Growing Asia: Its Promising Markets & Turkey

ASIA SECURITIES FORUM

30 September 2011, Osaka
Major Projects

- Istanbul Financial Center
- IPO Campaign
- Investor Education Campaign
- Introduction of New Products
IRFC Project Milestones

- Strategy Report was published in October 2009.
- IRFC Organisation Structure announced in 2010.
- Working Committees started working on details of implementation.
  - Legal Infrastructure
  - Markets & Instruments
  - Taxation
  - Regulatory & Supervisory Framework
  - Technology
  - Infrastructure
  - Marketing & Promotion
  - Human Resources
Initial Accomplishments

- The Code of Civil Procedure, dated 1927, changed. The law redefines the functioning of the courts and aims to facilitate the judicial process.
- Draft Capital Markets Law is being worked on. It will be the first major overhaul since it came into effect in 1981.
IPO Campaign

- Seminars are being organised in different cities, targeting industrial companies.
- IPO Summits organised in May and November 2010. More than 1,000 companies attended.
- Wide and continuous press coverage through events and PR activities.
- Capital Markets Board facilitated the IPO processes, minimum free-float requirement was abolished and applications are handled more quickly.
- Regulations of Real Estate Investment Trusts were facilitated.
- Foreign and dual listing procedures are eased.
**IPO Campaign Results**

- **23 IPOs completed as of 08/2011.**
- **No. of listed companies increased to 360.**
- **ISE had its first foreign listing in 2010.**

- **6 more IPO applications are awaiting approval as of today.**
- **85% of top 1,000 industrial companies are not listed yet. The potential is promising.**
A Roadmap of Investor Education

**IFC-Istanbul**
- In 2009, the government announced the “Istanbul Financial Center Strategy and Action Plan”.
- The project foresees revisions and reforms in a wide range of areas including «developing investor information mechanisms».

**Working Committee**
- As part of this project, a working committee was formed with the contribution of our Association, regulatory authorities, exchanges and other financial institutions.

**Roadmap of Investor Education**
- The committee designed a detailed investor education program.
- Several projects have been tailored for different target groups. Studies have already started on the details of implementation.
Target Groups

Investor Education Campaign

- Judges, Prosecutors, Lawyers
- Primary & Secondary School Students
- Current Investors
- Potential Investors
- Lost Investors
- University Students
- Teachers, Academics
- Market Professionals
New Products

- Warrants
- Foreign Exchange
- Energy Contracts
- Single Stock Futures
- Options
Asian Investors and Turkey

- We have 40 banks and 103 brokerage firms as members.
- Citibank, Deutsche Bank, Merrill Lynch, HSBC, ING, UBS, JP Morgan and Unicredit are among them.
- But we have NO MEMBERS from Asia, yet.
- Nomura is covering Turkey closely from their London office and Mitsubishi has just bought Morgan Stanley’s Turkey office in June 2011.
- We also observe interest from Korea, Thailand and Singapore.
The Future

Istanbul Regional Financial Center

- Wider Investor Base
- Improved Listings
- Variety of Investment Instruments
- Market Reforms
Thank You!

www.tspakb.org.tr