



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



وزارة الاقتصاد
MINISTRY OF ECONOMY

ملتقى الاستثمار السنوي

ANNUAL INVESTMENT MEETING

World's Leading Emerging Markets FDI Platform

**International Investment,
Path to Competitiveness & Development**

2 - 4 April 2017
Dubai, United Arab Emirates



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

The Sixth edition of the Annual Investment Meeting was held at the Dubai World Trade Centre (DWTC) from 11 to 13 April 2016 under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice-President, Prime Minister and Ruler of Dubai.

More than 15,000 delegates flocked to DWTC representing one hundred and thirty seven countries to attend one of the most prestigious investment events and the World's leading Emerging Markets FDI platform. We at the United Arab Emirates are most heartened by the continued interest of an increasing number of countries in this important international gathering, for which, we are sparing no effort to make it as valuable as possible and a most profitable experience for all AIM attendees.

We are indeed most pleased to note the increasing number of participants, both in terms of public and private sector representatives from a large mix of countries and regions but also the rising number of FDI specialists and experts, who continue to faithfully accompany us in this beautiful endeavour, sharing with the AIM international investment community their cutting-edge knowledge and contributing to the delivery of a first class conference with high quality content.

More than ever, AIM proved to be a prime venue for meeting, networking, exploring and conducting business as more than 1,763 B2B meetings took place and at the governmental level, some 813 meetings were organized leading to the conclusion of a large number of business and cooperation agreements worth billions of dollars. This is exactly the purpose that the United Arab Emirates had in mind in setting up the Annual Investment Meeting seven years ago on the aftermath of the global financial and economic crisis.

We measure with pride the path accomplished, the results achieved and the concrete and most fruitful outcomes realised together thanks to your continued interest, faithful attendance and active engagement.

AIM 2016 proved once more to be a formidable conduit and a prime venue for policy makers and investors alike. Some 102 high-level dignitaries took part in AIM proceedings including heads and senior officials of international organizations and bodies such as ECA, ESCAP, FAO, the IFC and the World Bank, IADB and IORA. The increasing number of corporate representatives at a senior level from developed and developing countries' transnationals is a testimony of the business value this global meeting has as a unique platform to present their new investment strategies, meet senior public figures and discover new investment destinations.

Our sincere thanks go to all the ministers and deputy ministers, ambassadors, the senior officials of the United Nations system and the corporate representatives as well as the investment professionals for their continued interest and unfailing support.

The United Arab Emirates is once again most pleased to invite you to the seventh edition of the Annual Investment Meeting scheduled from 2 to 4 April 2017 at the Dubai World Trade Centre. The UAE and the Ministry of Economy in particular will spare no effort to provide you with another first class event of high quality which will focus on "**International Investment, Path to Competitiveness and Development**" and the far-reaching implications that are influencing the ever-changing global investment map, a hot topic which I am sure will be of great interest to all the AIM investment community. I am looking forward to welcoming you next year to the seventh edition of the Annual Investment Meeting.



AIM 2016

ACHIEVEMENTS

AIM 2016, 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.

 **15,222**
PARTICIPANTS
& ATTENDEES

 **137**
PARTICIPATING
COUNTRIES

 **102**
HIGH-LEVEL
OFFICIALS

 **432**
EXHIBITORS

 **85**
INVESTMENT
PROMOTION
AGENCIES

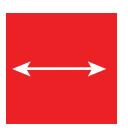
 **52**
SPONSORS &
SUPPORTING
PARTNERS

 **100+**
EXPERTS & FDI
SPECIALISTS

 **125**
MEDIA
PARTNERS
WORLDWIDE

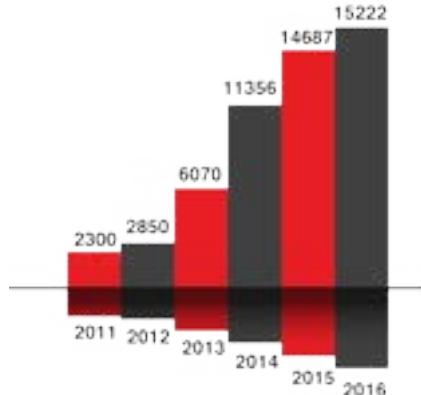
 **1,763**
B2B
MEETINGS

 **813**
G2B
MEETINGS

 **8,000**
SQM.
EXHIBITION
SPACE

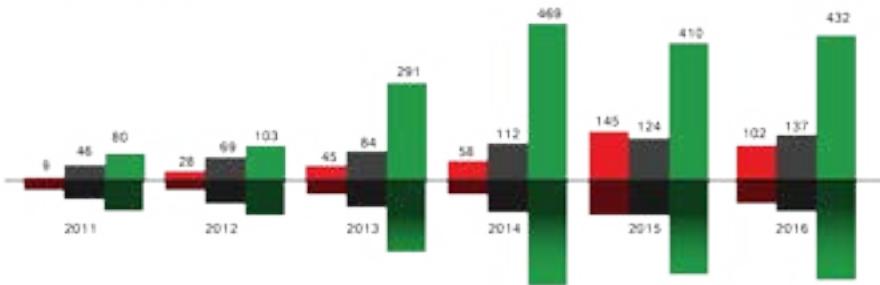
 **3**
KNOWLEDGE
PARTNERS

AIM ATTENDEES



PARTICIPATING HIGH-LEVEL OFFICIALS, COUNTRIES & EXHIBITORS

HIGH-LEVEL OFFICIALS
COUNTRIES
EXHIBITORS



Introducing the 7th Edition of the Annual Investment Meeting

International Investment, Path to Competitiveness and Development

Preparations for the seventh edition of the Annual Investment Meeting 2017 are taking place against a backdrop of sluggish growth in advanced economies (AE), stubbornly low commodity prices, weak global trade, and general slowdown in emerging markets (EM) growth after a golden decade during which EM as a group achieved its highest growth since the 1980s and became the main engine of global activity. The protracted deceleration in EM growth contrasts with the weak but steady recovery in AE from a 2012 trough. Actually, developed markets are once again the primary contributors to real GDP growth worldwide.

For FDI, as highlighted in AIM Investment Report 2016 based on UNCTAD FDI statistics, global FDI flows have increased by 36% in 2015 to an estimated US\$1.7 trillion, their highest level since the global economic and financial crisis of 2008-2009. The lion's share goes to developed countries, which now account for 55% of global FDI inflows in 2015. Europe and, to a lesser extent, North America remained popular destinations for global FDI inflows. South-East Asia and South Asia have joined Europe at the expense of East Asia as most popular destinations for FDI. The shares of global FDI into North Africa, Sub-Saharan Africa and Central America and the Caribbean remained stable over 2015 while West Asia, South America and the Transition Economies experienced declines in their global shares.

Despite the fact that Europe and North America continue to dominate as source regions for FDI, their global shares have decreased over 2015. On the contrary, East Asia has further strengthened its position as source region for FDI while South Asia's role as a source for global FDI remains rather stable. South-East Asia seems to have further strengthened its position as both destination as well as source region for FDI.

As to outward global FDI flows, while there is strongest growth in FDI in growing markets from Asia and intra-regional investment, developed economies are still the main source of Investment. However, growing markets are becoming significant investors in their own right, as observed in the last few years, and are likely to reinforce the long-term trend of greater participation by their global enterprises in world FDI flows.

According to FDI analysts, foreign direct investment flows are expected to decline in 2016, reflecting the fragility of the global economy, volatility of global financial markets, weak aggregate demand and a significant deceleration in some large emerging market economies. Elevated geopolitical risks and regional tensions could further amplify these economic challenges. Such pessimistic forecasts can only trigger further competition between nations to attract and retain much needed international financial resources.

Hence, the global investment map continues to evolve and competition is greater than ever for attracting international investment. Most countries have realized the benefits FDI can bring to accelerate growth and development and to achieve a more rapid socio-economic transformation. Transnational corporations (TNCs), the main drivers of FDI, are a powerful and effective means to disseminate technology from advanced economies to growing markets, bring much needed capital and create jobs. TNCs greatly help in boosting productivity and business efficiency, innovation, education and new skills, infusing higher standards of corporate and social responsibility of enterprises (CSR), introducing improved labor conditions, higher pay, effective management practices and the adoption of new work ethics. Transnational corporations play a key role in enhancing the national competitiveness of host economies, which in turn help countries to attract more investment.

In view of the above, the theme of the seventh edition of the Annual Investment Meeting will focus on "International Investment, Path to Competitiveness and Development".

AIM 2017 will be the occasion to gather the world's leading academics, experts and practitioners to discuss and explain the importance of national competitiveness to economic growth and advancement, and outline the factors that contribute to a country's competitiveness. It will shed light on the special contribution of FDI to the competitiveness of national economies and will explore the special characteristics of foreign firms that enhance the degree to which they are able to contribute to the competitiveness of their host nations. The conference will also look at the implications of such processes.



**Join us at the world's
leading emerging markets
investment platform!**

WHY ATTEND?

Position your organization/country to get maximum exposure and promote your projects/services and investment opportunities to a targeted audience including but not limited to government representatives, investors and businessmen, key project owners, international service providers, contractors, consultants and financiers while participating at AIM Exhibition.

Learn about the new policies and regulations pertaining to new forms of international investment by participating at AIM Interactive Conference and Capacity building workshops.

Meet and connect with over 15,000 visitors and 1,000 conference delegates including industry leaders and key stake holders from the regional and international community through various Networking functions.

Explore the latest location developments and get updates on new business and investment opportunities.

Book your Country presentations/Investment destinations and get direct access to investors when they are actively seeking opportunities or Meet targeted investors in selected sectors through pre-scheduled Country-closed roundtables.

Pitch your project ideas to investors and incubators at a special Startup platform.

TOP 10 SECTORS



Trade & Industry



Finance & Banking



Manufacturing



Tourism & Hospitality



Infrastructure & Logistics



Energy & Mining



IT & Telecommunications



Agribusiness

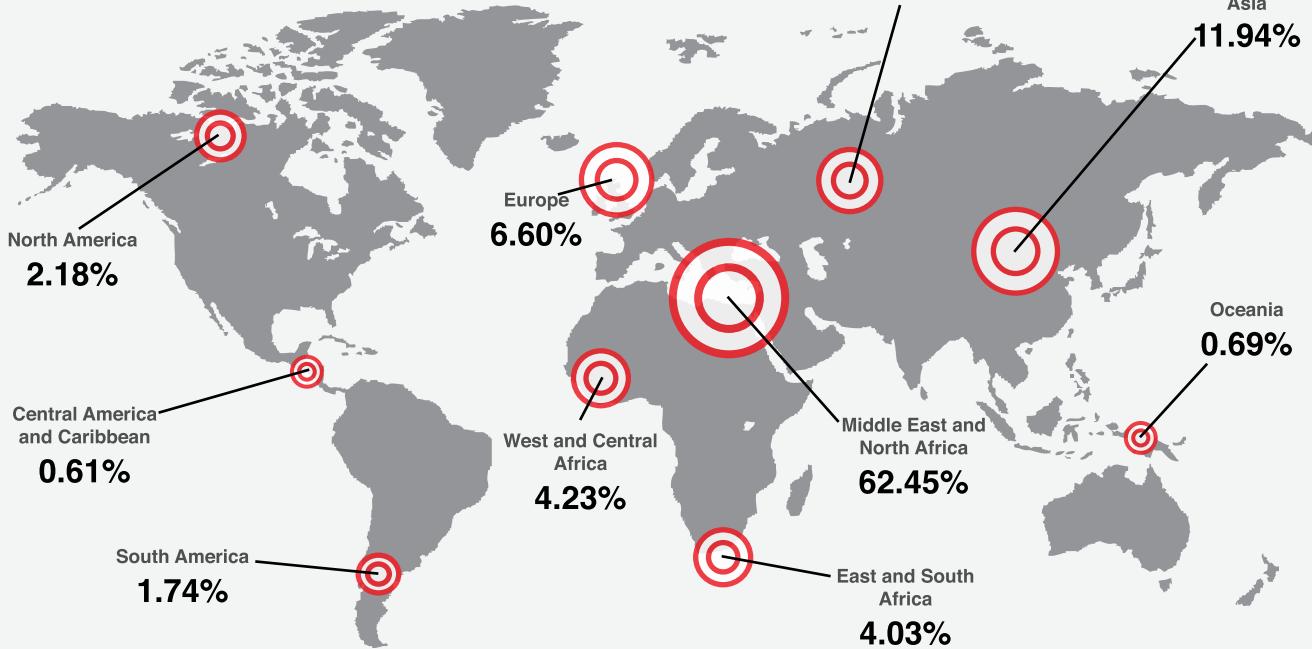


Healthcare &
Pharmaceutical



Real Estate &
Property

AIM GLOBAL PARTICIPATION



TAKE A CLOSER LOOK AT AIM 2017

	Conference
	International Exhibition
	Capacity Building Workshops
	Investors' Hub
	Country Presentations/ Investment Destinations
	AIM Startups/ SME Zone
	AIM Connect
	Online / Onsite Business Matchmaking
	Country-closed Roundtables
	Investment & Startup Awards

PARTICIPANTS

Ministers, Vice Ministers, Governors, Mayors, Chairmen, Director Generals, CEO, 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 and Industry & Business Councils
-  Industrial and Economic Zones
-  Banking and Financial Institutions
-  SWF, Pension and Investment Funds, Family offices
-  Insurance, Risk and Credit Rating Companies
-  Financial and Legal Consultancy Firms
-  Startups, Incubators and Special Programs
-  International Organizations

AIM 2017 EXPECTATIONS

140	Countries
15,000	Businessmen & Investors / Participants
100+	High-Level Officials
500	Exhibitors & Co-Exhibitors
8,000	Square meters Exhibition Space

Main Features



CONFERENCE Theme: “International Investment, Path to Competitiveness and Development”

In an increasingly market-driven global economy, a national economy needs to be competitive to develop and prosper in today's world. Internationalization of production, facilitated by falling transport and communications costs exposes countries to greater competition. Like trade, international investment is critical, not only to job creation, but also to competitiveness. Foreign firms have a strategic role to play as providers of the resources and technical and managerial skills that are so important in building and maintaining national competitiveness. Indeed, foreign firms have a substantial impact on the economies in which they operate. **The focus of the AIM 2017 conference will be centered exactly on this important issue on how to attract the right kind of international investment that can help enhance skills and education, transfer competencies and strengthen manpower as well as build infrastructure, innovation systems and contribute effectively to the competitiveness of the host nation.**

The Annual Investment Meeting 2017 will be the occasion to discuss and explain the importance of national competitiveness to economic growth and advancement, and outline the factors that contribute to a country's competitiveness. It will shed light on the special contribution of FDI to the competitiveness of host countries. It will explore the special characteristics of foreign firms that enhance the degree to which they are able to contribute to the competitiveness of their host nations. The conference will also look at the implications of such processes.

AIM 2017 will outline the main factors of competitiveness of the national economic environment such as economic performance, government efficiency, business efficiency and innovative capability, skilled workforce, and infrastructure and how FDI can influence positively these key elements. Best practice investment policies and competition strategies that are conducive to the development of a good investment environment, especially in growing markets, will be thoroughly discussed.

The role of FDI in boosting productivity and business efficiency, innovation, higher standards of corporate and social responsibility of enterprises (CSR), improved labour conditions, finance, management practice and attitudes and values, all basic ingredients of competitiveness, will be reviewed extensively, showcasing centres of excellence of selected countries and regions around the world.

Some key topics that will be addressed during AIM 2017:

1	What is the relationship between international investment and competitiveness and how is it changing the current global economic landscape?	7	Can there be one form of overall competitiveness (WEF, IMD rankings) or does it differ across industries, economic activities and forms of investment?
2	What is the true nature of competitiveness and what is the role of governments (and other stakeholders) in shaping a competitive business environment to attract investment, facilitate entrepreneurship and innovation?	8	What is the role of international investment in building various types of infrastructure: basic, technological, scientific, health, environment and education, key components for increased competitiveness
3	How is competitiveness redefined in oil abundant economies that are diversifying their economies? What lessons can be learned?	9	How can foreign firms influence the improvement of the investment climate in host nations and improve government and business efficiency?
4	What role do firms play in shaping a competitive business environment?	10	What is the future of Competitiveness for emerging and frontier markets?
5	What investment promotion strategies should IPAs use to attract the right kind of FDI to enhance national competitiveness?	11	Do emerging markets investors have a different perception towards competitiveness than firms from developed markets?
6	What role do IPAs and Free Zones play in shaping and promoting competitive economy?	12	How can international investment unleash innovation capabilities, enhance the technological skills of a country's workforce and boost education?



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 2017: International Investment, Path to Competitiveness and Development. Global leaders will have the opportunity to share their views and experiences as well as devise new proposals on how to attract and benefit from international investment to increase competitiveness of national economies. The goal is to search for concerted and sustainable solutions to further the cause of development in times of a continuous challenging and difficult world economic context.



Annual FDI Report

The fourth edition of the AIM Investment Report will be presented at the opening of the Annual Investment Meeting. The earlier editions had been prepared by Financial Times, Columbia Center on Sustainable Development, and the Investment Consulting Associates. The Report is a valuable source of insight into FDI globally and in growing markets in particular. 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. To download AIM FDI reports, visit: <http://www.aimcongress.com/en/downloads/>

With two days of interactive educational sessions and high-level interaction between delegates and panelists, this is a unique and unparalleled experience for all who attend AIM 2017. The exclusivity of AIM forum ensures the opportunity for delegates and speakers to network with a community of investment peers in a relaxed, confidential and non-commercial setting.

CAPACITY BUILDING WORKSHOPS

AIM 2017 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 20-30 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: Saturday, 1 April 2017



Main Features



INTERNATIONAL EXHIBITION

The Annual Investment Meeting (AIM) Exhibition 2017 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 2016, AIM attracted participation of 432 exhibitors from 137 participating countries. This included countries such as India, China, Russia, Turkey, Belgium, Sudan, South Africa to name a few who chose AIM 2016 as the platform through which to promote the investment opportunities in their countries and regions.



432 Exhibitors and co-exhibitors were at the AIM 2016

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.



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:

- Welcoming 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) and Investor's Pick
- Discussion followed by Q & A

Length: 45 minutes per session



COUNTRY-CLOSED ROUNDTABLES

These are prescheduled 90-minute roundtable meetings between country government/ private sector representatives and potential investors in targeted sectors (up to 6). The closed roundtable will be arranged by AIM Organizing Committee based on country strategy and requirements.



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*



ONLINE PLATFORM



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.



CONNECTING SMEs GLOBALLY

One of the major goals of AIM is to serve as a strategic platform to connect SMEs globally and support them in meeting potential partners and financiers from other parts of the world. A special zone at AIM Exhibition 2017 will be devoted to SMEs to network, meet and explore opportunities of collaboration and partnership. All SMEs interested in this feature and would like to be promoted during AIM are requested to register online through AIM portal.



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*



B2B MATCHMAKING PORTAL

A special online portal available in the AIM website was made to allow project promoters to request as many meetings as they wish and set up appointments with potential investors and financiers or any participant of their choice attending the event.



MEET THE FDI EXPERTS

This is an online feature that will enable people to book meetings with global FDI experts participating in AIM 2017. 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.

INVESTORS NETWORKING BREAKFAST

To be held at Al Multaqa Ballroom at DWTC, 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.

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.



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.



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.



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.

Awards & Ceremonies

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*



STARTUP AWARDS

New innovative companies are springing in various growing markets around the world playing an increasingly important role in the development of new solutions, processes and techniques for a more sustainable future. **AIM Startups** will be devoted entirely to discover innovative companies, to meet them and learn more about their ideas and markets. A specialized jury will screen submitted applications and select winners who will have opportunities to pitch their project ideas to investors as well as local and international incubators. They will be recognized and awarded in a special ceremony. *For more information, email: startup.awards@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.

There is still time to become a sponsor of the Annual Investment Meeting and join our range of organizations already lending their support.

AIM 2016 Sponsors and Partners

Strategic Partner



SAUD BAHWAN Group

Diamond Sponsor



دائرة التنمية الاقتصادية
DEPARTMENT OF ECONOMIC DEVELOPMENT

Gold Sponsor



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للاستثمار والتطوير
SHARJAH INVESTMENT AND
DEVELOPMENT AUTHORITY



the access bank uk >>

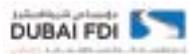
Automotive Promotion Partner



Official Courier Partner



Official Supporting IPA



Official Airline Carrier



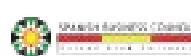
Multilateral Strategic Partner



Official Supporting Business Council



SUPPORTING PARTNERS



KNOWLEDGE PARTNERS



KEY MEDIA PARTNERS

LOGISTICAL INFORMATION



Venue

The venue for the 7th 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. Its 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*

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*

Entry Permit

AIM will provide free entry permits for all paid delegates. All information regarding the entry permits for Dubai will be provided in the AIM website. Delegates needing an official invitation letter for visa procedures shall be able to request this letter when registering online.

Registration

All registrations are made via the AIM website. *To register online, please visit www.aimcongress.com*



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Annual Investment Meeting**

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