



Investment
Management
Exhibition

Investment Management Exhibition 2020

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Germany

www.ime-europe.eu

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About IME 2020

The main goal of IME 2020 is contributing to the promotion of better economic and social partnerships and competitiveness of different regions as well as networking with government bodies, businesses and International Financial Institutions.

The IME is focusing on three main aspects:

- Matching project owners with investors in the fields of PPPs, Real estate, Automotive, Agriculture, Chemical industry, Logistics, Financial services, Energy, Tourism and Hospitality.
- Enabling and promoting networking between cities / regions / countries and entrepreneurs for company settlement and attracting foreign direct Investment in economic zones.
- A Financial Forum, where representatives from the global financial and business community come together to discuss about opportunities and challenges facing Europe and the world.

Starting with this year, we have released our online Business-to-Government Platform to support the matchmaking for IME participants throughout all 365 days of the year. Our 365 days B2G platform is the best and most efficient way to find the right investor or incentives. The platform will be launched at this year's IME and will become an integrated part of this year's event for the first time. IME will organize direct one-on-one meetings between exhibitors and relevant sources of funds or sources of deals on the other side for free for one year starting from the day of your registration for IME.

Speakers



Albin Kurti

Politician
Former Prime Minister of Republic Kosovo

Albin Kurti is the fourth Prime Minister of the Republic of Kosovo, as well as the president of the biggest political subject in the country, Lëvizja Vetëvendosje! He was born on 24th of March 1975 in Prishtina.

Kurti joined the presidency of the Students Independent Union of the University of Prishtina (SIUUP) in August 1997, which organized peaceful, non-violent protests for the release of the university buildings and premises which were occupied by the authorities of the Serbian regime. On April 23, 2003, Kurti graduated in Computer Science and Telecommunications from the University of Prishtina.

Albin Kurti has published over 550 articles, and has been invited to present at different renowned universities inside and outside the country. He has also served as the Chair of the Committee on Foreign Affairs at the Assembly. He is fluent in Albanian, English, and Serbian.



Ali Mehrez

Director in charge of Industrial sectors at AMDIE – Moroccan Investment and Export Development Agency (AMDIE)

Director in charge of Industrial sectors at AMDIE: Moroccan Investment and Export Development Agency. Previously Senior Advisor at the Executive Director's Office.

Senior Investment and Export development professional with 20+ years of direct private and public sector experience across international markets- including Europe, North America, MENA region, Sub-Saharan Africa, and Asia.

Certified Trade Advisor (ITC/WTO/UNCTAD). Recognized export strategy expert helping companies expand internationally in a wide range of sectors. Specialties: Investment and Export development, Strategy, Market intelligence, Business development, Lobbying, Negotiation, Project Management, International Business.

Graduate degrees in "Information Management", "Business Administration" (MBA), "Banking and Finance"

Strong relationship-building skills in diverse environments: private sector companies, investors, governments and regulators. Experienced executive with a proven track record in strategy, operations, and change management.

Regular International speaker, lecturer and moderator at high-level global conferences and business-school programs.



Ángel D. Morales Castillo

President, German-Nicaraguan Chamber of Commerce and Industry

Born on November 10, 1962 in Managua, Nicaragua. In 1979 he started his studies at the Universidad Centroamericana (UCA) in Managua. In 1983, in the seventh semester of his electromechanics studies, he moved to Germany, where he received his university language examination diploma after two semesters. He then began studying mechanical engineering at the Cologne University of Applied Sciences in 1984, which he successfully completed in 1990 as a graduate engineer. He returned to Nicaragua in 1992 with the aim of using the knowledge and experience he had gathered in Germany and putting them into practice in his country.

In 1996 he founded Servicios Técnicos Industriales S.A. (STI SA), a company active in the installation of medium-voltage systems and in the construction industry, working among other things as a subcontractor and contractor for renowned companies and brands, including AEG, ALSTOM, AREVA, Ansaldo San Giorgio, ABB, Esso, Shell, Texaco, etc.

In 2013 he founded the "Instituto Monseñor Lezcano" foundation, whose aim and mission is to contribute to the comprehensive education of young Nicaraguans and to impart practical knowledge that should enable them to successfully enter the labor market.

In 2017 he founded the company Abrasivos y más de Alemania S.A., which imports high-quality German products of the KLINGSPOR brand to Nicaragua.

In March 2020 he became President of EDIFICA S.A. chosen to develop a housing project.

He is the proud father of a daughter and a son, Ariana and Rodrigo, who are currently studying at the Humboldt University in Berlin and the HAW in Hamburg. He has been a member of the AHK Nicaragua since 1992. In 2011 he was elected President of the AHK Nicaragua for the first time and in 2019 he was re-elected for the period 2019-2021.



Carolin Welzel

Senior Consultant International Organizations, Agency for Economy & Development (AWE), Berlin

Carolin Welzel has many years of experience at the interface between business and politics and extensive expertise from working with associations and chambers. Stays abroad led her to Asia and Africa, most recently she headed the cooperation project with the Federal Association of German Industry (BDI) in East Africa for GIZ. At AWE since 2018, Welzel has been the contact for

international organizations such as the World Bank, the Asian Development Bank or the EU, which offer interesting business opportunities to German companies – but which are still underused. “Many companies shy away from this path in order to put their international business on a broad foundation. I am committed to ensuring that more medium-sized companies expand their network and get to know the development banks”, says Welzel.



Christian Weber

Executive Director Representative Office Mexico, Bayern International

Christian Weber is the State of Bavaria Representative in Mexico and Central America and Executive Director of Bayern International's representative office in Mexico. The representation promotes internationalization of Bavarian and Mexican companies and operates with their bilateral network at the interface of business, politics and science.

Christian Weber has worked for Bayern International since 2003, for many years he has held positions in location marketing and in investor support. He has many years of experience in operational and policy issues relating to business development and internationalization.

With Mexico, Christian Weber has been involved in projects about and with Mexico for the Technical University of Munich (TUM) since the 1990s. Since 2009 he has been the representative of the Free State of Bavaria in Mexico. The graduated geographer has studied geography, politics and law at TUM and LMU Munich.



Dr. Corinna Franke-Wöller

Director Agency for Economy and Development

Corinna Franke-Wöller is a GIZ manager and expert at the interface between business, politics and law. She has been the head of the Agency for Economy and Development since it was founded in 2016. Corinna Franke-Wöller and her team are the central contacts for companies and associations in the field of international development cooperation.

Corinna Franke-Wöller has worked in business for many years. As managing director of a public-private partnership company, she was most recently responsible for the areas of business administration, sales and operations. She worked for an environmental technology company and worked, among other things, on the recommendation of the Sustainability Council in the area of raw material strategy of the federal government.

The fully qualified lawyer with a focus on European and international law earned a master's degree in European law (LL.M.) in Oslo and received her doctorate at the University of Viadrina / Wrocław on the subject of Polish-German constitutional law.



Hon. Dennis Waweru

Vorsitzender, Kenya Investment Authority

Hon. Dennis Waweru is currently the Chairman of the Kenya Investment Authority (KenInvest). He served as the Member of Parliament for Dagoretti South Constituency at The National Assembly from April 2013 to August 2017 and served in various Committees.

As a professional investment banker Dennis has been instrumental in the various industry developments and previously served as the Vice Chairman of the Kenya Association of Investment Banks and Stock Brokers (KASIB). In addition, he has played an important role in ensuring the implementation of various Exchange initiatives that have sustainably grown the Stock Market. Mr. Waweru is a Partner and Director of Faida Investment Bank. He holds an MBA in Strategic Management from Moi University and a Bachelor of Commerce Degree. He has over twenty two years' experience as an investment Banker.

Dennis Waweru possesses the following technical skills: portfolio construction and management, business and strategic planning, transaction structuring, securities dealing, bond valuation and trading, sales and marketing strategy formulation.



Dr. Eyup Vural Aydin

Chairman – Istanbul PPPCoE

Dr. Aydin, has a deep experience in PPP Project preparation, project developing, transaction and training. He focuses on VFM models, financial and managerial structure PPP projects in developing countries. He delivered numerous PPP training program mostly representatives from developing countries such as Ukraine, Nigeria, Mauritania, Romania, Saudi Arabia, Belarus, Uzbekistan, Kazakhstan and many others.

Additionally, in Turkey he developed many PPP structure for local authorities and he was the official rapporteur of the section of PPP Investment in the 11th Development Plan Of Turkey. He was a member of the team who prepared the draft law for municipalities PPP in Turkey. Besides, he is the official advisor of different line ministries in terms of PPP projects in Turkey.

Currently, he is the Chairman of Istanbul PPP COE, a member of WAPP, Chairman of DEİK PPP Committee, Chairman of Istanbul PPP Week Preparation Committee and the owner of PHD Consulting company. He usually participates in many international events related to PPP as a moderator and speaker and deliver transactional advisory services of PPP projects in many countries.



Franka Ismer

CEO – persönlich + gesellschaftlich + unternehmerisch

Franka Ismer is a young entrepreneur who has been working in the Future of Work for over five years. Her key subjects are new ways of working with a focus on cooperation and purpose, emotionally intelligent leadership and the development of employees' and teams' potential as well as co-creative and purposeful ways of working. As part of The DO School – a global platform that fosters entrepreneurship with a social purpose – Franka has designed and implemented national and international workshops for an audience ranging from young people to executive leadership. Franka holds a Master's degree in Social and Business Communication from the University of the Arts in Berlin. She is trained as a systemic coach, organizational developer and trainer for Insights Discovery and Theory U. Her guiding principle is: When people thrive, businesses do too.

For Franka, the issue of female leadership does not just mean increasing the women's quota in top management positions. She goes far beyond that: Franka envisions an approach to modern leadership that puts its focus not only on gender issues but on diversity and inclusion in a far broader sense. This would foster a more sustainable, appreciative and, ultimately, more effective organizational culture.



Georgi Petrov

Regional Manager – ECA PPP Transaction Advisory, IFC

Georgi Petrov heads IFC's PPP Transaction Advisory for Europe and Central Asia. The Department provides infrastructure advisory services to Governments on structuring and bidding out PPPs in numerous sectors: Power & Renewables, Water, Waste Management, Roads, Agribusiness, Municipal Services and Health. Under Mr. Petrov's leadership, the department has grown more than three times and the number of active and successful transactions has further increased severalfold. Prior to this, Mr. Petrov worked as Transaction Leader both within IFC's Advisory & Investment streams. He has more than 20 years of experience in infrastructure projects, manufacturing and services, as well as structuring and implementing PPPs. Prior to joining IFC, Mr. Petrov was a Manager at Barents Group LLC in Washington DC, where he was responsible for the merchant banking business in Eastern Europe. Mr. Petrov holds an MBA degree from Harvard University.



Gunther Fehlinger

Secretary General
CEE-BC

Gunther Fehlinger, 51 from Linz, Austria, married, 2 children is WU Vienna graduate MA International Trade, is serving as Secretary General of CEE BC, the voice of FDI & SME Business Associations in Central Eastern Europe, #SEE, #EaP & #CA & publishes CEE Newsletter cee-bc.org/en/news-2 Gunther worked as General Secretary of SME UNION, and before for Business Europe, in Brussels for 6 years & since 05 as development & investment consultant in Albania, Montenegro, Kosovo, Northern Macedonia, Moldova and is based in Ukraine since 2016. Gunther serves as President of Europeans for Tax Reform & twitters for ETR @GunterFehlinger

Gunther was a Austrian & European Student leader & EDS Chairman and is 30 years advocate of EU, NATO, Euro, EU Customs Union, CEFTA, RCC enlargement to include free Eastern Europe in #West and focuses now on Ukraine and Balkans Integration and economic reform to complete Europe #EU37 & #NATO42 #Euro34 and #EAP13 Gunther can be reached @www.linkedin.com/in/fehlinger Secretary General
CEE-BC
Uniting the Business Community of WB6-EaP-CA

<http://cee-bc.org/en/statement>



Gustavo Weigel

Managing Director , WEIGEL HALLER
CORPORATE FINANCE (Uruguay)

Gustavo Weigel is specialist in investment projects, mergers & acquisitions and company valuations for the Latin America market, located in Montevideo (Uruguay). Has a CPA degree of University of the Republic Uruguay , was AHK Uruguay President in 2016-2017, and has advised more than 100 companies in their business development.



Eric Menges

CEO of FrankfurtRheinMain GmbH



Hans-Joachim Hebgen

Senior Consultant for financing, policy issues developPPP.de and textile industry

After studying Business Administration in Cologne and completing a traineeship at the Kölner-Stadt-Anzeiger, from 1976 to 1980 Mr. Hebgen has been working as a consultant at the Mining Economic Association e. V. and the International Mining Association e. V. in Bonn.

From 1980 to 2016 he was employed by DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH, Cologne, and worked there in various functions. From 2000 to 2006 he has been the Department Head responsible for financing investments with German companies in developing countries and from 2007 to 2016 he was responsible for the promotional business of DEG as Director.

Professional Experience

- Development of internationalization strategies, systematic preparation of foreign investments, assessment of partner, project and country risks for medium-sized companies with a focus on developing countries
- Advising medium-sized companies on structuring and financing of investments in developing countries
- Several publications on the topic of foreign investments (including "Location Abroad", "Checklist of the specific need for action in Joint Ventures", "Project Financing abroad").



Jacopo Dettoni

Editor of fDi Magazine – Financial Times Group

Jacopo Dettoni is the editor of fDi Magazine, a specialist publication from the Financial Times. In his role, Mr Dettoni produces multimedia content for the title's print magazine and online portal, also hosting the fDi Podcast since its inception in December 2016. He is a frequent speaker at business and investment events.

Mr Dettoni lived and reported from Europe, Asia and Latin America, where he focused on the boom-and-bust cycles triggered by developments in the commodity markets.

He holds a Master's Degree in Economics and Finance from the Catholic University of Milan, Italy, where he focused on trade policies and economic welfare.



Prof. Julien Chaisse

School of Law | City University of Hong Kong – Hong Kong SAR

Dr. Julien Chaisse serves as PIL Advisory Group's local liaison for clients and prospective clients in the Asia Pacific region who are interested or engaged in cross-border trade, investment, and other international export and investment transactions in Asia. Julien regularly serves as an adviser to major international corporations, including foreign governments, biotech companies, technology and manufacturing based companies, and natural resource companies. Julien's practice focuses on a broad range of arbitration, litigation, government, and multi-jurisdictional legal matters particularly in the areas of foreign investment, international trade, green technology, biotechnology, hotels, and public utilities. He advises local and international clients on a diverse range of matters including international economic law, including treaty negotiations, investment and trade litigation. Julien teaches international law of foreign investment and transnational legal problems law at the City University of Hong Kong, School of Law. Prior to his relocation in Asia, Julien worked at the World Trade Institute in Switzerland from 2006 to 2009. Before joining academia, he served in New Delhi with the French Ministry of Foreign Affairs. Julien is very active within the international trade law arena. In addition to scholarly work, Julien has wide experience as a practitioner, and is engaged as expert, counsel and arbitrator in transnational dispute settlement. Apart from acting as mediator/arbitrator in various cases, Julien is a sought-after consultant/expert to international organizations, governments, law firms, and private investors. Julien is an active member of the World Economic Forum ("Global Future Council on International Trade and Investment" and "Tax and Globalization Working Group"). He also is an advisor & partner to the United Nations ARTNET on FDI, member of the Academic Forum on ISDS, and Advisory board member of the Asian Academy of International Law (AAIL). Dr. Chaisse is based in Hong Kong and travels frequently to client and partner locations.



Jürgen Raizner

CEO | Administrator / Steinbeis-Transferzentrum Ost-West-Kooperationen

Jürgen Raizner (1967) studied business administration and logistics at University of Applied Sciences Nürtingen-Geislingen (Stuttgart region) and graduated 1993. His professional experience in doing international business goes back to 1991. Working sessions as long-term and short-term expert took place in almost every country of Central and Eastern Europe. Jürgen Raizner has proven experiences in managing multi-national consortia in EU funded projects and managed major consultancy projects that included reporting to international board level and government secretary state level. Jürgen Raizner is entrepreneur since 1994 and founder of Steinbeis enterprises (STC) in Germany, Austria, Romania and Ukraine. Jürgen Raizner holds a lectureship at University

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Nürtingen-Geislingen and was awarded 2013 with its Medal of Honor.

STCs of Jürgen Raizner support enterprises in finding the right place for foreign direct investment and for outsourcing. Another key competences are to contribute to a business friendly environment in Central and Eastern Europe, to foster innovation by elaborating solutions for effective university-industry collaboration and to promote entrepreneurship what is based more on knowledge and science than on low-cost manufacturing.



Justus Vitinius

Director Corporates Latin America,
German Investment and Development
Corporation (DEG)

Justus Vitinius was born in Dortmund on March 16, 1963. After studying law and economics, he started working for KPMG Peat Marwick in Munich in 1992 as a tax assistant. Two years later he moved to the Bayerische Landesbank Girozentrale in Munich (Corporate Finance Division). Here he was responsible for corporate credit finance before moving to the project finance team in 1995, responsible for energy, transportation and water projects in Germany and Europe. Since 1998 he has been working for the German Investment and Development Corporation (DEG), first as project manager of the infrastructure department and from 2000 as department head with a focus on assessment (due diligence) and structuring of energy, telecommunications, port, airport and other infrastructure projects worldwide. From 2005 to 2009 he was also a member of the supervisory board of the Tirana International Airport Company in Tirana (Albania), in which DEG was involved. Since 2009, he has been head of the Latin America department, responsible for new business and the portfolio in Latin America as well as for our field offices in Mexico City, Lima and Sao Paulo. Between 2008 and 2011 he was also an expert at the Federal Interministerial Committee on Investment Guarantees. Since July 1, 2015, Justus Vitinius has been responsible for the acquisition, due diligence and portfolio for all energy customers in Latin America, Europe, Central Asia and the Middle East, since February 1, 2018 he has been responsible for all industrial, agricultural and service customers in Latin America. He is responsible for a portfolio of approx. 50 existing customers (approx. EUR 400 million) and the annual new business (approx. EUR 120 million). Justus Vitinius is also DEG's key account for the World Bank companies (especially IFC) and the Inter-American Development Bank IDB and manages DEG's institutional relationships with stakeholders in the Latin American context (Latin America Association, embassies, etc.). Justus Vitinius is married and has four children.



Kadio Fofana Diop

Investment Director for APIX SA

Kadio Fofana Diop has been working for the Senegalese Investment Agency APIX since March 2006 in various

functions. Currently, as Investment Director, she is in charge of the coordination of facilitation and assistance services to investors as part of their establishment in Senegal. She holds a diploma in Economic and Social Administration and a Master's Degree in Business Administration and Management from the University of Bordeaux. Furthermore, between 2002 and 2003 she has obtained a University Research Diploma (DUR 3rd cycle) in Corporate Communication at the Institute of Sciences of Communication and Information from the University of Bordeaux 3 Michel de Montaigne.



Miguel Solis

Commercial Advisor,
Embassy of Guatemala

Miguel Solis, Guatemala City (40) holds a BA in International Relations from Francisco Marroquín University in Guatemala and a Master's in Business Communication and Marketing from the INSA, Barcelona School of Communication. During 2014 and 2015, he developed his interests in Intelligence and Public Policy at National Defense University in Washington DC, and in 2016 and 2017 he obtained academic recognition in Foreign Trade at George Washington University and the Washington International Trade Association,

In 2006, he worked for INGRAM MICRO, an American distributor of information technology products, in Barcelona where he expanded his experience in distribution and marketing of computer products and services for the entire Iberian Peninsula and France. He was national sales director of the Guatemalan Post and Director of Analysis for the National Security Council of Guatemala.

In his diplomatic experience, he obtained by opposition the post of Trade Attaché at the Embassy of Guatemala in Washington DC, where he directed the trade portfolio of Guatemala for 4 years before the Obama and the Trump Administrations. Currently, since November 2019, he is Trade Counselor of the Guatemalan Embassy in Berlin.



Ikechukwu Okoli

Head of Advisory and Investment,
Kiakia Gas Limited

Ikechukwu Okoli has over ten years of professional experience as a researcher, policy analyst and researcher in the areas of economic development, institutions and business strategy/innovation, particularly for Africa.

He has done extensive work in the area of fiscal governance in Nigeria while working for local and international organizations like the UK-Department for International Development (DFID).



Mirko Twardy

Head of Business Development Finance and Promotion – Dr. Kakuschke & Partner AG, Berlin

After studying economical geography, Mirko Twardy joined Dr. Kakuschke & Partner AG (KuP). As a consultant, he is still active in the areas of subsidy management, commercial management and realization of major construction projects as well as the establishment and expansion of business fields and business start-ups. Since this year, he has also been responsible for the development of business areas in the fields of financing and financial promotion at Kakuschke und Partner and is further expanding the area with his team.

The Dr. Kakuschke & Partner AG is a medium-sized business consultancy based in Cologne and sees itself as a partner of the economy. The consultancy has customers nationwide and supports them in the central business fields of the energy market and the real estate industry. Customers benefit above all from more than 20 years of experience in the consulting environment and the broad network of employees.



Paola Suárez Buhrmann

Manager at FDI Center

Paola Suárez Buhrmann started her professional career in 2010 at ProBarranquilla, a regional investment promotion agency in Colombia, where she worked for over three years in the area of investment promotion. During her time at this agency, she organized and participated in national and international missions to actively promote the Atlantico region as a location for companies seeking new locations. As a result, Paola was able to support around 200 Colombian and foreign companies considering establishment or expansion projects and supported the attraction of more than 20 investment projects that invested about US\$200 million and created over 2,000 new jobs in the Atlantico region.

Before joining FDI Center on March 2018, Paola worked at Invest in Mecklenburg-Vorpommern, a regional investment promotion agency in Germany, where she was responsible for investment attraction across multiple industries, including automotive and renewable energies. She represented the state of Mecklenburg-Vorpommern in different events across Europe and China and worked closely with public authorities and associations at the local and regional level to attract investment to the region. Her previous experience also includes working at the European headquarters of Kia Motors in Frankfurt, South Korea's second-largest automobile manufacturer, where she conducted analyses of customer satisfaction and assisted in the planning and implementation of national and European trainings and workshops.

At FDI Center, Paola has been working on various projects related to FDI attraction strategy and the operations of investment promotion agencies, including the analysis of German foreign direct investment to China over the last years, the evaluation of Business Finland's role in attracting high value investment to the country, and the elaboration of an international target market analysis for a

city in North America. Currently, some of the projects where Paola is involved include the development of a comprehensive and practical strategy for attracting investment for a new investment promotion agency in Australia and the identification of companies in the cardiovascular industry that have potential for establishing operations in Asia-Pacific. Besides, Paola participates as speaker at events focused on foreign direct investment and is also involved in the delivery of training courses focused on investment attraction, creation of value proposition, special economic zones, investor targeting, and lead generation.

Paola holds a Master of Science in International Economics and Public Policy from the Johannes-Gutenberg University in Germany and a Bachelor of Arts in International Relations from the Universidad del Norte in Colombia. She speaks English, German, and Spanish.



Ricardo Pedroza

Director Europe, PROCOLOMBIA Frankfurt

As EUROPEAN HUB DIRECTOR, Ricardo Pedroza is responsible for the promotion of non-traditional exports, international tourism and foreign investment in Colombia within the European Region with direct presence in France, Germany, Holland, Italy, Russia, Spain, Turkey and the United Kingdom.

With an extensive experience in the IT sector, Pedroza joined PROCOLOMBIA in September 2017 and before his current responsibility, he worked in leading country and regional positions as North Latin-American Head for RedHat, Country Manager Vice President for Oracle and General Manager for Microsoft. He started his career at NCR. In addition, he has been member of several Boards of Directors for companies that invested in Colombia. Pedroza is fluent in English, German and Spanish and holds a BS in Civil Engineer from Universidad de los Andes, has a marketing specialization degree from the same university and has attended multiple management courses in Michigan University, Columbia Business School and Kellogg School of Management.



Saida Kahouli

Deputy director in Foreign Investment Promotion Agency-FIPA TUNISIA

She holds a Master's degree in Marketing and Bachelor's degree in International Trade from the International Trade School in Tunisia

Deputy director in FIPA- Tunisia with seven years' experience on promoting Tunisia as an attractive destination for FDI by providing all the support needed by foreign investors and offering post-establishment facilitation services to retain investment and encourage follow-on investment.

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Sarah Russis

Director, fDi Intelligence –
Financial Times Group

Sarah Russis is Director at fDi Intelligence, the largest Foreign Direct Investment centre of excellence worldwide [a specialist service from the Financial Times]. She has worked with Government agencies, Universities, Research institutions, Multinationals, SMEs and Consulting firms from over 50 countries.

Sarah and her team help countries, regions and cities around the world to promote their location as an investment destination, identify new investors as well as build strong business cases through the use of fDi Intelligence's state-of-the-art business intelligence and marketing tools. She also assists corporates and academic institutions in their market and industry research.

For the last 8 years Sarah has been helping to develop the fDi Intelligence tools and is an expert in using data to create analysis regarding a location's competitiveness, marketing messages and brand awareness.

Sarah is regularly invited to participate at international FDI events. Recently she presented at the MIPIM Real Estate event in Cannes, France, Annual Investment Meeting AIM Dubai and the United Nations World Tourism Organization Annual General Assembly in Saint Petersburg, Russia. Sarah has a Bachelor's degree in Applied Foreign Languages from Anglia Polytechnic University in Cambridge, UK and a Master's degree in International Business from the University of Cergy-Pontoise, France.



Sering Bamba Saho

Founder and CEO, M + S Piano-Express
GmbH

Sering Bamba Saho, born on 08.08.1969 in Gambia, operates his logistics and transport company M + S Piano-Express GmbH from Germany. Since 2013 he has been cultivating his contacts with investors and business people around the world who aim to help his homeland Gambia out of poverty and to boost the economy in West Africa. In addition to his intention to achieve progress in all areas of development, the following areas are in the focus of his vision: cooperation between the governments of Gambia and Germany, infrastructure projects, bank integration, health care and the promotion of the agricultural sector for self-sufficiency.



Sheku Lexmond N. Koroma

CEO at Sierra Leone Investment and
Export Promotion Agency



Teodor Bate

Chief architect of the Dambovită county,
Romania

Teodor Bate, born in 1982, has graduated in 2007 "Ion Mincu" University of Architecture and Urbanism " from Bucharest.

Between 2007-2018 he worked in the private sector, being the technical director of a design and urban planning company, specialized in the elaboration of EU funded projects, both for private beneficiaries and public authorities. During this period he was project manager for more than 200 projects, from different fields: education (kindergartens, schools, university campuses), health (medical clinics), residential (individual and collective houses), industry (industrial buildings, logistic warehouses), agriculture (animal farms, warehouses of agricultural products, factories processing agricultural products), tourism (restaurants, hotels).

Teodor Bate is member of several professional and cultural associations – the Order of Architects of Romania, the Union of Architects of Romania and the Register of Urban Planners of Romania.

Starting with 2018, Teodor Bate became the chief architect of the Dambovită county. From this position he coordinates the activity of spatial planning and urbanism in Dambovită county. Apart from the usual activity as chief architect of the county, the main projects he coordinates are the project of the new mountain resort Pesteră – Padina (the first resort to be projected from the greenfield stage in Romania in the last 30 years and the only tourist resort in Romania located in a natural park) and the project of the new peri-urban industrial area of Targoviste.



Yofi Grant

CEO, Ghana Investment Promotion Center

Yofi Grant is currently the Chief Executive Officer of the Ghana Investment Promotion Centre appointed by H.E President Nana Addo Dankwa Akufo-Addo in February 2017. Mr. Grant is also a renowned Ghanaian investment banker with over 30 years of extensive work experience in banking and finance. Having served in various capacities in corporate finance and advisory, corporate banking and marketing, Mr. Grant has broad knowledge and great exposure in the African financial markets and has cultivated strong relationships with international private equity funds, portfolio and investment managers and brokerage funds. He was responsible for the development and implementation of AAF SME Fund LLC, one of the largest agriculture SME funds in Sub-Saharan Africa and helped achieve their first close of US\$30million.

Yofi was in 2019 elected to the Steering Board of the World Association of Investment Promotion Associations (WAIPA) to represent Sub Saharan Africa. He is a council member of the Continental Business Network of the

African Union which advises African governments on private sector finance and infrastructure. He has served in many directorship roles in both public and private sector. As a partner in the Databank Group, he had supervisory roles as Executive Director, leading the following subsidiaries of the Databank Group, Databank Agrifund Manager Limited, Databank Financial Services Limited, Databank Private Equity Limited and Databank Brokerage Services Limited. In 2009, he served as the Executive Director for Business Development for the entire Databank Group. Prior to joining the Databank Group, Yofi had a very successful and illustrious career at Cal Bank Ltd where he rose to head the Capital Markets and Stock brokerage division. Yofi also served as a consultant on finance and business for the Africa Asia Business Forum (AABF) organized by the UNDP which run workshops in 12 African countries and six Asian countries in 2002. Additionally, he has been in senior advisory roles and led many of the groundbreaking transactions in the Ghanaian and other African capital markets

He is partner and co-founder to a number of companies including Grant Dupuis Investment Limited, a real estate investment advisory firm and Coldwell Banker Ghana a company which held the master franchise license for Coldwell Banker (of the Realogy Group in New Jersey, USA, the world's largest real estate organization) for Ghana and Nigeria. In addition to this, he recently co-founded Praxis Fortune Calibre, a firm that offers general business advise, and consulting services across the continent.

He has held several supervisory board memberships in private sector as well as GSE listed companies in the telecommunications, commodities, and education sectors and has also played many policy advisory roles for government, particularly in private sector development. He was chairman of Ghana Telecom (One Touch), the Listing Committee of the Ghana Stock Exchange, and Venture Capital Association of Africa amongst other prestigious organizations.

Mr. Grant was also Special Advisor to the Minister for Private Sector Development between 2002 and 2007 where he advised and assisted the Minister with policy formulation and implementation and also on financing for private sector development projects. He currently serves on the Advisory Boards of the Ministry for Foreign Affairs and Regional Integration, The Ghana Export Promotion Agency (GEPA) and a member of the Ministerial Private Public Partnership Approval Committee of Ghana and a member of the Board of Trustees of the ACP Endowment and Trust Fund.

As the CEO of the Ghana Investment Promotion Centre under the Office of the President, it is Yofi's singular vision to make Ghana the 'Best place to invest and do business in Africa'. He lives by the guiding principles of honesty, integrity and a constant search for solutions, and is a Fellow of the Aspen Global Leadership Network's African Leadership Initiative, West Africa. He is divorced and is blessed with triplets.



Fellanza Podrimja

Public relations, economic and educational advisor to the Mayor of Prizren Municipality

Fellanza Podrimja is a public relations, economic and educational advisor to the Mayor of Prizren Municipality, Mytaher Haskuka. Before that, she worked as a foreign policy advisor for Prime Minister Albin Kurti. Previously she worked as a consultant for a management consultancy in Berlin. Her main focus in this position was on energy policy. From 2010 to 2016 Fellanza Podrimja studied in Regensburg and at the Ludwig Maximilians University in Munich. She is M.A. of law and political science.



Francisco Mackenney

Consul General of Chile in Frankfurt

Francisco Mackenney has been the Consul General of Chile in Frankfurt since January 2019. He has consular competence in the Federated States of Hesse, Rhineland Palatinate, North Rhine Westphalia, Saarland and Thuringia.

He is a lawyer with a master's degree in foreign policy. In 2008 he joined the Diplomatic Academy and in the Ministry of Foreign Affairs he has worked in the Human Rights Directorate and in the Europe Department.

From 2012 to 2017 he was stationed at the Chilean Embassy in Germany. In Berlin he worked on political and administrative issues, human rights, environment and climate change, and the Pacific Alliance.



Wolfgang Leidig

Director and Project Manager of the Innovation and Training Park ITP in Prizren Kosovo

Wolfgang Leidig is Director and Project Manager of the Innovation and Training Park ITP in Prizren Kosovo. He was Mayor of Schwäbisch Gmünd, Germany, after having worked with the German Ministry of Research and Technology and the Ministry of Economics. He has extensive experience with the private sector and chaired or was member of various company boards, also in the banking sector.



Courtney Fingar

Editor-in-chief, FDI, at New Statesman Media Group

Courtney Fingar is editor-in-chief, FDI, at New Statesman Media Group, a UK-based publisher of New Statesman magazine and industry-leading business-to-business titles powered by innovative data and technology platforms. She heads the group's coverage of cross-border investment and will soon launch Investment Monitor, a digital publication. Before joining in 2020, Ms Fingar spent 15 years with the Financial Times where she was editor-in-chief of fDi Magazine and the head of content for its associated data division, fDi Intelligence, as well as a contributing writer for the FT newspaper. As a trained journalist, Ms Fingar interviews political and business leaders at the highest levels about economic and investment issues. She has covered business stories in all major regions of the world and has been on assignment to more than 80 countries in her career. She is a popular panellist and moderator at international economic gatherings and has appeared on television and radio in dozens of countries as a commentator on international investment. She previously served as the editor of Trade & Forfeiting Review, a London-based magazine focusing on trade finance and worked as a journalist in Washington, DC. Ms Fingar has a BA in journalism from the University of Alabama in the United States and an MSc in International and European Politics, with a special focus on political economy and trade issues, from the University of Edinburgh in Scotland.



Patrick Harren

Project Manager for the Competence Center Europe, MENA, Turkey, Latin America at Frankfurt Economic Development GmbH

Patrick Harren is Project Manager for the Competence Center Europe, MENA, Turkey, Latin America at Frankfurt Economic Development GmbH

He has a wide range of experience in the field of international business communities and public economy and specializes in the following areas:

- o Foreign investments into Frankfurt
- o Public affairs
- o Relationship management

Mr. Harren advises a number of international companies as well as investors during their investment process in Frankfurt. He represents the economic interests of the City of Frankfurt.

Mr. Harren studied business administration and business development in Mannheim. He holds a bachelor degree from Baden-Wuerttemberg Corporate State University (DHBW). He joined Frankfurt Economic Development in 2013. Mr. Harren speaks German and English.



Ms. Olga Mroz

Dama of Honour

Prof. and Director of the ART Program at Al-Khalifa Business School in Berlin.

She is as well Editor and Chef of the AKBS Art Journal/journalist.

Profesor Olga is Ambassador for Love & Light for World Peace



Arshi Ayub Mohamed Zaveri

CEO | Senior Advisor Royal Family Office, UAE

Arshi Ayub Zaveri is dedicated to 12+ years of professional experience (Royal Family offices of Abu Dhabi & Dubai) in active partnerships that necessitate sub-structuring of strategic initiations, economic & political management, business & financial aid along with overall assistance for the MENA & Asia Pacific. Completed academic credentials in Public Policy Economics from University of Oxford.

– CEO at Trust with Trade Group LLC (A UAE Company with 40 years of local experience, focused upon sovereign sponsorships / company restructuring / Supplies of O&G equipment / onshore & offshore Chemical Manufacturing, Mining assets, healthcare supplies, waste management & general trading). The group holding is also deploying business advisory (all domains), capital investment, start up incubation & early mentoring for young entrepreneurs.

– Senior Advisor Royal Family Office (Dubai & Abu Dhabi) UAE to invest across Central & southern Asia, EU & USA. Along with promoting bilateral trade and investments across 149 countries for the enterprises in the group portfolio.

– Senator, UAE at World Business Angels Investments Forum, that aims collaborating globally to empower world economic development by creating innovative financial instruments for innovators, startups, and SMEs.

– International Mentor / Jury to Being She Movement that promotes women empowerment & Women enablement. (Breast cancer awareness / holistic healing/ Sustainability / cerebral equality).

– Jury Member at IWoman Global ("Care for Farmer" Initiative, Empower & excellence awards)

– Expert Council at G.World MENA, an online platform to facilitate alternative investments in the region (English & Arabic content for investors, 30M\$ up portfolio).

– Board Advisor at the Global Mental Health Association (GMHA) advocating integration of public & private sector and creating ample solutions for Mental Health.

The experience is varied and awarded by globally accredited institutions within several leadership initiatives, and efforts within Infrastructure development / Oil & Gas / Energy / Fintech & Blockchain / Education in the MENA region. Passionate about encouraging ventures of Social entrepreneurship, impact investing & women led startups.



Sarah Jaax

Location marketing, Ministry of
Economics, Transport, Agriculture
and Viticulture Rhineland-Palatinate

Sarah Jaax has been working in the field of location marketing in the Ministry of Economy of Rhineland-Palatinate since February 2020. Her focus is on the development of a location marketing strategy and the acquisition of foreign direct investments in Rhineland-Palatinate.

Ms. Jaax can look back on several years of professional experience as a project manager in conference management. She mainly conceived and organized events on topics of global trade such as global sourcing, China's New Silk Road, Customs & Trade etc.

Ms. Jaax was able to gain international experience as part of a development volunteer service in a fair trade company in Lima, Peru, as well as during a stay abroad for the KfW Development Bank in Dakar, Senegal. Between 2012 and 2016 she has been youth ambassador for the international lobby and campaigning organization "ONE".

Sarah Jaax has a degree in Politics and Economics from Johannes Gutenberg University Mainz.

Exhibitors and Partners of IME



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 Morocco's Investment and Trade Agency is in
 charge of promoting national and foreign
 investment as well as export of goods and
 services. The agency is committed to support
 all economic actors throughout their entire life
 cycle.



Agentur für
 Wirtschaft & Entwicklung

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Participants at IME Catalogue





Program IME 2020

Day 1 – 08 September 2020

09.30-10.00	Registration, welcome coffee and light breakfast
10:00-10:45	<p>Opening Session</p> <p>Moderator Jacopo Dettoni, Editor, fDi Magazine, FT Specialist</p> <p>Welcome Remarks Bekim Xhafa, Founder of IME</p> <p>Official Opening Speech and highlighting investment opportunities in the current situation Markus Lehner, Chief Executive Officer, LEHNER INVESTMENTS AG</p> <p>Opening remarks Dr. Corinna Franke-Wöller, Head of the Agency for Economy and Development at the Federal Ministry for Economic Cooperation and Development of Germany</p>
10:45-11:05	<p>Keynote Albin Kurti, Former Prime Minister of Republic Kosovo</p>
11:05-11:45	<p>Deep dive session</p> <p>Business and investment activities in Latin America</p> <p>Not without hiccups, Latin America is trying to bounce back after the troubled years that followed the end of the commodity super-cycle. The support of national and multilateral development institutions will be key to unlock investment projects across the continent. How can private investors and development institutions better team up to trigger social and economic growth?</p> <p>Closer ties with China as well as partners in Europe and elsewhere will be conducive to supporting much needed infrastructure development and the strengthening of local economies. How can investors safely navigate through Latin American business environment? What are the opportunities, and the risks, as the region enters the new decade with the ambition of going beyond its massive endowment of natural resources to develop healthy and stable domestic economies?</p> <p>Moderator Carolin Welzel, Senior Consultant International Organizations, Agency for Economy & Development (AWE)</p> <p>Speakers Justus Vitinius, Director Corporates Latin America, DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH (virtual speech)</p> <p>Ricardo Pedroza, Director Europe, PROCOLOMBIA Frankfurt</p> <p>Francisco Mackenney Palamara, Consul, Consulate General of Chile in Frankfurt</p>

11:45-12:00	<p>Financing for companies investing in developing countries</p> <p>Hans-Joachim Hebgen, Senior Consultant for financing, policy issues develoPPP.de and textile industry at Agentur für Wirtschaft & Entwicklung (virtual speech)</p>
12:00-13:00	<p>Lunch break</p>
13:00-13:40	<p>Investment Opportunities in SEE with focus Republic of Kosovo</p> <p>German and Kosovar Innovation and Training Park in Prizren (ITP)</p> <p>The ITP is far more than a classic business park. Beyond spatial proximity a strong networking atmosphere lies at the heart of the ITP, which builds on collaboration and shared resources. The ITP ensures close linkages among tenants as well as between park management and tenants, offering an environment that fosters synergies between the private sector, vocational education and training institutions, and innovation activities.</p> <p>Kosovar and German companies active in one of the three priority sectors (ICT/Technology based firms, Agro/Food Processing, Creative and Cultural Industries) create jobs, commercialize innovations from R&D activities, boost the economy and offer possibilities for VET and praxis-oriented learning.</p> <p>Moderator & Speaker Günther Fehlinger, Secretary General CEE-B</p> <p>Speakers Wolfgang Leidig, CEO of ITP in Prizren</p> <p>Fellanza Podrimja, Economic and educational advisor to the Mayor of City of Prizren, Kosovo</p>
13:40-14:20	<p>Panel discussion</p> <p>Has the African decade finally arrived?</p> <p>Although the IMF lowered Africa's growth projections due to US-China trade tensions and Brexit instabilities, the continent has formed new alliances to enter the decade strong.</p> <p>With African inbound FDI increasing by 3% against a global decline, the continent is buoyed with the promising African Continental Free Trade Area (AfCFTA) - which will become operational in 2020. While the China-Africa story is well-documented, investors from emerging markets such as China, India, and the UAE now finance more than one-third of FDI projects in Africa, as well as more than half of capital invested and jobs created in the continent. What are the opportunities on the ground for investors from Germany, Europe and elsewhere?</p> <div data-bbox="422 1809 817 1881">    </div> <p>Moderator Jacopo Dettoni, Editor, fDi Magazine, FT Specialist</p> <p>Speakers Thierry Badou, CEO, CEPICI, Cote D'Ivoire</p>


	<p>Kadio Fofana DIOP, Investment Director at APIX S.A. - Promotion des Investissements et des Grands Travaux</p> <p>Mrs. Nissreen Wahish - Commercial Counselor at the Egyptian Commercial Office in Berlin, GAFI Egypt</p> <p>Hon. Dennis Waweru, Chairman, Kenya Investment Authority, Board of Directors Kenya</p> <p>Bamba Saho, United Capital Bank, Gambia</p> <p>Ikechukwu Okoli, Head of Advisory and Investment Kiakia Gas Limited</p> <p>Mr. Michael Schmidt, Investment and Technology Promotion Expert Investment and Technology Promotion Office (ITPO) Germany United Nations Industrial Development Organization</p>
14:20-14:35	<p>Frankfurt Region presentation</p> <p>The advantages of FrankfurtRheinMain Region as a business location</p> <p>Eric Menges, CEO of FrankfurtRheinMain GmbH</p>
14:35-15:15	<p>Deep dive session</p> <p>The latest trends in foreign investment</p> <p>Global FDI flows have stagnated globally in the past couple of years as disruptive change is affecting the typical patterns of global trade and investment. Political and economic power is shifting eastwards as new leaders in the West of the likes of Donald Trump in the US and Boris Johnson in the UK are questioning the multilateral order built in the past decades. Besides, industry 4.0 changes the narrative around attracting foreign investment and leaves governments and IPAs scrambling to update their investment promotion strategies. What are the latest figures on FDI telling us? What are the elements of a successful internationalisation strategy in today's ever changing global market? How should national and local IPAs adjust?</p> <p>Speakers</p> <p>Sarah Russis, Director, fDi Intelligence, Financial Times Group (virtual speech)</p> <p>Jürgen Raizner, CEO Administrator / Steinbeis-Transferzentrum Ost-West-Kooperationen</p> <p>Paola Suárez Buhrmann, Manager at FDI Center</p> <p>Günther Fehlinger, Secretary General CEE-B</p>
15:15-16:10	<p>Panel discussion</p> <p>Has the African decade finally arrived?</p> <p>Although the IMF lowered Africa's growth projections due to US-China trade tensions and Brexit instabilities, the continent has formed new alliances to enter the decade strong.</p>

	<p>With African inbound FDI increasing by 3% against a global decline, the continent is buoyed with the promising African Continental Free Trade Area (AfCFTA) - which will become operational in 2020. While the China-Africa story is well-documented, investors from emerging markets such as China, India, and the UAE now finance more than one-third of FDI projects in Africa, as well as more than half of capital invested and jobs created in the continent. What are the opportunities on the ground for investors from Europe and elsewhere?</p> <p>Moderator Jacopo Dettoni, Editor, fDi Magazine, FT Specialist</p> <p>Speakers Saida Kahouli, Deputy director in Foreign Investment Promotion Agency - FIPA TUNISIA</p> <p>Yofi Grant, CEO at Ghana Investment Promotion Centre</p> <p>Sheku Lexmond N. Koroma, CEO, SLIEPA, Sierra Leone</p>
16:10-16:40	Coffee Break
16:40-17:30	<p>How gender empowerment changes the culture of investment</p> <p>The increase in women's wealth and influence, coupled with increasing research to show that gender diversity correlated with better performance, has bolstered a focus on gender balance in the workplace. Recently, Morgan Stanley launched a score to assess the level of gender diversity within a company's workforce, finding that the most gender-diverse companies outperformed their regional benchmarks, while the least gender-diverse firms underperformed.</p> <p>Gender lens investing - the incorporation of gender elements into an investment decision-making process - is on the rise. How is this affecting the culture of foreign investment and the decision-making of foreign investors and policy-makers?</p> <p>Moderator & Speaker Courtney Fingar, Editor-in-chief, FDI at NS Media Group, London</p> <p>Speakers Franka Ismer, President and CEO, EQLY Berlin</p> <p>Courtney Fingar, Editor-in-chief, FDI at NS Media Group, London</p> <p>Arshi Ayub Mohamed Zaveri, CEO Senior Advisor Royal Family Office, UAE (virtual speech)</p> <p>Olga Mroz, Dama of Honour, Prof. and Director of the ART Program at Al-Khalifa Business School in Berlin</p>
17:30-17:45	<p>Investment location Dambovită county, Romania</p> <p>Teodor Bate, Chief architect of Dambovită county, Romania</p>

17:45-18:00	Rhineland-Palatinate? Can't spell it? Spell it G.O.L.D. Speaker Sarah Jaax, Foreign Trade Department, Location Marketing, Ministry of Economy, Transport, Agriculture and Viniculture Rhineland-Palatinate
18:00	End of the first day

Day 2 – 09 September 2020

09:30-10:00	Welcome Coffee and light breakfast
10:00-10:20	Keynote presentation How to access public funds for investment in Germany Speaker Mirko Twardy, Head of Business Development Finance and Promotion, Dr.Kakuschke & Partner AG, Berlin
10:20-12:00	Panel discussion Business and investment activities in Latin America <p>Not without hiccups, Latin America is trying to bounce back after the troubled years that followed the end of the commodity super-cycle. Closer ties with China, as well as partners in Europe as elsewhere, will be conducive to supporting much needed infrastructure development and the strengthening of local economies. How can investors safely navigate the Latin American business environment? What are the opportunities, and the risks, as the region enters the new decade with the ambition of going beyond its massive endowment of natural resources to develop healthy and stable domestic economies?</p> Moderator Jacopo Dettoni, Editor, fDi Magazine, FT Specialist Speakers Miguel Solis, Commercial Advisor, Embassy of Guatemala, Berlin Christian Weber, Head of Representative Office Mexico, Bavaria International Ángel D. Morales Castillo, President, German Nicaraguan Chamber of Commerce and Industry (video presentation) Gustavo Weigel, Weigel Haller Corporate Finance, Uruguay

12:10-13:20	Lunch and Networking
13:20-14:30	<p>The recipe for a successful PPP programme</p> <p>Public Private Partnerships are usually a complex set of long-term contracts that tend to transfer the risk of providing a service or operating a particular facility to the private sector. The governance of the different aspects of these contracts is key to guarantee the success of nation-wide PPP programmes. What lessons can be learned from the success and failure of existing PPP programmes across the globe? How can policymakers design PPPs in order to meet the expectations of industrial operators and financial investors?</p> <p>Moderator</p> <p>Jacopo Dettoni, Editor, fDi Magazine, FT Specialist</p> <p>Speakers</p> <p>Nicola Saporiti, Senior Investment Officer in IFC's Public Private Partnerships Advisory group</p> <p>Dr. Eyup Vural Aydin, Chairman, Istanbul PPPCoE</p> <p>Prof. Julien Chaisse, School of Law City University of Hong Kong</p> <p>(virtual Panel)</p>
14:30-16:00	<p>Change of location, we will move to the most interesting parts of the City of Frankfurt</p> <p><i>We will do a short stop at the German Stock Exchange Building, European Bank and the most famous parts of the city.</i></p> 
16:00	Closing of IME 2020

Program is subject to change without prior notice.

A faint, light blue world map is visible in the background, showing the continents and major landmasses. The map is centered on the Atlantic Ocean, with North and South America on the left and Europe and Africa on the right.

World Investment Opportunities



*Country or Region	Federal State of Bremen
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	Germany Bremeninvest
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*E-Mail:	Mail@bremen-invest.com
*Telephone	00-49-421-96 00-10
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*Name of official contact person for Investors	Mr Andreas Gerber, Director International Business
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Website	www.bremen-invest.com
No. of citizens living in the Country / Region	681,000
Nr of tourists per year (2018)	1,400,000 Mio
* What defines the global image of your Country / Region	Being Germany's brand capital with numerous internationally known premium brands 'Made in Bremen' covering the main industry sectors i.e. food&beverages, automotive, aviation&aerospace, research&development
Please list the Top 5 attractions of your Country / Region	International container terminal in Bremerhaven, High-tech competence center for the German aerospace industry, home to the second largest Mercedes-Benz production site worldwide, c-class Mercedes-Benz logistics competence center, ranked 2nd among Germany's export harbours,
* Which are the main incentives for foreign investors in your Country / Region	Tailor-made services provided from a one-stop shop. Financial schemes offered by the Bremer Aufbau-Bank (BAB)
* How long does it take to register a business in your Country / Region	The foundation within half a day – the final legal registration and start of the business is subject to the individual requirements of the set up operations.
Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):	https://www.wfb-bremen.de/en/page/commercial-property/industrial-estates (Prices available only on special request)

Germany



How would you describe the quality of life in your Country / Region

Investors benefit from short distances in the city, good public transport by rail, road and air along with a high quality of life and measures for environmental protection.

What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

Offering a vast variety of recreational activities and green spots for leisure activities. Sports events, i.e. national football team SV Werder Bremen (stadium). Further opportunities offered by sports clubs covering golf, handball, athletics, running, swimming, sailing, dancing, bowling, etc.

From which region or country are you looking to attract investors?

Please tick the appropriate box:

- ☐ Middle East
- ☒ Europe
- ☒ Asia
- ☒ America
- ☐ Africa
- ☒ others.pls. Write the country names: Turkey, Vietnam, USA, China..

*** Please list current or planned Investment Projects in your Country / Region / City:**

Please list Investment Projects that you are looking for Investors

Investors with all kind of projects are welcome matching with our focus industry sectors:

- Aviation and Aerospace
- Logistics
- International trade
- Automotive
- Digitization (AI, IOT)
- Food & Beverages
- Renewable energies
- Research & Development
- Start-Up enterprises

*Country or Region	Israel
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	Invest in Israel - Ministry of Economy and Industry
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Website:	https://investinisrael.gov.il/Pages/default.aspx
*Name of official contact person for Investors	Eyal Eliezer, Director of Strategy and Marketing at Invest In Israel
*Name of contact person, who fillet out this form:	Alex Gamarnik
Position at the Organization:	Director Of Government Relations at Invest in Israel
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*Telephone (contact person):	+972586663436
Website	https://investinisrael.gov.il/Pages/default.aspx
No. of citizens living in the Country / Region	9,021,000 citizens in Israel
Nr of tourists per year (2018)	4.1 million tourists visited Israel (2018)
* What defines the global image of your Country / Region	Innovation, entrepreneurship and tourism
Please list the Top 5 attractions of your Country / Region	Jerusalem, the Dead Sea, Masada National Park; the cities of Tel-Aviv-Yafo and Akko
* Which are the main incentives for foreign investors in your Country / Region	<p>Israel has seen consecutive years of significant GDP growth, above that of the OECD and the US, and our 3.7% unemployment rate is among the world's lowest. Despite the regional geopolitical challenges, the Israeli economy has been identified as one of the healthiest and most secure in the world.</p> <p>Israel is a unique home for many companies in different field of activities. Many of the companies are known worldwide for their advanced products, advanced processes and advanced information technologies, all creating the prosperous Israeli advanced manufacturing industry.</p> <p>Grants program:</p> <ul style="list-style-type: none"> ·Investment grants - up to 30% in priority areas; ·Tax incentives – reduced corporate tax (16%/7.5%), reduced dividend tax (20%), accelerated depreciation; ·Innovation Box - special track aimed at intellectual property (IP) based companies, in particular, technology companies.



*** How long does it take to register a business in your Country / Region**

Employment grants - high-quality employment (facilitate the integration of highly skilled employees exclusively in manufacturing and IT enterprises located in National Priority Regions) & programs intended to encourage the integration of workers from minority populations, populations with low labor participation rates.

On average, around 13 days.

Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):

<https://mfa.gov.il/mfa/aboutisrael/economy/pages/economy-%20sectors%20of%20the%20economy.aspx>

How would you describe the quality of life in your Country / Region

Extremely high. (Israelis give it a 7.2 grade on average, higher than the OECD average of 6.5)

What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

Israeli authorities are continuously seeking to improve the religious connections to the country, namely historical excavations and maintenance of religious, historical and heritage sites. This has also included efforts to mitigate environmental disaster in the Dead Sea. Authorities also invest in the local ecosystem, such as public transportation network in the form of bicycle and scooter sharing, as well as local culture in the form of theatre and entertainment.

From which region or country are you looking to attract investors?

Please tick the appropriate box:

- ☐ Middle East
- ☒ Europe
- ☒ Asia
- ☒ America
- ☐ Africa

☐ others.pls. Write the country names:

*** Please list current or planned Investment Projects in your Country / Region / City:**

Please list Investment Projects that you are looking for Investors

Project name 1

Sector(s):

Life Sciences

Project location(s):

Israel

Required Capital (USD):

Not Applicable

Project description, pls max 100 Words:

The Israeli life sciences industry is highly vibrant and dynamic. This is evident in the number of companies that have been founded in the last decade, capital raised by companies in the industry, changes in the sizes of deals, and the diverse company development stages in which investments are made. The industry engages in diverse and professional research, as is evident from the extent of academic publications in the field. It benefits from commercialization companies that operate in Israel, as can be seen by the number of patent applications that they submit.

**Interested format(s)
of cooperation:**

Format of Investment / Cooperation (Please as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Expected Period of Investment

Not Applicable

**Contact Person in charge for
this project.**

Aviad Tamir, Head of Life Sciences & Healthcare at Invest in Israel

**Organization Name who owns
the project**

Not Applicable

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Website
<https://investinisrael.gov.il/ExploresIsrael/Sectors/Pages/sectors.aspx#section2>
Project name 2
Sector(s):

Food tech

Project location(s):

Israel

Required Capital (USD):

Not Applicable

**Project description, pls max 100
Words:**

Israel has set the bar high in terms of its ability to apply smart technological innovations to its shortage of natural resources, becoming a world technological leader along the way. This is in spite of only 20% of the land area being naturally arable. As a result of Israel's agricultural technologies and innovations, the agricultural sector has grown significantly, attaining a food security index of around 95% and contributing significantly to the Israeli gross domestic product.

**Interested format(s)
of cooperation:**

Format of Investment / Cooperation (Please as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Expected Period of Investment

Not Applicable

**Contact Person in charge for
this project.**

Jonathan Levy, Director at Invest in Israel



Organization Name who owns the project

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Website

<https://investinisrael.gov.il/ExplorelIsrael/Sectors/Pages/sectors.aspx#section2>

Project name 3

Sector(s):

Agritech

Project location(s):

Israel

Required Capital (USD):

Not Applicable

Project description, pls max 100 Words:

Israel has reached record heights in productivity per unit for dairy cattle, cotton, olives and other products. Israeli AgroTech and irrigation companies export more than 3 Billion USD annually. Israel's vegetable seeds industry is considered "best in its class" and is at the forefront of the global effort to increase crop yield. The Israeli AgroTech ecosystem fosters over 200 innovative companies, designing the future of agriculture every single day.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Expected Period of Investment

Not Applicable

Contact Person in charge for this project.

Jonathan Levy, Director at Invest in Israel

Organization Name who owns the project

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Telephone

+97274-7502550

Website

<https://investinisrael.gov.il/ExplorelIsrael/Sectors/Pages/sectors.aspx#section2>

Project name 4

Sector(s):

Research and Development Centers

Project location(s):

Israel

Required Capital (USD):

Not Applicable

Project description, pls max 100 Words:

There's a reason why so many multinationals have set their sights on Israel. It's not just the stable-yet-dynamic economy, the top-level academic research, the sweeping innovative culture or Israel's renowned ecosystem. It's the combination of all these factors that makes Israel ideal for R&D efforts, in all fields and all industries. Israel's expenditure on R&D as a percentage of its GDP is the highest in the world

**Interested format(s)
of cooperation:**

Format of Investment / Cooperation (Please as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Expected Period of Investment

Not Applicable

**Contact Person in charge for
this project.**

Jonathan Levy, Director at Invest in Israel

**Organization Name who owns
the project**

Not Applicable

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Website

<https://investinisrael.gov.il/ExploreIsrael/Sectors/Pages/sectors.aspx#section2>

Project name 5

Sector(s):

Automotive

Project location(s):

Israel

Required Capital (USD):

Not Applicable

**Project description, pls max 100
Words:**

The Israeli automotive market consists of both veteran companies that specialize in vehicle assembly and Tier 1, 2 and 3 supply, engaging in traditional and advanced manufacturing processes, and companies that specialize in innovation, advanced technologies and facilitation of automotive manufacturing processes

**Interested format(s)
of cooperation:**

Format of Investment / Cooperation (Please as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Expected Period of Investment

Not Applicable

**Contact Person in charge for
this project.**

Jonathan Levy, Director at Invest in Israel

**Organization Name who owns
the project**

Not Applicable

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Telephone

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Website

<https://investinisrael.gov.il/ExploreIsrael/Sectors/Pages/sectors.aspx#section2>

Spain



*Country or Region	MADRID REGION
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	INVEST IN MADRID
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*Name of official contact person for Investors	Diego de Arístegui
*Name of contact person, who fill out this form:	Diego de Arístegui
Position at the Organization:	Deputy Director
*E-Mail (contact person):	diego.dearistegui@investinmadrid.com
*Telephone (contact person):	+3491 310 59 89
Website	
No. of citizens living in the Country / Region	Spain: 47.000.000 people Madrid:6.500.000 people
Nr of tourists per year (2018)	Spain: 82.200.000 tourist/year Madrid Region:10.200.000 tourist/year
* What defines the global image of your Country / Region	Where business meets excellence
Please list the Top 5 attractions of your Country / Region	Business friendly economy/ Exceptional human capital at very competitive costs/Geostrategic location and world class infrastructures/Leadership in innovation/Unique quality of life
* Which are the main incentives for foreign investors in your Country / Region	Mainly employment incentives for hiring persons +45 years or women.
* How long does it take to register a business in your Country / Region	12 days (According to World Bank)
Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):	
How would you describe the quality of life in your Country / Region	According to Skyscanner Spain is #1 country to live in.



What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

Spain besides being the second most visited country in the world has an unequal offer in leisure, gastronomy, culture at very competitive costs compared with our neighbor counties. Further to above and referring to Madrid Region entities such as Turismo Madrid, Invest in Madrid and the Regional Government of Madrid have implemented specific actions such as Madrid's UN Cultural Heritage cities, Madrid as a shopping destination, Madrid's offer for sports (Golf, football) or Madrid exhibition center IFEMA.

From which region or country are you looking to attract investors?

Please tick the appropriate box:

- ☐ Middle East
- ☒ Europe
- ☒ Asia
- ☒ America
- ☐ Africa
- ☒ others.pls. Write the country names:

Mexico, Colombia, Singapore and the Philipines

*** Please list current or planned Investment Projects in your Country / Region / City:**

Please list Investment Projects that you are looking for Investors

Project name 1

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Madrid Nuevo Norte

Real Estate

Madrid city

7,000 MILLION Euro

Is the largest Real Estate project in Europe as it will require the construction of 350 office buildings and 10,500 houses and 3.9 million sqm

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☒ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☐ Licensing

Contact Person in charge for this project.

Organization Name who owns the project

Email address

Telephone

BBVA

Lithuania



*Country or Region	Klaipėda region, Lithuania
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	Public organization "Klaipėda ID"
*Street and house number:	Sauliu str. 32-5
*Postal code:	LT-92137
*E-Mail:	info@klaipedaid.lt
*Telephone	+370 641 65802
Website:	www.klaipedaid.lt
*Name of official contact person for Investors	Simas Simanauskas
*Name of contact person, who fill out this form:	Eglė Songailienė
Position at the Organization:	Marketing project manager
*E-Mail (contact person):	egle@klaipedaid.lt
*Telephone (contact person):	+370 603 89484
Website	
No. of citizens living in the Country / Region	Population of Klaipėda region – 205 424, population of Lithuania - 2 800 738.
Nr of tourists per year (2018)	Number of tourists in Lithuania per 2018 – 1 546 700
* What defines the global image of your Country / Region	Klaipėda is the 5th largest city in the Baltics and the second youngest city in Lithuania, with 47% of the population younger than 40 years old, as well as one of the economically emerging regions in Lithuania – currently accounting for 12% of GDP. This coastal city is home to the Baltics most northerly ice-free port – making it a regional hub for logistics and transportation. With a strong tradition creating top-tier talents in the maritime industry, Klaipėda is focused on growth in the blue economy and becoming a modern city synonymous with fast decision making. Being the no. 1 city for quality of life in Lithuania and with its rich culture and historical places, seasonal festivities attracting millions of people from around the globe, steady growth and increasing opportunities – Klaipėda is a wonderful place to have a perfect work-life balance.
Please list the Top 5 attractions of your Country / Region	Top attractions (investment and tourism based) in Klaipėda region: <ul style="list-style-type: none"> - Klaipėda Port; - Klaipėda Free Economic Zone; - Blue flag beaches; - Sea related activities: beaches; surfing, kite surfing, wake boarding, diving; - Klaipėda city old town - German architecture; - Curonian spit; - Cycling routes.



* Which are the main incentives for foreign investors in your Country / Region

An incentive for businesses creating 20 or more jobs in the shared service center (SSC/GBS) industry – compensation up to 200 000 EUR during the 3-year period. The reimbursement related to premises rent is given to all new and expanding service sector companies after a 12-month period.

Klaipėda FEZ:
 Real estate tax - 0%
 Corporation tax - 0% (10 years) and 7.5% (6 years)
 Tax on dividends - 0%
 Corporation tax incentives are also applicable for service providers with capital investment ≥ 100.000 EUR and ≥ 20 employees.
 R&D:
 Up to 25% off investment to R&D infrastructure
 Up to 50% off R&D activities
 Up to 50% off employee training

* How long does it take to register a business in your Country / Region

With an electronic signature, it takes only one day to register a company in Klaipėda, Lithuania. Without a signature, it will take up to three days.

Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):

1. Klaipėda Free Economic Zone (FEZ) is the first and most successful FEZ in the Baltic States. It is the largest tax-free zone in Lithuania, consisting of 412 ha of land for manufacturing plants, logistic and business park development. Klaipėda FEZ is recognized for world's fastest on-site operation launch for our clients by Financial Times, 2017. After having rented out the first FlexStart building even before its completion in summer 2018, Klaipėda FEZ is now developing a second FlexStart project.
 Flex start 2:

- Total area: 8500 sq. m
- Minimal unit for rent: 500 sq. m.
- Clear height: up to 6,5 m.
- Communications: electricity, heating, air conditioning, water supply, sewage, internet, access roads, parking, outside storage areas.
- Access: gates or loading docks

Land price: 300 000 EUR/10 000 m², Flexstart price: 4,6 EUR/m²

2. Industry Logistics Park consists of 80 ha of land, just outside of city borders, currently available – 55 ha. Price 3000 EUR for 100 m².
 3. Two more planned industry parks are listed as project 2 and project 3 below

How would you describe the quality of life in your Country / Region

Klaipėda № 1 city for quality of life in Lithuania (Lithuanian Municipality index 2018) - Klaipėda's convenient location and good infrastructure create no significant traffic jams in the city. It culminates in urban livability and more quality time with others, where people are more relaxed and stress-free. The city offers a perfect work-life balance: blue flag beaches, UNESCO Heritage, well-developed cycling routes in the region, easy ways to travel from one side of the city to the other and a range of outdoor activities, like volleyball, sailing, kiteboarding.

Lithuania



What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

Authorities are continuously working on making Klaipeda more accessible: 4 new flight destinations to Palanga (Klaipėda) airport have been opened this year: Stockholm, Dublin, Dortmund and Bergen. Also, flights to existing destinations such as Copenhagen, Oslo and Riga have been intensified. In the last year Klaipėda authorities have invested in the infrastructure of Klaipėda beaches; new city swimming pool and new concert and events hall; cycling routes; Klaipėda sea museum and much more. Two new projects have started already - a renovation of Klaipėda's Music theater and main city square.

From which region or country are you looking to attract investors?

Please tick the appropriate box:

- ☐ Middle East
- ☒ Europe
- ☐ Asia
- ☒ America
- ☐ Africa
- ☐ others.pls. Write the country names:

*** Please list current or planned Investment Projects in your Country / Region / City:**

Please list Investment Projects that you are looking for Investors

Project name 1

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Memelio miestą (Memel City)

Real estate, tourist attraction and business hub

Klaipėda, Lithuania

110 000 000

Stemma Group plans to invest around \$110 million in the territory of Klaipeda's former ship repair company "Laivite" in central Klaipeda over the next ten years. In the 7ha waterfront territory, a mix of commercial, residential and public infrastructure will be developed, with at least 1000 direct new jobs created in the service sector and an estimated 700 indirect jobs as a result. The first stage: 10 000 m2 of commercial buildings and 15 000 m2 of residential estates. It is expected that newly developed territory will be a great example of public and private cooperation, influencing following projects, like a second quay for the increasingly busy cruise-ship season and development of roads and other public infrastructure that would serve tourists and locals.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☒ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☐ Licensing



Expected Period of Investment
Contact Person in charge for this project.
Organization Name who owns the project
Email address
Telephone
Website

5+ years

Justinas Striška

Stemma Management, UAB

justinas@stemma.lt

+370 699 57390

<http://stemma.lt/en>

Project name 2

Sector(s):
Project location(s):
Required Capital (USD):
Project description, pls max 100 Words:

SBA Group Central Warehouse

Real estate, logistics, industrial parks

Klaipėda, Lithuania

20 000 000

Acquisition of the newly developed, BREEAM certified, 36,000 sq. m (387,500 sq. ft.) warehouse, with the 10+5 years (NNN) master lease, by the blue-chip tenant – SBA Group, for its central logistics operations of the furniture business unit and further expansion. Institutional grade property at the exceptional location, on the main transport corridor (highway) and next to the region-leading ice-free seaport. Possibility for further expansion of additional 124,000 sq. m. (1,335,000 sq. ft.) of logistics and industrial facilities on the total land-plot of 50 ha (123.5 acres) in the governmentally approved cluster area with 10+ members including industry leaders, local municipalities and educational institutions.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓ as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☒ Majority Share Holdings
- ☒ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☐ Licensing

Expected Period of Investment
Contact Person in charge for this project.
Organization Name who owns the project
Email address
Telephone
Website

5+ years

Ricardas Babic

SBA Group

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Lithuania



Project name 3

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Industrial and Business Park

Real estate, logistics, industrial parks, R&D center

Klaipėda, Lithuania

80 000 000

Industrial and Business Park near the entrance into Klaipėda city with a private airport in the same territory. 170 ha (420 acres) territory will become an industrial and business park that will provide infrastructure for companies that require a lot of space but want to be close to the city. The required infrastructure:

- Gas pipeline - 20,000,000 cu. m. annually (125,800,000 barrels of oil annually)
- Water supply and sewage - 90 cu. m. hourly (23,800 gallons hourly)
- Electricity 40 MW

Planned objects in the park: Innovation centers, IT laboratories, logistics warehouses, factories, administrative buildings, shopping mall, hotel, restaurants, banks, car repair service, petrol station and others.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓ as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☒ Majority Share Holdings
- ☒ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☐ Licensing

Expected Period of Investment
Contact Person in charge for this project.

5+ years

Marius Adomaitis

Organization Name who owns the project

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Website

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Project name 4

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Klaipėda outer port

Maritime, real estate, port, shipping

Klaipėda, Lithuania

700 000 000

Taking into account the tremendous economic and social benefits generated by the maritime business in Lithuania, as well as the rapid growth of cargo flows, the Government of the Republic of Lithuania worked out and approved "The Outer Port Development Programme". Port expansion is planned in the northern part of Klaipėda port – artificial island, near Melnragė settlement.

The outer port plan has been prepared for a period of 15 years and the concept – for the period of 25 years. In the area needed infrastructure will be developed for tourism and recreation. A mixed-use outer deep-water port will satisfy the needs of both the city and the port. Increase of expected handling by the year 2040 from the port of Klaipėda and outer port - 133,45 million tonnes.



**Interested format(s)
of cooperation:**

Format of Investment / Cooperation (Please select as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☐ 100% Takeover
- ☒ PPP
- ☐ Licensing

Expected Period of Investment

5+ years

**Contact Person in charge for
this project.**

Arturas Drungilas

**Organization Name who owns
the project**

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Website

<https://www.portofklaipeda.lt/en>



*Country or Region	Amman-Jordan
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*Name of official contact person for Investors	Bashar Khasawneh
*Name of contact person, who fill out this form:	Manal Salman
Position at the Organization:	Researcher
*E-Mail (contact person):	Bashar.Khasawneh@jic.gov.jo
*Telephone (contact person):	+962 (6) 5608400
Website	http://www.jic.gov.jo
No. of citizens living in the Country / Region	10.5 Million (2019)
Nr of tourists per year (2018)	4.9 Million (2018)
* What defines the global image of your Country / Region	<p>Over the past decade, Jordan has pursued structural reforms in education, health, as well as privatization and liberalization. More recently, Jordan has also made important reforms to put its economy on the path to long term prosperity, covering income tax, business regulations, insolvency and the public procurement framework. And it has revitalized trade with its neighbors, especially Iraq. The outlook for the economy reflects renewed momentum given recent signals of renewed international support through the London Initiative (February 2019). However, further progress is needed so that reforms aimed at enhancing the investment climate and ease of doing business can lead to concrete outcomes. A major challenge facing Jordan remains to reinvigorate the economy in the context of a challenging external environment. Adverse regional developments, in particular the Syria and Iraq crisis, remain the largest recent shock affecting Jordan. This is reflected in an unprecedented refugee influx, in disrupted trade routes, and in lower investments and tourism inflows (particularly as a result of economic slow-down in GCC). Continued regional uncertainty and reduced external assistance will continue to put pressure on Jordan.</p> <p>Jordan's real GDP registered an estimated growth of 2 percent in 2018, marginally lower than growth in 2017, constrained by structural</p>



Please list the Top 5 attractions of your Country / Region

impediments and a difficult regional setting. High unemployment rate (18.6 percent annual average in 2018 compared to 18.3 percent in 2017), high dependency on grants and reduced remittances and official inflows from Gulf economies pose a serious challenge. According to provisional estimates for 2018, Jordan's fiscal efforts remained below the budget target as the fiscal deficit (including grants) widened to 3.4 percent of GDP in 2018, 1.6 percent higher than the budgeted target for 2018. This was mainly due to limited revenue growth (vis-à-vis the budget targets) and limited flexibility to curtail recurrent spending. However, Jordan showed continued reform effort as evident from the enactment of the amended income tax legislation in November 2018. Public debt-to-GDP ratio marginally declined - for the first decline in a decade - to 94.2 percent at end-2018.

Moving forward, it will remain critical for Jordan to continue diversifying its energy supply in the medium term in order to reduce its macroeconomic vulnerabilities. Further sound economic policies and the quick implementation of key growth-enhancing reforms will also be necessary to reduce the country's sensitivity to external shocks and help reinvigorate the economy. Finally, creating conditions for increased private investment and improved competitiveness will remain indispensable for Jordan to stimulate inclusive job-creating growth, boost productivity and improve household welfare.

- ✓ Political & financial stability: Jordan boasts a high level of security and stability and is able to overcome challenges and boost its strategic and economic partnerships.
- ✓ Reasonable cost of operation.
- ✓ Qualified human capital.
- ✓ Potential portal for accessibility & reconstruction of Syria and Iraq.
- ✓ Jordan is the second most attractive environment for renewable energy and energy efficiency investments in the region. Jordan is ranked second in the Arab world with regards to renewable energy generation.
- ✓ Jordanian education is renowned regionally as highly advanced and graduates highly skilled and innovative professionals in the healthcare, engineering and IT fields. In addition; Jordan's labor market ranks high in terms of quality of higher education and on-the-job-training.
- ✓ Jordan offers a regionally competitive environment for innovation, research, and development.
- ✓ Jordan's training investments in high-tech, manufacturing, and service sectors add value to the economy, while labor cost remains the most competitive in the region.
- ✓ One of the highest countries in the world in terms of engineers, physicians, and nurses per capital.
- ✓ Free market principles and respect for investor rights.
- ✓ Reform driven government agenda, particularly in the fields of investment and public private partnerships.



*** Which are the main incentives for foreign investors in your Country / Region**

*** How long does it take to register a business in your Country / Region**

Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):

How would you describe the quality of life in your Country / Region

Regional hub for Business Operation through an easy access to one & half billion consumers taking advantage of free trade agreements:

Regional Free Trade Area

- ✓ Greater Arab Free Trade Agreement (18 Arab countries) EU-Jordan Association Agreement.
- ✓ European Free Trade Association - EFTA (Norway, Switzerland, Iceland and Liechtenstein).
- ✓ EU-Jordan Agreement- Relaxation Rules of Origin.

Bilateral Free Trade Agreements

USA
Singapore
Canada

Please find the requested list

One day

Please find the requested list

- ✓ Amenities of modern life are readily available and affordable.
- ✓ High quality public and private education provided in Arabic, English, and French.
- ✓ Developed network in community, active local and international business associations and cultural centers.
- ✓ Traditional festivals, cultural entertainment events, and a wealth of archeological sites.
- ✓ Healthcare facilities in Amman are of a very high standard, making the city a health-tourism hotspot and a leading destination for healthcare in the region the Jordanian government has advanced the sector and made it the first in terms of efficiency and excellence at the local and regional levels.
- ✓ A large proportion of households in the Amman province with above average quality of life are considered within the category of high-spending households indicating these household.
- ✓ Investing and doing business in Jordan is simple and straightforward. Jordan offers a diverse, tolerant, and family friendly environment with all the conveniences of the 21st century.
- ✓ Jordan working to protect sea, land and air environments. Jordan is party to more than ten international agreements on the environment.



What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

From which region or country are you looking to attract investors?

- ✓ The government encourages various organizational activities that will improve Jordanian's well-being and social equity.
- ✓ Youth in Jordan contributes in volunteerism, active civic participation and even in the leadership roles they may take on to develop their community.
- ✓ Youth organizations in Jordan consist of non-profit companies, civil society organizations (CSOs), Royal non-governmental organizations (RNGOs), international non-governmental organizations, and informal youth groups that serve youth needs or reflect their views.
- ✓ Leisure and Culture, from the ancient to the modern: The number of tourists to Jordan has continued to rise steadily over the past few years to enjoy the country's many cultural and recreational sites. Jordan has many historical sites such as Petra, Jarash, Wadi Rum and more in addition to the deserts, natural reserves, spas on the Dead Sea, and Aqaba's water sports.
- ✓ The largest number of activities were available to youth aged 10 to 24 in the education sector, both formal and non-formal education, including life skills development and employability skills development Education. With the assistance of the various educational activities provided by various organizations, CSOs, RNGOs and informal youth groups,
- ✓ The charity work activities is the second most frequent types of activities, such as arts, culture and tourism activities, Charity work is the most popular of activities known among the youth in their local communities and was mostly in the form of collecting and distributing all forms of assistance to the less fortunate. Arts and culture activities accounted for a wide array of events, workshops, conferences, and festivals in poetry, music, photography, film and theater, media – including journalism and social media, handicrafts and research. Volunteer work activities reported by the various organizations were mostly in the form of awareness raising and promoting the volunteerism spirit.
- ✓ Scholarships are provided to youth and collect donations to support underprivileged students to complete their higher education, whether that is university or vocational courses.
- ✓ The Jordanian society is one of the youngest in the world with a median age of 23.9 years old. Jordan looks to investing in its society and overcoming its challenges by creating a generation with an opportunity of education for all.

Please tick the appropriate box:

- ☒ Middle East
- ☒ Europe
- ☒ Asia
- ☒ America
- ☒ Africa

☐ others.pls. Write the country names:



** Please list current or planned Investment Projects in your Country / Region / City:*

Please list Investment Projects that you are looking for Investors

Project name 1

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

High Lake resort

Tourism sector

Aqaba

100 USD Million Infrastructure, 1 USD Billion Investment opportunity and 71 USD Million marina and facilities.

The Project in all its phases encompasses an area of 2500 donums, this unique tourist and recreational resort consists of the following:

- ✓ The Lagoon
- ✓ 4 & 5 Star hotels
- ✓ The Panorama Park
- ✓ Commercial market
- ✓ The mosque
- ✓ Sports Club
- ✓ Beach Club
- ✓ Teleferik Station
- ✓ Residential Buildings
- ✓ Airstrip
- ✓ Water Tank
- ✓ Water Stations
- ✓ Water Pumping Station
- ✓ Water Pumping Line
- ✓ Panoramic Elevators
- ✓ The Marina
- ✓ Upper Corniche

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Contact Person in charge for this project.

Organization Name who owns the project

Email address

Telephone

Website

Mohammed Sakran - Msakran@adc.jo

Aqaba Development Corporation (ADC)

Info@adc.jo

+962 3 2039100

www.adc.jo



Project name 2

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Sports City Camps-Aqaba

Tourism sector

Aqaba

Investment size around 81 USD Million phase1 and 40 USD Million phase2.

The establishment of an integrated sports city with multiple playgrounds and hotels to attract teams, administrative buildings and other services in accordance with international conditions and specifications.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Contact Person in charge for this project.

MR. Mohammed Sakran - Msakran@adc.jo

Organization Name who owns the project

Aqaba Development Corporation (ADC)

Email address

Info@adc.jo

Telephone

+962 3 2039100

Website

www.adc.jo

Project name 3

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Explore the option of obtaining shale gas and shale oil from the Sarhan area

Energy sector

South East Jordan

286 USD Million.

Jordan is seeking a partner to expand its shale gas and oil from the Sarhan area by utilizing state-of-the-art technologies, including pad-drilling rigs, hydraulic fracking and production. The project Execution timeline is expected to be anywhere between 5 to 10 years.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Contact Person in charge for this project.

Mr. Marwan Madanat - Marwan.Madanat@memr.gov.jo

Organization Name who owns the project

Ministry of Energy and Mineral Resources



Email address	memr@memr.gov.jo
Telephone	962-6-5803060
Website	http://www.memr.gov.jo
Project name 4	The fourth expansion of the Jordan Petroleum Refinery
Sector(s):	Energy sector
Project location(s):	Zarqa
Required Capital (USD):	USD 1.5 Billion
Project description, pls max 100 Words:	The expansion entails increasing the refinery's capacity from 70,000 barrels per day to 120,000 barrels per day and will meet international standards as well as "One of the main objectives of this project is to stop producing high sulfur fuel oil. The project will improve the quality of products, increase the profitability of refining activity and significantly contribute to preserving the environment.
Interested format(s) of cooperation:	Format of Investment / Cooperation (Please ✓as appropriate): <input type="checkbox"/> Asset Acquisition <input checked="" type="checkbox"/> JV / Partnership <input type="checkbox"/> Majority Share Holdings <input type="checkbox"/> Minority Share Holdings <input checked="" type="checkbox"/> 100% Takeover <input type="checkbox"/> PPP <input type="checkbox"/> Licensing
Contact Person in charge for this project.	Mr. Marwan Madanat - Marwan.Madanat@memr.gov.jo
Organization Name who owns the project	Ministry of Energy and Mineral Resources
Email address	memr@memr.gov.jo
Telephone	962-6-5803060
Website	http://www.memr.gov.jo
Project name 5	Marka Airport
Sector(s):	Transportation sector
Project location(s):	Marka Amman
Required Capital (USD):	USD 120 Million
Project description, pls max 100 Words:	The project will serve regular low-cost flights in addition to charter flights and offer aviation training The cost of operating Amman Civil Airport is (50%) less than that of Queen Alia International Airport, which is a key advantage of the Amman Civil Airport as it results in reduced tariffs The airport's strategic location and the availability of public transportation to and from the airport are added advantages It is also possible to attract airlines to Amman Civil Airport mainly through renovating and improving the departures and arrivals terminals in order to increase the airport's capacity to host passengers up to (2) million passengers in the future.



**Interested format(s)
of cooperation:**

**Contact Person in charge for
this project.**
**Organization Name who owns
the project**
Email address
Telephone
Website

Format of Investment / Cooperation (Please ✓ as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☒ 100% Takeover
- ☐ PPP
- ☐ Licensing

Naim.Hassan@mot.gov.jo - Mr. Naim Hassan
Ministry of transport
Info@mot.gov.jo
(962) 6 551 8111
http://www.mot.gov.jo

Bosnia and Herzegovina



Municipality/city name/ Investment Promotion Agency	Foreign Investment Promotion Agency of Bosnia and Herzegovina FIPA
Region	/
Country	Bosnia and Herzegovina
Street and house number	Dubrovacka 6
Post code	71000 Sarajevo
Email address	fipa@fipa.gov.ba
Telephone	+387 33 278 084
Mayor current mandate (from-to)	/
This form prepared by...	Nina Pobric
Position at the municipality	Head of the Investment Promotion Department
Email address	nina.pobric@fipa.gov.ba
Telephone	+387 33 278 082
Size of the city in sq. kilometers	51.209 km ² - country
No. of citizens living in the city	3,5 million - country
Nr of tourists per year (2018)	1,35 million-country
Information on industry zones and available spaces for new companies. (size, Price pro sqm etc.):	http://www.fipa.gov.ba/investiranje/lokacije/slobodne_zone/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1 http://www.fipa.gov.ba/investiranje/lokacije/poslovne_zone/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1 http://www.fipa.gov.ba/investiranje/lokacije/poslovni_objekti/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1 http://www.fipa.gov.ba/investiranje/lokacije/zemljista/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1 http://www.fipa.gov.ba/investiranje/lokacije/potencijalne_poslovne_zone/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1
Conditions for using that using/owning that business space at the Industry zone.	Foreign investors may own real estate in B&H. Foreign investors enjoy the same property rights in respect to real estate as B&H legal entities.



Which Branches are you looking for to attract in your city?

Investment in tourism sector and real estate, auto and metal processing sector, wood processing sector, agri business, ICT and BPO, energy and textile sector

What makes your city the leading destination of international investments, please describe:

- National treatment of foreign investors, i.e, foreign investors have the same rights and obligations as residents of B&H
- Foreign investors may own real estate in B&H. Foreign investors enjoy the same property rights in respect to real estate as B&H legal entities.
- Foreign investors are entitled to transfer abroad, freely and without delay, in convertible currency, proceeds resulting from their investment in B&H
- Equipment of the foreign investor being imported as part of share capital is exempt from paying customs duties
- Abundance of industrial zone, attractive sites and available production facilities
- Low tax rates – 10% corporate income tax
- Highly educated and price competitive labor force
- Stable domestic currency BAM pegged to EURO
- Free Trade Agreements with all SEE countries, Moldova and Turkey
- B&H has generalized system of export preferences with EU countries, USA, Russia, Japan, Iran and other countries
- Close to the EU market - 24-48 hours by truck
- Low operation costs

Company size that you wish to attract in your Municipality?

All sizes

From which region or country are you looking to attract investors?

Please tick the appropriate box:

- ☒ Deutschland
- ☒ Europe Germany, Austria, Switzerland, UK, Netherlands, USA, Russia, Turkey,
- ☒ Asia Kuwait, Saudi Arabia, China, Italy,
- ☒ America Luxembourg, UAE, Slovenia, Croatia,
- ☐ Africa Serbia, Sweden, Norway, Denmark etc
- ☒ others.pls. Write the country names:

Bosnia and Herzegovina



*Country or Region	Bosnia and Herzegovina
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	FIPA-Foreign Investment Promotion Agency of Bosnia and Herzegovina
*Street and house number:	Dubrovacka 6
*Postal code:	71000 Sarajevo
*E-Mail:	fipa@fipa.gov.ba
*Telephone	00387 33 278 084
Website:	www.fipa.gov.ba
*Name of official contact person for Investors	Nina Pobric
*Name of contact person, who fill out this form:	Nina Pobric
Position at the Organization:	Head of the Investment Promotion Department
*E-Mail (contact person):	nina.pobric@fipa.gov.ba
*Telephone (contact person):	00387 33 278 082
Website	www.fipa.gov.ba
No. of citizens living in the Country / Region	3,5 million
Nr of tourists per year (2018)	
* What defines the global image of your Country / Region	<p>Bosnia and Herzegovina is regionally and internationally renowned for its natural beauty and cultural heritage, its cuisine, winter sports, music, architecture and its festivals, some of which are the largest and most prominent of their kind in South-eastern Europe.</p> <p>According to the World Tourism Organization, Bosnia and Herzegovina is defined as one of only three tourism destinations in the world with overall tourism market growth potential in excess of 10% annually through 2020</p>
Please list the Top 5 attractions of your Country / Region	<ol style="list-style-type: none"> 1. City of Sarajevo (Baščaršija Square – Sebilj Fountain – Oldest Street in Sarajevo – Old Orthodox Church – Cathedral of Sacred Jesus' Heart – Synagogue – Gazi Husrev-bey Mosque – Clock Tower – Caravan Saray – Old Madraasa – Bazaar – Meeting of Cultures Spot – Sarajevo Roses – Hotel Europe – Assassination Spot – Latin bridge) 2. City of Mostar (Old Bridge) 3. Blagaj and Pocitelj- Located not far from Mostar, Blagaj is known for the spring of Buna river (that goes directly from the rocks) and the Dervish monastery built in 1520. The peak of the prosperity for Pocitelj came between the 16th and 18th century and you can find remnants of the medieval and Ottoman architecture here. 4. Kravica Waterfall and City of Trebinje- This is one of the most beautiful natural landmarks in Bosnia and Herzegovina. Located close to the border with Croatia and not far from Mostar, Kravica Waterfall is a



* Which are the main incentives for foreign investors in your Country / Region

popular attraction and a summer getaway for both tourists and locals.
A little gem located not far from Dubrovnik, Trebinje is such a pleasant city to visit.

5. Medjugorje is a town located in the Herzegovina region of Bosnia and Herzegovina. Since 1981, it has become a popular site of Catholic pilgrimage due to Our Lady of Međugorje, an alleged series of apparitions of the Virgin Mary to six local children that are still happening to this day.

- National treatment of foreign investors, i.e, foreign investors have the same rights and obligations as residents of B&H
- Foreign investors may own real estate in B&H. Foreign investors enjoy the same property rights in respect to real estate as B&H legal entities.
- Foreign investors are entitled to transfer abroad, freely and without delay, in convertible currency, proceeds resulting from their investment in B&H
- Equipment of the foreign investor being imported as part of share capital is exempt from paying customs duties
- Abundance of industrial zone, attractive sites and available production facilities
- Low tax rates – 10% corporate income tax
- Highly educated and price competitive labor force
- Stable domestic currency BAM pegged to EURO
- Free Trade Agreements with all SEE countries, Moldova and Turkey
- B&H has generalized system of export preferences with EU countries, USA, Russia, Japan, Iran and other countries
- Close to the EU market - 24-48 hours by truck
- Low operation costs

* Which are the main incentives for foreign investors in your Country / Region

According to the Law, court registration takes 5 days in entity Federation of BiH. According to the Law, court registration takes 3 days in entity Republic of Srpska.

Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):

http://www.fipa.gov.ba/investiranje/lokacije/slobodne_zone/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1

http://www.fipa.gov.ba/investiranje/lokacije/poslovne_zone/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1

http://www.fipa.gov.ba/investiranje/lokacije/poslovni_objekti/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1

http://www.fipa.gov.ba/investiranje/lokacije/zemljista/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1

http://www.fipa.gov.ba/investiranje/lokacije/potencijalne_poslovne_zone/Archive.aspx?langTag=en-US&template_id=124&pageIndex=1

Bosnia and Herzegovina



How would you describe the quality of life in your Country / Region

Bosnia and Herzegovina is characterized by reasonably priced housing, good place to live with high ratings in cost of living, safety and taxation. BiH is one of the safest countries in Europe. Drinks, from local wine and cocktails to cold beer and strong coffee, are favourites in BiH where patrons can enjoy jazz clubs, dance halls or just relax in one of the many cafes. Sarajevo and other cities brim with an affordable and diverse cultural life. Sarajevo is proudly host to the Sarajevo Film Festival, which in fact is one of the most important in south eastern Europe. Festivals, performances, concerts and events are happening in and around towns almost all the time. There are plenty of clubs and team sports as well as an array of bicycle races, athletic competitions, martial arts meets, tennis, golf, billiard competitions... There are many sporting events in the cities and some of them are definitely worth a visit.

What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

Improve of legal environment, infrastructure and incentives

From which region or country are you looking to attract investors?

Please tick the appropriate box:

- | | |
|--|-------------------------------------|
| <input checked="" type="checkbox"/> Middle East | |
| <input checked="" type="checkbox"/> Europe | Germany, Austria, Switzerland, UK, |
| <input checked="" type="checkbox"/> Asia | Netherlands, USA, Russia, Turkey, |
| <input checked="" type="checkbox"/> America | Kuwait, Saudi Arabia, China, Italy, |
| <input type="checkbox"/> Africa | Luxembourg, UAE, Slovenia, Croatia, |
| <input checked="" type="checkbox"/> others.pls. Write the country names: | Serbia, Sweden, Norway, Denmark etc |

** Please list current or planned Investment Projects in your Country / Region / City:*

Please list Investment Projects that you are looking for Investors

Project name 1

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

5 STAR HOTEL, "SKENDERIJA" SARAJEVO

Tourism

Sarajevo

79 million USD

This project proposes construction of five star Hotel, renovation of Skenderija's plateau (square) and Ice Hall restoration. - Construction of 5 star Hotel The total gross building area of hotel: app. 19.000 m² The height: 17 floors The layout area: 1,200 m² The capacity: 700 beds (app. 220 rooms) Garage: 150 parking places Conference rooms Restaurants and Entertainment facilities - Renovation of Skenderija's plateau (square) The plateau covers an area of 9,000 m² and it is planned to be redesigned with paving, fountains, benches, flower pots, clock, billboards, sculptures - memorials, etc. - Ice Hall Restoration Restoration of the Ice hall of 3.262 m² would be done in order to retain multifunctionality of Ice hall, i.e. to provide space for all sports: basketball, handball, volleyball, soccer, fighting sports, fitness, ice surface for skating sports, bowling, etc



Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓ as appropriate):

- ☐ Asset Acquisition
- ☐ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☐ 100% Takeover
- ☒ PPP
- ☐ Licensing

Expected Period of Investment

App 2 years

Contact Person in charge for this project.

Nina Pobric – FIPA nina.pobric@fipa.gov.ba

Organization Name who owns the project

Sarajevo Canton

Telephone

+38733278082

Website

www.fipa.gov.ba More project from tourism sector:
<http://www.fipa.gov.ba/investinbih/tourism%20sector.htm>

Project name 2

REGIONAL BUSINESS - TOURIST AIRPORT, BIHAC

Sector(s):

Infrastructure - Air Transportation

Project location(s):

Golubic, Golubic Field, City of Bihac

Required Capital (USD):

3 million

Project description, pls max 100 Words:

Investment project includes building of the new: runway, light navigation, airport building, control tower and fence, transportation connection with the parking area and infrastructure. Airport is planned for the following aircrafts: regular airplanes for transportation of passengers and commodity, business planes, sport, school, tourist and ultralight planes, gliders and balloons, helicopters. Potential target market of the airport and its commercial, regular, charter air traffic includes: 1. City of Bihac (61.186 inhabitants) 2. Una-Sana Canton (approximately 300.000 inhabitants) 3. Low-cost air companies, tour operators, production companies, private and other owners of business, tourist planes and gliders 4. North-West Region of Bosnia and Herzegovina, part of Croatia (especially Plitvice Lake and Lika area), a large diaspora population of this region which lives in Europe, the USA and other countries 5. Parachute activities Employment: The airport would employ 13 -23 people Advantages: There do not exist any other airports of this predicted size, capacity and type in the region Proximity of the National Park "Plitvice Lake" which has 1.3 million visitors a year (Same is expected for the National Park "Una" in the period of next 10 years)

Bosnia and Herzegovina



Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☐ Asset Acquisition
- ☐ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☐ 100% Takeover
- ☒ PPP
- ☐ Licensing

Expected Period of Investment

ROI period: 10 years IRR: 0.63 %

Contact Person in charge for this project.

Nina Pobric – FIPA nina.pobric@fipa.gov.ba

Organization Name who owns the project

City of Bihac

Email

nina.pobric@fipa.gov.ba

Telephone

+38733278082

Website

www.fipa.gov.ba More infrastructure and other projects:
<http://www.fipa.gov.ba/investinbih/other%20sector.htm>

Project name 3

LIVNO CHEESE, DAIRY LIVNO

Sector(s):

Agriculture and food sector

Project location(s):

City of Livno

Required Capital (USD):

2,5 million

Project description, pls max 100 Words:

Dairy Livno is the largest cheese producer in Bosnia and Herzegovina. It buys about 12 million liters of milk annually, employs 50 employees and works with about 1,000 subcontractors. Livno Dairy is the bearer of international certificates: ISO 9001: 2008 - Product Quality Monitoring System and HACCP - Hygienic and Health Product Safety System. It was founded in 1970, but organized cheese production began in 1885. Thanks to the decades of hard work and training, Livno cheese has become a well-known brand that is constantly present at domestic but also in the markets of the region, especially Croatia. The company is interested in different forms of investment and business cooperation, whether it is recapitalization, investment in expansion of production capacity, construction of new farms or opening of new markets.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☐ Licensing



Expected Period of Investment

1 year

Contact Person in charge for this project.

Nina Pobric – FIPA nina.pobric@fipa.gov.ba

Organization Name who owns the project

Dairy Livno

Email

nina.pobric@fipa.gov.ba

Telephone

+38733278082

Website

www.fipa.gov.ba More projects from agri business:
http://www.fipa.gov.ba/investinbih/agriculture%20sector.htm

Project name 4

SARAJ-KOMERC, GORNJI VAKUF/USKOPLJE

Sector(s):

Metal processing industry and Automotive industry

Project location(s):

Municipality of Gornji Vakuf-Uskoplje

Required Capital (USD):

5-6 million

Project description, pls max 100 Words:

The company has a longstanding experience in the automotive industry and it is an exporter for many recognized companies in the automotive industry. Main activity of company is production of springs and spring elements and different metallic parts for automotive industry. Besides spring's production, company produces lids for fuel filters using different technologies such as stamping, tubes cold forming and bending, assembly, brazing and plating. Company provides tin plating and zinc plating services and Zn/Ni surface protection method, as well as services of brazing. The company also produces pipes of various shapes and sizes. Potential markets – Turkey and Russia; Customers – Global trendsetters in Automotive and HVAC industry; Mann + Hummel, Delphi, Mahle, JOST, Danfoss. "Saraj-Komerc" has bought "Tvornica Opruga" facility (location 2) for production of springs in 2010. Facility has been rebuilt, and free capacities were allocated for all technologies. Production area is 3906 m². The project involves: Implementation of new technologies, breaching new markets, environment and energy saving projects. The whole space of this facility is allocated for new projects. Facility includes a new Zn/Ni plating line.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓ as appropriate):

- ☐ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☐ Licensing

Bosnia and Herzegovina



Expected Period of Investment	1 year
Contact Person in charge for this project.	Nina Pobric – FIPA nina.pobric@fipa.gov.ba
Organization Name who owns the project	Saraj Komerc Ltd
Email	nina.pobric@fipa.gov.ba
Telephone	+38733278082
Website	www.fipa.gov.ba More projects from metal processing sector: http://www.fipa.gov.ba/investinbih/metal%20sector.htm
Project name 5	RESIDENTIAL & BUSINESS CENTER EUREKA, BANJA LUKA
Sector(s):	Real estate
Project location(s):	City of Banja Luka
Required Capital (USD):	2,8 million
Project description, pls max 100 Words:	Facility Eureka will be a unique facility in Southeast Europe, and according to the purpose of Eureka trademark. The dimensions of the building are 49 X 17 = 833 m2 . Anticipated construction quality is in line with EU standards and energy efficiency (choice of construction materials, solar panels on the south side of the roof, heating plant for heating the building, etc.). It is predicted flexible organization of commercial space and residential units - the possibility of merging, possibility of hotel's building.
Interested format(s) of cooperation:	Format of Investment / Cooperation (Please ✓as appropriate): <input type="checkbox"/> Asset Acquisition <input checked="" type="checkbox"/> JV / Partnership <input type="checkbox"/> Majority Share Holdings <input type="checkbox"/> Minority Share Holdings <input type="checkbox"/> 100% Takeover <input type="checkbox"/> PPP <input type="checkbox"/> Licensing
Expected Period of Investment	2 years
Contact Person in charge for this project.	Nina Pobric-FIPA
Organization Name who owns the project	Eureka
Email	nina.pobric@fipa.gov.ba
Telephone	+38733278082
Website	www.fipa.gov.ba More projects from real estate sector: http://www.fipa.gov.ba/investinbih/real%20estate%20sector.htm

Bosnia and Herzegovina



*Country or Region	Bosnia and Herzegovina
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	FIPA-Foreign Investment Promotion Agency of Bosnia and Herzegovina
*Street and house number:	Dubrovacka 6
*Postal code:	71000 Sarajevo
*E-Mail:	fipa@fipa.gov.ba
*Telephone	00387 33 278 084
Website:	www.fipa.gov.ba
*Name of official contact person for Investors	Nina Pobric
*Name of contact person, who fill out this form:	Nina Pobric
Position at the Organization:	Head of the Investment Promotion Department
*E-Mail (contact person):	nina.pobric@fipa.gov.ba
*Telephone (contact person):	00387 33 278 082
Website	www.fipa.gov.ba
No. of citizens living in the Country / Region	3,5 million
Nr of tourists per year (2018)	
* What defines the global image of your Country / Region	<p>Bosnia and Herzegovina is regionally and internationally renowned for its natural beauty and cultural heritage, its cuisine, winter sports, music, architecture and its festivals, some of which are the largest and most prominent of their kind in South-eastern Europe.</p> <p>According to the World Tourism Organization, Bosnia and Herzegovina is defined as one of only three tourism destinations in the world with overall tourism market growth potential in excess of 10% annually through 2020</p>
Please list the Top 5 attractions of your Country / Region	<ol style="list-style-type: none"> 1. City of Sarajevo (Baščaršija Square – Sebilj Fountain – Oldest Street in Sarajevo – Old Orthodox Church – Cathedral of Sacred Jesus' Heart – Synagogue – Gazi Husrev-bey Mosque – Clock Tower – Caravan Saray – Old Madraasa – Bazaar – Meeting of Cultures Spot – Sarajevo Roses – Hotel Europe – Assassination Spot – Latin bridge) 2. City of Mostar (Old Bridge) 3. Blagaj and Pocitelj- Located not far from Mostar, Blagaj is known for the spring of Buna river (that goes directly from the rocks) and the Dervish monastery built in 1520. The peak of the prosperity for Pocitelj came between the 16th and 18th century and you can find remnants of the medieval and Ottoman architecture here. 4. Kravica Waterfall and City of Trebinje- This is one of the most beautiful natural landmarks in Bosnia and Herzegovina. Located close to the border with Croatia and not far from Mostar, Kravica Waterfall is a

Norway



*Country or Region	Nordland County in Norway. The Arctic region.
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	
*Street and house number:	Halvor Heyerdalsvei 48
*Postal code:	N-8626 Mo I Rana
*E-Mail:	jan.gabor@mip.no
*Telephone	+47 90746046
Website:	www.mip.no
*Name of official contact person for Investors	Jan Ivan Gabor
*Name of contact person, who fill out this form:	Jan Ivan Gabor
Position at the Organization:	VP marketing and business developmet
*E-Mail (contact person):	jan.gabor@mip.no
*Telephone (contact person):	+47 90746046
Website	www.mip.no
No. of citizens living in the Country / Region	27 000
Nr of tourists per year (2018)	1 800 000 lodgings in Nordland County
* What defines the global image of your Country / Region	Lofoten and Helgeland, islands and majestic scenery. Outdoor activities, fishing and hiking. Also the most industrialized region in the Arctic.
Please list the Top 5 attractions of your Country / Region	Lofoten islands. Vega - Unesco listed as world inheritance island Svartisen, the second largest glacier in Norway The Arctic Circle at Saltfjellet Bodø, named A European Capital Of Culture For 2024
* Which are the main incentives for foreign investors in your Country / Region	Access to renewable hydropower at low cost, fresh process water and available plots. Reduced labour tax, industrial infrastructure, culture and competence. Skilled and large blue collar workforce.
*How long does it take to register a business in your Country / Region	Appr. 1 month if all information is available.
Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):	Brownfield industrial plots in Mo Industrial park from 10 - 80 decares. Estimated 40 - 60 NOK pr. sqm not including plot preparations. Established in industrial zoned areas.



How would you describe the quality of life in your Country / Region

The third largest city in North Norway offers a varied job market, (largely industrial area in the Arctic) culture (Nordland Theater), University (Campus Helgeland), easy access to wild nature. Well developed public services, schools and kindergartens. Competitive salaries.

What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

A lot of public information, maps and hiking routes, supporting companies offering services to tourists, hotels and accommodation, preserving and protecting large areas, international marketing, developing infrastructure,

From which region or country are you looking to attract investors?

Please tick the appropriate box:

☒ Middle East

☒ Europe

☒ Asia

☒ America

☐ Africa

☐ others.pls. Write the country names:

*** Please list current or planned Investment Projects in your Country / Region / City:**

Please list Investment Projects that you are looking for Investors

Project name 1
Sector(s):

FREYR AS, Giga Battery Facilities and adjacent onshore wind-park.

FREYR AS is a Norwegian company in the process of developing, financing, constructing and operating 2+32 GWh annual capacity worth of lithium-ion based battery cell facilities and a 600 MW wind park in the municipalities of Rana and Nesna in Nordland, Norway. The company will supply sustainably produced, cost competitive battery cells to the rapidly growing market for electric vehicles and energy storage in Europe and globally, as well as develop other markets within the segments of marine transportation, aviation and offshore oil through cluster-based R&D initiatives with leading Norwegian, European and global institutions and companies.

Project location(s):

Total Financing need for the projects will be in the order of EUR 3.2 billion.

Required Capital (USD):

Battery cell facilities require around EUR 2.7 billion in total investments (equity, debt and non/dilutive capital)

Project description, pls max 100 Words:

Wind-park project will require around EUR 500 million in total investments.

**Interested format(s)
of cooperation:**

Format of Investment / Cooperation (Please ✓ as appropriate):

- ☒ Asset Acquisition
- ☒ JV / Partnership
- ☐ Majority Share Holdings
- ☒ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☒ Licensing

Expected Period of Investment

5 (2021-2025)

**Contact Person in charge for
this project.**

Tom Einar Jensen (CEO)

**Organization Name who owns
the project**

FREYR AS

Email address

tom.jensen@freyrbattery.com

Telephone

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Website

www.freyrbattery.com



*Country or Region	Mongstad, Norway
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	
*Street and house number:	MIP, c/o Nordhordland Næringslag, Kvassnesveien 11
*Postal code:	5914
*E-Mail:	baste@nonl.no
*Telephone	+47 916 69 641
Website:	www.mongstadindustrialpark.no
*Name of official contact person for Investors	Baste Tveito
*Name of contact person, who fill out this form:	Baste Tveito
Position at the Organization:	Managing Director/Project Manager
*E-Mail (contact person):	baste@nonl.no
*Telephone (contact person):	+47 916 69 641
Website	www.mongstadindustrialpark.no
No. of citizens living in the Country / Region	500.000
Nr of tourists per year (2018)	
* What defines the global image of your Country / Region	Mongstad is close to Bergen, the second largest city in Norway, which is known for its ocean industries and R&D knowledge. Mongstad is close to Bergen, the second largest city in Norway, which is known for its ocean industries and R&D knowledge. The western region of Norway is known for oil and gas production, shipping and aquaculture. High technological competence and focus on developing tech solutions for the green shift. Bergen is home to an international airport, several universities, research institutions and a vibrant cultural scene. Bergen is home to an international airport, several universities, research institutions and a vibrant cultural scene.
Please list the Top 5 attractions of your Country / Region	Fjords, Mountains, Bryggen Hanseatic Wharf, Grieg Museum, Hanseatic Museum

Norway



*** Which are the main incentives for foreign investors in your Country / Region**

Mongstad is one of the largest industrial areas in Norway with close to 5.000 decares reserved for industry and 2.350 decares of this ready zoned for industrial purposes. The ideal plot for businesses connected to oil & gas, hydrogen and energy in general, as well as companies wanting to be close to; the CO2 carbon capture, Norway's largest refinery and port, 50 companies, 2000 employees, Norway's carbon capture and test facilities TCM and next to Norway's leading R&D cluster in energy and ocean industries

*** How long does it take to register a business in your Country / Region**

One week

Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):

2.350 decares ready zoned

How would you describe the quality of life in your Country / Region

High quality and standard of living. Norway is known to have a very good work-life balance.

What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

Norway has a unique approach in order to secure everybody access to nature and recreation areas regulated through law.

From which region or country are you looking to attract investors?

Please tick the appropriate box:

☒ Middle East

☒ Europe

☒ Asia

☒ America

☒ Africa

☒ others. pls. Write the country names: world wide

*** Please list current or planned Investment Projects in your Country / Region / City:**

Investors with all kind of projects are welcome matching with our focus industry sectors: *hydrogen, ammonia, wind, sustainable fuel, batteries, onshore fish farming*

Please list Investment Projects that you are looking for Investors



Project name 1

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Interested format(s) of cooperation:

Expected Period of Investment

Contact Person in charge for this project.

Organization Name who owns the project

Email address

Telephone

Project name 2

Sector(s):

Project location(s):

Required Capital (USD):

Project description, pls max 100 Words:

Interested format(s) of cooperation:

Expected Period of Investment

Contact Person in charge for this project.

Organization Name who owns the project

Email address

Telephone

Sustainable Aviation Fuel

Energy

Mongstad

To be determinid in ongoing study

The need for sustainable aviation fuel will increase exponential over the next ten years. By 2030 EU is aiming for 30%. Pilot prosject ongoing

Format of Investment / Cooperation (Please ✓as appropriate):

- ☒ Asset Acquisition
- ☒ JV / Partnership
- ☒ Majority Share Holdings
- ☒ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☒ Licensing

To be determinid in ongoing study, likely 2022-2025

Baste Tveito

NORCE

baste@nonl.no

+47 916 69 641

On shore farming of salmon

Fish farming

Mongstad

~130.000.000

Land based grow out farming of salmon+biogas production as well as post-smolt salmon production with biogas production

Format of Investment / Cooperation (Please ✓as appropriate):

- ☒ Asset Acquisition
- ☒ JV / Partnership
- ☒ Majority Share Holdings
- ☒ Minority Share Holdings
- ☐ 100% Takeover
- ☐ PPP
- ☒ Licensing

2021-2024

Baste Tveito

Asset Buyout Partners

baste@nonl.no

+47 916 69 641

Brazil



*Country or Region	Espírito Santo
Country Investment Promotion Agency/Economic Development Unit -IPA Fully name.	Secretary of Development
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*Postal code:	29055130
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Website:	www.sedes.es.gov.br
*Name of official contact person for Investors	Gabriel Feitosa
*Name of contact person, who fill out this form:	Gabriel Feitosa
Position at the Organization:	Undersecretary of development
*E-Mail (contact person):	gabriel.feitosa@sedes.es.gov.br
*Telephone (contact person):	+55 (27) 997211351
Website	www.sedes.es.gov.br
No. of citizens living in the Country / Region	4 milion
Nr of tourists per year (2018)	
* What defines the global image of your Country / Region	We have a great opportunity for new investments. A stable government that is reported by The economist as an example in Brazil.
Please list the Top 5 attractions of your Country / Region	We have a great opportunity for new investments. A stable government that is reported by The economist as an example in Brazil.
*Which are the main incentives for foreign investors in your Country /Region	Espírito Santo, a state in the southeastern region of Brazil, is known for its climatic beaches and preserved natural mountain areas. Founded in 1551, Vitória, the capital and port city, has a small colonial-era center. On the other side of the bay of Vitória, there is Vila Velha, with the Praia da Costa movement and the Convento da Penha, a 16th century building that sits on top of a cliff and offers a panoramic view. http://descubraoespiritosanto.es.gov.br/en/
*How long does it take to register a business in your Country / Region	15 days
Information on Industry Zones and available spaces for new companies (size, price per sqm etc.):	Espírito Santo has the cheapest price of square meter in the southeastern region. We can provide help for new investor to decide where to invest. www.sedes.es.gov.br



How would you describe the quality of life in your Country / Region

Vitória is the third best city in the quality of life

What have your authorities done to improve recreation and leisure time opportunities in your Country / Region

We invest a lot in better quality of life. For those who are adventurous, Espírito Santo is a great destination. Its physical and geological formation favors the adventure tourism. Waterfalls, mountains, rivers and mild temperatures facilitate the practice of radical sports, like free flight on natural ramps, nautical sports, rafting and mountaineering.

From which region or country are you looking to attract investors?

Please tick the appropriate box:

☒ Middle East

☒ Europe

☒ Asia

☒ America

☒ Africa

☐ others.pls. Write the country names: world wide

* Please list current or planned Investment Projects in your Country / Region / City:

Investors with all kind of projects are welcome matching with our focus industry sectors: *Health and Logistics*

Please list Investment Projects that you are looking for Investors

Project name 1

Sector(s):

Health Supply Chain Logistics

Project location(s):

Health

Required Capital (USD):

State of Espirito Santo

Project description, pls max 100 Words:

Aproximately USD 5,5 million per year

The potential gains resulting from reviewing the management of logistical activity in the hospital and pharmaceutical network transforms the topic as of vital importance to users of Unified Health System - SUS. It is known that one of the most difficult processes to optimize is the logistics of health supplies, which suffers from irregular supply and this absence causes frequent problems in public health services organizations. What is sought is to reduce these supply problems, even though there is often insufficient budgetary resources.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

☐ Asset Acquisition

☐ JV / Partnership

☐ Majority Share Holdings

☐ Minority Share Holdings

☐ 100% Takeover

☒ PPP

☐ Licensing

Expected Period of Investment

15-20 years

Contact Person in charge for this project.

Ribeiro, Maria Mancini de Moraes or Pacifico, Rafael Grossi

Organization Name who owns the project

State Department of Health

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Website

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Project name 2

Telecommunications in Rural Areas

Sector(s):

Agriculture and Telecommunications

Project location(s):

State of Espirito Santo - Brazil

Required Capital (USD):

Aproximately USD 1,5 million per year

Project description, pls max 100 Words:

This involves making investments in telecommunications in rural areas, as it is an important preventive rural depopulation mechanism, especially for young people, since access to the Internet prevents them from depending exclusively on urban centers to relate to the world and have access to knowledge. It also highlights the importance of telecommunications for agrotourism, whose sector is booming. Rural communities of the Espírito Santo have great tourism potential. With better communication in rural areas, farmers are able to generate more business and increase their family income, as tourists like to know the abundant natural beauty and consume local products.

Interested format(s) of cooperation:

Format of Investment / Cooperation (Please ✓as appropriate):

- ☐ Asset Acquisition
- ☐ JV / Partnership
- ☐ Majority Share Holdings
- ☐ Minority Share Holdings
- ☐ 100% Takeover
- ☒ PPP
- ☐ Licensing

Expected Period of Investment

5-10 years

Contact Person in charge for this project.

LISBOA, Jonas ; VACCARI, Rodrigo

Organization Name who owns the project

State Department of Agriculture

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