

تحت رعاية كريمة من صاحب السمو الشيخ محمد بن راشد آل مكتوم نائب رئيس الدولة رئيس مجلس الوزراء حاكم دبي  
Under the Patronage of H.H. Sheikh Mohammed Bin Rashid Al Maktoum, UAE Vice President, Prime Minister and Ruler of Dubai



وزارة الاقتصاد  
MINISTRY OF ECONOMY



# ملتقى الاستثمار السنوي ANNUAL INVESTMENT MEETING

World's Leading FDI Platform

Mapping the Future of FDI:  
Enriching World Economies through Digital Globalization

8 – 10 APRIL 2019

Dubai, United Arab Emirates

9th



# Message from Eng. Sultan bin Saeed Al Mansouri

Minister of Economy, United Arab Emirates



The FDI market has evolved over the years. Economies around the world have become open and are more receptive to foreign investments which are essential elements to drive multinational companies to invest.

As nations' economies advance so do their need to innovate and create a more sustainable and inclusive future. The megatrend of smart cities has made it imperative for nations to ensure their infrastructure plans are in sync with the smart use of technology to achieve innovation and sustainability which are prerequisites to achieve the set sustainable goals.

We have seen an alteration in the investment landscape. The current shift offers great new opportunities and challenges for the regulators. We have seen how technology has rapidly advanced over the years creating an efficient digital economy which is not just limited to the technology sector but has penetrated across every sector, evolving to what we now validly recognize as digital revolution.

Governments have realized that there needs to be a change in the current policies and structures to nurture this revolution and develop strategies to make economies investment-friendly. UAE has already taken various steps and one of the initiatives was the launch of e-Platform for Foreign Direct Investment at AIM 2018.

We are once again most pleased to invite you for the ninth edition of the Annual Investment Meeting scheduled from 8th to the 10th of April 2019 at the Dubai World Trade Centre. The theme for AIM 2019 will focus on **"Mapping the Future of FDI: Enriching World Economies through Digital Globalization"** which will discuss the impact of digital globalization, how policies can be set in place to encourage an innovative investment atmosphere, the need to create long-term investment opportunities, and how to attract and develop skilled talents from across the world.

I look forward to welcoming you at the Annual Investment Meeting on April 2019.

# AIM 2018

## Achievements

AIM 2018, one of the most exclusive investment gatherings in the world, was attended by prominent political, economic, financial, and academic figures. Through a large array of activities and strategic knowledge partnerships, AIM offered a truly knowledge-based forum with cutting edge information on the latest developments in foreign direct investment and related issues. It served as a unique platform to meet, network, exchange experiences, explore business opportunities and sign cooperation agreements and partnerships.



**20,332**  
ATTENDEES



**143**  
PARTICIPATING  
COUNTRIES



**459**  
EXHIBITORS &  
CO-EXHIBITORS



**1,000+**  
EXPERTS &  
FDI SPECIALISTS



**64**  
MEDIA PARTNERS  
WORLDWIDE



**43**  
SPONSORS &  
SUPPORTING  
PARTNERS

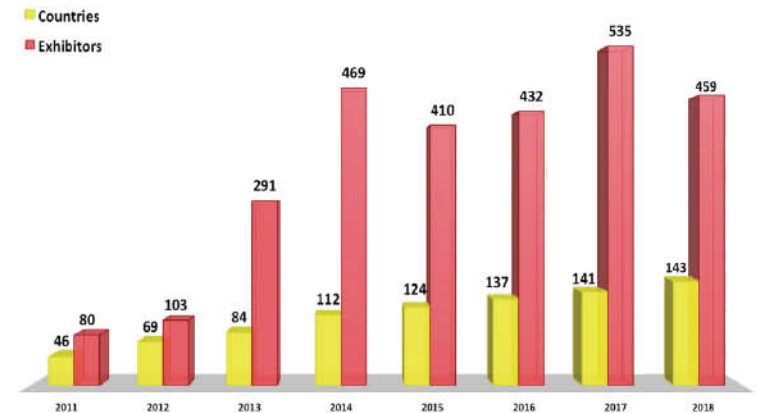


**8,000**  
SQM EXHIBITION  
SPACE

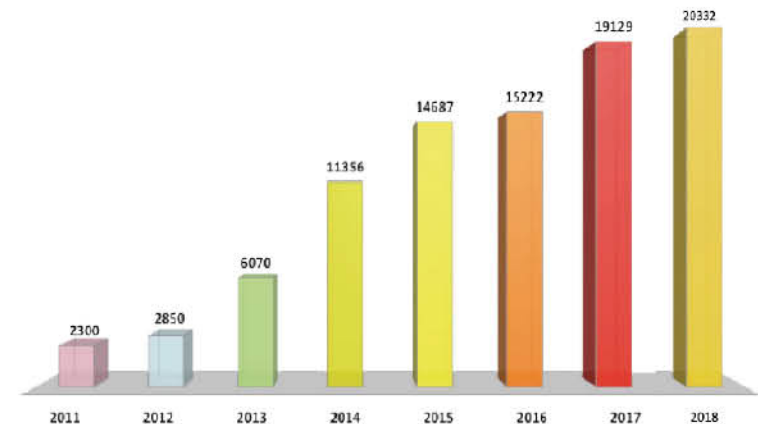


**8**  
KNOWLEDGE  
PARTNERS

### PARTICIPATING COUNTRIES & EXHIBITORS

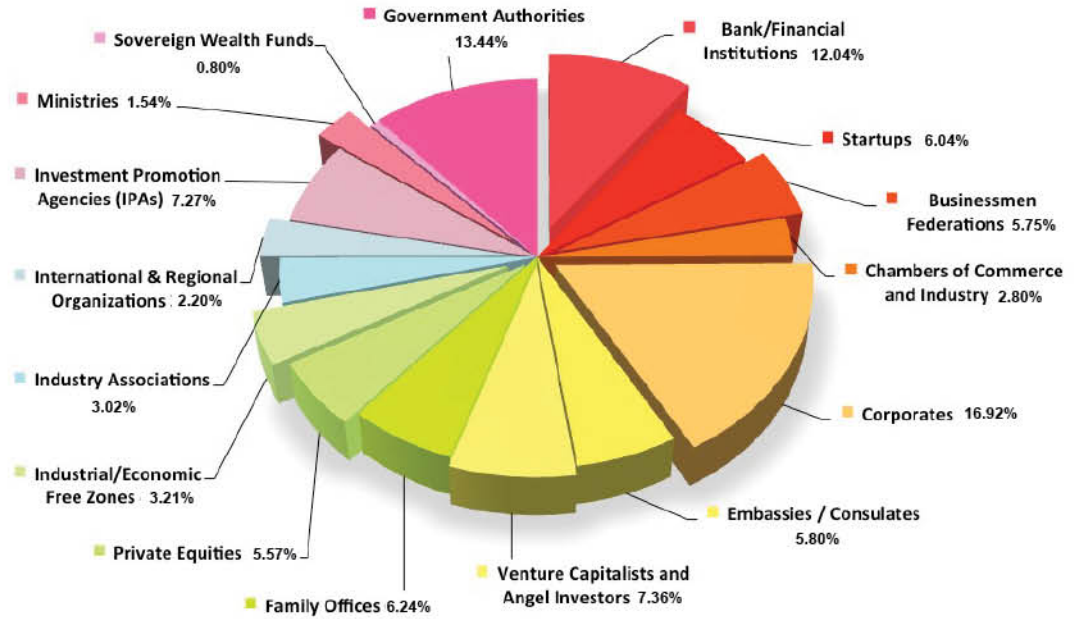


### AIM ATTENDEES

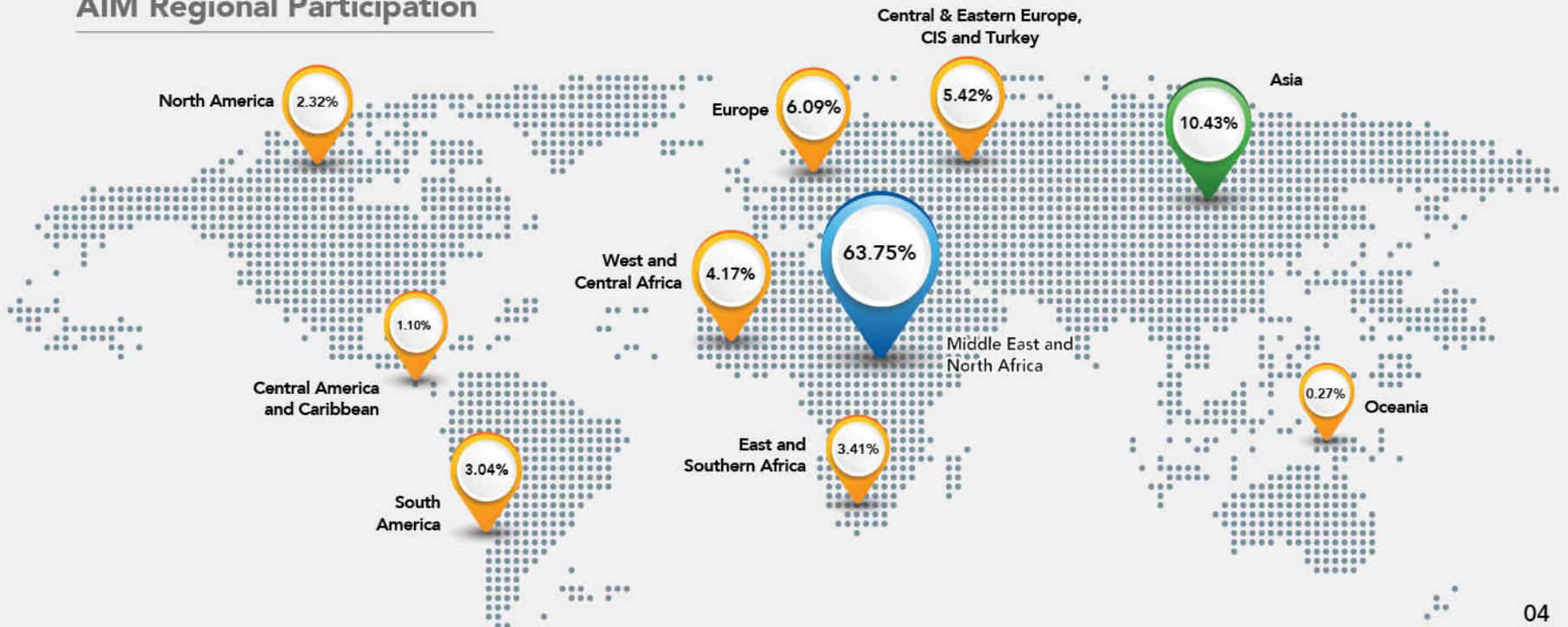


## Visitors' Profile

AIM is the largest gathering of corporate leaders, policy makers, businessmen, regional and international investors, entrepreneurs, leading academics and experts showcasing up-to-date information, strategies and knowledge on attracting FDI. It brings together visitors from both the public and private sectors, with participation from all continents across the world.



## AIM Regional Participation



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

Join corporate leaders, policy makers, world-renowned experts, FDI dealmakers, economic and investment promotion agencies and site selectors from all regions and continents for the eighth Annual Investment Meeting. Recognized as the premier event in foreign direct investment with more than 20,000 attendees in 2018, it is the leading platform for knowledge-sharing, FDI dealings and strategic networking.

The 9<sup>th</sup> Edition of

ملتقى الاستثمار السنوي

# ANNUAL INVESTMENT MEETING

World's Leading FDI Platform

8 – 10 APRIL 2019

Dubai, United Arab Emirates



Mapping the Future of FDI:  
Enriching World Economies through  
Digital Globalization

# WHY Attend



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



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



**Meet** and connect with over 20,000 visitors and 1,500 conference delegates including industry leaders and key stakeholders from the regional and international community through various networking functions.



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



**Promote** your Country by booking your Country Presentation and getting direct access to key decision makers, government leaders and investors when they are actively seeking opportunities.



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



## PARTICIPANTS

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

- MINISTRIES AND GOVERNMENT DEPARTMENTS
- INVESTMENT PROMOTION AGENCIES
- CHAMBERS OF COMMERCE & INDUSTRY, BUSINESS COUNCILS
- INDUSTRIAL AND ECONOMIC ZONES
- BANKING AND FINANCIAL INSTITUTIONS
- SWF, PENSION & INVESTMENT FUNDS, FAMILY OFFICES,
- PRIVATE EQUITIES AND ANGEL INVESTORS
- INSURANCE, RISK, AND CREDIT RATING COMPANIES
- FINANCIAL AND LEGAL CONSULTANCY FIRMS
- STARTUPS, INCUBATORS, AND SPECIAL PROGRAMS
- INTERNATIONAL ORGANIZATIONS

# Top 10 Sectors



**AGRIBUSINESS**



**REAL ESTATE & PROPERTY**



**FINANCE & BANKING**



**AVIATION**



**ENERGY & MINING**



**TRADE & INDUSTRY**



**IT & TELECOMMUNICATION**



**MANUFACTURING**



**EDUCATION**

# Exhibiting Country Pavilions at AIM 2018



# Conference

Theme: "Mapping the Future of FDI: Enriching World Economies through Digital Globalization"

Global FDI flows, and greenfield investments have declined 15% on an average in 2017 according to UNCTAD and FDI Intelligence. Although trade flows are still stable, we may see similar downward trends due to increased protectionist (trade) policies that many countries are adopting. Traditionally, FDI and trade are driven by multinational corporations and nation-states as they have been the main channels for globalization over the last two decades in which we have seen the rise of many emerging countries on the global economic landscape. However, with increased isolationist policies, geopolitical tensions, and a more cultural backlash against globalization, we may see a tendency towards de-globalization.

On the other hand we have seen the rise of technological developments that may spur further globalization and interconnectedness, or in other words, the intensity of globalization may even increase. Some of these developments are: Industry 4.0 (including AI, Robotics, Big Data, Blockchain, etc.), smart cities, increased awareness of sustainable economic practices and

renewables, SMEs & startups but with greater global presence, etc.

Technological innovations such as automation are dramatically changing the nature of industries as well as the business models of investors. This has significant implications for countries seeking to attract FDI, from developing countries that are striving to create employment and move up the value chain to advanced economies that are trying to achieve and maintain technological leadership.

Digital Globalization has enforced policy makers to rethink strategies to make the investment climate flexible and attractive to promote large share of investment flows within their economy. These investments provide a conducive environment for economies to grow, innovate and create new employment opportunities, this in turn lead to technology transfer and skilled labor development.

Foreign Direct Investment in sustainable development has been gaining major traction all over the world. 193 countries adopted the

sustainable development goals established by the United Nations in September 2015. The 17 Sustainable Development Goals can only be achieved when governments, multinationals, investors, startups, and SMEs work to reinvent their current business models and have SDGs as one of the key factors for measuring success.

Further, governments must aim for a long-term partnership with the private sector by providing private sector-friendly policies to encourage the sector to produce high and inclusive growth.

The 9th Edition of the Annual Investment Meeting 2019 themed "**Mapping the Future of FDI: Enriching World Economies through Digital Globalization**" will discuss the path leading to creating more vibrant and inclusive economies, keeping in view the sustainable development goals; exploring the possible avenues where technology can better help facilitate the SDGs and further grow economies with the right policy framework in place.





## Global Leaders Debate

Leaders from the corporate world, senior policy makers and heads of international institutions and academia representing major stakeholders of the international investment community will be invited to take part in this key session. The discussion will be centered on the overall theme of AIM 2019 – Mapping the Future of FDI: Enriching World Economies through Digital Globalization.

The center stage aims to deliberate best practices that warrant the creation of inclusive growth, evaluate governments' legal frameworks and market-friendly policies favoring FDIs and the private sector.

With three days of interactive educational sessions between delegates and panelists, this is a unique and unparalleled experience for all who attend AIM 2019. The exclusivity of AIM forum ensures the opportunity for delegates and speakers to network with a community of investment peers in a relaxed and confidential setting.





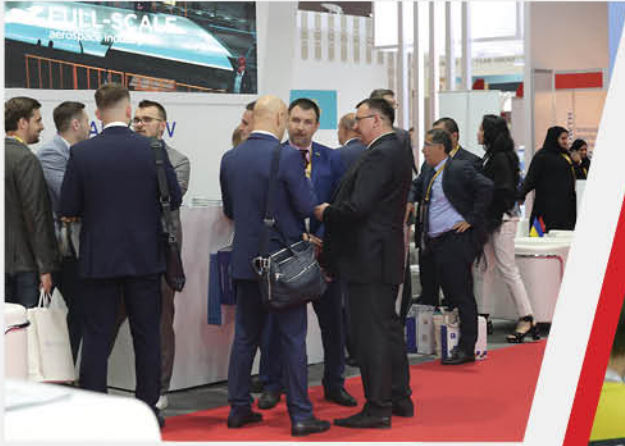
# Exhibition

The Annual Investment Meeting (AIM) Exhibition 2019 will feature in its three-day event all the different industry projects and services catered for the investment growth of various participating regions. This will focus on promoting Foreign Direct Investments (FDIs) and effective ways to attract investors to various economy sectors.

Since its inception in 2011, AIM has brought together thousands of exhibitors and visitors to network, promote projects and attract investment in the various participating countries. The exhibition gives opportunities for governments and private organizations to launch and promote their projects to a vastly diverse audience.

AIM 2018 had several country pavilions and the exhibitions area was subdivided into 5 regions namely Africa, America, Asia, Europe and MENA. Countries which participated include China, Egypt, India, Morocco, Nigeria, Russia, Saudi Arabia, Ukraine, Italy, and South Korea, to name a few, who chose AIM 2018 as the platform through which to promote the investment opportunities in their countries and regions.

AIM 2018 attracted the participation of **459 exhibitors** and **co-exhibitors** from **143 countries**.



## Capacity Building Workshops

AIM 2019 Workshops will be a series of presentations of 2 to 3 hours held prior to the event. These interactive presentations will be facilitated by a faculty of global FDI experts. It will be an enriching experience designed to provide attendees (a small group of 25 registered delegates) with a comprehensive overview of investment related topics. The informative approach of business facilitation will be combined with a tactical review of operational requirements through practical case studies.

**Date:** April 7, 2019



## Country Presentations / Investment Destination



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

**Programme:**

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

# Investors' Hub

A special zone will be dedicated to top investment houses and investment corporations, development banks, and Sovereign Wealth Funds representing different countries and covering multiple sectors. This feature will allow them to meet with official government representatives as well as project developers seeking financing and discuss the possibility of new ventures and potential partnerships.



# AIM Connect

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

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



# Online Networking Functions



## AIM World Investment Map

AIM will launch online World Investment Map that provides information about investment destinations worldwide, targeted sectors and projects, contact points, and will be connected with the IPA website in every country.

To create an account,  
email: [info@aimcongress.com](mailto:info@aimcongress.com)



## Project Tank

AIM Project Tank is an online platform that allows government or private project owners/stakeholders and startups to upload their project ideas for potential investors to view. It stimulates investment and project financing in sustainable business ventures and building conclusive partnerships.

It will feature government and private projects delivered by stakeholders and startups, and will provide attending financiers with a fact and figure checked perspective on ongoing and future projects. To upload your project, please visit:

[www.aim-projecttank.com](http://www.aim-projecttank.com)



## AIM Mobile App

An online tool that enables one to stay connected with investors, investment promotion agencies and project owners all year round. The app will show who will be at the event and allows one to connect with them through private messaging. It helps people plan and schedule meetings for AIM 2019. During the event, it helps to navigate the exhibition halls and give live updates about the agenda, speakers, attendees, investors, exhibitors, sponsors, and all event features.



## Meet the FDI Experts

This is an online feature that will enable people to book meetings with global FDI experts participating in AIM 2019. This will give interested parties access to select international consultancy firms specialized in marketing countries and locations and having great expertise and capabilities in important topics such as international lead generation, FDI strategy development, business expansion management or marketing and media support.

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

# Onsite Networking Functions

## Investors Networking Breakfast

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

## Bilateral G2G, G2B & B2B Meetings

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



## Express B2B Meetings

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

## Strategic Networking Lunch

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



## Gala Dinner

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

## Investment Awards

In a special ceremony to be held at the Gala Dinner, Investment Promotion Awards will be granted to selected Investment Promotion Agencies in recognition of their successful investment promotion strategies and exceptional investment projects. For more information, email:

[investment.awards@aimcongress.com](mailto:investment.awards@aimcongress.com)





وزارة الاقتصاد  
MINISTRY OF ECONOMY



AIM Startup

8 - 10 April 2019  
Dubai - United Arab Emirates

## Innovation Showcase and Pitch Competition

**20,000+** Visitors

**128+** Startups

**50+** High Officials

**100+** Investors

**25+** Countries

**4,000 sqm+** Exhibition Space

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

In April 2018, AIM Startup hosted the second edition of its annual Innovation Showcase and Pitch Competition in Dubai, UAE, in conjunction with the Annual Investment Meeting, the world's leading FDI platform.



Workshops



Pitch Competition



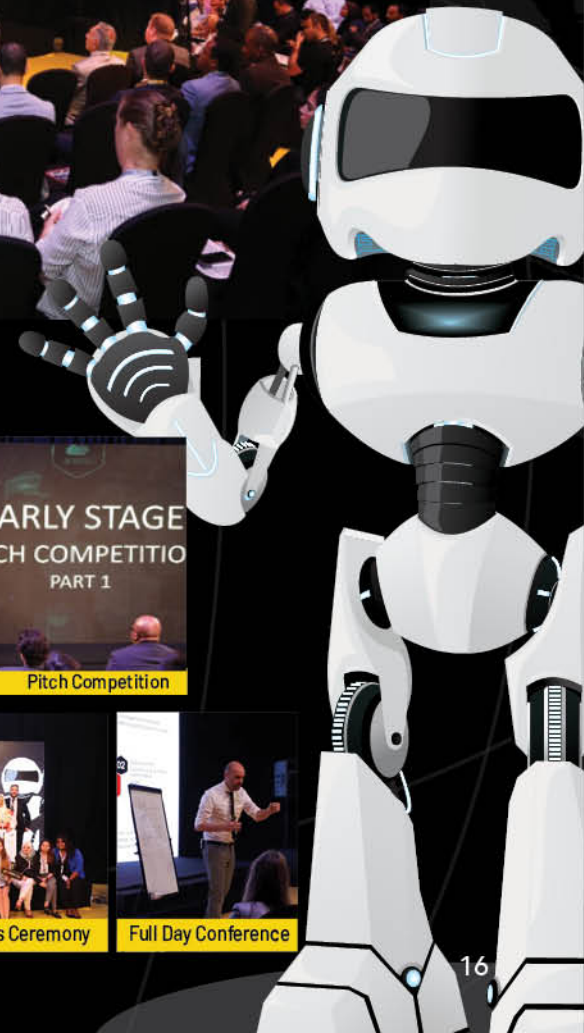
Innovation Showcase & Exhibition



Awards Ceremony



Full Day Conference





# Logistical Information

## Venue

The 9th Annual Investment Meeting in Dubai World Trade Centre, United Arab Emirates. Dubai is the heart of one of the world's richest regions. It is a dynamic and rapidly expanding international business center. It enjoys, without a doubt, one of the best locations on the planet. Situated halfway between Europe and Asia, few destinations take more than 8 hours direct flying time to or from Dubai.

Tourists are free to enjoy a great number of activities as Dubai has beautiful beaches, a wide selection of water sports and exciting desert safaris. A renowned shopping destination, Dubai hosts the world's only yearly shopping festival, and is home to some of the largest



## Entry Permit

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

## Registration

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

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



and most luxurious malls in the world. International sporting event such as the world's richest horse race, the Dubai World Cup, the Dubai Tennis Championship and the Dubai Desert Classic have also put the city on the world sporting map.

## Travel and Accommodation

Emirates Airline, Dubai's flag carrier, offers special discounts exclusive to AIM 2019 delegates. Additionally, a wide range of our partner hotels offer special rates to delegates.

For more information about flight and accommodation choices, visit: [www.aimcongress.com](http://www.aimcongress.com)



# Sponsorship Opportunities

Sponsoring the Annual Investment Meeting is global branding. AIM offers to its sponsors a special and comprehensive package of benefits that offers an unparalleled opportunity to strengthen brand exposure to the investment community across the globe. Become a sponsor of the Annual Investment Meeting and join our range of organizations already lending their support.

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

## AIM 2018 Sponsors and Partners

### Strategic Partners

مؤسسة دبي  
للتنمية الاستثمار  
DUBAI FDI



### Official Gala Dinner Sponsor



مكتب أبوظبي للاستثمار  
ABU DHABI INVESTMENT OFFICE

### Official Investment Partner



UAE INTERNATIONAL INVESTORS COUNCIL

### Silver Sponsor



### Official Supporting Partner

دائرة الأراضي والأملاك  
Land Department



### Automotive Promotion Partner



### Official Courier Partner

aramex  
delivery unlimited

### Official Airline Carrier



## Knowledge Partners



## Supporting Partners



U.S.-U.A.E. Business Council  
[usauebusiness.org](http://usauebusiness.org)



## Key Media Partners



Khaleej Times

fDi Magazine

global investor incorporating isf

imagine TV

cfi

CNBC

JEUNE AFRIQUE MEDIA GROUP

THE AFRICA REPORT

## Media Partners



Bloomberg Businessweek

اقتصاد

African BUSINESS

THE INVESTOR BY BEYOND INVESTMENTS GROUP

Capital Business

financial Nigeria

OXFORD BUSINESS GROUP

fDi Intelligence

MEDIA SCOPE NEWBASE NETWORK

中阿卫视 CATV

ACCOMMODATION TIMES

AFRICA BUSINESS.COM

الاقتصادي

ARAB Shipping News

AZERNEWS www.azernews.az

bayt The Middle East's #1 Job Site

BMI Research A Fitch Group Company

ANBA

CID The Center for Industrial Development

中国离岸 CHINA OFFSHORE

CONFERENCE locate.com

CLOUDS int WE AFRICA

CLUB OF MOZAMBIQUE

CONWAY

CrowdReviews Buyers Guide Based On Client Reviews

Cyprus

Cyprus Shipping News

Dubai Survival Guide

EUROMONITOR INTERNATIONAL

Exhibitors TV

FeedsFloor

Harvard Business Review

INQUIRER.NET

境外投资 INVEST IN

KABAYAN

MARITIMESKY

Newsweek

OilGasBid

SITE SELECTION MAGAZINE



thebusinessyear

T&G THE OIL & GAS YEAR

property time

## Head Office

Dubai, United Arab Emirates  
Annual Investment Meeting  
P.O. Box: 10161, Dubai  
T: +971 4 392 3232  
E: [info@aimcongress.com](mailto:info@aimcongress.com)

-  [aimcongress](#)
-  [annual investment meeting](#)
-  [aim\\_congress](#)
-  [the aim congress](#)
-  [aim\\_congress](#)

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

Organised by:

**strategic**  
MARKETING • EXHIBITIONS • CONFERENCES