

FIRST MINISTER VISIT TO USA AND CANADA – 3-8 FEBRUARY 2019 - PROGRAMME**Sunday 3 February – Washington DC**

Arrive Washington DC

Meeting with British Ambassador to the US

Monday 4 February – Washington DC

Meeting with Leidos

Meeting with Verdant Power

Speech at Georgetown University

Media interview with PBS Newshour

Media interview with Washington Post

Dinner with business leaders, hosted by Global WIN

Tuesday 5 February – Washington DC / New Jersey / New York City

Meeting with Marriott International

Depart Washington DC

Arrive New Jersey

Meeting with Governor of New Jersey, Phil Murphy

Depart Washington DC

Arrive New York City

Meeting with Human Rights Activist, Kerry Kennedy

Dinner/in-conversation event with Tina Brown

Wednesday 6 February – New York City

Meeting with Executive Director for UN Women, Phumzile Mlambo-Ngcuka

Meeting with Assistant Secretary-General for UN Human Rights, Andrew Gilmour

Roundtable at the UN with Andrew Gilmour on Scotland's Human Rights agenda

Meeting with Conway Group

Scotland Is Now investor lunch

Interview with Amanpour & Co

Meeting with Morgan Stanley

Thursday 7 February - New York City / Ottawa

Call with Minister of Environment and Climate Change

Depart New York City

Arrive Ottawa

Meeting with British High Commissioner to Canada

Meeting with Social Enterprise representatives

Scotland Is Now Reception

Depart Ottawa

Arrive Toronto

Friday 8 February – Toronto

Meeting with the Toronto Region Board of Trade

Opening the Toronto Stock Exchange

Call with Minister of Science and Sport

Media interview with CBC

Meeting and tour of MaRS

Media interview with Bloomberg

Social Enterprise Visit witnessing Social Enterprise Academy (Scotland) signing with local partner

Media interview with The National Post

Depart Ottawa for UK



Declaration of Shared Values and Cooperation on Climate Change and Clean Energy

There has never been a greater need for international cooperation – addressing climate change requires ambitious action by all countries, states and regions. Scotland and New Jersey share a commitment to tackling climate change and safeguarding the planet for future generations through global leadership, high ambition and robust action.

Climate change represents an urgent and potentially irreversible threat to human societies, particularly the less well-off and the vulnerable, as well as to the environment and our global economy. The Paris Agreement recognises that climate change is a common concern of humankind and the recent Special Report from the Intergovernmental Panel on Climate Change (IPCC) has further highlighted the risks, including to economic growth, posed by unmitigated climate change.

It is clear that all countries, as well as businesses and individuals, need to act now if the goals of the Paris Agreement are to be met. Taking swift action to tackle climate change will have significant economic benefits for jobs, investment, the growth of and trade in clean energy and the low carbon economy, which can be shared by all communities and nations.

Scotland and New Jersey have set ambitious climate and clean energy targets. The IPCC report says the world needs to be carbon-neutral, defined as net-zero emissions of carbon dioxide, by 2050. With the targets in the Scottish Government's current Climate Change Bill, that is exactly where Scotland will be. The Scottish Government has also committed to achieving net-zero emissions of all greenhouse gases as soon as possible. We'll set a target date as soon as this can be done credibly and responsibly.

Scotland and New Jersey both recognise the importance of decarbonising the energy sector. Scotland's first whole-system Energy Strategy sets an ambitious target for 50% of all Scotland's energy needs, including heat and transportation, to be met from renewable sources by 2030. Renewables currently supply 20% of Scotland total energy consumption, with renewable electricity reaching a new record in 2017 of 70.1%. Scotland is seen as a leader in Offshore Wind innovation – hosting the Offshore Renewable Energy Catapult and the world's first floating offshore wind farm. Scotland has also committed to phasing out the need for new petrol and diesel cars and vans by 2032.

Fulfilling his pledge to restore New Jersey to a national leadership role in the fight against climate change and sea-level rise, Governor Murphy announced that the state will re-join the Regional Greenhouse Gas Initiative (RGGI), an effort made up of Mid-Atlantic and New England states working to reduce carbon-dioxide gas emissions from the energy sector through a cap-and-trade auction process.

By declaring one of the most ambitious offshore wind energy targets in the United States, as well as accelerating the development of solar and other renewable energy sources, Governor Murphy is putting New Jersey on a road to 100 percent clean energy by 2050.

Since Governor Murphy signed an Executive Order one year ago, New Jersey has made dramatic strides with its offshore wind initiative and cemented its place as a national leader. The Governor has established a goal of 3,500 megawatts (MW) of offshore wind energy by 2030. In December 2018, the New Jersey Board of Public Utilities (NJBPU) accepted bids from three developers for 1,100 MW of offshore wind energy with a decision due in June 2019. Further, the Governor asked the Board to consider additional solicitations of 1,200 MW in 2020 and 2022. The new offshore wind industry will also create a supply chain, providing a boost to the state's economy and creating jobs.

The Administration is also in the process of developing a state Energy Master Plan to establish a roadmap for achieving 100% clean energy by 2050.

Scotland and New Jersey firmly believe in the importance of adaptation and increasing resilience to an already changing climate. Scotland is currently developing its second Adaptation Programme which will be delivered by the end of 2019. New Jersey is developing a Coastal Resilience Plan, which will inform the state's response to the impacts of climate change.

To support the global fight against climate change, Scotland and New Jersey agree over the coming years to:

- Share their experience and best practices in tackling climate change and decarbonising the energy sector, including renewable energy production and off-shore wind and adaptation, bilaterally and with the international community to support global action on climate change;
- Work with like-minded countries, states, and regions to increase ambition on climate change; and
- Promote business and economic opportunities created by the transition to a low carbon economy, through the exchange of expertise and services, by encouraging connection and collaboration across academic and innovation ecosystems and by mutually supporting the businesses in their respective communities to identify and leverage commercial opportunities which emerge.

Government of New Jersey

Government of Scotland

Governor Phil Murphy

First Minister Nicola Sturgeon



SUMMARY

Conway, Inc. is proud to name Scotland as the Host Organization for the 19th annual World Forum for Foreign Direct Investment (FDI) in 2022, as outlined in this non-binding MOU dated February 6, 2019.

For the duration of this agreement, each party shall perform its respective obligations which are expressed or implied to be performed by that party as set out in this full contract to be signed by both responsible parties. Agreement and in accordance with all applicable laws.

PROGRAM AND DATES

- Target Dates: Event to take place between April – June 2022 – suggested dates May 16th - May 19th
- Target Audience: minimum 400, maximum 500 attendees
- Target Geographical Demographics: 25% regional and 75% international
- Target Delegate Profile Demographics: C-Suite level: 35% Corporate Investor 25% Site Selection Consultant or Service Provider, 40% International Promotional Agency, Economic Development Corporation and/or Government Representative
- Sector Demographics: Targets to include priorities identified by Host Organization
- Program Outline: The two-and-a-half-day conference will incorporate content sessions and networking/hospitality receptions at various venues and locations throughout Edinburgh, Scotland. Conference sessions will feature a mix of keynote speakers and panels from various industry sectors. Host may decide to offer industry sector and/or destination/cultural tours on the eve of the first day of the conference.

HOST ENTITLEMENT

- Complimentary access to the 2019 and 2020 conferences and Sponsorship of the 2021 conference to promote Scotland/ 2022 event.
- Details of 2022 attendees with contact information to be provided on registration, final confirmed list two (2) weeks prior to start of conference, for the Host Organization's reasonable business and marketing purposes.
- Full conference and all networking/hospitality receptions to be hosted in Scotland to showcase the host region.
- Opportunity to host industry sector and city tours with foreign investors, to take place one day prior to the first day of the program, at Host Organization's discretion and cost.
- Host Organization is encouraged to initiate a direct outreach campaign to target participants to invite them to the event and maximize participation. Conway is not responsible for tours.
- Host will take full responsibility for all site tour organization and costs, including transportation, catering, activities, et cetera.
- Host must advise Conway, at least one month in advance of the first day of the conference, of any maximum limits to the number of attendees, as well as any dress or behavioral requirements of the attendees in advance of tours.





CONTENT

- Keynote "Welcome Address" up to 10-minutes from senior official of Host Organization to all participants at both the Gala Opening Reception and to kick off the Forum on the first full day of programming.
- Opportunity to contribute and collaborate on session topics and agree with Conway upon overall agenda prior to release Conway to have final approval on the agenda.
- Opportunity to nominate and agree with Conway upon corporate invitation to participate in the conference panel sessions as speakers.
- Full access to speakers and delegates during the event, and the delegate list with full contact details will be provided pre-event (two weeks prior to start) and post-event (within seven days after the close of the conference), for the Host Organization's reasonable business and marketing purposes.

Signed this 16th day of February, 2019

Rt. Hon. Nicola Sturgeon, MSP, First Minister of Scotland

Steve Dunlop, CEO, Scottish Enterprise

Adam Jones-Kelley, President, Conway, Inc.