



Turkey

Private Equity and M&A Forum

"Exploring investment opportunities in 2015 & beyond"

21st May 2015
5* Elite World Istanbul Hotel
Istanbul, Turkey



Welcome to Turkey PE and M&A Forum 2015!

We begin this year's program with a topical discussion on trends and developments affecting deal activity and financing structures heading into 2015 and beyond. Key sessions will include: deal flow and fund-raising in the mid-market, building partnerships with family businesses, exit strategies as well as talks over most attractive sectors for growth.



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Top reasons to attend:

Meet industry leaders and experts:

Network with successful entrepreneurs throughout the day and at our networking drink reception.

Learn from experts:

Attend this event and hear from key PE and M&A experts including: Abraaj, Mid Europa Partners, Is Private Equity, Garanti Bank, Gun & Partners and more.

Debate and challenge:

Join interactive panel discussions giving you a chance to ask important questions

Gain new insights and takeaways:

Stay ahead of the competition and learn answers to most on pressing issues in the market

Past attendees

212 Ltd · 3P Capital Advisors · Abraaj Capital Ltd · Abu Dhabi Investment Company · Akansel · Aktif Bank · ARI Teknokent · Atomico Ventures · Bezen & Partners · capitAlinka Investment · Dar Capital Limited · DEG Invest · Doga Venture · EA Group · EBRD · Edesis ArGe Ltd · Egeli & Co · EY · Eurasia Capital Partners · EIF · GE Ventures · Gozde Private Equity · Hochtief · Intertrust Group Turkey · Inventram · Is Investment · Is Private Equity · Isbank · ISPAT · Istinvest Corporate Finance · Keiretsu Forum · Keskinoglu Group · KOSGEB · Limak Energy · Logos Asset · Management Menka AS · N+1 Daruma Corporate Finance · Odea Bank · Pasha Holding · Pera Capital Partners · Pragma Corporate Finance · Pronet Security · Ronasans Holding · Samsung C&T · Sekizgen · Taaleritehdas Asset Management · Taylor Wessing · TheCarlyle Group · Transtech Capital · Turgut Aydın Holding · Turkcell · UniCredit Bank · Unit Investment · Unlu & Co · Unlu Private Equity · Yesil GYO · Yildirim Holding · Ziraat Emeklilik

Join the top ranking experts
defining the future of PE in
Turkey & hear about
industries most significant
M&A opportunities!

Information

The event is designed for deal-making professionals, private capital providers, M&A advisors, corporate executives, consultants, lawyers and other related service providers.

Special Offers:

Individuals:

Register today and **SAVE UP to 55%** when you book with our promotional offers.

Exclusive 2 for 1 offer available!

Register 2 delegates before 15th May 2015 and we will discount the price of 1 delegate from your final invoice.

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09:00 Registration

09:20 Chairwoman Opening Address,
Nurtaç Ziyal, Global Head of M&A and Business Development, **Yıldız Holding, Turkey**

09:30 Welcoming Address
- Market overview and performance in Turkey
- Current deals pipeline by value & volume
- Where are the current investment opportunities in the region?
Necmettin Kaymaz, Chief Project Director, **ISPAT**

09:50 **Case Study:** Yıldız Holding & United Biscuits Acquisition
Nurtaç Ziyal, Global Head of M&A and Business Development, **Yıldız Holding, Turkey**

10:10 The importance of successful integration for M&A's
Raymond Timmer, Partner, **KPMG**
Kaveh Taghizadeh, Head of Management Consulting, Partner, **KPMG**

10:30 Discussion: **PE and M&A OPPORTUNITIES IN TURKEY**

- Have and how recent market conditions been affecting PE and M&A market?
- Are political scene & upcoming elections putting PE funds under pressure? What are the strategies to deal with these changes?
- Which sectors are going to fuel new investment deals in 2016/2017?
- What is expected to drive the Turkish PE market the next 2-3 years?
- What are the top obstacles and opportunities facing current market?
- Is there an opportunity in Turkish market in terms of consolidation?

Panellists: Kerim Turkmen, Partner, Head of Istanbul Office, **Mid Europa Partners**
Levent Yesildag, Director, Head of Anatolia Growth Capital Fund, **Abraaj**
Gokce Manav, Director (Global Capital Management), **Global Investment House**
Esen Tümer, General Manager, **Philips Health Systems**
Onur Takmak, Founding Partner & Chairman, **Rhea Portfoy Yonetimi**
Burçak Ünsal, Partner, **Ünsal Gündüz Attorneys at Law, Turkey**

11:20 Networking Coffee Break

11:50 BIST Private Market as a new funding and exit alternative
Sertac F. Karaagaoglu, Listing and Private Market Group Director, **Borsa Istanbul**

12:10 **Case Study:** First Private Market Investment of Borsa Istanbul. Modanisa, World's most popular Muslim Fashion site
Kerim Ture, Founder and the CEO, **Modanisa**

12:30 **Case Study:** A PE acquisition from legal perspective
- Legal and regulative challenges
Filiz Toprak Esin, Managing Associate, **Gun+Partners**

12:50 Networking Lunch Break

13:50 Legal considerations on capital markets
- Impact of the regulative and legislative changes on the PE market
- Legal issues, legislation implementation
- Tax incentives for PE Investment Funds
Fatih Saglik, Deputy Head of the Institutional Investors Department, **Capital Market Board of Turkey**

14:10 Discussion: **BANKING SESSION**

- Are lenders more selective going forward?
- Commercial Impact of Regulatory Changes
- What is driving deal flow into Turkey and across frontier sectors?
- What can be done to improve capital market funding for PE owned companies?

Panellists: Mehmet Ilkin, Senior Banker, **EBRD**
Simten Ozturk, Manager at Project & Acquisition Finance, **Garanti Bank**
Ilker Sirtkaya, Assistant Manager at Project&Structured Finance, **Odea Bank**

14:40 Networking Coffee Break

15:10 Discussion: **PE & FAMILY BUSINESSES - MAKING THE PARTNERSHIP WORK**
- Is private equity a viable funding alternative for Turkish business and vice versa?
- Do PE investors meet family companies' expectations?
- Is company valuation the biggest problem in Turkish PE market?
- Are family businesses really comfortable with strategic sales?



Speaking Opportunities



Are you interested in presenting the results of a recent project, investment deal,

policy review or industrial programme, or maybe simply to promote your organisation's position and expertise in the market? Whatever your reason for speaking, we may be able to offer you a platform to address our audience.

If you wish to be considered for a speaking engagement at any of our upcoming events, please contact:

Monique Bonnick
Marketing Manager
monique.bonnick@eelevents.co.uk

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Register your seat on the conference and take advantage of the discounted rates available for limited time only. Please contact the team or book your seat via the booking form on the programme.

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Marketing Manager
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THE ORGANIZERS

EEL Events is renowned for providing premier strategic events across various industry sectors in emerging markets in Europe. Designed for those international players who prefer dynamic, more structured programmes our events centre on networking opportunities, allowing effective exchanges of ideas.



Moderator: Tarik Sarligil, Managing Partner, *3 Seas Capital Partners*
Panellists: Ali Ozan Karaduman, Managing Associate, *Gun + Partners*
 Kadri Ozgunes, Director at Cement Group, *Sabancı Holding*
 Seckin Yelmen, Investment Director, *ADM Capital, Turkey*
 Oğuzhan Özbaş, Advisory Board Member, *CCG - tbc*

16:00 Discussion: WHAT IS THE EXIT ENVIRONMENT IN TURKEY?
 - What kinds of exits can we expect in 2015/16 and which form looks more attractive for PEs on the selling and buying side? What price is the right price to sell and buy?
 - Can you count on IPO exit?
 - The impact of bond issuance by private firms and IPOs on the PE activity in Turkey
 - Does the current high tension political scene have any impact on planed entries and exits?

Moderator: Mert Ozansoy, Vice President, Investment Banking, *Credit Suisse*
Panellists: Yusuf Ongoren, Senior Investment Officer, *IFC*
 Hulki Okan Tabak, Director, *Is Private Equity*
 Levent Bosut, Managing Partner, *inHERA Capital*
 Emre Kemal Mimaroglu, Partner, *TRPE Capital*

16:50 Chairman's closing remarks
 Nurtaç Ziyal, Global Head of M&A and Business Development, *Yıldız Holding, Turkey*

17:00 End of the conference

Opportunities

Sponsorship maximises your exposure to your targeted audience and promotion of your company. We will work with you to ensure your sponsorship meets your needs and exceeds expectations.

Join our event to:

- Promote your expertise & business
- Showcase new product & services
- Win new business
- Position company brand
- Generate lasting business partnerships

Sponsorship Opportunities



Turkey Forum presents the first class chance to align your brand

with the key professionals and respected corporates interested in dealmaking in the region. We have a limited number of opportunities ranging from Gold to Bronze levels as well as promotional branding opportunities i.e. Cocktail, Networking Break Hosts and many more.

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NETWORKING SOCIAL EVENTS



Exhibition Opportunities



On-site sponsors enjoy benefiting from networking functions and

exhibiting. Exhibition area is placed where most of networking refreshments & cocktail reception are held. This gives you a great opportunity to be in the centre of attention to demonstrate your corporate leaflets, gifts and promotional items.

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Delegate Opportunities



Following on from the well deserved success of the 2013 edition with participants attending, we are ready to deliver yet another exceptional event. Register your seat on the conference and take advantage of the discounted rates available for limited time only.

2 EASY WAYS TO REGISTER TODAY

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Upcomming Events 2015

3rd Investing in Turkey Forum
A Country Worth Investing in!

17th April, London



4th PPP in Turkey Forum
Conference & Exhibition

Ankara 2015



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Improving sector's investment climate

Istanbul 2015



6th Turkey Wind & Solar Forum
Opportunities Ahead

Istanbul 2015



8th SEE PE and M&A Forum
Deals & Dealmakers

Belgrade 2015



For full event information and if you are interested in participating in this event as a delegate, speaker or sponsor please contact:
 Business Development Team at: +44 (0) 207 275 8063



Registration form: Turkey Private Equity and M&A Forum 2015

YES! Please register me for _____ place(s)

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~~Super Early Bird - £490~~ Expires on 10th March 2015

~~Early Bird - £690~~ Expires on 10th April 2015

Full Fee - £890 Offer valid from 11th April 2015

Local Representatives

Full Fee - £490

**Limited places only. Please confirm availability with the organiser.
Available to companies only head-quartered in Turkey.
Regional representative offices are subject to international delegate fee.

**Exclusive
2 for 1 Offer**

**Offer valid until
8th May 2015**

Promotional Code / Discount Coupon / Booking Ref

Thank you for choosing to attend this EEL Events Conference. We look forward to welcoming you!

Easy ways to register:
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Job Title	<input type="text"/>	Job Title	<input type="text"/>
Company	<input type="text"/>	Company	<input type="text"/>
Email	<input type="text"/>	Email	<input type="text"/>
Telephone	<input type="text"/>	Telephone	<input type="text"/>
Address	<input type="text"/>		
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		Country	<input type="text"/>
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How did you hear about this event?	<input type="text"/>		

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This is NOT applicable should you choose to pay by invoice, bank transfer or cheque.

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Signature: _____ Date: _____

PLEASE NOTE: A 10% service charge will be added to all conference fees.
This is inclusive of programme materials, luncheon and refreshments.

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 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 20 January 2015 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 20 January 2015 and is non refundable. No refunds, part refunds or alternative offers shall be made. Non-payment or nonattendance does not constitute cancellation. Substitutions are welcome at any time, and are subject to an administration fee of 10% of the total invoice.

It may be necessary for reasons beyond the control of the organiser or for any other reason to change the content or timing of the agenda, speakers or venue, which is subject to change without notice. In the unlikely event that an event is cancelled, EEL Events shall endeavour to reschedule, but will not be liable for any costs incurred by delegates in connection with their attendance.

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.