

Message from the Host:



MR. AHMET ATANER

THE GENERAL MANAGER AND CEO OF TRNC DEVELOPMENT BANK:

On behalf of the Turkish Republic of Northern Cyprus Development Bank, I would like to welcome you to Kyrenia- North Cyprus.

The Turkish Republic of Northern Cyprus Development Bank was established on July 3rd, 1992 and has been making a contribution to investors and economy for the last fifteen years. The Bank began its operations with fifteen employees, has grown in size over the years and has reached a total of fifty one employees. Our Mission is to contribute to the development of our country by providing low interest, long-term financing to investment projects, guiding investments towards our country needs, promoting employment and helping scarce resources to be transformed into feasible and environment-friendly investments, and to operate with democratic and active contribution of employees towards meeting investors' needs and expectations. Our Vision is to improve the current modern structure of the bank in accordance with the international standards, to accelerate the flow of work and improve the quality of services.

We are proud to host the 34th Annual Meetings of the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP). The Association which has been in existence for three decades, has made a significant contribution by assisting its member Development Finance Institutions (DFIs) in their efforts to promote economic development and enhancement of the quality of life in their respective countries. I am happy to note that the ADFIAP has grown over the years and today counts over 117 members from 42 countries.

The presence and action of development banks, as public policy instruments in growth and development financing, became greatly relevant in its countercyclical function, without losing sight of a long term view and a permanent income distribution policy. In the short term, it tried to help countries to overcome the financial crisis, by making larger resources available to the social and productive sectors. Long-term programs for enterprise development and finance, particularly for small and medium enterprises (SMEs) as well as for clean and green technology development are two of the most important subjects about strategic opportunities for economic growth into the future.

The main topic of the 34th Annual Meeting: "Responding to Global Issues & Trends: The Strategic Role, Resources and Relationships of National Development Finance Institutions".

- The role of DFI's,

- Financing programs that are needed for development, and

- The adaptation of DFI's for the future will be discussed in Kyrenia.

We believe this meeting with the attendance of senior experts in finance and banking will bring us a great deal of useful information and the opportunity to discuss as well as share experiences to contribute to the effective cooperation and support among member banks.

I hope that the beautiful and hospitable North Cyprus will leave you with fine, unforgettable memories.

As the TRNC Development Bank, we wish you all the best and hope that you will have productive, efficient and enjoyable stay in North Cyprus.

Message from the ADFIAP Chairman:



MR. NIHAL FONSEKA

GENERAL MANAGER AND CEO, DFCC BANK, SRI LANKA

**AND CHAIRMAN, ASSOCIATION OF DEVELOPMENT FINANCING
INSTITUTIONS IN ASIA AND THE PACIFIC (ADFIAP)**

**34th ADFIAP Annual Meeting
Acapulco Beach Club & Resort Hotel
Kyrenia, North Cyprus, April 20 to 23, 2011**

It is often said that a good time to prepare for bad times is during good times. There is wisdom to this. In business and finance, this is an important element in strategic planning and risk management that enterprises must undertake to grow their business, develop the market, stay ahead of competition, and optimize shareholders' value. At the macro level, the challenge for governments is always to stimulate sustainable development through the reduction of unemployment and poverty, among other indicators.

We realize that all of the economies represented in ADFIAP's geographical coverage, and for most of the world, just went through bad times. The global economic recession that hit its peak in 2008 and lingered up to the early part of 2010 is behind us now. As empirically established, economic recovery is officially on the way though at various stages.

We can say with confidence that these are good times for our economies. And now is the time to plan ahead. Let us always be mindful that the world economy has become more integrated due to the increase in trade and connectivity through technology, among others. As the recent global financial crisis so clearly, if not painfully demonstrated, an economic crisis in one country can become global in nature and impact rather than being isolated to a particular region in the world.

It is with this perspective that we have chosen for this **34th ADFIAP Annual Meeting** the theme, "**Addressing Global Issues: The Strategic Role of National Development Finance Institutions**". Being state-owned enterprises, development financial institutions such as our ADFIAP members have proven to be effective policy

and program instruments. DFIs have distinctly led and significantly participated in the advancement of their countries' development agenda.

At this Annual Meeting, we will exchange ideas and share experience on ADFIAP's advocacies in SME development and green financing. We will also tackle business models such as the Public-Private Partnership. We recognize that while national development financial institutions perform catalytic and strategic role, the private sector remains the primary engine of growth and development.

Last but not least, we will certainly have an enjoyable experience in the beautiful and fascinating Kyrenia in North Cyprus.

Programme of Activities

34th ADFIAP ANNUAL MEETINGS

Acapulco Beach Club & Resort Hotel, Kyrenia, North Cyprus

April 20 to 23, 2011

Theme: *Addressing Global Issues: The Strategic Role of National Development Finance Institutions*

18 April (Monday); and 19 April (Tuesday), Hotel Lobby

9:00 a.m.
to 10:00 p.m.

Registration of Delegates

20 April (Wednesday)

8:00 a.m.

Registration for CSR Sessions 1 and 2

Note: Attendance is optional for ADFIAP delegates. Please inform host bank if you are interested to attend, c/o Ms. Ozlem Barutcu, TRNC Development Bank

9:00 to 10:15 a.m.

CSR SESSION 1 – for Chambers of Commerce and Industry – "On SME, Partnership, Competitiveness"

Chairperson: **Dr. Ahmet Aker**, Associate Professor of Economics, Cyprus International University

Panel of Speakers:

1. **Mr. Edgardo F. Garcia**, Chief Operating Officer, Development Bank of the Philippines
2. **Dr. Sailendra Narain**, Chairman, Centre for SME Growth and Development Finance, India
3. **Ms. Truong Thi Kim Anh**, Manager, International Relations Dept., Vietnam Chamber of Commerce & Industry

Open Forum

CSR SESSION 2 – for University Graduate Students – "On Entrepreneurship"

Chairperson: **Datuk Vincent Pung**, Chief Executive Officer

Sabah Credit Corporation

	<p>Panel of Speakers:</p> <ol style="list-style-type: none"> 1. Mr. Metin Pehlivan, Deputy Chief Executive Officer, Development Bank of Turkey 2. H.E. Son Koun Thor, Advisor to Samdech, Prime Minister and Chairman/CEO, Rural Development Bank (Cambodia) 3. Puan Hjh Zabidah Ismail, Managing Director, Amanah Ikhtiar Malaysia 4. Dr. Harish Pal Kumar, Chairman and Managing Director, National Small Industries Corporation <p>Open Forum</p>
10:15 to 10:30 a.m.	Coffee/Tea Break , Premier Room, First Floor
10:30 a.m. to 12:30 noon	73rd Board of Directors' Meeting
12:30 to 1:30 p.m.	Lunch for all Delegates , Tepe Restaurant, outside the hotel by the Beach
1:30 to 2:30 p.m.	<p>19th Ordinary Meeting of the General Assembly</p> <ul style="list-style-type: none"> • Opening Remarks • Approval of the Minutes of the 13th ADFIAP Extraordinary Meeting of the General Assembly held at the Westin Bayshore hotel, Vancouver, Canada, May 10, 2010 • Approval of Audited Financial Statements for the year ending December 31, 2010 • Conferment of Honorary Membership to Mr. Fuimaono Falefa Lima • Welcome to New Members • Re-election of Ten (10) Members of the Board of Directors • Special Presentation from Dev't Bank of Japan, Inc. <i>"Recent Disaster in Japan and DBJ's Role for Reconstruction"</i> <p>Mr. Takayuki Yamamoto, General Manager, International Strategy and Cooperation Department</p>
2:30 to 4:30 p.m.	Special Joint Session by Global Coalition for Efficient Logistics (GCEL) and ADFIAP on "SME Prosperity & Finance"

	Coffee/Snacks will be served.
4:30 to 5:30 p.m.	<p>Delegate-Meets-Delegate Session</p> <p>D-M-D provides delegates the opportunity to meet and network with fellow delegates. Appointments with fellow delegates need to be coordinated with the ADFIAP Secretariat.</p>
5:30 to 5:45 p.m.	<p>Rehearsal for Awardees of the ADFIAP Awards 2011</p> <p>Venue: Stage area, Welcome Dinner & Awards Night, Premier Room, First Floor</p>
8:00 p.m.	<p>Welcome Reception & Awards Night</p> <p>Hosted by: Global Coalition for Efficient Logistics (GCEL)</p> <p>Venue: Premier Room, First Floor, Acapulco Beach Club & Resort Hotel</p>

21 April (Thursday)

Part I – OPENING CEREMONY

(DELEGATES SHOULD BE SEATED BY 8:45 a.m.)

9:00 a.m.	<p>Welcome Remarks by Host, TRNC Development Bank:</p> <ol style="list-style-type: none"> 1) Mr. Ahmet Ataner, General Manager/Chief Executive Officer 2) Mr. Ömer Aydın Köseoğlu, Chairman of the Board
9:10 a.m.	<p>Opening Remarks by ADFIAP Chairman:</p> <p>Mr. Nihal Fonseka, General Manager and CEO, DFCC Bank</p>
9:20 a.m.	<p>Inaugural Addresses from Turkish Republic of Northern Cyprus:</p> <ol style="list-style-type: none"> 1) Honourable Sunat Atun, Minister of Economy & Energy 2) H.E. Irsen Küçük, Prime Minister
9:45 a.m.	<p>Group Photo Session, Premier Room</p>

10:00 a.m.

Coffee/Tea Break, Premier Room

Part II – CONFERENCE PROPER (PART 1)

10:30 to 12:40 a.m.

Plenary Session 1: Visioning the Strategic Role of DFIs

Session Chair: Dr. Sailendra Narain, Chairman, Centre for SME Growth and Development Finance, India

- 1) DFIs and SME Finance: Building Capacity for SME Development and Innovative Financing Mechanism

a. Ms. Barbara Schnell, First Vice President, KfW Development Bank

b. Datuk Mohd Radzif bin Mohd Yunus, Managing Director
SME Bank Malaysia

Open Forum

- 2) DFIs and Green Finance: Adapting and Responding to the Financing Needs of New Businesses for a Clean Environment

- **Mr. Takashi Hongo**, Special Advisor/Head of Finance
Engineering, Japan Bank for International Cooperation

Open Forum

- 3) DFIs and Trade Finance: Gearing up for Trade Diversification Toward a Sustainable Growth

- **Ms. Angela Strachan**, Chief, Business Environment Section
International Trade Centre (Geneva)

Open Forum

12:45 p.m.

L U N C H, Premier Room

Special Presentation by Shanghai Georharbour Group and

**Bingkasan Sdn Berhad: "HVDM Series of Innovative Technology –
Miraculous Solution to Asia-Pacific Soft Ground Improvement"**

- **Mr. Xu Wang**, Managing Director, Shanghai Georharbour Group

2:30 to 10:30 p.m.

TOUR OF NICOSIA (ALL DELEGATES & ACCOMPANYING PERSONS)

ITINERARY:

- **Green Line** - separates North and South Cyprus

- **Old city walls of Nicosia (Lefkoşa)**
- **Kyrenia Gate**
- **Mevlevi House** - whirling dervishes' house
- **Great Inn** - first building built by Ottomans
- **Selimiye Mosque** - originally St. Sophia Cathedral
- Free time at **Great Inn**
- **Arasta** - the main shopping street of the old city
- **Near East University Campus** – Library, Car Museum, Hospital, Mosque

Dinner will be hosted by **Near East University**.

22 April (Friday)

Part II – CONFERENCE PROPER (PART 2)

8:30 to 9:45 a.m.

Plenary Session 2: Utilizing the Institutional Resources of DFIs in Working with the Private Sector for Financing Strategic Economic Sectors

Session Chair: Mr. Zaigham Mahmood Rizvi, Expert Consultant,
Housing and Housing Finance, The World Bank

1) Market and Regulatory Risks: Issues and Challenges in Public-Private Partnership (PPP)

Mr. Serdar Kabuçoğlu, Head of Business Development Dept.,
Development Bank of Turkey

2) Legal, Regulatory and Policy Aspects of Public-Private Partnership (PPP)

Mr. Irfan Tokgöz, Deputy General Director, Republic of Turkey
Prime Ministry, Undersecretariat of Treasury, Directorate of Foreign Investment, Republic of Turkey

3) Financing Models and Best Practices in Public-Private Partnership (PPP)

Mr. Ryuichi Kaga, Resident Executive Officer for Asia and Oceania,
Japan Bank for International Cooperation

Open Forum

<p>9:45 a.m. to 10:15 a.m.</p>	<p>Coffee/Tea Break, Premier Room</p>
<p>10:15 a.m. to 12:30 noon</p>	<p>Plenary Session 3: Building the Strategic Position and Strategic Relations of DFIs</p> <p>Session Chair: Datuk Wan Azhar bin Wan Ahmad, Managing Director, Credit Guarantee Corporation Malaysia Berhad</p> <p>Panel Presentation on: "DFIs as Strategic Partners and Financial Conduits for National Development:</p> <ol style="list-style-type: none"> 1) Mr. Nihal Fonseka, General Manager/CEO, DFCC Bank 2) Mr. Edgardo F. Garcia, Chief Operating Officer, Development Bank of the Philippines 3) Mr. Kaleb Udui, Jr., President and CEO, National Development Bank of Palau <p>Open Forum</p>
<p>12:30 to 12:45 p.m.</p>	<p>Plenary Session 4: Summation, Recommendations & Drafting of the "Kyrenia Action Agenda"</p> <p><i>(A set of action plans for ADFIAP and DFIs regarding the topics taken up during the conference)</i></p>
<p>12:45 to 1:00 p.m.</p>	<p>Handover to the Next Host of the 35th ADFIAP Annual Meetings / Closing</p>
<p>1:00 to 2:30 p.m.</p>	<p>LUNCH, Tepe Restaurant outside the hotel by the Beach</p>
<p>2:30 to 6:30 pm</p>	<p>TOUR OF KYRENIA (ALL DELEGATES & ACCOMPANYING PERSONS)</p> <p>ITINERARY:</p> <ul style="list-style-type: none"> ➤ Kyrenia Castle (shipwreck museum, Lusignan dungeons) ➤ Old harbour of Kyrenia - Traditional "Turkish Coffee" ➤ Bellapais Monastery – notable gothic monastery in the Middle East located below the Five Fingers mountain range ➤ Kybele Restaurant – located in Bellapais Village, where Hellim (Cyprus cheese), traditional Cyprus bread and wine will be served

8:00 pm

Closing Dinner at Premier Room,

Acapulco Beach Club & Resort Hotel

(PLEASE BRING YOUR SPECIAL RAFFLE GIFT)

23 April (Saturday)

8:30 am to 7 pm

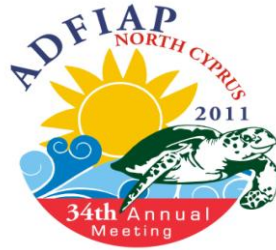
Fellowship Day: Tour of Interesting Sites

(ALL DELEGATES & ACCOMPANYING PERSONS)

- **Famagusta Old City** and **Lala Mustafa Paşa Mosque** (also known as St. Nicholas Cathedral). The Mosque is a wonderful gothic style building from 12th century.
- On our way to **Karpas Peninsula**, we will visit **Salamis Ruins**, which is a famous archeological site in North Cyprus, and **St. Barnabas Monastery**.
- **Kantara Castle** on Five Fingers Mountain. Once on the castle, we will have a chance to see North-east and South-east coastlines of Cyprus.
- **Olive oil factory** will be our next stop where we will observe how local people make olive oil using both traditional millstone and modern equipment. Local olive oil and bread will be offered for tasting.
- **Lunch** will be served at **Nitovikla Restaurant** which is a cave restaurant in Kumyalı Village.
- **Ayias Trias Basilica** with its wonderful mosaics
- **Dipkarpaz Village** where Greek people live in harmony in Turkish territory. We can have Turkish coffee in the village.
- **Apostolos Andreas Monastery** which is well known for its icons. We will take a look at the wonderful flora of the island and take pictures of wild donkeys. After a panoramic view of **Golden Beach**, the most beautiful beach of the island, we will return to the hotel.
- **Delegates have a free evening.**



**TURKISH REPUBLIC of
NORTHERN CYPRUS
DEVELOPMENT BANK**



**Join us in Kyrenia, North Cyprus
at the Acapulco Beach Club & Resort Hotel
April 20-23, 2011**

Addressing Global Issues: The Strategic Role of National Development Finance Institutions

TRNC Development Bank is pleased to host ADFIAP's 34th annual meeting under the theme "Addressing Global Issues: The Strategic Role of National Development Finance Institutions". The role of development financial institutions is crucial in many areas such as SME finance, green finance and trade finance. As strategic partners for national development, DFIs must utilize their institutional resources correctly and work with the private sector in financing strategic economic sectors.

Come to ADFIAP's 34th Annual Meeting in Kyrenia to learn more!

Preliminary Agenda

Tuesday, April 19, 2011

- Registration of Delegates

Wednesday, April 20, 2011

- CSR Sessions
- 73rd Board of Directors Meeting
- 19th Ordinary Meeting of the General Assembly
- Special Joint Session by Global Coalition for Efficient Logistics (GCEL) and ADFIAP on "SME Prosperity & Finance"
- Delegate – Meets – Delegate Session
- Welcome Dinner & Awards Night (hosted by GCEL)

Thursday, April 21, 2011

- Welcoming and Opening Remarks
- Conference Proper
- Nicosia Cultural Tour
- Dinner hosted by Near East University

Friday, April 22, 2011

- Conference Proper
- Kyrenia Cultural Tour
- Closing Dinner

Saturday, April 23, 2011

- Fellowship Day & Eco Tour – Famagusta & Karpaz Tour



Picture: Kyrenia Old Harbour from Kyrenia Castle

Facts about Kyrenia

Situated on the north coast of Cyprus, Kyrenia is an idyllic Mediterranean town with its 6,000 year long history, unique remains of countless civilizations, miles of natural beaches, calm sea, and mild climate. Bounded to the north by the sea and to the south by the greenery of the Besparmak (Fivefinger) Mountain range, it offers the most magnificent scenery on the island. The city is home to a wide range of flora and fauna including many different varieties of orchids. Kyrenia is perfect for hill walking and scenic tours and the entire city is steeped in history. There are a number of castles in and around Kyrenia and the harbour itself is overlooked by Kyrenia castle. This castle is also home to the famous shipwreck museum where you can view the wreckage of an ancient ship. The neighboring villages also have some excellent sights and these include, Esentepe for its historic buildings, Ozankoy is a nature lover's paradise and it is here you will find some spectacular plants. Karmi village is a quiet area and is home to St. Hilarion Castle and Lapta is a coastal town that has some of the best fresh water springs in Northern Cyprus. The locals in Kyrenia are extremely friendly and welcoming and the harbour is where you will find a myriad of shops, cafes and bars.



Picture: Acapulco Beach Club & Resort Hotel



Picture: Corineum Golf & Country Club, Kyrenia

E. The 34th Annual Meeting 2011 Logo Rationale



Our logo is made up of several elements – the Caretta (sea turtle), the Sun, the Waves and the colours red and white.

The Caretta is the most prominent feature of our logo. It holds significant importance within the Cypriot culture. This is demonstrated by the proportion given to it within the logo. The Caretta symbolizes longevity as it has a long life span. It also displays strength. The Carettas' strength represents the strength the people have to thrive and prosper. These features are highly valued by the Cypriot people as they represent them. Furthermore, another key feature of the Caretta is its certainty. It displays this feature with each and every step it takes.

The two famous sea turtle species: *Chelonia mydas* and *Caretta Caretta* are still regularly visiting the shores of North Cyprus without being disturbed, just as they have been doing so for the last one hundred million years or so. These magnificent creatures swim to the deserted beaches of North Cyprus in every May and August to lay their eggs. This shows us that the environment is well-protected and the people are green lovers.

The sun has three meanings; firstly it represents the weather conditions. Cyprus is known to be an extremely enjoyable holiday island that boasts with myriad charms year round. North Cyprus enjoys a very pleasant climate, with warm, dry summers and mild winters, and an average of 300 days of sunshine. The sea water temperature around or island is ideal for swimming during eight months of each year. Nature usually wakes up around December on the Island and with the arrival of first rains; the barren soil quickly turns green. Warm weather affects people so they are cheerful, friendly and lovely. The sun light also provides positive energy to its people and nature. According to a legend, Julius Caesar gave the island to Cleopatra as a token of his love. Secondly the sun represents the citrus fruits produced in North Cyprus. Finally, the third meaning is that as TRNC Development Bank each day as the Sun rises, we are born; we develop, and reach many places as the sun light does.

The waves in the sea represent the willingness of the people to develop with each and every step in order to succeed.

At the bottom of the logo the red colour with the white writing symbolizes our flag and also TRNC Development Bank's logo. As you explore the island, you will certainly enjoy the enduring echoes of the island's multicultural heritage; a country upon which countless civilizations have left their colourful and fascinating imprints, waiting for you to explore and enjoy!

F. TRNC Development Bank at a Glance:

Vision

Developing the current modern structure of the bank in accordance with the international standards, accelerating the flow of work, improving the quality of services and becoming a leading institution with high reputation for development and sustainable growth.

Mission

Providing low interest, long-term financing to investment projects, guiding investments towards country needs, promoting employment and helping scarce resources to be transformed into feasible and environment-friendly investments and to operate with democratic and active contribution of employees towards meeting investors' needs and expectations.

History and current situation

The TRNC Development Bank is a governmental bank and was established on July 3rd 1992. The Bank's mission defined by the specific law 45/92 is contributing to economy for sustainable development. TRNC Development Bank provides loans, consulting and education to investors.

Ministry of Economics and Energy represents the government as a share holder. TRNC Development Bank's ownership structure is 98.50 % state/government., 0.01% Domestic commercial Banks and 1,48% is the investors credited by the Bank. The Bank does not take deposits from the public, receives direct budget from the government. The Bank's dept is under the guarantee of the government.

The business model of the bank is retail lending.

TRNC Development Banks' activities are supervised by the Exchequer and Audit Department.

Organizational structure

Management Board: The management board is composed of 7 members. 6 of the members are appointed by Council of Ministers for indefinite period. One of the board members is the representative of the shares of the investors credited by TRNC Development Bank. The current Chairman of the Board is Mr. Ömer A. Köseoğlu.

Inspection Board: Inspection board is composed of 2 members. They are nominated and elected by the General Assembly.

Bank Management and human resources: TRNC Development Bank CEO appoints by the Management Board. TRNC Development Bank CEO is Mr. Ahmet Ataner. Management Board have one Deputy General Manager and a Deputy Manager the second.

The Bank has began its operations with fifteen employees, has been expanded to fifty one employees.

Main activities

Loans
Manufacturing
Tourism
Education
Health
Maritime
Social Activity Center
Fish Farm
Greenhouse
Auto Technicians and Electricians
Special Interest Tourism
Chill Store
Water and Sea Products and Fishing
Travel Agencies
Special Projects
Media and Press
Computer Software
Renovation of the existing restaurants

Services

TRNC Development Bank provides entrepreneurship development trainings and consulting to SME's.

Projects

TRNC Development Bank is currently getting technical assistance from Development Bank of Turkey. According to those initiatives, "the TRNC Development Bank Strategic Plan 2020" has been prepared and put in implementation for 10 years. Strategic Plan 2020 aims to re-structure the management and work flow of the Bank, transmission towards to green office and green finance, re-adapting the rules and procedures in harmony with the international environment management standards.

Participations

ADFIMI General Assembly and seminars
ADFIAP Annual Meetings and CEO Forms

Membership Status

TRNC Development Bank is member of ADFIAP and ADFIMI.

Communication

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