



WAIPA Knowledge Forum on FDI hosted by MEVKA/Invest in Konya
Effective Investment Attraction and Facilitation
09-12 October 2017, Konya Dedeman Hotel

EVENT PROGRAM

09 October 2017, Monday

- Arrival in Konya <http://en.wikipedia.org/wiki/Konya>
- Transfer to hotel (Self transportation)
- 12.00-13.30 Lunch at Dedeman Hotel
- 14.00-17.30 **Konya city tour (Transfer from Dedeman Hotel with a bus)**
Mevlana (Rumi) Museum, Bedesten Old Bazaar, Karatay Museum, Sille Historical Town visits
- 18.00 Back to Dedeman Hotel and free time

10 October 2017, Tuesday

- 09.00-09.45 **Opening Ceremony**
Mr. Savas Ulger, Secretary General of MEVKA
Mr. Arda Ermut, President of ISPAT and WAIPA
- 09.45-10.00 Coffee Break
- 10.00-11.15 ***Facilitation: What Investors Require, Providing True Value to Investors and Measuring Their Satisfaction***
Mr. Andreas Dressler, FDI Advisor
- 11.15-11.45 Coffee Break
- 11.45-13.00 ***Facilitation: What Investors Require, Providing True Value to Investors and Measuring Their Satisfaction***
Mr. Andreas Dressler, FDI Advisor
- 13.00-14.00 Lunch at Dedeman Hotel
- 14.15-15.30 ***Facilitation: What Investors Require, Providing True Value to Investors and Measuring Their Satisfaction***
Mr. Andreas Dressler, FDI Advisor
- 15.30-15.45 Coffee Break

15.45-16.45 **The IDB Group Investment Promotion Technical Assistance Program (ITAP) – Experiences and activities**

Mr. Mohammed Bukhari, Investment Promotion Specialist, ICIEC – The Islamic Corporation for the Insurance of Investment and Export Credit

16.45-17.15 **How well do you know your existing/potential investors?**

Mr Kerem Kacar, Senior Manager, EY

17.15-17.45 **How to prepare a competitive terms of reference (ToR) document for consulting service procurement**

Aydin Fenerli, Manager, EY Advisory Services

17.45-18.00 **General Discussions**

19.00-21.00 **Departure from Dedeman Hotel reception for the dinner at Konya Cuisine Akyokus Restaurant**

Back to Dedeman Hotel and Free Time

11 October 2017, Wednesday

09.00-10.00 **FDI Trends and the Competitive Position of Turkey for FDI with Q/A**

Dr. Henry Loewendahl, CEO, WAVTEQ Limited

10.00-11.00 **Innovation in Investment Promotion with Q/A**

Mr. Chris Knight, Global Commercial Director, fDIIntelligence

11.00-11.30 Coffee Break

11.30-13.00 **Workshop exercises on organizing trade shows and road shows and conducting strategic meetings with investors**

13.00-14.00 Lunch at Dedeman Hotel

14.15-15.45 **Experience Sharing Workshop with IPAs**

Presentation of MEVKA (Konya, TURKEY)

Presentation of INVEST SHARJAH (Sharjah, UAE)

Success story of Hamburger Containerboard Turkey (a foreign direct investor)

Q/A section and final discussions

16.00-16.30 Departure from Dedeman Hotel reception

16.30-17.15 **Konya Organized Industrial Zone visit**

17.30.-18.00 **Innopark Technology Development Zone visit (MEVKA's Project)**

18.00-19.15 Back to Dedeman Hotel and free time

12 October 2017, Thursday

Departures from Konya (self transportation)