Annual Investment Meeting

A Future International Economic Landscape in the Making, Implications on FDI and the Economic Growth Prospects of Frontier and Emerging Markets

AIM 2013 REPORT

30 April – 2 May 2013
Dubai International Convention and Exhibition Centre
United Arab Emirates

Host City Sponsor:
A Future International Economic Landscape in the Making, Implications on FDI and the Economic Growth Prospects of Frontier and Emerging Markets

His Highness Sheikh Mohammed bin Rashid Al Maktoum
UAE Vice President and Prime Minister
Ruler of Dubai
“As we have seen in the first two editions, the Annual Investment Meeting has proven its success as a networking platform to know the views of governments, the private sector and multilateral institutions; to discuss and exchange ideas and experiences, as well as forge new trade and investment agreements to pave the way for growth.”

Eng. Sultan Al Mansouri
Minister of Economy, United Arab Emirates
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## AIM 2013 Programme

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<td>09:00 Registration</td>
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<td>01:00 Grand Official Opening Ceremony</td>
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<td>19:30 Gala Dinner and AIM Investment Awards</td>
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<td>May 1st 2013</td>
<td>09:00 Registration</td>
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<td>09:00 to 18:00 Conference Day 2 / Country Presentation</td>
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<td>09:00 to 18:00 Conference Day 2 / Country Presentation</td>
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<td>02:00 to 05:30 Pre-arranged B2B Meetings</td>
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It was most rewarding to see so many countries from around the globe converging to Dubai to attend the third edition of the Annual Investment Meeting (AIM) held from 30 April to 2 May 2013 under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice-President, Prime Minister and Ruler of Dubai. Some 38 ministers have honoured the United Arab Emirates with their presence often accompanied by large delegations of government high officials and businessmen and women. Actually, 84 countries from different continents took part in the rich and diverse features of AIM 2013 together with some 5 thousand private sector representatives including CEOs and chairmen of the board of many leading companies and high net-worth individuals. Also, a number of heads of international agencies and senior high officials took part in the deliberations of the conference staging special activities such as the International Trade Centre (ITC), UNEP-FI, UNWTO, UNCTAD, or UNECA, as well as renowned global FDI experts. It was indeed a remarkable and most fruitful event providing attendees with a unique platform to meet, learn, exchange, explore and conclude business and cooperation agreements and make new business ventures.

I would like to take this opportunity to congratulate those investment promotion agencies that have won AIM Investment Awards, a new feature initiated at this edition, identifying the best FDI projects in each region of the world, recognizing the accomplishment of the country in attracting the project and the foreign company for the contribution they are making to economic development in growth markets. The lucky winners include Kenya and South Africa in the Africa region, China and Indonesia in Asia-Pacific, Turkey and Ukraine in Eastern Europe, Saudi Arabia and Yemen in North Africa and the Middle-East, and Brazil and Mexico in Latin America.

While the world is still grappling with one of the most severe and prolonged economic crises, growth markets are demonstrating great dynamism and resilience and exploring all possibilities at hand to meet, consult each other, discuss and explore new avenues of cooperation that would help them to face these challenges and play a greater role in leading the world out of recession bringing an element of greater stability in the international economy. AIM has proved again that it is the right forum to discuss these important issues, learn from each other and push the development agenda forward. The theme of AIM 2013 was therefore “A Future Economic Landscape in the Making, Implications on FDI and the Economic Prospects of Frontier and Emerging Markets.”

As I have said in my opening remarks to the Annual Investment Meeting, FDI is and continues to be a driving force of paramount importance in the globalization process. It plays a positive role in advancing development through job creation, transfer of technology or productivity improvements. However, the desired benefits of FDI do not happen automatically, they require continuous work at all levels in order to achieve success, creating a positive relationship between investments and the economic-social reality in the community in which they are investing in. A new international investment system is needed that effectively promotes sustainable development for all. This is exactly why AIM was set up in the first place three years ago to discuss FDI issues and its role in development and focus on growth markets.

AIM 2013 has indeed offered all attendees a tribune to explore, discuss and engage concretely in new partnerships, launch new investment projects and conclude new market transactions and initiate bilateral and multilateral cooperation agreements as well as solidify existing relations. However, It is being felt that the services provided by AIM over a three day period could be of great benefit to a large number of investment stakeholders, especially frontier and emerging markets, if these services could be provided on a continuous basis throughout the year. Such a Network would respond to the pressing need to build a permanent platform that will bring together important investment stakeholders: countries and territories seeking investment, investors looking for viable business opportunities and investment advisors with a vast experience and knowledge of foreign direct investment and related issues. This is the rationale behind the launch of AIM Investment Network at the Tripartite High-Level Meeting as well as AIM Advisory Board. I would like to invite the international investment community to join this important Network especially investment promotion intermediaries and FDI experts as well as private sector representatives.
We in the United Arab Emirates, our strategy finds its inspiration in vision 2021. It is a view of the future that calls for boosted security, greater integration, balanced growth throughout the UAE and a diversified economy that will draw on the best talent and expertise to ensure prosperity. It sets goals for upgrading the quality of health and educational systems across the country to the highest level while maintaining a sustainable environment that ensures the wellbeing of future generations. To support this strategy, the UAE focuses on investments that help in mitigating the effects of climate change such as renewable energy, knowledge-based and high-end manufacturing, quality services as well as sustainable tourism and education. Also, conscious of the importance for indigenous companies to invest abroad, the UAE Government encourages its private sector to go and invest in the global economy and they are doing so in a large number of countries, including frontier and emerging markets and in various economic sectors. The UAE Highflyers, the crown jewels of the country’s dynamic and thriving private sector, are fruitfully investing, both at the regional and global levels, as highlighted and showcased at the conference, and are continuously looking for profitable new ventures.

This is an open invitation to you, the countries of the world and international companies to take advantage of the unique economic strategies of the UAE and contribute to the implementation of its investment and development plans, in order to achieve common interests and contribute in restoring confidence in the global economy. But also take advantage and explore investment opportunities that can be developed in cooperation with the UAE Highflyers for mutually beneficial productive relationships.

I wish to thank the President, Ministers, Ambassadors and foreign dignitaries as well as the distinguished representatives of the private sector, the global experts and the thousands of participants for being with us at AIM 2013 enriching our deliberations and interactions.

Eng. Sultan Al Mansouri
Minister of Economy, United Arab Emirates
Highlights

The Annual Investment Meeting is an emerging market three-day FDI-focused event that includes a grand inaugural opening ceremony, an executive leadership conference, a ministerial panel discussion, Tripartite High Level Meeting, country presentations, G2B meetings, B2B meetings, workshop, site visit, an exhibition and social networking events. AIM presents itself as an FDI stimulator, fast developing economies growth incubator, and semi-industrialized nations leadership partner. On another level, AIM offers cross-industry project developers a safe and sound platform to present their projects, schedule prearranged G2B and B2B meetings with institutional, corporate and private investors seeking reliable projects for their capital.

Abdelaziz Rabbah
Minister of Equipment and Transport, Morocco

AIM 2013 offered a variety of features aimed at facilitating strategic networking while providing a worthwhile learning experience.

- Millions of US$ worth of transactions in 2013
- 1 President & 45 Ministers / Vice Ministers
- 8,000 square meters
- 6,070 visitors
- 291 exhibitors
- 84 countries
- 26 corporate partners
- 111 media partners
- 40 Investment Promotion Agencies
- A conference with 12 thematic sessions
- 26 country presentations
- 273 G2B meetings
- 394 B2B meetings
- A workshop for a top notch learning experience
- A site visit to centres of excellence

Keynote speech at the Ministerial Panel Discussion by Karl Sauvant, Resident Senior Fellow Vale Columbia Center on Sustainable International Investment (VCC), Columbia University.
“Last week’s third consecutive government-sponsored Annual Investment Meeting (AIM) in Dubai featured businessmen and officials from 114 emerging markets, showing how the city is the most convenient meeting point for the globe-spanning webs of commerce forming across Latin America, Africa, and Asia. With its location at the intersection of three continents, Dubai captures not only the shift in economic power from West to East, but also the rise of the South. Forty percent of the world’s population lives on the Indian Ocean rim, and Dubai is the financial crossroads for their growing trade and financial relationships. Dubai is increasingly the hub for companies investing across Africa, and home to domestic powerhouses like Dubai Ports World, which is operating ports from Djibouti to Senegal, and Emirates Airlines, the only airline capable of flying non-stop from Dubai to every major city in the world. When you fly on Emirates Airlines, the pilots need several full breaths to list the languages spoken by the staff, usually including English, Spanish, Portuguese, Russian, Afrikaans, Bulgarian and half-dozen others.”

Parag Khanna, Senior Research Fellow New America Foundation and Director Hybrid Reality Institute, CNN editorial column
One of the most outstanding characteristics of the recent FDI landscape is the rise of MNEs based in emerging markets. The rise of these countries has not only made them more attractive for inward FDI (they account now for more than half of global inward FDI), but firms in these countries have become competitive enough to become important players in the global outward FDI market, not surprisingly, moreover, firms from the Gulf countries play a key role in this process. While this is not a new phenomenon, as a number of firms from emerging markets have since long invested abroad. It is only in the past decade that firms based in these economies have become significant outward investors: in 2012, over 30,000 MNEs based in emerging markets invested $430 billion abroad, slightly more than one-fifth of world FDI outflows. The stock of this investment now amounts to nearly $4 trillion - a substantial amount.  

Karl Sauvant  
Yale Columbia Center on Sustainable Development  
Columbia University

Eng Sultan Al Mansouri, UAE Minister of Economy welcoming the Chinese delegation from CIPA led by Yang Yihang, Deputy Director General, Diliber Abulimit, CIPA Director, Ma Shaoping, Director, Department of Foreign Investment Management of Commerce, Qinghai Province, Liu Rangqun, Deputy Director, Investment Promotion of Kashgar Special Zone

Sergey Filippov, Assistant Professor of Innovation Management, Delft University of Technology, Netherlands, Moderator of Session two on the Rise of Emerging Markets Transnationals, Sources and Leading Sectors
A Future International Economic Landscape in the Making, Implications on FDI and the Economic Growth Prospects of Frontier and Emerging Markets

Context and purpose:

The year 2008 marked the end of a growth cycle in international investment that started in 2004 and saw world foreign direct investment (FDI) flows reach a historic record of $2 trillion in 2007.

However, due to the impact of the worldwide financial and economic crisis, FDI flows declined sharply by 40% from 2007-2009 with companies facing major issues in raising financing for investment and with declining markets in Europe and USA.

The FDI market partially recovered in 2010 and 2011 as companies improved their balance sheets and as economic growth resumed. The recovery has, though, been short-lived. The European debt crisis as further accentuated global economic and political uncertainty, and FDI flows declined again by 12% in the first half of 2012, according to UNCTAD. Greenfield FDI has similarly declined in 2012, according to fDi Intelligence.

In the context of these challenging market conditions for FDI, this Workshop was intended to familiarize investment promotion practitioners with the latest tools and practices to attract and retain FDI in times of economic crisis and provide genuine insight into which markets and type of investors offer new opportunities for FDI.

The workshop included presentations by experts in investment promotion and FDI and group break-out sessions to brainstorm how to approach new markets and investor groups. The focus of the workshop was on sharing best practices and the experience of both the expert facilitators and of the IPAs attending the workshop. Some 40 participants followed the training from a large number of countries and a certificate for successfully completing the workshop was provided at the end of the workshop.

The key topics covered included:

Best practices in investment promotion, utilizing Henry Loewendahl’s Framework for Investment Promotion and a recent FT survey of best practices targeting non-traditional actors for FDI including SWFs, M&A, R&D and entrepreneurial start-up investment, all areas which IPAs are starting to look at how to attract FDI from growth markets, with focus on identifying which markets offer growth opportunities and how to approach these markets. New approaches to marketing examining how events can be used most effectively to attract FDI and how the website and the exponential growth in mobile usage can be leveraged to attract more investment.

The workshop was facilitated by:

Henry Loewendahl
Managing Director of WAVTEQ and VP North America for fDi Intelligence, FT

Michael Charlton
Director, Michael Charlton Consulting Ltd & International Director, Rio Negócios

Chris Knight
International Manager of fDi Intelligence, FT
The Roads and Transport Authority (RTA) came into formation in November 2005. It is responsible for planning and executing transport and traffic projects in Dubai, preparing legislation and strategic plans, planning and constructing the Dubai Metro, developing other integrated solutions of road systems and marine networks that are safe and in line with the city’s economic development plans and the highest international standards.

Since Dubai is one of the fastest growing cities in today’s world, making the provision of high quality infrastructure facilities absolutely imperative, and since providing an advanced transport network for the people of Dubai has been high on the government’s agenda, which is evident from its initiatives to enhance the public transport facilities and improve roads across the emirate to make travel safer and smoother, the Roads and Transport Authority (RTA) was formed by the decree number 17 for the year 2005.

RTA is responsible for planning and providing the requirements of transport, roads & traffic in the Emirate of Dubai, and between Dubai and other Emirates of the UAE, neighboring countries in order to provide an effective & an integrated transport system capable of achieving Dubai’s vision & serving the vital interests of the Emirate.

**Project Objectives:**
Under its Vision of Safe and Smooth Transport for All, RTA aims to provide Truck Rest Areas with services on major truck corridor, to build more Bus Stations with the Air Conditioner and more Bus Depot, to allow vehicles to move freely through the tolling point at highway speeds, to provide more convenience to customers by supplying them with one card that can be used in transport in addition to being a credit/debit card, to provide parking customer services and multi storey parking to handle all related parking services, in order to improve the safety and convenience of the traveling public.

**Benefit from joining the Onsite Visit:**
The purpose of the visit was to introduce participants to one of the most sophisticated modern transport systems and capture key insights from such an innovative investment project.
The Annual Investment Meeting 2013 (AIM) 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. In the morning of Tuesday 30th April 2013, in a ceremony organized at the Dubai International Convention & Exhibition Center by the Ministry of Economy, the grand inaugural opening was made by His Highness Sheikh Mohammed bin Rashid Al Maktoum.
AIM Grand Official Opening by His Highness Sheikh Mohammed bin Rashid Al Maktoum
AIM Conference

AIM 2013 Conference was designed to provide a framework for global exchange on the key principles underpinning international investment policies, strategies and practices for sustainable development to achieve smart and inclusive economic growth. The AIM Conference provided participants with a rich and varied programme including major stakeholders of the international investment community. Speakers at the AIM Conference were State Ministers, Heads of IPAs, private sector CEOs, Experts from Academia, Research centers and leading location consulting firms. More than 100 keynote speakers, moderators, panelists and discussants from different parts of the world took part in the debates covering a wide range of issues ranging from FDI trends, Mergers & Acquisitions, emerging markets transnationals, R&D and innovation, corporate investment perspectives, fiscal policies and incentives as well as new investment promotion strategies to lure investors. Through stimulating and challenging discussions, attendees had the opportunity to learn and listen to some of the most inspiring keynote speakers and world renowned FDI experts. Major new sources of investment were examined, especially from Sovereign Wealth Funds (SWFs) in a special session including representatives from major home countries such as Bahrain, Oman or the UAE. Frontier and emerging markets benefited from deeper insights on their corporate practices and opportunities of mutually beneficial collaboration. Businesses also gained greater awareness of new investment opportunities and a better understanding of prevailing improved economic conditions in specific high growth regions such as in Africa, China or in the United Arab Emirates, the host country as special sessions were staged focusing, not only on the policies, regulatory and institutional frameworks put into place to create conducive investment environments for both inward and outward FDI but also new Investment opportunities in various sectors and regions. The rise of Emerging Markets transnationals, R&D and innovation and corporate investment perspectives were some of the important sessions that helped to create greater awareness about the emergence of new key global players to target for investment, and gain better understanding about the new investment strategies put into place by transnationals. Investors also gathered first-hand information and new insights on their prospective investment destination of interest as a number of country presentations were made. Discussions held allowed a thorough assessment of Emerging Markets potential and long-term viability for future economic growth through increased investment and trade.

The overall focus was put on specific issues relating to successful policies and frameworks to address the serious challenges of a dismal world economy and dampened prospects of growth and development.

“I very much valued the opportunity to take part, and I thought the quality of the panel sessions and the keynote addresses excellent.”

Graeme Keay
Principal Consultant, Legislative Solutions
Conference Programme

Day One, Tuesday 30 April 2013

9:30 - 11:00 Opening remarks by Eng. Sultan Al Mansouri, Minister of Economy of the United Arab Emirates
Ministerial Panel Discussion on the main theme of the Conference:
Moderator: Mr. John Defterios, CNN Emerging Markets Editor and Global Exchange Anchor
Keynote speakers: Professor Karl Sauvant, Resident Senior Fellow, Yale Columbia Center on Sustainable International Investment, and former Director of the UNCTAD Investment Division
Panelists:
- Eng. Sultan Al Mansouri, Minister of Economy of the United Arab Emirates
- Rustam Minnikhanov, President of Republic of Tatarstan, Russian Federation
- Abdelaziz Rebbah, Minister of Equipment and Transport, Kingdom of Morocco
- Vajiran Vosganian, Minister of Economy, Romania
- Ms. Patricia Francis, Executive Director, International Trade Centre (ITC)
- Mr. Taleb d. Rifai, Secretary-General, United Nations World Tourism Organization (UNWTO)
- Mr. Carlos Lopes, Executive Secretary, Economic Commission for Africa (ECA)
- Mr. Parag Khanna, Senior Fellow New America Foundation and Director, Hybrid Reality Institute

11:00 - 12:15 Session one: Policy Responses to Reignite Growth and Global Investment Trends
Moderator: Mr. Henry Loewendahl, Managing Director, WAVTEQ Ltd & Senior Advisor, FT
Keynote speakers: Mr. Petko Draganov, Deputy-Secretary General, United Nations Conference on Trade and Development (UNCTAD)
Panelists:
- Mr. Mevlut Cavusoglu, Vice Chairman, AK Party for Foreign Affairs, Member of Parliament of Antalya, Turkey
- Mr. Giovanni Amodeo, Global Editor-in-Chief, MergerMarket
- Mr. Andreas Dressler, Managing Director, Terrain
- Mr. Chris Knight, International Manager, FDI Intelligence, Financial Times Ltd
- Mr. Simon Galpin, Director General Invest HK and President of WAIPA
Discussants: David East, Director, FDI Intelligence, Financial Times; Michael Charlton, Director, Michael Charlton Consulting Limited

12:15 - 13:00 Official Welcome Ceremony and Inauguration of the Exhibition

13:00 – 14:00 Tripartite High-Level Meeting (THLM)
Chair:
Eng. Sultan Al Mansouri, UAE Minister of Economy
Decision-Makers, Senior Business executives, High officials of international organizations and academia, Heads of IPAs (Private lunch by invitation only)
- Ms. Patricia Francis, Executive Director, ITC
- Mr. Li Jianping, Deputy Mayor, Hu Zhou Province, China
- Mr. David Pitt-Watson, Inflection Point Capital Management, UNEP-FI
- Dr. Muhammad Chatib Basri, Chairman of Indonesia Investment Coordinating Board, Indonesia

14:15 - 15:15 Session two: The Rise of Emerging Markets Transnationals, Sources and Leading
Moderator: Mr. Sergey Filippov, Assistant Professor of Innovation Management, Delft University of Technology
Keynote speakers: Ambassador Jean-Daniel Tordjman
Panelists:
- Ms. Patricia Francis, Executive Director, ITC
- Professor Karl Sauvant, Resident Senior Fellow, Yale Columbia Center on Sustainable International Investment, and former Director of the UNCTAD Investment Division
- Mr. Giovanni Amodeo, Global Editor-in-Chief, MergerMarket
- Mr. Alaa Nassif, Executive President, Royal Commission at Yanbu
Discussants: Mr. Parag Khanna, Senior Fellow - New America Foundation and Director - Hybrid Reality Institute
15:15 - 15:45  Country Presentation one: Republic of Yemen

16:00 - 17:00  Session three: Sovereign Wealth Funds and Foreign Investment Policies, Strategies and Objectives

Moderator: Michael Charlton, Director. Michael Charlton Consulting Limited & International Director, Rio Negocios

Keynote speakers: Professor Karl Sauvant, Resident Senior Fellow, Yale Columbia Center on Sustainable International Investment, and former Director of the UNCTAD Investment Division

Panelists:  
- Mr. Hamid Tawfiki, CEO, CDG Capital, Morocco
- Ms. Lamees Al Baharna, Vice President, Risk Management, Mumtalakat, Bahrain
- Mr. David Pitt-Watson, Inflection Point Capital Management, UNEP-FI
- Sheikh Hassan Al Nabhani, Chief Executive Officer, Oman Investment Fund
- Mr. Asad Zafar, Managing Director, Fajr Capital, UAE

Discussants: Henry Loewendahl, Managing Director, WAVTEQ Ltd & Senior Advisor, FT

17:00 - 17:30  Country Presentation two: Ecuador

19:00 - 21:00  Gala Dinner and AIM Investment Awards

Day Two, Wednesday 1 May 2013

9:00 – 12:15  Session four: UAE Investment Forum

9:00 – 10:30  Invest UAE, Unlimited Opportunities, a Conducive pro-Business and Unrivaled infrastructure

Moderator: Ms. Leila Hatoum, Macroeconomics Reporter - MENA Dow Jones and the Wall Street Journal

Panelists:  
- Mr. Fahad Al Gergawi, Chief Executive Officer, Dubai FDI
- Mr. Sharief Habib Al Awadhi, Director General of Fujairah Free Zone Authority
- Mr. Marwan Al Sarkal, Chief Executive Officer, Sharjah Investment & Development Authority
- Mr. Mahmood Al Bastaki, CEO, Dubai Trade
- Mr. Hamad AlMass, Executive Director, Abu Dhabi Department of Economic Development
- Mr. Galal Khadr, Senior Vice President & Head of Private Banking & Wealth Management Division, Union National Bank

Testimonials from companies established in the United Arab Emirates:

Mr. Arnaud Breuillac, President Middle East for Exploration & Production, Total

Discussants: Tim Rogmans, Assistant Professor, College of Business, Zayed University, UA

09:00 - 10:30  Invest UAE, Unlimited Opportunities, a Conducive pro-Business and Unrivaled infrastructure

Moderator: Mr. Parag Khanna, Senior Fellow New America Foundation - Director, Hybrid Reality Institute

Panelists:  
- Mr. Douglas Kirkman, CEO, ICD-Brookfield
- Mr. Mustafa Abdel-Wadood, Partner & Chair, Management Executive Committee, Abraaj Capital
- Mr. Masood T Al Ali, Vice President, Supply - DUBAL
- Mr. Rashid Al Jarwan, Acting CEO, Dana Gaz
- Mr. Adil Taqi, General Manager of Investments, DAMAC, UAE
- Mr. David Pitt-Watson

Discussants: Mr. Parag Khanna, Senior Fellow New America Foundation - Director, Hybrid Reality Institute

12:45 - 14:00  UNEP Financial Initiative Luncheon, David Pitt-Watson, Inflection Point Capital Management, UNEP-FI Room C and D

14:00 - 15:00  Session five: R&D and Innovation in Emerging Markets - the Next Frontier

Moderator: Mr. Henry Loewendahl, Managing Director, WAVTEQ Ltd & Senior Advisor, FT Ltd

Keynote speakers: Mr. Parag Khanna, Senior Fellow New America Foundation - Director, Hybrid Reality Institute

Panelists:  
- Mr. Sergey Filippov, Assistant Professor of Innovation Management, Delft University of Technology, Netherlands
- Mr. Siemon Smid, Technology Transfer Manager, Tallinn University of Technology, Estonia
- Mr. Murray McCaig, MaRS Cleantech Advisor, Canada
- Mr. Jan Çzaja, Professor of Cracow Academy, Poland
- Mr. Ayoub Kazim, Managing Director of the Education Cluster of TECOM Investments, Dubai Holding
- Mr. Ali El Amrani, Managing Director, Logitech Consulting
- Ms Pumla Ncapayi, Deputy Director General, Trade & Investment Division of the Department of Trade & Industry, South Africa

Discussants: Chris Knight, International Manager, fDi Intelligence, Financial Times Ltd
15:00 - 15:30  Country Presentation four: Brazil

15:45 - 16:45  Session six: Corporate Investment Perspectives, Insiders Views
Moderator: Mr. David East, Director fDi intelligence, Financial Times
Panelists:
- Mr. Ibrahim Turhan, Chairman and CEO, Borsa Istanbul
- Ms. Souad Elmallem, Chief Country Representative North Africa Aerospace, Bombardier
- Mr. Michael Whitwell, President MEA, AIG
- Mr. Douglas van den Berghe, Managing Director, Investment Consulting Associates (ICA)
- Dr. Mohammd Chatib Basri, Chairman of Investment Promotion, Indonesia Investment Coordinating Board, Indonesia (BKPM)
- Ms Pumla Ncapayi, Deputy Director General, Trade & Investment Division of the Department of Trade & Industry, South Africa
Discussants: Henry Loewendahl, Managing Director, WAVTEQ Ltd & Senior Advisor, FT Ltd

16:45 - 17:45  Session seven: Investing in Africa, the New Frontier for Growth
Moderator: Mr. Douglas van den Berghe, Managing Director, Investment Consulting Associates (ICA)
Keynote speaker: Mr. Mohamed Ibrahim, Chairman & CEO, Mo Foundation
Panelists:
- Mr. Mustafa Osman Ismail, Minister of Investment, Republic of Sudan
- Mr. NkosiSiphiwenda Kolisile, MEC, South Africa
- Mr. Nqinlinhu Daniel – Deputy Permanent Secretary, Ministry of Trade and Industry
- Mr. Nicholas Charalambies, Director, Sustainable Commerce Consulting
- Mr. Joseph Siaw Agyepong, Executive Chairman of Zoomlion and Jospong Groups of Companies
- Mr. Joachim Arnold, Senior Consultant, PM & Partner Marketing Consulting GmbH (PM&P)
Discussants: Nazha Aschenbrenner, Director, AIM Congress

Day Three, Thursday 2 May 2013

9:00 - 10:00  Session eight: New Fiscal Policies and Incentive Packages to Lure Investors for Sustainable Development
Moderator: Mr. Karl Sauvant, Resident Senior Fellow, Vale Columbia Center on Sustainable International Investment
Keynote Speaker: Mr. Douglas van den Berghe, Managing Director of Investment Consulting Associates (ICA)
Panelists:
- Mr. Mustafa Osman Ismail, Minister of Investment, Republic of Sudan
- Mr. Nicholas Charalambies, Director Sustainable Commerce Consulting
- Mr. Graeme Keay, Director and Principal Consultant of Legislative Solutions
- Mr. Marios Tannousis, Senior Investment Promotion Officer, Cyprus Investment Promotion Agency
- Mrs. Nazha Aschenbrenner, Senior Advisor Investment Promotion and Facilitation and former UNCTAD Director, Investment Capacity Building Branch
Discussesnts: Michael Charlton, Director. Michael Charlton Consulting Limited & International Director, Rio Negocios

10:15 - 11:15  Session nine: New Investment Promotion Strategies in a Fierce Competitive World, Success Stories
Moderator: Mr. Andreas Dressler, Managing Director, Terrain, Germany
Keynote Speaker: Mr. Chris Knight, International Manager, fDi Intelligence, Financial Times Ltd
Panelists:
- Mrs. Nazha Aschenbrenner, Senior Advisor Investment Promotion and Facilitation and former UNCTAD Director, Investment Capacity Building Branch
- Mr. Henry Loewendahl, Managing Director of WAVTEQ Ltd and Senior Advisor, fDi Intelligence, Financial Times Ltd
- Ms. Nouhad Azelmad, AMDI, Morocco
- Mr. Michael Charlton, Director. Michael Charlton Consulting Limited & International Director, Rio Negocios
- Ms. Nathalie Béchamp, Director, Investor Outreach, Invest in Canada
- Mr. Gerard Seeber, Australian Consul General and Senior Trade Commissioner-MENA, Austrade Dubai, Australia
- Ms. Nathalie Béchamp, Director, Investor Outreach, Invest in Canada
Discussesnts: Mr. Joachim Arnold, Senior Consultant, PM & Partner Marketing Consulting GmbH (PM&P), David East, Director fDi Intelligence, Financial Times Ltd
A Future International Economic Landscape in the Making, Implications on FDI and the Economic Growth Prospects of Frontier and Emerging Markets

11:15 - 16:00  China Investment and Cooperation Forum

11:15 - 13:00  Session one:  China Investment Policies and Strategic Directions, the Way Forward

Moderator:  Mr. Hongbin Cong, Managing Director of Invest Dubai at Falcon

Keynote Speaker:  Mr. Yang Yihang, Deputy Director-General, Investment Promotion Agency of the Ministry of Commerce, CIPA-MOFCOM

Panelists:
- Mr. Wang Yidong, Deputy Director General, Department of Commerce of Shaanxi Province
- Mr. Ma Shaoqing: Director, Department of Foreign Investment Management, Department of Commerce, Qinghai Province
- Mr. Liu Rangqun, Deputy Director, Investment Promotion Center of Kashgar Special Zone
- Mr. Bai Wei, General Manager, VVIP Service Department, PICC P & C
- Mr. Zhou Xiaodong, CEO, Industrial & Commercial Bank of China, ICDC - MENA

14:00 - 16:00  Session two:  Prospects for China - UAE partnership for enhanced and mutually beneficial investment and cooperation

Hosted by Ms. Zhou Xiuhua, vice chairman of China-Arab Exchange Association, former Chinese Ambassador to Qatar and Syria

Senior official representatives:
- Mr. Abdullah Ahmed Al Saleh, UAE Undersecretary
- Mr. Zhan Jingbao, Chinese Consul General to Dubai
- Mr. Li Jianping, Deputy Mayor of Huzhou City, Zhejiang Province

Private sector representatives:
- Mr. Rashid Alleem, Director General of Hamriyah Free Zone Authority (HFZA), Sharjah, UAE
- Mr. Li Ruishan, General Manager of Agricultural Bank of China Branch in Dubai
- Mr. Jeffrey H. Singer, CEO of DIFC
- Ms. Stella Shiu, Chairman of Sam Wa International Investment Group LTD

Left-right: Mustafa Osman Ismail, Minister of Investment, Republic of Sudan; Marios Tanousias, Senior Investment Promotion Officer, CIPA-Cyprus; Graeme Keay, Director & Principal Consultant of Legislative Solutions, Australia; Nicholas Charalamblides, Director Sustainable Commerce Consulting, Botswana; Michael Charlton, Director Michael Charlton Consulting and International Director, Rio Negoclos, United Kingdom; Karl Sauvant, Resident Senior Fellow, Yale Columbia Center on Sustainable Investment, Columbia University, USA

Left-right: Henry Loewendahl, MD, WAVTEQ & Senior Advisor, FT Moderator of Session Five on R&D and Innovation in Emerging Markets-the Next Frontier; Murray McCaig, Mars Cleantech Advisor, Canada; Siemon Smid, Technology Transfer Manager, Tallinn University of Technology, Estonia; Sergey Filippov, Assistant Professor of Innovation Management, Delft University of Technology, Netherlands; Jan Czaja, Professor of Cracow Academy, Poland; Pumla Ncapayi, Deputy DG, Trade & Investment Division, Dept of Trade & Industry, South Africa; Ayoub Kazim, MD of Education Cluster of TECOM Investments, Dubai Holding; Ali El Amrani, MD Logitech Consulting Morocco; Parag Khanna, Senior Fellow New America Foundation, USA

Left-right: Mohamed Ibrahim, Chairman & CEO, Mo Foundation, Keynote speaker Session seven on Investing in Africa, the New Frontier for Growth; Douglas van den Berghe, MD Investment Consulting Associates (ICA); Mustafa Osman Ismail, Minister of Investment, Republic of Sudan; Joachim Arnold, Senior Consultant, PM & Partner Marketing Consulting GmbH (PM&P); Nikosiphendule Kolisile, MEC, South Africa; Nghidinua Daniel, Deputy Permanent Secretary, Ministry of Trade and Industry; Joseph Siaw Agyepong, Executive Chairman, Zoomlion & Jospong groups of Companies, Ghana

Left-right: Ibrahim Turhan, Chairman & CEO Borsa Istanbul, Turkey; Douglas van den Berghe, MD, ICA, Netherlands; Saouad Elmalleem, Chief Country Representative North Africa Aerospace, Bombardier, Canada; Pumla Ncapayi, Deputy DG, Trade & Investment Division, Dept. of Trade and Industry, South Africa; Mohammed Chatib Basri, Chairman of BKPM, Indonesia; Michael Whiwell, President MEA, AIG
Conference Volume: Strategic Views and Insights from Global FDI Experts:

A Report comprising a collection of papers by experts from the global investment and trade community as well as selected investment promotion agencies, was prepared as a contribution to the overall theme of the Third Edition of the Annual Investment Meeting held in Dubai from 30 April to 2 May 2013, focusing on “the Future Economic Landscape in the Making, Implications on FDI and the Economic Prospects of Frontier and Emerging Markets”. This initiative was led by Nazha BenabbesTaarji-Aschenbrenner, Director, AIM Congress and Senior Advisor, Investment Promotion & Facilitation, Annual Investment Meeting Organizing Committee, in cooperation with Henry Loewendahl, Managing Director, WAVTEQ and Senior Advisor, fDi Intelligence, Financial Times Ltd, responsible for summarizing and editing this important volume and Vladimir Pankov, Regional Coordinator for Central and Eastern Europe.

The group of authors included renowned experts from academia, leading consulting FDI firms, senior officials from international organizations, chief business executives and practitioners of best practice investment promotion agencies. The group of authors included the following economists, experts and practitioners in the area of investment facilitation and investment promotion: Giovanni Amodeo, Joachim Arnold, Douglas van den Berghe, Canuto, Nick Charalambides, Michael Charlton, Andreas Dressler, Ahmed Fassi Fihri, Sergey Filippov, Simon Galpin, Graeme Keay, Parag Khanna, Chris Knight, David Pitt-Watson, Jodie Posen, Karl Sauvant, Siemon Smid and Hamid Tawfiki.

Presentations were also prepared by the International Trade Centre, AUSTRADE Invest Hong Kong and Invest Morocco. The conference volume was very much appreciated by attendees who could take back home valuable information and sound analysis on the latest developments on investment and related issues.

For more information on Strategic Views and Insight from Global FDI Experts, please follow the below link: http://www.aimcongress.com/docs/strategic-views-and-insights.pdf

“AIM is a well-established international event, well placed to cater to the needs of fast growing developing economies”

Flora Wilke
Head of PR
EMEA, MergerMarket
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Minister of Equipment and Transport, Morocco

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Sudan

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Executive President  
Royal Commission at Yanbu  
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Arnaud Breuillac
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Ali Amrani
Managing Director
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Vice President, Risk department
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President, MEA
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Mohammed Ibrahim
Chairman & CEO
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Chairman
Indonesia’s Investment Coordinating Board
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Assistant Professor  
College of Business at Zayed University, UAE

Wang Yidong  
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Department of Commerce of Shaanxi Province  
China

Yang Yihang  
Deputy Director General  
Investment Promotion Agency of the Ministry of Commerce (CIPA),  
China

Zhan Jingbao  
Chinese Consul General to Dubai
Tripartite High-Level Meeting

The primary objective of the Tripartite High-Level Meeting (THLM) is to bring together policy makers, senior business executives, economic organizations and think-tanks to promote cooperation and foster partnerships through dialogue and strategic networking. It will be the occasion to announce the launching of AIM Global Investment Network, AIM advisory Board and a number of cooperation agreements and programmes.

Participants:
Heads of States and Government, ministers, senior public officials, chief business executives and senior private sector representatives, heads of international organizations and senior officials as well as renowned investment and trade experts from academia, research centres and think-tanks.

Chair: UAE Minister of Economy

Welcoming speech by the Chair:
Announcement about AIM GLOBAL INVESTMENT NETWORK and AIM ADVISORY BOARD

Speeches by Dignitaries and announcement of partnerships and cooperation projects:

Country Representatives:
Li Jianping, Deputy Mayor, Hu Zhou Province, China
Muhammad Chatib Basri, Chairman of Indonesia Investment Coordinating Board, Indonesia

International agencies representatives:
David Pitt Watson, Inflection Point Capital Management, UNEP-FI
Patricia Francis, Executive Director, ITC
We have come to a very important agenda item of the third edition of the Dubai Conference - Tripartite High-Level Meeting. This gathering, which we decided to organize together with lunch, involves Heads of States and Government, ministers, senior public officials, chief business executives and senior private sector representatives, heads of international organizations and senior officials as well as renowned investment and trade experts from academia, research centres and think tanks. We have here a happy opportunity to discuss and debate the serious challenges that emerging economies and developing countries are facing in current uncertain times, including in the area of investments, with a view to promote cooperation, foster partnerships and strategic networking. Our mission is to drive for greater exchanges and dialogue to, not only identify common solutions, but also create improved coordination and policy coherence through concerted efforts to stimulate trade and investment and improve collaboration and regional cooperation.

During the morning session a number of interesting ideas were discussed by participants and you may wish to develop these to develop tripartite cooperation. In this regard we particularly rely on qualified expert opinion of distinguished higher-level politicians, lead figures of the private sector and heads and other representatives of a number of international organizations.

Briefly speaking on challenges in this respect in Dubai, we are rather confident about our economic development. The real GDP growth for 2013 is forecasted for UAE at 2.5 percent within the context of slow global recovery. At the same time our public and private sector operators ask themselves in what direction should our core competencies be developed in the areas of public policy and regulations, infrastructure, logistics networks, financial institutions and labor force that would enhance the economic growth of the Emirate?; and, What is the way forward for our country in order to strengthen these key investment climate factors that shall allow Dubai to maintain and further consolidate its existing path towards sustained economic growth? The answers to these questions depend on the extent to which private and public decision makers interact to make the right business and policy choices. Knowledge transfer to public policy makers with regards to how firms react to the existing business environment and investment climate can help government agencies shape optimal policies to stimulate such factors. Likewise, transferring knowledge to firms and entrepreneurs with regards to the weakness and strength of their own operational activities, the investment
climate in which they operate and their relative standing – with respect to domestic and foreign competitors – should help the private sector make optimal business and productivity choices conditional on government policy. (Dubai Economic Council, Nov. 2011)

Another aspect that I would like to briefly raise is the role of investment promotion community in fostering international investment and world economic integration. The fragility of the world economy, the volatility of the business environment, uncertainties related to sovereign debt crises, and signs of overheating in some emerging market economies continue to be among the major factors that may yet derail further FDI recovery. Under these conditions the role of the investment promotion community in sustaining a high momentum in FDI growth is increasing. To be able to meet this important objective of supporting the growth of FDI, investment promotion activities should be better planned and organized.

To be in a position to better fulfill their role of investment facilitators, investment promotion institutions and intermediaries (IPIs) need to be fully aware of state of the art investment policies, latest investment promotion best practices, to have access to quality advisory services to be able to compete globally and above all, to have access to investors and business leaders. One of the best ways to share best practices and experiences is through organizing various specialized fora and conferences, capacity building seminars and workshops, etc.

The Annual Investment Meeting held in Dubai, United Arab Emirates since 2010, undoubtedly plays a very positive role in bringing together policy makers, business leaders, financiers, high net-worth individuals, location experts, and academia to examine foreign direct investment (FDI) trends, policies and strategies and the key issues and challenges therein and sheds a better light on investment opportunities in frontier and emerging markets and growth markets in general. Speakers at AIM Conferences are State Ministers, Heads of IPAs, Senior officials of the United Nations system, private sector CEOs, Experts from Academia, Research centres and leading investment location firms. Participants use these annual meetings for in-depth discussion of most important issues in the global economy with special emphasis on FDI and also for exchanging best practices and experiences in investment promotion and meeting investors and private sector representative through strategic networking events.

However, the Annual Investment Meeting takes place only once a year. The positive thrust created by fruitful discussions at the meetings may somehow lose its momentum in the period between the conferences. To gain this momentum it seems advisable to create an AIM Investment Network that would respond to the pressing need to build a permanent platform to bring together important Investment stakeholders: countries and territories seeking Investment, investors looking for viable business opportunities and investment advisors with a vast experience and knowledge of foreign direct investment and related issues. The Network will function throughout the whole year and will undertake on a regular basis a number of activities to better facilitate investment flows to participating countries, including through providing additional opportunities for exchanging experiences and best practices in investment promotion as well as through creating prerequisites for establishing new business schemes.

Taking this opportunity I would like, on behalf of Organizers of the Annual Investment Meeting in Dubai, to officially launch an initiative of creating the AIM Investment Network. The work of the proposed Network will be open to all interested public entities, international agencies, companies and business associations. The focus will be on growth markets in general and particularly on emerging and frontier markets in all regions. Specific activities of the Network will include, among others: assisting in organizing Annual Investment Meetings in Dubai-UAE and elsewhere; organizing capacity building events, i.e. seminars, workshops, round tables; matchmaking efforts to establish new business schemes, B2B and G2B meetings; organization of various investment-related databases, regular issuing of publications, etc.

To organize effective functioning of the AIM Investment Network a small secretariat will be established to be financed by AIM Organizing Committee and donor contributions and hosted by the UAE Ministry of Economy. The Network will also establish a Steering Committee to be elected at the Annual Meetings responsible for ensuring the implementation of the decisions of the Annual Investment Meetings. Additionally, an Advisory Board or a Consultative Committee may be established of interested AIM process stakeholders.

We hope that this initiative will find your support.
The Gala dinner was held at Sheikh Saeed Hall at Dubai International Convention and Exhibition Centre on the evening of 30 April 2013 and attracted more than 1000 delegates. Attendees enjoyed a rich cultural entertainment programme featuring various musical and dancing troupes and could savour a delicious menu of Arabic cuisine and European flavours. The Gala dinner was also the occasion to honour a number of investment promotion agencies from five different world regions in a ceremony of the first AIM Investment Awards. This new AIM feature was generously sponsored by AIG-MEA.

Left to right Abdullah Al Saleh, UAE Undersecretary, Bozena Czaja, VP, Finance & Regional Cooperation, PAIiIZ, Jan Czaja, Professor, Cracow Academy, Poland.

Middle to right, Varujan Vosganan, Minister of Economy of Romania and Aziz Rabbah, Minister of Equipment and Transport, Morocco.
“As a driver of industrial investments and a champion of economic diversity in Abu Dhabi, Senaat is committed to attracting foreign direct investment into the Emirate and the UAE as a whole. AIM provided us with a high profile platform to showcase our current projects, demonstrate Abu Dhabi’s growing attraction as an investment destination and exchange views and knowledge with global leaders in the industrial sector.”

Suhail Mubarak Al Ameri
CEO, SENAAT
AIM 2013 Investment Awards

A Sponsorship of AIG

For the first time, the Annual Investment Meeting provided awards for the best FDI project in each region of the world to recognize the accomplishment of the country in attracting the project and the foreign company for the contribution they are making to economic development in growth markets. The awards were granted at a special ceremony held at the Gala Dinner on the evening of 30 April 2013 and were sponsored by AIG - MEA

The short-list of best FDI projects

The short-list of FDI projects considered for the investment awards was compiled by Dr Henry Loewendahl utilizing the fDi Markets database of fDi Intelligence, Financial Times Ltd.

Over 7,000 greenfield FDI projects in developing countries in the year 2012 filtered by size of capital investment and job creation, which identified 600 mega projects. These were split into five world regions and were further screened by sector to identify productive projects that created the biggest impact on capital investment and job creation. This resulted in a short-list of 8-10 FDI projects in each region of the world. The five regions consist of Africa, The Middle-East and North Africa, Asia, Latin America & the Caribbean and Eastern Europe.

To evaluate the short-listed projects a panel of 10 international experts was formed, with two experts for each of the five regions of the world. Experts were asked to evaluate each of the short-listed projects using the below criterion and, based on the evaluation, recommend the overall best investment project.

- Size of the investment
- Scale of job creation
- Exports
- Import substitution
- Local linkages
- Sustainable development
- Eco friendly

The panel of international experts in FDI and development was comprised of in alphabetical order:

- Patricia Francis, Executive Director, International Trade Center (ITC) (Latin America & the Caribbean)
- Sergey Filippov, Assistant Professor, Delft University of Technology (Eastern Europe)
- Kai Hammerich, President of KA Foreign Investment Corporation (Eastern Europe)
- Parag Khanna, Director of the Hybrid Reality Institute (Asia)
- Henry Loewendahl, Managing Director, WAVTEQ Ltd and VP North America representing fDi Intelligence (Asia)
- Anne Miroux, Director, Division of Technology and Logistics, UNCTAD (Africa)
- Lorraine Ruffing, Senior Advisor, Creative Squares (Middle East and North Africa)

Winning projects

Africa

General Electric (GE) / Nairobi, Kenya
GE Energy, a subsidiary of US-based General Electric, is to set up a 100 megawatts wind farm in Ngong, Kenya. The Kipeto Energy plant is expected to be operational by 2014 and is estimated to require an investment of $300m. The plant will allow the company to enter into Kenya’s lucrative electricity sector and to tap into the carbon trading from the generation of clean energy.

Lonza / South Africa
Switzerland-based Lonza has entered into a joint venture with South Africa-based Pelchem to construct R1.6bn ($207m) pharmaceutical plant for the production of ingredients for antiretroviral medicines, used in the treatment of HIV and AIDS. The manufacturing facility's construction will begin in 2013 and more than 2500 staff will be employed there after the plant is up and running in 2016. The JV, called Ketlaphela, has been established with R500m from Lonza, R100m from Pelchem and the remaining R1bn will come from government agencies.

Asia-Pacific

Deutsche Telekom / Wuhan, China
Germany-based Deutsche Telekom, a telecommunications company, has announced that it has opened a new global development centre in Wuhan, China. It is to focus on the development of core technologies, including vehicle telematics, cloud computing and air traffic technology. Deutsche Telekom's new centre, costing E40m, is expected
to employ 1000 workers in 2014.

**PT Astra Honda / Indonesia**

PT Astra Honda Motor, a joint venture of Japan-based Honda, is to establish a manufacturing facility at the Bukit Indah Industrial Park in the Cikampek district of Karawang, Indonesia, creating 3000 jobs. The Rp3.1 trillion ($341m) plant will have capacity to manufacture 1.1 million motorcycles annually when it comes online in the autumn of 2013. This is the company’s fourth plant in the country, and brings total capacity from all four plants to 5.3 million units.

**Eastern Europe**

**China Sunergy / Istanbul, Turkey**

China Sunergy, which manufactures solar panels and cells, is to establish a new $600m manufacturing facility in Istanbul, Turkey in partnership with local energy company Seul Energy. Operations are due to begin in January 2013. The 22,000 sq m facility will initially produce 150 megawatts of solar panels for the domestic and European markets. Upon completion of all three phases in the first quarter of 2013, it will be the largest photovoltaic panel manufacturing facility in Europe, with an output capacity of 450MW, creating 1200 jobs.

**Samsung Electronics / Kharkiv, Ukraine**

Samsung Electronics, a subsidiary of South Korea-based Samsung, has plans to open a research and development centre in Kharkiv, Ukraine. The centre, opening in March 2013, is to employ 2000 engineers by the end of 2013.

**Latin America**

**Fiat / Goiana, Brazil**

Italy-based car manufacturer Fiat is to build a new $3.07bn production plant in Goiana, Brazil. Fiat intends to build 2015 models at the new plant for the domestic market and for export. The first cars are expected to roll off the production line in March 2014. The plant will create 4500 jobs. The company has secured tax breaks for the factory until at least 2019.

**3M / Mexico City, Mexico**

US-based 3M, a diversified technology company, will invest a total of $180m in Mexico up to 2016. A proportion of this was invested in the opening of a new innovation centre in Mexico City. The centre is equipped with 15 labs, where staff will develop solutions for the electronics, telecommunications, gas, petroleum, automotive, aerospace and health industries. The project will create 700 employment opportunities.

**Middle East**

**ArcelorMittal / Jubail, Saudi Arabia**

Luxembourg-based ArcelorMittal will open a new pipe manufacturing plant in Jubail, Saudi Arabia. The $800m facility will start trial operations in the second quarter of 2013, with full production beginning before the end of the same year. With 3000 jobs created, it will produce 600,000 tonnes per year of seamless pipes for use in the oil, gas and petrochemicals industries, making it the largest factory of its kind in the Middle East. The plant will be opened under the agreement of a joint venture with Saudi Arabian Al Tanmiah Industrial and Commercial.

**Hamad Medical / Ta’izz, Yemen**

Qatar-based Hamad Medical will build a new medical city in Ta’izz, Yemen. The $289m facility will contain 1000 beds and will cover an area of 547,000 sq m. Construction will be completed in three phases with the first phase commencing at the beginning of 2013. The medical city will specialise in treatments for heart disease, gynaecology and internal diseases, cancer and paediatrics.
ITC Strong engagement at AIM 2013

The International Trade Centre (ITC) was for second consecutive year represented at AIM by its Executive Director Ms. Patricia Francis. The Executive Director of ITC, a joint agency of the UN and the WTO, participated at the Ministerial Panel Discussion as well as other sessions of the conference, including the Tripartite High-Level Meeting.

Ms. Francis also delivered the opening remarks at an ITC breakfast meeting introducing members of the newly established AIM Investment Network to its Investment Map on 1 May. Investment Map (www.investmentmap.org) is one of several web-based Market Analysis Tools developed by ITC, which form part of its on-going efforts to improve the transparency of international investment and trade information.

The Investment Map aims to help users better identify investment opportunities and priority sectors; existing and potential foreign investors; countries competing for foreign investment, potential locations for investment abroad. Investment Map is the only online interactive database including statistics on Foreign Direct Investment (FDI) flows and stock by country of origin and destination, and by industry, for more than 110 countries. Investment Map also contains information on the operations of 150,000 foreign affiliates active in developing countries. The tool highlights the connection between FDI and international trade by combining trade statistics and tariff data by sector.

Delegates also had the opportunity to learn more about Investment Map at ITC’s stand at the AIM Exhibition through one-to-one sessions.

ITC contributed to AIM Conference Volume on Strategic Views and insights from Global FDI experts made available to all attendees in AIM 2013. For this, ITC prepared an article on sub-Saharan Africa’s trade potential, looking at the region’s export opportunities in other growing markets.

UNEPE-Finance Initiative got first stage at AIM 2013

UNEP FI, a unique partnership between UNEP and the global financial sector, was highly featured at the third edition of the Annual Investment Meeting 2013. David Pitt-Watson, Co-Chair of UNEP-FI and a leading thinker and practitioner in the responsible investment arena, represented the Finance Initiative of the United Nations Environment Programme at this years’ AIM. By staging a number of important activities throughout the event his interventions laid the foundation of a fruitful and long lasting cooperation opportunity between the two organisations for the benefit of emerging markets.

UNEP FI works closely with over 200 financial institutions that are Signatories to the UNEP Statement of Commitment by Financial Institutions on Sustainable Development, and a range of partner organisations to develop and promote linkages between sustainability and financial performance. Peer-to-peer networks, research and training are key tools used by UNEP FI to carry out its mission to identify, promote, and realise the adoption of best environmental and sustainability practice at all levels of financial institution operations.

In his article Financing Sustainable Development in the volume of the conference, Strategic Views and Insights from Global FDI Experts, David Pitt-Watson explores some crucial areas where work is required if the finance sector is to play its role in creating a sustainable world, while highlighting some of the cutting edge projects and initiatives of UNEP FI in its effort to change finance, and to finance change.

David Pitt-Watson was invited to present UNEP FI to the high-level participants of the a Tripartite High-Level Meeting and served as a panelist at a conference session on Sovereign Wealth Finds and Foreign Investment Policies and Objectives.

UNEP FI, its mission and core activities were further presented to AIM participants at the UNEP FI luncheon organised on 30 April 2013, inviting participants to explore the work and membership opportunity of the Initiative as well as its upcoming flagship event to be held in Beijing on 12, 13 November: http://unepfi.org/grt/2013/.
AIM Country Presentations

The AIM 2013 Country Presentations provided a number of countries, namely Armenia, Brazil, Burundi, Canada, China, Chile, DRC, Cyprus, Ecuador, France, Gabon, Hungary, Indonesia, Kuwait, Mauritania, Morocco, Nigeria, Namibia, UAE and Yemen, with a platform to showcase their economic conditions and investment opportunities to an audience of private sector representatives and financiers in search for business opportunities.

The expected outcome of the AIM Country Presentations was to present audiences with limitless opportunities and the chance to create solid bonds in a dedicated environment and stimulate investment & project financing in sustainable business ventures and building conclusive partnerships.

The presentation format was a period of 30 minutes per session including a welcoming message and Country/City Economy Briefing and Investment Prospects, Sectors, Industries highlighting sovereign Risk Assessment & Analysis and some success stories or case studies (Private Sector or Established Foreign Investor) and Investor’s Pick Discussion, as well as Q & A.
The United Arab Emirates Investment Forum was the occasion to display investment opportunities in the country, a location of choice and a top investment and trading hotspot. It consisted of two sub-sessions, one on the economic fundamentals lying at the foundation of the UAE successful growth and the unlimited investment opportunities that exist in various sectors and regions of the country. A panel of speakers from various departments namely the Economic Development Department of Abu Dhabi, Dubai FDI, Sharjah Investment & Development Authority, Fujairah Free Zone Authority and a senior representative of Union National Bank made presentations on the prevailing investment climate and the pro-business policies put into place to promote domestic and foreign investment, entrepreneurship development to spur economic growth and overall development and highlight Vision 2030.

Also, a senior official from one of the largest and long established companies in the UAE, Total, made a compelling account of their investment projects in the country and an honest account of their experience as a foreign investor as well as information about their expansion plans.

Sub-session two featured the exceptional presence of Highflyers, the crown jewels of the country’s dynamic and thriving private sector. A number of chief executives and senior representatives of leading UAE transnationals such as ICD-Brookfield, Abraaj Capital, Dubal, Dana Gas or DAMAC had the occasion to highlight their investment policies and strategies and the motives driving their investments regionally and globally.
China has become the second largest world economy after the United States and, according to most global analysts, Asia is poised to surpass North America and Europe combined, in terms of global power, based on GDP, population size, military spending, and technological investment. China alone will probably have the largest economy, surpassing that of the United States a few years before 2030. China has also become, not only the second largest FDI recipient in 2012, according to the latest UNCTAD statistics, but it is also a significant investor in the world economy especially in frontier and emerging markets. The Forum was the occasion to inform AIM 2013 participants about the latest policies and strategies the Chinese Government has adopted in terms of both inward and outward FDI but also discuss cooperation in particular with a number of Chinese Provinces and the United Arab Emirates. The Forum consisted of two sessions, the first one focusing on China Investment and Strategic Directions, the Way Forward and the second session on Prospects for China-UAE Partnership for Enhanced and Mutually Beneficial Investment and Cooperation.

The first session comprised a keynote speech by the Deputy Director General of China Investment Promotion Agency of the Ministry of Commerce (MOFCOM) and number of high officials from different provinces such as Qinhai, Shaanxi and Kashgar Special Zone, as well as representatives from the private sector both in China such as PICC P & C, and in the UAE, the CEO of Industrial & Commercial Bank of China, ICDC-MENA and number of high officials from different provinces such as Qinhai, Shaanxi and Kashgar Special Zone, as well as representatives from the private sector both in China such as PICC P & C, and in the UAE, the CEO of Industrial & Commercial Bank of China, ICDC-MENA

On China global FDI strategy, panelists addressed questions relating to its history, experience and its future as well as the new changes witnessed in government's support to Chinese companies going abroad and the highlights of these policies. The panelists also elaborated on the rationale behind Chinese companies investment outside of China and the difficulties and biggest challenges they face when investing in foreign markets and what were the mitigating measures foreseen.

The second session was hosted by the Vice-Chairman of China-Arab Exchange Association and former Chinese Ambassador to Qatar and Syria. A number of high officials from both China and the UAE public and private sectors participated in this important session including the UAE Undersecretary, the Chinese Consul General to Dubai and the Deputy Mayor of Huzhou City, as well as the Director General of Hamriyah Free Zone Authority, Sharjah; Jeffrey H. Singer, CEO of DIFC; Li Ruishan, GM, Agricultural Bank of China Branch in Dubai. The session was moderated by the Managing Director of Invest Dubai at Falcon allowing a stimulating and informative debate on a number of issues relating to both inward and outward FDI such as what Chinese government or companies undertook to keep economy growing at an acceptable rate and what were major difficulties faced by them; information about transition of Chinese economy and why this was happening and where it will go?; what were the new investment opportunities and in which areas.
G2B Meetings

Attending Foreign Dignitaries

- HE Rustam Minnikhanov, President of Republic of Tatarstan, Russian Federation
- HE Anwar Ul-Haq Ahady, Minister of Commerce & Industry, Afghanistan
- HE Abrahao Pio Dos Santos Gourgel, Minister of Commerce, Angola
- HE Max Barthelemy Ahoueke, Minister of Communication and technologies of Information and Communication, Benin
- HE Victoire Ndikumana, Minister of Commerce, Trade, Industry, Posts & Tourism, Burundi
- HE Hamid Mahamat Dahalob, Minister of Trade and Industry, Chad
- HE Jean Paul Nemoyato, Minister of Economy, Congo
- HE Ilyas Moussa Dawaleh, Minister of Trade and Finance, Djibouti
- HE Ato Nega Tsegaye Tessema, Minister of Foreign Affairs, Ethiopia
- HE Regis Immongault, Minister of Industries and Mines, Gabon
- HE Julien Nkoghe Bekale, Minister of Agriculture, Gabon
- HE Kebba S. Touray, Minister of Trade, Regional Integration and Employment, Gambia
- HE Hanna Tetteh, Minister of Foreign Affairs and Regional Integration, Ghana
- HE Péter Szijjártó, Minister of State for Foreign Affairs and External Economic Relations, Hungary
- HE M. Chatib Basri, Chairman, Investment Coordinating Board, Indonesia
- HE Behgjet Pacolli, First Deputy Prime Minister, Kosovo
- HE Mimosa Kusari-Lila, Minister of Trade and Industry of the Republic of Kosovo
- HE Temir Sariev, Minister of Economy, Kyrgyz Republic
- HE Nam Vivaketh, Minister of Industry & Commerce, Lao People's Democratic Republic
- HE Mustafa Abu Fares, Minister of Economy, Libya
- HE Aziz Rabbah, Minister of Equipment and Transport, Morocco
- Hon. Calle Schlettwein, Minister of Trade and Industry, Namibia
- HE Saley Saidou, Minister of Commerce and Promotion of Private Sector, Niger
- HE Samuel Ioraer Ortom, State Minister, Federal Ministry of Industry, Trade & Investment, Nigeria
- Eng. Ali bin Masoud bin Ali Al Sunaidi, Minister of Trade and Industry, Oman
- HE Maqbool H.H. Rahimtoo, Minister of Commerce, Pakistan
- HE Varujan Vosganian, Minister of Economy, Romania
- HE Nikolai Nikiforov, Minister of Mass Communications, Russian Federation
- HE Cheik Bamba Dieye, Ministry of Regional Planning and Local Government, Senegal
- HE Rishad Bathiudeen, Minister of Industry and Commerce, Sri Lanka
- HE Osman Omar Al Sharif, Minister of Trade, Sudan
- HE Mustafa Osman Ismail, Minister of Investment, Sudan
- Hon. Dr. Abdallah Omar Kigoda, Minister of Industry and Trade, Tanzania
- HE Nur Al Din Al Kaabi, Minister of Development and Cooperation, Tunisia
- HE Babamyrat Taganov, Minister of Economics and Development, Turkmenistan
- HE Saad Al-Din Al Salim bin Talib, Minister of Trade and Industry, Yemen
- Hon. G. Moyo, MP, Minister of State Enterprise and Parastatals, Zimbabwe
- HE Tapiwa Mashakada, Minister of Economic Planning and Investment Promotion, Zimbabwe
B2B Meetings

Profile of Participants

- Government Certified Project Promoters
- Certified Private Promoters
- Individual Investors
- Entrepreneurs
- Chairmen, Presidents and CEO’s
- Managing Directors
- Head of Investments
- Business Development Consultants

Sectors:

- Finance
- Energy
- Mining
- Agribusiness
- ICT & Electronics
- Infrastructure
- Real Estate
- Tourism & Hospitality
- Transportation & Logistics
- Manufacturing
- Fashion
- Healthcare
- Waste Management
AIM Exhibition

The Exhibition is a unique event created to bring together on one hand, the world leading institutional investors, private financiers, high profile government officials & asset owners and on the other hand, international projects promoters, global or regional business owners, who will convene to discuss the key requirements of today’s foreign direct investment trends.

AIM 2013 Exhibition was inaugurated, by His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President, Prime Minister of the United Arab Emirates and Ruler of Dubai, at the Dubai Convention & Exhibition Centre on April 30th, 2013. An area of 8,000 square meters housed 291 Exhibitors from 33 countries.
A Future International Economic Landscape in the Making, Implications on FDI and the Economic Growth Prospects of Frontier and Emerging Markets

| Armenia | - Armenian Development Agency  
|         | - Industrial Development Fund Of Armenia  
|         | - Elbat Cjsc  
|         | - Sil Natural  
|         | - Sam-Har LLC  
|         | - Eurocomfort LLC  
|         | - Esclusap Ltd  
|         | - Yerevan Jewelry Plant-1 (Gnomon)  
|         | - National Competitiveness Foundation Of Armenia  
| Austria | - Austro Arab Chamber of Commerce  
| Azerbaijan | - Ministry of Economic Development  
| Bahrain | - Bahrain Chamber of Commerce & Industry  
| Brazil | - APEX Brasil  
| Burundi | - Burundi Investment Promotion Authority  
| Canada | - Invest in Canada  
| China | - COIFAIR  
|         | - Huzhou City of PRC  
|         | - MX Media (China Offshore Journal & Invest In Journal)  
| DR Congo | - SNEL  
|         | - Chamber De Commerce et Industrie RDC  
| Cyprus | - Cyprus Investment Promotion Agency  
|         | - UE  
| Ecuador | - PRO Ecuador - Institute for Export and Investment Promotion  
| France | - Chamber of Commerce & Industry of Paris  
| Gabon | - Agence De Promotion Des Investissements et Exportations  
| Ghana | - Saif & Jos LLC / Ghana  
| Hungary | - Hungarian Investment and Trade Agency  
| Indonesia | - Indonesia Investment Coordination Board  
|         | - Indonesia Investment Promotion Centre (Abu Dhabi)  
|         | - Ministry of Industry  
|         | - Ministry of Tourism and Creative Economy  
|         | - Ministry of Agriculture  
| Kuwait | - Kuwait Foreign Investment Bureau  
| Mauritania | - Ministere Des Affaires Economique et Du Developpement  
| Morocco | - Investment development agency  
|         | - Agence des ports  
|         | - Casanearshore  
|         | - Cdg capital  
|         | - Marsa Maroc  
|         | - Med z accélérateur de porgrès  
|         | - Oncf l’avenir se lit sur nos lignes  
|         | - Ouedfés  
|         | - Royaume du Maroc ministère de l’équipement et des transports  
|         | - Smit  
|         | - Societe de developpement saidia  
|         | - Societe nationale des transports et de la logistique  
|         | - Saidiated  
| Namibia | - Namibia Ministry of Trade & Industry  
| Nigeria | - Nigerian Export Promotion Council  
| Philippines | - Philippine Trade and Investment Center  
|         | - Megaworld Corporation  
| Poland | - Poland Information and Foreign Investment Agency  
| Portugal | - Proventus Property LDA  
| Russia | - Andreev Leasing Ltd.  
| Saudi Arabia | - Royal Commission of Jubail and Yanbu  
| Slovenia | - Invest Slovenia - Spirit Slovenia  
| Switzerland | - International Trade Center  
| Tatarstan | - Tatarstan Investment Development Agency  
| Thailand | - Magnolia Quality Development  
|         | - Matrix  
| Turkey | - AdasTurIns Tic San A.S.  
|         | - Advantage Properties International  
|         | - AreonYapi Ins Ve Tic Ltd Sti  
|         | - BirturTurzInsaatTicaretAS  
| United Arab Emirates | - Abu Dhabi Chamber  
|         | - ABR Alhadoud  
|         | - AGMC – BMW  
|         | - AIG MEA  
|         | - Agricultural Bank of China Dubai Branch  
|         | - Al Baraha Real Estate  
|         | - DAMAC Properties  
|         | - Diamond Properties  
|         | - Dubai FDI  
|         | - Dubai Land Department  
|         | - Dubai Trade FZE  
|         | - Emirates Airlines  
|         | - EMAAR Properties  
|         | - ENOC  
|         | - Emirates Modern Poultry Co.  
|         | - Falcon City  
|         | - Herald Land Real Estate Brokers LLC  
|         | - Hamriya Free Zone Authority  
|         | - Investment Corporation of Dubai  
|         | - National Bonds Corporation  
|         | - PRO Ecuador  
|         | - Ras Al Khaimah Free Trade Zone  
|         | - RichVille Real Estate  
|         | - Saif & Jos LLC  
|         | - SENVAT  
|         | - Sharjah Investment and Development Authority  
|         | - Strategic Business Consultants  
|         | - Union National Bank  
|         | - Unify Middle East LLC  
|         | - SIP Properties Brokers LLC  
|         | - Roads and Transport Authority  
|         | - Arabian Business  
|         | - CNBC Arabia  
|         | - MyUAE Guide  
|         | - Finder  
|         | - Properties Arabia  
|         | - Neopromo  
|         | - Gulf Property  
|         | - Dubizzle  
| United Kingdom | - Knight Knox International LTD  
|         | - Oxford Business Group  
| Yemen | - General Investment Authority  
| FRBD YayinReklamletisimVe Org Tic Ltd Sti  
|         | - KolayInsaat  
|         | - RumeliYapi A.S.  
|         | - YalovaTugraInsTaahNakTurzTeks  
|         | - Konut Trendy Magazine  

Ahmed al Gurg, Managing Director of AIM, said: "This event is the largest of its kind in the region and the top meeting place for international companies, government and investors. It will provide new investment opportunities for investors from different countries and Diaspora, as well as for entrepreneurs and investors in the region."

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**Gulf Today - 29 April 2013**

**Al Bayan - 30 April 2013**

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**Al Bayan - 30 April 2013**
Saudi Arabia seeks $80 billion investment

Projects worth $50 billion in Jubail and $25 billion in Yanbu are open for foreign investment, Dr. Alan A. Nasser, executive president, Royal Commission of Jubail and Yanbu, said in a statement at the recent Investment Forum. Dr. Nasser said the Kingdom has invested heavily in the two industrial cities, which are expected to attract significant foreign investment over the next decade. He said the Commission has already signed agreements with several global companies to invest in these cities. He also said that the Commission is working on attracting more foreign investment to these cities. He added that the Commission is committed to providing the best possible business environment for foreign investors.
Al Khaleej - 30 April 2013

Khaleej Times - 3 May 2013

Brazil’s $526b investment plan opens opportunities

Arab investors get a fair chance to contribute to huge projects.
Ecuador seeking Mideast investment in key sectors

Muzaffar Rizvi

DUBAI — Ecuador has rich potential to attract foreign investment due to its strategic location, political stability and progress on macro-economic front, its senior official said.

The South American democratic republic, which enjoys a modern physical infrastructure of road network, is developing a project to establish an inter-oceanic highway to connect Manta with Manaus (Brazil) that will allow direct communication between the Atlantic and Pacific Ocean.

“Ecuador has mineral reserves over $200 billion, mostly composed of copper followed by molybdenum, gold and silver. It is rich in natural resources, being oil as the main exported product along with bananas, cocoa, flowers, palm, shrimp, fish, among others,” Hussam Hassan, head of PRO Ecuador, the Trade and Investment promotion organisation of Ecuador in UAE, told Khaleej Times on the sidelines of Annual Investment Meeting.

Elaborating, he said the country’s vast resources also include large amounts of timber across the country, like eucalyptus and mangroves. Pines and cedars are planted in the region of the Sierra, walnuts and rosemary, and balsa wood, on Guayas River Basin.

“The industry is concentrated mainly in Guayaquil, the largest industrial centre, and in Quito where in recent years the industry has grown considerably, this city is also the largest business centre of the country,” he said.

Hassan said Ecuador is the third fastest growing economy in Latin America with an estimated seven per cent growth in gross domestic product. “The economy has highly qualified human resources known for craftsmanship abilities. Our labour is recognised as being highly productive and its great capacity to undergo training,” he said.

He said the country has four state operated commercial ports and 17 private ports.

“Another port is under development in Posorja, province of Guayas, to handle container transport ships and great Pamamox vessels,” he said, and adding that construction is advancing for new and modern international airport at Quito that will replace the existing facility by year-end.

To a question, he said there is huge potential for Middle East investors to grab opportunities in metalworking, agroforestry chain, petrochemicals, renewable energy, biotechnology, pharmaceuticals, textiles, leather and footwear, among others. “Through our country pavilion in the exhibition that showcased information on Ecuador investment opportunities, we expect to also receive serious enquires on potential investment opportunities in Ecuador and possibly identify mutually beneficial partnerships. We are also expecting to meet new investors and financiers through AIM’s planned B2B and B2G meetings,” he said.

In reply to a question about any major deal at AIM, he said: “We are already in touch with some participants of the AIM and have some interesting discussions ongoing which could lead to significant partnership opportunities, but these are still in the nascent stages right now.”

“We are also entering into a strategic partnership with Dubai Government’s Department of Economic Development, which is expected to open doors of mutual cooperation between the Ecuadorian Foreign Trade and Economic Integration Ministry through PRO Ecuador, as also benefit our companies in both countries,” he added.

He said AIM presents a unique opportunity for reputed economists, investors and high profile speakers around the globe to collaborate on foreign direct investment.

“AIM 2013 provides all countries with an opportunity to showcase its investment advantages on a world stage, to build strong ties in the global investment community, in particular the UAE, and to participate in shaping foreign investment discussion and policy. The UAE, a country with unprecedented and continuous growth and a gateway to most of these emerging markets, is the host of choice and initiator of this important event,” he concluded.

— Muzaffar Rizvi@khaleejtimes.com.
Moderator Hongbin Kong, managing director, Invest Dubai Office; Wang Yidong, deputy director general, department of commerce of Shanxi Province; Ma Shaoping, director, department of foreign investment management, department of commerce, Qinghai Province; Liu Rangqun, deputy director, investment promotion centre of Kashgar Special Zone; Bai Wei, general manager, VVIP Service Department, PICC; and C. Zhou Xiaodong, CEO, Industrial and Commercial Bank of China, ICDA-MENA, during a panel discussion on ‘China Investment Policies and Strategic Directors, The Way Forward’ at the Annual Investment Meeting in Dubai on Thursday.
Media Coverage
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**EXPO 2020**

**Dubai, United Arab Emirates**

**Candidate City**

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**إكسبو 2020**

**دبي، الإمارات العربية المتحدة**

**مدينة مرشحة**

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**A Future International Economic Landscape in the Making, Implications on FDI and the Economic Growth Prospects of Frontier and Emerging Markets**
ICD was established in May 2006 under a mandate to consolidate and manage the Government of Dubai’s portfolio of commercial companies and investments; and provide strategic oversight to the portfolio. By way of developing and implementing investment strategy and corporate governance policies with an objective to maximize stakeholder value, for the long-term benefit of the Emirate.

ICD, as the investment arm of the Government of Dubai currently has a portfolio that represents a cross-section of Dubai’s most recognised companies, in sectors that the Government of Dubai has deemed to be strategic for the continued development of the Emirate. The sectors include: Financial services, Energy, Retail, Transportation, Industrial and Real estate and hospitality.

Since Dubai is one of the fastest growing cities in today’s world, making the provision of high quality infrastructure facilities absolutely imperative, and since providing an advanced transport network for the people of Dubai has been high on the government’s agenda, which is evident from its initiatives to enhance the public transport facilities and improve roads across the emirate to make travel safer and smoother, the Roads and Transport Authority (RTA) was formed by the decree number 17 for the year 2005.

RTA is responsible for planning and providing the requirements of transport, roads & traffic in the Emirate of Dubai, and between Dubai and other Emirates of the UAE, neighboring countries in order to provide an effective & an integrated transport system capable of achieving Dubai’s vision & serving the vital interests of the Emirate.

Dubai FDI, the foreign investment office in the Department of Economic Development (DED) – Government of Dubai, provides guidance, support and hands-on help for foreign investors looking to build a successful business in Dubai.

Dubai is well established as the prime destination for multinational corporations to set up their regional base and serve the high growth markets in the Middle East, Africa and South Asia most efficiently. Its global reputation as a wealth generator and investment stronghold continues to drive the city’s growth.

Emaar Properties PJSC, a Dubai-based Public Joint Stock Company listed on the Dubai Financial Market, global property developer and provider of premier lifestyles, has been shaping landscapes and lives in the Emirate since the company’s inception in 1997. The developer of Burj Khalifa, the world’s tallest building, Emaar creates value-added, master-planned communities that meet the full spectrum of lifestyle needs. Emaar has several real estate projects in its primary market of Dubai including established communities and developments in various stages of completion. A highlight of Emaar’s approach to developing integrated lifestyle destinations is Downtown Dubai, the 500-acre mega-project described as ‘The Centre of Now.’
The Abu Dhabi Chamber of Commerce & Industry is an autonomous institution of public interest. It enjoys legal entity to represent the various business activities of the Emirate’s private sector. As per the Chamber law, the Chamber membership is mandatory to practice all sorts of business activities.

The Chamber is patronizing the various activities of the private sector and also render best services to members. The Chamber members are updated its services and information along with its regular functions by facilitating to introduce their companies functions.

The Royal Commission for Jubail and Yanbu was founded in 1975 by a sound and prudent decision taken by our wise leadership to construct industrial complexes throughout the Kingdom in order to support and diversify the national economy. Accordingly, The Royal Commission encouraged development in all aspects to include various sectors such as: urban, social, health, education, environment and others. In order to achieve these development goals, the Royal Commission role has become exceptional and vital. Moreover, the Royal Commission takes the lead in the creation of favorable investment environment to attract local and foreign capitals.

Senaat is one of the largest industrial investment and holding companies in the UAE, managing industrial assets for the Government of Abu Dhabi and employing thousands of people across the group. A key contributor to Abu Dhabi’s Economic Vision 2030, which aims to diversify the Emirate’s economy away from its reliance on the hydrocarbon sector by developing a strong industrial capability encompassing both basic and downstream industries, Senaat thrives on the development of UAE National human capital through leadership development, job creation, and knowledge transfer.

Union National Bank (UNB) is a public joint stock company incorporated under the laws of the United Arab Emirates in 1982. UNB is the only bank in the UAE with significant shareholdings by the Governments of both Abu Dhabi (50%) and Dubai (10%). The remaining 40% of the shares are publicly held. The shares of UNB are listed on Abu Dhabi Securities Exchange.

UNB operates through a wide network of branches and ATMs throughout the UAE. UNB has extended its reach to Egypt through a successful acquisition of the erstwhile ACMB and currently operates in the country as UNB Egypt through a number of banking centres.
Emirates is one of the world’s fastest growing airlines. We serve 130 destinations across six continents and operate the world’s largest fleets of the Airbus A380 and Boeing 777.

The Emirates Group, which includes dnata, posted profits of US$ 629 million for the financial year ending 31st March 2012. During this period, the airline carried 34 million passengers and 1.8 million tonnes of cargo.

In 2013, we opened the world’s first purpose-built A380 concourse in Dubai.

AIG is a global insurer with 88 million customers in over 90 countries around the world. The businesses that make up AIG are leaders in their markets: property casualty insurance, life insurance and retirement services, mortgage insurance and aircraft leasing. They are focused, responsive, innovative, and committed to delivering on AIG’s promises to our clients. AIG Property Casualty is a global market leader.

TECOM Investments, a member of Dubai Holding, was established in 2005 and is now a global company dedicated to the development of knowledge industries and business growth. One of TECOM Investments’ largest portfolio companies is TECOM Business Parks. This comprises of 10 interconnected business parks arranged under five industry clusters across the ICT, Media, Education, Sciences, & Manufacturing and Logistics sectors. Dubai Internet City and Dubai Outsource Zone form the ICT cluster, while Dubai Media City, Dubai Studio City and the International Media Production Zone make up the Media cluster. Dubai Knowledge Village and DIAC are part of the Education cluster.

FCW is a multipurpose mega project being developed at the heart of New Dubai, featuring structures based on famous sites and architectural marvels of the world, such as the Pyramids, the Hanging Gardens of Babylon, the Eiffel Tower, the Taj Mahal and the Leaning Tower of Pisa. The city is shaped to represent the falcon, emblematic of the UAE’s heritage. The project is spread over an area more than 41 million square feet and will combine various commercial, residential, educational and leisure amenities with entertainment facilities, and will include apartments, villas, shopping malls, hotels, restaurants, health clubs and spas, and schools and parks.

SERVICES YOU CAN COUNT ON

Whether you are considering establishing your own Canadian operation, working with a Canadian partner or gaining a Canadian base for access to North American markets, Invest in Canada and the provincial and territorial governments will be pleased to provide you with the right support for your Canadian investment project. INVEST IN CANADA has a global network of investment and trade professionals, present in more than 150 cities worldwide, to assist you in making Canada your next investment destination.

Agency of promotion of investment and export (apiex) the catalyst of your opportunities, accelerator of projects and solutions provider
- Supporting the development of sustainable and continuous investment and exports gabonese economic diversification.
- Advise and encourage national and international economic operators to invest in the gabonese economy.
- Promote and enable companies gabonese become better integrated into international trade & promote the origin of gabon
- Contribute to the improvement of the business climate in order to encourage foreign direct investment & boost the domestic private sector
Dubai Internet City (DIC) is the Middle East and North Africa’s largest ICT hub. Since the year 2000, DIC has successfully developed a prosperous ecosystem for technology organisations and today is home to Fortune 500 listed companies and multinationals as well as some of the region’s most dynamic and successful technology SMEs and start-ups from all elements of the ICT value chain. DIC provides a wide range of facilities including state-of-the-art offices, a robust IT infrastructure, 24-hour security, retail services and hotels, spread across the business park’s unique and tranquil landscape; an environment that helps ICT businesses develop, innovate and grow.

Dubai Trade is the premier trade facilitation entity that offers integrated electronic services from various trade and logistics service providers in Dubai under a single window. It underlines Dubai’s position as the ideal base for trading across borders with its unique geographical location, excellent infrastructure and seamless processes across the private sector and government agencies. Dubai Trade integrates the major stakeholders in the trade and logistics operations including DP World, Dubai Customs, Economic Zones World and Dubai Multi Commodities Centre.

The predecessor of Agricultural Bank of China is Agricultural Cooperative Bank established in 1951. Since late 1970s, the Bank has evolved from a state-owned specialized bank to a wholly state-owned commercial bank and subsequently a state-controlled commercial bank. The Bank was restructured into a joint stock limited liability company in January 2009. The Bank was listed on the Shanghai Stock Exchange and the Hong Kong Stock Exchange respectively in July 2010, which marked the completion of our historical transformation into a public shareholding commercial bank.

Tai Lake, the third biggest fresh water lake in China, embedded like a shining pearl along the east coast, covers an area of 2000 square kilometres. To its southern bank lies the city of Huzhou, which is just named after the lake. Lakes, rivers, and farmlands are scattered within the territory of Huzhou. Local people used to travel around the area by boats. Thanks to its rich water resources, Huzhou is blessed by moisturing climate and abundant products.

Dubai International Academic City (DIAC) is the world’s only Free Zone dedicated to Higher Education. Established in 2007 as part of TECOM Investments, DIAC aims to develop the region’s talent pool and establish the UAE as a knowledge-based economy. DIAC is the premier destination for Higher Education in the region, located on a fully-appointed 18 million sq ft. campus with state-of-the-art modern facilities. DIAC currently hosts 21 International Branch Campuses as part of the UAE’s total number of 37, the largest number in any one location.

PRO ECUADOR is the formal Ecuadorian Trade and Investment Promotion Organization responsible to promote the Ecuadorian Exports and Investments. It operates under the umbrella of the Ecuadorian Ministry of Foreign Affairs, with the objective of enhancing the competitiveness of Ecuador as a preferred trading and investment partner. PRO ECUADOR has more than 32 Overseas Trade Offices, focusing on research, trading and international business development.
AIM 2014

The fourth edition of the Annual Investment Meeting will take place in Dubai, United Arab Emirates (UAE) from 8 - 10 April 2014 at Dubai International Convention and Exhibition Centre.

AIM 2014 will offer you a unique opportunity to meet and network with policy makers, corporate investment decision-makers and peers from around the globe especially growth markets.

AIM 2014 will offer you the occasion to learn and listen to the best world FDI experts disclosing the latest FDI data, successful investment policies and frameworks and best practices therein, key investment drivers and insight into the world of location decision-making.

AIM 2014 will offer you the opportunity to showcase your country or region to senior executives with globally expanding companies.

AIM 2014 will be the occasion to network with colleagues from around the world, particularly from frontier and emerging markets, establishing long-term relationships that will help facilitate growth.

If you're in the world of economic development and investment attraction, there's no better programme for you or better place than Dubai and AIM 2014.

Join us at the world’s greatest investment hub!
Annual Investment Meeting

A Future International Economic Landscape in the Making, Implications on FDI and the Economic Growth Prospects of Frontier and Emerging Markets

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