



**WORLD TRADE CENTER**  
**NORTHERN NEW JERSEY**

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*World Trade Center Northern New Jersey invites you to*

# **Annual Investment Meeting**

**Financing Possibilities in Frontier and Emerging Markets**

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**May 1- 3, 2012**

**Dubai International Convention & Exhibition Center**

**Dubai, United Arab Emirates**



Strategic Partner:



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



The Annual Investment Meeting 2012 (AIM) is an initiative from the UAE Ministry of Foreign Trade.

AIM was born from a simple equation or rather a succession of paradigms: the continuous shift in the world economy post 2008, the prominence of fast developing countries on the world stage and the drastic changes of global investors' behaviors and choices for investment destinations.

AIM targets fast transforming economies, emerging countries and industries with the most anticipated growth factor and enhances their potential by providing a strategic platform that delivers ready-to-invest showcases and how-to-invest methodologies.

The paramount objective and scope of AIM is to create a sustainable platform aimed at fostering cooperation between developing markets and high growth regions and most importantly to build conducive synergies between project promoters and investors.

#### AIM 2012 Features:

- Conference
- Country Presentations
- Ministerial One-to-One Meetings
- Exhibition
- Ministerial Networking Roundtable
- B2B Meetings
- Workshops
- Investors Site Visits (new)
- Opening Ceremony
- Gala Dinner
- Country Focused Cocktail Reception
- IPAs & Investors Power Lunch (new)

#### AIM 2012's 5 Unique Selling

- Real-time value assessment
- Step-by-step investment guidelines
- Substantial asset monetization prospects
- Limitless networking opportunities
- Guaranteed ROI

#### AIM 2011 in Brief & Numbers

- Millions of USD worth of transactions
- 3,000 square meters exhibitions area
- 2,300 visitors
- 90 countries
- 80 exhibitors
- 300 organizations
- 72 media partners
- 30+ Investment Promotion Agencies
- 1 President & 9 Ministers





## CONFERENCE

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

In 2012, the discussions will thoroughly assess emerging markets potential and long-term viability.

### Sessions Format:

1. Keynote addresses with onstage one-to-one interview
2. Special guest speeches with onstage one-to-one interview
3. Executive Panel Discussions followed by extensive Q&A
4. Analytical perspective with facts & figures checked statistics
5. Case Studies with guidelines & recommendations
6. Stream sessions focusing on:
  - High yield investment sectors
  - Investment Vehicles
  - Risk Management
  - Investment Promotion 101
  - Global Policies

<b>Date:</b>	May 1, May 3 2012
<b>Time :</b>	8.30 am to 6 pm
<b>Format :</b>	Series of 20min presentations + 10min Q&A
<b>Access :</b>	Paid
<b>Presenters :</b>	Government Officials, Business Leaders, Renowned Field Experts

### Key Benefits:

The attending audience at the Annual Investment Meeting Conference will gain invaluable insights in international investment practices & opportunities on:

- Building reliable investment portfolios while changing primary investment locations
- Identifying investment options in a transitioning economy
- 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 plans to remove obstacles and avoid blind spots
- Seizing PPP options



## COUNTRY PRESENTATIONS

The **Country Presentations** are a showcase of investment opportunities presented by national and international government institutions as well as private corporations. The Country Presentations will feature government recognized proposals delivered by stakeholders and usually provide attending financiers with a fact & figure checked perspective on ongoing and future projects.

<b>Date:</b>	May 2, 2012
<b>Time :</b>	9 am to 5 pm
<b>Format :</b>	Series of 30min project presentations + 10min Q&A
<b>Access :</b>	Open
<b>Presenters :</b>	Government Officials, Private Sectors, Head of IPAs

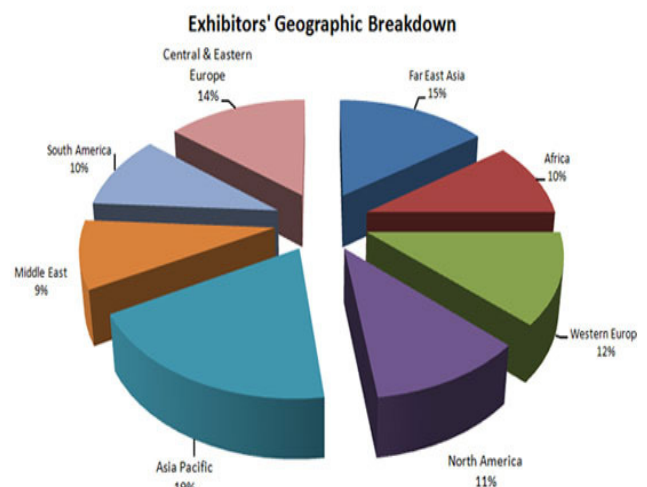
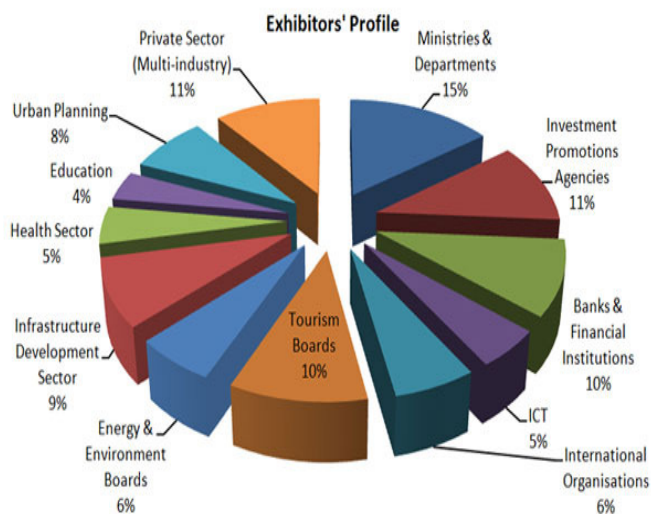
### Key Industry Focus:

- Financial Services, Banking & Insurance
- Microfinance
- Defense & Aeronautics
- Commodity Trading
- Manufacturing
- Trade & Economic Cooperation
- FDI Analysis
- Investment Risk Assessment
- Energy Sufficiency & Environment
- Transportation Infrastructure
- Telecommunications
- Real Estate & Property Development
- IT & New Media
- Hospitality & Tourism
- Renewable Energy
- Mining
- Agribusiness, Food & Beverage
- Strategic Master Planning for Urban Development
- Carbon Management & Trading
- Petrochemicals
- Waste Management
- Health Services & Infrastructure
- Military Offer Programs

## EXHIBITION

<b>Date:</b>	From May 1 to May 3 2012
<b>Time:</b>	11am to 6 pm (*close @ 2.30pm, May 3)

The **AIM 2012 Exhibition** is a unique event created to bring together on one hand, the world leading institutional investors, private financiers, high profile government officials & assets owners and on the other hand; international projects promoters, global or regional business owners, who will convene to discuss the key requirements of today's foreign direct investments trends.



## B2B MEETINGS

The **AIM B2B Meetings** will offer ideal opportunities to interact with international project developers & promoters. **The AIM B2B Meetings** taking place at **the Annual Investment Meeting** is a dedicated platform for exclusive B2B meetings offering detailed information about all participating investors and their strategic business needs through a secure platform.

<b>Date:</b>	April 30, 2012
<b>Time :</b>	9 am to 2 pm
<b>Format :</b>	Series of seminars, presentations + Q&A
<b>Access :</b>	Open
<b>Presenters :</b>	Internationally acclaimed experts

### B2B Meeting Participants' Profile

- Government certified Project Promoters
- Certified Private Promoters
- Individual Investors
- Entrepreneurs
- Chairman, President & C-level executives
- Financial sectors
- Telecommunications
- Construction
- Real Estate Companies
- Tourism & Hospitality
- Mining
- Transportation
- Law firms
- Consultancies



## PRE-EVENT WORKSHOPS

### Key Topics

- Investment Promotion Agency
- Islamic Finance
- Investment Plan Development
- Sovereign Risk Assessment
- PPP Projects
- Country and City Branding

<b>Date:</b>	From May 1 to May 3, 2012
<b>Time :</b>	3 day event from 9 am to 2pm
<b>Format :</b>	Multiple pre-arranged 30min meetings
<b>Access :</b>	Registered visitors & projects promoters
<b>Presenters :</b>	Investors, Project Promoters, Public & Private Sectors

## PRE-EVENT INVESTORS SITE VISIT

The participants will be given a real-time assessment of investment opportunities and returns in key projects in UAE.

### Key Projects

- Transportation Infrastructure (Aviation, Rail, Road, Marine)
- Urban Planning
- Residential/Mixed Use & Industrial Real Estate
- Renewable Energy Plants
- Free Zones
- Education Infrastructure
- Healthcare Services and Projects
- Waste Management Plants

<b>Date:</b>	April 30 <sup>th</sup> 2012
<b>Time :</b>	9 am to 2 pm
<b>Access :</b>	Pre-Registered Delegates



### About Middle East

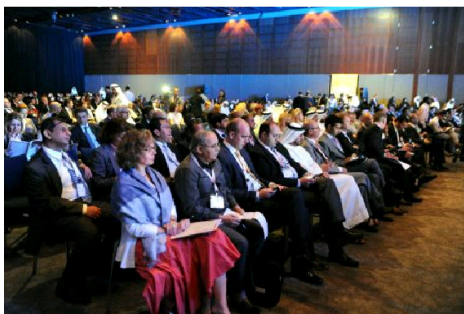
In 2010, U.S. exports of goods and services to the Middle East and North Africa (MENA) region reached an all-time high of \$68 billion. The next three years hold even more promise. New research conducted by the National U.S.-Arab Chamber of Commerce indicates that total market demand in the Arab world is expected to exceed one trillion dollars by 2013. The U.S. share of that growing import market is expected to reach \$117 billion – an unprecedented level of U.S. exports that bodes well for job exports that bodes well for job creation in the United States. This is an increase in the U.S. share of total market demand from 8.9 percent in 2009 to 11.2 percent by 2013. “For the first time, more than one million direct and indirect American jobs will be created or sustained by U.S. exports to the Arab world.”

### About the Venue

**Dubai International Convention & Exhibition Center (DICEC)** is firmly established as the largest and most sought after events destination in the region with more than 1,000,000 square feet of superior space for exhibitions, conferences and events. DICEC is host to high profile & prestigious events and is regularly awarded distinctions and accolades from the PCO industry including the 2010 “Best Purpose-Built Events Venue” and “Best Trade Exhibition” in the Middle East.

### Event Price

Price ranges from USD250 to USD900 depending on the package.



### Media Partners





Timeline	9:00	10:00	11:00	12:00	13:00	14:00	14:30	15:00	16:00	17:00	18:00	18:30	19:00
April 30th 2012	Pre-event Workshops											Opening Ceremony with Cocktail Reception	
	Networking Functions												
	Investors Site Visits												
May 1st 2012	Conference											Gala Dinner	
	Exhibition												
	B2B Meetings												
	Ministerial Meetings												
May 2nd 2012	Country Presentations											Country Focused Networking Functions	
	Exhibition												
	B2B Meetings					MOU Signing							
May 3rd 2012	Conference Day 2							End of the Annual Investment Meeting 2012					
	Exhibition												
	B2B Meetings												

## **Benefits of going with World Trade Center Northern New Jersey**

- Assist in event registration
- Provide information regarding travel
- Arrange pre-event B2B meetings (if necessary)
- Create personal Agenda for company
- Provide On-site assistance (regarding display set up, times, locations, speakers, etc)
- Suggest focused workshops to attend
- Assist in exhibition arrangements
- Provide Post-Event Summary
- Maintain Follow-up with new contacts
- Provide exclusive details on future events



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### **Mission**

The World Trade Center Northern New Jersey supplies a world-wide network which assists the region's companies to expand to global markets and bridges the global economy with New Jersey through innovative tools and ideas