



**TOURISM  
INFRASTRUCTURE AND  
ENTERPRISE  
ZONE  
AUTHORITY**

6th & 7th Floors, Tower 1  
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**MEMO FOR :** Mr. JETRO NICOLAS F. LOZADA  
ACOO – Assets Management Sector

**THRU :** MS. MA. EVELYNE A. FRANCISCO  
Manager, Business Development Department

**FROM :** IRENE R. TUMAOb

**SUBJECT :** DIGITAL AIM 2020 SPECIAL EDITION REPORT

**DATE :** November 3, 2020

The undersigned together with other TIEZA Officers attended the 1<sup>st</sup> Digital Annual Investment Meeting, Special Edition where TIEZA is a virtual exhibitor in the event from October 22 – 24, 2020.

POINTS	DETAILS
WHO	<ul style="list-style-type: none"><li>▪ Mr. Jetro Nicolas F. Lozada</li><li>▪ Atty. Karen Mae G. Sarinas-Baydo</li><li>▪ Ms. Ma. Evelyne A. Francisco</li><li>▪ Ms. Janeth Christine A. Ocampo</li><li>▪ Mr. Randulf Joseph A. Demol</li><li>▪ Mr. Michael Louis N. Flororita</li><li>▪ Ms. Carissa Caraig</li><li>▪ Ms. Irene R. Tumaob</li></ul>
WHAT	<ul style="list-style-type: none"><li>▪ The Annual Investment Meeting is the world's leading investment platform in the Middle East and North America</li><li>▪ The theme for this year's event: Reimagining Economies: The Move Towards a Digital, Sustainable and Resilient Future</li><li>▪ The event aims to promote a healthier global economy by linking investment opportunities to fast growing economies through digital platform</li></ul>
WHEN	October 20, 2020
Highlights	<ul style="list-style-type: none"><li>▪ Global Leaders Debate Forum with speakers as follows:<ul style="list-style-type: none"><li>- Armida Salsiah Alishjabana, Undersecretary General, United Nations</li><li>- Mohammad Abdullah Abunayyan, , ACWA Power</li><li>- Mohamed Alabbar, Founder, Emaar Properties</li><li>- Arkady Dvorkovich, Chairman, Skolkovo Foundation</li></ul></li></ul> <p>Salient points:</p> <ul style="list-style-type: none"><li>- There is a need to scale up healthcare programs and stable healthcare system to build confidence again in the industry.</li><li>- Strict safety and health protocols must be in place and infrastructures installed to assure recovery from COVID19.</li><li>- Invest in clean renewable energy.</li><li>- Go for Green, inclusive, sustainable and SMART initiatives</li><li>- Re-direct and re-allocate budget to more urgent spend</li><li>- Secure several sources of financing</li></ul>



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	<ul style="list-style-type: none"> <li>- Reduce vulnerability</li> <li>- Build resilience in the trade flow</li> <li>- Diversify resources</li> <li>- Connectivity to supply chain</li> <li>- More efficient use of data</li> <li>- Standardize process to facilitate all processes around the globe.</li> <li>- Improve investment process facilitation</li> <li>- Maintain competitiveness</li> <li>- Ensure low-income countries to be still part of the process; increase their participation</li> <li>- Capacity building is needed to cope with the current mode of several platforms for investment. Skills of workforce needs to be upscaled to be equipped with digital proficiency.</li> <li>- Change is a fact of life. You can never know what happens next. Be dynamic, flexible and respond to the call at hand</li> <li>- Key for strong economies: build on partnerships</li> </ul> <ul style="list-style-type: none"> <li>▪ Establishing Key Partnerships and Rebuilding the Economy through Regional and International Cooperation with speakers: <ul style="list-style-type: none"> <li>- H.E. Omar Paganini, Ministry of Industry, Energy and Mining Republic of Uruguay</li> <li>- H.E. Luis Rodriquez, Presidential Commissioner of Strategic Projects Republic of El Salvador</li> <li>- H.E. Manuel Antonio Gonzalez Sanz, High Commissioner for WBAF Costa Rica, Former Minister of Foreign Affairs</li> <li>- H.E. Juan Carlos Sosa, Vice Minister of Foreign Trade, Ministry of Trade and Industry, Republic of Panama</li> <li>- H.E. Guido Eduardo Coppiano Intiango, Undersecretary, Ministry of Production, Foreign Trade, Investment and Fisheries Republic of Ecuador</li> </ul> </li> </ul> <p>Salient Points:</p> <ul style="list-style-type: none"> <li>- Connectivity; use technology properly</li> <li>- Foreign direct investments</li> <li>- Provide attractive incentives for multinational investors</li> <li>- Improve investor experience. Create an environment for an investor to have ease in doing business</li> <li>- Respond to diversified economies</li> <li>- Engage in long term on strategic projects</li> <li>- Consider investments in renewable energies, agriculture (most resilient)</li> <li>- Stimulate development by putting the much needed infrastructure projects</li> <li>- Silver lining: PARTNERSHIP</li> </ul>
	October 21, 2020
	<ul style="list-style-type: none"> <li>▪ Meeting with Consul General Paul Raymund Cortes <ul style="list-style-type: none"> <li>- Re-open economy domestically and internationally. Move forward.</li> <li>- Provide safety nets and gears with A-1 safety protocols</li> </ul> </li> </ul>



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	<ul style="list-style-type: none"> <li>- Investment Focus: Digital, all digital infrastructure/Apps in place Lesser physical transactions Reduced physical presence on site</li> <li>- UAE Tourism Investors preference: HALAL-ready Do not start from scratch. Product &amp; Service are all ready for operation</li> <li>- Presence of geographical connectedness</li> <li>- Ease in doing business</li> </ul> <p>▪ Tourism and Hospitality Round Table by World Tourism Organization Salient points:</p> <ul style="list-style-type: none"> <li>- Sustainable development through green investments such as renewable Energy</li> <li>- Environmental conservation</li> <li>- Roadmaps, pipelines and efforts must be clear</li> <li>- Technology must be primed</li> <li>- Develop better tourism experience</li> <li>- Establish partnership and strengthen alliances</li> <li>- Competence in the field of tourism</li> <li>- Scalability: social impact investments</li> <li>- Tourism financing and incentives</li> <li>- Prepare for large scale tourism</li> <li>- Create travel corridors</li> <li>- Understand customer behavior and study the new traveler's profile and demographics</li> <li>- Develop strategies to bring back people to travel again; Create demand</li> <li>- Consider risk factors for traveling and address it</li> <li>- Retrofit infrastructure to adapt to the needs of the time like isolation centers, safety protocol features etc....</li> <li>- Innovations</li> <li>- Open borders with responsibility</li> <li>- Harmonize and coordinate protocols and procedures</li> <li>- Public-Private Collaboration</li> </ul>
	October 22, 2020
	<p>▪ Others:</p> <ul style="list-style-type: none"> <li>- Manning of TIEZA Booth</li> <li>- Visit of Other Exhibitors' Booth</li> <li>- Posting in Live, Video and Booth Walls during the event</li> <li>- Exchange Business Cards with participants in the event</li> </ul>

IRENE R. TUMAOb