albania	Algeria	Benin
Australia	Luxembourg	BiH	Angola	Botswana
Austria	Malaysia	Moldova	Burkina Faso	Burundi
Bangladesh	Mexico	Montenegro	Cameroon	Cabo Verde
Belgium	Myanmar	Niger	Côte d'Ivoire	CAR
Brazil	Netherlands	North Macedonia	DRC	Chad
Canada	New Zealand	Serbia	Eswatini	Comoros
Chile	Norway		Ethiopia	Congo
China	Oman		Gabon	Djibouti
Colombia	Pakistan		Ghana	Egypt
Costa Rica	Panama		Kenya	Equatorial Guinea
Czech Republic	Peru		Mali	Fiji
Denmark	Philippines		Mauritius	The Gambia
DR	Poland		Morocco	Guinea
Ecuador	Portugal		Mozambique	Guinea-Bissau
Estonia	Russia		Namibia	Lesotho
Finland	Singapore		Senegal	Liberia
France	Slovakia		Sierra Leone	Libya
Germany	Slovenia		Somalia	Madagascar
Greece	Spain		Sudan	Malawi
Hong Kong	Sri Lanka		Uganda	Mauritania
Hungary	Sweden		Western Sahara	Nigeria
Iceland	Switzerland		Zambia	Papua New Guinea
India	Chinese Taipei		Zimbabwe	Rwanda
Indonesia	Thailand			Samoa
Ireland	Türkiye			Sao Tomé & Príncipe
Israel	Ukraine			Seychelles
Italy	UK			Solomon Islands
Japan	USA			South Africa
Kazakhstan	Uruguay			South Sudan
Korea	Viet Nam			Tanzania
Latvia				Togo
				Tonga
				Tunisia
				Vanuatu

129 economies covered through the STRI

Year Data Collected



*For economies surveyed in 2016, the STRI for mode 1 is also not computed for telecommunication and road freight transport

9 Broad Sectors and 34 Subsectors Covered in Regulatory Audits

Broad Sector	Subsector Name	Mode 1	Mode 2	Mode 3	Mode 4
Professional Services	Legal services: Host country advisory services			✓	✓
	Legal services: Host country representation services			✓	✓
	Legal services: Home country law and/or third country law (advisory/representation)	✓		✓	✓
	Accounting services	✓		✓	✓
	Auditing services	✓		✓	✓
	Architectural services	✓		✓	✓
	Engineering services	✓		✓	✓
Computer	Computer and Related Services	✓		✓	✓
Communication Services	Postal and courier services	✓		✓	✓
	Fixed-line telecommunication services	✓		✓	✓
	Mobile telecommunication services	✓		✓	✓
	Motion picture services	✓		✓	✓
	Television services	✓		✓	✓
	Sound recording services	✓		✓	✓
Construction	Construction and related engineering services			✓	✓
Distribution Services	Wholesale trade services	✓		✓	✓
	Retailing services	✓		✓	✓
Financial Services	Life insurance	✓		✓	✓
	Non-life insurance	✓		✓	✓
	Reinsurance and retrocession	✓		✓	✓
	Commercial banking	✓		✓	✓
Health	Health services	✓	✓	✓	✓
Travel and Tourism Services	Hotel and other lodging services	✓		✓	✓
	Travel agencies and tour operators services	✓		✓	✓
	Tourist guides services				✓
Transportation Services	Maritime: Freight transportation	✓		✓	✓
	Air passenger domestic	✓		✓	✓
	Air passenger international	✓		✓	✓
	Air freight domestic			✓	✓
	Air freight international	✓		✓	✓
	Rail: Freight transportation	✓		✓	✓
	Road: Freight transportation	✓		✓	✓
	Maritime cargo-handling, storage, warehousing and container station depot services			✓	✓
	Maritime intermediation auxiliary services	✓		✓	✓

Services Trade Policy Database: Regulatory Audit Survey Design

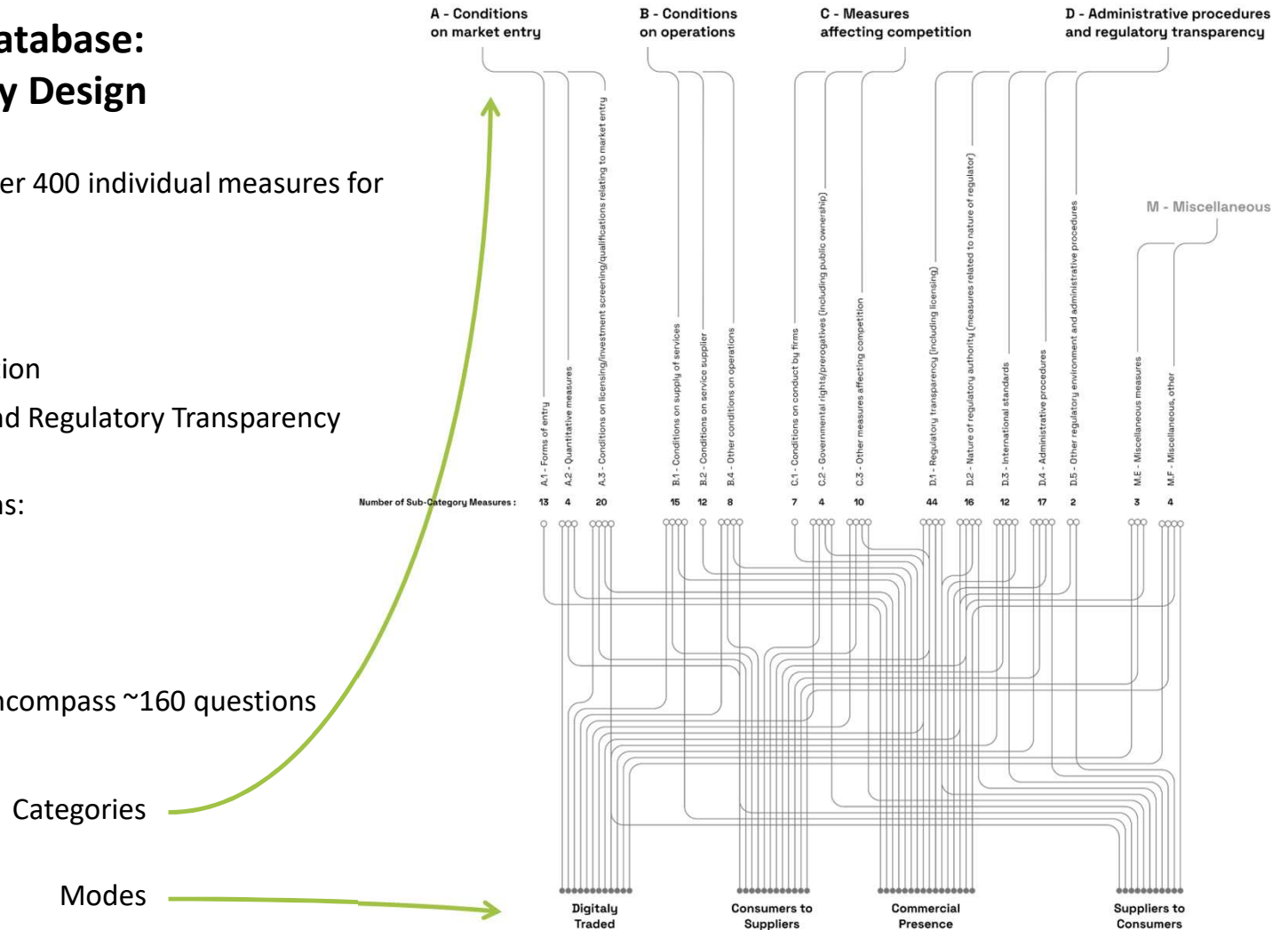
This regulatory audit contains over 400 individual measures for several categorical measures:

- Conditions on Market Entry
- Conditions on Operations
- Measures Affecting Competition
- Administrative Procedures and Regulatory Transparency

Three principal types of questions:

- General
- Common
- Sector-specific

Sector-specific questionnaires encompass ~160 questions



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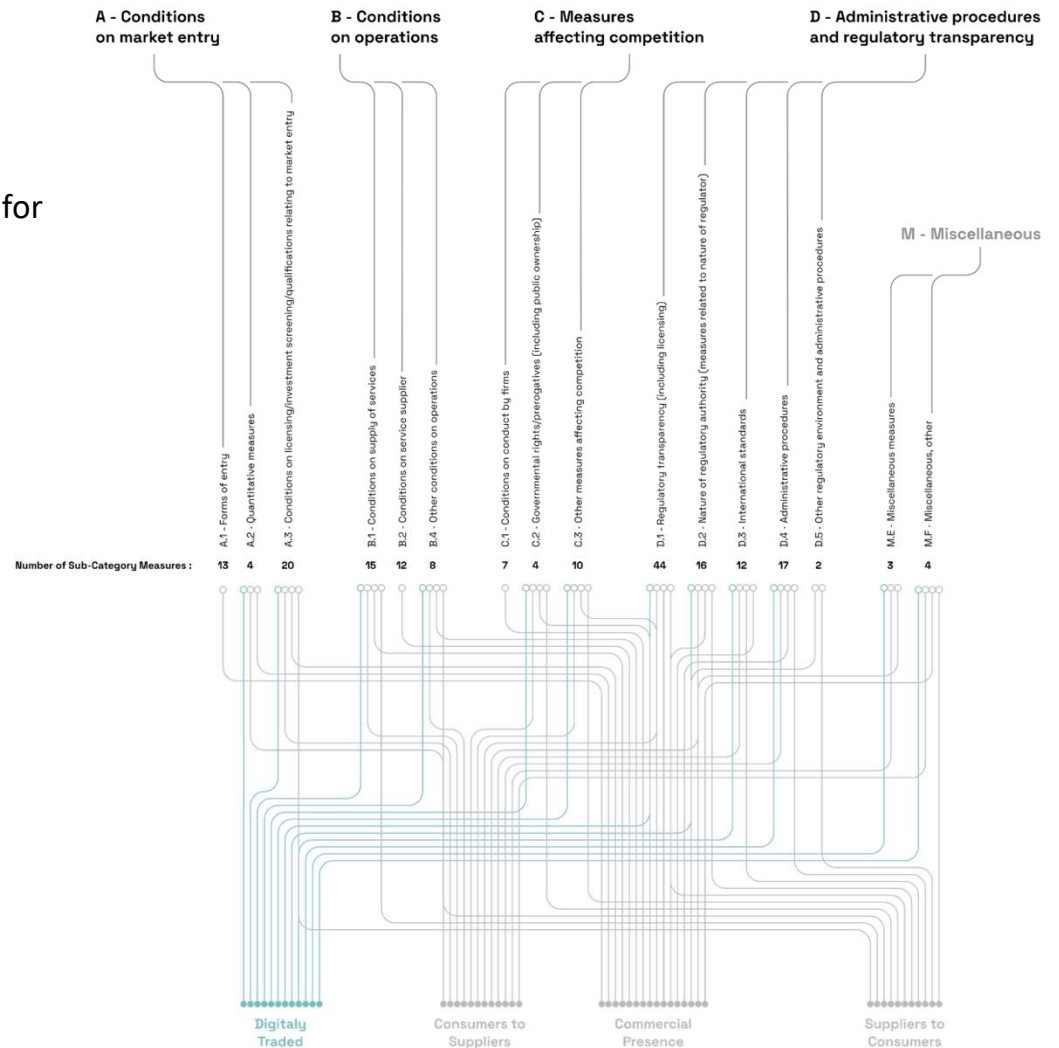
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Mode 1

Currently about 37% of all service imports are digitally traded in the PICs



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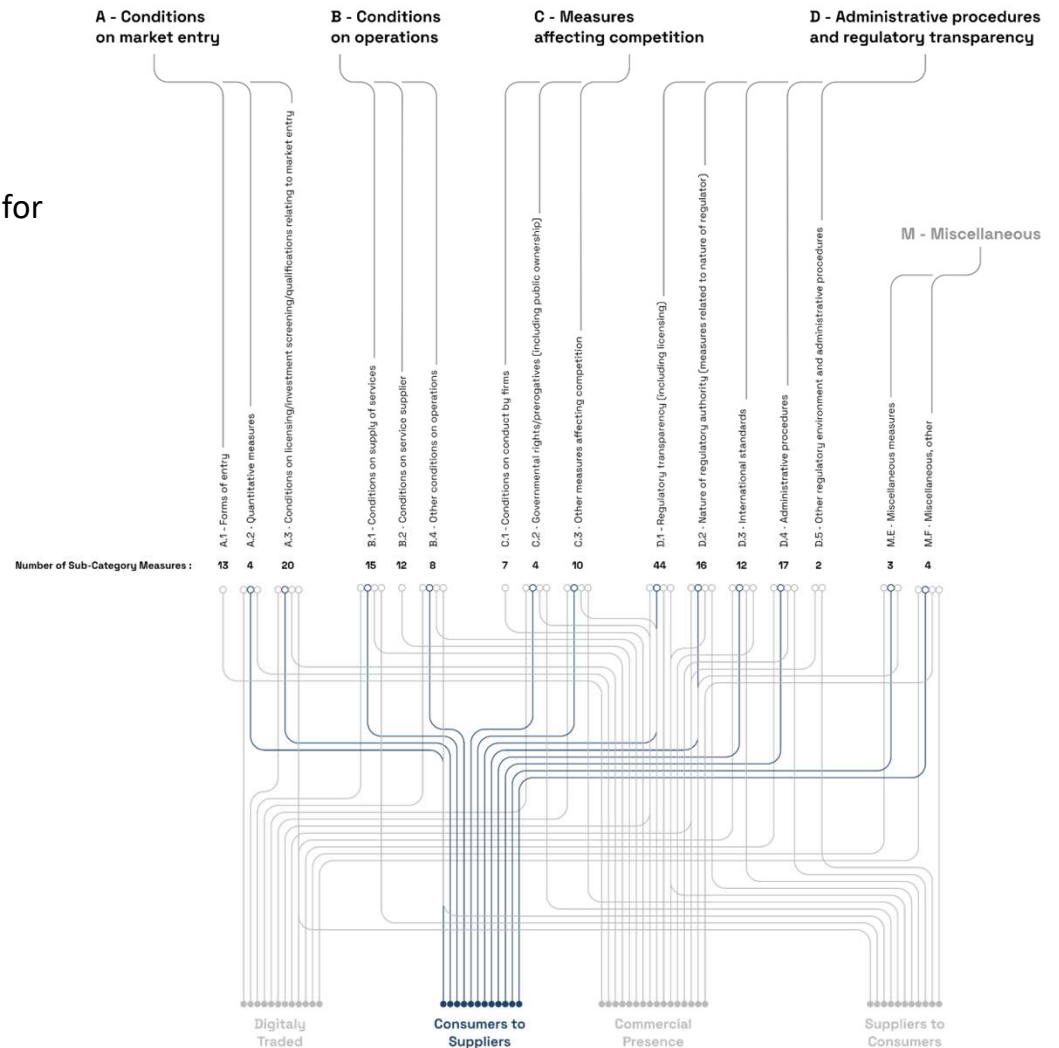
Three principal types of questions:

- General
- Common
- Sector-specific

Sector-specific questionnaires encompass ~160 questions

Mode 2

Less than 9% of all service imports are transacted via the movement of Consumers to Suppliers



Services Trade Policy Database: Regulatory Audit Survey Design

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- Conditions on Market Entry
- Conditions on Operations
- Measures Affecting Competition
- Administrative Procedures and Regulatory Transparency

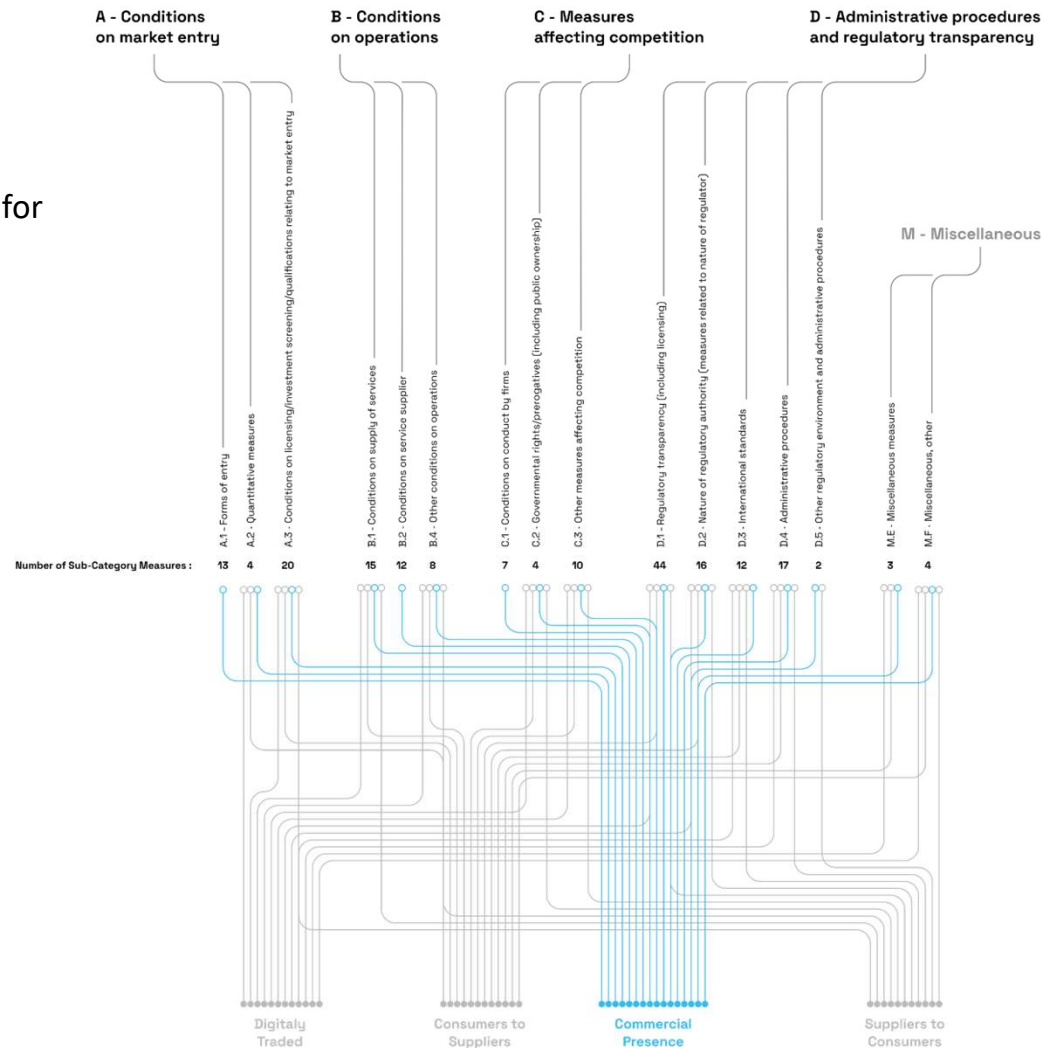
Three principal types of questions:

- General
- Common
- Sector-specific

Sector-specific questionnaires encompass ~160 questions

Mode 3

About 50% of all service imports are transacted via establishing a commercial presence abroad



Services Trade Policy Database: Regulatory Audit Survey Design

This regulatory audit contains over 400 individual measures for several categorical measures:

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- Conditions on Operations
- Measures Affecting Competition
- Administrative Procedures and Regulatory Transparency

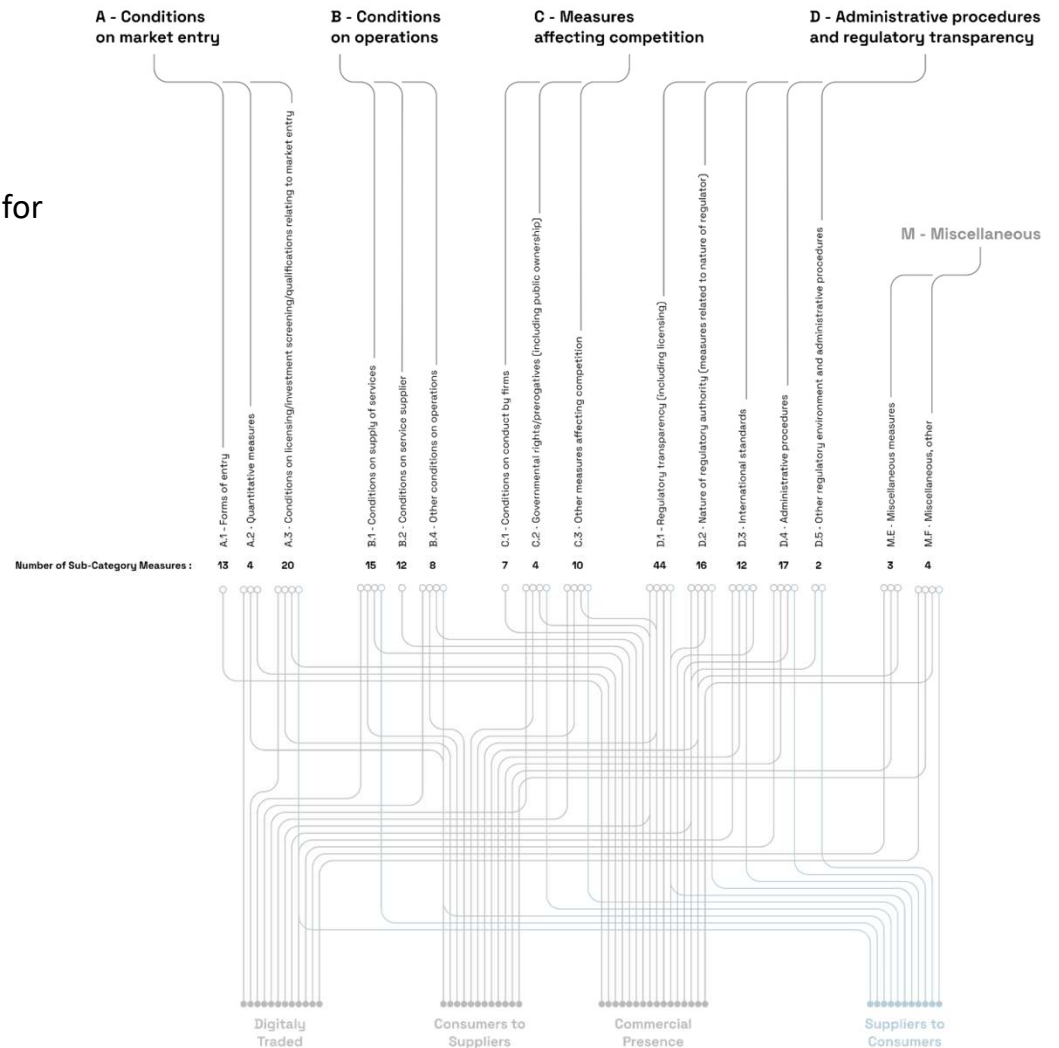
Three principal types of questions:

- General
- Common
- Sector-specific

Sector-specific questionnaires encompass ~160 questions

Mode 4

Less than 4% of all service imports are transacted via the movement of Suppliers to Consumers



Audit results are transformed into an Index

Services Trade Restrictions Index (STRI)

An index built on the regulatory audit data

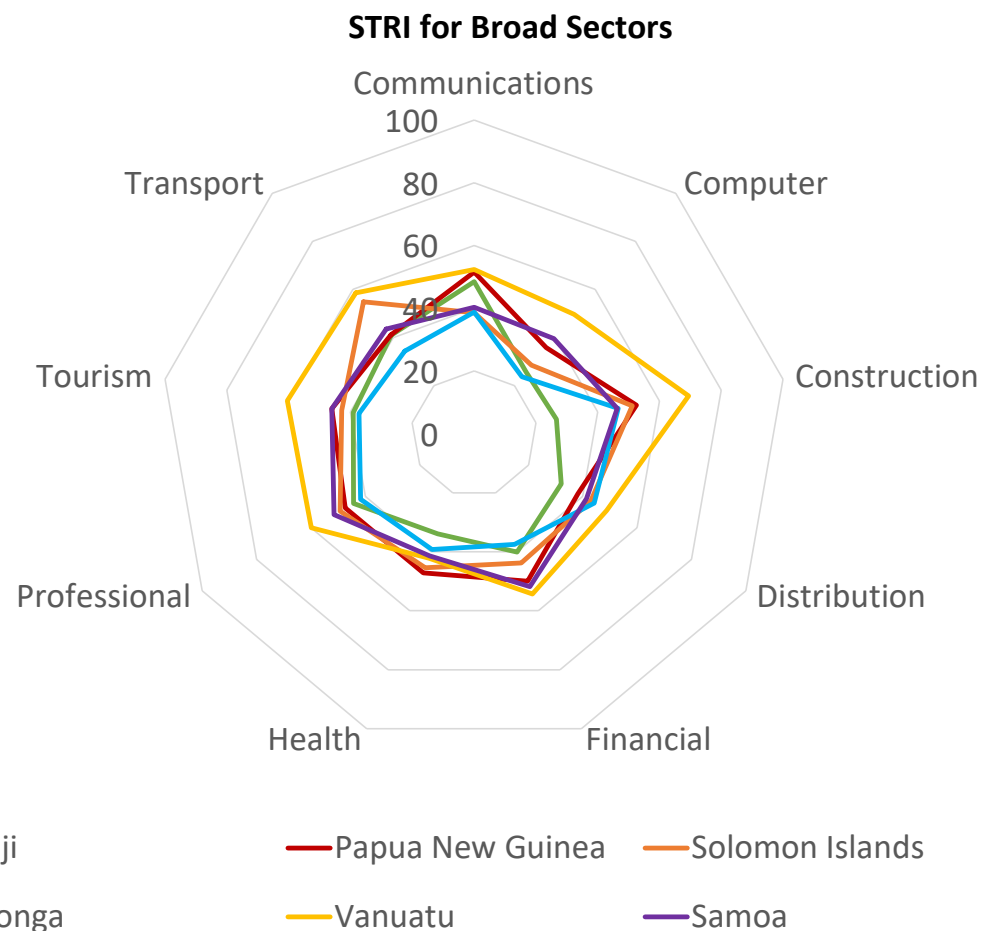
STRI values range from 0 to 100

- 0 is the least restrictive legislative regime
- 100 is the most restrictive legislative regime

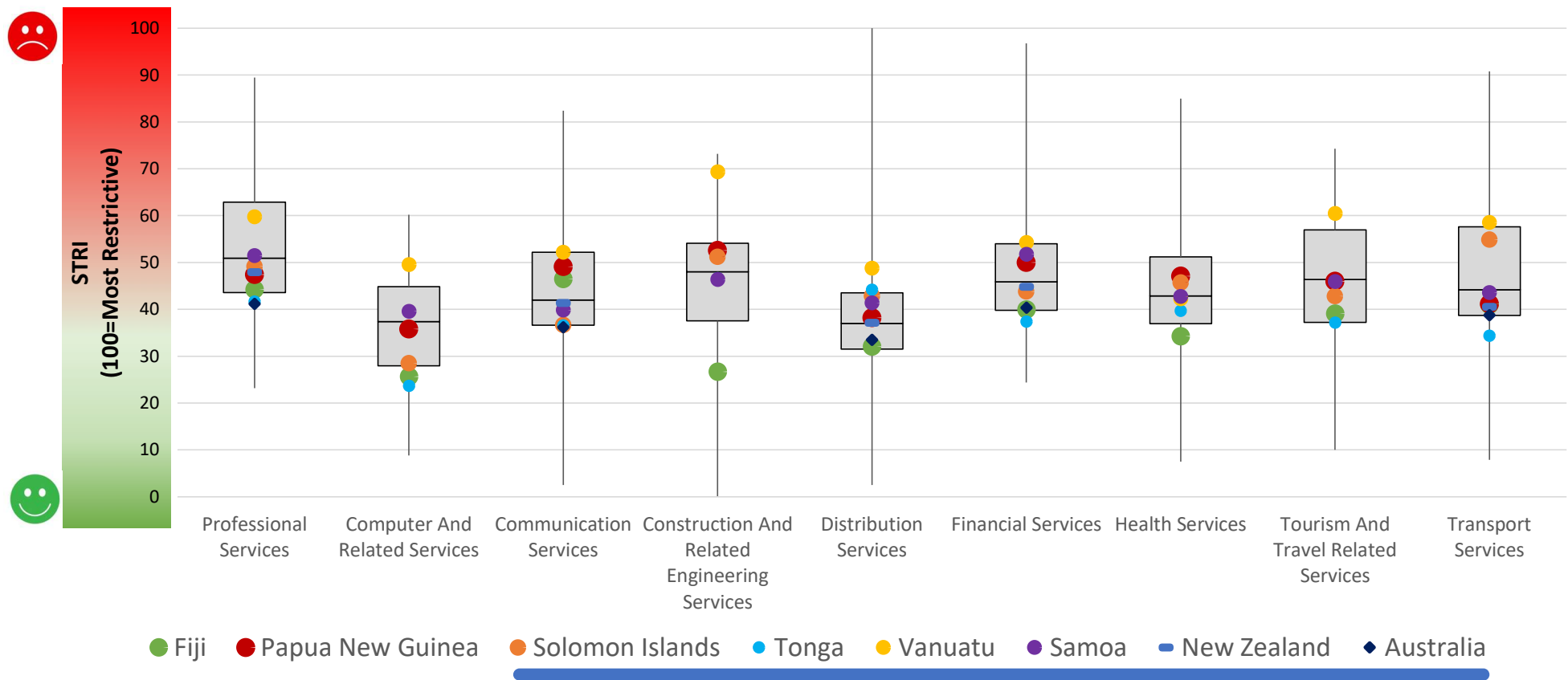
STRI data is constructed for

- Broad Sector
- Subsectors
- Mode/Subsector levels

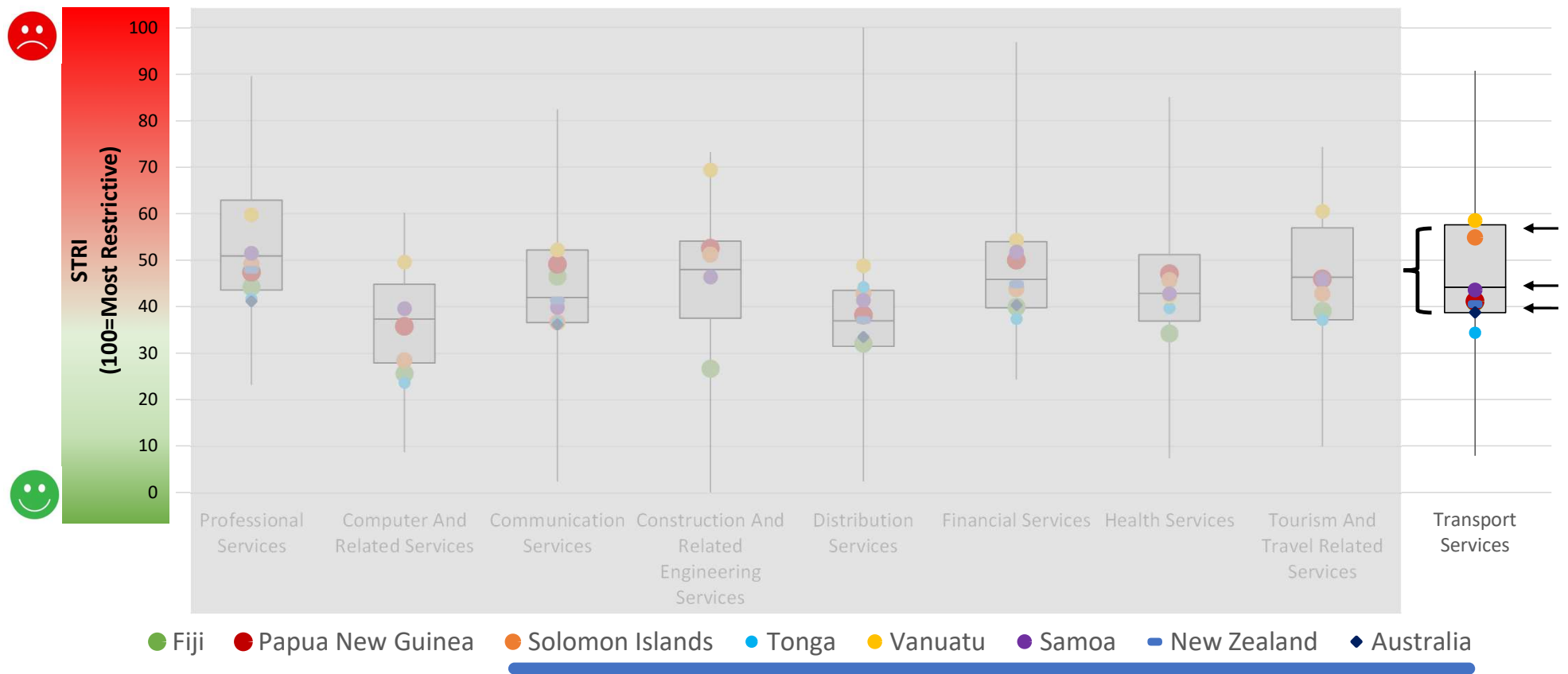
Results for the Pacific just released!



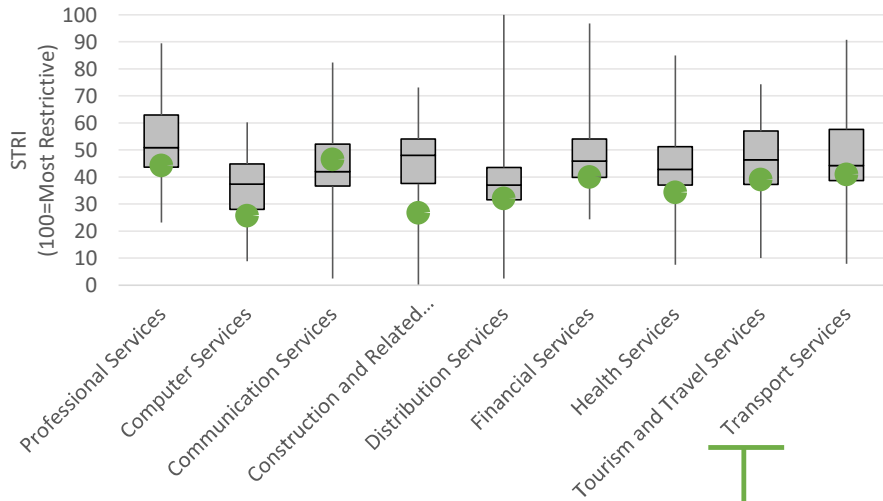
Broad Sectors: Benchmarking Pacific countries gives indication of relative restrictiveness



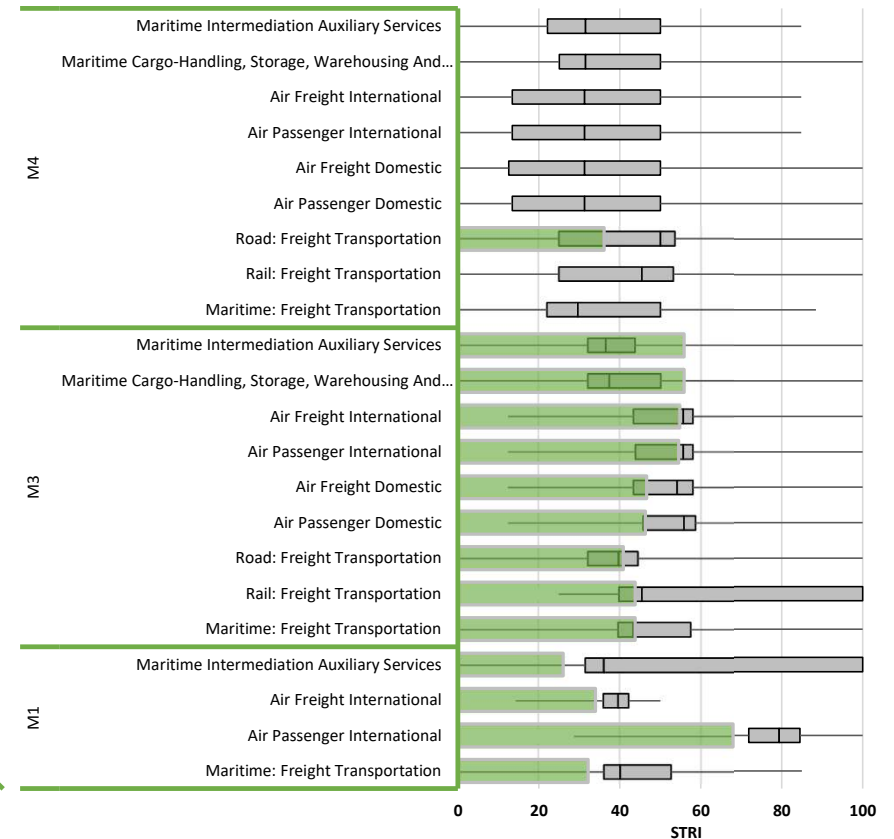
Broad Sectors: Benchmarking Pacific countries gives indication of relative restrictiveness



Transportation Services are Integral to Growth Across the Pacific



- Mode 1 is relatively less restricted
- Mode 3 is relatively more restricted



I-TIP can unveil specific restrictions to trade in services embedded in laws and regulations of each country, e.g. International Air Freight

WORLD TRADE ORGANIZATION THE WORLD BANK SERVICES

11.C.B.(B) AIR FREIGHT INTERNATIONAL

Fiji

MAXIMUM FOREIGN OWNERSHIP IN NEW LOCALLY INCORPORATED COMPANY (%) : 49

Mode: 3

Measure and response: Greenfield: Max. foreign ownership allowed (%) : 49

Comments: Maximum foreign ownership in new locally incorporated company (%) : 49

Relevant source: Civil Aviation (Ownership and Control of National Airlines) Act 2012 <https://www.laws.gov.fj/Acts/DisplayAct/623#>

Date collected: 2021

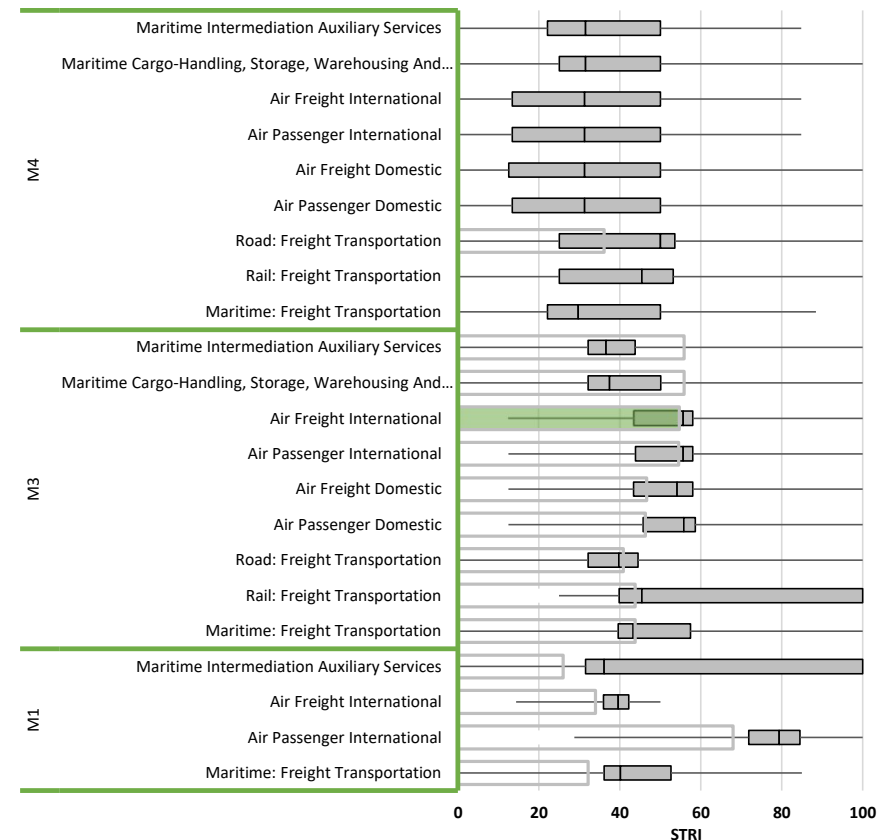
Collected by: WTOWB (based on survey)

NOTE THAT THERE ARE LIMITATIONS AS TO THE NUMBER OF ECONOMIES THAT CAN BE SHOWN ON THE RESULTS PAGE, BUT THE FULL SELECTION CAN BE DOWNLOADED IN EXCEL OR CSV.

Policy information STRI [WB-WTO STRI Methodology](#)

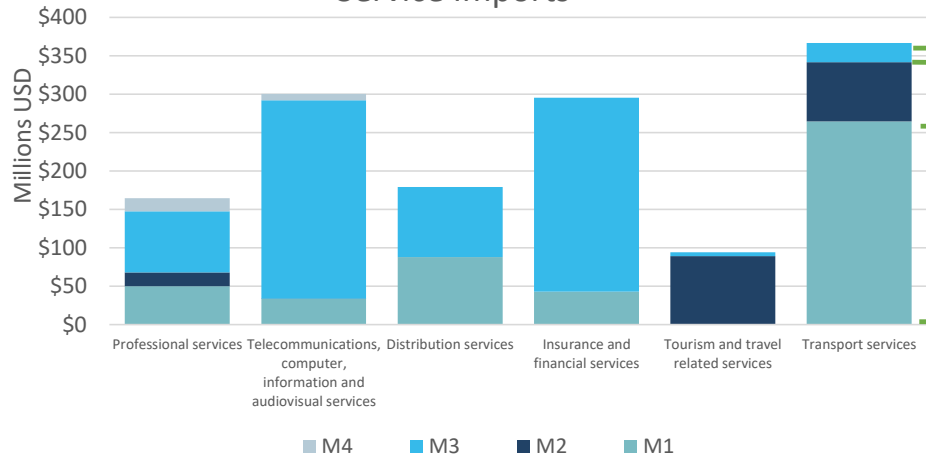
Show filters Clear filters

Measure	Fiji	2021
11.C.B.(B) Air freight international (Showing 7 of 93 items. Group continues on the next page.)		
Mode 3 (Showing 7 of 93 items. Group continues on the next page.)		
A. Conditions on market entry (Showing 7 of 20 items. Group continues on the next page.)		
A.1 Forms of entry (including foreign equity limits) (Showing 7 of 10 items. Group continues on the next page.)		
Foreign establishment prohibited	No	
Restrictions to establish or operate representative offices	No	
Branches of foreign establishment locally allowed	Yes	
Foreign establishment of (or investment in) locally incorporated company allowed	Yes	
Greenfield: Max. foreign ownership allowed (%)	49	
Joint venture requirement for foreign entity	No	
Restrictions on cross-border mergers and acquisitions	No	

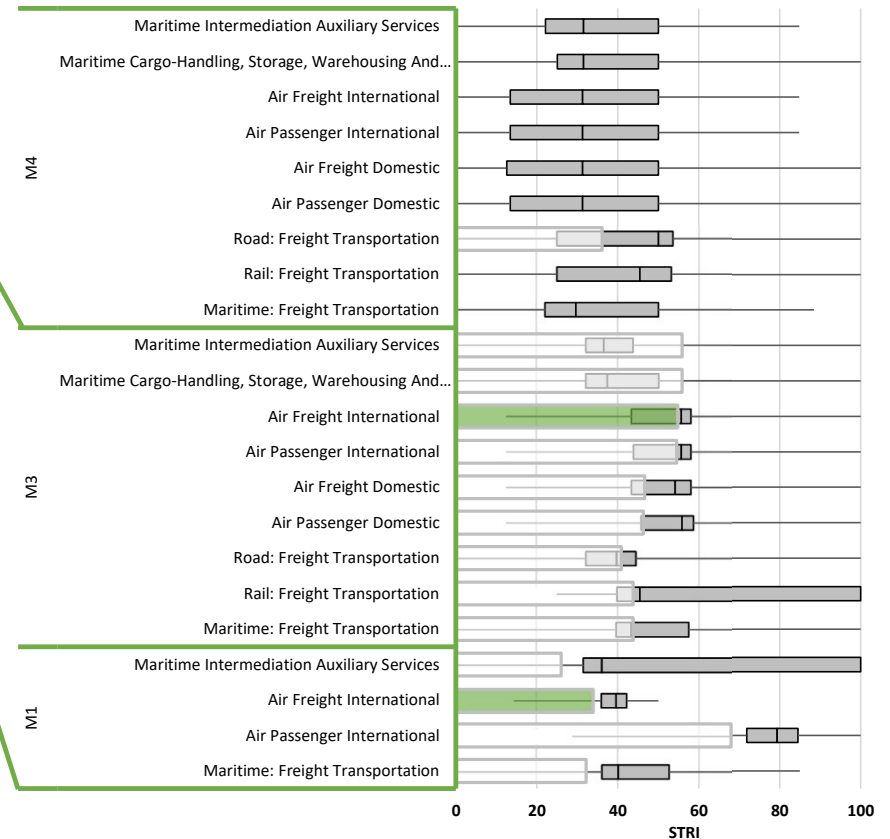


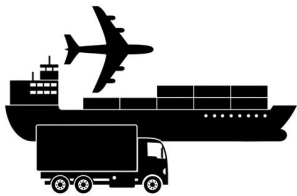
Restrictions effect the performance and quality of logistic services

Service Imports



- Mode 1 is relatively less restricted resulting in:
 - Higher proportion of traded services, but access to advanced logistic services is only for select exporters
- Mode 3 is relatively more restricted resulting in:
 - Substantially lower proportion of overall trade
 - Limited access to advanced logistic services for domestic markets
 - Fiji ranks 123 out of 139 on the Logistics Performance Index

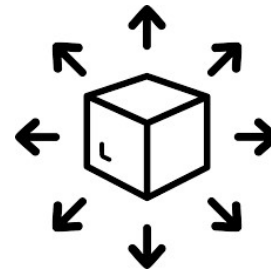




Transportation
Services



Financial
Services



Distribution
Services



ICT
Services



Tourism
Services



Health &
Education
Services

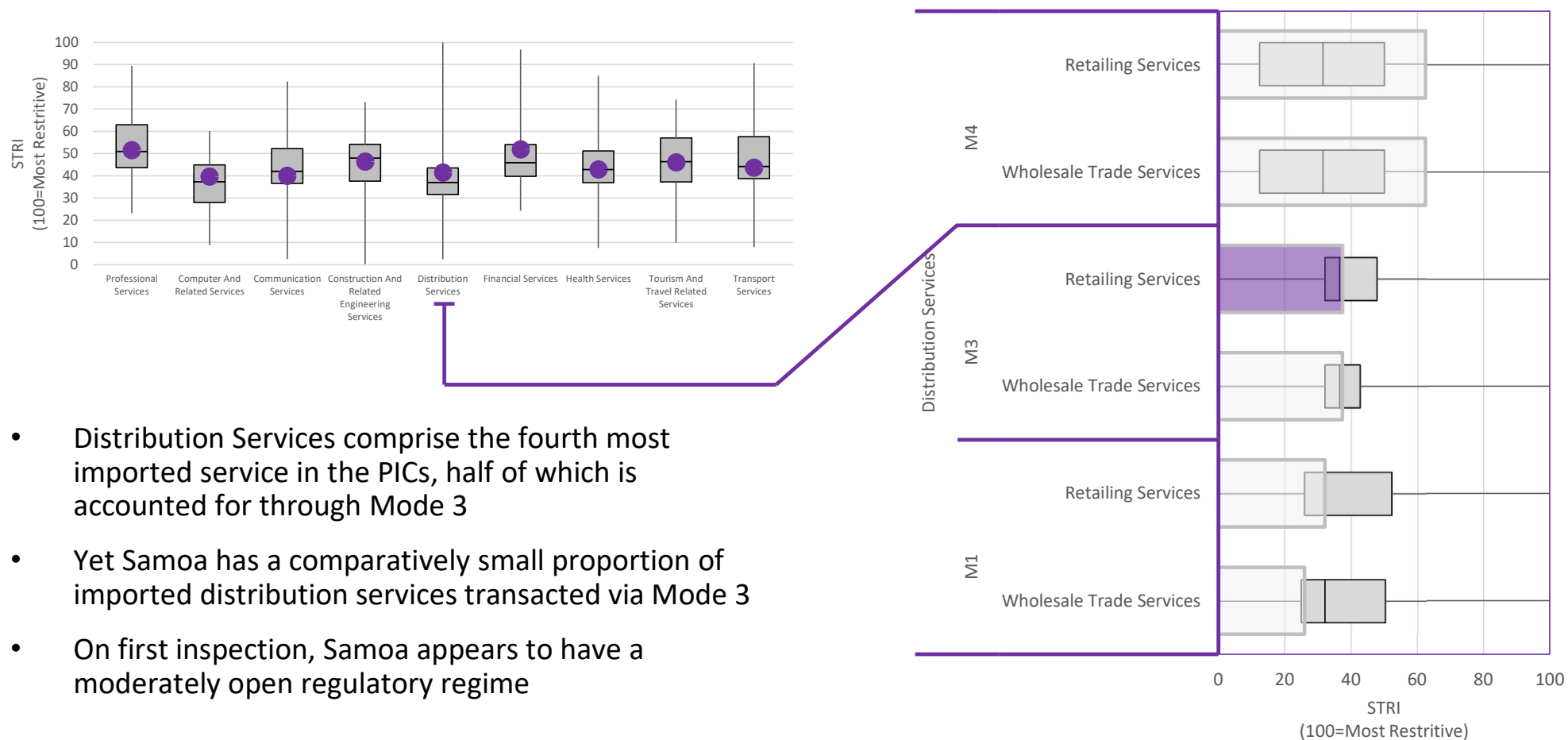


Construction
Services






Professional
Services

Distribution Services comprise the fourth most imported service in the PICs



- Distribution Services comprise the fourth most imported service in the PICs, half of which is accounted for through Mode 3
- Yet Samoa has a comparatively small proportion of imported distribution services transacted via Mode 3
- On first inspection, Samoa appears to have a moderately open regulatory regime

Restrictions in Distribution Services are intended to protect mom & pop shops

4.C RETAILING SERVICES

SAMOA

LIMITS ON THE SCOPE OF THE SERVICE

Mode: 3

Measure and response: Limits on scope of service (numerical and non-numerical) : Yes

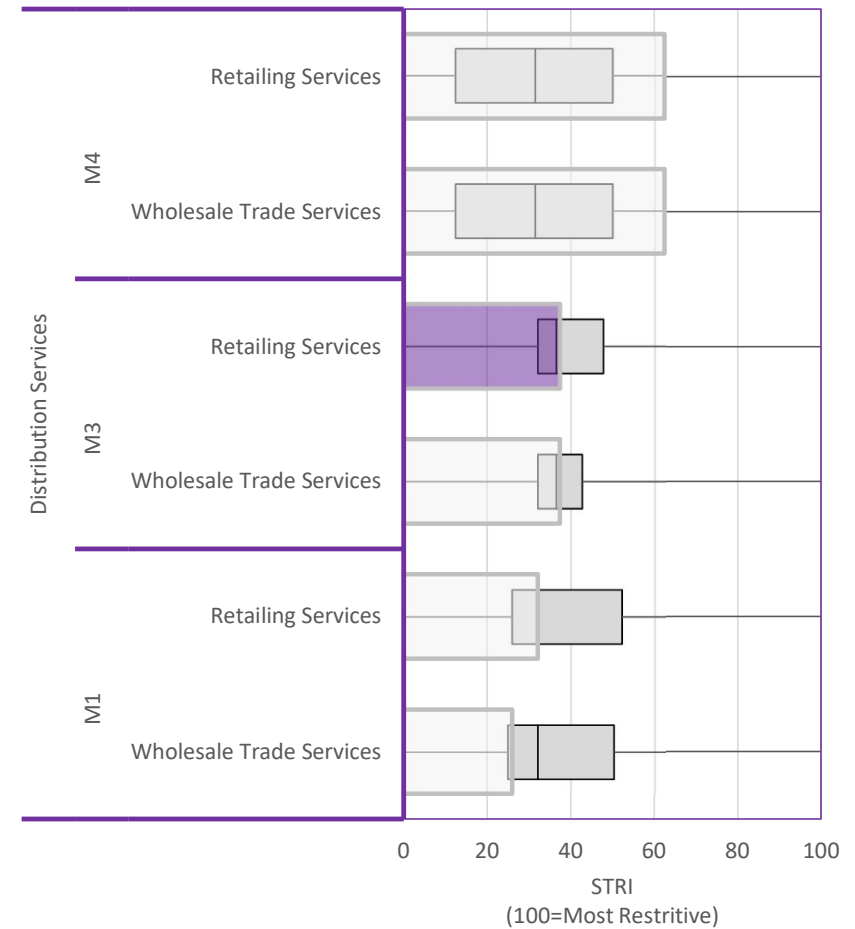
Comments: Limits on the scope of the service
 For the retail sector, there are certain economic activities that are reserved for locals only and some are restricted but foreigners can participate in those restricted sectors on certain conditions. The Reserved List (Schedule 1) and Restricted List (Schedule 2) of the Foreign Investment Act 2000 specifically list economic activities that are reserved for locals only with no foreign involvement permitted. The Restricted List imposes restrictions on foreign suppliers who wish to participate in any of those economic activity. **For the Reserved List such activities are - bus transport services for the general public, taxi transport services, rental vehicles, retailing of fruits and vegetables, dairy products, meat, fish bread, flour, sugar confectionary, beverages and tobacco, food products, saw milling and traditional elei garment design and printing.** For the Restricted List of economic activities that are foreigners may participate in with certificate conditions - fishing, manufacturing specifically of a tropical fruit nonu and coconut virgin oil, services such as architectural, professional engineering, general construction, sewage, refuse disposal, sanitation and similar services.

Relevant source: Foreign Investment Act 2000, section 3, Schedule 1 and section 4, Schedule 2 Business Licenses Act 1998, Schedule 1 (sections 4(1) and 19)

Date collected: 2021

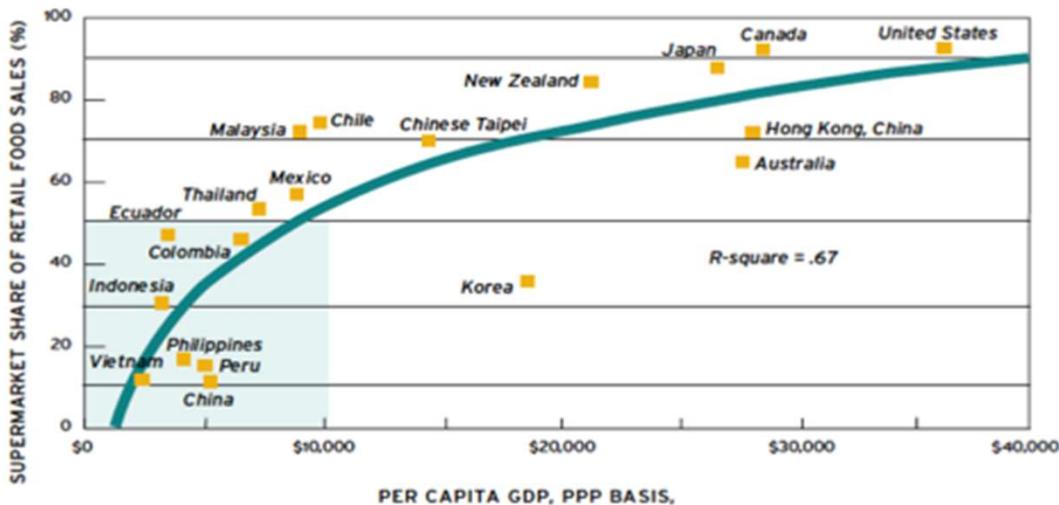
Collected by: WTO/WB (based on survey)

Minimum capital requirement	Yes
License: other requirements	Yes
Automatic recognition of foreign license granted	No
License automatic if publicly available criteria fulfilled	No
Restrictions related to the duration and renewal of licenses	Yes
Other conditions on licensing/investment screening/qualifications relating to market entry	No
A.4 Other conditions on market entry	
Limits on direct selling	No
B. Conditions on operations	
B.1 Conditions on supply of services	
Limits on scope of service (numerical and non-numerical)	Yes
Regulations limit the range of products a retailer may carry	No
Limits on sub-branching/expansion of operations	No



But FDI Restrictions in Retail Distribution can impede competition at a time when market concentration is accelerating

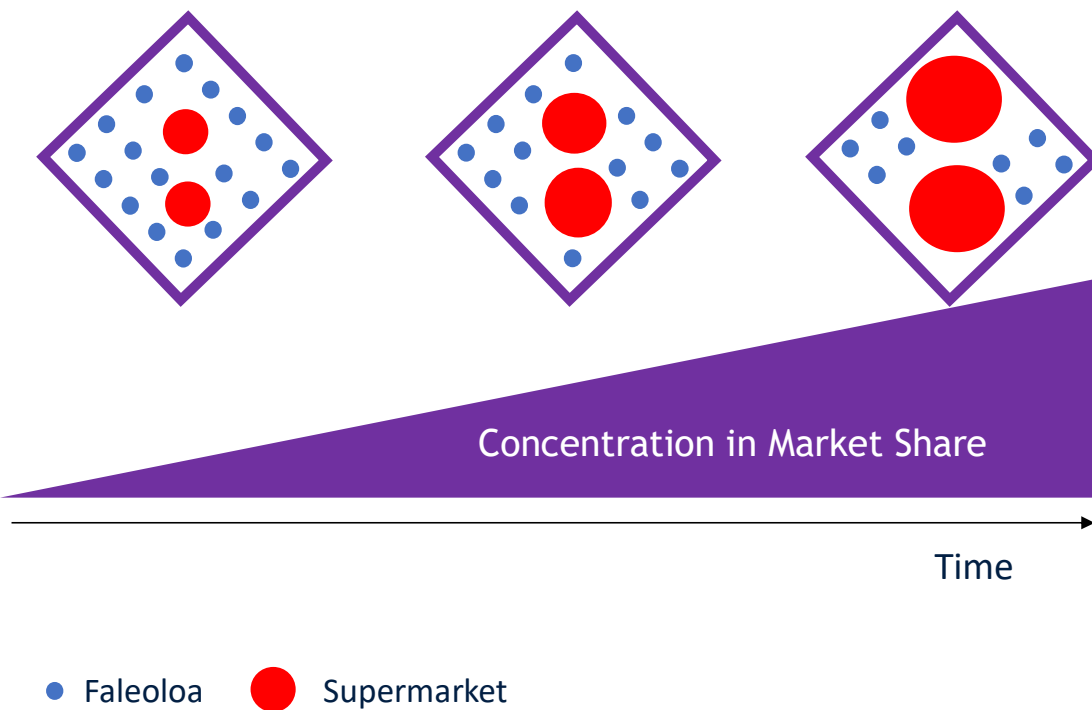
Link between Supermarket penetration and per capita income



Global Market Trends could have Local Implications:

- Market concentration in large retailers is increasing in reaction to high bargaining power of food manufacturers
- This *could* create efficiency, improving product diversity and driving down prices for consumers
- However, in the absence of competition, there are strong incentives for retailers to abuse their dominance and increase prices

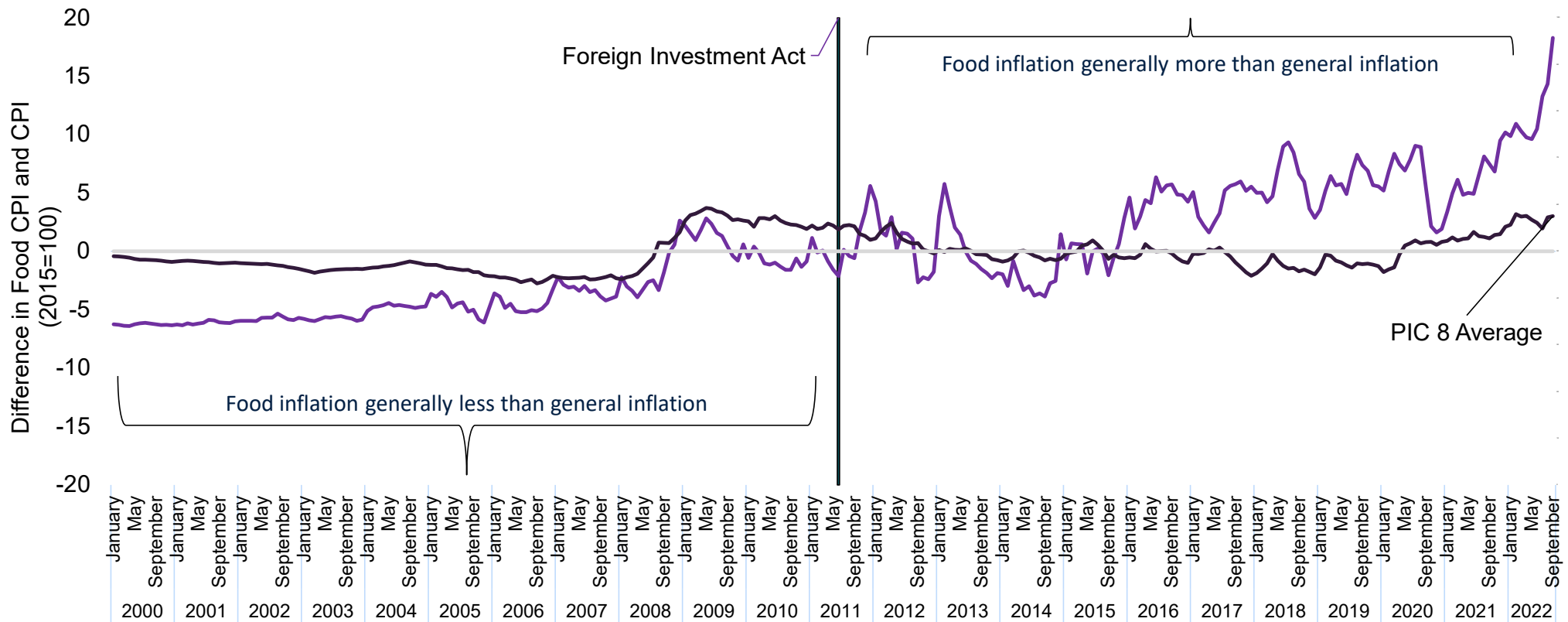
The rationale for protection must now reconsider new market realities given the implications for Domestic Consumption



A possible scenario for local markets:

- Faleoloa market share and sales will decrease and firms will exit slowly over time
- A few large retailers that are able to more effectively negotiate with international suppliers will emerge
- But rather than competing intensively for customers, they will use their newfound market dominance in the local market to increase prices

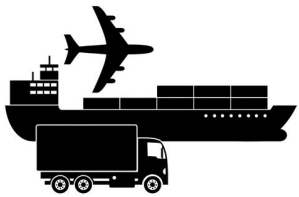
Food Inflation now leads overall inflation by a significant margin and is now the highest in the region



Concentration in Grocery Retail Market Share

Data Source: FAOSTAT

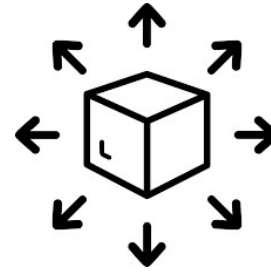
PIC8 = Fiji, Kiribati, Micronesia, Palau, Papua New Guinea, Solomon Islands, Tonga, Vanuatu



Transportation
Services



Financial
Services



Distribution
Services



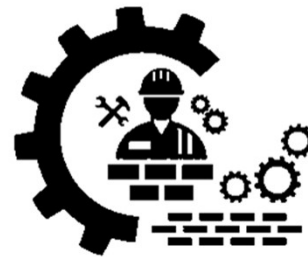
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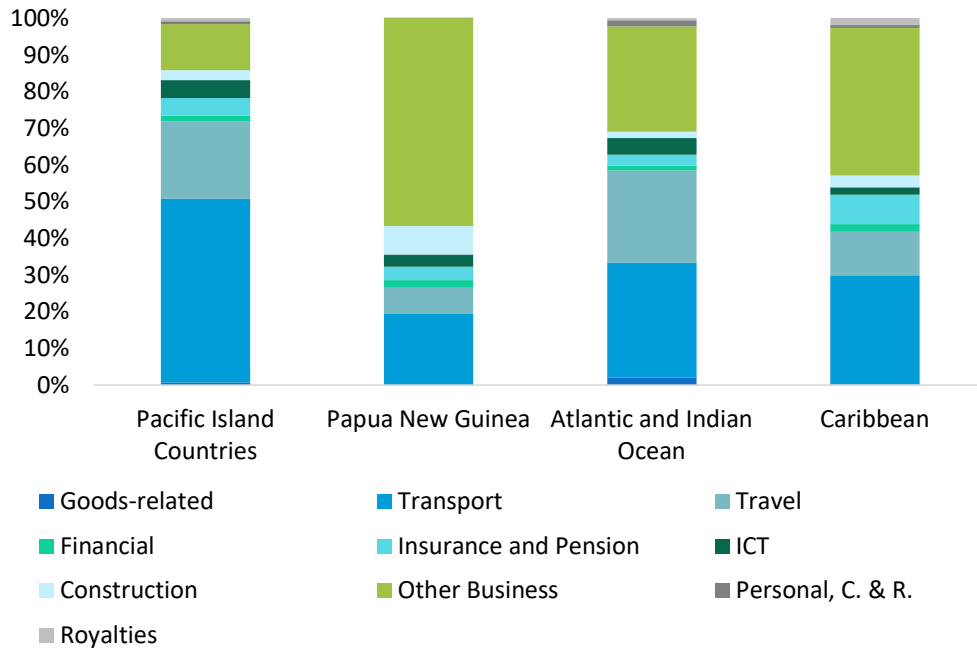
Construction
Services



Professional
Services

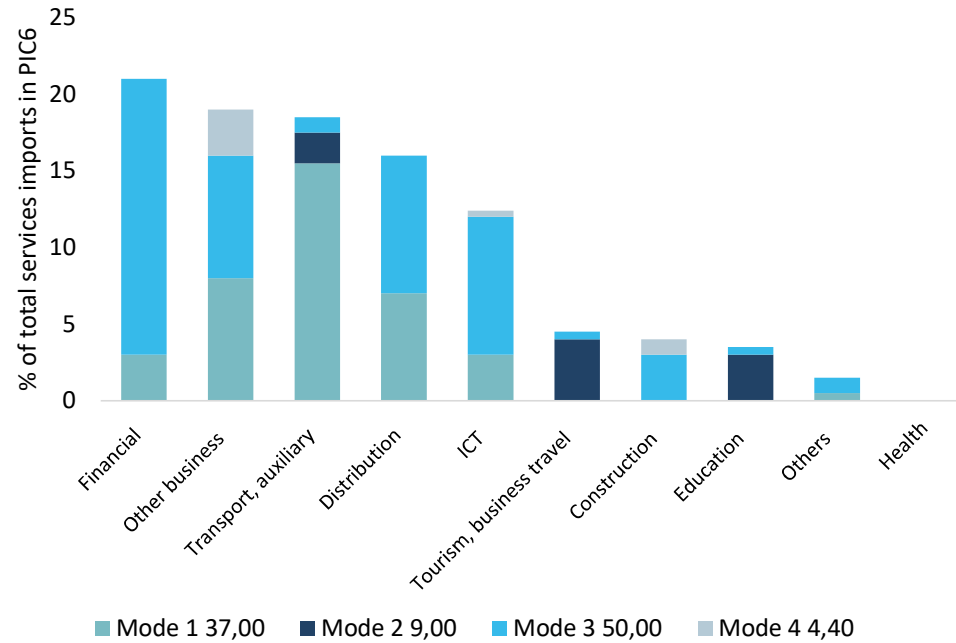
Professional Service Imports Comprise a lower share of Imported Services that other comparator regions

Cross Regional Comparison of Services Import for Other Business services (2018)



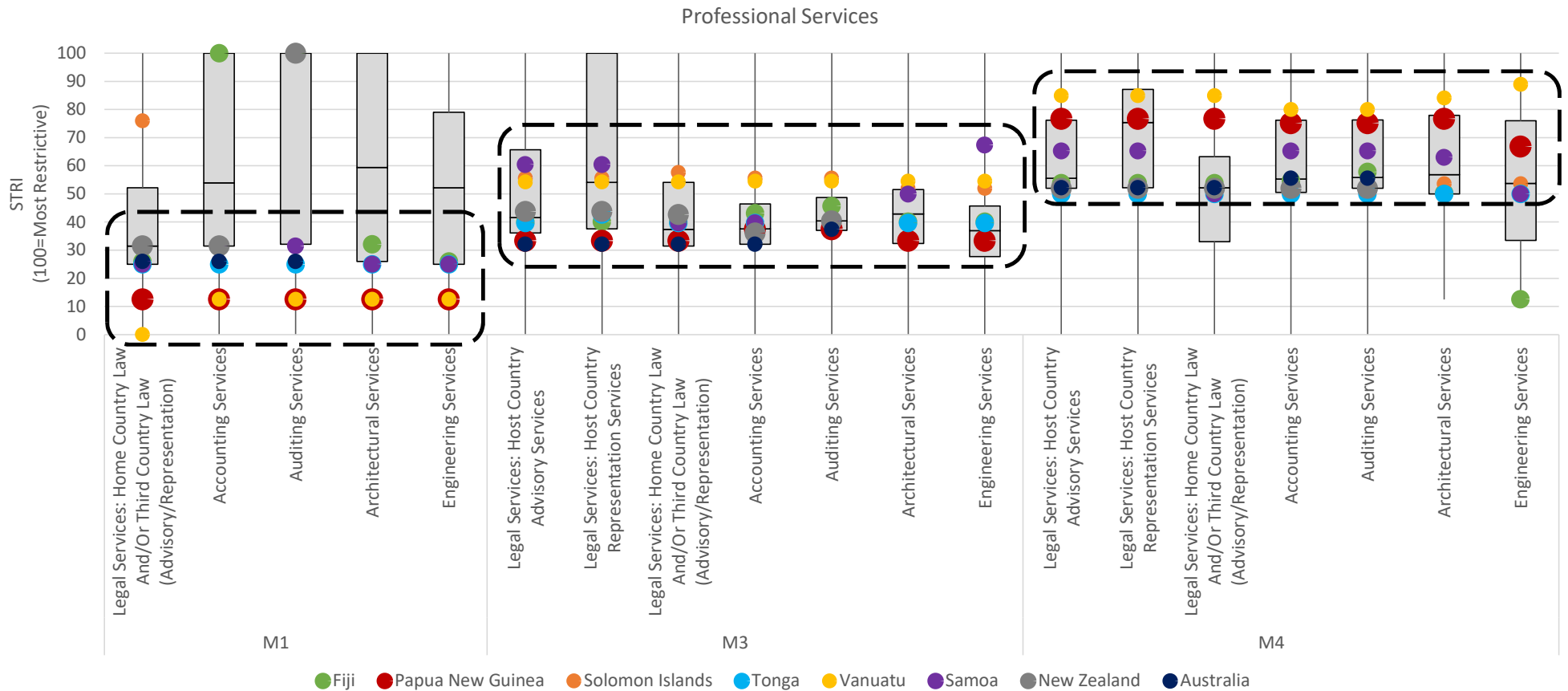
Source: Estimates based on data from UNCTAD
 PIC11 Average for Fiji, Kiribati, Marshall Isl, Micronesia, Nauru, Palau, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu

Shares of Total Service Imports in Six Pacific Island Economies, by sector and modes of supply (2015-2017)

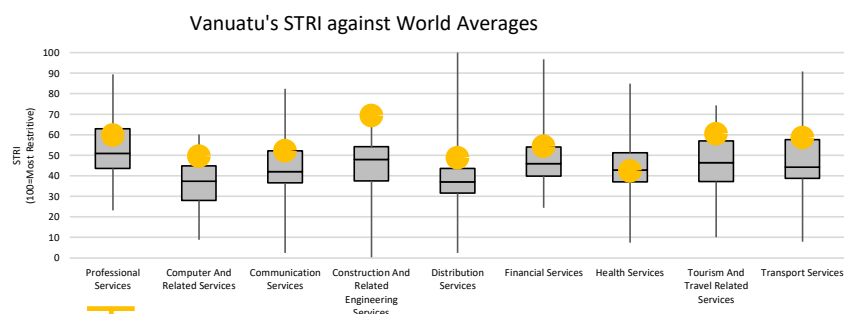


Source: TiSMoS
 PIC6 Average for Fiji, PNG, Samoa, Solomon Islands, Tonga, Vanuatu

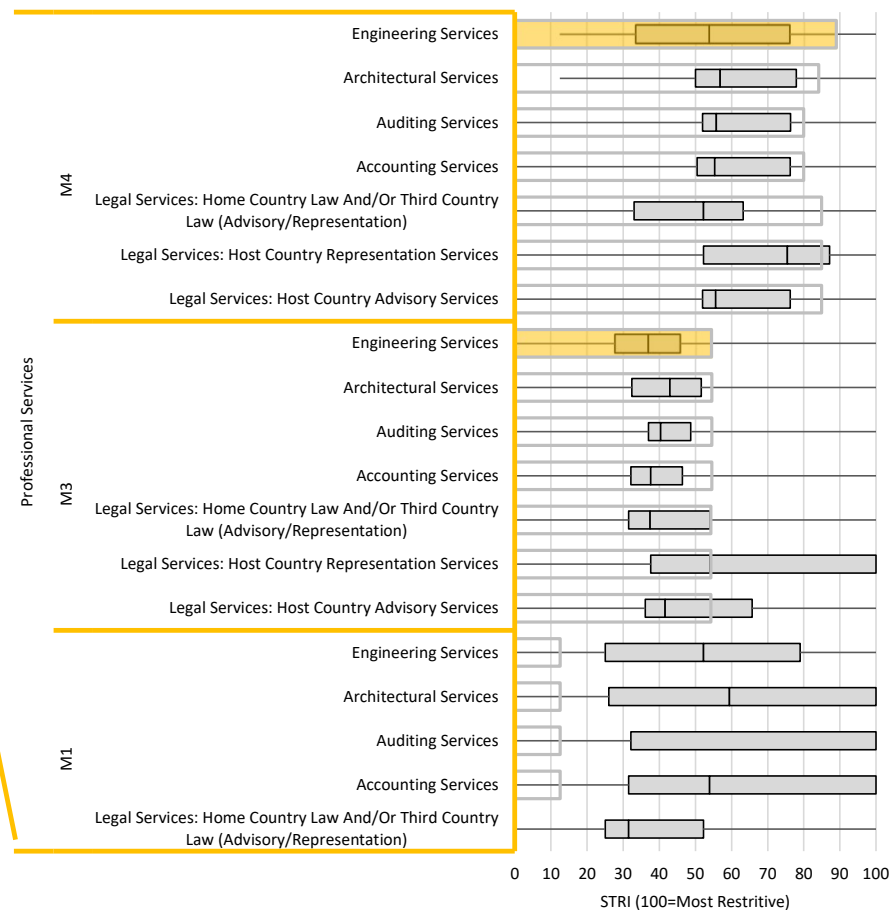
Professional Services add Value to the Economy but are quite restricted through mode 3 and especially mode 4



Engineering Services add value for local real estate and infrastructure



- Professional Services are often highly regulated for consumer protection or to protect public interest
- These regulations may not intend to discriminate against foreign service providers, but do so in practice due to prior inability to manage quality in traded services



Some restrictions are borne out of a desire to protect domestic professionals, but this can diminish resiliency to environmental shocks

The screenshot displays the WTO STRI database interface for Vanuatu, specifically for Engineering Services under Mode 3. The interface includes logos for the World Trade Organization and The World Bank, and the STRI logo. The main content area shows the following details:

- Mode:** 3
- Measure and response:** Limits on scope of service (numerical and non-numerical) : Yes
- Comments:** Limits on the scope of the service. Foreign engineering practitioners and service providers must have an annual turnover of over VT5,000,000. Difference in treatment as compared to national services/suppliers. Ni-Vanuatu citizens can have engineering businesses that have an annual turnover of less than VT5,000,000.
- Relevant source:** Foreign Investment Act No. 25 of 2019 Schedule Part 3, Restricted List Number 8
- Date collected:** 2021
- Collected by:** WTO/WB (based on survey)

Below the details, there is a table with filters and a list of measures. The table has columns for Measure and Vanuatu 2021. The list of measures includes:

- 1.A.e Engineering services (Showing 50 of 73 items. Group continues on the next page.)
- Mode 3 (Showing 50 of 73 items. Group continues on the next page.)
- A. Conditions on market entry
 - A.1 Forms of entry (including foreign equity limits)
 - A.2 Quantitative measures (for firms and natural persons)
 - A.3 Conditions on licensing/investment screening/qualifications relating to market entry (for firms and natural persons)
- B. Conditions on operations (Showing 26 of 27 items. Group continues on the next page.)
 - B.1 Conditions on supply of services
 - Limits on scope of service (numerical and non-numerical): Yes
 - Limits on sub-branching/expansion of operations: No
 - Approval by regulatory authority required for new products or services: No
 - Restrictions on name: No
 - Use of foreign firm names is allowed if alongside that of the local partner: Yes
 - Conditions on prices/fees/rates: No
 - Advertising either prohibited or subject to restrictions: No



Other restrictions are borne out of the need to protect consumers and information frictions on the quality of foreign providers

WORLD TRADE ORGANIZATION THE WORLD BANK SERVICES

Home GATS RTA Commitments Services Trade Policy Database Statistics User Guide

Services Trade Policy Database and STRI

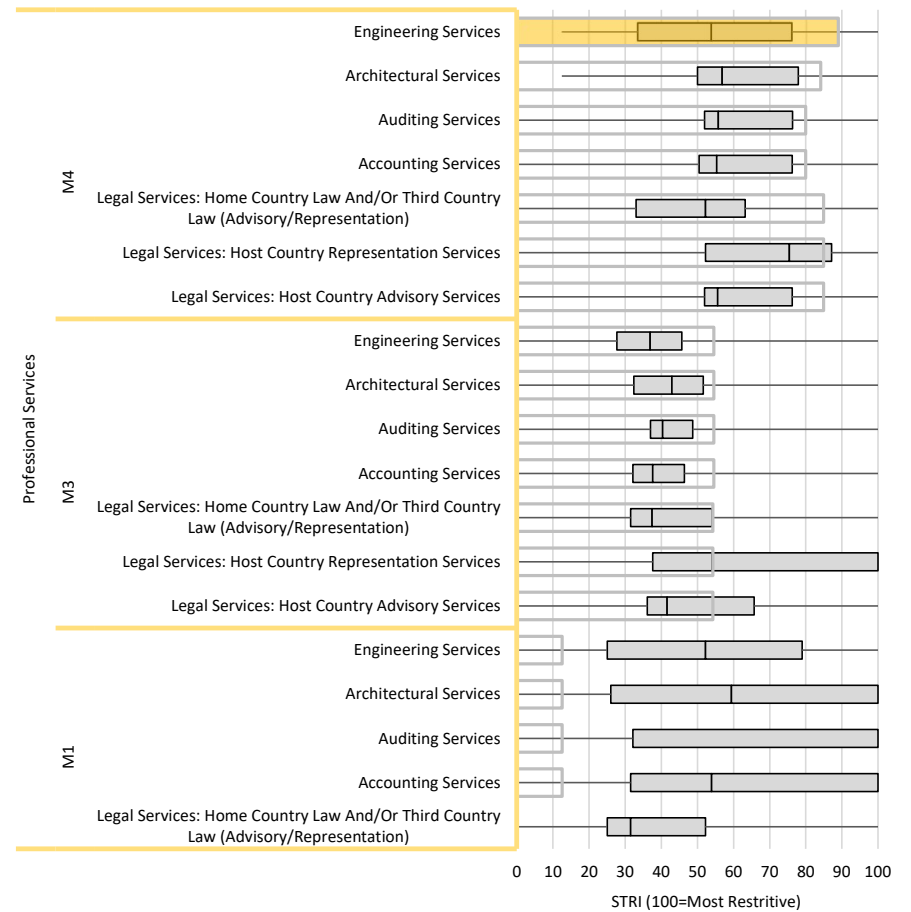
Economies: Vanuatu Back to selection screen
Sectors: Engineering services
Mode of supply: Mode 4

NOTE THAT THERE ARE LIMITATIONS AS TO THE NUMBER OF ECONOMIES THAT CAN BE SHOWN ON THE RESULTS PAGE, BUT THE FULL SELECTION CAN BE DOWNLOADED IN EXCEL OR CSV.

Policy Information STRI Methodology

Show filters Clear filters

Measure	Vanuatu 2021
1.A.e Engineering services	
Mode 4	
A. Conditions on market entry	
A.1 Forms of entry (including foreign equity limits)	
Service-Supplying Employee (CSS) of a Firm Based Abroad - Allowed	No
Residency - CSS	No
Independent Professional as Contractual Service Provider (IP) - Allowed	No
Residency - IP	No
Intra-Corporate Transferee (ICT) - Allowed	Yes
Residency - ICT	No
D. Administrative procedures and regulatory transparency	
D.1 Regulatory transparency (including licensing)	
D.2 Nature of regulatory authority (measures related to nature of regulator)	
D.3 International standards	
Laws, regulations or relevant standard-setter require the use of or have adopted international standards	No
National standards deviate from international standards	Yes



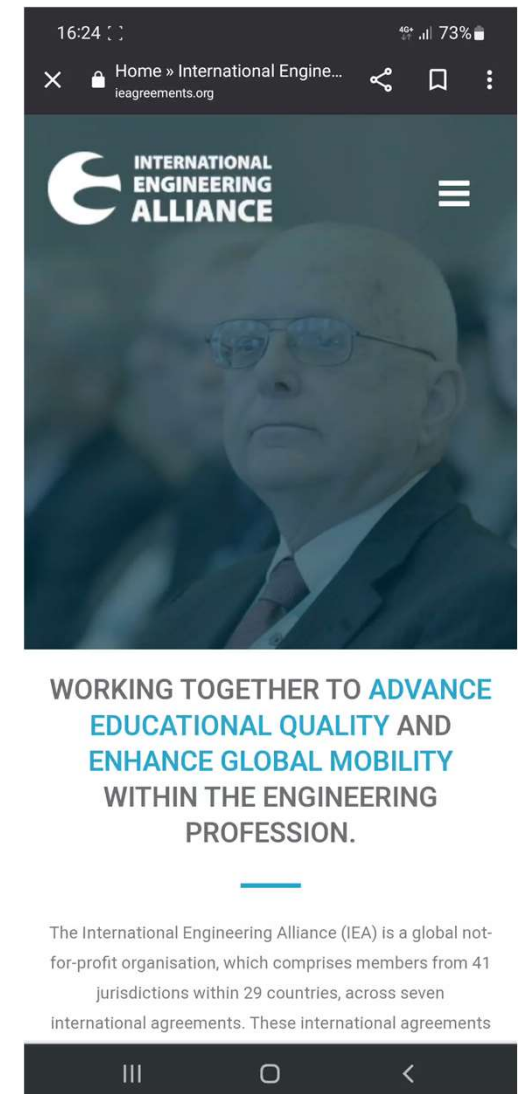
Trade in Professional Services can add value if well regulated

Increasing convergence of standards can enhance tradability of services while maintaining public interest protections

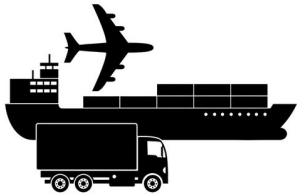
Mutual recognition of Professional Accreditation from countries adhering to similar quality evaluation criteria for:

- Education
- Work experience

The *Washington Accord* is a multi-lateral agreement between bodies responsible for accreditation of tertiary-level engineering qualifications. The Accord assists in growing mutual recognition of qualifications and mobility of professionally accredited engineers.



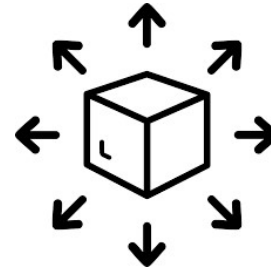
Comprehensive reform efforts may be extensive and expensive....so where should we start?



Transportation
Services



Financial
Services



Distribution
Services



ICT
Services



Tourism
Services



Health &
Education
Services



Construction
Services



Professional
Services

Targeting efforts are needed to maximize STRI reductions for economic growth

Targeting is needed to focus efforts on sectors with economic significance

In the Pacific, high levels of protection in services are correlated with:

- Lower GDP
- Lower service employment

However, further work is needed to assess the effects of liberalization on economic output in the Pacific and in PACER Plus

Figure 4.1: STRI, income per capita, and market size: Professional services

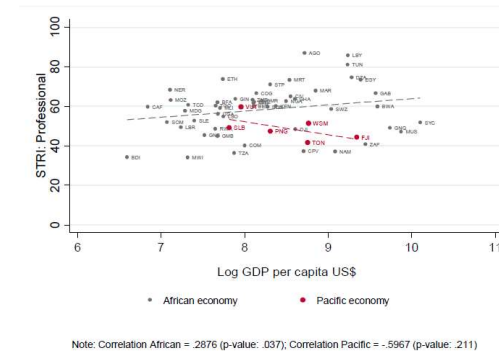


Figure 4.2: STRI, income per capita, and market size: Financial services

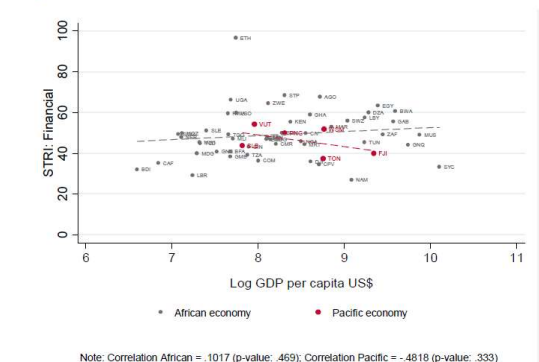


Figure 4.3: STRI, income per capita, and market size: Transport services

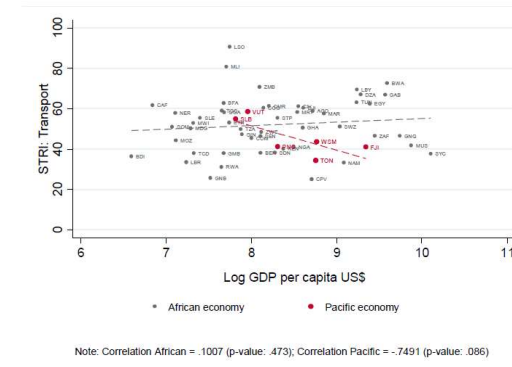
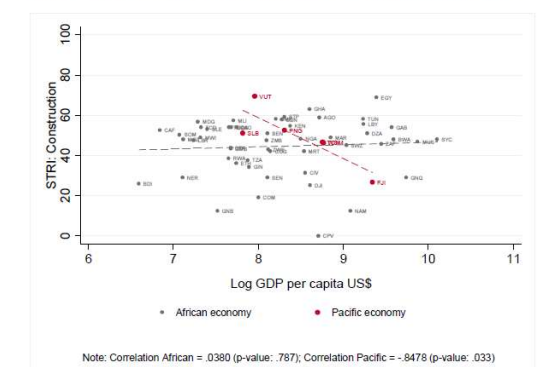


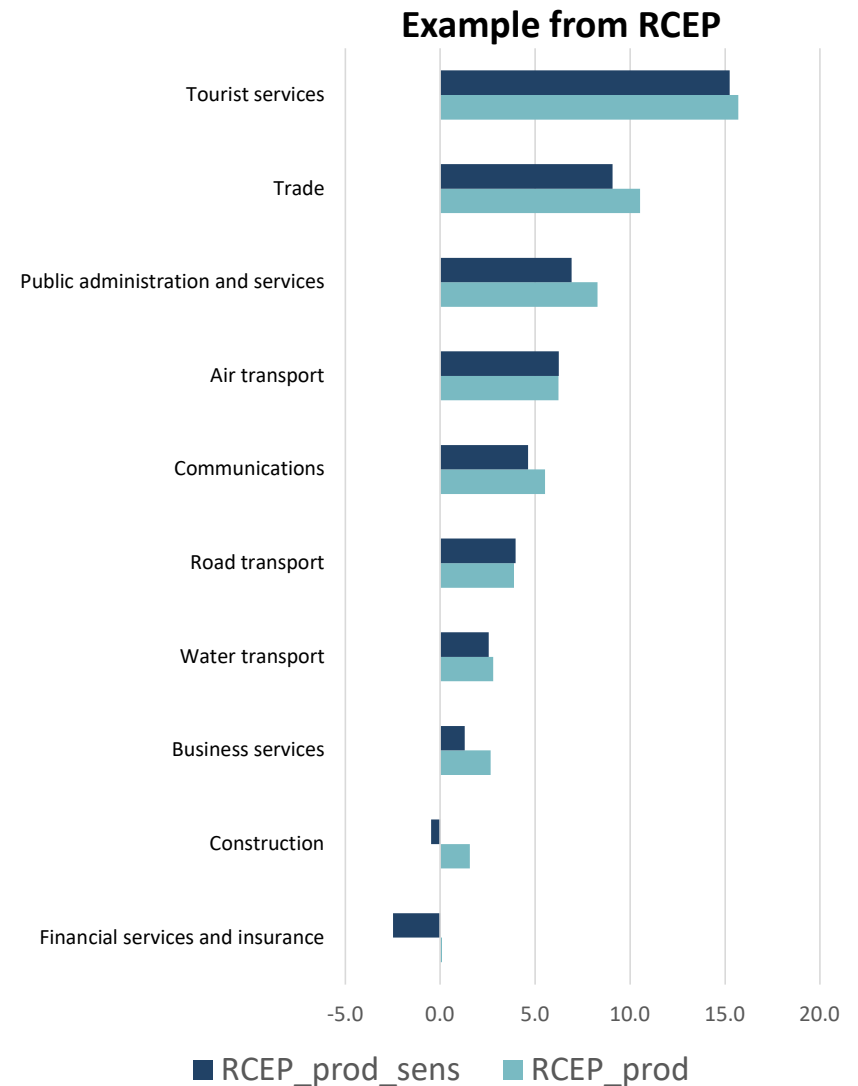
Figure 4.4: STRI, income per capita, and market size: Construction services



Liberalization leads to Productivity albeit through unknown channels

Exports by sectors (% change relative to 'Business-as-Usual')

- CGE modeling for similar trade blocks shows how efforts to streamline and integrate (services) trade leads to net productivity increases
- Advanced modeling is needed in Pacific countries to better estimate sectoral effects for targeting liberalization efforts

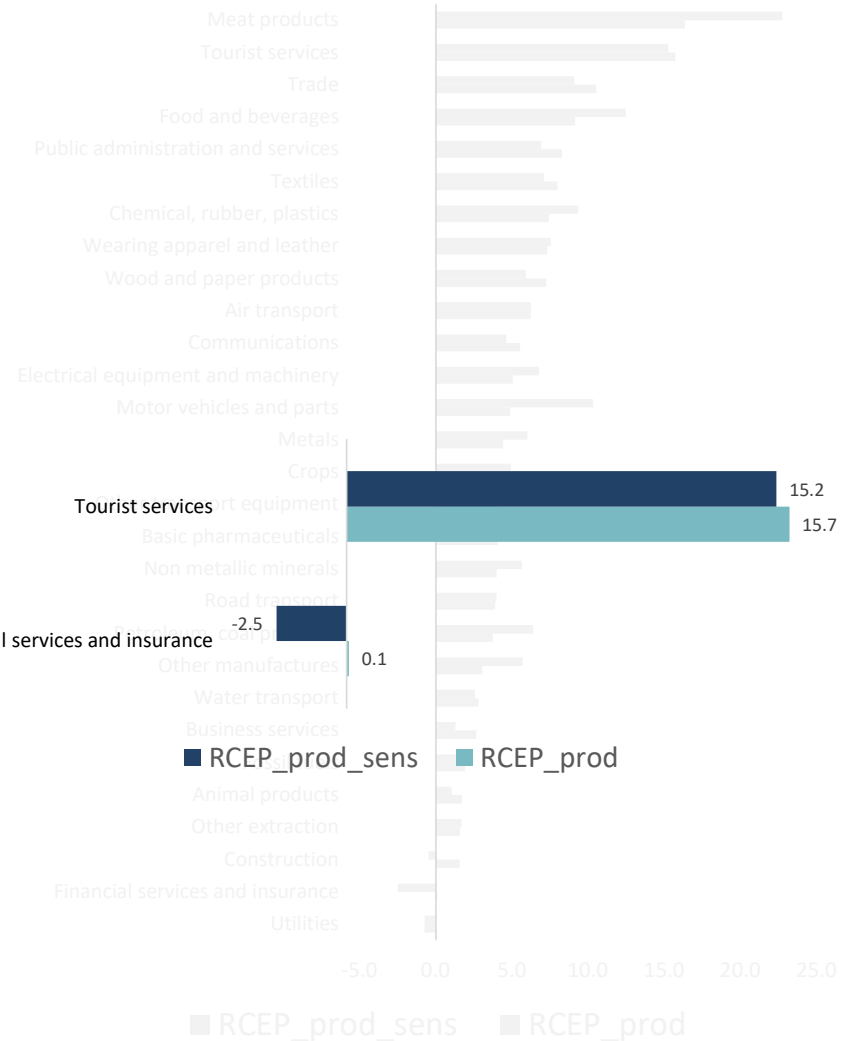
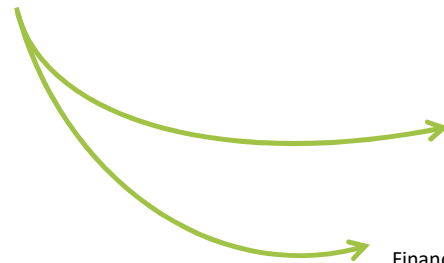


Liberalization leads to Productivity albeit through unknown channels

Exports by sectors
(% change relative to 'Business-as-Usual')

Regional Comprehensive Economic Partnership:

- FTA similar to PACER Plus
- Reduced barriers to trade in both Goods and Services
- Example Analytics from RCEP shows how Productivity gains can be achieved through services liberalization



More information

How can countries capitalize on the growth of services led development?

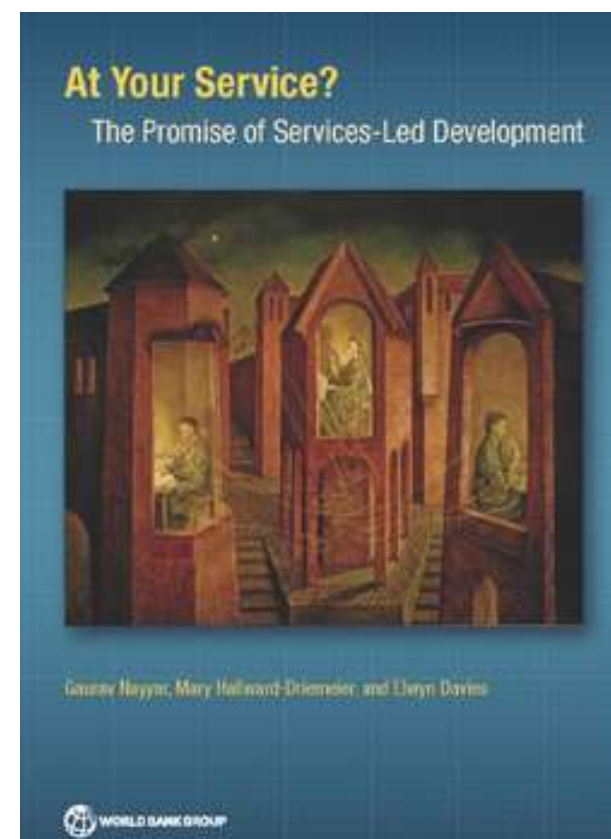
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At Your Service? The promise of Services-led Development

What does the STRI results tell us regarding...

*Services Trade Policies in Pacific Island Economies
(Forthcoming)*

Services Trade for Development (Forthcoming)



Blair Edward Lapres
Finance, Competitiveness, and Innovation Practice
The World Bank

blapres@worldbank.org