



** NEW FOR 2017: EXECUTIVE BRIEFING: REITS IN THE KSA ** 1 May 2017

The day before the annual Euromoney Saudi Arabia Conference, Euromoney will be holding an exclusive ticketed Executive Briefing on Real Estate Investment Trusts in the Kingdom of Saudi Arabia. With a maximum capacity of only 45 participants, the Executive Briefing will provide delegates with the opportunity to hear and learn from and engage with international and Saudi experts in the REITs industry. Covering the history, structure, implementation and development of REITs in the KSA, participants will gain valuable insight on how best to invest in this new investment product in Saudi Arabia.

Monday 1 May

#emSaudi

08.30-09.00	<p>REGISTRATION FOR EXECUTIVE BRIEFING: REITS IN THE KSA</p> <p><i>A pre-conference breakout room executive briefing on REITs – <u>entrance by ticket only</u></i></p>
09.15-10.15	<p> Session 1: Presentation: Introduction to REITs</p> <p>Hosted by: Knight Frank</p> <p><i>A presentation outlining REITs and their application worldwide. It will explore different models, performance and the perspectives of both real estate companies and investors.</i></p> <p>Topics will include:</p> <ul style="list-style-type: none"> • The history of REITs • The current status of the market - GICS classification etc • Geographic differences – US, UK, Europe, Japan, HK etc • A guide to REIT structuring – assets, advisers, process, risk management • The investor's perspective <p> Introduction: Stefan Burch, General Manager of Saudi Arabia and Bahrain, Knight Frank</p> <p> Presentation: Mikael Postila, REIT Research Consultant, Knight Frank</p> <p> Presentation: Paul Latto, Partner, DLA Piper</p>
10.15-11.00	<p> Session 2: Presentation and Q&A with the CMA: Strategy for Saudi REITs</p> <p><i>A senior representative from the CMA will discuss their approach to REITs in the KSA.</i></p> <p>Speaker: Hassan Abdullah Alshuaiby, Manager, Investment Products Issuance Department, Capital Market Authority</p> <p>Interviewed by: Richard Banks, Consulting Editor, Euromoney Conferences</p>
11.00-11.30	<p> COFFEE</p>
11.30-12.30	<p> Session 3: Implementation – from REIF to REITs – the Development of the Market in the KSA</p> <p><i>An interactive session led by a moderator. The audience and experts will define the next steps in the development of this market and what is necessary to take them.</i></p> <p>Moderator: Richard Banks, Consulting Editor, Euromoney Conferences</p> <p>Panellists: Haiitham Al-Ghannam, Head of Alternative Investments, Jadwa Investment</p> <p>Bilal Ambikapathy, Partner - Head of Real Estate and Hotels Practice, Baker & McKenzie Limited</p>
12.30-13.30	<p> NETWORKING LUNCH</p>

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2030: Delivering the Vision

DAY ONE: Tuesday 2 May

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- 07.45-08.45 **REGISTRATION AND PRE-CONFERENCE NETWORKING**
Refreshments will be available throughout the conference in the Exhibition Area
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- 08.45-09.30 **Pre-Conference Breakfast Workshop: Global Outlook**
What's in Store for the Global Economy and How will it Influence Saudi Arabia?
Moderator: **Richard Banks**, Consulting Editor, **Euromoney Conferences**
Panellists: **Salman Ahmed**, Chief Investment Strategist, **Lombard Odier Investment Managers**
Garry Evans, Chief Strategist, Global Asset Allocation, **BCA Research**
Alia Moubayed, Director of Geo-economics and Strategy, **International Institute for Strategic Studies**
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- 09.45-09.55 Official Exhibition Opening: **H.E. Mr Mohammed Al-Jadaan, Minister of Finance, Kingdom of Saudi Arabia**
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- START OF THE CONFERENCE**
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- 10.00-10.45 **OPENING PLENARY SESSION**
Recitation of the Holy Qur'an
🗣️ Euromoney Welcome: **Christopher Garnett, Senior External Adviser, Euromoney Conferences**
🗣️ Opening Keynote Address: **H.E. Mr Mohammed Al-Jadaan, Minister of Finance, Kingdom of Saudi Arabia**
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- 10.45-11.30 🗣️ International Keynote Interviews:
Daniel Pinto, Chief Executive Officer – Corporate and Investment Bank, J.P. Morgan
Matthieu Duncan, Chief Executive Officer, Natixis Asset Management
Interviewed by: **Christopher Garnett, Senior External Adviser, Euromoney Conferences**
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- 11.30-12.15 🗣️ Keynote Interviews:
Mohammed El-Kuwaiz, Vice Chairman, Capital Market Authority
Khalid Abdullah Al Hussan, Chief Executive Officer, Saudi Stock Exchange (Tadawul)
Interviewed by: **Richard Banks, Consulting Editor, Euromoney Conferences**
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- ☕ **Coffee and refreshments are available throughout the conference proceedings in the Exhibition Area**
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- 12.15-12.25 🗣️ Keynote Address: **Yousef Abdullah Al-Benyam, Vice Chairman and Chief Executive Officer, SABIC**
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- 12.25-12.35 🗣️ Keynote Interview: **Yasir Faisal Al-Sharif, Chief Executive Officer, Jabal Omar Development Company**
Interviewed by: **Mohamed Kharboush, Conference Director, Euromoney Conferences**
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- 12.35-13.15 **CEOs Roundtable** *Speakers listed in alphabetical order*
Moderator: **Richard Banks, Consulting Editor, Euromoney Conferences**
Panellists: **Abdulaziz Al-Helaissi, Chief Executive Officer and Board Member, Gulf International Bank**
Hasan Al-Jabri, Chief Executive Officer, SEDCO Capital
Tariq Al-Sudairy, Managing Director and Chief Executive Officer, Jadwa Investment
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- 13.15-14.15 🍴 **NETWORKING LUNCH**
Hosted by: **SABIC**
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14.15-14.35



Keynote Interview: **H.E. Dr Ahmed Abdulkarim Alkholifey, Governor, Saudi Arabian Monetary Authority**
Interviewed by: **Victoria Behn, Director, Middle East and Africa, Euromoney Conferences**

14.35-14.50



Keynote Address: **Pascal Fischer, Head of Global Markets EMEA, BNP Paribas**

14.50-15.40



Panel I: The Saudi Economy

- 2016 performance – on target?
- 2017 – a year of consolidation?
- The NTP and Vision 2030 update – the challenge of implementation
- Liquidity, rates and the dollar peg
- Mega projects – on hold for how long?
- Saudisation
- Risks and opportunities

Moderator: **Mohamed Kharboush, Conference Director, Euromoney Conferences**

Panellists: **Bashar Al Natoon, Global Head of Islamic Finance, Fitch Ratings**

Mosaed Al-Ohali, Chief Financial Officer, SABIC

Mazen Al Sudairi, Head of Research, Al Rajhi Capital

Fahad Alturki, Chief Economist and Head of Research, Jadwa Investment

Tim Callen, Mission Chief for Saudi Arabia and Assistant Director, Middle East and Central Asia Department, IMF

Khalid Elgibali, Division President, Middle East and North Africa, Mastercard

15.40-16.30



Panel II: Debt Capital Markets

- Saudi and regional issuance – a review
- Currency, structure and tenor – what's in the pipeline?
- Will Saudi become a frequent borrower?
- Will sub-sovereign, FIG and corporate borrowers enter the market?
- Is Saudi credit properly understood and properly priced?
- Is there sufficient secondary liquidity?

Moderator: **Christopher Garnett, Senior External Adviser, Euromoney Conferences**

Panellists: **Wassim Al Khatib, Managing Director, Head of Investment Banking, NCB Capital**

Mona Al-Tawil, Director, Head of Structured Finance, HSBC Saudi Arabia

Tharwat Amer, Chief Financial Officer, SEDCO Holding

Samad Sirohey, Managing Director, Head of Debt Capital Markets, Central Eastern Europe, Middle East and Africa (CEEMEA), Citi

Alexis Taffin de Tilques, Head of CEEMEA Debt Capital Markets, BNP Paribas



Panel III: FinTech, Cyber Security and the Digital Financial Ecosystem

- Does Saudi finance need to digitise?
- Can the system and its users really be kept secure?
- What are the priorities – infrastructure, regulation, cultural acclimatisation?
- Who will finance the necessary investment?
- Is fintech really a game changer?

Moderator: **Richard Banks, Consulting Editor, Euromoney Conferences**

Panellists: **Peter Englund, Senior Executive Officer, Head of Commercial Insurance, Middle East, Zurich Insurance Company Ltd**

Charles Habak, Vice President, Head of Banking and FinTech, Booz Allen Hamilton

Emre Karter, Treasury and Trade Solutions Head, Middle East, North Africa, Pakistan and Turkey (MENAPT), Citi

16.30

CLOSE OF DAY ONE

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DAY TWO: Wednesday 3 May

08.45-09.30 **REGISTRATION AND NETWORKING**

Refreshments will be available in the Exhibition Area

09.30-10.00  Keynote Address and Interview: **H.E. Mr Majed bin Abdullah Al-Hogail, Minister of Housing, Kingdom of Saudi Arabia**

10.00-11.00  Panel IV: **Real Estate**

- Update on the KSA real estate market – resi, commercial, logistics, industrial
- How has the land tax functioned in practice? Has it achieved its goals?
- Have liquidity pressures in the financial system influenced the real estate market?
- Can the demand/supply gap in the housing market be breached in tightened financial markets?
- Would more accommodative monetary policy make a difference?
- Is there still opportunity in industrial/logistics?
- Do foreign investment rules need to change?

Moderator: **Richard Banks**, Consulting Editor, **Euromoney Conferences**

Panellists: **Abdulrahman Bajunaid**, Chief Executive Officer, **RAFAL Real Estate Development Co. (CJSC)**

Imad Damrah, Managing Director KSA, **Colliers International**

Faisal Shaker, Acting Chief Investment Officer, **Jabal Omar Development Company**

11.00-11.30  **COFFEE**

11.30-11.45  Keynote Interview: **H.E. Dr Ghassan Ahmed Al Sulaiman, Governor, General Authority for Small and Medium Enterprises**

Interviewed by: **Victoria Behn**, Director, Middle East and Africa, **Euromoney Conferences**

11.45-12.35  Panel V: **Driving Entrepreneurs and Innovation – the Future of Saudi SMEs**

- The role of the SME Authority – regulator, promoter or facilitator
- What sort of innovation can Saudi companies deliver – local, regional, global?
- Capturing and maintaining value in the Kingdom
- Scaling up the successes – the role of Nomu, the new Parallel Market at Tadawul

Moderator: **Victoria Behn**, Director, Middle East and Africa, **Euromoney Conferences**

Panellists: **Hanouf Alajmi**, Entrepreneur Selection and Growth Manager, **Endeavor Saudi**

Nawaf Attaf Al Sahhaf, Chief Executive Officer, **Badir Program for Technology Incubators**

Layth Al-Shaiban, Country General Manager – Saudi Arabia, **Qatar National Bank (QNB)**

Craig Smith, Chief Executive Officer, **Dhahran Techno Valley Company**

12.35-13.35  Panel VI: **Equity Capital Markets**

- Development of the equity capital market in the KSA
- Saudi Aramco's IPO and other privatisations
- Foreign ownership of Saudi equities
- Aligning with European markets: how can investors take advantage of the change in the settlement cycle?
- MSCI Saudi Arabia Index: the implications for inclusion in the MSCI Emerging Markets

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Moderator: **Christopher Garnett**, Senior External Adviser, **Euromoney Conferences**

Panellists: **Bader Al-Ghanim**, Executive Vice President and Head of MENA Asset Management, **Global Investment House**

Faris AlGhannam, Head of Investment Banking Advisory, **HSBC Saudi Arabia**

Sultan Al Nugali, Head of Asset Management, **Albilad Capital**

Irfan Ellam, Head of Equity Research, **NCB Capital**

Aasim Qureshi, Managing Director, **QNB Capital**

Abdulahdi Shahadah, Head of Asset Management, **GIB Capital**

13.35

CLOSE OF CONFERENCE

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