



Investment
Management
Exhibition

IME 2018 POST SHOW REPORT

20 – 21 MARCH 2018
JUMEIRAH HOTEL
FRANKFURT AM MAIN
GERMANY

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Jumeirah

THE JUMEIRAH GROUP'S
STRATEGIC VISION FOR
2025

STRATEGIC PILLARS

- 1. GROWTH
- 2. INNOVATION
- 3. SUSTAINABILITY
- 4. DIGITAL TRANSFORMATION
- 5. TALENT DEVELOPMENT
- 6. CUSTOMER EXPERIENCE
- 7. OPERATIONAL EXCELLENCE
- 8. FINANCIAL STABILITY
- 9. REGULATORY COMPLIANCE
- 10. COMMUNITY ENGAGEMENT

IME 2018 – Executive Summary



IME 2018 was a major success. The 3rd edition of IME was building on the success of the previous events in Frankfurt and Zurich, starting from 2015. The mission of IME is to assemble the investment community of EU, China and all countries between China and EU. Investors, investment officials as well as regional, municipal, national and international experts are meeting and benchmarking success, networking and making investments happen for 2018 and beyond. Numerous Economic Zones and Business Parks use the IME as a platform for presenting themselves as well, with a clear focus on networking with entrepreneurs for the purpose of company settlement and attracting Foreign Direct Investments. IME is a yearly event taking place each March in Frankfurt, the financial and economic hub of Germany and the EU and with the HQ of the ECB as special place for investments.



Key Facts and Figures of IME 2018

- Investment Projects from 21 countries were presented
- 82% of participants were decision makers

Structure of participants:

- 52% of delegates were investors
- 12% of delegates were consultants and/or project developers
- 23% of delegates were financial service providers
- 13% of delegates were Senior Government Representatives like ministers, mayors and CEOs of different regions and Investment Agencies

Opening



MR. ERIC MENGES
the CEO of FrankfurtRheinMain for the region of Frankfurt



The General Consul of China in Frankfurt
MR. WANG



PROF. ALUSH GASHI
former minister of the Republic of Kosovo



BEKIM XHAFA
the initiator of IME

The 3rd IME 2018 was opened by Mr. Eric Menges, the CEO of investment agency of FrankfurtRheinMain region, the City of Frankfurt, who welcomed the IME 2018 community to the financial hub of Germany and outlined some of the challenges and opportunities for Frankfurt with the ECB and the Brexit leading to an unprecedented investment boom with major banks relocating to Frankfurt and transforming it into a gigantic construction site similar to Kyiv and Tirana during present transition or Berlin after the German unification. IME participants were invited to a tour of Frankfurt on the second day of IME thanks to the kind hospitality of Frankfurt Development. During IME 2019 we will be back in this great financial and economic hub of Germany and EU and the start of the Silk Road to China.

The General Consul of China in Frankfurt Mr. Wang was the keynote speaker during the opening ceremony of IME 2018. In an excellent speech Mr Wang outlined the Chinese vision of cooperation with Europe and contributing along European regulation with the EU along the ancient Silk Road and financing infrastructure along the One Belt One Road Initiative involving 16 countries from Eastern Europe to support them with modern infrastructure as basis for their prosperity and supporting their European integration. Clearly Mr Wang stated China's strong commitment for Europe, EU and European unification and European integration of all countries in Europe which desire to join the EU. The investment needs are significant and Mr. Wang outlined the commitment of Chinese government for close partnership with Europe in investment, trade and economic development for all participating countries. Mr. Wang as well applauded the mission of IME and announced his support for IME in the following years.

IME was then honoured to welcome Prof Alush Gashi, former minister of the Republic of Kosovo and one of the founders of the Republic. He outlined the amazing success of Kosovo with low taxation of 10%, unilateral Euro introduction, European SME policy, CEFTA membership and clear EU and NATO perspective with a dynamic EU accession process leading to fast regulatory alignment and market access of the EU Internal market.



Then Bekim Xhafa, the initiator of IME, shared his vision and objective for IME as the leading investment conference and exhibition for investment officials and investors in Frankfurt and committed himself for the decade to come to develop IME and serve as the leading platform for investment for the whole world.



The IME was reconfirmed as a great meeting place
for further development of economic diplomacy by all participants.

PANEL I



The first panel of IME focused on the FDI expertise. Leading experts discussed innovation, access to public finance and FDI strategy. IME is the platform for the best experts in the sector to present themselves and discuss the latest trends of FDI in the world.

PANEL II



The second panel of IME 2018 discussed the German model of economic development from the national level economic outreach with China. Participants were representatives from the City Of Frankfurt, Invest in Bavaria, Upper Austria Region, the City of Villingen-Schwenningen and the Republic of Korea. The discussion proved once more that internal economic competition in a Federal Germany and the institutions of independent regional development agencies fiercely competitive to each other are one key reason for the German economic miracle now in its third phase after post war reconstruction, German unification and now driven by European unification with Frankfurt and the ECB being at the heart of a booming Germany in the heart of Europe and the start of the new silk road to China and serving as the hub for all countries between China and Germany in financial service and as capital and investment centre.



Invest in Bavaria



Invest in Upper Austria Region



The City of Villingen-Schwenningen



Republic of Korea

The fourth phase should be the Economic integration of the 18 countries of the so-called triple 6 – SEE, EaP and Central Asia with China and the EU and all who want to peacefully trade and invest and cooperate along WTO and EU lines.

PANEL III

The third panel of IME was focused on Central and South-Eastern Europe and IME has been honoured to welcome high ranked representatives from **Serbia, Bosnia, Czech Republic, Latvia and Lithuania, Croatia and Albania.**



Croatia



Rezekne Municipality



Investment Opportunities in the Czech Republic



Investment Opportunities in Bosnia and Herzegovina



Investment Projects from Albania



About Opportunities in Serbia from Serbian Development Agency

This panel was a celebration of the amazing success of the 2004 to 2013 EU enlargement countries and the strong call for the fast track enlargement of the 6 remaining countries of SEE to join EU as well. The success of EU enlargement with its amazing market potential and regulatory security and common standards and the assistance in infrastructure investment and the freedoms of the internal market for people, capital, service and good and the resulting prosperity is simple amazing if the countries and new members focus on FDI, competitiveness and low taxes and not on redistribution and welfare payments like Greece. Most of the 13 new countries have now reached the level of Greece which is already since 1981 in EU and all are catching up fast to the opportunities of the EU match with a strong focus on competitiveness. Such policy has helped Central Europe and now SEE to reach unprecedented levels of prosperity and this was celebrated during the third panel of IME 2018.

PANEL IV

The fourth panel of IME 2018 was focused on the Eastern Partnership and European SME as well as the FDI policy and strategies. Presentations from Ukraine, Georgia, Armenia and Moldova outlined the potential for investments in their countries. Especially Ukraine is changing so fast and has so amazing potential in terms of agriculture, IT, food, tourism, logistics, energy and industrial manufacturing that alone Ukraine will change Europe and its investment situation in the coming year massively to the better. Similar like Poland has done for Central Europe, Ukraine will be the anchor of investments and resulting prosperity for the coming decades in Eastern Europe. The reforming tiger of Georgia is changing the Caucasus as an investment region as well and making it more attractive for investments, which will also become a great chance for Armenia to receive more attention from the international investor's community very soon too. Sadly these are still relative poor economies and lack significant levels of FDI and so it was useful to discuss European SME and European FDI and best practices for FDI and competitiveness based on success stories from Central and South-Eastern Europe with low tax rates of 10%, Euro as a payment tool and EU accession, regulatory alignment in smart and competitive manner and a new focus and respect and public consensus and political backing for domestic SME and international FDI investors and their needs and requirements. Such a new public consensus for better investment policy will for sure bring the Eastern Partnership countries much closer to Europe after the events of 2014.



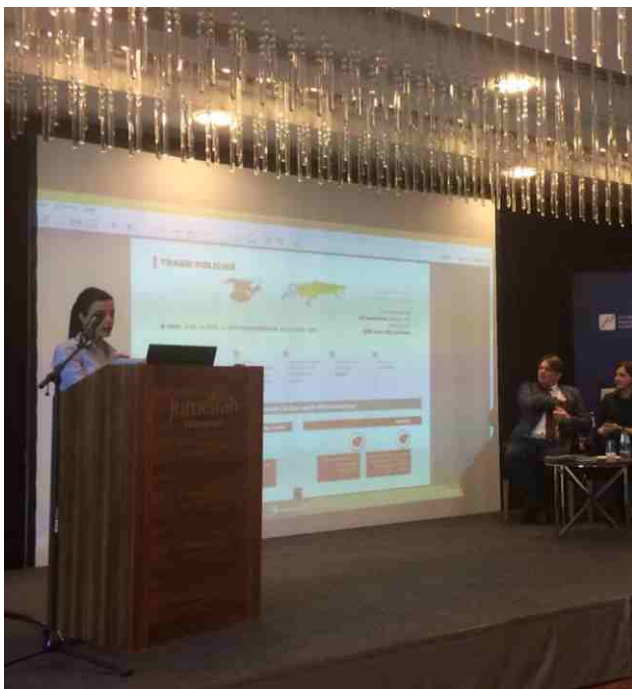
Investment Opportunities in Moldova-Gagauzia



Investment Projects in Georgia



Telsai Region



Investment Projects from Armenia



Invest in Lviv City

IME 2018 was a major success, assembling leading investors and investment officials for 2 days in the financial capital of Europe.

IME 2019 will build on that success and the IME team is looking forward to welcoming you back at IME 2019 in Frankfurt, the heart of Europe. In 2019, IME will have an additional panel on Central Asian economies and feature exhibitors and delegates from more EU-countries with UK, Japan, the Middle East, and the Mediterranean area as well as the USA and Canada.



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