



وزارة الاقتصاد  
MINISTRY OF ECONOMY

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

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



# ملتقى الاستثمار السنوي ANNUAL INVESTMENT MEETING

World's Leading FDI Platform

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

**9 - 11 April 2018**  
Dubai, United Arab Emirates



## Message from **Eng. Sultan bin Saeed Al Mansouri** Minister of Economy, United Arab Emirates

Foreign Direct Investment (FDI) can be used as a vehicle to achieve sustainable economic growth. As nations, we are continuously working to adopt policies and structures that will ultimately provide us with the right environment to not only be able to attract FDI, but also to retain its positive effects and desired spillovers. It is now widely understood that sustainable development is not necessarily a consequence of FDI. In fact, FDI can have negative consequences on sustainable development, if the right policies and frameworks are not laid out accordingly.

It is said that history is the key to the future and this is why the study of history is so important. By learning from our own trials, errors and successes, those of the ones who came before us, those currently among us, and if we go on one step further to envision an ideal future for our loved ones, those whom we will one day leave behind, collectively, we all have the key to a sustainable and inclusive future and collectively we must work to ensure the creation of such a future.

We are embarking on a brand new era, one where consciousness reigns supreme. Today, most of us are conscious of the fact that we are all part of a larger ecosystem, one that relies heavily on the prosperity of other organisms within our ecosystem. In order to flourish and experience long-term economic prosperity and economic sustainable development, we must individually and collectively ensure that we are working towards a shared goal, to achieve collective prosperity and social and financial inclusion for all.

The Annual Investment Meeting is proud to announce that its 8<sup>th</sup> Edition, with the theme '**Linking Developed and Emerging Markets: Partnerships for Inclusive Growth and Sustainable Development**' will be dedicated to discovering how such partnerships between developed and emerging markets can be utilized to strengthen our shared goals, through responsible FDI, as we work to create solutions for today's problems, while ensuring that future generations have the ability to live in a thriving and socially and economically responsible world, abundant with resources and opportunities for all.

I look forward to seeing you at the Annual Investment Meeting next April 2018.

The **8<sup>th</sup>** Edition of

# ملتقى الاستثمار السنوي ANNUAL INVESTMENT MEETING

World's Leading FDI Platform

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



**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.



**19,129**  
PARTICIPANTS  
& ATTENDEES



**141**  
PARTICIPATING  
COUNTRIES



**535**  
EXHIBITORS &  
CO-EXHIBITORS



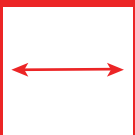
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FDI SPECIALISTS



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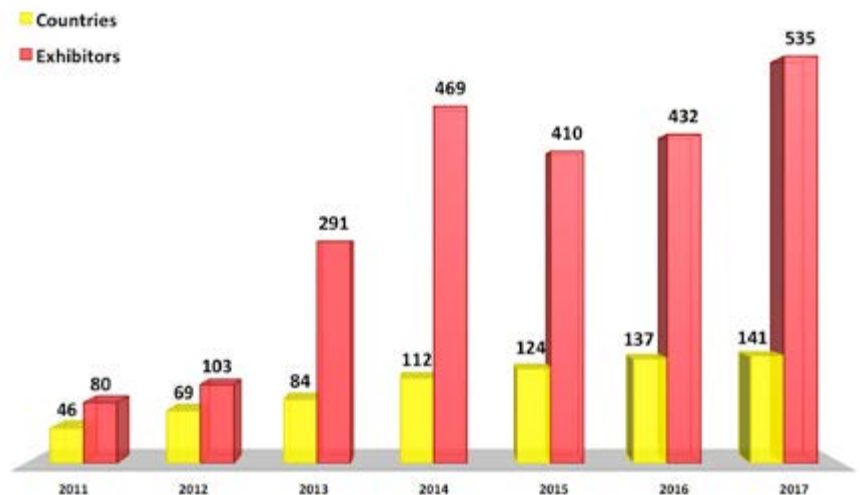
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# AIM 2017

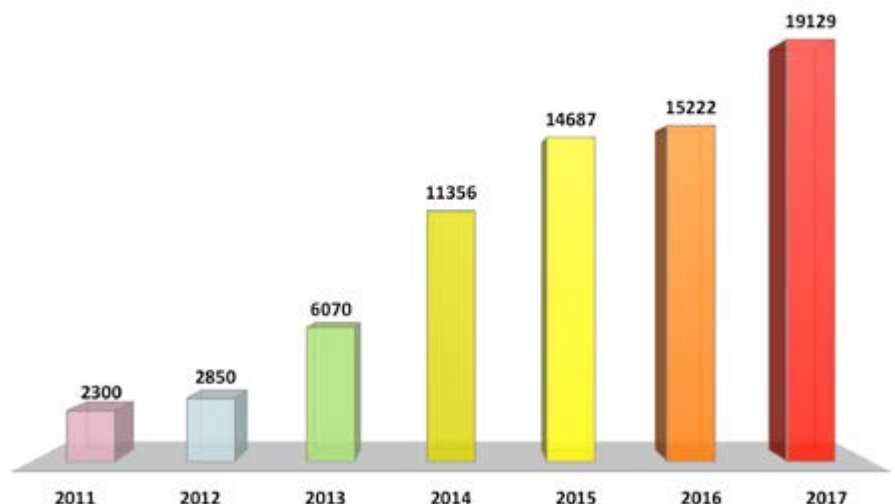
## ACHIEVEMENTS

AIM 2017, one of the most exclusive investment gatherings in the world, was attended by prominent political, economic, financial, and academic figures. Through a large array of activities and strategic knowledge partnerships, AIM offered a truly knowledge-based forum with cutting edge information on the latest developments in foreign direct investment and related issues. It served as a unique platform to meet, network, exchange experiences, explore business opportunities and sign cooperation agreements and partnerships.

### PARTICIPATING COUNTRIES & EXHIBITORS

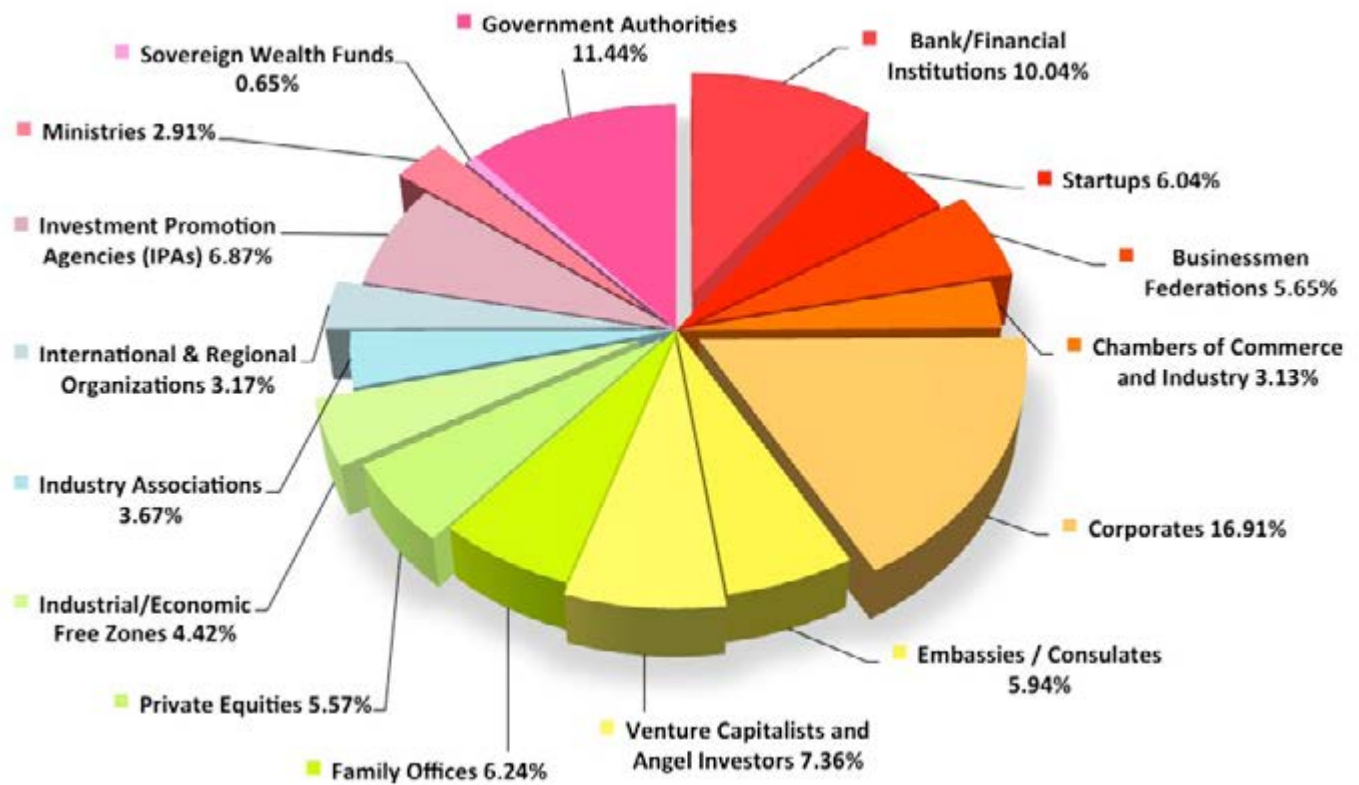


### AIM ATTENDEES

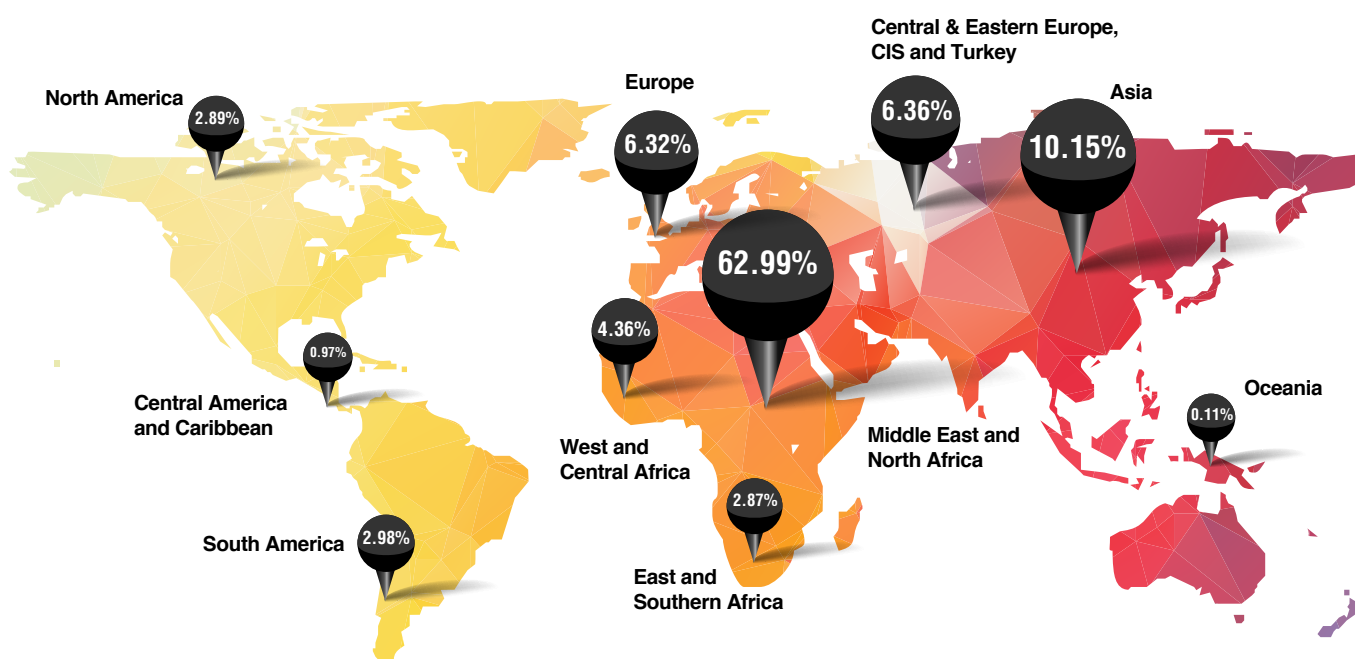




## VISITORS' PROFILE



## AIM REGIONAL PARTICIPATION



# TOP 10 SECTORS



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MINING



MANUFACTURING



AGRIBUSINESS



INFRASTRUCTURE &  
LOGISTICS



TOURISM &  
HOSPITALITY



FINANCE &  
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TRADE &  
INDUSTRY



IT &  
TELECOMMUNICATIONS



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## WHY ATTEND?

**Position** your organization / country to get maximum exposure and promote your projects and investment opportunities to a targeted audience including SWF, Private Funds, Multinationals, investors and businessmen, key project owners, consultants and financiers while participating in AIM Exhibition.

**Learn** about the latest location developments, FDI trends, projections, and investment promotion strategies from 100+ FDI experts and business & political leaders globally by attending the AIM Conference and Capacity Building Workshops.

**Meet and connect** with over 19,000 visitors and 1,500 conference delegates including industry leaders and key stakeholders from the regional and international community through various Networking functions.

**Explore** investment opportunities in various sectors in over 140 countries and get in touch with various IPAs, Chambers of Commerce & Industry, and Business Councils from across the globe.

**Book** your Country Presentations and get direct access to key decision makers, government leaders and investors when they are actively seeking opportunities.

**Pitch** your project ideas to investors and incubators at AIM Startup.

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## PARTICIPANTS

Ministers, Vice Ministers, Governors, Mayors, Chairmen, Director Generals, CEOs, Managing Directors, Heads, General Managers, Investors, Businessmen, C-Level Participants from Private Sector, Entrepreneurs, Advisors, Specialists from:



Ministries and Government Departments



Investment Promotion Agencies



Chambers of Commerce & Industry, Business Councils



Industrial and Economic Zones



Banking and Financial Institutions



SWF, Pension & Investment Funds, Family Offices,  
Private Equities and Angel Investors



Insurance, Risk and Credit Rating Companies



Financial and Legal Consultancy Firms

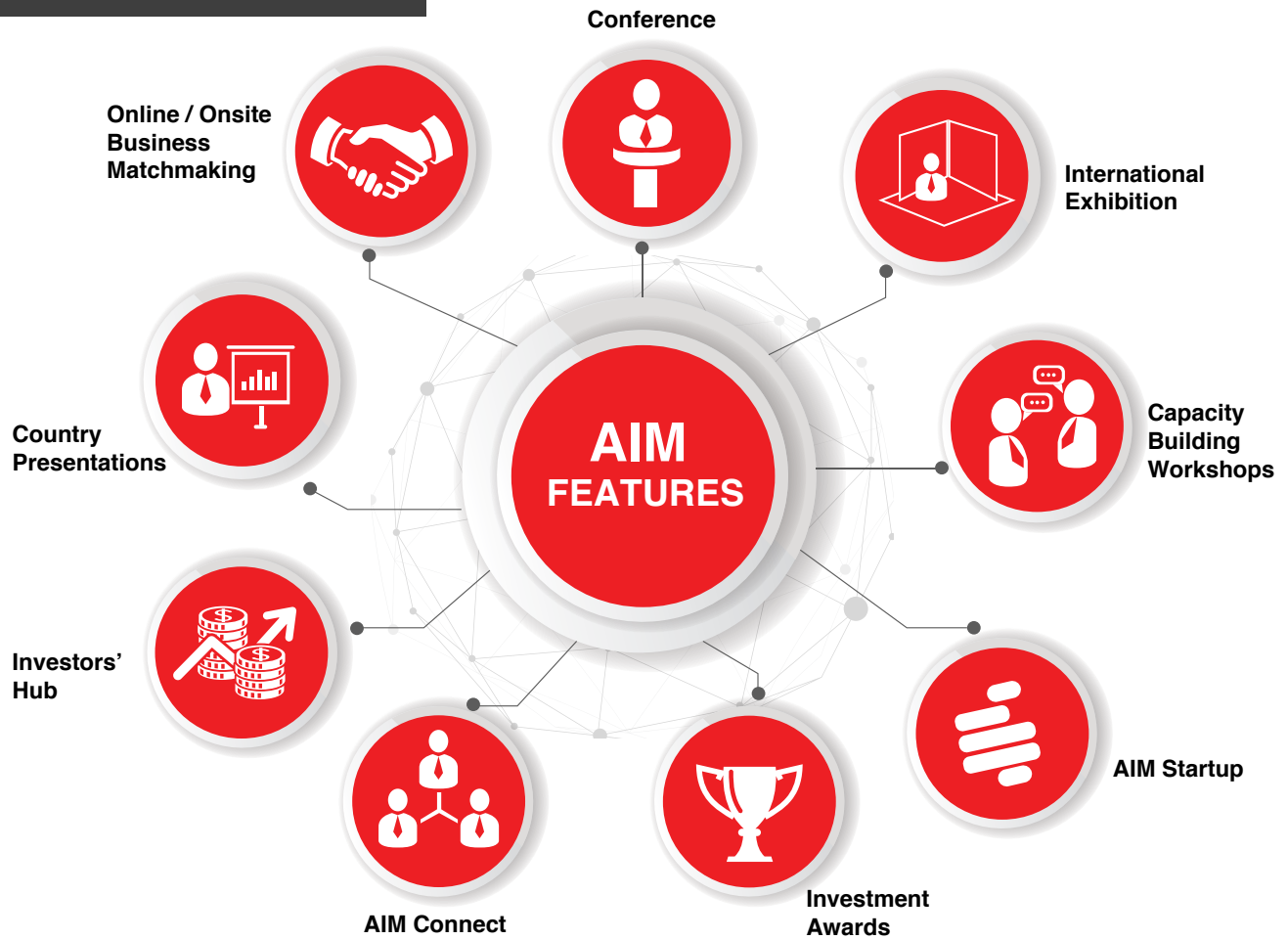


Startups, Incubators and Special Programs

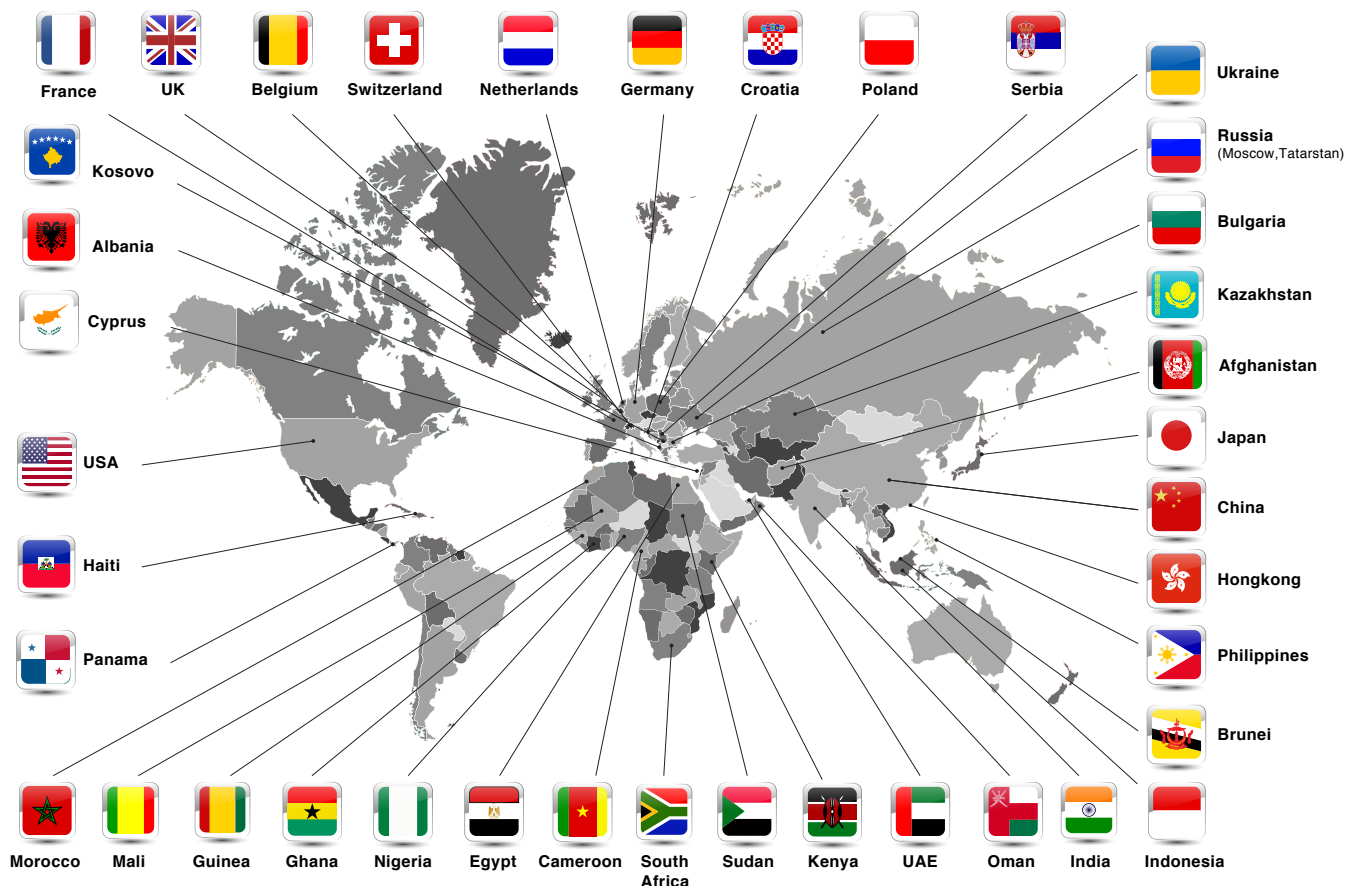


International Organizations

## AIM 2018 FEATURES



## EXHIBITING COUNTRY PAVILIONS IN AIM 2017



# MAIN FEATURES



## 1 - CONFERENCE

**Theme: “Linking Developed & Emerging Markets through FDI: Partnerships for Inclusive Growth & Sustainable Development”**

The rise in Foreign Direct Investment over the last decades indicates that FDI can be used as a vehicle for economic growth. FDI has increased significantly throughout the years because it can offer vast opportunities for developing countries to reach faster economic growth through trade and investment. In addition, FDI can assist foreign investors in utilizing their assets and resources more effectively and efficiently, as well as assist host countries in acquiring the desired spillovers, such as the acquisition of the latest technologies, skills and knowledge transfer and increased involvement in international production and trade networks.

Throughout these decades, both developed and emerging countries have been focused on creating the right environment to attract foreign investors to enter their markets, doing so by adopting favorable policies and incentives to entice potential investors.

As of recent, more importance is being placed by country governments to understand how FDI can be used to contribute to their economic and social purposes and to ensure that the right set of policy mixes are being created to use FDI as a vehicle to benefit both their economic and social needs accordingly.

Moreover, we are witnessing a global commitment from governments of both developed and emerging markets to ensure the prosperity of global citizens and the protection of environmental and ecological ecosystems, those which possess the resources required for sustainability and true sustainable economic growth.

In order to realize sustainable economic growth, inclusive growth must be achieved. The world is on the brink of a new era, one that aspires to achieve inclusive growth for all, by availing equitable opportunities for all economic participants during economic growth, with benefits incurred by every section of society, expanding on traditional economic growth models to include more focus on human capital, environmental quality, social protection and food security.

On September 25th of 2015, countries adopted a set of goals to end poverty, protect the planet and ensure prosperity for all, as part of a new sustainable development agenda, known as the UN Sustainable Development Goals. Such lofty goals cannot be achieved in a vacuum, they require a strong commitment from governments, investors, public and private sector institutions, MNE's, NGO's and all members of society to work in partnership for sustainable development, balancing current needs with the needs of future generations, while ensuring transparency and equality of opportunity, in terms of access to markets, resources and unbiased regulatory environment, for all members of society.

Foreign Direct Investment is considered a main ingredient for economic growth. While its potential contributions have been extensively analyzed throughout the last decades, both positive and negative, the 8th Edition of the Annual Investment Meeting embarks on the journey to explore how developed and emerging markets can work together to ensure that governments, MNE's, investors, NGO's as well as foreign and domestic firms are working in partnership to achieve inclusive growth for sustainable development.

The agenda of the 8<sup>th</sup> Edition of the Annual Investment Meeting, themed **‘Linking Developed and Emerging Markets through FDI: Partnerships for Inclusive Growth & Sustainable Development’** will explore the best practices to create inclusive growth for all economic participants of host nations and to analyze legal frameworks and policy mixes that governments should adopt to encourage MNE's to protect the social and environmental fabric and well-being of the nations they operate in, resulting in productive employment, structural transformation for economic diversification and competition and sustainable global economic growth, protecting the future economic, social and environmental landscape.



# MAIN FEATURES



## Global Leaders Debate

Leaders from the corporate world, senior policy makers and heads of international institutions and academia representing major stakeholders of the international investment community will be invited to take part in this key session. The discussion will be centered on the overall theme of AIM 2018: **Linking Developed and Emerging Markets through FDI: Partnerships for Inclusive Growth & Sustainable Development**. The limelight session will explore the best practices to create inclusive growth for all economic participants and to analyze legal frameworks and policy mixes that governments should adopt to encourage the investor community to protect the social and environmental fabric and well-being of nations that join to form a greater ecosystem. The session will explore their role in navigating the investment landscape today without harming the future economic, social and environmental landscape of tomorrow.

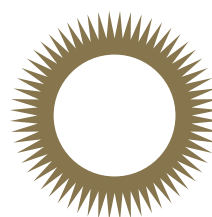
With two days of interactive educational sessions between delegates and panelists, this is a unique and unparalleled experience for all who attend AIM 2018. The exclusivity of AIM forum ensures the opportunity for delegates and speakers to network with a community of investment peers in a relaxed and confidential setting.

## Annual FDI Report

The Annual FDI Report is a valuable source of insight into FDI globally. It is intended to serve as a guide to the conference and a solid basis to its deliberations, shedding light on the latest FDI trends, greenfield investment projects, and mergers and acquisitions (M&As) and their implications on frontier and emerging markets. The fifth edition of the Annual FDI Report will be presented during the Conference. The earlier editions had been prepared by Financial Times, Columbia Center on Sustainable Development, Investment Consulting Associates, and the World Bank Group. To download AIM FDI reports, visit: [www.aimcongress.com/en/downloads](http://www.aimcongress.com/en/downloads)



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## 2 - EXHIBITION

The Annual Investment Meeting (AIM) Exhibition 2018 will feature in its three-day event all the different industry projects and services catered for the investment growth of various participating regions. This will focus on promoting Foreign Direct Investments (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 the 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 from 141 participating countries. This included countries such as China, Egypt, India, Morocco, Nigeria, Russia, Saudi Arabia, Ukraine, UK and USA to name a few who chose AIM 2017 as the platform through which to promote the investment opportunities in their countries and regions.





## MAIN FEATURES





# MAIN FEATURES

## 3 - CAPACITY BUILDING WORKSHOPS

AIM 2018 Workshops will be a series of presentations of 2 to 3 hours held prior to the event. These interactive presentations will be facilitated by a faculty of global FDI experts. It will be an enriching experience designed to provide attendees (a small group of 25 registered delegates) with a comprehensive overview of investment related topics. The informative approach of business facilitation will be combined with a tactical review of operational requirements through practical case studies.

**Date: Sunday, 8 April 2018**



## 4 - COUNTRY PRESENTATIONS/ INVESTMENT DESTINATIONS

This feature allows various municipalities, cities, and countries as a whole to promote investment opportunities to possible investors and highlight the potential of the sectors they are promoting in their specific location.

### Programme:

- Welcome Message and Country/City Economic Briefing
- Investment Prospects, Sectors, Industries
- Sovereign Risk Assessment & Analysis
- Success Story or Case Study (Private Sector or Established Foreign Investor)
- Discussion followed by Q & A





### 5 - INVESTORS' HUB

A special zone will be dedicated to Top Investment Houses and Investment Corporations, Development Banks, and Sovereign Wealth Funds representing different countries and covering multiple sectors. This feature will allow them to meet with official government representatives as well as project developers seeking financing and discuss the possibility of new ventures and potential partnerships.



### 6 - AIM CONNECT

AIM Connect is an all year round consultancy service to be provided by AIM Organizing Committee which will include market research, guidance in the formulation of business plans, arranging business delegation tours in UAE, scheduling meetings with potentials investors, providing capacity building workshops and assisting in international roadshows in specific countries.

For more information, email: [info@aimcongress.com](mailto:info@aimcongress.com)

new



# ONLINE NETWORKING FUNCTIONS

**new**



## AIM WORLD INVESTMENT MAP

AIM will launch online World Investment Map that provides information about investment destinations worldwide, targeted sectors and projects, contact points, and will be connected with the IPA websites in every country. To create an account, email: [info@aimcongress.com](mailto:info@aimcongress.com)



## PROJECT TANK

AIM Project Tank is an online platform that allows Government or Private Project Owners/Stakeholders and Startups to upload their project ideas for potential investors to view. It stimulates investment and project financing in sustainable business ventures and building conclusive partnerships.

It will feature government and private projects delivered by stakeholders and startups, and will provide attending financiers with a fact and figure checked perspective on ongoing and future projects. To upload your project, please visit: [www.aim-projecttank.com](http://www.aim-projecttank.com)



## AIM MOBILE APP

An online tool that enables one to stay connected with Investors, Investment Promotion Agencies and Project Owners all year round. The app will show who will be at the event and allows one to connect with them through private messaging. It helps people plan and schedule meetings for AIM 2018. During the event, it helps to navigate the exhibition halls and give live updates about the agenda, speakers, attendees, investors, exhibitors, sponsors and all event features.



## MEET THE FDI EXPERTS

This is an online feature that will enable people to book meetings with global FDI experts participating in AIM 2018. This will give interested parties access to select international consultancy firms specialized in marketing countries and locations and having great expertise and capabilities in important topics such as international lead generation, FDI strategy development, business expansion management or marketing and media support.

During the event itself, registered country representatives, investment promotion officials and delegates in general will have the opportunity to meet, direct questions and seek guidance on specific issues of concern to them in the conduct of their business to highly professional investment experts.



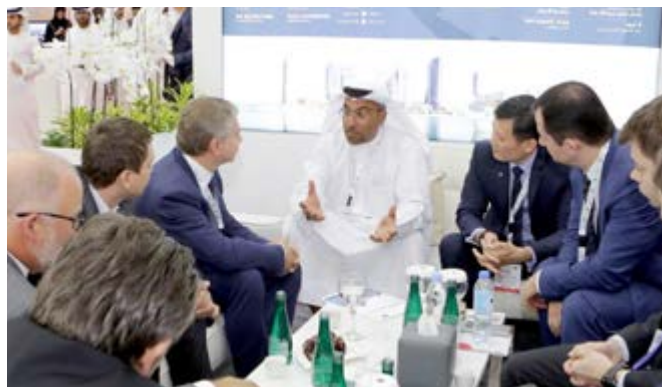
# ONSITE NETWORKING FUNCTIONS

## 1 - INVESTORS NETWORKING BREAKFAST

Delegates will have the opportunity to network and relax during a special networking breakfast. This will bring together major investors, businessmen and entrepreneurs attending AIM serving as a perfect occasion to start conversations, build relationships, help each other with relevant information and explore possible partnerships.

## 2 - BILATERAL G2G, G2B & B2B MEETINGS

There will be meetings for high government officials to discuss among themselves investment projects and prospective partnerships from different regions. These high-level officials can also interact with the private sector and discuss cooperation agreements. Businessmen and investors coming from various sectors are also given much opportunity to network and do collaborations.



## 3 - EXPRESS B2B MEETINGS

A rapid networking session for investors to meet with potential partners and introduce business opportunities. This feature form a dedicated platform for exclusive, quick one-on-one meetings offering a networking opportunity through a secured platform. It will offer ideal opportunities to interact with international project developers and promoters.

## 4 - STRATEGIC NETWORKING LUNCH

A cocktail lunch will be organized solely dedicated to senior high level representatives from government, the private sector, academia and AIM delegates to allow them to meet, network, exchange ideas and conduct business in a safe, confidential and comfortable environment.



## 5 - GALA DINNER

A remarkable evening attended by more than 1,200 guests to network and witness the Investment Awards. A perfect opportunity to make new contacts, entertain key clients and celebrate the show.



## 6 - INVESTMENT AWARDS

In a special ceremony to be held at the Gala dinner, Investment Awards will be granted to selected Investment Promotion Agencies in recognition of their successful investment promotion strategies and exceptional investment projects. This year, investors will be awarded as well in recognition of their role in FDI. For more information, email: [investment.awards@aimcongress.com](mailto:investment.awards@aimcongress.com)





AIM Startup is a platform where the world's most promising and disruptive startups gather to present their innovations to a global audience. Through an Innovation Showcase Exhibition & Pitch Competition, select startups from around the world are given the opportunity to expose their innovative solutions to the 19,000+ global participants of the Annual Investment Meeting – a perfect place for entrepreneurs to meet business leaders, decision makers, government officials, and investors.

## Features in 2017



### Innovation Showcase and Exhibition

**84 disruptive startups** presented their groundbreaking products/ services to Investors & Government officials, sharing their businesses and requirements for growth.



### Workshops

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



### 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.



### Full Day Conference

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.



# LOGISTICAL INFORMATION



## Venue

The venue for the 8<sup>th</sup> Annual Investment Meeting is the Dubai World Trade Centre, Dubai, United Arab Emirates. Dubai is the heart of one of the world's richest regions. It is a dynamic and rapidly expanding international business center. It 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. It'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.



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: [www.dubaitourism.ae](http://www.dubaitourism.ae)



## Travel and Accommodation

Delegates will benefit from special discounts when booking their flights to Dubai, UAE thanks to our official airline partner, Emirates Airline. Special rates have been negotiated for delegates with a range of partner hotels close to the venue. For more information about flight and accommodation choices, visit: [www.aimcongress.com](http://www.aimcongress.com)



## Entry Permit

The UAE provides Visa on arrival for 45 nationalities. AIM will provide assistance to those in need of entry permits. Delegates needing an official invitation letter for visa procedures shall be able to request this letter when registering online.

## Registration

For registration inquiries, email [registration@aimcongress.com](mailto:registration@aimcongress.com) or register online via AIM website, please visit [www.aimcongress.com](http://www.aimcongress.com)



# SPONSORSHIP OPPORTUNITIES

Sponsoring the Annual Investment Meeting is global branding. AIM offers to its sponsors a special and comprehensive package of benefits that offers an unparalleled opportunity to strengthen your brand exposure to the investment community across the globe. Become a sponsor of the Annual Investment Meeting and join our range of organizations already lending their support. For more information, email: [info@aimcongress.com](mailto:info@aimcongress.com)

## AIM 2017 Sponsors and Partners

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## Media Partners



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