

# Privatisation in Saudi Arabia:

## Overcoming regulatory and sectoral challenges to maximise opportunity

Sponsored by:



Wednesday, October 17th 2018 • Four Seasons Hotel, Riyadh, Paris Hall, Saudi Arabia

9:30am – 10am Registration and breakfast • 10am – 12.40pm Presentation and panel discussions

09.30am Registration and breakfast

10.00am Welcome and opening address

**Simon Baptist, Global Chief Economist, EIU**

10.25am Keynote address

**Mohammed Alshaalan, Executive Vice President, National Center for Privatization**

10.40am Panel discussion: Legal framework and transparency: building investor confidence for privatised assets

**Bassam Al Bader, Chief Executive Officer, Marsh Saudi Arabia**  
**Sultan Al Qahtani, Director General of Legal and Regulatory, National Center for Privatization**  
**Turki Al Mutairi, Deputy Governor, Research & International Affairs, SAMA**  
**Yasuhiko Hashimoto, Executive Officer, Joint Head of EMEA, Mizuho Bank**

11.20am Coffee and prayer break (Dhuhr at 11.38am)

11.50am Panel discussion: Structuring privatisation deals: what structures for what assets

**Faisal Alsalloum, Director General for Privatisation Advisory, National Center for Privatization**  
**Ayad Al Amri, Director of Business Development, ACWA Power**  
**Adam Pierson, Partner, White & Case**  
**Abdullah Binghamnam, Deputy, Listed Companies and Investment Products, Capital Market Authority**

12.30pm Closing Remarks

**Anshu Vats, Partner, Middle East, Oliver Wyman**

12.40pm Lunch: Rosso Restaurant

### Moderator:

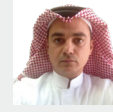


Simon Baptist  
Global Chief Economist  
**The Economist Intelligence Unit**

### Speakers:



Mohammed Alshaalan  
Executive Vice President  
**National Center for Privatization**



Bassam Al Bader  
Chief Executive Officer  
**Marsh Saudi Arabia**



Sultan Al Qahtani  
Director General of Legal and Regulatory  
**National Center for Privatization**



Turki Al Mutairi, Deputy Governor,  
Research & International Affairs  
**SAMA**



Yasuhiko Hashimoto  
Executive Officer, Joint Head of EMEA  
**Mizuho Bank**



Faisal Alsalloum  
Director General for Privatisation Advisory  
**National Center for Privatization**



Ayad Al Amri  
Director of Business and Development  
**ACWA Power**



Adam Pierson  
Partner  
**White & Case**



Abdullah Binghamnam  
Deputy, Listed Companies and Investment Products  
**Capital Market Authority**



Anshu Vats  
Partner, Middle East  
**Oliver Wyman**

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### Speaker Biographies:



Simon Baptist  
Global Chief Economist  
**The Economist Intelligence Unit**

Simon Baptist is the Global Chief Economist at The Economist Intelligence Unit and is currently based in Singapore. Simon's focus is on the global economy, national and international political developments, and public policy. He engages with business, government and international organisations, helping them to understand the operational and strategic implications of the EIU's forecasts. Simon is also the Managing Director for the EIU in Asia, with oversight for the EIU's research, consultancy and C-suite advisory services in the region. He has a doctorate in economics from and was a lecturer at Oxford University, along with degrees in economics and science from the University of Tasmania. His academic research investigated technology and the determinants of productivity in manufacturing firms.



Bassam Al Bader  
Chief Executive Officer  
**Marsh Saudi Arabia**

Bassam is an insurance professional with over 20 years of hands on experience in dealing with various facets of the insurance Industry: underwriting, claims, reinsurance, marketing and sales. Since joining Marsh in 2013, Bassam has assumed responsibility for the Risk Management Practice, Placement, the Reinsurance Practice, Claims and global clients. Prior to joining Marsh, Bassam worked for The Company for Cooperative Insurance (Tawuniya) in a variety of roles including Senior Manager- Key Brokers, Key Accounts Division, Business Development Manager, Key Accounts, Underwriter, Major Accounts, Underwriter Aviation, Technical Dept. and Officer Claims and Underwriting – Property, Technical Dept.



Turki Al Mutairi  
Deputy Governor, Research & International Affairs  
**SAMA**

In 2003, Mr. Turki Almutairi was employed at SAMA as the Economic Specialist and, in 2012, was selected as the Advisor to the Executive Director at the International Monetary Fund (IMF). From 2015 until 2018, he had been working as Alternate Executive Director at the World Bank (WB). In July 2018, he returned to SAMA's headquarters to work as Economic Advisor to the Governor. Mr. Almutairi has also represented SAMA in a number of international committees and workshops.



Yasuhiko Hashimoto  
Executive Officer, Joint Head of EMEA  
**Mizuho Bank**

Mr. Hashimoto is the Joint Head of EMEA of Mizuho Bank since April 2017. He currently leads the bank's project finance business, advisory services, corporate and FIs in emerging markets, and syndication in the EMEA region from London, as well as the corporate finance, leveraged finance in the region. Until March 2017, he was the Head of the Structured Finance of Mizuho Bank for EMEA, covering project finance and emerging market business. Mr. Hashimoto joined one of the predecessor banks of Mizuho in 1988 and has been actively involved in the project finance and corporate finance business for over 25 years, stationed in Tokyo, Houston, New York, and London. His experience includes power and energy related project finance, workouts, infrastructure & private equity fund investment and acquisition financing of infrastructure assets. Prior to the current assignment in London, Mr. Hashimoto was Head of Mizuho's Energy & Natural Resources Project Finance Team in Tokyo. Prior to his assignment in Tokyo, he was the Joint General Manager of Mizuho's Structured Finance Division in London for four years, heading the bank's project finance business in the region. Mr. Hashimoto has a Bachelor of Law degree from Osaka University and an MBA from the Stern School of Business, New York University.

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Faisal Alsalloum  
Director General for Privatisation Advisory  
**National Center for Privatization**

Faisal Alsalloum, as Director General of Privatization Advisory in the National Center of Privatization & PPP, uses his financial insight and expertise to advise on the many diverse aspects of privatization. Alsalloum possesses a deep understanding of the market, technical and financial aspects of privatization along with the hands-on practical advisory experience needed to guide this team. Previously, he served as Vice President of Investment Banking at Swicorp. Prior to that, Alsalloum worked as the Assistant Director of Group Corporate Finance at AlRajhi Holding Group. He has also held top level financial advisory roles at Banque Saudi Fransi and The World Bank. Alsalloum earned a Master degree in Finance from George Washington University and an M.B.A. from Cardiff University. He also received a Bachelor degree of Industrial Engineering from King Saud University.



Ayad Al Amri  
Director of Business and Development  
**ACWA Power**

Ayad has 19 years of experience in the Energy & ICT sector across sales and technology. Joined ACWA Power from January 2015 as Director of Business Development focusing on stakeholder managements and privatization. He has been actively engaging with key governmental stakeholders to reactivate the IPP/IW(P)P Business model in KSA vs EPC. Actively engaged on the latest IWP projects in KSA (renewables, Aramco conventional and Water desalination) He holds a Bachelor's degree in Electrical Engineering from King Fahad University of Petroleum and Minerals (KFUPM) in Saudi Arabia and various business and leadership program. Prior to ACWA Power, Ayad worked for over 13 years at Ericsson with main focus on Sales and business development, 11 years of which were with Ericsson Headquarters in Stockholm Sweden.



Adam Pierson  
Partner  
**White & Case**

Adam is a White & Case partner seconded to the Law Firm of AlSalloum and AlToaimi, with which White & Case practices in association. Adam is a partner in our Saudi Arabia practice and a member of the Energy, Infrastructure, Project and Asset Finance group. He has advised procurers, lenders, sponsors and governments in relation to large, complex and high-profile infrastructure and project finance transactions, including numerous PPP projects. He has worked across a variety of sectors including oil and gas (including refineries, petrochemicals and bulk plants), power generation (including gas, coal and renewables), utilities (including water, wastewater, waste and industrial gases), transport (including airports, rail, ports and logistics), real estate (including hotels, accommodation, mixed use developments and social housing), social infrastructure (health and education), defence and government security (including asset procurement, e-borders and specialist training centres) and organizational (including business process outsourcing and facilities management). While working in London, Adam advised on some of the UK's mega infrastructure projects, including advising the UK's Department of Transport in relation to the restructuring and sale of the UK's High Speed Rail Link to the Channel Tunnel (HS1) and a bidder in relation to the Crossrail rolling stock PPP procurement and financing. Whilst part of our Saudi Arabia practice, Adam's practice has focused primarily around the oil and gas, petrochemicals, transport infrastructure, power, utilities and real estate sectors. He has advised on several mega- and award-winning projects, including the US\$20 billion world-scale integrated Sadara Petrochemical Complex, the US\$2.1 billion Air Separation Unit (ASU) project in Jazan (the world's largest industrial gas complex), and the Riyadh Metro Project, as well as work in relation to the SATORP, SASREF, SAMREF and YASREF refineries.

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Abdullah Binghamam  
Deputy, Listed Companies and  
Investment Products  
**Capital Market Authority**

Abdullah Binghamam is the CMA Deputy, Listed Companies & Investment Products. The deputyship is responsible for overseeing the offering and continuous obligations of all types of securities in the Kingdom, including stocks, debt instruments and funds. Also, the mandate includes developing the regulatory concept and policies related to new financial products, securities offering, issuance mechanisms. In addition to the department's development roles, its responsibilities includes overseeing the QFI regulations. Abdullah started his career at the Saudi Industrial Development Fund in 2005. He holds Bachelor Degree in Industrial Engineering from King Saud University in Riyadh and Master's Degree in Finance from Saint Mary's University in Halifax, Canada.



Anshu Vats  
Partner, Middle East  
**Oliver Wyman**

Anshu is an advisor to senior government, defense and commerce leaders - providing insights into a range of strategic topics - national economic development policies, country competitiveness levers, national capacity and capability building measures. His primary focus is ensuring maximum realization of benefits from nation building efforts of governments in the emerging markets - more specifically the Middle East and Africa. Anshu is currently the lead partner for the Public Sector practice in MEA region with Oliver Wyman.