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intelligent investment
in emerging markets

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5th Annual INVEST IN TURKEY

28 April 2017
Conrad St James Hotel

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Event Overview

As the 17th largest economy worldwide with track record growth and bright future, undeniably, Turkey provides a serious investment potential in **transport, health, energy, renewable** and **education** sectors. Thus, for the fifth year running, EEL Events has been researching Turkey's investment climate to provide Investing in Turkey Forum, a highly informative conference, that seeks to draw international and regional stakeholders interested in **project finance, PPP/PFI** and **direct investments** to come to London to forge new business opportunities.

Join some of the most active and influential infrastructure and PPP stakeholders for one day of in-depth learning, business development, and unparalleled networking opportunities with a mix of top financiers, developers, constructors, operators and policymakers who lead key deals in the region!

Some of the Confirmed speakers include:



Christopher Bredholt
VP – Senior Analyst,
Infrastructure Finance
Moody's Investors Service Ltd.



Murat Kosal
Assistant Managing
Director in Finance
Otoyol A.S.



Mike Davey
Independent Member
of Executive Board
YDA Group



Tylor Hartwell
Assistant General Manager
SMBC



Tom Sparrow
Senior Project Director
BTY



Yalcin Eliguzelgolu
Business Development Director
GAMA Holding



Ali Ozan Karaduman
Managing Associate
Gün + Partners



Aytug Goksu
Commercial Counsellor
Turkish Embassy in London



Sule Kilic
Deputy Country Director
EBRD



Sylvain Delion
Senior Vice President
Macquarie Capital
London

Programme Highlights

- > Government policies and their impact on energy & infrastructure financing
- > What energy projects are in the pipeline for 2017/2018?
- > The government plans on PPP hospitals, highways, bridges, airports, tunnels.
- > What are foreign investors' biggest concerns when it comes to sponsoring projects in Turkey?
- > How to create a policy environment which encourages high-risk investments?
- > Investment opportunities in Renewable Energy
- > How are PPP project in Turkey being financed?

WANT TO BE INVOLVED?

For speaking, sponsorship & delegate opportunities,
contact the team:

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2015/16 Forum participants included:

Akfen Holding
Amstar Global Advise
Arup
ASEM Construction
Aston Bond
BAE Systems plc
MUFG
Barclays
BASEAK/ Dentons
Baspinar & Partners
BBC
Beach Villas
Bener Law
Binani House
Binani House / IMM
Marketing Ltd
BNP Paribas Fortis
BOTAS
BP
CACIB
Canadian Solar
Capital Dynamics
Carillion Private Finance
Cengiz Holding
Connexion Capital
Control Risks
Corintco
Cukur & Yilmaz Law
Firm
Dar Capital Limited
Denham Capital
Dentons
Dia Holding
DIF
Doga Investment

Edwards Wildman
Egeli & Co.
Enyo Law
ERM
EY
Fidelity Worldwide
Investments
Gide Loyrette Nouel
Gingko Tree
Investments Ltd
Global Energy
Global Investment
Holdings
Goldman Sachs
International
Gün + Partners
Guven Motorlu Araclar
A.S.Haberturk
IFC
Herrick
Hogan Lovells
Hoktiff
Howden Risk Partners
HSBC Bank
ICIS
Ictas Holding
IFM Infra News
InfraPartners
Management
Infrastructure
ING
IPFA
Isbank
Ministry of Public
Health

JLT Group
John Laing
JPMorgan AM
Ketenci & Ketenci
Kolcuoglu
Demirkan
Limak Energy
Lloyds Banking
Group
London Eye
Investment
Luxury Marketing
Advice
Macquarie Capital
Mahon VanHaas-
ter LLP
Marsh
Maxim
Corporate Finance
Maxim Securities
Mazars
Mec Int
Mellaart
International
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Investments
Mizuho Corporate
Bank
Mott MacDonald
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and Natural
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Engineering Ltd
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Pekin & Pekin
Peri Energy
PGE Polska

REGISTER TODAY

www.eelevents.co.uk

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09:00 Registration & morning coffee

09:30 Chairman's Welcoming Address

Leland Rice, Editor-in-Chief, **The Business Year**

09:40 Opening Speech

H.E Abdurrahman Bilgic, Ambassador, **Turkish Embassy**

GENERAL ATTITUDE ON INVESTING IN TURKEY

10:00 Keynote Presentation: Investment Climate in Turkey Today

Necmettin Kaymaz, Chief Project Director, **ISPAT**

10:20 Discussion: **TURKEY – WHY TO INVEST?**

- Examining current prospects: Is medium/long term perspective still positive despite the short term difficulties?
- Why to invest in Turkey infrastructure?
- Foreign investor's perspective on Turkey
- How can Turkish projects secure more long term financing from investors?
- Where and how can ECA finance be used to make projects more bankable?

Moderator: Aytug Goksu, Commercial Counsellor, **Turkish Embassy**

Panellists:

Sylvain Delion, Senior Vice President, **Macquarie**

Tylor Hartwell, Assistant General Manager, **SMBC**

Gaye Spolitis, Partner, **Erdem & Erdem Law Office**

Vomic Nur Shah, Head - EMEA, **UK Export Finance**

Mehmet Kutman, CEO Chairman, **Global Investment Holdings**

11:25 Networking Coffee Break

FINANCING & DEVELOPING PPP PROJECTS

11:55 Keynote Presentation: **A Turkish Bank's perspective on financing PPP projects**

Gulyuz Sungur, Unit Manager, **Isbank**

S.Cihan Sensoy, Assistant Manager, **Isbank**

12:25 Case Study: **Gebze-Izmir highway**

Murat Kosal, Deputy CFO, **Otoyol A.S**

12:45 **Risk in infrastructure PPPs**

Christopher Bredholt, Vice President, Senior Analyst, Infrastructure Finance, **Moody's Investors Service Ltd**

13:05 Networking Lunch Break

14:05 **What makes for a successful PPP Project**

Omar Elshayal, Business Development Director - EMEA, **BTY**

Tom Sparrow, Senior Project Director, **BTY**

14:25 **Healthcare PPPs - What's the next stage?**

Mike Davey, Independent Member of Executive Board, **YDA**

14:40 Discussion: **CHALLENGES FOR PPPs IN TURKEY**

- The government plans on hospitals, highways, bridges, airports, tunnels. Which new project sponsors are looking in Turkey?
- What are the barriers to PPP investments?
- How can ECAs, IFIs and development finance institutions assist infrastructure development in the current market?

Moderator: Gaye Spolitis, Partner, **Erdem & Erdem Law Office**

Panellists:

Tom Sparrow, Senior Project Director, **BTY**

Matthew Jordan, Head of Infrastructure Policy and Project Preparation, **EBRD**

Mike Davey, Independent Member of Executive Board, **YDA**

Yalcin Eliguzeloglu, Business Development Director, **GAMA Holding**

Ulrich Stark, Executive Director, **Siemens Bank GmbH**

15:30 Networking Coffee Break

ENERGY OPPORTUNITIES IN TURKEY

16:00 Discussion: **THE ENERGY INDUSTRY IN TURKEY – THE MOST IMPORTANT QUESTIONS?**

- Turkish energy strategies: Where is Turkey headed?
- What projects are expected to be announced over the next 12 months?
- What changes are being made to regulatory/legislative framework to determine more investments in the sector?
- How will Turkey's energy/renewable projects be financed?
- Recent challenges in Turkish Energy sector

Moderator: Leland Rice, Editor-in-Chief, **The Business Year**

Panellists:

Riza Kadilar, Senior Country Manager, **Natixis**

Ali Ozan Karaduman, Managing Associate, **Gün + Partners**

Sinan Oktem, CFO, **Limak Energy**

Taylan Onerci, Business Devel. Manager, **GAMA Energy**

16:50 Chairman Closing Remarks

Leland Rice, Editor-in-Chief, **The Business Year**

17:00 Evening Drinks Reception