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MINISTRY OF ECONOMY

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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

**International Investment,  
Path to Competitiveness & Development**  
**2 - 4 April 2017**  
Dubai, United Arab Emirates

**Report  
2017**





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

## 1 April 2017

### Capacity Building Workshops

- 
- 10:00 - 13:00** I – Investment Promotion Trends
- 
- 14:00 - 17:00** II – How can FDI be used to develop location competitiveness?

## 2 April 2017

- 
- 09:00 - 18:00** Exhibition / Investors' Zone
- 
- 10:05 - 10:10** Welcome Remarks by the Master of Ceremony
- 
- 10:10 - 10:20** AIM FDI Report Sponsor Speech  
by H.E. Ahmed Ali Al Sayegh, Chairman of Abu Dhabi Global Market (ADGM)
- 
- 10:20 - 12:15** Global Leaders Debate
- 
- 12:15 - 12:50** Grand Opening Ceremony
- 
- 12:15 - 12:20** AIM 2017 Opening Film
- 
- 12:20 - 12:30** Welcome Speech by H.E. Sultan bin Saeed Al Mansouri, Minister of Economy, United Arab Emirates
- 
- 12:30 - 12:35** Keynote Speech by UNCTAD Secretary-General Dr. Mukhisa Kituyi
- 
- 12:35 - 12:45** Host City Partner Speech  
by H.E. Khaleefa Bin Salem Al Mansoori, Acting Undersecretary of the Abu Dhabi Department of Economic Development
- 
- 12:45 - 13:00** Inauguration of AIM 2017 Exhibition
- 
- 13:00 - 14:30** Strategic Networking Lunch
- 
- 14:30 - 17:15** Thought Leadership Conference - Plenary Sessions
- 
- 14:30 - 17:00** Country Presentations / Country-closed Roundtables
- 
- 19:30 - 22:30** Gala Dinner and Investment Awards Ceremony sponsored by Invest in Sharjah

## 3 April 2017

- 
- 09:00 - 18:00** Exhibition / Investors' Hub
- 
- 09:00 - 10:00** Parallel Sessions
- 
- 09:00 - 17:35** Thought Leadership Conference – Plenary Sessions
- 
- 10:00 - 17:00** Country Presentations
- 
- 10:50 - 11:30** AIM FDI Report prepared by World Bank
- 
- 14:30 - 16:00** Country-closed Roundtable

## 4 April 2017

- 
- 09:00 - 18:00** Exhibition / Investors' Zone
- 
- 09:00 - 10:00** Parallel Sessions
- 
- 10:00 - 17:25** AIM Startup Conference
- 
- 11:30 - 12:30** Country Presentation
- 
- 17:25 - 17:45** AIM Startup Awards Ceremony

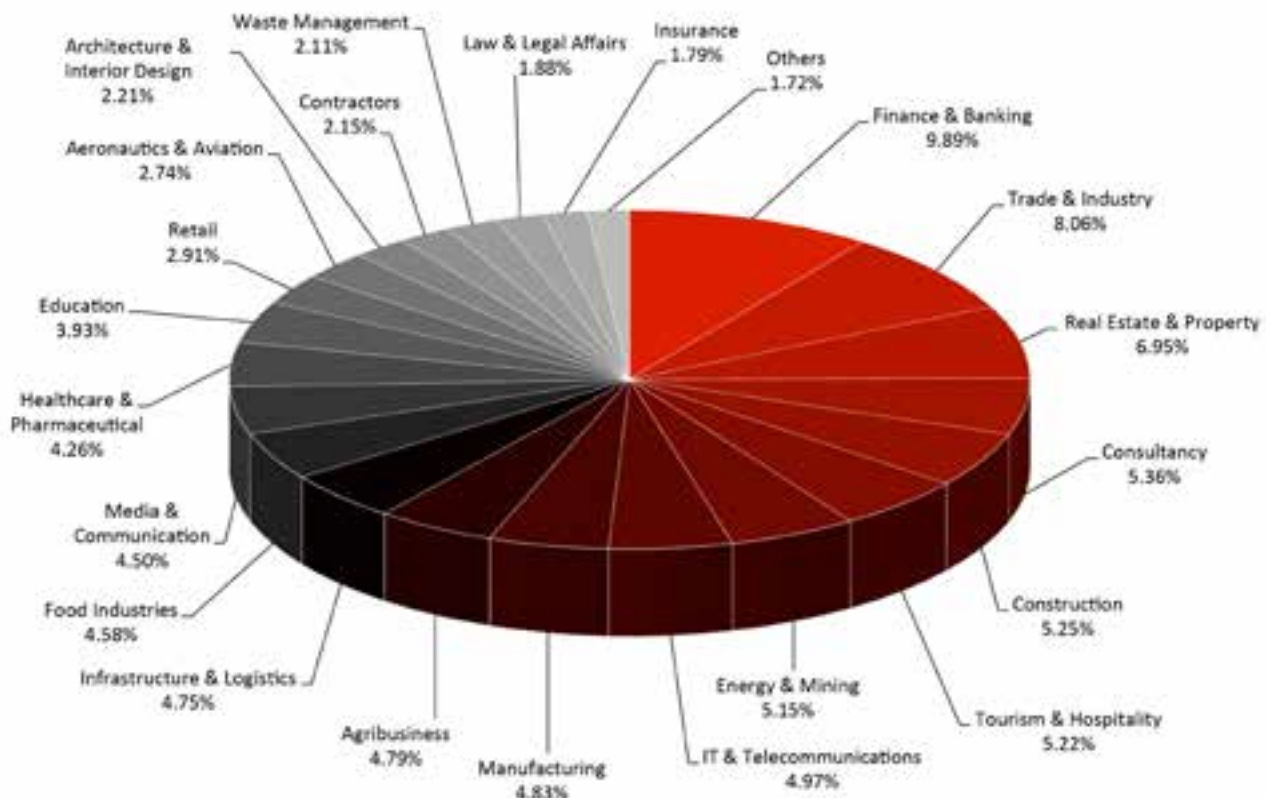
## 7<sup>th</sup> Edition | Annual Investment Meeting

International Investment,  
Path to Competitiveness & Development

The Annual Investment Meeting is a unique event and the only one in existence whose core focus is foreign direct investment (FDI) in growing markets. Over the span of three days, an array of activities are staged including a Thought Leadership Conference, Global Leaders Debate, International Exhibition, Capacity Building Workshops, Country Presentations, Investors' Hub, Gala Dinner and Investment Awards, Networking Features, AIM Startup Innovation Showcase and Pitch Competition.

AIM 2017, 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.

### **PARTICIPATING SECTORS**



### **2017 ACHIEVEMENTS**



141

Participating  
Countries



19,129

Participants &  
Attendees



55

High-level  
dignitaries



535

Exhibitors &  
Co-exhibitors



1000+

Experts &  
FDI Specialists

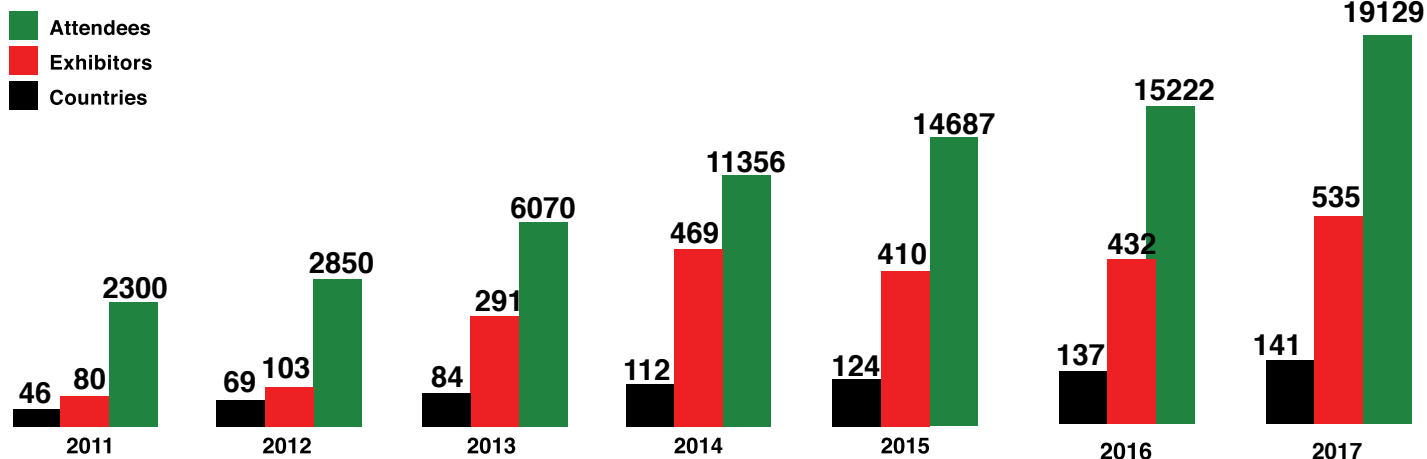


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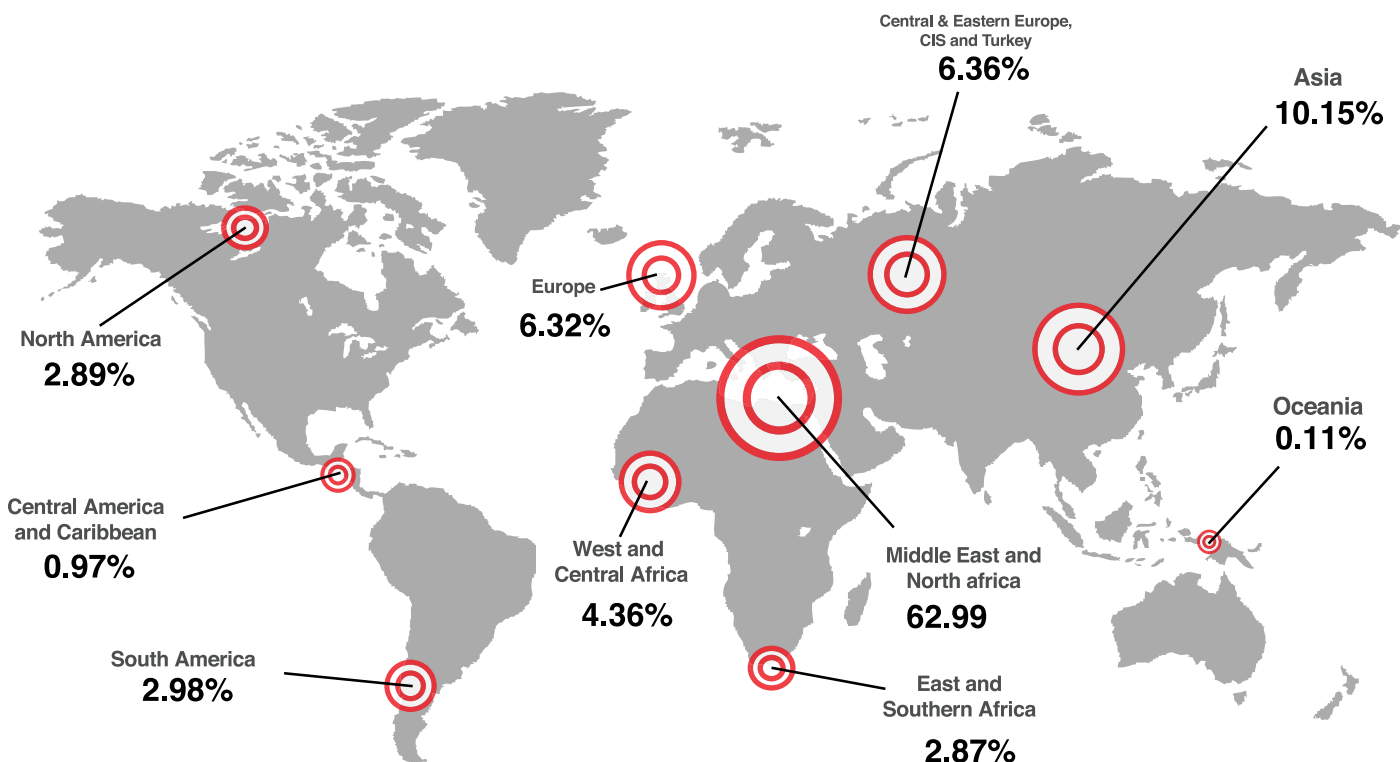
Local &  
International Media

# AIM 2017 at a Glance

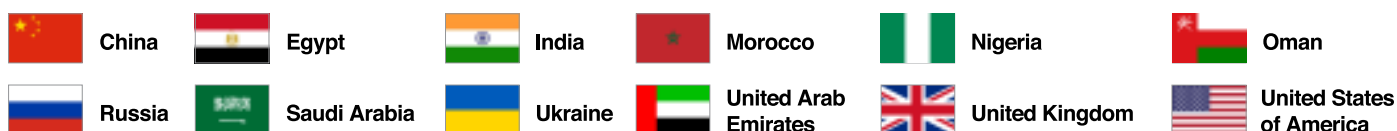
## EVOLUTION SINCE 2011



## 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  
**Sunday, 2 April 2017**

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 and Excellencies, Distinguished guests, Peace, mercy and blessings of God,

On behalf of the Government of the United Arab Emirates, we welcome you to the 7th Annual Investment Meeting. The Ministry of Economy is honored to organize this important forum, the world's largest annual gathering on Foreign Direct Investment (FDI) held under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai.

Thank you all for your presence with us today and for your continued attention and support throughout the years. We particularly welcome our guests who are taking part with us for the first time. This forum has become a valuable platform for sharing knowledge and best practices in both emerging and developed markets, bringing together decision makers, investors, academics and entrepreneurs under one roof. Your presence and participation is an indication that we are all working towards a common goal: the prosperity of our nations and the well-being and happiness of our fellow citizens.

Ladies and Gentlemen, FDI is a major driver of economic growth and sustainability. The world economy has seen a surge in FDI flows over the past decades, and it is clear that both developed and developing countries are working hard to develop favorable policies and incentives to attract more foreign investments. On a national level, however, we must pay greater attention to the desired outcomes and the potential gains that can be achieved, by developing improved FDI strategies, to increase productivity and enhance national competitiveness.

In 2015, global FDI inflows increased by about 40% to \$ 1.8 trillion. However, this growth did not translate into a similar increase in productive capacity in all countries. In order to achieve the positive spillovers that can be achieved through FDI, such as job creation, skill and knowledge transfer, nations must create a clear vision and concrete agendas for a more competitive economy.

This year's theme is to explore and share best practices on how to attract foreign direct investment and to maximize the potential benefits of FDI for sustainable development, to contribute to a more competitive economy.

In contrast to 2015, FDI inflows in 2016 have shrunk to \$1.5 trillion. This decline was more pronounced in emerging markets than in developed economies. As a result, emerging markets face increasing challenges to attract global FDI. To succeed in our efforts, decision-makers in emerging markets must recognize the different motivations and incentives for foreign investments in different sectors, which require a mix of differentiated policies to maximize the potential benefits of FDI.

[www.aimcongress.com](http://www.aimcongress.com)



# Message from the UAE Minister of Economy

In light of the ambitious economic policies adopted by the UAE, expressed in the vision of the UAE 2021 to build a competitive economy based on knowledge and innovation, the UAE has become a regional and global center for investment and business, as well as a source of huge investment flows to a large number of countries in the world.

The United Arab Emirates ranked 16 in the Global Competitiveness Report 2016-2017, the most competitive position in the region. The UAE is also the largest investment-attracting country in the Middle East and North Africa region, according to UNCTAD's Global Investment Report 2016.

This competitive position has not been achieved by chance, but instead through determination and hard work. Through a clear vision of leadership, strategies, teams, performance indicators and continuous follow-up, and through learning and benefiting from the experiences of other countries, and through interaction and cooperation of the private sector in building sustainable partnerships. This is what makes the UAE the second largest Arab economy and the most diversified economy in the region.

In order to witness sustained economic growth, we must continue to invent ideas, create that which previously did not exist and to always look ahead and continue to manufacture solutions to our most challenging obstacles.

In the spirit of innovation, the Annual Investment Meeting, under which we meet today has launched the AIM Startup platform for the innovators of our time. This platform serves to connect promising startup companies with potential partners and investors from around the world.

Your Highnesses, Excellencies, Distinguished guests, today the world is undergoing rapid changes that some societies are unable to cope with. Therefore, we consider these challenges to be shared challenges, through which collective and collaborative efforts between governments and private sector will be able to overcome, to build a future for the citizens of the world to live in security, stability and prosperity.

Economic transparency and free markets have been catalysts for growth for economies. Policies of commercial seclusion and protectionism have always served short-term objectives, but their long-term implications are negative.

Today, we meet to emphasize that foreign investment has always been a contributing factor in the development of the economies of receiving and exporting countries, and that protectionist policies would only undermine the growth of investments and would negatively impact the prosperity and growth of the world economy.

We wish you all a pleasant experience at this year's Annual Investment Meeting. 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 teamwork, support all work groups of ministry's employees and strategic partners to achieve excellence.

**Participation:** to manage with participation, consider all different ideas and contributions of related classes, hence adding value to work results.

**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 providing all administrative services as per quality, efficiency and transparency.

# Grand Opening Ceremony

The Annual Investment Meeting 2017 was held under the patronage of the Vice-President and Prime Minister of the United Arab Emirates and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum. The grand inaugural opening speech was made by Eng. Sultan bin Saeed Al Mansoori, Minister of Economy of the United Arab Emirates on Sunday, 2 April 2017 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 over 140 countries and a large number of senior corporate executives as well as heads of International Organizations and senior officials.



**L-R: H.E. Augusto Arosemena Moreno**, Minister of Commerce & Industry of Panama; **H.E. Essa Al Ghurair**, Chairman of Essa Al Ghurair Investments; **H.E. Mohamed Lashtar**, Minister Advisor and Delegate of the President of Nicaragua for Africa, Middle East and Arab Countries; **H.E. Dr. Abrahao Pio dos Santos Gourgel**, Minister of Economy of Republic of Angola; **H.E. Mohammed Al Shaibani**, Director General of His Highness The Ruler's Court, Government of Dubai and CEO & Executive Director of Investment Corporation of Dubai; **H.E. Rustam Minnikhanov**, President of the Republic of Tatarstan; **H.H. Sheikh Mohammed bin Rashid Al Maktoum**, Vice President and Prime Minister of the UAE and Ruler of Dubai; **H.E. Eng. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy; **H.E. Octavian Calmic**, Deputy Prime Minister and Minister of Economy of the Republic of Moldova; **H.H. Sheikh Ahmed bin Saeed Al Maktoum**, CEO & Chairman of the Emirates Group and Chairman of Dubai World



# Grand Opening Ceremony



L-R: **H.E. Mukhisa Kituyi**, Secretary-General of UNCTAD; **H.E. John Danilovich**, Secretary-General of International Chamber of Commerce; **H.E. Nataliya Mykolska**, Deputy Minister, Ministry of Economy of Ukraine; **H.H. Sayyd Faisal Bin Turki Al Said**, Director General of Oman Public Authority of Investment Promotion and Export Development (Ithraa); **H.E. Khaleefa Bin Salem Al Mansoori**, Acting Undersecretary of Abu Dhabi Department of Economic Development; **H.E. Nael Al-Kabariti**, President of the Union of Arab Chambers and Chairman of Jordan Chamber of Commerce; **H.E. Alexander Mora**, Minister of Foreign Trade of Costa Rica



# Grand Opening Ceremony



## Host City Partner - Abu Dhabi Government

Speech by

**H.E. Khaleefa Bin Salem Al Mansoori**

Acting Undersecretary, Abu Dhabi Department of Economic Development

Your Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai,  
Your Excellency Sultan Bin Saeed Al Mansoori, Minister of Economy,  
Your Excellencies, Distinguished Guests, Ladies and Gentlemen,

First of all, it is my pleasure to welcome you all in this important annual meeting which explores investment opportunities between world nations and amongst regional and international companies present at this event. The presence of a large number of dignitaries and representatives of the private sector highlights the fact that investment has become a key objective for all governments seeking to achieve their strategic goals by boosting investment opportunities in different sectors.

You all know that a key objective of the UAE Vision 2021 is to increase the volume of foreign investments in the country, by building strong and sustainable relations of mutual benefits between our wise government and the friendly governments and companies from around the world.

We, in Abu Dhabi, are certain that we need international partners like you to achieve our Economic Vision 2030 that sets a clear path to achieve sustainable economic development, by introducing many development projects that are mainly connected with non-oil sectors. Thus, giving international investors the chance to benefit from them.

Through this speech, I would like to share with you some key developments that have changed the current economic scene in Abu Dhabi. As you are aware, Abu Dhabi has recently been reforming its economy, focusing mainly on diversifying the economy away from dependence on oil and gas, by investing in human resources, innovation and a knowledge-based economy, in accordance with the objectives of Abu Dhabi Economic Vision 2030.



# Grand Opening Ceremony

A profound review of Abu Dhabi's economy confirms the fact that the emirate has made great strides and achieved a high level of development and diversity in a short period of time. Abu Dhabi has a fast growing economy, where the actual GDP has increased 63% from 492 billion AED in 2005, up to 780 billion AED in 2015. Our economy was, and still is, one of the region's fastest growing economies, with an average real growth of 5% during the past decade, and an average real growth of 6.3 percent in 2015.

Our plans and strategies in Abu Dhabi don't only take into consideration accelerating growth, but also how to achieve sustainability. In this context, the government of Abu Dhabi has launched huge development projects and large-scale industries to ensure sustainable growth and a diversified economy. The results of those efforts are shown today in the increased contribution of non-oil activities in the actual GDP which have reached 51% by the end of 2015.

It is my pleasure to inform you that Abu Dhabi's economy is currently based on a large variety of non-oil activities, in addition to our hydrocarbon resources. Manufacturing, renewable energy, aviation and aerospace industries, banking, finance, ITC, tourism and real estate are all important elements in our economy today. Our policies, aiming to encourage foreign investment to Abu Dhabi over the past years, have yielded record numbers. The percentage of direct foreign investment in the emirate in 2016 has increased 8% to reach a total of AED 95.145 billion, compared to AED 88.095 billion in 2015.

We would also like to point out that investments in the manufacturing industries constitute 20.2% of the total direct foreign investment or AED 19,182 billion, with 11.5% growth rate from 19.5% or AED 17,204 billion in 2015.

According to data released by the Statistics Centre - Abu Dhabi, figures concerning direct foreign investment in Abu Dhabi in 2016 have witnessed a remarkable growth in all non-oil sectors in comparison to 2015. This reflects the success of Abu Dhabi government's policies in attracting more foreign investment to the emirate.

These results reflect the investors' growing interest and keenness on benefiting from the promising investment opportunities provided by the government of the Emirate of Abu Dhabi, thanks to its ongoing commitment to launch major development projects in different sectors. This also reflects Abu Dhabi government's ability to steer policies in a way that can attract foreign investments, using the various tools and incentives it has.

The results also reflect the significant role played by Abu Dhabi's local government bodies that are involved in administering and implementing policies and incentives related to foreign investment, and the extent to which current policies of the emirate, as far as foreign investment and available incentives are concerned, are in agreement with international obligations.

The Annual Investment Meeting has become an important platform which provides us all with many opportunities to meet and forge strategic partnerships under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai. We would like to seize this opportunity to extend our appreciation and gratitude to His Highness on his continuous support and great contribution to let us all enjoy such an opportunity.

Finally, I would like to thank you all for attending and participating with us here in the lovely Emirate of Dubai to make this year's AIM a fruitful event; an event that honors its objective as a joint platform to promote investment opportunities in our countries. May I also take this opportunity to kindly invite you to visit Abu Dhabi's stand in the accompanying exhibition, wishing you all the best of luck.



# Grand Opening Ceremony



## AIM FDI Report Sponsor - Abu Dhabi Global Market

Speech by

**H.E. Ahmed Ali Al Sayegh**  
Chairman, Abu Dhabi Global Market

Your Excellencies, Distinguished Guests, Ladies and Gentlemen,

May the peace, mercy, and blessings of Allah be upon you.

I would like to welcome all guests and foreign delegates attending this forum. Abu Dhabi Global Market, the international financial centre in UAE's capital city, has the honour to participate in the seventh edition of the Annual Investment Meeting, and the first edition of AIM Startup forum for emerging companies which is held in parallel with this meeting. We all here represent the different sectors of the investment community. Among us, there are international investing leaders, supervisory and regulatory bodies, decision makers, investment brokers, asset managers, investment exporters, investors and professionals in

the financial and investment sectors.

The motto of this year's meeting is a clear reflection to the geopolitical and economical reality of last year. The beginnings of 2017 bear a firmer stability for international markets. Something that makes us expect a periodic recovery to the major economies this year. In spite of the economic challenges and volatilities, over the short term, we strategically exist in a very important region and developing economies which form one of the global development's driving engines.

Emerging markets represent today less than 20% of the international assets, but they also represent 40% of the gross world product. It is expected that, by 2050, and with increasing development means in Asia and Africa, developing countries will represent around 60% of the gross world product.

Here, we all have to ask how everyone of us should do the necessary task to define the available opportunities and directing resources, innovations and investments towards economies capable of pursuing a tangible contribution to the gross world product's growth.

UAE's success as a major financial centre in the MENA region and as a vital link to international trade between East and West, can be attributed to various integrated factors. They consist of, among many other factors: rational leadership, political stability, international financial regulations and laws, advanced infrastructure and the support of innovation means. To continue the success the UAE has achieved economically, it is our duty to assist foreign investors and local sectors to attain effective communication between commercial and developmental opportunities. Undoubtedly, foreign direct investment has, indeed, played a motivational role, and it is one of the main reasons to strengthen economic development.

We, in UAE, are proud of our success, throughout our journey to build a sustainable future, in achieving many new and pioneering innovations, whether in the production of clean energy or vehicles with fuel efficiency or the use of solar energy, not mentioning medical achievements and other industry and innovation fields, bearing the label: "Made in UAE". Our rational leadership continues to focus on: diversifying the economy, supporting national competencies, developing the financial services sector and encouraging innovation and entrepreneurship in all sectors in order to fulfil the country's ambitious developmental goals in the long run, and to secure the sustainability of the Emirati people's prosperity and happiness.

As part of reinforcing this approach, Abu Dhabi Global Market was established under a federal law in order to boost Abu Dhabi and UAE's economic development in the long run. Abu Dhabi Global Market, as an international financial centre, seeks to provide an effective and integrated worldwide platform that can contribute to creating business opportunities, and attract sustainable investments to our local markets.

Abu Dhabi Global Market has sought to establish an energetic community and an organized and integrated environment, which enjoys distinctive services and meets all business demands, in order to assist local companies to manage their businesses from within UAE rather than from foreign financial centres around the globe. We enable financial regional institutions to practice business through our integrated platform. We also encourage international institutions to consolidate communication plans with clients and reinforce the expansive strategy by working from Abu Dhabi to serve the region and beyond.

Since its formal inauguration in October 2015, Abu Dhabi Global Market has effectively succeeded in influencing the local market's vitality, by commencing new initiatives and boosting Abu Dhabi's attractiveness as a platform to serve both the region and the world's markets. We have, therefore, launched the first special system for real estate investment funds. We have also achieved, in our first year, one of the fastest rates in establishing investment funds in the region, with eight registered funds.

Our initiatives have also included many sectors. In last January, for example, "Etihad Airways" and "Natixis" finalised a sale and leaseback deal for two "Airbus-A380" aircrafts owned by special purpose companies based in Abu Dhabi Global Market. This transaction showed the market's capability to meet the funding demands of the aviation sector. It also manifested its ability to enable companies to continuously rely on Abu Dhabi Global Market's integrated platform, for the purpose of expanding and boosting their international presence, and benefiting from Abu Dhabi's bid to become a regional centre for financing aviation sector and assets management.

By providing comprehensive structures for the investment funds, and innovative investment tools, we have succeeded in enabling international and local companies to carry out their specific activities in UAE, previously carried out abroad, and granting UAE-based companies the advantage of doing business in the country. The number of registered companies so far is "320" with wide range of both financial and non-financial activities, taking into consideration the markets' volatile circumstances, with many companies also heading towards merging

# Grand Opening Ceremony

businesses and assets. We look at all the achievements done, so far, as merely a start of a journey to make Abu Dhabi one of the most prominent financial centres in the world.

We understand the necessity to be prepared for the future through the continuous effort to build up our work's foundations and values, and adopt sustainable development practices. We stand today on the brink of the fourth industrial revolution, where the speed of fulfilling achievements has become unprecedented. This defies current work patterns and jobs in the market and the pace of our local and global economies.

Talking about the capabilities of modern technology and financial technology and its impact on our economy, we have launched the "regulatory laboratory" initiative for financial technology, as an integrated regulatory framework and a unique initiative in the region, supporting and enabling the development of financial technology activities in Abu Dhabi and the MENA. We are fully aware of the importance and advantages of developing a vital and comprehensive work environment to contribute to the success and encouragement of the growth and flourishing of various areas of innovation.

We are pleased to receive many participation requests in the "regulatory laboratory" from local companies and from different parts of the world such as: Singapore, USA and UK.

And from the standpoint of our international citizenship; and in accordance with the vision of our rational leadership, and the instructions of our Board of Directors and our firm commitment, we shall continue our close work and constant cooperation with all partners and strategic relevant sides locally and internationally, in order to promote the competitiveness and sustainability of our national economy.

As we always seek to consolidate our partnerships and areas of cooperation with our counterparts from the ambitious and entrepreneurial economies, we see this meeting as a platform to build new friendships and create cooperation opportunities and a unique and fruitful partnership.

I hope that you will achieve the desired benefit from this meeting, and wishing you all a lasting rectitude and luck in your businesses.

Thank you very much.



**Keynote Speech by**

**H.E. Dr. Mukhisa Kituyi**  
**Secretary-General, UNCTAD**

Your Highness Sheikh Mohammed Bin Rashid Al Maktoum, UAE Vice President, Prime Minister and Ruler of Dubai, His Excellency Sultan Bin Saeed Al Mansouri, the Minister of Economy of the UAE, Excellencies, Ladies and Gentlemen,

May I, on behalf of the United Nations family in general, the United Nations Development Group and in particular, the United Nations Conference on Trade and Development first express our appreciation for the leadership in thought and practice by the Patron of the Annual Investment Meeting, the leadership of this great country and the hosts of this great city for an event that is very timely on the international discourse about the role of investment in reversing the fearsome growth of protectionism around the world.

This meeting today represents an opportune moment for thought leaders and leaders of enterprise to collectively not run away from the challenges of the moment, but run away from quick fix and short-sited solutions to intellectual challenges.

As we meet here in Dubai, the world is into its eighth year of continued sluggish trade growth. For the first time since the end of the second World War, we're about to complete a decade when world trade has been growing slower than global GDP.

One of the offshoots of this declining trade is the exaggeration of inequality, a wasted opportunity for inclusive prosperity. And we know that sound policies and practices in investments can be the trigger that reverses this sluggish trade growth of the world. And importantly, sound investment practices particularly in greenfield projects will create the employment opportunities that will stem economic migration, will create the prosperity that will be the best weapon to deal with the growing protectionists and nationalists in some developed countries.

As we join you on this auspicious occasion which to restate our solidarity with the faith that the best way to create international inclusion is through creating greater international prosperity. And sound policies on cross-border investments, sound policies on how to build competitive economic systems with global chains and linkages is one of the best ways to share our humanity and reverse the fears that have come through certain forms of nativism in some parts of the world.

I wish to finish by restating that the organization I lead as a premiere international institution on monitoring global investment trends is set fire by the phenomenal power of investments particularly investment in greenfield projects, investment that build on the competitiveness of labor that helps to strengthen the global growth and distribution of competence is the basis of our shared humanity as the only road that will keep us all committed and realize the aspirations of leaving no one behind in an inclusive agenda of 2030.

Thank you for your kind attention.

# Conference



## **AIM 2017 Conference gathered more than 100 influential FDI thinkers and renowned experts offering participants the latest investment intelligence, trends and updates on International Investment as a Path to Competitiveness and Development, the theme of this year's event.**

The Conference explored key global investment issues in the limelight Global Leaders Debate as well as the rich plenary sessions. It also offered parallel sessions which focused on some sector-specific issues such as FDI in agriculture, energy, infrastructure, finance and innovation.

### **Plenary Session One: Global Leaders Debate**

Business leaders, senior public officials, heads of international institutions and academia representing major stakeholders of the international investment community were invited to take part in this important inaugural session of the Annual Investment Meeting.

The session hosted Mr. Karim Tanner, Managing Director of Investment Banking at JP Morgan and Chase as he chaired the high level debate, which featured esteemed members of the panel including H.E. Khaleefa Bin Salem Al Mansoori, Acting Undersecretary of the Abu Dhabi Department of Economic Development, H.E. John Dalinovich, Secretary General of the International Chamber of Commerce (ICC), H.E. Rustam Minnikhanov, President of Tatarstan, Russian Federation, H.E. Mishaal Kanoo, Chairman of Kanoo Group, H.E. Dr. Mukhisa Kituyi, Secretary General of UNCTAD, and Professor Xavier Sala-i-Martin, Professor of Economics and Co-author of World Economic Forum's Competitiveness Report.

Focused on addressing international investment as a path to Competitiveness and Development. This limelight session explored and share views on the role of foreign direct investment in fostering competitiveness, growth and development in countries in general and growing markets in particular.

Distinguished members of the panel agreed that some of the most important factors that attract FDI to a host country are stable economic policies, security, predictability, education, human capital and infrastructure. Whether an investor is investing locally or internationally, the most important factor determined was trust. Trust in financial institutions, legal frameworks and trust in partners were identified as the most essential components.

While policy makers have a large role to play in attracting foreign investments, through creating laws and policies that encourage trust, predictability, transparency and efficiency, it was noted by member panelists that there exists areas, which governments have no control over, such as market size and geographical location.

Discussions around the topic of taxation, the importance of tax breaks and delaying taxes came to light as the perspective of investors looking at new markets was explored. The GCC region has had much success attracting foreign investments due lack of taxation, which exists in the majority of other countries.

There was a general consensus throughout the session that FDI cannot be grouped into one category, and that many forms of FDI exist. Each form requires a specific environment for the investment to flourish and reach its full potential.

Traditionally, foreign investors were attracted to destinations rich in natural resources, but due to the evolution of the investment landscape, today the attractiveness of an investment destination lies in the clarity of the political leadership of a host country. If countries are clear about the direction they wish to go and if investors find that their interests are consistent with that of the host country, there will be a higher potential for long-term investment of FDI and re-investment.



# Global Leaders Debate



The panel also weighed in on the significance of Greenfield Investments as opposed to Acquisitions. While Acquisitions were viewed as positive, the reasons for which a firm may opt to enter into new markets through an acquisition may vary and not necessarily bring about the same value, which a Greenfield Investment is known to bring. Greenfield investments are considered to be the main driver of value creation. A country's attractiveness is measured by the growth of Greenfield Investments and not acquisitions.

## Moderator:



**Karim Tannir**, Managing Director, Investment Banking, JP Morgan Chase & Co., UAE

On the topic of the relationship between economic growth and FDI, panelists concurred that economic prospects of growth can attract FDI, while at the same time FDI can help instigate economic growth. It was concluded that the combination of both is what creates a success story.

## Panelists:



**Khaleefa Bin Salem Al Mansoori**, Acting Undersecretary, Abu Dhabi Department of Economic Development, UAE



**John Danilovich**, Secretary-General, ICC, France



**Mishal Hamad Kanoo**, Chairman, Kanoo Group, UAE



**Mukhisa Kituyi**, Secretary-General, UNCTAD, Switzerland



**Rustam Minnikhanov**, President, Republic of Tatarstan, Russian Federation



**Xavier Sala-i-Martin**, Professor of Economics, Co-author of World Economic Forum's Competitiveness Report, USA

## Plenary Session Two: **Global Corporations and Government Drivers: Enablers of FDI & Competitiveness**



The traditional economic view is that a competitive business environment is important to attract investment to a country or region. This session explored how policy can be used to increase the contribution of FDI to the competitiveness of a national economy. With a heavy focus on how policies can attract inward FDI flows, it also looked at how initiatives to promote outward FDI flows can also be used to increase competitiveness. The session also examined why FDI increases competitiveness from both a macro level view, and firm level view, it highlighted how individual investors contribute to competitiveness.

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Panelists concluded that human capital, skills and capabilities are some of the leading factors of competitiveness in today's global economy and that free zones can play a key role in further enhancing and improving the competitiveness of a country as they often provide a more competitive business environment in their zones through fiscal and financial incentives. On the topic of measuring competitiveness, it was discussed that the World Economic Forum will come with a new index of competitiveness this year to better evaluate the level of competitiveness and rankings of national economies to better identify the leading factors.

## Moderator:



**Douglas van den Berghe,**  
CEO, Investment  
Consulting Associates,  
The Netherlands

## Panelists:



**Arda Ermut,**  
President,  
World Association  
of Investment  
Promotion  
Agencies  
(WAIPA)



**Fahad Al Taffaq,**  
Director of Economic  
Affairs and International  
Cooperation,  
Ministry of Foreign  
Affairs,  
UAE



**Jorge Ramos de  
Oliveira Júnior,**  
President,  
Embraer, EMEA,  
The Netherlands



**Samir Hamrouni,**  
CEO, World Free  
Zones Organization,  
UAE



**Sigfrido Reyes,**  
President of  
Export and  
Investment  
Promotion Agency  
of El Salvador,  
El Salvador



**Xavier Sala-i-Martin,**  
Professor of Economics,  
Co-author of World  
Economic Forum's  
Competitiveness Report,  
USA

## Plenary Session Three: **Innovation, Entrepreneurship & the Competitiveness of a National Economy: Creating an Ecosystem that Supports Growth**



Entrepreneurship is seen as a way to stimulate productivity, innovation and the competitiveness of a national economy, and while this can be true, only 10% of startups actually succeed. This session examined the factors that make up a successful ecosystem, drives entrepreneurship, supports its growth, and results in the stimulation of a national economy.

Examples of successful and mature ecosystems around the world were explored through shared insights from Silicon Valley and European investors. Middle Eastern investors chimed in on the risk factors associated with venture capital investments in the region and concluded that governments and private sector cooperation could play a more positive role in fostering the regional startup ecosystem. It was mutually agreed by the panelists that currently in the region, one of the major factors hindering startups from successfully executing their businesses was a lack of funding. Though there was disagreement on the panel as to where such funding should come from. Examples were made of other ecosystems that offered grants and endowments for entrepreneurship, while most panelists agreed that such grants were a necessary to foster entrepreneurship, a few panelists expressed that availing grants and endowments were not necessary for entrepreneurs to create new ventures, as an entrepreneur's job is to create solutions from the existing challenges.

## Moderator:



**Nader Sabry,**  
Founder & CEO,  
TIMESS,  
Canada, USA

## Panelists:



**Fadi Husseini,**  
Head of Family  
Investment Office,  
Abdulaziz Abdullah  
Al Sulaiman  
Group,  
KSA



**Fahad Al Sharekh,**  
Managing Partner,  
TechInvest,  
Kuwait



**Jake Zeller,**  
Managing Partner,  
AngelList,  
USA



**Katharina Arnold  
Rokita,**  
Founder Kaliber  
Consultancy and  
FDI Expert,  
Germany



**Manish Patel,**  
Partner, Highland  
Capital,  
USA



**Sabah AlBinali,**  
Investor & Turnaround  
Specialist,  
UAE



**Torsten Kolind,**  
Founder,  
Younoodle,  
USA



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## Plenary Session Four: Expo 2020



The Expo 2020 panel joined Manal Al Bayat, Senior Vice President of Business Development and Integration, Marjan Faraidooni, Vice President of Legacy and Yousef Caires, Vice President of Expo Live along with Mohammed Halabi of the Dubai Executive Council, who Chaired the session focused on informing the audience about the long-term opportunities and impact of Dubai Expo 2020.

The World Expo is a mega event, occurring every five years, for a period of 6 months. Three years ago, the UAE was awarded the bid to host Expo 2020 in Dubai. As a platform that joins nations to dialogue on issues that have a global relevance, the Dubai Expo theme for 2020 is 'Connecting Minds, Creating the Future.' The Expo will serve as a platform to showcase innovations and to give an indication of where we stand in our global world, catering to business traders as well as the general public.

The session focused on the opportunities made available for large corporations, SME's, Innovators and Individuals leading up to 2020 and beyond.

Expo organizers, under the leadership of the UAE government are tasked with making Dubai Expo the most exceptional world expo ever. Anticipating 25 million visitors, with 70% from abroad, the Dubai Expo promises to be a destination to see the world in one place. Weighing in on what the Expo will do for Dubai, the UAE, the region and the world, the session's panelists shared details of how organizations can be a part of the Expo, servicing not only Expo organizers but the representatives from the 120+ countries that will be participating in Expo 2020.

With a promise to support SME's, 20% of the Expo spending is earmarked solely for SME's, equaling 5 billion Dirhams. Through the Expo procurement portal, large firms, SME's and individuals can register for the available business bids. The special benefits available to SME's were discussed in detail, which include incentives, such as a 30 day guaranteed payment, 25% upfront payments for services and 50% for goods, ensuring Expo 2020's role in supporting the important role of SME's globally.

Explaining the vast opportunities for innovators, we heard from Expo Live division and their role in seeking out innovators with solutions to global challenges from all corners of the world. Within the sub-themes of the Expo, Opportunity, Mobility and Sustainability, innovations from around the world and from all facets of society will be showcased at Expo 2020. It promises to be a platform where solution creators are matched with solution seekers, globally. The session explained how the Expo Live division will create opportunities for innovators to be paired precisely with those seeking their particular solutions. The site will be a hotbed for innovation and inclusivity, match making and cross-pollination.

The session also touched on the long term effects of the Expo, beyond 2020 and how under the UAE leadership, the Expo site will transition to continue welcoming businesses, communities and organizations to make Dubai a place where people continue to innovate, to be inspired and educated. The session focused on the role of the Legacy division in ensuring that the site will become a flourishing city that will live on, where people will come, play and work together.

### Moderator:



**Mohammed Absi-Halabi**  
Strategic Development  
Advisor,  
Executive Council,  
Government of Dubai,  
UAE

### Panelists:



**Manal Al Bayat,**  
Expo 2020 Dubai  
SVP, Business  
Development &  
Integration,  
UAE



**Marjan Faraidooni,**  
Expo 2020 Dubai  
VP - Legacy,  
UAE



**Yousef Caires,**  
Expo 2020 Dubai  
VP - Expo Live,  
UAE

**Keynote Address: Services in the Global Investment Landscape:  
Why Services are Central to the Investment Landscape**

The Keynote Address, delivered by Abdul-Hamid Mamdouh, Director of Trade in Services & Investment Division of the World Trade Organization, discussed the role of services in the global investment landscape, and why services are central to the investment discussion.

Investment in services represents 2/3 of FDI stock and FDI inflows and is a determinant of efficiency and competitiveness in any economy. It is a driver of innovation and new business models. Mr. Mamdouh spoke of services policies and regulations as a determinant of outcomes of investment policies, looking at how restrictive services regulations could frustrate the outcomes of investment policies designed to promote FDI flows. It was concluded that a strong coherence between services and investment policies can further the objectives and enhance the outcomes of both policy frameworks and that more international cooperation on investment in services, both on a multilateral level and at a bilateral and regional level, in form of a new generation of bilateral and regional trade and investment agreements would benefit the investment landscape.

**Speaker:**



**Hamid Mamdouh**, Director, Trade in Services, World Trade Organization, Switzerland

**Keynote Address: What role does an IFC have in keeping its economy attractive and relevant in today's competitive environment?**

Mr. Richard Teng, Chairman, Abu Dhabi Global Market's Financial Services Regulatory Authority, delivered a Keynote Address on the role of the IFC in attracting business opportunities in Abu Dhabi and the UAE economy. Starting the session with an overview of the global investment landscape, the address commenced with some findings of the Global Economy in 2016, which demonstrated great resilience and Global GDP growth at about 3-3.5 %, at its highest level since 2011.

Weighing in on 2017, Mr. Teng commented that this year has seen more stable markets thus far and that we can expect a cyclical upturn in the world economy for the rest of the year. Having seen strong growth in the US this year, the US Federal Reserve have started to raise rates, which over the long term will be healthier for the market.

Though there is yet plenty of uncertainty going forward. Developed economies still need to push

ahead with structural reforms, raise productivity and achieve higher growth to put the global economy on a firmer footing. With protectionist and anti-globalization sentiments on the rise, for the first time, there is no consensus to articulate the position on free trade and against trade protectionists. Against this backdrop, developing economies continue to provide the growth momentum for the world. They account for 40% of global GDP and this number will rise to 60% by 2050, with Asia and Africa being the most important growth engines of the world.

Putting into context the UAE in the global economy, the country is strategically located in the center of a fast growing Middle East and Africa region, which will account for more than 50% of the world's population growth from now until 2050. With this, there are huge opportunities to be tapped into, with a greater demand for more infrastructure and financial services to address the needs of a rising middle class in the region.

Communicating the role of IFC and the part it plays in bringing about a vibrant economy amidst a combative environment, the mandate of financial regulators and international financial centers around the world is to support economic growth while maintaining financial stability within the system, upholding high standards, instilling market confidence and maintaining trust and integrity to enable a robust environment for financial services to be conducted. As an IFC, ADGM was established to support the long-term economic growth of Abu Dhabi and the UAE, and to contribute to the overall wellbeing of the region.

ADGM has helped local, regional and international stakeholders to enter activities in Abu Dhabi and the UAE for the benefit of the region, since going live in 2015. This has enabled SPV's to be created and to fund creation and aviation financing. ADGM works to help local and global financial institutions to conduct activities in the UAE, instead of undertaking them from overseas, which was the case historically.

Mr. Teng cited the recent study published by McKinsey Consulting, which highlighted that digital finance could add 3.7 trillion USD to the GDP of emerging economies, creating as many as 95 million new jobs and including 1.6 billion more people within the financial

**Speaker:**



**Richard Teng**, Chairman, ADGM's Financial Services Regulatory Authority, UAE

services system. Recognizing the impact and potential of Fin-tech, ADGM has developed a regulatory and growth strategy to foster and nurture fin tech developments and to establish an inclusive fin-tech ecosystem in Abu Dhabi, to serve the needs of the UAE economy and the wider MENA region.

In light of this, ADGM launched a first fin-tech regulatory framework to support activities and growth by licensing fin-tech players, including those in the crowd funding and P2P space. Additionally, it has become a member of the Global Fin -Tech Federation Hub to support the needs and aspirations of fin-tech players.

In conclusion, Mr. Teng spoke of the key responsibility of ADGM, as an IFC, which is to constantly be in touch and to be responsive to shifts and needs of the market as well as the rest of the economy and to take the appropriate actions to ensure a robust economy and to attract business and investment opportunities.

## **Plenary Session Five: AIM FDI Report (prepared by World Bank Group)**

This keynote address, delivered by Roberto Echandi, Global Lead Investment Policy & Promotion at the World Bank, served to introduce the AIM FDI Report prepared by the World Bank Group. FDI is key to connect domestic economies to flows of capital, GVCs, increased productivity through diffusion of technology and know how and to generate more and better jobs. Recognizing that there are different types of investments with very different impacts on development, there is a need for more nuanced policy mixes, which the full report details through a comprehensive approach to investment policy and promotion, optimizing the benefits of FDI.

## **Speaker:**



**Roberto Echandi,**  
Global Lead, Investment Policy &  
Promotion, Trade & Competitiveness  
Global Practice, World Bank,  
USA

## **Plenary Session Six: Ministerial Roundtable: The Role of Investment in Fostering Competitiveness and Development**

Investment has traditionally been a key driver for development and competitiveness, as it channels resources into key productive sectors and encourages profitability.

All the GCC countries have development plans and visions going to 2021 and beyond. KSA has a particularly ambitious Vision for 2030, which will overhaul the Saudi economy -- putting emphasis on productive sectors, as well as weaning the country off its economic dependency on oil. The ministerial panel investigated what role investment public and private, domestic and foreign should play in implementing Vision 2030.

It also looked at the various development plans / visions of select emerging economies at various stages of development. It discussed the role investment had played so far and was envisaged to play going forward -- the key question being how investment could help countries to advance their development and become more competitive.

The panelists were HRH Prince Saud Bin Khalid Al Faisal Al Saud, Acting Governor, of SAGIA, KSA, H.E. Mme Sylvia Lucas, Prime Minister of the Northern Cape Province, South Africa, H. E. Mr Ezzra Orozco, Vice Minister of the Economy, Guatemala and H.E. Dr. Nagmeldin Hassan, Undersecretary of Investment, Sudan. The session was moderated by Dr Cornelia Meyer.

HRH Prince Saud pointed out that KSA's vision 2030 had to be seen in the context of a changing global economy and the increased need in the Kingdom to provide employment for its growing and young population. It was important to reduce the Kingdom's reliance on oil while at the same time developing sectors, which could provide employment, such as e.g. tourism and infrastructure. To that end the country was developing roads, ports and airports and investing in renewable energy. The government wanted to capitalize on Saudi Arabia's geographic location between the East and the West, the country's natural beauty and the fact that Mecca and Medina were located in KSA. The ambitious programme to develop tourism entailed a plan to welcome up to 80 million pilgrims to the Kingdom for Umra in any given year.

Investment was key in order to achieve these goals. The government was not only investing in hard infrastructure, it also invested heavily in new universities and vocational training facilities. It was the government's intention to use the country's resources wisely for benefit of its people and their future. The upcoming privatization of Saudi Aramco had to be seen in that context.

His Royal Highness pointed out that Vision 2030 was the result of a process was not conceived overnight.

H. E. the Prime Minister of the Northern Cape Province in South Africa similarly pointed out that her government aimed to capitalize on the given assets in her province, which were mineral resources and the strategic location on the Northern Cape. Investment in hard infrastructure and mining capabilities were important. South Africa like MENA had a growing population and it is important to find employment, which was

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why the Northern Cape Government focusses on sectors such as tourism and manufacturing. Like KSA, investment was not only flowing to the hard sectors but increasingly into education healthcare etc. The provincial government had indeed put together a serious of measures designed to ensure human resources development at the corporate level and in educational organisations. There was big emphasis on vocational training as well as on education at the university level.

H. E. the Deputy Minister of the Economy of Guatemala pointed out that his country was comparatively smaller than KSA or South Africa. However, Guatemala also had a young and growing population for which his country needed to provide employment. The Guatemalan strategy was to focus on entrepreneurship and regional co-operation. Investment in education was pivotal, but rather than just focusing on skills, it was an agreed strategy that the country should invest in soft infrastructure enabling entrepreneurship. Mr Orozco was convinced that small and medium sized entrepreneurial companies created more jobs. He also stressed that for a small economy it was vital to be well integrated and cooperate with neighbouring nations and the region at large.

The Undersecretary of Investment of Sudan stressed that the priority for his country was to get all levels of infrastructure (soft and hard) up to date. The country had just emerged from underneath a strict sanctions regime and was now again open for business. Investment in roads, ports, and airports were crucial -- as was the relinking of its banking system to the international financial infrastructure and payment systems. Investment in human development was also important as Sudan too needed to create employment for its growing population.

In conclusion, it could be mentioned that all four participants put great emphasis on creating economic structures that were capable of employing their young and growing populations. They had each specified several strategic sectors. In all cases investment in education was deemed pivotal in order to ensure their growing young populations were ready for employment and employable.



## Moderator:



**Cornelia Meyer,**  
Chairman & CEO,  
MRL Corporation,  
UK

## Panelists:



**H.E. Ezra Orozco,**  
Vice Minister of  
Economy,  
Guatemala



**H.E. Nagmeldin Ibrahim,**  
Undersecretary,  
Ministry of Investment,  
Sudan



**H.R.H. Prince Saud  
Bin Khalid Al Faisal Al Saud,**  
Acting Governor of SAGIA,  
KSA



**H.E. Sylvia Lucas,**  
Premier, Northern Cape,  
South Africa

## Speaker Presentation: Innovation in a Global Economy: Do our Technological Advancements Require New Economic Model?

Today technology is developing at an unprecedented rate. As the 4th industrial revolution dawns on us, the possibilities are endless. Innovators from every corner of the world are passionate about producing the next big, greatest, fastest, and addressing challenges that we never thought we even had. Breakthroughs in areas such as Internet of Things, Blockchain, Robotics, Automation, and Big data are changing the equation that was previously demoted unsolvable.

This keynote presentation was delivered by Ian Khan, Technology Advisor, 3x TEDx speaker and author, on this journey of technology empowerment and insight where he examined the state of innovation globally and how it is changing every aspect of business and value creation while asking key questions that pave the path to our collective future.

## Keynote Presenter:



**Ian Khan,**  
Technology Author and Public Speaker,  
Canada



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## Plenary Session Seven: **New Technologies and Innovation: An opportunity or threat for economic development?**



Representing both perspectives, this session joined public and private sector representatives along with academia to debate the question: are developing countries at higher risk of losing jobs and investment due to the adoption of technological applications such as automation and robotics, or through offshoring to lower cost locations with large talent pools.

Highlighting the evolving nature of industrialization and how this has been changed as a result of global supply chains, it was noted that labour costs are not the only consideration for offshoring/outsourcing to developing countries and that R&D and skilled labour force are becoming increasingly important factors.

While statistics suggest that automation will replace a future workforce at an alarming rate, particularly in developing nations, the majority of experts on this panel concluded that automation and robotics should be seen as an opportunity rather than a threat. It was mutually agreed however that more work needs to be done to prepare the workforce for this change and that further collaboration is required between the private and public sector to prepare people for these changes.

The need for emerging markets to re-invent themselves, while having the challenge of attracting key technology investment and not to copy the model of mature markets was also highlighted. It was concluded with a key point, that the challenge lies in providing services that combine technology and automation with educated support personnel.

### Moderator:



**David East**,  
Head of FDI & Economic  
Products at  
Bureau van Dijk,  
UK

### Panelists:



**J.J. Price**,  
Global Marketing  
Manager, Spread Co.,  
Japan



**John Tamny**,  
Political Economist  
at Forbes,  
USA



**Ohan Setrak**,  
Chief Economist,  
Office of the Director  
General, Abu Dhabi  
Chamber,  
UAE



**Mohammed Suleman**,  
Principal Secretary,  
Government of Madhya  
Pradesh,  
India



**Ross McKenzie**,  
Futurist &  
Thought Leader,  
Australia

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## Plenary Session Eight: **Achieving Competitiveness through foreign investment: Success stories and underlying investment promotion strategies**



This session focused on the role that foreign direct investment plays in helping countries and regions to achieve economic competitiveness. The panelists discussed how FDI can contribute to a country's overall economic development strategy and particularly a move toward more innovative, complex and higher value activities. Some of the key takeaways of this session include the transformational role that FDI can contribute to a country's economy. Such was the case of Costa Rica, where FDI contributed to a transformation from an agrarian economy to a developed economy with one of the highest per-capita incomes in Latin America. Other examples of the transformational FDI mentioned in the discussion were Ireland and Singapore. However, FDI cannot be transformation in all cases, and countries must determine to what degree FDI can contribute to overall economic development strategies.

It was concluded that maximizing the benefits of FDI for the domestic economy requires integrating foreign companies as closely to the local economy. This can be done through formal programs focused on areas such as workforce and supply chains as well as through effective aftercare programs. Linkages with local universities, SMEs and even large domestic companies were found to be essential to enhance the positive impact and drive acceptance of FDI domestically.

It was also discussed and agreed that investment promotion agencies can and should play a key role in formulating their country's overall economic development strategy. Their familiarity and frequent interaction with business puts them in ideal positions to integrate business requirements in government policy making. For the same reasons, it was found that IPAs should also be empowered to play a role in enhancing the business environment to reflect the needs of potential and existing investors.

### Moderator:



**Andreas Dressler,**  
Foreign Direct  
Investment Advisor,  
Germany

### Panelists:



**Alexander Mora,**  
Minister of Foreign  
Trade,  
Costa Rica



**Ana Arias Urones,**  
Trade & Investment  
Specialist,  
Inter-American  
Development Bank,  
USA



**Bostjan Skalar,**  
CEO,  
World Association of  
Investment Promotion  
Agencies



**Dushyant Thakor,**  
Vice President,  
Invest India,  
India



**Fahad Al Gargawi,**  
CEO, Dubai FDI,  
UAE



**Mario Cimoli,**  
Economic Commission  
for Latin America and  
Caribbean,  
Chile

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## Plenary Session Nine: **Investment Incentives**



This session examined whether or not current incentives policies around the world are levers for competitiveness or whether they are, more simply a tool to attract inward investors and compete with other locations. The session explored how incentives policies can be optimized to not only secure inward investment but also to develop sustained competitiveness. Particularly relevant for participants from emerging markets, where free zone incentives and other financial incentives have been considered, the session looked at the key tools to attract FDI in many countries, if the incentives delivered competitiveness and further went on to explore how governments address issues of competitiveness when designing and incentives policy and awarding incentives to specific investors.

### Moderator:



**Henry Loewendahl**,  
CEO, WAVTEQ, Inc.,  
Ireland

While it was cited that governments generally lack the information to determine whether the incentive makes a difference to the site location or whether it served merely as an added bonus. Expert IPAs on this session chimed in stating that Site selectors generally find incentives are more 'icing on the cake' but by giving the incentive it shows commitment to the investors and FDI in general and can speed-up and encourage larger than otherwise projects.

Other certainties were arrived at, included that incentives are more widely being used to focus on specific sectors and types of institutions that will in turn make the maximum contribution and that we were are now witnessing a shift in one direction from differentiated tax rates in a country, such as zones vs. offshore, to country-wide lower tax and more discretionary incentives for strategic investment projects.

### Panelists:



**Adeb Al Afifi**,  
Director, Foreign  
Trade & Export  
Support,  
International  
Economic Relations  
Sector, Abu Dhabi  
Dept. of Economic  
Development,  
**UAE**



**Alberto Aleman**,  
Director,  
Panama Trade  
and Investment  
Agency,  
**Panama**



**Douglas van  
den Berghe**,  
CEO, Investment  
Consulting  
Associates,  
**The Netherlands**



**Hamid Mandouh**,  
Director of Trade in  
Services,  
World Trade  
Organization,  
**Switzerland**



**Himawan Hariyoga**,  
Deputy Chairman  
for Investment  
Promotion, Indonesia  
Investment  
Coordinating Board  
(BKPM),  
**Indonesia**



**Jerry Naumoff**,  
Minister of Foreign  
Investment,  
**Macedonia**



**Kenneth Thomas**,  
Professor of  
Political Science  
at the University of  
Missouri,  
**USA**



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The conference offered four Parallel Sessions, which focused on some sector-specific issues such as FDI in agriculture, energy, infrastructure, finance and innovation.

## Parallel Session One: **Feeding 9 billion by 2025: The Risks and Opportunities for the Agriculture Sector**

Conference Special  
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The world's population will be nearing 9 billion by 2025. The agricultural sector needs to provide food for this growing population. At the same time the sector is also a major provider of work in rural areas of developing Asia, Sub Saharan Africa and Latin America. It also accounts for up to one third of GDP in the poorer countries of sub-Saharan Africa. The panel investigated how important the agriculture sector is in providing employment and as a contributor to GDP- particularly in developing Asia, Africa and Latin America. The session also looked into what it will take to provide food for 9 billion people in terms of infrastructure, funding and technology to increase yields. It explored agricultural policies, particularly in developing countries.

It was concluded that urbanization will continue at an accelerated pace and income levels will be many multiples of what they are now. In order to feed this larger, more urban and richer population, food production must increase by 70%. Growing affluence and rising expectations means that ever more people are eating resource-intensive 'Western' diets rich in meat and dairy products, increasing the demand for crops as animal feed stocks.

As the global mean surface temperature is rising, the impacts of climate change on crop production are geographically very unevenly distributed. Although the countries in the Southern hemisphere are not the main originators of climate change, they may suffer the greatest share of the damage in the form of declining yields and greater frequency of extreme weather events.

Water scarcity is already becoming a major problem as the population grows and per capita consumption rises. Half a billion people live in countries chronically short of water; by 2050, it was said that this will rise to more than 4 billion, not only due to climate change but also as a result of unsustainable extraction from rivers, lakes and groundwater.

Studies were presented, which show that investment in agricultural research and development can generate extraordinary high rates of return. Nevertheless, under-investment in agricultural R&D in many developing countries has continued. Most private sector research was carried out in developed countries and tended to be focused on the requirements of commercial farmers in well-developed regions.

It was concluded that creating the appropriate conditions for agribusiness growth, and aligning existing investment strategies of the private sector to the goals of transformation, should, as a marker of success, increase the attractiveness and flows of FDI into the agribusiness sector.

### Moderator:



**Sami Al-Achrafi,**  
CEO,  
Marmalade Fish,  
UAE

### Panelists:



**Adalberto Netto,**  
President, Invest in  
Parana Agency,  
Brazil



**J.J. Price,**  
Global Marketing  
Manager of Spread Co.,  
Japan



**Dr. Nagmeldin  
Ibrahim**  
Undersecretary,  
Ministry of Investment,  
Sudan



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## Parallel Session Two: **Energy to Fuel a Growing Global Economy**



According to the International Energy Agency, the global demand for energy is bound to increase considerably by 2030 in line with a growing world population. The challenge for governments is to come up with an appropriate fuel mix that will ensure adequate supply to all at a reasonable cost while taking into consideration the environmental commitments of the Paris Climate Change Summit.

This panel highlighted the how European countries have addressed the challenge to provide affordable clean energy for all investing in and deploying new technologies. The session addressed the concerns of industry, governments, consumers and civil society in navigating the energy landscape and addressed the role investment plays in promoting new technologies.

It takes 3 trillion US Dollars per year worth of investment to provide universal access to energy. The panel discussed what role governments, equipment and utility suppliers play to achieve this goal at prices that are affordable to all and how investment needs can be met. It was found that regulatory predictability is the necessary ingredient required to navigate the energy landscape.

Examples of GCC countries, such as UAE and KSA were explored, with panelists stating that clean energy is at the top of these countries' agendas and can be found in their respective national development plans. When compared to Europe, it was found that European countries are lacking a clear and feasible plan but have the experience and the technologies from which GCC countries could learn and benefit from.

The session also explored the future of the energy sector, looking closely at the demand side and not only the supply side. It was predicted that new money will be made downstream in consumption and not upstream in production. Digitalization will play a large role in this, as IOT and digitalization will soon transform the sector, causing it to face serious technological disruptions. This will result in fundamental business disruptions, forcing new business models and new services powered by IT.

Panelists proposed that GCC countries are in a great position to adopt the new technologies. With the phasing out of subsidies and having the finances, vision and policies to install the smart technologies, GCC countries were arguably in a better place than European countries as European countries were predicted to experience 'brown-outs' in places like the UK and electricity price spikes in Germany and Switzerland.

While we have the promise of technological breakthroughs transforming the industry and consumption, it was concluded that the world is nearing a global population of 9 billion people, and while we are making a shift towards renewable energies, completely moving away from carbon based fuels will take time. The IEA predicts that the world is tilted towards carbon-based fuels until 2040. In order to fuel a global growing economy, we require every solar panel, every windmill, geothermal station, every battery, every barrel of oil, gas and clean coal.

### **Moderator:**



**Samiha Khayatt,**  
Assistant Professor of  
Petroleum, Energy and  
Resources, King Abdulaziz  
University,  
KSA

### **Panelists:**



**Antti Aumo,**  
Vice President,  
Finpro & Head of  
Invest in Finland,  
Finland



**Cornelia Meyer,**  
Chairman & CEO,  
MRL Corporation,  
UK



**Dirk Fransaer,**  
Managing Director,  
Vito,  
Belgium

# Conference

## Parallel Session Three: **The Role of FDI in building physical infrastructure and competitiveness**



Foreign direct investment (FDI) may be an efficient instrument for governments in developing their countries' infrastructure – energy, waste & water, real estate, road and rail transport, harbours and airports – into excellence. In addition to construction and maintenance activity, the investor may provide new, innovative and “green” solutions for the organization, offerings and services of existing infrastructure. An interesting option for the government is to pair with the foreign investor in the form of a public-private partnership (PPP). Ideally, this will uphold the delicate balance between the government's wish for control of infrastructure development and the investor's desire for some leeway in carrying out the project, including a financial incentive. The role of FDI in developing infrastructure, including the pros and cons of PPP, were discussed with highly qualified personalities from government and the business world.

While the role of FDI in developing infrastructure may be undisputed, the experience of PPP seems to be mixed. A major objection has been that governments can borrow money for infrastructure projects at a much lower rate than the investor, substantially reducing the potential savings from increased operational efficiency. The session explored whether less indebted countries that can afford borrowing in a world of low interest rates, find that it is worth it or whether they simply see the costs for infrastructure projects skyrocket. It also explored the right circumstances for when and how PPP can be used as an instrument for development. Furthermore, the session explored whether it was correct to assume that PPP would help realize desired infrastructure projects that otherwise would not be there.

### **Moderator:**



**Kai Hammerich**,  
President KA Foreign  
Investment Corporation,  
**Sweden**

### **Panelists:**



**Datuk Wira Jalilah Baba**,  
President, Malaysian  
International Chamber of  
Commerce & Industry,  
**Malaysia**



**Imad Eddine Oubiri**,  
Business Development  
Expert, Investment  
Promotion Director,  
RAK Chamber of  
Commerce & Industry,  
**UAE**



**Neeraj Agrawal**,  
Executive Director,  
Crescent Enterprises  
and Executive Board  
Member, GulfTainer,  
**UAE**



**Uche Orji**,  
MD & CEO,  
Nigerian Sovereign  
Investment Authority,  
**Nigeria**

## Parallel Session Four: **Finance & Innovation: The Way Forward**



Emerging innovations are transforming the world at an unprecedented rate. Many sectors are being transformed by new technologies and the financial services sector is no exception. We are currently witnessing new entrants addressing multiple functions of the financial services industry across platforms such as payments, insurance, investment management, deposits and lending, market provisioning and even capital raising. This session explored the disruptions that are making the largest impact on the various functions of financial services and what it means for financial institutions, customers and the entire financial ecosystem.

With regards to the MENA region, the session explored how the region has some of the highest rates of mobile and internet penetration in the world, with more than a third of the region's total population between the ages of 15-24, it is ripe for a fin-tech revolution.

Increased consumer preference for access rather than ownership presents opportunities firstly for asset owners and digital platforms. Whilst these demographics provide strong tailwinds for growth of technological adoption in the marketplace, it was discovered that investment in the MENA region lags behind global investments in the fin-tech sector. The fin-tech ecosystem in the Middle East overall, is less developed than in other regions, with fewer facilitators to support entrepreneurs and investors, however this is changing.

Furthermore, challenges, which fin-tech startups need to navigate, include aspects relating to knowing customer requirements and the lack of credit scoring or public data on companies. The fragmentation of the Middle Eastern markets also poses a challenge for fin-tech ventures. It was expressed that the Gulf region does not have the same ease of doing business across borders as do startups in Europe and in the US.

The session included a mix of expertise including Financial Services Regulators, Cyber Security specialist and Data & Analytics Experts. Panelists concluded that fin-tech is here to stay and that there is no way to resist it. This applies to both regulators and customers. The fin-tech sector is confronted with many risks and challenges to do with security, privacy and consumer protection. Moving forward, collaboration between financial institutions, regulatory authorities and fin-tech entrepreneurs is essential to ensure transparency and security, and such dialogues will most likely dominate center stage in the years to come.

### **Moderator:**



**Andrea Goldstein,**  
Managing Director for  
Policy Research and  
Outreach at Nomisma,  
Italy

### **Panelists:**



**Ahmed Qurram Baig,**  
Co Founder,  
CISO CONNECT,  
UAE



**Jennifer Hansen,**  
Executive Vice President,  
Global Head of Sales,  
Strategy and Execution,  
Saxo Markets,  
Denmark



**Olga Parra,**  
Banking and  
Insurance Analytics  
Leader, IBM,  
UAE






**Wai-Lum Kwok,**  
Executive Director,  
Capital Markets,  
Financial Services  
Regulatory Authority,  
Abu Dhabi Global  
Market,  
UAE

# International Exhibiton

The **Annual Investment Meeting Exhibition 2017** 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 tens of 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 2017, AIM attracted participation of **535 exhibitors and co-exhibitors** from 141 participating countries. It had several country pavillions and the exhibition area 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, UK and USA to name a few. AIM 2017 proved to be an effective platform through which they promoted the investment opportunities in their countries and regions.













	<b>Afghanistan</b> Afghanistan Ministry of Commerce & Industries
	<b>Albania</b> Albanian Investment Development Agency
	<b>Belgium</b> Flanders Investment & Trade VITO
	<b>Brunei</b> Brunei Economic Development Board (BEDB)
	<b>Bulgaria</b> Invest Bulgaria Agency
	<b>Cameroon</b> Cameroon Ministry of Economy, Planning and Regional Development
	<b>China</b> Guangzhou Tianhe Central Business District Administrative Committee (CBD Tianhe) Huzhou Municipal Bureau of Commerce Investment Promotion Bureau of Pingtan, Fujian
	<b>Croatia</b> Atar Consulting DMCC
	<b>Cyprus</b> Cyprus Investment Promotion Agency (CIPA) - Invest Cyprus
	<b>Egypt</b> East Port Said Development General Authority for Investment & Free Zones (GAFI)

	<b>Germany</b> FrankfurtRheinMain Hannover Messe SEDO GmbH
	<b>Ghana</b> Ghana Free Zones Board Ghana Investment Promotion Centre
	<b>Guinea</b> Agence de Promotion des Investissements Privés (APIP-Guinée)
	<b>Haiti</b> Centre De Facilitation Des Investissements – Haiti
	<b>Hong Kong</b> Hong Kong Trade Development Centre (HKTDC)
	<b>India</b> Andhra Pradesh Economic Development Board Madhya Pradesh Trade & Investment Facilitation Corp Ltd. Model Economic Township Limited
	<b>Indonesia</b> Indonesia Investment Coordinating Board (BKPM) Investment and One Stop Department of East Java PBATAM (Batam Free Trade Zone) IIPC (Indonesia Investment Promotion Centre ) - Abu Dhabi
	<b>Kazakhstan</b> National Company "Kazakh Invest" JSC
	<b>Kenya</b> Diamond Property Merchants

**535 Exhibitors & Co-exhibitors participated in AIM 2017**



# International Exhibiton

	<b>Kosovo</b>
	Mabetex Group
	<b>Kingdom of Saudi Arabia</b>
	Aen Hail
	<b>Mali</b>
	Agence Pour La Promotion Des Investissements Au Mali
	<b>Morocco</b>
	Agence Marocaine de Developpement des Investissements (Invest in Morocco)
	<b>Netherlands</b>
	Investment Consulting Associates (ICA)
	<b>Nigeria</b>
	Oil & Gas Free Zones Authority Nigeria
	Ministry of Commerce, Industry, Coops & Tourism – Kebbi State
	<b>Oman</b>
	Ithraa
	Port of Duqm
	National Bank of Oman
	Oman Chamber of Commerce & Industry
	Special Economic Zone Authority of Duqm
	Saud Bahwan Group
	<b>Panama</b>
	Panama Ministry of Trade & Industry
	<b>Philippines</b>
	Tourism Infrastructure and Enterprise Zone Authority (TIEZA)
	<b>Poland</b>
	Krakow Nowa Huta Przyszlosci S.A (KNHP - MALOPOLSKA)
	<b>Russia</b>
	Moscow City Government
	Tatarstan Investment Development Agency (TIDA)
	<b>Serbia</b>
	Mirabank
	Savabien

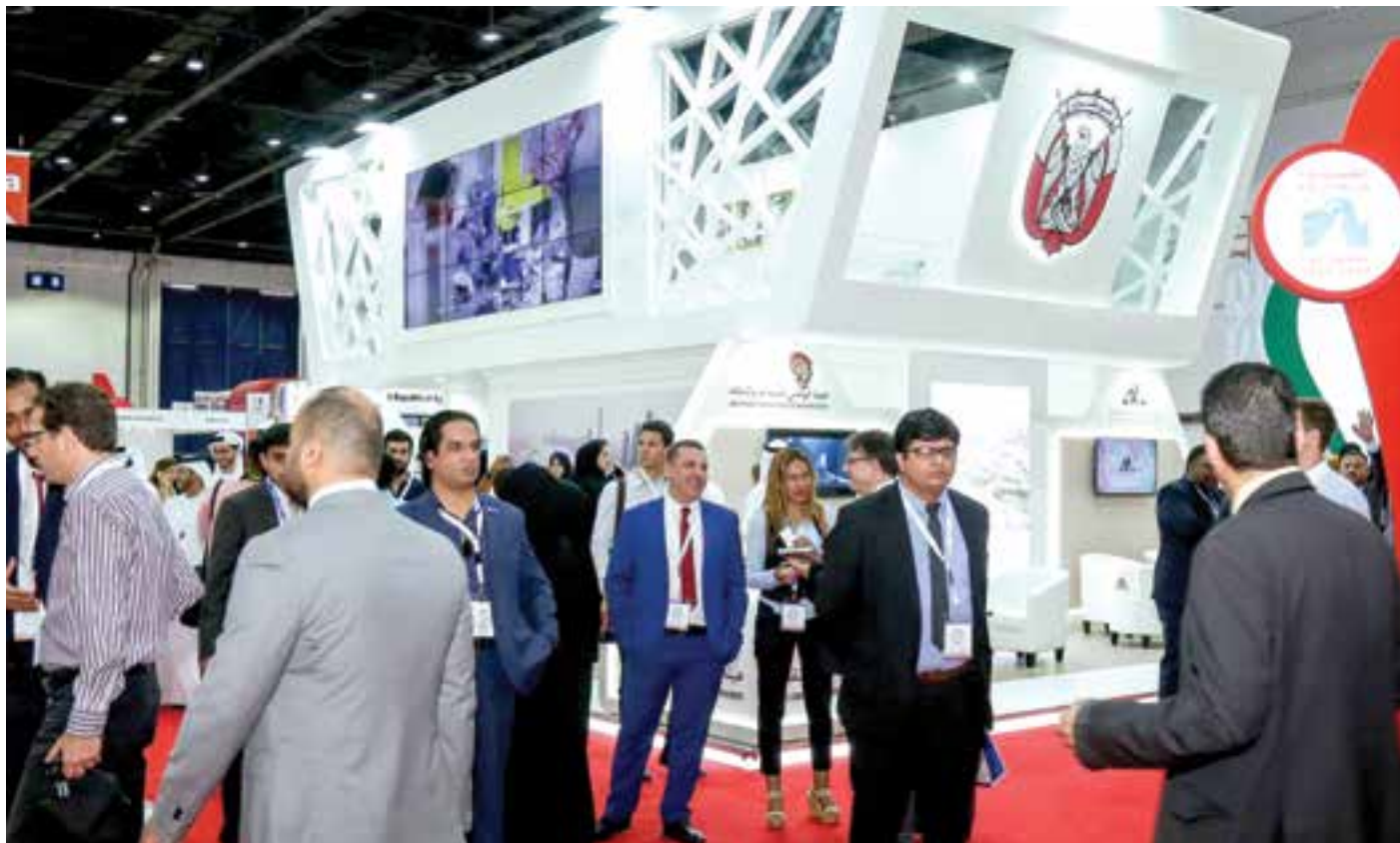
	<b>South Africa</b>
	Northern Cape Provincial Government
	<b>Sudan</b>
	Ministry of Investment
	<b>Switzerland</b>
	FEMOZA
	<b>UAE</b>
	Abu Dhabi Government
	Abu Dhabi Department of Economic Development
	Abu Dhabi Global Market
	Abu Dhabi Tourism & Culture Authority
	Alsatronix Solutions
	Arab Investor
	Dubai Investment Development Agency (Dubai FDI)
	Flying Colour Business Setup Services
	Forbes Middle East
	Fujairah Free Zone Authority
	Khalifa Port Free Trade Zone
	Maatouk 1960 Factory LLC
	Madar Farms
	ONEm Communications Ltd.
	Securities & Commodities Authority (SCA)
	Invest in Sharjah
	SP Legal Consultants FZE
	twofour54
	UAE Ministry of Economy
	ZonesCorp
	<b>United Kingdom</b>
	WAVTEQ
	<b>Ukraine</b>
	Ukrainian Business Association
	<b>United States of America</b>
	City of Los Angeles
	Select USA
	State of Missouri
	The Columbus Region
	State of Virginia

# International Exhibitor





# International Exhibitor



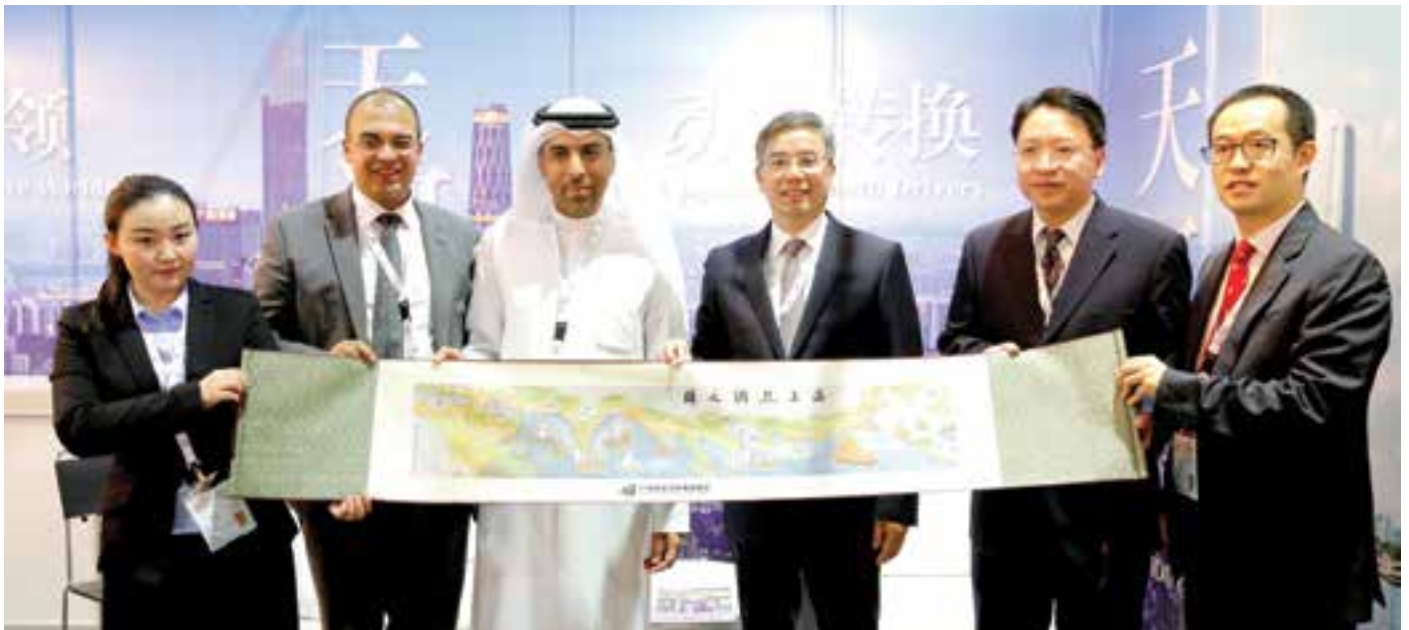


# International Exhibitor





# International Exhibitor





# International Exhibitor





# International Exhibitor





# International Exhibitor





# International Exhibitor



# Country Presentations / Investment Destinations

Thirteen countries / investment destinations took part in this feature of the Annual Investment Meeting including Oman, Ukraine, Andhra Pradesh and Madhya Pradesh in India, UAE, Serbia, Brunei, Panama, Moscow in Russia, Egypt, Tianhe in China, Mali and Cameroon. 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.

## Brunei



**Dr. Sabrina Daud**, Deputy Director of Global Relations, Universiti Brunei Darussalam  
**Soon Loo**, CEO, The Brunei Economic Development Board  
**Dato Paduka Dr. Awang Haji Mohammad Amin Liew Bin Abdullah**, Deputy Minister, Ministry of Finance  
**Dato Dr. Haji Mohammad Isham Haji Jaafar**, Executive Director & Medical Director, Jerudong Park Medical Center  
**Dr. Nur Rahman**, CEO, Ghanim International Corporation Sendirian Berhad

## Moscow



**H.E. Sergei Cheremin**, Minister, Government of Moscow  
**Mr. Saleh Al Aroud**, Chairman, UAE Russian Business Council  
**Nikolay Frolov**, Head of Macroeconomic Studies, Sberbank  
**Andrei Akopyan**, Representative, Moscow Exchange

## Andhra Pradesh, India



**Rahul Shrivastava**, Consul Economic, Visa & Commerce, Consulate of India in Dubai  
**B.R. Shetty**, Founder & CEO, NMC Healthcare  
**Sharafuddin Sharaf**, Chairman, Sharaf Group  
**J. Krishna Kishore**, CEO & Ex-Officio Secretary, AP Economic Development Board  
**Ahmad Sultan Al Falahi**, Minister Plenipotentiary-Commercial Attache, UAE Embassy in India



## Oman



**Mohammed Sultan Al Kindi**, Investment Promotion Executive, Ithraa



**Jalal Al Lawati**, Promotion Manager, Special Economic Zone at Duqm





# Country Presentations / Investment Destinations

## Egypt



**Mohamed Khodeir**, CEO, General Authority for Investment and Free Zones (GAFI) (seated) **Ahmed El Mofty**, Commercial Director, East Port Said Development Company

## Madhya Pradesh, India



**H.E. Mohammed Suleman**, Principal Secretary, Government of Madhya Pradesh

**H.E. Jamal Al Jarwan**, Secretary-General, UAE International Investors Council

## Serbia



**Dr. Ilinca Rosetti**, CEO, Mirabank

**Danijela Cabarkapa**, Deputy Director of the International Economic Relations Sector, Chamber of Commerce and Industry of Serbia

## Cameroon



**Ayouba Damba**, Senior Research Officer in Ministry of Economy, Planning and Regional Development  
**Ze Patricia Pobo**, Sub-Director in Ministry of Small and Medium Enterprises  
**Mbouime Bekolo Manasse**, Sub-Director in Ministry of Public Works  
**Ngoran Berngeh Forwang**, Chief Service of Information in National Cocoa and Coffee Board

# Country Presentations / Investment Destinations

## Panama



H.E. Augusto Arosemena, Minister of Commerce and Industry, Panama

## Tianhe



Lin Daoping, Secretary of CPC Tianhe Committee

Peter Kung, Head of Enterprise, KPMG China

Cai Feng, Deputy GM of Investment Department, China CEFC Energy Company

Huang Deshu, Deputy Executive Director, Tianhe CBD Administrative Committee

## Mali



Moussa Ismaela Toure, Director General, API-Mali

Boukary Sidibe, Ambassador, Embassy of Mali in ANH

Konimba Sidibe, Minister for Investment Promotion and the Private Sector

Jamila Ben Baba, CEO, Laham Industry



# Country Presentations / Investment Destinations

## Ukraine



**Vitaliy Ilchenko**, Owner, UKRAVIT Group of Companies  
**Ihor Mazepa**, CEO, Concorde Capital  
**Vasyl Khmelnytskyi**, First Vice President, Ukrainian League of Industrialists and Entrepreneurs, Founder of K. Fund  
**Anton Paul**, Financial Times, London  
**Lenna Koszarny**, Founding Partner & CEO, Horizon Capital  
**Yuriy Kosyuk**, CEO, MIRONIVSKY HLIBOPRODUCT  
**Vitaliy Antonov**, Head of the Supervisory Board, Concern Galnaftogaz

## United Arab Emirates



**Hind AlYouha**, Director of Foreign Trade Policies - Foreign Trade Affairs, UAE Ministry of Economy  
**H.E. Fahad Obeid Al Taffaq**, Director of Economic Affairs and International Cooperation, Ministry of Foreign Affairs  
**H.E. Marwan bin Jassim Al Sarkal**, CEO, Sharjah Investment and Development Authority (SHUROOQ)  
**H.E. Juma AlKait**, Assistant Undersecretary of Foreign Trade, UAE Ministry of Economy  
**H.E. Sharief Al Awadi**, Director General, Fujairah Free Zone Authority  
**H.E. Ahmad Bin Ghannam**, Acting Executive Director-International Economic Relations, Department of Economic Development  
**H.E. Fahad Al Gergawi**, CEO, Dubai Investment Development Agency (Dubai FDI)  
**Imad Eddine Oubiri**, Business Development Expert, Investment Promotion Director, RAK Chamber of Commerce and Industry



# Capacity Building Workshops

At **AIM 2017 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, Inc. and Investment Consulting Associates (ICA). It was an enriching experience designed to provide attendees with a comprehensive overview of investment-related topics. The informative approach of business facilitation was combined with a tactical review of operational requirements through practical case studies.

Saturday, 1<sup>st</sup> April 2017

## WORKSHOP I – “Investment Promotion Trends”



### Speakers:

**Andreas Dressler**, Foreign Direct Investment Advisor, Germany

**Boštjan Skalar**, CEO, World Association of Investment Promotion Agencies

**Carole Versteeg**, Director of Investment Attraction, CEPICI, Cote d'Ivoire

**Taliya Minulina**, CEO, Tatarstan Investment Development Agency, Russia

**Gianpaolo Bruno**, Italian Trade Commissioner to the UAE Oman & Pakistan

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.

## WORKSHOP 2 – “How can FDI be used to develop location competitiveness?”



### Speakers:

**Henry Loewendahl**, Founder & CEO, WAVTEQ Ltd. Ireland

**Douglas van den Berghe**, CEO, Investment Consulting Associates, Netherlands

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



# Country-closed Roundtables

In the framework of the 7<sup>th</sup> edition of the Annual Investment Meeting, Country-closed Roundtables were organized for the Republic of Tatarstan, Brunei Darussalam, and Republic of the Philippines where family offices, private equities, international advisors and high-level officials took part from one side and businessmen representing the countries from the other. Creation of awareness on the investment climate, discussion on the incentives to be provided by the government and possible way of increasing the investment inflows were the main priorities and points of discussion during the Country-closed Roundtables. The most attractive infrastructure projects, highly innovative hubs and Smart cities, agricultural plants, tourism zones were the key topics during the Country Closed Roundtables with the participation of the top investors.

## Republic of Tatarstan Country-closed Roundtable

On 2<sup>nd</sup> of April 2017, a Country-closed Roundtable was organized with the participation of H.E. Rustam Minnikhanov, President of the Republic of Tatarstan and a delegation representing different authorities and companies of the republic.

Highlighted sectors in the Roundtable were manufacturing, technology, agriculture, and Islamic finance. The CEO of Tatarstan Investment Development Agency, Ms. Taliya Minnulina, presented the key opportunities of the Republic, key strength of the Agency and described the support to be provided for the new FDI into the region.

Any type of investment prefers incentives and attractive environment for doing business. Thus, Republic of Tatarstan created Special Economic Zones and sector specific hubs like Innopolis, economy of which is based on high-tech industry. Innopolis is a hub with all required facilities including a university and a business center that offers the legislation of the Special Economic Zone and residential infrastructure for the TOP companies specialized in IT Industry.

The President of the Republic of Tatarstan mentioned the importance of creation of a friendly business environment in all sectors including the attractive tax rates, and the Republic being keen to cooperate with businessmen from the UAE in order to support them in their first step in investing into the country.



**Ms. Taliya Minnulina**, CEO, Tatarstan Investment Development Agency  
**H.E. Rustam Minnikhanov**, President, Republic of Tatarstan



(on the right) **H.E. Essa Al Ghurair**, Chairman, Essa Al Ghurair Investments





# Country-closed Roundtables

## Brunei Darussalam Country-closed Roundtable

Brunei Darussalam had a Country-closed Roundtable in the framework of the Annual investment Meeting 2017 with the participation of the private and public sector representatives. Main aim of the Roundtable was a presentation of Brunei as one of the most attractive destinations in Asia to work with. The main attention was on private sectors that are looking for investment or ready for doing joint businesses.

The CEO of Brunei Economic Development Board, Mr. Soon Loo highlighted current trends of investing into the country, level of diversification of the economy and importance of technology sharing between the United Arab Emirates and Brunei Darussalam. Also highlighted were the most attractive sectors of Brunei which are tourism and hospitality, Halal sector, and petrochemical among many others. The Roundtable highlighted the fact that Brunei, according to the World Bank Report, ranked #1 as the most improved country in doing business. Presenting side also mentioned that along with good business environment, they also offer great stability.

Deputy Minister of Finance, H.E. Dato Paduka Awang Haji Mohd Amin Liew bin Abdullah said that Brunei supports the education sector and has a very educated population that is considered as one of the main strengths of the country.

Businessmen from different countries especially from the UAE showed high interest in the tourism sector of Brunei and served as a start of their cooperation with the country.



**Dr. Sabrina Daud**, Deputy Director of Global Relations, Universiti Brunei Darussalam

**Soon Loo**, CEO of Brunei Economic Development Board

**H.E. Dato Dr. Paduka Awang Haji Mohd Amin Liew bin Abdullah**, Deputy Minister of Finance of Brunei Economic Development Board (BEDB)

**Dato Dr. Haji Mohammad Isham Haji Jaafar**, Executive Director & Medical Director, Jerudong Park Medical Center

**Dr. Nur Rahman**, CEO, Ghanim International Corporation Sendirian Berhad





# Country-closed Roundtables

## Republic of the Philippines Country-closed Roundtable

In the Roundtable discussion for the Republic of the Philippines, the investment potential of the country was highlighted by the Tourism Infrastructure and Enterprise Zone Authority (TIEZA) and by the diplomatic mission of the country to the United Arab Emirates. The main sectors highlighted were Tourism and Infrastructure.

During the presentation, H.E. Paul Raymund Cortes highlighted the attractive points of investing in the tourism sector of the Philippines and the trends of current and future economic growth on the way of development of the Strategy 2040. Philippines is welcoming FDI and providing very attractive investment incentives, including the fiscal and non-fiscal ones.

UAE businessmen were shown a selection of investment projects in the Philippines as well as the guidelines in investing into one of the leading projects of TIEZA, and a project in the Mindanao island that is considered as the second largest island of the country.

Indeed the main accelerator of the investment projects is the strong infrastructure. Successful infrastructure can boost the tourism sector as a whole and that was the main point of attraction of investment in the Philippines highlighted during the Roundtable.



**H.E. Paul Raymund Cortes,**  
Consul General of the Republic of the Philippines to the United Arab Emirates



**Hernando Henal**, Manager, TEZ Technical Assistance and Monitoring Department, Tourism Infrastructure and Enterprise Zone Authority  
**Ma. Evelyne Francisco**, Manager, Business Development Department, Tourism Infrastructure and Enterprise Zone Authority  
**Abul Khayr Amalon Alonto II**, Chief of Staff, Mindanao Development Authority



# Gala Dinner

The **AIM Gala Dinner** was hosted at the famous Armani Hotel Burj Khalifa on the evening of Sunday, 2<sup>nd</sup> April 2017. More than 1,200 guests came together and enjoyed the evening with delicious food, live music and a rich cultural programme. It offered a perfect opportunity to make new contacts, entertain key clients and celebrate the show. The AIM 2017 Gala Dinner was sponsored by Invest in Sharjah.





# Gala Dinner



The Sponsors and Partners of the Annual Investment Meeting 2017 were acknowledged and called onstage to receive the Shukran Award as a token of appreciation for their valuable support in making AIM 2017 possible. Presenting the appreciation award was **H.E. Sultan Bin Saeed Al Mansouri**, UAE Minister of Economy and **Mr. Dawood Al Shezawi**, CEO of AIM Organising Committee.

Representing **Invest in Sharjah** being the **Official Gala Dinner Sponsor** are **H.E. Marwan Bin Jassim Al Sarkal**, CEO of Sharjah Investment and Development Authority (Shurooq) and **Mohammed Juma Al Musharrakh**, Director of Invest in Sharjah who also delivered the welcome speech.





# Gala Dinner



# Investment Awards

The fifth 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 winning 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.



For the second consecutive year, **Dubai Airport Freezone Authority** sponsored **AIM 2017 Investment Awards**. DAFZA aims to expand national economic opportunities as it attracts businesses and investments not only in Dubai but from around the world. **H.E. Dr. Mohammed Ahmed Al Zarooni**, Director General of Dubai Airport Freezone, gave a speech and joined the UAE Minister of Economy onstage as they awarded the winning Investment Promotion Agencies from nine (9) regions across the globe.

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

- Size of the investment
- Type and form of the investment
- Scale of job creation
- Innovation and Technology Transfer
- Exports
- Import substitution
- Local linkages
- Sustainable development
- Eco-friendly
- Impact on Country Competitiveness & FDI Attraction



# Investment Awards

## Latin America & the Caribbean

Winner

### Argentine Republic



Award received by:  
**Fernando De Martini**, Ambassador,  
Embassy of Argentine Republic to the United Arab Emirates

The Winner is Agencia Argentina de Inversiones y Comercio Internacional from Argentine Republic for the best investment made by RENOVA in 2016 for the Greenfield project in the Agribusiness/ Industry sector. The value of the total Investment was USD 420 Million, and the total number of jobs created was 850+ direct and 2800+ indirect. As part of the investment project, Renova will build a port, increasing Argentina's logistic capabilities.

Runner Up

### Republic of Colombia



Award received by:  
**Juan Gabriel Perez**, Executive Director,  
Invest in Bogota, Republic of Colombia

The Runner up is Invest in Bogota from Republic of Colombia for the best investment made by B.Braun Surgical SAS in 2016 for the Greenfield project in the Manufacturing Sector. The value of the total investment was USD 7 Million. For the Impact on Country Competitiveness & FDI Attraction, B Braun expansion strategy closely follows Bogota-Region specialization and export focus on Biopolo (Life Sciences); becoming a hub for Northern Cone of South America and generating business opportunities for local vendor linkages as well as technology transfer.

## Middle East and North Africa

Winner

### Republic of Morocco



Award received by:  
**Hicham Boudraa**; Acting CEO of Invest in Morocco (API),  
Republic of Morocco

The Winner is Moroccan Investment Development Agency from Kingdom of Morocco for the best investment made by Groupe PSA in 2016 for the Greenfield project. The value of the total investment was around USD 430 Million and the total number of jobs created around 3500 direct jobs within PSA. PSA Morocco project is fully compliant with PSA worldwide HSE standards and is a key-component of PSA Push-to-Pass strategic plan.

Runner Up

### Republic of Algeria



Award received by:  
**Bin Ghraby Atyeah**; President, Algeria Chamber of Commerce,  
People's Democratic Republic of Algeria

The Runner up is Agence Nationale de Developpement des Investissements (ANDI) from the People's Democratic Republic of Algeria for the best investment made by Indorama in 2016 for the Minerals sector project. The value of the total investment was USD 3.1 Billion, and total number of jobs created was 3000.



# Investment Awards

## West and Central Africa

Winner

Republic of Ghana



Award received by: **R. Yofi Grant**, Chief Executive Officer of Ghana Investment Promotion Centre

The Winner is Ghana Investment Promotion Centre from Republic of Ghana for the best investment made by ROTAN POWER LIMITED in 2016. This is a joint venture between Ghanaians and Japanese and Chinese in the ENERGY Sector. The value of the total investment was around USD 1.06 Billion and the total number of jobs created was around 750 direct jobs. The Government of Ghana has a vision to become a major exporter of power to other countries in the sub-region. The Rotan Power project will be the lowest cost power generator in the country.

Runner Up

Republic of Mali



Award received by: **Moussa Ismaïla Toure**, CEO of API-Mali, Republic of Mali

The Runner up is API-MALI from Republic of Mali for the best investment made by Laham Industrie in 2016 for the Greenfield project in the AGRICULTURE Sector. The value of the total investment was around USD 7 Million. Mali is the largest cattle breeding country in French-speaking West Africa. The country is also the leading cattle exporter to its neighbouring countries Senegal and Cote d'Ivoire.

## East Africa

Winner

Republic of Kenya



Award received by: **Newton Odinga**, Foreign Service Officer I, Consulate General of the Republic of Kenya in the United Arab Emirates

The Winner is Kenya Investment Authority- KenInvest from Republic of Kenya for the best investment made by China Wu Yi in 2016 in the Manufacturing sector. The value of the total investment was around USD 178.9 Million and the total number of jobs created was around 342 direct jobs.

Runner Up

Republic of Ethiopia



The Runner Up is Ethiopian Investment Commission from Republic of Ethiopia for the best investment made by office Cherifien des Phosphates (OCP) in 2016 in the Manufacturing sector. The value of the total Investment was around USD 3.7 Billion and the total number of jobs created was around 500 direct jobs.

# Investment Awards

## Southern Africa

Winner

### Republic of Mauritius



Award received by: **Ken Poonoosamy**, Managing Director of Board of Investment Mauritius, Republic of Mauritius

The Winner is Board of Investment Mauritius from Republic of Mauritius for the best investment made by Global Real Estate Ltd; ALU Real Estate Ltd; Terragri Ltd in 2016 with a Joint Venture in Education sector. The total investment value is USD 13.1 million and the total number of jobs created was around 200 direct jobs. This investment project is in line with the objective of the Government of Mauritius to establish the country as a regional education hub. The Government fast-tracked approvals for this project creating an amenable and conducive environment to attract greater foreign investments.

Runner Up

### Republic of South Africa



Award received by: **Yunus Hoosen**, Head of Investment South Africa, Republic of South Africa

The Runner up is Investment South Africa (ISA) from Republic of South Africa for the best investment made by Nestlé South Africa in 2016 for the New Investment & Expansion project in the Manufacturing sector. The total investment value is USD 100 Million and the total number of jobs created was around 20 direct and 470 indirect jobs. The Nestle plant ensures localization and value addition in the manufacturing sector. The project boosts South Africa as an export platform and a regional manufacturing hub. The project is in line with the ambitions of the African Union in terms of deepening the agro-processing value chain and industrialization of the African.

## Central Asia, Caucasus & Russia

Winner

### Republic of Afghanistan



Award received by: **Mohammad Qurban Haqjo**, Deputy Minister for Commerce, Ministry of Commerce & Industries (MOCI), Islamic Republic of Afghanistan

The Winner is Ministry of Commerce & Industries - Islamic Republic of Afghanistan for the best investment made by The Alokozay Group of Companies (AGC) in 2016 for the Greenfield project in the Manufacturing Sector. The total investment value is USD 350 Million to 1 Billion and the total number of jobs created was around 2000 Direct Jobs and up to 10,000 indirect jobs. Alokozay Group is committed to complying with the international standards and to completing the projects within 3 years. The company has a very positive impact on the investment climate as they are actively involved in Corporate Social Responsibility (CSR) activities and other companies are following them.

Runner Up

### Republic of Kazakhstan



Award received by: **Nursultan Jiyenbayev**, Deputy Chairman of the Board, Kazakh Invest, Republic of Kazakhstan

The Runner up is National Company "Kazakh Invest" Jsc from Republic of Kazakhstan for the best investment made by Tenaris in 2016 for the Greenfield project in the Manufacturing Sector. The total investment value is USD 40 Million and the total number of jobs created was around 90 direct jobs. Tenaris has been a key supplier of OCTG in Kazakhstan, and Aktau plant is critical to provide customized solutions with sophisticated products in a region that presents some of the most complex drilling environments. Tenaris' products are able to withstand Kazakhstan's most challenging operating conditions both onshore and offshore and their field service specialists are ready to assist operators throughout the entire project.



# Investment Awards

## South, East Asia and Oceania

Winner

Government of India  **INVEST INDIA**  
NATIONAL INVESTMENT PROMOTION AND FACILITATION AGENCY



Award received by: **Dr. Subhash Chandra Pandey**, Additional Secretary & Financial Advisor from Department of Industrial Policy & Promotion, Government of India

The Winner is Invest India from Republic of India for the best investment made by BRS Venture Holdings & Limited in 2016 for the Greenfield project in the Healthcare Sector. The total investment value is USD 2.1 Billion and the total number of jobs created was around 15,000 direct & indirect jobs. The investments will be both in form of debt and equity via FDI. The Medicity projects will be the best in the class infrastructure and will implement the global best practices and this will be enabled via technology and knowledge transfer protocol implementation. The projects will focus on creating strong R&D programs to generate innovations in the field of affordable health care.

Runner Up

Republic of the Philippines  **BOI** BOARD OF INVESTMENTS



Award received by: **Eric Elnar**, Commercial Attaché and Director of Philippine Trade and Investment Center, Republic of the Philippines

The Runner up is Philippine Board of Investments (BOI) from Republic of the Philippines for the best investment made by AES Philippines Energy Storage Co. Ltd. (APESCL) in 2016 for the Greenfield project in the Energy Sector. The total investment value is USD 65.36 million. The Philippines is making significant strides in laying the foundations for a more stable and productive energy sector. Despite strong growth in renewable energy over the past decades, the country's peak demand for electric power is projected to grow at an average annual rate of 8% for Luzon, Visayas and Mindanao in 2016-2020.

## Central, Eastern Europe & Turkey

Winner

Slovak Republic  **SARIO**  
SLOVAK INVESTMENT AND TRADE DEVELOPMENT AGENCY



Award received by: **Dominik Susa**, Deputy Head of Investment Projects Department of SARIO (Slovak Investment and Trade Development Agency), Slovak Republic

The Winner is SARIO (Slovak Investment and Trade Development Agency) from Slovak Republic for the best investment made by Jaguar Land Rover in 2016 for the Greenfield project in the Manufacturing Sector. The total investment value is USD 1.2 billion and the total number of jobs created was around 2800 jobs.

Runner Up

Republic of Poland  **Invest in Poland**



Award received by: **Krzysztof Senger**, Vice President of Polish Investment and Trade Agency, Republic of Poland

The Runner up is Polish Investment and Trade Agency from Republic of Poland, for the best investment made by Daimler AG in 2016 for the Greenfield project in the Automotive Sector. The total investment value is USD 330 Million and the total number of jobs created was around 400 jobs. The investment confirms high investment attractiveness of Poland. It is conceivable that this project will bring also new investments. In particular, companies that cooperate with Daimler could possibly locate their factories in Poland.



# Investment Awards

## Europe

### Winner

#### Kingdom of Belgium



Award received by: **Filippe De Potter**, Deputy Director Inward Investments of Flanders Investment & Trade, Kingdom of Belgium

### Runner Up

#### French Republic



Award received by: **Marc Cagnard**, Managing Director Middle East of Business France, French Republic

The Winner is Flanders Investment & Trade, Kingdom of Belgium for the best investment made by Sanofi in 2016 for the Greenfield and expansion project in the Pharma/ Biotechnology Sector. The total investment value is USD 400 Million and the total number of jobs created was around 160 new jobs. Flanders is a world-class player in human healthcare. The region is ahead of the game when it comes to the production of pharmaceuticals: over 5% of the global output of pharmaceuticals is developed in Flanders. The investment of Sanofi confirms the importance of Flanders in this field.

The Runner up is Business France from French Republic for the best investment made by FAVIZONE in 2016 for the project in the Information Technology / Digital Sector. The total investment value is USD 640,000. Choice of Paris region for its innovation ecosystem, local presence of key business accounts and gateway to the EU market. Favizone targets to become the leading conversational commerce solution in Europe through its French office.

### AIM 2017 Investment Awards jury members:

- **Ismail Ersahin**, Deputy CEO, WAIPA
- **Tor Svenson**, Chairman, Capital Finance International (CFI), United Kingdom
- **Emmanuel Noutary**, General Delegate, ANIMA Investment Network
- **Andreas Dressler**, Foreign Direct Investment Advisor
- **Kai Hammerich**, Former President KA Foreign Investment Corporation, former President and Director General Invest in Sweden Agency (ISA), former Executive Vice President Saab-Scania AB, Sweden
- **Douglas van den Berghe**, CEO, Investment Consulting Associates (ICA), Netherlands



# Signing Ceremonies / International Partnership Agreements

To promote cooperation and mutual assistance, the Annual Investment Meeting hosted a number of signing ceremonies of MoUs between different parties including the UAE International Investors Council and UAE-India Business Council; AIM Startup and The Bureau of Science, Technology, Informatization and Industry of Tianhe District, Guangzhou; Dubai FDI and Invest Bulgaria Agency.



MoU signing between Ms. Haifa AlBedrawi, AIM Startup Conference Manager and Ms. Song Aiping, Director of The Bureau of Science, Technology, Informatization and Industry of Tianhe District, Guangzhou

AIM Startup and the Bureau of Science, Technology, Informatization and Industry of Tianhe District, Guangzhou signed a Memorandum of Understanding (MoU) in order to conduct and consolidate the cooperation in science and technology innovation.

Both parties agreed to carry out mutually beneficial economic exchanges in the fields of technological innovation, business startup and incubation, as to foster partnership in technology, project development, talents and capital.



MoU signing between H.E. Jamal Al Jarwan, Secretary General, UAE International Investors Council and Mr. Abdul Salam, Director General of UAE-India Business Council

The UAE International Investors Council (UAEIIC) and UAE-India Business Council (UIBC) signed a Memorandum of Understanding (MoU) for facilitating trade and investments including expansion of joint ventures, technological and industrial collaboration between UAE and India.

As per the agreement, UAEIIC and UIBC will work together to facilitate, strengthen and diversify the cooperation between the UAE and Indian businesses, for pursuing a constant expansion of the trade and investment between both the countries through exchange of business delegations, trade-related information, and jointly organising trade shows, seminars & technical workshops.

Both sides reached extensive consensus on working towards tracking UAE investors' issues and concerns; and facilitating in resolving them in the best manner through a constructive dialogue between the investors and government agencies.



MoU signing between H.E. Fahad Al Gergawi, CEO of Dubai FDI and Mr. Stamen Yanev, Executive Director of Invest Bulgaria Agency



Dimitar Dimitrov, Commercial Attache of Bulgaria in Dubai  
H.E. Fahad Al Gergawi, CEO of Dubai FDI  
Stamen Yanev, Executive Director of Invest Bulgaria Agency  
Bogdan Kolarov, Consul General of the Republic of Bulgaria in Dubai

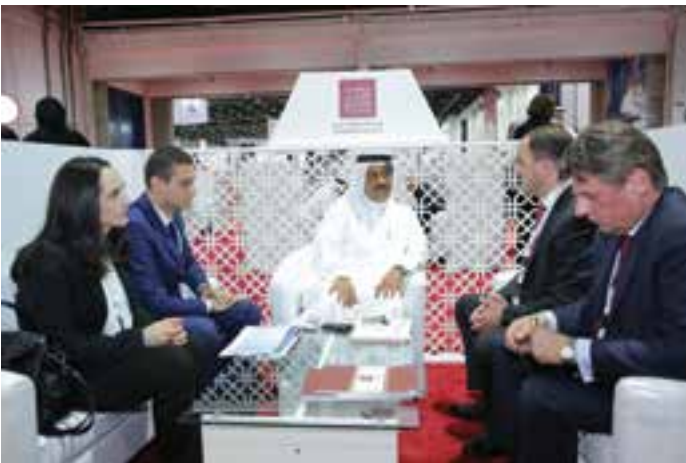
Dubai Investment Development Agency (Dubai FDI) and Invest Bulgaria Agency signed a cooperation agreement to promote active interaction between the two organizations in order to attract investment. This collaboration is expected to extend the contractual legal framework necessary for strengthening the bilateral partnership and provide conditions for starting a business between the two countries. The agreement is intended to become an important mechanism to stimulate and support business in Bulgaria and Dubai and be the basis for developing closer trade relations and lead to an increase in bilateral investments.

# 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 and 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 many significant 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 AIM 2017, **Investors' Hub** had participation from 18 organisations, three of which were international organisations from USA, Ukraine and Tunisia, and 15 were Local Organisations from UAE.



## **UAE International Investors Council**

Sector: Government Authority to promote Emirates investments abroad



## **Adaa Financial Services**

Sector: Asset Management



## **Al Dahra Holding**

Sector: Agriculture



## **Al Ahli Holding Group**

Sector: Construction, Infrastructure, Hospitality, Retail & Trading



# Investors' Hub



**Al Fahim Group**  
Sector: Automotive, Real Estate, Travel & Tourism



**Al Majdouie Investment Co.**



**Al Masah Capital Ltd.**  
Sector: Private Equity



**Concorde Capital**  
Sector: Private Equity



**Dubai Investment – Al Mal Capital**  
Sector: Manufacturing, Real Estate, Merger & Acquisition, Healthcare & Education, Financial Investment



**Foundation Holdings**  
Sector: Healthcare, Education, Consumer Sectors

# Investors' Hub



**Horizon Holding**  
Sector: Private Equity Fund



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



**Jeevan Investment**  
Sector: Agriculture



**Julphar – Gulf Pharmaceutical Industries**  
Sector: Pharmaceutical



**Jumeirah Group**  
Sector: Hospitality



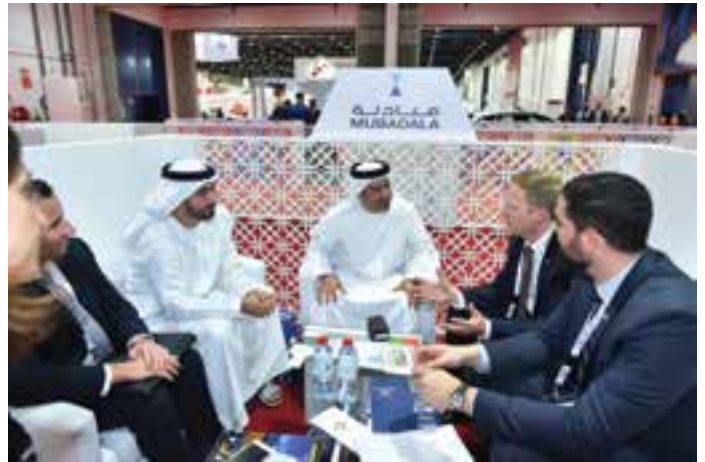
**Loukil Group**  
Sector: Construction, Hospitality, Automotive



# Investors' Hub



**Lulu Group**  
Sector: Retail



**Mubadala Development Company**  
Sector: Aerospace, Metal & Mining Oil & Gas, Renewables, Information and Communications Technology, Healthcare, Real Estate & Infrastructure & Defense Services



**NMC Health Care**  
Sector: Healthcare



**Rotana**  
Sector: Hospitality



**SS Lootah International Investment Group**  
Sector: Construction, Industrial, Energy



**Western NIS Enterprise Fund**  
Sector: Private Equity Fund



# Investors' Hub



UAE INTERNATIONAL  
INVESTORS COUNCIL



aldahra holding



الفهم  
OUR VALUES. OUR FUTURE.



مجموعة الأهل القابضة  
AL AHLI HOLDING GROUP

المجدوعي  
Almajdouie  
للإستثمار  
Investment



AL MASAH

CONCORDE  
CAPITAL

FOUNDATION  
HOLDINGS



دبي للإستثمار  
DUBAI INVESTMENTS



Al Ma Capital  
المال كابتال



GROUP  
LOUKIL  
Since 1976

Horizon Capital



جنات  
Jenaan



JUMEIRAH  
GROUP

Julphar  
التحريك للصناعات الدوائية  
Gulf Pharmaceutical Industries

LULU  
GROUP

مبادلة  
MUBADALA

nmc

روتانا  
Rotana



Western NIS  
Enterprise Fund

# Bilateral Meetings

**AIM 2017** facilitated meetings for many 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 met with officials from the **UAE Ministry of Economy**, headed by **H.E. Sultan bin Saeed Al Mansouri**. They hailed the UAE 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** met with **H.H. Sheikh Mohammed bin Rashid Al Maktoum** and **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Octavian Calmic**, Deputy Prime Minister and Minister of Economy of the **Republic of Moldova** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Dr. Abrahaio Pio dos Santos Gourgel**, Minister of Economy of **Angola** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**Dr. Mukhisa Kituyi**, Secretary General of **UNCTAD** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Konimba Sidibe**, Minister Investment Promotion & the Private Sector of **Mali** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Augusto Arosemena**, Minister of Commerce and Industry of **Panama** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



# Bilateral Meetings



**H.E. Xia Baolong**, Party Secretary of Zhejiang Provincial Committee of the CPC, The Zhejiang Provincial Government - **People's Republic of China** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Nael Al-Kabariti**, President of the **Union of Arab Chambers** and Chairman of **Jordan Chamber of Commerce** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Sylvia Lucas**, Premier of **Northern Cape, South Africa** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Jerry Naumoff**, Minister for Foreign Investments of the **Republic of Macedonia** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Alexander Mora**, Minister of Foreign Trade of **Costa Rica** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Davit Narmania**, Mayor of **Tbilisi City, Georgia** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



# Bilateral Meetings



**H.E. Sergey Cheremin**, Minister of the **Moscow City Government**, Head of the Moscow City Foreign Economic and International Relations Department met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.R.H. Prince Saud Bin Khalid Al Faisal Al Saud**, Acting Governor of SAGIA, **KSA** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



**Hon. Sinisa Milic**, Mayor of **Brcko District, Bosnia and Herzegovina** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



**H.E. Genti Beqiri**, Executive Director of the **Albanian Investment Development Agency** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



**Dr. Himawan Hairoga**, Deputy Chairman for Investment Promotion at the **Investment Coordinating Board (BKPM) Indonesia** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



**Eric Eide**, Director of International Trade, Office of Mayor Eric Garcetti, **Los Angeles, USA** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy

# Bilateral Meetings



**H.E. Sigfrido Reyes**, President of Export and Investment Promotion Agency of **El Salvador** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Mohammed Suleman**, Principal Secretary, Government of **Madhya Pradesh, India** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



**H.E. Dr. Nagmeldin Ibrahim**, Undersecretary, Ministry of Investment, **Sudan** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



**H.E. Rishad Bathiudeen**, Minister of Industry and Commerce of the **Democratic Socialist Republic of Sri Lanka** met with **H.E. Sultan bin Saeed Al Mansouri**, UAE Minister of Economy



**H.E. Nataliya Mykolska**, Deputy Minister of Economic Development & Trade of **Ukraine** met with **H.E. Abdullah Al Saleh**, Undersecretary for Foreign Trade & Industry at UAE Ministry of Economy



**Roberto Echandi**, Global Lead, Investment Policy & Promotion, Trade & Competitiveness Global Practice, **World Bank, USA** met with **H.E. Juma Al Kait**, Assistant Undersecretary of Foreign Trade at UAE Ministry of Economy



# High-Level Officials at AIM 2017

**H.E. Rustam Minnikhanov**

President  
Republic of Tatarstan

**H.E. Octavian Calmic**

Deputy Prime Minister and Minister of Economy  
Republic of Moldova

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**H.E. Dr. Abrahão Pio dos Santos Gourgel**

Minister  
Ministry of Economy  
Republic of Angola

**H.E. Alexander Mora**

Minister  
Ministry of Foreign Trade  
Republic of Costa Rica

**H.E. Alvin Botes**

Minister for Cooperative Governance, Human Settlement &  
Traditional Affairs  
Northern Cape Provincial Government  
Republic of South Africa

**H.E. Arlind Zekjiri**

Minister  
Ministry for Foreign Investments  
Republic of Macedonia

**H.E. Augusto Arosemena Moreno**

Minister  
Ministry of Commerce and Industry  
Republic of Panama

**H.E. Cândida Maria Guilherme Narciso**

Governor  
Lunda Sul Province  
Republic of Angola

**H.E. Come Hassane**

Minister  
Ministry of Trade and Industries  
Central African Republic

**H.E. Dato Dr. Amin Abdullah, CFA**

Deputy Finance Minister  
Brunei Economic Development Board (BEDB)  
Nation of Brunei

**H.E. Davit Narmania**

Mayor of Tbilisi  
Georgia

**H.E. Deriba Kuma**

Mayor  
Government of Addis Ababa  
Federal Democratic Republic of Ethiopia

**H.E. P.B. Dissanayake**

Governor  
North Central Province  
Democratic Socialist Republic of Sri Lanka

**H.E. Ernesto Muangala**

Governor  
Lunda Norte Province  
Republic of Angola

**H.E. Ezrra Israel Orozco Paredes**

Vice Minister  
Ministry of Economy  
Republic of Guatemala

**H.E. Faber Edmund Chidarikire**

Minister of State for Provincial Affairs  
Moshanaland West Zimbabwe  
Republic of Zimbabwe

**H.E. Hamid Mamdouh**

Director of Trade in Services  
World Trade Organization - WTO  
Swiss Confederation

**H.E. Hemakumara Nanayakkara**

Governor  
Southern Provincial Council  
Democratic Socialist Republic of Sri Lanka

**H.E. Rishad Bathiudeen**

Minister  
Ministry of Industry and Commerce  
Democratic Socialist Republic of Sri Lanka

**H.E. Jamal Al Jarwan**

Secretary General  
UAE International Investors Council  
United Arab Emirates

**H.E. Jerry Naumoff**

Minister  
Ministry for Foreign Investments  
Republic of Macedonia

**H.E. John Danilovich**

Secretary General  
International Chamber of Commerce - ICC  
French Republic

**H.E. Konimba Sidibe**

Minister  
Ministry of Investment Promotion & Private Sector  
Republic of Mali

**H.E. Lin Daoping**

Vice Governor  
Fujian Province  
People's Republic of China

**H.E. Maccollen Jack**

Minister for Finance, Economic Development and Tourism Northern  
Cape Provincial Government  
Northern Cape Provincial Government  
Republic of South Africa

**H.E. Maha Mohammed Elobaid Elbadawi**

Economic Advisor  
Embassy of Republic of Sudan  
Sudan



# High-Level Officials at AIM 2017

**H.E. Martha Barlett**

Minister for Education  
Northern Cape Provincial Government  
Republic of South Africa

**H.E. Martin Tafara Dinha**

Minister of State for Provincial Affairs  
Mashonaland Central Province  
Republic of Zimbabwe

**H.E. Mario Cimoli**

Director - Division of Production, Productivity & Management  
Economic Commission for Latin America & the Caribbean  
Republic of Chile

**H.E. Mohamed Lashtar**

Minister Advisor and Delegate of the President of Nicaragua for  
Africa, Middle East, and Arab Countries  
Nicaragua

**H.E. Mohammad Qurban Haqjo**

Deputy Minister of Commerce  
Ministry of Commerce and Industries  
Islamic Republic of Afghanistan

**H.E. Mohammed Suleman**

Principal Secretary  
Government of Madhya Pradesh - Ministry of Commerce, and  
Industry & Employment and Science & Technology  
Republic of India

**H.E. Moustapha Ben Barka**

Minister  
Government of Mali - President's Office  
Republic of Mali

**H.E. Mukhisa Kituyi**

Secretary General  
United Nations Conference on Trade & Development - UNCTAD  
Swiss Confederation

**H.E. Nael Al Kabarety**

President  
The Chambers of Commerce, Industries & Agriculture in Arab  
Countries  
Republic of Lebanon

**H.E. Dr. Nagmeldin Ibrahim**

Undersecretary  
Ministry of Investment  
Republic of Sudan

**H.E. Nataliya Mykolska**

Deputy Minister  
Ministry of Economic Development and Trade  
Ukraine

**H.E. Roberto Echandi**

Global Lead, Investment Policy & Promotion, Competitiveness  
Global Practice  
World Bank Group  
United States of America

**H.H. Sayyd Faisal Bin Turki Al Sayed**

Director General of Oman General Authority of Investment  
Promotion and Export Development (ITHRAA)  
Sultanate of Oman

**H.R.H. Saud bin Khalid Al Faisal Al Saud**

Acting Governor  
Saudi Arabian General Investment Authority (SAGIA)  
Kingdom of Saudi Arabia

**H.E. Sergey Cheremin**

Minister of the Moscow City Government, Head of the Moscow  
City Foreign Economic and International Relations Department  
Russian Federation

**H.H. Sheikh Mohammed Al Qassimi**

Founder & Chairman of Mohammed Bin Faisal "MBF" Group Holdings  
Major Shareholder & Board Member in Gulf Medical Projects  
Company (GMPC)  
United Arab Emirates

**H.E. Simon Lalong**

Governor  
Plateau State Government  
Republic of Nigeria

**H.E. Sinisa Milic**

Mayor  
Government of Brcko District  
Bosnia & Herzegovina

**H.E. Subhash Chandra Pandey**

Additional Secretary & Financial Advisor  
Ministry of Commerce & Industry, Department of Industrial Policy  
& Promotion  
Republic of India

**H.E. Sylvia Lucas**

Premier  
Northern Cape Provincial Government  
Republic of South Africa

**H.E. Xia Baolong**

Party Secretary of Zhejiang Provincial Committee of the CPC  
The Zhejiang Provincial Government  
People's Republic of China

**H.E. Yamit Noe Hurtado Neira**

Mayor  
Paipa  
Republic of Colombia

# Distinguished Guests at AIM 2017

**Abdulaziz AlMulla**

Founder & CEO  
Madar Farms  
United Arab Emirates

**Abhishek Sharma**

CEO - Business Planning & Development Center  
Foundation Holdings  
United Arab Emirates

**Adalberto Netto**

President  
Invest in Parana  
Republic of Brazil

**Ahmed Aj Al Fahim**

Chairman  
Al Fahim Group  
United Arab Emirates

**Ahmed El Mofty**

Commercial Director  
East Port Said Development  
Egypt

**Arda Ermut**

President  
WAIPA – World Association of Investment Promotion Agencies

**Ana Denise Lima Barber**

President  
Cabo Verde Investment  
Republic of Cabo Verde

**Behgjet Pacolli**

Founder & Chairman of the Board  
Mabetex Group  
Republic of Kosovo

**Bostjan Skalar**

CEO  
World Association of Investment Promotion Agencies (WAIPA)

**Datuk Jalilah Baba**

President  
MICCI  
Malaysia

**Datuk Zainal Amanshah**

CEO  
InvestKL  
Malaysia

**Davindra Pal Ahuja**

Managing Director  
IPA Head  
Madhya Pradesh Trade and Investment Facilitation Corp Ltd  
Republic of India

**Dushyant Thakor**

Vice President  
Invest India  
Republic of India

**Essa Al Ghurair**

Chairman  
Essa Al Ghurair Investments  
United Arab Emirates

**Ghaleb Askr**

Commercial Director  
Maatouk  
UAE

**Hisham Al Gurg**

CEO  
Private office of Sheikh Saeed Bin Ahmed Al Maktoum  
United Arab Emirates

**Hisham Boudraa**

Acting General Manager  
Invest in Morocco  
Morocco

**Igor Mazepa**

CEO  
Concorde Capital  
Ukraine

**Dr. Ilinca Rosetti**

CEO  
Mirabank  
Republic of Serbia

**Jaroslawa Zelinsky Johnson**

President and CEO  
Western NIS Enterprise Fund  
United States of America

**Jerome Carle**

Chief Financial Officer  
Gulf Pharmaceutical Industries (Julphar)  
United Arab Emirates

**John Rutherford**

Chief Executive Officer  
Invest Turks and Caicos Agency  
Turks and Caicos Islands

**Jorge Ramos de Oliveira Júnior**

President  
Embraer  
Republic of Netherlands

**Juan Gabriel Pérez**

Executive Director  
Invest in Bogota  
Republic of Colombia

**Khaled Al Rashedi**

Head of Group Government Affairs  
Mubadala  
United Arab Emirates

**Khalid Kalban**

MD & CEO  
Dubai Investment  
United Arab Emirates



# Distinguished Guests at AIM 2017

**J. Krishna Kishore**

CEO  
Andhra Pradesh, Economic Development Board  
Republic of India

**Lenna Koszarny**

Founding Partner and CEO  
Horizon Capital  
Ukraine

**Louis Jacobus Smit**

CEO - Business Planning & Development Center  
Jenaan Investment Llc  
United Arab Emirates

**Majed Nwaf Aied Alshamry**

CEO  
Aln Haeil  
Saudi Arabia

**Mohamed Khodeir**

CEO  
GAFI - General Authority for Investment and Free Zone  
Egypt

**Mohammed Saud Bahwan**

Chairman  
Saud Bahwan Group  
Oman

**Mohammed Khammas**

CEO  
Al Ahli Holding Group  
United Arab Emirates

**Dr. Mohaymen Abdelghany**

CEO  
Al Zahra Hospital Dubai  
United Arab Emirates

**Naser Nabulsi**

Vice Chairman & CEO  
Al Mal Capital  
United Arab Emirates

**Nasser Al Nowais**

Chairman  
Rotana Group  
United Arab Emirates

**Nirman Shetty**

COO  
NMC Healthcare  
United Arab Emirates

**Sanyal Saurabh**

Secretary General  
PHD Chamber  
Republic of India

**Sarhan Nasri**

Business Development Director  
Loukil Group  
Tunisia

**Shafi Syed**

Chief Development Officer  
Jumeirah Group  
United Arab Emirates

**Shailesh Dash**

Founder and Member of Board  
Al Masah Capital Ltd  
United Arab Emirates

**Sigfrido Reyes**

President  
PROESA  
Republic of El Salvador

**Soon Loo**

CEO  
Brunei Economic Development Board  
Brunei Darussalam

**Sulaiman Al Nuaimi**

Chief Governmental Officer  
Al Dahra Holding  
United Arab Emirates

**Uche Orji**

Managing Director & CEO  
Nigeria Sovereign Investment Authority  
Republic of Nigeria

**Walid Loukil**

Director General  
Loukil Group  
Tunisia

**Xavier Sala-i-Martin**

Professor of Economics, Co-author  
World Economic Forum's Competitiveness Report  
United States of America

**Eng. Yahya Bin Saeed Al-Lootah**

CEO  
S.S. Lootah International Investment Group  
United Arab Emirates

**Yusuff Ali M.A.**

Chairman and MD  
Lulu Group International  
United Arab Emirates



AIM Startup

2 - 4 April 2017

Dubai, United Arab of Emirates

## Innovation Showcase and Pitch Competition



**80+**  
STARTUPS



**25**  
COUNTRIES



**19.000+**  
BUSINESS LEADERS &  
INVESTORS

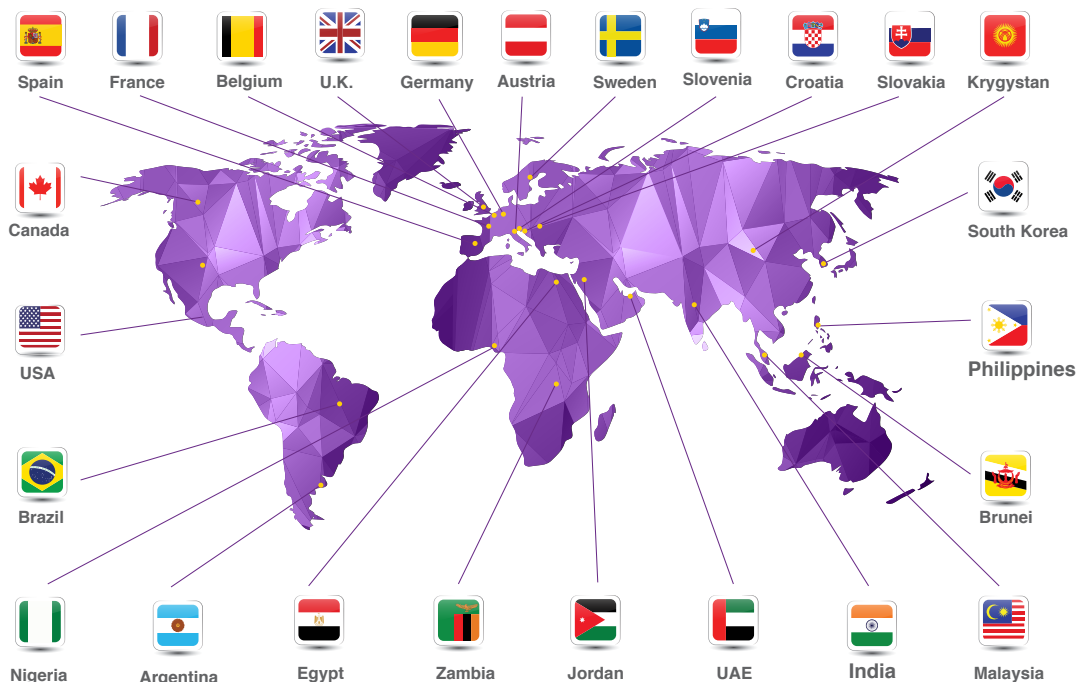


**50+**  
HIGH-LEVEL  
OFFICIALS



**8.000**  
SQUARE METERS  
EXHIBITION SPACE

## AIM Startup Participating Countries



# Mission & Background

Held against the backdrop of the UAE Annual Investment Meeting, the World's Leading FDI Platform, AIM Startup seeks to promote and facilitate high risk venture capital investments into high-potential startup companies at early stages, growth stages and mature stages.

Conscious of the important role that successful startup companies play as engines of growth and employment, one of the major goals of AIM Startup is to connect promising startup companies from across the world with potential investors and partners from other parts of the world, to secure investment, facilitate global partnerships and new market entry, cross-border/cross-country trade, and to foster the global entrepreneurial ecosystem and bolster the global economy.

The First Edition of AIM Startup gathered Major Investors, Business Leaders and Government Officials from 140 countries and Startup Founders from 80+ countries.



Innovation is a key driver for economic growth and global competitiveness. A large share of sustainable economic growth can be attributed to innovation and the willingness of governments across the world to implement and execute policies and initiatives, which foster and nourish innovation and entrepreneurship.

The United Arab Emirates is a country that was founded on innovation, forward thinking and a government's great vision and willingness to implement initiatives that has today positioned the UAE among one of the most competitive economies worldwide.

In celebration of innovation, which is deeply embedded in our heritage, the UAE formally extends a warm welcome to the innovators and pioneers of the world who aspire to create solutions to the challenges we face globally.

Set up under the framework of the AIM platform, we are launching AIM Startup to encourage our next generation of leaders to pursue initiatives that will create sustainable growth on a global scale.







## 2017 Features

- **Startup Exhibition**
- **Workshops**
- **Pitch competition**
- **Full-day Conference**
- **Startup Awards Ceremony**



“I enjoyed participating in AIM Startup 2017. It seems like the FDI world is colliding with the global startup ecosystem in new ways, where economies are actively trying to attract startups and founders so they can set up shop and grow their businesses locally. This is a new trend, and is a great example of why AIM Startup is an important new initiative!”

**Torsten Kolind**  
Co-founder, Younoodle, USA  
AIM Startup speaker

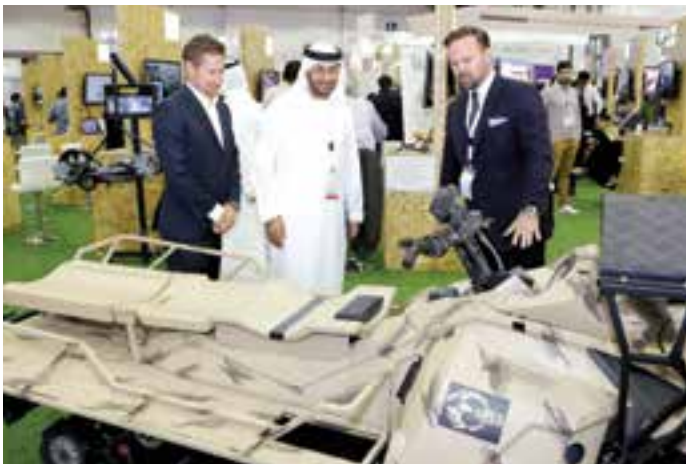
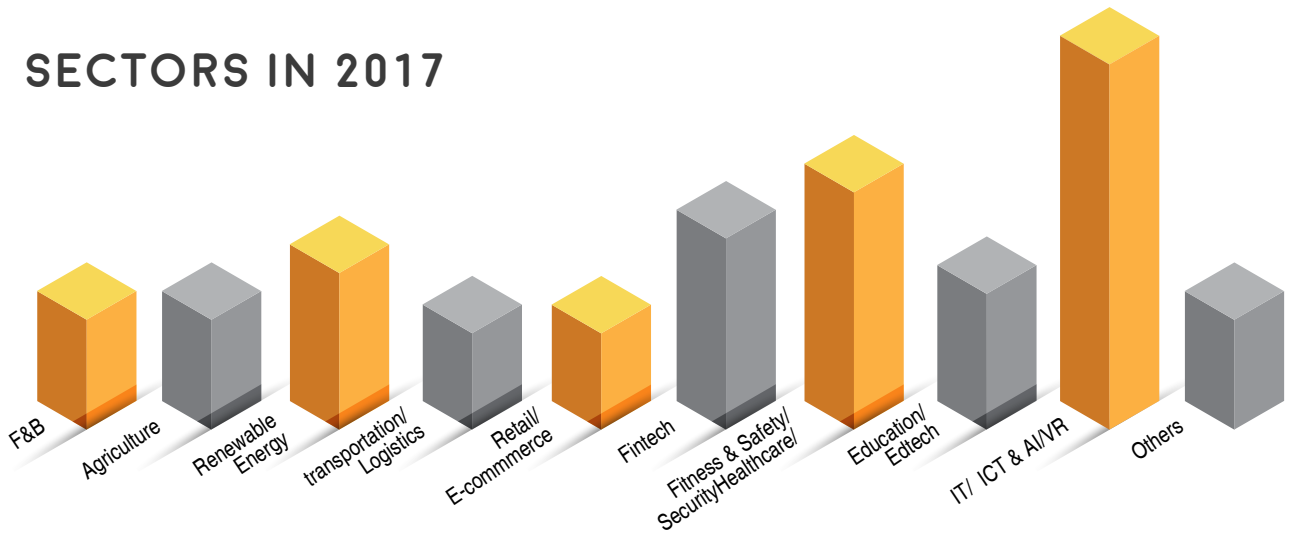
**84 STARTUPS** presented their groundbreaking products/services at the innovation showcase & exhibition. Met by Investors & Government officials, startup founders had the opportunity to share their businesses and requirements for growth with interested parties.





# Innovation Showcase and Exhibition

## SECTORS IN 2017





Our workshops joined an audience comprised of students and entrepreneurs, to gain hands-on training from aim startup 2017 master coaches.

## Available workshops in 2017 included:

### ■ Risk mitigation for Startups

conducted by Paulo Andrez, Active investor & former President of EBAN, Portugal.

### ■ Pitch Preparation Workshop

presented by Tarek Ghobar, two time entrepreneur and Startup Services Manager, 1776, preparing AIM Startup founders for their presentations at the pitch competition.



“AIM startup event was one of the most organized events that my team attended. The organization team was friendly, effective and helpful. We got the chance to pitch to the Minister of Climate Change and Environment, which was super encouraging and powering as young women entrepreneurs from the UAE.”

**Razan Youssef**  
Co-Founder, Green Steps Energy

# Pitch Competition

**25 startups** pitched their solutions in front of a distinguished panel of expert judges and Investor audience to claim their chance at winning cash and other prizes.



## JUDGING PANEL



**Jake Zeller**  
Partner, AngelList,  
USA



**Manish Patel**  
General Partner, Highland  
Capital Partners,  
USA



**Fahad AlSharekh**  
Managing Partner,  
Techinvest Corporation  
Kuwait



**Nour Halabi,**  
Investment & Portfolio Manager,  
TURN8,  
UAE



**Essam Omran Disi,**  
Director of Strategy and Policy,  
Mohammed Bin Rashid Est. for SME  
Development, UAE



**Oh-Hyoung Kwon,**  
Principal, Future Play Accelerator,  
Korea





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.





# Talks & Discussions



**John Tamny,**  
Political Economist & Author,  
Forbes, USA

“Robots will be the biggest job creators in history for all of mankind. Imagine a future in which people around the world will increasingly get up every day for work and go to a job that they love passionately”



**Sabah al-Binali**  
Former Chairman of Zawya,  
Investor & Turnaround  
Specialist, UAE

“The success story of Zawya is how I bought a bankrupt media company based out of London with 5 employees in 2001, Moved them to Dubai and then grew it, and sold it to Thomson Reuter in 2012 with 240 employees for 20 times money”



**Joy Ajlouny**  
Co-founder, Fetchr, UAE

“When you truly don't care what anyone thinks, you have reached a level of freedom that's frightening.”

Startup Founders, Investors and Audience Members gathered for the results of the Aim Startup Pitch competition at the close of the event on April 4<sup>th</sup>. The top three winners won cash prizes totaling 30,000 USD as well as additional prizes offered by AIM Startup partners, including AngelList, TURN8, 1776, Impact hub, Dtec and the Cribb.

Austrian startup, Blitab won the first place prize of 15,000 USD for its creation of the world's first tablet for the blind and visually impaired.

Second in line was American healthcare startup, Innovein Medical. Its accomplishments in addressing an unmet medical need for patients with vein disease, creating a minimally invasive valve replacement, earned them a cash prize of 10,000 USD.

In at third place, winning a cash prize of 5,000 USD, was U.S. SaaS environmental monitoring company, Palmos, designing low cost sensors to gather data maps of urban areas.

H.E. Juma Al Kait, Assistant Undersecretary for Foreign Trade, at the UAE Ministry of Economy and Dawood AIShezawi, President of the Annual Investment Meeting awarded the winners with the cash prizes at the closing awards ceremony.





# AIM Startup 2017





# Sponsors and Partners

## Silver Sponsors



## Venture Capital Partner

**T U R N 8**

## Dubai Government Partner



## Official Ecosystem Partner



## Investor Partner



## Publication Partner

**Entrepreneur**  
MIDDLE EAST

## Official Academic Partner



## Key Media Partner



## Community Partners



**1776**

*the cribb*

# Dubai International Government Achievements Exhibition (DIGAE) 2017



## 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 authorities, institutions and departments unveil their most effective programs and innovative solutions. The three main themes of the 5th edition of DIGAE 2017 were Happiness, Innovation, and Shaping the future.

This year's edition provided 40+ Dubai and UAE Federal Government entities and 30+ International entities a platform to share their achievements and in return receive direct feedback from users on ongoing pipeline of planned and future solutions.

The key outcome of the 5<sup>th</sup> edition of DIGAE was the signing of strategic cooperation agreements (MOUs) to raise locally and globally 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. DIGAE provided a great opportunity to strengthen strategic cooperation to improve government performance.

For more information on DIGAE, visit [www.digae.ae](http://www.digae.ae)



# Future Cities Show 2017



The Future Cities Show 2017 focused on showcasing solutions for the future of our cities by developing Sustainability-driven solutions through Innovation which would in turn lead to a Happy Society.

The First Edition of the Future Cities Show 2017 took place on the 2<sup>nd</sup> to the 4<sup>th</sup> of April 2017 at the Dubai World Trade Centre, UAE. The show had more than 19,000 attendees from various parts of the world. FCS had 30 Exhibitors across 3 Zones which were Environmental, Economic and Social Zones.

The latest and the most advanced technologies were showcased, which ranged from 3D Printers, IOT, Drones, Mobility, Sustainable Real Estate, Virtual Reality Application, Interactive Recycle Bin, Smart Homes, Energy-Saving Solutions, Innovative Solar Trapping Technologies, Waste Management Solutions and Wastewater Treatment.

FCS also had 3 seminars running parallel in each zone on all 3 days, focusing on Sustainability, Innovation and Happiness. The Seminars featured more than 45 speakers, speaking on the latest trends and innovations and how these innovations are going to change the world.

**For more information on FCS, visit [www.thefuturecitiesshow.com](http://www.thefuturecitiesshow.com)**





## Premier event focusing on FDI

The seventh edition of the Annual Investment Meeting being held at the Dubai World Trade Centre between April 2 and 4, will see participation from political and business leaders from around the globe

The Annual Investment Meeting being held under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, the UAE Vice-President, Prime Minister and Ruler of Dubai, will be held between April 2 and 4 at the Dubai World Trade Centre.

It is at the behest of the UAE Ministry of Economy and the region's fast emerging markets, FDI-focused event is offered a professional platform for and professional leaders.

The premier event focuses on FDI in growing markets and is the leading global platform aimed at facilitating investor networking and promoting investments with promising growth opportunities. The event also provides a platform for international investors, politicians and business leaders to discuss the latest trends in international investment that will contribute to the competitiveness of various countries. The highlight includes the investment conference and a political reception.

AIM facilitates 2017 and 2018 Africa's priority projects and revenue earning for the maximum growth of various regions in Africa. AIM will attract 100 investors including Africa, China and India.

The event activities will include the

Annual Meeting, Economic Development Forum and the Africa Chapter. The event is organized by the Annual Investment Meeting Organizing Committee (AIMOC).

The activities mentioned will be held on April 3 by the World Association of Investment Promotion Agencies (WAIPA) and Mubony LLC.

WAIPA, which was established in 1995 and has 110 members from 100 countries, provides the opportunity for investment promotion agencies to interact and exchange best practices in investment promotion.

"It is of great importance to collaborate with the World Association of Investment Promotion Agencies (WAIPA) and the Annual Investment Meeting (AIM) and Sheikh Ahmed bin Saeed Al Maktoum, Ruler of Dubai, UAE, to discuss the latest trends in international investment that will contribute to the competitiveness of various countries. The highlight includes the investment conference and a political reception.

The multi-national and high-level investment meeting in Dubai provides a unique opportunity for investors, politicians and business leaders to discuss the latest trends in international investment that will contribute to the competitiveness of various countries. The highlight includes the investment conference and a political reception.

Dubai has been ranked first regionally and globally in the 2017 Global Financial Centres Index. The United Arab Emirates as the host of the Expo 2020 is attracting more attention and investments from around the world.



His Highness Sheikh Ahmed bin Saeed Al Maktoum, Ruler of Dubai, UAE

Attendees include renowned personalities, key decision makers

## AIM 2017 to focus on topics for attracting FI

RAJAH, UAE, April 3: The Annual Investment Meeting (AIM 2017) has brought together on day two a wide range of attendees including renowned personalities, key decision makers in industry, finance and politics from the MENA region and around the globe. The edition is continuing until Tuesday (4th April 2017) at the Dubai International Convention and Exhibition Centre.

Having commenced its work in the investment meeting destination dedicated to the development of the foreign direct investments (FDI), this year's theme "International Investment Path to Competitiveness & Development", has been offering a unique platform for facilitating thought-provoking and forward-thinking discussions, as well as unique opportunities for business development, strategic investment and improving the

overall competitiveness of businesses all around the world.

One of the major discussions at the event was about the "Relationship between international investment and competitiveness and how it is changing the current global economic landscape". It is an increasingly multi-driven global economy, a national economy needs to be competitive to develop and prosper. As such, the discussion has highlighted a detailed analysis of the nature and determinants of success and failure and their relationship between international investment and competitiveness.

"As trade and competitiveness are essential, it is the competitiveness of economies – the level of productivity of countries, sectors, sub-national regions, and even cities – that determines how well they translate opportunities to trade and investment into opportunities

for their firms and people. To be competitive in the market, we must create new ideas, models and strategies. As such strengthening both global systems and domestic competitiveness has never been more important. To secure strategic productivity and top new sources of growth, innovation, job creation and development, a multi-dimensional approach should be a priority for policymakers around the world which will not only benefit the local economies, but also the global landscape," said Dawood Al Shezawi, CEO, AIM's Organizing Committee.

In line of the above, the Middle East region and the world have shared an increase foreign direct investment. The governments of the world are formulating principles of transparency, efficient communication and engagement. This will help people to seize opportunities

4/16/2017 United Arab Emirates - Morocco deal to hold Annual Investment Meeting (AIM), Africa Chapter, in Mar

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Now 300k+ South Sudanese Refugees in Sudan - UNHCR The UN Refugee Agency (UNHCR) has

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## United Arab Emirates – Morocco deal to hold Annual Investment Meeting (AIM), Africa Chapter, in Marrakesh from 29-31 October 2017

Added by Agymah Atoapem on January 30, 2017.

Saved under Middle East, Morocco, News, NORTHERN AFRICA,

United Arab Emirates

Tags: (AIM), Africa Chapter, Annual Investment Meeting,

Marrakesh, Morocco, United Arab Emirates



Dawood Al Shezawi, CEO of Annual Investment Meeting (AIM) Organizing Committee, signed today a strategic MoU with HE Ahmed Akhechichine, President of Marrakech-Safi region, Kingdom of Morocco to organise Annual Investment Meeting (AIM), Africa Chapter, in Marrakesh from 29-31 October 2017.



PHOTO FROM THE EVENT

## Philippine project wins runner-up award at Annual Investment Meeting



**By Hazel Adams-Prasanna**

The Philippine project won the runner-up award at the Annual Investment Meeting (AIM) 2015, held in Dubai, UAE. The award was presented to the project by the President of the Investment Meeting, Mr. Khalid Al-Falasi, Chairman of the Board of Directors, and the Managing Director, Mr. Khalid Al-Falasi.

The project, titled 'Philippine Board of Investments', was one of the top 10 projects in the world. It was presented to the project by the President of the Investment Meeting, Mr. Khalid Al-Falasi, Chairman of the Board of Directors, and the Managing Director, Mr. Khalid Al-Falasi.

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## الإمارات للمستثمرين بالخارج، ومجلس الأعمال الإماراتي الهندي، يوقعان مذكرة تفاهم



دبي - الوطن

شهد سعادة أحمد سلطان من حارب الفلاحى القمم التجاري لسفارة الإمارات العربية المتحدة - نيودلهي توقيع مذكرة تفاهم بين مجلس الإمارات للمستثمرين بالخارج ومجلس الأعمال الإماراتي الهندي. وقع المذكرة من جانب مجلس الإمارات للمستثمرين بالخارج سعادة جمال سيف الجبروان الأمين العام ومن جانب مجلس الأعمال الإماراتي الهندي السيد نيل سينج جاد. تلك خلال لقاء جمع الوفد الهندي الذي يضم عدد من المسؤولين بمجلس الأعمال الإماراتي الهندي وبحضور سعادة جمال سيف الجبروان الأمين العام لمجلس الإمارات للمستثمرين بالخارج لمبحث سبل التعاون بين الجانبين.

توطيد وتعمير التعاون بين مجتمعى الأعمال الإماراتيين ودفترهم من الهند. كما تأتي من قناعة تامة بضرورة الإرتقاء بالعمل فيما يبينها أهداف تحقيق الأهداف والشباب المتطورة والمتمسكة بتعزيز الاستثمارات وبناء شراكة دائمة على إرتقاء أي ما من شأنه أن يعزق مسير لاوشية هذه الاستثمارات. وقد تمز سعادة جمال سيف الجبروان هذه الخطوة قائلًا نسجدهم هذه الاتفاقية مع رؤية مجلس الإمارات للمستثمرين بالخارج القائمة على ضرورة التعاون مع جميع المؤسسات والقطاعات العام والخاص في الداخل والخارج للاستفادة وتبادل الخبرات والوصول لتحقيق أهداف المجلس لشركائه أعضاء المجلس برؤية قدراسة الشاملة عن ما ينفق باستمرارهم بالخارج وتتفجع من خلال هذه الفكرة أن تعزيز روح العمل الجماعي وتطوير المحث في المجالات ذات العلاقة المختصة بتجارية الاستثمار لا يقدم أعضاء المجلس أيضاً حل

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## Sultanate at Dubai investment forum

**“We stand ready to work with partners to achieve our common objectives and bring growth, jobs and prosperity to Oman”**

His Highness Sultan Qaboos bin Said Al Said, Sultan of Oman, will be the Guest of Honour at the 11th Annual Investment Meeting (AIM) 2015, held in Dubai, UAE, on 12-13 October 2015. The Sultan will be joined by the Deputy Sultan, His Highness Haitham bin Tariq Al Said, and other members of the Royal Family.

The Sultan will be the Guest of Honour at the 11th Annual Investment Meeting (AIM) 2015, held in Dubai, UAE, on 12-13 October 2015. The Sultan will be joined by the Deputy Sultan, His Highness Haitham bin Tariq Al Said, and other members of the Royal Family.

## Dr. H. B. Shetty's Medcity project wins "Best Foreign Direct Investment Award"

Dr. H. B. Shetty's Medcity project in Anwarshah, the Best FDI award. The award was presented to the project by the President of the Investment Meeting, Mr. Khalid Al-Falasi, Chairman of the Board of Directors, and the Managing Director, Mr. Khalid Al-Falasi.

The project, titled 'Medcity', was one of the top 10 projects in the world. It was presented to the project by the President of the Investment Meeting, Mr. Khalid Al-Falasi, Chairman of the Board of Directors, and the Managing Director, Mr. Khalid Al-Falasi.

The project, titled 'Medcity', was one of the top 10 projects in the world. It was presented to the project by the President of the Investment Meeting, Mr. Khalid Al-Falasi, Chairman of the Board of Directors, and the Managing Director, Mr. Khalid Al-Falasi.

## وزارة الاقتصاد تبحث مجالات التعاون المشترك مع 11 دولة

بحثت معالي وزير الاقتصاد الدكتور خالد الفهد مع 11 دولة من مختلف أنحاء العالم وذلك على هامش فعاليات مؤتمر الاستثمار السنوي الذي أقيم في دبي من 12 إلى 13 أكتوبر 2015. حضر اللقاءات معالي وزير الاقتصاد الدكتور خالد الفهد مع وزراء الاقتصاد من 11 دولة من مختلف أنحاء العالم وذلك على هامش فعاليات مؤتمر الاستثمار السنوي الذي أقيم في دبي من 12 إلى 13 أكتوبر 2015. حضر اللقاءات معالي وزير الاقتصاد الدكتور خالد الفهد مع وزراء الاقتصاد من 11 دولة من مختلف أنحاء العالم وذلك على هامش فعاليات مؤتمر الاستثمار السنوي الذي أقيم في دبي من 12 إلى 13 أكتوبر 2015.







## Investors bullish on GCC's prospects

Staff Report

DUBAI — The seventh edition of the Annual Investment Meeting (AIM) 2013, which closed on Tuesday, witnessed a bullish view on the GCC despite a recent downturn. GCC member states shared positive sentiments about investing in the GCC economy, particularly with regard to the UAE, which attracted more than 450 trade and international trade companies from over 200 countries and regions.



Attendees shared positive sentiments about investing in the GCC countries at the Annual Investment Meeting — Supplied photo

UAE's FDI, banking and investment sectors, including the UAE's FDI, and the GCC's economy, backed by confidence in the GCC's economic recovery and leading role in the region's growth.

"The AIM has been a great platform to meet and connect with potential investors," said a spokesman from the UAE's Ministry of Economic Affairs.

"The AIM has provided the needed platform to make the GCC's economy, backed by confidence in the GCC's economic recovery and leading role in the region's growth, more attractive to investors. This, in turn, will help attract more investment into the GCC region, which is a key driver of the GCC's economic growth," said a spokesman from the UAE's Ministry of Economic Affairs.

The meeting that concludes with each as a final computing has revealed the playing field in terms of early stage investment. "I was of the belief that Silicon Valley is a state of mind. We don't have to create the new Silicon Valley necessarily here in the UAE. It's to reach a level of investment that is not only a state of mind, but also a state of reality. We have to have the right ecosystem in place to attract investment. This conference has helped us to see what we can do to create that ecosystem."



**Tablet computer for the blind takes grand prize**

The first Abu Dhabi Challenge in the Annual Investment Meeting in Dubai has been won by a blind man who has developed a tablet computer designed for the blind.

The winner, Ahmad Al-Hadi, is a 25-year-old student at the American University in Dubai. He has developed a tablet computer that can be used by the blind to access the internet, send text messages, and use various applications.

His invention, called 'Al-Hadi', is a tablet computer that has been designed specifically for the blind. It features a large, high-contrast screen and a simple, intuitive interface that can be navigated using touch and voice commands.

Al-Hadi's invention has won the grand prize of the Abu Dhabi Challenge, which is a competition that aims to identify and support innovative startups in the UAE.

## أوكراينا شريك داعم للنسخة ال 7 من «ملتقى الاستثمار السنوي»

دعا «ملتقى الاستثمار السنوي» الذي سيقام في دبي في الفترة من 7 إلى 10 من شهر يونيو المقبل، إلى مشاركة الشركات والمستثمرين من أوكرانيا في الدورة السابعة من الملتقى.

وقال مدير الملتقى، محمد بن راشد، إن الملتقى سيقام في دبي في الفترة من 7 إلى 10 من شهر يونيو المقبل، وهو ملتقى استثماري سنوي يقام في دبي منذ عام 2007، ويهدف إلى جذب الاستثمارات الأجنبية في دولة الإمارات العربية المتحدة.

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**أثر أخبار الإمارات توجع الإمارات نحو اقتصاد معرفي يعزز الإنتاجية**

تعد الإمارات اليوم شركاء الرقعة الخليجية لولاها لم يكن الاقتصاد الخليجي، في تلك الفترة، يتجه نحو اقتصاد معرفي يعزز الإنتاجية. وتعد الإمارات توجع الإمارات نحو اقتصاد معرفي يعزز الإنتاجية.

وتعد الإمارات توجع الإمارات نحو اقتصاد معرفي يعزز الإنتاجية. وتعد الإمارات توجع الإمارات نحو اقتصاد معرفي يعزز الإنتاجية.

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**الإمارات بين أكبر وجهات الاستثمار الأجنبي المباشر في آسيا**

تعد الإمارات من بين أكبر وجهات الاستثمار الأجنبي المباشر في آسيا. وتعد الإمارات توجع الإمارات نحو اقتصاد معرفي يعزز الإنتاجية.

وتعد الإمارات توجع الإمارات نحو اقتصاد معرفي يعزز الإنتاجية. وتعد الإمارات توجع الإمارات نحو اقتصاد معرفي يعزز الإنتاجية.

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## خلال لقاءات ثنائية على هامش ملتقى الاستثمار السنوي آل صالح: ١٥ % متوسط النمو العلاقات الاقتصادية الإماراتية والصينية



### وكيل وزارة الاقتصاد يبحث مجالات التعاون الصناعي مع الولايات المتحدة

أيوضي - الوطن :

بحث سعادة عبد الله آل صالح وكيل وزارة الاقتصاد لشؤون التجارة الخارجية والصناعة مجالات التعاون المشترك مع ممثلي جهات حكومية ووفود من أكثر من ١١ دولة من مختلف أنحاء العالم، وذلك على هامش فعاليات ملتقى الاستثمار السنوي، والذي امتدت على مدار ٣ أيام خلال الفترة من ٢ حتى ٤ أبريل الجاري، بمرکز دبي التجاري العالمي.

خلدت اللقاءات بحضور سعادة جمعة محمد الكبيت الوكيل المساعد لشؤون التجارة الخارجية، وفهد اليوجه مدير إدارة السياسات التجارية بالوزارة، فيما

والسياحة، وتعميق الروابط بين مجتمع الأعمال من الجانبين بالتركيز على رواد الأعمال وأصحاب المشاريع الصغيرة والمتوسطة والتي تحظى بأولوية لدى اهتمام الدولة.

وخلال اجتماعه مع الأمير سعود بن خالد الفيصل محافظ الهيئة العامة للاستثمار بالملكة العربية السعودية، بحث الجانبان التنسيق الخاصة بالتعاون مع مكتب الاستثمار السعودي الإماراتي، والمقرر عقده بأبوظبي خلال

لاستثمارات الأجنبية للدخول إلى السوق المحلي وهو ما جعلها وجهة مفضلة للاستثمار والتجارة في الشرق الأوسط.

وخلال اجتماعه مع وفد ولاية نيو إنجلوس الأمريكية بحضور غاري راند الملقب التجاري في سفارة الولايات المتحدة الأمريكية لدى الدولة، تناول اللقاء فرص التعاون الصناعي والاستثمار في مجالات البنية التحتية وتبادل الخبرات في مجالات التقنيات التكنولوجية المتخصصة، وأبرزها تقنية

يُدعم العلاقات الثنائية المناسبة بين الطرفين الصديقين.

وأكد آل صالح على أهمية الصين كشريك تجاري استراتيجي لدولة، مرحباً بكل الجهود التي من شأنها أن تسهم في زيادة حجم التبادل التجاري وفتح آفاق أوسع للمشاركة الاستثمارية المشتركة، مشيراً إلى ما تشهده العلاقات الاقتصادية الإماراتية الصينية من نمو متزايد، إذ يقدر متوسط نمو العلاقات الاقتصادية بين البلدين خلال الفترة الماضية في حدود ١٥ %.

## Tatarstan makes a strong pitch for global spotlight

HOSTING FIFA WORLD CUP MATCHES IS ONE PART OF PROFILE-BUILDING, PRESIDENT SAYS



Rustam Minnikhanov, during press conference on April 2. Minnikhanov said at the press conference and sought out potential investors about mutually beneficial ties through a Tatarstan association.

## مشروع نمساوي يفوز بدورة منتدى AIM Startup

على هامش ملتقى الاستثمار السنوي 2017



يتمثل الفائز بتركيز الأول، في ثقافة مشروع جديدة من الفعاليات التي تنمذها هذه الفعاليات 2017 في دبي، وهي أن تقع تطوير مشاريعها بشكل متزامن، من تركيز جداً في تطوير هذه الفعاليات، والأهم أنها تساهم على الخبرة والتدريب، من أهم جوانب الأعمال حول العالم، الأمر الذي يحميناها على تطوير نوع أكبر في مشروعها.

وقالت هذه شركة «تورن» الألبانية الملائمة، وبمشاركة تقنية الفعاليات 2017، وذلك في شركة «تورن» المتخصصة في الشؤون البيئية، وهذه الفعاليات تتميز بمساعي فائقة تتفهم التكنولوجيا، وخاصة بتدريب في التخصص ذات العلاقة الفعاليات، بهدف جمع الفوائد والتجارب للأعمال الفعاليات.

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أعلن مكتب AIM Startup 2017 في دبي عن نتيجة الفعاليات مع الدورة السابقة من مكتب الاستثمار السنوي 2017، من ثلاثة مشاريع فائزة بدورة الأبحاث والتطوير، من بينها «تورن» من الفعاليات 2017، التي فازت بفئة «تورن» في دبي، حيث تم الإعلان عن الفائزين في اليوم العالمي للمنتدى العالمي.

وقام بصفحة سعيد أحمد الكبيت الوكيل المساعد لشؤون التجارة الخارجية بوزارة الاقتصاد، وراود التبريري، رئيس اللجنة المنظمة للفئة الاستثمار السنوي، بتفصيل النتائج الفعاليات 2017 في دبي.

# Sponsors and Partners

## Host City Partner



## Host City Entities



دائرة التنمية الاقتصادية  
DEPARTMENT OF ECONOMIC DEVELOPMENT

### Abu Dhabi Department of Economic Development

The Department of Economic Development in the Emirate of Abu Dhabi proposes economic policy and drafting economic plans for the Abu Dhabi in cooperation with concerned government departments and agencies, and submitting same to the Executive Council for approval.

The Department proceeds on effecting approved proposals, through the implementation of programs, projects and development initiatives aimed at realizing the Economic Vision 2030 of the Government of the Emirate of Abu Dhabi.

The Department provides many services to the community in order to achieve sustainable economic development in the Emirate; most importantly, the organization of business and commercial affairs, the enhancement of investment climate, the development of business activities and related services, the preparation of studies on overall economic and social variables at the level of the Emirate of Abu Dhabi and conducting economic research, analysis of data and statistics.

### Abu Dhabi Tourism & Culture Authority



Abu Dhabi Tourism & Culture Authority (TCA Abu Dhabi) regulates, develops and promotes the Emirate of Abu Dhabi as an inspired global destination, rich in cultural authenticity, diverse natural offerings and unparalleled family leisure and entertainment attractions, with the aim of supporting Abu Dhabi's evolution into a world-class, sustainable destination of distinction.

In alignment with the core tenets of Abu Dhabi Economic Vision 2030 and the Abu Dhabi Plan, we contribute to the nation's economic diversification, working closely with stakeholders and partners to market Abu Dhabi locally and internationally.

Through a combination of activities that engage our stakeholders, we are able to nurture a cultured community that preserves heritage and values, attract national and international investments by marketing our key tourism segments, increase visitor numbers and stimulate growth by building an attractive yet distinctive tourism and cultural destination.

As the organisation tasked with tourism regulation as well as cultural and heritage preservation, our aspirations are to deliver a holistic tourism strategy that benefits visitors and residents alike.



### twofour54

twofour54, home to Abu Dhabi's media and entertainment industry, aims to cultivate Abu Dhabi's media free zone and provide products and services to attract local, regional and international media businesses to the Emirate. Tasked with enabling a new generation of creative leaders and building Abu Dhabi as the Middle East's leading hub for content creation, twofour54 provides world-class production facilities, talent development initiatives and training, and business support services for media companies.

Since establishment, twofour54 is home to more than 450 Arabic and international media and entertainment companies including Sky News Arabia, Image Nation, Ubisoft, CNN, Fox, Flash Entertainment, M&C Saatchi, and Flat6labs, in addition to a pool of 600 bilingual talented freelancers. twofour54 is operated under the ownership of Media Zone Authority–Abu Dhabi, a government entity.

### ZonesCorp



Zonescorp is the largest operator of purpose-built Economic Zones in the UAE. Launched in 2004 by the Abu Dhabi Government, Zonescorp has developed six world-class, fully integrated Economic Zones that generate almost half of the manufacturing GDP of the emirate. Our zones currently house more than 650 manufacturing facilities that are home to some of the world's leading global industrial players in a variety of sectors. ZonesCorp continues to develop unique economic cities or clusters strategically positioned across the Emirate of Abu Dhabi.

We offer our investors readily available industrial land in several prime locations across Abu Dhabi, fit to purpose infrastructure, strategic locations, a fully equipped one-stop Investor Services Center, quality and convenient labor accommodations, on-site processing of visas and work permits, and tax-free income with no restriction on repatriation of profits.

## Strategic Partner



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.

## FDI Report Sponsor



ABU DHABI GLOBAL MARKET  
سوق أبوظبي العالمي

### Abu Dhabi Global Market

Abu Dhabi Global Market (ADGM), an international financial centre (IFC) located in the capital city of the UAE – Abu Dhabi, opened for business on 21st October 2015. In line with the Abu Dhabi's Economic Vision, ADGM's mandate and jurisdiction as an IFC extends over the entire 114-hectare Al Maryah Island as the designated financial free zone in Abu Dhabi. ADGM's purpose is to establish a sustainable business and financial eco-system in Abu Dhabi for local and international financial and non-financial businesses to thrive and add to the success of the Abu Dhabi economy.

Strategically situated in Abu Dhabi, ADGM plays a pivotal role in positioning Abu Dhabi as a global hub for business and finance that connects the growing economies of the Middle East, Africa and South Asia.

Abu Dhabi has created one of the largest sovereign wealth funds in the world, and is being internationally recognised as a wealth center. It is a natural progression to harness on Abu Dhabi strengths as a global wealth center, with world-class infrastructure, political stability and security, and robust regulatory framework to develop itself as an international financial center focusing on growth areas of private banking, asset management and wealth management.

Thus, as a broad based financial centre, ADGM has anchored its foundation on three of Abu Dhabi's strategic strengths and growth areas and continually expands its financial services to address businesses' and market's needs. ADGM has put in place a conducive environment, underpinned by a responsive regulatory framework, and introduced a full spectrum of investment vehicles and legal structures for corporate companies, banking entities, asset management firms, insurance companies, family offices to professional services to realise their business and anchor themselves in Abu Dhabi. ADGM has created a proportionate and calibrated admission and supervision approach, allowing ADGM to cater to not only the needs of bulge bracket firms but also boutique and new innovative players.

Overall, ADGM's three independent authorities, the Registration Authority, the Financial Services Regulatory Authority and ADGM Courts, enable registered companies to conduct business in a zero-percent tax environment and operate with confidence within an international regulatory framework with its own independent judicial system and legislative infrastructure based on the Common Law.

## Official Gala Dinner Sponsor



استثمر في الشارقة  
invest in Sharjah

### Invest in Sharjah

'Invest in Sharjah' is the foreign direct investment programme of Sharjah Investment and Development Authority (Shurooq). Inaugurated at the second edition of the Sharjah FDI Forum 2016, the region's leading foreign direct investment event, 'Invest in Sharjah' is responsible for the support and promotion of investment opportunities in the thriving emirate of the UAE.

With steadily rising GDP and a growing young population, Sharjah is quickly becoming an ideal destination for regional and international investment. 'Invest in Sharjah' actively and collaboratively works with private companies and public institutions to foster growth in Sharjah.

Sharjah is centrally located between Europe and East Asia, with convenient access to major international airports and ports on both the Arabian Gulf and Indian Ocean. 'Invest in Sharjah' is committed to identifying and nurturing growth in the sectors of travel and leisure, transport and logistics, healthcare and environment.

Invest in Sharjah's experienced team take great pride in discussing the abundant investment opportunities in the dynamic emirate of Sharjah – working with investors, companies and institutions from around the world to identify the right solutions to achieve individual investment needs and realize mutual success.



# Sponsors and Partners

## Investment Awards Sponsor



### Dubai Airport Freezone Authority (DAFZA)

Established in 1996, the Dubai Airport Freezone Authority (DAFZA) is regarded as a free zone that goes beyond and a major driver of Dubai's successful growth as a global logistics and commercial hub. It is integral to the success of the Government of Dubai's strategic plan to transform the emirate into an investment-driven economy.

DAFZA currently hosts over 1,600 international companies from various industries including aviation, freight and logistics, IT and telecommunications, pharmaceuticals, engineering, food and beverage, jewellery, and cosmetics. Some of the world's most recognized brands are Airbus, General Electric, Rolls Royce, Roche, Boeing and Chanel, among others have set up their Middle Eastern base in the prestigious free zone.

Investors and businesses are drawn to DAFZA's numerous benefits and incentives such as its strategic location near the Dubai International Airport; modern facilities and state-of-the-art infrastructure; 100 per cent tax exemption; 100 per cent foreign ownership; zero currency restrictions; and its exceptionally business-friendly regulatory environment, among others.

DAFZA also offers a comprehensive range of ancillary services and facilities for licensing and registration; employee sponsorship; online transaction processing; 24-hour security; housekeeping and building maintenance; government services; banking; communications; food and beverages; health care; business support; travel arrangements; and car rentals. All of these combine to make DAFZA a one-stop destination for all freezone needs and requirements.

DAFZA is also renowned for its exceptional commitment to quality, safety and environmental responsibility. It has received ISO certificates for quality, environment, health & safety, information security management, and complaints handling. More information on DAFZA's integrated freezone solutions for global businesses is available at <http://www.dafz.ae>.

## 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.

#### 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.

# Sponsors and Partners

## Gold Sponsors



### Securities & Commodities Authority

Since its inception, the Securities and Commodities Authority has been keen on putting the objectives stated in the Federal Law No. (4) of 2000 into effect by sparing no effort to strengthen the legislative structure through issuing such regulations and instructions that ensure the development of the organizational and supervisory framework of the list joint-stock companies and other companies operating in the securities field. Besides, the Authority has introduced some controls and criteria that would contribute positively to enhancing the investors' trust in the Authority.

As part of the Authority's continuous effort to streamline its control and supervisory role and improve the organizational aspects of the company's subject to control, the Authority has deemed it suitable to alert these companies to the basic requirements stipulated by the Trading Companies Law No.

8/1984 and the amendments thereof and the Federal Law No. 4/2000 and the regulations, decisions and circulars issued in implementation thereof. Based on the above, markets for trading in securities and commodities have been set up in the UAE where each market shall take the shape of a local public establishment licensed by the Securities and Commodities Authority, provided that the markets across the UAE are electronically connected on a reciprocal basis.

The market is managed by a board, which is formed by a decision by the competent local authority, provided that none of the board members shall be a board member of a listed public joint-stock company or a financial broker.



### Sultanate of Oman

Benefitting from an unrivalled location at the nexus of east-west trade routes and at the gateway to the Gulf, the Sultanate of Oman neighbours some of the world's fastest growing economies. Over the next 20 years, around three billion Asians will enter the ranks of the global middle-class, joining the consuming class with enormous implications for Oman's economy, particularly in manufacturing, tourism, logistics, agriculture and fisheries.

Indeed, this ancient seafaring nation with a vibrant culture and rich heritage has been welcoming traders and visitors for over 5,000 years and today, while cherishing its unique cultural identity is a highly competitive and future focused nation that is fully equipped to meet the demands of today's fast moving global society.

An oasis of political stability and tranquility, Oman is respected the world over for its role in international diplomacy. And highly regarded for its legal transparency, orderly society and friendliness, Oman offers an enviable lifestyle – an outstanding place to live, visit, work, do business, invest and raise a family.

Oman's robust economy is guided by Vision 2020, a blueprint for growth and progress that steers the sultanate's economic diversification, the creation of a dynamic and international economy powered by local and international talent, an efficient and competitive business community, and prosperity driven by non-hydrocarbons.

Sectors that Oman's 9th Five-Year Development Plan (2016-20) highlight as having particular potential are: manufacturing; tourism; logistics; and agriculture and fisheries. Oman's GDP growth rate for 2014-19 is predicted to be approximately 4%, trending higher than that of the MENA region and the global average.

Offering an open, transparent, trouble-free, and stable business-friendly environment, Oman actively courts domestic and foreign investment in order to enhance economic growth and development. In 2012, 50 countries placed US\$16.8 billion of foreign direct investment into Oman.

Growing from its trading history, Oman has a dynamic enterprise culture driven by an active and fast-growing start-up and SME community that enjoys generous government support. Most recently, over US\$36 million in financing was allocated to more than 500 small businesses through the government-led Al Rafd Fund.

Oman also has a growing international reputation for academic excellence and leadership in research and innovation, with The Research Council funding scientific investigation in plant genetic resources, health, energy, the environment and education.

Oman's people, famous for their warmth and charm, friendliness and hospitality, have long been one of the sultanate's greatest assets. And today, the sultanate's youthful demographic stands out as one of its major strengths – educated, ambitious, tech-savvy, internationally-focused and multilingual, the country's youth are deeply proud of the sultanate's achievements. Indeed, they are eager and willing to play their part in Oman's continued development and success.

# Sponsors and Partners

## Silver Sponsors



**KHALIFA PORT  
FREE TRADE ZONE**  
منطقة التجارة الحرة لميناء خليفة

### Khalifa Port Free Trade Zone

In response to the growing demand for free zones, Abu Dhabi Ports has introduced Khalifa Port Free Trade Zone within Khalifa Industrial Zone Abu Dhabi (KIZAD), to become the future of trade in the emirate of Abu Dhabi.

Within the gross area of 100 square kilometres (across Areas A and B), Khalifa Port FTZ boasts a wide portfolio of investment sectors including aluminium, automotive, engineered metals, port logistics, food processing, pharmaceuticals, packaging, polymer converting and other industries that rely on Khalifa Port. Khalifa Port FTZ offers a flexible master plan that is capable of accommodating more industries in the future 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.



**mirabank**

Partner of the Best

### Mirabank

Mirabank is a boutique corporate and investment bank licensed in Serbia, fully owned by UAE shareholders, focused on providing services in Serbia and South-East Europe. We started operations in 2015, with the mission to support the economic growth of the region, of its clients and stakeholders. Our vision is to become internationally recognized as an innovative and highly professional bank by providing transparent and sustainable financial services. Our main business focus is to assist and facilitate the bilateral business development between Serbia and other countries of South-East Europe and the United Arab Emirates and other countries in the Middle East.

We aim to be the preferred choice in corporate and investment banking for many of the world's best companies, and our existing client base already proves that the way how we live our core values in our daily business life, is convincing and unique. While providing tailor made banking services, we engage in a professional relationship with our clients based on reliability, stability and quality.

Our dedicated investment banking team has in-depth knowledge and understanding of the South-East European region dynamics and growth potential. Our exclusive services include corporate finance advisory, with the goal to match investor's business intentions with the reality of prospective companies and/or projects from the region, offering fully-fledged counseling from transaction structuring and execution until successful closing.

We understand that in order for our clients to achieve their business goals, they need a trustworthy and supportive partner – a partner who will provide added value, walk the same path with them and maintain a mutually satisfying, long-term relationship. We build our success stories together with our clients and are fully committed to support them to succeed. With guidance, action and a bold and innovative way of thinking, we are here to make businesses grow.

## B2B Lounge Sponsor



### Federation Of Indian Chambers of Commerce and Industry (FICCI)

Development of a robust manufacturing sector is a key priority of Indian Government. The sector has the potential to not only take economic growth to a higher trajectory, but also to provide employment to a large pool of our young labour force. "Make in India" campaign launched on September 25, 2014 provides investors – both domestic and overseas – a conducive environment to manufacture in India and at the same time will also create job opportunities. "Make in India" also represents an attitudinal shift in how India relates to investors: not as a permit-issuing authority, but as a true business partner. Pillars of Make in India are bringing in ease of doing business; providing an enabling ecosystem; opening up and liberation of FDI in key sectors and providing deep facilitation support to investors through Invest India, the National Investment Promotion and Facilitation Agency.



FDI has shown an extremely positive trend since the launch of Make in India with growth of more than 50% since the launch of the initiative. Some of the global rankings where India has shown improvements after Make in India launch are highlighted below:

- India moved up to the sixth position amongst the world's leading manufacturers. (Source: UNIDO)
- India has jumped 15 spots to reach 66th position in 2016 in global innovation index. (Source: WIPO)
- India improved its performance as per the Logistics Performance Index by 19 positions (Source: The World Bank)
- India has jumped 32 places to the 39<sup>th</sup> rank in two years in the Global Competitiveness Index (Source: World Economic Forum)
- India was rated as the most preferred investment destination for global investors in 2015 by Ernst Young.

With the country's economy recording a staggering 7.6% growth in the last year and investments pouring in from global industry corporations post Make in India launch, India is showing a future filled with opportunities.



# Sponsors and Partners

## Conference Special Session Sponsor



### Madar Farms

Madar Farms is a UAE based AgriTech startup addressing Food and Water Security in the Arab region. We provide our tech for all, and grow ourselves. Our tech uses 95% less water and land than conventional farming, making us one of the most efficient and sustainable produce growers in the GCC. We provide value for stakeholders such as governments, farmers, restaurants, and supermarkets. Consumers trust Madar Farms because our all-natural produce is insecticide and pesticide free.

Less than 5% of the GCC's land is arable and permanent cropland. Conventional farming is resource intensive, requiring vast amounts of water. Agriculture represents over half of our water consumption. This is unsustainable and detrimental to our water resources. Now is the time to transform the region's agricultural ecosystem. That is where we come in.

We provide and use complete farms built within recycled shipping containers. These insulated containers are equipped with hydroponic systems that enable us to grow 2 acres worth of produce inside one 40ft container using less than 40L of water per day. Growing in a sealed and controlled environment enables us to shorten the growing cycle. Automated nutrient delivery systems and smart technology takes the guesswork out of farming by allowing you to monitor and control growing conditions (e.g. temperature, CO2 levels) via an app.

While we build our network of container farms, we are also developing an automated plant factory with large-scale capacity (over 3 tonnes / day). This will enable us to leap toward achieving food and water security. Over time, we will diversify from leafy greens to berries and legumes as we seek to cover the complete nutritional profile.

We are dreamers but we are also business minded people. We are looking to build an ecosystem of sustainability. Our initiatives span thought leadership development, educational programs, and improving coordination between industry and government. Together, we can make deserts green.

## Automotive Promotion Partner



Audi

### 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.

# Sponsors and Partners

## Official Supporting IPA



### 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.

## Official Supporting Partner



### 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. During 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 Doing Business Index.

## 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 includes 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.

# Knowledge Partners

## 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 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.



### 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 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, IncentivesMonitor, 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 develops 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.

[www.aimcongress.com](http://www.aimcongress.com)



# Partners



## 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;

## Supporting Partners





## Key Media Partners



## Media Partners





وزارة الاقتصاد  
MINISTRY OF ECONOMY



# 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

**Join the world's biggest & most prestigious gathering of the investment community**

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.

8<sup>th</sup>

Edition



# About Dubai

The heart of one of the world's richest regions, Dubai is a dynamic and rapidly expanding international business center. 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](http://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.





# AIM 2017

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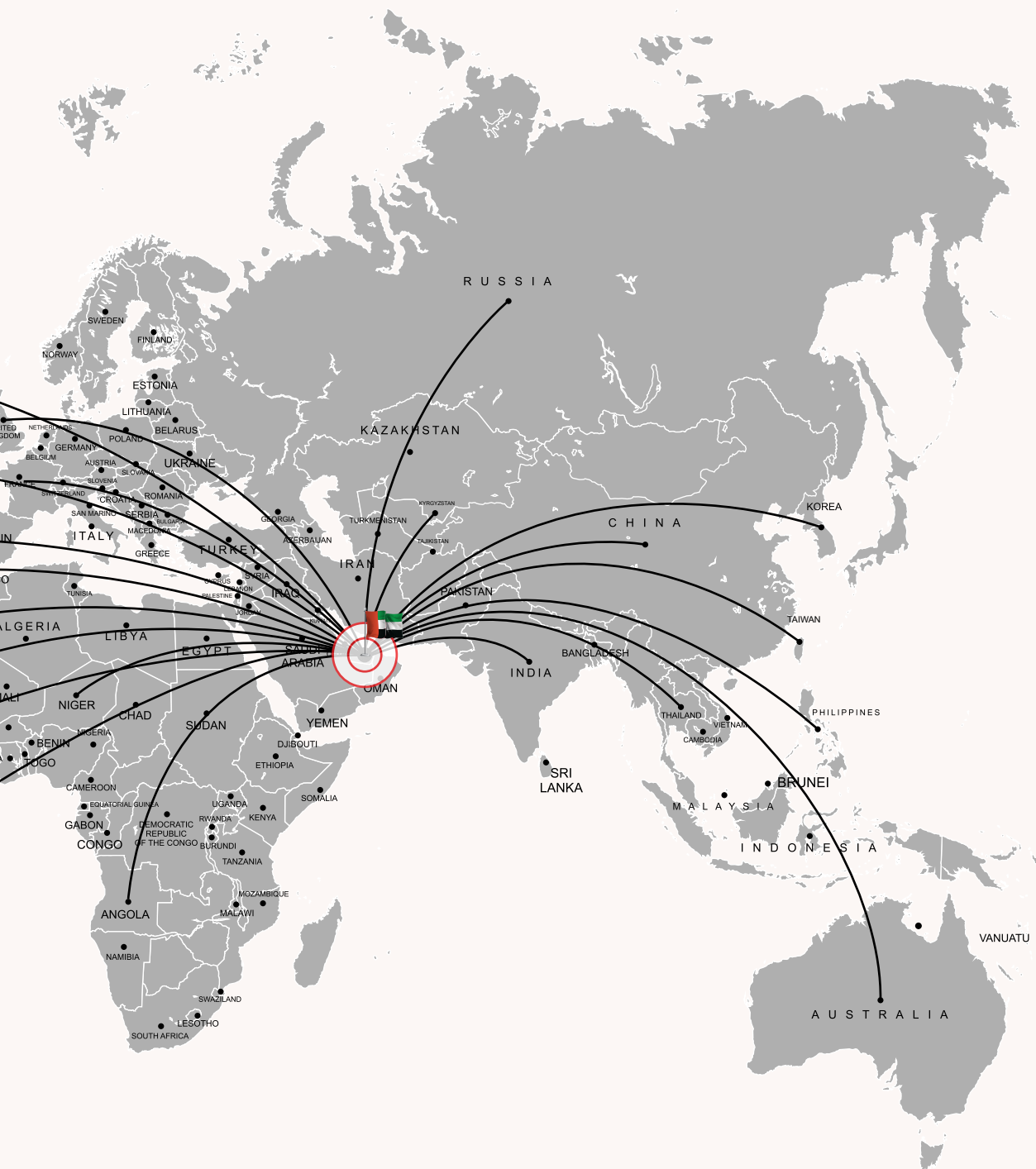
**19,129** Participants & Attendees

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**141** Participating Countries

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**1000 +** Experts & FDI Specialists

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**535** Exhibitors & Co-exhibitors

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## **Head Office**

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