

# Yurtdışı Outbound Yatırım Investments Forumu. Forum.

23 Şubat (February)  
2017

09:00-12:30

@Taksim Ceylan  
Intercontinental Hotel

 www.deik.org.tr  
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## Program

09:00-09:30 **Kayıt/ Registration**

09:30-10:00 **Açılış / Opening Session**

**Volkan Kara**, İş Konseyi Başkanı, Chairman of Business Council  
**Tomasz Telma**, IFC-Europe & Central Asia Director / Avrupa & O.Asya Direktörü  
**Jean-Partrick Marquet**, EBRD Türkiye -Yönetici Direktörü / Managing Director  
**Mehmet Şimşek**, T.C Başbakan Yardımcısı, Deputy PM of Turkish Republic

10:00-11:00 **Uluslararası Yatırımların Mevzuatı / Regulation of Overseas Investments**

**Barlas Balcıoğlu**, Managing Partner, Balcıoğlu Selçuk Akman Keki Av. Ortaklığı  
**Tamsyn Mileham**, Partner, Dentons

### **Secured Finance**

- Representations and Covenants
- Financial Assistance & Restriction Mitigation

**Galip M. Selçuk**, Partner, Balcıoğlu Selçuk Akman Keki Avukat Ortaklığı

### **Balancing risk – Focused risk analysis**

- Drivers of Vendor due diligence & Purchaser due diligence
- Balanced request for contractual protection: Warranties, indemnities, limitation of liability
- W&I Insurance, Limits & Costs

11:00-11:15 Kahve Arası / Coffee Break

11:15-12:30 **Uluslararası Finansman: Politikalar & Prosedürler / International Finance: Policies & Procedures**

**İmalat Sektörü / Manufacturing Sector in East Europe & CIS Region**

**Hande İşlak**, EBRD Regional Head of Manufacturing & Services

**Altyapı ve Taahhüt Sektörü in EMEA/ Infrastructure Sector**

**Sevgi Seçkiner**, IFC Principal Investment Officer

LCV : <http://portal.deik.org.tr/KatilimFormu/334/8146>

# Konuřmacılar / Speakers

## **Mehmet Őimřek** Deputy Prime Minister of Turkish Republic

Mehmet Őimřek serves as a Deputy Prime Minister of the Republic of Turkey since November 24, 2015, responsible for the management of macroeconomic policies. He previously served as the Minister of Finance (2009-15), one of the longest serving Finance Ministers of Turkey, and as the Minister of Economy (2007-09). He was elected to the Parliament in 2007, 2011 and 2015 representing the Justice and Development Party (AK Party). DPM Őimřek has formulated fiscal policy which has helped Turkey recover strongly from the global financial crisis. He has also undertaken far reaching reforms founding the Tax Audit Board, simplifying tax regulations, enhancing taxpayers' rights, and reducing the shadow economy. Before entering politics, he worked for Merrill Lynch in London for seven years as an economist and strategist and later as head of Fixed Income Strategy and Macro Economic Research for the emerging EMEA region. DPM Őimřek holds a B.S. in Economics from Ankara University and worked as a research assistant in the University's International Economics and Economic Development Department. He also studied in England after being awarded a Turkish State Scholarship. He holds an M.PHil in Finance and Investments from Exeter University.

## **Jean-Patrick Marquet** EBRD Turkey Managing Director | Istanbul

Jean-Patrick Marquet is the Managing Director for the European Bank for Reconstruction and Development Turkey, based in Istanbul. He was appointed in March 2015, heading a team of 85 staff across 3 offices in Istanbul, Ankara and Gaziantep. In 2014 EBRD signed 37 projects in Turkey for a total investment of €1.4 billion and the debt and equity portfolio exceeds €5 billion across the corporate, financial institutions, energy and infrastructure sectors. Before Turkey, Jean-Patrick Marquet was heading EBRD's Municipal and Environmental Infrastructure team at the London headquarters. He originally joined EBRD in 2001 in the Natural Resources team, coming from a project finance background acquired at French bank Crđit Lyonnais. He is a graduate of HEC Paris School of Management and the Paris Assas law school.

## **Volkan Kara** Chairman | DEIK Outbound Investments Business Council

Volkan Kara graduated from Robert College and holds BS degree from Istanbul Technical University Mechanical Engineering Department. He has MBA degree from North Carolina University Kenan-Flagler Business School in USA. He worked in Dell Computers, A.T. Kearney and SAB Miller in USA. After joining Sabanci Holding in 2008; he worked as the Director of Strategy & Business Development Department and senior executive roles in Energy, Insurance and Retail Groups in addition to board memberships in several Sabanci Holding companies. He has been working in Bain&Co Istanbul Office as partner since 2015. Mr. Kara has been the Chairman of DEIK Outbound Investments Business Council since 2013.

## **Barlas Balcıođlu** Managing Partner, Balcıođlu Selçuk Akman Keki Avukatlık Ortaklıđı | Istanbul

Barlas Balcıođlu is the managing partner of Balcıođlu Selçuk Akman Keki and Head of Banking and Finance and Real Estate practices. He focuses on real estate, energy, banking & finance law. Barlas has 15 years of experience in representing multinational and Turkish banks in real estate finance, asset finance and leasing, project finance, syndicated lending and structured finance projects. He also advises foreign investors and domestic corporations on Turkish energy legislation, licensing, green field development, and expansion and operation of energy generation plants. Barlas' real estate experience includes direct and indirect provision of equity to investment and development projects. His clients include owners, developers, investors, and others in connection with the development, purchase, sale, and exchange of commercial real estate such as business complexes, shopping centres, hotels and vacant land for development purposes. He has substantial experience representing owners in construction matters, including the structuring of complex design-build and construction management arrangements. Barlas also works in high-profile cross-border mergers and acquisitions, domestic and international joint ventures and corporate restructurings.

# Konuřmacılar / Speakers

**Galip M. Seluk**  
Partner, Balcıođlu  
Seluk Akman Keki  
Avukatlık Ortaklıđı |  
Istanbul

Galip M. Seluk is a partner in Balcıođlu Seluk Akman Keki and the head of Head of Corporate and M&A practice. He has over 15 years' experience representing Turkish and multinational corporations in high-profile cross-border transactions in private equity, technology, insurance, retail, food and life sciences sectors. In addition to his corporate and M&A practices, Galip has notable experience in employment and labor matters and advises local and multinational clients on management, recruitment, remuneration, employment contracts and policies. As a registered trademark and patent attorney, he has a solid background in intellectual property matters, including trademarks, patents, copyrights, IP contracts and licensing.

**Hande Iřlak**  
EBRD Regional Head  
of Manufacturing &  
Services | Istanbul

Hande Iřlak joined EBRD in 2009 as a Principal Banker to the Country team. She was one of the founding bankers of EBRD Istanbul Office. In 2010, she become responsible from Manufacturing and Services sector and led the financing of various sizeable projects for Turkish corporates in this industry, specifically in automotive, agricultural machinery, fleet leasing, chemicals, metals and mining sector. Following one year assignment in EBRD Headquarters in London, in 2013 she became a Senior Banker with extended responsibilities and now she is acting as the Head of Manufacturing and Services Department in Turkey. Mrs. Iřlak began her professional career in 2000 in Citibank Risk Management Department then continued five years as a Senior Relationship Manager until 2009. She was managing a large loan asset portfolio and involving in the marketing of corporate and investment banking products for top-tier Turkish conglomerates and multinational companies. She also worked for two years in HSBC Bank in the Corporate Banking and Finance team with the same roles and responsibilities. She completed her B.A in Economics at METU.

**Sevgi Sekiner**  
IFC Principal  
Investment Officer |  
Istanbul

Sevgi Sekiner is currently a Principal Investment Officer in the Infrastructure EMENA department of the IFC, leading the power and renewables sector in the region. Mrs. Sekiner joined the IFC in 2006, and has been involved in several power and renewables transactions in Southern Europe, Caucasus, North Africa and Latin America. Mrs. Sekiner has over 16 years of banking experience in debt capital markets, project finance and equity investments, including financing of infrastructure projects in several countries for the past 8 years. Mrs. Sekiner holds a Bachelor of Science degree in Civil Engineering with a specialization in Water Resources from Middle East Technical University and an MBA from Bilkent University in Ankara, Turkey. Prior to joining IFC, she was at ABN AMRO, where she held several positions in the corporate banking and debt capital markets departments for 8 years.

**Tamsyn Mileham**  
Partner, Dentons |  
Istanbul

Tamsyn Mileham is a partner in Dentons. She specializes in banking and project finance, international acquisition finance and corporate lending. Tamsyn has over 16 years of experience in cross-border debt finance transactions including highly structured bilateral and syndicated leveraged finance (with experience in advising on senior, mezzanine and subordinated debt positions as well as high yield, super senior and unitranche products), acquisition finance, real estate finance, trade finance, asset based lending, corporate lending, debt capital markets, derivatives and structured financings, for both financial institutions and corporate borrowers. She provides legal advice to commercial banks, investment banks, multilateral financing organizations, private equity and corporate investors, insurance companies, corporate borrowers and counterparties on a wide variety of bilateral and syndicated financing transactions, including both domestic and international highly complex cross-border transactions.

# Program Ortakları / Partners



The **European Bank for Reconstruction and Development (EBRD)** is an international financial institution founded in 1991. As a multilateral developmental investment bank, the EBRD uses investment as a tool to build market economies. Initially focused on the countries of the former Eastern Bloc it expanded to support development in more than 30 countries from central Europe to central Asia. Besides Europe, member countries of the EBRD are from all 5 continents (North America, Africa, Asia and Australia see below), with the biggest shareholder being the United States, so the name is somewhat of a misnomer. Headquartered in London, the EBRD is owned by 65 countries and two EU institutions. Despite its public sector shareholders, it invests mainly in private enterprises, together with commercial partners.

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**Balçioğlu Selçuk Akman Keki Attorney Partnership** is an Istanbul-based full service law firm. Drawing on broad experience gained at Turkish and global law firms, lawyers are well equipped to provide creative and diligent transaction counselling and litigation services. The Firm's practice boasts a wide range of areas including corporate, mergers and acquisitions, banking and finance, project finance, regulatory and public law, capital markets, competition and anti-trust, employment, litigation and arbitration and intellectual property. Balçioğlu Selçuk Akman Keki Attorney Partnership represents and advises Turkish and multinational clients, including Fortune 500 companies, in the energy, real estate, banking and finance, communication, hospitality and leisure, life sciences, luxury goods, manufacturing, automotive, media, private equity and retail sectors. Balçioğlu Selçuk Akman Keki Attorney Partnership has been selected as the Law Firm of the Year in Turkey for 2016 by *Chambers and Partners*. Further information about the Firm is available at [www.baseak.com](http://www.baseak.com).



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The **International Finance Corporation (IFC)** is the largest global development institution focused exclusively on the private sector. IFC helps developing countries achieve sustainable growth by financing investment, mobilizing capital in international financial markets, and providing advisory services to businesses and governments. IFC is a member of the World Bank Group (WBG) which aims to end extreme poverty by 2030 and to boost shared prosperity for the bottom 40 percent in developing countries. Established in 1956, IFC is headquartered in Washington, D.C. Working with more than 2,000 businesses worldwide, IFC uses its capital, expertise, and influence, to create opportunity where it's needed most. In Fiscal Year 2015, IFC's long-term investments in developing countries rose to nearly \$18 billion, helping the private sector play an essential role in the global effort to end extreme poverty and boost shared prosperity. [For more information, visit www.ifc.org/TURKEY.](http://www.ifc.org/TURKEY)

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