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AMSTERDAM, THE NETHERLANDS AND BOSTON, UNITED STATES | 25 MARCH 2014



### A New Generation in Strategic Advisory

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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**  
UAE Vice President, Prime Minister and Ruler of Dubai



## Join ICA at the 4th Annual Investment Meeting (AIM) Dubai, United Arab Emirates from April 7-10

The Annual Investment Meeting 2014 (AIM) is an initiative from the UAE Ministry of Economy to be held in Dubai, United Arab Emirates from 7 - 10 April 2014 at the Dubai International Convention and Exhibition Center.

The theme for AIM 2014 is: **Investment Partnerships for Sustainable and Inclusive Growth in Frontier and Emerging Markets.**

AIM is the region's first Emerging Markets FDI-focused event to offer a perfect blend of trade fair and intellectual features aimed at enriching Institutional, corporate and individual investors attending with a comprehensive set of guidelines for their future investment decisions in high growth regions.

This global event typically attracts Heads of State, government ministers, ambassadors, business leaders and trade officials with the aim of stimulating business and investment partnerships.

Last year's AIM attracted over 6,000 visitors from 84 countries. This year it is estimated that these figures will increase sharply with representatives of 165 countries having been invited and a total of 10,000 visitors expected. At the

2013 event, over 250 G2B meetings and close to 400 B2B meetings took place over two and half days resulting in transactions worth billions of dollars of new development projects.

The three day event will include an Executive leadership conference, a ministerial roundtable, country presentations, G2B and B2B express meetings, an exhibition, investment awards and networking events.

The team of Investment Consulting Associates (ICA) will be presenting at AIM 2014 at a number of occasions listed below.

**Pre-Conference Workshop Session | Monday 7th of April 2:00pm - 5:00pm**

Douglas van den Berghe, ICA's CEO & President EMEA, and Charles Krakoff, Senior Associate with ICA, host the FDI Executive Workshop titled "**Achieving Excellence in Investor Attraction**" in conjunction with David East, Business Development Director of fDi Intelligence, a specialist division of the Financial Times.

**Plenary Session | Wednesday 9th of April 10:00am - 11:15am**

Curious about corporate perspectives on investing in emerging and frontier markets? ICA and Douglas van den Berghe host and moderate the plenary session "**Investing in Emerging and Frontier Markets: a View from the Boardroom**", which combines the views of executives on their investments in emerging and frontier markets. The keynote speech of this session is delivered by *Louis T. Wells, Herbert F. Johnson Professor of International Management at Harvard Business School*. Douglas is accompanied by four panellists with a corporate background. Questions this session address, among others, include:

- What is the experience of these companies in establishing a footprint in different markets?
- Did incentives play a crucial role or were other drivers more important?
- What potential opportunities do they see for improving the investment environment in emerging markets and what can governments do to better facilitate these investments?

**Parallel Session | Thursday 10th of April 09:00am - 10:00am**

In our modern world, the energy and mining sectors are continuously challenged to respond to the rapidly increasing consumption and needs of the world's population. Charles Krakoff, Senior Associate of ICA, provides an exclusive session on this topic, titled "**New Investment Opportunities in the Energy and Mining Sectors**".

Please send us an email [info@ic-associates.com](mailto:info@ic-associates.com) or contact us directly at +31 20 217 0116 if you would like to schedule a meeting with our team at AIM 2014 or would like to join us at the AIM 2014 in Dubai, UAE from April 7-10.

## About Investment Consulting Associates (ICA)

Investment Consulting Associates (ICA) is an independent adviser to companies optimizing their global supply chains and location portfolios. ICA also supports governments in building and enhancing their Foreign Direct Investment (FDI) and economic development strategies. Through our global partner network and multi-disciplinary approach we can assist our clients with an integrated package of service offerings.

Our business philosophy is to utilize smart and efficient software solutions in providing dedicated and tailored consulting services. [LocationSelector.com](http://LocationSelector.com) and [ICAincentives.com](http://ICAincentives.com) are two of our flagship web based products for companies and governments assessing and benchmarking the competitiveness of global business locations and optimizing their incentive potential. This unique service offering differentiates [Investment Consulting Associates](http://Investment Consulting Associates) from traditional management consulting firms who are active in the field of investment promotion and corporate site selection services.

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