

Intelligent investment
in emerging markets



8th Invest in Turkey Forum 2020

3rd UK - Turkey Overseas Investment Forum 2020

21-22 April
London

Park Plaza Waterloo
Hotel

Co-hosts:



Partners:



GÜYAD
Güneş Enerji Yatırımları Derneği



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Overview of the event

8th Invest in Turkey Forum (21st April 2020)

EEL Events is delighted to announce that the **8th annual Invest in Turkey Forum** will be held on 21-22 April 2020 in London. As usual, the conference will bring on board series of round table sessions where international lenders, developers, investors and sponsors will discuss new investment trends and opportunities in Turkey.

From the update on the recent **infrastructure** and **PPP projects**, to opportunities in energy/renewable sector and latest trends on **distressed debt and restructuring investing** in the energy and construction sectors, this event will bring you a full day of inspiring talks and will put you in contact with all key players in the market.

Key topics include:

- Where are the most attractive opportunities for investors in Turkey?
- Financing infrastructure projects
- Debt capital markets
- How to achieve PPP in Turkey?
- Energy/renewable opportunities
- Distressed debt investing in Turkey

3rd UK - Turkey Overseas Investment Forum (22nd April 2020)

Turkey's outbound investments are conducted all over the world in particular in the UK which is seen as the springboard to Turkish companies' global growth.

We return for the third time to London, bringing delegates up-to-date with the insights on latest developments relating to **Turkish FDI to the UK** and an outlook of the future climate for Turkey outbound investments. As a great networking and business platform, the event brings together local investors, banks, investment advisers, top international and local law and tax firms to discuss the pressing points for Turkish companies looking to expand across the UK.

Key topics include:

- UK -Turkey direct investment trends
- Perspectives for investing into the UK
- Key legal and tax concerns when making outbound investment from Turkey to UK
- How to invest in high growth: retail, real estate, construction, wealth management & family offices
- Infrastructure and energy investments through the UK

Some of previous participants include:

Allen & Overy, Aon Turkey, Arup, ASTAS Holding, Aster Textile, Astertextile and WTR, Bahceci Group, Banka Kombetare Tregtare, Bener Advisory Services Ltd, CSEBA, Deloitte, Doğan Holding, EBRD, E&Y, Element8, Elmadag, Emta, Engin Group Insaat A S, GAMA Holding, Garanti Bank A.S, Gedik Holding, GKC Partners, Grant Thornton Turkey, Gulermak Heavy Industry, Guris, Henley & Partners UK, HOGEC Ltd, IsBank, ISPAT (Invest in Turkey), John Lang, JLL, Kale Group, KfW IPEX-Bank, Limak Energy, London & Partners, London Bridge Project, NMK Expansion Services, Odin Financial Advisors, Otoyo Yatirim, OzbekCPA, Polimeks, Pure Energy RealCorp Capital Ltd, Raiffeisen Bank, Salonica Group, Siemens Bank, SMBC, TAV Airports Holding, Tekfen Insaat ve Tesisat A.S., Toya Holding, Tusiad, UBS, UK Export Finance (ECGD), United Trust, Watson Farley & Williams, WYG, YDA, Zeren Group, Ziraat Bank UK and more...

2019 edition sponsors included:



08:30 Welcoming coffee and registration

09:30 Chairman's Opening Remarks

Emrah Oz, CEO, BCCT

09:40 Introductory Remarks

Chris Gaunt, Chairman, BCCT

09:50 Official Welcome Address

Invited: H.E. Lord Janvrin, UK Turkey Trade Envoy

10:00 The most attractive opportunities for investors in Turkey

Alderman Emma Edhem, Chairman, TBCCI

10:15 **Opportunities & challenges across Turkish economy: 2020 and beyond**

- Geopolitics and foreign policy, interest rates, FX and market volatility – How do investors feel about Turkey's outlook in the first half of 2020? What should they be wary of and what is expected to come?

- 2019 recap: what have been the most important milestones so far

- What are the major challenges and opportunities expected for 2020-2021?

Kaan Nazli, Emerging markets economist & portfolio manager, Neuberger Berman

Other invited: InfraMed, Invest in Turkey

10:55 Networking Coffee Break

11:20 **Financing Turkish infrastructure**

- Where do investors view the strongest opportunities and risks in Turkish infrastructure?

- How much funding is needed to meet Turkey's ambitious infrastructure targets

- What will boost investors' confidence in financing infrastructure/PPP projects?

- Are PPP projects the panacea to solving Turkey's infrastructure shortage, or will we have to see other sources of financing? If so, which sources can be accessed to support project?

Sue Barrett, Director Head of Infrastructure for Turkey, Middle East & Africa, EBRD

Hasan Demirhan, Vice President Banking, BSTDB

Batu Cetin, Chief Country Officer, Societe Generale, Turkey - tbc

Other invited: AIB, ICBC, ING

12:00 **Progress and trends in Turkey's energy/renewable sector**

- What do the next 5-10 years hold for energy development in Turkey?

- Opportunities for development of solar, wind, geothermal projects in the next 5 years

- What legal and regulatory frameworks are needed to unlock access to financing?

- Bankability of energy/renewable projects

Kaan Türker, Vice Chairman of the Board of Directors, Turkerler Holding

Yeliz Tufekcioglu, Head of European Hub, SACE

Yasemin Kuytak, Director, KfW IPEX, Turkey- tbc

Other invited: Hive Energy

13:00 Networking Lunch Break

14:20 **Sector Focus - PPP in Healthcare Sector**

- Is Turkey likely to continue a sharp pace of investments in healthcare PPPs?

- Opportunities for new integrated health campuses and city hospitals

- Operating healthcare facilities - experiences from recently opened PPP units and review of challenges that have emerged

Oguz Engiz, Member of the Board, Healthcare Investments, Turkerler Holding

Invited: GE Capital, TVM Capital

15:00 **How to achieve PPP in Turkey?**

- PPP opportunities in health, transport and waste management sectors

- Insurability and PRI of PPP projects

- Biggest challenges in implementing successful PPPs in Turkey and the way forward

- Investors' long-term perspective on PPP and the way forward

- How can Islamic finance and Asian financing open up opportunities for Turkish PPPs?

Kerem Güzel, Vice President, Limak

Other invited: IFC, EBRD, SMBC, YDA, SUEZ International

15:40 Networking Coffee Break

16:10 **Capital markets as a long long-term financing for Turkish companies**

- Capital market for project finance, infrastructure/PPP

- Corporate bond market - opportunities vs challenges

- Regulatory updates in Turkish capital markets

- Investors' trends and perceptions

- Opportunities for DCM in Turkey

Razvan Dumitrescu, Associate, Local Currency & Capital Markets Development, EBRD

Bilgitay Saybasili, Managing Director, ÜNLÜ & Co

Other invited: Citigroup, Ronisans, Yildirim Holding, Mersin International Port

16:40 **Opportunities for distressed debt investing in Turkey and NPLs**

- What are the key drivers of distress today and which sectors are particularly vulnerable?

- Where opportunity can be found and what industry trends will emerge over the next 12-18 months

- Key challenges and risks that investors face

- Law and restructuring frameworks and their likely impact

- Opportunities for NPLs in Turkey

Berkay Oncel, Head Analyst – Middle East & Turkey, SC Lowy

Ozan M.Ozkural, Managing Partner, Tanto Capital Partners

Ceren Tak, Director, EM Structured Credit, Deutsche Bank- tbc

Invited: Goldman Sachs, Lazard, Dugus Energy and Construction

17:20 Chairman's closing remarks

Draft Agenda - 3rd UK - Turkey Overseas Investment Forum (Day 2/22nd April 2020)



08:30 Welcoming coffee and registration

09:00 Chairman's opening remarks
Chris Gaunt, Chairman, BCCT

09:10 Official Welcome Address

09:20 Keynote presentation - Discovering investment opportunities in the UK

09:40 **The UK as a business hub for overseas investors and perspectives for investing into the UK**

- Looking at the evolving picture of Turkey's investment in UK and beyond
- UK as a springboard for Turkish companies international expansion
- Implications of Brexit for Turkish investors
- UK-Turkey direct investment trends

Dilara Yardimci, Country Director, UK at Turkish Trade Center

Levent Şen, Founder & Managing Director, Orka Informatics | UK - tbc

Invited: UK Export Finance, TheCityUK, PwC, Turkish British Chamber of Commerce

10:40 Networking Coffee Break

11:10 **Facilitating overseas investment: regulatory and financing frameworks for foreign & Turkish investments**

- Update on investment regulatory framework
- M&A strategies and secured finance
- Legal, tax financial due diligence
- Financing global projects from the UK and balancing the risk

12:00 **Retail | Invest in the UK - Providing the right conditions for access of Turkish brands**

In this panel discussion retailers, brands and industry experts will reveal what challenges Turkish investors may be facing and what opportunities lie ahead in retail and consumer products market in the UK

- Navigate the complex British retail and consumer products market - UK retail market overview for overseas investors, trends & e-commerce
- What Turkish brands need to know before entering the £381 billion UK retail market?
- How can a Turkish brand successfully build awareness in UK and best practices for Turkish retailers looking to establish a foothold in UK
- Drivers of successful brand M&A opportunities

Ekrem Utku, Founder, World Brands Con- / f. Secretary Gen. of BMD, Turkish Retailers

Other invited: KPMG, PwC, Kantar Retail IQ

13:00 Networking Lunch Break

14:30 **UK as a hub for wealth management and family offices for Turkish investors**

- Using UK domestic foundations for wealth management mitigation and preservation
- Meeting the needs of wealthy business families
- Family offices and Private Equity
- Can real estate investments of foreign investors be used as wealth management mechanisms in UK?

Ipek Mutlu, Director of International Investments, Esas Holding - tbc

Invited: UBS, One London Property Group, JLL, CBRE, Cushman & Wakefield and other wealth management and family offices service companies

15:30 Networking Coffee Break

16:00 **Positioning international operations and structuring investments through the UK - success stories**

- How could Turkish companies better capture the growth potential of their investments? Legal and financial considerations
- Structuring infrastructure and energy projects and balancing risk for global investors
- Alternative solutions for infrastructure financing

17:00 Chairman's Closing Remarks



Sponsorship Opportunities

EEL Events's Turkey Investment Forums provide an unparalleled opportunity to promote your business to 100+ financial institutions, investors, lenders, developers and legal, tax, financial advisory services experts large percentage of whom are C-level figures.

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.

On-site promotion

- Exclusive advert featured in on-site brochure
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- Keynote presentations
- Expert panel discussion positions
- VIP delegate passes

CONTACT US

For speaking, sponsorship and delegate registrations please, contact:

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Early Bird Fee - £690 Expires on 21st February 2020

Full Fee - £890 Available from 22nd February 2020

Local Representative Available to companies headquartered in Turkey

Fee - £590 Expires on 21st February 2020

Fee - £690 Available from 22nd February 2020

PLEASE NOTE: 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.

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 2nd January 2020 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 2nd January 2020 and is non-refundable. No refunds, part refunds or alternative offers shall be made. Non-payment or non-attendance does not constitute cancellation. Substitutions are welcome at any time, and are subject to an administration fee of 10% of the total invoice.

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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.