

**4th Annual Executive Briefing on Private Equity in Turkey and Environs in Istanbul**  
**5th of December, Shangri-La Bosphorus, Istanbul**  
**The Latest Agenda**

**09:15 Registration Begins**

**10:15 Intro and Welcome Remarks**

Barış Öney - Founder and Managing Partner, Globalturk Capital and EMPEA Turkey Representative

**10:45 Welcome Remarks**

Arda Ermut, President, Presidency Investment Office

**11:00 Keynote Interview**

Hassan El-Khatib, Managing Director - Equities, EBRD

**11:20 EMPEA Key Research Highlights**

Jeff Schlapinski, Senior Director, Research, EMPEA

**11:30 DFI/LP Panel: “New Investment Strategies and Areas of Investment For Emerging Markets and Turkey”**

- What investment themes define the investment landscape today, what are the current investment challenges and opportunities in emerging markets?
- How do global and regional PE investors view Turkey as compared to its environs and other emerging markets?
- Investors had many challenges with the emerging market SMEs and considering more larger investments. However emerging markets mean mostly SMEs. So the mismatch is getting bigger. What can Governments, companies, investors could do to make SME investments more attractive for healthy economies?
- What are the challenges of the PEs when investing small tech funds, how do you keep the balance, i.e. a billion dollar fund trying to invest less than 5-10 mln dollar ticket items for tech investments?

*Moderator: Barış Öney*

- Barış Gen, Principal Investment Officer, IFC
- Ümit Kumcuoğlu, CEO, Kare Investments
- Florian Muenkle, Director, DEG
- Çağatay Özdoğru, CEO, Esas Holding
- Jaap Reinking, Director Private Equity, FMO
- Karsten Sinner, Director Private Equity Funds, EBRD

**12:30 Introduction of Women in Technology Association and Its Fast Track Initiatives**

- Zehra Öney, Founding President, WTECH Turkey
- Ayşegül Aydın, Advisory Board Member, WTECH Turkey

**12:40 Quick Lunch**

**13:20 Intro to the Afternoon Sessions and “Don’t Miss It!”**

**13:30 VC Panel: “Fast Evolving Venture Tech Investments and Mega Exits”**

- How is venture capital environment and developments? How is the deal flow on Growth tech and venture tech investments and the local and international funding environment for those?
- How about the start up environment? Any Government Incentives?
- Are Corporate VC’s Picking up in Turkey?

*Moderator: Dr. Mete Çakmakçı, Secretary General, TTGV*

- Cenk Bayraktar, Managing Director, Revo Capital
- Mehmet Ali Ersarı, CEO, AK Portfolio Management
- Altan Küçükçınar, Partner, Diffusion Capital Partners
- Muhammed Özhan, Managing Director Corp. VC, Turk Telekom Ventures
- Cem Sertoğlu, Co-Founder and Managing Partner, Earlybird Venture Capital

#### 14:15 **Growing Importance of Impact Investing and Management**

- How can the PE industry play a role in the social, environmental and governance structures of the society thru Impact Investing?
- Business case for impact investing.
- Opportunities and challenges for institutional investors in impact investing.

Arnaud Dupoizat CFA, Country Manager, Turkey, IFC

#### 14:35 **Geopolitics Effecting Investment Climate in Turkey and Environs**

- What are the current geopolitical and macro forces most impacting investments into Turkey and environs.
- Trade wars, Brexit, border conflicts in the Middle East, Asia, India, Mexico etc.
- Outlook for EM and Turkey for next year and 5 years.

*Moderator: Barış Öney*

- Hakan Akbaş, Senior Advisor, Albright Stonebridge Group
- fmr. Ambassador Matthew Bryza, Senior Fellow, Atlantic Council
- Assoc. Prof. Dr. Burak Küntay, The President of the School of Government and Leadership, Bahcesehir University

#### 15:15 **Expat CEO's Panel**

*Moderator: Aysegül Aydın, CEO, Heidrick & Struggles, Turkey*

- Johan Larsson, Vice President and Head of Turkey, Oriflame Cosmetics
- Douglas Parks, CEO, DowAksa Carbon Fiber Composites, Turkey

#### 15:45 **Coffee Break**

#### 16:00 **General Approach of the Government on Investments of Multinationals / PEs in Turkey**

Dr. Hakan Yurdakul, Member of the Board of Economic Policies, Presidency of the Republic of Turkey

#### 16:10 **Announcement of Survey Results**

#### 16:15 **GP – 1: Current Opportunities in Growth and Distressed Investments**

- How are corporates approaching to PE today as compared to few years ago? Challenges and opportunities in deal sourcing? Attractive valuations but high indebtedness?
- How is the fund raising environment for EMs?
- What are investors looking for currently to invest funds in Turkey. What could Turkey in general and the fund community do to attract investor interest in the short and long term.
- Sustainable investment challenges in pan-Eurasian emerging markets and answering the demand from the rising middle classes.

*Moderator: Bert Van der Vaart, CEO and Co-Founder, SEAF*

- Sikander Ahmed, Executive Director, Private Credit, NBK Capital Partners
- Ahmad Al-Sati, Managing Director, Albright Capital Management
- Dmytro Boroday, Principal, Horizon Capital
- David Grylls, Partner, Actis
- Fanglu Wang, Senior Managing Director, CITIC Capital Holdings Limited and Managing Partner, CITIC Capital Pan Eurasia Fund

#### 17:00 **GP – 2: Turkish Portfolio Management Panel: “Managing Portfolios, Exits and Fund Raisings in a Volatile Environment”**

- How have locally managed GPs been managing their portfolio companies over the last two years under severe devaluation and high interest rates with limited access to bank loans? Any changes caused to their philosophies in investing as a majority or a minority investor or targeted industries, companies?
- How is the operational and exit environment currently looking today and what are the expectations in 2020 and onwards both on exits and fund raisings.
- How is the fund raising environment in Turkey and environs. How can this be improved. Some the first time fund managers and regional funds are not considering fund raising any more, why?

*Moderator: Aslı Başgöz, Partner, White&Case*

- Ahmet Faralyalı, Founder and Managing Partner, Mediterra Capital
- Erman Kalkandelen, CEO, Franklin Templeton Investments - Turkey
- Murat Özgen, CEO, İş Private Equity
- Seymur Tarı, Founder and CEO, Turkven
- Selahattin Zoralioğlu, Managing Partner, Taxim Capital Private Equity

#### 17:45 **Closing Remarks**