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The Role of the economic intelligence strategy in Activating the Attraction of Asian Investment in Algeria - an analytical study

دور الذكاء الاقتصادي في تفعيل استقطاب الاستثمار الأسيوي للجزائر – دراسة تحليلية

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Abstract

This research paper aims to identify the role of the economic intelligence strategy and attract Asian investment and focus on its role in stimulating and encouraging the attraction of Asian investment, as a means to promote various economic sectors and make them a source of added value outside the hydrocarbon sector, within the framework of Algeria's efforts to get out of the circle of a sustainable rentier economy, by relying on providing information to economic operators at the local and foreign levels. Arab Investment Guarantee and Export Guarantee Corporation and reports of the National Investment Development Agency

This study found that the economic intelligence strategy is an important tool by monitoring a number of Asian investments distributed over various sectors of the country's economic activity, thus forming a link between local investors and Asian investors within the database that brings together their interests in this context.

Keywords : economic intelligence, foreign direct investment, Algerian Agency for Investment Promotion, Information, Algerian economy.

ملخص

تهدف هذه الورقة البحثية إلى التعرف على دور إستراتيجية الذكاء الاقتصادي وجذب الاستثمار الآسيوي والتركيز على دورها في تحفيز وتشجيع جذب الاستثمار الآسيوي، كوسيلة لتعزيز القطاعات الاقتصادية المختلفة وجعلها مصدر قيمة مضافة خارج قطاع المحروقات، في إطار جهود الجزائر للخروج من دائرة الاقتصاد الريعي المستدام، من خلال الاعتماد على معلومات الفاعلين الاقتصاديين على المستويين المحلي والأجنبي. المؤسسة العربية لضمان الاستثمار وضمان الصادرات وتقارير الجهاز القومي لتنمية الاستثمار.

وجدت هذه الدراسة أن إستراتيجية الذكاء الاقتصادي هي أداة مهمة من خلال رصد عدد من الاستثمارات الآسيوية الموزعة على مختلف قطاعات النشاط الاقتصادي للدولة، وبالتالي تكوين رابط بين المستثمرين المحليين والمستثمرين الآسيويين ضمن قاعدة البيانات التي تجمع مصالحهم في هذا السياق.

الكلمات المفتاحية: الذكاء الاقتصادي، الاستثمار الأجنبي المباشر، الوكالة الجزائرية لترقية الاستثمار، الإعلام، الاقتصاد الجزائري.

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1. INTRODUCTION:

In the information market, economic intelligence has become the pulsating sensor for understanding the external environment of the institution, as it senses the simplest signals that occur from time to time within the environmental components, and thus the ease of understanding the environment of its activity, and how to deal with other competitors, to avoid shocks, and to choose the best decisions that motivate to increase its competitiveness.

For this reason, Algeria, like other countries in the world, has adopted the idea of using the features of economic intelligence in some of its institutions, as evidenced by its attempt to form a national economic information system, consisting of some government institutions that support the placement of information at the disposal of the economic operator, and encourage various institutions to include economic intelligence in their dealings, and to publicize this by organizing various scientific conferences and participating in relevant scientific courses.

In another context, the decline in oil prices for 2014 revealed the weakness of the Algerian economy, which relies heavily on fuel revenues, so the need for this qualitative shift came, as the government believes that attention to the rest of the sectors will constitute the ability to push diversification and reduce the import bill, and the government has made this a focus point in its five-year investment plan (2015-2019), by focusing on three main axes, developing industrial and mining systems, improving the business environment, and enhancing competitiveness, this comes in the context of Encouraging national and foreign investment in general, and Asian investment in particular, through the establishment of many institutions, bodies and agencies that support and accompany entrepreneurship, these bodies will be a link between the rest of the investors, whether at the national level or at the Asian level, by encouraging them and providing all facilities and incentives to entice their orientations and make their decisions to invest in Algeria.This raises the following fundamental question :

The problem of the study:

How can the strategy of economic intelligence attract Asian investment in Algeria ?

Hypothesis of the study: Before proceeding to process and analyze the relationship between the variables of the study, the following hypothesis must be tested :

- ✓ The National Investment Development Agency's reliance on the economic intelligence strategy has not yet achieved its hoped-for goals of raising the attractiveness of Asian investments to the desired levels.

Importance of the study: This study derives its importance in that it sheds light on one of the most important national agencies used in investment development, and the extent to which its reliance on the economic intelligence strategy is reflected in promoting the attraction of Asian investment, through its activities during the last two decades.

Objectives of the study: This paper aims to find out the effectiveness of the adoption of national investment development agencies on the strategy of economic intelligence in promoting investment in Algeria, by highlighting the contributions of this body in creating and attracting Asian investors by providing them with the appropriate information to make their decisions.

Study Methodology: The nature of the research and its objectives require relying on the descriptive approach to familiarize themselves with the literature of the study variables and also requires the use of the analytical method to interpret the various outputs of the Algerian Agency for Investment Promotion of information and data so that the contributions of this agency to the effectiveness of attracting Asian investments to Algeria are evident.

Previous studies: Many studies have dealt with the style of economic intelligence and its various roles in economic institutions, some of which can be mentioned as follows:

- ✓ Khaled Qashi and Rafi Dayyeh's study for the year 2015 under the title: "Economic intelligence is a mechanism to support customer relationship management in modern business organizations", the researchers aimed to identify the value of economic intelligence in supporting and activating the organization's relationship with its customers, while addressing the various ways to benefit from this method in directing the relationship with the customer to serve the goals and performance of the organization on the one hand, and presenting the process of marketing relationships, and how to manage the relationship for the customer in the organization, and on the other hand, in the good reached The researchers pointed out that economic intelligence as a system can develop a set of operational and technical solutions that achieve for the organization continuous monitoring of the environment and customers, with the possibility of developing their desires, and creating an intelligence capacity that simplifies the process of determining customer orientations and how to satisfy their desires, gain their loyalty, and thus the ability to identify the most profitable, then activities and strategies can be directedaccording to the requirements of the objectives of the institution;
- ✓ Sofiane Ben Abdelaziz's 2016 study entitled: "Activating the Economic Intelligence Strategy in Algeria in Light of Accession to the World Trade Organization", this study aimed to shed light on modern concepts of economic intelligence, and ways to use it as a tool to develop the national economy, where this study finally concluded that there are negative effects in all economic, social and political sectors because this method is not used in most of these sectors.

Structure of the study: In line with the main problem of this intervention, by testing the hypothesis of the study, this research can be structured as follows:

1. the economic literature of foreign direct investment;

2. the theoretical basis of economic intelligence;
3. The role of the (AAIP) Agency in attracting Asian investments which is based on the economic intelligence strategy.

2. The theoretical basis of the study variables

It is clear from the subject of the study, that this research is based in its analysis on two fundamental variables, which will be addressed according to the various economic literatures as follows:

2.1- Economic literature for foreign direct investment:

The concepts of foreign investment, both direct and indirect, can be adjusted, and thus the positive advantages can be deduced from the literature on foreign direct investment, according to the following:

A. The concept of foreign investment: Foreign direct investment is defined as: "the process of the flow of loans by the parent company to its subsidiary abroad or its own company in another company, provided that the percentage of ownership abroad is not less than 10%". (Suleiman Omar, 2010, p.23)

The Organization for Economic Co-operation and Development (O.C.D.E) also defines it as**:** "Foreign direct investment is the acquisition by an entity residing in one economy of a permanent interest in institutions resident in another economy with the foreign investor owning a share of at least 10% of the total capital or voting power, which can be established in the form of a natural person or group of natural persons who form an economic bond among themselves, each public or private institution or a group of Institutions that have the legal personality associated with each other, any branch or subsidiary company carrying out operations in a country other than the one in which the foreign investor resides." (O.C.D.E., 2010, PP.17-18)

Because of the total definitions that have been addressed, it can be defined foreign direct investment as the acquisition by a foreign investor residing in one economy of permanent interest in institutions residing in another economy by transferring a quantity of financial and technological resources and technical expertise in all areas that entitle him to the process of absolute supervision or participatory supervision.

B. Forms of Foreign Investment : Through these definitions, it is possible to distinguish between two forms of foreign direct investment, as follows:

1. Foreign direct investment (FDI): This type of investment is defined as: "The ownership of individuals or non-resident institutions for part or all of the investments in a particular project with the right to participate in the management of this project or full control over its management, in pursuit of more profit, cheaper labor or the opening of new markets, as well as the foreign investor transferring a quantity of financial and technological resources and technical expertise in all fields to the host countries, and this project may be a marketing project or For sale or manufacturing or any other type of production or service activity (Mandour, 2010, p. 11)

FDI, then, is an investment that involves a long-term relationship in fixed capital assets in a particular country (host country), so that this relationship reflects the benefit of the foreign investor who has the right to manage and control his assets from the home or host country, and the investor may be a natural or legal person. (UNCTAD, Transnational corporation and internationalization of R&D, 2005, p. 297)

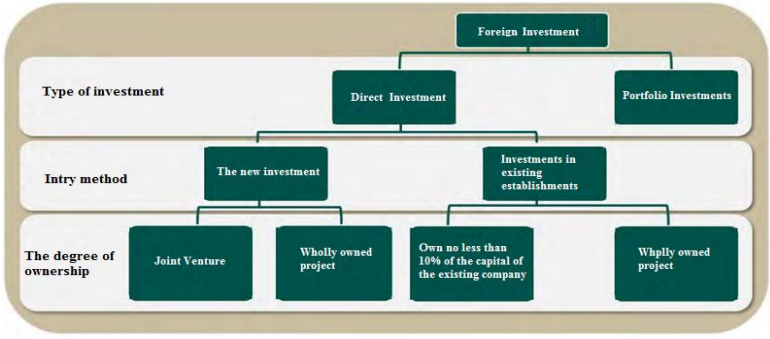
Through the different definitions, it can be concluded that: Foreign direct investment is characterized by two basic characteristics:

- **The characteristic of the flow of capital between two or more States :** the movement of capital from one State to another, whether in monetary or movable form, represented by movable physical instruments necessary in the production process;
- **Direct control of the foreign party over the project:** It is achieved through its total (absolute) ownership of the project or due to the relative importance of the part owned by the foreign investor of the **project, which some** require not to be less than 10% as a minimum, otherwise it becomes an indirect foreign investment.

2. Foreign Indirect Investment : Foreign indirect investment is defined as: "It is the operation of capital across international borders provided that the investor owns at least 10% of the voting shares in the project, whether the project is new or already existing."(UNCTAD, 2013))

After identifying the concept of foreign investment in a qualitative manner (direct and indirect), it is possible to distinguish between the latter two through the criteria of the method of entry and degree of ownership, according to Figure (01) related to the types of foreign investment following:

Figure N° 01 Types of Foreign Direct Investment (FDI)



Source : Report of the Arab Investment and Export Credit Guarantee Corporation Report, ***Investment Climate in the Arab Countries***, Daman Index for Investment Attractiveness, Kuwait, 2017, p.13

According to Figure (01) above, a distinction can also be made between the criteria of control and control; the first refers to capital movements that include ownership and type of control and control of decision-making by the investor, while the second does

not guarantee ownership and management, but is a type of flow called financing capital, such as the purchase of bonds and other securities. (Thumaria, 2018-2019, p.10)

2.2- Theoretical framework of economic intelligence

Economic intelligence is one of the most important concepts that have recently emerged in management science, which makes defining a concept for it somewhat difficult, from this point of view some economists tried to highlight its concepts and characteristics through the following:

1) The concept of economic intelligence : The definitions of economic intelligence varied and varied within the research and studies of a group of economic thinkers, some of which can be mentioned as follows:

- ✓ H. Christan defined economic intelligence as: "the ability to obtain unexpected answers by linking and analyzing information that is previously updated at the level of organizations, and putting it at the service of the capabilities they possess, to seize opportunities and avoid threats." (H.Christian, 2005, p. 05))
- ✓ In 2010, the Algerian Ministry of Industry and Small and Medium Enterprises defined economic intelligence as: "the sum of the operations of monitoring the internal and external environment to collect, study, analyze and distribute useful information to economic parties, as well as the process of protecting the information produced and using it in the processes of influence and pressure work." (Direction Générale de l'Intelligence Economique, 2010, p. 12)
- ✓ According to the various previous definitions, economic intelligence can be defined as the ability to intensively control information, and exploit this in the reproduction of new knowledge, and it can also be considered as a tool to detect various threats, and identify possible opportunities through collection, coordination, sorting, and storage, after verifying their credibility, on the one hand, it comes the stage of analysis and distribution of important information for those wishing to obtain it.

Within this context, and after presenting some important definitions of economic intelligence, its characteristics can be extracted as follows:

2) Characteristics of economic intelligence :Through the definitions of the concept of economic intelligence, a set of characteristics can be derived according to multiple levels, which will be determined as follows: (Al-Orabi and Dahmani, 2017, p. 51)

- ❋ At the internal level of the organization;
- ❋ At the level of local authorities;
- ❋ At the level of strategies adopted by decision-making centers in the country;
- ❋ At the level of multinational complexes;
- ❋ At the level of country-specific influence strategies.

3) The importance of economic intelligence :The importance of economic intelligence to adapt to the speed of technological developments and its reflection on the intensity of competition, especially with the need to adapt to the fluctuations in

the modern global economy, as a result of successive economic and financial shocks, which incite increasing inflation rates at the macro level, which made the economic institutions of those countries looking for opportunities to invest in other countries, especially developing countries that were not significantly affected by financial crises due to the backwardness of their economic systems. Hence, the critical importance of economic intelligence in providing the necessary protection from external threats, and on the other hand it will enable these institutions to seize opportunities and seize them before competitors, while quickly adapting to the new market rules. In this regard, the following figure (02) shows the importance of economic intelligence for the institution as follows: (Siham Abdul Karim, 2013, p. 670)

Figure (02): The importance of economic intelligence for the institution



Source : Authored by the researcher

This figure shows the importance of economic intelligence on the institution by relying on three main pillars, as it presents technical and operational solutions, allowing this institution to adapt to various circumstances, and thus interact with the environment or the environment of the institution, thanks to the operation of the effectiveness of vigilance to create awareness and good behavior to protect it from dangers. To achieve this, the following essential points should be taken into account:

- ⇨ Good anticipation of the most important changes in the industry;
- ⇨ Shift from relying on the development of economic intelligence to how to build an intelligence and strategic system;
- ⇨ Its effectiveness in strengthening strategic thinking;
- ⇨ Rapid response to crises, and how to manage them.

The most effective and effective use of technology will help the institution to achieve its goals, as the power of information can be considered the main component in dealing with the knowledge economy, which is based on the production, distribution, and use of knowledge and information, while converting data from abstract and static numbers, into information and perceptions that facilitate making

critical decisions, relying on strategies that serve the way this institution works and its quest to maximize its profit in a market marred by very intense competition.

4) Components of Economic Intelligence :Economic intelligence has three main pillars, which can be explained as follows:

4.1. Strategic vigilance : One of the most important components of economic intelligence, François JAKOBIAK defined it as: "Observation and analysis of the scientific, technical, techno-economic environment to avoid threats and exploit development opportunities." (Alphonse Carlier, 2012, p. 75) Strategic vigilance has several stages:

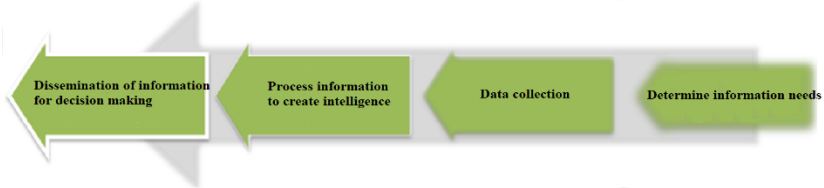
- **Collection stage.** (Bukhamkham and Salehi, 2012, p. 346)
- **Analysis and synthesis stage.** (Dai Wissam, 2016, p. 19)
- **Publishing** and decision-making stage. (Hadid Nofal and Hadid Ratiba, 2005, p. 193)

4.2. Information security and protection: This stageis one of the most important stages of economic intelligence and one of the priorities of the institution, the security of information is equivalent to preserving and protecting the institution from all internal or external attacks, and from all risks, whether voluntary or involuntary, current or future and is defined as:"Protection of all types of information and sources of tools that deal with and process it, from the organization and the operating room of devices, devices, storage media and individuals from theft, forgery, damage, loss, and loss. penetration, by following preventive measures and clear controls" (Aish and Nasiri, 2016)

4.3. Influence in the environment: Influence in the environment is one of the most important elements of economic intelligence as well, through which the institution can use information as a legitimate pressure tool consistent with achieving its future goals, especially at the level of bodies preparing systems and standards that manage economic life. (Hamdani, 2012)

5) Stages of development of economic intelligence : The stages of development of economic intelligence can be limited to four essential stages as shown in Figure (03) for the following stages of development of economic intelligence :

Figure (03): Stages of development of economic intelligence



Source : Diakite. Z, (March 2011), What is economic intelligence (EI) and what is its usefulness for Africa Training seminar in Economic Intelligence in Francophone Africa

Through Figure (03) above, it is possible to identify the stages of economic intelligence in limiting the need for information, obtaining and collecting information,

then processing and disseminating it to use it in making the necessary decisions, and this can be further detailed according to the following: (Belhaj, 2014-2015, p. 32)

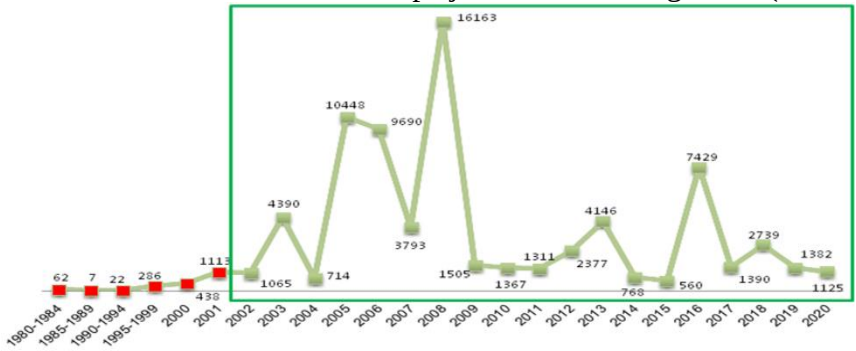
A. Inventory of information needs.
B. Collection of Information.(Al-Hala, 2014, p. 140) .
C. Information Processing.
D. Disseminate information to assist in decision-making.

6) Dimensions of the economic intelligence system : The basis of economic intelligence is a dynamic collective approach that abides by the law and includes all activities related to information management, including ensuring its protection, proper distribution and use in strategic decision-making processes, within the framework of strengthening the competitiveness of the enterprise at the micro level, and to enhance the influence of countries and their governments at the macro level, by elevating it to the level of public policy aimed at promoting local economic decisions, due to collective control of information. The process of economic intelligence is also based on the dimensions of others, as follows: (Maghmouli, 2015-2016, pp. 19-20)

A. Economic Security Policy.
B. Competitiveness Policy.
C. Compressive Impact Policy.

2) Contribution of the (AAIP) Agency in creation of Asian investments: The development of attracting the business environment to foreign direct investment has witnessed discrepancies and imbalances that can be illustrated by the presentation of Figure (04) related to the development of new investment projects received in Algeria for the period (2003-2018) following:

Figure 04 : Evolution of new investment projects received in Algeria for (1980-2020)



Source : Prepared by the researcher based onthe reportsof the Arab Investment Guarantee and Export Guarantee Corporation, the investment climate in the Arab countries, A guarantee of investment attractiveness index, Kuwait, for the years from 2004 to 2021.

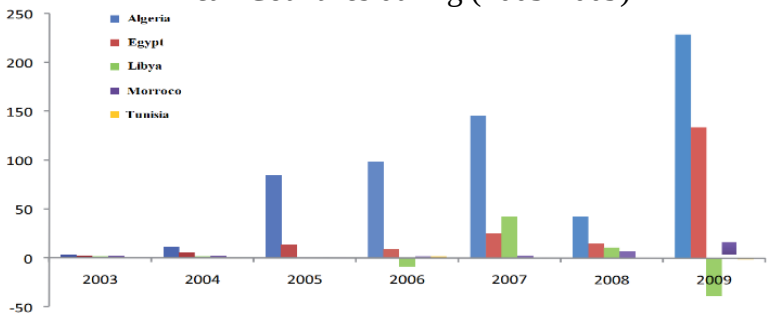
It appears from Figure (04) above that FDI inflows to the Algerian economy have been very volatile due to the effects of successive global

shocks, with the instability of oil prices at the international level, in light of Algeria's almost total dependence on extractive investment returns.

Therefore, to improve and diversify these flows, the contributions of the (AAIP) Agency in the creation of new foreign investments, as evidenced by the developments in these flows in general within the green box of Figure N° (01). With a focus on Asian investments in particular, these contributions can be presented through a study of Asian investments made by this agency, then addressing the total Asian investments by investing countries and with the assistance of the agency, and finally, the investments will be processed. Asian according to the sector of activity, as follows:

A. Asian investments made by the Agency : According to what has been discussed, the the (AAIP) Agency works to help investors in the creation of their enterprises, as can be highlighted by the presentation of Figure (05) related to the evolution of Chinese FDI flows to Algeria compared to the following North African countries:

Table 05: Evolution of Chinese FDI Flows to Algeria compared to North African Countries during (2003-2009)



Source : African Development Bank (AFDP), (2012), Chinese Investments and Employment Creation in Algeria and Egypt, in www.afdb.org (Seen: 24/09/2021)

Compared to some North African countries, Algeria took the lead in the group of countries consisting of Egypt, Libya, Morocco, and Tunisia, concerning Chinese foreign direct investment flows, and this shows the extent of the interest of Chinese companies in the Algerian economy, and this interest increased and doubled more during 2009, in parallel with the Egyptian economy to a lesser extent.

However, the scene of turmoil in North African countries has already harmed economic relations, as it was and is expected to reduce trade figures between the two regions. According to China's Ministry of Commerce, the value of contracted projects in North Africa and the Middle East fell 53.2% year-on-year to $3.47 billion from January 2011, with declines of 45.3% in Libya and 97.1% in Algeria. (Chinese Ministry of Commerce, 2001) More dramatically, Egyptian-Chinese trade has also seen a sharp decline since the events in Tahrir Square in 2011. Like in Libya, this has been severely reflected in the evacuation of Chinese citizens, and consequently the decline in trade relations.

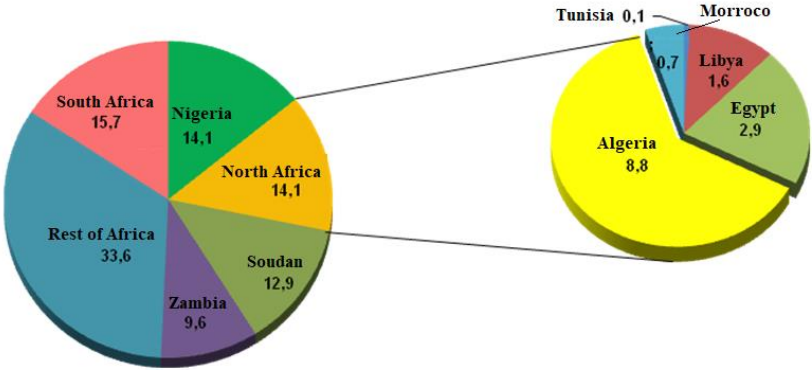
Table 01 : Evolution of Chinese Investment in Algeria by Sector during (2005-2006)

Asian Investor	Investment Value (M $)	year	Sector	Subsector
CNPC	390	2005	Energy	Oil
CITIC and China Railways Construction	6,200	2006	Transportation	Cars
Jiangling Automobile, Zhongding International	556	2006-2007	Transportation/Construction	Automotive, Building Materials

Source : African Development Bank (AFDP), (2012), Chinese Investments and Employment Creation in Algeria and Egypt, in www.afdb.org (Seen: 24/09/2021)

This table shows the sectors to which Chinese investments have contributed, noting their remarkable presence in the energy sector in particular due to Algeria's comparative advantage in this field, and the dependence of the economic development of this country on the returns of extractive industries, especially the petroleum industry. Figure 06 below shows the following:

Figure 06 : Algeria's share of the distribution of Chinese investment stocks in Africa for the year 2007



Source : 2007 Statistical Bulletin of China's Outward Foreign Direct Investment

The figure above shows the extent of Chinese investments in the Algerian economy, compared to the rest of the North African countries, where the percentage of Chinese investments in this region in 2007 was equal to 14.1%, in which the lion's share of the Algerian economy was 8.8% out of the total 14.1%. From this standpoint, Asian foreign investments can be addressed with the contribution of the National Investment Development Agency (AAIP) as follows:

B. Foreign Investments by Asian Countries Invested by the Agency : The various entities interested in investing in the economic environment of Algeria can be identified by presenting the data of Table N° (02): Projects in which foreigners participated for the period (2002-2017) as follows:

Table 02 : Projects involving foreigners for the period (2002-2017)

Areas	Number of Projects	Value in Million (DZD)	Work positions
Rest of Asia	114	169732	11761
Arab Countries in Asia	262	1057257	34462
Total Asian Investments	376	1226989	46123

Source :http://www.AAIP.dz/index.php/ar/declarationd'investissementseen: 10-09-2021

Through this table, it is clear that investment projects come from several countries around the world, but the lion's share of all these projects in which foreigners participate comes from Europe, equivalent to 472 investment projects, then comes in second place investor projects from Asian countries, including Arab countries, with 376 projects out of a total of 901 joint projects during the period (2002-2017), equivalent to 41.73% of the total investments, and with regard to the value of these investments, it was estimated With about 1226989 million Algerian dinars, or 48.69% of the total value of investments, most of the investment projects were in partnership with investors of some Gulf countries, such as the UAE in the first place, Saudi Arabia, Qatar, ... Etcetera. The rate of investments in partnership with the Arabian Gulf investors reached 70% of the total Asian investment projects within the framework of intra-Arab transactions.

In this regard, the most important Asian countries investing in Algeria during the period from 2004 to 2014 can be listed according to the following table N° 03:

Table 03: The most important Asian countries investing in Algeria during (2004-2014)

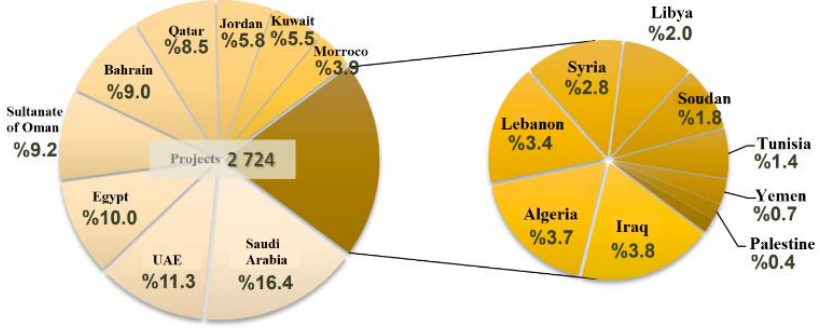
Country	Number of Projects	(%)	Number of job positions	(%)	Cost Million dinars	(%)
China	30	5	2.768	4	4.295	1
Japan	1	0	215	0	1.496	0
Jordan	42	4	1.394	2	14.252	4
Syria	30	5	2.091	3	2.560	0
Saudi Arabia	11	2	2.070	3	8.740	2
Qatar	6	1	590	1	11.994	3
Bahrain	6	1	596	1	4378	1
Iraq	5	1	197	0	1263	4
United Arab Emirates	4	0	1390	2	133696	31
Palestine	4	0	165	0	1179	0
Yemen	3	0	230	0	1079	0

Source : Prepared by the researcher based on the investment report in Algeria of (AAIP) Agency

Table (03) above shows the Chinese dominance over projects invested in Algeria outside the contribution of the Gulf countries, with 30 projects, while in the Arab countries, Jordan ranked first in the number of its investment projects in Algeria, while in terms of benefiting from the number of new jobs, the leadership of Chinese projects was with 2.768 jobs, while in the Arab countries, Syrian and Saudi projects brought respectively the number of 2.091 and 2070 new jobs, while in terms of the cost of projects, the projects occupied The

UAE ranked first with 133.696 million Algerian dinars during the period (2004-2014), in this context, it is possible to clarify more the percentage of inter-investment projects invested in Algeria by the Gulf countries according to Figure (07) related tothe distribution of total inter-Arab investment projects (number of projects) by receiving countries Next:

Figure (07) : Distribution of Total Inter-Arab Investment Projects (Number of Projects) by Receiving Countries for the Period (2003-2017)



Source : Arab Investment Guarantee Corporation Report, Investment Climate in the Arab Countries, op., cit., p.21

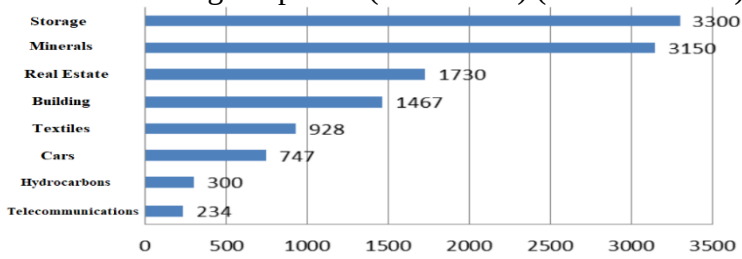
Figure (07) shows that Algeria obtained 3.7% of the total 2724 inter-Arab investment projects, in which the Gulf countries accounted for the largest share, led by the UAE (48.1%), Saudi Arabia (11.3%), and Kuwait (11.1%). Algeria contributed 0.2% of the total outgoing Arab investment projects (2724 inter-Arab investment projects). (Arab Investment Guarantee and Export Guarantee Corporation Report, 2018, p. 21)

The activation of the economic intelligence strategy by (AAIP) Agency has played a major role in its dealings to promote and improve partnerships and seize Algerian opportunities for investment across the national territory and abroad while combating and overcoming the spatial distance between countries by providing the necessary information and with the required ease of obtaining it for all investors.

c. Asian Investments by Sector of Activity: Two types of investments can be highlighted, the first is investment in the hydrocarbon sector, and the second is investment outside the hydrocarbon sector, according to the following:

- **Investment in the hydrocarbon sector:** The hydrocarbon sector accounts for more than 95% of Algeria's total exports, and to expand its field of intervention and using modern methods, Sonatrach has embarked in partnership with major international oil companies within all stages of production, following the text of Law N° 07/05 of 28/04/2005, which came to embody the This has resulted in the conclusion of several partnership contracts by this company with a large number of economic operators, this can be shown by presenting Figure N° (08) related to the development of investment projects in Algeria according to the top 10 sectors during the period (2013-2017) Next:

Figure (08): Development of investment projects in Algeria by top 10 sectors during the period (2013-2017) (million dollars)



Source : Arab Investment Guarantee and Export Guarantee Corporation, cit., p.61

It is clear from Figure (08) that the volume of foreign investments during the period (2013-2017) for the hydrocarbon sector has reached $ 300 million, and this reflects the great levels achieved by the Hydrocarbons Law issued on 22/04/2005 at the internal level, especially concerning transactions with foreign investors, and the figures recorded at the level of the Ministry of Energy and Mines regarding the completed investments and registered investments also show the reality of that development. (Dahar, 2011-2012, p.03)

- **Investment outside the hydrocarbon sector:** According to the data of (AAIP) Agency, the distribution of investments to various sectors outside the hydrocarbon sector lies in the outputs of Table N° (04) on the distribution of foreign investment projects by sector of activity (2002-2017) as follows:

Table 04 : Distribution of Foreign Investment Projects by Sector of Activity (2002-2017)

Activity Sector	Number of Projects	(%)	Value in Million (DZD)	(%)	Work positions	(%)
Agriculture	13	1.44	5768	0.23	641	0.48
Construction	142	15.76	82593	3.28	23928	17.91
Industry	558	61.93	2050277	81.37	81413	60.95
Health	6	0.67	13572	0.54	2196	1.64
Transportation	26	2.89	18966	0.75	2407	1.80
Tourism	19	2.11	128234	5.09	7656	5.73
Services	136	15.09	130980	5.20	13842	10.36
Telecommunications	1	0.11	89441	3.55	1500	1.12
Total	**901**	**100**	**2519831**	**100**	**133583**	**100**

Source :http://www.AAIP.dz/index.php/ar/declaration-d'investissement/bilan- 2002-2017 in: 10-09-2022

It appears from this table that the foreign investment projects that took place during the period (2002-2017) were distributed among various sectors, so the industrial sector ranked first with a rate of 61.93% of the completed projects with a value of 2050277 million dinars, i.e. 81.37% of the total invested amounts, and employing 60.95% of jobs, to achieve the objectives set within the framework of encouraging foreign direct investment to activate alternative sectors to hydrocarbons. It is followed closely by the construction sector in second place with 142 projects, and the sector Services were then carried out with 136 investment projects. Through the outputs of Table (04), it is understood through these data

that foreign direct investment is directed toward the industrial sector, which resulted from the use of the (AAIP) agency for the economic intelligence strategy in encouraging investments in sectors that can achieve economic take-off that creates the added value of the national economy, and work to get out of the cycle of a rentier economy.

In this regard, this agency seeks through its activity to give priority to investment in five very important sectors: the industrial sector, the tourism sector, the agricultural sector, the renewable energy sector, and the information and communication technology sector.

4. Conclusion :

Although the Algerian Agency for Investment Promotion from the point of view of economic intelligence is a guide for investors, it provides them with crucial information about investment opportunities and competitive advantages, as it undertakes the task of guiding investors based on the information it provides of a local and international nature. This made this agency a center for establishing databases on investment and local and international trade, to benefit all those who deserve information, and it is remarkable(e) These rules are effectively and effectively designed to give a kind of ease of use of information. In this context, the hypothesis of this study was accepted represented in the adoption of the National Investment Development Agency on the method of economic intelligence has not yet achieved its desired goals in raising the attractiveness of foreign investments to the desired levels, according to the analysis of its outputs from figures achieved within the study periods, where the results proved the validity of this hypothesis. This will lead to answering the problem of the subject of the intervention within the following conclusions :

Findings conclusions :

The test of the effectiveness of the practice of economic intelligence as a tool usedto attract foreign investment by the agency concerned with the study lies in the following conclusions :

1. The Algerian Agency for Investment Promotion shall collect, process and disseminate information relating to the institution and shall assist and accompany investors during all phases of the project;
2. The Agency aims to promote partnership and seize Algerian investment opportunities across the domestic region and abroad;
3. Foreign direct investment constitutes a small percentage of the total investment projects, but their material amounts invested are an important value and represent an important source of creation of a certain number of new jobs;
4. Foreign investment projects are distributed in different regions of the world, and the European traditional partner remains at the forefront of transactions;
5. Although the results achieved are somewhat positive, they remain weak compared to what is hoped for Algeria's share of foreign direct investment flows in the world.

Suggestions :

Through what has been analyzed with regard to what was presented by the National Agency for the Promotion of Investment in Algeria as a national body of economic intelligence, and as an important body to support entrepreneurship, and after reaching what was drawn from the results of the study, a set of the following suggestions can be presented:

1. The need to intensify efforts and diversify sources of information to further publicize the possible investment opportunities in the Algerian investment environment for local investors, especially foreign investors, through the creation of effective and efficient databases, with continuous updating, to achieve effectiveness and keep pace with modernity at the regional and global levels;
2. Activating the method of economic intelligence in a way that contributes to attracting the largest number of investors, especially foreign investors;
3. The success of the Agency in achieving its objectives depends on increasing the level of coordination between all actors and bodies supporting investment, and why not establish networks of permanent and continuous communication between these bodies to ensure the effectiveness and efficiency of databases, with the imperative of their automatic modernization;
4. The essence of the practice of the economic intelligence method at the Algerian Agency for Investment Promotion lies in providing useful and necessary information to foreign and local investors in databases that are in line with the current economic variables.

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