

# GTR ♦ TURKEY ♦ 2020

*Driving Turkish exports*

#GTRTurkey

Istanbul, Turkey  
March 4, 2020

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# GTR • TURKEY • 2020

GTR Turkey will return to Hotel Fairmont Quasar in Istanbul on March 4, 2020. As the leading trade and export financing event of its kind in the country, and with established support from key industry institutions, the event will provide Turkish corporates, financiers and investors with a key platform at which to make valuable business contacts and learn from the leading figures in international trade and investment.

Hear first-hand from the experts on Turkish trade opportunities in Africa, China and the US; discuss advanced manufacturing developments and Islamic factoring; and experience GTR's new 'drop the mic, digital transformation guide' format.

With over 300 representatives from international and regional companies expected in attendance, the event will feature innovative content designed to foster maximum engagement between speakers and delegates, bringing all parties involved in Turkish trade together for a one-day focused gathering.

*"GTR conferences are the king of economic talks!"*

E Gok, DEİK

*"Acts as a basis of networking for trade financing professionals and corporates"*

P Nawalgaria, Indorama Ventures

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## GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



Click here to see a list of attending companies from 2019's event

**Join GTR on social media**

Official conference hashtag: **#GTRTurkey**



## Venue Details

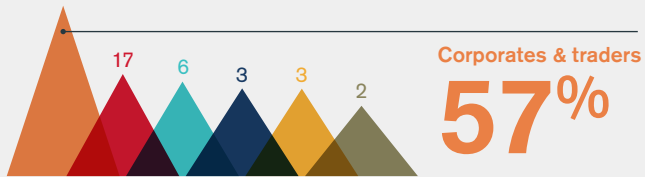
**Venue:** Fairmont Quasar, Istanbul, Turkey

**Tel:** +90 212 403 85 00

**Web:** <https://www.fairmont.com/istanbul/>



## Attendees by sector in 2019



17 Banks & financiers	2 Insurers & risk managers
6 Govt orgs & public bodies	2 Media
3 Lawyers	2 Non-bank financiers
3 Technology & fintech	2 ECAs & multilaterals
2 Consultants & accountants	4 Other

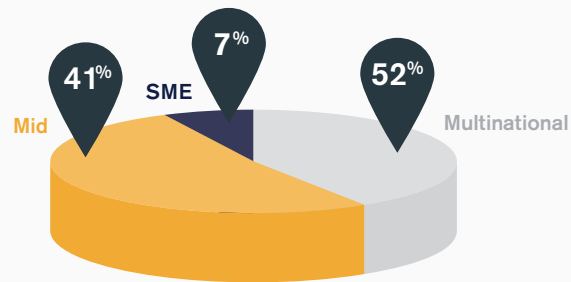
## Event supporters and exhibitors



## 3 reasons to attend in 2020



## Company size breakdown in 2019

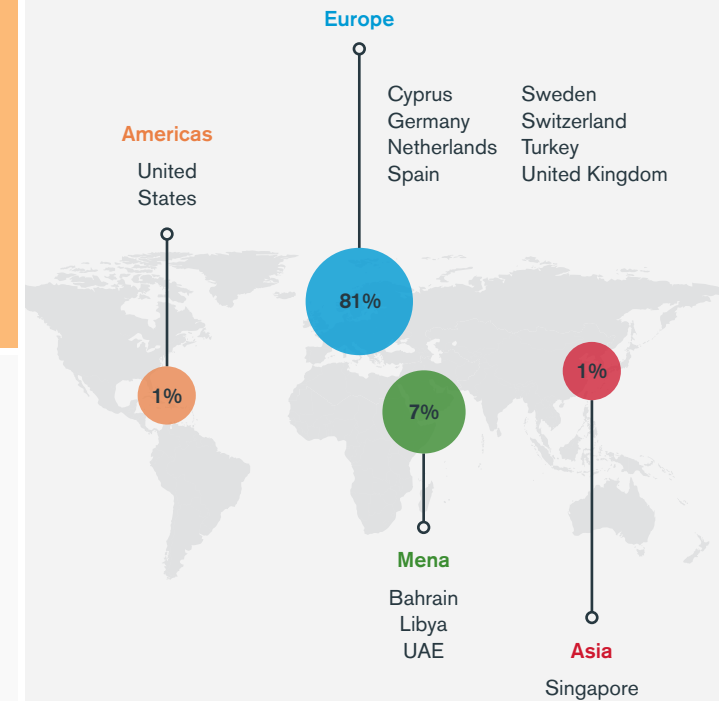


## What to expect in 2020



GTR  
**TURKEY**  
2020

## Attendees by region in 2019



## Attendance in 2019

**92%**

Senior to C-level



## Top 3 themes in 2020





## Wednesday March 4, 2020

### 08.00 Registration and refreshments

### 09.00 Chairman's opening remarks

Riza Kadilar, Senior Country Manager, Natixis

### 09.15 Government keynote address

Following a challenging year in 2019, economic activity appears to have once again strengthened in Turkey. Accelerating export activity has counter balanced cautious domestic activity, leading to a net increase in collective optimism across the Turkish trade community. Turkey's Minister of Trade is invited to deliver a high-level opening address, providing an overview of Turkish trade policy and what it means for the export community going forward.

### 09.35 Plans and strategies from Turk Eximbank

This second keynote address will focus on the plans and strategies of Turk Eximbank as they look to help support Turkish exports and exporting companies in their activities. The session will offer direct insight into how such strategies align with trade policy and national export ambitions.

*"This is one of the best forums for networking."*

R Joseph, Emirates NBD

### 09.55 Manufacturing success: Is advanced manufacturing a best prospect sector for Turkey?

Turkey's place in the global value chain is cemented by its emerging status as an advanced manufacturing hub. This session will consider Turkey's position as an advanced manufacturer in the global value chain and assess successes and failures in producing a roadmap for success. Topics for discussion will include:

- Is transitioning from simple to advanced manufacturing a key ingredient to enhancing Turkey's potential for moving up the value chain?
- How do experts assess Turkey's manufacturing capabilities? Does advanced manufacturing offer an opportunity to deliver sustainable growth?
- Does the shift to advanced manufacturing in the US offer a suitable blueprint for Turkey's industrial development?
- What are the next steps? Are there potential new opportunities for public-private partnerships?

**Kemal Girginer**, Head of Finance, Director, Siemens Turkey  
**Aleksandar Medjedovic**, Executive Board Member, Turkish-German Chamber of Commerce; Business Council Chairman, Vice-Chairman and Board Member, DIEK

### 10.40 Networking break

### 11.10 ECA financing for Turkish exports

With the Turkish export market at the centre of the country's plans for economic revival and growth, there is increased pressure on and demand for ECA finance to support exporters. This session will take the temperature of ECA finance offerings in Turkey and consider financial mechanisms in the wider context of Turkish economic growth. Three different transactions will be profiled, with closing summaries concluding the session.

**Moderator: Katya Arian Torus**, Head of Structured Trade & Export Finance, Yapi ve Kredi Bankasi

**Jan von Allwörden**, Head of Department Underwriting, Euler Hermes

**Enis Gultekin**, Deputy CEO, Insurance & Buyers Credit Division, Turk Eximbank

**Nadezhda Zablotskaya**, Director, Financial Institutions, Exiar

### 11.55 Turning heads: Which direction should Turkey's exports be going?

The international trade landscape has witnessed one of its most tumultuous periods in recent times. With frequent shifts in geopolitical tensions, identifying your friends can be a challenge. This session will consider the markets available to the Turkish exports and how decisions at a political level are impacting commercial businesses and lenders. Topics for discussion will include:

- What are the key areas of opportunity for Turkish exports? What doors are opening amid a global trade war? Does Turkey have the capacity to take advantage?
- Despite a smoothing in relations between the US and Turkey, political differences remain; will both parties be able to overcome these impediments to their mutual benefit?
- Does mass investment around the BRI project mean China offers an alternative partner to the west? With intense Chinese investment in sustainable focussed production, do Turkish businesses have work to do to appeal to Chinese policy bank investment?
- Does Brexit offer new options for Turkey with both Europe and the UK?

**Moderator: Muzaffer Aksoy**, Chief Executive Officer, Turkey, Bank ABC

**Kerim Kemahli**, Chief Financial Officer, Nurol Holding

**Halit Döner**, AGM, International Business Group, ICBC Turkey

### 12.40 Lunch

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Marketing Executive  
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Select either Stream A or Stream B

## Stream A

This stream, in collaboration with the Association of Corporate Treasurers, will begin with a high-level panel discussion, followed by interactive roundtable discussions incorporating key themes and questions posed by the panel.

**Chair:** Caroline Stockmann, Chief Executive, Association of Corporate Treasurers

### 14.00 Engaging with corporate treasurers: Priorities for 2020

Uncertain economic trends and political unrest have made 2020 a pivotal year for corporate treasurers both in Turkey and globally. This session will bring together leading corporate treasurers to examine concerns and consider how new risks can be managed. Topics for discussion will include:

- Volatile FX rates and inflation due to geo-politics have made cash management processes ever more complex; how are treasurers ensuring efficient cash management?
- A combination of investor interest, regulatory development and growing societal pressure have made sustainable finance a key factor in treasury management; what risks are posed by growing ESG pressure and how can businesses react?
- Technological disruption is having an impact on both consumer and corporate business life; do treasurers see big changes coming up or will it be just business as usual?
- The late-2021 phasing out of the interbank lending rate (IBOR) signals potentially huge changes; what will be the impact for corporate treasurers? What challenges and pitfalls must be managed to ensure a successful transition?

**Jason Barrass**, Regional Head of Product Management, Global Trade & Receivables, Finance, HSBC

**Umit Coskun**, Financial Affairs Manager, Kordsa

**Fatih Tokkal**, Group Treasurer, Yildirim Group

### 14.40 Roundtable breakout groups

Following on from the above discussion, the audience will then break into dedicated working groups, providing the opportunity for delegates to engage in discussions, brainstorming and idea-sharing. Final group summaries will be provided at the end.

- Group 1. Cash management priorities and concerns
- Group 2. Managing environmental, social and governance (ESG) risk
- Group 3. Technological disruptors: How should treasurers prepare and react?
- Group 4. IBOR demise and transitioning to new benchmarks

### 15.30 Networking break

## Stream B

**Chair:** Artuğ Acartürk, Director & Head of Cash Management & Trade Finance, Yapi ve Kredi Bankası

### 14.00 Investing in Africa: Supporting Turkish infrastructure contractors

When you think of big investors in Africa, the United States, China, Britain and France may come to mind. But over the past decade, Turkey has been steadily raising its profile in Africa, including in some of the most troubled countries on the continent. This session will examine the pathways, successes, and impediments that Turkish contractors are experiencing as they do business in Sub-Saharan Africa.

**Hasan Çevik**, Project and Structured Finance Manager, Yapi Merkezi  
**Muzaffer Suat Utku**, Executive Vice-President for International Banking, Aktif Bank

**Ozgur Kutay**, International Export Finance Executive, UKEF

### 14.45 Opening the door for Islamic factoring

The 2019 edition of GTR Turkey saw Islamic finance discussed in the context of the country's potential for becoming a hub for sharia-compliant trade finance. This conversation will continue, centring on the recent partnership between ITFC and FCI, the global body representing factoring and receivables finance companies and its potential implications. Discussion points will include:

- With lack of standardised cited as a key obstacle for growth, how will such collaborations help remove such obstacles?
- Does this new development – opening up receivables to Islamic finance – help bolster Turkey's claims to become a potential Islamic finance hub?
- To what extent does Turkey's large number of SMEs offer increased opportunities here?

**Moderator:** Aleksandar Medjedovic, Executive Board Member, Turkish-German Chamber of Commerce; Business Council Chairman, Vice-Chairman and Board Member, DIEK

**Betül Kurtulus**, Regional Director for Central, Eastern & South-Eastern Europe and the Middle East, FCI

**Harun Celik**, Regional Head, CGO Istanbul-Turkey, International Islamic Trade Finance Corporation

### 15.30 Networking break

## Afternoon plenary

### 15.50 Blockchain disruptors: A 'drop the mic' digital transformation guide

Digital disruption is one of the key facets in the many profound changes to the global landscape, with blockchain solutions at the heart of the trade finance market's digital future. This session will bring together key innovators from the digital sector to discuss their implementations and how they can aid corporate trade practitioners in riding the digital wave. This session will take no prisoners! Each speaker will have 8 minutes to deliver their ideas, when the time is up, the mic is cut! Sli.do will be in use, ready for a closing Q&A.

**Moderator:** Riza Kadilar, Senior Country Manager, Natixis  
**Hikmet Kalender**, Group Chief Financial Officer, Kocaer Group  
**David McLoughlin**, Head of Business Services, we.trade  
**Renaud Simons**, Executive Director, Mitigram

### 16.30 Chairman's closing remarks

followed by evening networking reception

*"The event is really good and acts as a basis of networking for trade financing professionals and corporates."*

**P Nawalgaria**, Indorama Ventures

*"GTR is an established and productive platform. It gives insight, builds connections and opens up new corridors."*

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**GTR** Global Trade Review

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