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# Turkey Private Equity and M&A Forum 2022

14-15 December 2022

Istanbul, Turkey

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# About The Conference

**Welcome to Turkey Private Equity and M&A Forum, the number 1 networking event dedicated to M&A-driven investments in Turkey.**

Our programme provides timely updates on current trends and insights on developments impacting current deals and features a stellar line-up of industry professionals with an excellent understanding of the dynamics of a fast-paced deal environment.

Join us together with 100+ influential dealmakers and investors for this EEL Events' exclusive conference in the country focused entirely on regional issues affecting Private Equity investors and corporate M&A professionals.

## Topics Discussused Will Include:

- Up to date activity in the Turkish domestic M&A market
- Exits activity and IPOs
- Navigating cross-border M&A deals in a current market environmentd - opportunities in the pipeline and challenges
- Hot sectors - e-commerce, tech and infrastructure
- Private Equity activity in the region
- GrowthEquities Strategies

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**Register now online at:** <https://eelevents.co.uk/upcoming-events/turkey-ma-and-private-equity-forum-2022>

### Contact the team:

For delegate attendance, speaking and sponsorship opportunities please contact: [emine.acar@eelevents.co.uk](mailto:emine.acar@eelevents.co.uk)

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# Speakers Include:



**Sadik Culcuoglu, CFA**  
Executive Vice President  
Yapi Kredi Yatirim



**Baris Gen**  
Regional Lead, Private  
Equity Funds, Middle East,  
Central Asia, & Turkey, IFC



**Bahar Sayiner**  
Head of Investment  
Banking, Yapı Kredi



**Murat Akguc**  
Executive Director  
Technology Investments  
TWF



**Morris F. DeFeo, Jr.**  
Partner; Chair, Corporate  
Department, Herrick,  
Feinstein LLP



**Ersida Docaj**  
Senior Banker, TMT  
EBRD



**Arif Keles**  
Director of Strategic  
Planning, Arçelik Global



**Hale Ozsoy**  
Director  
Turkven Private Equity



**Baris Civici, Director,**  
Turkey Development  
Fund



**Metin Pektas**  
Partner  
NAZALI Tax & Legal



**Orhan Ayanlar**  
Partner  
Mediterra Capital



**Murat Ozdemir**  
Senior Advisor, Investment  
Office of the Presidency of  
Turkey



**Baris Yilmaz**  
Managing Partner  
Pragma Capital Partners



**Cem Baytok**  
Managing Partner  
idacapital



**Gamze Cigdemtekin**  
Partner, Çiğdemtekin  
Çakırca Aranci Law Firm



**Mehmet Ali Ergin**  
Founding Partner & Vice  
ChairmanRe-Pie Asset  
Management



**Seckin Tabak**  
Director  
Esas Private Equity



**Onur Harbiyeci**  
Group Finance Director  
Yilsan Holding



**Selim Kalkan**  
Investments and Business  
Development Director  
Şişecam



**Numan Numan**  
Founder and Managing  
Director, 212



**Emre Ekmekci**  
President, Turkish  
E-Commerce Association



**Yilmaz Karakas**  
Investment Director  
CEECAT



**Dr. Zahide Altunbaş**  
Sancak, Partner  
Guleryuz Partners



**Baris Derbentli**  
General Coordinator of  
Investments & Project  
Finance, Yapı Merkezi



**Kahraman Haliscelik,**  
Founder, Board President  
Bizim Dunyamiz Vakfi

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# Conference Programme

Wednesday, 14th December 2022

09:00 Registration and Coffee

09:50 Chairman Opening Remarks

**Kahraman Haliscelik, Founder, Board President, Bizim Dnyamiz Vakfi**

10:00 Keynote:

**M&A market analysis: The latest data and analysis on M&A market trends, including the top deals completed to date in 2022**

10:20 Discussion:

**M&A APPETITE, INVESTMENT OPPORTUNITIES AND CHALLENGES FOR DEALMAKERS IN 2023**

- Current M&A landscape in Turkey and recent investment activity
- Future trends driving M&A deals for the year ahead
- Expansion plans and growth opportunities
- Turkish corporate acquirers - what opportunities do they see in the market, and where are they looking to make strategic investments – domestic or outbound?
- International investors' attitude towards the scope of opportunities, market conditions and sectors of interest

**Moderator: Gamze Cigdemtekin, Partner, Çiğdemtekin Çakırca Aranci Law Firm**

**Speakers:**

- Bahar Sayiner, Head of Investment Banking, **Yapı Kredi**
- Onur Harbiyeci, Group Finance Director, **Yilsan Holding**
- Baris Derbentli, General Coordinator of Investments & Project Finance, **Yapı Merkezi**

11:20 Morning Coffee Break

11:50 Discussion:

**TECH AND E-COMMERCE: OPPORTUNITIES IN ONE OF TURKISH BRIGHTEST INDUSTRIES**

Tech and e-commerce sectors have been leaders in the hottest space in the market today with the skyrocketing revenues driving the M&A boom and ever-increasing attention paid to the sector across growth and private equity investments and capital markets. Hear our panel of experts sharing their perspectives on trends, opportunities and challenges spotted in these fastest-growing industries. What are the drivers fuelling current growth? What volumes, values, and types of transactions can we see in the nearest future? Tech sector vs leveraged buy-outs and structures debt instruments in Turkey.

**Speakers:**

- Ersida Docaj, Senior Banker, TMT, **EBRD**
- Orhan Ayanlar, Partner, **Mediterra Capital**
- Emre Ekmekci, President, **Turkish E-Commerce Association**

- Metin Pektas, Partner, **NAZALI Tax & Legal**

13:10 Lunch Break

14:10 Keynote:

**IPO and Trading on the Stock Exchange**  
**Borsa Istanbul - tbc**

14:20 Discussion:

**EXIT STRATEGY CONSIDERATIONS**

- Private equity exits in 2022. When compared with previous years, how have the activity trends, volumes and values changed?
- 2023 exit watchlist. What's next in the pipeline? Are Turkish deals increasingly attractive and who is eyeing big exits?
- Exit strategies: M&A or IPO? Is the stock exchange a competition for private equity firms?
- Trends in the IPO market
- Valuation in IPOs versus M&A exit. What are the top drivers?

**Speakers:**

- Hale Ozsoy, Director, **Turkven Private Equity**
- Sadik Culcuoglu, CFA, Executive Vice President, **Yapı Kredi Yatırım**
- Dr. Zahide Altunbaş Sancak, Partner, **Guleryuz Partners**

15:20 Afternoon Coffee Break

15:50 Keynote

**Morris F. DeFeo, Jr. Partner; Chair, Corporate Department, Herrick, Feinstein LLP (online)**

16:10 Discussion:

**CROSS-BORDER M&A TRANSACTIONS**

- Outlook for Turkish outbound M&A and deal drivers
- Trends, risk and opportunities facing investors
- Operational challenges for cross-border M&A

**Speakers:**

- Arif Keles, Director of Strategic Planning, **Arçelik Global**
- Morris F. DeFeo, Jr. Partner; Chair, Corporate Department, **Herrick, Feinstein LLP (online)**
- Selim Kalkan, Investments and Business Development Director, **Şişecam**

17:00 Closing remarks

**Kahraman Haliscelik, Founder, Board President, Bizim Dnyamiz Vakfi**

17:10 Networking Drink Reception | End of day 1

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# Conference Programme

Thursday, 15th December 2022

09:00 Registration and Coffee

09:30 Chairman Opening Remarks

**Kahraman Haliscelik, Founder, Board President, Bizim Dunyamiz Vakfi**

## 09:40 NAVIGATING UNCERTAINTY – INVESTING IN CHALLENGING TIMES

The world is expecting a life with turbulence again. Galloping inflation, geopolitical tensions and recent market shocks pose several questions for investors who must evaluate and close transactions in a volatile environment. How do they manage the uncertainty in today's deal world and determine where to invest? What does the future hold and what is the scale of investment opportunities in a world that is constantly changing?

### Speakers:

- **Murat Ozdemir, Senior Advisor, Investment, Office of the Presidency of Turkey**

10:20 Keynote:

**Türkiye Technology Fund – investing in venture capital funds and high-growth potential companies in Turkey**

**Murat Akguc, Executive Director, Technology Investments, Türkiye Wealth Fund**

10:40 Discussion:

## GROWTH EQUITY AND VENTURE CAPITAL STRATEGIES

- What strategies do market players focus on to navigate the market today? What risks investors are willing to take and how early can they go?
- Where are the opportunities? Potential unicorns?
- Strategies and approaches to portfolio design. How do LPs and GPs make their decisions? How to add value to portfolio companies?
- View on SPACs
- Lessons learned from recent deals

### Speakers:

- **Baris Civici, Director, Turkey Development Fund**  
- **Cem Baytok, Managing Partner, idacapital**  
- **Seckin Tabak, Director, Esas Private Equity**  
- **Mehmet Ali Ergin, Founding Partner & Vice Chairman, Re-Pie Asset Management**

11:30 Morning Coffee Break

12:00 Discussion:

## PRIVATE EQUITY OPPORTUNITIES

- What deals are happening now and what is considered for 2023?
- Private equity's single greatest challenge today
- Which sectors will receive the most significant private

investment over the next year or two? Where are the key drivers of growth?

- Deal sourcing and selection. As ESG is becoming a priority for LPs, how do GPs respond to their sponsor's ESG agendas?
- How do we see the world economic situation developing in 2023-2024? Which investment strategies will prove to be winners and deliver the best returns?

### Speakers:

- **Yilmaz Karakas, Investment Director, CEECAT**  
- **Baris Gen, Principal Investment Officer, Regional Lead – Middle East, Central Asia, and Turkey, Private Equity Funds, IFC**  
- **Baris Yilmaz, Managing Partner, Pragma Capital Partners**

12:50 Discussion:

## FINANCING M&A DEALS

- A look at today's market conditions, liquidity levels and lenders' appetites for transaction financing
- Best approaches for acquisition finance in the current market environment
- Do lenders prefer certain types of transactions over others? What do they look for in a potential deal?
- M&A deal structuring. What is the optimal capital structure and what considerations are made to maximize the leverage?
- Lessons Learned in financing M&A deals

13:30 Chairman Closing Remarks

**Kahraman Haliscelik, Founder, Board President, Bizim Dunyamiz Vakfi**

13:35 End of the conference

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