



UK TURKISH OVERSEAS INVESTMENTS FORUM

FOR THE TURKISH INVESTORS WHO ARE LOOKING TO EXPAND GLOBALLY THROUGH THE UK

IN ASSOCIATION WITH:



*Outbound Investments
Business Council*



MAY 10 2018



Balcıoğlu Selçuk Akman Keki

大成 DENTONS

GOLD SPONSOR

CONRAD LONDON ST.JAMES
HOTEL
LONDON | UK



UK TURKISH OVERSEAS INVESTMENTS FORUM 2018

MARKET OPPORTUNITIES

Turkish companies, which accelerated their overseas investments in the 2000s, waived their investments geographically in neighbouring countries at the outset. However, during last decade, Turkish foreign investments which grew ten folds have reached a higher dimension at the moment. Turkish companies have now begun to prove themselves on the global scale and have strategically grounded themselves on a wide geography exceeding restricted internal market conditions with the increasing mergers and acquisitions and greenfield investments in abroad. This upward trend is expected in recent years to continue in the coming period.

Only in the last 4 years, the amount of the investments and overseas M&As of Turkish companies such as United Biscuits, Mexx, Almatiss, Dawlance, OCI Chemicals, Defy, etc., are approaching USD 20 billion which covers also greenfield in a wide geographical area extending from America to Africa and Europe to Asia. There is a serious flow of investment towards developed countries, especially to Europe (mainly UK) and USA. Also for Africa, increase in energy and contracting investments as well as primitive manufacturing projects especially light textile and apparel were observed.

The general tendency of Turkish investor behaviours can be summarized as they contemplate long-term sector dynamics and return on investment rather than momentary route changes. As a result, the high-income western countries will retain their attractiveness. In fact respectable amount of new investments will come from greenfield investments compare to brownfield and M&As.

UK and USA are thought as prior investment addresses in the coming period. Also Eastern European countries are raising their attractiveness in terms of Turkish investments, especially for manufacturing operations. For UK, as one of the rare high-income countries that showed better performance among 2016 rankings of DEIK outbound investment index, the post-Brexit business world is waiting for reforms that will reinforce PM Theresa May's "Global Britain" perception. In this context, sector players, who are out of the EU regulatory framework and limitations as Turkish investors, are more hopeful than the previous year at the point of enlarging their scale for UK-based investments with legislative flexibility. UK is not an attractive point for its domestic potential; it is also an investment hub towards Europe and other regions for overseas expansion of Turkish corporates and start-ups.





UK TURKISH OVERSEAS INVESTMENTS FORUM 2018

WHY TO ATTEND

Co-organized by DEIK Outbound Investment Business Council, the forum is set to provide premier platform for potential Turkish global investor prioritizing UK and also for infrastructure developers, start-ups and financiers to be updated on the regulation and business policies of going global through UK.

Supported long-term sector dynamics and return on investment rather than momentary route changes. As a result, the high-income western countries will retain their attractiveness. In fact respectable amount of new investments will come from Greenfield investments compare to brownfield and M&As.

Forums the main topics are;

- Business set-up and regulative environment of UK
- Tax, incentives, cash management/transfer for different business set-ups
- Investment financing, sectorial / regional foreign investment strategies for service, retail, infrastructure, mining players and start-ups
- Impact of Brexit on foreign investors and multi-regional business models

AUDIENCE

The forum is specifically designed for potential Turkish investors, EPC developers, law firms, consulting companies and financiers interested in or already investing in UK as well as regional companies looking to facilitate strategic networking partnership with UK and international partners.

WHOM WILL YOU MEET

- Corporate investors
- Investment and Commercial banks
- EPC and construction companies
- Fund managers, credit rating firms
- Governmental bodies, IFIs, ECAs
- Risk management, insurance and reinsurance firms
- Consultancy and legal firms
- Start-ups who want to operate internationally



MEDIA PARTNERS



AGENDA

09:00-09:30 Registration

09:30-10:30 Welcoming Remarks

- Turkish Multi-Nationals and Globalization Progress – DEIK Outbound Investment Business Council Chairman Volkan Kara
- H.E. Lord Janvrin, UK Turkey Trade Envoy
- H.E. Abdurrahman Bilgiç*, Ambassador of Turkish Republic to UK

UK AS A HUB INVESTMENT DESTINATION

10:30-11:00 Investment climate in UK Today

Neil Floyd, Deputy Consul-General and Head of Trade and Investment. **UK Dept. of International Trade**

- Company legislation in UK as an investment hub for multinational operations, merger control regimes
- Foreign company operations, accounting, cash management, legal conditions, repatriation of profits in/out from UK
- Promising sectors and incentives

11:00-11:45 DISCUSSION: UK - A Country Worth Investing In?

- Brexit and changing trade/investment regulations pro/cons for non-EU foreign investors
- Pro/Cons of UK based expansion for Turkish Multi-Nationals
- Commercial Impact of Regulatory Changes after Brexit between Turkey, UK and EU markets
- Innovation and development environment for start-ups (IT, Energy, Health) with finance mechanisms

Panellist: Volkan Kara, Chairman, DEIK

Business Regulation Expert (Business Service Consulting Expert, Investment Agency Expert, Business Politics Expert (i.e. Chatham House or academician), RD or Incubator Centre Executive etc.

11:45-12:00 Coffee Break

STRUCTURING FOREIGN INVESTMENTS in UK

12:00-13:00 KEYNOTE PRESENTATION: Regulation for Foreign & Turkish Investments

- Acquisition structures, Financial Assistance, Balancing risk, secured finance
- Drivers of Vendor due diligence & Purchaser due diligence
- Private Legal considerations on capital market
- Financing global projects from UK

Panellist: TBD, (Dentons London Office Partner)

13:00-14:00 Lunch

HOW TURKISH COMPANIES CAN BECOME GLOBAL SUCCESSES THROUGH UK

14:00-15:00 Structuring Infrastructure & Energy Investments and Risk Mitigation for International Players

- How can EPC and energy players position their global operations through UK ? Success stories
- Pro/cons contractual risk mitigation for global infrastructure & energy investments from UK especially in frontier markets & arbitration through UK
- What is investor state dispute settlement (ISDS) and why is it needed?
- Funding investor state disputes, what protections do investment treaties offer foreign investors?

Panellist: TBD (Clifford Chance London Office Partner*), 1 EPC executive or subject expert consultant

15:00-15:15 Coffee Break

15:15-15:45 KEYNOTE PRESENTATION: Financing & Developing M&As and Greenfield Projects

Speaker: Bank Executive (Sponsor)

15:45-16:30 Retail Sector Highlights for Corporate Turkish Investors

- Retail insights for EU and UK (Both apparel and food), new customer segments, possible ways for Turkish players, drivers of successful brand M&A operations, advantages of managing regional portfolio, Broad supply and demand trends that will shape the retail and consumer outlook.
- Positioning brand and distribution & franchising operations across Europe and the region

Panellist: Ekrem Utku, Partner / f. Secretary General of Bir. Markalar Dern, WBC

- Antonio Marsocci (Partner, Think Positive)

- TBD (KPMG Retail Experts*)

16:30-17:15 Wealth Management & Real Estate Sector Highlights for Corporate Turkish Investors

- Wealth preservation and mitigation through UK for multinationals
- UK Real Estate sector highlights and recent developments for individual and corporate investors
- Can real estate investments of foreign investors be used as wealth management mechanisms in UK?

Panellist: Omar Majid, Director, Salonica Group

Real Estate Consultants, Bank Executives, Law Firms, Wealth Management Firms

17:15 Closing Remarks & Networking Reception



EEL Events Conferences & Forums provide an unparalleled opportunity to promote your business to 100 + financiers, investors and project developers, a large percentage of whom are CEO/MD/Partner-level.

Over past years, EEL Events Conferences & Forums have become widely regarded as the **must attend** event for the decisions makers in a wide array of business sectors.

PREVIOUS EEL EVENTS CONFERENCE SPONSORS:

işBANK

C/M/S
Law . Tax

Garanti

pwc

M
MOTT
MACDONALD

大成 DENTONS
Balçoglu Selçuk Akmanur Keki

GÜN + PARTNERS
AVUKATLIK BÜROSU

KPMG

SPONSORSHIP OPPORTUNITIES INCLUDE:

Pre-event promotion

- Company logo to be featured on adverts in support publications
- Company logo & synopsis to be featured on conference website
- Company logo to be featured on email marketing campaigns

On-site promotion

- Exclusive advert featured in on-site brochure
- Company logo displayed on screen during all 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

Speaking Opportunities & other Benefits

- Conference session host: opportunity to shape content and invite speakers
- Keynote presentations
- Expert panel discussion positions
- VIP delegate passes to invite sponsors' representatives, partners, clients

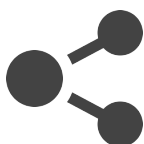
BRANDING OPPORTUNITIES:

- Exhibition table
- Networking lunch sponsor
- Networking coffee break sponsor
- Delegate bag sponsor
- Notebook & pens sponsor
- Name badges & lanyard sponsor
- Company material inserted in delegate packs

Want to get involved?

For sponsorship opportunities, please contact:

Emine Acar | Senior Project Consultant
emine.acar@eelevents.co.uk



THOUGHT LEADERSHIP



NETWORKING



OPPORTUNITIES



GROWTH

☐ YES! Please register me for _____ place(s)

Only DEIK members:

- ☐ **Super Early Bird - £520** **Offer expires on 21 March 2018 - subject to availability**
- ☐ Early Bird - £570 Offer expires on 12 April 2018 - subject to availability
- ☐ Full Fee - £620 Available from 13 April 2018

Only Deik members: If you want to attend for both UK Turkish Overseas Investment Forum and 6th Invest in Turkey Forum:

- ☐ **Super Early Bird - £790** **Offer expires on 21 March 2018 - subject to availability**
- ☐ Early Bird - £820 Offer expires on 12 April 2018 - subject to availability
- ☐ Full Fee - £920 Available from 13 April 2018

If you want to attend for both UK Turkish Overseas Investment Forum and 6th Invest in Turkey 9 Forum:

- ☐ **Super Early Bird - £890** **Offer expires on 21 March 2018 - subject to availability**
- ☐ Early Bird - £990 Offer expires on 12 April 2018 - subject to availability
- ☐ Full Fee - £1150 Available from 13 April 2018

Local Representative Available only for companies headquartered in Turkey.

- ☐ **Super Early Bird - £860** **Offer expires on 21 March 2018 - subject to availability**
- ☐ Early Bird - £930 Offer expires on 12 April 2018 - subject to availability
- ☐ Full Fee - £1050 Available from 13 April 2018

For 1-day event price:

- ☐ **Super Early Bird - £590** **Offer expires on 21 March 2018 - subject to availability**
- ☐ Early Bird - £690 Offer expires on 12 April 2018 - subject to availability
- ☐ Full Fee - £890 Available from 13 April 2018

Local Representative Available only for companies headquartered in Turkey. Subject to availability:

- ☐ Early Bird - £590 Offer expires on 21 April 2018 - subject to availability
- ☐ Full Fee - £690 Available from 13 April 2018

Name 1

Job Title

Company

Email

Telephone

PLEASE NOTE: UK 20% VAT together with 10% registration service charge will be added to all conference fees.

Address

City

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:
Online: www.eelevents.co.uk
Email: delegate@eelevents.co.uk

Name 1

Job Title

Company

Email

Telephone

Address

City

Post Code

Country

VAT / Company Number

Nature of business / business sector

How did you hear about this event?

Name 2

Job Title

Company

Email

Telephone

PAYMENT DETAILS

☐ Please charge my debit/credit card

Payment by Debit/Credit card is via online payment, please visit:
<http://www.eelevents.co.uk>
PLEASE NOTE: Credit card payments will incur an additional 5.6% processing charge, applied by the credit card services provider.
This is NOT applicable should you choose to pay by invoice, bank transfer or cheque.

☐ Please send me an invoice

Payment by Invoice: (Payment terms are strictly 7 days and Invoice No. must be quoted)
Contact person in the Accounts Department: _____
Tel: _____ Fax: _____
E-mail: _____
Signature: _____ Date: _____

PLEASE NOTE: PLEASE NOTE: UK 20% VAT together with 10% registration service charge will be added to all conference fees.

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 otherwise.

Accommodation and Travel:
The registration fee does not include hotel accommodation and travel.

Cancellations:
Cancellation received in writing before and on 21 March 2018 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 21 March 2018 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.