Under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice-President, Prime Minister and Ruler of Dubai, the fifth edition of the Annual Investment Meeting was held at the Dubai International Convention & Exhibition Centre from 30 March to 1 April 2015. It was a memorable and most exciting event as the United Arab Emirates had the honour to welcome the representatives of one hundred and twenty four countries and more that fourteen thousand participants.

We are pleased to see the continuous growth of the Annual Investment Meeting, not only in terms of participants from a large number of countries representing different regions and continents, but also in terms of experts and FDI specialists and corporates. Also, the level of business concluded and cooperation agreements built are expanding year after year. This is a testimony to the importance and value of the event to the international investment community offering a unique platform to meet, discuss, network and explore new business opportunities generating tangible and fruitful results.

AIM 2015 proved once more to be a formidable conduit and a prime venue for policy makers and investors alike. Some 145 high-level dignitaries took part in AIM proceedings including heads and senior officials of international organizations and bodies such as FAO, ICC, CPLP, Lisbon Council / European Digital Forum, OECD, ESCAP and UN-Energy. The corporate world is starting to see the merit of such a global gathering as numerous enterprises from various economic sectors were widely represented.

I would like to take this opportunity to thank all the ministers and deputy ministers, ambassadors and senior officials of the United Nations system and the distinguished participants of the private sector as well as the experts for their continued support and interest in AIM.

The United Arab Emirates is happy to extend to all the international investment community an invitation to attend the sixth edition of the Annual Investment Meeting scheduled from 11 to 13 April 2016 in Dubai at the World Trade Centre. We will continue to strive to provide the AIM family with high quality content and another rich and exciting event to focus on the New World of Foreign Direct Investment, Key Features and Best Practices and the new developments that are shaping the global FDI landscape.
AIM 2015, 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.

**AIM 2015 ATTENDEES**

![Graph showing the number of participating countries, businessmen, and investors from 2011 to 2015.](image)

- **Billions of US$ projects announced in AIM 2015**
  - 14,687

- **Participating Countries**
  - 124

- **Businessmen & Investors**
  - 14,687

- **High-level dignitaries participated in AIM 2015**
  - 145

- **Exhibitors**
  - 410

- **Investment Promotion Agencies**
  - 85

- **Sponsors and Supporting Partners**
  - 56

- **Experts & FDI specialists in the Thought Leadership Conference**
  - 100+

- **B2B Meetings**
  - 1,388

- **Exhibition Space**
  - 8,000 sqm

- **Media Partners**
  - 119

- **Knowledge Partners**
  - 4

**PARTICIPATING HIGH-LEVEL OFFICIALS, COUNTRIES AND EXHIBITORS**

![Graph showing the number of high-level officials, countries, and exhibitors from 2011 to 2015.](image)

- **High-Level Officials**
  - 2011: 2
  - 2012: 46
  - 2013: 80
  - 2014: 103
  - 2015: 291

- **Countries**
  - 2011: 4
  - 2012: 28
  - 2013: 68
  - 2014: 84
  - 2015: 273

- **Exhibitors**
  - 2011: 6
  - 2012: 291
  - 2013: 112
  - 2014: 469
  - 2015: 1,388

**G2B & B2B MEETINGS**

![Graph showing the number of G2B and B2B meetings from 2011 to 2015.](image)

- **G2B Meetings**
  - 2011: 42
  - 2012: 120
  - 2013: 196
  - 2014: 642
  - 2015: 698

- **B2B Sessions**
  - 2011: 4
  - 2012: 16
  - 2013: 27
  - 2014: 39
  - 2015: 9

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**AIM 2015 ACHIEVEMENTS**

- 100+ participants in AIM 2015
- Billions of US$ projects announced in AIM 2015
- 119 Media Partners
- 4 Knowledge Partners
- 112 Participating Countries & Exhibitors
- 469 Sponsors and Supporting Partners
- 273 Experts & FDI specialists in the Thought Leadership Conference
- 2015: 2,300 high-level officials, 2,850 countries, 6,070 exhibitors
- 2015: 124 countries, 14,687 businessmen & investors
As we are embarking on the preparations of the Annual Investment Meeting 2016, the world economy continues to grow at a modest pace of an estimated 2.8 percent. Prospects of growth in developed economies are looking slightly better while growth rates in developing countries and economies in transition have become more divergent, with a sharp deceleration in a number of large emerging economies. The growth divergence between the various regions is widening in 2015. Sluggish global growth continues to impact negatively both investment and trade.

For investment, as it was highlighted in AIM 2015 Investment Report by Dr. Karl Sauvant, FDI flows in 2014 declined by 8 per cent to $1.3 trillion, mostly in developed countries. On the other hand, emerging markets did well as they attracted over half of world FDI inflows and they did this for the third year in a row. Growing markets are also consolidating their position as significant outward investors representing 39 per cent in world outward FDI, an extraordinary performance considering that their FDI outflows 10 years ago were negligible. As a consequence, we are witnessing a dramatic change in the direction and sources of FDI worldwide.

For 2015, trends in global FDI flows are uncertain according to the latest UNCTAD forecast. The fragility of the world economy, with growth tempered by hesitant consumer demand, volatility in currency markets and geopolitical instability will act as a deterrent for investors. The decline in commodity prices will also lower investments in the oil and gas and other commodity industries.

We are also observing that international investment is increasingly taking new forms. International enterprises are devising new modes of operation in their cross-border activities and broadening their investment models through the conclusion of minority joint ventures, management contracts in manufacturing and farming, sub-contracting, out-sourcing services and franchising or licensing. Outside the traditional multinational corporation model, there are also new forms of FDI such as M&As, sovereign wealth funds, and high net worth individuals or investment houses. The FDI landscape is changing dramatically creating a New World of FDI with new emerging forms of investment and new sources.

AIM 2016 will be the occasion to gather the world’s leading academics, experts and practitioners as well as policy makers to examine this emerging new world of foreign direct investment. The new forms of international investment as well as the new sources of FDI will be analysed in their scope and magnitude and experiences will be shared on how to attract them and benefit from them to achieve inclusive economic growth and sustainable development.
WHY ATTEND AIM 2016

- Have direct access to investors when they are actively seeking opportunities
- Apprise yourself of the latest location developments and get updates on new business and investment opportunities
- Understand the policies and regulations aimed at making countries attractive to investors
- Strengthen the competitiveness of national firms and facilitate your access to foreign markets, resources, technology and knowhow
- Maximize your organization’s exposure by attending all the sessions and various features of the event
- To be exposed to new ideas, contacts and resources
- To get insights into best practices and what is being planned and done by others to mitigate or eliminate downtime risks and failure mode
- For professional development and advancement

AIM 2016 EXPECTATIONS

140 Countries
15,000 Businessmen & Investors/Participants
100+ High Level Officials
500 Exhibitors
8,000 Square Meters of Exhibition

EXHIBITORS’ PROFILES

At the 2016 event, AIM is expecting more than 500 Exhibitors from 140 countries which will showcase products, services and projects from the following sectors.

- Aeronautics & Aviation
- Agriculture & Agribusiness
- Education
- Energy & Mining
- Finance, Banking and Insurance
- Food Industries
- Healthcare & Pharmaceutical
- Information Technology & Telecommunications
- Infrastructure & Logistics
- Investment
- Law & Legal Affairs
- Manufacturing
- Mining & Energy
- Real Estate & Property Investment
- Tourism & Hospitality
- Trade & Industry
- Transportation

PARTICIPANTS

- Ministries
- Investment Promotion Agencies
- Chambers of Commerce and Industry
- Industrial & Economic Free Zones
- Private Sector Companies and Family Offices
- Sovereign Wealth Funds
- Banks and other Financial Organizations
- International Organizations, Councils, Associations
- Government Officials
- Investors and Businessmen
- C Level Participants from Private Sector
- Entrepreneurs
- Financial and Legal Consultants
TAKE A CLOSER LOOK AT AIM 2016

MAIN FEATURES
- Thought-Leadership Conference
- Pre-conference Workshops
- Annual FDI Report
- Global Leaders Debate
- Ministerial Roundtable
- Exhibition
- Country Presentations/Investment Destinations

NETWORKING FUNCTIONS
- Investors’ Zone
- Meet the FDI Experts
- Strategic Networking Lunch
- Gala Dinner
- Express B2B Meetings
- UAE Business Site Visit
- Explore Dubai

AWARDS & CEREMONIES
- Investment Awards
- Opening Ceremony
- Closing Ceremony
- Signing Ceremony

ONLINE FEATURES
- Project Tank
- Connecting Business Globally
- B2B Matchmaking
For sources of FDI, we are equally witnessing a dramatic change in the composition of home countries where the traditional global players, the triad consisting of Western Europe, Japan and the United States are no longer the predominant investors. A new category of countries from growing markets have become significant outward investors as illustrated in the Annual Investment Report 2015, shaping a whole New World of FDI.

AIM 2016 will be the occasion to examine these new developments and discuss ways and means to attract investment from these new investment reservoirs.

AIM 2016 will produce a leading investment annual conference with a faculty of topnotch global experts, renowned academics and seasoned practitioners to enlighten AIM audiences with current investment trends and latest developments in an ever-changing and dynamic world of FDI.

The central focus of the AIM 2016 conference will be on the scope and scale of these NFIs. Some key questions are:

- What are the drivers and determinants pushing international enterprises to undertake these new production modes of operation?
- What are the policies that promote and facilitate such investments and best practices therein?
- What are the new investment promotion strategies targeting NFIs and how effective are they?
- What view to be taken of these new forms of investment from the development policy aspect?
- What are the implications on employment, job creation, technology and skills development, export generation as well as social and environmental impacts?

### Conference Schedule

**Day One**
**Monday, 11 April 2016**
- Global and regional FDI trends, new forms and sources of international investment
- New Forms of Investment, drivers and determinants, corporate views
- New forms of investment, policies and development perspectives

**Day Two**
**Tuesday, 12 April 2016**
- New sources of FDI, magnitude and key features
- Investment policies and strategies of Sovereign Wealth Funds (SWF)
- Strategies to promote and attract NFIs, successful case studies

**Day Three**
**Wednesday, 13 April 2016**
- Corporate Investment strategies of the new global players
- How to attract FDI from emerging countries, best practices and successful case studies
- Incentives and the new forms of international investment
The third edition of the AIM Investment Report will be presented at the opening of the Annual Investment Meeting on 11 April 2016. The Report is becoming a valuable new source of insight into FDI globally and in growing markets in particular. It is intended to serve as guidance to the conference and a solid basis to its deliberations, shedding light on the latest trends in foreign direct investment (FDI), Greenfield investment projects, and mergers and acquisitions (M&As) and their implications on frontier and emerging markets. AIM Investment Report 2016 will have a special focus on the new world of FDI including the emerging new forms of international investment and their policy implications on development as well as the new sources of FDI and their special characteristics.

**MAIN FEATURES**

**PRE-CONFERENCE WORKSHOPS**

AIM 2016 Workshops will be a series of presentations of 1.5 to 3 hours held prior to the event. These interactive presentations will be facilitated by a faculty of global FDI experts. It will be an enriching experience designed to provide attendees (a small group of 20-30 registered delegates) with a comprehensive overview of investment related topics. The informative approach of business facilitation will be combined with a tactical review of operational requirements through practical case studies.

Date: Afternoon of 10 April 2016

**ANNUAL FDI REPORT**

**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 2016: the New World of FDI, Key Features and Best Practices. Global leaders will have the opportunity to share their views and experiences as well as devise new proposals on how to attract and benefit from new international investment modes and mitigate any possible negative impacts as well as new sources of FDI. The goal is to search for concerted and sustainable solutions to further the cause of development in times of a continuous challenging and difficult world economic context.

**MINISTERIAL ROUNDTABLE**

AIM 2016 Ministerial Roundtable will allow Ministers in charge of investment, economy, finance, foreign trade, foreign affairs, and development cooperation, to discuss and share their views and lessons learnt as well as present their personal assessment on the central theme of the conference: "The New World of FDI, Key Features and Best Practices" and to find sustainable solutions to further the cause of development and promote cooperation in investment and trade between nations.

The Ministerial Roundtable is a high level forum with the primary aim to share visions and action plans through practical experiences to maximize FDI-induced development outcomes and to ensure policy coherence and effective investment in growth.
EXHIBITION
The Annual Investment Meeting (AIM) Exhibition will feature in its three-day event all the different industry projects and services catered for the investment growth of various participating developing regions.

Concurrently with the 6th edition of AIM is the Dubai Government Achievements Exhibition (DGAE). This will focus on promoting Foreign Direct Investments (FDIs) and effective ways to attract investors to various economy sectors in the UAE and the Gulf Region.

410 EXHIBITORS WERE AT THE AIM 2015

COUNTRY PRESENTATIONS/ INVESTMENT DESTINATIONS

THEME
Promotion of targeted investment opportunities especially technology driven projects

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

LENGTH
45 minutes per session

DATE
11 - 13 April 2016

13 COUNTRY PRESENTATIONS WERE FEATURED AT THE AIM 2015
STRATEGIC NETWORKING LUNCH

A cocktail lunch will be organized solely dedicated to senior high level representatives from government, the private sector, academia and social society to allow them to meet, network, exchange ideas and conduct business in a safe, confidential and comfortable environment. The event is by invitation only.


G2G Meetings

Government to Government (G2G) Meetings will be one of the features designed for high-government officials to discuss investment projects and prospective partnerships from different regions. This will be pre-arranged by the AIM Organizing Committee.

G2B Meetings

For the 6th edition of AIM, some 100 high-level officials are expected to participate representing various regions around the globe. It will be an opportune occasion for public authorities to interact with the private sector and discuss investment projects and cooperation agreements. These meetings can be facilitated by AIM Organizing Committee.

B2B Meetings

This feature will be made available to all registered participants who can communicate and set-up meetings prior to the event. LinkedIn profiles can be imported providing information to prospective counterparts. Meetings will be pre-set at 20 minute intervals throughout the conference in a special meeting place to be communicated at a later stage.

INVESTORS’ ZONE

A special zone at the venue will be dedicated to investors and sovereign wealth funds (SWF) interested in meeting prospective clients and participants at the Annual Investment Meeting 2016. The purpose of this new feature is to offer opportunities of strategic networking to promote business encounters and possibilities to develop new ventures and agreements. Meetings should be booked through AIM website.

GALA DINNER

A remarkable evening of fun and camaraderie will be attended by more than 1,000 guests to network and enjoy a rich cultural programme, live music, lavish dinner and witness the Investment Awards.
MEET THE FDI EXPERTS

A dedicated area in the Exhibition Hall will be available to allow meetings between interested parties and global FDI experts participating in AIM 2016. A large number of 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.

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.

EXPRESS B2B MEETINGS

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

UAE BUSINESS SITE VISIT

On the third and final day of AIM, there will be a Site Visit from noon onwards wherein participants will be given a real-time assessment of investment opportunities and returns in key projects in UAE.

The visit will include a briefing in addition to an eye-opening tour of the site project facilities.

EXPLORE DUBAI

On the fourth day or after AIM has finished, there will be an all-day complimentary tour of Dubai available to AIM delegates. It will be a great way to wrap up the entire experience of attending AIM and exploring the wonderful city of Dubai.

A complimentary lunch will be served as well.
To conclude the Annual Investment Meeting, Mr. Dawood Al Shezawi, the Chief Executive Officer of Strategic Marketing & Exhibitions, will give the closing remarks and thanks all delegates and attendees of the 3-day event.

OPENING CEREMONY

This grand inaugural opening will be highlighted by a speech to be delivered by UAE Minister of Economy Eng. Sultan bin Saeed Al Mansoori and some keynote speakers to welcome and thank thousands of delegates including high level country representatives, senior corporate executives and heads of International Organisations attending the Annual Investment Meeting.

INVESTMENT AWARDS

In a special ceremony to be held at the Gala Dinner, Investment Awards will be granted to select investment promotion agencies from each region of the world in recognition of their outstanding work in successfully attracting the best investment projects in their regions.

SIGNING CEREMONY

A special ceremony will be held for the signature of cooperation agreements and memoranda of understanding concluded by governments or with private sector representatives. The national and international media will be invited to attend this important event & information will be made available to interested parties.

CLOSING CEREMONY

To conclude the Annual Investment Meeting, Mr. Dawood Al Shezawi, the Chief Executive Officer of Strategic Marketing & Exhibitions, will give the closing remarks and thanks all delegates and attendees of the 3-day event.
CONNECTING BUSINESS GLOBALLY

Conscious of the important role that small and medium sized enterprises (SMEs) play as engines of growth and employment, one of the major goals of the Annual Investment Meeting is to serve as a strategic platform to connect SMEs globally and support them in meeting potential partners and financiers from other parts of the world. A special corner at AIM Exhibition 2016 will be devoted to SMEs to network, meet and explore opportunities of collaboration and partnership.

PROJECT TANK

AIM Project Tank is an online platform that connects Government or Private Projects Owners/Stakeholders with potential investors. It aims at offering limitless opportunities and creating solid bonds in a dedicated environment. It stimulates investment and project financing in sustainable business ventures and building conclusive partnerships. It will feature government and private projects and proposals delivered by stakeholders and will provide attending financiers with a fact and figure checked perspective on ongoing and future projects. To upload your project, please visit: www.aim-projecttank.com

B2B MATCHMAKING PORTAL

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

1,388
B2B Meetings Took Place
At the heart of one of the world’s richest regions, Dubai is a dynamic and rapidly expanding international business centre which is fast becoming a major force in the global economy. Awarded the honour of hosting the World Expo 2020, Dubai’s visionary governance combined with multi-cultural human capital has enabled the city to firmly establish itself as a key international hub for business and the destination of choice for foreign investment.

Dubai enjoys, without a doubt, one of the best locations on the planet. Situated halfway between Europe and Asia, few destinations take more than 8 hours direct flying time to or from Dubai. Just 7 hours from London, 4 hours from Nairobi, 3 hours from Mumbai, 8 hours from Hong Kong and a direct flight from the United States or Australia, Dubai is definitely a destination of choice for vacationing, living and business. Dubai’s luxurious airport, world-renowned duty free, award winning airline - Emirates and creation of a second airport, which will be the largest in the world, has established its position as a forerunner in the field of travel.

Tourists are free to enjoy a great number of activities as Dubai has beautiful beaches, a wide selection of water sports and exciting desert safaris. A renowned shopping destination, Dubai hosts the world’s only yearly shopping festival, and is home to some of the largest and most luxurious malls in the world. International sporting events such as the world’s richest horse race - the Dubai World Cup, the Dubai Tennis Championship and the Dubai Desert Classic have also put the city on the world sporting map.

For more information about Dubai, please visit the following website: www.dubaitourism.ae
# Annual Investment Meeting

The New World of FDI, Key Features and Best Practices

## HEAD OFFICE

DUBAI, United Arab Emirates

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### GERMAN & SPANISH - SPEAKING COUNTRIES

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### POLAND

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### RUSSIAN FEDERATION

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### SWITZERLAND

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