

10<sup>TH</sup>

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  
Vice President, Prime Minister of the United Arab Emirates and Ruler of Dubai

# ملتقى الاستثمار السنوي ANNUAL INVESTMENT MEETING

World's Leading Investment Platform

24 - 26 March 2020

Dubai, United Arab Emirates



وزارة الاقتصاد  
MINISTRY OF ECONOMY





**صاحب السمو الشيخ محمد بن راشد آل مكتوم**  
نائب رئيس الدولة رئيس مجلس الوزراء حاكم دبي

**HH SHEIKH MOHAMMED BIN RASHID AL MAKTOUM**  
Vice President, Prime Minister of the United Arab  
Emirates and Ruler of Dubai

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نضع خبرة دولة الإمارات في خدمة ومساعدة الأشقاء والأصدقاء حول العالم حرصاً منا على تشجيع التنمية الاقتصادية في هذه الدول، وتحقيق الرخاء والاستقرار لشعوبها

We put the UAE experience in the service of fraternal and friendly countries out of our keenness on encouraging economic development in these countries in order to achieve welfare and stability for their people.

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وزارة الاقتصاد  
MINISTRY OF ECONOMY



# INVESTING FOR THE FUTURE SHAPING GLOBAL INVESTMENT STRATEGIES

24 – 26 March 2020  
Dubai, United Arab Emirates

## Message from

# UAE Minister of Economy



The Annual Investment Meeting has, for almost a decade from its inception, reached significant milestones that have mostly benefited emerging world economies. In 2020, AIM will hold its 10<sup>th</sup> edition under the theme “Investing For The Future: Shaping Global Investment Strategies” and will discuss the investment trends and the future of sustainable investment under AIM’s Five Pillars - Foreign Direct Investments (FDI), Startups, Small and Medium Enterprises (SMEs), Foreign Portfolio Investment (FPI) and Future Cities and its special event One Belt One Road.

**I look forward to welcoming you at the 10<sup>th</sup> edition of the Annual Investment Meeting**

Global flow of FDI can be ideally improved, with tools and economic structure that can be capitalised on to lure investors from protectionist policies. However, despite a slowdown in several economies, the United Arab Emirates (UAE) continues to enjoy its global ranking of 27 on FDI inflows in 2018. The World Investment Report released this year by the United Nations Conference on Trade and Development further cements investor confidence in UAE.

UAE received foreign direct investments of \$10.4 billion in 2018, maintaining the lead as the top FDI recipient in the Arab world by drawing 36 per cent of inflows, and ranking second in West Asia by attracting 33.4 per cent of FDI into this region. FDI inflows into the UAE has hit \$10.385 billion in 2018, from \$10.354 billion in 2017, while outflows spiked from \$14.060 billion in 2017 to \$15.079 billion in 2018.

AIM recognises the economic impact of not only FDIs but other avenues of investments. AIM offers a unique opportunity for startups to learn from industry experts who will mentor them and share relevant experiences for their growth and success. AIM also highlights brilliant SME business projects traversing various industries and sectors to ensure entrepreneurs are equipped to actively participate in improving the nation’s economy and the welfare of its people.

As AIM acknowledges future cities solutions as the next destination for huge investments, it will also focus in assisting future cities solution providers by sharing expert knowledge and network, and by linking them with genuine investors. When countries cannot facilitate high FDI inflows, foreign portfolio investment (FPI) can be promoted. AIM attracts a multitude of investors including venture capitalists who are interested to diversify their portfolio. FPI can secure for a local business an infusion of assets in the form of stocks, bonds, and cash.

AIM 2020 special event One Belt One Road, will be organised to fully understand the investment opportunities within the Belt and Road Initiative. As AIM is expanding its economic scope, more stakeholders will be served, and more nations can fully enjoy the economic benefits of sustainable investments.

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

## Concept Note

# Investing For The Future: Shaping Global Investment Strategies



A number of world economies have witnessed a steep decline in FDI in the recent years. However, other sources of investments have sprung up, cushioning the blow of low FDI flows. On the bright side, developing countries focused on small and medium enterprises (SMEs), which played a crucial role in their economic growth.

SMEs contribute up to 60 per cent of total employment and up to 40 per cent of gross domestic product (GDP) in emerging countries. According to a World Bank study there are around 445million SMEs in the emerging markets; 25-30 million are formal SMEs, 55-70 million are formal microenterprises, and 285-345 million are informal enterprises. These local SMEs can be brought to international markets with the help of technology in the digital age.

Startups can play a crucial role in driving innovation, exploring the gaps in the world of SMEs as new industries are expected to ensure economic growth and sustainability to support 9.7 billion population by 2050.

### **WIDER & BIGGER**

Governments across the world are pushing smart city projects by embracing latest technologies such as Internet of Things, 5G, smart farming etc. This in turn will give a rise to technology companies which would lead to massive investments in developing the infrastructure for smart cities.

Smart cities are the future, and not a trend adopted by leading economies, with 60 per cent of the population are expected to live in cities by 2050.



# WIDER AND BIGGER, LINKING ECONOMIES FOR SUSTAINABLE GROWTH

ANNUAL INVESTMENT MEETING IS THE LARGEST INVESTMENT PLATFORM IN THE WORLD. AN INITIATIVE OF THE UAE MINISTRY OF ECONOMY, AIM HAS BEEN CONCEPTUALISED TO PROMOTE A HEALTHIER GLOBAL ECONOMY BY LINKING INVESTMENT OPPORTUNITIES TO FAST GROWING ECONOMIES.

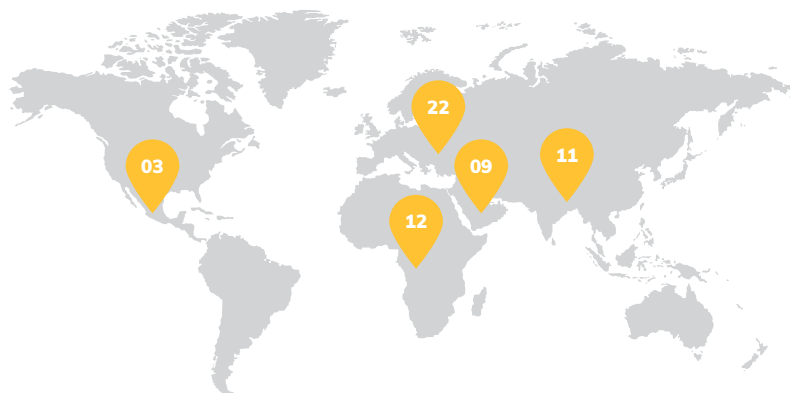
Since its inception almost a decade ago, AIM has consistently attracted the participation and support of government and ministries worldwide, infrastructure and project authorities, global investors, financial institutions, sovereign wealth funds, venture capitalists, site selectors, economic experts, investment professionals, international organisations and private corporations from nearly 150 countries.

Global participants gained an edge with knowledge shared during the Conference, Global Leaders Debate, and Capacity Building Workshops; advanced their business and investment agenda at the Investors' Hub; showcased their projects at the Exhibition; widened their network through AIM's networking features; and discovered startups with promising potential at Startup Innovation Showcase and Pitch Competition and smart solution providers during Future Cities Exhibition.

AIM has also been instrumental in providing its participants an essential journey to Learn, Showcase, Network, Invest, Recognise, and Socialise.



## MORE AND MORE COUNTRIES TRUST AIM TO PROMOTE THEIR ECONOMIC AGENDA



### 01 North & South America

- Brazil
- Canada
- USA

### 02 Africa

- Botswana
- Cameroon
- DR Congo
- Ghana
- Lesotho
- Mali
- Nigeria
- Rwanda
- Sierra Leone
- Somaliland
- South Africa
- Uganda

### 03 Europe & CIS

- Austria
- Azerbaijan
- Belgium
- Croatia
- Cyprus
- Finland
- France
- Germany
- Georgia
- Italy
- Kazakhstan
- Kosovo
- Netherlands
- Poland
- Portugal
- Russia
- Slovakia
- Spain

- Tatarstan
- UK
- Ukraine

### 04 GCC & Arab Countries

- Egypt
- Jordan
- Libya
- Morocco
- Oman
- Saudi Arabia
- Sudan
- Tunisia
- UAE

### 05 South / South East / East Asia

- Brunei
- China
- Hong Kong
- India
- Indonesia
- Japan
- Malaysia
- Pakistan
- Singapore
- South Korea

## AIM 2019 ACHIEVEMENTS

**143**

PARTICIPATING  
COUNTRIES

**436**

EXHIBITORS &  
CO-EXHIBITORS

**16,051**

VISITORS

**150+**

EXPERTS & FDI  
SPECIALISTS

**66**

HIGH-LEVEL  
DIGNITARIES

**256**

LOCAL AND  
INTERNATIONAL  
MEDIA



# LINKING INVESTMENT OPPORTUNITIES TO DEVELOPED, DEVELOPING, AND EMERGING ECONOMIES

More economies are set to benefit from 10<sup>th</sup> edition of AIM which aims to boost investor confidence through its Five pillars - Foreign Direct Investment, Startups, Future Cities, SMEs and Foreign Portfolio Investment and its special event One Belt One Road.



## FOREIGN DIRECT INVESTMENT

Transition your economy and benefit from the economic gains of sustainable foreign direct investment by presenting viable investment opportunities in your country, city or municipality.

Agribusiness  
Aviation  
Banking and Finance  
Energy and Mining  
Health Care  
Infrastructure  
IT & Telecommunications  
Manufacturing  
Real Estate  
Tourism and Hospitality  
Transportation



## SMALL AND MEDIUM ENTERPRISES

Find new sources of funding and financing solutions for your enterprises' development and expansion by presenting your business value and competitiveness to investors.

Agriculture  
Big Data and IoT  
Construction  
Consumer Retail  
Energy  
Finance  
Healthcare  
Manufacturing  
Real Estate  
Tourism and Hospitality  
Trade and Industry



## FOREIGN PORTFOLIO INVESTMENT

Improve your country's capital account position and link investors with your local business organisations by attracting investments in terms of stocks and bonds.

Aerospace  
Consumer Staples  
Energy  
Financial  
Healthcare  
Industrial  
IT and Telecommunications  
Manufacturing  
Real Estate  
Technology  
Utilities



## STARTUPS

Raise early stage venture capital or seed funding to start your business or to scale up your operation by showcasing top-end revenue and growth potential of your startup business.

Agtech  
Artificial Intelligence  
Edtech  
Fintech  
Healthtech  
IoT  
IT and ICT  
Logistics  
Retailtech  
Transportation  
Virtual Reality and Gaming  
Wearable Technology



## FUTURE CITIES

Secure funding to fast-track commercialisation of future cities projects by presenting a diversified portfolio.

Education / Edutech  
Energy / Utilities / Renewables  
Finance / Banking / Fintech  
Food & Beverage  
Healthcare  
Infrastructure  
Logistics  
Robotics  
Smart Cities  
Sustainability / Environment  
Technology / ICT / Telecom / AI  
Transportation



## ONE BELT ONE ROAD

A special event on the sidelines of AIM which will unlock huge investment opportunities within the Belt and Road Initiative to create investment partnerships in:

Agriculture  
Aviation  
Energy  
Healthcare  
Infrastructure  
IT and ICT  
Manufacturing  
Maritime  
Real Estate Development  
Trade and Industry  
Transportation



## UNFOLDING OPPORTUNITIES FOR SHARED ECONOMIC PROSPERITY

*AIM has been a platform for the world's economies to attract investments by supporting international governments, cities and municipalities with knowledge and expertise on prevailing economic structures and policies that guarantee the confidence of investors. The 10<sup>th</sup> Edition of AIM will reach a bigger economic scope through its various and new features.*



## LEARN

### CONFERENCE

A platform where brilliant ideas, best practices, and ideal business-friendly policies are shared with participants. Under this feature is the Global Leaders Debate and Plenary Sessions where leaders from the investment community take part to discuss the salient points of each of the five pillars of AIM.

### WORKSHOPS

A series of interactive presentations which aim to enrich the experience, knowledge and capability of the participants, and to assist them in attracting the required investment.

### REGIONAL FOCUS SESSIONS

A programme of regional talks analysing a featured region's economic landscape, discussing the region risks, challenges, and opportunities to grow through regional cooperation.

### REGIONAL OPEN ECONOMY FORUM

Participating regions can discuss investment opportunities as well as explore trade opportunities that will be mutually beneficial to both regions.

### ONE BELT ONE ROAD

A platform to unravel huge and viable investment opportunities within the Belt and Road Initiative by presenting Belt & Road projects. The Belt and Road run through the continents of Asia, Europe and Africa, connecting the vibrant East Asian economic circle at one end with the developed European economic circle at the other. The Belt and Road is expected to include some 65 countries, 4.4 billion people and about 40 percent of global GDP.

### AIM INVESTMENT REPORT

The report will equip AIM participants with knowledge on investment destinations, best practices, and investment trends.

### GRAND OPENING CEREMONY

A prominent feature that sets the tone of the event and is formally opened by UAE's top government leaders and officials. This activity is highly participated in by prominent world leaders, influential investors, investment experts and country delegations.





## SHOWCASE

### EXHIBITION

Local and international exhibitors feature their industry projects and services aimed at achieving economic growth for their country and region. The AIM 2020 Exhibition will feature countries, smart city solution providers, start-up companies aiming for global operations, SMEs seeking operational expansion, feasible projects for portfolio investors, and investment opportunities within the Belt and Road Initiative.

### INVESTMENT DESTINATIONS

Provides municipalities, cities, and countries an ideal platform to promote investment opportunities at their location. This feature will also allow each of AIM's five pillars a global and competitive platform where their sector can be promoted to investors onsite. This feature will accommodate at least 16 country presentations.

### STARTUP PITCH COMPETITION

A shortlist of startups will be eligible to pitch their business projects to a panel of judges who are experts in the fields of entrepreneurship, technology, and business management. Winning startups will receive cash prizes, gain the opportunity to be mentored by industry experts, and maximise the potential to attract funding for their business.

### STARTUP ROADSHOWS

A series of roadshows in partnership with startup incubators will be staged to discover startups with huge potential to expand and to penetrate the market with confidence.

### CONGLOMERATE INVESTMENT PRESENTATIONS

Large multi-industry groups will present their investment roadmap and key sectors of interest to an impressive roster of AIM investment promotion agencies, SMEs, government officials who are keen in making sustainable investment in their countries.





## NETWORK

### B2B, G2B & G2G MEETINGS

High-level meetings between and among government officials, and with the private sector will be held in a secured environment. Participants can confidentially discuss mutually beneficial cooperation agreements and explore investment partnership.

### HIGH-LEVEL NETWORKING LUNCH

A strategic networking lunch for senior high-level government representatives, top-tier officials from the private sector, renowned individuals from the academia, and social luminaries. This allows participants to meet, network, and build business relations.

### EXECUTIVE BREAKFAST, LUNCH & DINNER

Participants can continue expanding their network during sponsored breakfast, lunch, and dinner, or can simply reconnect with old contacts in a very relaxed and casual environment.

### GALA DINNER

A celebratory and festive event attended by thousands of guests and delegates who also maximize the opportunity to network and promote their investment agenda. The evening will also hold the Investment Awards and Investor Awards for their excellence in the promotion of sustainable investments.





## INVEST



### INVESTORS' HUB

Investors' Hub Representatives of top investment houses, investment corporations, development banks, sovereign wealth funds and portfolio investors meet with official government envoys in a formal and secured setting conducive to the formation of investment partnership and collaboration.



### INVESTMENT ROUND TABLES

Country, city or municipal business sectoral representatives will be invited to present their projects and investment opportunities in a set up that allows them to meet targeted investors and business professionals.

## RECOGNISE

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### INVESTMENT AWARDS

AIM recognises the stellar contributors of Investment Promotion Agencies in promoting and securing investment for a particular location. Investment Awards are given to investments made to regions and countries that have resulted to significant economic growth, providing improved quality of life to people.

### STARTUP AWARDS

Startups will be honoured at AIM for their innovative business model and brilliant application of

technology for their business. This provides a unique opportunity for startup awardees to be recognised further by AIM global investors.

### INVESTOR AWARDS

AIM honours significant investments made by individuals, corporations, organisations and government institutions to economic, trade, and development projects in various regions, countries, cities, and municipalities.

### FUTURE CITIES AWARDS

Smart city solutions provider will be recognised for their brilliant ideas that are aligned to achieve increased operational efficiency and productivity, sustainability, and economic growth.

### SME AWARDS

AIM will honor SMEs who have contributed to the nation's growth through generation of more jobs, by fostering innovation, and for inspiring SMEs around the globe with their impressive entrepreneurial skills.



## SOCIALISE

*Rapport-building activities- Fun Run, AIM World Cup, Dubai Opera, and Culture & Heritage Attractions, will be held prior to the event proper to create a spirit of camaraderie among participants and appreciation of other cultures and traditions.*



## JOIN THE 10<sup>TH</sup> EDITION OF AIM AS IT MARKS ANOTHER MILESTONE

*In the past years, AIM has been instrumental in linking investment opportunities to emerging economies, driving the flow of FDI across industries and sectors. And now, the 10th edition of AIM is set to further expand its economic scope serving more stakeholders, and more nations can fully enjoy the economic benefits of sustainable investments.*





## WHY ATTEND

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**REDIRECT** foreign direct investments to your country or region by promoting your viable project to Sovereign Wealth Funds (SWF), private funds, multinational corporations, and institutional investors.

**SECURE** funding for your startup company by pitching your project to genuine investors, and gain competitive edge from industry experts through their mentorship and business network.

**EXPAND** your business enterprise by linking with potential investors who are keen to invest in SMEs.

**PRESENT** attractive opportunities to investors who are looking to diversify their portfolios.

**GAIN** investment advantage within Belt & Road Initiative.

**NETWORK** with 20,000 participants from 150 countries for future investment partnership.

**LEARN** the latest trends and global investment destinations for FDIs, SMEs, startups, future cities and foreign portfolio investments.





## LOGISTICAL INFORMATION

*VENUE The 10<sup>th</sup> Edition of the Annual Investment Meeting will take place at the Dubai World Trade Centre in Dubai, UAE. DWTC is a world-class trade and exhibition venue equipped with state-of-the art facilities. Every year, DWTC holds a wide range of large scale events in the region and attracts millions of trade and event participants and exhibitors.*



Being the world's stopover city with flight connection to almost all cities around the world, it will be easier for investors from around the world to start their business. Ranked high in the Ease of Doing Business Index, it offers investor-friendly economic policies and even 100 per cent foreign ownership in selected sectors. The business opportunities are no longer confined to freezones.

### TRAVEL AND ACCOMMODATION

Dubai's flag carrier, Emirates Airline, offers exclusive discounts to AIM delegates. The airline operates over 3,600 flights per week to more than 150 cities in 80 countries. AIM delegates can also avail of special rates from partner hotels which are accessible to the venue, to regional and international airports, and to most locations frequented by tourists. To avail of these exclusive rates and discounts on flight and accommodation choices, visit: [www.aimcongress.com](http://www.aimcongress.com).

### VISAS

67 nationalities can avail of UAE visa upon arrival. For visa facilitation purposes, official invitation letters may be requested from the AIM Organising Committee at [info@aimcongress.com](mailto:info@aimcongress.com)

### ENTRY PERMIT

67 nationalities can avail of UAE visa upon arrival. Delegates who would require assistance to secure UAE visa will be accommodated by AIM. Official invitation letter for visa procedure can be requested from the Organizing Committee.

### REGISTRATION

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

## SPONSORS AND PARTNERS





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