



وزارة الاقتصاد
MINISTRY OF ECONOMY

تحت رعاية كريمة من
صاحب السمو الشيخ محمد بن راشد آل مكتوم
نائب رئيس الدولة رئيس مجلس الوزراء حاكم دبي

Under the Patronage of
H.H. Sheikh Mohammed Bin Rashid Al Maktoum
UAE Vice President, Prime Minister and Ruler of Dubai



ملتقى الاستثمار السنوي ANNUAL INVESTMENT MEETING

World's Leading FDI Platform

**Linking Developed and Emerging Markets through FDI:
Partnerships for Inclusive Growth & Sustainable Development**

9 - 11 April 2018
Dubai, United Arab Emirates

**Report
2018**



H.H. Sheikh Khalifa bin Zayed Al Nahyan
President of the United Arab Emirates



H.H. Sheikh Mohammed bin Rashid Al Maktoum
Vice President, Prime Minister of the
United Arab Emirates and Ruler of Dubai

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Timetable

8 April 2018

Capacity Building Workshops

-
- 10:00 - 13:00** I – Emerging Technologies and Opportunities for Investment Promotion Agencies
II – How to Develop Successful City Region Economies
III – The Role of Chambers of Commerce in Achieving the SDGs
-
- 14:00 - 17:00** IV – Deep Dive into Sovereign Funds and Long-Term Asset Owners
V – Maximizing the Benefits for Your Country: Sustainable Investment and How to Attract It
VI – The Role of Marketing and Communications in Investment Promotion: How to Influence the Investment Decision Process

9 April 2018

-
- 09:00 - 18:00** Exhibition / Investors' Hub
-
- 10:05 - 10:10** Welcome Remarks by the Master of Ceremony
-
- 10:10 - 12:00** Global Leaders Debate
-
- 12:00 - 12:45** Grand Opening Speeches & Exhibition Inauguration
Speech by H.E. Kim Hyun-Chong, Minister of Trade, Industry and Energy, South Korea
Speech by H.E. Sultan bin Saeed Al Mansouri, Minister of Economy, UAE
Speech by H.E. Sami Al Qamzi, Director General, Dubai Department of Economic Development
Speech by Mr. Yonov Frederick Agah, Deputy Director General, World Trade Organization
-
- 12:45 - 14:00** Strategic Networking Lunch
-
- 14:00 - 17:00** Thought Leadership Conference - Plenary Sessions
-
- 14:30 - 17:00** Country Presentations
-
- 19:00 - 22:30** Gala Dinner and Investment Awards Ceremony sponsored by Abu Dhabi Investment Office

10 April 2018

-
- 09:00 - 18:00** Exhibition / Investors' Hub
-
- 10:00 - 17:45** Thought Leadership Conference – Plenary Sessions
-
- 10:00 - 10:15** Global Investment Competitiveness Report 2017-2018
-
- 10:15 - 10 :30** Hamdan Center for the Future of Investment
-
- 10:30 - 10 :45** Industry 4.0 - The Future of Trade & Investment
-
- 10:00 - 17:00** Country Presentations

11 April 2018

-
- 09:00 - 18:00** Exhibition / Investors' Hub
-
- 10:00 - 17:25** AIM Startup Conference
-
- 11:30 - 12:30** Country Presentations
-
- 17:25 - 17:45** AIM Startup Awards Ceremony

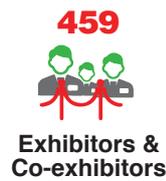
8th Edition | Annual Investment Meeting

Linking Developed and Emerging Markets through FDI: Partnerships for Inclusive Growth & Sustainable Development

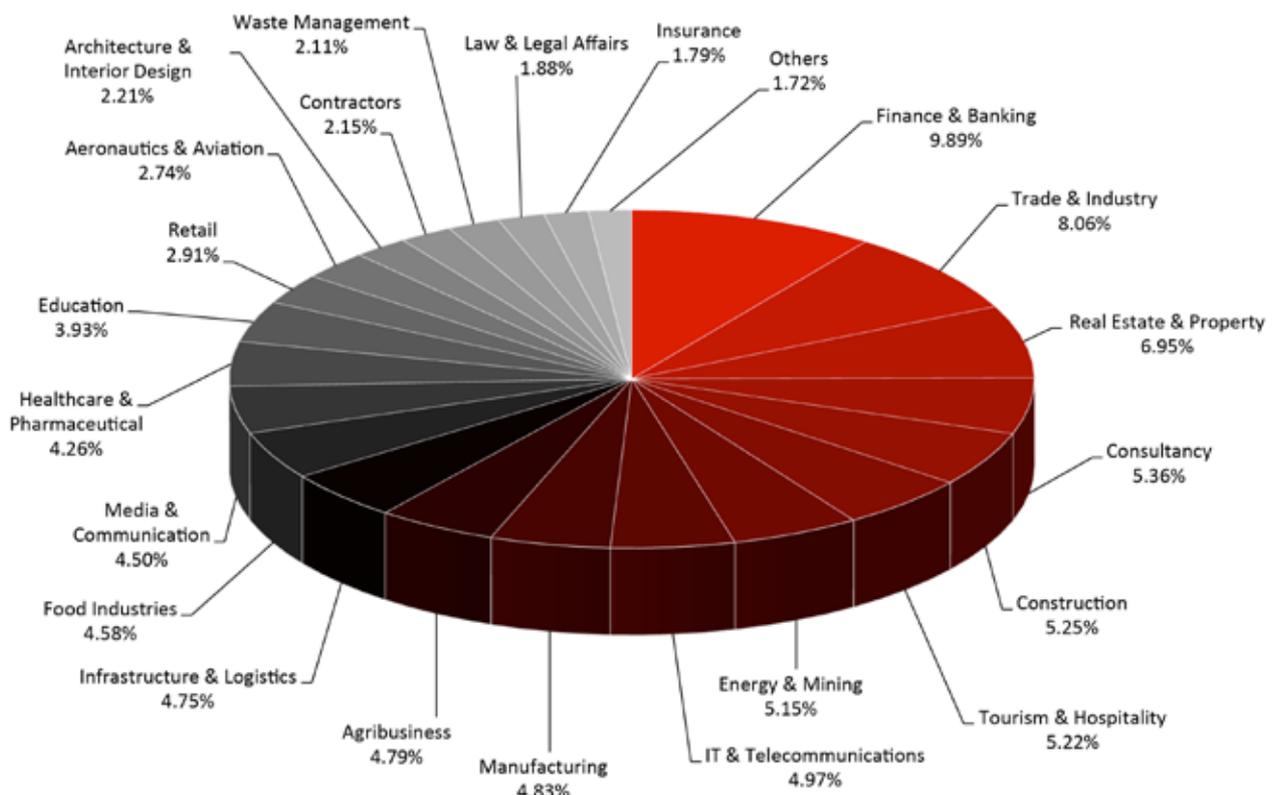
Annual Investment Meeting, the world's premiere FDI event, joins together corporate leaders, policy makers, global investment experts, FDI dealmakers, economic and investment promotion agencies, and site selectors from the region and across the continent. Over the span of three days, an array of activities were staged including a Thought Leadership Conference, Global Leaders Debate, Exhibition, Capacity Building Workshops, Country Presentations, Investors' Hub, Gala Dinner and Investment Awards, Networking Features, Startup Innovation Showcase and Pitch Competition.

AIM 2018, one of the most exclusive investment gatherings in the world, was attended by prominent political, economic, and academic figures as well as businessmen and investors from a vast array of sectors. It served as a unique platform to meet, network, exchange experiences, explore business opportunities and sign cooperation agreements.

2018 ACHIEVEMENTS

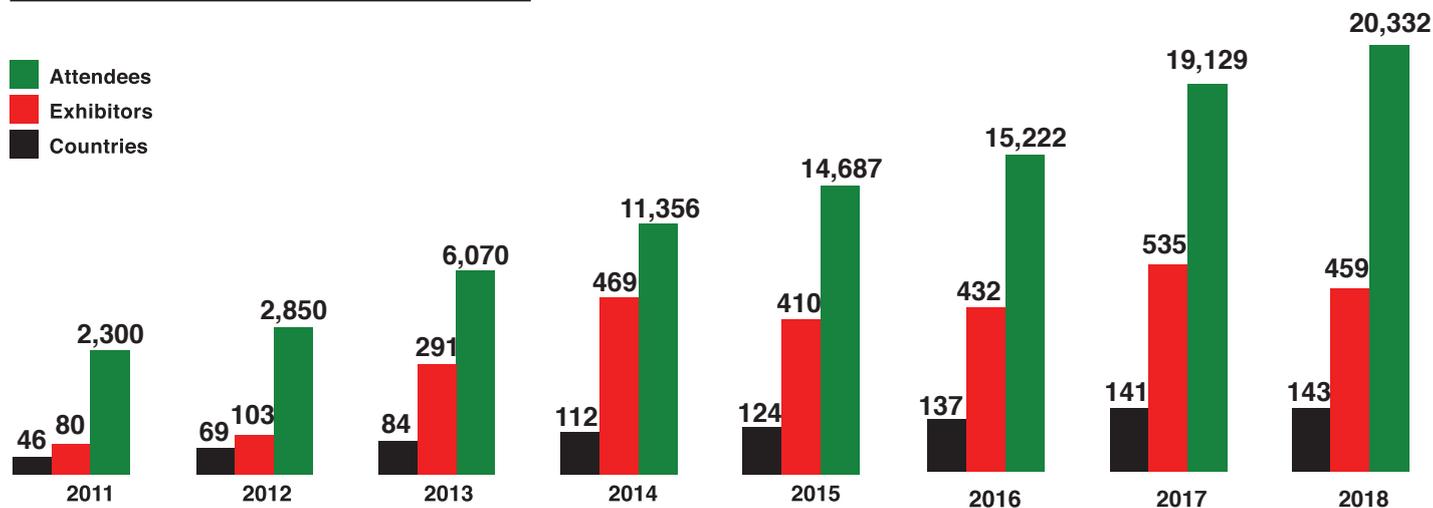


PARTICIPATING SECTORS

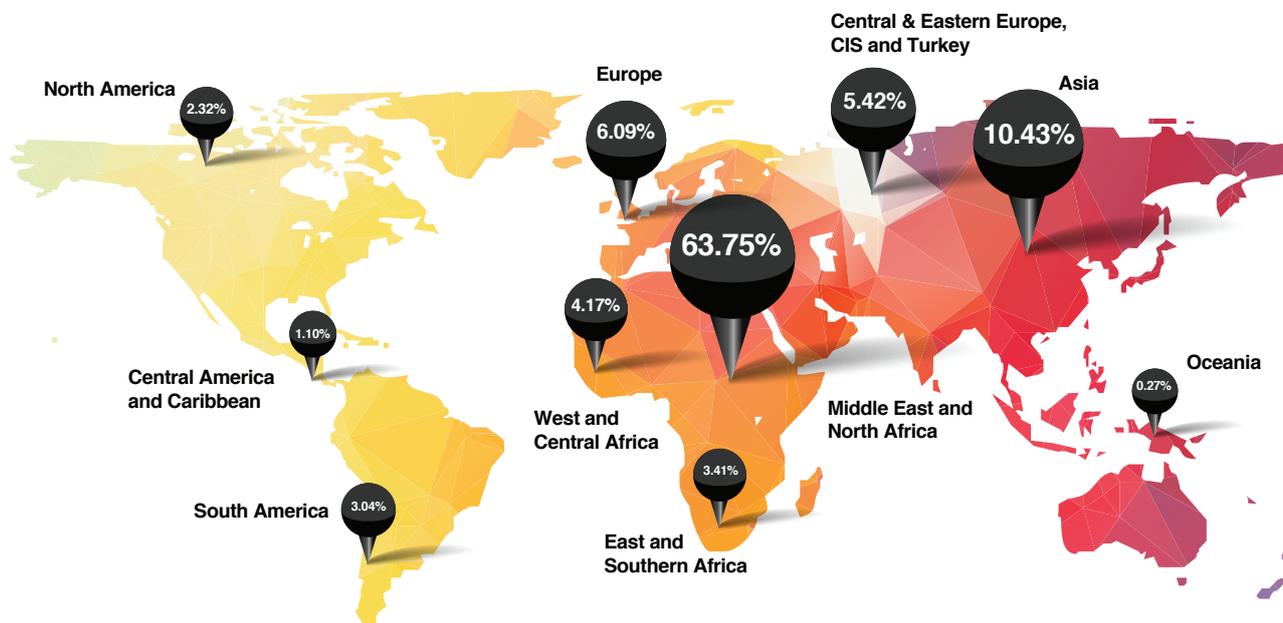


AIM 2018 At A Glance

EVOLUTION SINCE 2011



AIM REGIONAL PARTICIPATION



TOP 12 PARTICIPATING COUNTRIES



Message from the UAE Minister of Economy



H.E. Eng. Sultan bin Saeed Al Mansouri

Minister of Economy, United Arab Emirates delivering his speech at the Opening Ceremony,

Monday, 9 April 2018

In the name of Allah the Merciful, His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, Your Highnesses, Excellencies, and distinguished guests, peace, mercy and blessings of God upon you.

It is with great pleasure that I welcome you to the eighth edition of the Annual Investment Meeting (AIM). The Ministry of Economy of the United Arab Emirates is honoured to host this important forum, held under the Patronage of His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President, Prime Minister of the UAE and Ruler of Dubai.

The Annual Investment Meeting became a regional and international landmark for foreign direct investment and exchange of knowledge and best practices between emerging and developed markets, where it gains tremendous and continuous support from the leaders, decision makers and officials worldwide.

As we gather here, we have a few reasons to rejoice. Global economic growth is improving and short-term prospects look positive. The world economy is gathering speed with growth forecast for 2018-2019, according to the IMF, pegged at 3.9 percent.

The recovery in economy in a number of the key sectors such as investment, manufacturing and trade had a significant impact on strengthening the fundamentals of Global Economic Growth. This recovery was more visible in emerging markets and developing economies, with average growth estimates for these markets at around 4.5 percent in 2018.

However, in contrast to the positive world macroeconomic figures, international financial flows depict a stark different picture. Global FDI fell by 16 percent in 2017 to an estimated US\$1.52 trillion, according to the latest UNCTAD Global Investment Trends Monitor. However, a reading in the Global Investment Flows map shows that developing countries maintained stable rates of FDI attraction compared to last year.

Developing Asia remains a formidable economic force on the world stage and has regained its position as the largest FDI recipient region in the world, followed by the European Union and North America.

However, more investment in sectors that can contribute to the Sustainable Development Goals (SDGs) is still badly needed. As rightly said by UNCTAD's Secretary General, Mukhisa Kituyi, 'Promoting FDI for sustainable development remains a challenge.'

Message from the UAE Minister of Economy

In this context, we should look more closely at regional economic and investment data. Development efforts, policies of economic diversification and the enhancement of productive capacities adopted by a number of countries in the region have resulted in the continuation of positive expectations in GDP growth rates.

The UAE, the economy is strong and is expected to grow at 3.9 per cent in 2018 spurred by increased inflows in foreign direct investment (FDI), as well as the achieved growth in tourism and travel sectors among other non-oil sectors. The UAE continued to attract sizable levels of FDI and is set to maintain its lead as number one FDI recipient in the Arab world. This is due to the Federal and Local Government authorities' efforts to facilitate the investment environment.

Based on the UAE Federal Competitiveness and Statistics Authority figures, the UAE attracted around US\$9.6 billion in 2016 compared to US\$8.5 billion in 2015, and expected to reach around US\$10.3 billion in 2017 according to the UAE Central Bank estimates.

It is important to emphasize that the UAE adopts trade and investment policies that take into account the achievement of the sustainable development goals as an integral part of the country's vision to achieve comprehensive economic growth.

We live in an increasingly interdependent world. The pace of technological change is staggering, and foreign investment indeed plays a key role in harnessing this interdependence in a way that enhances our access to technology, the ingredients of innovation and to enhance prospects for meeting sustainable development goals (SDGs).

It becomes critical to address some of the major FDI issues facing both developed and developing countries, not only for strengthening investment but to serve our efforts to direct the investment movement on a positive path serving the global economic growth.

Through the focus of the eighth edition of the Annual Investment Meeting 2018 on linking developed and emerging markets under the theme "Partnership for Inclusive Growth and Sustainable Development", we look forward to contributing to the development of new solutions to ensure the social and economic prosperity of future generations.

In conclusion, I would like to renew my thanks for your presence, and I wish you a useful and productive time at the Annual Investment Meeting of 2018.

Your Highnesses, Excellencies, distinguished guests, today, we have the honor of the presence of His Highness Sheikh Mohammed Bin Rashid Al Maktoum, the Patron of the event, to launch the Ministry of Economy e-platform for Foreign Direct Investment. Thank you.

Vision

Internationally competitive and diversified economy under the leadership of efficient and knowledgeable nationals.

Mission

To develop the national economy and create a pro-business environment that contributes to achieve balanced and sustainable development of the country, through the enactment and modernization of economic legislations, foreign trade policies, development of national industries and exports, promotion of investment, regulation of competition and Small and Medium Enterprises (SMEs) sector, protection of consumer and intellectual property rights, and diversification of economic activities, under the leadership of efficient nationals, in line with international standards of creativity, excellence and knowledge economies.

Values

Transparency: to apply institutional governance principles, unambiguity of information, decisions, conducts, and all communication and interconnectedness mechanisms with customers from inside and outside the ministry.

Respect of Rights: to respect rights of employees, consumers and all customer classes as per applied economic legislations and work regulations.

Excellence: to provide services beyond customers' expectations and harmonize with best practices and international standards of excellence and exert efforts for uplifting the efficiency of human resources.

Team Spirit: to cooperate and work together, support all work groups of ministry's employees and strategic partners to achieve excellence.

Participation: to cooperate in a teamwork, support all work groups of ministry's employees and strategic partners to achieve excellence.

Creativity: to create positive climate for supporting concerned classes inside and outside the ministry, convert their ideas to applicable distinguished results serving ministry's vision and country's competitiveness.

Objectives

1. To develop economic policies and legislations according to the best international standards of a competitive knowledge economy.
2. To develop and diversify national industries.
3. To regulate and develop the Small and Medium Enterprises (SMEs) and national business pioneering sectors.
4. To increase the country's attractiveness for investments.
5. To enable appropriate business practices and protect consumers and intellectual property rights.
6. To enhance the country's competitiveness in foreign markets and develop its relations with other countries in a way that serves its commercial interests.
7. To secure provision of all administrative services as per quality, efficiency and transparency.

Grand Opening Ceremony

The Annual Investment Meeting 2018 was held under the patronage of the Vice President and Prime Minister of the United Arab Emirates and Ruler of Dubai, H.H. Sheikh Mohammed bin Rashid Al Maktoum. The grand inaugural opening was made by Eng. Sultan bin Saeed Al Mansoori, Minister of Economy of the United Arab Emirates on Monday, 9 April 2018 at the Dubai World Trade Centre.



More than 3,000 delegates attended the grand opening ceremony including high-level country representatives and heads of delegations from 143 countries and a large number of senior corporate executives as well as heads of International Organizations and senior officials.



In the Photo (L-R): **H.E. Ahmed Ali Al Sayegh**, Chairman of Abu Dhabi Global Market ; **H.E. Dr. Ali bin Masoud al Sunaidy**, Minister of Commerce and Industry, Sultanate of Oman; **H.H. Sheikh Maktoum bin Mohammed bin Rashid Al Maktoum**, the Deputy Ruler of Dubai; **H.E. Rustam Minnikhanov**, President of Tatarstan; **H.H. Sheikh Mohammed Bin Rashid Al Maktoum**, UAE Vice President, Prime Minister and Ruler of Dubai; **H.H. Sheikh Hamdan bin Mohammed Al Maktoum**, Crown Prince of Dubai, UAE; **H.E. Eng. Sultan bin Saeed Al Mansoori**, UAE Minister of Economy; **H.H. Sheikh Ahmed bin Saeed Al Maktoum**, President of the Dubai Civil Aviation Authority, CEO and Chairman of the Emirates Group

Grand Opening Ceremony



In the photo (L-R): **H.E. Dimitry Kumsishvili**, First Vice Prime Minister and the Minister of Economy and Sustainable Development, Georgia; **H.E. Mohammed Ibrahim Al Shaibani**, Director General of HH The Ruler's Court; **H.E. Sami Al Qamzi**, Director General of Department of Economic Development, Dubai Government; **H.E. Kim Hyun Chong**, Minister of Trade, Industry & Energy, South Korea; **H.E. Mubarak Al Fadil Al Mahdi**, Deputy Prime Minister and Minister of Investment of Sudan ; **H.E. Vera Songwe**, Executive Secretary of United Nations Economic Commission for Africa (UNECA); **Hon. Seetannah Lutchmeenaraidoo**, Minister of Foreign Affairs, Regional Integration & International Trade, Mauritius; **Mr. Arlind Zeqiri**, Advisor to the Minister of Economy / Former Minister of Foreign Investments, Ministry of Foreign Investments, Republic of Macedonia; **H.E. Kreshnik Bekteshi**, Minister of Economy, Republic of Macedonia; **Rt. Hon. Rebecca Alitwala Kadaga**, Speaker of Parliament, Republic of Uganda



Grand Opening Ceremony



Speech by

H.E. Hyung-Jong Kim

Minister of Trade, Industry and Energy, Republic of Korea

His Excellency Sultan bin Saeed Al Mansoori, Minister of Economy of the UAE, distinguished guests, I'm glad to be here.

First of all, I would like to extend my congratulations for the holding of the Annual Investment Meeting 2018, which is the eighth of its kind since beginning in 2011. I am especially delighted to be here since Korea is participating in this event for the first time.

As the global economy is facing turbulent times, AIM 2018 provides a precious opportunity to gather collective wisdom and to resolve problems to make a headway.

For the last few decades, cross border trade and investment have been twin engines of growth for both developed and developing countries. The world showed affluence and the poor climbed the ladder through trade and investment.

The global trade peaked in 2014 at US 38 trillion dollars and is now declining.

The trend might continue with the current rise of protectionism. Likewise, cross-border investment reached a record high in 2007 at US 1.9 trillion dollars and it is decreasing or stagnating since that time. It is a common challenge of our time and we must respond together. I hope we business, government, and institutions all together come up with creative solutions through AIM 2018.

As part of the solution I believe that it is time for the Middle East and East Asia, which are the most dynamic parts of the world to take a leading role, collaborating on strategic cross-border investments between two regions so the rest of the world could maximize the dynamism of the two regions.

Furthermore, active mutual investments of two regions will create a virtuous cycle of promoting regional trade by facilitating the movements of goods, services, and human resources.

We are facing the advent of the fourth industrial revolution and the key concepts include among others -- internet of things, artificial intelligence, precision medicine, and smart manufacturing. It has the potential to fundamentally alter the international trading system and to put the global economy on the new growth track again.

The key to growth in the fourth industrial revolution is obtaining and ensuring data. We should be able to tap into this blue ocean by investing in technology and nurturing technology and technology-based startups. In this light, I hope that investors here in this conference room managing trillions of dollars will actively find and engage with future world-class entrepreneurs with AIM 2018.

I would like to take this opportunity to make Korea's commitment to share Korea's experience and success story of utilizing crossborder investment as growth strategy. Towards this end, the Korean government plans to hold Invest Korea week in early November of this year and organize the so-called World Investment Vision Group as a part.

I wish every success for AIM 2018 and hope to carry on the light and to march into brighter future.

His Excellency, Sultan bin Saeed Al Mansouri, Minister of Economy of the UAE and the dedicated person who made this event possible, thank you. Shukran.

Grand Opening Ceremony



Speech by

H.E. Sami Al Qamzi

Director General

Dubai Department of Economic Development

It is my pleasure to welcome you to the opening session of the 8th Annual Investment Meeting. This gathering has become one of the most important global events that serves to enhance cooperation and communication and continue our discussions on the future directions for investment. AIM brings together local and international investors, representatives of specialized international bodies, economic development institutions and investment promotion agencies from more than 160 countries.

Dubai's Department of Economic Development (DED) is proud to have been a strategic partner of AIM since its inception eight years ago, represented by Dubai FDI. We will be shedding light on the achievements and the vital role Dubai plays in the field of foreign direct investment.

At a time when many analysts are concerned about the increasing uncertainty in the global economic landscape, our beloved Emirate is experiencing rapid economic growth supported by the visionary foresight and guidance of our leadership for Dubai to be a free and open economy and a magnet for domestic and foreign investment. These policy decisions have gone a long way in setting Dubai on a path towards achieving comprehensive and sustainable development based on innovation and high productivity. We will continue our drive towards diversification and the production of high value-added products by building on our past experiences and achievements and taking into account the requirements of doing business in the future. This strategy has served well in the past and has contributed to increasing the ability of the local and national economy to grow and confront any internal or external shocks.

Our latest economic studies show that Dubai's economy is expected to grow by 3.5% in 2018 and 3.7% in 2019 in light of the external factors and the positive impact on the economy of the important strategic initiatives launched by the Government of Dubai under the Dubai 2021 Plan. Chief amongst these initiatives are the plans to host Expo 2020 where the Government of Dubai has moved ahead with the launching of a number of mega infrastructure projects.

At the sectoral level, the drive towards economic diversification represents one of the most important pillars of Dubai's economic boom and its transformation into a regional and global financial and business hub. Today, five non-oil sectors make up for 90% of Dubai's economy. These are: manufacturing, transport, storage, communications, real estate and business services, wholesale and retail trade, and construction.

Foreign direct investment has played an instrumental role in realizing these achievements through its contribution to job creation and technology diffusion. Last year, for example, Dubai strengthened its role in facilitating the growth and expansion of foreign investment, and attracted AED 27.3 billion, an increase of 7.1% compared to 2016. Dubai has thus maintained its position among the top 10 international cities in attracting foreign investment, becoming host to 367 new investment projects, a 50 per cent increase over 2016. These achievements will further strengthen Dubai's position as a preferred global investment destination.

The year 2017 has seen a number of multinational firm choosing Dubai to be their global hub in sectors such as energy, logistics and innovation. The fact that Dubai has been ranked as the fifth destination globally for reinvestment is a clear sign of the global investment community's confidence in the business environment in Dubai and the UAE.

Looking ahead, we remain wholeheartedly committed to the policy of openness that we have pursued for decades. We will continue our drive to further our integration into the global economy through the free cross-border flows of trade, investment, people and ideas. We will also continue to work closely with the private sector to promote productivity growth, improve the quality of public services and support a dynamic business-driven business environment that is according to the World Bank's Ease of Doing Business report and the World Economic Forum's Competitiveness Report second to none.

Expo 2020, an event that will be held for the first time in the Middle East, Africa and South Asia region, provides a real opportunity to explore new investments between emerging and advanced economies and to promote the global investment climate with new and innovative initiatives and ideas. We are pleased to offer all the support in helping you realize your investment opportunities.

Last October, Dubai Economy launched a specialized forum for sustainable investment and announced the establishment of "Hamdan Center for the Future of Investment". The Centre represents a new and unique model for exploring the future of investment and development of sustainable investment projects. It furthermore seeks to provide assessments of the economic, social and environmental impacts of new projects. We look forward to exploring opportunities for enhanced cooperation with the relevant international institutions and investors, and working together to promote the role of "Impact Investment in Development" globally.

Once again, I welcome all of you to the Emirate of Dubai, and invite you from this platform to seize on the opportunities before you, and come talk to us if we can be any help in realizing your projects.

Grand Opening Ceremony



Keynote Speech by

H.E. Yonov Frederick Agah

**Deputy Director General
World Trade Organization**

Your Highness Sheikh Mohammed bin Rashid Al Maktoum, esteemed business leaders, experts, and dignitaries, ladies and gentlemen, thank you for inviting me to share some thoughts at this opening of the 8th Annual Investment Meeting – an event which could not be more timely.

My message is straightforward. No issue is more urgent today than reviving global economic cooperation, liberalization and growth. Trade and investment are not the only drivers of global growth but they are necessary ones – indispensable to expanding development, fuelling innovation, generating jobs, and achieving the 2030 Sustainable Development Goals. Signs of rising trade tensions are not only a cause but a symptom of a global economy that has largely stopped opening and integrating in recent years – holding back growth when it is most needed to secure a prosperous and peaceful world.

The picture was very different just a decade ago. Between 1990 and 2008 – the high-water mark of globalization—world trade expanded nearly three-fold—double the pace of economic growth—while FDI grew almost seven-fold. It was not just new technologies that helped fuel this expansion, but the success of major new global and regional liberalization initiatives as well – the Uruguay Round; China's accession to the WTO; the creation of the European Single Market, NAFTA, Mercosur, and many others.

The result was a virtuous circle: the expansion of FDI fueled further trade growth—as multinational firms exchanged goods, services, and technologies within globe-spanning production networks—while trade growth in turn fuelled further FDI expansion. It is no coincidence that this unprecedented period of trade and investment-led globalization also coincided with an unprecedented period of global development, poverty reduction and economic expansion.

But since the 2008 financial crisis – and probably earlier - a slowdown in trade liberalization, an uptick in protectionism, and the risk of further reversals have been a drag on trade, investment, and growth. Meanwhile, as the WTO's Monitoring Reports show, countries' trade restrictive measures continue to rise.

Although there are now signs of fragile recovery, trade volumes grew by an annual average of less than 3% in the eight years after the financial crisis—barely the rate of GDP growth—while FDI flows have yet to return to their pre-crisis levels. This slow-down of global trade and investment should be deeply worrying for all economies, but especially for small and developing ones. Trade now represents 34 per cent of developing countries' GDP on average – compared to less than 20 per cent for advanced countries.

As I said at the outset, the message is straightforward. A new global push to strengthen economic cooperation, to liberalize trade and investment, and to resist protectionism is indispensable to reinvigorating global growth, advancing development, and restoring confidence in the international economic system. Besides making progress on traditional 20th century issues - such as agriculture we also need to make progress on 21st century issues – such as services, investment and digital trade. And while regional agreements can play an important supporting role in opening trade, they are no substitute for a strong WTO – particularly since many of the trade and investment challenges we face today are inherently global in nature and require global solutions.

What's more, the WTO has proven that it can deliver results when its members work together. In 2013, we negotiated the Trade Facilitation Agreement which, when fully implemented, will increase global trade flows by \$1 trillion annually. This was followed in 2015 by the Information Technology Agreement expansion deal - which covers 201 products with an annual export value of \$1.3 trillion – and by the agreement to ban all forms of agricultural export subsidies. And at the WTO's Ministerial Conference in Buenos Aires last December, a significant numbers of WTO Members agreed to launch discussions on electronic commerce, investment facilitation, and enhancing the participation of small and medium sized companies in global trade.

But progress like this is possible only when we recognize that the world economy has never been more interdependent; that no country, even the most powerful, can solve its trade and investment challenges on its own; and that the answers lies in more, not less, global cooperation. This is the message that the UAE – by bringing together key investment and trade stakeholders at this important gathering – not only understands but is clearly acting on.

I wish you a successful meeting – it is vital!

Thank you.

Conference



AIM 2018 Conference gathered more than 100 influential FDI thinkers and renowned experts offering participants the latest investment intelligence, trends and updates on **Linking Developed and Emerging Markets through FDI: Partnerships for Inclusive Growth & Sustainable Development**, the theme of this year's event.

The 2018 Conference explored key global investment issues in the limelight Global Leaders Debate as well as the rich plenary sessions.

Day One – Monday, 9 April 2018

Plenary Session One: **Global Leaders Debate: Driving Sustainable Development through FDI**

Unlike portfolio investment, foreign direct investment (FDI) by its nature constitutes a long term commitment of investors to a country. It enables domestic capital formation, creates jobs and promotes technology - as well as skills transfer. In 2017 global FDI stood at US\$ 1.5 trillion, which was 16 % lower than in 2016. However, the decline was mainly felt in the US and Europe and emerging economies received roughly the same amounts as in previous years.

From a country perspective, it is important that FDI supports fair competition, greater equality and sustainability.

The Global Leaders' Debate (GLD) explored how FDI can be used to drive sustainable development. The session highlighted how FDI could help create positive North-South as well as South-South economic linkages. It also looked at how the regulatory environment of the recipient country could ensure that the capital deployed serves the sustainable development goals and fosters equality and environmental sustainability.

The GLD Session was divided into two sub panel of five participants each.

Moderator:



Cornelia Meyer,
Chairman & CEO,
MRL Corporation
Switzerland

Panelists:



Badr al Olama
Chairman Board of
Investors Strata, Mudabala
Company,
UAE



Paolo Portas,
Deputy Chairman
Portuguese Chamber
of Commerce, Former
Minister of State and
Foreign Affairs
Portugal



Rustam Minnikhanov
President,
Republic of Tatarstan



Sindiso Ngwenya,
Secretary General,
Common Market for
Eastern and Southern
Africa, (COMESA)
Zambia



Vera Songwe,
Executive Secretary,
United Nations Economic
Commission for Africa
(UNECA),
Ethiopia

Global Leaders Debate

It focused on what state institutions and multilateral organisations could do to promote investment and how they could use their investment policies to attract money that would benefit the economic development of their countries.

The findings were that the UAE decided to create an ecosystem that made it attractive for foreign companies to invest. It focused on various key industries such as aerospace, green energy and equipment related to the oil, gas and chemicals industries. A positive regulatory framework and the creation of clusters helped propel the country as a key destination of these investments. The fact that Mudabala was co-investing with major corporations such as Boeing or GE certainly helped foster confidence in the UAE as a preferred investment destination.

All in all it was highlighted that the appropriate regulatory frameworks were important and that countries could learn a lot from the successes in their regions and provinces and adopt best practices.

The panellists also agreed that multilateral institutions such as the UN could help the dissemination of best practices. The UN was working across Africa to achieve various development goals. Various sub regional organisations were also important in as much as they were able to establish free trade and investment zones.

Overall, there was agreement that environmental and social stability were not just important for countries. They were also important for investors as socially stable countries made for more secure investment destinations.

Panel 2 consisted of:



This session focused on what the quest for equitable and sustainable FDI looked like from a private sector perspective: What were the expectations of the investors when they came to a country and how could the state players ensure their investment policies benefited their countries while keeping investors happy.

Conference

The Georgian Deputy PM focused on the importance of creating positive investor friendly regulatory frameworks as well as building the necessary energy and transport infrastructure. He especially highlighted easy investor friendly tax systems. In the case of Georgia, these frameworks have paid off, as they are high on all the relevant indices of the World Bank (Ease of Doing Business) and the World Economic Forum (Competitiveness Index) etc. Being high up on these league tables did help attract investment. Georgia also found it beneficial to be a pillar of the Chinese “Belt and Road” initiative as it brought a lot of infrastructure and economic activity to the country.

The UAE looks carefully at where countries stand in the above-mentioned indicators before investing. The country also found it beneficial when a country adhered to principles of social equity and promoted environmental sustainability. It was again viewed that these principles made for more stable nations and to a certain extent therefore served as guarantors for keeping investments safe.

The private sector participants also highlighted the importance of infrastructure regulatory frameworks and a focus on environmental and social sustainability. In other words societies that are built on sound foundations make for the most attractive investment destinations.

Moderator:



Cornelia Meyer,
Chairman & CEO, MRL
Corporation,
Switzerland

Panelists:



Dimitry Kumsishvili,
First Vice Prime Minister of
Economy and Sustainable
Development,
Georgia



Jamal Jarwan,
Secretary General,
UAE International
Investors Council,
UAE



**Dr. Kofi Konadu
Apraku,**
Commissioner in Charge
of Macroeconomic Policy
and Economic Research,
Economic Community
of West African States
(ECOWAS),
Nigeria



Yusuff Ali
Chairman & MD
Lulu Group
International,
UAE

Plenary Session Two: **A New Wave of Economic Opportunity & Digital Innovation: Understanding the Promise of Blockchain**



The session represented by stakeholders of the blockchain community discussed various functions and areas including Currencies, Tokens and Smart Contracting. Richard Teng, CEO of Abu Dhabi Global Markets represented the regulatory aspect of blockchain and explained that the key challenge with regulating blockchain is its de-centralized nature and lack of central authority. Regulators are continuously tasked with creating and maintaining proper standards and ADGM is at the forefront of embracing innovation, running the top financial center in the MENA region that responding to challenges and creating the frameworks strong enough to address custody issues, market misconduct issues and more.

His Excellency Khalfan Belhouli, CEO of Dubai Future Foundation explained that Dubai government are embracing blockchain technology to optimize government processes, working directly with entrepreneurs from across the world to implement blockchain based solutions. The DFF along with 48 members make up the Dubai Blockchain Council, which was created a year and a half ago to identify the best policies and procedures to embrace blockchain and are currently working on establishing a policy accelerator. His Excellency noted that accelerating policy is much more valuable to entrepreneurs working in this space than equity financing is.

Nick Ayton, founder of Chainstarter Ltd. and ICO expert provided the audience members a very basic ABC definition of what a ‘Token’ is, responding with “a token is paper money, a token of a stored value, and what is behind money? Quite often it’s a promissory note from a government that says they will underwrite, that it has some intrinsic value.” “A token is a store of value that we can all exchange between ourselves,” Ayton explained how ICOs are revolutionizing the way funds are being raised.

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While the industry has managed to gain much interest and recognition, Nicu Hariju, MD of Smart Contract Capital concluded that there was not enough understanding in the space and that the more people need to invest in blockchain and crypto, stating that the larger the ecosystem will become, it will inherently gain more value.

Finally, Adel B Fernandez, Business Development Manager in Advanced Analytics at ESRI, the world's lead spatial company highlighted that by 2021, USD 6 billion will be spent on cyber security indicating that it is key to the industry. While the blockchain has to date proved to be secure, applications created on the blockchain have been hacked and it was recognized that investing in cyber security is imperative for the blockchain revolution, as a lack of security could potentially 'bring down the whole house' according to von Scheel.

Moderator:



Henrik von Scheel,
Mastermind of Industry
4.0 & Leading Authority
on Competitiveness,
Switzerland

Panelists:



Adel B Fernandez,
Business Development
Manager: Advanced
Analytics,
ESRI,
UAE



Khalfan Belhouli,
CEO,
Dubai Future
Foundation,
UAE



Nick Ayton,
Founder,
21 Million Project and
Chainstarter Ltd,
UK



Nicu Harajchi,
Managing Director,
Smart Contract Capital,
Hong Kong



Richard Teng,
CEO, Abu Dhabi
Global Markets,
UAE

Plenary Session Three: **The Rise of Protectionism: Impact of Globalization and Sustainable Development**



The last 50 years have seen the opening up of world markets through regional and multilateral trade agreements and convergence towards market-led economies. "Globalisation" has generated strong world economic growth driven by exports and FDI and has pulled hundreds of millions of people out of poverty.

However, globalisation seems to have halted. Growth in world trade and FDI is stagnant. Countries that spearheaded the spread of free markets appear to be turning their back on globalization. This session explored why world trade and FDI are growing slowly and what the implications for sustainable development are, in particular in emerging markets but also in developed markets.

Paulo Portas opened with, "The situation of global trade is much better in reality than in perception and we live in a world of perceptions." In response to the current situation between the U.S. and China and reporting on pure facts, Portas stated that in the first year of Donald Trump's presidency, growth of global trade made a comeback from 2016, which was reduced to 1.3%. Likewise, the trade deficit of the United States rose by 12%. U.S. exports also grew by 6%.

Portas concluded that Africa could have a huge contribution to global growth and trade. Latin America, back from a long recession will boost growth and trade if the top five economies of the region- Chile, the strongest GDP per capita in Latin America, Mexico, with 70% of exports, Brazil, by its dimension and Argentina and Colombia, a market of 50,000,000 people are ruled by free market oriented leaders. He predicted that 2% of average growth will be witnessed among the Latin America region.

Phillip Kucharski also took an optimistic stance, stating that trade is such a powerful force that temporary protectionist measures cannot stop companies from trading internationally. He noted that the fact that we are in the beginning of a transforming digital world, where even SMEs, which represent the majority of jobs and growth around the world, are trading more and more internationally.

Representing the U.K., Alistair Long explained that the UK was unfairly being seen as isolationist with the Brexit move, when actually this is not the intention of the U.K. government. Long insisted that the government is intent on becoming the leader internationally of

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free trade from 2020 onwards, which is why it is important for the U.K. to be able to set their own trade policy and enter into their own trade agreements, offering preferential access to the U.K. economy for developing nations and able to put trade policy together alongside development policy. The U.K. will look globally for trading agreements but will not discontinue looking at the European Union.

While all panelists were strongly in support of free trade and globalization and anti protectionism, there was a general feeling of optimism on the panel, with experts confident that nothing could threaten global trade. From a practical perspective, speaking towards Brexit, Ewa Synowiec shared that there will be a twentyone month transitional period, which will last until the end of 2020, within that time, all businesses will be covered by the same rules that apply today but everyone will need to prepare for the U.K.'s departure from the European Union, which is inevitable.

Moderator:



Chris Knight,
Global Commercial
Director, FDI Intelligence,
UK

Panelists:



Alastair Long,
Director of Trade and
Investment, Department of
International Trade,
UK



Ewa Synowiec,
Principal Advisor in
DG Trade, European
Commission,
Belgium



Mary Hebert,
Senior Vice President,
WAVTEQ North
America,
USA



Paulo Portas,
Deputy Chairman,
Portuguese Chamber
of Commerce, Former
Minister of State and
Foreign Affairs,
Portugal



Philip Kucharski,
COO, International
Chamber of Commerce,
France

Plenary Session Four: **Creating Value through Technology and FDI**



The panel looked at the industries and areas where FDI can be expected to provide the most value in view of sustainable development, specifically exploring how emerging technologies are reshaping industries and how they can be used as vehicles to achieving sustainability.

From a corporate perspective, Sabine Dall'Omo, CEO of Siemens South Africa reported that Siemens have centered their company vision, known as Vision 2020, around four mega-trends, which includes urbanization, life expectancy, CO2 and carbonization and finally digitalization. Panelists concurred that solutions and digital applications to address these areas were seen as crucial not only in developed markets but also for the developing world moving forward within the next five to ten years.

Representing Abu Dhabi's Masdar Clean Energy, a deployer of technology and clean energy, Niall Hannigan explained how Masdar Clean Energy is currently working on what they call the "green print" for sustainable development, which serves to demonstrate to the world the true commercial viability of renewable technologies.

Exploring how transformational technologies will manifest themselves, creating economies of the future, it was agreed by members of the panel that they would manifest selectively, deploying transformational technologies to developed economies that have the right regulatory framework and access to financing. However, for emerging technologies to be deployed throughout developing economies, collective efforts will be required to work in partnership with governments, banks and corporations, to create a framework that will allow the deployment of emerging technologies that can change people's lives.

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Moderator:



Christina Knutsson,
Director & Partner, GDP
Global, UK

Panelists:



Fabio Fontana,
ME, Managing
Director, Hewlett
Packard Enterprise
HPE,
UAE



Manni James,
Operation Manager,
Frost & Sullivan,
UAE



Niall Hannigan,
CFO, Masdar Clean
Energy,
UAE



Sabine Dall'Omo,
CEO, Siemens,
South Africa,
South Africa



Sameh Hassan,
Business Development,
Executive, IBM, Middle
East & Africa,
UAE

Day Two – Tuesday, 10 April 2018

Keynote Address: **Global Investment Competitiveness Report 2017-2018** by World Bank Group

Peter Kusek, Senior Economist, Macroeconomics, Trade & Investment of World Bank Group and Managing Author of the WBG Global Investment Competitiveness Report 2017-2018 shared the report's key findings.

Surveying hundreds of executives at multinational companies regarding their investment location decisions and conducting extensive research and data analysis to better understand investment drivers, the World Bank Group created a report known as the Global Investment Competitiveness Report 2017-2018. Peter Kusek, Senior Economist and Managing Author of the report, in front of an international audience, mainly representing developing nations, presented the results.

Findings showed that multinational companies are more inclined to invest in developing countries when they fully understand their opportunities and risks. Furthermore, it exposed that a business friendly, legal and regulatory environment, along with political stability and security and macro-economic conditions are some of the key factors for investment decisions in developing countries.

The report leverages the findings to propose actionable recommendations for policy-makers, to attract, facilitate and retain foreign direct investment and maximize development impact.

To view the full report, go to: <https://openknowledge.worldbank.org/handle/10986/28493>

Speaker:



Peter Kusek,
Senior Economist, Macroeconomics,
Trade & Investment,
World Bank Group
USA

Keynote Address: **Hamdan Centre for the Future of Investment**

The United Nations 2030 Agenda, a set of 17 goals to protect people, planet and prosperity calls for a new model for investment. Based on this, the leadership of the Emirate of Dubai have announced the creation of the Hamdan Center for Future Investment to come up with a new model to address the issues relating to the 17 goals, through foreign direct investment. It is widely understood that “transforming the Sustainable Development Goals (SDGs) into economic, social and environmental realities will create exceptional opportunities for investors and entrepreneurs worldwide” as declared in a statement made by His Highness Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai.

The HCFI, a part of Dubai FDI is a new generation of “investment promotion & facilitation agency” that is focused on helping to realize Sustainable Development Goals. The center's genesis lays in the three words, Risk, Return & Impact, stated HCFI's Keynote Speaker, Dr. Raed Safadi, Chief Economist of Economic Development, Dubai FDI. The center will focus on social targets and environmental targets, over and beyond the economic targets that focus on the bottom line, which looks solely on risk and return aspects.

The vision of the center is to become a leading global center of Impact FDI development, partnership and foresight. The mission, to shape the future of “Impact FDI”, enhance private sector contribution; and facilitate “Impact FDI” flows into sustainable development projects. The outcomes expected

Speaker:



Dr. Raed Safadi,
Chief Economist of Economic
Development, Hamdan Center for the
Future of Investment, Dubai FDI,
UAE

Conference

from the center are to establish “Impact FDI” as a sustainable economic development imperative and to shape the role of “Impact FDI” in a sustainable and prosperous future at the country, city and community level. Global partnerships are a key component recognized by the center to be successful. It will serve to develop and build capacity in research, project development and deal flow and will create a marketplace for SDGs – oriented FDI Projects. Furthermore, the center will provide a detailed assessment of “Impact FDI” projects’ outcomes through advanced data analytics and will further go on to recognize positive people, economy and climate outcomes of leading “Impact FDI” projects.

Keynote Address: **Industry 4.0 – The Future of Trade and Investment**

Speaker:

Known as the Mastermind of Industry 4.0 and expert on Competitiveness, Henrik von Scheel explained how Artificial Intelligence is disrupting the financial investment market.

As the biggest disruptive force in the financial industry and market, the Industrial Revolution is driving new economic risk sharing and return models in the investment market. This is greatly affecting private equity, venture capital and family offices. Artificial Intelligence is at the epicenter of the next level of wealth creation, said Von Scheel, He predicts that it is poised to have a hand in 99% of investment by 2025.



Henrik Von Scheel,
Mastermind of Industry 4.0 & Leading
Authority on Competitiveness,
Switzerland

Plenary Session Five: **How to Compete for Investment in Industry 4.0**



This session exposed how Industry 4.0 is changing every aspect of our lives from the way we consume things to the way we make things. It looked at competition between locations, countries, regions, cities, industrial parks and economic zones across the world in attracting advanced investment.

Rudolf Loemeyer explained the distinction between Industry 4.0 and the 4th Industrial Revolution, explaining that one should conceive of Industry 4.0 as the narrower concept centered on manufacturing, while the 4th Industrial Revolution should be looked at in a much broader sense. Henrik Von Scheel defined Industry 4.0 as the merge of a digital world, a physical world and a virtual world.

Various case studies of countries that have successfully attracted advanced investment in Industry 4.0 were looked at, such as Portugal, represented by Joao Vascancelos, Costa Rica represented by Pilar Madrigal and Finland, represented by Anti Aumo. It was noted that countries must continue to have strong trade agreements in place in order to compete for advanced investment. Access to global markets is key. Though, as we continue to move into a high-tech era, where outcomes can be amplified through the utilization of modern technologies such as blockchain, Artificial Intelligence and advanced ICT applications, countries must position themselves as tech-friendly too.

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In the case of Costa Rica, the country started with a solid base for manufacturing when they decided to become a very open economy. With signed trade agreements translated to partnerships with about 50 different countries. The case began with the successful attraction of 1 technology company, stated Madirgal, Intel. This had a major impact on manufacturing in Costa Rica. From there, 70 additional companies also set up in the country and in turn they began to attract service oriented companies. With that, ICT has become one of Costa Rica's major exports. The country now exports more service related software products than it attracts tourism, another major source of income for the country.

Examining the case of Finland, Antti Aumo explained how the country's inability to attract significant investment during Industry 2.0 has led the country to become competitive in attracting companies in Industry 4.0 as a result. Aumo stated that Finland lost 200,000 jobs in traditional manufacturing to countries that offer lower cost performance. With a population of 5.5 million, it was noted that 200,000 jobs was a substantial number. Industry 4.0 and manufacturing is highly relevant for Finland.

It was represented by Joao Vasconcelos that Portugal has been attracting manufacturing companies since the 90's, and that the country has been focused on efficiency to retain them. Portugal has been embracing innovation in a way that other countries have not.

It was noted that while some countries have banned the use of certain technologies, Portugal has accepted them and have dealt with the challenges that come with navigating uncharted territories; this in turn has put Portugal on the map as a strong technology investment location.

Finally, the panel looked into emerging technologies and how they have changed and will continue to change the face of FDI. It was noted that the workforce needs to be prepared for the technological advances through educational programs and that traditionally, FDI saw the relocation of companies to lower cost locations with large talent pools. Today, this too is changing thanks to technologies such as AI, blockchain.

Moderator:



Andreas Dressler,
Foreign Direct Investment
Advisor,
Germany

Panelists:



Antti Aumo,
Executive
Vice
President,
Finpro,
Finland



**Fatima Al
Arabi, Founder,
Alaf Capital,
Switzerland**



Henrik von Scheel,
Mastermind of
Industry 4.0 &
Leading Authority
on Competitiveness,
Switzerland



Joao Vasconcelos,
Senior Advisor,
Clearwater
International,
Portugal



Lee Gibson Grant,
Founder, DT X
Project & International
Director, Blockchain
Center 'ASEM'
Academy,
Moldova



Pilar Madrigal,
Head of Investment
Promotion and
Aftercare, CINDE,
Costa Rica



Rudolph Lohmeyer,
Vice President,
Global Business
Policy Council, A.T.
Kearney,
UAE

Plenary Session Six: **The Evolution of FDI: How Technology is Changing the Future of Productivity and Growth**



The aim of the session was to explore how multi-stakeholder collaboration and investment can optimise the workforce of tomorrow. Also, to examine how emerging market governments can respond and prepare for the future and equally, the role foreign investors can play in developing the local workforce.

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Henrik von Scheel provided a practical outline of Industry 4.0, highlighting the underlying drivers of growth and productivity – he stated time and again, that this is a ‘one-time opportunity’. Jake Zeller outlined his thoughts on whether these developments were a net positive or net negative for society; ultimately stating it’s a net positive. Dr. Ross McKenzie highlighted how the workforce was being impacted with the increase use of automation and robotics and stated that we need to identify the gaps particularly in regard to non-tradable and non-routine jobs. He highlighted that more focus was needed in creating smarter people, particularly in areas like software development. It was agreed that businesses are constantly evolving, so difficult to future-proof the workforce. Hussai Al Mahmoudi outlined initiatives that have been introduced in the UAE, and Sharjah in particular, to prepare the workforce for tomorrow, highlighting the \$800m investment of UAE in R&D institutions and also in academia. Mario Cimoli focused on the mindset change that is needed in Latin America to attract FDI in light of their recent report highlighting that Global FDI flows are returning to advanced countries. He highlighted the need for new policies and consensus from the policymakers – Henrik von Scheel remarked that this is the biggest opportunity for emerging markets as they can often introduce new policies into legislation faster than more advanced markets like Europe and North America. Dr. Ross McKenzie outlined some of the key areas he thinks emerging markets should work on: co-working spaces; stable internet connectivity; resources/skills around STEM (science, technology, engineering and mathematics); and of course, stable governance.

In closing, the panellists outlined their key action point for the audience and all came to agreement that we must “invest in education”.

Moderator:



David East,
Head of FDI and
Economic Products,
Bureau van Dijk,
UK

Panelists:



Henrik von Scheel,
Mastermind of Industry
4.0 & Leading Authority
on Competitiveness,
Switzerland



Hussein Al Mahmoudi,
CEO,
American University
of Sharjah (AUS)
Enterprises, UAE



Jake Zeller,
Partner, AngelList,
USA



Mario Cimoli, Deputy
Executive Secretary
& Director, ECLAC,
Chile



Ross McKenzie,
Futurist, Expert Authority
in New Economic
Business, Founder
and CEO, The Startup
Business,
Australia

Plenary Session Seven: **Sovereign Wealth and Private Equity Funds & Sustainable Investment Strategies**



This session aimed to explain how Sovereign Wealth Funds (SWF's) and Private Equity Funds (PEF's) incorporate Sustainable Development Goals into their investment strategies.

The panelists all agreed that sustainability should be defined in the broadest sense to comply with the SDGs of the UN. Mr. Michael Maduell emphasized that we should take an investor's perspective to this topic and provided some excellent global examples of how SWFs deal with sustainability and highlighted the Norwegian fund as a very good best practice example. The fund takes a very long term perspective towards sustainability. He also highlighted that the future trend is towards more funds

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that focus on sustainability. Mr. Nick Ayton, who is in the world of Crypto currencies and who is what we may call a “Crypto Evangelist” highlighted how crypto currencies can perhaps be more effective in financing sustainability. His firm is trying to create the infrastructure for crypto and to involve the SWFs as well. He mentioned the Green Energy Fund in Singapore, set up by four investment bankers. But also focused on the stumbling blocks and challenges in the infrastructure of crypto currencies. Ms. Fatima Al Arabi, founder of Alaf Capital mentioned that sustainability is not a new topic but is in fact already embedded in Islamic finance and she highlighted many examples like equal pay, workers right, investment in non-toxic businesses, etc. Mr. Joao Vasconcelos, senior advisor, Clearwater International, highlighted some recent trends in sustainability. Mr. Ahmed Al Qassim, CEO, Emirates NBD Capital, focused on the bottom line investors take in investments and emphasized that if it is profitable investors would invest in sustainability. Mr. Fahad Al Sharekh, partner of TechInvest based in Kuwait who supports many tech firms growing and expanding their global reach, touched on how SWFs deploy capital and explained the impact of geo political events on SWF investment strategies.

Moderator:



Douglas van den Berghe,
CEO, ICA,
The Netherlands

Panelists:



Ahmed Al Qassim,
CEO, Emirates NBD
Capital,
UAE



Fahad Al Sharekh,
Partner, TechInvest,
Kuwait



Fatima Al Arabi,
Founder, Alaf Capital,
Switzerland



Joao Vasconcelos,
Senior Advisor,
Clearwater
International,
Portugal



Michael Maduell,
President, Sovereign
Wealth Fund
Institute,
USA



Nick Ayton,
Founder 21
Million Project and
Chainstarter Ltd,
UK

Plenary Session Eight: **Public-Private Partnerships for Public Infrastructure Development**



This session looked at PPPs as it relates to public infrastructure development. It was concluded that PPPs will, in a number of cases, allow the realisation of public infrastructure goals that would otherwise not have been met, due to budget or competence limitation. Experience tends to show that PPPs in “hard” sectors (infrastructure) are more successful than those in “soft” sectors (hospitals, schools).

The main advantage of a PPP solution, when it is successful, is that private investors can contribute with financial and management competence, thus allowing a number of PPPs projects to be executed, to the advantage of governments and those using the utilities. One disadvantage is that quite often PPPs tend to be rather expensive, among other reasons because of the fact that governments can borrow more cheaply than private investors.

Many lessons can be learned from the examples sited on the panel. One lesson is that in order to achieve a fair and balanced deal, a deal which is advantageous to both governments and private investors, both parties must have matching competencies and skills in the PPP negotiation. Too many cases have occurred when private investors have had an upper hand.

Conference

Moderator:



Kai Hammerich,
President, KA Foreign
Investment Corporation,
Sweden

Panelists:



Bambang P.S. Brodjonegoro,
Minister, National
Development and
Planning,
Indonesia



Cheremin Sergey,
Minister, Head
of Department
for Foreign
Economic Activity
and International
Relations, Moscow
City Government,
Russia



Manuel Cary,
Founding Partner &
CEO, The Transport
Infrastructure Investment
Company,
Portugal



Pedro Neves,
Leader, UN
Taskforce for
PPPs,
Portugal



Salimo Abdulla,
President, Chairman,
Vodacom, a Mozambican
Private Telecom
Company,
Mozambique

Plenary Session Nine: **Incentives Policies for the Benefit of Nations**



This session examined the areas of incentives, foreign direct investment and sustainable development and how they can be linked to encourage more sustainable development around the world. Expert panelists included representatives from major private sector organizations, national governments from both emerging and developed economies and multilateral organizations.

The session explored sustainability from two perspectives, one from the ecological sense, and two, from the economic sense. Both the private and the public sector shared their perspectives.

From the private sector perspective, creating sustainable development means partnering with companies and governments to work around society, having a strong impact on capacity building in the area of education and particularly with a strong focus on technology. It was noted that companies investing sustainably were witnessing great returns.

In terms of what actually drives investment, it was noted that tax holidays were not a driving factor. Other incentives such as training incentives, a case example brought forth by Sabine Dall'Omo of Siemens South Africa, was found to be far more beneficial as it helps to create highly skilled workforce.

European countries are less focused on creating incentives schemes, but rather focused on creating an overall environment conducive to doing business. The UK for example, is not a proponent of incentives; particularly those that would create market distortion. Creating the most favorable investment landscape has been their approach, doing so by creating a level playing field, creating the greatest ease of doing business. The UK enjoys a low taxation and a low regulation climate, with a "one in - two out policy". Meaning, for each new regulation brought in, two are taken out. Alistair Long represented that the UK's base for R&D is a most attractive element to attracting and retaining investment.

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Today, only certain regions of Germany that still require development offer incentives schemes to investors. In this regard, sustainability, in terms of an ecological perspective, does not play a great role for companies. However, sustainability in terms of a long-term economic perspective does play a role. Incentives schemes in Germany are based on cash grants and not tax holidays, which has been found to be more attractive to investors, giving them access to finances when needed rather than having to wait many years later, once earnings have been made, according to Robert Hermann.

On the topic of tax holidays in general, expert panelists found them to be sustainable from a long-term perspective. Investors would be required to stay long enough in a region to benefit from such tax holidays and therefore could be beneficial on a country level.

Germany's country level focus on renewable energies has also translated to a sustainability focus within incentives schemes. Because the German government is heavily focused on renewable energies, energy efficiency, manufacturing and industry, housing and construction, there is a tremendous amount of opportunity in R&D incentives for both German and foreign companies.

In 2014, the European Union decided to establish a new system of incentives in Europe known as EPCEI, which allows governments in Europe the opportunity to intensify investments into industry segments, focused on those where Europe is not so developed and require investments from abroad. It is believed that sustainability will play a key role throughout the years within EPCEI, as it relates to sustainability in risk reduction, sustainability of value chains and markets and also from an ecological perspective.

While it was acknowledged that incentives were not the primary reason an investor might decide on a location, it was however noted that incentives could play an important role in the final steps during the site selection process. If the market is not ready, value chain absent and if R&D opportunities are non-existent while infrastructure is lacking, the question of incentives does not even need be addressed. Incentives might only support an investor's decision if all other essential elements that make up an attractive location are addressed and made available. Incentives should never be looked at as substitute to the core essential elements.

Moderator:



Henry Loewendahl,
Founder & CEO,
WAVTEQ,
UK

Panelists:



Alastair Long,
Director of Trade
and Investment,
Department of
International
Trade,
UK



Bostjan Skalar,
CEO, WAIPA,
Turkey



**Monaem Ben
Lellahom,**
Global Founding
Partner, Sustainable
Square,
UAE



Robert Hermann,
CEO, Germany Trade
& Invest,
Germany



Sabine Dall'Omo,
CEO, Siemens,
South Africa,
South Africa



**Saparbek
Tuyakbayev,**
Chairman of the
Board, Kazakh
Invest, National
Company JSC,
Kazakhstan



Yonov Agah,
Deputy Director
General, World
Trade Organization,
Switzerland

Conference

Day Three – Wednesday, 11 April 2018

Invest In: **A Series of Discussions on Regional Investments**

The world is changing at an accelerated pace due to a myriad of developments such as technological progress, (geo) political developments and climate change. Change brings with it uncertainty and risks, which influence investment decisions.

Government needs to address both change and investor sentiment via policy decisions and legal frameworks. It is the duty of government to create an ecosystem that allows both society and the economy to thrive.

A clear understanding of domestic and international risks is as pivotal for government to make wise decisions as it is for investors to choose the right projects. For government, the policy choices are manifold from protectionist policies to a free trade ideology. Money talks, therefore, investors have the freedom of choice as to where they want to place their investments.

This leaves us with the question of how prepared the various regions are to deal with these issues.

“Regional Focus”, a newly launched series of regional talks analyzed a region’s economic landscape, dissecting the risks, challenges and opportunities of the nations making up the region. The sessions assessed the economic landscape of national economies and its resulting impact on the regional economic ecosystem, while having identified areas and industries where economic growth can be expected.

Invest In: **Latin America**



The transition to a digital economy and the development of advanced manufacturing capabilities are key to achieve the UN Sustainable Development Goals. As ECLAC’s report ‘Foreign Direct Investment in Latin America and the Caribbean 2017’ points out, manufacturing is leading FDI in the largest economies in the region: 61% of total FDI inflows in Mexico and 38% in Brazil went to manufacturing. Countries are looking for investments to confront the disruption that the digital revolution will bring to production and consumption patterns so that business opportunities arise.

Finally, notwithstanding the uncertain global scenario, growth prospects for the region are positive, with an estimated overall 2.2% growth rate for 2018 and several countries performing above average, (e.g. Panama 5.5%, Dominican Republic 5.1%, Costa Rica 4.1%, Peru 3.5%, Argentina 3%, Chile 2.8%, Colombia, 2.6%, Mexico 2.4%). A recovery in commodity prices and an expanding digital economy signal a new possible economic cycle and FDI can be a key factor in technology transfer and the adoption of new management systems and business models that increase competitiveness and productivity.

Representatives of governments and international organizations, investors and analysts assessed and debated the effects of the new environmental and technological scenarios in Latin America and the Caribbean. They discussed policies pertaining to renewable energy and technological change in manufacturing on a country as well as on regional level; and how they can be developed to attract high quality investment in these sectors.

Conference

Moderator:



Miguel Perez Ludena
Economic Affairs
Officer, Unit of
Investment &
Corporate Strategies,
ECLAC,
Chile

Panelists:



Adalberto Netto,
CEO, Invest In
Parana,
Brazil



**Antonio Carricarte
Corona,** First Vice
Minister, Ministry of
Foreign Trade and
Investment of the
Republic of Cuba



Mario Cimoli,
Deputy Executive
Secretary &
Director, ECLAC,
Chile



Pilar Madrigal,
Head of Investment
Promotion and
Aftercare, CINDE,
Costa Rica



**Pablo Puig De La
Parra**
Senior Advisor of the
Governor of Veracruz,
Mexico
CEO and Chairman of
the Board, Veracruz
State Energy Agency,
Mexico

Invest in: **Africa**



Investment has become a leading source of external finance for many developing countries, including those in Africa. Despite the relative importance investment is playing in the continent, African countries only accounted for 3.2 per cent of global FDI in 2017.

Bilateral Investment Treaties (BITs) have become an integral part of African policymakers' strategy to counter the perception of risk and promote more inward FDI. According to the study produced by the UN Economic Commission for Africa entitled "Investment Policies and Bilateral Investment Treaties: Implications for Regional Integration", Africa accounts for more than 854 BITs and more than 400 DTTs. Topping the list of signatories are North African countries, such as Egypt, Morocco and Tunisia, followed by South Africa and Algeria.

Nonetheless, given the absence of conclusive empirical evidence on the positive impact of BITs on increased FDI flows, African countries have seriously reconsidered the merits of signing new agreements for the sole purpose of attracting FDI and reviewed existing agreements in light of their development priorities. The debate is particularly relevant in the context of Africa's efforts to sustain its growth performance and structurally transform its economy as many of the existing BITs may constrain the continent's development ambitions.

In addition, host countries also find themselves exposed to the risk of legal disputes. In the current Investor-to-State Dispute Settlement system (ISDS) which governs many of the BITs, African countries are currently involved in at least 128 investment disputes. These disputes are subject to discretionary interpretations on the part of international tribunals. Furthermore, when found liable, African countries are often subject to hefty fines, which put a further strain on government resources and narrow the policy space to design investment policies, which target legitimate development objectives.

Conference

In the context of the ongoing International Investment Agreements (IIAs) reforms, which include the reform of ISDS, the aforementioned ECA study highlights how some of these issues may be addressed in the context of regional integration. For example, integration at the regional, and especially continental level, can foster consistency in investment regulation on the continent and prove more conducive to regulation favoring sustainable development. In this context, countries such as South Africa, Nigeria and Morocco are reviewing and rethinking their existing investment regulation and provide interesting and innovative examples in the context of IIA reforms. In addition, various RECs have developed regional investment instruments, including the Investment Agreement for the Common Market for Eastern and Southern Africa (COMESA) Common Investment Area, the Supplementary Act adopting Community Rules on Investment and the Modalities for their Implementation with the Economic Community of West African States (ECOWAS), and the Southern African Development Community (SADC) Protocol on Finance and Investment. The East African Community (EAC) and SADC have also developed model laws on investment, namely, the EAC Model Investment Code and the SADC Model Bilateral Investment Treaty Template (SADC Model BIT). These efforts present opportunities to harmonize and improve the investment regulation and policy environment with a view to support the attraction of greater investment.

At continental level, the African Union has recently adopted the Pan-African Investment Code (PAIC). The primary objective is to create a conducive environment to attract greater investments into Africa and facilitate intra-African cross-border investments, which are critical to the success of economic integration in the continent and vital to promote private sector participation. More recently, the negotiations of the African Continental Free Trade Area (AfCFTA), are yet another opportunity for improved investment regulation. Recently launched by the African leaders on 21 March in Kigali, the AfCFTA sets the prerequisites for a continental market where investments could flow freely across the continent.

If coupled with the dismantling of barriers that impede the flow of capital in Africa, the AfCFTA could effectively create a common investment area that may help attract high-impact and transboundary investment projects of high caliber.

The session provided a platform to launch the ECA study, whilst at the same time engage panelists representing African governments and private sector, as well as investment analysts and investment promotion agencies to discuss the key regulatory and policy challenges that affect investment in Africa. The session explored how regional integration could support inclusive investment reforms at national, sub regional and continental levels.

Moderator:



Session Chair:
Yofi Grant, CEO,
Ghana Investment
Promotion Center,
Ghana

Panelists:



Aisha Abubakar,
Minister of
State for Industry
Trade & Investment,
Nigeria



Harouna Kabore,
Minister of Trade,
Industry and Crafts,
Burkina Faso



**Modeste Bahati
Lukwebo, Minister of
Planning, Democratic
Republic of Congo**



**Seetannah
Lutchmeenaraidoo,**
Minister of Foreign
Affairs, Regional
Integration &
International Trade,
Mauritius



Stephen N. Karingi,
Director, Capacity
Development Division,
UNECA,
Ethiopia

International Exhibition

The Annual Investment Meeting 2018 featured in its three-day event all the different industry projects and services catered for the investment growth of various participating regions. This focused on promoting Foreign Direct Investment (FDIs) and effective ways to attract investors to various economy sectors.

Since its inception in 2011, AIM has brought together thousands of exhibitors and visitors to network, promote projects, and attract investment in various participating countries. The exhibition gives opportunities for governments and private organizations to launch and promote their projects to a vastly diverse audience. In 2018, AIM attracted participation of 459 exhibitors and co-exhibitors from 143 participating countries. It had several country pavilions and the exhibition was subdivided into 5 regions, namely Africa, America, Asia, Europe and MENA. Countries which participated include China, Egypt, India, Morocco, Nigeria, Russia, Saudi Arabia, Ukraine, Italy, and South Korea, to name a few. AIM 2018 proved to be an effective platform through which they promoted the investment opportunities in their countries and regions.



Algeria

- Algerian Federation for Import/Export and International Trading (AFIEIT)



Angola

- LYRA Advising & Consulting



Belgium

- Flanders Investment & Trade



Botswana

- Botswana Investment and Trade Centre



Cameroon

- Ministry of Economy Planning and Regional Development



China

- Administrative Approval Bureau of Pingtan Comprehensive Pilot Zone
- Administrative Committee of Pingtan Comprehensive Pilot Zone
- AIRAG Technology Co., Ltd.
- Aviation Industry Baosheng (Ningxia) Cable Technology Co. Ltd
- AVIC Ningxia Biology Co. LTD
- China Chamber of Commerce for Import & Export of Machinery & Electronic Products (CCCME)
- China Council for the Promotion of International Trade Qinghai Provincial Committee
- Department of Party-Masses Relationship of Pingtan Comprehensive Pilot Zone
- Economics and Development Bureau of Pingtan Comprehensive Pilot Zone
- Faninon Special Sugar Industry. Co., Ltd.
- Foreign and Overseas Chinese Affairs Office of Pingtan Comprehensive Pilot Zone



- Guangzhou NINED Digital Technology Co.,Ltd
- Guangzhou Tianhe Central Business District Administrative Committee
- Harbin Electric International Company Limited
- JUHE (Tianjin) Automation Equipment Co., Ltd.
- Land Development Corporation of Pingtan Comprehensive Pilot Zone
- Longneng Science Technology Co.Ltd
- LTD Industrial Co. Ltd..
- Ningxia Dechang Construction and Development Group
- Ningxia Expo Bureau
- Ningxia Express Electronic Commerce Co. LTD.
- Ningxia Hana Wuzhou Fire Services Equipment Co. Ltd
- Ningxia North-FLK Technology Co., Ltd.
- Ningxia Shenqi Aluminum Co. Ltd
- Ningxia Subcouncil of China Council for the Promotion of International Trade
- Ningxia ZhaiXianSong Commercial and Trading Co.,Ltd.
- Qinghai Gaohan Biology Tech Co., Ltd
- Qinghai Green Grassland New Energy Technology Co. LTD.
- Qinghai Mumeng Trading Co.,Ltd
- Qinghai Tibetan Sheep Carpets (Group) Ltd
- Qinghai Wanye Trading Co.,Ltd
- Qinghai Yiting Trading Co.Ltd
- Shouhang
- Shuohang Resources Saving
- Solargiga Energy (Qinghai) Co. Ltd.
- The Communist Party of China Green Development in Xining Committee
- The Silk Road in Ningxia Yi Tong Business Technology Co., LTD

International Exhibition



- Trade Development Bureau Ministry of Commerce, The People's Republic of China
- VIKO Global Technology Co, Ltd.
- Wuzhong No. 2 Construction Co. Ltd.
- Xining Economic and Information Committee
- Xining Municipal Bureau of Commerce
- Xining Municipal Government
- Xining Xinshuo Tech Development Co.,Ltd



Ghana

- Ghana Investment Promotion Centre
- Ghana Free Zones Authority (GFZA)
- Ghana Tourism Authority (GTA)



India

- Government of Tamil Nadu
- Government of Uttarakhand
- Kerala State Industrial Development Corporation



Cote d'Ivoire - Ivory Coast

- Investment Promotion Center of Cote d'Ivoire (CEPICI)



Cyprus

- Cyprus Investment Promotion Agency (Invest Cyprus)



Democratic Republic of Congo

- National Agency for Investment Promotion (ANAPI)
- Société Nationale D'Electricité (SNEL)



Egypt

- Al Tajamouat Investments
- CPC Egypt for Industrial Development
- Elsewedy Development
- General Authority for Investment and Free Zones (GAFI)
- Industrial Development Group (IDG)
- Ministry of Investment & International Cooperation
- Polaris Parks
- IDA Industrial Development Authority, Ministry of Trade



Indonesia

- Indonesia Investment Coordinating Board (BKPM)
- Indonesia Investment Promotion Centre (IIPC), Abu Dhabi
- Ministry of Industry
- Tanjung Pinang Free Trade Zone and Free Port Zone
- Voyage To Indonesia



Italy

- Italian Trade Agency



Jordan

- Jordan Industrial Estates Company
- Jordan Investment Commission
- King Hussein Business Park



Kazakhstan

- KAZAKH INVEST National Company JSC



Korea

- Korea Trade Investment Promotion Agency (Kotra)



Kosovo

- Business Kosova Center



Georgia

- Anaklia City JSC
- Archi Group
- Bank of Georgia
- Enterprise Georgia LLP
- GAA Holding
- LEPL Enterprise Georgia
- LTD RED-CO
- SavvY Consulting
- Tbilisi Hills



Lebanon

- Investment Development Authority of Lebanon (IDAL)

International Exhibition



Mali

- Agence Pour la Promotion Des Investissements Au Mali (API Mali)



Morocco

- Agence Nationale Pour Le Developpement De L'Aquaculture
- AMEE
- CDG Group
- Centre Regional d'Investissement Tanger Tetouan Al Hoceima
- CRI Tangier
- First Class Event
- Guelmim Oued Noun
- Ministry of Equipment, Transport, and Logistics
- Moroccan Investment and Export Development Agency
- Regional Investment Center
- Regional Investment Center Meknes
- Tanger Med Special Agency
- The Agency for Agricultural Development of Morocco (ADA)



Nigeria

- Kano State Government
- Niger State Government
- Zeberced Group Limited



Oman

- Saud Bahwan Group



Poland

- Kraków Nowa Huta, Malopolska
- Invest in Lubelskie, Marshall Office of Lubelskie Voivodship



Russia

- Department for External Economic and International Relations
- Perm Region
- "Kazan Helicopters" PJSC
- Agency "Practice"
- Agency of Investment Development
- Ak Bars Holding Company
- ANO "Directorate for Sports and Social Projects"

- ANO "Directorate of International Programs"
- Association of Muslim Businessmen of Russia
- Big Asia
- Directorate of International Programmes
- EBR Group
- Halal Agro Trade
- Halal Standardization Committee
- Halal Group
- Halal Guide
- ITPS
- Innopolis Special Economic Zone
- JSC Taneco
- Kamaz Foreign Trade Company Rep Office
- Kazan State Medical University
- Ministry of Economic Development and Investments of Perm Region
- Moscow City Government
- Movie Park
- MTA-Travel LLC
- Muslim Religious Board
- PSC RPA Iskra
- PSS Corporation
- ROSSET
- Special Economic Zone Alabuga
- State Committee on Tourism of the Republic of Tatarstan
- Tatarstan Investment Development Agency
- TESSO
- The Government of the Perm Region
- Tubatay Tatar Food Co
- Velvette Marine



Saudi Arabia

- Ain Hail Newspaper



Serbia

- Autonomous Province of Vojvodina - Vojvodina Development Agency



Seychelles

- Seychelles Investment Board



Slovakia

- Bionic Vision Jewelry Studio

International Exhibition



Somalia

- Somali Investment Network



Somaliland

- Government of Somaliland



South Africa

- Northern Cape Province
- Kwazulu Natal Province



Spain

- ICEX España Exportacion e Inversiones



Swaziland

- Swaziland Investment Promotion Authority
- Swaziland Civil Aviation Authority (SWACAA)
- Royal Science and Technology Park (RSTP)
- National Agricultural Marketing Board (NAMBOARD)



Ukraine

- FGK Financial
- SD Capital LLC
- UBH
- Ukranian Business Association



United Arab Emirates

- Abu Dhabi Department of Economic Development
- Abu Dhabi Global Market (ADGM)
- Abu Dhabi Investment Office (ADIO)
- Alsatronix Solutions DMCC
- Bee'ah
- CEO Clubs Network
- China Gezhouba Group Company LTD., Dubai Branch
- Fujairah Free Zone Authority
- Hong Kong Trade Development Council (HKTDC)
- KIZAD
- LBI Dubai
- Sadad Debt Collection
- Sharjah Economic Development Department
- Sharjah Chamber of Commerce & Industry
- Sharjah Investment and Development Authority – Invest in Sharjah
- Sharjah Media City (Shams)
- Sharjah Research Technology Innovation Park
- SP Legal Consultants FZE
- UAE International Investors Council (UAEIIC)
- UAE Ministry of Economy



United Kingdom

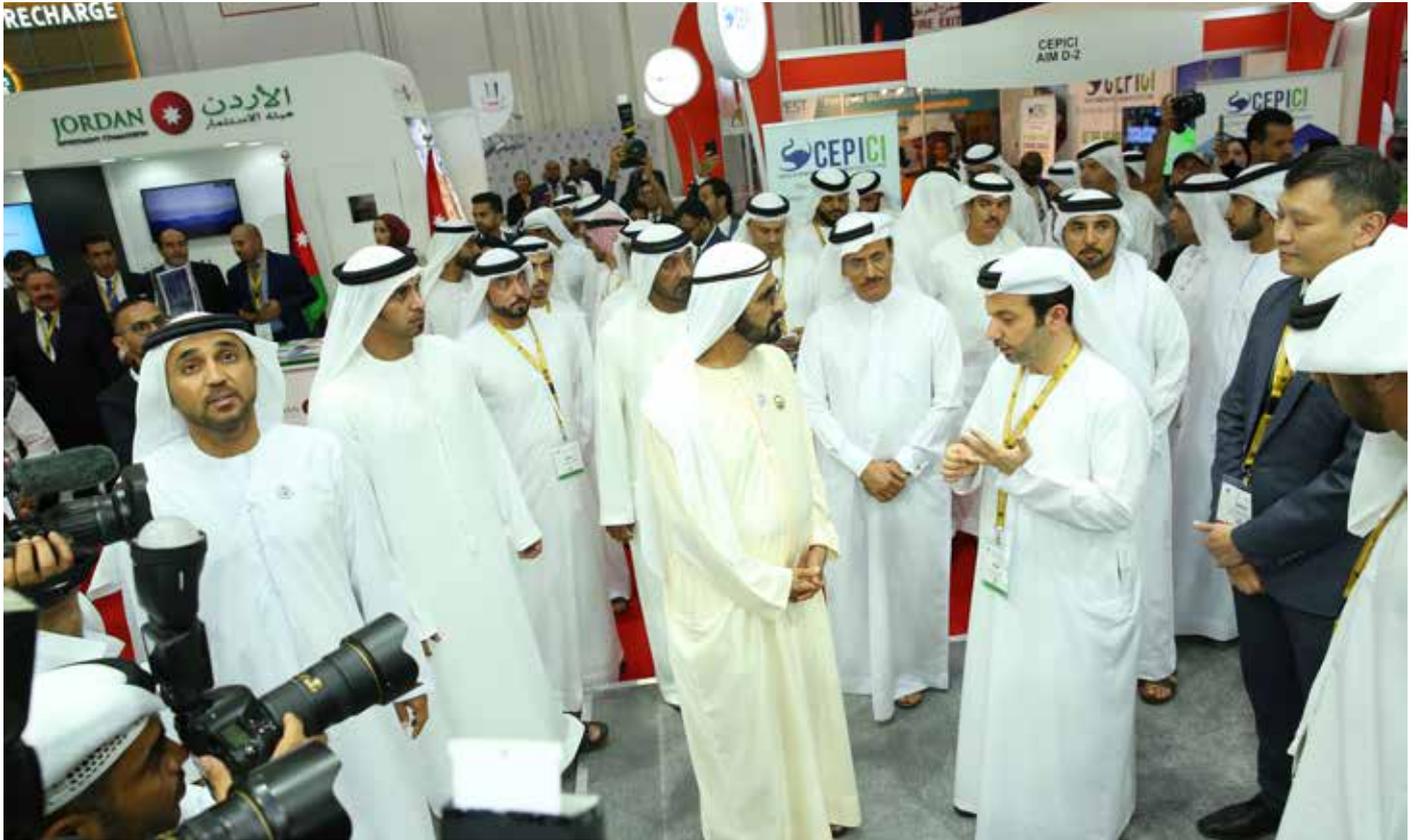
- GDP Global
- WAVTEQ



United States of America

- Sovereign Wealth Fund Institute (SWFI)

International Exhibition



International Exhibition



International Exhibition



International Exhibition



Country Presentations / Investment Destinations

Eighteen countries / investment destinations took part in this feature of the Annual Investment Meeting including UAE, China, Georgia, Italy, India, South Korea, Russia, Egypt, The Democratic Republic of Congo, Mali, Jordan, Botswana, Cameroon, and Nigeria.

The presentations were highly informative emphasizing important economic features and conditions as well as investment data including fascinating details about the investment environment in these countries.

Botswana



Manyepedza Lesetedi, Ambassador of Botswana to Kuwait



Itumeleng Teseletso, Manager of Corporate Communications, Botswana Investment & Trade Centre
Reginaldo Seleo, Acting Chief Operations Officer, Botswana Investment & Trade Center

Egypt



Malek Fawaz, Advisor to the Minister for Investment Promotion



Georgia



Dimitry Kumsishvili, First Vice Prime Minister, Minister of Economy and Sustainable Development of Georgia



Giorgi Cherkezishvili, Deputy Minister of Economy and Sustainable Development of Georgia
Ketevan Bochorishvili, CEO, JSC, Anaklia City
Dimitri Adamia, Partner, ARCHI GROUP
Maya Bichikashvili, Director of Marketing and Communications, RED-CO
Giorgi Marr, CEO, Silk Road Group Real Estate
Irakli Berekashvili, Deputy Director, Simetria
Mikheil Khidureli, Partner, Savvy Consulting
Ruslan Abashidze, Director, Tbilisi Hills

Country Presentations / Investment Destinations

Italy



Liborio Stellino, Ambassador of Italy to the UAE



Gianpaolo Bruno, Trade Commissioner, Italian Trade Agency
Stefano Nigro, Director, FDI Department, Italian Trade Agency
Fabio Gallia, CEO & GM, CDP Cassa Depositi e Prestiti

Zeno D'Agostino, President, Port of Trieste
Sergio Buonanno, Chief Executive Officer, Invitalia Ventures

Jordan



Sami Al Harfoushi, Director, Investment & Promotion Department, Jordan Investment Commission



India, Kerala State



Dr. Ellangovan, Principal Secretary Industries, Government of Kerala
Dr. M Beena, Managing Director, Kerala State Industrial Development Corporation Ltd. (KSIDC)

India, Uttarakhand



Dilip Jawalkar, Secretary, Uttarakhand Tourism Development Board / Government of Uttarakhand
Sowjanya, Managing Director, SIIDCUL, Government of Uttarakhand
Radhika Jha, Secretary-Power, Government of Uttarakhand
Nitesh Jha, Secretary - Health & Urban Development, Gov't of Uttarakhand

Country Presentations / Investment Destinations

India, Tamil Nadu



V Arun Roy, Additional Secretary & Special Officer – Tamil Nadu Global Investor Meet 2019, Tamil Nadu Industrial Development Corporation
M Velmurugan, Executive Chairman, Tamil Nadu Guidance Bureau

India, Uttar Pradesh



Jamal Al Jarwan, Secretary General, UAE International Investors Council;
Yusuff Ali MA, Chairman & Managing Director, LULU Group
Ahmad Sultan Al Falahi, Minister Plenipotentiary - Commercial Attaché, UAE Embassy in India
Dr. Anup Chandra Pandey, IAS, Infrastructure & Industrial Development Commissioner, Government of Uttar Pradesh
Navdeep Suri, Ambassador of India to UAE

Shri Satish Mahana, Honorable Minister of Industrial Development, Government of Uttar Pradesh
Avinash Kumar, IAS, Special Secretary to the Honorable Chief Minister of Uttar Pradesh

Mali



Malick Antoine, Principal, Crossboundary
Baber Gano, Minister of Investment & Private Sector Promotion, Republic of Mali
Moussa Ismaila Toure, Managing Director, API-MALI

Ameen Kabeeer Yassar, DG Media & Publicity, Kano State Government
Alh. Tajudeen Aminu Dantata, Chairman/CEO, D'Afric Global Resources Limited
Dr. Abdullahi Umar Ganduje, Executive Governor, Kano State
Ahmad Rabi, Commissioner for Commerce, Industry
Nasiru Yusuf Gawuna, Commissioner, Agriculture and Natural Resources
Alh. Lawal Alhassan, DG, Kano Investment Promotion Agency

Country Presentations / Investment Destinations

Russia



Sergey Cheremin, Minister, Head of Department for Foreign Activity & International Relations, Moscow City Government



United Arab Emirates



Juma Mohammed Al Kait, Assistant Undersecretary for Foreign Trade Affairs, UAE Ministry of Economy
Marwan bin Jassim Al Sarkal, Chief Executive Officer, Sharjah Investment and Development Authority (Shurooq)
Fahad Al Ahababi, Director, Abu Dhabi Investment Office
Hind AlYouha, Director of Foreign Direct Investments, United Arab Emirates (UAE) Ministry of Economy
Mohammed Ali Aljanahi, Executive Director – Business and Investment Development Sector, Ajman Chamber
Sharief Habib Al Awadhi, Director General, Fujairah Free Zone Authority
Ibrahim Ahli, Director of Investment Promotion, Dubai FDI
Imad Eddine Oubiri, BD Expert, Investment Promotion Director, RAK Chamber

Country Presentations / Investment Destinations

South Korea



Hyun Chong Kim, Minister of Trade, Industry & Energy, Republic of Korea
Byung W. Yoon, Senior Manager for F.D.I, Korea Trade-Investment Promotion Agency
Mohammed Naser Hamdan Alzaabi, Director of Trade Promotion and Investment of the Ministry of Economy (UAE), Honorary Ambassador for Investment of Korea
Yong Kook Kim, Head of Invest Korea (National Investment Promotion Agency)

The Democratic Republic of Congo



Anthony Nkinzo Kamole, Managing Director, National Agency for Investment Promotion
Modeste Bahati Lukwebo, Minister of Planning, Democratic Republic of Congo
Atoki Ileka, Ambassador, Embassy of DR Congo, France
David Monshe Mobambola, Chief Financial Officer, Societe nationale d'Electrite – SNEL

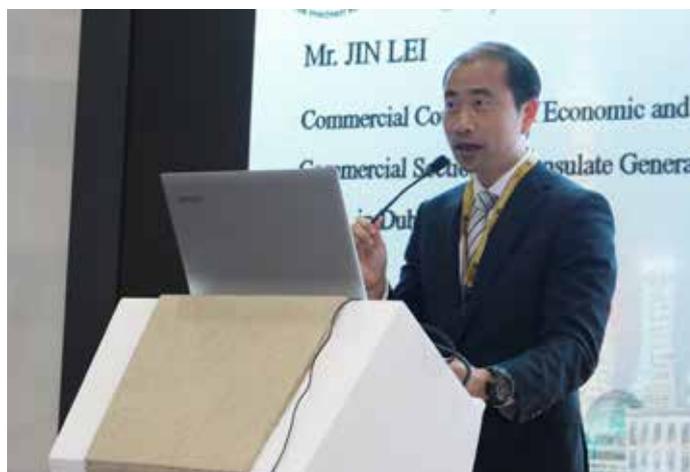
Country Presentations / Investment Destinations

Tianhe CBD, China



Dawood Al Shezawi, President, Annual Investment Meeting; **Yi Lili**, Vice Director, CEO Administrative Committee
Charles Zhou, Director of Overseas Operations, AIRAG Technology.; **Donna Deng**, International Trade Manager, NINED Digital Technology

Xining, China



Bao Ning, Director of Department of Conference and Fairs, Investment Promotion Agency, Ministry of P.R. China
Dawood Al Shezawi, President, Annual Investment Meeting
Yang Xiaomin, Vice Mayor, Xining Municipal People's Government
Luo Qian, General Manager, Solargiga Energy (Qinghai) Co. Ltd.

Jin Lei, Commercial Counselor, Economic and Commercial Section, Consulate General, P.R. China, Dubai

Capacity Building Workshops

At AIM 2018 pre-conference workshops, a series of interactive presentations were presented and facilitated by a faculty of global FDI experts from the World Association of Investment Promotion Agencies (WAIPA), WAVTEQ, Investment Consulting Associates, GDP Global, Sovereign Wealth Fund Institute, and International Chamber of Commerce. It was an enriching experience designed to provide attendees with a comprehensive overview of investment-related topics. The informative approach of business facilitation was the combination of tactical review of operational requirements through practical case studies.

Sunday, 8th April 2018

WORKSHOP I – WAIPA



“Emerging technologies and opportunities for Investment Promotion Agencies”
In Partnership with World Association of Investment Promotion Agencies

Speakers:

Chris Knight, Global Commercial Director, fDi Intelligence, UK
Antti Aumo, Executive Director, Business Finland, Finland
Yong Kook Kim, Head, Invest Korea, Korea



WORKSHOP III – INTERNATIONAL CHAMBER OF COMMERCE



“The Role of Chambers of Commerce in Achieving the SDGs”
In Partnership with International Chamber of Commerce

Speakers:

Philip Kucharski, Chief Operating Officer, International Chamber of Commerce (ICC), France
Nicolle Graugnard, Senior Policy Manager - Commission on Trade and Investment Policy ICC World Trade Agenda Initiative, International Chamber of Commerce (ICC), France



WORKSHOP II – GDP GLOBAL



“How to develop successful city region economies”
In partnership with GDP Global

Speakers:

Christina Knutsson, Director and Partner, GDP Global, UK
John Hanna, Director, GDP Global, UK
Jonathan Earl, Managing Director of Strategic Communications, FTI Consulting, UK
Mani James, Vice President, Frost & Sullivan, UAE



Capacity Building Workshops

WORKSHOP IV – SOVEREIGN WEALTH FUND INSTITUTE



“Deep Dive into Sovereign Funds and Long-Term Asset Owners”
In Partnership with Sovereign Wealth Fund Institute (SWFI)

Speakers:

Michael Maduell, President, SWFI USA



WORKSHOP V – WAVTEQ



“Maximizing the Benefits for Your Country: Sustainable Investment and How to Attract It”
In Partnership with WAVTEQ

Speakers:

Henry Loewendahl, CEO, WAVTEQ, UK
Christian Kollinsky, Senior Director of Sustainable Development, WAVTEQ, UK



WORKSHOP VI– INVESTMENT CONSULTING ASSOCIATE



“The Role of Marketing and Communications in Investment Promotion: How to Influence Investment Decision Process” in partnership with Investment Consulting Associates

Speakers:

Zoë Harries, Marketing & Business Development Director, Investment Consulting Associates (ICA), The Netherlands
Laurens van der Schoor, Free Zones & Incentives Advisor, Investment Consulting Associates (ICA), The Netherlands



These trainings on investment promotion trends enabled investment agency professionals to refresh their skills on promotional services and allowed them to chart through the whole flow of end-to-end support and enabled them to effectively structure their core field of expertise.

57 Participants from 20 Countries took part in the Capacity Building Workshops

Gala Dinner

The Gala Dinner was hosted at the famous Armani Hotel Burj Khalifa on the evening of Sunday, 9 April 2018. More than 1,200 guests came together to enjoy a rich programme of entertainment, live music and a lavish dinner. Guests had the opportunity to enjoy an evening of fun, delicious food and a rich cultural programme from different countries. The AIM 2018 Gala Dinner was sponsored by Abu Dhabi Investment Office (ADIO).



Gala Dinner



The sponsors and partners of the Annual Investment Meeting 2018 were acknowledged and called on stage to receive the Shukran Award as a token of appreciation for their valuable support in making AIM 2018 possible. It was awarded by H.E. Sultan bin Saeed Al Mansouri, UAE Minister of Economy, H.E. Abdullah Al Saleh, Undersecretary for Foreign Trade, UAE Ministry of Economy, H.E. Jamal Al Jarwan, Secretary General of the UAE International Investors Council and Mr. Dawood Al Shezawi, CEO of AIM Organizing Committee.



Gala Dinner



Investment Awards

The sixth edition of AIM Investment Awards took center stage at the Gala Dinner where the best FDI projects were recognized from each region of the world. This is a testimony to the outstanding work accomplished by the winner countries and their respective Investment Promotion Agencies in attracting sizeable and beneficial foreign direct investment and thus contributing to the economic growth and development of their markets.

Selection Committee



Dawood Al Shezawi, CEO, AIM Organizing Committee | **Miguel Perez Ludena**, Economic Affairs Officer, United Nations/ECLAC (Economic Commission for Latin America and the Caribbean) | **Mario Cimoli**, Deputy Executive Secretary, United Nations' Economic Commission for Latin America and the Caribbean (ECLAC) | **H.E. Jamal Al Jarwan**, Secretary General, UAE International Investors Council | **Bostjan Skalar**, CEO, WAIPA, Turkey | **Douglas van den Berghe**, CEO, ICA, Netherlands | **H.E. Abdullah Al Saleh**, Undersecretary, Ministry of Economy | **Andreas Dressler**, Managing Director, Location Decisions, Germany | **Tor Svensson**, Chairman, Capital Finance International (CFI. Co), United Kingdom | **Kai Hammerich**, former President and Director General Invest in Sweden Agency (ISA)

The set of criteria of the awards were based on the following:

- Trade Balance Effects
- Knowledge Transfers
- Investor Servicing Process
- Sustainability and Local Linkages
- Impact on Country Competitiveness

Investment Awards

Central Asia, Caucasus & Russia

Winner

Kazakh Invest

**KAZAKH
INVEST**



Award received by: **Saparbek Tuyakbayev**, Chairman of the Board of Kazakh Invest

The winner is Kazakh Invest from Kazakhstan for the best investment made by Airbus Defense & Space, France in 2017 for the venture project in the aero-technological infrastructure sector. The total number of jobs created was 80 direct and 150 indirect. Special design and technological office of space technology, providing design and engineering works; pilot production for manufacture of components for space vehicles; full cycle of assembly and testing complex for spacecraft.

Runner Up

Uzbekistan,
Committee of Investment



Award received by: **Iqboljon Ergashev**, Head of Diplomatic Mission

The runner up is Uzbekistan, Committee of Investment from Uzbekistan for the best investment made by Lukoil, Russia for the Greenfield project in the manufacturing sector. The value of the total investment was USD 1047.9 million, and the total number of jobs created was 266. Russia-based Lukoil, an energy conglomerate, has launched its production and process facilities at its site in south-west Gissar, Uzbekistan. These include a gas treatment plant with the annual rated capacity of 4.4 billion cubic meters, a gas pretreatment unit and four gas-gathering stations.

Central, Eastern Europe & Turkey

Winner

Serbia, Vojvodina
Development
Agency



Award received by: **Nikola Zezelj**, Director of the Vojvodina Development Agency

The winner is Vojvodina Development Agency from Serbia for the best investment made by Continental Corporation, Germany in 2017 in the service sector. The value of the total investment was USD 6,098,740.63 and the total number of jobs created was 500 IT experts in three years with plans for further expansion. With this particular investment, Serbia occupies a high ranking position on the investment map.

Runner Up

Slovak Investment and
Trade Development
Agency



Award received by:
Dušan Horniak, Ambassador

The runner up is The Slovak Investment and Trade Development Agency (SARIO) from Slovakia for the best investment made by MinebeaMitsumi Inc, (Japan) for the Greenfield project in the Industry Sector. The value of the total investment was USD 73,656,000 and the total number of jobs created was 1,100. The plant is located in modern industrial park: Immopark KoÅ¡ice. It is situated in periphery of the city, and thus is not presenting any environmental or ecological threat towards fauna and flora nor to local population. Moreover, the investment itself.

Investment Awards

East Africa

Winner

Ethiopian Investment Commission



Award received by: **Jerusalem Amdemariam Tadesse**, Consul General of the Consulate of Ethiopia

The winner is Ethiopian Investment Commission from Ethiopia for the best investment made by Hawassa Industrial Park (HIP), USA in 2017 in the service sector. The value of the total investment was USD 250,000,000 and the total number of jobs created was 12,500 local people which is expected to reach 80,000. In terms of investment attraction, the key milestone of HIP project is its success in attracting leading global textile and apparel brands such as PVH into the park. An even more vital impact is the positive investment confidence created from such initial success.

Runner Up

Rwanda Development Board



Award received by: **Emmanuel Hategeka**, COO, Rwanda Development Board

The runner up is Rwanda Development Board from Rwanda for the best investment made by Africa Improved Foods Holding BV, Netherlands for the venture project in the manufacturing sector. The value of the total investment was USD 60 million, and the total number of jobs created was 282. The project has opened doors for other nutritious food companies to consider relocating their investment in Rwanda. Secondly, the company being part of DSM (Dutch Multinational) has boosted investor confidence for other companies to relocate their investments in Rwanda.

Europe

Winner

Belgium, Flanders Investment Trade



Award received by: **Filippe De Potter** – Deputy Director Inward Investments at Flanders Investment Trade

The winner is Flanders Investment & Trade (FIT) from Belgium for the best investment made by KANEKA, Japan in 2017 in the industry sector. The value of the total investment was USD 110 million, and the total number of jobs created was 40. When it comes to petrochemicals, Flanders has unparalleled knowhow, infrastructure and expertise. Flanders is a popular location for the headquarters and subsidiary offices of world-leading petrochemical firms, with the region accounting for 70% of Belgium's petrochemical industry. 13 out of 20 major petrochemical companies have a presence in Belgium, and Flanders is home to the largest petrochemical cluster in Europe. The petrochemicals cluster at the easily accessible Port of Antwerp is not only the biggest of its kind in Europe, it's also second largest in the world.

Runner Up

United Kingdom, Department for International Trade



Award received by: **Faisal Moosa**, Strategy Adviser of Ministerial Strategy Directorate, at the UK Department for International Trade.

The runner up is Department for International Trade from United Kingdom for the best investment made by Shanghai Shenda Co, China for the Greenfield project in the manufacturing sector. The value of the total investment was USD 1606.8 million and the total number of jobs created was 7000. China-based Shanghai Shenda, which engages in the international and domestic trading of textile products, has established a new joint venture company with Luxembourg-based IAC.

Investment Awards

Latin America & The Caribbean

Winner

Invest Saint Lucia



Award received by: **Ng Chee Choy**, Project Director of Royal Crescentia St. Lucia Limited

The winner is Invest Saint Lucia from Saint Lucia for the best investment made by DSH Caribbean Star Limited, Hong Kong in 2017 in the service sector. The value of the total investment was USD1.8 billion, and the total number of jobs created was 1,000 during construction phases. 7,000 plus jobs when complete over tourism, equine, service sectors, transportation and support industries. Economic growth and stability through significant job creation and tourism development. Special Economic Zones: proposed Free Zones Transportation Links: international transportation upgrade, world class cruise terminal and home port, upgrade linked to international airport redevelopment infrastructure improvements; road network upgrade facilities improvements; marina wharf, mixed use commercial and residential value add to current industries.

Runner Up

ProNicaragua



Award received by: **Claudia Lauener**, President of CHIMACO and **Mohamed Lashtar**, Nicaraguan Ambassador to Kuwait.

The runner up is ProNicaragua from Nicaragua for the best investment made by CT Finance AG. In Nicaragua, investors named the new company "CHIMACO", Switzerland for the venture project in the agriculture sector. The value of the total investment was USD 7,250,000, and the total number of jobs created was 210. Nicaragua will capitalize on previously untapped yet profitable niches. This will be Nicaragua's first time exporting processed puree and concentrate (from any fruit), so Chimaco means: increased agricultural and value added industrial output, export diversification, transfer of knowledge, & capitalizing on underutilized trade preferences. This is a clear example of improved investor confidence.

Middle East and North Africa

Winner

General Authority for Investment Egypt



Award received by: **Mona Zobaa**, Chief Executive Director of GAFI

The winner is General Authority for Investment and Free Zones (GAFI) from Egypt for the best investment made by Egyptian- Saudi for healthcare (Saudi- Germany Hospital), KSA in the service sector. The value of the total investment was USD100 million and the total number of jobs created was 2,000. The Saudi-German Hospital created new competition for healthcare services in Cairo, since there are very few hospitals who provide services on the same level. Also, the hospital provides A-class healthcare to patients from African countries, instead of them travelling to Europe or to USA.

Runner Up

Moroccan Investment and Export Development Agency



Award received by: **Nejma el Houda Bouamama**, Head of Department Investment Project

The runner up is Morocco Investment and Export Development Agency from Morocco for the best investment made by Société d'eau dessalée d'Agadir and Aman El Baraka Morocco/ Spain for the Greenfield project. The value of the total investment was USD 439 million and the total number of jobs created was 742. The project will support the socio-economic development of the region as well as preserve groundwater resources. It's a good alternative to cope with the growing demand for agricultural activity in the region that has depleted groundwater of the region.

Investment Awards

South, East Asia and Oceania

Winner

Invest India



Award received by: **Priya Rawat**, Assistant Vice President of Invest India and **Agustin Sanchez Tembleque Diaz Pache**, Vice President representing Vestas

The winner is Invest India, from India for the best investment made by Vestas, Denmark for the Greenfield project in the manufacturing sector. The value of the total investment was USD 100 million and the total number of jobs created was 1,000 (direct) & 3,000 (indirect). Expedited approvals by us helped Vestas start operations within a record time of 15 months, shortest for them globally with cost & time efficiency gains. Ostro & Powerica, Vestas clients, that won India's first competitive wind bid with historically low tariff, are also being facilitated by us. We are resolving sector policy & operational issues to improve ease of doing business. This positive experience motivated Vestas & its supply chain to further invest in India.

Runner Up

Vietnam Trade Promotion Agency



Award received by: **Le Phuong**, Commercial Counsellor, Head of Vietnam Trade Office in UAE

The runner up is Invest Promotion Center for Industry & Trade (Vietnam Trade Promotion Agency) from Vietnam for the best investment made by Sumitomo Group, Japan for the Greenfield project. The value of the total investment was USD 2,580,000 and the total number of jobs created was 253. Japan-based Sumitomo Group, a multinational trading company, is to invest \$2.58bn to develop a coal-fired thermal power plant in Van Phong Economic Zone, Ninh Hoa, Vietnam. Construction on the plant is set to begin in 2018 and it will have an output of 1320MW.

Southern Africa

Winner

Swaziland Investment Promotion Agency



Award received by: **Phumelele Dlamini**, CEO of Swaziland Investment Promotion Agency

The winner is Swaziland Investment Promotion Authority (SIPA) from Swaziland for the best investment made by Swazi Milk, South Africa for the Greenfield project in the agriculture sector. The value of the total investment was USD 15 million and the total number of jobs created was 150 during construction and 40 permanent jobs. Launch of the project has had positive impact on the country's image as an ideal destination for investment. The Swaziland Dairy Board working with SIPA has compiled a bankable project for a second large scale dairy processor to take advantage of the spillover effects of the project.

Runner Up

Economic Development Board of Mauritius



Award received by: **Seetannah Lutchmeenaraidoo**, Minister of Foreign Affairs, Regional Integration and International Trade of Mauritius

The runner up is Economic Development Board Mauritius from Mauritius for the best investment made by Convergys Corporation, United States for the Greenfield project. The value of the total investment was USD 3.2 million and the total number of jobs created was 300 (both direct & indirect). Convergys will act as a catalyst in enhancing the visibility & reputation of Mauritius as a business service delivery location. It will significantly add to the critical mass of the local industry to set it on a growth curve with benefits for all stakeholders. It will also act as a resounding vote of confidence in the package of the Mauritian offering clear policies, stable and pro-business environment, a trusted regulatory framework and excellent global connectivity. Also it is a sign of confidence.

Investment Awards

West and Central Africa

Winner

Ghana Investment Promotion Centre



Award received by: **Yofi Grant**, CEO, Ghana Investment Promotion Centre

The winner is Ghana Investment Promotion Centre from Ghana for the best investment made by Early Power Ltd. (EPL), The Netherlands/US/Ghana for the venture project in the industry sector. The value of the total investment was USD 610 million and the total number of jobs created was 400. EPL Bridge Power combined cycle, multi-fuel power project employs innovative development and financing solutions for Ghana specific needs: rapid deployment of initial power; low-cost baseload pricing; integrated fuel solution; and first PCOA in Ghana that minimizes direct government support. The project contributes significantly to government's vision of creating a modern, efficient, diversified, and financially sustainable energy economy for Ghana socio-economic development.

Runner Up

Nigerian Investment Promotion Commission



Award received by: **Ladi Katagum**, Director for State Coordination, Nigeria Investment Promotion Commission and **Anand Maheshwari**, Director of Speciality Pulp and Paper Limited, Nigeria

The runner up is Nigerian Investment Promotion Commission from Nigeria for the best investment made by Speciality Pulp and Paper Limited (SPPL), India for the venture project in manufacturing sector. The value of the total investment was USD 2.5 billion and the total number of jobs created was 214. Project provides industrial raw materials for packaging industry which reduces importation and encourage increased investment in packaging companies due to availability of required raw material. Capital inflow of over USD 1.2 billion through equities and loans of foreign partners.

Loyalty Awards

Saud Bahwan



Award received by: **Salim Mohamed Bahwan**, from the Senior Management of Saud Bahwan

UAE International Investors Council



Award received by: **His Excellency Jamal Al Jarwan**, Secretary General of UAE International Investors Council

Audi-AI Naboodah Automobiles



Award received by: **Samer Yabroudi**, Sales Manager of Audi – AI Nabooda

Emirates



Award received by: **Sarah Alsuwaidi**, Key Account Manager of Emirates

Dubai Executive Council



Award received by: **Hazza Khalfan Al Nuaimi**, Head of Awards and Excellence Initiatives, Dubai Government Excellence Program

Dubai Land Department



Award received by: **Majida Ali Rashed**, Assistant Director General of Dubai Land Department

Invest in Sharjah



Award received by: **Mohamad Juma Al Musharrkh**, CEO of Sharjah FDI Office

Fujairah Free Zone



Award received by: **Shareif Habib Al Awadhi**, Director General of Fujairah Free Zone Authority

Tatarstan Investment Development Agency



Award received by: **Igor Nosov**, Director General of Inoppolis

Moroccan Investment and Export Development Agency



Award received by: **Nejma el Houda Bouamama**, Head of Department Investment Project

Loyalty Awards

CIPA - Cyprus Investment Promotion Agency



Award received by: **Marios Giorgoudis**, Investment Promotion Officer, Cyprus Investment Promotion Agency

Guangzhou Tianhe Central Business District Administrative Committee



Award received by: **Yi Lili**, General Director, Guangzhou Tianhe Central Business District Administrative Committee

Republic of Indonesia



Award received by: **Husin Bagis**, Indonesian Ambassador to UAE

Republic of Sudan



Award received by: **Mubarak al - Fadhel al – Mahdi**, Deputy Prime Minister and Minister of Investment

CEPICI - Investment Promotion Agency of Côte d'Ivoire



Award received by: **Carole Versteeg**, Director of Investment Attraction of CEPICI

Dubai Police – Events Security Committee



Award received by: **Major Essa Ahli**, Head of Task Sections of the Dubai Police

General Directorate of Residency and Foreign Affairs



Award received by: **Colonel Dr. Omar Ali Al Shamsi**, Assistant Director General, Entry and Residence Permit

Dubai Airports



Award received by: **Butti Ahmad Qarwash**, Vice President of Security and Corporate Affairs

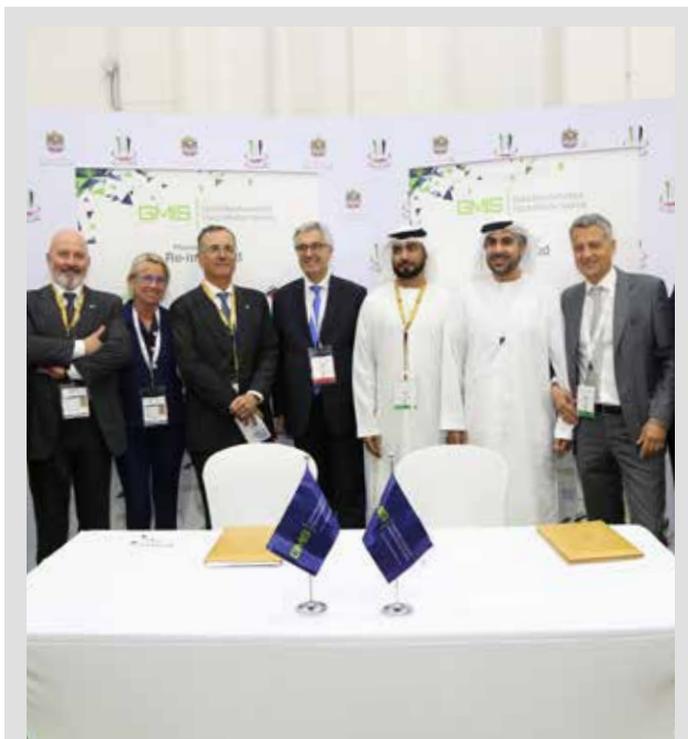
Armani Hotel



Award received by: **Yousef Mishah**, Director of Events, Armani Hotel

Signing Ceremony

To promote cooperation and mutual assistance, the Annual Investment Meeting hosted a number of signing ceremonies of MoUs between different parties including the Global Manufacturing and Industrial Summit (GMIS) and Farindustria, China Arab Expo and AIM, and Kazakh Invest and AIM.



MoU signing between Mr. Franco Frattinni, Chairman of the Italy-UAE Association and H.E. Badr Al-Olama, Head of GMIS Organizing Committee

The Global Manufacturing and Industrialization Summit (GMIS) and Farindustria, Italy's global leader in pharmaceutical care, has signed a Memorandum of Understanding (MoU) to support its aim of harnessing the potential of the Fourth Industrial Revolution, 4IR, to underpin the manufacturing sector of the future.

As per the agreement, it will enable the exchange of knowledge and expertise between the two institutions and encourage mutual collaboration in promotion of the role of manufacturing in building a more prosperous world, as well as supporting the further development of the global pharmaceutical industry.



MoU signing between Mrs. Xie Zhongmei, Vice President of Ningxia (sub-council of CCPIT), and Mr. Dawood Al Shezawi, Head of AIM Organizing Committee

The China-Arab States Expo Secretariat signed a cooperation agreement to provide communication and development of bilateral trade and economy. The MoU will strengthen the close cooperation between China and UAE. As part of the partnership, both parties will assist each other in organizing activities and in establishing cooperative relationship between China and UAE.



MoU signing between Mr. Saparbek Tuyakbayev, Chairman of Kazakh Invest and Mr. Dawood Al Shezawi, Head of AIM Organizing Committee

The Annual Investment Meeting and the Kazakh Invest National Company JSC signed a Memorandum of Understanding (MoU) that will serve as an important mechanism in increasing business competitiveness in the Republic of Kazakhstan and in United Arab Emirates. The agreement will provide a basis for developing close commercial relationships and increasing the volume of bilateral investments, trade volume and technology transfer.

Investors' Hub

AIM Investors' Hub is a special closed zone gathering up to 40 selected Sovereign Wealth Funds and top investment organizations representing different countries, regions and covering multiple sectors. Located in the Exhibition Hall, it was set up to provide participants with the opportunity to meet investors and financiers. This feature proved to be a real success as 857 meetings were held, thus, filling a real need for countries and prospective clients to meet and network with strategic partners to explore new business ventures.

The main objective is to create a safe and secure platform for SWF and investment funds to meet with official government representatives and trusted businessmen to discuss investment opportunities and potential partnerships.

In 2018 we had participation from 20 international and local organizations in the **Investors' Hub**.



Al Ahli Holding Group

Sector: Real Estate, Construction, Retail , Media & Management, Lifestyle & Fitness Food & Beverages



Al Majdouie Investment

Sector: Real Estate Development, Property Management, Manufacturing & Processing , Mergers & Acquisition, Financial Investments , Healthcare, Education



Alaf Capital

Sector: Next Generation investments (such as Arising Asia, Digital Disruption, Energy Transition, Feeding the World, Shifting Lifestyles), Sovereign Wealth Fund investments and Artificial Intelligence investments



AINowais Investments

Sector: Oil, Gas & Petrochemicals, Energy, Healthcare, Real Estate & Hospitality, ICT, Engineering, Construction, & Industry

AMEA Power

Sector: Conventional (Gas, Coal and Oil) and Renewable (Solar PV and CSP, Wind, Hydro and Hybrid) Energy

Investors' Hub



Dubai Investments PJSC

Sector: Real Estate Development & Property, Management, Manufacturing and Processing Industries, Mergers & Acquisitions, Financial Investments, Healthcare, Education

Al Mal Capital

Sector: F&B, Healthcare, Education, Niche Manufacturing, Value-Added Distribution, Business Services, Consumer Goods



Foundation Holdings

Sector: Healthcare, Trading-Pharmaceutical Products, Medical Equipment, Medical Consumables & Devices, Consumer Products



General Electric (GE)

Sector: Digital Energy, Energy Connections, Aviation, Industrial Solutions, Healthcare, Oil & Gas, Power, Transportation



Islamic Corporation for the Development of the Private Sector (ICD)

Sector: Private Sector Investments



Jumeirah Group

Sector: Hotels & Resort Management, Serviced Residences, Global Wellness, Restaurants, Rewards Programs

Investors' Hub



KAAF Investments

Sector: Oil & Gas, Healthcare, Education, Agriculture, Aquaculture, Food Security, IT



Loukil Group

Sector: Logistics, Food Industry, Automotive, Real Estate, Manufacturing



Lulu Group International

Sector: Hypermarkets, Shopping Malls, Imports & Exports, Trading, Shipping, Travel & Tourism, Information Technology, Education



Mubadala

Sector: Aerospace, Metal & Mining, Oil & Gas, Renewables, Information and Communication Technology, Healthcare, Real Estate & Infrastructure & Defense Service



OBS Group

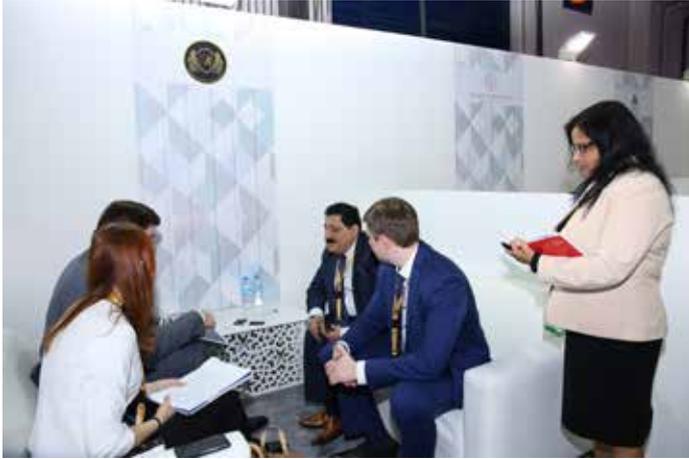
Sector: Automotive, Global Logistics, Trading, Real Estate, Energy, Healthcare, Hospitality, Infrastructure



Olam

Sector: Agribusiness

Investors' Hub



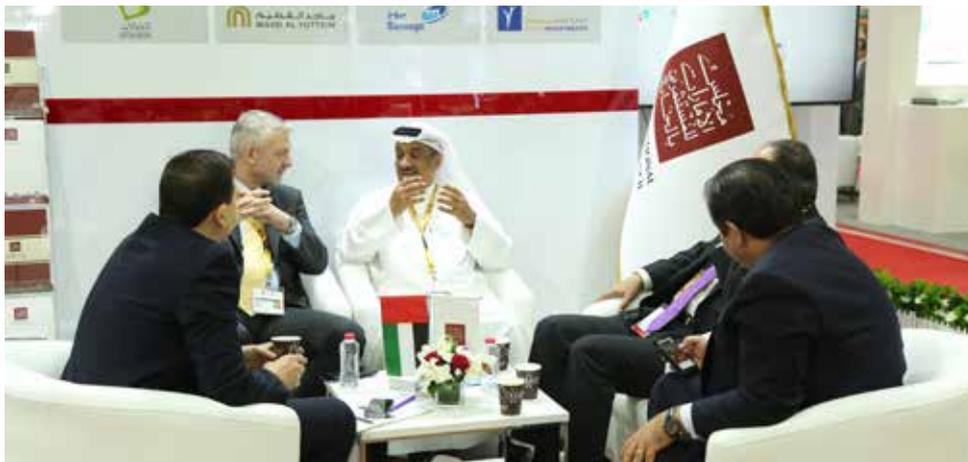
Royal International Group

Sector: Hospitality, Finance, Management and Consultancy, Travel and Tourism, Real Estate, Health, Education



Sharjah Asset Management

Sector: Finance and Trade, Logistics, Technology, Telecommunications, Real Estate, Industry, Transport, Oil and Gas



UAE International Investors Council

In light of the global developments and the UAE's strategic plans, and in line with the state's policy to promote economic diversification, a group of UAE international investors proposed the establishment of a council bringing them together and coordinating action amongst them. Once established, members of such council would have the opportunity to support investment decision-making as well as economic and political decision-makers at both economic and political levels in the country by providing them with clear indicators and parameters of the ongoing developments in all areas of UAE investments worldwide.

During the second half of September 2009, a meeting was chaired by the then minister of Foreign Trade with a group of UAE companies with distinct investment presence abroad in various sectors such as: telecommunications, real estate development, energy and tourism. The meeting also included representatives from the Ministries of Foreign Affairs, Finance and Economy where the companies declared their desire and willingness for the idea offering support to the proposed council. All attendees expressed their desire that UAE Cabinet provides the moral support to the council represented in approving the establishment.

Investors' Hub



UAE INTERNATIONAL
INVESTORS COUNCIL



etisalat

DP WORLD



EMAAR



بروج
Borouge

DUBAI
HOLDING



ماجد الفطيم
MAJID AL FUTTAIM



الفهيم
Alfahim



الخليج للسكر
AL KHALEEJ SUGAR



مجموعة شرف
SHARAF GROUP



MUBADALA



دبي للاستثمار
DUBAI INVESTMENTS



المال كابتال
Al Mal Capital



JUMEIRAH
GROUP



مجموعة الأهلي القابضة
AL AHLI HOLDING GROUP



لولو
GROUP INTERNATIONAL
مجموعة اللولو العالمية



FOUNDATIONS
HOLDINGS



GROUP
LOUKIL
Since 1976



النويس للاستثمار
ALNOWAIS INVESTMENTS



AMEA
POWER



المجدوعي
Almajdouie
الاستثمار
Investment



KAAF
INVESTMENTS



الشارقة لإدارة الأصول
Sharjah Asset Management



ICD



GE



ALAF CAPITAL
WEALTH MANAGEMENT



Olam



OBS
GROUP

Bilateral Meetings

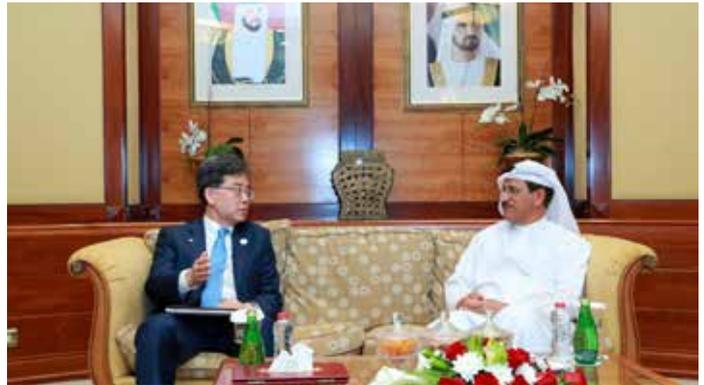
AIM 2018 facilitated meetings for high-level government officials, heads of international organizations, and many official delegations from across the globe. This gave way to discussions on investment projects and prospective partnerships from different regions.

Visiting ministers from various nations met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy to discuss trade and economic relations between their respective countries and the UAE.

UAE was hailed as a safe and rich haven for foreign investment. They also noted that investment and capital are protected in the UAE by world-class legislation, and investors benefit from the advanced infrastructure and the economic diversity in the country.



H.E. Rustam Minnikhanov, President of the Republic of Tatarstan, Russian Federation



H.E. Kim Hyun Chong, Minister of Trade, Industry & Energy, Korea



H.E. Dimitry Kumsishvili, First Vice Prime Minister and the Minister of Economy and Sustainable Development of Georgia



H.E. Ali ben Masoud Al Sunaidi, Minister of Commerce & Industry of the Sultanate of Oman



H.E. Valdrin Lluka, Minister of Economic Development of the Republic of Kosovo



H.E. Kreshnik Bekteshi, Minister of Economy of the Republic of Macedonia

Bilateral Meetings



H.E. Seetanah Lutchmeenaraidoo, Minister of Foreign Affairs, Regional Integration and International Trade of the Republic of Mauritius



H.E. Yousef Yousefi, Minister of Industry and Mines of the People's Democratic Republic of Algeria

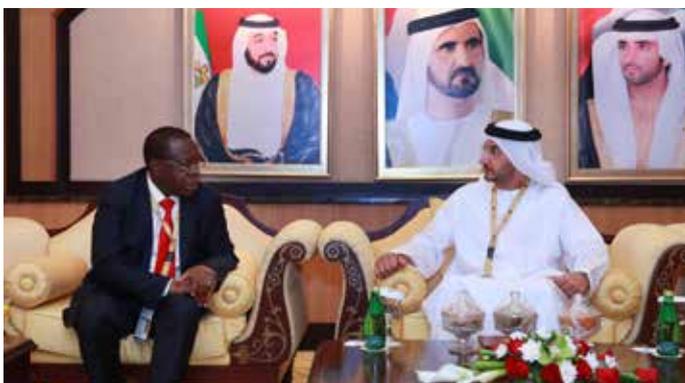
Visiting ministers from various nations also met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



H.E. Harouna Kabore, Minister of Commerce, Industry and Crafts of Burkina Faso



H.E. Khasan Khakimov, Deputy Chairman of the Government of Chechen Republic, Russian Federation



H.E. Modeste Bahati Lukwebo, Minister of Planning of the Democratic Republic of Congo



H.E. Antonio Carricarte Corona, First Vice Minister, Ministry of Foreign Trade and Investment of the Republic of Cuba

Bilateral Meetings



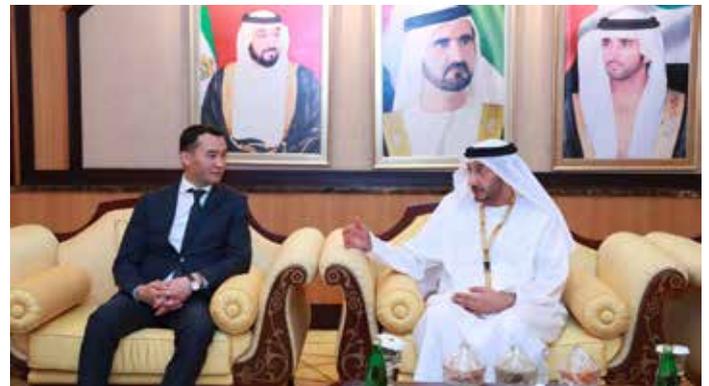
H.E. Mario Cimoli, Deputy Executive Secretary of the Economic Commission for Latin America and the Caribbean (ECLAC)



H.E. Finda Koroma, Vice President of the ECOWAS Commission



H.E. Milton Gustavo Baroja Narváez, Prefect of Pichincha Province and President of the Consortium of Provincial Autonomous Governments of Ecuador (CONGOPE) of Republic of Ecuador



Mr. Saparbek Tuyakbayev, Chairman of the Board, Kazakh Invest National Company JSC, Republic of Kazakhstan



H.E. Baber Gano, Minister of Investment Promotion and Private Sector of the Republic of Mali



H.E. Maxim Reshetnikov, Governor of the Perm Region, Russian Federation

Bilateral Meetings



Dr. Nabeel Koshak, Dean of Prince Mohammed Bin Salman College for Business & Entrepreneurship, met with H.E. Juma Mohammad Al Kait, Assistant Undersecretary for Foreign Trade Affairs, UAE Ministry of Economy



H.E. Wallace Cosgrow, Minister for Investment, Industry and Entrepreneurship Development, Seychelles



H.E. Mohamed Ahmed Mohamoud Awad, Minister of Investment and Development and **H.E. Mohamoud Hassan Sa'ad**, Minister of Trade and Industry, Republic of Somaliland



H.E. Mc Collen Ntsikelelo Jack, MEC for Economic Development and Tourism of Northern Cape Provincial Government, Republic of South Africa



H.E. Mubarak Al Fadil Al Mahdi, Deputy Prime Minister and Minister of Investment of Sudan



H.E. Nataliya Mykolska, Deputy Minister of Economic Development and Trade of Ukraine

Bilateral Meetings

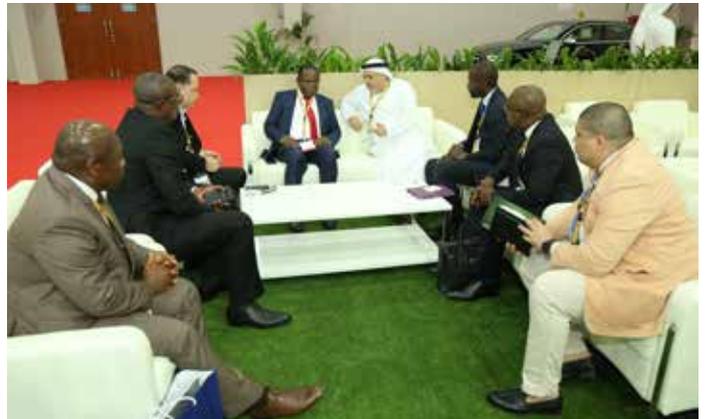
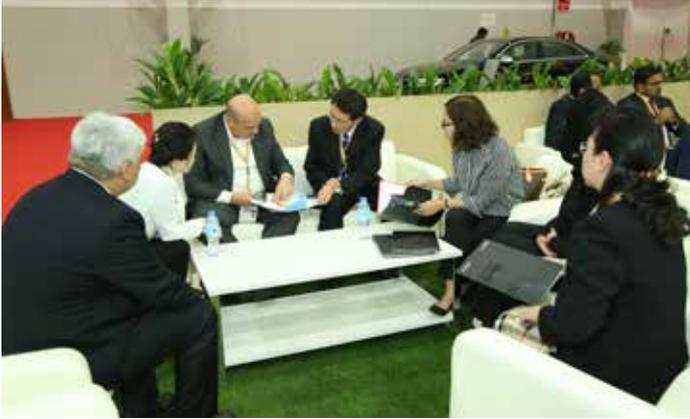
Apart from G2G meetings, AIM also served as a platform for G2B and B2B meetings. This year, over 1,800 B2B meetings and 800+ G2B meetings took place during AIM. Meetings have enabled visitors to discuss investment projects and prospective partnerships from different regions in high level meetings.

High government officials discussed prospective partnership with their counterparts, high level officials interacted with the private sector to explore and conclude cooperation agreements, and businessmen and investors collaborated partnership and widen their network.

Visitors were also able to propose business opportunities to investors in speedy networking sessions. This dedicated and secured platform enabled investment partnerships to form over quick and exclusive one-on-one meetings.



Bilateral Meetings



China Global Investment Summit

In the framework of the 8th Edition of the Annual Investment Meeting, the China Global Investment Summit was held and a special networking with more than 200+ Chinese high-level officials, investors, and businessmen was organized.

The summit featured a conference and a workshop to support Chinese companies in doing business in foreign countries.

Some of the topics discussed were how to operate business in a foreign country and interpretation guide of foreign direct investment and business setup.



Badir A. Almusharrekh, UAE Commercial Counsellor - China
How to Operate Business in a Foreign Country



Monica Gao
Law System of Doing Business in GCC



H.E. Aisha Abubakr, Minister of Trade and Industry, Nigeria



Allen Cao, Senior Advisor of AIM, China-Africa Sector



High-Level Officials at AIM 2018

H.E. Rustam Minnikhanov

President
Government of the Republic of Tatarstan
Republic of Tatarstan

H.E. Khasan Khakimov

Deputy Prime Minister
Government of the Chechen Republic
Chechen Republic

H.E. Dimitri Kumsishvili

Vice Prime Minister
Ministry of Economy and Sustainable Development
Georgia

H.E. Mubarak Al Fadil Al Mahdi

Deputy Prime Minister
Minister of Investment
Sudan

H.E. Rt. Hon. Rebecca Kadaga

Speaker
Uganda Parliament
Uganda

H.E. Aisha Abubakar

Minister of State
Ministry Industry, Trade and Investment
Nigeria

H.E. Ali Masoud Ali Al Sunaidy

Minister
Ministry of Commerce & Industry
Oman

H.E. Alhaji Abubakar Sani Bello

Governor
Niger State
Nigeria

H.E. Arlind Zekjiri

Former Minister of Foreign Investments
Ministry of Foreign Investments
Macedonia

H.E. Antonio Carricarte Corona

First Vice Minister
Ministry of Foreign Trade and Investment
Cuba

H.E. Arturo Javier Vinueza Espinoza de los Monteros

Mayor
Municipality of Canton Quijos
Ecuador

H.E. Baber Gano

Minister
Ministry of Investment Promotion and Private Sector
Mali

H.E. Bambang Soemantri Brodjonegoro

Minister
Ministry of Planning and Development
Indonesia

H.E. Bongiwe Mbinqo – Gigaba

Provincial Minister (MEC) for Sports, Arts and Culture
Northern Cape Provincial Government
Republic of South Africa

H.E. Christian Cardona

Minister
Ministry of Economy, Investment and Small Business
Malta

H.E. Edgar Giovanni Benitez Calva

Prefect
Prefecture of Santo Domingo De Los Tsachilas
Ecuador

H.E. El Moctar DJAY

Minister
Ministry of Economy and Finance
Mauritania

H.E. Esperanza Guadalupe Llori Abarca

Prefect
Prefecture of Orellana
Ecuador

H.E. Evelyn Ama Kumi-Richardson

Municipal Chief Executive
Sunyani Municipal Assembly
Ghana

H.E. Fupe Bohutsane Providence Makatong

Provincial Minister (MEC) for Health
Northern Cape Provincial Government
Republic of South Africa

H.E. Giorgi Cherkezishvili

Deputy Minister
Ministry of Economy and Sustainable Development
Georgia

H.E. Harouna Kabore

Minister
Ministere du Commerce, de l'Industrie et de l'Artisanat
Burkina Faso

H.E. Igor Mirovic

President
Provincial Government of Autonomous Province of Vojvodina
Serbia

H.E. Ir Wismana Adi Suryabrata

Deputy Minister
Ministry of National Development Planning
Indonesia

H.E. Kim Hyun Chong

Minister
Ministry of Trade, Industry & Energy
South Korea

H.E. Kreshnik Bektesh

Minister
Ministry of Economy
Macedonia

High-Level Officials at AIM 2018

H.E. Kwaku Asomah-Cheremeh

Regional Minister
Brong Ahafo Region
Ghana

H.E. Lebogang James Motlhaping

Provincial Minister (MEC) for Transport, Safety and Liaison
Northern Cape Provincial Government, Republic of South Africa

H.E. Maksim Kolesnikov

Minister
Ministry of Economic Development
Russia

H.E. Maxim Reshetnikov

Governor
Perm Region
Russia

H.E. Marco Stalin Troya Fuertes

Prefect
Prefecture of Los Rios
Ecuador

H.E. M.C.Sampath

Minister
Ministry of Industries, Government of Tamil Nadu
India

H.E. Mc Collen Ntikelelo Jack

Provincial Minister (MEC) for Finance – Economic Development
and Tourism
Northern Cape Provincial Government
Republic of South Africa

H.E. Milton Gustavo Baroja Naravez

Prefect
Prefecture of Pichincha
Ecuador

H.E. Modeste Bahai Lukwebo

Minister
Ministry of Planning
DR Congo

H.E. Mohamed Ahmed Mohamoud Awad

Minister
Ministry of Investment and Development
Somaliland

H.E. Mohamoud Hassan Sa'ad

Minister
Ministry of Trade and Industry
Somaliland

H.E. Monica Elizabeth Becerra Centeno

Vice Prefect
Prefecture of Guayas
Ecuador

H.E. Moxolisa Simon Sokatsha

Provincial Minister (MEC) for Roads and Public Works
Northern Cape Provincial Government
Republic of South Africa

H.E. M. Mustafa Mastoor

Minister
Ministry of Economy
Afghanistan

H.E. Nicolae Robu

Mayor
Municipality of Timisoara
Romania

H.E. N Shushu

Provincial Minister (MEC)
Agriculture, Land Reform and Rural Development, Northern Cape
Provincial Government
South Africa

H.E. Satish Mahana

Minister
Ministry of Industries, Government of Uttar Pradesh
India

H.E. Sihle Zikalala

Provincial Minister (MEC) for Economic Development
Tourism and Environmental Affairs, Kwazulu Natal Provincial
Government
Republic of South Africa

Hon. Seetanah Lutchmeenaraidoo

Minister
Ministry of Foreign Affairs, Regional Integration & International Trade
Mauritius

H.E. Sergio Enrique Chachón Padilla

Prefect
Prefecture of Napo
Ecuador

H.E. Sikhumbuzo Eric Kholwane

Provincial Minister (MEC) for Economic Development and Tourism
Mpumalanga Provincial Government
Republic of South Africa

H.E. Tadej Beocanin

Mayor
Municipality of Adjovscina
Slovenia

H.E. Vladrin Lluka

Minister
Ministry of Economic Development of Kosovo
Kosovo

H.E. Wallace Cosgrow

Minister
Ministry for Investment, Industry and Entrepreneurship Development
Seychelles

H.E. Youcef Yousfi

Minister of Industry and Mines
Algeria

H.E. Amb. Atoki Ileka

Ambassador
Embassy of DRC in Paris, France
DRC/France

Distinguished Guests at AIM 2018

H.E. Bostjan Skalar

CEO
World Association of Investment Promotion Agencies (WAIPA)
Turkey

Ms. Ewa Synowiec

Principal Advisor
European Commission Directorate- General for Trade
Belgium

Mr. Furkan Karayaka

Vice President
Investment Support and Promotion Agency
Turkey

H.E. Koroma Finda

Vice President
Economic Community of West African States (ECOWAS)
Nigeria

H.E. Mario Cimoli

Deputy Executive Secretary
UN ECLAC
Chile

Ms. Nicole Graugnard

Senior Policy Manager
International Chamber of Commerce
France

Mr. Peter Kusek

Senior Economist
Macroeconomic, Trade & Investment - World Bank Group
USA

Mr. Philip Kucharski

Chief Coordinating Officer
International Chamber of Commerce
France

H.E. Sindiso Ndema Ngwenya

Secretary General
COMESA
Zambia

Mr. Stephen N Karingi

Director, Capacity Development Division
United Nations Economic Commission for Africa (UNECA)
Ethiopia

H.E. Vera Songwe

Executive Secretary
United Nations Commission on Africa
Ethiopia

Ms. Wafa AIDI

Economic Affairs Officer
United Nations Economic Commission for Africa (UNECA)
Ethiopia

Yonov Frederick Agah

Deputy Director General
World Trade Organization
Switzerland

UAE'S ECONOMIC ACTIVITY IN 2018
Economic activity is likely to be supported by Expo 2020 infrastructure projects

Bilal Khan, senior economist at Standard Chartered Bank

India	18.11	17.57
Pak Rs	32.13	31.27
Sri Lanka Rs	41.29	41.39
Philippine Peso	14.42	14.88
B. Taka	23.62	22.34

(BASED ON PARITY OF PURCHASING POWER)

STOCK MARKET INDEX	
Dubai - DFM	3,092.15 -11.04
Abs Dow Jones - ADX	4,665.24 +62.34

OIL PRICE \$	
Brent	67.35
WTI	64.72
WTI	62.14

London 5/yr	3.227.07
Mumbai 10/yr	23.552
Dubai 10/yr	150.75

Jewellers seek VAT on making charges only
The gold and jewellery industry in Dubai is holding talks with the government to levy VAT only on the making charges rather than the whole jewellery. **Page 22**

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INSIDE

All roads lead to Dubai
The rapid growth of the UAE's startup industry is evident from the fact that Dubai is now considered as a gateway to the region by global venture capitalists, who are trying to spread their operations in the Middle East. **Page 25**

Tourism to boost leisure sector
The tourism sector is expected to be a major driver of economic growth in the UAE. **Page 22**

No Nafta deal to be announced in Lima
The UAE is not expected to announce a deal with the US and Mexico. **Page 26**

Russian stocks and rouble dip
The Russian market is facing volatility. **Page 24**

UAE TO MAINTAIN ITS LEAD AS NO. 1 FDI RECIPIENT IN THE ARAB WORLD

E-PLATFORM TO BOOST ECONOMY



Sultan bin Saeed Al Mansouri, Minister of Economy



Sheikh Mohammed, Sheikh Hamdan bin Mohammed, Sheikh Maktoum bin Mohammed, Rustam Minnikhanov, President of Tatarstan, and Sheikh Ahmed at the opening of the Annual Investment Meeting in Dubai on Monday. — Photos by Shihab

Global economic growth is improving and short-term prospects look positive

Record flow of foreign direct investment	Drop in global FDI in 2017	Estimated global FDI recorded last year	FDI INFLOWS ON THE RISE IN UAE
Promote investment opportunities in the UAE	16%	\$1.52T	2015: \$8.5b
Benefit global pool of investors			2016: \$9.6b
			2017: \$10.3b

Issac John sought-after safe investment havens in the world. His Highness Sheikh Mohammed... The easy-to-use and easy to navigate web portal, which is part of the government's smart services... prospects look positive. The world economy is gathering speed with growth forecast for 2018-2019, ac... Rashid Al Maktoum, Deputy Ruler of Dubai, Sheikh Ahmed bin Saeed Al Maktoum, Chairman of Dubai

WALLEX TIMES WEDNESDAY APRIL 10, 2018

ANNUAL INVESTMENT MEETING

Dubai unveils FDI scheme for sustainable activities

Dubai announced on Monday the launch of a global initiative to attract foreign direct investment (FDI) to sustainable activities, to help achieve its green growth goals. The initiative is part of the UAE's strategy to diversify its economy and create jobs. It focuses on sectors such as renewable energy, infrastructure, and technology. The UAE is expected to receive a record amount of FDI in 2017, reaching \$10.3 billion. This is a significant increase from \$8.5 billion in 2015 and \$9.6 billion in 2016. The initiative aims to attract FDI from global investors and create a pipeline of investment opportunities. It will be supported by a dedicated platform that will provide investors with information on investment opportunities and facilitate the investment process. The UAE is committed to creating a business-friendly environment for investors and ensuring that the FDI is used to create jobs and drive economic growth. The initiative is a key part of the UAE's strategy to become a global hub for sustainable investment.

Abu Dhabi policies gain investors' favor

Abu Dhabi's policies are gaining favor among investors, according to a survey conducted by the International Chamber of Commerce (ICC). The survey found that 98.4% of investors feel that the policies in Abu Dhabi are effective and efficient. This is a testament to the UAE's commitment to creating a business-friendly environment for investors. The survey also found that investors are attracted to the UAE's stable political and economic environment, as well as its strategic location and infrastructure. The UAE is expected to continue to attract FDI in the coming years, as it continues to implement its economic diversification strategy. The survey results are a positive indicator of the UAE's success in attracting investment and driving economic growth.

Dubai's FDI flow surges to Dh27.3 billion in 2017

Dubai's FDI flow surged to Dh27.3 billion in 2017, a significant increase from Dh20.5 billion in 2016. This surge is a result of the UAE's economic diversification strategy and its commitment to creating a business-friendly environment for investors. The UAE is expected to continue to attract FDI in the coming years, as it continues to implement its economic diversification strategy. The surge in FDI is a testament to the UAE's success in attracting investment and driving economic growth. The UAE is committed to creating a business-friendly environment for investors and ensuring that the FDI is used to create jobs and drive economic growth. The surge in FDI is a positive indicator of the UAE's success in attracting investment and driving economic growth.

AE investors to rebuild far-torn nations in ME
The UAE's public, private and institutional investors will help rebuild war-torn nations in the Middle East, including Syria, Iraq, and Yemen. The UAE is committed to creating a business-friendly environment for investors and ensuring that the FDI is used to create jobs and drive economic growth. The UAE is expected to continue to attract FDI in the coming years, as it continues to implement its economic diversification strategy.

Sharjah registers 100% surge in FDI flow in 2017
Sharjah registered a 100% surge in FDI flow in 2017, reaching Dh1.5 billion. This is a significant increase from Dh0 in 2016. The surge is a result of the UAE's economic diversification strategy and its commitment to creating a business-friendly environment for investors. The UAE is expected to continue to attract FDI in the coming years, as it continues to implement its economic diversification strategy.

Develop world offer more FDI
The developed world is offering more FDI to the UAE, according to a survey conducted by the International Chamber of Commerce (ICC). The survey found that 72.9% of investors feel that the policies in the developed world are effective and efficient. This is a testament to the UAE's commitment to creating a business-friendly environment for investors. The UAE is expected to continue to attract FDI in the coming years, as it continues to implement its economic diversification strategy.

TAPPING OVERSEAS INVESTOR INTEREST
The UAE is tapping overseas investor interest to drive economic growth. The UAE is committed to creating a business-friendly environment for investors and ensuring that the FDI is used to create jobs and drive economic growth. The UAE is expected to continue to attract FDI in the coming years, as it continues to implement its economic diversification strategy.

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UAE FDI INFLOWS (Billion AED)	2015	8.5
2016	9.6	
2017	10.3	

TUESDAY, APRIL 3, 2018

UAE attracts \$10.3 billion FDI in 2017

BY INAYAT-UR RAHMAN

DUBAI: The Foreign Direct Investment (FDI) inflow in to the UAE reached \$10.3 billion (Dhs37.6 billion) in 2017, according to the UAE Competitiveness and Statistics Authority up from \$9.6 billion (Dhs35.23 billion) recorded in 2016. This takes the total FDI stock of the country to \$128.94 billion in 2017.

Global investment is seeing a bumpy recovery as worldwide foreign direct investment (FDI) flows reach \$1.52 trillion in 2017, according to the World Investment Report published by the United Nations Council on Trade and Development (UNCTAD). FDI to developing economies remained stable, at an estimated \$653 billion, 2 percent more than the previous year.

However, a number of issues relating to FDI, obstacles to investment and development, will be addressed at a three-day mega global event, Annual Investment Meeting (AIM) that takes place at the Dubai World Trade Centre, from April 9-11, 2018.

Dawood Al Shezawi, CEO of AIM, said "The UAE's FDI inflow is a living testimony of how liberal approach and an ease in doing business is helping the UAE attract more investment. The UAE's FDI stock now exceeds \$128.55 billion, which is significant and puts the UAE ahead of most countries in the Middle East.



Top officials at the event in Dubai on Monday

by 39,480 investors through 52,958 transactions—more than 65 percent of which was carried out by foreign investors.

"Besides, the country's 45 free zones collectively create a large gateway for trade

Investment Meeting will focus on accelerating FDI flows across the world and explore new ways to boost investment and trade."

More than 26,000 investors, financial institutions, institutional

vestors and free zones for special economic zones.

A Head of State, Governmental, more than 40 Government Ministers and State Ministers will join a prestigious line-up of business

انطلاق ملتقى الاستثمار السنوي لتعزيز الاستثمار العالمي وسط مخاوف العالم من حربا تجارية بين الاقتصادات الرائدة

وتعتبر الفعالية الاقتصادية البارزة التي ساهمت في تسهيل نمو اقتصاد الإمارات



Press Release

09/04/2018

تحت الرعاية الكريمة لسمو الشيخ محمد بن راشد آل مكتوم، نائب رئيس الدولة رئيس مجلس الوزراء حاكم دبي، "رئاسة الـ" أطلق

وزارة الاقتصاد في دولة الإمارات العربية المتحدة، من أكبر تجمع استثماري عالمي في منطقة الشرق الأوسط "ملتقى الاستثمار السنوي".

دبي، أطلق صاحب السمو الشيخ محمد بن راشد آل مكتوم، نائب رئيس الدولة رئيس مجلس الوزراء حاكم دبي، الفعالية الاقتصادية للاستثمار الأجنبي المباشر، التي أشرفها وزارة الاقتصاد الإماراتية خلال الخمسة الاثني عشر لملتقى الاستثمار السنوي (AIM) في مركز دبي التجاري العالمي للتعريف بالفرص والمبادرات يوم الاثنين 9 أبريل 2018.

وتعتبر الفعالية الاقتصادية البارزة التي ساهمت في تسهيل نمو اقتصاد دولة

حضور قوي لمصر بملتقى الاستثمار في دبي

فانين

يشهد الاقتصاد المصري ثالث أكبر الحصاد فريسي بعد السعودية والإمارات وقد شهد تعديلتين بخصم لأكثر من 50 في المئة في مايو 2017 بهدف تشجيع الاستثمار في مايو 2017 بهدف تشجيع

للتدفق الاستثماري الأجنبي والمحفز لتبدأ من استثمارات ما يقدر بـ 700 ألف باحث من قبل جديد كل عام.

وتعتبر الفعالية الاقتصادية البارزة التي ساهمت في تسهيل نمو اقتصاد دولة الإمارات

تدفقات استثمارية

كان وصول القانون الجديد أو يسرع لتدفق الاستثمار الأجنبي المباشر الذي ارتفع من 1.4 مليارات دولار في الربع الأول من العام المالي الحالي (2017)، في قطاعات الإسكان والسياحة وتكنولوجيا المعلومات والصناعات وفقاً لما ذكره البنك المركزي المصري في يناير الماضي. كما جاء في تقرير صادر عن صندوق النقد الدولي مؤرخاً من المتوقع أن يتجاوز النمو الاقتصادي في مصر بنسبة 4.8% في 2017 وأن يرتفع إلى نحو 5.5% في 2018. وجاءت تصريحات وزير الأعمال ووزارة الاستثمار في قطاع الصناعي وتكنولوجيا المعلومات منذ مطلع شهر

دبي - البيان

بإشراف منسفة في الهيئة العامة للاستثمار بوزارة الاقتصاد الإماراتية في مركز الاستثمار السنوي الذي يقام في مركز دبي التجاري العالمي خلال الفترة من 9 إلى 11 أبريل المقبل. تحت عنوان "ملتقى الاستثمار السنوي" الذي يهدف إلى تعزيز الاستثمار الأجنبي المباشر والتجارة العالمية، وذلك بحضور مناج القارئ الرئيس من "جميع أنحاء العالم والشركات والمؤسسات الرائدة في الدول في شركات مستعدة

UAE's total trade with EU hits 52.6b euros

Two-way trade between GCC countries and the European Union exceeds 143 billion euros

DUBAI: Total trade in goods between the UAE and the European Union has reached 52.6 billion euros in 2017, according to the UAE Competitiveness and Statistics Authority. The total trade between the UAE and the EU has increased by 1.2 billion euros compared to 2016. The UAE's trade with the EU has increased by 1.2 billion euros compared to 2016. The UAE's trade with the EU has increased by 1.2 billion euros compared to 2016.



ملتقى الاستثمار السنوي هو أكبر تجمع لعامة الحكومات وقادة الأعمال لاستعراض القطاع الخاص الذي تشهده وزارة الاقتصاد والتدريب بالذات، أنه شارك من المؤتمر العام الماضي أكثر من 19000 زائر من كبار الشخصيات والوفود الحكومية على مدار 11

Sponsors and Partners

Strategic Partner

مؤسسة دبي
لتنمية الاستثمار
DUBAI FDI



Dubai FDI

Dubai FDI has the expertise, resources and knowledge to ensure that investors and businesses have a smooth journey to success.

Dubai FDI, part of the Department of Economic Development in Dubai, provides essential information and invaluable support to foreign businesses looking to invest in Dubai's thriving economy and take advantage of its global strategic importance.

As the geographic and economic lynchpin of the Middle East, North Africa and South Asia, worldwide investors see Dubai as a vital element of their operations and for small and medium enterprises. Dubai is the perfect location for new initiatives.

Dubai FDI guides, advises and provides practical help on all aspects of business decisions and management, from determining the best legal structures to identifying investment opportunities and introducing a vast network of government and private sector contacts. From planning to implementation and beyond, Dubai FDI has the expertise, resources and knowledge to ensure a smooth journey to commercial success.



SAUD BAHWAN Group

Saud Bahwan Group

Saud Bahwan Group is one of the largest and most respected business houses in Oman. The Group plays a humble role in touching people's lives with quality products, supported by world-class service.

The Group has consistently built brands through strategic investments in infrastructure, marketing efforts and innovative customer care initiatives.

Saud Bahwan Group's nationwide presence even in the remotest locations of Oman ensures that the group's activities continue to make a positive difference, in automotive & allied businesses, heavy vehicles, construction equipment, turnkey projects, oil & gas, special equipment, municipal & civic services, property & real estate and travel & tourism.

Official Gala Dinner Sponsor



Abu Dhabi Investment Office

Abu Dhabi Investment Office (ADIO) seeks to deliver a quality experience to potential investors throughout the process, reflecting the emirate's ambition to be a leading investment destination globally.

Investors are provided with valuable information about the investment environment in the Emirate of Abu Dhabi and information on all targeted economic sectors and future projects in the Emirate.

ADIO is keen to study the needs of each investor and the type of investment and aspirations, introduce and connect them with appropriate entities and companies, whether governmental or private sector in Abu Dhabi. In result, this essential connection will contribute to build confidence and thus lead to tangible results to accelerate and achieve investment.

Abu Dhabi Investment Office (ADIO) provides full services to potential investors to assist them in their investment journey within the Emirate of Abu Dhabi by facilitating all their phases and enabling investors to reach their goals to achieve an optimal investment experience.

Abu Dhabi Investment Office helps the investor overcome any challenges that they may face in the Emirate of Abu Dhabi in support of expansion plans and prosperity.

Official Investment Partner

UAE INTERNATIONAL
INVESTORS COUNCIL



UAE International Investors Council

Vision: To act as a link between investors abroad and the government in order to promote the competitiveness of Emirates investments abroad and remove obstacles.

Mission: To join investment efforts of Emirates companies investing abroad under one umbrella to form an investment power to facilitate obstacles before members, strengthen foreign investment relations and support a sustainable economic development.

About the Council of the UAE investors abroad

In the context of the UAE efforts to promote economic diversification in the light of what the private sector witnesses in terms of growth and expansion and enhance the state's reputation in the world as an effective economic power able to implement large economic projects anywhere in the world, and in the context of the state seeking to promote investment in areas that would advance national economy through foreign investments, the council has been established to be a pillar that contributes to the protection of UAE capitals abroad as well as a side that provides advice, guidance and logistical support to the members who are investing abroad.

Sponsors and Partners

UAEIIC Objectives.

1. To act as a link between the UAEIIC members and UAE governmental agencies in order to serve the best interests of the national economy.
2. To provide a platform that supports, protects, promotes and expands the benefits & goals of the UAE's investors abroad.
3. To coordinate UAEIIC members' positions to overcome the obstacles that face the business of UAE companies investing abroad.
4. To collect and share information on national investments abroad, and assess the effects of economic measures (imposed by the host countries), on the national economic interests.
5. To represent UAEIIC members at meetings with third parties in the countries hosting national investments for the interest of member investors.
6. To build a database on foreign investment opportunities and perspectives of the various foreign markets.
7. To provide a thorough analysis on the investment environment in global markets.
8. To provide opinions and suggestions to governmental entities on policies, agreements and laws relating to international investments.
9. To take any action necessary to achieve these stated goals, and to initiate any range of activities that aim to promote UAE investments abroad.

Silver Sponsors

Algerian Federation Import Export International Trade Vision



Algerian Federation of Exporters, Importers and International Trade is an Algerian organization affiliated with the oldest trade organization in the world, the General Federation of Algerian Merchants and Craftsmen where UGCAA established the Federation of Traders.

In 1956, to combat French colonialism in modern ways, shops and strikes were closed. The eight days of January 1956 were a testament to the victory of Algerian merchants for the liberation revolution and the remarkable progress of Algeria, especially during the reign of President Abdelaziz Bouteflika.

It was necessary to create an organization concerned with the category of import and export traders. The Algerian Federation exported to Algerian exporters and importers in January 2017 and began to expand to include the entire Algerian territory and moved to the world through the adoption of representatives outside Algeria in Africa, Europe and the continent of Asia.

The Federation participated in many activities and exhibitions and organized international forums.

One of the main objectives of the federation is to link Algeria and international trade to Algeria in all active international forums and organizations, especially the Arab-Islamic cooperation, activating the free zones and trade exchange between countries. From a land use perspective, within the additional free zone territories allocated in the 16 sq km Area 'A', KIZAD is master-planning the business park, district and local centres.

Official Supporting Partner

دائرة الأراضي والأملاك
Land Department



Dubai Land Department

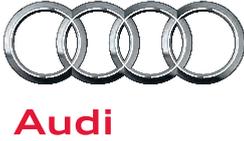
Dubai Land Department (DLD) provides more than 230 outstanding services to all its customers.

DLD is active in the development of the necessary legislation to propel the real estate sector in Dubai, along with organizing and promoting real estate investment, and the distribution of knowledge. DLD elevates the sector with aid from active departments that include Real Estate Regulatory Agency, the regulatory arm, Real Estate Investment Management & Promotion Center, the investment arm, Rental Dispute Settlement Center, the Judicial arm, Dubai Real Estate Institute, the educational arm.

In 2013 the department mainly launched the "Investment Map" and the "E-mart" the smart property market place. DLD ranked the fourth in the world and first in the Arab world for property registration by World Bank's 2013 Ease Doing Business Index.

Sponsors and Partners

Automotive Promotion Partner



Audi Al Nabooda

Al Nabooda Automobiles LLC is the exclusive authorized distributor in Dubai and Northern Emirates for Audi, Porsche and Volkswagen. These automobile marques are coveted world-over and represent a class apart from the rest.

We have established twelve lavish showrooms and dedicated service centers across Dubai, Sharjah and Fujairah. They are run by a well-trained and skilled workforce committed to high standards of services and quality.

From establishing the world's largest Audi Showroom to the world's largest Audi Service Center, we go above and beyond any other automobile distributor in the UAE. It only goes to show that Al Nabooda Automobiles is here to redefine the face of UAE's retail automobile industry.

Official Courier Partner



Aramex

Aramex (DFM: ARMX) is a leading global provider of comprehensive logistics and transportation solutions. Established in 1982 as an express operator, the company rapidly evolved into a global brand recognized for its customized services and innovative multi-product offering. Traded on the NASDAQ from 1997 to 2002, Aramex today is a publicly traded company on the Dubai Financial Market, employing over 13,500 people in 354 locations across 60 countries and leads a strong alliance network providing global presence, and bringing together 40 independent express companies from around the world. The range of services offered by Aramex includes integrated logistics solutions, international and domestic express delivery, freight forwarding, secure records and information management solutions, and e-services, including e-business solutions and Shop and Ship.

Official Airline Carrier



Emirates

Emirates, a global connector of people and places, has received more than 500 international awards and accolades for excellence. The airline has experienced rapid and consistent growth, and has been profitable for the last 26 consecutive years.

Emirates is based in Dubai, one of the few cities in the world that pursues an open-skies policy, and operates alongside more than 120 other airlines in free and fair competition. Its all wide-bodied fleet of over 233 aircraft include 14 freighters and is among the youngest in the skies. The airline plans to more than double its size by 2020. Emirates flies to 148 destinations in 83 countries across six continents. It operates over 233 wide-body Airbus and Boeing aircraft, including the industry leading aircraft A380, and has pending delivery for an additional 281 aircraft, worth more than USD\$135 billion. Emirates is based in Dubai, one of the few cities in the world that pursues an open-skies policy, and operates alongside more than 120 other airlines in free and fair competition.

Knowledge Partners



United Nations Economic Commission for Africa (UNECA)

Established by the Economic and Social Council (ECOSOC) of the United Nations (UN) in 1958 as one of the UN's five regional commissions, ECA's mandate is to promote the economic and social development of its member states, foster intra-regional integration, and promote international cooperation for Africa's development.

Made up of 54 member states, and playing a dual role as a regional arm of the UN and as a key component of the African institutional landscape, ECA is well positioned to make unique contributions to address the continent's development challenges.

ECA's strength derives from its role as the only UN agency mandated to operate at the regional and subregional levels to harness resources and bring them to bear on Africa's priorities. To enhance its impact, ECA places a special focus on collecting up to date and original regional statistics in order to ground its policy research and advocacy on clear objective evidence; promoting policy consensus; providing meaningful capacity development; and providing advisory services in key thematic fields.



World Association of Investment Promotion Agencies (WAIPA)

The World Association of Investment Promotion Agencies (WAIPA) was created in 1995. It was established as an association under the Swiss law. It has been registered in Geneva as a non-governmental organization and is in the process of being filed with other relevant authorities. From its very inception, WAIPA has represented an ever growing number of member agencies. Currently WAIPA had 170 members

from 130 countries. Through its wide range of activities, WAIPA provides the opportunity for Investment Promotion Agencies (IPAs) to network and exchange best practices in investment promotion. WAIPA has always dedicated, and continues to dedicate, time and effort towards building the human resources capacity of its member agencies. Training events have been organized by WAIPA, alone or in coordination with partner organizations. Membership is open to all entities, the primary function of which is "to promote any country, political sub-division of a country or other uncontested territory, as a destination for, or source of, investments".

Objectives:

The objectives of WAIPA, as broadly reflected in the association's statutes, are to:

- Promote and develop understanding and cooperation amongst IPAs.
- Strengthen information gathering systems, promote the efficient use of information and facilitate access to data sources.
- Share country and regional experiences in attracting foreign investment and enhancing outward investments.
- Assist IPAs in advising their respective governments on the formulation of appropriate investment promotion policies and strategies.
- Facilitate access to technical assistance and promote training of IPAs.



International Chamber of Commerce (ICC)

ICC is the world business organization, a representative body that speaks with authority on behalf of enterprises from all sectors in every part of the world.

The fundamental mission of ICC is to promote open international trade and investment and help business meet the challenges and opportunities of globalization. Its conviction that trade is a powerful force for peace and prosperity dates from the organization's origins early in the 20th century. The small group of far-sighted business leaders who founded ICC called themselves "the merchants of peace".

ICC has three main activities: rule setting, dispute resolution, and policy advocacy. Because its member companies and associations are themselves engaged in international business, ICC has unrivalled authority in making rules that govern the conduct of business across borders. Although these rules are voluntary, they are observed in countless thousands of transactions every day and have become part of the fabric of international trade.

ICC also provides essential services, foremost among them the ICC International Court of Arbitration, the world's leading arbitral institution. Another service is the World Chambers Federation, ICC's worldwide network of chambers of commerce, fostering interaction and exchange of chamber best practice. ICC also offers specialized training and seminars and is an industry-leading publisher of practical and educational reference tools for international business, banking and arbitration.

Business leaders and experts drawn from the ICC membership establish the business stance on broad issues of trade and investment policy as well as on relevant technical subjects. These include anti-corruption, banking, the digital economy, marketing ethics, environment and energy, competition policy and intellectual property, among others.

ICC works closely with the United Nations, the World Trade Organization and intergovernmental forums including the G20. ICC was founded in 1919. Today its global network comprises over 6 million companies, chambers of commerce and business associations in more than 130 countries. National committees work with ICC members in their countries to address their concerns and convey to their governments the business views formulated by ICC.

Knowledge Partners



Economic Community of West African States (ECOWAS)

The Economic Community of West African States (ECOWAS) consists of fifteen member states, which are Benin, Burkina Faso, Cabo Verde, Cote d'Ivoire, Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo.

ECOWAS was set up to foster the idea of collective development and mutual support for the benefit of its member states and as a Customs Union since January 2015, it is meant to deepen integration into an Economic Union. ECOWAS promotes peace, security and stability in the region as the fundamental parameters upon which socio-economic policies are built.

ECOWAS combined GDP was \$675 billion in 2013 with a population of 300 million people, forecast to grow to 400 million people by 2020.

The vision of ECOWAS is to create a borderless region where the population has access to its abundant resources and is able to exploit same through the creation of opportunities under a sustainable environment.

Today, as the economies of African countries continue to witness steady growth, ECOWAS registers the strongest growth on the continent, with a GDP of 6.3 percent in 2013 and this was achieved largely due to the collective prosperity drive.

By increasing year-on growth, the region is now demonstrating that it has the potential and the will to address challenges hampering its economic and social development. In this regard, the commission is creating a favourable environment for rapid economic development through the regional integration process.

The region has in the past few years developed cooperation agreements with various countries and other economic blocs around the world, in order to diversify its partners and to better mainstream ECOWAS in the multilateral trading system. ECOWAS has embarked on the development of regional infrastructure projects in the areas of energy generation and distribution, road construction, water and sanitation, maritime transport, road transport, etc. These projects fall under the ECOWAS Community Development Programme, which has developed to spur the Economic development of the 15 member countries in a harmonious way.



Sovereign Wealth Fund Institute (SWFI)

The Sovereign Wealth Fund Institute (SWFI) is a global organization that focuses on public investors, including sovereign wealth funds, pensions, superannuation funds, central bank reserves, endowments and more.

We provide specialized services such as research and consulting to various corporations, funds and governments. Our flagship publication, the Sovereign Wealth Quarterly, is the premier publication on public sector asset ownership and management globally. Through our work, we have molded the public investor market and have

defined concepts and terms like the Linaburg-Maduell Transparency Index (LMTI) and Sovereign Wealth Enterprise (SWE), and are regularly featured in business news publications such as Bloomberg, Reuters, and the Wall Street Journal.

Michael Maduell, president and founder of SWFI, is a sought after speaker and consultant who works with sovereign funds, pensions, and other long-term investors, and has made appearances on CNBC, BNN, CNN, and a number of different institutional investor-focused conferences. He is also a contributor to the Follow the Money Show podcast.



Investment Consulting Associates (ICA)

Investment Consulting Associates (ICA) is a global management advisory firm based in Amsterdam and Boston specializing in corporate location advisory, Supply Chain Management, market entry, incentives advisory, free zone development, economic development strategies, investment promotion strategies, FDI advisory and training

& seminars. ICA offers customized, effective solutions matching its clients' needs through a combination of analytical industry expertise and stakeholder management. ICA's global team of multi-disciplinary professionals has worked on numerous projects across all continents, either on behalf of its growing portfolio of corporate clients or as strategic advisor to governmental organizations and free zones.

Our professionals have many years of experience in helping companies make difficult international location, investment and staffing decisions. This experience is used to provide frank advice to governments and investment promotion organizations on how they fare in competitive situations. We are proud to continue our legacy of work with clients in the public arena and in private industry, matching economic development goals and institutional capabilities with business needs. Our services allow companies, governments, developers and investors to maximize return on investment and build a sustainable relationship between priority sector business and community.

ICA provides the following services:

- Investment and Trade Promotion, Marketing Advisory and Online Presence
- Organizational Review, Development and Strategic Alignment
- Investment Attraction, Trade Facilitation, and Economic Development
- Review of FDI Climate and FDI Opportunity Assessments
- Free Zones Development and Implementation
- Industry, Sector and Market Prioritization Analyses
- Creating Location Value Propositions
- Location Competitiveness and Incentive Benchmarking
- Labor Market and Economic Impact Assessments
- Location Strategy and Site Selection Models
- Implementation Support and Mentoring
- Monitoring and Evaluation Mechanisms

Partners



WAVTEQ

A Passion for foreign direct investment

WAVTEQ was established as a spinout from the Financial Times Ltd to specialize in FDI consulting and product development. Through organic and inorganic growth, WAVTEQ has grown rapidly, increasing from one to over fifty FDI staff and consultants over the last 2 years. WAVTEQ acquired Loco Software Limited (Ireland) and ICA Incentives BV (Netherlands) creating the world leader in Foreign Direct Investment (FDI) products. WAVTEQ has built and continues to develop the fDi Markets and fDi Benchmark databases of fDi Intelligence (Financial Times Limited) and we have developed our own suite of industry-leading data and software products, including FDI Accounting, Incentives Monitor, FDI Professionals, and Country Reports. WAVTEQ is also a leader in developing Mobile Apps for economic development organizations and CRM systems. Over 1,000 public sector and private sector organizations have subscribed to WAVTEQ-developed products. WAVTEQ also developed The Banker database and FT China Confidential. WAVTEQ's team is at the forefront of knowledge on FDI, with over 100 publications and conference presentations on FDI and two staff with an OBE or MBE for their success in attracting FDI. Since 2014, WAVTEQ has helped secure over \$5 billion of Greenfield FDI projects for our economic development clients, making us the most successful FDI lead generation company.

About the company

WAVTEQ was established in Hong Kong and has its Global Technology Centre in Cork (Ireland), its Centre of Excellence in Belfast (Northern Ireland) and we established in January 2016 a new 15 person Global Research Centre in Bangalore (India).

WAVTEQ has local subsidiaries, offices and representation in 10 countries, including China, Hong Kong, India, Ireland, Japan, Korea, Spain, UK, and US. WAVTEQ is the technology, consulting and sales partner of fDi Intelligence and authorized distributor of fDi Markets and fDi Benchmark.

WAVTEQ has three divisions:

-FDI Products - Business Development Services (BDS) - Software Development Services (SDS)

In each of these areas, we aim to become global market leader in the FDI space.

The WAVTEQ team comprises over 50 experts across a range of professions including software developers, FDI consultants, and business development officers. We pride ourselves on a passion for FDI and our commitment to innovation, excellence, and teamwork both within our company and with our strategic partners and clients.

Supporting Partners



U.S.-U.A.E. Business Council
usuaebusiness.org



Ukrainian
Business
Association



الغرفة العربية المكسيكية
للصناعة والتجارة
Arab-Mexican Chamber of
Commerce & Industry



CEO Clubs Network



UIBC



IBPC
DUBAI
INDIAN BUSINESS &
PROFESSIONAL COUNCIL



MACEDONIAN CHAMBER
OF COMMERCE
МАКЕДОНСКА ПАЛАТА НА ТРГОВИЈАТА



PHD
CHAMBER



ArabBrazilian
Chamber of Commerce
الغرفة التجارية
العربية البرازيلية



MALAYSIAN INTERNATIONAL CHAMBER OF COMMERCE & INDUSTRY



Argentine Emirates Chamber
of Commerce, Industry, Services and Technology Transfer



INDONESIA



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Key Media Partners



Media Partners



Co-located Events



وزارة الاقتصاد
MINISTRY OF ECONOMY



AIM Startup

9 - 11 April 2018

Dubai, United Arab Emirates

Technology for Sustainable Development and Inclusive Growth

 **20,332** Visitors

 **128** Startups

 **50+** High Officials

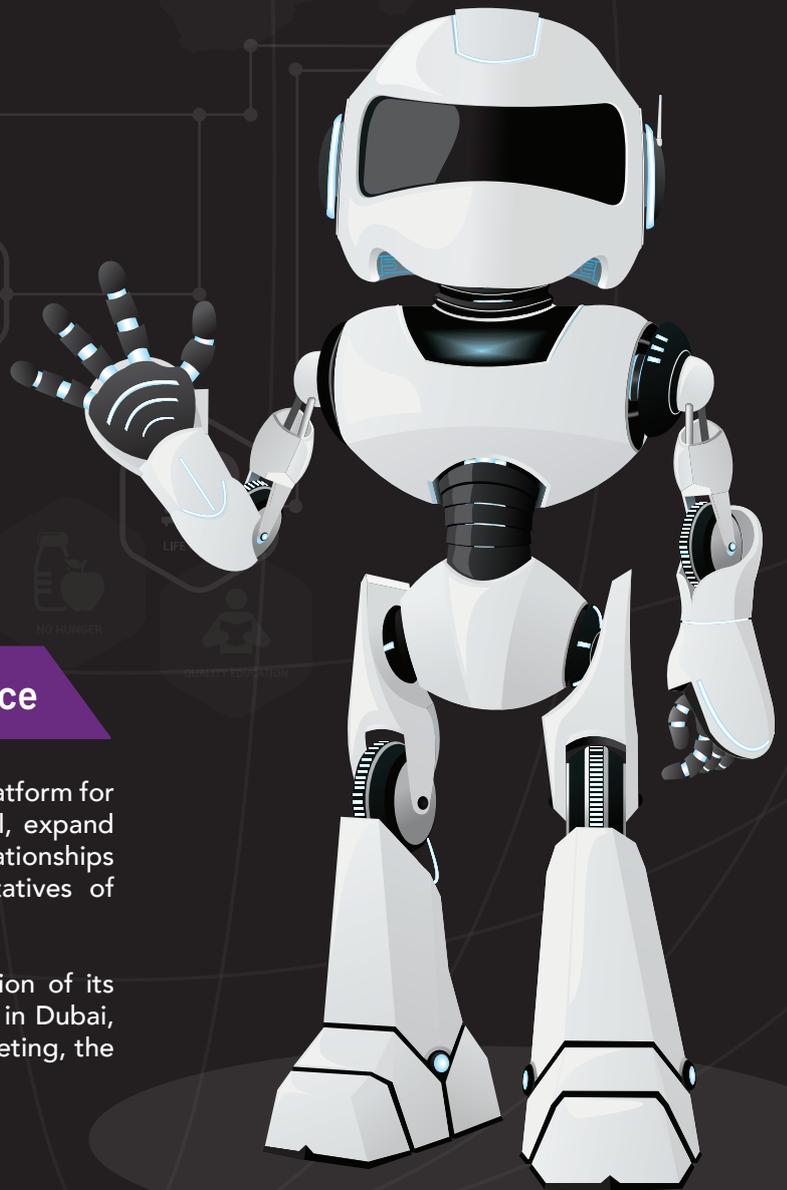
 **100+** Investors

 **25+** Countries

 **4,000 sqm+** Exhibition Space

Launched in 2017, AIM Startup has been the ideal platform for startup companies who are looking to raise capital, expand into new markets and forge meaningful business relationships with major investors, business leaders, representatives of international institutions and government entities.

April 9 - 11, AIM Startup hosted the second edition of its annual Innovation Showcase and Pitch Competition in Dubai, UAE, in conjunction with the Annual Investment Meeting, the world's leading FDI platform for emerging markets.



Sponsors and Partners

KEY SPONSORS



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Ministry of Economic Development and Planning

Country Sponsor – UAE



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2018 - 2017 AIM Startup Sponsor



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Badir Program for Technology Incubation

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مدينة الملك عبدالعزيز
للعلوم والتقنية KACST

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Knowledge Partner – KSA



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Eco System Partner



Official Fintech Partner



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ساسةس لريادة الأعمال
Sas for Entrepreneurship



Host Partner – Oman



Host Partner – Damman



Host Partner – Jordan



Host Partner – Kuwait



Host Partner – Bahrain



Community Partner – KSA



Community Partner – Bahrain



Community Partner – Bahrain



Community Partner – Kuwait



Community Partner – KSA

MEDIA PARTNERS



Exclusive Magazine Partner 2018

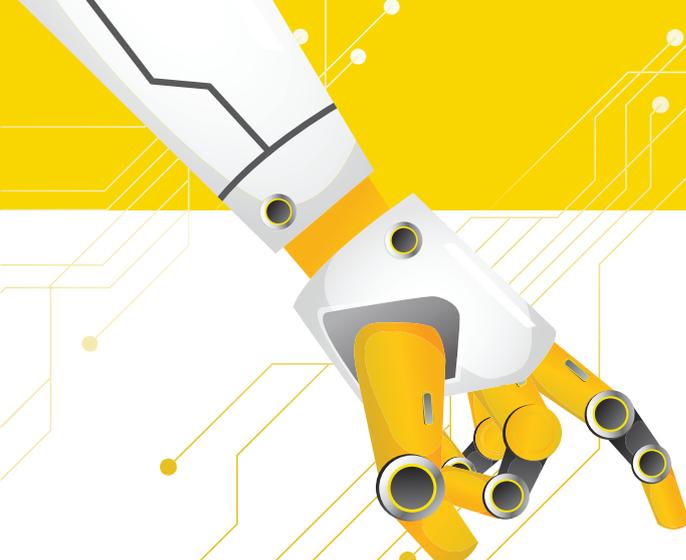


2018: Technology For Sustainable Development & Inclusive Growth

With our world population nearing 9 billion by 2025, sustainability should be at the heart of every conversation today. With world hunger, poverty, water scarcity, wasteful consumption, climate degradation and inequality threatening the very fabric of our social, environmental and economic well-being, now is the time to get actively involved if we wish to create the future that we desire.

On April 2018, Dubai hosted the creators, innovators and masterminds of our time – those bold enough to step outside of their comfort zone and work towards building a brighter future abundant with opportunities and resources - and those creating the solutions to the challenges we face globally, while respecting and safeguarding the environment for our generations to come. Thus, allowing them to live in a world based on values of trust, transparency and equality.





2018 Features

Innovation Showcase & Exhibition Floor

Startups presented their groundbreaking products/services to a global audience for three full days. The event brought tech-entrepreneurs closer to investors, venture capital funds and mentors, to help new technology-driven solutions and startup companies to grow.



Pitch Off

Over the three-day conference, the top shortlisted startups from around the globe battled to win cash prizes and other awards for their businesses by presenting to a panel of expert judges. Over the three day conference, the top shortlisted startups from around the globe battled to win cash prizes and other awards for their businesses by presenting to a panel of expert judges in a room filled with investors. The pitch competition also featured the Fintech Galaxy Challenge where the cream of Fintech startups took part.



Workshops

Our workshops joined an audience comprised of students and entrepreneurs, to gain hands-on training from AIM Startup 2018 master coaches.



The active citizen framework- A Pathway to Grassroots Impact. Arrey Obenson, Secretary General, JCI, USA



National IT Backbone for Connected Healthcare. Dr. Ajit Kumar Nagpal, Chairman & Director General, Amity University ME, UAE



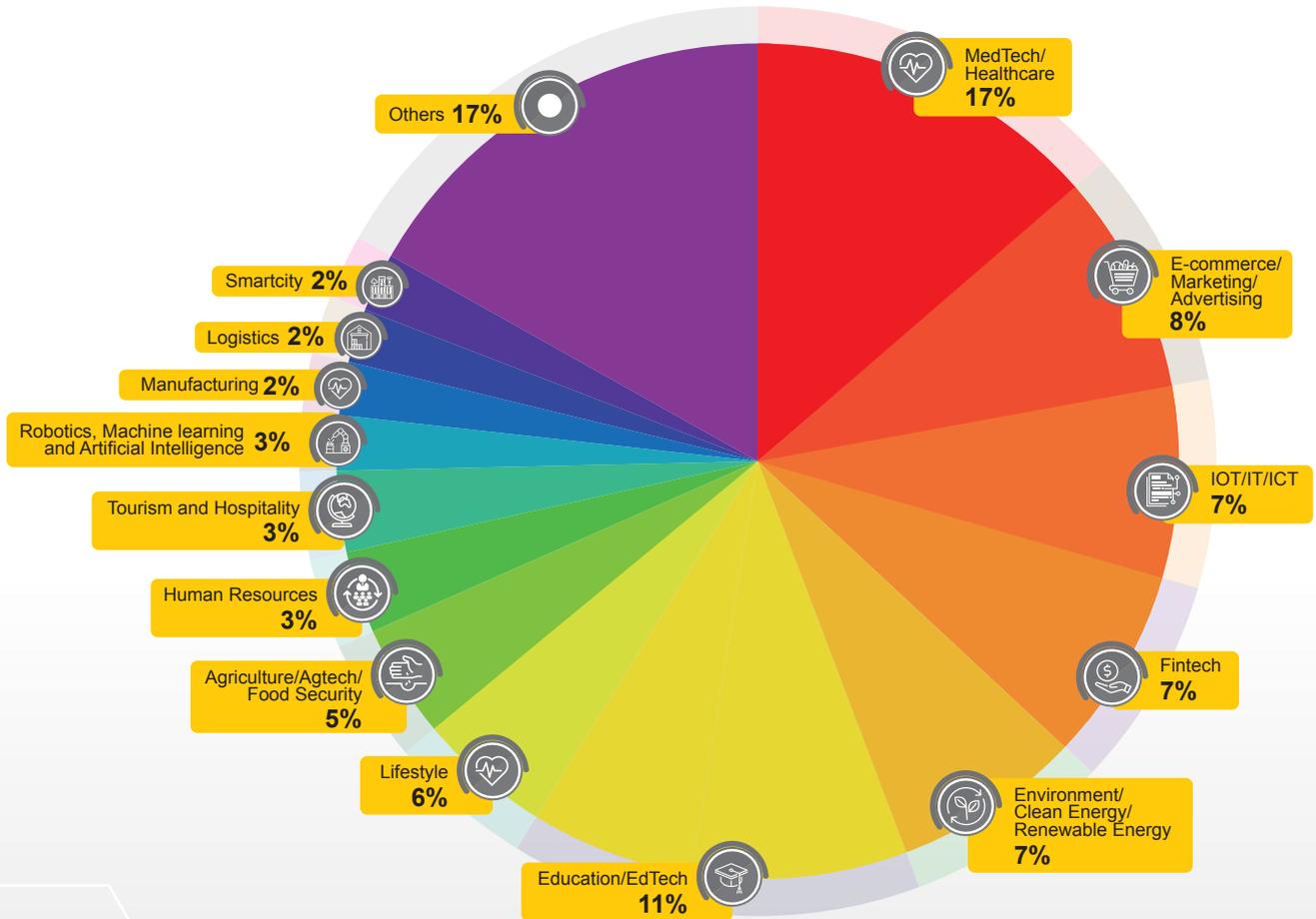
The Next Stage – Moving into new Foreign Markets and Staying in Control. Dr. Douglas van den Berghe, Founder & CEO, Investment Consulting Associates, Netherlands



The Talks

The full day conference included a series of engaging, informative and interactive keynotes, panel discussions and fireside chats featuring some of the world's leading experts.

Participated Sectors



Award Ceremony



MENA Pitch Competition | 1st prize; Mind Rockets, Inc.



MENA Pitch Competition | 2nd prize; Kees Chic

Startup founders, investors, business leaders and government entities gathered for AIM Startup Pitch Competitions Award Ceremony on 11th April. The top three winners of MENA startup Pitch and the top competition six winners of International Startup Pitch Competition won total cash prizes of 50,000 USD.



MENA Pitch Competition | 3rd prize; Tesh Tesh



First International Pitch Competition
1st prize; Result Care



First International Pitch Competition
2nd prize; Yallabargain.com



First International Pitch Competition
3rd prize; Rowan



Second International Pitch Competition
1st prize; Halal Guide



Second International Pitch Competition
2nd prize; Shabab Lab



Second International Pitch Competition
3rd prize; Empty Trips



**BDO Finetech Galaxy
Pitch Competition TickN Pay**



"Winners 2018"



An additional prize worth of 30,000 USD was awarded by AIM Startup's partner BDO, sponsor of the Fintech Galaxy challenge.

Testimonials



“We work hard to create favorable laws and regulations to attract individuals like you, the entrepreneurs, the innovators, smart enough, quick enough and brave enough to challenge the status quo. This is the conversation that governments are having today. We are exploring what it takes to attract innovators like you to come to our countries and solve our challenges, your challenges, our shared challenges and our global challenges. ”

H.E. Juma Mohammed Al Kait
Assistant Undersecretary of the Foreign Trade Sector at the Ministry of Economy



“AIM Startup is an inspiring event. I have been here since morning and I have learnt a lot in getting some entrepreneurial insight. I think this is one of the event I like that AIM is having this parallel event which is focusing on startups to create job opportunities in the region and also very important to help creating a scalable sustainable economy within the region.”

H.E. Dr. Nabeel Koshak
Dean - Prince Mohammad Bin Salman College, KSA



“AIM Startup is a great platform for startups, an amazing addition to the whole Annual Investment Meeting event! I believe AIM Startup should be replicated in several other countries as well, including Bahrain. I found it extremely beneficial. I got to network with potential stakeholders for our business. I believe it is an amazing initiative and it should continue to happen every year to enhance the startup ecosystem globally.”

Hussain Haji
Founder, InaGrab, Bahrain



“Being a part of finalist startups in the 2nd edition of AIM Startup has meant having access to funding opportunities in MENA region & abroad, the expertise of the AIM Startup’s knowledge partners, business networking opportunities, and learning from other high level government officials, investors and start-up founders. Once again, thank you for hosting us!”

Hanaan Hashim
Co-Founder -Taqbit, India



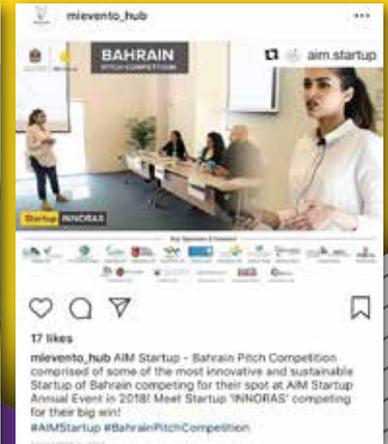
“AIM Startup 2018 is a great platform for today’s young entrepreneurs to express their great ideas. The pitch competition gives exposure to ideas from all over the globe! ”

Sreejith R. Sales Engineer
Ghafa sustainability & energy solutions.

2018 Highlights



Social Media Coverage





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AIM Startup

Join Us for
**AIM
STARTUP**
2019

8 - 10 April 2019
Dubai World Trade Centre

Harnessing
**Global
Digitization to
Empower
Startups &
SMEs**

Dubai International Governments Achievements Exhibition (DIGAE) 2018



معرض دبي الدولي للإنجازات الحكومية Dubai International Government Achievements Exhibition

Dubai International Government Achievements Exhibition is the first of its kind in the world to establish itself as the benchmark for public sector excellence showcase where all local, federal and international entities unveil their most effective programs and innovative solutions. The exhibition is organised by the Dubai Government Excellence Programme (DGEPP), part of the General Secretariat of the Dubai Executive Council for the 6th edition, held under the theme, "Government Practices, Global Achievements".

This year's edition had 85 exhibitors from 21 countries showcasing their latest services, innovations and achievements. The three-day eventful exhibitions witnessed the launch of 14 initiatives and 18 agreements to raise the standards of public sector governance and government to citizen service delivery.

DIGAE is characterized by its uniqueness as it is considered as an international platform that enables governments to exchange their opinions and best practices in providing services in the governmental sector. The exhibition has been able to introduce the world to Dubai's unprecedented development and pioneering achievements in various fields of government work.

For more information on DIGAE, visit www.digae.ae



Future Cities Show 2018



The second edition of the Future Cities Show 2018 was held from the 9th to the 11th of April 2018 in Dubai, United Arab Emirates. The show highlighted the latest and the most innovative technologies which are set to change the future.

This show is based on the 17 Sustainable Development Goals which were set by the United Nations and was adopted by 193 countries in September 2015. The show also incorporates the 10X Dubai directives which were set by His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice President, Prime Minister and Ruler of Dubai. This is a radical program that seeks to establish “X Labs” in every government entity and position Dubai 10 years ahead of the rest of the world.

The Future Cities Show was a great platform for local and international institutions from various industries to showcase their latest technologies which are going to redefine the way we live. The show focused on 3 pillars which are Sustainability, Innovation and Happiness.

FCS 2018 brought together environmentalists, sustainability leaders, innovators, solution providers, healthcare practitioners, security vendors, energy consultants, manufacturers, bankers, builders, urban developers, architectures, investors, mayors, mobility players and students under one roof to interact, discuss and showcase solutions for a smart sustainable future.



About Dubai

The heart of one of the world's richest regions, Dubai is a dynamic and rapidly expanding international business centre.

Dubai enjoys, without a doubt, one of the best locations on the planet. Situated halfway between Europe and Asia, few destinations take more than 8 hours direct flying time to or from Dubai. Just overnight from London, four hours from Nairobi, three hours from Mumbai, 8 hours from Hong Kong and a direct flight from the United States or Australia, Dubai is definitely a destination of choice for vacationing, living and business.

Dubai's luxurious airport, world-renowned duty free, award winning airline - Emirates and creation of a second airport, which will be the largest in the world, has established its position as a forerunner in the field of travel.

In Dubai, traditional Arabic hospitality enhances its world-class service industry.

Tourists are free to enjoy a great number of activities as Dubai has beautiful beaches, a wide selection of water sports and exciting desert safaris. A renowned shopping destination, Dubai hosts the world's only yearly shopping festival, and is home to some of the largest and most luxurious malls in the world. International sporting events such as the world's richest horse race - the Dubai World Cup, the Dubai Tennis Championship and the Dubai Desert Classic have also put the city on the world sporting map.

For more information about Dubai, please visit the following website: www.dubaitourism.ae



About Dubai World Trade Centre

The venue for the Annual Investment Meeting is the Dubai World Trade Centre. Since its inception in 1979, the Dubai World Trade Centre has been instrumental in establishing Dubai's position as a global financial and commercial hub, and remains a vibrant business epicenter for the region.

With a vision to make Dubai the world's leading destination for all major exhibitions, conferences and events, DWTC has evolved from being the forerunner of the fast growing exhibitions industry, into a multi-dimensional business catalyst, focusing on venues, events and real estate management.



تحت رعاية كريمة من صاحب السمو الشيخ محمد بن راشد آل مكتوم نائب رئيس الدولة رئيس مجلس الوزراء حاكم دبي

Under the Patronage of H.H. Sheikh Mohammed Bin Rashid Al Maktoum,
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ملتقى الاستثمار السنوي

ANNUAL INVESTMENT MEETING

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**Mapping the Future of FDI:
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through Digital Globalization**

8 – 10 APRIL 2019

Dubai, United Arab Emirates

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Join corporate leaders, policy makers, world-renowned experts, FDI dealmakers, economic and investment promotion agencies and site selectors from all regions and continents for the eighth Annual Investment Meeting. Recognized as the premier event in foreign direct investment with more than 19,000 attendees in 2017, it is the leading platform for knowledge-sharing, FDI dealings and strategic networking.

9th

AIM 2018



20,332 Participants & Attendees

143 Participating Countries

Head Office

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Annual Investment Meeting

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