

PFI BLACK SEA 2012

18 – 19 April 2012, Pera House, Istanbul

Port
Finance
INTERNATIONAL



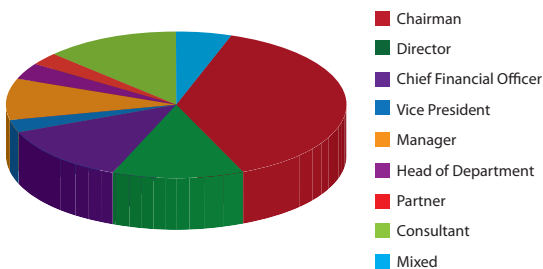
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Kongrede Türkçe / İngilizce simültane tercüme sunulacaktır

The **4th Port Finance International Black Sea** conference will once again take place in the exciting city of Istanbul. It is designed to give delegates an in-depth understanding of innovative financing solutions and practical advice. It will provide an excellent opportunity to meet potential equity and business partners such as government officials, senior executives from port authorities, port and terminal operators and the legal and banking industries, involved either in investing in ports or in sourcing investment. Additionally, the conference will place a spotlight on Black Sea ports and their plans for expansion and development, whilst also investigating opportunities for growth and investment.

PFI BLACK SEA 2011 ANALYSIS

Last year Port Finance International Black Sea took place on 1 & 2 March 2011 in Istanbul. **Over 150 industry leaders** from the region's ports and terminals and those involved in port investment and development attended and shared their insights and experiences of the market and looked at growth potential in the Black Sea region. The conference placed particular emphasis on the opportunities for business in Black Sea ports in Turkey, Russia, Ukraine, Romania and Bulgaria.

PFI attract large numbers of high level delegates from port operators across the globe. See below for a breakdown of our 2011 attendees:



Plus senior executives from banks, investment companies, legal firms, management consultancies and government agencies.

2012 CONFIRMED SPEAKERS

- **Ambassador Leonidas Chrysanthopoulos**, Secretary General, Permanent International Secretariat, Organization of the Black Sea Economic Cooperation
 - **Mehmet Hanifi Guler**, Maritime Expert/Undersecretariat of Maritime Affairs Turkey
 - **Saygin Narin**, CEO, Global Ports Holding
 - **Michiel Ybema**, Director, Port Investments & Projects, APM Terminals
 - **Ozgur Dumacelis**, General Manager, Port of Bandirma - Celebi Holding
 - **Özgür Kalelioğlu**, Director Port Services, Arkas Holding
 - **Lai Chan Rasti**, Senior Banker, Transport, EBRD
 - **Rainer Scholl**, Partner, HPC Hamburg Port Consulting GmbH
 - **Reşit Yildiz**, Chief Projects Officer, Limak Investments
 - **Martin Spicer**, Manager, Southern Europe, International Finance Corporation
 - **Patrick Uyttendaele**, Director, MTBS
 - **Mustafa Tiftikçioğlu**, Senior Vice President, Garanti Bank
 - **Nripesh Kumar**, Assistant Director, Corporate Finance, PwC
 - **Andrew Webster**, Partner, JLT Specialty Limited (Energy and Marine Division)
 - **Wouter van Nus**, Senior Consultant, MTBS
 - **Stephen Hanrahan**, Technical Director, Royal Haskoning
 - **Jamie Simpson**, Director, GHK International
 - **Arthur Nitsevych**, Partner, Interlegal
 - **Maka Khvedelidzek**, Deputy Head, Department for International Relations, Georgia Revenue Service (Tax and Customs Administration)
- And others...

SELECTION OF PAST ATTENDEES

Akcansa Cimento
Arkas Holdings
Bulgarian Port company
DEGERE International Trading
Eversheds LLP
Grup Maritim TCB, S.L.
HAPAG –LLOYD
KARAÜK PORTS
Liebherr-Werk Nenzing
Mersin International Port
Port of Burgas
Rosmorport

Akport
Arup
Celebi Holding Inc.
DP World
Evyap Liman Isletmesi
Gulftainer Co. Ltd.
Holman Fenwick Willan
KfW IPEX-BANK
LIMAS PORT
Nemport
Port Varna
STFA

Alpha Terminals
Belde Liman
Ceynak Lojistik ve Ticaret
EBRD
Garanti Bank
Halcrow Group Limited
HPC Ukraina
Koruma Klor Alkali
LLC "PORTINVEST"
Odessa Sea Port
Poti Sea Port
Taman Ferry Terminal

APM Terminals
Borusan Lojistik
Constantza Port
Efes Port
GEMPORT
HANSU AVUKATLIK BÜROSU
IFC
KPMG
Maersk Denizcilik
Penang Port Commission
RODA LIMAN
Unicredit Bank

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KEY REASONS TO ATTEND

- **Examine** the developments in the market place
- **Recognize** key opportunities for your business
- **Maximise** your position in the market
- **Create** unique business advantages
- **Hear** best practice solutions from industry leaders
- **Network** with your potential partners

INTERESTED IN OTHER LOCATIONS?

- **PFI India Conference**, 20 - 21 March, Mumbai
- **PFI Black Sea Conference**, 18 – 19 April, Istanbul
- **PFI Mediterranean Conference**, 15 May, Valencia
- **PFI Hong Kong Conference**, 15 - 17 May, Hong Kong
- **Port Investment and PPP Training**, May, Dubai
- **PFI Taiwan Conference**, September, Taipei
- **PFI Korea Conference**, 23 - 24 October, Seoul
- **PFI Brazil Conference**, 24 - 25 October, Rio De Janeiro
- **PFI Middle East Conference**, November, Dubai
- **PFI London Conference**, November, London



New for 2012 – a Gala Dinner, kindly hosted by Marport, at an exclusive restaurant in Istanbul. An opportunity for all attendees to continue their networking and discussions in an exciting environment.

Date: 18 April 2012

Time: 7:30pm (transport will be provided from Pera House following the conference and drinks reception)

Venue: Reina <http://reina.com.tr/en/index.html>

To attend: Open to all Port Finance International Black Sea conference attendees.

PARTICIPATE | SPEAK | SPONSOR

Save the date in your diaries and contact us using the methods below to register your interest.

2nd Early Bird Registration (book by 30 March 2012)


Conference: €895

Standard Rate (After 30 March 2012)

Conference: €995

TO FIND OUT MORE

 Email: timur@portfinanceinternational.com

 Phone: +44 20 7017 3415

TOPICS COVERED

- Ports industry and market overview- performance, trends and prospects
- Financing port developments (brownfield and greenfield projects)
- Developing strategic partnerships and managing projects with multiple stakeholders
 - Market access and entry barriers for prospective finance partners
- Regulatory and environment considerations in port development projects
- Increasing traffic to ports in the region and factors driving infrastructure investment
- The role of private/public sector partnerships
- Due diligence process management
- Global and logistical factors driving traffic to ports in different regions
- Case studies of port development projects around the world
- And many more....

To discuss sponsorship or special inquiries please contact:

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timur@portfinanceinternational.com

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Lunch Sponsor Day One



Networking Drinks Reception Sponsor



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18 April 2012: Outlook & Scenarios for The Black Sea's Ports Sector



0800 Registration & Welcome Tea/Coffee

0930 Opening Notes from Conference Chair

Stephen Hanrahan, Technical Director – OCEAN SHIPPING CONSULTANTS, ROYAL HASKONING

0940 Welcome Address

Ambassador Leonidas Chrysanthopoulos, Secretary General, Permanent International Secretariat, Organization of the Black Sea Economic Cooperation

1010 State of Play – Port Developments in Turkey Today

Özgür Kalelioğlu, Director Port Services, Arkas Holding

1040 Comparison Study – Key Terminals in Marmara to their Global "Twins"

Michiel Ybema, Director, Port Investments & Projects, APM Terminals



1110 Tea/Coffee Break

Challenges and Issues in Financing Ports

1140 Identifying Risks and Opportunities in Port Financing in Turkey

- New (deteriorating) financing conditions
- Risks and difficulties at port projects
- Pipeline

Mustafa Tiftikçioglu, Senior Vice President, Garanti Bank

1210 Financing Energy Efficiency in the Port Sector

Lai Chan Rasti, Senior Banker, Transport, EBRD

1240 Port Financing and M&A trends

- M&A deals
- Port financings
- Emerging financing and M&A trends

Nripesh Kumar, Assistant Director, Corporate Finance, PwC



1310 Lunch

1410 Investments into Ukrainian ports: View of an Investor in 2012

Arthur Nitsevych, Partner, Interlegal

1440 Concessions – the New Responsibility Landscape for Ports: an Insurance Perspective

Andrew Webster, Partner, JLT Specialty Limited (Energy and Marine Division)

1510 What Can a Multilateral Offer in the Current Market?

Martin Spicer, Manager, Southern Europe, International Finance Corporation



1540 Tea/Coffee Break

1610 Value-Based Management in Port PPP Projects

Dr. Patrick Uyttendaele, Director, MTBS

1640 Question & Answer Session followed by Closing Notes



1700 Drinks Reception Kindly Sponsored by Global Port Holdings

1830 Depart for Gala Dinner Kindly Sponsored by Arkas

19 April 2012: Port Projects in the Black & Mediterranean Sea Regions



0830 Registration & Welcome Tea/Coffee

0930 Opening Notes from Conference Chair

Stephen Hanrahan, Technical Director – Ocean Shipping Consultants, Royal Haskoning

0945 Turkish Maritime Facilities and Transport Figures

Mehmet Hanifi Guler, Maritime Expert/Undersecretariat of Maritime Affairs Turkey

1015 Port of Iskenderun: Challenges for the Transformation of a Regional Port into an International Player

- Location
- Road to transformation
- Future outlook

Dr. Rainer Scholl, Partner HPC Hamburg Port Consulting GmbH and Reşit Yildiz, Chief Projects Officer, Limak Investments

1045 Port Planning & Development - Innovative Financial Solutions in the Port of Bandirma

Ozgur Dumaclis, General Manager, Port of Bandirma - Celebi Holding



11.15 Tea/Coffee Break

11.45 The Role of Customs in the Increase of Goods Turnover in Ports

Maka Khvedelidzek, Deputy Head, Department for International Relations, Georgia Revenue Service (Tax and Customs Administration)

1215 To be confirmed

12.45 Question & Answer Session



1300 Lunch

Special Focus Session

1400 – 1600: Value-Based Management in Port PPP Projects Workshop

Duration: 2.5 hours (2x 60 min with a 30 minute break)

Structure:

- a) Presentation on PPP Structure, Value Drivers & Value Creation
- b) Workshop on Financial (Business Case) Modeling
- c) Q&A Session

Delivered by Wouter van Nus, Senior Consultant, MTBS

Please note this programme may be subject to change – Port Finance International reserves the right to change speakers and/or topics as necessary.