



4th Annual  
**INVESTING IN TURKEY FORUM**

15th April 2016, London  
The Waldorf Hilton Hotel

**Where leading developers, financiers and investors meet to discuss potential projects, market trends and strategies for growth.**

Join us in April for Invest in Turkey 2016 Forum and discover the latest developments and opportunities to harness in Turkey from the region's leading experts all in one place and all in one day.

**Why attend:**

- >> Hear directly from industry experts on their plans for the coming year and insights in to what is needed to make the most of this exciting, but challenging region.
- >> Meet industry leaders and experts: Up to 150 key decision makers and senior management at the event
- >> Debate and challenge: Our interactive panel discussions and Q&A sessions give you a chance to provide your point of view and ask important questions

**2016 Key Speakers included:**

			Abdurrahman Bilgic Ambassador Turkish Embassy	
			Suleyman Aytug Goksu Commercial Counsellor Turkish Embassy	
		Jean-Patrick Marquet Country Director EBRD	Gideon Tilburgs Investment Director John Laing	
	Kayahan Karadas Project Finance Manager Isbank			Yesim Bezen Partner Bezen & Partners
Ali Sherwani Regional Head UK Export Finance		Stephen Tillie Associate Director Price Forbes	Huseyin Arslan Chairman YDA	
	Marco Rosso Business Development Director Meridiam			Nicolas Guillemont Vice President Societe Generale
Necmettin Kaymaz Chief Project Director ISPAT		Onur Takmak President Rhea Asset Management	Tylor Hartwell Assistant General Manager SMBC	
Turkekul Dogan Head of Corporate & Project Finance YDA		Mehmet Ali Deniz Director GIH		Leland Rice Managing Editor The Business Year

**Silver Sponsors:**

**Bronze Sponsor:**

**Partnered by:**

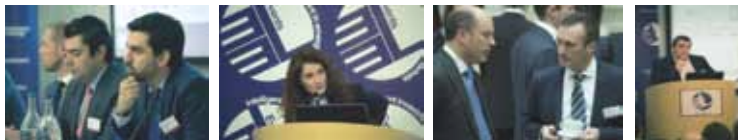


## Event Overview

The **Investing in Turkey Forum** has been organised to provide a platform for investors, developers and industry insiders to explore the key business opportunities in Turkey, including PPP infrastructure projects in transport (*airports, roads, bridges, railways*); education (*schools and universities*) and healthcare (*hospitals, health campuses, laboratories*). Given the current economic climate, the event will also provide an insight into challenges in Turkish energy supply security, looking at alternative ways for gas supply and increasing prospects for RES, EE. Finally it will also examine key opportunities in the private equity sector (*capital market development, recent legislation changes vs local currency*).

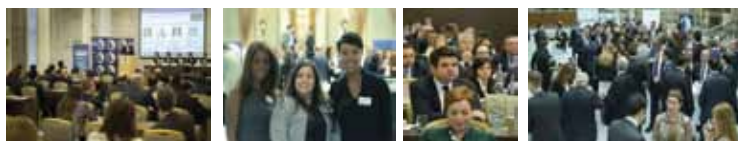


With infrastructure projects leading the way, high quality industry leaders will seek to analyze many investment opportunities and look to identify projects which will help expand the industry in a way that makes the best possible financial sense. There will also be many opportunities for delegates to interact, ask questions and build upon their business networks.



## Programme Highlights

- > Investment Climate in Turkey and investors' experience
- > Analysis of PPP Investments in Turkey (healthcare, education, transport)
- > Investments in infrastructure of Roads, Rail and Airports
- > Energy supply security
- > Moving towards a clean energy mix (RES, EE)
- > Perspective of international investors and review of regulatory and tax regimes
- > Energy investment needs vs funding availability
- > Private equity market analysis: key deals and future opportunities
- > Current issues in financing and delivering real estate projects in Turkey?



**For a full range of sponsorship, marketing, exhibition and speaking opportunities, contact:**

Project Manager:

jacklyn.ocekci@eeevents.co.uk

+44 207 275 8063

## 2015-2014 Forum participants included:

Akfen Holding	Güven Motorlu	Mizuho	Scottish
Amstar Global	Araclar	Corporate Bank	Widows
Advisers	A.S.Haberturk	Mott MacDonald	Investment
Arup	IFC	Ministry of	Partnership
ASEM Construction	Herrick	Energy and	SMBC
Aston Bond	Hogan Lovells	Natural	SOCAR
BAE Systems plc	Hoktiff	Resources,	Societe
MUFG	Howden Risk	Turkey	Generale
Barclays	Partners	Mizuho	Spacecube
BASEAK/ Dentons	HSBC Bank	Corporate Bank	Standard
Baspinar & Partners	ICIS	Mott MacDonald	Chartered Bank
BBC	Ictas Holding	Nabarro LLP	Strateji Menkul
Beach Villas	IFM Infra News	NORD/LB	Degerler
Bener Law	InfraPartners	Nurol Holding	TBCCI
Binani House	Management	Operis Business	TFI News
Binani House / IMM	Infrastructure	Engineering Ltd	The Boston
Marketing Ltd	ING	Operis Group	Consulting
BNP Paribas Fortis	IPFA	Plc	Group
BOTAS	Isbank	Orangefield	The Business
BP	Ministry of	Group	Year
CACIB	Public Health	Oxford Business	The Risk
Canadian Solar	ISPAT	Group	Advisory Group
Capital Dynamics	Itochu Europe	OZBEK CPA	Thomson
Carillion Private	JBIC	Ozturk &	Reuters
Finance	JK Structure	Partners	Topan AG
Cengiz Holding	Limited	Pacific Renew	Topan AG
Connexion Capital	JLT Group	Energy	Turkey
Control Risks	John Laing	OZBEK CPA	Trade
Corintco	JPMorgan AM	Ozturk &	Queensland
Cukur & Yilmaz Law	Ketenci &	Partners	Triangle
Firm	Ketenci	Pacific Renew	TSKB Real
Dar Capital Limited	Kolcuoglu	Energy	Estate Appraisal
Denham Capital	Demirkan	Parsons	Turkish - British
Dentons	Limak Energy	Brinckerhoff	Chamber of
Dia Holding	Lloyds Banking	Partnerships	Commerce and
DIF	Group	Bulletin	Industry
Doga Investment	London Eye	Pekin & Pekin	(TBCCI)
Dogus	Investment	Peri Energy	Turkish
DufEnergy Trading	Luxury	PGE Polska	Embassy in
DWF LLP	Marketing	Grupa	London
EBRD	Advice	Energetyczna	Turkoglu &
Edwards Wildman	Macquarie	S.A.	Celepci Law
Egeli & Co.	Capital	PPP Bulletin /	UKTI
Enyo Law	Mahon	Project Finance	UniCredit Bank
ERM	VanHaaster LLP	International	URS
EY	Marsh	Pronet	Waterfall
Fidelity Worldwide	Maxim	RBS Global	Construction
Investments	Corporate	Banking &	YDA Group
Gide Loyrette Nouel	Finance	Markets	Yingli Solar
Gingko Tree	Maxim	Regalis	Yuksel Karkin
Investments Ltd	Securities	Rhea	Kucuk
Global Energy	Mazars	Investments	
Global Investment	Mec Int	S2S IMI Group	
Holdings	Mellaart	Sabah	... and more
Goldman Sachs	International	Salamanca Risk	
International	Metlife	Management	
Gün + Partners	Investments	Siemens Bank	



9:00 Registration & morning coffee

9:30 Chairman's Welcoming Address

9:40 Opening Speech: H.E Abdurrahman Bilgic, Ambassador, **Turkish Embassy**

## TURKEY AT A GLANCE, THE GROWING ECONOMY & THE INVESTMENT CLIMATE

10:00 **Keynote Presentation:** Investment Climate in Turkey Today  
Necmettin Kaymaz, Chief Project Director, **ISPAT**

10:20 **Panel Discussion: Turkey – A Country worth investing in?**

- Turkey's 2023 Vision
- The appetite of international investors
- A look into energy, private equity, PPP/Infrastructure and real estate as investment sectors
- How to manage currency risk in financing
- ECA financing perspective

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

Panellists:

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

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

Ali Sherwani, Regional Head, **UK Export Finance**

11:05 Networking Coffee Break

## INFRASTRUCTURE PPPs & INVESTMENT OPPORTUNITIES IN THE SECTOR

11:35 **Presentation:** A Turkish Bank's perspective on financing infrastructure PPP projects  
Kayahan Karadas, Manager, Project Finance, **Isbank** (Silver Sponsor)

11:55 **Presentation:** Risk in Infrastructure PPPs (Available for Sponsor)

12:15 **Presentation:** Case-Study: Gebze Izmir Toll Road – Financial Close Stage  
Murat Kosal, Deputy CFO, **Otoyol A.S** (Silver Sponsor)

12:35 Networking Lunch Break



14:00 **Presentation:** Healthcare PPPs - What's the next stage?  
Huseyin Arslan, Chairman, **YDA**

14:20 **Panel Discussion: Successful implementation of PPPs**

- Are Turkish PPPs going as planned?
- Healthcare PPPs – the current market and future
- Lessons learned
- Optimizing performance – do successful PPPs facilitate new investments for the market?

Panellists:

Yesim Bezen, Partner, **Bezen & Partners (Bronze Sponsor)**

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

Gideon Tilburgs, Investment Director, **John Laing**

Jean-Patrick Marquet, Country Director, **EBRD**

Marco Rosso, Business Development Director, **Meridiam**

## ENERGY SESSION – CURRENT INVESTMENT OPPORTUNITIES

15:05 **Presentation:** Energy project investments (Available to Sponsor)

15:25 **Panel Discussion: Turkish Energy in the limelight?**

- Energy supply security
- Challenges in Turkish Energy sector today
- Alternative ways for gas supply
- RES and EE, what are the trends and what is promising?
- Falling investment costs for licensed / unlicensed solar investments
- Turkish energy sector and the current situation with Russia

Panellists:

Sinan Oktem, CFO, **Limak Energy**

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

**KfW**

**IFC**

**Borusan**

more panellists under confirmation

16:10 Chairman Closing Remarks

16:20 Networking Drink Reception open to all participants

17:20 End of the Day

EEL Events Turkey Investment Forums provide an unparalleled opportunity to promote your business to 100+ financiers, investors and project developers, a large percentage of whom are CEO/MD/Partner-level.

Over past years, EEL Events investment Forums have become widely regarded as the “must attend” event for the decisions makers of the PPP & infrastructure energy and private equity sector.

2015 Turkey investment events Sponsors:



Sponsoring the Forum is the best way to build strong visibility for your business to prominent attendees as well as thousands of other industry stakeholders who will view our pre event marketing with your logo.

To inquire about existing sponsorship opportunities and customized package, please contact:

**Project Manager**

e: [jacklyn.ocekci@eeevents.co.uk](mailto:jacklyn.ocekci@eeevents.co.uk) t: +44 207 275 8063

## Exhibition and Promotional Area



## Networking Break and Cocktail Reception Host



## Keynote Speaking and Panel Discussion Opportunities



## Sponsorship Opportunities include:

### Pre-event promotion

- Company logo to be featured on adverts in support publications
- Company logo & synopsis to be featured on conference website
- Company logo to be featured on email marketing campaigns

### On-site promotion

- Exclusive advert featured in on-site brochure
- Company logo displayed on screen during all networking breaks
- Opportunity to display company roll-ups in the conference area
- Exhibition space in the networking area
- Opportunity to distribute marketing literature and delegate gifts

### Speaking Opportunities & other Benefits

- Conference session host: opportunity to shape content and invite speakers
- Keynote presentations
- Expert panel discussion positions
- VIP delegate passes to invite sponsors' representatives, partners, clients

## Branding Opportunities:

- Exhibition table
- Networking lunch sponsor
- Networking coffee break sponsor
- Delegate bag sponsor
- Notebook & pens sponsor
- Name badges & lanyard sponsor
- Company material inserted in delegate packs

YES! Please register me for \_\_\_\_\_ place(s)

Early Bird Discount - £790 Expires 18 February 2016

Conference Fee - £990 **Applicable from 19 February 2016**

Local Representative - £690 Available only for companies headquartered in Turkey\*. Limited number of places. Please contact the organizer to confirm the 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.eelevents.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"/>		
Website	<input type="text"/>	Fax 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:  
<http://www.eelevents.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: A 10% service charge and UK VAT will be added to all conference fees. This is inclusive of programme materials, luncheon and refreshments.

**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 11th January 2016 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 on 11th January 2016 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:**  
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