

الهيئة العامة للطيران المدني  
GENERAL CIVIL AVIATION AUTHORITY



# GIAS | GLOBAL INVESTMENT in AVIATION SUMMIT

القمة العالمية للاستثمار في قطاع الطيران

**Linking Developed and Emerging Markets through  
Attractive Aviation Investment Opportunities**



**27 - 29 January 2019**

Intercontinental Dubai Festival City  
Dubai, United Arab Emirates



"UAE is a global incubator for exceptional talents and a permanent destination for international investors. Our open environment, tolerant values, infrastructure and flexible legislation are the best plan to attract global investment and exceptional talents to the UAE."

**His Highness Sheikh Mohammad Bin Rashid Al Maktoum**  
Vice President and Prime Minister of the UAE and Ruler of Dubai

## Vision

Aviation industry is one of the most important economic sectors globally. According to IATA, the demand for air transport will increase by an average of 4.3% per annum over the next 20 years. This implies that demand for air travel will increase by a factor of two and a half over the period.

For the past many years, the UAE has consistently ranked among the top 3 countries in the world in the Quality of Air Transport Infrastructure Index by the World Economic Forum. It is only fitting that UAE leads in staging a platform focusing in gathering international finance and operational players by highlighting global aviation investment projects and where participants can access a unique environment to network in a leading investor ecosystem. This is an opportunity to acquire financial capital resources, essential to improve the prospects of all participating countries, organizations and business corporations, as well as to discover amazing regional investments or find new global customers.

## Introduction

### **Linking Developed and Emerging Markets through Attractive Aviation Investment Opportunities**

Achieving sustainable economic growth for any country calls for sound policies and investment structures that attract foreign direct investments. Protectionist policies hinder many industries to grow and the realization is shown with the redirection of FDIs to other markets which are more welcoming of the influx of investments with their investor-friendly economic policies in place.

In the aviation industry, the challenge lies not only on the creativity of planned mega-aviation infrastructure but the business environment that must secure investor confidence for it to happen. The spillover effect of a healthy and robust aviation industry will be felt by other industries and related sectors, thus affecting overall economic growth and contributing to market capacity to develop further to reach economic sustainability.

Global Investment in Aviation Summit (GIAS) seeks to secure global opportunities within the aviation industry and related sectors by forging investment partnerships for developed and emerging markets. GIAS stands as an aviation investment tool for participating countries to establish economic sustainability through solid investments in aviation.



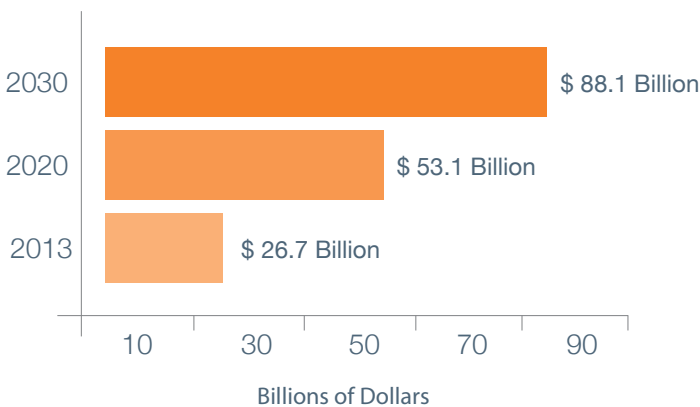
# What to Expect

Over 300 international investors, new airport development programs, country representatives of aviation industry, infrastructure departments, leading financial institutions, assets management companies, aviation educational institutes and academies, lessors, airlines, contractors and aviation service providers will gather for three days in an innovative business ambience and in a unique networking opportunity to share their vision and experience, and to represent and unveil the world's best aviation projects.

## Why UAE?

## World HUB for MENASA countries

United Arab Emirates Aviation  
Total Economic Impact



Foreign Direct Investment



Foreign Touristic Expenditure



Exports

**14**

Airports

**113**

Operating Airlines

**540,000**

Landings & Take-Offs



“Aviation is a major contributor to the UAE’s economic prosperity. We are fortunate to have visionary leaders that recognise the many benefits aviation brings and we continue to invest in infrastructure, innovative products and experiences.”

**H.H. Sheikh Ahmed bin Saeed Al Maktoum**

President, Dubai Civil Aviation Authority; Chairman, Dubai Airports;  
Chairman and Chief Executive, The Emirates Group



# GIAS: An Unprecedented Summit

This exclusive summit will feature international governments' investment proposals delivered by key government officials and top executives from the private sector. It will also provide attending financiers with facts and figures and the perspectives on ongoing and future projects. The summit will be a reliable environment for investors and project developers to build conclusive and strategic partnerships.



<p><b>20+</b> Aviation Ambassadors</p>	<p><b>10+</b> Knowledge Partners</p>	<p><b>40+</b> Participating Countries</p>	<p><b>200+</b> Senior Level Attendees</p>	<p><b>200+</b> Investors</p>
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+ World Reference  
Media Coverage

+ Leading Trade  
Speakers

+ Super Star  
Closing Speaker





## Why Attend GIAS

- Position your organization/ country to get maximum exposure and promote your projects and investment opportunities to a targeted audience.
- Have direct access to investors when they are actively seeking opportunities.
- Be updated on the latest international developments, new businesses, and investment opportunities.
- Understand the policies and regulations aimed at making countries attractive to investors.
- Acquire professional development and advancement when you pitch your project ideas to investors.
- Strengthen the competitiveness of national firms and facilitate access to foreign markets, resources, and technology.
- Maximize your organization's exposure by attending every session and various features of the event.
- Be exposed to new ideas, contacts, and resources.
- Get insights into best practices and what is being planned and done by others to mitigate or eliminate downtime risks and failure mode.



“Driven by a two-fold growth in net profit by Middle East carriers, in particular UAE carriers, net profits in the global aviation industry are set to surge by some 11 per cent in 2018.”

**Alexandre de Juniac**  
IATA Director General



## A Unique Gathering of Aviation and Finance Professionals

- Aircrafts Manufacturers
  - Air Operators
  - Airlines
  - Aviation Organizations
  - Airport Infra Operators
  - Educational & Training Institutions
  - Financial Institutions
  - Government Authorities
  - Maintenance, Repair and Overhaul
  - Air Cargo
  - Logistics Platforms
  - Financial and Legal Consultancy Firms
  - Aircraft Decommission
  - Startups, Incubators and Special Aero-Space Programs
- 
- U-Space
  - Investment Promotion Agencies and Chambers of Commerce & Industry
  - Free Zones & Special Economic Zones
  - Private Sector Companies & Family Offices
  - Sovereign Wealth Funds
  - Banks and other Financial Organizations
  - International Economic Organizations, Councils, Associations
  - Investors & Businessmen
  - C-Level Participants from Private Sector
  - Entrepreneurs
  - Financial and Legal Consultants
  - Private Equities
  - Aviation Artificial Intelligence Projects and Suppliers
- ←



## Innovative Features



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### Master Classes

On the first day of the event, world experts will present reference projects that will offer participants a 360 degree view of the best investment practices through interactive Master Classes outlined for institutional investors and project finance managers looking to understand aircraft and airport financing.

### Aviation Investment Destination

This feature allows various countries, organizations, and corporations to unveil their most important aviation projects, promote investment opportunities to potential investors, and highlight prospects of the sector at the targeted locations.

### New Business Accelerator

A special zone for country officials and government representatives to actively support and guide all investors looking to develop aviation projects.

### Bilateral Meetings

There will be meetings between international high government officials to discuss among themselves investment projects and prospective partnerships. These high-level officials can also interact with the private sector and discuss cooperation agreements.

Businessmen and investors coming from various sectors are also given much opportunity to network and do collaborations.





## Innovative Features

### Main Summit

The 3-day event will focus on presenting the most attractive sectors in aviation for investments, its future outlooks, factors that will drive region's development, public-private ventures, as well as government incentives to key projects in aviation. With carefully selected speakers and lead panels, participants will get exclusive and curated content of enormous relevance to their financial interest.

### Ambassadors

This special feature is an innovative approach to a more effective communication and new business achievement, during and after the event. GIAS has elected 20 ambassadors, aviation and business personalities for targeted markets to help expedite contracts and business between parties.

### Awards

GIAS will host a special ceremony at the Gala Dinner where selected projects in aviation will be given recognition for their successful investment promotional strategies and exceptional performance in the region.

### Investors' Hub

A special hub will be dedicated to top investment houses and investment corporations, development banks, and sovereign wealth funds. This feature will allow them to meet with official government representatives as well as project developers seeking financing and discuss the possibility of new ventures and potential partnerships.

### Aviation Super Star Closing Ceremony

Global Investment in Aviation Summit has in its core the heritage of fearless explorers, with their passion for flight. Their fearless pioneering has led this industry to make a gigantic leap to development and aviation safety that we enjoy today. GIAS will be inviting an Aviation Super Star for a one of its kind and symbolic closing ceremony.





## Innovative Features

### Networking App

An online tool that enables participants to stay connected with investors, investment promotion agencies, organizations, and project owners all year round. The app will show who will be at the event and will allow one-on-one connections and scheduling of meetings through messaging.



A competition for startup projects within the tourism and aviation sectors. Final 10 selected companies will each be granted an opportunity to pitch their projects to investors during the second day of the GIAS.

### Network

GIAS Network is a continuation of the summit. Our high profile managers and consultants will extend and develop all contacts established during the main summit to represent and develop investment opportunities for its members and participating countries, organizations, and corporations. GIAS will offer great accessibility and far-reaching network support and representation to its members throughout its unique business matrix, worldwide offices, representatives, and partner organizations.

### Breakfast Networking

Delegates will have the opportunity to network and relax during a special networking breakfast. This will bring together major investors, businessmen, and entrepreneurs attending GIAS in a relaxed and perfect setting to start conversations, build relationships, help another delegate or investor with relevant information or to explore possible partnerships.

### Aircraft Lunch

An aviation cocktail lunch on the Master Class day will be organized solely for the private sector and special GIAS delegates to allow them to meet, network, exchange ideas, and for the first time in the region, be able to attend actual and exclusive commercial sale of aircrafts.



# Summit Preliminary Program

## 27 January



- Airport Finance Master Class
- Aircraft Finance Master Class

## 28 January



- Investment Aviation Outlook
- UAE Aviation Investment: Vision, Opportunities, and Incentives
- Aviation's Role in Driving Development Throughout Middle East
- Middle East and Africa Developing Aviation and Infra-Capacity
- Middle East and Africa Airports Privatization Programme
- Asia Aviation Investment, Vision and Opportunities
- Opportunities in Airport Development Across Asia, Africa and the Middle East
- Airlines Outlook and Investment Needs
- Aviation Investment Project Pitch

## 29 January



- Challenges in Aviation Executive Platforms
- MRO's Regional Platform: Its Potential and Outlook
- MRO's Investment Outlook, Challenges, and Solutions
- Why Invest in Pilot, Maintenance, and Cabin Crew Training?
- Air Cargo and Logistics Investment, Why Are They So Important?
- U-Space: A New Model of Investment
- Decision Factors to Invest in Artificial Intelligence
- New Aviation Sectors Showcase
- Aviation Start-Up Competition



## Logistical Information

### Venue

GIAS 2019 will be held in Dubai, United Arab Emirates. Dubai is in the heart of one of the world's richest regions. It is a dynamic and rapidly expanding international business hub. It is, without a doubt, one of the best locations on the planet. Situated halfway between Europe and Asia, few destinations take more than 8 hours direct flying time to or from Dubai. Its luxurious airport, world-renowned Duty Free, award-winning airline- Emirates, and the creation of a second airport, which will be the largest in the world, has established its position as a forerunner in the field of travel.

### Travel and Accommodation

Delegates will benefit from special discounts when booking their flights to Dubai, United Arab Emirates. Special rates have been negotiated for delegates with a range of partner hotels close to the venue.

### Entry Permit

UAE provides visa on arrival for 45 nationalities. GIAS will provide assistance to those who will need entry permits. Delegates needing an official invitation letter for visa procedures shall be able to request this letter when registering online.

### Registration

For registration inquiries, please email [info@gias.ae](mailto:info@gias.ae) or visit our website: [www.gias.ae](http://www.gias.ae).



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