

PORT FINANCE INTERNATIONAL

ISTANBUL, TURKEY

29 & 30 APRIL 2015

Port
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INTERNATIONAL



#pfiistanbul

Bringing leading port executives and developers together to investigate projects, plans and investments in the region

2015 will see Port Finance International return to Istanbul for its 6th year. The conference will once again bring together an illustrious line up of port industry experts and financiers to discuss this exciting economy, which is widely predicted to be the world's second fastest growing by 2018.

Trade by sea comprises 80% of Turkey's foreign trade. There are 20 Turkish ports in operation and there remains ample opportunity for investment and development of Turkey's 8,000km coast. The conference will look at new Greenfield projects – including Galataport – as well as recent investments in existing ports. Experts will consider the instruments being used to finance these developments through the region's most interesting case studies, such as the bond financing of Mersin port.

As the government prepares for the second wave of privatisation of Turkish infrastructure, the conference will examine the sector from the shareholder's perspective. Turkey's strategic positioning means it is poised to become not only a logistics, but also an energy hub. And with trade and export targets in the spotlight, this event will review how Turkey's logistics and trade sector can contribute to the region's continued growth.



Port of Antwerp

The Port of Antwerp International will be hosting a private hospitality suite throughout Port Finance International Istanbul – adjacent to the conference hall. This will be an opportunity for all delegates to arrange one-to-one meetings to discuss business opportunities and collaboration potential. To register for a meeting please indicate this on the registration form on the event website.

Or email joanne@portfinanceinternational.com

KEY TOPICS TO BE COVERED DURING THE CONFERENCE WILL INCLUDE:

- The CEO's Perspective – Driving growth and expansion through Turkey's ports
- Economic growth and meeting foreign trade targets in Turkey by 2023
- Greenfield projects in Turkey: Case studies
- Recent investments and developments
- Financial instruments characterising the region
- Bond financing of Mersin port
- Port regulation as an investment driver
- Second wave of infrastructure privatisations in Turkey
- A shareholder's perspective on the region's ports and how they can continue to capitalise
- How Turkey can fulfil potential as an energy hub through its ports

PAST PARTICIPANTS INCLUDE

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SPEAKERS INCLUDE

- **Suha Gucsav**, CEO, **Akfen Holding**
- **Özkan Poyraz**, Deputy Undersecretary, **Republic of Turkey Ministry of Transport, Maritime Affairs and Communications**
- **Metin Kalkavan**, Chairman, **Turkish Chamber of Shipping**
- **Saygin Narin**, CEO, **Global Liman Isletmeleri A.S** (invited*)
- **Nichola Silveira**, CEO, **DP World, Yarmca**
- **Bulend Temur**, President, **Maritime Federation**
- **Oytun Ozer**, Director, **Raiffeisen Investment – Turkey**
- **Mustafa Caliskan**, Acting Director General, **Merchant Marine**
- **Sébastien Latz**, CEO, **Med Europe**
- **Steve Hanrahan**, Port & Shipping Consultant
- **Jamie Simpson**, Economist
- **John Fossey**, Maritime Transport Consultant, **Moffatt Nichol**
- **Şule Topçu Kılıç**, Deputy Country Director, Turkey, **European Bank for Reconstruction and Development (EBRD)**
- **Huseyin Ozhan**, Senior Banker – Transportation, **European Bank for Reconstruction and Development (EBRD)**
- **Victor Timmermans**, Senior Manager, **MTBS**
- **Ozgur Durmacalis**, Consultant
- **Selcuk Gormezoglu**, General Manager, **Admiral Container Lines**
- **Matthieu Nadaud**, Shore Connection Business Development Director, **Schneider Electric**
- **William Demoor**, Advisor to President, **Antwerp Port Authority**
- **Ali Guner Tekin**, Founding Supervisory Board Member, **International PPP Platform Turkey**
- Speaker to be confirmed, **PwC**
- **Huseyin Sipahioglu**, Consultant
- Further names to be announced

*Please note speakers may be subject to confirmation and/or alteration

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Interested in joining the programme as a speaker or panellist?

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Do you have a news story related to the port or shipping industry? Have you got a unique insight into current trends? Or something you think we should follow up? Add your voice to the conversation by sharing your experiences with us.

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Agenda Day 1 - Wednesday 29 April 2015



08:30 Registration and Welcome Tea/Coffee

09:30 Opening Notes from Conference Chair
Steve Hanrahan, Port & Shipping Consultant

09:45 Opening Address
Metin Kalkavan, Chairman, Turkish Chamber of Shipping

10:15 A Review of the Opportunities in Turkey's Ports and Maritime Sector
Mustafa Caliskan, Acting Director General, Merchant Marine

Keynote Session 1: The CEO's Perspective – Driving Growth and Expansion through Turkey's Ports

10:30 Investing in Turkey's Ports to Drive Economic and Trade Expansion
Suha Gucsav, CEO, Akfen Holding
Nichola Silveira, CEO, DP World, Yarmca
Saygin Narin, CEO, Global Liman Isletmeleri A.S



11:30 Tea/Coffee Break

Session 2: Trade and Economic Outlook Impacting Commercial Planning

12:00 An Analysis of Turkey's Ports Sector and the Role of the Operator
• Role of private sector in Turkey, international versus local terminal operators
John Fossey, Maritime Transport Consultant, Moffatt Nichol

12:30 Fulfilling Turkey's Potential as an Energy Hub through its Ports
• Threats, risks and recommendations
Bulend Temur, President, Maritime Federation



13:00 Lunch

14:00 Opening Notes from Conference Chair
Steve Hanrahan, Port & Shipping Consultant

14:20 Case Study: Economic and Trade Exchange between Turkey and France
• A review of the existing gateways
• How to access the French market
Sébastien Latz, CEO, Med Europe

Session 3: PPP and Privatisation in Turkey – Financing Future Infrastructure

14:50 The Role of PPP in Port Developments
Victor Timmermans, Senior Manager, MTBS

15:20 Panel Session: Mutual Impact of Port Privatization on Stakeholders and Ports
Moderated by: Ozgur Durmacalis, Consultant



16:00 Tea/Coffee Break

Session 4: Turkey's Infrastructure Challenge

16:30 How Vision 2023 Will Transform Turkey's Infrastructure and Logistics Sector
• Driving trade and economic development through Turkey's ports and logistics sector

17:00 Larger Vessels Putting Pressure on the Container Industry
• Development of vessel sizes, alliances and the impact on ports and cargo interests
• A global evaluation



17:30 Q&A, Summary Notes and Close of Day 1 followed by Networking Reception until 19:00

Agenda Day 2 - Thursday 30 April 2015



09:00 Registration and Welcome Tea/Coffee

09:30 Opening Notes from Conference Chair
Jamie Simpson, Economist

09:45 Keynote Address
Özkan Poyraz, Deputy Undersecretary, Republic of Turkey Ministry of Transport, Maritime Affairs and Communications

Session 5: The Role of Investment in Turkey's Ports and Terminals Developments

10:15 The Lifecycle of Investing in a Port Project
• How transaction efficiency can be improved
• Simplifying regulation
William Demoor, Advisor to President, Antwerp Port Authority



10:45 Tea/Coffee Break

11:15 Experiences in Port Financing – Case Study: Mersin International Port Bond Issue
• A review of different opportunities (i.e. equity, sub debt, mezz etc.)
Huseyin Ozhan, Senior Banker – Transportation, European Bank for Reconstruction and Development (EBRD)

11:45 A Review of the Port Investment Environment in Turkey
• M&A market at a glance
• Role of privatisations
• Opportunities and challenges for investors
Oytun Ozer, Director, Raiffeisen Investment Turkey

12:15 Mechanisms for Investment – A Panel Forum
Moderated by: Şule Topçu Kılıç, Deputy Country Director, Turkey, European Bank for Reconstruction and Development (EBRD)
Panelists include session speakers and:-
Huseyin Sipahioglu, Consultant



13:00 Lunch

14:00 Opening Notes from Conference Chair
Jamie Simpson, Economist

Session 6: Technology and Automation in Turkey: Outlook into the Future

14:10 Shore Connection: Technology Development and Key Success Factors
Matthieu Nadaud, Shore Connection Business Development Director, Schneider Electric

14:40 Investment in Technology to Ensure Port Productivity

15:10 Implementing Port Community Systems and Single Window Mechanisms in the Black Sea Region



15:40 Closing Notes followed by Tea/Coffee



Port Finance International continues to provide an excellent platform to elaborate on major infrastructure developments and to exchange global best practices. The PFI Events have provided expert insight for the team and an opportunity to meet potential business partners. We continue to free-up time to attend the PFI events!

Sean Pierce, CEO, Yilport

