



Investment
Management
Exhibition

#buildingbridges

#IME2023

14-15 September 2023
Frankfurt am Main, Germany

www.ime-europe.eu



Investment
Management
Exhibition

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Welcome message

It is with great pleasure that we welcome all of you to the 8th edition of our Investment Management Exhibition (IME).

This year, we are all facing new difficulties with the ongoing war in Ukraine and all its global impacts, which adds to the Covid-19 pandemic and its consequences. The overlap of these two effects is creating a buildup to that, and is vastly affecting our economic system and threatening our prosperity on a global scale.

Especially in these challenging times, we at IME, find it important to shift the focus in fostering and **#buildingbridges** between people and businesses.

We shift our vision towards facilitating economic cooperation and investments, in order to increase the competitiveness of different regions and build a sustainable future for the next generations. All of these aims are what the IME has been standing for throughout the seven years of its existence, and today we stand for more than ever. Therefore, thank you for standing with us and being an essential part of it.

We wish you all a wonderful and a successful event, with lots of new impulses and interesting contacts.

Bekim Xhafa
Principal



What is IME?

The Investment Management Exhibition (IME) is an international event dedicated to Foreign Direct Investment (FDI) taking place annually in the heart of the investment city Frankfurt. The aim of gathering is to bring multiple stakeholders across different countries and sectors together and to learn from one another about current challenges and trends in FDI. Visitors experience an unforgettable mix of renowned speakers, interesting exhibitors, and fruitful networking sessions during the breaks - perfect blend of high-quality input and intensive networking!

With a unique symbiosis of a conference and exclusive exhibition, IME brings together:

PUBLIC SECTOR STAKEHOLDERS

- Heads of IPAs
- Ministers
- Mayors
- Ambassadors/Consuls
- Secretaries of State
- Heads of IPAs
- PPP Units

INVESTORS AND ENTREPRENEURS

- Corporate Officers and Corporate Executives
- Representatives of Specialized Economic Associations
- Business Clubs
- Small and Medium-sized Entrepreneurs

ECONOMISTS AND ADVISORS

- CEO of Banks
- Investment Funds
- Development Banks
- Project developers
- Consultants for FDI
- Lawyers

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Agenda

#IME2023

14-15 September 2023

Frankfurt am Main, Germany

Thursday, 14 September 2023

FDI volumes, trends and global investment opportunities

08:30 **Registration and welcome coffee**

09:00 **Opening of IME 2023**

Courtney Fingar, Chairwoman of IME / Founder, Principal of Fingar Direct Investment

Sarah Jaax, Project Manager, IME and Independent FDI Consultant

Bekim Xhafa, Founder and Principal, IME

09:05 **Opening remark**

Alexandra Dublanche, Chairwoman, Choose Paris Region

09:15 **Welcome remarks**

Achim Hartig, Managing Director, Germany Trade & Invest (GTAI) and Chair of Network of OECD's Investment Promotion Agencies, Organization for Economic Co-operation and Development (OECD)

09:20 **Welcome remarks**

Vahan Kerobyan, Minister of Economy, Armenia

09:30 **Panel discussion: Economic review: What have we learned in the past year?**



- Pain points
- Lessons learned
- Upcoming challenges

Dr. Manuel Kallweit, Chief Economist, German Automobile Industry Association VDI

Dr. Henrik Meincke, Chief Economist, German Chemical Industry Association VCI

09:50 **FDI trends and challenges at a glance**

- FDI sector trends and country trends
- Quality indicators for sustainability
- Digital transformation in investment promotion

Achim Hartig, Managing Director, Germany Trade & Invest (GTAI) and Chair of Network of OECD's Investment Promotion Agencies, Organization for Economic Co-operation and Development (OECD)

10:10 **Coffee break**

10:40 **Why should companies invest into Ukraine now?**

- FDI in uncertain times?
- Infrastructure for the transport of vital goods
- Investing in Ukraine = investing in Europe

Sergiy Tsivkach, Executive Director, Ukraine Invest

11:00 **Importance of PPP projects in the context of reconstruction in Ukraine**

- PPP projects in the context of war
- Impact on foreign direct investment
- Investment opportunities

Günther Fellingner, Austrian Economist, Management and Development Consultant

11:20 **Short break**

11:30 **How artificial intelligence can be used to attract FDI**

- Costa Rica's experiences
- Learnings and challenges
- Methods and tools

Pilar Madrigal, Director, Investment Advisory, CINDE - Costa Rica Investment Promotion

11:50 **Driving FDI with Blockchain and Crypto**

- Setting up a blockchain oriented investment promotion strategy
- How crypto regulatory clarity can drive FDI
- Dubai's VARA as a regulatory case study

Gordon Einstein, Founding Partner, CryptoLaw Partners – specializing in crypto and blockchain

Day one (continued)

12:10

Growth opportunities in Sharjah

- Geostrategic location and business-friendly ecosystem
- Focus on the digital sector
- Case study Sharjah Sustainable City

Mohamed Al Musharrakh, CEO, Invest in Sharjah

12:30

Relocating supply chains: insights into the automotive industry in Turkey

- Turkey as a business location
- Shifts in automotive supply chains
- Ford Otosan case study

Ferruh Parmaksız, Country Advisor for Germany, Invest in Türkiye

Gül Ertuğ, CFO, Ford Otosan

12:50

Lunch break

14:00



15 minutes quick yoga session

Role change: IPAs learn from companies and vice versa

14:30

Parallel roundtables

Roundtable A: Hands on for IPAs

- How to develop a realistic investment attraction strategy
- How to differentiate your business location from others
- What is a successful aftercare program?

Jürgen Raizner, Director, Steinbeis Enterprises in Stuttgart (De), Baku (AZ), Bucharest (Ro), Uzhhorod (UA) and Vienna (AT)

Roundtable B: Hands on for companies

- How can IPAs assist in site evaluation?
- What service do IPAs offer without charge?
- How can companies choose one location among several within a country?

Günther Fellingner, Austrian Economist, Management and Development Consultant

15:00

Presentation of the results to the audience

15:30

Setting up outside capital markets and being successful

- Disadvantages of capital markets
- Unknown potential of small business locations
- Best Practice: Region of Murcia

Fernando Ballesta, Director of Foreign Investments, Trade and Industrial Infrastructure of the Region of Murcia

15:50

OCO & WAIPA Innovation Report

- What are investors' expectations of IPAs and can IPAs meet them?
- What are the chances and risks of regionalization of value chains and talent attraction?
- How to attract, measure and sustain quality FDI?

Jens Manke, Director Germany & Europe, OCO Global

16:10

Coffee break

16:40



Panel Discussion: Sizing up the importance of startups and SMEs in investment attraction

- Startup = innovation?
- Potential of SMEs in FDI
- How can startups be integrated into an IPA strategy?

Gilbert Ewehmeh, Investment & Innovative Finance Expert, Chairman, Accelerate Africa


Reinhold von Ungern-Sternberg, Director International Markets, The German Association for Small and Medium-sized Business (BVMW)

Frank Beckmann, CEO / Investment Advisor, GVI Germany GmbH

17:00

Anticipating trends - an accelerator for FDI in Armenia

- Strengthened framework: Techo ecosystem, special economic zones, technoparks and liberal FDI legislation
- Government's investment strategy with focus on technological transformation



Day one (continued)

- Case study: Regional emerging business hub and tech powerhouse

Levon Ohanesyan, CEO, Enterprise Armenia

17:20

Neura Robotics reveals: How IPAs should target an SME

- How can cognitive robots unlock their potential in new markets?
- How should IPAs not approach SMEs?
- How should IPAs do outreach to SMEs?

Dr. Alexander Blass, Head of Operations, NEURA Robotics

17:40

Summary of the first day

17:45

End of the first day

19:00

Frankfurt city tour

Day two

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Frankfurt am Main, Germany

#buildingbridges

Friday, 15 September 2023

Sustainable Development Goals (SDGs) - more than just a buzzword?

08:30



Guided morning meditation

08:45

Welcome

Courtney Fingar, Chairwoman of IME / Founder, Principal of Fingar Direct Investment

09:00



Panel discussion: Is FDI compatible with sustainability?

- Is there a relationship between FDI and sustainability?
- What is the link between FDI and sustainability in the global North?
- Can FDI promote sustainability in LDCs or is this just wishful thinking?

Christian Kingombe, Co-Founding Managing Partner, 4IP

Georg Schattney, Group Head of ESG / Sustainability Officer, CORESTATE Capital Group

09:20

How can sustainability be measured in FDI projects?

- What does a sustainable investment promotion strategy look like?
- How to define measurement criteria?
- Case study Paris

Lionel Grotto, CEO, Choose Paris Region

09:40

Coffee Break

10:00

Partnership between Europe, Middle East and Africa is the key to sustainable FDI

- Rethink economic development
- Social, ecological and geopolitical aspects
- Fostering investment decisions by partnerships

Mathias Fillon, COO, ANIMA Investment Network

10:20

How can FDI promote gender equality in LDCs?

- What is the status on SDG 5?
- How do we build bridges to gender equity in the digital economy?
- Challenge: Fostering investment decisions in line with SDG 5

Subhashini Chandran (Shuba), Vice President Social Impact, Asia Pacific, Center for Inclusive Growth, Mastercard

Day two (continued)

10:40

SDGs with Blockchain and Crypto

- Clearing up blockchain and crypto FUD
- How blockchain can promote SDGs
- Practical implementations

Gordon Einstein, Founding Partner, CryptoLaw Partners – specializing in crypto and blockchain

11:00

Short break

11:10

Tanger Med Industrial Platform – the importance of PPP projects to achieve SDGs

- Tanger Med Zones – TMZ
- Logistics is key to economic development
- Pan-african trade

Dr. Ahmed Bennis, Secretary General, Africa Economic Zones Organization (AEZO) and Managing Director, Tanger Med Zone

11:30

Why to invest in Projects of the Central Corridor Transit Transport Facilitation Agency

- Tanzania
- Uganda
- Rwanda, Burundi and DRC

Emmanuel Rutagengwa, Head, Transport Policy & Planning, Central Corridor Transit Transport Facilitation Agency

11:50



Fishbowl discussion: Do IPAs of the Global South have to choose between China and the EU as public investors to meet SDGs?

- Are China and Europe competing for investment in Africa?
- Are policy guidelines for EU investments a blessing or a curse for Africa?
- Are private investors an alternative to public investors?

Heike Freimuth, Head of the EIB Group Office in Germany, European Investment Bank (EIB)

Prof. Peter Platzer, Secretary general of EUREKA, Co-Founder of 3rd School of Austrian Macroeconomics

Dr. Ahmed Bennis, Managing Director, Tanger Med Zones and Secretary General, Africa Economic Zones Organization (AEZO)

12:20

Lunch break

Renewable energy, infrastructure, and smart cities projects – a long-term strategy to achieve SDGs?

13:40



Panel discussion: green hydrogen – a long-term strategy to achieve SDG 7?

- Solar, wind, hydrogen - which is most sustainable?
- Is green hydrogen mass production feasible?
- Challenge: investment gap

Dr. Nurettin Tekin, Hydrogen Product Management, KAWASAKI Gas Turbine Europe GmbH
Chigozie Nweke-Eze, Managing Director, Integrated Africa Power (IAP) and Board-Member, Hydrogen-Africa

14:00

Investment potential in sustainable & smart cities

- SDG 11: Sustainable Cities and Communities
- Investment potential in sustainable & smart cities
- Sustainable cities certification

H.E. Dr. Sania A. Ansari, CEO, Ansari Group Ltd. and Strategic Partner for SGD Cities Initiative

14:20

Coffee break

15:00

Visionary logistics: impact of cargo drone technology on sustainable FDI

- Net zero in logistics
- Reinvented supply chains
- Impact on FDI decisions

Svilen Rangelov, Co-Founder and CEO, DRONAMICS

15:20

Expansion and Funding for Growth - a case study

- California / Texas or Detroit
- The role of project funding and department of Energy (DoE) and Loan office
- Scaling for growth

Michael Perschke, CEO, Quantron AG

15:40

Summary of the conference and award ceremony

Live voting on the best performer of the slogan **#buildingbridges**

Courtney Fingar, Chairwoman of IME / Founder, Principal of Fingar Direct Investment

Sarah Jaax, Project Manager, IME and Independent FDI Consultant

Bekim Xhafa, Founder and Principal, IME

16:00

End of IME2023

Speakers



FRANK BECKMANN

CEO / Investment Advisor
GVI Germany GmbH

Frank Beckmann, residing currently in Berlin/Germany, is founder and CEO of GVI Investment Advisory. His mission is to increase the success rates of startups and

to reduce the risk of the investors. He works with startups/scaleups as well with VCs from various countries and cultures. Frank has launched the world's first professional online accelerator for startups.

He is coming from a successful family-business in the 3rd generation, has extensive experience in the industry over 25 years and a significant track record of successfully leading international companies as CFO & CEO.

Frank has been involved in international projects for McKinsey, Roland Berger, PWC and Strategy&. Moreover he is a key-note-speaker on international events (e.g. World Mobility Show Dubai; FITC Nigeria).

Being a community builder he is hosting LinkedIn local Berlin events and had been over 11 years Senator in the Senat of Economy in Germany. Currently Frank had been appointed as Senator & German Chair of the World Business Angel Investment Forum (G20) and is also President German chapter of the Asia CEO community.



GUNTHER FEHLINGER

Austrian Economist, Management
and Development Consultant

Gunther Fehlinger, Austrian economist, management and development consultant, Gunther was a Austrian student leader during in early 1990s, International officer of Austrian Student Union, Chairman of European Democrat Students 96 - 98 worked in Brussels from 1998 to 2004, first for BusinessEurope, than 4 years as Secretary General of SME Union of EPP, from 2005 to present Gunther is focused on economic reform and SME policy in European transition countries mainly Kosovo, Albania, Ukraine, Gunther serves as Committee Member of Investments for Technology support of the Agency for Economic Development of North Macedonia. Gunther is a keen interest in energy and infrastructure policy in central and eastern Europe. Gunther serves Board member of AGREEL, Action Group for Regional Economic Integration of Southern Balkans, coordinate a network for tax reformers called Europeans for Tax Reform, is former President of Austria Kosovo Society OeKG and Former Board Member of Austrian Albanian Society in Albania, member of Austrian Kosovo Friendship Society in Austria, and coordinates Austrian Yes to Ukraine in EU activities and support the EU Accession Trio concept in Austria. Gunther supports recognition of Kosovo and freedom for Crimea. Gunther publishes a Podcast of European Union called Pax Europæana, runs a video channel focused on EU Enlargement, publishes articles on EU future and European economic reform and EU and NATO enlargement, Gunther advocates for a European Union of 37 Member and a enlarged NATO of 42 Allies and fast track Eurozone enlargement. Gunther tweets at @GunterFehlinger and can be reached at <https://www.linkedin.com/in/fehlinger/>



JÜRGEN RAIZNER

Director
Steinbeis Enterprises in Stuttgart (De),
Baku (AZ), Bucharest (Ro), Uzhhorod (UA)
and Vienna (AT)

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 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.



DR. MANUEL KALLWEIT

Chief Economist
German Association of the
Automotive Industry (VDA)

Manuel Kallweit was born on April 26, 1983. He studied economics at the Julius-Maximilians University in Würzburg, Germany and Pompeu Fabra in Barcelona, Spain. After his doctorate, he worked for the scientific staff of the German Council of Economic Experts, an independent advisory body for the federal government. Since January 2015 he works as the Chief Economist for the Association of the German Automotive Industry (VDA) where he is leading the VDA's economics and statistics team. He is responsible for monitoring, analyzing, and forecasting the automotive markets and the automotive industry worldwide. The impact assessment of legislation and general economic policy measures relevant to the automotive industry also belongs to his area of responsibility.



MATHIAS FILLON

COO
ANIMA Investment Network

Mathias Fillon is COO of ANIMA Investment Network. He is in charge of the coordination, capitalisation and valorisation of the association's production. In this capacity, he assists project managers on a daily basis, plans internal human resources, capitalises on methodologies and tools developed in projects

and services to transform them into transferable services for other activities/partners, consolidates and implements new project management tools. It also provides technical expertise on projects or missions and contributes to the design and development of new activities for the network.

Previously, Mathias led the European initiative THE NEXT SOCIETY, which aimed to support innovation ecosystems in 7 countries across the Mediterranean region (Morocco, Algeria, Tunisia, Egypt, Lebanon, Jordan, Palestine). By leading a consortium of 30 organisations from 15 European and Mediterranean countries, Mathias coordinated in particular the strategic part of the initiative by supporting innovation stakeholders in the formulation of roadmaps adapted to their needs and then in the implementation of innovation support policies in each country.

He joined ANIMA in 2014 to implement two projects (MedGeneration and Diamed) focusing on the mobilisation of the Mediterranean diasporas' talents for the benefit of the entrepreneurial ecosystems of the countries of origin and the establishment of economic attractiveness strategies. Mathias has also developed the "DiafrikInvest" offer which will become a project for the benefit of the diasporas' commitment of Tunisia, Morocco and Senegal.

He has 15 years of experience in international cooperation acquired in France and abroad with various types of participants involved in the "Migration and development" theme (associations, NGOs, government agencies) and economic development, including 6 years as coordinator of projects to support individual and collective initiatives of the diaspora.

Mathias also has significant experience in the facilitation of advocacy panels and multi-stakeholder dialogue: public institutions, diaspora, civil society, universities, entrepreneurs, and private sector support organisations.



EMMANUEL RUTAGENGWA

Head, Transport Policy & Planning

Central Corridor Transit Transport Facilitation Agency

Mr. Emmanuel Rutagengwa, is Senior Transport Economist with more than 20 years of progressive experience and is currently the Director, Transport Policy & Planning at the Central Corridor Transit Transport Facilitation Agency based in Dar es Salaam since 2010.

For the past 13 years, he has been leading the implementation of harmonized transit transport policies and regulations by the five member States of the Central Corridor.

As Director of Transport Policy & Planning, Emmanuel led the development of the new Central Corridor Secretariat's Five Year 2021-2025 Strategic Planning that is under implementation.

He is also leading the development of a stakeholder-driven transformational plan of the Central Corridor from a merely transit transport corridor into a Green Economic Development Corridor.

Prior to joining the Central Corridor; Emmanuel worked with the Private Sector Federation of Rwanda, where he led research & Policy which greatly contributed to business reforms and trade across borders in Rwanda and within the East African region.

Emmanuel Rutagengwa, has a long experience in both public

and private sector in the East African region. He has spearheaded trade and policy advocacy, conducted diagnostic studies on trade logistics in the East African Region and serves on key trade and transport-related committees within the EAC and COMESA sub-regions.



DR. HENRIK MEINCKE

Chief Economist

German Chemical Industry Association (VCI)

Henrik Meincke was born 2nd May of 1967. He studied chemistry and economics at the Albert-Ludwigs-University in Freiburg, Germany. Since January 2000 he works as an economist for the Association of the German Chemical Industry (VCI). In April 2001 he became the chief economist leading the VCI's economist and statistics team. He is responsible for analyzing and forecasting the business of chemistry in Germany, Europe and a worldwide perspective. The impact assessment of chemical relevant legislations and general economic policies are also on his agenda.



DR. ALEXANDER BLASS

Head of Operations

NEURA Robotics

Dr. Alexander Blass leads the Operations Department at NEURA Robotics with a passion for innovation and process optimization. His career began with a degree in mechanical engineering, followed by a master's degree in aerospace. With his doctorate in turbulence research, he gained profound insight into complex dynamic systems.

At NEURA, Alexander is also responsible for maintaining a balance between turbulent dynamics and structured development. As the Head of Operations, he ensures that the company operates effectively and continues to evolve to drive technical innovations. Through advancements in combining modern agile methods with established structures, he has coined the term "Hybrid Agility", constantly striving to find new ways to improve the efficiency and flexibility of companies and prepare them for the challenges of the modern business world.



SUBHASHINI CHANDRAN

Vice President Social Impact Asia Pacific

Mastercard Center for Inclusive Growth

Shuba oversees the Center's investments and initiatives across the Asia Pacific, covering programs, data and insights, strategic engagement, and partnerships. She has championed SDG 5 and inclusive growth more broadly for 25 years focusing on the inclusion of small businesses and women-led enterprises in global value chains, sustainable livelihood solutions and business models to promote shared prosperity. Shuba has designed and led award winning women's economic empowerment programs across Asia and Africa. As an entrepreneur early in her career she grew her family's tea farm in South India, to be one of India's largest privately owned tea companies, securing jobs for ~7000 women.

She read Economics at the London School of Economics, Law at City University UK, and is a Member of the Bar Council of India. She is a graduate of the Yale World Fellows Programme and Chevening Gurukul Fellowship for Leadership and Excellence, and alum of the Young Global Leaders programme of the World Economic Forum.



HEIKE FREIMUTH

Head of the European Investment Bank (EIB) Group Office in Germany

Heike Freimuth took her new position as Head of the EIB Group Office in Germany located in Berlin as of 1st September 2021. She has been with European Investment Bank (EIB) since 1995, mainly in the Lending Operations Directorate, where she has been working on a broad range of lending transactions covering sovereign, corporate lending as well as credit lines and structured finance deals in Africa. Since 2011, she has been heading various teams dealing with more horizontal administrative, strategy, policy and communication matters as well as institutional relationships with stakeholders and development partners for the non-EU activities of the Bank, lately the division for Institutional & Policy Affairs for the EU Neighbouring Countries. From June 2019 until August 2021, she was seconded to the German Federal Ministry for Economic Cooperation and Development (BMZ) as Senior Advisor on EU-Africa affairs in the context of the German EU-Presidency.

An agricultural economist with an MBA, Ms Freimuth started her professional career as a consultant for SME Promotion and Entrepreneurial Training at LUSO CONSULT GmbH in Cologne, developing and implementing programmes mainly in Africa, but also Central Europe and Central and Southern Asia.



GORDON EINSTEIN

Founding Partner

CryptoLaw Partners – specializing in crypto and blockchain

Gordon Einstein is a hybrid Crypto-Attorney, Technologist, and Enterprise Strategist. Gordon received his undergraduate degree in Politics in 1991 from Brandeis University in Boston and then received his JD in 1995 from the USC Gould School of Law in Los Angeles. Gordon is also a proud Eagle Scout, having served in Boy Scout Troop 223.

Initially Gordon's law practice centered on startup, venture capital, investment banking, regulatory compliance, intellectual property and general business law. As an avid computer and programming hobbyist, in 2012 Gordon was intrigued by Bitcoin, cryptocurrencies, and the related technologies. By 2014, he was providing legal services to several individuals and companies operating in this space. And by 2016 the majority of Gordon's law practice involved working with crypto, blockchain and FinTech startups and funds, including as Chief Legal Officer of Distributed Lab. The practice was formalized as CryptoLaw Partners in 2017.

Gordon frequently speaks and educates both in the United States and internationally. Some common themes are issues and developments relating to cryptocurrency, the legal aspects of FinTech, structuring blockchain startups, ICOs/STOs, and AML/KYC compliance.



REINHOLD VON UNGERN-STERNBERG

Director International Markets

German Association for Small and Medium-sized Businesses (BVMW)

Reinhold von Ungern - Sternberg is responsible for international relations at BVMW since January 2020.

Before, he held management positions in Germany and abroad and was responsible for business development in Eastern Europe and Central Asia. He managed the international business in the CIS for the German automotive supplier Flaig + Hommel GmbH, was Deputy Regional Director of DB International GmbH, a foreign subsidiary of Deutsche Bahn, in Moscow, and Director International Projects of Kirovsky Zavod, Saint Petersburg.



GÜL ERTUĞ

Finance and Accounting Leader - CFO

Ford Otosan

Ms. Ertuğ graduated from Boğaziçi University, Engineering Faculty, Industrial Engineering Department in 1997.

In the same year, she started working in Ford Otosan MP&L Production Planning Department. She earned her MBA degree from Bosphorous University in 2000, Executive MBA degree from Koç University in 2006 and PLDA degree from Harvard Business School in 2019. In her Ford Otosan career, she worked in several different functions in the positions of MP&L Team Leader (CMMS3 Launch and R/C Coordination), Technical Assistant to General Manager, PD Finance Manager and Senior Manager, Ford Asia Pacific Finance Controller for CD Car & Lincoln (Shanghai) and Business Strategies Finance Manager. She served as Innovation and New Ventures Director between 2019 and 2011. She has been appointed as Assistant General Manager – Finance and Accounting (CFO) of Ford Otosan as of April 1, 2022.



FERRUH PARMAKSIZ

Country Advisor of Germany

Invest in Türkiye

Graduated from Bilkent University Political Sciences and Public Administration. He earned his MA in International Relations.

He has worked at the private sector, at the governmental sector as a civil servant later on as an bureaucrat and for Turkish Union of Chambers and Commodity Exchanges (TOBB) which is supreme professional organization of Turkish private sector.

Throughout his career he was mainly engaged in positions related to foreign trade, investments and international organizations.

Before being appointed to Frankfurt, Germany as Country Advisor he was the Head of the Investor Services Department. In the Ministry of Environment and Urbanization he served as the Advisor of Minister and was the Head of European Investments Department as the contracting authority of 1,3 billion euros EU Fund. Between 2009 – 2014 he worked in

Prime Ministry Investment Agency of Türkiye at the Japan country team. At TOBB he worked at the department of Chambers and Commodity Exchanges and International relations. He actively took part at the customs issues and the updating of Movement Certificates and Certificates of Origins.



JENS MANKE

Director Germany and Central Europe
OCO Global

Jens Manke is Director Germany and Central Europe with OCO Global based in the Frankfurt Region, Germany. In this role he is responsible for the operational management and support of ongoing projects for Central Europe, especially the German-speaking market. Jens has more than 10 years of experience in Foreign Direct Investment (FDI) and international trade relations. He advises economic development organisations with their strategic positioning for FDI and related trade and investment advisory programs.

Before joining OCO, Jens worked for NRW.Global Business, the economic development agency of the German Federal state of North Rhine-Westphalia. There he was responsible for FDI lead generation, investment facilitation and aftercare services to foreign companies in North Rhine-Westphalia. In addition, he developed strategies and concepts along the investment promotion value chain, such as strategic FDI attraction, aftercare and key account management as well as strategies for cross-industry innovation topics such as Industry 4.0, digital economy and e-commerce. In this role, Jens was a frequent speaker at investment attraction events across Europe but also overseas, especially in China.

Prior to that, he worked for Metro Group (Düsseldorf) on location assessments and real estate and property scorings for portfolio analysis. He also worked as research assistant at the University of British Columbia in Vancouver and contributed significantly to the economic impact study of the International Olympic Committee (IOC) on the 2010 Olympic Winter Games.

Jens completed a degree in economic geography (M.Sc.) at RWTH Aachen University and obtained an MBA from the FOM University of Economics and Management. He spent a semester abroad at the Universidad Complutense de Madrid and is fluent in English, French and Spanish.



H.E. DR. SANIA A. ANSARI

CEO
Ansari Group Ltd. and Strategic Partner
for SGD Cities Initiative

Her Excellency belongs to a very noble, honorable & prominent family, "Ansari" from Medina, Saudi Arabia.

Her Excellency Dr Sania A. Ansari is the Chairperson of Ansari Group Ltd (incorporated in Canada, Pakistan & UAE); A holding company and a global boutique consulting firm that provides her clients with elite strategy for business expansion and globalization, business consulting, startups and venture capital services.

H.E. Dr. Ansari is collaborating with and consulting UN Habitat to launch the SDG Cities Initiative in 1000 cities by 2030 and to

impact 1 billion lives. Her Excellency is also playing the role of Senior Consultancy Advisor for Cornerstone Holdings which currently manage US\$710 Billion worth of infrastructure projects around the world.

Her Excellency have received several awards globally for her work and was listed as the Top 100 People in Finance by the US based Top 100 People Magazine & recently got listed as one of the Most Influential and Most powerful women in Private offices and foundation. She was also featured as one of the Top Ten Most Influential Friends of Africa For Business in Africa magazine and World Economic magazine. Her Excellency have contributed in a few best sellers books such as: Corporate Superpower, The Vision Code, The Path of the Modern Muses and 28 COE Quotes book.

In addition to her role as chairperson for the Ansari Group Ltd, Dr. Sania serves as a consultant for the Private Royal offices in United Arab Emirates (UAE) & she has worked directly with the Royal families for almost four years, providing economic and political insights into business developments and trends regarding countries of interest.

Her excellency Dr. Sania is also the Chairperson for the Ansari Foundation, Director Women Empowerment Global" for Strengthening overall operations of Northern Citizen Community Board in Women Development, Ambassador- at-Large Global for the International Human Rights Commission, Wonder Women Association of Pakistan amongst other notable organizations.

Her Excellency is a partner of "The Women's Collection" Canada, as well as the Advisory board member & partner of the "Luxochain" based in Switzerland. She is a Member of Who's Who Hall of Fame for Business Consultancy in Pakistan.



CHRISTIAN KINGOMBE

Co-Founding Managing Partner
4IP

Christian Kingombe is a Danish & Congolese (DRC) citizen who in March 2017 co-founded the 4IP Group LLC where he is the Managing Partner after a long career working for a number of International Organizations and Think Tanks, including DIIS, ODI, OECD, UNCTAD, ILO, UNECA, AUC, and African Development Bank (2012-2015), where he was the Chief Regional Integration Officer first in the Trade Division and subsequently in the Regional Infrastructure Division. After leaving the AfDB, he has carried out several EC & GIZ funded consultancy assignments focusing on Trade, Transit & Transport Facilitation within ECOWAS, Tripartite-FTA & AfCFTA (Trade in Services).

He is simultaneously the GP of a new Tech Impact Venture Capital Fund – The Invisible Heart Impact Fund (IHV2). He was a co-founder and an active member of the GSGII National Advisory Board for Impact Investing in Zambia (from January 2018 to September 2021) as well as currently being a Member of the Board of the Swiss Impact Investing Association (SIIA) (Swiss-NABII Taskforce member).

He has earned a Ph.D. in Applied Development & Transport Economics at successively Centre for Development and Poverty Reduction (2004-2007) & Centre for Environmental Policy (2008-2010) at Imperial College London & University of London (2004-2010), UK, as well as a MSc. & BSc. from Economics Department at the University of Copenhagen (1993-1999, 2002), Denmark.
(more on the website)



DR. AHMED BENNIS

Managing Director, Tanger Med Zones and Secretary General, Africa Economic Zones Organization (AEZO)

Ahmed BENNIS is a result driven and accomplished senior director with extensive experience in implementing large investment projects in ports, industrial and logistics. He acquired a demonstrated expertise in the deployment of successful business development strategies with strong focus on profitability, cost optimization & establishment of strategic partnerships.

Ahmed Bennis is actually the Managing Director of Tanger Med Zones (TMZ). He oversees the development, implementation, and management of Special Economic Zones within Tanger Med Industrial Platform.

He succeeded in the establishment of strategic partnerships, and maintain membership and leadership roles in international organizations such as International Maritime Organization, UNCTAD, UNIDO, WTO, African Union Commission...

Prior to his current position, Ahmed BENNIS led the international business development that consist of designing investment and partnership agreements with several ports and government authorities in Africa. He was also appointed director of economic zones since 2011, where he was in charge of the implementation of Tanger Med Automotive Industrial Platform hosting the Renault Nissan car plant and a comprehensive tier1-n ecosystem.

Ahmed BENNIS played an instrumental role in setting up the Africa Economic Zones Organization (AEZO) and the African Ports Task Force (APTF), where he currently serves as Secretary General of both organizations. He is also a founding member of the Global Alliance of Special Economic Zones (GASEZ), an initiative launched in May 2021 by UNCTAD.

Ahmed Bennis began his professional career in 2001, in IT and Financial services at NEC computers International in Paris, France. Then he moved to Luxembourg for a business development position at FlexFinance – Oracle Group, prior to joining Thomson Reuters in Dubai in 2007, where he was appointed to drive sales and presales activities, providing business solutions and consultancy services for large financial institutions in Middle East and Africa.

Ahmed BENNIS holds an MBA in Market Intelligence and Strategic Management from "Ecole de Guerre Economique – Paris" and was graduated from HEC Business School. He has strong business communication skills in English, French, Arabic, Italian and Spanish.

LinkedIn: <https://www.linkedin.com/in/ahmed-bennis-4776b39/>



CHIGOZIE NWEKE-EZE

CEO, Integrated Africa Power (IAP)

Board Member, Hydrogen-Africa

Chigozie Nweke-Eze is an economist and a geographer with specialisations in the international finance, economics, politics, geographies and sustainability of large-scale and cross-border projects in the energy and mining sector. Following the re-emergence of hydrogen, he began working

on its role in the energy transition and industrial decarbonisation, using his specialisation lens.

Nweke-Eze has consulted for African and European governments, the private sector, and international organisations, including for adidas, Endeava, REN21 and the German Development Cooperation, and has taught courses on energy transition and natural resources, including at the CIFE European Institute in Nice, France. He previously worked as a research associate in the department of geography at the University of Bonn, Germany, and at the Research Institute for Sustainability Berlin.

He currently manages the multi-unit firm Integrated Africa Power, based in Abuja and Bonn, serves on the board of the Hydrogen-Africa conference and EXPO based in Paris, and convenes the African Hydrogen Hub. His views are regularly featured in public outlets, including the pv Magazine Global, Deutsche Welle, and the Times.



SVILEN RANGELEV

Co-Founder and CEO

Dronamics

Svilen has an economics degree from Davidson College, US and worked in consulting before focusing fully on Dronamics, the company he founded with his brother Konstantin in 2014.

He is passionate about the socio-economic impact of fast, affordable and green freight. Growing up on the fringes of Europe, Svilen experienced firsthand the 'invisible tax' that communities and businesses outside traditional hubs are subjected to. A report by the World Bank, which highlighted that better logistics have a greater effect on trade than tariff cuts and other similar policies, inspired Svilen to focus fully on developing Dronamics as the world's first cargo drone airline and a business that will change how the world moves goods.

Svilen is a frequent speaker at international events and forums on Unmanned Aerial Systems (UAS), Advanced Air Mobility and innovation in logistics.



FERNANDO BALLESTA

Director of Foreign Trade, Investments and Industrial Infrastructures

Murcia Regional Development Agency

Fernando Ballesta is an economist specialized in international business and investments (FDI). He has extensive international experience as he has spent part of his life traveling or living in other countries as part of his job or training (USA, UK, Scandinavia). Today, he works as Director of Foreign Trade, Investments and Industrial Infrastructures at the Murcia Regional Development Agency (INFO, Instituto de Fomento) and helps companies in their foreign direct investments (FDI) and international expansion projects. He is also responsible for all the industrial sites, logistics and infrastructures in the region. Fluent in Spanish and English, understands French, Italian and Portuguese.

Brief bio-note:

- Graduate from Bremerton High School, WA – USA
- Economist by the University of Murcia, Spain
- Master degree in Foreign Trade by the ENAE Business School
- Expert in International Business Law by the Spanish

Ministry of Economy and Treasure

- International consultant on investments for UNCTAD
- PSLO Private Sector Liaison Officer to the World Bank



DR. NURETTIN TEKIN

Hydrogen Product Management

KAWASAKI Gas Turbine Europe GmbH

Dr. Nurettin Tekin, a graduate of mechanical engineering at University of Aachen (RWTH), Germany. He wrote his doctoral thesis with focus on „Numerical and experimental investigation of innovative cooling technology for gas turbine application“ also at Aachen University. His professional career started as project engineer with focus on FEM and CFD analysis of gas and steam turbines. After several years of working, he starts to work as a project manager at Kawasaki Gas Turbine Europe in the field of gas turbine package development of gas turbine classes from 1.8MWel to 34MWel, explosion protection (ATEX) and gas quality analysis. Since 2020, he is working as hydrogen product manager for Kawasaki and responsible for hydrogen project development including all topics related to hydrogen products, starting from production, storage, transport and utilization of hydrogen.



MICHEAL PERSCHKE

CEO

Quantron AG

Michael Perschke (CEO and member of the board of Quantron AG) is a sustainability pioneer and visionary for passenger & commercial vehicles with 20 years of experience in the global automotive industry. He has held various C-level and managing director roles, including central functions at Audi AG (including responsibility for the strategic sales launch of the Audi eTron brand), sales director for Mitsubishi in Europe and Mercedes-Benz in India, and the areas of finance, IT and organization for Mercedes-Benz in China. As the Founder-CEO of Automobili Pininfarina, Perschke successfully launched an emissions-free luxury car brand, gaining more than 8 years of electric vehicle experience in leading roles.



PROF. PETER PLATZER

Secretary General of EUREKA,
Co-Founder of 3rd School of Austrian
Macroeconomics

Studies of Business, Macroeconomics and Law at “Karl-Franzens University”, Graz and “Juridicum-Wien”, Vienna.

Secretary General of EUREKA, Belgium; www.EUREKA-hq.com

Co-Founder of 3rd School of Austrian Macroeconomics;

Nobel Prize Nominee of Economic Science in 2023



COURTNEY FINGAR

Chairwoman of IME

Founder and Principal of Fingar
Direct Investment

Courtney Fingar is one of the world's foremost experts on foreign direct investment (FDI) and a business journalist with more than 20 years of media experience.

She has covered business stories in all major regions of the world and has been on assignment to more than 80 countries, interviewing heads of state and government ministers as well as business leaders. She has appeared on television and radio in dozens of countries as a commentator on international investment and has twice been called to give evidence to the UK Parliament about inward investment.

Most recently the editor-in-chief of Investment Monitor, a digital publication focused on cross-border investment, she previously spent 15 years with the Financial Times where she ran the group's specialist FDI publication.

In early 2023, she set up Fingar Direct Investment, a boutique consultancy advising governments on investment promotion, location marketing and content creation.

In March 2023 she was appointed as senior advisor, Europe and communications, for the World Association of Investment Promotion Agencies (WAIPA).

She is also a senior consultant with the Economic Innovation Practice Group (EIPG), an advisory group focused on economic development, FDI, market entry and trade; and a contributing editor for Real Asset Media, which provides market insight, thought leadership, strategy and research for a global audience of senior leaders in the real estate and real asset markets.

Ms Fingar has a BA in journalism from the University of Alabama in the United States and an MSc in International and European Politics from the University of Edinburgh in Scotland.



ACHIM HARTIG

Managing Director,
Germany Trade & Invest (GTAI)

Chair of OECD Network of Investment
Promotion Agencies, Economic Co-operation
and Development (OECD)

Achim Hartig is Managing Director with Germany Trade & Invest. He is heading the “Invest” segment being responsible for attracting foreign direct investments to Germany. Germany Trade & Invest identifies and consults companies of all industries across the world that intend to set up business in Europe and support German companies to expand internationally. Since 2021 he is chair of the OECD Network of Investment Promotion Agencies. Before he worked as executive partner with a strategy consulting company of an international merchants bank. Achim was responsible for an international project portfolio in Retail Banking, Wealth Management and Investment Banking covering Europe and Asia. Prior to this he worked as executive partner of Bloom Lensington, an international management and strategy consulting company. As head of investment controlling for the Senate of the Federal State of Berlin, Achim was responsible for the financial and strategic governance of selected Berlin public companies. Before, he worked as Senior Manager with an international strategy consulting company where he was

responsible for projects in strategy development mergers & acquisitions and restructuring a.o. for major European players in the Telecommunications, Retail and Financial Services Industry. Achim studied music, musicology and culture and media management in Berlin and economics and business administration in London where he received his MBA in European Management.

<https://de.linkedin.com/in/ahartig/en>



PILAR MADRIGAL

Director Investment Advisory

CINDE – Invest in Costa Rica

Pilar Madrigal is the Director of the Investment Advisory at CINDE.

She is an accomplished and strategic-minded professional with comprehensive experience in planning and executing investment promotion and focusing on industry development to create sustainable economic growth. Pilar has worked since 1998 in different international client-facing roles.

In her current role Director of the Investment Advisory, she not only oversees the department's strategy and activities, but she also has restructured and improved the department in order to transform functions from sales role to a strategic advisor role. Furthermore, she has developed and executed strategic alliances with C-Level Executives, site selectors, and other members who can bring significant value to companies trying to find the optimal location to expand their operations.

Prior to joining CINDE, Pilar was appointed as Third Secretary to the United Nations. It was during that period that Costa Rica held both the Presidency of the Group of the 77 (G-77) and of the United Nations Security Council.

Pilar studied marketing at the Universidad Internacional de las Américas. She currently lives in Ridgefield, CT.



SERGIY TSIVKACH

Executive Director

UkraineInvest

Sergiy Tsivkach is the Executive Director of UkraineInvest and an investment attraction and support expert. He has many years of experience in economic and regulatory policy. Sergiy Tsivkach worked on the development of legislation aimed at improving the investment climate in Ukraine.

Previously held positions of advisor to Prime-Minister and First President of Ukraine on investments, and international relations; UK qualified commercial lawyer with over 20 years of professional experience, worked as business consultant for blue-chip companies from the Central and Eastern Europe, and other regions globally; implemented joint projects with focus on the development of economic policies in Ukraine with the U.S. FTC, UN, OECD, WorldBank, and other international organisations. In July 2020, he became the Head of UkraineInvest. By the end of 2022, the team managed to attract and unlock foreign direct investment worth USD 1.8 billion. UkraineInvest under Sergiy's management was ranked number 3 among 23 CEE IPAs by Emerging Europe (London, UK).



GILBERT EWEHNEH

Investment & Innovative Finance Expert

Chairman, Accelerate Africa

With over 18 years experience, working with startups and small and medium sized enterprises across Africa, Ewehneh, is a Business Development Consultant, expert on investment and innovative finance and trade related sectors. He is consulting for governments, GIZ – German Cooperation, the United Nations Development Programme, United Nations Conference on Trade and Development and the United Nations Economic Commission for Africa, Central Africa Regional Office and East Africa Regional Office and the Annual Investment Meeting (AIM) in UAE. etc...

Ewehneh is the Managing Director of Startup'Nkap Inc. an Innovative Public Limited Company with offices in Cameroon and Rwanda, that offers Financial and Investment services to startups ventures, small and medium sized enterprises, governments and international agencies. He doubles as the Board Chair of Startupnkap Innovative Microfinance Financing (SIM) a financial institution that works with micro-entrepreneurs to migrate them from informal to formal with focus on savings, microloans and fintech services. He is the Chief Executive Officer of Real Estate and Asset Management (REAM) a real estate and property management company launched in 2021 with priority project to set up low cost and standard houses dubbed 'Ubuntu City'.

Ewehneh is the Executive Chairman (Continental Coordinator) of Accelerate Africa, a Pan African think tank to unleash Africa's economic growth by supporting SMEs and the private sector with country coordinators (focal points) in over 10 African Countries.

Consultancy – Business Representation & Registration, Speaker & Trainer. Email: ewehneh@gmail.com



LIONEL GROTTTO

CEO

Choose Paris Region

Lionel Grotto is the CEO of Choose Paris Region, a governmental agency that attracts business, capital and talents to Paris and its surrounding area and promotes the region internationally. He holds a Master's degree in engineering from the Ecole Polytechnique and a Master in Business Administration from the Ecole des Mines de Paris. He started his career at BNP Paribas IT department and EDF Energies Nouvelles in Italy. He then joined the French telco regulator ARCEP before becoming Financial counsellor at the French Embassy in Mexico for the French Treasury. He was the appointed advisor for Economic Affairs to the President of the Paris Region.



ALEXANDRA DUBLANCHE

Chairwoman

Choose Paris Region

Alexandra Dublanche is Vice President in charge of Recovery, Economic Development, Attractiveness and Innovation for Paris Region under Valérie Pécresse. She is also a community

advisor and deputy mayor of Sartrouville (Yvelines), where she is in charge of commercial attractiveness, institutional partnerships and transportation. After completing a business school degree (ESCP Europe), Alexandra Dublanche began her career in a strategy consulting firm in Germany. Three years later, she joined the minister Luc Chatel's cabinet, where she was in charge of economic affairs and public finance. Between 2010 and 2012, she completed a Master's degree in Public Administration at Harvard University before returning to France in November 2012 and joining Valérie Pécresse's Cabinet at the Paris Region Council. She was elected Regional Councilor in December 2015 and elected Chair of the Economic Development, Employment and Innovation Commission before becoming Vice Chair of the Regional Council in October 2017. Also an entrepreneur, Alexandra Dublanche is co-founder of an election strategy start-up.



GEORG SCHATTNEY

Group Head of ESG / Sustainability Officer
CORESTATE Capital Group

Georg Schattney has been heading the ESG-department of CORESTATE Capital Group since 2021. In this role, he is responsible for the implementation of relevant ESG-related regulations (CSRD, SFDR, taxonomy) at asset, product and company level as well as collaborations with start-ups and established service providers to improve the sustainability performance of a EUR 18 bn. real estate portfolio.

Georg has worked in the financial industry for over 20 years. He started his career in Frankfurt at Deutsche Börse and Deutsche Bank with a focus on equity markets and capital markets policy. During this time, he already worked selectively on ESG and sustainable finance issues. Since 2007, he has built two companies in this field and focused exclusively on consulting and financing projects with a focus on real assets.

Georg has been responsible for raising and investing funds in sustainable agroforestry and forest conservation projects in North and South America and Africa. In addition, he has developed and implemented consultancy projects with the Packard Foundation and the European Climate Foundation, German utilities RWE and Entega, the Federal Environment Agency and others, as well as engaged with numerous initiatives like the Accelerating Sustainable Finance initiative of Deutsche Börse and KfW.



MOHAMMED JUMA'A AL MUSHARRAKH

CEO
Sharjah FDI Office (Invest in Sharjah)

Mohammed Juma'a Al Musharrakh is the Chief Executive Officer (CEO) of the Sharjah FDI Office (Invest in Sharjah), the investment promotions office operating under the Sharjah Investment and Development Authority (Shurooq).

Al Musharrakh worked for the Sharjah Chamber of Commerce and Industry (SCCI) for 7 years and took numerous posts in the International Affairs Department at SCCI. He joined Shurooq in 2012 as the Head of Investment Promotion and in September 2016, Al Musharrakh was later promoted to Director of the Sharjah FDI office (Invest in Sharjah), before getting promoted to CEO of Invest in Sharjah in 2018.

Aside from his role as CEO of Invest in Sharjah, Al Musharrakh was also the Regional Director of WAIPA from 2019 – 2021 Steering Committee for the MENA region, and member of the Steering Committee since 2019. He is also the Board Member of the Sharjah Investors Services Centre (Saeed), and member of the Board of Trustees at Pantheon-Assas University Paris II.

Mohammed Juma Al Musharrakh holds a Master's degree in International Business Management from the Australian University of Wollongong in Dubai, a Bachelor's degree in International Relations from the American University in Sharjah. He graduated from the Executive Authentic Leadership Development at the Harvard Business School in the United States, the Executive Leadership Program at the Stanford University Graduate School of Business in the United States, the Executive Leaders Programme at the London Business School in the United Kingdom, and the Executive Program at the Singularity University in the United States.



LEVON OHANESYAN

CEO
Enterprise Armenia

Mr. Levon Ohanesyan is a highly experienced professional with a diverse background across various industries. He is currently the General Director of Enterprise Armenia, where he has been leading the organization since 2019.

Prior to joining Enterprise Armenia, Mr. Ohanesyan served as the CEO and co-owner of LAS Co Ltd, a construction company, from 2016 to 2018. He has also held key positions in several other organizations, including Orange TM (France Telecom), Colgate-Palmolive Company, Karkomauto Ltd, and Noy-Land Ltd. Mr. Ohanesyan's diverse experience has provided him with a deep understanding of business operations, sales, and marketing, making him a valuable asset to the National Investment Promotion Agency of Armenia.



VAHAN KEROBYAN

Minister of Economy
Government of the Republic of Armenia

Mr. Vahan Kerobyan is a highly accomplished professional currently serving as the Minister of Economy of the Republic of Armenia. With over two decades of experience in computer systems engineering, information technology, and finance, Mr. Kerobyan has held key positions in various organizations, including the "Hayastan All-Armenian Fund" Executive Board and "HSBC Armenia" Bank, where he served as Head of Department.

In 2012, Mr. Kerobyan founded "Menu Group – Menu Group UK" Ltd, and served as its Director until November 2020. Under his leadership, Menu Group became a highly successful and innovative company, revolutionizing the food industry in Armenia.

As the Minister of Economy, Mr. Kerobyan is committed to promoting economic growth and development in Armenia, with a focus on innovation, entrepreneurship, and investment. He is a member of several organizations, including the Union of Manufacturers and Industrialists of Armenia, the Mantashov Business Club, and the Armenian Association of Directors.

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