

## Please Join Us Virtually! Challenges and Opportunities for A&D Companies in Entering Joint Ventures in Saudi Arabia and the UAE

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September 28, 2021  
12:00 - 1:30 PM (EDT)  
Virtual Luncheon

### Please join Miller Canfield at the September Virtual Aerospace and Defense Luncheon

#### Challenges and Opportunities for A&D Companies in Entering Joint Ventures in Saudi Arabia and the UAE

Tuesday, September 28, 2021  
12:00 - 1:30 PM (EDT)

Saudi Arabia and the UAE are key strategic allies of the United States in the Middle East and huge customers for U.S. and other Western defense companies. Under their long-term strategic development plans – Vision 2030 in Saudi Arabia and Economic Vision 2030 in the UAE - both countries have been seeking to diversify their economies and reduce their traditional reliance on oil and petrochemicals, create new high-tech industries and job opportunities, and strengthen their indigenous defense capability. Both countries have been trying to develop their defense industries by encouraging or requiring foreign defense contractors to enter joint ventures with state-owned companies like SAMI in Saudi Arabia and Tawazun in the UAE.

Our program will focus on the opportunities and challenges facing U.S. and other Western defense companies in entering into these joint ventures with state-owned companies in Saudi Arabia and the UAE. This will include a discussion of how flexible the Saudis and Emiratis have been in negotiating these joint ventures with Western defense companies, key contractual and operational issues that need to be addressed in establishing and operating these joint ventures, and how Western defense companies have addressed export control, anti-corruption and antiboycott law compliance, intellectual property protection, and other issues that may arise in international joint ventures in the Middle East.

Our panel will include:

- **Greg Golden**, Senior Corporate Counsel, Middle East North Africa, Northrop Grumman Corporation
- **Chris Tierney**, Senior Legal Counsel, Bechtel Corporation
- **Greg Waddoups**, Lead, International Legal Group, Raytheon Technologies

**Howard Weissman** of our Washington D.C. office will moderate the discussion.

Continued

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*This event will be subject to the Chatham House Rule  
to encourage an open and frank discussion.*

**This event will begin promptly at 12:00 PM EDT, utilizing Zoom,  
with the lines opening for connections beginning at 11:50 AM EDT**