

MUSIAD WORLD COMMERCIAL COUNSELLORS

BREAKFAST TABLE MEETING
REPORTS



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WORLD COMMERCIAL

COUNSELLORS

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2017-2018 MUSIAD INTERNATIONAL RELATIONS
AND FOREIGN TRADE COMISSION



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FROM THE PRESIDENT

MUSIAD is a strong capital platform that is based on doing business in the light of its values and is today regarded as one of the most important non-governmental organizations of the world.

Since the day we were established, we are working to contribute both to our country's economy and to the countries where we are located, through our organizational network we have built all over the world starting from Anatolia, as well as through strong relationships and solid friendships.

In this direction, we come together with business representatives, bureaucrats and politicians, and carry out bilateral negotiations and wide-attended meetings for the improvement and the advancement of the bilateral trade with different countries, from America to the Middle East, from Africa to Asia. We also turn the outputs we get from these negotiations and the meetings into reports and present them to the whole business world, especially our members.

This report is also an extremely valuable work in terms of presenting the contribution we make to the promotion of our country to the world in a right and successful way.

I wish the Roundtable Meetings with MUSIAD – WORLD Commercial Counsellors Breakfast Table Meeting Reports will be valuable for our business world and our countries.

Abdurrahman KAAN
President of MUSIAD

FROM THE VICE PRESIDENT

As you may know, established by five businessmen and industrialists in 1990, MUSIAD is a strong “non-governmental organization,” representing 46,000 enterprises with over 11,000 members in Turkey and abroad. It employs approximately 1,6 million employees and serves with 86 domestic and 201 international contact points in 74 countries in total and continue to grow and develop . Its members’ issues, opinions and proposals are communicated to public institutions and organizations.

The 16th MUSIAD EXPO International Fair & 20th International Business Forum (IBF) Congress was held by our organization from November 9-12, 2016 with great participation and success.

95 ministers and a large number of senior bureaucrats with their representatives, alongside deputy prime ministers, ministers, political parties, chairmen, governors, deputies, bureaucrats, mayors, press members, and distinguished guests from our country and abroad, as well as with the special participation of our President Recep Tayyip Erdoğan and Prime Minister Binali Yıldırım, participated in our activities at the 16th MUSIAD EXPO International Fair & 20th International Business Forum Congress. This year our activities occurred as a global meeting point through the slogan “Business Here,” with around 100,000 visitors in total and the participation of over 7,000 industrialists from 124 countries. Also, intense interest was shown by visitors to the sector meetings, as well as the country presentations and reports, held in the framework of our activities; a total of 7,992

productive bilateral business meetings were realized with 848 foreign and 200 domestic purchasing firms in the framework of the Purchasing Delegations organization.

In this way, it continues to perform the works that will benefit especially its members, in general Turkey.

With the regular Breakfast Table meetings that the International Relations and Foreign Trade Commission has been holding with the Trade Counselors of different regions, they have been shedding light on trade throughout the year from the special perspective of the Regions. I wish this report, which is the collection of the outputs of this efficient work, to be beneficial.

Adnan BOSTAN
Vice President of MUSIAD

FROM THE CHAIRMAN OF THE INTERNATIONAL RELATIONS AND FOREIGN TRADE COMMISSION

The MUSIAD International Relations and Foreign Trade Commission;

Conducts guiding activities on behalf of MUSIAD in the relations that foreign delegations from abroad will engage in Turkey, Provides contacts, on behalf of MUSIAD, with relevant official institutions and organizations in matters related to foreign relations, Supports the MUSIAD members' business development activities abroad, Carries out works to contribute to the activities of MUSIAD members in opening to foreign markets, Organizes trade delegations abroad, Carries out works to provide commercial activities and business cooperation between delegations coming from abroad and MUSIAD members, Organizes B2B Events for the coming Delegations, Organizes "Business Opportunities Panels" in the headquarters and other branches, where the business and investment opportunities abroad are mentioned. It realizes out the Diplomatic Mission Acceptances and visits. It carries out the Joint Activities of the International Authorities and the Organizations.

The Commission plays an active role in the continuation and development of bilateral relations with foreign diplomatic missions operating in Turkey. As a continuation of this mission, Regional Breakfast Table Trade Meetings, an event that we started in 2017 and continued regularly in 2018, were very productive. At the meetings held with the participation of Commercial Diplomatic Missions, we discussed each region in a friendly environment around the region's own dynamics, at a table where we gathered. We also talked about what we have to do to increase our trade among our countries, again by evaluating according to the region.

We aim to bring the data of these meetings, which we think have efficient outputs, to more people by collecting them in this report, and for the Report to be a resource that will contribute to Turkey's trade.

Mehmet Zeki GÜVERCİN

MUSIAD Chairman of International Relations
and Foreign Trade Commission

MUSIAD INTERNATIONAL RELATIONS
AND FOREIGN TRADE COMMISSION

**MUSIAD – EU
COMMERCIAL COUNSELLORS
BREAKFAST TABLE MEETING REPORT
ON OCTOBER 05 2017 / ISTANBUL**

EU-TR relations and Customs Union Agreement were the main agenda of EU Commercial Counselors Meeting. The meeting was hosted by MUSIAD. The attendees and foreign trade counselors presented their opinions on the subjects. Within this scope, here are what came out of this meeting:

- Parties emphasized that the economical projection of political tension occurring in EU-TR relations should be kept at minimum and they are open to cooperation in terms of solution.
- Parties mentioned the statistics of trade volume between EU-TR in the meeting and stressed out the significance of mutual commercial relations concordantly.
- Customs Union Agreement occupied the agenda of the meeting and parties expressed their common request of a revision of the agreement.
- Statements on the issues and suggestions mentioned by parties regarding Customs Union Agreement are as below:

1. Turkey's absence in decision taking mechanisms for Customs Union Agreement since Turkey is not an EU member country.

2. Negative effect of Free Trade Agreements, which EU signs with third parties that are not included in the agreement, on Turkey's economy
 3. Quota system, which is regulated concerning the free circulation of the goods
 4. Problems faced by Turkish businessmen at visa application points
 5. Extension of Customs Union Agreement in the fields of public procurement, agriculture and services.
- Foreign trade counselors, who attended the meeting, stated their belief in the potential of Turkey's economy and underlined that political developments should not have a negative effect on trade.
 - At this point, MUSIAD, as the association of businessmen, accentuated that they are for the operation of dialog mechanism and stated their regards towards the network of communication established by foreign trade counselors.

Speech by Zeki Güvercin,

MUSIAD Chairman of International Relations and Foreign Trade Commission

Dear Secretary,

Dear Members of the Executive Board,

Dear Members of MUSIAD,

Dear Members of Our Press,

As you are familiar with, the Turkey-European Union relations have had their ups and downs since the beginning of them.

The length of this process, which has been more than half a century, prevents the institutionalization of contacts in a rational way from time to time for both actors.

The political and economic conjuncture, which has changed since the beginning of the accession negotiations in 2005, has, unfortunately, led to the departure from objectivity and politicization of Turkey's negotiation process with the European Union.

We are, of course, not insensitive to political developments, as one of, not only Turkey's, but of the world's most widespread NGOs.

However, it would not be wrong to say that MUSIAD, representing a massive businessman population with about 11 thousand members, is directly influenced by inter-country economic relations.

In this context, we argue that in the process of Turkey's EU membership, political tensions between the two actors should have minimum impact on the economic relations and that Free Trade Agreements, especially the Customs Union, should not be brought in to political issues.

There is no doubt; the Customs Union Agreement has been a significant achievement for our country, bringing the economic relations between Turkey and the European Union to a whole new dimension, from the day we were involved in the agreement up to the present.

Having undertaken an effective mission to accelerate foreign investment from the European Union to Turkey, the Customs Union Agreement has thus played an important role in the period in which the EU has become Turkey's largest trade partner and the largest investor.

Statistically, the foreign trade volume between our country and the European Union reached 145 billion dollars in 2016, which means that our foreign trade with the EU increased sevenfold over the course of the Customs Union.

EU countries represent a 41% share of the total trade of our country. In addition, 2 out of 3 foreign direct investments in the country are EU sourced.

On the other hand, our country is also the 5th largest trading partner of the EU.

The Customs Union, which deepened the bilateral trade relations by providing free goods circulation, has also played an important role in the transformation of Turkey in its EU process through the channel of the relevant harmonization works.

In addition; it has added value to our economy by creating a competitive effect in our industrial products.

At the point where we have come today; Turkey is an important market for EU countries with its population approaching 80 million, an important

actor for the security of energy routes extending to Europe, and, with its economic and political stability, an important partner that builds a barrier between the Union and the states where internal conflicts are experienced.

However; it is undeniable that many mechanisms working against Turkey in the Customs Union system have been preventing the existing economic relations from being brought up to higher levels.

The Customs Union, in line with the conditions of the period, was established with the anticipation that Turkey would soon become a member of the EU. However, as a result of such factors as the rapid growth of Turkey's economy and the deepening of the European Union's economic relations with the third countries, structural problems arising from the implementation of the Customs Union have emerged and the existing agreements have failed to meet the expectations of the parties.

As you would appreciate; this agreement, which could have been considered a success for Turkey's economy and politics 20 years ago, is now a few sizes small for Turkey, which has accelerated since 2002 and has achieved serious success in its economy and aims to be one of the world's top 10 economies in 2023.

An agreement that has not been updated in any way since the day it was signed until today, not shaped according to the conditions of Turkey's economy and adapted to the changing global economic conditions, is not an agreement Turkey can accept.

As far as the latest situation is concerned; we see that Turkey remains the only country to enter the Customs Union without being a member of the EU.

Considering that Turkey was included in the Customs Union in 1996 and there were only 15 members of the EU then and there are 28 members of it today; it is obvious that the Customs Union can not meet the needs from the viewpoint of Turkey and needs to be updated.

The fact that the Customs Union does not include agriculture, services and public procurement in the current system is an obstacle to the expansion of trade volume between Turkey and the EU, which is around 145 billion dollars.

The fact that Turkey does not have a say in the decisions to be made about the Customs Union, although it is included in the Customs Union, is a part of this mechanism which works against our country.

The fact that we are a part of the the Union but not a part of the Common Decision-Making Mechanism and the Common Trade Policy, is adversely affecting the competition conditions of Turkey in global trade.

The fact that the Free Trade Agreements that the European Union signs with countries outside the Customs Union do not include Turkey despite we are included in the Customs Union, both negatively affects our exports and causes loss in our import tax revenues.

The demand for a visa for Turkish businessmen to enter to the Eurozone is another important factor that shows that the Customs Union has lost its function in the current conditions.

However, there cannot be a more natural situation than businessmen having a mutual dynamism and traveling. The European Union's visa-restricting practices limit the potential between the two actors, causing time and job losses.

We regard the rapid progress of the solution processes for all these issues to be very important for Turkey.

The ability to operate our companies, which are competitive in many sectors with other companies in the international arena, more actively and at full potential will be possible by removing the restrictions in the Customs Union Agreement.

In this respect, we wish that the intensive works carried out by various authorities, especially our related Ministries, will bring results as soon as possible.

Because we believe that the elimination of the injustices will lead to a healthier progress and deepening of mutual relations.

Speech by Abdurahman Kaan, *President of MUSIAD*

Dear Secretary,

Dear Members of the Executive Board,

Dear Members of MUSIAD,

Dear Members of Our Press,

Welcome to the meeting of the European Union Foreign Commercial Counsellors hosted for the first time by MUSIAD.

Dear guests,

As you know, the journey of Turkey to the European Union began in 1963.

At first, the two parties were willing and determined about the process of membership in the Union.

Many of us have full knowledge of the process; therefore it is necessary to say, without entering into details, that there has been an increase, not a decrease, in the desire and determination of Turkey. But unfortunately the same attitude is not present on the EU side.

The attitude of the EU has progressed in a fluctuating way since its beginning and this progress has been tried to be made accepted by us, especially in the last few years as if it were the fate of Turkey.

When I say these, I feel great sorrow as a businessman and an NGO president, but before all else as a Turkish citizen.

Because our EU membership is not a one-sided benefit. As we have repeatedly stated, the EU also needs Turkey.

In fact, the parties were aware of it from the beginning of the negotiations in 1959, until the day the EU membership negotiations began.

But the negotiating process, which Turkey entered sincerely, has been, so to say, sacrificed to the conjuncture!

Aside from the fact that the process has been interrupted, we are also sadly witnessing the political tension between the parties today.

Dear Guests,

As businesspeople, we do not find it right that economic relations and commercial partnerships are damaged by political conflicts.

MUSIAD is the world's most widespread non-governmental organization today. In other words, we are present in many countries, in many different regions. We are closely following the political and economic developments in these countries. We are also demonstrating our attitude towards these developments in a transparent manner.

However, inter-country relations work, differently from the relationship between individuals and institutions, strategically. Therefore, it is one of the issues that affects us the most when our foreign trade, which we have carried with effort to a certain point over the years, is damaged due to the political attitude of the countries.

Trade and economic relations should be seen as a supra-political issue and measures should be taken accordingly.

Turkey sells many products to Europe today, mainly food; we buy in a similar manner.

According to 2016 data, our foreign trade volume with the member countries of the Union is 145 billion dollars.

Therefore, we must not sacrifice this powerful trade network that we have established with Europe, to any issue.

As MUSIAD, we believe that our relations with Europe should be kept as positive as possible and made sustainable.

At this point, we cannot deny the importance of our foreign commercial consultants. We can express ourselves as strongly as how well you describe us, and our positive aspect as a country.

Therefore, we attach great importance to the communication network established by foreign commercial counsellors.

While concluding my speech here, I wish that our meeting today will be an efficient meeting, in which we will discuss our relations with the European Union in detail.

I greet you all with respect.

Speech by Ahmet Yücel, *Deputy Secretary of Ministry of EU*

I would like to thank you for holding such a meeting in a period when we are most in need of being in solidarity and establishing dialogue. I really think that it is important to manage effectively such dialogue mechanisms to proceed to the next step in relations between Turkey and EU, make parties understand and evaluate correctly each other, thus, I would like to thank MUSIAD for acting in this direction and undertaking such important mission. Relations between Turkey and European Union are indeed essential for both parties. Relations between Turkey and EU, starting in 1963, constitute an government policy which is supra-government, which policy and strategy of Turkey in the direction of accession to this union have not been changed. It still continues in the same direction today. Therefore, European Union has been established as regional piece project. I think that European Union has been turned into a global piece project from regional piece project at this stage, because when considered developments occurred in the region, this project has to turn into a global piece project. Therefore, Turkey has a strategic important for EU and even considering only this reason, Turkey can be deemed as a member of EU already. However, EU can only turn into a global piece project in this way. But at this stage I think EU should hold a meeting in this regard as well. Because EU, which is based on solidarity philosophy, should conduct an internal evaluation in terms of its relations with Turkey. When considered developments, unfortunately, this is not reflected completely. Because we see that only 16 chapters have been opened since the negotiation

process started and many chapters have been hindered with political set-back. Actually, this is a situation that conflicts with expansion strategy and policy of EU because even though membership status will be evaluated at the end of period, negotiation process is a preparation process of candidate country for EU and blocking chapters in the negotiation process is to weaken the will of Turkey to meet the EU standards in that field. In the end, membership decision will be taken as a result of these negotiations. Therefore, we should keep negotiation process separate from membership. Right now, what should be done is that all set-backs in the negotiation process are removed, this conflict is eliminated, Turkey evaluates the process by coming to the table with EU and EU notifies Turkey of its criticisms, if there any, in this official platform. Today, EU criticizes Turkey in the fields of policy, human rights and judicial system but we see that chapters 23 and 24 have not been opened in the negotiation process, which should be an official platform and evaluated seriously. However, we stated that Turkey and EU should open these chapters, EU presents its criticisms in this platform, Turkey will evaluate them and then both parties can talk about what they can do. However, this cannot be carried out, therefore, EU should carry out an internal sincerity assessment regarding its relations with Turkey again. We are not only a candidate country for accession to EU, but also a country that thinks about the future of EU too, therefore, we evaluate, follow closely developments in EU which affect adversely the relation between Turkey and EU, and share our opinions regarding this matter with the union. Increasing trend toward far-right parties in some EU countries does not only concern us in terms of Turkey, but also with respect to the future of EU, because raising of far-right parties is not only important regarding triggering Anti-Muslim approach of foreign citizens living in Europe, but also in terms of the possibility that this trend will destroy basic values and principles of EU. Destroying basic values and principles also means elimination of the founding philosophy of EU. Therefore, we share our opinions to come to the table, discuss the problems in an equal platform, make right evaluations for both parties, conduct joint studies and achieve the goal together. However, political developments in some countries affect adversely the process. It upsets us that EU does not provide support in terms of some

developments in Turkey even though it is an union based on cooperation. We would like to see the same reaction EU showed against a terrorist action happened in France, regarding incidents occurred in other countries by gathering all leaders together, reflecting unity to all world. Unfortunately, we did not see that reaction for traitorous July 15 coup attempt, and this does not influence deeply only Turkish government but also Turkish republic. Therefore, these incidents offer parties an important opportunity to make a fresh start. Turkey and EU need a fresh start regarding this matter by evaluating efficiently the upcoming period. Because this region is an area which requires the relation between Turkey and EU to be enhanced more, both parties to work hard in terms of developments in the region and to be connected to each other. Of course, this connection should be established as political as well. When considering economic developments between Turkey and EU, we evaluate the situation in way that at least developments are positive in terms of economical situation. Economic integration between Turkey and EU is at an advanced stage and this is a pleasing situation. I believe that enhancing economic integration even more will resolve political problems and support EU membership of Turkey. This can be only achieved by improving aforesaid dialogue mechanisms more and parties understanding and communicating with each other via these mechanisms. When considering economical relations, first prominent issue I notice is Customs Union, as stated by our dear president and lecturers. Entered into force in 1996, Customs Union, which is actually based on the process carried out in 1963, ensured integration between Turkey and EU to be substantially improved. However, at this stage, its structure does not ensure both parties to use their potentials effectively. Therefore, revision and modernization of Customs Union and entering in a new process are essential and necessary topics. Customs Union, founded in 1996, made an important contribution to transformation of Turkey's industry but at this stage, unfortunately, we face serious setbacks. That is one of the main reasons why revision of it is so crucial. It is possible to group these problems or set-backs under 4 categories. First of all, I would like to state that it is not like Turkey being member of EU Customs Union, it was established within the boundaries of customs area. However, when you review the situation, in practice,

Turkey has to comply with every decision that EU takes in cooperation with Customs Union, this means that a customs union is established between two equal parties but somehow Turkey is not among the decision-makers, which should be changed. This is not fair and one of the reasons why the revision of Customs Union is necessary.

As second factor, unfortunately, every single free trade agreement EU makes with third countries has a negative effect on Turkish economy. Why? Because, due to Customs Union, every product comes from this country to European Union can enter Turkey without any problem or set-back but Turkey cannot sell goods to this country. Customs duty is collected from these goods. This unfair situation should be resolved. Naturally, after third country signed free trade agreement with EU, it is unwilling to enter into free trade agreement with Turkey, because its goods can enter easily Turkey through EU. Revision of Customs Union is also necessary to resolve this injustice. As third factor, basis of Customs Union is free movement of goods however if you cannot transport these goods to EU, quota application is applied to your tractor-trailers then you act against the spirit of Customs Union. Goods move freely but you cannot transport and this affects adversely Turkish trade. Also this quota system, which we call land route, should be evaluated within the scope of revision of Customs Union and this problem needs to be solved. This is a must to put potential of Customs Union into practice. Fourth factor is about visa matter related to free movement. Businessmen, who are citizens of EU member countries, can come Turkey without any problem and perform all kinds of trading operations but Turkish businessmen have to carry out a series of detailed visa procedures to go Euro Zone, which is a serious matter that constitutes a problem in terms of process of Customs Union, and this is one of the topics which should be resolved within the scope of revision of Customs Union. Of course there are some problems EU faces due to Customs Union but these problems are the matters which should be also resolved within the scope of revision of Customs Union. However, we will put potential of Customs Union into practice with this revision process. At the same time, another topic is to expand the scope of Customs Union to three fields; i.e. public procurement, agriculture, service sector.

This will enhance substantially the trade between Turkey and EU, according to numbers; total trade share between Turkey and EU was around 52% in 1996 when Customs Union was established. At this stage, this ratio is around 41, 42%. This means that Turkey has made an important progress in terms foreign trade. However, we wish that trade relations between Turkey and EU are to be enhanced even more, this ratio is to be at higher level. Therefore, revision of Customs Union is a process that should be carried out based on economic reasons. However, it seems that some countries try to politicize this process as well. There is an effort to prevent revision of Customs Union based on political reasons. When you hinder the process, businessmen will be affected from this too. Revision of Customs Union means increase in trade volume and employment. This applies to both us and EU members. This is a process where both parties win. Therefore, these issues should be kept out of political developments. I think that you, dear commercial counsellors, have an important part in this process. I also think that reports you will prepare for member-states regarding this matter have importance. We need to make a fresh start with EU. Of course, we have been conducting studies regarding revision of Customs Union for many years. We now stand at a good stage. In terms of side of EU. As you know, authorization of the committee is being waited to start negotiations. However, as I mentioned above, the committee does not provide authorization due to political reasons. This authorization should be immediately obtained and negotiations should be started as well. If revision of Customs Union is not put into practice, EU may lose more than Turkey. In other words, when we look at the start of the process, we see that priority is given to this matter. This means that proposal regarding revision of Custom Union is made by EU. This is something we want too. This is a process where both parties win. I think that this will affect positively political problems and tensions between Turkey and EU. I hope that this meeting will have a positive effect on the process by bringing forward the spirit of unity again within the scope of evaluations you will made and accelerating relations between Turkey and EU.

SPEECHES OF COUNTRY REPRESENTATIVES;

ITALY

Aniello Musella

Commercial Counsellor

Thank you for organizing this breakfast event. Of course, such meetings are always important. The EU representation is extremely important, Italy and the European Union in general is a very important trading partner of Turkey. It will become more and more important. It is extremely important that the Customs Union Agreement is updated on both sides. I am sure that step by step, in the short and medium term, good things will come out; of course Italy is very supportive of it. Turkey has long been a very important partner for Italy. But I want to go to centuries ago, for the Levantine community especially Italy and Turkey historical commercial development was very important to us. Along with the routes in the Mediterranean, Italy is of course very close to Turkey, and our mutual relations have reached 18 billion dollars on both sides in 2016, which, as we have seen, is not affected by political instability. There are indeed many Italian companies also available here. They are settled in Turkey and economically 1400 Italian companies have invested in Turkey and are permanently settled here. They work not only in the financial sector but also in areas such as automotive and machinery, which develops commercial relationships. It's really important and of course nobody wants to lose it. We want to increase it and we want to make it better. The Italian Trade Agency specifically focuses on trade and investment, and these are state-managed agencies. We must support revitalization and improvement of relations on the state side, with different countries. Our office here was established in Istanbul in 1986 and we support commercial relations and investments every year. Our mutual efforts gave us good results. So we believe in Turkey and its economy. We have long-term perspectives. We do not just look at political instability, we look beyond because I think Turkey has always been close to us and will continue to be close to us. Thanks.

GERMAN

Dr. Markus C. Slevogt

Chamber of Commerce President

I have been in Turkey for a while. First of all, I would like to thank you for giving us this opportunity. We can be here with our representatives. Maybe our organization is not known so I would like to talk about it. The Turkey foreign trade company started this work with the mutuality of the two countries. We have 900 members in different sectors, both in Turkey and Germany. We are part of a larger organization. Our founders were the German Chamber of Commerce. In the current situation, the Turkey Germany Chamber of Foreign Trade is one of the most important chambers. In 2016, a \$37 billion trade has been made and we think that it will go on the same way. Imports and exports may be somewhat different, but still foreign trade between these two countries is developing really very intensely. There are 7,000 companies working in German industry in Turkey. As far as I can see from your speeches, the Customs Union is a very important thing, I agree with you completely. Of course, as the chamber of commerce, we support Turkey's membership in the European Union. The Customs Union must change the situation on both sides. Therefore, we agree with our colleagues, our friends from other state members who are members of chambers, together with Mr. Zeybekçi, Turkey's Minister of Economy, to ensure that the Customs Union develops in this direction. Of course, convergence and foreign relations at the same time, this is a very important issue in terms of foreign trade agreements. It is not only about us, but about the third parties. Trade is, of course, a mutual activity. So the Customs Union is not unilateral, it is bilateral. So, as members of the chamber, we also regularly face undefinable barriers. These can be put in place by Turkey too. This is very clear, over time, this system and engine started to fail to work as it should. That is why I believe that in this context trade should be developed on both sides in a swift and softer way, and within this context, all EU member states should already exist within the negotiations. This is something that will take time. Of course we support this process as the chamber. The process has started and contributions are being made, so we will also do everything we can to support this process as much as possible. Thanks.

FRANCE

Monsieur Pascal Lecamp

Commercial Counsellor

Germany and Italy spoke, and I think that France should probably talk. I think the same thing about the Customs Union. On November 7th, a meeting is organized with Zeybekçi in Paris and we think that the general framework of this meeting will be on the Customs Union. So we have never made as much trade with Turkey as we did in 2016, we reached 14 million. This has never happened before 2012. We are planning to reach 20 billion by 2020. We are suffering the losses from the old Customs Union, I do not want to talk about political situations in any way I will not cut this trade. We will meet with the Minister of the European Union Affairs and a lunch will be held, along with the president, the minister will attend and they will eat a meal together. In fact, we do not have as many companies as Italy, but we have many active companies. I think we support the realization of the new customs union in 27 countries as soon as possible, in Europe, as in Italy.

NETHERLANDS

Sylvia Deepen

Commercial Counsellor

Thank you for your kind invitation. I think that this is a very important initiative, we can do it again in the near future because I support the dialogue to be always open, we are here because it is important not only for political affairs but also for doing great things. We are the number one investor in Turkey, and we are proud of it, so apparently, we became foreign trade friends as a result of good relations, as also friends you can fall into disagreements at some points. There is a very beautiful Turkish expression, I hope to express well 'Dost acı söyler (You have to be cruel to be kind)'. If there is something you want the Dutch economic network to do, it is not only in Ankara but also in Izmir. We have an important council of course we will do all we can to help. Trade is very important, so our already strong ties will be better.

Thanks.

AUSTRIA

Georg Karabaczek

Commercial Counsellor

Thank you for those interesting discussions. As my colleague said, we can see that we have 4 million dollars trade when we look from the frame of Austria business community. Maybe not as much as our other friends but I can say that it is big. When we look from the frame of the business community, I don't think they need to be convinced by you. They have the same opinion about Customs Union. As I heard from my colleagues, they are open to discussions about these subjects. Of course, there is a political side of the matter. We are not in this political condition as a big business community but as you know, Austria and Turkey had some problems. We feel sadness about this situation, but it is completely on political level. When we look from Austrian side, we are open to dispute. Let's see what the politicians decide. Thanks.

GREECE

Doukas Marinopoulos

Commercial Counsellor

I greet this initiative as well. We have a trade volume of 2 billions and I can say that we are the first investors between two countries. Therefore, the important thing is that we need a reciprocal approach. Because we sometimes have describable and indescribable barriers. I believe that we should improve these in the next period. I have nothing much to say. I just want to greet this initiative again and wish great success for the future.

Thanks.

Speech by Vice Chairman of International Relations and Foreign Trade Commission

Mr. Mütteki Sezen Speech;

We focus on our targets. We aim to develop business relations between Europe and Turkey, especially with our neighbors. We want to strengthen our relations with Greece. You mentioned that we have 2 billions worth reciprocal trade. We actually aim to reach 5 billions, don't we? Then we have to reach it. MUSIAD businessmen focus on the business, because our main target is to make profit. There are politics and other things, but we have to focus on trade. And then the next time, we will focus on business harder.

Speech by Vice President of MUSIAD Adnan Bostan;

MUSIAD is a business association, but MUSIAD has a lot of activities apart from business and trade. We, as MUSIAD, ask what we can do for you. We want to point out that we are ready for the requests coming from you. We are ready for all kinds of collaboration, mutual solidarity. Of course, I can say that we have many missions in many fields, but our main target is trade. I repeat my question: what can we do for you? We want to get your answer in the future.

**MUSIAD INTERNATIONAL RELATIONS
AND FOREIGN TRADE COMISSION**

**MUSIAD - AFRICA
COMMERCIAL COUNSELLORS
BREAKFAST TABLE MEETING REPORT
ON DECEMBER 05 2017 / ANKARA**

Independent Industrialists' and Businessmen's Association (MUSIAD) International Relations and Foreign Trade Commission organized a Breakfast Table Meeting, hosted by Ankara Branch, with African Trade Counsellors in December 2017. Ambassadors, trade counsellors and representatives of 25 African countries attended the meeting.

Vice-President of MUSIAD Adnan Bostan, Chairman of International Relations and Foreign Trade Commission, Zeki Güvercin, Chairman of Ankara Branch, İlhan Erdal, Prof. Dr. Ahmet Kavas and guest diplomatic mission representatives took the floor in the meeting.

In the breakfast organization, attended by commercial counsellors of 25 African countries, mutual export and import potential between Turkey and African countries, direct investment and business partnership opportunities were discussed in detail.

In the program with fruitful outputs, following results were obtained;

- There is historical and geographical bond between Turkey and African countries.
- Multidimensional policy concept, adopted especially in the last 15 years by our country, directs Turkey to expand on the regions, which were ignored in the past. We can say that Africa is the most successful among these initiatives.
- Relations, established on a fellowship platform with African countries by Turkey, enhanced commercial organizations as well as humanitarian support activities led the way for a healthy development of relations between the two actors.

- Turkey will continue to share its own historical experience, social, political and cultural richness, owned facilities and resources with African governments and publics as part of the following principle; “African solutions for African problems” and on the basis of mutual interest.
- Maintenance of the coordination between the expectations of Africa and Turkey’s policies is vital.
- Not only as an intention, as a consideration but also as an action has Turkey acted as a serious go-between Africa, Asia and Europe.
- It is essential to increase the visits between Turkey and Africa much more than ever.
- Researchers say that Africa is a continent with full of sources, however; we should have a different approach for the continent. It is anticipated that Turkish businessmen visit there, create wealth, make investment and establish a sustainable cooperation.
- THY ticket prices are rather high in comparison to other airline companies. And this is one of the main factors to lower the frequency of the visits. Lowering ticket prices will increase the rate of commerce.
- The fact that turkey forwards its know-how to Africa will result in producing projects that will teach production and trade to African people.
- Trade agreements to be executed with African countries will be a move towards facilitating trade with the countries on the continent. However, businessmen should look for the ways to make economic relations sustainable independent of political developments.

Speech by Adnan Bostan, *Vice President of MUSIAD*

Good morning everybody, I greet with respect all of the very precious commercial counsellors and the chairperson of Ankara branch, board members, members responsible from foreign relations, invaluable board chairman responsible for international relations, and his own members. I greet you as one of your brother because, I can sincerely state that I hold presidency of DEIK Benin business council. In other words, as one of your brother in Africa, I am the representative of Benin, which is one of your sister countries. To be a representative is not something different than being a citizen of that country, yet I see myself as a citizen. Estimable Commercial counsellor is also here, I also welcome you. We have crucial issues to be discussed, as one of your brother, I would like to inform you about the same.

MUSIAD is dealing with such a vital Project in Africa that we announced 2018 as the year of Africa, which is one of the biggest targets of this year. We would like to carry out all works, which are required not only for doing business but also transferring our culture there. As the President informed just a while ago, we would like to open a representative branch in every region in the African continent, which is very important for us. When the current branches in Africa are considered, our agencies are Nigeria, Ivory Coast, Senegal and Benin for the branches which are available only in Nigeria, Sudan and South Africa. We would like to further enhance the trade, friendship and brotherhood between the two countries thereby opening our agencies and branches in consultation with you in all countries other than these. As MUSIAD, we would like to be represented in MUSIAD fair with a broad participation as the President mentioned earlier so that our most important relations, trade could be improved and extended mutually. We expect more participation, i.e., twice as much, from your countries for MUSIAD Expo fair, which will be held in 2018, and we look forward to hosting them in Turkey, have them cooperate with investors and make effort to improve trade. This year it is not just a fair

in this respect, our biggest target is African market this year with Müstakil Fuarçılık AŞ. We would like to move our companies in Turkey to the countries, which are available in African market and organize fairs there. Thanks to these fairs, we will make vigorous efforts to be in joint cooperation both in their own countries and 3rd countries. In this respect, as you know; we performed High-Tech Port, including high technology defense industries in Qatar in the first stage. In the next stages, we would like to offer the high technology, developed by Turkey as well as the developments regarding defense industry in these markets in several countries in Africa.

Among these regions, there is also the issue of Trade centers for which we can raise awareness. As you know, each country has their own economic zone, it is more likely for everybody in these zones to do business in these volumes with the small business owners or with the projects. In this context, the issue of culture and trade centers, which was shared on the media by the President, will be carried out especially as a model in the countries in African region. We have a presentation, i.e., a Project as a complete concept in which both construction markets and super markets as well as TTMs are included. We design this Project as a concept in the most significant region, i.e., in a location where trade will take place, people can easily access with restaurants through which you can see both Turkish culture and Turkish cuisine, which you know well, at the same time with supermarket and construction markets as well as the stores in which any and all Turkish products will be displayed. In this regard look forward to meeting with your country through this concept. There is a short summary, i.e., an issue, which you all know very well and that we informed our members about. It is required to do business with Africa. Whomever you meet and ask, they would say that they want to do business with Africa. They were talking about many requests, I believe they were asking about how they would do it. One should be in Africa to do business in Africa, if you are not in Africa, you can't do business with Africa. It is essential to go to Africa this is why we always send our members to your country by imbuing them with business trips and telling them to prefer your countries in particular to do business. In this respect, thank you a lot for the assistance you afforded and the warm hospitality in your country. In this sense, as MUSIAD, we are ready with all our team to do much better things with you in Africa in the next periods, we only want to bring this dialogue to an advanced dimension with you. Thank you all for coming here.

Speech by Zeki Güvercin, *Chairman of MUSIAD International Relations and Foreign Trade Commission*

As MUSIAD International Relations and Foreign Trade Commission, we now organize a breakfast with commercial counsellors of African continent following the EU MUSIAD breakfast, organized last month.

Our objective here is to evaluate the expectations and requests of both parties arising out of status evaluation rather than making long speeches and present a report and share the that report with the respective authorities and monitor the same.

Listening to dear counsellors is important in this respect.

Multidimensional policy concept, adopted especially in the last 15 years by our country, directs Turkey to expand on the regions, which were ignored in the past. We can say that Africa is the most successful among these initiatives.

When it is considered in a historical perspective, Turkey, which is an Afro-Eurasian country since Ottoman Empire, has entered into a new period

with African countries since 2005, in the recent years in which economic and political balances have changed and recent forces emerged.

Announcing 2005 as “Year of Africa” and Turkey-Africa Partnership Summit, organized in 2008 were significant turning points in this respect.

Relations, established on a fellowship platform with African countries by Turkey, enhanced commercial organizations as well as humanitarian support activities led the way for a healthy development of relations between the two actors.

It can be said that African Expansion Policy, which has been implemented for about ten years, was successfully completed and that a partnership relation was accomplished by 2013, which has been deepened day by day.

Turkey will continue to share its own historical experience, social, political and cultural richness, owned facilities and resources with African governments and publics as part of the following principle; “African solutions for African problems” and on the basis of mutual interest.

This concept is the basis of our partnership policy.

We can easily monitor this development in the relations, experienced between Turkey and Africa in the last 15 years through economic data.

As a matter of fact, while the trade volume of Turkey with African countries was 5,5 billion dollars in 2003, it increased to 16,7 billion dollars in 2016.

Whereas the rate of direct investment from Turkey to African countries was only 4 million dollars in 2003, it scaled up to 63 million dollars in 2016.

While the direct investment from Turkey to Africa was 687 million dollars in total in the last 15 years, the amount of direct investment from Africa to Turkey in the same period was 376 million dollars.

Humanitarian aids have also a leading role in developing the relations between Turkey and Africa.

Turkey handles humanitarian and development aids through a holistic approach.

Total development investments of our country to Sub-Saharan Africa rose up to 395,77 million dollars in 2015 from 330,00 thousand dollars in 2000.

Despite all these developments, it is for sure that mutual commercial relations can be moved to more advanced levels.

While the number of the countries in Africa, with which Turkey signed Trade and Economic Cooperation Agreement, was 23 in 2003, it became 39 in 2015.

None of the Free Trade Agreements, executed with 4 countries currently, were in force in 2003.

Whereas Turkey had an Agreement on Reciprocal Protection of Investments with only 6 countries in 2003, today this agreement has been executed with 22 countries.

Although Avoidance of Double Taxation Treaty were in effect with 4 African countries in 2003, it is in effect with 11 countries today.

Intensifying the studies to increase the number of bilateral agreements will help to bring bilateral trade volume, which is currently 16,7 billion dollars, to much higher levels in the mid and long terms.

In this context, maintenance of the coordination between the expectations of Africa and Turkey's policies is vital.

Based on the projections, every year 24 million Africans will move inside the cities in the next 30-year period.

From this point of view, we can say that Africa will be the motor power in the development of world population at working age in the next decades when it comes to African population and workforce dimension.

It is for sure that these developments are the preview of an unbelievable opportunity for Africa in terms of economic growth.

It is essential to create a lot of employment and otherwise accomplish to gain ability with educational system under the skin so as to make use of this opportunity.

It is also required to emphasize that we shouldn't sink into despair in the face of declines in foreign trade volume due to the recession in world economy, experienced in the recent period.

Taking compatible steps together within the frame of mutual trust and understanding will bring along the development of multilateral relations between Turkey and Africa.

In this context, there are significant tasks in front of Turkey, which became successful in African expansion and that intends to develop the relations with the continent in a healthy way in the next period.

Foremost among these is that Turkey, which makes its presence felt actively in the continent with diplomatic missions, other governmental organizations and non-governmental organizations, should develop an extensive African policy.

That decisive and systematic policies, implemented by Turkey since mid-2000s as part of the strategic partnership with Africa could yield more active results before the societies will only be possible through strengthening the ties between public enterprises and business world and non-governmental organizations thereby gathering in common platforms.

Speech by Prof. Dr. Ahmet Kavas

First of all, good morning to all. We are a little bit late. The issues to be discussed in this meeting, held by MUSIAD, will enforce the importance attached by Turkey to Africa vice versa, thank you for the future and bridging the gap in between and I believe that organizing these meeting more frequently will be useful for both of the parties. "We care about Turkey so much that we consider it as a bridge between Asia, Europe and the three continents and that is why we took it as an observatory member to African Union. It became a member of African development bank," said Alpha Oumar Konaré, President of African Union Commission, former President of Mali, when he invited us in private in 2003. Turkey applied what Alpha Oumar Konaré' then said step by step not only as an intention, consideration but also as an action within the last ten years and today it is a significant bridge between Africa, Asia and Europe. It will to be so. Thanks to this bridging feature, Turkey's richness from history, its historical relations with Africa, we personally experienced that the people of this coun-

try really have a high opinion of the previous society when they are once attached, and that Africans also have the same value. When we promise something, that may be delayed due to certain conditions, but when I look at this saloon, even this crowd here is in fact the indication of the fact that we covered a certain distance as an action. In the past, our ancestors knew Africa very well, but Turkey moved away from Africa with colonialism. However, it is not possible to move away from Africa. All of us read history, all of us read geography, we all have information about international relations. It was same yesterday as it is today, and it will be the same tomorrow as well. A world without Africa is not possible. It is even not possible to be great outside Africa without Africa. In other words, if Phoenicians, Romans, Byzantines, Arabs, Turks, Europeans, today Chinese and Americans are powerful, all of them take the source of this power from Africa either in the past or today. Africa is very important; first and foremost, Africans should also learn Africa very well. I mean I visited many countries in the continent.

The own people of African continent should know it at least as much as us, better than us, what I mean with the phrase "us" is those people outside Africa. Africa has a common history, a common civilized apprehension. As Turkey, we took a certain distance with respect to this familiarization, meeting issues. Today in our country, we think that we have approximately 8-10 thousand African students, we may not estimate their number clearly though. When I think about 10 years ago, even in 80s when I was a student, the number of students in Africa was either maximum 10 or 20. Today, thousands of students in Turkey, I mean their contribution to the relations in the future, i.e., after 20 or 30 years, will be much higher than what we think now as our President mentioned a while ago.

In this respect, MUSIAD is really a very important community of businessmen to make significant moves in Africa for our country. Through MUSIAD, you will not only generally but also be travelling in any city of Turkey, you will better understand the power of Turkey, this point where we stand now, and convey it to your partners by having meetings as in Ankara, in those cities as well. World leaders generally talk as follows; "We will maintain a win-win policy with Africa." When China, America, France

and powerful economies are considered, I think that the countries, which make development movements in Africa and that turn out to be profitable politically are those, which are outside the continent. Here, if we, as a country, initially accomplish to win our African friends, share and improve our experiences together, and learn to win there in Africa locally together with them, it is for sure that Turkey, which works on this issue will win as well but up to now, The winners from Africa have always been those, who are outside Africa in the last a hundred year. Now it is time for Africa to win and such winning is also meaningful for us because we always made an effort so that Africa could win. We also want Africa to win hereafter. This winning is to do with trade, science and art. Africa really granted us very important persons in history. In northern Africa, our African friends will contribute us a lot hereafter and I think that we will reach them thanks to you and contribute them a lot. In the last African European Union summit, i.e., in the 5th summit, one of the issues on the agenda was investment in youth for future, it is the topic of this year in Abican. We are the young, you are the young, there are thousands of young in your country. We initiated this investment, that is to say; the issue, which came to the fore in African Union European Union summit is in action for Turkey now. France is trying to develop a new Project about granting visas for longer terms thereby reconsidering the visas, granted to African students so that they could come again and again not only during their training periods but also once their trainings are completed.

We apply the same currently. In comparison to France, we remained very behind in our relations with Africa in the last century however, we compensated this in a very short time. At the moment it is only Turkish Airlines that perform flights to more points in Africa than France. You very well know how safe and stable a country Turkey is. I think that you also forward these issues to your country and pay my respects again and greet you all with respect and low wishing to meet in, and benefit from more meetings.

Speech by İlhan Erdal

the Chairperson of Ankara Branch

Put into practice in 2003, “Strategy on the Development of Commercial and Economic Relations with Africa” proved to be a successful step for developing the economic relations with the countries on the continent. Following the Cooperation Summit in 2008, direct flights started by THY as well as recently opened Embassies, Commercial Consultancies and TİKA offices supported this strategy to a large extent.

The positive atmosphere, created with mutual visits paid as part of African expansion also enhanced the economic relations between Turkey and Africa.

At the moment, a Turkish investment in the amount of approximately 10 billion dollars is available in Africa. We have embassies in 39 countries and consultancies in 26 countries. Our foreign trade volume with Africa, which was at the level of 5 billion dollars in 2005, approached to 20 billion dollars currently. It is a significant development that this figure increased four times in 12 years. However, I believe that we can further upraise such trade

volume with African countries thanks to active studies to be conducted in this respect.

On the other hand, we are well aware of the fact that Africa has a significant place in Turkey's 500 billion dollars export target in 2023.

Trade agreements to be executed with African countries will be a move to facilitate trade with continental countries. However, we, as the businessmen, should look for the ways to make economic relations sustainable independent of political developments.

Dear participants,

We are the members of a big civilization. Our priority in the relations with other countries and nations is friendship and brotherhood rather than trade and economic unions. Therefore, we adopt a win-win model unlike those, who visited Africa with a colonialist approach under the cover of investment and trade for years. We aim to strengthen our friendship with African countries through commercial and economic investments as well as strategic partnerships. We can correct the deficiencies of one another and support each other with mutual trade. We should altogether find the ways of a sustainable trade in which brotherhood is turned into commerce and mutual profit is available. Here the concept of sustainability is crucial. Because, the relations and cooperation become significant with sustainability.

Africa is an important market and it has a constantly growing economy. Africa bears a very important potential with its richness and population. And we, as the tradesmen, would like to create investment and close cooperation opportunities in Africa. We wish to enforce our economic relations with Africa with a market size beyond 1 trillion dollars and many opportunities. To reveal such a potential and correct use of the same will be beneficial for the continent and form a basis for ensuring stability. Because, stability will either be permanent in the countries with strong economies and production. We know that tradesfolk, manufacturers, industrialists and tradesmen are in a sense the building blocks of society.

We are really grateful for the extensive participation and interest from Africa to the fairs, organized in Turkey. As the manufacturers, industrialists

and businessmen we should organize fairs in Africa as well. It is essential that businessmen know each other, and a mutual trust environment should be created. This is why it is essential to increase organizations for mutual trade delegation and bilateral business negotiations. At this point, I think that increasing the number of direct flights is also a vital issue.

Furthermore, I am of the opinion that it is essential to put into practice the idea of building trade centers in Africa immediately.

Dear guests,

Ankara has made significant progress in health and congress tourism, thermal tourism, medical, defense and aviation industry in recent years. It is in the position of an epicenter especially in construction and defense industry. I think that we can have important cooperation in these areas. Ankara is a significant trade center. Ankara has a potential to meet the products, required in many areas by the African countries. With the words of our

honorable President “Ankara is the city of not only bureaucracy but also production, initiative, export, employment and the tax”.

We would like to improve trade with our African friends. In our civilization, in our culture, we have the following dominant mentality “those, who sleep with a full stomach while their neighbors are hungry, is not one of us.” We are ready to share our labor, bread, knowledge and experiences with the brother African peoples in solidarity. Happiness of one person is the happiness of the whole world. And the happiness of Africa is also our happiness. This is also the route, which our values and deep-rooted civilization points out.

As MUSIAD Ankara, we have a high opinion of our member companies’ expanding abroad. We maintain our activities for them to increase their economic activities in several countries either for trade, export or investment purposes.

We have members with significant investments in Africa. We have companies, which make serious investments. Members of MUSIAD Ankara, we have 6 businessmen who have major investments in fishing in Mauritania.

This is something that is beneficial to both parties. In this company, we also employ one of our brothers, called Yahya Ahmed, who attended school in Turkey. Once again, Turaç, which is engaged in defense industry and Strems, which operates in textile sector have major trade relations with Africa. Most of our members in Ankara Sites export to African countries. We can increase the number of these examples.

In addition to this, I think that the studies we perform and maintain non-stop for our international student brothers, who receive education in our country, are very important. We carried many projects into effect in this regard. Finally, we organized an academic program for the international students in which they receive theoretical and practical training and we provided foreign trade training. Our aim is to make these brothers an honorary Turkish envoy, who established ties of affection with our country and that know the potential in our country when they return to their countries. At the same time, we also employ our successful brothers in our companies upon mutual covenant.

It is long distance to be covered. However, it is in our hands to shorten such distance. As MUSIAD Ankara, we are ready to do our part in order to improve the trade volume between the two countries. We will always be happy to stand by our brothers and proceed together.

With these feelings and thoughts, I wish the meeting would contribute to prosperity, and Express my gratitude to all of the estimable guests for their participation.

SPEECHES OF COUNTRY REPRESENTATIVES;

SENEGAL

Moustapha Mbacke

Ambassador

I wish enrichment would be mutual. Our relations with Turkey is maintained with an increasing acceleration. Tomorrow, I mean on December 6, a 5-star hotel will be opened in Dakar. This

hotel will be the first five-star hotel in Senegal and this was built by a Turkish company. Once again, an airport will be opened. Aeroport International Blaise-Diagne (AIBD) will be the cutting-edge airport in Africa. This was also built by a Turkish Company. On the other hand, we are organizing a forum on December 20. To be organized as a private sector forum, this forum will be held jointly with Turkey. Although our relations have started very late, it is maintained very swiftly. Fishing and Health sectors are among the major industries and opportunities in Senegal.

We would like to make Senegal a medical tourism center thanks to Turkey's know-how and contributions.

If a common platform is created where we can share our tenders, we have many projects. We will be glad to share them with Turkey and MUSIAD.

DEMOCRATIC KONGO

Marcel Mulumba Tshidimba

Ambassador

I am attending as a representative since we don't have a Commercial Counsellor. I don't have a command of commercial issues. Despite this, I would like to say that it is essential to focus on investments in Africa rather than import and export. We should think much over what we can do together considering the potential.

GHANA

Dr. John Asiedu

Commercial Counsellor

Ghana is an important market of Turkey. When we compare 15 years ago and today, we can see that our trade scaled up to half million. THY is one of the most expensive airlines. The fact that flights to Africa is so expensive reduces the visits of businessmen and results in tending towards other markets.

SOUTH AFRICA

Puleng Chaba

Commercial Counsellor

MUSIAD opened an Office in Johannesburg. This is quite important for our relations. We are a country, which is always ready for trade with Turkey. We are currently supplying coal for Turkey. We can also contribute about red meat. We also have a potential about raw leather. We disagree with the arriving firms, which would like to sell products only. We want the investors. We are a strategic point for 14 SADEC countries. We are a partner for a volume in the amount of 1.4 billion dollars, but this is not a sufficient figure. This can be tripled through a correct policy and correct partnerships. As other African countries, we also find the ticket prices of THY very expensive. Africa draws an advanced frame in terms of legislation. Investors and businessmen are protected under laws.

IVORY COASTS

Menzan Adingara

Commercial Counsellor

First of all, I must state that we are an important country in terms of crude oil. Abidjan port is a port that has a very big endorsement and potential. We produce cacao, coffee, pineapple, cashew, and palm oil. We have rich underground sources. We have precious metals such as manganese, iron and gold. If you stay and live in Africa, I believe you can do business there. On December 15-16, we will be organizing a forum based on economic and commercial presentation about Turkey and Ivory Coast. The name of the organization will be "Ivory Coasts Exploration Days." There are many opportunities especially in the fields of tourism, important and export. We want to see Turkish businessmen in our country.

MOROCCO

Hanaa Bouchikhi

Commercial Counsellor

We work in coordination with Moroccan Trade Chamber. I care about establishing a common platform in this respect. If that platform becomes a virtual one, we can make use of it faster and more efficiently. Energy, Fishing and Agricultural products are the leading issues about Morocco.

ETHIOPIA

Terefe Haile Eggu

Commercial Counsellor

We have been in close relations with Turkey for more than a 100 year. Our relations with Turkey in economic sphere developed fairly and still continues to develop. We have 2,5 million dollars direct foreign investment. We especially need textile products, leather products, construction materials, and tourism and hotel management. We import construction materials. In addition to this, we export coffee, sesame and flour.

CHAD

Adano Saleh Moussa

Commercial Counsellor

I think that we should visit each other more often. We are a proper country for making investments and what we need is investment. We have a strong potential of human resources in our country. We would like to turn this potential into a sustainable source. Our country is the 5th biggest livestock country in Africa. Apart from this, we are also in a good place in agriculture and mining industries.

BURKINA FASO

Omar Ousmane Barry

Commercial Counsellor

Burkina Faso is at the heart of SEDACO geographically and this is a big advantage. Our basic production is cotton. Political will support to work with Turkey. We have a cooperation in the amount of 430 million dollars. We especially have projects about textile. Moreover, there is an enterprise for the production of Solar Panels by the political authorities. These projects are the projects, which will be carried out based on cooperation of public and private sectors. We also have a highway projects. We are in search of funds for the construction. This Project will once again be carried out based on the cooperation of public and private sector.

ALGERIA

Mourad Hraki

Commercial Counsellor

There are construction sites everywhere in Algeria. We have a rather intensive cooperation. We wish mutual investments and cooperation would increase.

BENIN

Roger Gnaho

Commercial Counsellor

I congratulate the studies by MUSIAD in Benin. Last month, they organized a delegation in Benin and a delegation from Benin was hosted right after that. We wish this kind of activities, in which fruitful negotiations are performed, would increase. Benin is a country with a population of 10 million. We have 3 million consumers. Despite this, we have the biggest port of West Africa. It is a major disadvantage for Turkey that price of the flight from Kotonu to Istanbul is the same with the that of the flight from Kotonu to China. Although we are closer as destination, the prices of THY are very high. Whereas, the businessmen in Benin would like to do business with Turkey rather than China. Moreover, we also have problems with THY Cargo.

Currently, 3 major Turkish Groups carry out projects in Benin. One of them has hydroelectric project, the other has hospital Project and last one has residence project. In addition to this, there are 41 projects in total, followed by Turkish companies. There are much more projects in Benin. We would like to keep in touch.

ANGOLA

Anabela Lopez Perez

Representative of Commercial Counsellor

I am unable to give technical information since I am not an attaché. However, I will submit the notes of this meeting, which I believe to be a fruitful one, to the authorities of my country.

MALI

Aliou Dembele

Commercial Counsellor

Up to now, they all came over Africa just to buy raw material and give finished products. But Turks, unlike a colonialist approach, always told us that they wanted to create employment. People have to migrate due to unemployment and therefore tragic problems are encountered on the route of migration. Researchers say that it is a country with full of resources, that is true but, we need a different approach. We hope you come there, create wealth and establish a sustainable cooperation. This is the most suitable time and it is time for Turkey to take action. We have very fruitful lands as agricultural lands. We do not have any water problem, there are many rivers. However, we can cultivate only 10% of our lands. For instance, we have a richness to produce very quality rice but the amount of rice we produce is not sufficient due to uncultivated lands and we have to import rice.

As for cotton production, we must once again develop textile sector. We produce cotton, but we have to import textile products.

Such that Mali is the biggest producer of cattle, but we have to bring meat from outside for the hamburgers since we do not have the technology to process meat. Once again, we produce milk, but we can only process 10% of the same and remaining part goes to waste since we are unable to store it.

In addition to this, we also have products such as sesame and peanut. Energy is required for industry. In this respect, solar energy systems may be ideal for us, due to the fact that we have 300 sunny days throughout the year. We need investments in this respect. Hydroelectricity dams can be considered as a second alternative. We sell gold most. We sell it as raw. We further have uranium.

SUDAN

Lodule Baballa

Commercial Counsellor

We are a country, which has a high potential in Mining, Tourism and Agriculture. After American embargo is lifted, current trade volume will be doubled in near future. We have agricultural export products such as peanut, sesame, mango, and lemon. We have plenty of mining sources, fruitful lands, historical and touristic opportunities. We also have a potential in terms of leather industry. The most important thing we urgently need is infrastructure works. Furthermore, we invite Turkish companies to make investments in our Free Zones.

GABON

Eugene Marcel Awayogo

Commercial Counsellor

Gabon is a country that has a potential in wooden products.

KENYA

Christine Nzumbu

Commercial Counsellor

All of my colleagues make use of a discourse based on win-win policy. I also think in the same manner. I also think that THY should determine its policies for this purpose. There are many things; Turkey is likely to deal with. Trade volume between Turkey and Kenya is far below than our current trade potential. We must increase this. For instance, Kenya is a very successful country about flowers. We fulfil of 35% live flower demand of Europe. We send the flowers to Holland and you buy them from there. Why shouldn't we send them directly to Turkey. If THY Cargo is available in Kenya, we can directly send them to Turkey.

KONGO

Geoffroy Lombongo

*Representative of Commercial Counsellor,
Alexis Sylvain Oloumba*

I am one of the first students to have received education in Turkey. I am very well aware of the potential of Turkey. As a country, our biggest advantage is our tax policies. Our country is looking for partners in many titles and ensures tax concessions.

MUSIAD INTERNATIONAL RELATIONS
AND FOREIGN TRADE COMMISSION

MUSIAD – ASIA
COMMERCIAL COUNSELLORS
BREAKFAST TABLE MEETING REPORT
ON FEBRUARY 06 2018 / SANLIURFA

Hosted by Şanlıurfa Branch, “Asia Commercial Counsellor Breakfast Table Meeting” was organized by MUSIAD International Relations and Foreign Trade Commission on Tuesday, February 6, 2018. Mainly consuls, commercial counsellors and the heads of investment agencies, 22 foreign investors took part in the organization.

As part of the program, the participants, put up in the evening on February 5, welcomed with a traditional dinner in an environment specific to the region. Having rested in Al-Ruha Hotel, the guests started the meeting on Tuesday, February 6 at 9.30 a.m. The activity took place with the participation of around 100 participants consisting of Kasım Gülpınar, AK Party Şanlıurfa Member of Parliament and President of EU Compliance Commission, Adnan Bostan, Vice-President of MUSIAD, Zeki Güvercin, Chairman of International Relations and Foreign Trade Commission, Board Member of MUSIAD Hikmet Köse and the members.

Representatives from Azerbaijan, Iran, Japan, India, Pakistan, Brunei, Indonesia, Thailand, Vietnam, Afghanistan, Kazakhstan, Mongolia, Uzbekistan, Tajikistan, Taiwan, Japan JETRO, Korean KOTRA, Taiwan TAITRA and Malaysian MATRADE were available in the meeting,.

Following the protocol and greeting speeches, the representative of each country in the organization made notifications about the investment and business opportunities in their countries.

Hosted by Şanlıurfa Branch, the meeting was completed successfully with the contributions of the institutions and organizations in the province. Than OIZs were visited. 4 MUSIAD member firms were visited. These are;

- Ferat Dalgıç
- Badılı Agricultural Machines
- Termosan Iron
- Ademoğlu Cotton

With the visits to Pool of Abraham and museums, performed following the meeting, the participants had the chance to explore the city culturally.

In the final part of the program, a visit was paid to Şanlıurfa Chamber of Trade and Industry (ŞUTSO). Following the opening speech by İsmail Demirkol, the Head of Trustee Board, Yunus Çolak, Karadağ Development Agency Investment Support Office Coordinator, made a presentation in which he talked about the potential and investment opportunities in Urfa. A group photo was taken following the meeting with the members of the chamber at the end of the visit.

Afterwards, the program ended up with visits paid to Şanlıurfa Archaeological Museum and Pool of Abraham.

In the program with fruitful outputs, following issues were stated;

- Other than the well-known cities such as Istanbul –Bursa, there are different trade and investment opportunities in many cities in Turkey. Urfa is a good example of these cities.

- Center of gravity of world economy is moving towards Asia.
- Turkey is an important country among the 3rd countries between Asia and other continents.
- The fact that global actors of future will be the countries, which could accomplish energy safety increases the importance of the region for Turkey, trying to be a global actor.
- The current stage today must not be considered sufficient for both of the actors. It is still far below the bilateral trade volume and mutual investment potential of Asian countries and Turkey.
- Distance from Turkey to some of the Asian countries is a reality. However, this must be eliminated as a barrier.
- In some Asian countries safety is one of the most elements of anxiety. Regional latest developments experienced in Turkey due to its political and geographical conjuncture creates a misperception on the media as if whole Turkey was in a war environment.
- To develop and protect economic relations is to do with international relations and offering opportunities for cooperation.
- It is essential that this high tourism potential of Urfa province, which is hosting Göbeklitepe, the oldest temple of the world aged 11,500 years, and that is known as the city of prophets, be announced.

Speech by Adnan Bostan, *Vice President of MUSIAD*

Starting his speech with the branches both at home and abroad, organized activities, studies and mission of MUSIAD, Mr. BOSTAN underlined the importance of trade with Asian countries. Following the notification about MUSIAD EXPO Fairs, he also stated that they wished to conduct a participation workshop either in the form of investor and visitor or country pavilion in 17th MUSIAD EXPO in communication with the commercial counselor of each country. Stating that they consider MUSIAD Fairs as a festival day on which MUSIAD members come together, Bostan stated that they wished to see the guests from Asia among themselves in these meeting days.

Speech by Kasım Gülpınar, *AK Party Şanlıurfa Member of Parliament and President of EU Compliance Commission*

He stated that Turkey had assured economic and political stability for the last 16 years under the leadership of President Recep Tayyip Erdogan and that Turkey takes firm steps ahead in order to be the new center of attraction in the world.

Remarking the fast-economic growth in Turkey in addition to the development in political area, Gülpınar added that annual export rate is currently at a level of 160 billion dollars today. Having stated that the number of tourists visiting our country is around 35 million people; “The rate of direct foreign investment to our country in AK party ruling period is around ten folds of the rate, achieved in the history of the country. Today we believe that, there must be more Turkish investors in the lands in our area. We further believe that our brothers must carry out more investments in our country as well ” said Gülpınar.

Speech by Zeki Güvercin, *the Chairman of International Relations and Foreign Trade Commission*

"That South Asia has started to be a new economic power center in world economy politics with its enhanced economy since 1990s indicates the importance of Asia clearly. Hence, while East and South-eastern Asia had 17% of the world production in 1980s, such rate scaled up to 25% in the middle of 1990s and up to 30% in early 2000s. In the region, the countries, which are also identified as Asian tigers, such as China, India, South Korea, Indonesia, Malaysia, Singapore, Taiwan and Thailand have started to be the center of attraction with their enhancing economies. In other words, • Center of gravity of world economy is moving towards Asia. On the other hand, the region has now started to show itself as a new power center in international politics upon reflection of the economic power of the region in political sphere in 2000s. In addition to this, enhanced nuclear powers of the countries in Asia in military field resulted in the discussions that world equilibria move from Europe-Atlantic to Asia-Pacific.

That Asia continued to enhance clearly indicates that world equilibria moved towards Asia while growth rates decreased, and recessions were experienced in Western world due to the global finance crisis in 2008. In other words, Asia started to be a new economic and political center of power in the world once world equilibria moved from Europe-Atlantic to Asia-Pacific. In this respect, Asia has started to be geopolitical and geo-economical focus of the world.

Another importance of Asia is that it has energy sources in Central Asia. Incorporating three-quarters of world energy sources, Central Asia also has the potential to shape the world in the future. Energy resources in Central Asia have also a strategic importance in terms of ensuring energy

safety for Turkey, neighboring a strategic region in which 17,8% of the natural gas reserves and 72,7% of the petrol reserves of the world are available.

Hence, the fact that global actors of the future will be the countries that can ensure safety of energy increases the importance of the region for Turkey, which is intending to be a global actor in the future. This is why, energy resources in Central Asia and determining the routes of the same are of particular concern to the economy, energy safety and even national security of Turkey. For all these reasons, the importance of Asia has a special place in terms of Turkey mainly due to economic and commercial reasons, and that it incorporates nearly the entire Muslim and Turkish world.

Today the world is evolving into a multipolar and multidimensional policy. This new conjuncture enables Turkey to follow a multi-dimensional foreign policy which is easier than that of previous periods.

When the evaluations regarding the rise of Asia, which I mentioned just a while ago, are considered, it will be found out that it is a must rather than a necessity for Turkey to face towards Asia without leaving Europe completely. Total export of Turkey in Asian countries in 2017 was 46,6 billion dollars following an increase of 13,7% in comparison to the previous year. And the total importation from these countries in the same period scaled up to 76,9 billion dollars with an increase of 13,1%. Here we talk about a trade volume of 123,6 billion dollars in total. This refers to one third of total foreign trade of Turkey in 2017.

We can talk about a similar situation for direct investments as well. Likewise, the amount of direct investment from Asian Countries to Turkey was 23,1 billion dollars within the 15-year period including the years between 2002 and 2016. And the amount of direct investment from Turkey to these countries between these years was 9 billion dollars in total.

It is for sure that the current stage today must not be considered sufficient for both of the actors. It is still far below the bilateral trade volume and mutual investment potential of Asian countries and Turkey. In this context, Turkey and Asian countries must make use of mutual business opportunities and achieve a positive resolution maximizing the organization for developing business.”

Speech by Mahmut Barut, *the Chairman of MUSIAD Şanlıurfa Branch*

Dear representatives of friendly and brother countries visiting their second home from all corners of our geography of heart, we are very pleased to welcome you in Şanlıurfa, which is the rising star of Turkey that is one of the major trade and production centers of Silk Road.

Before starting my speech, I once again want to state that as the business world, we support Olive Branch Operation, organized in Syria for terrorist organizations threatening our country. God make our army successful and victorious. God grant our soldiers return unharmed to their hometown. May God rest our brave soldiers, who died for their fatherlands, and I wish patience for their relatives. Criticism about the fact that Operation Olive Branch will have adverse impacts on the economy of our country are rather baseless. There was state of emergency all over the country in 2017. Once again, there was also a beyond-border operation in 2017 but we had a very successful year with the struggle of Honorable President, government and the business world. All being well, we will have completed 2017 with a growth rate above 7% based on 4th quarter statements. In this respect, as the business world, we never accept these kinds of explanations at all.

As Şanlıurfa, the city of Prophets, the capital of Halil Abraham Table, in which Prophet Abraham was born and lived, we host around 600,000 Syr-

ian brothers due to the civil war, maintained in Syria by several evil powers. With Efrin Operation, these brothers and sisters will go back to their own homelands and ensure development of those places again as is mentioned by our President. May God help them.

While the economic and political power map of the world is shaped again, the weight of the geography where we are located, is rapidly increasing in global economic order. While the center of gravity of global economy is moving from Atlantic to Asia Pacific, the importance of our region is getting higher as a transition catchment between Asia and Europe.

While our common geography is becoming a center of attraction again, increasing competition and cooperation in this region will also shape the global welfare and

stability in the following period. Within the reshaped global power balances, our geography will be the shining star of the world thanks to its natural and human resources.

Thanks to the stability and success, obtained in economic and political sphere for the last 16 years under the leadership of our Honorable President, Recep Tayyip Erdogan, our country takes firm steps ahead to be the new center of attraction in the world.

We are not an introvert country with a limited connection with the rest of the world any longer. Today we have a Turkey that can access all over the world, establish economic and political relations at any point in the world and have a word to say for the incidents, experienced in all corners of the world.

In addition to the developments in the political sphere, our economy is also growing rapidly. Our annual exportation is around 160 billion dollars today; the number of tourists, visiting our country is around 35 million people annually. As a result of all these developments, the rate of direct investment to our country in the last 16-year period was approximately ten folds of the rate, accomplished in the history of the country. While we are of the opinion today that there must be more Turkish investors and much more traces of a faster developing Turkey in the lands in this geography;

likewise, we believe that our brothers should make more investments in our own country.

This is at the same time our duty and responsibility from the history. We believe that our success as a country is the success of yours; accordingly, your accomplishments are our accomplishments, they will make us happy, pleased to the same extent.

Destiny, welfare and development of all of us is based on each other. Because, we will build the future of this geography and the countries all together. We will either win, develop and become rich or lose all together.

As the people of the same world, we have to strengthen the cooperation among us. The entire crisis experienced thereof indicated that we have to produce more, do much more business and investments.

20th century was recorded as the century of trade; and the 21st century will be the age of investment. We must keep pace with this transformation as quick as possible. We must even think in long-terms and be placed ahead of the developments, we must direct the developments rather than waiting for developments to direct us.

We must see not only today or tomorrow but also minimum 50 years later. We should be more integrated for our common future. You see, these kinds of meetings and gatherings provide us significant opportunities for establishing these types of associations.

I owe the Head Office a debt of gratitude, which conduced towards performance of this meeting, hosted by our city. While calling upon God make the activities, negotiations to be performed as part of this program bear fruitful results for the countries and for the entire world, I once again welcome you in your second homeland and offer my deepest greetings and respects.

SPEECHES OF COUNTRY REPRESENTATIVES;

BANGLADESH

Mohammad Monirul Islam

Chief Consul

Hello Everybody. First of all, I thank MUSIAD as they organized this program. The period of Asian age and the power balance of the countries undergo a change. This Asian Pacific age can be called as Indian Pacific age. Why there are many big economies here such as Japan, Korea, Indonesia etc. We see that Turkey is focused more on Asian countries and how to establish the relation of this condition with MUSIAD. In demography, very important and young-populated people may be utilized. I hope researches are made about this. Thus, we see our strengths. Now, the world is undergoing a change, we must be creative in this respect, as new issues come to the forefront. The issue of women and climate change must also be discussed in this kind of meetings. Therefore, we also anticipate that MUSIAD should either support women employment in particular in co-operation, which it is capable of doing so. We hope, MUSIAD performs this kind of activities much more. When it comes to talking about business, politics and economy; we are deeply grateful to Turkey for their not only material but also moral support to Rohingya. As I said earlier, we must integrate the young much more, for instance scholarship may be awarded. Thanks for everything.

AZERBAIJAN

Ramiz Hacızade

Undersecretary

I greet everybody and thank Şanlıurfa hosting this organization. As you know, Azerbaijan is located by the Caspian Sea and it has natural gas. There are developments based on petrol. We made an investment in the amount of 6 billion USA dollars. At the same time, the economy of Azerbaijan is on the increase, we are expecting an investment in the amount of 15 Billion USA Dollar for this year. As for cooperation, Kars Railway Project is executed, and this is a Project that connects Europe with Asia with a 5-million passenger and a 17-million transport capacity. By this means, we can say that there is an increase in investment. Baku, Tiflis and Kars railway Project will be carried out this year and we have good news from port construction. 25 billion cargos will be transported. Thank you.

INDONESIA

Herry Sudradjat

Consul

We had a closer relation between Ottoman Empire and Turkey in 15th century. There is a trade relation in the amount of 4 billion between Asia and Turkey. Moreover, there is an investment in the amount of 104 billion. We have several considerations regarding future. We had very good affairs between the two countries last year and your President visited us, and commercial agreements were executed. We will finalize this in this year and this will increase the relationship more between the two countries. It may be 5 billion USA dollars. Every year, there are nearly 70,000 visitors from Indonesia to Turkey. There are nearly 800 students in Turkey. If you open a branch in Singapore, Malesia and Indonesia, it will be very helpful for the foreigners in Turkey. It may be possible to find something in Indonesian business world. Here the important point is that - yes there is a distance from Turkey to Indonesia- but now this distance is not a barrier any more. Distance should not be a barrier for trade. We are trying to improve the relations between us. We will establish several websites and all of the Indonesian companies will be available on that platform. There are approximately 240 active companies doing business. It was very important for me to visit Urfa, thank you very much for this activity.

BURUNEI

Osfinita Tahir

Undersecretary

As I stated before, we made many investments in Turkey. We generally have investments for dairy products, i.e., food products. We are open to any kind of cooperation. We provide information and perform bilateral dialogues. We wish you would visit our country. If we are to talk about Asia, we have had this same consideration since 2017 and we would like to develop the same. We would like to see more of your investments. We further want to see sectorial partnerships with Asian countries. What do you offer for them? What investments do you have for these countries? There may be bilateral opportunities. Think about Turkey speaking together with 10 countries with a shorter way.

Thank you.

INDIA

Vanaja Thekkat

Undersecretary

India-Turkey economic and commercial cooperation constitutes an important dimension of the bilateral relationship. Several bilateral agreements and institutional mechanisms, at the governmental level as well as B2B, provide the framework for strengthening economic and commercial ties. These include India-Turkey Joint Committee on Economic and Technical Cooperation (JCETC), and India-Turkey Joint Business Council (JBC) between Federation of Indian Chambers of Commerce and Industry (FICCI) and Foreign Economic Relations Board of Turkey (DEIK). Several Indian companies, including Polyplex, Tractors and Farm Equipment Ltd. (TAFE), Punj Lloyd, etc. have invested in Turkey. Mahindra & Mahindra Ltd, a leading Indian corporate, announced in January 2017 their foray into Turkey, through the acquisition of 75.1% equity stake in Hisarlar Makina Sanayi ve Ticaret Anonim Sirketi (Hisarlar), investing about USD 19 million in it. The company announced in September 2017 acquisition of Erkunt Traktor reportedly for \$ 76 million. Mahindra also announced acquisition of shares in a foundry unit, Erkunt Sanayi A.S for \$ 41 million. Similarly, Turkish companies are represented in India. These include Limak, Ozaltin, Orhan Holding, Enpay, Celebi, Sarar, M/s Yuksel Proje Uluslararası A.S, etc. as per Turkstat figures, the bilateral trade volume between India and Turkey was about USD 6.4 billion in 2017. In 2008, the bilateral trade volume was just USD 2.8 billion.

India's economic fundamentals are strong and our long term prospects bright. Under Prime Minister Modi's leadership, several measures have been taken in the last three years to deepen the reform of the economy, streamline processes and procedures, and introduce more efficiency. The Goods and Services Tax (GST) legislation is a recent example. India offers attractive opportunities for Turkish investors.

Thank you.

AFGHANISTAN

Hasibullah Akbari

Trade Attaché

As you know, Afghanistan is fighting against terrorists. We have to execute more business agreements. We have agreements with Turkmenistan and Pakistan. We have good opportunities in our city and I believe that there will be peace in our country in the near future. Thank you MUSIAD and we are pleased to be here. We also invite you to our embassy.

Thank you.

IRAN

Hamid Zadboom

Undersecretary

There are more than 6,000 Iranian companies in Turkey as well as more than 5,000 students and 2,5 million visitors. Our political relations are very good. We exported natural gas worth 7.5 billion. Last year our import was worth 3.3 million dollars. As you know, we have different agreements. I hope that we will be able to carry out free trade in the future. Iranian trade chamber visited MUSIAD and we would like to see you in our embassy.

Thank you.

JAPAN

Shinji Morinaga

Trade Attaché

I have a short message. I think, opportunity to approach Asia may be as follows. As Japanese people obtain misinformation from the media, they don't often visit Turkey. But these days the number of visits is increasing. They do not have the actual information politically, for instance the Syrian issue. We know that you opened a branch in Tokyo, thanks for this.

JETRO

(JAPON INVESTMENT AGENCY)

Yasuyuki Murahashi

Deals with commercial department

I think, Turkey and Japan will establish better relations in terms of business thanks to this activity. Japanese people should know Turkish people better. Here my role is to know the industry and the people here better. I am very glad to be here with you, I will transfer the same feelings to the Japanese people.

KAZAKHSTAN

Ayan Kolbay

Trade Attaché

I am very glad that you welcome us in the city of prophets. We talk about the relation between Kazakhstan and Turkey here for hours. We see how deep-rooted foundation MUSIAD is and how it operates.

I wish you success.

MALAYSIA

(Malaysian Foreign Trade Development Board MATRADE)

İdzham Bin Abdul Hamid

Deals with commercial department

I am very happy to be here. We had a free trade agreement. These agreements will increase trade. We started this with 40% and I am sure that it will increase. We will also be able to increase a cooperation in energy and this may be about solar energy. Thank you for opening MUSIAD agency in Kuala Lumpur. We will take part in EXPO Fair next year.

Thank you.

KOREA

(Korean Investment Agency KOTRA)

Seung Min Hong

Deals with commercial department

As you know, we have thousands of companies, doing business with Turkey. These companies are taking part in big projects. For instance, 3rd Airport. The two countries always visit each other and execute agreements. We can have more opportunities with this kind of workshops. Thanks for everything.

MONGOLIA

Khosbayar Galsandondog

Official in charge of commercial department

We will celebrate 50th anniversary of our diplomatic relation and planning an activity. We consider Turkey as a brother nation. Around 500 Mongolian citizens live in Turkey, and 400 of them are students. Our economic relations are a little weak and we should develop this a lot. Trade rate is under 30 million USA dollar. We can organize an activity with businessmen from MUSIAD and invite some young businessmen to take part in this activity. We can talk with you about this in detail.

UZBEKISTAN

Ulugbek Azamov

Trade Attaché

I am very glad to be here with you in Şanlıurfa. 2017 was a very successful year for us in terms of trade. Our relation will scale up to 1.5 million. Our population is 33 million and I believe 1 million is very little in terms of trade. Economic reforms are initiated, and our relation is developing, and Uzbekistan is expanding. Exchange policy was liberalized, and visa issue is easier. We lift the visas two days ago and now you can visit our country for 30 days without any visa. We would like to increase our economic relation up to 5 billion dollars this year. We hope to see you in our embassy. We are ready to work with MUSIAD, thank you.

PAKISTAN

Tahir Mahmood

Trade Attaché

Thank you very much for the opportunities you provided for us. We have an economy worth 2.5 billion. Pakistan is getting bigger, it has some investments. These kinds of activities are very helpful for us. We will take part in 17th EXPO. There aren't many travels from Pakistan to Urfa. They mainly prefer the cities such as Antalya. If we establish a mechanism between us, there may be more visits to Urfa and tourism is very important for Pakistan as well. Our embassy supports such initiatives.

TAJIKISTAN

Murodbek Aslamov

2nd Clerk

I think, everyone knows Tajikistan very well. We are neighbour to Uzbekistan and Turkmenistan. We have an important role in mining policy development. To develop and maintain business relations is to do with international relations and offering opportunities for cooperation. We are open to cooperation in any fields in order to carry out these policies and large-scale works. There is an increase here, which is up to 12 billion dollars. It was 650 million dollars in 2013, there is a decrease. Thank you.

TAIWAN

Juan Pai Fan

Director of Economy Department

I am very glad to be here. Thank you very much for your hosting here. We have a big relation currently such as industry and training relations, which gradually increase. There are direct flights by THY from Turkey to Taipei. There is a lot of business potential and our businessmen would like to make investments in Turkey. Following our visit to Urfa, I will contact my government for investments. We have a close relation with MUSIAD in our Office in Ankara. MUSIAD has an agency in Taipei. I know that our business relation will be updated day by day. Thank you for everything.

TAIWAN

(Taiwan Investment Agency TAI TRA)

Ayşin Poyraz

Deals with commercial department

Thank you everybody here today. This is my first visit to Urfa. We organized 87 delegations in 2017 and associations and chambers were made with these delegations.

We also would like to do the same with MUSIAD. There were workshops in food fairs and we organized some trips. Taiwan performs both import and export. We can work in the areas such as tourism, textile, food etc. in Urfa. Taiwan sells many products to Turkey, and Turkey can sell accordingly to Taiwan. I invite food companies from Urfa. Packaging, Catering, Halal Taiwan etc. We can visit Taiwan with the delegations from Urfa. For instance, pistachio, dried grape. Let's go and make them known. They buy these kinds of products from the neighboring countries. We have a trade amount of 150 million dollars. Taiwan is ranked in the second place in solar cellular heating, it is required to be visited and meet with them. Thanks.

THAILAND

Niwat Hansaward

Trade Attaché

Turkey is a good partner for bilateral relations. Every year 1,5 million USA dollar is available for free trade zone. We even expect it to be increased up to 2 or three folds. CP is especially important for foreign trade in Thailand. Our population is more than 60 million. There are many people visiting Turkey for tourism. Thank you.

VIETNAM

Thi May Nguyen

*Second Secretary,
in charge of economic affairs*

“There has never been any other time that Turkey and Asia Pacific region has come closer to each other than this early of the 21st century. As the representative from Brunei has just mentioned, the year 2017 marked a milestone for Turkey and the Association of South East Asian Nations (ASEAN) when Turkey has officially become the Sectoral Dialogue Partner of ASEAN. ASEAN is now an important gateway for Turkey to the whole Asia.

Vietnam and Turkey also benefit from this development of the relationship between Turkey and Asia. Trade figure between Turkey and Vietnam is very optimistic. Vietnam ranks second in trade volume with Turkey among ASEAN countries, and Turkey is also our second trade partner in the Middle East region. Trade volume between Vietnam and Turkey reached nearly USD 3 billion in 2017 which increased by 50%, compared with the figure in 2016. In August 2017, Prime Minister Binali Yıldırım had visited Vietnam for the first time. The two Prime Ministers have agreed on the target of USD 4 billion in terms of trade volume by 2020. There are now 17 FDI projects from Turkish investors in Vietnam with the total value of more than USD 700 million. Turkish investors are now planning to open a Turkish industrial zone in Vietnam.

We look forward to boost trade relation with Turkey and attract more investors from Turkey in general and Şanlıurfa specifically to Vietnam to invest in infrastructure, sustainable agriculture, energy, public health, etc. Tourism is also an area that is quite modest between Turkey and Vietnam.

Turkish Airlines now has direct daily flights from Istanbul to two biggest cities of Vietnam, Hanoi and Ho Chi Minh City. Therefore, we look forward to increase the number of tourists from both sides.

This year, 2018 will also mark 40 years of diplomatic relation between the two countries. The Embassy of Vietnam plans to organize some business forum activities and we hope that MUSIAD member companies will come to join us.”

MUSIAD INTERNATIONAL RELATIONS
AND FOREIGN TRADE COMISSION

**MUSIAD – AMERICA REGION
COMMERCIAL COUNSELLORS
BREAKFAST TABLE MEETING REPORT
ON APRIL 17 2018 / ISTANBUL**

“America Commercial Counsellors Breakfast Table Meeting” was organized by MUSIAD International Affairs and Foreign Trade Commission On Tuesday, April 17, 2018, 14 foreign investors took part in the organizations mainly consultates, commercial counsellor and the presidents of investment agencies.

The activity took place with nearly 50 participants consisting of President of MUSIAD for the 2nd Term, Ali Bayramoğlu; Vice President of MUSIAD, Adnan Bostan; the Chairman of International Relations and Foreign Trade Commission, Zeki Güvercin; Chairman of Foreign Organization and Development Commission, İbrahim Uyar; MUSIAD USA Branch Chairman, Mustafa Tuncer and MUSIAD members.

In the meeting representatives from Argentina, USA, Mexico and more were present.

In the organization, representatives of each countries informed about the investment and business opportunities of their own countries following the protocol and greeting speeches.

In the program where efficient outcomes were obtained;

- When it comes to the commercial relations between the American countries and Turkey, it is seen that it follows an up-and-down course and that it has a rather big potential at the same time.
- While it is anticipated that the termination of NAFTA should influence 3 countries and that Mexico and Canada should be exposed to such influence much more than USA; negotiations are still maintained for discussion of NAFTA among such countries again.
- At the last stage, we believe that intended point in counter trade will be reached no matter what the political decisions or bureaucratic implementations are.
- It is essential to increase the number of business angels in Turkey and ensure the development of networks to bring business angels together with potential entrepreneurs on common grounds.
- Despite significant progress in recent years, it is seen that economic activities between Turkey and America must be developed more.
- If constant communication is ensured and current opportunities are utilized regularly, commercial data and values may increase. The countries are re-

quired to know each other much more. It is essential to analyse the entrepreneurs. Information is the first step.

- There are significant opportunities in USA for brand names of Turkish vinegar. Outcomes that are much more substantial may be obtained by talking on current projects and plans.
- Countries in America are willing to carry their cooperation with Turkey to third countries rather than limiting the same between the two countries. Turkey is open to cooperation in this respect.
- Businessmen should not only visit USA but also travel more to other American countries and introduce both themselves and Turkey thereabouts.
- There are sub-countries, such as Honduras, Costa Rica, Panama etc., which have the same rights with American states in commercial terms and that are easier to be accessed in comparison to USA.
- Countries such as Japan, Spain, USA, Germany develop consortium solution and carry out their projects in America. They place their bids jointly. There are opportunities for Turkish companies regarding energy and construction. Turkish companies should follow the same method.
- Our trade with G20 countries must rank in 20's.
- Countries with a strategic position in Central America facilitate trade in South America and North America.
- We had better remind our samples to all of the stakeholder on every occasion such as THY, which plays a major role in the trade of both countries and that increases the value of Turkey in commercial platforms.
- Turkish investors are recommended to make an investment in America, in which the Products produced are offered under American brand to the buyers in America and bring their revenue back to Turkey.
- Although Turkey wants to brand abroad and set goals in this respect, it should not be ignored, on the other hand, that Turkey is an investment paradise that these events surrounding it currently are not permanent and that Turkey must not be excluded from investments with its current potential.
- Commercial representation of America in İstanbul and Ankara is not considered to be sufficient.

Speech by Zeki Güvercin, *Chairman of International Relations and Foreign Trade Commission*

Dear Guests,

Dear MUSIAD Members and Friends

Distinguished Members of Press,

Welcome to our meeting, in which we come together with the trade counsellors of the countries in America.

When it comes to the commercial relations between the American countries and Turkey, it is seen that it follows an up-and-down course and that it has a rather big potential at the same time

As business people, we carry out intensive works to unveil such potential at the highest possible level.

As you know, USA President Donald Trump had told that NAFTA (North American Free Trade Agreement) may be terminated upon disagreement in the negotiations, performed with Mexico and Canada.

Such an explanation resulted in disputes regarding the aftermath of NAFTA, which had entered into force nearly 25 years ago.

However; it is thought that NAFTA bears importance for the USA, Canada and Mexico within the context of economy and that termination of the same will result in adverse consequences for all the 3 countries each.

Yet, it is known that the USA, Mexico and Canada make use of NAFTA through the integration, experienced in many industrial branches, in North America.

Hence, it is known that many USA companies will not agree with the termination of NAFTA in consideration of the supply chain between the USA, Mexico and Canada.

Furthermore, it is calculated that approximately 75% of the export made by Mexico to USA will suffer if NAFTA is terminated in any manner and no other alternative is in place instead of it, and such damage will correspond to approximately 25% of the growth of Mexico.

While a similar condition is also applicable for Canada, it is observed that a potential cancellation will have an adverse impact on approximately 74% of Canada's export to the USA and that such damage will correspond to approximately 19% of the growth of Canada.

In the event that NAFTA is terminated, it is calculated that 14% of total export of USA to Mexico and 16% of the same to Canada will be adversely influenced and that such corresponds to approximately 1-1.5% of the growth of USA.

To sum up; while it is anticipated that the termination of NAFTA influence all of the 3 countries and that Mexico and Canada suffer from such impact much more than the USA; negotiations are still maintained for discussion of NAFTA among such countries again.

In case of potential cancellation of NAFTA; it is initially essential to engage in intensive trade diplomacy so that Turkey could be an important alternative market for Mexico and Canada.

Hence, our counter foreign trade with both of the countries follows under its potential. While Turkey's export to Mexico was at a level of 441,1 million dollars by 2017, its export to Canada was approximately 1,1 billion

dollars. Once again in 2017 while our import from Mexico was 771, 9 billion dollars, the same from Canada was 2,2 billion dollars.

We can increase such figures way above. As Turkish business people, we believe in this; because we know both the potential of our country and that of such countries.

In this way, it is for sure that we will have some obstacles. When it comes to trade, in fact, one of the most important parameters is the current status of the money and potential manoeuvring type of the same in the future.

The primary reason of interest rate hike by FED is the expansionary monetary policy, implemented in American economy since 2008. In this process, the economy was highly funded due to the dollars launched on the market by the banks by USA economy. Today, FED carries out reduction of such dollar load on the market through interest rate hike policy.

Today interest rate hike by FED is not considered as a surprising development by the markets any longer. Because, global markets have from now on priced the gradual interest rate hike by FED. However, the impact of interest rate hikes by FED is still maintained on global economy.

The fact that USA Dollar gains value against the currencies of other countries is still clearly felt by the developing countries such as mainly Turkey, whose foreign finance need is rather high.

At the last stage, we believe that intended point in counter trade will be reached no matter what the political decisions or bureaucratic implementations are.

Dear Guests,

In USA, 80% of recent employment and 50% of the innovations have been carried out by the entrepreneurs, supported by business angels since 1980 up to now.

This is why 'informal investors' aim at both approaching the business more professionally and share the risk with the other members of the group thereby creating groups, ranging between 10 to 60 people, which is called Informal Investor Club as well as their individual investments.

According to the infographic, prepared by Startups.co, an average sum of 20 billion dollar is spent in USA in a year by investing in start-up companies, i.e., those at the starting level. And the number of invested companies in a year is around 60 thousand.

Among such companies, 40%, 39.2% and 18.5% of the same receive investment at the levels of early stage, seed stage and growth stage respectively.

In 2016, 320.000 business angels made investments in the amount of 6,7 billion euros in Europe and 26 billion euros in the USA. And it is anticipated that the total amount of investment in the world reaches up to 50 billion dollars in the following years.

Developing business angel model, organizing business angel networks, informing current and potential entrepreneur candidates about the issue, bringing together entrepreneur candidates with business angels reinforces the hope to ensure essential cooperation.

In this context, it is essential to increase the number of business angels in our country and ensure the development of networks to bring business angels together with potential entrepreneurs on a common ground.

Business angels and corporate investors play an important role in formation of recent business areas thanks to their investments in innovative ideas and the support they provide in this respect and contribute to the development of the economy of the country through the additional employment, created in these areas. As a result of the steps taken by the government in the development of entrepreneurship ecosystem as well as the tax incentives provided thereof, Turkey forges ahead so as to be an attractive centre of entrepreneurship.

Dear Guests,

Following about a two-year recession, the economy of Latin America had started to grow in the beginning of 2017. Although renegotiation of NAFTA has a potential to decrease growth in Mexico, which is one of the strong economies of the region; it is observed that the economies in Argentina, Colombia and Chilli gradually recover again.

It is for sure that Latin American countries have an important position

for Turkey as well. Economic relations between Latin American countries and Turkey develop rapidly. In recent years, Latin America has started to attract significant amounts of foreign investors thanks to its population of 605 million, a GDP, exceeding beyond 6 trillion dollars and a total trade volume, reaching up to 1,72 trillion dollars. Our trade volume with the territory reached nearly up to 9 billion dollars and this corresponds to an increase of 9 times in the last 15 years.

Turkey's export to America in 2017 increased at the rate of 30,2% in comparison to the previous year and it became 12,2 billion dollars. In the same year, the total import of Turkey from America was 20,9 billion dollars with an increase of 23,6% in comparison to the previous year. Thus, the trade of Turkey with America constituted 8% of the total trade volume in 2017.

While the amount of total direct investment from Turkey to America was around the level of 5 billion dollars in the last 15 years (2002-2017), the amount of direct investment from America to Turkey was 12,6 billion dollars.

In the light of these data, it is seen that the economic activities between Turkey and America should be developed although a significant progress has been made in recent years.

Dear Guests,

As International Relation and Foreign Trade Commission, we come together from the business people from all over the world thereby organizing meetings in consideration of the regional conjuncture so that a sustainable trade environment could be created for the business people independent of political developments.

Quite a while ago, we leagued together with the trade counsellors of EU Countries, and that of the countries of Africa and Asia. We shared the reports of these meetings, which we believe proved to be fruitful, with our members and in respective channels.

I also believe that our Meeting with the Trade Counsellors of America will also be rather fruitful thanks to the contribution and opinions of you, distinguished trade counsellors.

Thank you for your participation and greet you all with respect.

Speech by Ali Bayramoğlu, *President of MUSIAD* *for the 2nd Term*

Dear Guests,

I welcome you all.

As mentioned in the speeches before me, we have a trade volume in the amount of 1.7 billion dollars with Mexico and 23.5 billion dollars with North America. If we consider the foreign trade volumes of these countries, it is rather underwhelming. We do business at a figure of 4 in one thousand. The countries, which are present here now are the countries that have higher trade volumes than us in the ranking. And we are the 16th biggest economy of the world. This trade volume is neither good for the 16th rank nor for the countries that are ranked higher than us. Turkey's investment in USA is 5 billion dollars. Accordingly, the investment of USA in Turkey is 12.6 billion dollars. And such amounts correspond to the investment of an upper intermediate company only. Now the world is much smaller. Now transportation is much easier, and there is an interactive en-

environment in technology.

I am the 4th founder and 2nd term president of MUSIAD. Then, I was also involved in a political position.

The important function why America was chosen is that cost of investment is proper, and consumption equals to one third of global gross national product there. If we still remain at 4 in one thousand, this is not something to be criticized any more, but rather something to be ashamed of. We shouldn't wait everything from politics. MUSIAD has an important mission. These developments and meetings will create a platform, which is likely to develop much more thanks to your opinions and unity and solidarity. If everyone goes to its own work and it is failed to maintain continuity once this meeting has been held, it means that there is a serious problem. We think that we can reach at better points by ensuring coordination as soon as possible. Although we want to brand abroad and set goals in this respect, it shouldn't be ignored, on the other hand, that Turkey is an investment paradise, that these events surrounding it currently are not permanent and that Turkey must not be excluded from investments with its current potential.

Thank you...

Speech by İbrahim Uyar, *Chairman of Foreign Organization and Development Commission*

Dear Guests,

Welcome.

My name is İbrahim Uyar, I am the chairman of foreign organization and development commission, I would like to inform you briefly about MUSIAD's foreign organization structure.

MUSIAD is an organization that performs activity at 195 points in 73 countries in the world. We carry on business abroad with 33 branches, 28 agencies and 205 MoU organizations. We divided the world into 6 regions. We announced this year as the year of Africa, and we will announce 2019 as the year of Asia. We have already started our studies in the region by now. We work for opening 6 agencies in China. We are starting Malesia-based Asia-Pacific settlement. On the other hand, we take Indonesia seriously. Because, we think that it will be one of the major markets of the world in the next period. An in USA, we have a strong settlement with 28 agencies and 2 branches. Our strongest formation in America is in the USA. We conducted a study, in which it is anticipated 50 agencies in 50 states. Right now, we are available nearly in 23 states. We also started our agency studies in Brazil, Canada, Argentina and Colombia too.

Thank you.

Speech by Mustafa Tuncer, *Chairman of MUSIAD's USA Branch*

Everybody emphasized that commercial relations are not sufficient. As the Chairman of USA MUSIAD and the Coordinator of America, we opened USA MUSIAD 3 years ago. Now we have more than 100 members. At the moment, we have a potential over half million dollar. Of course, it is not enough. MUSIAD is a powerful association which has good practices in Middle East, Africa and Asia. We maintain our activities in America to increase the trade therein. The objective of MUSIAD is to bring Turkish companies together with the businessmen in America. Since our branch was established there, we will take the first step in USA, but our studies are maintained rapidly in Central and South America as well. We have an important mission and responsibility. We are preparing a special report for the growth of Central American countries. We review the opportunities in America through a board, created together with academicians, universities and businessmen. There are opportunities in the business world beyond the figures. Cultural similarities are also important. We will assist in improving such relations. "Business Summit" was performed in New York last year. This year, it will be organized for the second time. Last year, we provided attendance from 6 countries. Secondly, we should concentrate on a business summit in South America. As MUSIAD USA, we will perform the launch of our study regarding 50 Agencies in 50 States as a big event when all agencies are completed.

Speech by Adnan Bostan, *Vice-President of MUSIAD*

Dear Guests,

Welcome.

My name is Adnan Bostan. I am the Vice-President of MUSIAD. As MUSIAD, we think that it is networking, which is the most important issue to increase our trade. We serve forth his thanks to our business trips, country promotion days, domestic and foreign organization, and many organizations such as IBF, Visionary, B2Bs, which we bring together our members with foregoing delegates. One of them is MUSIAD EXPO Fair, which is a routine by now. We will bring together our members with businessmen from many countries of the world thanks to the 17th MUSIAD EXPO, which is the largest general trade fair of the region and Turkey that will be held in CNR EXPO Fair Centre in November 21-24 this year. As well as the presentations of many countries on this big meeting, it is a platform on which we can talk about the projects so that we can make the investments altogether in 4 corners all over the world and share the growth together in a networking environment.

16th MUSIAD EXPO International Fair & 20th International Business Forum (IBF) Congress were performed with a large participation and success by our Association between November 9-12, 2016.

As well as deputy prime ministers from our country and abroad, ministers, leaders of political parties, governors, members of the parliament, bureaucrats, mayors, heads of chambers and stock markets, press members and distinguished guests, 95 cabinet ministers from 27 countries and representative protocol together with many high-ranking bureaucrats, in particular Prime Minister Mr. Binali Yıldırım and our President, Honourable Recep Tayyip Erdoğan took part in 16th MUSIAD EXPO International Fair & 20th International Business Forum Congress activities. With the following motto of “Business is here”, the activities were performed in Istanbul as a global meeting point in this year again with the participation of more than 7.000 industrialists and businessmen from 124 countries, which is in total around 200.000 visitors. Once again, the sectorial meetings, held as part of the activities, country presentations and reports attracted intensive attention by the visitors and 7,992 fruitful business negotiations were conducted in total with 848 foreign and 200 domestic purchasing companies as part of the Purchasing Delegates organization.

We would like to be together with you there and see your support in this meeting day. Here is your home. As a non-governmental organization to represent the businessmen in addition to Turkish hospitality, we open the own doors of MUSIAD for you. We look forward to be together with you in any kind of delegation and organization and accordingly see you here together with us.

Thank you ...

SPEECHES OF COUNTRY REPRESENTATIVES;

ARGENTINA

Diego Alvarez Rivera

Consul General

Good morning. First of all, thanks for your invitation.

Our Argentine commercial attache's commission expired and a new attache will take office within a month. So, I wanted to accompany this meeting today. As mentioned here, the trade level between our countries is very low, last year it was about 500 million dollars. Argentina has a big deficit here. We can increase these numbers if we continuously stay in touch, get together and discuss current opportunities. Countries need to know each other better. It is necessary to analyze the entrepreneurs. Information is the first step. We are here to provide this first and important step. We are of opinion that we are open to all kind of cooperation and we need to know each other much better.

The USA

John Coronado

Commercial Counsellor

Good morning. First of all, thanks for your invitation

I took office short time ago. I'm here for five to six months. This meeting has been a beneficial work for me. Bilateral relations between Turkey and the USA are not brilliant, but what I continuously hear is that; Turkish businessmen are practical and pragmatic. We see that businessmen want to continue doing business in both the USA and Turkey. It's good to see this. As a commercial representative, we will try to do our job better. We find it very important to work with such organizations as MUSIAD. Maintaining such relationships will help to increase trade by providing solutions. We need to hold these kinds of meetings regularly. I will be here to work with you for 3 years.

The USA

Neil Pikett

Associate Commercial Counsellor

Good morning. First of all, thanks for your invitation

I am also happy to attend this meeting. I would like to say a few words about what Mr. Ali said. It is impressive that Turkey is the World's 16th largest economy; on the other hand, it is 24th largest trading partner for the USA. This is an important market. We see bilateral trade of 18 billion dollars. This is a figure which is just slightly higher than the figure of 2015. Commercial figures are increasing, and we are glad to see that. Is it enough, no, there is always room to rise. We can help you with the brand names of Turkish vinegars. We can refer MUSIAD members to the areas with investment potential. It is important for us to improve bilateral relationships. We are happy to be here. Our goal is to get information about existing projects and plans of your members. We would like to work on turning your suggestions into work. I am of opinion that we can achieve more efficient outputs when we speak upon concrete ideas.

CANADA

Vefa Atağ

Commercial Coordinator

Good morning. First of all, thanks for your invitation

I have recently joined the Canadian Consulate. The traffic between the countries is very nice. Our Consulate has been focusing on trade. In Istanbul, we conduct many studies especially on education, information technology, smart cities and environmentally friendly technologies. As Canadian Consulate, we have many projects in Africa. We want to carry Turkey provincial cooperation into third countries as well, rather than limiting the cooperation only between the two countries. We can work together in Africa or in the Middle East. To give a specific example, we are going to conduct an event on energy on 16th October in Turkey. Canadian companies will come here. Companies wishing to join forces in Turkey can meet here. We see the value of collaborating. We can improve our relationships by setting these meetings and getting to know each other better. This year, we will celebrate our 75th anniversary with the participation of diplomatic missions. We want to increase the number of companies. We are working with the purpose of ensuring participation of much more Canadian companies. We are working on breaking down the prejudices that Turkey is a distant and unsafe country. What we want from you is just to have a few meetings in Canada, when you go to the USA. Introduce both yourself and Turkey there and also listen to Canadian businessmen.

HONDURAS

Bülent AKARCALI

Honorary Consul

First of all, thanks for the invitation

I am the Honorary Consul of Honduras and also the president of the Belgian Luxembourg Chamber of Commerce in Turkey. When it comes to relations with the USA, it is a country with high technology. Besides, there are sub-countries that can enter the USA much more easily, such as Honduras, Costa Rico Panama etc. Investment conditions in these countries are extremely easy. They are closer to Turkey and manufactured products enter into the country as if they were produced in an American State. As it is treated like an American state commercially, there is no different application such as customs etc. for products as long as they comply with American standards. There are no restrictions. Of course, the production quality should be in line with American export standards. My suggestion to MUSIAD is that they should examine the opportunities in these countries. It is easier to communicate with such countries. As they are Latin countries, warmer relationships can be established with them and it will be more suitable for the Turkish working system. Of course, due to the same reason there may be difficulties, because there are no 100% defined rules. However, it should not be forgotten that both difficult and easy circumstances will always exist in every business. The greatest characteristics of us, Turkish people is to overcome this difficulty. Easiness can sometimes put us in comfort zone. My suggestion will be to seriously examine the countries of Central America. As I have mentioned, doing business with Central American countries like Honduras will allow us to trade not only with America but also with South America.

Thank you.

MEXICO

Jorge Cruz Abascal

Commercial Counsellor

First of all, thanks for the invitation

I think it will be a beneficial meeting for both Turkish and Mexican companies. I am here for 3 years. My duty is to improve investment trade. I have come to two conclusions since I came here. 2016 was different from 2015 and 2017 was different from 2016. Everything changes quickly in Turkey. Things happen quickly in Mexico too. We need to tell you what we think. Turkey is on the 16th rank, Mexico is on the 14th rank and the trade between us is on the 40th rank. We are G20 countries. This level should be 20, not 40. We have very good energy and infrastructure projects. The Mexican congress made some reforms 3-4 years ago. By this means, foreign companies can invest in all areas such as production, sales and marketing in the energy market. Petroleum, gas, clean energy and many opportunities are open for Turkish companies. It was not like that three years ago. But today these opportunities are provided. So, there is significant potential. The results of these tenders were won by everyone. The Japanese, Spanish, Americans, Germans have created their projects by producing consortium solutions. They bid, and they sometimes win. The consortiums consisting of 10 companies can come from 5 different countries. Turkish companies have opportunities for construction and energy. The Argentine consul general said in his speech that we need to know each other better. I agree. People on one side should know what is on the other side and what kind of work is being done there. That's why these meetings are so important. Yesterday conferences with 40 participants were held in Mexico to introduce Turkey.

We need to increase the number of such events. I am of opinion that we should increase the number of such events. You also attend such meetings, so Mexican Businessmen meet with Turkish businessmen and they get to know Turkey.

My office works for Pacific Alliance, consisting of 4 countries: Mexico, Peru, Colombia, and Chile. There is a significant growth in the short term. We also see great interest from America and Asia. Free trade agreement is also a topic we have been discussing for 3 years. We shall discuss everything we have in detail. We need to come together and sign this agreement. In the seminar held in Mexico yesterday, Mexican ambassador informed that THY would start sending cargo to Mexico. It is very good news for trade. It takes 30 days to deliver the products, except for airline. Let's keep in touch to reach the level of 20s. I am here at least one more year. I would like to state that I am open to cooperation.

PANAMA

Esperanza ÖĞÜTVEREN

Commercial Agent

First of all, thanks for the invitation.

Panama is a country that has been achieving economic growth. The strategic position in Central America makes trading easier. The port of Panama has a very active position. There is also a free trade zone. We have a strategic position in Central America. Panama is a country that facilitates trade.

It has a very active port. Tax is not paid. Turkish citizens do not need visas. We are of opinion that with the potential in the free trade zone, there are important opportunities to start a successful business relationship. Our marketing director from the Free Trade Zone also attended this meeting today. As he wants to establish commercial relations between Turkey and Panama and attaches great importance to it, he especially wanted to be here. At present there are Turkish companies in the Colon Free Zone, but it is not at the desired level. You are very close to the very active ports of America in this area where you will be exempt from tax. Central America also has a number of opportunities to facilitate trade. We are here to emphasize once again that this is a huge potential and we are here also to evaluate this potential.

US Chamber of Commerce

Zeynep Guven

Turkey Representative

First of all, thanks for the invitation.

The USA is represented well in Turkey. We opened the regional office in 2014. Trade volume between the two countries is not at the desired level. We expect the Turkish companies to inform the house of representatives of the enterprise they undertake or plan to undertake. Because the house of representatives has the power and the ability to motivate the politicians and bureaucrats in both countries. We are lucky to have such examples as Turkish Airlines (THY) which plays a major role in the trade of both countries, and which raises Turkey's value in the commercial platform. I am of opinion that it would be beneficial to keep reminding all stakeholders of such examples on every occasion.

TABAA

Turkish American Businessmen Association

Ali Osman Akat

Chairman

First of all, thanks for the invitation.

As you know, we recently had a visa crisis with the USA; however despite it, there was no commercial crisis. The businessmen were not applied mobbing. In other countries, political crisis was directly reflected on business people. For this reason, I am of opinion that the USA is the best port for trading. American businessmen are coming to invest in Turkey and they take their earnings back to their country. We also have created a similar project. We suggest them to carry Turkish businessmen to the USA, to make an investment and offer these products with an American brand to purchasers of the American continent and to bring their earnings back to Turkey.

We are looking for ways to boost trade between the two countries. The number of Free trade agreements might need to increase. We need to cooperate with business associations of all these countries. It is the easiest and best way to gain speed that we cooperate with nongovernmental organization businessmen associations of your countries like MUSIAD.

Committees come from your countries. It is important that these committees come to MUSIAD and meet with our businessmen.

MUSIAD INTERNATIONAL RELATIONS
AND FOREIGN TRADE COMMISSION

**MUSIAD – ARABIC REGION
COMMERCIAL COUNSELLORS
BREAKFAST TABLE MEETING REPORT
ON APRIL 17 2018 / ISTANBUL**

“Arab Region Commercial Counsellors İftar Meeting” was organized by MUSIAD International Relations and Foreign Trade Commission on Tuesday May 22 , 2018, 17 foreign investors took part in the organizations mainly consul-ates, commercial counsellor and the presidents of investment agencies.

The activity took place with nearly 50 participants consisting of ; Vice-President MUSIAD, Adnan Bostan; the Chairman of International Relations and Foreign Trade Commission, Zeki Güvercin; Chairman of Fair Forum and Organization Commission , Burak Benşin

In the meeting representatives from Egypt ,Kuwait, Algeria, Tunus and more were present.

In the organization, representatives of each countries informed about the investment and business opportunities of their own countries following the protocol and greeting speeches.

In the program where efficient outcomes were obtained;

- Turkey's ongoing Arab peoples for centuries with historic, cultural and social proximity, promotes our country and the Arab world to engage with each other.
- Turkey, when establishing relations with the Arab world, this relationship is not as a political project, was evaluated in a plane has moved to the forefront of mutual economic interests.
- Because the growth achieved in recent years, the trade and investment potential between Turkey and the Arab countries are still lagging behind.
- We all have to work hard together and keep our relationships alive so we can bring that potential to the open.

Speech by Zeki Güvercin, *the Chairman of International Relations and Foreign Trade Commission*

Dear Guests,

Dear MUSIAD Members and Friends

Distinguished Members of Press,

I am pleased to say that you are welcomed to the iftar program we met with the trade advisors of the countries in the Middle East and I salute you with respect.

Turkey's ongoing Arab peoples for centuries with historic, cultural and social proximity, promotes our country and the Arab world to engage with each other.

Especially in recent years, its relations with Arab countries, and future multidimensional pursuing a foreign policy Turkey, peace in the Middle East, gives a strong and active support to the efforts made for the dominance of stability and prosperity.

In this context, sustaining peace, security and economic development in the Arab world is of utmost importance for both sides.

The establishment of security and stability is essential for economic development and prosperity.

For this reason, more efforts should be made to resolve the problems in the region through dialogue and to increase mutual economic ties between the countries of the region.

Indeed, Turkey, when establishing relations with the Arab world, this relationship is not as a political project, was evaluated in a plane has moved to the forefront of mutual economic interests.

In this context, the strengthening of the existing cooperation relations between Turkey and the Arab countries is of great importance.

Dear Guests,

Direct investments in Turkey in the international arena have shown a significant increase in recent years.

Specifically, during 2002 - the increase observed between 2017 investment has been a major contributor of economic relations between Arab countries and Turkey made significant improvements. Accordingly, a significant increase was observed in investment between Arab countries and Turkey.

During this period, Turkey's total amount of direct investments made \$ 1.2 billion, while the Arab countries; total direct investment in Turkey from Arab countries was \$ 11.5 billion.

Between Arab countries and Turkey, which both sides win-win and every effort was made to develop a relationship based on trade.

The trade, finance, transportation, energy and tourism sectors are at the forefront in the agreements that currently exist between the two actors.

Turkey, Arab countries, its exports fills 10.3 billion in 2007, in 2017 rose to \$ 26.1 billion, while the imports from Turkey in the Arab countries USD 1.9 billion in 2007 and realized 10.2 billion in 2017.

Thus, the volume of trade between Turkey and the Arab countries in the last 10 years has increased by about 3 times.

Because the growth achieved in recent years, the trade and investment potential between Turkey and the Arab countries are still lagging behind.

In this manner; defense, cyber security, water, energy and food security, in areas such as training the security forces of Turkey and the Arab increasingly expanding to include common economic ground between the countries has become obligatory conditions.

In particular, cooperate in the areas of multidimensional security with Arab countries, Turkey is of great importance in terms of medium and long-term interests of both sides.

Indeed, in today's world, when non-state actors are beginning to become more and more active, ensuring peace and prosperity for communities and individuals; by ensuring their safety.

Especially the defense industry, military training personnel, establishing joint operations in areas such as power, wide possibilities of cooperation between Arab countries and Turkey.

As regards the development of international cooperation and infrastructure in the defense industry and the reduction of external dependency; Turkey and Arab countries should develop medium and long-term cooperation.

As I tried to show briefly with numerical data, there is a serious business potential between Turkey and Arab countries.

We all have to work hard together and keep our relationships alive so we can bring that potential to the open.

I want to express our pleasure in meeting with our precious guests on this beautiful Ramazan evening while the words are putting an end to this.

Thank you for your participation, I salute you all

Speech by Burak Benşin, *the Chairman of Fair Forum and Organization Commission*

MUSIAD is a non-profit, voluntary-based, businessmen's association which was established in 1990 by five industrialists and businessmen, and now has about 11.000 Members, over 50.000 companies and 86 branches and Representative Offices nationwide along with 197 allied contact points in 73 countries. MUSIAD offers professional services to its members in an efficient way throughout Turkey and internationally.

The previous sessions of the major events organized on **09-12 November 2016** in Istanbul, 95 ministers and a large number of senior bureaucrats with their representatives, alongside deputy prime ministers, ministers, political parties, chairmen, governors, deputies, bureaucrats, mayors, press members, and distinguished guests from our country and abroad, as well as with the special participation of our **President Recep Tayyip Erdoğan** and **Prime Minister Binali Yıldırım**, participated in our activities at the 16th MUSIAD EXPO International Fair. This year our activities occurred

as a global meeting point through the slogan “Business Here,” with around 100,000 visitors in total and the participation of over 7,000 industrialists from 124 countries. Also, intense interest was shown by visitors to the sector meetings, as well as the country presentations and reports, held in the framework of our activities; a total of 7,992 productive bilateral business meetings were realized with 848 foreign and 200 domestic purchasing firms in the framework of the Purchasing Delegations organization.

As a continuation of these events, it is our great pleasure to inform you that the **17th MUSIAD Expo, 4th High Tech Port by MUSIAD & 22th International Business Forum (IBF) Congress** which will be opened by **H.E. Recep Tayyip Erdoğan** and President of the Republic of Turkey on **21-24 November 2018** in Istanbul **CNR Expo Center**.

In this respect, we certainly need your presence and full support regarding the participation of business community of **Arabian Countries** for the sake of presenting the potential of growing together with necessary financing tools and providing the atmosphere that stimulate bilateral business relations.

Within this framework we kindly request your help as a partner association in the following issues;

- Supporting of **Arab Countries Diplomatic** Missions for promoting the **17th MUSIAD Expo** and **22th International Business Forum (IBF) Congress**,
- Attending to inaugural ceremony of **17th MUSIAD Expo** and **22th International Business Forum (IBF) Congress** in **CNR Expo Center** and in Istanbul, Turkey,
- Participation to the stand area allocated to **17th MUSIAD Expo**,
- Making announcements to related contacts,
- To place event banner and link on your websites.

Thank you .

SPEECHES OF COUNTRY REPRESENTATIVES;

EGYPT

Nermeen Abdalla Afifi Metwally

Consul General

Thank you for your invitation. Relations between Turkey and Egypt date back a long time. Recently, there have been some problems due to political reasons. I specifically wanted to be here today. As the newly appointed Consul of Egypt, I realized that Turkish businessmen want to continue the trade. Both countries have similar cultures and commercial similarities. We, as the Consulate, want to say that our doors are open to all MUSIAD members.

KUVEYT

Waleed Almunayes

Vice Consul General

Good morning. First of all, thanks for your invitation. We will invite for our contacts for 17. MUSIAD EXPO Exhibition. Successfully look for participating MUSIAD Expo. We believe that it is very valuable General Trade Exhibition in Turkey. Thank you.

TUNUSIA

Faouzi Hidri

Trade Representative

General consulate of Tunisia: Thank you Zeki. I have a question about “win win”. You always say “win win” What do you mean by that?

Mr. Zeki: Both parties, countries are going about it.

We wish also win win for both countries at all side of the economic topics.

Thank you.

SUDAN

Elamin Adam Abuelgasim Yahia

Trade Consul

Thank you for your invitation. We have been working in cooperation with MUSIAD for a long time. Sudan held events for many businessmen. There is a good ‘Sudan Investment Opportunities and Projects Report’ prepared by MUSIAD. In addition, we are continuing our business associations and negotiations on many big projects such as Business Center, Agricultural Lands. Moreover, MUSIAD opened the Sudan Office and they are also actively working for these projects. I am very pleased to be here.

Thank you

YEMEN

Mohammed AL MASHEHARI

Honorary Consul

I am the Honorary Consul of Yemen. Thank you for your invitation. I'd like to say that I'm happy to be here.

PALESTINE

Abdalkarim AL KHATIB

Consul General

Wish you a nice Ramadan. Have a good iftar. We always feel the commercial and humanistic support of MUSIAD businessmen. Thank you again. Have a nice Ramadan. May the Muslim World be blessed. Thank you.

ALGERIA

Huda

Vice Consul General

We would like to thank you on behalf of the Consulate of Algeria for the iftar invitation. We would like to use opportunities to work with Turkey in the different sectors.

MOROCCO

Hibatallah Faouzi

Trade Consul

When it comes to the commercial relations between the Morocco and Turkey, it is seen that it has a big potential . We have to keep the touch always and persevere to bring into view this potential.

LIBYA

Salah el kaseh

Vice Consul

The trade has started to rise again in the following years which fell in 2011. Now we want to resumption with Turkey and develop the economic relations more than past.

BAHRAIN

Ömer Duran

Honorary Consul

As Turkey and Bahrain we both are developing very fast. Turkish people usually think of what they can sell. In general, everything can be sold. We are ready for all kind of help in the honorary consulate. We have been serving as honorary consul in Istanbul for 12 years. We are not doing this for prestige, we work harder than a normal officer. The Embassy is in Ankara. The trade between Bahrain and Turkey is the export from Turkey to Bahrain. Bahrain airport is established by TAV. There is construction work in Bahrain. Commercial relations are at an enviable level. Population is 1.5 million. There are too many foreigners. 950,000 visitors came to Turkey from Bahrain in 2017. It is easy because the country does not have an intensive legislation. As MUSIAD, it was a fair visit in general. If the external relations committee becomes a relationship organization in the Doha Chamber of Commerce, it contributes to the process. I wanted to share this with the guests.

Despite political disagreements, it continues more and more. I heard news about sales of a big bank. In particular, there is a gap of a hundred years with Turkey. This gap needs to be filled. There is America and England in the Gulf. Turkey is an important actor. It absolutely needs to be there and continue working steadily.

SAUDI ARABIA

Fawaz Saad Alghamdi

Vice Trade Consul

I am the commercial representative of Saudi Arabia. I am very pleased to be invited to the program. Commercial and political relations are strong and healthy. We can do a good job by ignoring rumors in the media. Please disregard the negative perception that is tried to be created within media. Trade has always been good between Arabia and Turkey, and it will continue this way.

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Zeki Güvercin : We have here commission members. Our friends in charge of foreign organization and development commission. Friends doing business trade and investments maybe can take appointment and discuss in detail. Thank you for this evening. The vessel is telling the end tune. We have special gifts. Trees are planted for each one with name of you in the MUSIAD Forest.

Happy Ramadan.

MUSIAD