



Strategic Partner



الإمارات العربية المتحدة  
وزارة التجارة الخارجية  
UNITED ARAB EMIRATES  
MINISTRY OF FOREIGN TRADE



**Annual Investment Meeting  
10 - 12 May 2011**

Dubai International Convention & Exhibition Center

“Planning, Assessing and Investing in Emerging Countries & High Growth Regions”

Institutional Partner



Official Investment Promotion Partner



World Association of  
Investment Promotion  
Agencies

### Strategic Partner



## A Statement from H.E. Sheikha Lubna Bint Khalid Al Qasimi Minister of Foreign Trade, United Arab Emirates

As part of the Ministry of Foreign Trade's (MoFT) constant commitment to adopting outstanding initiatives and programs that help promote the UAE's regional and global reputation as one of the Middle East's leading trade gateways, it is my pleasure to announce the first edition of the Annual Investment Meeting (AIM 2011) to be held from May 10th to 12th, 2011 at the Dubai International Convention and Exhibition Center. It will be the first event of its kind in the Middle East to bring on one platform investment opportunities from all over the world. AIM 2011 gives your entity a unique chance to meet prospective investors as well as - study potential investment opportunities existing in emerging markets all over the world. AIM 2011 is designed as an exceptional meeting venue where

international investors interested in realistic, scalable, sustainable and long-term investment opportunities can connect with business leaders and key decision makers of the current top emerging cities and countries in the world.

The UAE Government's approach and trade strategies are complemented by events such as AIM 2011, which in-depth market studies have shown to add value to the national economy, achieve economic and commercial feasibility and satisfy the investment demands of the state. The UAE has always been a pioneer in various fields and will once again be the first to organize an event which revolves around the stimulation of economic growth.

### Institutional Partner



The United Nations Conference on Trade & Development (UNCTAD) promotes the development-friendly integration of developing countries into the world economy. UNCTAD has progressively evolved into an authoritative knowledge-based institution whose work aims

to help shape current policy debates and thinking on development, with a particular focus on ensuring that domestic policies and international action are mutually supportive in bringing about sustainable development. The organization works to fulfill this mandate by carrying out three key functions:

- It functions as a forum for intergovernmental deliberations, supported by discussions with experts and exchanges of experience, aimed at

consensus building.

- It undertakes research, policy analysis and data collection for the debates of government representatives and experts.
- It provides technical assistance tailored to the specific requirements of developing countries, with special attention to the needs of the least developed countries and of economies in transition. When appropriate, UNCTAD cooperates with other organizations and donor countries in the delivery of technical assistance.

### Official Investment Promotion Partner



H.E. Alessandro Teixeira,  
Executive Minister of Development, Industry and Trade - Federative Republic of Brazil  
President WAIPA  
Former CEO of ApexBrasil

Created in 1995, WAIPA (the World Association of Investment Promotion Agencies) has consistently provided its Member agencies in 164 countries with a solid "Knowledge Sharing" base

from which to build upon – as Member IPAs (Investment Promotion Agencies) devise and review their FDI (foreign direct investments) promotion strategies and their facilitation services for overseas businesses seeking to invest. Established under Swiss law, WAIPA has increasingly been regarded as a de facto international organization – providing a collective voice to its Members and bringing awareness to the significant role they play in enhancing local development. From its early inception, WAIPA has

dedicated (and continues to dedicate) time and effort towards building the human resources capacity of its Member entities.

With a balanced view of private sector expectations – when investing – and governments' needs to sustain growth (and foster development) WAIPA is open to assist its membership when reviewing local investment policy or assessing the overall attractiveness of their country, or region, as a destination for FDI. For information, contact info@waipa.org.

## Introduction

The Ministry of Foreign Trade of the United Arab Emirates is proud to introduce the first edition of the **Annual Investment Meeting (AIM 2011)** scheduled from 10<sup>th</sup> to the 12<sup>th</sup> of May, 2011 - at the Dubai International Convention and Exhibition Centre, United Arab Emirates.

The continuing shift in the world's economic order forces emerging economies and high-growth countries to continually craft and implement new strategies aimed at growing their global market share and maintaining their competitive edge. Countries vying for top rankings in the global competitiveness index must enhance investors' perception of the advantages of their location. The task of building and sustaining their image as a world-class investment destination has never been so relevant. An assessment of the developing economies foreign and international cooperation policies reveals a common consensus among central and local governments, foreign trade ministries, chambers of commerce, tourism boards in devising long term strategies to attract inward FDI.

The **Ministry of Foreign Trade of the United Arab Emirates** has taken the initiative to set up the **Annual Investment Meeting (AIM)** in order to bolster trade relations, renew reciprocal business commitments, and ignite strategic investments from global investors towards high growth economies.

**The AIM paramount mission is to encourage FDI and unravel country-specific PPP opportunities by showcasing represented countries economic potential.**

The AIM in Dubai will feature government recognized proposals delivered by key government officials and private sector top executives and will provide attending financiers with a fact & figure checked perspective on ongoing and future projects. The meeting will offer a reliable environment to build conclusive partnerships & solid bonds between investors and projects developers, to make strategic and informed investments in emerging economies' growth sectors and to discuss structured project financing in sustainable business ventures.

The AIM is a three-day industry and investment-focused event with various features and events aimed at fostering international trade cooperation.

### Features

- AIM Exhibition
- AIM Conference
- AIM Country Presentations
- AIM Ministerial Leadership Roundtables
- AIM Investment Agencies Roundtables
- WAIPA Working Sessions
- AIM One-to-One Meetings
- AIM Matchmaking Symposium
- AIM City Mayors Roundtables
- UNCTAD Investment Showcases
- UNCTAD Green Investment Meetings

The AIM will exclusively target decision-makers from the world's most prominent trading, investment & banking communities, diplomatic missions represented in the UAE and region-specific industrialists invited by embassies, government officials and business leaders.

## AIM 2011 Formula

AIM 2011 Exhibition	AIM 2011 Investors' Club	AIM 2011 Forum	AIM 2011 Leadership Roundtables
Country Pavillions	AIM Matchmaking Symposium	AIM Conference	AIM Ministerial Roundtables UNCTAD Green Investment Meeting
IPA Pavillions	AIM One-to-One Meetings	AIM Country Presentations UNCTAD	AIM City Mayors Roundtables
Industry Sectors Pavillions		WAIPA Working Sessions	WAIPA Investment Agencies Roundtables

AIM Agenda

Day	Time	Activity	Topic	Country									
Thursday 12 <sup>th</sup> May 2011	Forum	Workshops	Workshop Topic 3										
		Country Presentations	Country 23 & 24	Country 25 & 26									
		Conference	Sessions	Sessions									
	Investors' Club	One-to-One Meetings	One-to-One Meetings Activities										
		Leadership Roundtables	Investment Agencies Roundtables										
		Matchmaking Symposium	Matchmaking activities										
	Exhibition	Exhibition activities											
		Closing of the Event											
	Wednesday 11 <sup>th</sup> May 2011	Forum	Workshops	WAIPA Working Sessions									
			Country Presentations	Country 9 & 10	Country 11 & 12								
			Conference	Sessions	Sessions								
Investors' Club		One-to-One Meetings	One-to-One Meetings Activities										
		Leadership Roundtables	Ministerial Roundtables	Ministerial Roundtables									
		Matchmaking Symposium	Matchmaking activities										
Exhibition		Exhibition activities											
		Recess											
Gala Dinner													
Tuesday 10 <sup>th</sup> May 2011		Forum	Workshops										
			Country Presentations	Country 1 & 2	Country 3 & 4								
	Conference		Sessions	Sessions									
	Investors' Club	One-to-One Meetings	One-to-One Meetings Activities										
		Leadership Roundtables	Cities' Mayors Roundtables										
		Matchmaking Symposium	Matchmaking Activities										
	Exhibition	Exhibition activities											
		Opening Ceremony & Speech											
	Recess												
	Forum Speakers & Attendees Cocktail Reception												
	08:00	09:00	10:00	11:00	12:00	13:00	14:00	15:00	16:00	17:00	18:00	19:00	20:00

 Lunch  
 Networking Break

Who will participate

- All government department and specifically:**
- Government Departments and Authorities for Land Promotion and Development
  - Diplomatic missions
  - Urban Planning & Cities' Master Planning Departments
  - Municipality's Bids and Contracts Departments
  - City Promotion Agencies
  - Investment Promotion Agencies
  - Economic Development Authorities
  - Regional Development & Investment Zones
  - Sustainability and Green Buildings Projects
  - Healthcare Project Developments
  - Health Tourism Infrastructure
  - Free Zones
  - Trade & Economic Cooperation Agencies
  - Chambers of Commerce
  - Ministries of Economy & Industry
  - Government-owned Banking & Investment Corporations
  - National Tourism Promotion Boards, Councils & Authorities
  - Public Housing Departments
  - Ministries of Energy & Environment
  - Renewable Energy Development Boards
  - Road & Transportations Authorities
  - Maritime Logistics & Infrastructure Development Boards
  - Rail Networks (heavy & light) Project Development Authorities
  - Waste Management Agencies
  - Telecommunication Authorities
  - Education & Health Institutions

- All economic stakeholders, financiers, investors and specifically:**
- Financial Institutions (pension funds, real estate funds, private equity funds...)
  - Research Institutions & Specialized Universities
  - Investment Banking
  - Insurance Companies
  - Corporate Real Estate Management Companies
  - Property Developers
  - Sole Investors
  - Venture Capitalists Firms
  - Landowners
  - Law Firms & Consultants
  - REITS
  - Other Growth Sectors

Key Sectors

- Manufacturing
- Financial Services, Insurance & Banking
- Microfinance (credit, insurance, banking)
- Renewable Energy
- Mining
- Real Estate & Property Development
- Tourism & Hospitality
- Defense & Aeronautics
- Health Services & Infrastructure
- Telecommunications
- Agribusiness
- Transportation Infrastructure
- Carbon Management & Trading
- IT & New Media
- Commodity Trading
- Waste Management
- Petrochemicals



### Benefits for Government Agencies, Semi-public Sector & Private Companies

AIM is an opportunity and a tribune for national & foreign government authorities & agencies to:

- Offer realistic facts & figures checked economic briefing
- Communicate on countries' economic health, present key growth sectors and future directions
- Market multi-sector projects & country's key benefits to foreign individual & institutional investors
- Discuss taxation, fiscality & regulation for investment in public projects
- Disclose the benefits and advantages of outbound and inbound investment
- Present financiers with suitable investment options (PPP or PPA, Hybrid)
- Provide methodologies to facilitate direct investment in government-led projects
- Strengthen investors' confidence in the sustainability and longevity of ongoing or planned projects
- Submitting tenders for municipal, regional & country-wide infrastructure development projects

### Benefits for Investors, Financiers & Venture Capitalists

The attending audience at the AIM will gain invaluable insights in international investment practices & opportunities including:

- Analysing country-specific investment potential
- Assessing the risks attached to investing in a given country and gathering strategies to help insulate investment
- Review the country's political stability, taxation framework, foreign business operations, cultural environment
- Building reliable investment portfolios while changing primary investment locations
- Identifying investment options in a transitioning economy
- Forming strategic bonds with government institutions presenting projects
- Determining country-specific FDI dynamics
- Review investment performances and ROI opportunities

- Defining actionable strategies to better understand complex investment decisions
- Exchanging lessons learnt & best practices from top private & public investors
- Diagnosing high performance potential in overseas investment opportunities
- Devising comprehensive investment plan to remove obstacle and avoid blind spots
- Seizing PPP options

### AIM Exhibition

AIM 2011 Exhibition will be the ultimate platform where government entities and agencies from across the globe will showcase their know-how and present visitors with up-to-date information about their respective country's economic growth potential, their inbound & outbound investment capabilities and reliable business opportunities.

#### Exhibitors' Profile

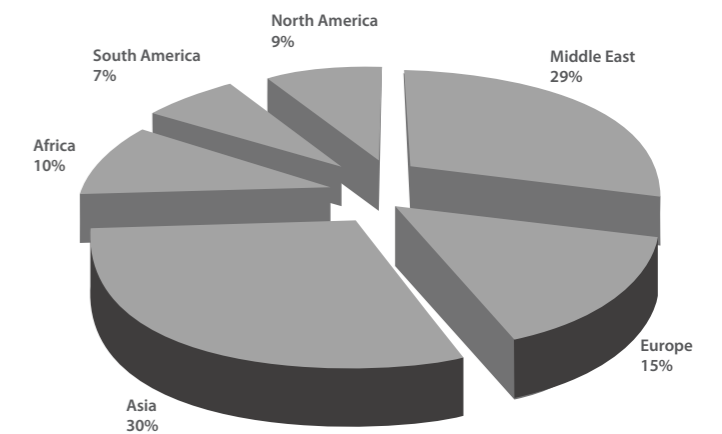
- National & regional investment Promotion agencies
- Free zone management companies
- Maritime, air, terrestrial transportation authorities
- Economic development authorities
- Chambers of Commerce
- Trade promotion authorities
- Tourism development and promotion agencies
- Real estate & property development corporations
- Banks and financial institutions
- Municipalities & urban planning boards
- Mining & energy supply and infrastructure management companies
- Commodities trading
- Agriculture & Rural industries

#### Visitors' Profile

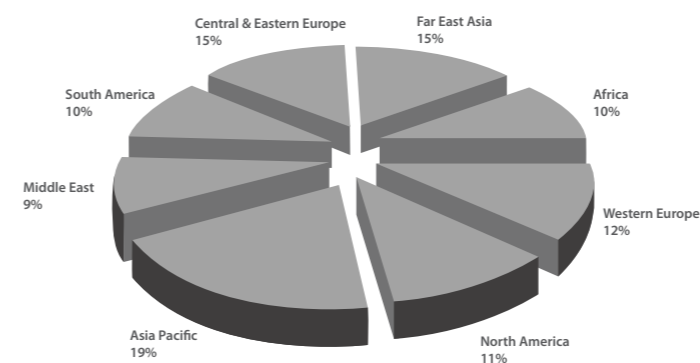
- Wealth Fund Managers
- Government officials
- Private Promoters (Private Sector)
- Individual Investors
- Entrepreneurs
- Chairman, President & C-level executives from:

- Financial sector
- Energy
- Agribusiness
- Telecommunications
- Construction
- Real Estate
- Tourism & Hospitality
- Mining & Commodities
- Transportation
- Defense & Aeronautics
- Law firms
- Consultancies
- IT Industry

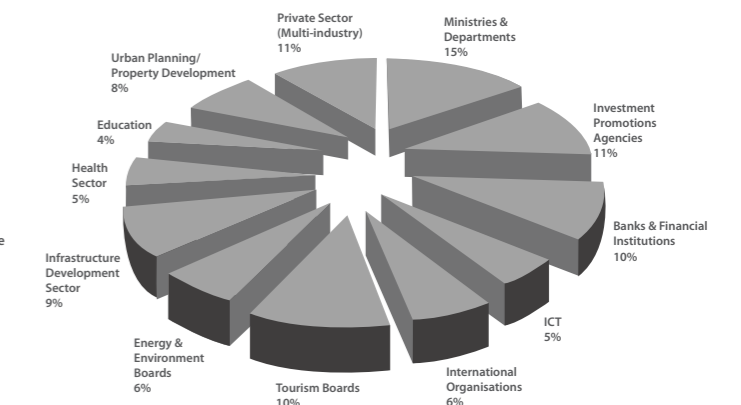
#### Visitors' Geographical Breakdown



#### Exhibitors' Geographic Breakdown



#### Exhibitors' Profile



## AIM Forum

The **Annual Investment Meeting Forum** serves as a tribune “the world’s” renowned industrialists and key stakeholders to devise innovative strategies for reliable investment planning and explore opportunities stemming from the new shift in the world economic order.

The ultimate goal of the **Annual Investment Meeting Forum** is to provide the audience through the series of keynotes sessions and case studies (during the **conference** & the **workshops**) & through the **country presentations**, a realistic insight on FDI trends & foreign cooperations status and in-depth review of investment opportunities arising from economically resilient markets.

## AIM Conference

**Date**  
May 10 - 12, 2011

**Time**  
3 day event

**Format**  
Series of 20mn presentations + 10mn Q&A

**Access**  
Open

**Location**  
Dubai International Convention & Exhibition Center

**Presenters**  
Government Officials, Business Leaders, Renowned Field Experts, Private Sectors, G level executives

**Concept**  
The **Annual Investment Meeting Conference** is designed as a thought leadership conference for C-Level executives and world-class decision makers. **The Annual Investment Meetings Conference** is a unique event created to bring together the world’s leading institutional investors, private financiers, high profile government officials & assets owners who will convene to discuss the key requirements of today’s foreign direct investment trends.

The AIM Conference seeks to provide a platform to launch action plans based on a common vision. Through practical experience, participants will seek to

maximize FDI-induced development and policy coherence. We anticipate discussions will set forth basic principles and guidelines for the review and development of investment policies. Hopefully, participants will consider the AIM Conference an important contribution to international trade, foreign investment and international cooperation.

### The topics covered by the AIM Conference will range from:

- Trade policies & International Cooperation Agreement
- FDI analysis
- Emerging Market Outlook
- Country-specific investment risk assessment and potential

Date	Structure	Focus	Presenters
Tuesday, May 10th, 2011	Scheduled sessions (keynote & case studies)	Growth Sectors’ Identification Host Economies Assessment Economic Development Impact	Ministers & Diplomats IPA’s CEO Private Sector C- Level
Wednesday, May 11th, 2011	UNCTAD Green Investment Meeting	FDI Global Analysis Competitiveness Indexes	Ministers International Organizations Private Sector
Thursday, May 12th, 2011	Scheduled sessions (keynote & case studies)	BRIC + South Africa Risk Assessment Return on Investment	Ministers & Diplomats IPA CEO Private Sector C-Level

## AIM Country Presentations

**Date**  
May 10 -12, 2011

**Time**  
3 day event , from 10 AM to 6 PM

**Format**  
Series of 20mn project presentations + 10mn Q&A

**Access**  
Open

**Location**  
Dubai International Conventions & Exhibitions Center

**Presenters**  
Government Officials, Business Leaders

**Concept**  
The **Annual Investment Meeting Country Presentations** are a show case of ongoing and planned projects presented by national and international government institutions. The **AIM Country Presentations** will feature government recognized proposals delivered by stakeholders and will provide attending financiers with a fact & figure checked perspective on ongoing and future project.

The expected outcome of the AIM Country Presentations will 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 bulk of the country presentations will come from the BRIC (Brazil, Russia, India and China) and all emerging countries in Africa, Asia, East Asia, Central & Eastern Europe, North & South America.



Date	Structure	Focus	Presenters
Tuesday, May 10th, 2011	Scheduled country presentations	Middle East & Asia	IPA’s CEO Private Sector
Wednesday, May 11th, 2011	UNCTAD Investment Showcases	UNCTAD Countries	Ministers IPA CEO’s Private Sector
Thursday, May 12th, 2011	Scheduled country presentations	Europe, America & Pacific	IPA CEO’s Private Sector

## AIM Workshops

- Date**  
May 11 - 12, 2011
- Time**  
2 day event
- Format**  
Series of 1 h30/2hrs presentations + Q&A
- Access**  
Open - Registration
- Location**  
Dubai International Conventions & Exhibitions Center
- Presenters**  
Internationally acclaimed experts
- Concept**  
**AIM Workshops** will be a series of 1 hour 30 min seminars held during the event. These interactive presentations will be an enriching experience designed to provide attendees (small group of 20-30 registered delegates) with a comprehensive overview of the topics, an informative approach of the business at hand and a tactical review of their operational requirements. AIM Workshops delegates will take away reliable methodologies applicable to their day-to-day management and overall professional duties.
- Key topics:**
- How to develop a risk-free investment plan
  - How to anticipate changes in the Investment environment
  - PPP Projects (key conditions & requirements)
  - Branding a Country



Date	Structure	Focus	Presenters
Wednesday, May 11th, 2011	WAIPA Working Sessions	IPA Strategies	WAIPA Experts & IPA C-Level
Thursday, May 12th, 2011	Scheduled workshops	Branding a country Investment Guidelines PPP Management	IPA Experts Private Sector

## AIM Investors' Club

- Concept**  
**AIM Investors' Club** is the exclusive meeting platform for informative and fruitful business appointments for senior government officials & top business executives. The event is a registered members'-only policy and offers two options: AIM One-to-One Meetings for B2B purposes and AIM Matchmaking Symposium for B2G (business to government & G2G (government to government) meetings.

## AIM One-to-One Meetings

- Date**  
May 10 - 12, 2011
- Time**  
3 day event from 10AM to 6PM
- Format**  
Multiple pre-arranged 30 mn meetings
- Access**  
Registered visitors & projects promoters
- Location**  
Dubai International Convention & Exhibitions Center
- Presenters**  
Government Representatives, Business Leaders

**Concept**  
**AIM One-to-One Meetings** from May 10th to May 12th, 2011, offer an ideal platform to interact with international project developers & promoters. AIM One-to-One will provide registered members detailed information about all participating investors and their strategic business needs through a secure platform. AIM One-to-One aims at becoming an exclusive and prestigious client portfolio builder and long-term business relationship enabler.

## AIM Matchmaking Symposium

- Date**  
May 10 - 12, 2011
- Time**  
3 day event
- Format**  
Multiple pre-arranged 1 hour meeting
- Access**  
Registered exhibitors & visitors
- Location**  
Dubai International Conventions & Exhibitions Center
- Presenters**  
Government Representatives, Business Leaders

**Concept**  
**AIM Matchmaking Symposium** from May 10th to May 12th 2011, similar to the One-to-One meetings, offers direct interaction between investors and government officials. **AIM Matchmaking Symposium** is a B2G & G2G meeting platform.



## AIM Leadership Roundtables

### Date

May 10, 11, 12 2011

### Time

3 day event

### Format

Series of 2 hours exclusive & strategic discussions

### Access

By invitation only

### Location

Dubai International Convention & Exhibitions Center

The **Leadership Roundtables** are meant to create a unique atmosphere that prevails at one of the upcoming investment-focused international leading events. The by invitation-only **AIM Leadership Roundtables** for Ministers, City Mayors & Investment Agencies will give **AIM** esteemed guests an opportunity to forge valuable personal contacts in an executive business environment. The exceptional importance of the **Roundtables** will stem from the presence of an impressive range of high ranking official (head of states, ministers, ambassadors, city mayors...) from all five continents.

## AIM 2011 Geographic Focus



### North America

Canada  
Mexico  
United States of America

### South America

Argentina  
Brazil  
Chile  
Colombia  
Dominican Republic  
Grenade  
Puerto Rico

### Africa

Algeria  
Angola  
Botswana  
Comoras  
Egypt  
Ethiopia  
Ghana  
Kenya  
Libya  
Mauritius  
Morocco  
Mozambique  
Namibia  
Nigeria  
South Africa  
Sudan  
Swaziland  
Tanzania  
Tunisia  
Zimbabwe

### Middle East

Bahrain  
Iraq  
Jordan  
Kuwait  
Lebanon  
Oman  
Palestine  
Qatar  
Saudi Arabia  
Syria  
United Arab Emirates  
Yemen

### Europe

Armenia  
Austria  
Belgium  
Cyprus  
Czech Republic  
Estonia  
Finland  
France  
Germany  
Greece  
Hungary  
Iceland  
Ireland  
Italy  
Latvia  
Lithuania  
Macedonia  
Netherlands  
Poland  
Portugal  
Romania  
Spain  
Sweden  
Switzerland  
Turkey  
Ukraine

### Asia & Asia Pacific

Australia  
China  
India  
Indonesia  
Japan  
Kazakhstan  
Malaysia  
Mongolia  
Pakistan  
Philippines  
Russia  
Singapore  
South Korea  
Sri Lanka  
Turkmenistan  
Uzbekistan  
Vietnam

	Tuesday May 10th, 2011	Wednesday May 11th, 2011	Wednesday, May 11th, 2011	Thursday May 12th 2011
	1:00 PM to 3:00 PM Cities' Mayors Roundtables	10:00 AM to 12:00 PM UNCTAD Green Investment High Level Meeting	1:00 PM to 5:00 PM Ministerial Level Roundtables	10:00 AM to 5:00 PM WAIPA Investment Agencies Roundtables
Chairman		UNCTAD C-Level	Her Excellency Sheikha Lubna Bint Khalid Al Qasimi	WAIPA C-Level
Moderators	Up to 2	Up to 2	Up to 2	Up to 2
Participants	Up to 30	Up to 30	25 Ministers 50 Government Officials	Up to 30 IPAs C-Level
Rotations of discussions	Chairman's discretion	Chairman's discretion	Chairman's discretion	Chairman's Discretion
Topics	<ul style="list-style-type: none"> <li>Urban Development</li> <li>Infrastructure Project</li> <li>Management</li> <li>Sisters' Cities Partnership</li> <li>Tenders</li> <li>Taxation</li> <li>Green Sustainability</li> </ul>	<ul style="list-style-type: none"> <li>World Investment Report 2010</li> <li>Green Investment Promotion</li> <li>Policies &amp; Initiatives</li> <li>Green Investors Motivation</li> <li>Financial Instruments</li> </ul>	<ul style="list-style-type: none"> <li>Trade Agreements</li> <li>Trade Policies</li> <li>Economic Governance</li> <li>Bilateral &amp; Multilateral Strategic Partnership</li> </ul>	<ul style="list-style-type: none"> <li>Foreign Direct Investment</li> <li>Investment Strategies</li> <li>Free Zone Development</li> </ul>



## Contact Us

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