



Partnership for
Generations

Saudi-U.S.
CEO FORUM
2017

Agenda

May 20th	7:30	Breakfast and "Innovation to Impact" Exhibit*				
	8:00	"History of Relationship" Video & Welcoming Remarks – HE Khalid Al Falih				
	8:15	Ministerial Panel - 21st Century Partnership (including License Awards)				
	9:15	Roundtable 1: <i>Privatization & Reforms*</i>	Roundtable 2: <i>Industrial Capacity Building*</i>	Roundtable 3: <i>Partnership Enablers*</i>	Roundtable 4: <i>Global Trends & Partnership Opportunities in Investing*</i>	Panel: <i>Youth in Business*</i>
	10:30					
	10:45	Panel Discussion – "Innovation to Impact"				
	11:15	Summary of Roundtable Discussions & Takeaways				
	11:35	Closing Remarks - HE Dr. Majid Al Kassabi, Minister of Commerce and Investment				
	11:45					
	13:30	Lunch				
	14:30	MOU Signatures witnessed by the Custodian of the Two Holy Mosques & the U.S. President				
	19:00	Traditional Dinner				

Open plenary session format

*Additional details in following slides

Note: Panel discussion on "Youth in business" for accompanying delegations only to run in parallel to roundtables

"Partnership for Generations"



Ministerial Panel – 21st Century Partnership

Format

- **Plenary Session**
- Total length: **45 minutes**
- **Remarks and Moderated Q&A**

Objectives

- Outline Saudi Arabia's national transformation across all levels of society and economy, highlighting the progress made and the opportunities and challenges
- Discuss key enablers for successful Saudi - U.S. partnership and give audience opportunity to ask specific questions
- Introduce Forum governance structure

Plenary Overview

- Introduction:**
- Share the developments and aspirations for bilateral relationships
 - Outline key changes that Saudi Arabia is undergoing with respect to its economy, its regulations, its culture, in order to drive towards the new Vision
- Discussion:**
- Open discussion with Q&A between panelists, moderator and audience.
Topics to be covered:
 - Privatization & Reforms
 - Industrial Capacity Building
 - Partnership Enablers
 - Global Trends & Partnership Opportunities in Investing

Key Panelists



Saudi Government
HE Dr. Majid Al Kassabi
Minister of Commerce and Investment



Saudi Government
HE Khalid Al Falih
Minister of Energy, Industry and Mineral Resources



Saudi Government
HE Mohammed Al Jadaan
Minister of Finance



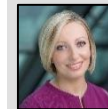
Saudi Government
HE Yasir Al Rumayyan
Managing Director, Public Investment Fund



Saudi – U.S. CEO Forum Co-Chair
Lubna Al Olayan
CEO, Olayan Financing Company



Saudi – U.S. CEO Forum Co-Chair
Andrew Liveris
Chairman & CEO, Dow Chemical



Moderator
Francine Lacqua
Anchor, Bloomberg TV



Roundtable 1 – Privatization & Reforms

Format

- Roundtable discussion
- Total length: **75 minutes**
- **Open discussion** driven by **facilitator**



Facilitator

Dr. Ihsan Bu-Hulaiga

Principal Consultant, Joatha Consulting

Session Objectives

- Discuss Saudi Arabia's major privatization program to kick-start new sectors and diversify the economy
- Discuss **short and medium term opportunities** for Saudi - U.S. companies to partner, invest and further develop relationships/cooperation
- Discuss prevalent **privatization models**
- Discuss **key priority areas for Saudi Arabia to reform** in order achieve the desired participation from U.S. companies in these efforts

Guiding Questions

- What **progress** has been made in Saudi Arabia towards the **privatization targets** to date?
- What are the **key learnings from different models of privatization** in **other countries** that best suit the needs of Saudi Arabia and local and foreign companies?
- What role can **financial institutions** play in the privatization process?



Roundtable 2 – Industrial Capacity Building

Format

- Roundtable discussion
- Total length: **75 minutes**
- **Open discussion** driven by **facilitator**



Facilitator

Dr. Heinz Pley
Partner & Managing Director, BCG

Session Objectives

- Outline **strategic sectors for capacity building**, and **key enablers** required
- Discuss the **role of U.S. companies** in supporting Saudi Arabia's industrial capacity building
- Identify **global best practices** and learnings to enable successful industrial capacity building

Guiding Questions

- What are your thoughts regarding **Saudi Arabia's industrial capacity building plans and prioritized sectors**?
- What **different roles** can **Saudi and U.S. companies** play in developing these opportunities?
- How can the Saudi government create a more **conductive environment for investors** and a competitive advantage to advance industrial capacity?



Roundtable 3 – Partnership Enablers

Format

- Roundtable discussion
- Total length: **75 minutes**
- **Open discussion** driven by **facilitator**



Facilitator
John Defterios
Emerging Markets Editor, CNN

Session Objectives

- Discuss current **business and investment flows** and the desired target state
- Outline **steps required in order to boost investment and business flows** between Saudi Arabia and the U.S.
- Share key **learnings and success stories from other markets**

Guiding Questions

- How do you see **Saudi Arabia's business environment today** and efforts that can be made to further improve it?
- What are the **main reforms/changes that Saudi Arabia should prioritize** to foster international partnerships?
- What steps can be taken to **enable Saudi investments** into key U.S. sectors that would bring most benefit to both countries?



Roundtable 4 – Global Trends & Partnership Opportunities in Investing

Format

- Roundtable discussion
- Total length: **75 minutes**
- **Open discussion** driven by **facilitator**



Facilitator
Nadine Hani
Senior Business News Presenter,
Al Arabiya

Session Objectives

- Discuss **new frameworks to understand** the future of investment
- Share experiences **on long-term investment** to create real value for the next generation
- Understand the **key capital flow and trade opportunities** between US and Saudi Arabia
- Lay the ground work for **new deals and signing** between the US, Saudi and global investors
- Join the **international advisory board** of the *Future Investment Initiative* by the Public Investment Fund on 24-26 October

Guiding Questions

Views from North America & Asia

- What **global investment trends** are having the largest impact currently?
- What are the most significant **risks facing institutional investors** in the short term?
- How is the **role of SWFs** evolving globally? What are the key **emerging partnership models** (and their success factors) between asset managers and institutional investors?

Views from Saudi Arabia

- What are the **key opportunities** that Saudi Arabia and the U.S. can explore? What are the key barriers to overcome?
- How can the **private sector support** in strengthening the Saudi – U.S. investment partnership?



Panel Discussion – Youth in Business

Format

- **Plenary Session**
- Total length: **60 minutes**
- **Remarks and Moderated Q&A**

Objectives

- Outline Saudi youth's **role in achieving Vision 2030**
- Discuss **key challenges** facing youth to be engaged in Saudi and U.S. economy
- Identify **key requirements for youth to be involved in the business world** and adapt to the evolving job market
- Discuss how the **Saudi - U.S. partnership efforts can enable greater youth participation**
- Share youth **success stories** from Saudi Arabia and the U.S.

Plenary Overview

- Introduction:**
- Highlight the importance of the role of youth in business
 - Short opening statements by each panelist
- Discussion:**
- Open discussion with Q&A (35 mins) – topics to be covered:
 - Engaging and attracting Saudi and U.S. youth into the labor force
 - Perspective of Saudi youth on the business environment
 - Views on how youth can embrace the Saudi - U.S. partnership

Key panelists



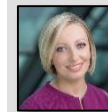
Panelist
Rami Al Turki
CEO, Al Turki Holding



Panelist
May Abu Ghazalah
Head of Marketing, ALBAIK



Panelist
Adwa Al Dakhail
CEO, Direct Influence Company



Panelist
Guy Diedrich
Global Innovation Officer, Cisco



Moderator
Francine Lacqua
Anchor, Bloomberg TV



Panel Discussion – "Innovation to Impact"

Format

- Plenary Session
- Short videos and exhibits
- Total length: 45 minutes
- Remarks and moderated Q&A

Objectives

- Share the outcomes of the "Innovation to Impact" event
- Highlight Saudi and U.S. commitment to innovation
- Provide success stories of innovation
- Provide a platform to interact with Youth and Innovators

Plenary Overview

- Introduction:**
- Summary of the outcomes of the "Innovation to Impact" event – MIT President (15 mins)
- Discussion:**
- Discussion on personal experiences and learnings – Saudi and U.S. Youth and Innovators (30 mins)

Key panelists



U.S. Academia Representative

Rafael Reif
President, MIT



Alison Monroe, KAUST student

Anthony Bennett, KAUST student

Christopher Beaudoin, KAUST student

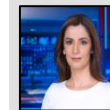
Dalal Alezi, KAUST student

Mohammed Alsobay, KGSP alumnus

Yasmeen Najm, KGSP alumna

Abdulaziz Alghunaim, Silicon Valley entrepreneur

Hisham Al Falih, Silicon Valley entrepreneur



Moderator

Malak Fares
Business Presenter, Sky News Arabia



Panel Discussion – Summary of Roundtable Discussions & Takeaways

Format

- **Plenary** presentation by each moderator
- Total length: **20 minutes**
- **Summary of roundtable takeaways**

Objectives

- Provide a **concise and informative summary of the key discussion points** from each roundtable
- **Highlight key insights** from each roundtable and clear opportunities for mutual progress

Plenary Overview

- Presentations:**
- Conducted by each roundtable's selected representative to report back the key takeaways (5 min each):
 - Roundtable 1: Privatization & Reforms
 - Roundtable 2: Industrial Capacity Building
 - Roundtable 3: Partnership Enablers
 - Roundtable 4: Global Trends & Partnership Opportunities in Investing

Key speakers

One representative for each roundtable to be identified and communicated ahead of the session



Roundtable 1:
Sarah Al Suhaimi
CEO, Tadawul (Saudi Stock Exchange)



Roundtable 2:
Ghassan Al Shibl
CEO, Saudi Research Marketing



Roundtable 3:
Darren Woods
Chairman & CEO, ExxonMobil



Roundtable 4:
David M. Rubenstein
Co-Founder & Co-CEO, The Carlyle Group



Moderator
John Defferios
Emerging Markets Editor, CNN



Closing Remarks



HE Dr. Majid Al Kassabi
Minister of Commerce and Investment

