

Delivering economic growth

through exports

GTR TURKEY 2023 ♦ ISTANBUL

Simultaneous translation

EN

TR

#GTRTurkey

Fairmont Quasar Istanbul, Istanbul, Turkey
October 11, 2023

www.gtreview.com/gtrturkey

Lead sponsors

 **YapıKredi**

 **BankABC**

CONTOUR

AKBANK



GTR Turkey returns to Istanbul on October 11 2023 as one of the longest running events at GTR.

The leading trade and export financing event of its kind in the country, and with established support from key industry institutions, GTR Turkey provides Turkish corporates, financiers and investors with the key forum to make invaluable business contacts and learn from the leading figures in Turkish trade.

Welcoming over 350 representatives from international and regional companies in 2022 and featuring the latest and most forward-thinking market insights, the event is designed to foster maximum engagement between attendees, bringing all parties involved in Turkish trade together for a one-day focused gathering.

For those seeking to learn from industry experts about trade in Turkey, expand their activities and forge new connections within the trade and export finance market, don't miss the return of GTR Turkey in October 2023!

Fairmont Quasar Istanbul, Istanbul, Turkey
Luna Ballroom

October 11, 2023

Attendees by sector in 2022



5 big topics

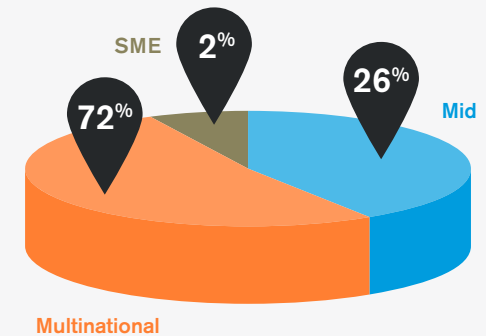
- Turkey's position in global trade and finance trends
- Emerging risks and long-term plans – strategic priorities for Turkey's corporates and manufacturers
- Market priorities for boosting Turkish export growth and addressing credit hurdles
- Turkish leadership in alternative finance products
- The geostrategic advantage – Turkey's regional strength and trade corridor opportunities

What to expect



[Click here to find out more](#)

Company size breakdown in 2022



3 reasons to attend in 2023

- Unparalleled expertise from speakers who are active in the market **01**
- Exceptional content on topics and regions covered **02**
- Network opportunities with key stakeholders in the industry **03**

Find out more

Beatrice Boldini
Head of Business Development
+44 (0)20 8772 3009

SPONSORSHIP
[Click here to email](#)

Jack Longman
Conference Producer
+44 (0)20 8772 3016

SPEAKING
[Click here to email](#)

Helena Parrott
Senior Marketing Executive
+44 (0)20 8772 3012

MARKETING & MEDIA
[Click here to email](#)

Wednesday 11 October Morning

09.05-09.10

Chair's opening remarks

Riza Kadilar, Founder & Mentor, K Ventures

09.10-09.50

Global shifts and Turkey – a macro-analysis of finance and trade trends

As storms continue to gather across global markets, emerging trends in inflation, trade, and lender appetite and flexibility are raising the stakes for many economies, with new risks and opportunities for Turkey's exporters. What global trends must Turkey adapt and navigate through in volatile times, and how can the nation's export-led economy seize on trade opportunities? What priorities must trade financiers consider to support Turkish firms amidst global liquidity and currency challenges?

This opening session will take a macro perspective to analysis, from the potential for Turkey's corporates to take advantage of emerging hotspots in global trade, to how regional businesses across Turkey can grow and meet new trade opportunities. As global finance wrangles with high dollar and trade costs, steps Turkish lenders can take to minimise business disruption and address liquidity squeezes will be considered. How exporters can maximise the value of Turkish assets like location, skilled labour, and reliable infrastructure will also be discussed.

Burak Dağlıoğlu, President, Investment Office of the Presidency of the Republic of Türkiye

9.50-10.35

Emerging risks and long-term plans – strategic priorities for Turkey's corporates

With global headwinds and emerging opportunities alerting the attention of strategic planners across Turkey, the need for agile and effective corporate priorities remains critical. Corporate treasurers are increasingly faced with the task of balancing long-term and strategic priorities with operational day-to-day challenges. How can Turkey's corporates and corporate treasurers remain ahead of emerging risks, and protect cash flow against threats like liquidity shortfalls and volatile FX markets? What do corporate decision-makers see as key challenges and opportunities in the years ahead?

Gathering the views of some of Turkey's major voices from across the corporate world, this opening plenary session will examine how businesses both big and small are getting ahead of operational risks, from designing plans that mitigate currency unpredictability, to ensuring liquidity flows meet corporates' trade, import, and export needs. Looking to the future, Turkish corporates will consider future hurdles and how resilience might be built around these risks, as well as how treasury plans drafted today can take advantage of future trade opportunities.

Moderator: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

Dr. Abdullah Çerekçi, Chairperson of Outbound Investments Business Council DEİK (Foreign Economic Relations Board) & Strategy and M&A Director, Zorlu Holding

Ozlem Yesildere, Chief Finance & Digital Transformation Officer, Mey Diageo

Fatih Tokkal, Group Treasurer, Yildirim Group

10.35-11.15 Networking break

“This is one of the best forums for networking and to have an opportunity to discuss with the experts.”

R Joseph, Emirates NBD

“GTR Turkey was very interesting and informative. Talking face-to-face is a good foundation and for good cooperation, especially to successfully implement projects and move forward together.”

B İhan, Karbontürk Enerji Sanayi Ticaret A.Ş.

“It is a unique opportunity where all stakeholders of the trade finance industry meet.”

K Sirdar, Borcelik

“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.”

S Ürel, Shell & Turcas Petrol

Wednesday 11 October Morning Streams

Select either [Stream A](#) or [Stream B](#)

Stream A

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

11.15-12.00

Boosting trade growth – market priorities and addressing trade credit hurdles

With national exports charging ahead and breaking records in recent years, Turkey's corporates continue their outward expansion amidst a slowdown in other markets. Competitive production and export costs have been key factors, however reliable access to trade finance liquidity remains a key ingredient. On the heels of ongoing domestic and global shifts making credit access harder for SMEs and business, what steps might financiers and corporates take to safeguard credit lines? How can Turkish firms uphold the positive trend in exports into the future?

Discussion will look at key export sectors and their drivers of growth, what corporates can do to boost activity in the space, and how the 'Made in Turkey' footprint can be expanded both domestically and internationally. With financing becoming more complex and difficult, steps firms can take to ringfence working capital sources will be considered, and how best to navigate new lending conditions and keep trade credit options open. Options for scaling the competitive advantage of the Turkish lira will also be considered, and how risks around dollar-based transactions can be minimised.

Moderator: Utku Ozyaman, Partner, PwC

Melis Özdeğirmenci, SME Marketing Senior Vice-President, Akbank

Nana Khurodze, Associate Director, Senior Banker, European Bank for Reconstruction and Development (EBRD)

Selcuk Yesiltas, Executive Finance Director & Board Member, Ciner Group

Çağatay Baydar, Chairman of the Board of Directors, TEB Faktoring; Vice-Chairman, FCI

12.00-12.45

Turkish leadership in alternative finance and looking outward for growth

As complications across Turkey's domestic lending market rise for SMEs and corporates, firms are increasingly looking at opportunities within alternative finance to plug credit and funding gaps. With the market for products like factoring, supply chain finance and inventory finance growing quickly, what priorities must lenders set to scale the market and service delivery? How can these products continue as a Turkish success story for working capital and liquidity access, and be a new export opportunity for Turkish financiers to lead on?

This session will centre around options to grow the market like lowering barriers to non-bank participants, and steps for reducing the costs and risks to delivering alternative finance products. How factoring can be grown in tandem with trade and export growth, and build resilience for shorter-term commercial funding will also be considered, and what tools like FX hedging can present for addressing currency volatility for Turkish corporates. Steps Turkey can take to continue leadership in these products, and export services, technical knowledge, and build presence in emerging markets will also be considered.

Moderator: Alex Gray, Head, Trade & Transaction Banking, The London Institute of Banking & Finance (LIBF)

Yonca Sarp, Senior Vice President, London Forfaiting Company

Lionel Taylor, Founder and Managing Director, Trade Advisory Network

Narin Yenen, Finance & Foreign Trade Operations Manager, BORÇELİK

Sera Somay, Partner, Paksoy

12.45-13.50 Lunch

Stream B

Chair: Jenny Messenger, Journalist, Global Trade Review (GTR)

11.15-12.00

The geostrategic advantage – regional resilience for Turkish firms and the future of trade corridors

As global events unfold and tougher economic conditions impact Europe, North America and other markets, Turkish corporates and exporters are increasingly on the lookout for wider trade corridors and centres of activity. With its geostrategic position into multiple regions, what steps might Turkish firms take to expand opportunities across global markets, and reduce the threat from falling business demand? How might financiers go further to support this push for Turkish corporates?

This session will be guided by emerging trends in growth and divergence across key regions, including opportunities for widening Turkish export access, and markets with attractive import costs. As threats of geopolitical splintering and 'friend-shoring' continue, how Turkey might navigate blocs and continue to leverage advantages across international shipping and commerce will be explored. Further discussion will include financiers and support for trade corridor growth, including trade finance facilities for nascent markets, support for expanding Turkey's Islamic finance industry, and growing bilateral collaboration between local Turkish banks and those in new markets.

Moderator: Vincent O'Brien, Director, ICC United Arab Emirates (ICC UAE); Associate Director, Institute of International Banking Law & Practice (IIBLP)

Oğuzhan Taniş, Group ALM and Treasury Manager, Colakoğlu Metalurji A.Ş.

Zahit Çetin, Chief Executive Officer, Ulusoy Un A.Ş

Hojamurod Hojaev, Manager, Relationship Management, Private Sector, Türkiye & CIS Region, International Islamic Trade Finance Corporation (ITFC)

Sibel Sanus, Chief Board Advisor, TradeAssets

12.00-12.45

Attracting inward finance in Turkey and ECA credit in a tight lending market

ECA activity has been growing in recent years, with Turkey a key beneficiary of multilateral project funding and collaboration. With its advanced knowledge of ECA rules and market arrangements, a solution to domestic lending barriers might increasingly lie in ECA financing. What priorities must Turkey and external ECAs work towards to mutually grow export finance activity, and how might barriers to scale be overcome?

Discussion will consider how ECAs might overcome credit access obstacles for Turkish firms in a higher-rate domestic market, from smaller-scale trade facilitation finance, to competitive long-term project financing. Steps to scale volume for cheaper ECA loans will centre around boosting credit insurer participation, and growing collaboration between Turkish and ECA-origin businesses and EPC firms. To this point, how areas of friction like local content rules can be rectified will be assessed, with entrenched minimum requirements on both sides a challenge to ECA credit deployment.

Moderator: Katya Arkan Torus, Head of Structured Trade & Export Finance, Yapı Kredi

Yeliz Tufekcioglu, Head of CEE, Turkey & Near East, Europe Hub, Sace

Felix Bruecher, Director, International Business Development, Euler Hermes Aktiengesellschaft

Pinar Ersoy, Chief Representative, Turkey, DZ Bank AG

Nazlı Atılğan, Executive Director, JP Morgan

12.45-13.50 Lunch

Wednesday 11 October **Afternoon**

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

13.50-14.35

Keeping ambition and innovation high for Turkey's digital trade ecosystem

A success story in Turkish trade finance has been its digital trade ecosystem, with products and services developed by and for banks, corporates, and SMEs. The market has however not been without its challenges, with blockchain-based businesses especially hit by liquidity and use-case volatility. Looking ahead from fintech, to ecommerce, to blockchain, what priorities must the ecosystem set to grow the Turkish market, and how might it provide solutions to trade finance challenges? How can barriers to adoption be reduced and faith restored in areas like blockchain?

A variety of key areas will be considered, from commercialisation priorities for Turkish ecommerce solutions, digitising products and financial services, to reducing barriers for ecommerce platforms, and scaling SME sales and e-exports. Ecosystem funding will consider the risk appetite for lending, and the role non-bank financiers and large ecommerce players can play in supporting digital SME credit access. The potential future of blockchain in trade finance will assess priorities for rebuilding trust in the business-case, faith in the use-case, and how the technology can be de-risked and scaled for Turkish business.

Moderator: Emre Aydın, CEO & Co-Founder, Faturalab
Cahit Erdoğan, Executive Vice President, Commercial & SME Banking Management, Yapı Kredi
Korhan Oz, Chief Financial Officer, Hepsiburada
Mehmet Levent Coşkuner, Managing Partner & Senior Consultant, ELC Strategy
Carl Wegner, Chief Executive Officer, Contour

“Excellent networking opportunities and very useful presentations.”

L Albukrek, Siemens

14.35-15.05

Partner collaboration and bringing innovation to market – a long-term strategy for trade finance digitisation

Trade finance digitisation relies on good infrastructure, strategy, and collaboration between key stakeholders. To future-proof trade finance services in Turkey, bank's must continue innovating to remain ahead of client needs for digital trade finance products, and work together with sector partners to build strong partnerships.

This session will consider Turkey's trade finance digitisation priorities from a bank's perspective, from the design of long-term digital strategies, initiatives to digitise trade finance, to the innovation of digital cash management solutions and how this has compared with trade finance. Developments in trade digitalisation will also be considered, including the innovation of platforms for trade payments and processes. Further discussion will centre around challenges in the Turkish digitisation journey so far, and how banks, fintechs, and other strategic partners can address and collaborate to overcome hurdles in the future.

Moderator: Mehtap Yılmaz, Senior Vice President, Cash Management & Trade Finance, Akbank
Carl Wegner, Chief Executive Officer, Contour
Can Yılmazsoy, Country Manager for Turkey & Qatar, SWIFT
Barış Gökçalp, Director Of Treasury, Sisecam

“Excellent conference, I would definitely recommend this event.”

B Erkoç, Bayern LB

15.05-15.50

Green finance and energy project funding – a stock-take on ESG progress in Turkey

With attention to ESG principles and compliance on the rise by Turkey's banks, this sits in the context of a more cautious approach being taken by global financiers, with banks reevaluating ESG parameters since the start of the Ukraine conflict. Despite this the focus on decarbonisation and climate change continues to grow, and the importance of working towards ESG compliance in a Turkish environment. How should Turkish banks and financiers approach ESG in the current global context, and create frameworks that work in the Turkish environment?

Discussion will consider the scope of obligations around sustainability and ESG reporting, and the priorities for developing at scale green debt instruments and sustainability-linked finance in Turkey. With energy prices remaining volatile, and global finance reviewing carbon project rules, how this might change financier appetite for Turkish projects will be considered, including unlocking ECA funding for carbon-intensive schemes, and reducing regulatory barriers for Turkish projects. The long-term outlook for renewable energy project financing will also be assessed, and how Turkey can attract bank and ECA activity in the clean energy space.

Ozgur Kutay, Country Head, Turkey, Eastern Europe & Central Asia, UK Export Finance (UKEF)
Muhsin Keskin, Partner, Esin Attorney Partnership
Cem Gökçaya, Corporate Finance & Treasury Director, Enerjisa Turkey

15.50-16:10 Networking break

16.10-16.55

Playing to national strengths – the future of market and finance development in Turkish manufacturing

Turkey's position as a manufacturing hub is nothing new, however since the pandemic and the Ukraine conflict, the nation is increasingly seen as a reliable market for nearshore production and locating supply chains. With the appeal of reduced costs and less risk for supply lines, procurement, and exports, this closing session will consider the future of Turkish manufacturing. How can the nation continue to attract further inward industry engagement? What steps can lenders and corporates take to minimise liquidity challenges and cost spikes across the manufacturing base?

Discussion will look at recent trends in nearshoring, and how producers in Turkey are getting ahead of critical challenges like supply chain volatility and high manufacturing costs, and what Turkey as a diversification hedge can present for avoiding future pressure points. How large corporates can help alleviate working capital and liquidity challenges for supply chain partners now and in the future will also be explored, and the priorities of firms to innovate and remain competitive across fields like digital technology, skills and R&D. With turbulence in commodity and component prices expected to continue, discussion will look at building resilience inside Turkey, and priorities for minimising risks to external costs and procurement issues into the future.

Moderator: Burak Emin Şahin, Managing Partner, Crescent Trade Finance (CTF)
Gokselin Ondul, Vice President, Wholesale Banking Europe, Bank ABC
Ozkan Demir, Finance Group Manager, Kordsa
Sibel Binici, Chief Finance Officer, Döktaş
Barış Gökçalp, Director Of Treasury, Sisecam

16.55-17.00

Chair's closing remarks

followed by evening networking reception

PLATINUM SPONSORS



GOLD SPONSOR



NETWORKING BREAK SPONSOR



HOST PARTNER



SILVER SPONSORS



CO-SPONSORS



INSTITUTIONAL PARTNERS



CHARITY PARTNER



GTR TURKEY 2023 ♦ ISTANBUL

Ways to register

Or:

Email: events@gtreview.comWeb: www.gtreview.com/gtrturkey

Phone: +44 (0)20 8673 9666

An invoice will be issued to the email address provided, payment can be made via a bank transfer or credit card, a payment link will be provided.

Pricing details

Standard rate €699*

Standard rate passes are for those who do not fall within 'Corporate rate' criteria. Includes financial institutions, consultants, lawyers etc.

Corporate rate €249*

Corporate rate passes are available for those who are exporters, importers, manufacturers, distributors, traders & producers of physical goods.

Young Professionals Pass *(Limited free tickets available)*

Attention young trade finance professionals under 30! GTR are offering 20 market participants under the age of 30 a free pass to attend this event. This offer is capped at 2 passes per institution and available for new registrations only; it cannot be combined with additional promotions. Please contact registrations@gtreview.com referencing your details to confirm your eligibility.

15% Multi-booking discount available

For multiple bookings please email events@gtreview.com

If you are unsure what rate to book or need to book multiple registrations under the same company, please contact our booking team at sales@gtreview.com

**By booking, you agree to GTR's Terms & Conditions, including Cancellation Policy.

**All GTR events adhere to the most recent government Covid-19 guidelines and restrictions, with the safety of our attendees and staff deemed paramount. Should you have any questions regarding any aspects of this, please email us at events@gtreview.com

Add a GTR Subscription

Save over 10% on an online subscription

1-year online-only subscription €350

Delegate information For multiple bookings please email events@gtreview.com

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Email

Signature

Terms & conditions

- Confirmation:** Booking confirmation will be sent to you immediately for all bookings. If you have not received an email confirmation within 24 hours of making the booking, please contact the team at events@gtreview.com or on +44 (0)20 8673 9666.
- Payment** (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.
- All delegates who have not paid prior to the conference will be denied entry.
- Transfers:** If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.
- A delegate place can be transferred to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
- Cancellations:** All delegate cancellations must be made in writing to events@gtreview.com. The charge for cancelling your booking is:
 - 1 month before the conference: 90% refund of the full cost
 - 5 or more working days before the conference: 80% refund of full cost
 - 5 or less working days before the conference: no refund
- Non-attendance** to a conference will result in no refund.
- In the case of cancellation** of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.

Please note that all confirmed registrations are subject to the **event terms and conditions**. Should you have any queries, please contact our team at events@gtreview.com or on +44 (0)20 8673 9666.

I can confirm that I have read and agree to the terms and conditions.

I would like GTR to contact me about future events.