



3rd Annual

# Investing in Turkey Forum

*“A Country Worth Investing In”*

17th April 2015

The Waldorf Hilton Hotel, London



Gold Sponsor



Bronze Sponsor



Speakers include:



**Kanat Emiroglu**  
Chairman  
Global Energy (GIH)



**Dr. Şuayip Birinci**  
Deputy Undersecretary, Health Care  
Management Specialist, Ministry of Health



**Sefa Sadık Aytakin**  
Deputy Undersecretary  
Ministry of Energy and Natural Resources



**Sue Barrett**  
Director, Transport  
EBRD



**Sinan Oktem**  
CFO  
Limak Energy Group



**Marco Rosso**  
Business Development Director  
Meridiam Infrastructure



**Gideon Tilburgs**  
Senior Investment Manager  
John Laing



**John Seed**  
Head of Europe and Africa Infrastructure  
Finance, Mott MacDonald



**Huseyin Arslan**  
Chairman  
YDA



**Jason Lucas**  
President  
Amstar Global Advisers



**Mehmet Ali Deniz**  
Director  
Global Investment Holdings (GIH)



**Ali Ozan Karaduman**  
Senior Associate  
Gün + Partners



**Tylor Hartwell**  
Assistant General Manager  
SMBC



**Necmettin Kaymaz**  
Chief Project Director  
ISPAT



## Introduction

Following on from the success of the "Investing in Turkey 2014" Forum, with over 120 market participants attending, EEL Events is proud to deliver yet another exceptional 3rd annual platform to be held in April 2015, London. This year's event under the topic of "A Country Worth Investing In" promises to be bigger and better than ever.



A major focus of the Forum is to explore investment opportunities in Turkey especially in the areas of energy resources, infrastructure and private equity.

A panel of leading government officials, developers, investors and financiers will examine sectors that offer the greatest opportunities and discuss some of the successful projects completed thus far.

The concept of the 2015 Forum will be to enlighten and educate international investors and market stakeholders to explore what the regions' economic growth has to offer. Like many industries globally, Turkey is experiencing crucial period of change. With ambitious Turkish Government plans to become a top ten economy by the nation's centennial in 2023, this event will provide the platform to discover investment opportunities in Turkey's Energy, PPP & Infrastructure and Private Equity sectors.

## Programme highlights

- Investment climate in Turkey Today
- TTIP and the Case of Turkey - effects of TTIP on energy, infrastructure & PE
- EU and Turkey co-investment in Iraq's energy export infrastructure
- PPP Lessons learned from Adana Integrated Healthcare Campus
- Best financing mechanisms available for Turkish PPP projects
- What challenges exist for the development and execution of energy projects?
- What are the projects in Turkey that investors should focus on?
- Effective risk management in infrastructure projects

## Top reasons to attend:

Networking is what conferences are all about! Thus, we have prepared many opportunities for you to make key contacts, meet new business. Take advantage of our longer Networking Coffee Breaks, Lunch and Evening Drink Reception.

## 2014 conference was attended by:

Akuo Energy · Allianz Global Investors · AMP Capital Investors · Ashurst · Astaldi Concessioni S.p.A. · Austrade · Banca IMI · Baspinar & Partners · Borealis Infrastructure · British Arab Commercial Bank ACB · Carillion Private Finance · Central Bank of the Republic of Turkey · CITI · CMEC · China Machinery Engineering Corporation · Control Risks · Credit Agricole Corporate & Investment Banking · CSUN Europe · Cukur & Yilmaz Law Firm · Dar Capital · Doga Investment · Dogus Construction and Trade Company · EBRD · EII · EkoRE · Suzer Group · EMIS · Energy 25 A.S. · Europe Arab Bank · Expertera · Fortum Corporation · FYS Advisory · Goldentree Asset Management UK · Halcrow · CH2M Hill · Halk Invest · Hanergy, Hitachi · HSBC BANK plc · IFC · InAccess · Isbank · ISI Emerging Markets · Istinvest Corporate Finance · Japan Bank for International Cooperation (JBIC) · JLT Speciality Ltd · Kayi Construction · Kayi Holding · Legal Attorneys & Counselors · LeighFisher · Mehmet Gun & Partners · Meridiam Infrastructure · MetLife · Mota-Engil · Mott MacDonald · Navigant · NORD/LB · Orangefield Group · Otoyoil A.S · OZBEK CPA · PB Power Trade · Peppers & Rogere · RBS Global Banking & Markets · Rhea Investments · Sahbaz Attorney Partnership · Saran-Entec · SHP-Strategic Healthcare Planning · SMBC Europe · SOCAR · TheCityUK · Thor Engineering LTD · TMF Group Turkish Embassy in London · UniCredit Group · Vinci Concessions · West Hill Corporate Finance · BCCT · Citigroup · Dar Capital Ltd · Fitch Ratings · Global Energy Holding · HSBC · ISPAT · Nurol Holding · SMBC Ltd · UK Export Finance · UniCredit Bank AG · YDA Group

## Meet leading energy, infrastructure & PPP sponsors, developers and funders who are leading key deals in the region!

## Information:

The event is designed for national and local investors, IFI institutions, infrastructure contractors, developers, banks, funds, financial, technical and environmental consultants, advisors and lawyers.

## Special Offers:

### Individuals:

Due to the exclusive nature of this high-level Forum only limited delegate seats are available. Public sector officials can apply with special concession delegate rate.

### Group bookings

Register 3 or more delegates and receive a group discount. Contact the office to find out on the best available rate:

Call: +44 (0) 207 275 8020

[jacklyn.ocecki@eelevents.co.uk](mailto:jacklyn.ocecki@eelevents.co.uk)

[velentin.vrajescu@eelevents.co.uk](mailto:velentin.vrajescu@eelevents.co.uk)



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Research Partner



Partners



**Welcome to Investing in Turkey Forum 2015.** A major focus of the Forum is to explore investment opportunities in Turkey especially in the areas of energy resources, infrastructure and private equity. A panel of leading government officials, developers, investors and financiers will examine sectors that offer the greatest opportunities and discuss some of the successful projects completed thus far.

### 09:00 Registration and welcoming coffee

Start your networking experience early! Collect your badge and conference materials from the registration desk in the main Foyer and take the opportunity to share a morning coffee with your fellow attendees before conference sessions begin at 9.30am

### 09:30 Official Host and Chairman welcoming address

**Kanat Emiroglu, Chairman, Global Energy (GIH)**

### 09:40 Opening Speech: Turkey – Vision 2023

**speaker to be confirmed**

### 10:00 Key note presentation: Investment climate in Turkey Today

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

### 10:20 Panel Discussion: Turkey - A Country Worth Investing In?

- Is Turkey the answer for investors in need of healthy returns?
- What are the projects in Turkey that international investors should focus on?
- TTIP and the Case of Turkey - effects of TTIP on all the sectors i.e., energy, infrastructure/PPP, renewable energy and private equity

#### Panellists:

**Mehmet Ali Deniz, Director, Global Investment Holdings (GIH)**

**Jason Lucas, President, Amstar Global Advisers**

**Beşir Kemal Ustaoglu, President, TABA-Amcham**

**Nicolas Guillemont, Vice President, Societe Generale**

**Onur Takmak, President, Rhea Asset Management**

### 11:10 Morning Coffee Break

Take the mid morning break from the session to meet and mingle with fellow attendees. Conference proceedings starts at 11:40.

## OPPORTUNITIES IN INFRASTRUCTURE/PPP

### 11:40 Opportunities for Healthcare PPPs in Turkey

**Dr. Şuayip Birinci, Deputy Undersecretary, Health Care, Management Specialist, Ministry of Health**

### 12:00 İş Bank perspective on financing Turkish PPP projects

**Gulyuz Sungur, Assistant Manager, Isbank**

### 12:20 Panel Discussion: Assessing successful implementation of PPP projects in Turkey

- Are Turkish PPP projects progressing as planned? How are they being financed? What are the opportunities for international and local investors?
- Lessons learned from Adana Integrated Healthcare Campus
- What are the best financing mechanisms available for Turkish PPP projects?
- Managing risks in PPP projects
- The factors that decide on the best PPP model for transportation projects
- Turkey's Hospital city projects for 2015 & beyond

#### Panellists:

**Gideon Tilburgs, Senior Investment Manager, John Laing**

**John Seed, Head of Europe and Africa Infrastructure, Finance, Mott MacDonald**

**Sue Barrett, Director, Transport, EBRD**

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

**Huseyin Arslan, Chairman, YDA**

### 13:10 Networking Lunch Break

Attendees are invited to a networking business lunch designed to help delegates meet with new contacts. The lunch will be held in the venue's networking area between 13:10 pm-14:10 pm. It is open to all attendees.



## Speaking Opportunities



Are you interested in presenting the results of a recent project, investment deal,

policy review or industrial programme, or maybe simply to promote your organisation's position and expertise in the market? Whatever your reason for speaking, we may be able to offer you a platform to address our audience.

If you wish to be considered for a speaking engagement at any of our upcoming events, please contact:

Agnieszka Pawlowska  
Head of Events

[aga.pawlowska@eelevents.co.uk](mailto:aga.pawlowska@eelevents.co.uk)

## BOOK TODAY TO ENSURE YOUR PLACE

Register your seat on the conference and take advantage of the discounted rates available for limited time only.

Please contact the team or book your seat via the booking form on the programme.

Jacklyn Ocekci  
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## THE ORGANIZERS

EEL Events is renowned for providing premier strategic events across various industry sectors in emerging markets in Europe. Designed for those international players who prefer dynamic, more structured programmes our events centre on networking opportunities, allowing effective exchanges of ideas.

14:10 Infrastructure/Power - presentation by Marsh - tbc  
*Stephen Tillie, Vice President, Marsh*

14:25 Panel Discussion: **Opportunities in Energy Sector**

- Realizing Turkey's strategic energy advantage
- What challenges exist for the development and execution of energy projects?
- EU and Turkey co-investment in Iraq's energy export infrastructure

**Panellists:**

*Sinan Oktem, CFO, Limak Energy Group*  
*Ibrahim Arinc, Deputy General Manager, BOTAS*  
*Ali Ozan Karaduman, Managing Associate, Gün + Partners*  
*Akkuyu NPP JSC - tbc*  
*Kanat Emiroglu, Chairman, Global Energy (GIH)*  
*Sefa Sadik Aytekin, Deputy Undersecretary, Ministry of Energy and Natural Resources*

16:10 **Official Host and Chairman's closing remarks**  
*Kanat Emiroglu, Chairman, Global Energy (GIH)*

16:30 Drinks Reception hosted by 2015 Forum's Hosts  
17:30 End of the event

# Opportunities

*Sponsorship maximises your exposure to your targeted audience and promotion of your company. We will work with you to ensure your sponsorship meets your needs and exceeds expectations.*

**Join our event to:**

- Promote your expertise & business
- Showcase new product & services
- Win new business
- Position company brand
- Generate lasting business partnerships

## Sponsorship Opportunities



Turkey Forum presents the first class chance to align your brand

with the key professionals and respected corporates interested in dealmaking in the region. We have a limited number of opportunities ranging from Gold to Bronze levels as well as promotional branding opportunities i.e. Cocktail, Networking Break Hosts and many more.

Jacklyn Ocekci  
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## NETWORKING SOCIAL EVENTS



## Exhibition Opportunities



On-site sponsors enjoy benefiting from networking functions and exhibiting. Exhibition area is placed where most of networking refreshments & cocktail reception are held. This gives you a great opportunity to be in the centre of attention to demonstrate your corporate leaflets, gifts and promotional items.

Valentin Vrejasco  
Business Development Executive  
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+44 (0) 207 275 8063

## Delegate Opportunities



Following on from the well deserved success of the 2013 edition with participants attending, we are ready to deliver yet another exceptional event. Register your seat on the conference and take advantage of the discounted rates available for limited time only.

### 4 EASY WAYS TO REGISTER TODAY

1. Fax attached form to: +44 (0) 207 681 2889
2. Register online: [www.eelevents.co.uk](http://www.eelevents.co.uk)
3. Email: [delegate@eelevents.co.uk](mailto:delegate@eelevents.co.uk)
4. Call us + 44 (0) 207 275 8020

## Upcomming Events 2015

**3rd Investing in Turkey Forum**  
*A Country Worth Investing in!*

17th April, London



**4th PPP in Turkey Forum**  
*Conference & Exhibition*

Ankara 2015



**7th Turkey Energy Forum**  
*Improving sector's investment climate*

Istanbul 2015



**6th Turkey Wind & Solar Forum**  
*Opportunities Ahead*

Istanbul 2015



**8th SEE PE and M&A Forum**  
*Deals & Dealmakers*

Belgrade 2015



For full event information and if you are interested in participating in this event as a delegate, speaker or sponsor please contact:  
Business Development Team at: +44 (0) 207 275 8063



**Registration Process:**

Due to the exclusive nature of this high-level Forum and the limited seats available, we will be running an application process for the attendance. Applications are welcome from all professionals and organisations, although there are limited seats available for international law firms (there are no current restrictions for Turkish-based only law firms).

Once you have completed and returned your registration our team will provide you with a confirmation email outlining your successful registration for the event.

- YES! Please register me for \_\_\_\_\_ place(s)
- ~~Early Bird - £690~~ Offer expired on 27 February 2015 - subject to availability
- Full Fee - £890** Available from 28 February 2015
- Local Representative - £590 Available only for companies headquartered in Turkey. Subject to availability.

PLEASE NOTE: UK 20% VAT together with 10% registration service charge will be added to all conference fees.

Promotional Code / Discount Coupon / Booking Ref

Thank you for choosing to attend this EEL Events Conference. We look forward to welcoming you!

Easy ways to register:  
**Online:** www.eeevents.co.uk  
**Email:** delegate@eeevents.co.uk  
**Fax:** + 44 (0) 207 681 2889

Name 1	<input type="text"/>	Name 2	<input type="text"/>
Job Title	<input type="text"/>	Job Title	<input type="text"/>
Company	<input type="text"/>	Company	<input type="text"/>
Email	<input type="text"/>	Email	<input type="text"/>
Telephone	<input type="text"/>	Telephone	<input type="text"/>
Address	<input type="text"/>		
City	<input type="text"/>	Post Code	<input type="text"/>
		Country	<input type="text"/>
VAT / Company Number	<input type="text"/>		
Nature of business / business sector	<input type="text"/>		
How did you hear about this event?	<input type="text"/>		

**PAYMENT DETAILS**

**Please charge my debit/credit card**

Payment by Debit/Credit card is **via online payment**, please visit:  
 Turkey Energy Forum conference registration page at: <http://www.eeevents.co.uk>  
 PLEASE NOTE: Credit card payments will incur an additional 5.6% processing charge, applied by the credit card services provider.  
 This is NOT applicable should you choose to pay by invoice, bank transfer or cheque.

**Please send me an invoice**

Payment by Invoice: (Payment terms are strictly 7 days and Invoice No. must be quoted)

Contact person in the Accounts Department: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

PLEASE NOTE: PLEASE NOTE: UK 20% VAT together with 10% registration service charge will be added to all conference fees.

**Terms and Conditions:**

**Registration Fee:**  
 Registration fee together with service charges includes attendance at all sessions, documentation, access to speakers' presentations, brochures, refreshments, lunch and entry to social functions, cocktail receptions and gala dinners when organised. A 10% service charge and VAT (when VAT is payable) will be added to all conference fees. This is inclusive of programme materials, luncheon and refreshments. Following completion and return of the registration form, full payment is required within 7 days from receipt of invoice. All bookings carry cancellation liability (as defined below) immediately after a sales contract has been received by EEL Events.

**Discounts:**  
 Where more than one discount is applicable, delegates can only make use of one discount per each delegate registered. Special offers cannot be used in conjunction with other offers, unless stated.

**Accommodation and Travel:**  
 The registration fee does not include hotel accommodation and travel.

**Cancellations:**  
 Cancellation received in writing before and on 13 January 2015 will be subject to a service charge of £250 per a delegate. The service charge is completely non-refundable and non creditable. The full conference fee remains payable after 13 January 2015 and is non refundable. No refunds, part refunds or alternative offers shall be made. Non-payment or nonattendance does not constitute cancellation. Substitutions are welcome at any time, and are subject to an administration fee of 10% of the total invoice.

It may be necessary for reasons beyond the control of the organiser or for any other reason to change the content or timing of the agenda, speakers or venue, which is subject to change without notice. In the unlikely event that an event is cancelled, EEL Events shall endeavour to reschedule, but will not be liable for any costs incurred by delegates in connection with their attendance.

All invoices are due for payment within 7 days of receipt of invoice. Any invoice outstanding beyond this period will be subject to surcharge of 15% plus VAT to recover the collection costs incurred. This surcharge together with all other charges and legal fees incurred will be the responsibility of the customer and will be legally enforceable. By submitting this form you confirm that you have read and agreed to the terms and conditions of this conference contract. This agreement is governed by English Law and the parties submit to the exclusive jurisdiction of the English Courts in London. However, EEL Events only is entitled to waive this right and submit to the jurisdiction of the courts in which the Client's office is located.

**Payments:**  
 Please note that all payments to EEL Events are payable in Pound Sterling (GBP), should your organisation need to organise a payment via another currency, please ensure that there are enough funds to cover the delegate rate, any payments that are less than the agreed price will be invoiced the remaining balance.



**Easy ways to register:**  
 Online: www.eeevents.co.uk  
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 Fax: + 44 (0) 207 681 2889

**3rd Investing in Turkey Forum 2015**