

2. Türkiye Kamu-Özel Sektör İşbirlikleri Konferansı

27-28 Kasım, 5* Mövenpick Hotel, Ankara

Simultane Çeviriler
İngilizce-Türkçe
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2nd PPP in Turkey Forum

Meeting future demands today

27-28 November 2013
5* Mövenpick Hotel, Ankara

Conference and Exhibition

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Manager - Project and Acquisition Finance
Garanti Bank, Turkey



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Yalcin Eliguzeloglu
Head of Water & Environmental Infrastructure Investments
Koc Holding, Turkey



Maja Baricevic
Advisor
Agency for Public Private Partnerships, Croatia

Agenda

08:30 Registration and coffee

09:00 Chairman's welcoming address

09:10 Keynote welcoming address (reserved for main sponsor)

Market Update

09:10 Ministerial address

Mehmet Simsek, Republic of Turkey Minister of Finance

Invited:

Republic of Turkey Minister of Energy
 Republic of Turkey Minister of Education
 Republic of Turkey Minister of Development

| Regulatory issues are still a concern with regards to Turkish PPP projects.

- What are the recent developments on uniform regulatory structure?
- Effects of 10th Development Plan
- Preparation of new legislation for PPPs

10:00 Investment Climate in Turkey

- Turkey With Some Key Figures
- Top Reasons to Invest In Turkey

Fatih Altunyuva, Investment Support And Promotion Agency of Turkey

10:15 The importance of capacity-building for PPP projects

Michael Davey, EBRD, Turkey

10:35 Understanding recent legal developments and unifying widespread PPP legislation

- Legislative basis for educational PPPs
- Turkey approves new PPP law to boost Healthcare projects
- Changes of Turkish State Railways legislation for easier privatizations

Dr. Ilhan Yilmaz, Yilmaz & Ciner Law Offices, Turkey

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CINER**
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10:50 Networking coffee break

Risks for Turkish PPP projects

This session investigates which risks are shared in successful projects in and why such risk sharing agreements are often difficult to reach, understanding that PPPs are a multi-player game.

11:30 Key-note Presentation: Best practices: spreading risk equally between public and private stakeholders

- Realistic risk-value assessment
- Risk transfer in PPP projects
- Overcoming unexpected circumstances
- Ongoing project evaluation to limit risks

Graham Oliver, WYG, United Kingdom



11:50 Essentials of contract management & dispute resolution in PPP Investments

Levent Imak, MC² MODERN Construction Consulting, Turkey



12:10 Panel discussion: Managing risks in PPP projects

- Political and legal risks of PPPs
- The need for effective risk allocation - Is it possible to re-negotiate during any stage of delivery?
- Is sourcing liquidity an issue for Turkish lenders? Is there a need for new partners?
- Socio-economic risks: Public acceptance and the value for money debate
- Dispute escalation clauses in PPP and long-term projects
- The range of dispute resolution techniques available

Taylor Hartwell, Sumitomo Mitsui Banking Corporation Europe, United Kingdom

Nicholas Gould, Fenwick Elliott & ICC International Expertise Committee, United Kingdom

12:40 Networking lunch break

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Agenda

Financing PPP Projects

What role can private sector financiers and investors play in the delivery of public projects? What are their requirements?

13:30 Key-Note Presentation: Financing Models for Turkish PPP projects
Levent Kirazoglu, Garanti Bank, Turkey



13:50 Treasury's Role on PPP Projects

- Treasury's involvement in PPP projects
- Debt Assumption Mechanism
- Eligibility for Treasury Debt Assumption

Nurhan Karaca, Undersecretariat of Treasury, Turkey

14:05 Presentation: Turkey PPP - making it happen - next steps

- SPV financial, commercial and legal structures to attract equity
- Debt instruments - Bank, Infra Bonds, Sukuk finance
- Who are the global and local players?
- Next steps/priorities

Mel Zuydam, Ecorys, Netherlands

14:25 Panel Discussion: How should PPP financing be structured?

- Developing realistic assumptions for project re-financing during initial stages
- How will promising future projects in the pipeline be financed?
- Is liquidity an issue for local banks?
- The development of sukuk & infrastructure bonds in the PPP markets
- How to make international liquidity more accessible?
- How can the financial negotiation process be reduced?
- Lessons learned from recent financial closers: Gebze - Izmir Motorway and Eurasia Tunnel

Mel Zuydam, Ecorys, Netherlands

Ralf Ernst, UniCredit Bank AG, Germany

Mehmet Cosan, Otoyol Yatirim ve Isletme A.S., Turkey

Serdar Aricioglu, Garanti Bank, Turkey

Jonathan Dames, CMS Cameron McKenna, United Kingdom

Adam Nancarrow, Macquarie, United Kingdom

15:00 Networking coffee break

Energy and Education PPPs

This session will provide an insight into several sectors with opportunities and upcoming tenders

15:50 Recent updates on Turkish Education PPPs

16:10 Presentation: Energy PPPs

- The role of PPPs in utilising natural resources as a source of energy
- Making use of lignite reserves with PPP models (Konya, Karaman, Burdur, Afyon, Kutahya)
- Bankability of lignite power plants & financing options

Case Study: Afsin - Elbistan coal plant

PPP opportunities in selected countries

16:30 Presentation: PPP overview in Croatia

- Institutional Framework
- PPP projects in Croatia
- Future challenges

Maja Baricevic, Agency for public-private partnership, Croatia

16:45 Chairman's closing remarks

17:00 Networking cocktail reception (cocktail host to be confirmed)

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09:00 Chairman's welcoming address

09:10 Keynote welcoming address *(reserved for the main sponsor)*

09:20 Ministerial address

*Ahmet Aksu, V. President of Republic of Turkey, Prime Ministry Privatization Administration
Muhammet Misir, Deputy Undersecretary, Republic of Turkey Ministry of Health
A brief history of healthcare PPPs in Turkey, current situation, content and project pipeline*

Healthcare | Future pipeline projects & case studies

This session will analyse the process in successful PPP projects in order to ascertain a formula for success.

09:30 Key-note Presentation: Improving the financial outcome of PPP Healthcare projects through early incorporation of operational best practice



Hill International

Jeffrey Sujar Blanco, Hill International, Europe

09:50 Current situation and future opportunities for healthcare sector in Turkey

- General structure
- Main actors in service provision
- Opportunities and threats

Fatih Turkmen, Ministry of Development, Turkey

10:20 Panel Discussion: Is the Turkish healthcare market a viable long-term opportunity for investors?

- Market update: 2012 to 2013 - what's changed?
- Identifying suitable PPP healthcare projects – what's needed?
- The state's effort to support city hospital projects
- Healthcare facts and the PPP programme in Turkey
- Lessons learned from Kayseri and Bilkent projects?

Huseyin Arslan, YDA, Turkey

Marco Rosso, Meridiam Infrastructure, France

Sule Kilic, UniCredit Bank, Turkey

Zeynep Kantur, IFC, Turkey

Fatih Turkmen, Ministry of Development, Turkey

11:20 Networking coffee break

Transport networks

12:00 Key-note presentation from leading infrastructure construction/investment firm

Please contact us for this speaking opportunity

12:10 BSTDB's role and achievements in transport sector

Key risks and mitigants and lessons learned in transport finance

Orhan Aytemiz, Black Sea Trade & Development Bank, Greece

12:20 Panel Discussion: Delivering projects in Turkey

- Challenges & Opportunities in Turkish Transport PPPs

Franco Vigliano, Ashurst, Italy

Pavlo Grabovets, IFC, Turkey

Arda Akarsu, TEB, Turkey

Paul Smith, CMS Cameron McKenna, United Kingdom

13:00 Networking lunch break

14:00 Transport Networks part 2: CASE STUDIES (More to be confirmed)

- Eurasia Tunnel

H. Levent Cekirge, YM Infrastructure Investments Inc., Turkey

- Istanbul's 3rd Airport

- Ankara High Speed Train Station

- North Marmaray Highway & Third Bosphorus Bridge

- Upcoming Port & Marina projects in the pipeline

Water & Waste Management

15:20 Presentation: Challenges and opportunities facing PPPs in the environmental infrastructure sector in Turkey

- Environmental infrastructure investments and sources of financing
- Market outlook vis-a-vis recent regulatory developments

Yalcin Eliguzeloglu, Koc Holding, Turkey

15:40 Case Study: Environmental PPP structures from an international practice and their relevance to Turkish market

Please contact us for this speaking opportunity

16:00 Chairman's closing remarks

16:10 Networking coffee break

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Securing a greener environment

5th Turkey Renewables Congress & Exhibition

5* Mövenpick Hotel, Ankara
26th November 2013

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08:30 Registration & Coffee

08:55 Chairman's Opening Address

09:00 Key-note address (reserved for main sponsor)

Ministerial Address & Market Update

- Halil Alis, *Electricity Generation Company / EUAS, Turkey*
- Republic of Turkey, *Ministry of Energy and Natural Resources, speaker tbc*
- Republic of Turkey, *Energy Market Regulatory Authority / EMRA*
- Turkish Electricity Distribution Company / *TEDAS, speaker tbc*

09:20 The legislation on renewable energy sources in Turkey

- Our goals on renewable energy sources
 - Incentives to promote the use of renewable energy sources
- Sebahattin Oz, Directorate of Renewable Energy / Ministry of Energy, Turkey*

09:40 The new electricity market law: An overview of the new regulatory environment

Ozan Karaduman, Mehmet Gun & Partners, Turkey

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10:00 Distributed Energy

Bulent Ozan, Ernst & Young, Turkey



10:20 Networking Coffee Break

Bankability & Finance

11:00 Presentation: Financing Renewable Energy projects

Dominic Hereth, Green for Growth Fund, Germany

11:20 Financing and bankability of wind & solar projects

- Financing procedures and structures
 - Overview of the current standing of wind projects from banks point of view
- Ahmet Tohma, Garanti Bank, Turkey*

11:40 Panel Discussion: Bankability of Renewable Energy Projects – True Cost

- What are the main challenges preventing projects from materialising or leading to unforeseen costs? How can these be overcome?
 - What is the best investment type for my project (strategic, financial)?
 - How do investors view the regulatory/legislative environment?
 - What risks are investors not willing to take?
 - Assessing the adequacy of government incentives/ subsidies/ FIT's?
 - Impact of energy exchange/EPIAS to renewable energy market in Turkey
- Tunc Alyanak, IFC, Turkey*
Altug Atilkan, Herdem & Co, Turkey

12:30 Networking Lunch Break

Energy Production & Trading

13:30 Emerging Opportunities with New Energy Exchange 'EPIAŞ'

Altug Atilkan, Herdem & Co, Turkey

13:50 Off-licence electricity production

- The Regulatory Landscape for Small Scale Renewables
 - What are the challenges?
 - Building infrastructure
- Elif Karakas, Head of Electricity Market, EPDK, Turkey*

14:10 Networking Coffee Break

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Session hosted by

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Solar & Wind Showcase Session

14:40 Presentation position reserved for leading industry expert

Please contact us for this speaking opportunity

Suggested topics include:

- | What are the lessons learned from last year and what will be the focus in the year to come?
- | Technical and economic studies and adoptable success stories
- | Legislation, licensed and unlicensed regulations, strategies, problems encountered in practice
- | Methods for ensuring sustainable and efficient solar projects

15:20 Actions taken to reach planned target of 20GW of wind power capacity by 2023

Yetik Kadri Mert, EnerjiSA, Turkey

15:40 Wind & Solar Energy Panel discussion

- What are the current issues in financing wind projects? Best Financial mechanisms
- Role of IFI Investments
- What is the bankability of wind energy investments?
- Wind Turbine Components and Technology
- Has the government done enough over the last 12 months to facilitate large scale PV projects?
- What will be the key financing issues for upcoming solar deals?
- What are the most suitable options for solar in Turkey? Comparison of CSP to PV
- Opportunities to incorporate solar with other energy sources

Mustafa Tiris, T-Dinamik, Turkey

Ahmet Hatipoglu, Limak Energy, Turkey

Ahmet Tohma, Garanti Bank, Turkey

Examining Geothermal, Hydro and Biomass projects in Turkey

16:40 Presentations:

| Geothermal Analysis

- Financing for Exploration
- The challenges specific to municipal developments
- Is PPP a viable option for private equity investors looking to invest in Geothermal?
- The effects of licensing and policy uncertainty on investment prospects

| Opportunities for Biomass/Waste to Energy in Turkey

| Hydro in Turkey

- Bankability of hydro projects
- Application difficulties - Public acceptance

Simten Ozturk, Garanti Bank, Turkey

17:00 Networking cocktail reception (cocktail host to be confirmed)

Join us for an evening cocktail reception hosted in hotel



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Promotional 3 DAY event registration | November 2013
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YES! Please register me for _____ place(s)

- Early Bird - £1,390** **Expires 28 October 2013**
- Local representative - £990 *(Only applicable for companies based in Turkey. Payment must be made through Turkish bank account)*

- Concession - £390 *(Government Employees, Students, Academics, Charities)*
- Super Early Bird - £1090 **Expires 20 September 2013**
- Full Fee - £1,690 Available from 29 October 2013

Single event registration | 26th November 2013
5th Turkey Renewables Congress & Exhibition

YES! Please register me for _____ place(s)

- Super Early Bird - £690 **Expires 20 September 2013**
- Early Bird - £790** **Expires 28 October 2013**
- Full Fee - £990 Available from 29 October 2013
- Local representative - £590 *(Only applicable for companies based in Turkey. Payment must be made through Turkish bank account)*

Single event registration | 27- 28th November 2013
2nd PPP in Turkey Forum

YES! Please register me for _____ place(s)

- Super Early Bird - £790 **Expires 20 September 2013**
- Early Bird - £990** **Expires 28 October 2013**
- Full Fee - £1,190 Available from 29 October 2013
- Local representative - £690 *(Only applicable for companies based in Turkey. Payment must be made through Turkish bank account)*

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Full Name

Job Title

Company

Email

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