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PORT OPERATORS ASSOCIATION OF TURKEY

The Second Annual Port Finance International Istanbul Conference is taking place on 14 & 15 April 2010 at Pera House in the British Consulate, Istanbul

Once again, this exclusive two day conference, supported by the Turklim (the Turkish Port Operators Association), has been 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, as well as senior executives from port authorities, port and terminal operators and the legal and banking industries, to discuss finance options and development requirements. Additionally, the conference will place a spotlight on Turkish and Black Sea Ports and their plans for expansion and development, whilst also investigating opportunities around the world's ports for growth and investment.

Over 20 of the industry's leading experts will cover a range of important topics and will be on hand to answer your questions - including:-

- Y. Metin Tahan, Deputy General Director, **General Directorate for Construction of Railways, Ports and Airports (DLH), the Ministry of Transport & Communication**
- Rado Antolovic, Managing Director, **DP World Constanta**
- Özgür Kalelioğlu, Port Services Group Manager, **Arkas Holding**
- Ekrem Karademir, Planning Expert, DG Economic Sectors and Coordination - **Department for Infrastructure and Services, State Planning Organization**
- Ozgur Soy, Head of Port Division and Deputy General Manager, **Borusan Lojistik**
- Peter Kirov, Deputy Executive Director, **Bulgarian Maritime Administration**
- Georgiy Tokman, Director - Development and Investment Department, **Commercial Sea Port of Illichivsk**
- Dick Scott Kerr, Senior Consultant, **BMT Transport Solutions/Technical Director for EU's Ukraine 'Port Development Feasibility Study'**
- Ulrich Stark, Head of Infrastructure - EMEA, Transportation Finance, **HSB Nordbank AG**
- Stephen Hanrahan, Director, **Ocean Shipping Consultants Ltd.**
- Itir Sevim-Çiftçi, Partner M&A/Infrastructure Department, **Hergüner Bilgen Özeke Law Firm**
- Ghislain Lorthiois, Principal, **The Port Fund**
- Andrew Huxley, Regional Development Director, **Through Transport Mutual (TT Club)**
- Anne McGregor, Corporate Finance - Transport, **PricewaterhouseCoopers**
- Fabiana Sandra Eggers, Infrastructure Transportation, **HSB NORDBANK**
- Jamie Simpson, Director, **GHK International**
- Marten van den Bossche, Chairman, **ECORYS Netherlands B.V.**
- Neil Davidson, Director-Ports, **Drewry Shipping Consultants**

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- Rainer Scholl, Partner, Technical Assistance and Port Management, **HPC Hamburg Port Consulting GmbH**
- Frank Luisman, Director, **MTBS (Maritime & Transport Business Solutions b.v)**
- Lai Chan Rasti, Senior Banker, Transport, **EBRD**
- James Sutcliffe, Chairman, **UK Trade & Investment's Ports Advisory Group**
- Dr Marcel Steward, Director - Environmental Practice, **Market Insurance Brokers Ltd**
- Meltem Gulsoy, Department Head - Project Finance, **TSKB - Türkiye Sınai Kalkınma Bankası A.Ş.**

Aimed at senior executives within Port and Terminal operating companies, as well as banking, legal, infrastructure development, corporate and project finance experts from around the world, Port Finance International London will investigate the challenges associated with financing and managing major port investments and developments and will assess the economic criteria of financing and valuating ports.

For more information, or to book your place, please call Timur Chairutdinov on +44 20 7510 4945, or email [timur@portfinanceinternational.com](mailto:timur@portfinanceinternational.com)

With a delegate fee of just €800 this exclusive event will once again bring together over 100 of the industry's most prominent professionals. Alongside the Conference Sessions there will be structured Panel Sessions to encourage discussion and debate and to enable the audience to pose their questions to the industry leaders who have kindly given their time and knowledge. Additional Networking Sessions, including the Evening Reception on 14 April in the exclusive Palm Court in Pera House, will provide even more opportunity to exchange ideas, contacts and information in a relaxed yet encouraging surrounding.

Included in the conference delegate fee is:

- Access to all conference sessions
- Simultaneous translation - English and Turkish
- Conference papers post conference
- Lunch and coffee break refreshment
- Evening networking drinks reception

We look forward to meeting you in Istanbul in April.

**A selection of companies who have attended past Port Finance International Conferences:** 3i plc, A&A Shipping & Forwarding Ltd, APM Terminals, Arkas Holding, Arthur D. Little, Arup, Associated British Ports, Baltic Ports Organization, Beckett Rankine, Bircham Dyson Bell LLP, Bird & Bird LLP, BMT Transport Solutions, Boskalis International BV, British Ports Association, Buss Group GmbH & Co. KG, Celebi Holding Inc., CEYNAK Logistics and Trade Inc., Cirrus Oil Services Ltd, Cooper Gay & Co. Ltd, Cosmos Agencia Maritima S.A.C., County Council Constanta, Delta Petrol Ticaret A.S, Dexia Bank SA, Dildar Halkla Iliskiler, Dogus Insaat ve Ticaret A.S., Dover Harbour Board, DP World, Drewry Shipping Consultants, Ecorys Netherlands B.V., Efesan Port - Istanbul Demir Celik Fabrtikalari A.S., ESPO, European Investment Bank, Euroports, Executive Agency Maritime Administration - Bulgaria, Forth Ports PLC, Garanti Bank, GHK International, Global Investment Holdings, Global Ports Holding, Grup Maritim TCB, S.L., Hamburg Port Consulting, Herguner Bilgen Ozeke Law Firm, HOCHTIEF PPP Solutions GmbH, Holman Fenwick Willan LLP, HSBC Insurance Brokers, HSH NORDBANK, Industry Funds Management, Infrastructure Development Finance Company Ltd., International Finance Corporation, Izmir Liman Isletmeciligi AS, LAMYONEL A. MAKZUME SHIPPING AGENCIES CO INC., LEVY, MEIDAN & Co., LIMAS LIMAN ISLETMECILIGI A.S., M&G Investments, Maritime & Transport Business Solutions b.v, Maritime Ports Administration Constanta, Maritime Transport and Ports Policy, DG Tren, European Commission, Mercator International LLC, Ministry of Maritime Affairs, Transport and Infrastructure - Croatia, Moffatt & Nichol, Mundra Port and SEZ Limited, NCB Holdings BHD, North-Rhine Westfalian Ministry of Transport, Ocean Shipping Consultants,

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PETKIM Petrokimya Holding A.S., Pinsent Masons LLP, Poliport, Port of Dover, Port of, Gdansk Authority S.A., Port Authority of Melilla, Port of Rijeka Authority, Port of Tallinn Ltd, Port Operators Association Of Turkey, Poti Sea Port Corporation, PricewaterhouseCoopers LLP, RBS, RDM CONSULTANTS, Republic of Turkey Prime Ministry - Privatization Administration, Rijeka Port of Rize, Royal Haskoning, RREEF Infrastructure, Solventas, St Lucia Air and Sea Ports Authority, TAYFUN LİMAN A.Ş. The Port Fund, TSKB, TT Club, TURKLİM, UBS Investment Bank, UK Trade & Investment, Ust Luga, Vizhinjam International Seaport Limited, Watson, Farley & Williams LLP, and others...

**Conference Agenda  
Day 1 - 14 April 2010**

**0800: Registration and Welcome Refreshments**

**A Practical Approach to Port Finance - Solutions and Trends**

**0930: Opening Notes from Conference Chair**

Marten van den Bossche, Chairman, ECORYS Nederland BV

Followed by Welcome Address given by Y. Metin Tahan, Deputy General Director, General Directorate for Construction of Railways, Ports and Airports (DLH), the Ministry of Transport & Communication

**1000: Global Overview of the Container Port and Terminal Sector**

- Drivers of demand and regional volume growth projections
- Capacity and expansion plans
- Carrier and vessel development
- Port and terminal ownership
- Tariffs, profitability and valuation

Neil Davidson, Director - Ports, Drewry Shipping Consultants

**1030: Port Competition and Finance - Challenges in an Uncertain World**

- When will demand recover?
- How do ports compete?
- Can port authorities influence port choice?
- How are current market changes shaping port competition?
- Possible constraints on tariff increases and profitability
- PSP and market provision, commercial challenges

Jamie Simpson, Director, GHK International

**1100: Tea/Coffee Break**

**1130: Innovative Port Financing**

Frank Luisman, Director, MTBS (Maritime & Transport Business Solutions b.v)

**1200: Impact of Economic Crisis in Port finance: Sailing Through Rough Waters**

Ulrich Stark, Head of Infrastructure - EMEA, Transportation Finance, HSH Nordbank AG & Fabiana Sandra Eggert, Infrastructure Transportation Finance, HSH Nordbank AG

**1230: Restructuring in the Port Sector - Choosing the Optimal Solution**

- Rationale and drivers for restructuring
- Key issues in port concessions

Anne McGregor, Corporate Finance - Transport, PricewaterhouseCoopers

**1300: Lunch Break**

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**1400: Opening Notes from Conference Chair**

Andrew Huxley, Regional Development Director, Through Transport Mutual (TT Club)

**1410: Port Privatisation - Lessons Learnt and Opportunities**

- Why privatise?
- Recent concessions awarded
- Opportunities - success factors

Rainer Scholl, Partner, Technical Assistance and Port Management, HPC Hamburg Port Consulting GmbH

**1440: EBRD's Involvement in the Financing of the Port and Terminal Sector**

- EBRD today
- EBRD portfolio and mission in the sector
- Financing criteria for ports and terminals
- Challenges facing EBRD investors
- What can EBRD do for the sector

Lai Chan Rasti, Senior Banker, Transport, EBRD

**1510: Safety in Terminal Operations and Equipment**

- Examination of the major causes of accidents
- Where to focus loss prevention in order to improve efficiency and profitability

Andrew Huxley ACII, Regional Development Director, TT Club

**1540: Tea/Coffee Break**

**1610: Environmental Management and Insurance in Port Financing and Operation**

- What is environmental risk in ports?
- How does it affect the financial and commercial sectors
- Practical use of environmental insurance in port management - legal compliance and beyond
- Future patterns of world trade and the 'environmental' influence

Dr Marcel Steward, Director - Environmental Practice, Market Insurance Brokers Ltd

**1640: Development and Drivers of Port Financing**

- The process
- Creating a bankable deal
- Due diligence
- Risks of business plan
- What we have learnt from TCDD Ports

Meltem Gulsoy, Department Head - Project Finance, TSKB - Türkiye Sınai Kalkınma Bankası A.Ş.

**1710: Panel Discussion - Contracts, Challenges and Confusion - Financing Ports in Today's Market - An Open Question and Answer Forum including all Speakers and Other Invited Guests.**

Moderated by: James Sutcliffe, Chairman, UK Trade & Investment's Ports Advisory Group

**1730: Close of Conference Day 1, Followed by Networking Drinks Reception Palm Court, Pera House, The British Consulate to 1930.**

**Scroll down for Day Two**

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**Conference Agenda**  
**Day 2 - 15 April 2010**

**0800: Registration and Welcome Refreshments**

**Opportunities and Challenges in Black Sea Ports**

**0900: Opening Notes from Conference Chair**  
Stephen Hanrahan, Director, Ocean Shipping Consultants Ltd.

**0900: Priorities of Turkey's Transportation Policy and Maritime Infrastructure Needs**

- Transport sector investments and their share in GDP
- Objectives of transportation policy
- Transport infrastructure for 2020
- Turkish maritime infrastructure needs

Ekrem Karademir, Planning Expert, DG Economic Sectors and Coordination - Department for Infrastructure and Services, State Planning Organization

**0930: Black Sea Trade Development, an Acid Test for Turkish Ports**

- Trade routes in the Black Sea Region
- Enlargement of ships and straits traffic status in the future
- Development of Turkish Ports as hub for the Black Sea Region

Ozgur Soy, Head of Port Division and Deputy General Manager, Borusan Lojistik

**1000: Bulgarian Black Sea Ports - The Right Place for New Opportunities**

- Bulgarian Black Sea ports - description, cargo turnover, potential
  - Bulgarian sea ports efficiency - strong economy impact
  - Legal instruments for development of the Bulgarian sea ports - national laws and sub laws
  - National program for ports development till 2015 and further - objectives
  - Bulgarian Black Sea ports development trends - intermodal key factors
  - Bulgarian sea ports - the right place for new business and investments - conclusion
- Peter Kirov, Deputy Executive Director, Bulgarian Maritime Administration

**1030: Tea/Coffee Break for all Conference Delegates and Speakers**

**1100: Developing New Ports in Turkey, Some Key Lessons**

- Expansion or greenfield?
- Captive and non-captive cargoes
- Finding the right location
- Institutional framework

Marten van den Bossche, Chairman, ECORYS Nederland BV

**1130: Turkey, the New Epoch**

- The market (throughput/volume) status/trends during the credit crunch and the market now
- Impact of the financial markets downturn on investment and privatisation of terminals/general port side infrastructure and general port related issues such as ship orders, deliveries
- What the future holds for us as operators
- Local legislative support, initiatives and coping methods applied - where will it take the market
- Marport structure, how we coped and where we are heading

Özgür Kalelioğlu, Director, Port Services, Arkas Holding

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**1200: Turkish Container Port Volumes and Port Status**

- Current/ recent port volume development
- Review of main individual ports
- Outlook for future? National and regional

Stephen Hanrahan, Director, **Ocean Shipping Consultants Ltd.**

**1230: Legal Aspects of Port Finance in Turkey**

- General regulatory framework
- Legal rights for port operations
- Collateral mechanisms/lenders' rights

Itir Sevim-Çiftçi, Partner M&A/Infrastructure Department, **Hergüner Bilgen Özeke Law Firm**

**1300 Short Summary followed by Lunch Break**

**1415: Ukraine Port Sector - Scope, Needs and Investment Opportunities**

- Overview of Ukrainian port sector
- Assessment of current capacity versus current / future needs for container, bulk and cruise sector
- Introduction to three major private sector investment opportunities in ports of Odessa, Yuzhny and Illichivsk

Dick Scott Kerr, Senior Consultant, **BMT Transport Solutions/Technical Director for EU's Ukraine 'Port Development Feasibility Study'**

**1445: Containers at Illichivsk Port - Review and Future Development Prospects**

- Illichivsk port and container terminals
  - Container market outlook and hinterland opportunities
  - New terminal investment project - opportunities for private sector investors
- Georgiy Tokman, Director - Development and Investment Department, **Commercial Sea Port of Illichivsk**

**1515: Trends in Port Transactions and Risk Assessment in the Black Sea**

Ghislain Lorthiois, Principal, **The Port Fund**

**1545: Summary of Events and Q&A Panel Session - An Open Question and Answer Forum including all Speakers**

**1600 Final Tea/Coffee Break for all Conference Delegates and Speakers**

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