

Day one: 19th September 2012

08:00 - 08:55

Coffee and Registration

08:55 – 09:10

Chairman's welcome

09:10 – 10:10

Opening Keynote Panel: Sourcing deals to accommodate allocated capital

- Increased investor attention brings with it, more deals. Discuss.
- Opportunities provided by internationalising, consumer-facing businesses
- Growing investment appetite from second and third generation family businesses

Moderator:

Hakan Akbas, Founder & Managing Partner, Global Dealings Group

Panelists:

Murat Özgen, Chief Executive Officer, İş Private Equity

Mustafa Kaplan, Chairman, KOSGEB

Metin Pehlivan, Acting General Manager, Kalkinma

Seymur Tari, Managing Director, Turkven Private Equity

10:10 – 10:40

Keynote address: Sowing the seeds for a private equity spring

- Assessing and leveraging Turkey's strategic, social and economic advantages
- Where does Turkey stand in relation to its BRIC competitors?
- Promoting increased deal-flow through an hospitable regulatory environment

H.E. Nihat Ergün, Minister, Science, Industry and Technology, Republic of Turkey

10:40 – 11:10

Coffee

11:10 – 12:00

Panel: Building a successful, symbiotic relationship between local and global firms

- Developing a competitive local presence through a strong investment footprint
- Partnerships with local firms –With local firms stepping up to larger deals, it has to be more than just financing
- Making a partnership work for all parties through complimentary proficiencies and expertise

Moderator:

Mehmet Sami, Executive Board Member, ATA Invest

Panelists:

Gökhan Eyigün, Strategy & Business Development Director, Sabanci Holding

Yalin Karadogan, Principal, Cinven

Güven Sak PhD, Managing Director, TEPAV

Martin Weckwerth PhD, Partner, Permira

12:00 – 12:30

Keynote Address: Adapt and thrive - developing the private equity model for success in Turkey

- Engaging local families to create opportunity
- Generating operational value in lieu of leverage
- The potential role for a Turkish Venture Capital and Private Equity Association

Vincenzo Morelli, Partner Emeritus, TPG Capital; Chairman, European Private Equity Roundtable, Chairman, EVCA

12:30 – 13:20

Panel session: Doing deals in Turkey

- Price prospect: How high can they go and for how long?
- Structuring the deal – Turkish governance issues
- Deal craft – executing certainty at speed

Moderator:

Emre Kemal Mimaroglu, Head of Client Coverage and Corporate Advisory Group-Turkey, UBS

Panellists:

Baris Aksoy, Head, Middle East and North Africa, Intel Capital

Nasr-Eddine Benaissa, Co-Managing Partner, Eastgate Capital Group

Ludek Palata, Vice President, Riverside Europe Partners

Aygen Yayikoglu, Founder and Managing Partner, Crescent Capital

13:20 – 14:40

Lunch

14:40 – 15:20

Workshop A: Value creation

- What is the perception of PE in creating value in Turkish companies? What are PE's perceived strengths and weaknesses?
- How is value creation split between leverage, multiple expansion and operational improvement?
- How can PE investors in emerging markets ensure active ownership in minority stake deals?

Sachin Date, Private Equity Leader - Europe, Middle East, India and Africa, Ernst & Young

Emre İyibilir, Director, Is Girişim

Kerem Onursal, Partner, Turkven Private Equity

Robert Romain, Managing Director, Pera Capital

Workshop B: Case Study – Acibadem

Omer Meserretcioglu, Principal, Abraaj Capital

Tolga Akar, Executive Director, Goldman Sachs

Yalcin Nak, Deputy General Manager, Hospital Operations, Acibadem Healthcare

15:20 – 16:00

Workshop C: Encouraging and developing Turkish private equity opportunities for Middle East capital

Ahmed Emara, CEO & Managing Director, ReAya Holding

Jan Fomferra, Managing Director, IEG Investment Banking

Imad Ghandour, Managing Director, CedarBridge Partners

Pinar Kavukcuoglu, Pragma Corporate Finance

Ihsan Sancay, Partner, Bosphera

Ozkan Yavasal, Partner-Corporate Finance, N+1 Daruma Corporate Finance

Workshop D: Fund terms and conditions

- Pursuing a closer alignment of LP and GP interests
- Factors determining viable terms in the current marketplace
- First time funds – managing expectations

Ruzgar Barisik, Senior Investment Officer, IFC

Memet Yazici, Managing Partner, TRPE Capital

Serkan Elden, Managing Partner, CapitAlinka Investments

16:00 – 16:30

Coffee

16:30 – 17:30

The Big Debate: This House Believes the Time has come for Turkey to have a Private Equity Venture Capital Association

17.30 - 19:30

Cocktail reception

Day two: 20th September 2012

08:00 – 09:00

LP breakfast by invitation only

09:00 – 09:15

Chairman's introduction

09:15 – 10:10

Panel: LP attitudes to Turkish PE

- Investor expectations of a Turkish investment
- What LPs are looking for from private equity firms
- The gradual emergence of local LP investment: what can be done to further encourage this development?

Moderator: Philip Borel, Editorial Director, PEI

Panellists:

Baris Gen, Senior Investment Officer, IFC

Winfried Nau, Director, DEG

Cem Meric, Partner, LGT

Nico Taverna, Senior Associate at Adveq Management

10:10 – 11:10

Panel Session: Exploiting the Turkish market's advantages for fundraising

- Getting on the radar of institutional investors
- What do LPs think about first time funds in emerging markets?
- Clarity of strategy and focus – what really works?

Moderator: Ihsan Sancay, Partner, Bosphera

Panellists:

Jean-Philippe Burcklen, Head of Lower Mid-Market, European Investment Fund

Pinar Eczacibasi, Chairwoman, iVCi Strategic Network

Ogeday Karahan, Founder and Managing Partner, Eurasia Capital Partners

Kerim Turkmen, Director, Mid Europa Partners

Daniel Zach, Investment Director, ARGUS Capital International

11:10 – 11:40

Coffee

11:40 – 12.10

Acquisition finance

- Will fiscal measures open new private equity opportunities in Turkey?
- Can international banks compete with domestic banks in financing acquisitions?
- Will rising loan costs force PE to source finance away from the banks?
- Sourcing alternative liquidity

Walid Cherif, Managing Director and Co-Head, Gulf Credit Partners

12:10 – 13:00

Panel session: Getting the best price at exit

- Dealing with international, strategic acquirers
- Maintaining price tension – dual track process, secondary deals
- The role of the intermediary

Moderator:

Emre Hatem, Senior Vice President, Project & Acquisition Finance, Garanti Bank

Panellists:

Demet Ozdemir, Partner, Transaction Advisory Services, Ernst & Young

Burak Dalgin, Director, Darby Overseas Investments

Ercan Ergul, Managing Director, Bedminster Capital Management

13.00 – 13.10

Chair's closing remarks

13:10 - 14:20

Lunch

SPECIAL FORUM: THE TURKISH INFRASTRUCTURE INVESTMENT MARKETPLACE

14:20 – 14:30

Chairman's introduction

Mehmet Sami, Executive Board Member, ATA Invest

14.30 – 14.50

Keynote: The Role and Outlook for PPPs in Turkey's Infrastructure Development

- Overview of the 2010-2023 Turkish Transport Infrastructure Plan
- Clarifying the legal framework for PPPs
- Project pipeline: Visionary and realistic?
- What will this improved legal framework mean for the market

Dr. Ahmet Kesli, Founding President, International PPP Platform Turkey

14.50 – 15.30

The development of the Turkish developer marketplace

- How do international developers perceive the Turkish market and why is it attractive?
- What are the greatest challenges to accessing the market and how can these be overcome?
- Opportunities for joint ventures
- Understanding the relationship between domestic and foreign developers, investors, local banks and Government

F. Mehmet Cosan, Project Finance and Commercial Director, Astaldi

15.30 – 16.10

Panel: Energy Infrastructure

- Privatisations coming down the line
- Working with long-term assets for short-term profits
- The outlook for renewable energy
- Managing political risk

Confirmed:

Ruzgar Barisik, Senior Investment Officer, IFC

Aygen Yayikoglu, Founder and Managing Partner, Crescent Capital

Bernhard Raberger, Chief Financial Officer, Energisa

Erol Demirer, Chief Executive Officer, Demirer

16.10 – 16.50

Transport Infrastructure

- The outlook for transport project and privatisation deals – how many and how big?
- Reviewing the approval process for road, rail and port PPPs
- Where will the debt come from?
- How flexible must sponsors be in order to obtain project financing?

Confirmed:

Sule Kiliç, Managing Director, Head of Financial Advisory, Turkey, UniCredit

Salih Gumgum, Deputy Director General for Ports and Airports of Infrastructure Investments General Directorate in Ministry of Transport

16.50

Close of Briefing

This is a provisional agenda and remains subject to change at the discretion of the organisers