Preliminary Conference Program

Sunday, 10th April 2016

14:00 – 17:00

Workshop I
FDI Capacity Building Workshop for Investment Promotion Professionals by WAVTEQ and FDi Intelligence of the Financial Times Group, United Kingdom

“Attracting FDI in Times of Economic Slowdown: The Importance of Reinvestment and Targeting Growth Markets”

Speakers:
- Chris Knight, Global Commercial Director of FDi Intelligence, Financial Times, United Kingdom
- Henry Loewendahl, CEO, WAVTEQ, Hong Kong, China

Venue: Meeting Room - Dubai D
Language: English/French

14:00 – 17:00

Workshop II
Developing economic policies and strategies to pursue global value chains - in 7 key steps.

“Why your country should be promoting city/region knowledge economies - best practices explained. Workshop by GDP Global, United Kingdom”

Speakers:
- John Hanna, Managing Director, GDP Global, United Kingdom
- Christina Knutsson, Director, GDP Global, United Kingdom

Venue: Meeting Room - Dubai E
Language: English/French
Day One - Monday, 11 April 2016

09:00 – 10:00  Delegates Proceed to the Plenary Room

Venue: Sheikh Rashid Hall
Language: English/French/Arabic/Chinese/Russian

10:00 – 10:05  Welcome Remarks by the Master of Ceremony

10:05 – 10:25  Launch of AIM Annual FDI Report

Honorary speech by: Sultan Ahmed Bin Sulayem, Group Chairman & CEO, DP World, United Arab Emirates

The annual flagship publication of the Annual Investment Meeting will be launched Dr. Douglas van den Berghe, CEO Investment Consulting Associates (ICA). It will highlight the general theme of the conference and reveal the latest trends in inward and outward FDI flows globally and regionally in particular in growing markets. A special focus will be made on the New Forms of FDI (NFI) and the New Sources of investment, which are shaping the new global investment landscape. The scope and magnitude of NFI will be assessed and policy implications drawn highlighting the benefits and potential negative effects of such new developments. Emerging new sources of investment will be identified and examined pointing to effective strategies to attract these investments.
10:25 – 12:10

Plenary Session One: Global Leaders Debate

Business leaders, senior public officials and heads of international institutions and academia representing some major stakeholders of the international investment community will be invited to take part in this important session. The debate will be focused on the New World of FDI, theme of this year Annual Investment Meeting, to discuss and share views on effective policies to attract investment especially the new emerging forms of FDI from emerging new sources especially in growing markets.

Moderator:
Cornelia Meyer, Chairman and Chief Executive Officer of MRL Corporation

Panelists:
Countries listed in alphabetical order:
- Giorgi Kvirikashvili, Prime Minister, Georgia
- Arvind Mayaram, former Finance Secretary, India
- Ambassador K. V. Bhagirath, Secretary General, Indian Ocean Rim Association (IORA), Mauritius
- Rustam Minnikhanov, President, Republic of Tatarstan
- Jamal Majid Bin Thaniya, Vice-Chairman, DP World, United Arab Emirates
- Geoffrey White, CEO Agility, United Kingdom
- Cesare Calari, Partner, Encourage Capital LLC; former World Bank Vice President and Head Financial Sector, United States of America
- Roberto Echandi, Global Lead, Investment Policy & Promotion, Trade & Competitiveness Global Practice, World Bank, United States of America

12:10 – 13:00

Grand Opening Ceremony

13:00 – 14:30

Strategic Networking Luncheon (by Invitation Only)
Venue: Sheikh Rashid Hall, C & D

13:00 – 14:30

Lunch Break and Networking
14:30 – 15:45 Plenary Session Two: Policy options for the promotion of the new forms of FDI, Case Studies and Best Practices

New forms of investment (NFI) are becoming increasingly important and taking different shapes and types. They range from minority joint ventures, management contracts in manufacturing and farming, sub-contracting, service out-sourcing, franchising and licensing. What are the policies that promote and facilitate such investments and best practices therein? 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? These are some of the issues this session will be examining in an effort to shed light on these New Forms of Investment (NFI) and explore the benefits as well as the potential negative effects that can result from such investments.

In host countries, a clearly-defined strategy and the right mix of policy instruments and business conditions are needed to welcome NFIs. The session will discuss and draw lessons from successful case studies to highlight best practice policy frameworks for enhancing

Moderator: Andreas Dressler, Managing Director at Conway data, managed by Terrain, Germany

Keynote speaker: Secretary Carlos Gutierrez, Chair of Albright Stonebridge Group (ASG), United States of America

Panelists:
- Wim Douw, Senior Operations Officer, Trade and Competitiveness Global Practice, World Bank Group, Austria
- Andrea Goldstein, Managing Director, Nomisma, Italy
- Marcela Villarreal, Director of Office for Partnerships – FAO, Italy
- Nuria Betriu, Industry General Director and CEO of ACCIO, Spain
- Kai Hammerich, President KA Foreign Investment Corporation AB, Sweden
- Ravi Ramamurti, D’Amore-McKim Distinguished Professor of International Business & Strategy, Director, Center for Emerging Markets, United States of America
- Bostjan Skalar, CEO World Association of Investment Promotion Agencies (WAIPA)

Venue: Al Multaqa Ballroom
Language: English/French/Arabic/Chinese/Russian

15:45 – 16:00 Coffee Break and Networking
16:00 – 17:15  Plenary Session Three: New Corporate Strategies to Penetrate Markets, Rationale and New Rules of the Game

The global landscape of the post global economic and financial crisis has changed dramatically as international competition has increased and sluggish growth had its toll on investment and trade flows worldwide. There are new emerging forms of international investment. New forms of investment (NFI) have developed, which constitute a departure from full ownership of the capital by the foreign investor. 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, service outsourcing, franchising and licensing to name a few examples.

What are these new forms of investment and what are drivers and determinants pushing international enterprises to undertake these new production modes of operation and new ways to penetrate markets? The session will shed light on some of these important emerging business models and highlight some of the implications on growth and development.

Moderator:  
David East, Managing Director of Crossborder Intelligence Ltd, United Kingdom

Keynote speaker:  
Arif Amiri, Chief Executive Officer, Dubai International Financial Centre Authority, United Arab Emirates

Panelists:  
- Roland Jabbour, Chairman of AACCI and founder of StudyCo, Australia
- Eugenio Morpurgo, CEO and founding partner of Fineurop Soditic S.p.A, Italy
- Magnus Runnbeck, Senior Analyst, CEO Office, Business Sweden, Sweden
- Jon Becker, General Counsel, Clearly Legal, Switzerland
- Ashish Shah, Director of Country Programmes, International Trade Centre (ITC), Switzerland
- Michael Anshah, Vice President, Dell Global Workplace, Environment & Facilities, United Kingdom
- Laura Whincup, CEO Fords Packaging Systems Ltd, United Kingdom
- Bilal Sabouni, Executive Director of the American Business Council of Dubai, an affiliate of the US Chamber of Commerce and Industry, United Arab Emirates

Venue: Al Moutaqa Ballroom  
Language: English/French/Arabic/Chinese/Russian

19:30 – 22:30  Gala dinner and Investment Awards

Venue: Armani / Burj Khalifa (1500 Participants)
Day Two - Tuesday, 12 April 2016

All Delegates make their way to AIM Breakout Sessions

9:00 – 10:00

Parallel Session One: New forms of FDI in Agriculture such as Management Contract Farming, Scope and Scale and Implications on Food Security and Sustainable Development.

Moderator:
Pirro-Tomasso Perri, Program and Planning Officer, FAO Sub-regional Office for GCC States and Yemen, United Arab Emirates

Panelists:
- Suzannah Moss-Wright, Managing Director Indian Ocean Meats and former CEO of Australia Arab Chamber of Commerce & Industry, Australia
- Wim Douw, Senior Operations Officer, Trade and Competitiveness Global Practice, World Bank Group, Austria
- Pascal Liu, Senior Economist Trade and Markets Division – FAO, Italy

Venue: Exhibition Hall 2, Breakout Room 1
Language: English/French

09:00 – 10:00

Parallel Session Two: New Forms of FDI in Manufacturing, Scale and Scope and Implications on Development

Moderator: Sooraj Dhawan, Director Falcon Capital Advisors, India

Panelists:
- Andreas Dressler, Managing Director, Conway Advisory, managed by Terrain, Germany
- Laura Whincup, Chief Executive Officer, Fords Packaging Systems Ltd, United Kingdom
- Lorraine Eden, Professor of Management and Gina and Anthony Bahr Professor in Business, Department of Management Mays Business School, Texas A&M University, United States of America

Venue: Exhibition Hall 3, Breakout Room 2
Language: English/French
All Delegates make their way to AIM Plenary Sessions
10:00 – 17:00

10:00 – 11:15

Plenary Session Four: New Sources of FDI, Scope and Scale of the New Global Players, Policies and Best Practices

The geography of FDI is changing dramatically with new sources and new global players, There are new emerging sources of foreign direct investment (FDI) especially from growing markets. The focus of this session will be on the identification of these new sources, their scope and scale and prospects for the future. The policies put into place by government to encourage their enterprises to internationalize their activities and invest in foreign markets will be highlighted as well as pros and cons of such policies and best practices therein.

Moderator: Gonzalo J. Varela, Senior Economist, Trade and Competitiveness Global Practice, World Bank Group, United States of America

Keynote speaker:
Ravi Ramamurti, D’Amore-McKim Distinguished Professor of International Business & Strategy, Director, Center for Emerging Markets, Northeastern University, United States of America

Panelists:
- Mario Cimoli, Chief of the Division on Production, Productivity and Management, United Nations Economic Commission for Latin America, Chile
- James K. Lockett, Senior Vice President, Huawei technologies, China
- Suzan Stone, Director Trade, Investment and Innovation Division, ESCAP, Thailand
- David Marock, Group CEO, Charles Taylor plc, United Kingdom
- Badr Olama, CEO STRATA, United Arab Emirates

Venue: Al Multaqa Ballroom
Language: English/French/Arabic/Chinese/Russian

11:15 – 11:30
Coffee Break and Networking
Plenary Session Five: Ministerial Roundtable

The Ministerial Roundtable will be the occasion for ministers from different countries and regions participating in AIM 2016 to share their views on the overall theme of the conference and the policies they would like to see enforced at the international level or any concrete actions or recommendations they would like to convey to an international body. Written contributions can be submitted beforehand, compiled by AIM Organizing Committee and analyzed to serve as a basis for the preparation of a consensus document reflecting the views of all ministers present. This document will be issued as an official outcome of the Roundtable for action and follow-up, and can be referred to as "AIM 2016 Ministerial Declaration on Investment".

Moderator:
Courtney Fingar, Editor in Chief, fDi Intelligence, Financial Times Group, United Kingdom

Panelists: Countries listed in alphabetical order
- Antonio Luis Carricarte, Vice Minister of Foreign Trade and Foreign Investment, Cuba
- Moctar Ould Djay, Minister of Economic Development, Mauritania
- Immanuel Ngatjizeko, MP and Minister of Industrialisation Trade and SME, Namibia
- João Vasconcelos, Secretary of State of Industry, Portugal
- Rishad Bathiudeen, Minister of Commerce and Industry, Sri Lanka
- Eng. Sultan Bin Saeed Al Mansouri, Minister of Economy, United Arab Emirates

Venue: Al Multaqa Ballroom
Language: English/French/Arabic/Chinese/Russian

Lunch Break and Networking
Plenary Session Six: What does a World of Low Growth, Low Returns & the End of the Commodities Supercycle Mean for Financing the Energy Sector?

The energy sector at large requires trillions of US$ of investment. Emerging markets (especially China) have been building new infrastructure to accommodate the growing energy needs of their emerging middle classes. Most other emerging economies lag behind and cannot give their populations adequate access to energy. Most OECD economies have huge pent up investment needs to revamp their ageing infrastructure. The decarbonisation of the economy and new outlook for the fuel mix of certain economies (“Energiewende”) exacerbate that dilemma.

Low oil prices, fewer subsidies for renewables combined with low interest rates and low returns have changed how energy companies, financial institutions and governments look at meeting the financing needs of the sector at large. A high powered panel composed of representatives from government, industry and the financial sector will explore governments’ ability to create the right framework conditions to attract investment in utilities, the oil & gas as well as the renewables sector to encourage the right energy mix. It will also look at the ability of financial institutions to create innovative financial products to serve the sector despite lower returns; and the industry’s ability to attract investment given the depressed price environment and regulatory uncertainties. The panel will discuss which new forms of investment (NFI) have been developed and how governments, energy companies and financial institutions can collaborate to develop them further. The panel will look at what the financing strategies and NFIs mean for all the subsectors, including renewables.

**Moderator:** Graham White, former Head International Department of Energy and Climate Change, United Kingdom

**Keynote speaker:**

Matar Al Neyadi, Undersecretary Ministry of Energy, United Arab Emirates

**Countries listed in alphabetical order**

**Panelists:**

- Arnold Ekpe, Chairman of Atlas Mara and Honorary President of the Business Council for Africa, Nigeria
- Aisha Abubakar, State Minister for Industry, Trade and Investment, Nigeria
- Volodymyr Demchyshyn, Minister of Energy and Coal Mining, Ukraine
- Cornelia Meyer, CEO MRL Corporation, Chairman LBV Asset Management, United Kingdom
- Geoffrey White, CEO of Agility, United Kingdom
- Fahad Al Tafaq, Director of Economic Affairs and International Cooperation, Ministry of Foreign Affairs, United Arab Emirates
- Martin Nagell, Head, Asset Management, Masdar Clean Energy, United Arab Emirates

**Venue:** Al Multaqa Ballroom

**Language:** English/French/Arabic/Chinese/Russian
15:45 – 17:00

Plenary Session Seven: Effectiveness of FDI data to stay in tune with markets and achieve competitiveness

With governments under increasing pressure to attract much needed investment within a highly competitive environment to boost their domestic economies, there is a need to monitor markets and have access to reliable FDI data. This session aims at highlighting the effectiveness in using varying data tools available in the market that can help in better understanding the ever changing cross-border investment landscape and identifying relevant opportunities. This is quite often the quickest and easiest way of identifying trends and developing strategies for achieving greater competitiveness and staying in tune with markets.

Moderator:
David East, Managing Director Crossborder Intelligence Ltd, United Kingdom

Keynote speaker:
Henry Loewendhal, CEO, WAVTEQ Ltd, Senior Vice President, FDi Intelligence, Financial Times

Panelists:
- Martin G. Kaspar, Head of Business Development, Fränkische Industrial Pipes, Germany
- Magnus Runnbeck, Senior Analyst, CEO Office, Business Sweden
- Tim Rogmans, Assistant Professor, College of Business, Zayed University, United Arab Emirates
- Ann M. Low, Deputy Director, Office of investment Affairs, US Department of State, United States of America
- Ana Arias Urones, Trade and Investment Specialist, the Inter-American Development Bank, Washington D.C, United States of America

Venue: Al Multaqa Ballroom
Language: English/French/Arabic/Chinese/Russian
Day Three - Wednesday 13 April 2016

All Delegates make their way to AIM Breakout sessions

9:00 – 10:00  
Parallel Session Three: Sub-contracting and Out-Sourcing Services, How to capture these new opportunities, selected case studies

This session will present and discuss the difference between subcontracting and outsourcing of activities, the advantages and drawbacks of each and best practices therein. Some case studies will be highlighted.

Moderator:  
Sasha Lazarevic, Director, IBM, Switzerland

Panelists:
- Roland Jabbour, Chairman of AACCI and founder of StudyCo, Australia,
- Yu Zhengping, Executive Director GCG GTS, IBM, China
- Jon Becker, General Counsel, Clearly Legal, Switzerland
- Michael Ansah, Vice President, Dell Global Workplace, Environment & Facilities, United Kingdom
- Christina Knutsson, Director, GDP Global Worldwide, United Kingdom

Venue: Exhibition Hall 1, Breakout Room 1  
Language: English/French

9:00 – 10:00  
Parallel Session Four: Franchising and Licensing, Special Characteristics and Benefits

This session will shed light on how to define franchising and licensing two powerful ways to grow business, present and discuss the advantages and drawbacks of each and best practices therein. Some case studies will be highlighted.

Moderator:  
John Hanna, Managing Director, GDP Global

Panelists:
- Jordi Robert-Ribes, Founder & Director Connecting Perspectives, Andorra
- Sergio Escobar Solórzano Executive director, Agency for Cooperation and Investment of Medellín and the Metropolitan Area –AC, Colombia

Venue: Exhibition Hall 2, Breakout Room 2  
Language: English/French
10:00 – 16:00

All Delegates make their way to AIM Plenary Sessions

10:00 – 11:00

Plenary Session Eight: New Incentive Packages to Attract NFIs, Effectiveness and Impact

This session will be moderated by Investment Consulting Associates (ICA). The role of incentives in attracting FDI has become a hot topic among policy makers, business leaders and academia. Within governments the focus is on the one hand on political debates about revenue foregone versus economic development while business leaders often emphasize that incentives can play a role in the final stages of an investment decision. This panel highlights some recent developments in putting financial and fiscal incentives in place for attracting the new forms of international investment. It also focuses on the investor’s experience in identifying potential incentives that can be developed and the role governments play in this process.

Moderator:
Douglas van den Berghe, CEO Investment Consulting Associates (ICA), Netherlands

Keynote speaker:
Datuk Wira Jallilah Baba, President of the Chamber of Commerce and Industry and former Director General and CEO of MIDA, Malaysia

Panelists:
- Jordi Robert-Ribes, Founder & Director Connecting Perspectives, Andorra
- Mawuena Trebarh, CEO Ghana Investment Promotion Agency, Ghana
- Domenico Arcuri, CEO Invitalia, Italy
- Marios Tanousis, Deputy Director General, Cyprus Investment Promotion Agency (CIPA), Cyprus
- Lorraine Eden, Professor of Management and Gina and Anthony Bahr Professor in Business, Department of Management Mays Business School, Texas A&M University, United States of America
- Harald Jedlicka, Senior Investment Policy Officer in the Investment Climate unit of the World Bank Group’s Trade and Competitiveness Global Practice Group, United States of America
- Mohan Guruswamy, Chief Knowledge Officer, World Free Zone Organisation, United Arab Emirates

Venue: Al Multaqa Ballroom
Language: English/French/Arabic/Chinese/Russian

11:15 – 11:30

Coffee Break and Networking
Plenary Session Nine: Investment Promotion Strategies to attract NFIs and Best Practices therein, Best Practice Country Cases

This plenary session, will examine the importance of marketing locations to attract new forms of foreign direct investment. Selected case studies will be made of countries and locations that have successfully attracted NFIs and benefitted from them.

Moderator:
Henry Loewendahl, CEO, WAVTEQ

Keynote speaker:
Carlos Lopes, Executive Secretary, Economic Commission for Africa, Ethiopia

Panelists:
- Adalberto Netto, Director President APD Invest in Parana, Brazil
- Ricardo Pascale Cavallieri, Chair Professor of Financial Economics at the School of Economics and Administration, University of the Republic, Uruguay
- Sooraj Dhawan, Director Falcon Capital Advisors, India
- Ricardo Rio, Mayor of Braga, Portugal
- Prince Saud K. AlFaisal, Executive Director for Investment Policies and Regulations, Saudi Arabian General Investment Authority (SAGIA), Saudi Arabia
- Shivaji Das, Senior Vice-President and Global Head, Public Sector Consulting Practice, Frost & Sullivan, Singapore
- Katharina Arnold, Senior Manager for FDI, Conway Data, Germany

Venue: Al Multaqa Ballroom
Language: English/French/Arabic/Chinese/Russian

Closing ceremony and keynote concluding speech:

Venue: Al Multaqa Ballroom
Language: English/French/Arabic/Chinese/Russian