

EEL Events  
*intelligent investment  
in emerging markets*



7TH ANNUAL  
**2019**

# INVEST IN TURKEY

25 April 2019  
Waldorf Hilton,  
London, UK

Co-hosted with:



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Now in its 7th year the EEL Events **Invest in Turkey Forum** will welcome leaders across a variety of industry sectors, investors, financial intermediaries and policy makers to discuss, debate and analyse the opportunities and key issues facing the Turkish investment climate. This year will look to the future of investment in this lucrative market addressing the challenges of recent economic changes, and where the opportunities lie ahead for foreign investors.

### Market Opportunity:

Despite the recent signs of economic slowdown, investment is still pouring in Turkish infrastructure while the country remains the 2nd biggest reformer among OECD countries with the most liberal investment climate. Over the past decade, Turkey have invested over \$90 billion in a number of **transport infrastructure projects** with further \$64 billion planned ahead for **highways, railways, airports, bridges and tunnels**.

**Healthcare** infrastructure is still on the rise, where PPP continues to dominate as a successful model in realising ambitious large scale hospital PPP plan – Health Transformation Programme (HTP) initiated in 2003. Ministry of Health plans to develop **31 health campuses** with **new financing mechanism** being deployed.

**Renewable energy investments** are also on the rise with solar infrastructure topping the age. Our 2018 forum aims to provide a comprehensive update for investors and industry professionals on key sectors opportunities.

### Programme Highlights:

- *Current outlook of investments climate*
- *Where do the opportunities lie: New investments on hold versus pouring finances in public sector for projects nearing completion*
- *Legal and regulatory issues: reducing the risk of corporate failure*
- *PPP in Turkey - Current trends and future prospects*
- *Generating superior returns in Healthcare opportunities*
- *Boosting Renewable Power Generation*
- *Financing sustainable Transport infrastructure*
- *Investors Perspective: Exploring funding models for financing large scale expansion projects*
- *Multilateral Spotlight. Exploring Funding models for financing large scale expansion projects*
- *Case studies: Lessons from existing experiences - common mistakes to avoid*
- *Risk management in modernising infrastructure PPPs*

### Some of the previous participants include:

Akbank TAS	EY	Otoyol A.S.
Akfen Holding	GAMA Holding	OZBEK CPA
AmCham/ABFT	Garanti Bank	Pekin & Pekin
Astaldi	Golder Associates	Privitization Administration
Balcioglu Selcuk	Hill	PwC
Akman Keki	International	Remondis
Bilkent Holding	IFC	Ronesans Healthcare
Bosch Central	IGA- Istanbul	Roche
Bosch Security Systems	Grand Airport Project	Siemens
BTY	IC ICTAS,	Siemens Bank
Boden Law	Intertoll-Europe ZRtlbank	SMBC
Capital Markets Board of Turkey	ISPAT	STFA Construction
Carillion Private	IsDB	TEB- BNP
Finance	Italian Embassy in Ankara	Paribas
Carl Zeiss Meditec	John	TEBA
CBRE	Laing	Tepe Insaat
Clifford Chance	Kinstellar	TIIC
CMS	Kolin Construction- Kolin Insaat	Toshiba Medical Systems
CNR	Limak	Turkish
Consultancy	Marsh	Treasury
Credit Agricole CIB	Medicall	UTD
Crescent Capital	Biomedical. Meridiam	Vinci
Delegation of the EU,	Infrastructure	WYG
Dentons	Ministry of Development	Texture
Dia Holding	Ministry of Finance	Yalcin Babalioglu Boso
EBRD	Ministry of Health	YDA Group
Egis	Mitsubishi UFJ Financial Group	Yenigun Insaat
Embassy of Italy in Ankara	Mott	Yildizlar Group
Euler	MacDonald	Ziraat Bank and more...
Hermes	Nurol Holding	

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- 08:30 Registration and Coffee**
- 09:00 Opening Remarks from Chairman**  
**Chris Gaunt, Chairman, BCCT**
- 09:10 Official Welcome Address**  
**The Rt Hon. the Lord Janvrin GCB GCVO QSO - Prime Minister's Trade Envoy to Turkey**
- 09:20 Keynote Presentation: The Economic Outlook in Turkey**  
**Necmettin Kaymaz, Chief Project Director - Investment Office, Presidency of the Republic of Turkey**
- 09:40 Keynote Presentation**  
**Post-Brexit UK-Turkey relations**  
Are there any steps that Turkey and the UK could take to facilitate a trade after March 2019 Any bilateral agreements that could be agreed outside of discussions with the EU. How will the modernisation of the Customs Union potentially affect the UK-Turkey relationship in future?  
**Hasan TURUNÇ, PhD, Director , TUSIAD London**
- 10:00 Networking coffee break**
- 10:30 Investment Climate and Infrastructure Sector Outlook**
- Investment environment and currency outlook
  - What key risks may shy away from foreign credit from further involvement in PPPs and how can they be mitigated?
  - Turkish PPPs have been dominated by Turkish sponsors. How to attract foreign investors, and in particular investment banks, infrastructure funds in BRI?
  - Building infrastructure with local/foreign financing
  - EBRD's future plans in supporting PPP and infrastructure projects
  - Checklist for Legal and regulatory issues: reducing the risk of corporate failure
- Moderator: Murat OZDEMIR, Country Advisor-UK , Presidency of the Republic of Turkey Investment Office**  
**Speakers:**  
**Sule Kilic, Deputy Country Director, EBRD**  
**Mehmet Sami, Founding Partner , Pretium Advisory**  
**Simten Öztürk, Manager Infrastructure & Commercial Real Estate, Garanti Bank**  
**Ian McGrath, Partner, Dentons**
- 11:30 Sector Focus: Generating superior returns in Healthcare Opportunities**  
Over the recent years healthcare infrastructure projects in Turkey have been heavily promoted and PPP financing model have become a catalyst for continued growth of healthcare investments. Panel of infrastructure investors, developers and contractors will share the first-hand experience on major sector project developments, challenges they faced and lessons learnt while utilising PPPs to build healthcare infrastructure.  
**Moderator: Basak Unalan, London Correspondent, Bloomberg HT**  
**Speakers:**  
**Pietro Crescini, Director, SMBC Group**  
**Idil Gursel, Associate Director, Municipal & Env. Infrastructure, EBRD**  
**Barry Francis, Infrastructure Specialist, Healthcare UK**
- 12:20 Networking Lunch Break**
- 13:45 Boosting Renewable Power Generation**  
Turkey revised its renewable energy target for 2023, with additional steps to increase the share of clean electricity production from 31% to more than 50% by 2023. As part of the plan, the country aims to use more renewables through a series of tenders for solar power plants with a total capacity of 3GW and with an estimated investment of nearly \$4.8 billion. The country also plans to boost its both wind and solar capacity by 10,000 MW each in the coming decade through renewable energy resources areas (YEKA) tenders.  
The plan includes 55 actions to develop energy efficiency measures throughout various sectors in industry, transport, construction, agriculture, and energy generation and transformation. The panel will discuss the opportunities ahead.  
**Moderator: Klaus Jurgens, Political Analyst, Affiliation Daily Sabah**  
**Speakers:**  
**Anduvap Servet Akgun, Co-Founder Pure Energy**  
**Sinan Oktem, Board Member, Limak**  
**Sule Kilic, Deputy Country Director, EBRD**  
**Yasemin Kuytak, Director, KfW IPEX-Bank**
- 14:40 Networking Coffee break**
- 15:05 Keynote presentation; Gebze-Izmir Motorway Project**  
**Murat Kosal, Assistant Managing Director, Otoyol Yatirim ve Isletme A.S**
- 15:25 Financing sustainable Transport infrastructure in Turkey**  
Turkey's transportation and logistics sector is one of the country's fastest growing industries—tripling in value since 2002, with an average 20% annual growth rate. The Government of Turkey has committed to new investments in this sector to keep up with future demand. Where do the opportunities lie?  
**Moderator: Marti Balamir, CEO, Mia Global**  
**Speakers:**  
**Tunca Ataoglu, Regional Director, BTY**  
**Murat Soğancıoğlu, Executive Committee Member' and General Manager, IC Holding**  
**Ashley Blows, Managing Director, Transport & Social Infrastructure Industry Group, Natixis**  
**Tamsyn Mileham, Partner, Dentons**  
**Müfit Arapoğlu, Head of Capital Markets, BASEAK**
- 16:20 Chairman's closing remarks**
- 16:30 Cocktail Reception**





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

Only DEIK & BCCT members:

Super Early Bird - £520

Early Bird - £620 Available from 28 February 2019 - subject to availability

Full Fee - £720 Available from 10 April 2019

Only DEIK & BCCTmembers: If you want to attend for both UK Turkish Overseas Investment Forum and Invest in Turkey Forum:

Super Early Bird - £720

Early Bird - £820 Available from 28 February 2019 - subject to availability

Full Fee - £920 Available from 10 April 2019

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Super Early Bird - £820

Early Bird - £920 Available from 28 February 2019 - subject to availability

Full Fee - £1150 Available from 10 April 2019

Local Representative Available only for companies headquartered in Turkey.

Super Early Bird - £720

Early Bird - £820 Available from 28 February 2019 - subject to availability

Full Fee - £1050 Available from 10 April 2019

For 1-day event price:

Early Bird - £620 Available from 28 February 2019 - subject to availability

Full Fee - £890 Available from 10 April 2019

Local Representative Available only for companies headquartered in Turkey. Subject to availability:

Early Bird - £590 Available from 28 February 2019 - subject to availability

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

Promotional Code / Discount Coupon / Booking Ref

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### 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.

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