

PPP in Turkey

Financing future infrastructure

28-29 November 2012
Crowne Plaza Hotel, Ankara

Conference & Exhibition



Simultaneous Translation
English-Turkish
Turkish-English

Simultane Çeviriler
Türkçe-İngilizce
İngilizce-Türkçe

Event Partners



The Turkish government has outlined ambitious targets for infrastructure projects in 2012. In order to provide funding for some of Turkey's major infrastructure projects, Public Private Partnerships (PPP) are seen as a major investment opportunity.

Our PPP in Turkey 2012 Conference will provide a platform for national and regional government to showcase upcoming PPP projects, enabling expert analysis of the challenges and opportunities from a range local and international PPP experts. The conference will focus on four key sectors that have been identified by the Government for PPP including: Social/Municipal Infrastructure, Healthcare, Transport Networks (Rail, Road and Sea Ports) and Environment (Waste and Water Management). Key government representatives for each of these sectors will participate in the conference and will outline the PPP projects that are being offered for tender.

Leading international speakers will share the experience of other countries in PPP and senior industry figures will discuss the opportunities for the private sector. We expect very high demand for this conference because of the potential business and investment opportunities associated with PPP. Please register as soon as possible as places are limited.

You will meet senior government officials, local authorities, development banks and IFIs, investment/private banks, private equity pension/insurance funds, construction/concession companies, specialist project financing advisors/consultants, legal firms and PPP/PFI experts from across Europe.

Whether you're looking to enhance your presence in the Turkish market, meet new clients, learn about PPP or simply wanting to find out about the opportunities in Turkey, this event will exceed all your requirements.

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Join us at the Crowne Plaza Hotel Ankara



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Speakers

Government and public sector representatives

Mehmet Simsek, Minister of Finance
Republic of Turkey Ministry of Finance

Emin Zararsiz, Undersecretary of State
Republic of Turkey Ministry of Education

Cem Galip Özenen, Head of PPP Department
Republic of Turkey Ministry of Development

Fatih Turkmen, Head of Health and Social Security
Republic of Turkey Ministry of Development

Tacettin Tuncay, Head of Dormitories Department
Republic of Turkey Ministry of Youth and Sports

Ali Guner Tekin, Head of Advisory Department
Republic of Turkey Prime Ministry Privatization Administration

Salih Gumgum, Head of Marinas and Ports Department, Infrastructure Investments Agency, Republic of Turkey Ministry of Transport, Maritime Affairs and Communications

Bahtiyar Sazlik, Head of Investment Services Department, General Directorate of Budget and Fiscal Control Republic of Turkey Ministry of Finance

Necmettin Kaymaz, Chief Project Director
Republic of Turkey Prime Ministry Investment Support and Promotion Agency

Session chairs and feature speakers

Darryl Murphy, Head of EMEA - Global Infrastructure
KPMG, United Kingdom

Gulrez Hoda, Director for Infrastructure for Europe, the Middle East and North Africa
IFC, Turkey

Murat Dedeoglu, Partner
DK Infrastructure and Corporate Finance, Turkey

Thomas Barrett, Director
European Investment Bank, Luxembourg

Jean-Patrick Marquet, Director for Municipal and Environmental Infrastructure
EBRD, United Kingdom

Branko Bajatovic, Director
Avistum, United Kingdom

Expert panellists

Mustafa Kocar, Partner
DK Infrastructure and Corporate Finance, Turkey

Mike Davey, Director for Turkey
EBRD, Turkey

Sue Barrett, Director for Transport
EBRD, United Kingdom

Mehmet Cosan, CFO
Otoyol Yatirim ve Isletme A.S. (Otoyol Investment and Operating A.S.), Turkey

Lemi Leba, Project Finance and Credits Director
DIA Holding, Turkey

Richard Dyton, Partner
Simmons & Simmons LLC, United Kingdom

Sule Kilic, Head of Financial Advisory
UniCredit Group, Turkey

Emre Hatem, Director, Project and Acquisition Finance
Garanti Bank, Turkey

Arda Akarsu, Senior Project Manager
TEB, Turkey



Easy ways to register

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Agenda

Day 1



08:30 Registration and coffee

09:00 Chairman's welcoming address

09:20 Ministerial address: *Mehmet Simsek, Republic of Turkey Minister of Finance*

Feature address: *Emin Zararsiz, Undersecretary of State, Republic of Turkey Ministry of Education*

Feature address: *Cem Galip Özenen, Head of PPP, Republic of Turkey Ministry of Development*

09:50 Investing into Turkey - 2023 Strategy and future opportunities

Necmettin Kaymaz, Republic of Turkey Prime Ministry Investment Support and Promotion Agency

10:05 Understanding the legal framework and investment incentives

10:30 Networking coffee break

PPP risk allocation

11:00 *Private partners are more than willing to provide high-quality service levels, but they expect to be paid for doing so. The public sector cannot expect to get a Ferrari for the price of a Beetle. 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.*

Presentation: The role of the state supporting PPP projects
Undersecretariat of Treasury, Turkey (speaker to be confirmed)

Presentation from leading advisory firm

Panel discussion: How should risk be shared in PPP projects?

- The need for appropriate and fair allocation of risk to public and private stakeholders
- Socio-economic risks: Public acceptance and the value for money debate. Willingness- and ability-to-pay for services
- The importance of political factors for the development of municipal projects: seeing the long-term benefits of using PPP models
- Addressing government failure in PPP programs (functions PPP units – WB, PPIAF)

Panellists:

Cem Galip Özenen, Republic of Turkey Ministry of Development
Richard Dyton, Simmons & Simmons LLC, United Kingdom

12:20 Networking lunch break

Financing PPP projects

13:20 *How can the sovereign and municipal debt crisis be overcome? What role can private sector financiers and investors play in the delivery of public projects? What are their requirements?*

Topics to be addressed:

- Why banks invest in PPP projects? – case study examples from across Turkey and the EU
- How should PPP financing be structured (equity-debt share)? Hybrid PPPs, how do they work?
- Identifying a suitable PPP project and understanding the value and purpose of PPPs
- The need for effective due diligence and risk assessment

Presentation: Financing PPP projects in Turkey
Murat Dedeoglu, DK Infrastructure and Corporate Finance, Turkey

Presentation: Requirements and financing structures of the IFC
Gulrez Hoda, IFC, Turkey

Panel discussion: Financing PPP projects - what are the options and obstacles?

Panel Chair:

Daryl Murphy, KPMG, United Kingdom

Panellists:

Arda Akarsu, TEB, Turkey
Gulrez Hoda, IFC, Turkey
Mike Davey, EBRD, Turkey
Emre Hatem, Garanti Bank, Turkey

15:00 Networking coffee break

Upcoming projects

15:30 *This session will provide an insight into upcoming opportunities and tenders*

Presentation: Opportunities for PPP in dormitories
Tacetin Tuncay, Republic of Turkey Ministry of Youth and Sports

Presentation: The potential of PPP for Turkish educational projects

16:10 Chairman's closing remarks

16:20 Evening networking reception

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Agenda

Day 2



08:30 Registration and coffee

09:00 Chairman's welcoming address

09:10 Keynote address

Healthcare PPPs

Session hosted by

09:30 *With the prospect of a series of hospitals based on the PPP formula in Turkey over the next 5 years, the unfolding opportunities are being followed with eager eyes. This session will analyse the PPP process in successful projects in order to ascertain a formula for success.*

Presentation on past successes and future pipeline
Republic of Turkey Ministry of Health (speaker to be confirmed)

Presentation from leading PPP healthcare provider

Panel discussion: Delivering healthcare projects with PPP - has a perfect formula been found?
- Identifying suitable PPP healthcare projects – what's needed?
- What healthcare services can PPPs deliver?
- Understanding public perception of PPPs in healthcare
- What are the costs and benefits for the public sector?

Panellists:

Mustafa Kocar, DK Infrastructure and Corporate Finance, Turkey
Fatih Turkmen, Republic of Turkey Ministry of Development
Sule Kilic, UniCredit Group, Turkey
Lemi Leba, DIA Holding, Turkey



10:50 Networking coffee break

Transport networks

11:30 *There is an urgent need to upgrade and develop national and municipal transport networks to ease current demand and prepare for future growth. This session will assess the opportunities for the private sector to support the development of key transport networks, including upgrading railways, roads, metros and sea ports.*

Topics to be addressed:

- What challenges are the government facing in meeting transport demands?
- What role can the private sector play in providing these services?
- Which projects are suitable for PPPs? What are the costs and benefits for the public sector?
- Can the private sector really offer value-for-money? What are the risks? How can they be shared?

Presentation on past successes and future pipeline
Republic of Turkey Ministry of Transport, Maritime Affairs and Communication (speaker to be confirmed)

Presentation: How to formulate bankable PPP infrastructure projects
Thomas, Barrett, European Investment Bank, Luxembourg

Roads and Highways

Presentation: What projects are viable?

Panel discussion: Can PPP deliver?

Panellists:

Mehmet Cosan, Otoyol Yatirim ve Isletme A.S. (Otoyol Investment and Operating A.S.), Turkey
Sue Barrett, EBRD, United Kingdom

12:40 Networking lunch break

Rail

13:40 **Presentation:** What projects are viable?

Panel discussion: What are the challenges and opportunities for PPP in rail infrastructure?

Panel Chair:

Branko Bajatovic, Avistum, United Kingdom

Sea Ports

Presentation: What projects are viable?

Panel discussion: What role will PPP play in future Sea Port projects?

Panellists:

Ali Guner Tekin, Republic of Turkey Prime Ministry Privatisation Administration
Bahtiyar Sazlik, Republic of Turkey Ministry of Finance
Salih Gumgum, Republic of Turkey Ministry of Transport, Maritime Affairs and Communication

15:20 Networking coffee break

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Agenda

Day 2



Environment (Waste and Water Management)

16:00 With growing pressure to meet demand and international standards, there is an urgent need to upgrade and develop solid and water waste management facilities. This session will assess the opportunities for the private sector to support this development.

Topics to be addressed:

- What challenges are municipalities facing in the collection, sorting and disposal of waste?
- What role can the private sector play in providing these services? Are PPPs a viable option?
- Are recycling facilities a profitable project? Can the private sector really offer value-for-money?
- Risk of contracting to municipal-based companies vs competitive and open bid process
- What are the other risks? How can they be shared/mitigated?
- What are the costs and benefits for the public sector?

Presentation: Financing Municipal and Environmental Infrastructure Projects - Overcoming challenges in PPP models
Jean-Patrick Marquet, EBRD, United Kingdom

Municipal solid waste management

Panel discussion: Can the private sector provide affordable and sustainable solutions in Turkey?

- Collection, sorting, recycling, incineration and disposal
- Opportunities for waste-to-energy projects

Panellists:

Bahtiyar Sazlik, Republic of Turkey Ministry of Finance
Jean-Patrick Marquet, EBRD, United Kingdom

Waste water and sewage

Panel discussion: Can PPP deliver water projects in Turkey?

- Learning from past projects in other emerging markets, is PPP an option?
- What projects are available in Turkey?
- Who is financing projects and what are their requirements?
- What are the risks and how can they be mitigated?

Panellists:

Jean-Patrick Marquet, EBRD, United Kingdom

17:20 Chairman's closing remarks



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Register your seat now and **save £400** (international delegates only)

Is your company registered in Turkey? Then you may be eligible for our "local representative" discount price.

Please see the registration form for more information or contact our registration team - ersin.kara@eelevents.co.uk



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Opportunities

Speaking, sponsoring and exhibiting



PPP in Turkey 2012 will provide the most up to date developments and challenges in this increasingly important sector, enabling you to learn about key issues affecting the development of your business, and providing you with a platform to meet and influence key stakeholders.

Our events enable you to:

- Promote your expertise
- Have focused discussions with industry leaders
- Generate lasting business relationships
- Develop long term partnerships

Business Development Manager

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Feature Presentation

Networking break host



Cocktail reception host



Exhibition/Promotional Area



and more... contact Ersin Kara for a full range of business development opportunities



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Join us in...

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