



# 28th World **Investment Conference**

## **Event Program**

25-27 November 2024 Fairmont Hotel, Riyadh

As of 01:00, 21st Nov



## >> 28th World Investment Conference (WIC)



### DAY 1 - 25 November 2024

Conterenc	ce Track Maste	rclass Track	Governance Track	Ministerial	Side Events		
Key Themes:	Digital Transform	nation	Sustainability	(§) Economic Cooperation			
Timings	Marasem Hall	Mecca Hall	Taif Hall	Dammam Hall	Ministerial Roundtable Venue		
08:30 - 09:30				WAIPA Steering Committee (by invitation)			
10:00 – 10:20	Opening Ceremony						
10:20 – 11:00	Defying Gravity						
11:00 – 11:30	Impact Maximization						
11:30 – 12:00	Global Market Navigator: Leadership in Trade and Investment			Saudi-Tajikistan Business Council Inauguration			
12:00 – 13:00	Lunch Break						
13:00 - 13:30	The Investor Arena	The Future of Private Secto Participation in the Kingdom Education	Panel - Investing in Climate Action: Catalyzing				
13:30 - 14:00	So Many Economies, So Many Opportunities!		Transformative Innovations for a Resilient Future		Ministerial Roundtable: Paradigm Shift - Synergizing Industrial Policy		
	Opportunities!				and Investment Promotion Strategy (by invitation)		
14:00 - 15:00			Coffee Break & Networking				
15:00 - 15:30	The Market Access Forum  This is What Good Looks Like  The Road to Success is Always under Construction  Industry Insights Interchange	This is What Good Looks Lik	s Like Matchmaking	Impact Insights			
15:30 - 16:15 T		Session	Investor Services 2.0	Ambassadors Talk Business (by invitation)			
16:15 - 16:45	From FDI to PDI						
19:00- 21:00	WAIPA Excellence Awards Ceremony & WIC 28 Cultural Dinner (by invitation)						

08:30 - 09:30 (60 mins)

WAIPA Steering Committee (Steering Committee Members Only)

Governance 🔾 🔾 Dammam Hall

The Steering Committee is the executive organ of the General Assembly and meets according to WAIPA Statutes Chapter V, Art. XVIII

10:00 - 10:20 (20 mins)

**Opening Ceremony** 

Conference

Marasem Hall

H.E. Khalid A. Al-Falih, Minister of Investment, Kingdom of Saudi Arabia Nivruti Rai, Managing Director and CEO, Invest India, and President, WAIPA Dr. James Zhan, Chair, Executive Board of World Investment Conference, WAIPA Ismail Ersahin, Executive Director and CEO, WAIPA

10.20 - 11.00 (40 mins)

"Defying Gravity": The Increasing and Changing Role of Emerging Economies in the Global Economy and Investment Ecosystems

Conference





This session will examine how emerging economies and a multipolar world are reshaping global investment, trade agreements, and sustainable PPPs. It will cover the impact of economic corridors like the New Silk Road on connectivity, highlighting successful initiatives and future pathways for cooperation.

- H.E. Faisal Fadhil Alibrahim, Minister of Economy and Planning, Kingdom of Saudi Arabia
- H.E. Eng. Hassan El-Khatib, Minister of Investment and Foreign Trade, Arab Republic of Egypt
- H.E. Kostas Fragkogiannis, Deputy Minister of Foreign Affairs for Economic Diplomacy & Openness, Hellenic Republic
- H.E. Dr. Muhammad Sulaiman Al Jasser, Chairman, Islamic Development Bank (IsDB) Group

John Defterios, Visiting Professor of Business, NYU Abu Dhabi







11:00 - 11:30 (30 mins)

"Impact Maximization": Leveraging Trade and Investment for Growth and Development"

Conference

Marasem Hall



This session will highlight the key features of the future international trade and investment policies. It will delve into leveraging trade and investment to achieve economic transformation and discuss the role of trade policies, investment incentives, and regulatory reforms in advancing policy objectives and economic priorities such as economic diversification and driving private sector growth.

#### Speakers

H.E. Ibrahim Almubarak, Assistant Minister of Investment and CEO, Saudi Investment Promotion Authority (SIPA) Prof. Lars-Hendrik Röller, Chairman, Berlin Global Dialogue and Professor of Economics, ESMT Dr. James Zhan, Chair, Executive Board of World Investment Conference, WAIPA

#### Moderator

Ali Aslan, International (TV) Presenter and Journalist

11:30 - 12:00 (30 mins)

Global Market Navigator: Leadership in Trade and Investment

Conference





This session will explore how trade partnerships, market insights, and international agreements attract investment, focusing on tax incentives, streamlined regulations, and cross-border collaboration to drive entrepreneurship and sustainable growth.

#### **Speakers**

Rt. Hon Alderman Alastair King DL, Lord Mayor of London, United Kingdom of Great Britain and Northern Ireland Nan Li Collins, Senior Director, Investment and Enterprise, UN Trade and Development (UNCTAD)

#### Moderator

Stephen Anderson, Partner & Middle East Strategy Leader, PwC Middle East

11:30 - 12:00 (30 mins)

Saudi-Tajikistan Business Council Inauguration (by invitation)

Side event

O Dammam Hall



The formal launch of the Saudi-Tajikistan Business Council, aiming to strengthen economic ties and promote investment opportunities between Saudi and Tajikistan

13:00 - 13:30 (30 mins)

The Future of Private Sector Participation in the Kingdom's Education (Tentative)







This session will explore the evolving landscape of private sector involvement in the Kingdom's education system, emphasizing its potential to enhance educational quality, accessibility, and innovation.

### **Speakers**

Abdullah bin Salman Alsalman, President, King Saud University (Tentative)
Sir Edward Byrne AC, President, King Abdullah University of Science and Technology (KAUST) (Tentative)

13:00 - 14:00 (60 mins)

UNFCCC GIH Panel: "Investing in Climate Action: Catalyzing Transformative Innovations for a Resilient Future" (by invitation)

Side events

📄 🔎 Taif Hall



This session will explore transformative climate innovations essential for a low-emission future and the crucial role of private capital in bridging a \$27 trillion finance gap by 2030. Discussions will focus on scaling sustainable solutions across sectors and fostering investment ecosystems to accelerate decarbonization and economic growth.







13:00 -13:45 (45 mins)

"The Investor Arena": The Latest Responses to Enhance Competitiveness – An IPA Performance Pulse Check from an Investor Point of View: Commonalities, Best Practices, Lessons Learned







This session will assess Investment Promotion Agencies (IPAs) from an investor's perspective, focusing on strategies, engagement, and success metrics aligned with SDG 8. It will discuss the need for International Investment Agreements, effective arbitration, and unified investor records to promote fair and sustainable investment.

Eng. Ahmed M. Al Sharqi, Deputy Minister of Labor Affairs, Ministry of Human Resources and Social Development, Kingdom of Saudi Arabia

Githa Roelans, Head, Multinational Enterprises and Responsible Business Conduct Unit, International Labour Organization (ILO)

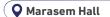
Ivan Anton Nimac, Global Lead, Investment Policy and Promotion, Prosperity Vice Presidency, The World Bank Dr. Stefan Kratzsch, Head, Sustainable Investments and Responsible Business Unit, UN Industrial Development Organization (UNIDO)

Michael Li, Advisor to the Minister of Investment, Kingdom of Saudi Arabia

13:45 - 14:15 (30 mins)

"So Many Economies, So Many Opportunities!": A Global, Cross Sectoral Opportunity and Challenge, How to Leverage Funds for Climate, Blue, Green, Space, Low Altitude, Circular and Other Economies

Conference







This session will spotlight high-potential investment sectors and the policy enablers that support them. It will address cross-sector collaboration, innovative PPP models, and the challenges of leveraging funds for strategic growth.

#### **Speakers**

Dr. Hashim Hussein, Head, Investment and Technology Promotion Office in the Kingdom of Bahrain (ITPO Bahrain), UN Industrial Development Organization (UNIDO)

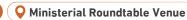
Dr. Nadir Mohammad, Regional Director, Equitable Growth, Finance and Institutions (EFI), MENA Region, The World Bank





13:00 - 15:00 (120 mins) Ministerial Roundtable: Paradigm Shift - Synergizing Industrial Policy and Investment Promotion Strategy (by invitation)\*

Ministeria



The 28th WAIPA World Investment Conference will host a high-level Ministerial Roundtable focused on the theme: "Paradigm Shift - Synergizing Industrial Policy and Investment Promotion Strategy." This roundtable seeks to bring together Ministers from diverse economies to discuss and strategize on aligning industrial policies with forward-looking investment promotion strategies in an era marked by profound global transformations.

#### Kingdom of Saudi Arabia

H.E. Khalid A. Al-Falih, Minister of Investment

#### Antiqua & Barbuda

The Honourable Mr. Henry Fernandez, Minister of Tourism and Investment

#### Arab Republic of Egypt

H.E. Eng. Hassan El-Khatib, Minister of Investment and Foreign Trade

#### Federation of Saint Kitts and Nevis

The Right Honourable Dr. Denzil Douglas, Minister of Foreign Affairs, International Trade, Industry & Commerce, Consumer Affairs, Economic Development and Investment

#### Hellenic Republic

H.E. Kostas Fragkogiannis, Deputy Minister of Foreign Affairs for Economic Diplomacy & Openness

### Islamic Republic of Iran

H.E. Abdolnaser Hemmati, Minister of Economy and Financial Affairs

#### Kingdom of Bahrain

H.E. Noor bint Ali Alkhulaif, Minister of Sustainable Development and Chief Executive, Bahrain EDB

### Republic of Djibouti

H.E. Safia Mohamed Ali Gadileh, Secretary of State for Investments and Private Sector Development

#### Republic of Ghana

Hon. Herbert Krapah, Minister of Energy

#### Republic of Guinea

H.E. Ismael Nabe, Minister of Planning and International Cooperation

#### Republic of Kazakhstan

H.E. Renat Bekturov, Governor of the Astana International Financial Center

### Republic of Kenya

H.E. Salim Mvurya, Cabinet Secretary, Ministry of Investments, Trade & Industry

### Republic of Lebanon

H.E. Amin Salam, Minister of Economy and Trade

### Republic of Sierra Leone

The Honourable Ibrahim Alpha Sesay, Minister of Trade and Industry

### Republic of Tajikistan

H.E. Sulton Rahimzoda, Chairman of the State Committee on Investments and State Property Management

### Republic of Tunisia

H.E. Sameer Abdul Hafiz, Minister of the Economy and Planning

### Tuvalu

The Honourable Simon Kofe, Minister of Transport, Energy Communication and Innovation

### Union of the Comoros

H.E. Moustoifa Hassani Mohamed, Minister of Economy, Industry, Investments, in charge of Economic Integration

### Arab Bank for Economic Development in Africa (BADEA)

H.E. Dr. Sidi Ould Tah, President

### Islamic Development Bank (IsDB) Group

H.E. Dr. Muhammad Sulaiman Al Jasser, Chairman

### Moderato

Dr. James Zhan, Chair, Executive Board of World Investment Conference, WAIPA

\*Speakers Tentative







15:00 - 15:30 (30 mins)

"The Market Access Forum": Economic Trends and IPA Realities – Enhancing Investor Journeys and **Institutional Agility** 

Marasem Hall



This session will explore how evolving policies impact investment landscapes and necessitate strategic adaptations by IPAs. It will address shifts in trade agreements, the role of technology in enhancing investor experiences, and the importance of collaboration among IPAs, governments, and the private sector.

#### **Speakers**

Dr. Asya Akhlaque, Practice Manager, Investment Climate Global Practice, The World Bank Nivruti Rai, Managing Director and CEO, Invest India, and President, WAIPA Biviana Riveiro Disla, Executive Director, Export and Investment Center of the Dominican Republic

#### Moderator

Ismail Ersahin, CEO and Executive Director, WAIPA

15:00 - 15:20 (20 mins) "This is what good looks like": A success story of relationships, partnership, opportunity identification and stakeholder engagement





This session explores key success factors in investment projects, with a focus on government-private sector collaboration and the unique role of family businesses in sectors like banking and healthcare. It will examine how these enterprises manage public-private partnerships to effectively drive economic growth.

Dr. Ayth Almubarak, CEO, National Center for Family Business (NCFB) Kareem Jaroudi, Board Member and Chief of Staff, Jaroudi Group

Youmna Naufal, Director, APCO

15:00 - 16:15 (75 mins)

**Matchmaking Session** 

Side events

Taif Hall

The matchmaking session will foster direct connections between investors, businesses, and government representatives, creating opportunities for collaboration across key sectors. Through focused discussions, participants will be able explore synergies, share insights, and establish partnerships that drive investment and growth.

15:00 - 15:30

(30 mins)

"Impact Insights": Turning Data into Investment Wins

Masterclass

Dammam Hall



This masterclass will explore how IPAs can set KPIs to measure FDI impact on the domestic economy and UN SDGs, refining budgets and strategies to position regions as sustainable investment hubs. Practical frameworks for datadriven KPIs will be discussed.

### **Speakers**

Githa Roelans, Head, Multinational Enterprises and Responsible Business Conduct Unit, International Labour Organization (ILO)

15:30 - 16:15 (45 mins)

"The Road to Success is Always Under Construction" - Infrastructure Innovation in **Emerging Economies** 

Conference





This session will explore infrastructure strategies in emerging economies, focusing on access to essential services, economic growth, and social equity. It will discuss how improved infrastructure reduces inequalities and boosts trade, highlighting impactful projects and policies.

### **Speakers**

Dr. Manar Al Moneef, Chief Investment Officer, NEOM (Tentative)

H.E. Ismael Nabe, Minister of Planning and International Cooperation, Republic of Guinea

H.E. Kostas Fragkogiannis, Deputy Minister of Foreign Affairs for Economic Diplomacy & Openness, Hellenic Republic

H.E. Dr. Sidi Ould Tah, President, Arab Bank for Economic Development in Africa (BADEA)

Dr. Abdulhamid Alkhalifa, President, OPEC Fund

### Moderator

Rami Nazer, Partner, EMEA Government & Public Services Leader, PwC Middle East







15:30 - 16:15 (45 mins)

"Industry Insights Interchange": Building Inclusive Growth Brick by Brick

Conference









This session will examine how manufacturing drives inclusive growth in emerging markets through policies like tax incentives and trade agreements, highlighting successful strategies to boost economic resilience and reduce inequalities.

#### **Speakers**

Dr. Trevor Gunn, Vice President, International Relations, Medtronic Nasser Al Shawaf, Member of the Board of Directors, Al Bawani Company Sun Yao, Director General, Beijing Investment Promotion Service Center (BIPSC)

#### Moderator

Courtney Fingar, Senior Advisor, WAIPA

15:30 - 16:15 (45 mins)

Ambassadors Talk Business (by invitation)

Side events



This roundtable will explore how ambassadors promote trade and investment and enhance economic cooperation in their respective roles.

15:30 - 16:15 (45 mins)

"Investor Services 2.0": Enhancing Support and Engagement in the Digital Age

Masterclass





This masterclass will explore how IPAs can boost investment retention and reinvestment through advanced aftercare. including VR site visits, AI-driven analytics, and workforce development strategies, enhancing engagement and driving economic benefits.

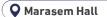
### **Speakers**

Yago Aranda Larrey, Private Sector Specialist, The World Bank

16:15 - 16:45 (30 mins)

"From FDI to PDI": Investment needs are bigger than ever; definitions and perspectives may have to change







This session will examine the shift from traditional FDI to Partnership Direct Investments (PDI), focusing on collaboration for sustainable growth. It will address the impact on investment strategies, innovation, and resilience in emerging markets, while considering sustainability and geopolitical implications.

### **Speakers**

R. Yofi Grant, CEO, Ghana Investment Promotion Centre (GIPC)

Salman Badr, Executive Vice President, Commercial Advisory, National Center for Privatization & PPP Achim Hartig, Managing Director, Germany Trade and Invest (GTAI)

Anjani Trivedi, Global Business Correspondent, The Economist

19:00 - 21:00 (120 mins)

WAIPA Excellence Awards Ceremony & WIC 28 Gala Dinner (by invitation)

### Side events

### **Jury Members**

World Association of Investment Promotion Agencies

Dr. James Zhan, Chair, Executive Board of World Investment Conference, WAIPA

World Economic Forum

Matthew Stephenson, Head, Investment and Services

United Nations Industrial Development Organization

Dr. Stefan Kratzsch, Sustainable Investments and Responsible Business Unit

International Labor Organization

Githa Roelans, Head, Multilateral Enterprises and Responsible Business Conduct Unit

International Trade Council

Escipión J. Oliveira-Gómez, Director, Division of Enterprises Competitiveness and Institutions (DECI)

The World Bank

Ivan Anton Nimac, Global Lead for Investment Policy and Promotion, Prosperity Vice Presidency





## >> 28th World Investment Conference (WIC)



**DAY 2 - 26 November 2024** 

Conference Track		Masterclass Track	Governance	e Track	Side Events
Key Themes:	## Digital Transform	nation S	ustainability	<b>S</b> Economic Cooperation	
Timings	Marasem Hall	Mecca Hall	Taif Hall	Dammam Hall	Ministerial Roundtable Venue
10:00 - 10:45	Opening Session Future Frontiers			WAIPA SCRIPA Session in	Saudi-Tajikistan Joint
10:45 - 11:00	Unlocking Investment Opportunities	Partnering for Success	Towards a Sustainable PSP Ecosystem	partnership with ANIMA, CAIPA and African IPAs Group (by invitation)	Committee
11:00 - 11:30	Sowing the Seeds of Collaboration	r artifering for Success			
11:30 - 12:00			Coffee Break & Networking		
12:00 - 12:45	To Predict the Future, You Must Create It	GSCRI Marketing Event (by invitation)	Sustaining Growth	COP 29 High-Level Roundtable at WIC 2024	Saudi-Tajikistan Roundtable
12:45 - 13:15	Money Moves for Meaningful Change	[ends 14:00]		(by invitation)	
13:15 - 14:30			Lunch Break		
14:30 - 15:30	Industrial Zones and Special Economic Zones (SEZs)	Everything Tech!	UNFCCC GIH Roundtable	Roundtable on Unlocking	
15:30 - 16:00	The Big Bets	Advanced Data Analytics for Trade & Investment Intelligence		Central Asia's Investment Potential (by invitation)	
16:00 - 16:45	Diversifying Energy Sources	Ministerial Keynote Responsible Roaming		,	
16:45 - 17:00			Coffee Break & Networking		
17:00 - 17:30	Tech Hubs and Innovative Ecosystems	Data Dynamo	Strategic Planning Mastery		
17:30 - 18:00	Addressing Emerging Challenges & Opportunities for Investment Facilitation	WAIPA General Assembly (by invitation) [ends 19:00]	Master y		
19:00 Onwards		ı	ndo-Saudi Bridges of Opportunit (by invitation)	,	

<sup>\*</sup>IAC Meeting at Oud Square (15:00-19:00)

10:00 - 10:45 **Opening Session** (45 mins)

"Future Frontiers" Investing in Tomorrow's Industries

Conference





This session explores how sector-focused investment strategies aligned with national goals attract targeted investments by leveraging national strengths and incentives. It will examine public-private collaboration, policy frameworks, and strategies for emerging industries amid global challenges.

H.H. Prince Sultan Bin Khalid Al Saud, CEO, Saudi Industrial Development Fund (SIDF)

H.E. Zaher Al Qatarneh, Secretary General, Ministry of Investment, Hashemite Kingdom of Jordan

H.E Christophe Farnaud, EU Ambassador to the Kingdom of Saudi Arabia; Non-resident to Bahrain and Oman

### Moderator

10:00 - 11:30

John Defterios, Visiting Professor of Business, NYU Abu Dhabi

WAIPA SCRIPA Session in Partnership with ANIMA, CAIPA and African IPAs Group: Fostering (90 mins) | Regional Value Chains through Cooperation within IIPA networks (by invitation)

O Dammam Hall



This session focuses on strengthening regional value chains through enhanced cooperation among IPA networks, driven by a need for economic sovereignty, resilience, and environmental sustainability.

10:00 - 11:00 (60 mins)

Saudi-Tajikistan Joint Committee Meeting (by invitation)

Ministerial Roundtable Venue



The 4th Saudi-Tajikistan Committee Meeting will serve as a platform for enhancing economic cooperation and exploring partnership opportunities between Saudi and Tajikistan representatives.







10:00 - 11:30 "Towards a Sustainable PSP Ecosystem" (90 mins) Insights from the KSA Journey

Masterclass

🔾 Taif Hall



This workshop organized by the National Center for Privatization (NCP) delves into Saudi Arabia's PPP ecosystem, covering its legal framework, project pipeline, and lessons from cross-sector partnerships to foster sustainable collaboration.

10:45 - 11:00

"Unlocking Investment Opportunities"

(15 mins)

Fostering Foreign Direct Investment in new asset classes

Conference

Marasem Hall



This session explores government initiatives leveraging emerging technologies like blockchain to attract FDI, enhance transparency, and streamline operations. Investment opportunities in new asset classes and platforms supporting cross-border growth will be examined, providing insights into blockchain's transformative impact on FDI.

#### **Speakers**

Baxter Roberts, Counsellor, Director for Financial and Enterprise Affairs, Organisation for Economic Co-operation and Development (OECD)

10:45 - 11:30 (45 mins)

Partnering for Success: The Guide to Winning Collaborations

Masterclass





This masterclass will examine how partnerships between government entities and IPAs boost FDI and bilateral trade. It will cover strategies for identifying aligned partners, key initiatives for supporting foreign market entry, and case studies on successful IPA collaborations to strengthen economic ties.

#### **Speakers**

Andreas Dressler, Managing Director, FDI Center

11:00 - 11:45 (45 mins) "Sowing the Seeds of Collaboration"

Leveraging Public-Private Partnerships for Agricultural Innovation and Sustainability

Conference





This session explores how Public-Private Partnerships (PPPs) drive agricultural reform and innovation in food processing through policy interventions. It will analyze successful models and collaborations that enhance productivity and sustainability, identifying strategies for significant sectoral reform.

### Speakers

Abdullah Albader, CEO, Almarai

Aïssata Lam, Director General, Investment Promotion Agency of Mauritania (APIM)

Esteban Barrachina Martinez, Founder & CEO, Integra Agricultura y Tecnología, S.L.

Dr. Peter Ramsaroop, CIO, Office of the President and Agency Head, Guyana Office for Investment

### Moderato

Mohammed AlOhaly, General Manager Food and Agriculture at Ministry of Investment, Kingdom of Saudi Arabia

12:00 - 12:45 (45 mins) "To Predict the Future, You Must Create It"

Empowering Fintech Pioneers With Safe Spaces For Innovation

Conference

Marasem Hall



This session will explore policies that support the development and implementation of fintech sandboxes. The effectiveness of these policies and the balancing between regulatory flexibility with innovation incentives will be examined and the discussion will highlight how fintech sandboxes can drive innovation and productivity in the sector.

### Speakers

H.E. Renat Bekturov, Governor, Astana International Financial Center, Republic of Kazakhstan Yazeed Alnafjan, Deputy Governor, Financial Innovation, Saudi Central Bank (SAMA) Faisal M. Alsharif, Director General, Financial Sector Development Program Henri Arslanian, Co-Founder, Nine Blocks Capital, Crypto Hedge Fund

### Moderato

Irina Asktrakhan, Practice Manager, Finance and Markets Global Practice, The World Bank







12:00 - 12:30 "Sustair (30 mins) Investm

"Sustaining Growth"

**Investment in Localization and Value Chains** 

Conference

🔾 🔾 Taif Hall



This session explores major initiatives like the New Silk Road and IMEC, focusing on localization, value creation, and policies like tax breaks and trade deals. It will discuss how these projects boost trade connectivity, attract talent, and drive regional growth, while addressing sustainability, fairness, and global impacts amid geopolitical tensions.

#### Speakers

Abdulrahman Bin Abdallah Alsamari, CEO, Local Content and Government Procurement Authority (LCGPA) (Tentative) Oussama Abdel Rahman Kaissi, Founder - Principal, The Meridiem Group

#### Moderator

Ryan Alhesani, Partner & MD, Arthur D Little, Kingdom of Saudi Arabia

12:00 - 13:00 (60 mins)

COP 29 High-Level Roundtable at WIC 2024 (by invitation)

Side event

O Dammam Hall



This high-level roundtable will aim to decipher the outcomes of the COP29 conference, including the implications and opportunities for the finance and investment community. The roundtable will aim delve into key decisions, and mechanisms to foster innovative and inclusive solutions to close the finance gap.

12:00 - 14:00 (120 mins)

Global Supply Chain Resilience Initiative - GSCRI Marketing Event (by invitation)

Side event





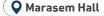
This session will showcase Saudi Arabia's commitment to industrial growth and resilient supply chains under Vision 2030, with discussions on key strategies, investment successes, and future opportunities for global collaboration.

12:45 - 13:15

"Money Moves for Meaningful Change"

(30 mins) | Social Impact Investing and Ethical Finance Models







This session explores social impact investing and ethical finance as avenues for achieving financial returns alongside positive social and environmental outcomes. It will cover socially responsible investing (SRI) and ESG criteria, evaluating their viability compared to traditional models and addressing integration challenges.

### Speakers

Majed bin Mohammed Al-Dakhil, Executive Vice President, Finance, Social Development Bank (SDB)

Dr. Massamba Thioye, Project Executive, UN Framework Convention on Climate Change (UNFCCC) secretariat, UN Climate Change Global Innovation Hub

Dr. Noor Ulain Rizvi, Lecturer, School of Business, Curtin University Dubai

### Moderator

Sarah Cocker, Founder, Amplify

12:00 - 13:00 (60 mins)

Saudi-Tajikistan Business Meeting (by invitation)



Ministerial Roundtable Venue



The Saudi-Tajikistan business meeting aims to bring together business leaders from Saudi Arabia and Tajikistan with a focus on exploring investment opportunities and enhancing bilateral economic cooperation







14:30 - 15:30 (60 mins)

"Industrial Zones and Special Economic Zones (SEZs)" Engines of FDI Growth

Conference

🔾 🔾 Marasem Hall



This session explores how government incentives attract investors to industrial zones and Special Economic Zones (SEZs), examining the effectiveness of tax breaks and infrastructure in fostering economic growth and analyzing current trends in manufacturing FDI through global case studies.

#### **Speakers**

Dr. James Zhan, Founding Co-Chair, Global Alliance of Special Economic Zones (GASEZ) Awad A. Alsulami, Executive Vice President of Economic Policies and Logistics Services, GACA Dr. Samir Hamrouni, CEO, World Free Zones Organization (WFZO), Co-Chair, GASEZ Nabil Khojah, Secretary General, Economic Cities and Special Zones Authorities (ECZA) Hossam Heiba, President, General Authority for Investments, Arab Republic of Egypt

#### Moderator

Yassir Zouaoui, Partner and Global lead, Economic Development Service Line, McKinsey & Company

14:30 - 15:15 | "Everything Tech!" Institutional Responses in Digitization, Investments in Tech, Sustainability (45 mins) | Considerations and Collaboration

Conference





This session explores aligning tech investments with strategic goals, emphasizing cybersecurity, compliance, and sustainable data center practices, while balancing regulatory demands and energy efficiency.

Dr. Margarete Schramboeck, Former Minister of Minister of Digital & Economic Affairs, Austria and Board Member, Aramco

Dr. Heba Atyah, Founder & CEO, Gameit

Ammar Mirza, CEO, AmmarM and Chairman and Founder, Asian Business Connexions (ABC) and Chairman & Founder, SME Centre of Excellence (CofE) group of companies

Mamoon Sbeih, President, MENA, APCO

14:30 - 15:30 (60 mins)

UNFCCC GIH Roundtable - "Accelerating Transformative Action for Climate and Sustainability"



This roundtable will introduce the UN Climate Change Global Innovation Hub, highlighting its vision and initiatives for driving global climate action. Solution providers will present their climate and sustainability innovations, while investors will discuss their investment strategies and support for funding climate initiatives.

14:30 - 16:30 (120 mins)

Roundtable on Unlocking Central Asia's Investment Potential: Building a Regional Approach to Attract Investment and Enhance Trade (by invitation)

Dammam Hall



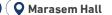
This workshop organized by UNESCAP will provide training for Central Asian IPAs to support skill building, foster collaboration and knowledge-sharing with the aim of strengthening regional investment opportunities and cooperation.

15:30 - 16:00

"The Big Bets"

(30 mins)

Unicorns in the Tech Space as Investors and Investment Attraction Multipliers





This session examines the role of tech unicorns in driving Foreign Direct Investment (FDI) and fostering innovation ecosystems. It will address mergers and acquisitions, supportive policies, and talent retention strategies, focusing on balancing large FDI projects with the growth of emerging global champions.

### **Speakers**

Emon Shakoor, Founder and CEO, Blossom Accelerator Eng. Ali Aldamanhori, CEO, HungerStation Tamer Azer, Partner, Shorooq Partners

### Moderator

Courtney Fingar, Senior Advisor, WAIPA







15:30 - 16:00 (30 mins)

"Advanced Data Analytics for Trade & Investment Intelligence" **Leveraging Insights for Competitive Advantage** 

Conference

📿 Mecca Hall



This session examines how government initiatives enhance trade intelligence through data sharing and collaboration, addressing implementation challenges, investment trends in data analytics, and successful case studies that highlight the competitive advantage of advanced analytics in global trade.

#### **Speakers**

Angelica Schempp, Consul General of Switzerland, Dubai and Head, Swiss Business Hub Middle East Dr. Caroline King, Global Head, Business Development, Government Affairs, SAP

Lama Alghrair, Director, Market Intelligence, Saudi Investment Promotion Authority (SIPA)

16:00 - 16:45

"Diversifying Energy Sources"

(45 mins) Accelerating FDI in Energy and Minerals Projects

Conference







This session explores government incentives aimed at attracting Foreign Direct Investment (FDI) in renewable energy and long-term projects, assessing the effectiveness of policies and opportunities in green technologies and mining for sustainable economic growth.

#### **Speakers**

H.E. Daler Juma, Minister of Energy, Republic of Tajikistan

H.E. Musadik Masood Malik, Minister for Petroleum & Water Resources, Islamic Republic of Pakistan (Tentative)

Hon. Herbert Krapah, Minister of Energy, Republic of Ghana (Tentative)

Sujatha U.G., Vice President, Global Partnerships and Net Zero, Invest India

#### Moderator

Raad Al-Saady, Vice Chairman and Managing Director, ACWA power

16:00 - 16:10 (10 mins)

Ministerial Keynote



### Speakers

H.H. Haifa bint Muhammad Al Saud, Vice Minister of Tourism, Kingdom of Saudi Arabia (Tentative)

16:10 - 16:45

"Responsible Roaming"

(35 mins) Sustainable Tourism in Emerging Economies

Conference





This session will explore sustainable tourism investments in emerging economies, focusing on the government's role in providing incentives and infrastructure. It will emphasize stakeholder engagement and highlight successful models that promote environmental conservation and economic benefits.

### Speakers

H.E. Samer AlKharashi, Director, UN tourism Regional Office for the Middle East

Hon. Henry Fernandez, Minister of Tourism, Investment and Economic Development, Antigua and Barbuda

Eng. Badr Alherbish, Chief of Strategy, Tourism Development Fund

Khalid Alaamer, Lead, Investment Policy and Practice, World Economic Forum (WEF)

17:00 - 17:30

(30 mins)

"Tech Hubs and Innovative Ecosystems" **Driving FDI in Emerging Markets and Innovation** 

( Narasem Hall







This session explores how tech hubs and innovative ecosystems drive FDI in emerging markets, focusing on strategies for attracting investments. It will highlight the role of government policies, infrastructure, & collaboration, with case studies on tech hubs' impact on economic growth and sustainability amid geopolitical challenges.

Ibrahim Neyaz, CEO, National Technology Development Program Babak Ahmadzadeh, Co-founder, Forma Dr. Ibrahim Saad AlMojel, Founding Partner, Khwarizmi Holding

Paula Tavangar, CIO, Injaz Capital



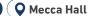




17:00 - 17:30 "Data Dynamo"

(30 mins) **Powering IPA Prospecting with Stack Automation** 

Conference





This session will explore how IPAs can use data stack technologies, including predictive analytics, to automate prospecting & forecast investment trends. It will discuss machine learning's role in analyzing data, supportive policies for attracting foreign investment, & case studies on sustainable tech adoption amid geopolitical challenges.

Dr. Mishari Almishari, Deputy Director, National Information Center (NIC), Saudi Arabia Chris Knight, Managing Director, fDi Intelligence portfolio (Financial Times) Matthew Stephenson, Head, Investment and Services, World Economic Forum (WEF)

#### Moderator

Paula Naoufal, Senior Reporter, CNN Business Arabic

17:00 -17:45 (45 mins)

"Strategic Planning Mastery" What Investors Want

O Taif Hall





This masterclass will address private sector expectations from IPAs, focusing on how IPAs can attract and retain highimpact investments. Participants will learn about strategies that align with investor priorities while driving sustainable economic growth.

#### **Speakers**

Dr. Trevor Gunn, Vice President, International Relations, Medtronic; Member of the Business Advisory Board of WAIPA Dr. Caroline King, Global Head, Business Development, Government Affairs, SAP; Member of the Business Advisory Board of WAIPA

#### Moderator

Courtney Fingar, Senior Advisor, WAIPA

17:30 - 18:00 (30 mins)

"Addressing Emerging Challenges and Opportunities for Investment Facilitation"









This session will discuss strategic opportunities and challenges in global trade and investment. Insights from policy, governance, and academia will be shared to develop actionable strategies and strengthen collaboration among diverse stakeholders

### Speakers

Dr. Heather Taylor-Strauss, Head, FDI Technical Assistance and Capacity Building Programmes, UN Economic and Social Commission for Asia and the Pacific (UNESCAP)

Khawaja Aftab Ahmed, Regional Director, Middle East, Pakistan & Afghanistan, International Finance Corporation (IFC)

Khalid Alaamer, Lead, Investment Policy and Practice, World Economic Forum (WEF)

17:30 - 19:00 (90 mins)

WAIPA General Assembly (by invitation)

Governance



The General Assembly is the deliberative organ of WAIPA and convenes as per WAIPA Statutes Chapter 4, Art. XII/1

19:00 onwards

Indo-Saudi Bridges of Opportunity (by invitation)



The Bridges of Prosperity Session brings together a curated group of leading investors, policymakers, and thought leaders from India and Saudi Arabia. Dialogue will focus on identifying mutual synergies in investment, trade, and research and development.





## >> 28th World Investment Conference (WIC)



**DAY 3 – 27 November 2024** 

Timings	Conferer	nce Track Maste	erclass Track	Governance Track		Ministerial	Side Events
Timings Marasem Hall Merca Hall Taif Hall Dammam Hall Roundtable Venue  8:00 - 9:00  9:00 - 9:30  9:30 - 9:45  9:45 - 10:00  10:00 - 10:10 Navigating to Certainty and Overcoming the Unknown  10:10 - 10:20 Ministerial Keynote  Venture FDI Unleashed: A Blueprint for Global Innovation  11:00 - 11:30 Informative Advertising is Persuasive  11:30 - 12:00 Coffee Break and Networking  11:30 - 12:00 To Finish First, First you Have to Finish  12:40 - 13:15  13:15 - 13:25 Strategic Altiances  Lunch Break Innovation Austria Roundtable  Visibility Attracts Opportunity  14:30 - 15:15 Ready, Set. Go  Promoting Responsible Investment Policy for a Sustainable Future:  Innovation Austria Roundtable  Innovation Austria Roundtable  Visibility Attracts Opportunity  Saudi-Swiss Joint Economic  Saudi-Swiss Joint Economic	Key Themes:	Digital Transform	mation	Sustainability		<b>S</b> Economic Cooperation	
9:00 – 9:30  9:30 – 9:45  9:45 – 10:00  10:00 – 10:10  Navigating to Certainty and Overcoming the Unknown  10:10 – 10:20  Ministerial Keynote  Venture FDI Unleashed: A Blueprint for Global Innovation  10:20 – 11:00  Bridging Borders  11:00 – 11:30  Informative Advertising is Persuasive  11:30 – 12:00  Coffee Break and Networking  11:30 – 12:40  To Finish First, First you Have to Finish  12:40 – 13:15  Strategic Altiances  Lunch Break  Innovation Austria Roundtable  Promoting Responsible Investment through investment through investment through investment through investment opportunity preparation packaging and appraisal*  14:30 – 15:15  Ready, Set, Go  Promoting Responsible Investment through investment through investment through investment opportunity preparation packaging and appraisal*  15:15 – 15:25  Saudi-Swiss Joint Economic	Timings	Marasem Hall	Mecca Hall	Taif Hall		Dammam Hall	
9:30 – 9:45  9:30 – 9:45  9:45 – 10:00  10:00 – 10:10  Navigating to Certainty and Overcoming the Unknown  10:10 – 10:20  Ministerial Keynote  Venture FDI Unleashed: A Blueprint for Global Innovation  11:00 – 11:30  Informative Advertising is Persuasive  11:30 – 12:00  Coffee Break and Networking  12:40 – 13:15  To Finish First, First you Have to Finish  12:40 – 13:15  Strategic Altiances  Lunch Break  Innovation Austria Roundtable  Promoting Responsible Investment through investment opportunity  Institution of the 28th WIC: Highlights and the Way Forward  13:30 – 14:30  Saudi-Swiss Joint Economic	8:00 - 9:00					WEF Breakfast: "Leave no	
9:45 – 10:00  10:00 – 10:10  Navigating to Certainty and Overcoming the Unknown  10:10 – 10:20  Ministerial Keynote  Venture FDI Unleashed: A Blueprint for Global Innovation  11:00 – 11:30  Informative Advertising is Persuasive  Coffee Break and Networking  11:30 – 12:00  Coffee Break and Networking  12:40 – 12:40  To Finish First, First you Have to Finish  13:15 – 13:25  Strategic Alliances  Lunch Break  Innovation Austria Roundtable  14:30 – 15:15  Ready. Set. Go  Coosing of the 28th WIC: Highlights and the Way Forward  17:00 – 19:20  Saudi-Swiss Joint Economic	9:00 - 9:30						
10:00 - 10:10 Navigating to Certainty and Overcoming the Unknown  10:10 - 10:20 Ministerial Keynote  10:20 - 11:00 Bridging Borders  11:00 - 11:30 Informative Advertising is Persuasive  11:30 - 12:00 Coffee Break and Networking  11:30 - 12:40 To Finish First, First you Have to Finish  12:40 - 13:15  13:15 - 13:25 Strategic Altiances  14:30 - 15:15 Ready, Set, Go  15:15 - 15:35 Highlights and the Way Forward  17:00 - 19:30  17:00 - 19:30  17:00 - 19:30  18-20 - 19:30  18-20 - 19:30  19-20 - 19:30  19-20 - 19:30  19-20 - 19:30  19-20 - 19:30  19-20 - 19:30  19-20 - 19:30  19-20 - 19:30  19-20 - 19:30  19-20 - 19:30  10:20 - 19:30	9:30 - 9:45						
10:10 - 10:20  Ministerial Keynote  Venture FDI Unleashed: A Blueprint for Global Innovation  11:00 - 11:30  Bridging Borders  Click Invest Repeat  Click Invest Repeat  Coffee Break and Networking  International SolarX Startup Challenge - Accelerator Workshop  12:00 - 12:40  To Finish First, First you Have to Finish  13:15 - 13:25  Strategic Altiances  Lunch Break  Innovation Austria Roundtable  Promoting Responsible Investment opportunity preparation packaging and appraisal  Closing of the 28th Wic: Highlights and the Way Forward  Saudi-Swiss Joint Economic	9:45 – 10:00						
Venture FDI Unleashed: A Blueprint for Global Innovation  11:00 - 11:30 Informative Advertising is Persuasive  Click Invest Repeat  11:30 - 12:00 Coffee Break and Networking  12:00 - 12:40 To Finish First, First you Have to Finish  12:40 - 13:15  Strategic Alliances  Lunch Break  Lunch Break  Innovation Austria Roundtable  14:30 - 15:15 Ready, Set, Go  Promoting Responsible Investment opportunity preparation packaging and appraisal*  Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	10:00 - 10:10						
10:20 - 11:00 Bridging Borders Blueprint for Global Innovation  11:00 - 11:30 Informative Advertising is Persuasive  11:30 - 12:00 Coffee Break and Networking  12:00 - 12:40 To Finish First, First you Have to Finish  12:40 - 13:15  13:30 - 14:30 Strategic Alliances  Lunch Break Innovation Austria Roundtable  14:30 - 15:15 Ready, Set. Go  Closing of the 28th WIC: Highlights and the Way Forward  17:00 - 19:30 Saudi-Swiss Joint Economic	10:10 - 10:20	Ministerial Keynote				"Bridging Generations: Insights	
11:30 - 12:00  Coffee Break and Networking  International SolarX Startup Challenge - Accelerator Workshop  12:40 - 13:15  13:30 - 14:30  Lunch Break  Innovation Austria Roundtable  Promoting Responsible Investment through investment through investment opportunity preparation packaging and appraisal*  Click Invest Repeat  International SolarX Startup Challenge - Accelerator Workshop  [ends 16:00]  International SolarX Startup Challenge - Accelerator Workshop  [ends 16:00]  Visibility Attracts Opportunity  Innovation Austria Roundtable  Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	10:20 - 11:00	Bridging Borders				on Investment Policy for a	
12:00 - 12:40  To Finish First, First you Have to Finish  12:40 - 13:15  13:15 - 13:25  Strategic Alliances  Lunch Break  Innovation Austria Roundtable  14:30 - 15:15  Ready, Set, Go  Promoting Responsible Investment through investment opportunity preparation packaging and appraisat  15:15 - 15:35  Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	11:00 - 11:30			Click Invest Repo	eat		
12:40 - 13:15  13:15 - 13:25  Strategic Alliances  Lunch Break  Innovation Austria Roundtable  Promoting Responsible Investment through investment opportunity preparation packaging and appraisal*  14:30 - 15:15  Ready, Set, Go  Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	11:30 - 12:00		Coffee	Break and Networking			
12:40 - 13:15  13:15 - 13:25  Strategic Alliances  Lunch Break  Innovation Austria Roundtable  14:30 - 15:15  Ready, Set, Go  Promoting Responsible Investment through investment opportunity preparation packaging and appraisal.  Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	12:00 - 12:40	To Finish First, First you Have to Finish					Workshop
13:30 - 14:30  Lunch Break  Innovation Austria Roundtable  14:30 - 15:15  Ready, Set, Go  Promoting Responsible Investment through investment opportunity preparation packaging and appraisal.  Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	12:40 - 13:15			No. 17.17.19. Av			[ends 16:00]
14:30 - 15:15 Ready. Set. Go Promoting Responsible Investment through investment opportunity preparation packaging and appraisal.  15:15 - 15:35 Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	13:15 - 13:25	Strategic Alliances		VISIBILITY ATTRACTS UPP	ortunity		
14:30 - 15:15 Ready, Set, Go through investment opportunity preparation packaging and appraisal*  Closing of the 28th WIC: Highlights and the Way Forward  Saudi-Swiss Joint Economic	13:30 - 14:30		Lunch Break		Innovation Austria Roundtable	е	
15:15 - 15:35 Highlights and the Way Forward Saudi-Swiss Joint Economic	14:30 - 15:15	· ·		Promoting Responsible In through investment opp preparation packaging and	vestment ortunity appraisal"		
	15:15 -15:35	Highlights and the Way					
Committee Meeting	17:00 - 19:30						Saudi-Swiss Joint Economic Committee Meeting

08:00 - 09:30 (90 mins)

WEF Breakfast: "Leave no one behind" (by invitation)

**Q** Dammam Hall

This session will examine how FDI can drive job creation, equality, and socio-economic development, with a focus on benefiting youth, women, and all regions within a country. It will highlight actionable strategies such as genderresponsive investment policies, youth entrepreneurship support, and frameworks to ensure that FDI benefits are equitably distributed across regions.

10:00 - 10:10 (10 mins)

Opening Session: "Navigating to Certainty and Overcoming the Unknown" - The Imperative for **Investment Promotion Agencies** 

Conference Track

🔾 🔾 Marasem Hall



This session will explore how Investment Promotion Agencies (IPAs) can build resilience and adaptability to attract investment in uncertain times. The discussion will also include proactive strategies and innovations to maintain investor confidence, sharing case studies of successful IPA initiatives to highlight best practices for fostering a stable investment climate amid global challenges.

Nivruti Rai, Managing Director and CEO, Invest India, and President, WAIPA Kaye Anne Greenidge, CEO, Invest Barbados





## DAY 3 – 27 November 2024



10:00 - 11:30 Youth Programme Panel: "Bridging Generations: Insights on Investment Policy for a Sustainable (90 mins) Future." (by invitation)

Side events

Dammam Hall

The forum will connect Saudi and Spanish officials with private sector representatives to foster bilateral investments. This will include MoU signing ceremonies, breakaway panel discussions and presentation of investment opportunities.

10:10 - 10:20 (10 mins)

Ministerial Keynote

Conference

Marasem Hall

#### **Speakers**

H.E Ahmed Alkhateeb, Minister of Tourism, Kingdom of Saudi Arabia (Tentative)

10:20 - 11:00 (40 mins)

"Bridging Borders": Facilitating Global Corporate Partnerships and Investments





This session will explore building trust in cross-border collaborations, emphasizing transparent communication and mutual benefits. It will address challenges such as regulatory and cultural differences, share tools for streamlining investment, and showcase case studies of successful partnerships that support local economies.

#### Speakers

Escipión J. Oliveira-Gómez, Director, Division of Enterprises Competitiveness and Institutions (DECI), International Trade Centre (ITC)

Ambassador Andrea Rauber Saxer, Head, Bilateral Economic Relations Divisions, State Secretariat for Economic Affairs, Swiss Confederation

Davide Cichero, Chief of Staff, International Chamber of Commerce (ICC)

James Tu, Chief Investment Officer, Hon Hai Technology Group (Foxconn) (Video Message)

Emmanuel Noutary, General Delegate, ANIMA Investment Network

10:15 -11:00 (45 mins)

'Venture FDI Unleashed": A Blueprint for Global Innovation

**Masterclass** 

Taif Hall



This masterclass will explore strategies for driving growth in emerging economies by boosting tech advantages, global competitiveness, and cybersecurity. Topics include creating tech innovation hubs, policies for scaling innovations, and workforce development for high-tech skills.

### **Speakers**

Nitin Pangam, CEO, Maeflower

11:00 - 11:30 (30 mins)

"Informative Advertising is Persuasive": The Art of Investor Engagement

Conference





This session will explore effective techniques for engaging investors and understanding their preferences. It will discuss strategies for building long-term relationships, focusing on trust, transparency, and personalized interactions. Insights from successful engagements will offer practical approaches for Investment Promotion Agencies (IPAs) to attract and retain investors, ensuring sustained growth and strong investor relations.

### Speakers

Zehra Fattah, Founder and Managing Director, Kent Consulting & Events Marios Tannousis, Deputy Director General, Invest Cyprus Gareth Hagan, CEO, OCO Global

### Moderator

Nawied Jabarkhyl, Director, Head of International Media Relations, APCO





## DAY 3 – 27 November 2024



10:00 - 16:00 (6 Hours)

International SolarX Startup Challenge – Accelerator Workshop (by invitation)

Side events

Ministerial Roundtable Venue

The SolarX Startup Challenge 2024 focuses on identifying innovative solar solutions in ISA member countries, with a particular emphasis on startups from the APAC region. The acceleration workshop in Riyadh will connect top startups with mentors, investors, and industry leaders to scale their innovations. Participants will explore synergies and investment opportunities in the solar sector.

11:00 - 11:45 (45 mins)

"Click Invest Repeat": Revolutionizing IPAs with Cutting-Edge Technology

Masterclass

Taif Hall



This masterclass will explore how cutting-edge digital tools, including AI and big data, enhance the entire investment promotion cycle for IPAs—from marketing and investor targeting to information provision, streamlined procedures, and data analysis.

#### **Speakers**

Chris Knight, Managing Director, fDi Intelligence

12:00 - 12:40 (40 mins)

"To Finish First, First you Have to Finish": Operational Excellence in IPAs for the Benefit of our Investors

Conference



This session will explore operational excellence in Investment Promotion Agencies (IPAs), focusing on balancing marketing, promotion, aftercare, and relationship management. It will cover governance structures, the role of aggregators in lead generation, and best practices to enhance IPA efficiency and impact.

Levon Ohanesyan, CEO, Enterprise Armenia

Dr. Damie Sinanan, Executive Director, Caribbean Export Development Agency

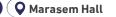
Natalia Bejan, Director General, Invest Moldova Agency

Dr. Abhishek Saurav, Senior Economist, Finance, Competitiveness, and Innovation, The World Bank

13:15 - 13:45 (30 mins)

"Strategic Alliances": Leveraging Partnerships for Investment Success

Conference





This session will examine partnerships in investment promotion, focusing on building alliances with governments, industry groups, and global organizations. It will address challenges such as balancing public-private interests and ethical considerations and provide case studies and best practices to help Investment Promotion Agencies (IPAs) drive investment and economic growth.

### Speakers

Right Honourable Dr Denzil L Douglas, Senior Minister, Minister of Foreign Affairs, International Trade, Industry & Commerce, Consumer Affairs, Economic Development and Investment, Saint Kitts and Nevis

H.E. Sameer Abdul Hafiz, Minister of Economy & Planning, Republic of Tunisia (Tentative)

H.E. Bandar Ibrahim Alkhorayef, Minister of Industry and Mineral Resources, Kingdom of Saudi Arabia (Tentative)

Nawied Jabarkhyl, Director - Head of International Media Relations, APCO

12:45 - 13:30 (45 mins)

"Visibility Attracts Opportunity": 10 Digital Marketing Tactics for IPAs

**Masterclass** 

Taif Hall



This masterclass will guide IPAs in crafting unique marketing strategies to attract high-value investors by leveraging targeted approaches, aligning with national goals, and optimizing with tools like big data, SEO, and CRM. Attendees will learn to track investor behavior and adapt strategies in real time to boost competitiveness.

### Speakers

Gareth Hagan, CEO, OCO Global





## DAY 3 – 27 November 2024



13:30 - 14:30 (60 mins)

Saudi-Austrian Innovation Roundtable (by invitation)

Side event

Dammam Hall



This session focuses on enhancing economic cooperation and exploring partnership opportunities between Saudi and Austrian representatives

14:30 - 15:15 (45 mins)

"Ready, Set, Go": Strategic Approaches to Specialized Industry Investment Promotion

Conference





This session examines strategies for promoting investment in specialized industries, focusing on identifying highpotential opportunities and balancing innovation with regulatory support. The discussion will cover sharing of insights and best practices, equipping IPAs to effectively navigate emerging industry opportunities.

Dr. Mohammed A AlQuwaizani, Managing Director of Saudi Arabia, Johnson & Johnson Innovative Medicine Ananthanarayanan Shanmugam, Senior Vice President and Chief Facilitation Officer, Invest India Mario Vargas, Trade and Investment Director of Peru to the UAE & GCC

Dushyant Thakor, Deputy Executive Director, WAIPA

14:30 - 15:15

Promoting Responsible Investment Through Investment Opportunity Preparation Packaging (45 mins) and Appraisal







This masterclass will cover some perspectives of UNIDO's ongoing work in African, Caribbean and Pacific countries and will serve to detail UNIDO's technical and advisory support to investment promotion agencies, showcasing its digital tools and the UNIDO Investment Platform as a means to promote responsible investment to enable global sustainable development.

### **Speakers**

Dr. Brian Portelli, Chief Technical Advisor, UNIDO

15:15 -15:35 (20 mins)

Closing of the 28th WIC: Highlights and the way forward







### **Speakers**

H.E. Ibrahim Almubarak, Assistant Minister of Investment and CEO, Saudi Investment Promotion Authority (SIPA) Nivruti Rai, Managing Director and CEO, Invest India, and President, WAIPA Dr. James Zhan, Executive Board of World Investment Conference, WAIPA Ismail Ersahin, Executive Director and CEO, WAIPA

17:00 -19:30 (90 mins)

Saudi-Swiss Joint Economic Committee Meeting (by invitation)







The Saudi-Swiss Joint Economic Committee Meeting will serve as a platform for enhancing economic cooperation and exploring partnership opportunities between Saudi and Swiss representatives



