



# 8th Invest in Turkey Forum 2020

## 3rd UK - Turkey Overseas Investment Forum 2020

London

17-18 September

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Hotel / The Houses  
of Parliament

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## Overview of the event

### 8th Invest in Turkey Forum (17th September 2020)

EEL Events is delighted to announce that the **8th annual Invest in Turkey Forum** will be held on 17-18 September 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 (18th September 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, Invest in Turkey, John Lang, JLL, Kale Group, KfW IPEX-Bank, Limak Energy, London & Partners, London Bridge Project, Nurol, NMK Expansion Services, Odin Financial Advisors, Otoyol 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...*

2020 edition sponsors:



09:00 Welcoming coffee and registration

09:20 Chairman's Opening Remarks

**Emrah Oz, CEO, BCCT**

09:30 Official Welcome Address

**Invited: Presidency of the Republic of Turkey Investment Office (Invest in Turkey)**

09:40 Introductory Remarks

**Chris Gaunt, OBE, Chairman, BCCT**

09:50 Official Welcome Address

**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 **Financing Turkish infrastructure**

- How much funding is needed to meet Turkey's ambitious infrastructure targets
- Boosting investors confidence in financing infrastructure
- 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?

### **Speakers:**

- **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**
- **Ozlem Kildir, CEO, Founder, Project Finance Advisory & Training Incorporation**

11:00 Networking Coffee Break

## 11:30 **The future of healthcare PPPs in Turkey**

- The Turkish government has decided that new healthcare projects will be publicly financed - what would be the impact on the current projects without a pipeline? How will the new projects be structured? Prospects for new hybrid models?
- Experiences from recently opened PPP units and review of challenges that have emerged

**Moderator: Barry Francis, Director, Barry Francis Consultancy Ltd**

**Speakers: Oguz Engiz, Member of the Board, Healthcare Investments, Turkerler Holding**

**-Lorenzo Positano, Managing Director & Partner, Healthcare, BCG**

**-Edouard Lechere, President, Healthcare Equipment Finance, GE Healthcare**

Invited: CCN Holding

## 12:10 **How to achieve PPP in Turkey?**

- Investing in PPP projects: The best practices
- Where are the biggest opportunities in the sector and is there anything market players should be concerned about?
- Assessing the risk and feasibility - what type of projects are best suited for PPPs?
- PPPs in 2030: What will the PPP market look like in ten years and beyond?

**Moderator: Klaus Jurgens, Political Analyst & Journalist**

**Speakers: Kerem Güzel, Vice President, Limak**

**-Pietro Crescini, Director, Global Structured Finance, EMEA, SMBC**

**-BTY (speaker name TBC)**

13:00 Networking Lunch Break

## 14:30 **Capital markets - long-term financing for Turkish companies**

- Sukuk & capital markets as an infrastructure asset class
- Corporate bond market - opportunities vs challenges
- Regulatory updates in Turkish capital markets
- Opportunities for DCM in Turkey

### **Speakers:**

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

**-Bilgitay Saybasili, Managing Director, ÜNLÜ & Co**

**-Cadwaleder (speaker name TBC)**

## 15:10 **Distressed debt investing in Turkey and NPLs**

- Key drivers of distress today and vulnerable sectors
- 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

### **Speakers:**

**-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**

Invited: Lazard

16:00 **END OF THE PART 1 of the event.** The proceedings will continue at 16:45 at THE HOUSES OF PARLIAMENT

17:00 **Keynote Speech - Bill Esterson - Member of Parliament**

## 17:15 **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?
- Investment appetite, obstacles and risk preferences
- 2019 recap and what are the major challenges and opportunities expected for 2020-2021?
- Investment incentives offered for foreign investors by Turkish Government

**Moderator: Murat Ozdemir, Country Advisor/UK, Presidency of the Republic of Turkey Investment Office (Invest in Turkey)**

### **Speakers:**

**-Tim Hughes, Assistant Director, BPL Global**

**-Elchin Ebadov, CFO, SOCAR**

**-Volkan Hidayetoglu, Managing Partner, Hidayetoğlu Partners**

Invited: Türkiye Kalkinma, Türkiye İş Bankası, Fitch Ratings, GIH

## 18:10 **Progress and trends in Turkey's energy sector**

- Opportunities for solar, wind, geothermal projects
- What legal and regulatory frameworks are needed to unlock access to financing?
- Bankability of energy/renewable projects
- What do the next 5-10 years hold for the energy sector

### **Speakers:**

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

**-Yasemin Kuytak, Director, KfW IPEX, Turkey**

**-Yazıcı Attorney Partnership (speaker name TBC)**

Invited: Zorlu Energy, Teksan

18:55 Chairman's closing remarks

**Emrah Oz, CEO, BCCT**



09:00 Welcoming coffee and registration

09:20 Chairman's opening remarks

**Chris Gaunt, OBE, Chairman, BCCT**

09:30 Official Welcome Address

**H.E. Umit Yalcin, The Ambassador of the Republic of Turkey in the UK**

09:40 Official Welcome Address

**Invited: Lord Karan Bilimoria of Chelsea, CBE, DL**

09:50 Keynote presentation - **Discovering investment opportunities in the UK**

**Judith Slater, HM Consul General Istanbul & Trade Commissioner for Eastern Europe and Central Asia**

10:10 **The UK as a business hub for Turkish investors**

- UK as a hub for international investment and sectors of investment opportunities
- Update on grants and incentives to help businesses grow in the UK, export incentives and credit opportunities to increase Turkey's exports
- UK-Turkey bilateral economic relations
- Implications of Brexit for Turkish investors
- International tax structuring

**Moderator:** **Yavuz Sokmen, CEO, TBCCI**

**Speakers:**

**-Süleyman Beşli, Chief Commercial Counsellor, Turkish Embassy in London**

**-Dilara Yardimci, Country Director, UK at Turkish Trade Center**

**-Department for International Trade - speaker name to be confirmed**

**-NAZALI - speaker name to be confirmed**

10:50 Networking Coffee Break

11:20 **Facilitating overseas investment: regulatory and financing frameworks for foreign & Turkish investments**

- Legislative and regulatory framework
- Due diligence on legal and regulatory hurdles
- What structures are available: green field, international acquisition, other emerging options? IPO vs M&A
- Financing global projects from the UK, balancing the risk
- Capital markets and investment opportunities for investors through LSE
- What do overseas investors need to know when setting their investment strategy?

**Moderator:**

**-Cagdas Cataltas, Director, Greyhawk Intelligence Group**

**Speakers:**

**-Axel Kalinowski, Head of Central and Southern Europe, London Stock Exchange**

**-Volkan Hidayetoglu, Managing Partner, Hidayetoglu Partners**

**-Cadwaleder - speaker name to be confirmed**

12:00 **Investment opportunities for overseas investors**

**Axel Kalinowski, Head of Central and Southern Europe, London Stock Exchange**

12:20 **Retail & Consumer Goods market in the UK - Highlights for international investors**

- Navigating the complex British retail and consumer products market - new customer segments, possible ways for Turkish players, digital commerce retail trends
- What Turkish brands need to know before entering the £381 billion UK retail market? - Drivers of successful brand M&A opportunities

- How to successfully build brand awareness in UK and best practices for Turkish retailers looking to establish a foothold in UK

**Moderator:**

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

**Speakers:**

**-Ozlem Tuskan, Founder, BrandSeers**

**Invited: Pladis**

13:00 Networking Lunch Break

14:15 **UK real estate market and recent developments for individual and corporate investors**

**Tiffany Luckett, Associate Director, Central London Retail, Savills**

14:30 **Wealth Management | Family Offices | Real Estate**

- Brexit: Implications for UK wealth management and international private investors
- Wealth preservation strategies
- Using real estate investments as a wealth management mechanisms in UK
- UK real estate market - state of the market, patterns of investment and areas of potential opportunities
- Family offices and Private Equity

**Speakers:**

**-Robert Forbes, Director, Stadden Forbes Wealth Management**

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

**-Hassan Farran, Partner, Head of Middle East Capital Markets, Cushman & Wakefield**

**-Jonathan Trice, Associate - West End Investment, JLL - tbc**

15:30 Networking Coffee Break

16:00 **Opportunities for tech investment in the UK**

- Running a tech business in the UK and how can this benefit the company?
- Overview of technology sector in the UK and the opportunities for tech companies looking to expand
- Incentive mechanisms for Turkish companies looking for international exposure
- How Tech companies can be successful in the UK

**Speakers:**

**-Kemal Sidar CEO, London Bridge Project**

**-Moris Kastro, Partner, Inveon**

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

**-Baturay Özden, Founder, B4MIND**

16:40 Chairman's Closing Remarks

**Chris Gaunt, OBE, Chairman, BCCT**

16:50 Drink reception



## 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
- Company logo displayed on main screen during 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

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### Speaking Opportunities & other Benefits

- Conference session host: opportunity to shape content and invite speakers
- Keynote presentations
- Expert panel discussion positions
- VIP delegate passes

## CONTACT US

For speaking, sponsorship and delegate registrations please, contact:

Emine Azed Acar, *Senior Project Manager*  
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EEL Events  
www.eeevents.co.uk  
+ 44 (0) 207 1479 750

- YES! Please register me for \_\_\_\_\_ place(s)
- Early Bird Fee - £790 — Expires on 21st February 2020
- Full Fee - £990 Available from 22nd February 2020

Local Representative Available to companies headquartered in Turkey

- Fee - £690 — Expires on 21st February 2020
- Fee - £790 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

Easy ways to register:  
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## 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 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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