



U.S.-Saudi Business Council
مجلس الأعمال السعودي الأمريكي

الهيئة العامة
للصناعات العسكرية
General Authority
for Military Industries



Flourishing Opportunities in Saudi Arabia's Defense Sector

General Authority for Military Industries (GAMI)
U.S.-Saudi Business Council

Defense Industry Roadshow
Briefing Booklet

Washington, D.C.
September 29, 2022



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AGENDA

Flourishing Opportunities in Saudi Arabia's Defense Sector

General Authority for Military Industries (GAMI) – Defense Industry Roadshow
Washington, D.C. | September 29

- | | |
|-------------------|--|
| 12:00 pm-12:30 pm | Registration and Networking |
| 12:30 pm-1:10 pm | Lunch Served
Welcome Remarks: H. Delano Roosevelt, President & CEO, U.S.- Saudi Business Council
GAMI Keynote: H.E. Ahmad Al-Ohali, Governor, GAMI
GAMI Corporate Video |
| 1:10 pm-1:20 pm | Networking Break |
| 1:20 pm-2:25 pm | GAMI Presentation: Strategy, Acquisition, Industrialization, and Supply Chain |
| 2:25 pm-2:30 pm | Presentation: World Defense Show (WDS) |
| 2:30 pm-2:40 pm | Saudi Arabian Military Industries (SAMI) Keynote: Becoming a Tier One Defense Contractor and Opportunities for International Partnerships
Walid Abukhaled, CEO, SAMI
<i>Other SAMI staff as designated</i> |
| 2:40 pm-2:50 pm | Presentation: Doing Business in Saudi Arabia: an OEM Perspective
Brigadier General (Ret.) Joseph Rank
Chief Executive, Lockheed Martin Saudi Arabia |
| 2:50 pm-2:55 pm | Takeaways & Our Partners' Roles |
| 2:55 pm-3:15 pm | Q&A and Discussion Session |
| 3:15 pm-3:20 pm | Closing Remarks |



الهيئة العامة للصناعات العسكرية
General Authority for Military Industries



H.E. Ahmad Al-Ohali

Governor
General Authority for Military Industries

H.E. Ahmad Al-Ohali, Governor of the General Authority for Military Industries (GAMI), is leading the localization and transformation that the Kingdom's defense sector is currently witnessing. Al-Ohali leads the strategic roles and responsibilities associated with leading the defense sector's ecosystem of activities, as per clear regulatory frameworks and governance models.

- Governor of the Kingdom's General Authority for Military Industries (GAMI) since 23 March 2019, Al-Ohali was appointed by Royal Decree of the Custodian of the Two Holy Mosques King Salman bin Abdulaziz Al Saud with the rank of Minister.
- Prior to his appointment as Governor of GAMI, Al-Ohali served as CEO and member of the board of directors of the Saudi International Petrochemical Company (SIPCHEM).
- Board Member in several key entities including Gulf Petrochemicals and Chemicals Association (GPCA), Saudi Petrochemical Manufacturers Committee, Advisory Board of Petrochemicals Research Center at King Fahd University of Petroleum and Minerals (KFUPM), Chair and Member of several private sector companies, industrial institutions, and commercial conglomerates.
- Obtained his Bachelor's degree in Chemical Engineering (with Honors) from KFUPM in 1981, and went on to enroll in several training modules in executive leadership, financial planning, and upper-tier management.
- Al-Ohali's career commenced in 1981 when he joined Saudi Basic Industries Corporation (SABIC), beginning with a two-year training period in the United States, after which he joined the company at its Jubail Industrial City Headquarters.
- Assumed a number of key executive designations throughout his tenure with the company.
- In early 1996, transitioned to establish a number of successful medium-sized commercial and industrial private sector endeavors.



الهيئة العامة للصناعات العسكرية
General Authority for Military Industries



Eng. Gasem AG Al-Maimani

Deputy for Governor for Military Industries General Authority for Military Industries

- Deputy Governor – Industry, General Authority for Military Industry; July 2019 to Present
- CEO, Taiba Holding Company, April 2018 to July 2019; Medina.
- CEO, Arabian Cement Company, June 2013 to 2018; Jeddah.
- Deputy Minister for Industrial Affairs, Ministry of Commerce and Industry, May 2012 to June 2013; Riyadh.
- Vice President, Plastic Cluster; National Industrial Clustering Development Program (NICDP), March 2011 to May 2012; Riyadh.
- President, Al Watania for Plastics, Feb. 2010 to March 2011; Riyadh.
- Fertilizers Strategy, Economics and Business Support GM, 2009 to 2010; SABIC HQ, Riyadh.
- Polymers SBU Business Planning & Support GM, 2004 to 2009; SABIC; Riyadh.
- Chairman of Board of Directors of SABIC Polymers Turkey Company in Adana, Turkey.
- Chairman of Board of Directors of Gulf Organization of Industrial Consultations (GOIC)
- Member of Board of Directors of Jubail United Company, Jubail.
- Member of Board of Directors of Yanbu Petrochemical Company (YANPET)
- Member of Board of Directors of Jubail Petrochemical Company (KEMYA)
- Member of Board of Directors of Laleh Petrochemical Company in Iran.
- Member of Board of Directors of Technical Vocational Training Corporation (TVTC)
- Member of Board of Directors of Saudi Industrial State Authority (MODON)
- Member of Board of Directors of National Industrial Clusters Development Program (NICDP)
- Member of Board of Directors of Royal Commission of Jubail and Yanbu (RCJY)
- Member of Saudi Energy Efficiency Center (SEEC), KACST
- Member of Economic Offset Program.
- Member of the National Committee of the World Energy Council.
- Chairman of Board of Directors, Qatrana Cement Company (QCC), Jordan.
- Member of the World Cement Association (WCA)
- Vice Chairman – National Saudi Cement Industry Committee
- Member of Board of Directors of King Abdulaziz City for Science and Technology (KACST)
- **Bachelor of Science**, Mechanical Engineering with Honors, 1989; KFUPM, Dhahran, Saudi Arabia.



الهيئة العامة للصناعات العسكرية
General Authority for Military Industries



Mr. Mohammad Saleh Al-Athel

**Deputy Governor, Military Acquisition
General Authority for Military Industries**

Mohammed Al Athel serves as the Deputy Governor of Military Acquisition at the General Authority for Military Industries. His responsibility covers the management of Saudi Arabia's armaments procurement activities as part of the Authority's role to consolidate acquisition of defense and security equipment and services. Al Athel previously served as General Secretary of the Board of Directors at GAMI between November 2017 and October 2018, during which he led the establishment of the Authority.

Prior to joining GAMI, Al Athel led the team responsible for the establishment of the Saudi Arabian Military Industries Company (SAMI), as well as the role of Secretary General and member of the Armament Contracts Review Committee at the Ministry of Defense which reported to HRH the Minister of Defense.

He started his career at the Saudi Industrial Development Fund (SIDF) where he worked across investments and credit activities and was later appointed at the Saudi Company for Development and Technical Investment (TAQNIA).

Al Athel holds a bachelor's degree in finance from King Fahd University of Petroleum and Minerals (KFUPM), and an MBA from the Smith School of Business at Queen's University in Kingston, Canada.



Eng. Walid A. Abukhaled
Chief Executive Officer, (SAMI)

A seasoned executive with a nearly three-decades-long distinguished career in the Technology industries, Eng. Walid Abukhaled, is the Chief Executive Officer of SAMI, he led the company to be among top 100 defense companies in only four years since it started operations. Eng. Abukhaled leads the company to achieve its business strategy and targets. He works closely with all stakeholders and partners to drive forward, deliver world-class products and services, and attain the company's vision of becoming a top-25 global defense company by 2030.

Eng. Abukhaled joined SAMI from Northrop Grumman where he served as Chief Executive Officer for Middle East, responsible for leading the company's operations across the region, developing strategies for growth, and identifying new business opportunities, in addition to managing strategic relationships, as well as identifying and executing joint venture and merger and acquisition opportunities.

Prior to that, Eng. Abukhaled was Deputy Minister for Industrial Affairs at the Ministry of Commerce (previously Ministry of Commerce & Industry). He led the development of new policies and strategies for the promotion, expansion, and sustainable development of Saudi Arabia's industrial sector, as part of its continued industrial and economic diversification efforts.

Leveraging his local expertise and excellent leadership skills, Eng. Abukhaled has also served as President and CEO for Saudi Arabia and Bahrain at General Electric (GE), where he led the company's operations and strategy for growth.

Eng. Abukhaled also held a variety of roles at BAE Systems and its predecessor British Aerospace, where he started his career in May 1990, over an extensive career spanning 21 years in both Saudi Arabia and the UK. Before leaving the company, he was Director of Portfolio Management and Chairman of BAE Systems Saudi Arabia Operations Board.

Eng. AbuKhaled's currently serves as Chairman of the Board of Directors at both the National Academy of Military Industries and Advanced Electronics Company, as well as Chairman of the Advisory Board of Cranfield University.

The Saudi national industry veteran has several accolades to his name, including the 'Entrepreneur of the Year – Thought Leadership' honor at the Enterprise Agility Awards 2018 and the 'CEO of the Year' from Arabian Business magazine in 2015. In addition he was named as one of the top three 'Revolutionary CEOs in the Middle East' in 2011.





Biography

Joseph W. Rank Vice President and Chief Executive Kingdom of Saudi Arabia

Joe Rank retired from the U.S. Army as a brigadier general. In his last posting in the Pentagon he served as the Acting Deputy Assistant Secretary of Defense for Middle East Policy for Secretary Mattis. As an Arabic speaking Foreign Area Officer Joe focused on the Middle East for the last 25 years of his career to include being posted to five U.S. Embassies as well as Middle East Policy positions in the Pentagon including positions on the Army, Joint Staff and Office of the Secretary of Defense staff. He served as the senior defense attaché in the United Arab Emirates (2015-17), Jordan (2011-14), Lebanon (2010-11), Yemen (2004-06) in addition to be deployed to Saudi Arabia, Iraq and Kuwait for Desert Shield / Desert Storm (1990-91) with the 1st Infantry Division.

Joe currently serves as the Vice President and Chief Executive Kingdom Saudi Arabia and Africa for Lockheed Martin. Joe's academic background includes a BA in Ancient Languages from Wheaton College; an MA in Biblical Studies from Wheaton College; an MS in National Security Strategy from the National War College; and an MA in Islamic Studies from the University of Virginia. He is currently a non-resident Faculty Member of the US Army War College and serves as a Board Member on the Mohammed bin Salman College.



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مجلس الأعمال السعودي الأمريكي

H. Delano Roosevelt

President and Chief Executive Officer
U.S.-Saudi Business Council



Hall Delano Roosevelt was born in Los Angeles, California, and is the grandson of President Franklin Delano and First Lady Eleanor Roosevelt. He is also the direct descendant of President Theodore Roosevelt. He attended the International School in Geneva Switzerland; Brentwood Military Academy, California; Pacific Palisades High School; and Woodbury University, Los Angeles, California. Del's father was James Roosevelt, FDR's first-born son. Del lived on the East Coast when James served as a Congressman for 6 terms from California's 26th District, then in Europe when his father was the United Nations Ambassador to Geneva.

Prior to joining the Business Council, Del served as the Director of New Business Development for the Reza Investment Group based in Saudi Arabia. The Reza Investment Company is wholly owned by the Alireza family, one of the oldest and respected trading families in Saudi Arabia. Reza Investment has successfully developed market-leading positions in trading, manufacturing and service industries throughout Saudi Arabia and the Gulf Cooperative Council (GCC). Del is a joint founder of Friends of Saudi Arabia, a cultural awareness program.

Del's previous involvement also includes:

- Board Member, National Council on U.S.-Arab Relations
- Chairman, Middle East Council of American Chambers of Commerce
- Executive Board Member, American Mission Hospital, Bahrain
- First Vice President, Bahrain American Chamber of Commerce
- Board Member, FDR Warm Springs Institute for Rehabilitation
- Board Member, American Business Association, Eastern Province, Kingdom of Saudi Arabia

Mr. Roosevelt also served as the head of Roosevelt Consulting Inc., an international consulting company focusing on assisting organizations and private investors in structuring cross- border transactions, technology transfers, and direct investments globally with a focus on the Middle East.

Del was Chairman and Member of the Long Beach Community Development Advisory Committee, which allocates the \$10 million plus of U.S. Department of Housing and Urban Development grants for city economic improvement projects. He also chaired the Solid Waste Management Commission, where he helped to start the City's curbside city-wide recycling program. Elected as the City's Fourth District Councilmember, Del's interest in environmental issues prompted him to recommend that the City Council establish a Sustainable Development Board – a recommendation that has been implemented by the Environmental Task Force.

As a member of the City Council, Del authored the City's redistricting plan in 1996. He was appointed as Chair of the Federal Legislation and Environmental Affairs Committee which made him responsible to develop the City's legislative agenda and required him to spend a great deal of time advocating in Washington D.C. and Sacramento, California. He also served as Vice-Chair of the Public Safety Committee and on the Joint Powers Authority with the City of Signal Hill, and participated in the City's Collaborative Conversations Program with the Long Beach Unified School District. Based on experience gained in his work at Southern California Edison, working in Energy Conservation and Load Management as a Major Account Executive for ten years, Del took a leading position for the City Council when the City considered becoming its own electrical municipality and severing ties with Southern California Edison as a result of an opportunity for the city to renegotiate its franchise fees contract

Del also worked for the Boeing Sea Launch Program as Director of Governmental Relations, which took him on extensive trips to the South Pacific.

Attendee List

Washington, DC
September 29, 2022

Sarah Badawi, Director, US Government Relations	Advanced Micro Devices
Carlos Pichardo, Vice President	Aeronautical Systems Inc.
Felipe Rodriguez, CEO & President	Aeronautical Systems Inc.
Dak Hardwick, Vice President, International Affairs	Aerospace Industries Association
Michael Yu, Director, Offsets and Industrial Participation	AM General
Robert Quinn, Vice President, International Business Development	AM General
Mark Supko, Vice President, International Business Development	BAE Systems
Patrick Hickey, International Business Development	BAE Systems
Graydon Myhre, Director of Internal Sourcing	BAE Systems
Faran Siddiqi, Director, International Business Development	BAE Systems
Richard Captain, Strategy and Operations Manager	Bechtel
Mike Costas, Head of Defense and Nuclear	Bechtel
Joseph Wier, Senior Manager	CAE USA
Randy Tymofichuk, Director, Sales and Business Development	Caterpillar Defense
Mario Kallergis, Chief Technology Officer	Coastal Mechanics Company Inc.
Phillip Hutcherson, CEO	Control Solutions LLC
David Commons, Co-President	Denali Aviation Solutions
Dave Hill, Deputy General Manager	Denali Aviation Solutions
Steven Arquette, VP DoD & Government Programs	Easy Aerial
Shaun Lott, Vice President	Enercon Engineering Inc.
Philip Vaughn, Executive Director, Government Relations	Fluor
Jon Gruen, CEO	Fortem Technologies
Ron Hutter, VP, Product Sales & Industrial Cooperation	GE Aviation
Alan Aouate, Managing Director	General Dynamics Arabia Ltd.
Phil Skuta, Director - Security Cooperation	General Dynamics Land Systems
Pete Jessop, Area Manager: Supply Chain Management	General Dynamics Land Systems
Matthew Boyer, Director, Business Development Operations	General Motors Defense
Donna Rogers, VP, Business Development for Defense and Space	Honeywell
Tim Byers, SVP and General Manager, Federal & Environmental Solutions	Jacobs
Bill Grice, Global Market Director - Defense & Regional Security	Jacobs
John Angevine, Sr. Principal/Chief of Staff	Jones Group International
Lidija Franklin, Senior Associate	Jones Group International
Barry Maxwell, Senior Director, Business Development	Kaman Precision Products
Chris Tucker, Vice President	L3Harris
Andrew Rizley, Director of Localization and Offsets	L3Harris
C.R. Davis, Vice President	L3Harris
Eric Nelson, Business Development Director	Leidos

Jean-Paul George, Sr. Manager, Middle East & Emerging Markets	Lockheed Martin Corporation
Vincent Panzera, VP International Supply Chain & Industrial Development	Lockheed Martin Corporation
Graham Gall, Industrial Development Director - KSA	Lockheed Martin Saudi Arabia
Brig. Gen. (Ret.) Joseph Rank, LMSA CEO	Lockheed Martin Saudi Arabia
Michael Gray, SVP Business Development	Navistar Defense
Ryan Garner, Chief Financial Officer	Navistar Defense
Gregory Black, Sr. Director, Co-Production Lead	Northrop Grumman
Michael Musiol, Managing Director	Oshkosh Defense
James Roland, CEO	Parts and Repair Technical Services Inc.
Michael Caudill, President	Parts and Repair Technical Services Inc.
Marco Fluegel, Director, Global Ventures	Raytheon Technologies
John Shade, EVP, Defense Business Development & Future Programs	Rolls-Royce North America
David Horton, President & CEO	Schweizer RSG
Asif Moosa, AVP, International Business	SRC, Inc.
JihFen Lei, Executive Vice President	Teledyne FLIR Defense
Larry Boles, Global Director, Industrial Participation and Offsets	Teledyne FLIR Defense
Arne Skjaerpe, VP, Business Development and Sales	Teledyne FLIR Defense
Roger Kashaninejad, Sr. Director Business Development	Telephonics Corp.
Brent Philson, Senior Director, Global Military Sales	Textron Systems, Inc.
Brian Beyrouthy, Director, International Strategic Partnerships	The Boeing Company
Jamie Gelder, CEO	United Aero Group, LLC
Richard Koucheravy, EVP, Aerospace	Vita Inclinata Technologies
Nasser Bayram, Group President	Zahid Group



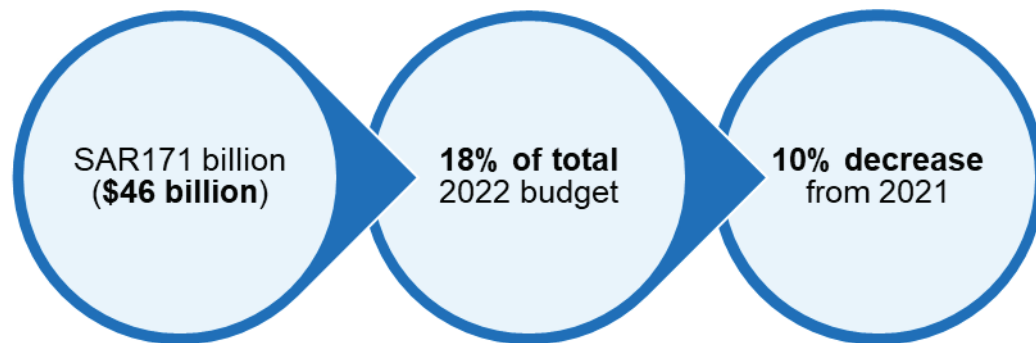
U.S.-Saudi Business Council Economic Brief

Defense Sector Update 2022

Saudi Defense Spending

- Saudi Arabia ranks as the world's **fifth largest sovereign spender on military & defense**, according to the Stockholm International Peace Research Institute (SIPRI).
- The government announced a SAR171 billion (**\$46 billion**) allocation for the military sector in 2022, a **10 percent decrease** from the SAR190 billion (\$51 billion) in estimated military spending for 2021. Actual military spending in 2021 exceeded the budgeted level by 9 percent.

Saudi Arabia's 2022 Defense Budget



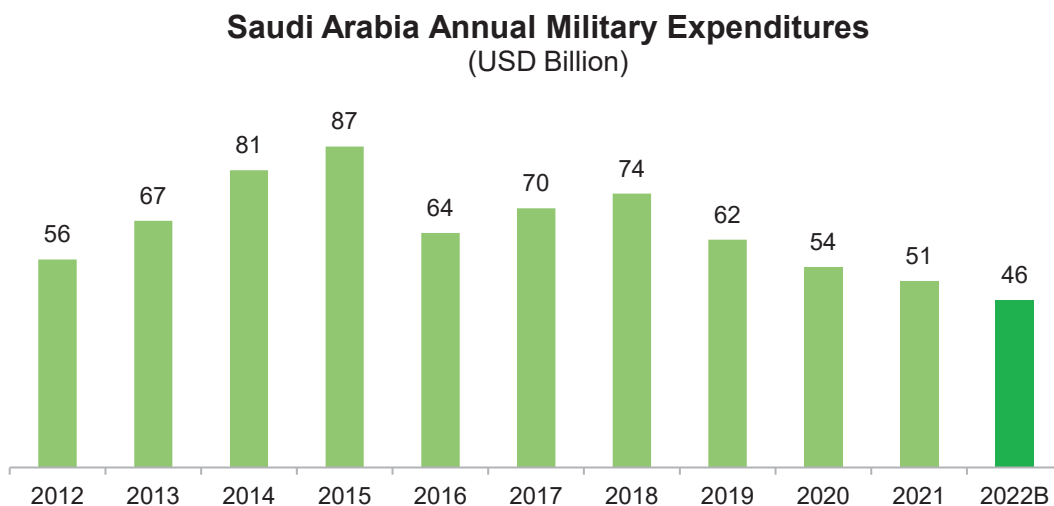
- Defense spending has fluctuated below its 2015 level due partially to lower oil prices post-2015 and a transition towards **greater involvement by the Public Investment Fund (PIF) and the private sector in defense-related projects**.
- Defense spending in 2022 is expected to remain below pre-2019 levels, reflecting a **broad-based reduction in overall expenditures** as the **Kingdom aims to fully eliminate its budget deficit in 2022**.
- Projects that are earmarked under the 2021 military budget include completing 80 percent of the operating plan within the **Ministry of Defense's 10-year plan**, the second and final stages of the **King Salman Base** and **King Faisal Air Academy** relocation projects, and defense capacity-building across 8 military entities.

New Technologies

- Targeted military technologies by GAMI include **EO/IR, directed energy, radar, RF radio, cybersecurity, electromagnetic weaponry, and AI/machine learning**.
- In the EO/IR field, advanced IR targeting, multispectral, and hyperspectral imaging technology are technologies of high interest. GAMI signed a SAR750 million (\$195 million) agreement with local firm **INTRA Defense Technologies** to procure six **unmanned aircraft systems with advanced EO/IR capabilities**.
- The SAMI L3Harris Technologies, LLC joint venture also pertains to the deployment and development of advanced EO/IR capabilities. Other advanced digital technologies including **blockchain encryption**, and **machine learning** applications across data gathering, threat identification, and communications.

Localization

- Early signs of progress in Saudi Arabia's defense manufacturing capacity include the deployment of the **first domestically produced fast jet aircraft**, the BAE Systems Hawk, in late 2019. In May 2020, a joint venture between **Oshkosh Defense** and **Al Tadrea Manufacturing** Company to manufacture armed vehicles in-Kingdom was announced. Saudi Advanced Technologies Company (Wahaj) was licensed by **BAE Systems** to manufacture consumable and complex structural components as part of the supply chain for the Eurofighter Typhoon combat aircraft.
- More recently, GAMI announced projects with **Lockheed Martin** relating to the local production of missile interceptor canisters and launchers in March 2022. In August 2021, Honeywell and Saudi firm MEPC signed a deal to localize repair and overhaul of a turbine engine system used in battle tanks.



Source: SIPRI, Saudi Ministry of Finance



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GAMI CONTACT INFORMATION



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U.S.-Saudi Business Council
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