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YEAR

EXCLUSIVE INTERVIEW
The Minister of
Economy expresses
his views on economic
developments
in Turkey.



The Turkish Perspective

APRIL 2017 ISSUE 45

ECONOMY | BUSINESS | FOREIGN TRADE | ANALYSIS

GROWTH WORLD TOGETHERNESS
INNOVATION SYNERGY MEETING
BOTH WESTERN AND EASTERN HARMONY

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Contents

05 FIRST

- 06 | Energy diversification top priority for Turkey
- 07 | Informatics Valley to open by May
- 08 | Turkey among global leaders in sustainable energy
- 08 | Number of women entrepreneurs on rise
- 09 | Fashion Wind in Istanbul



07

11 BRIEFING

11 | BIGGEST INTERNET EVENT OF THE YEAR

The biggest internet activity event of the year, Startup Turkey, held on 23-25 February in Antalya.

14 | AN INOVATION MENTORSHIP PROJECT BY TIM AND INOVENT

TIM and Inovent from Sabanci University started a mentorship project for sustainable value.

500
ISTANBUL
INVEST
IN FUTURE

48

28 COVER



36



18 | TURKEY AS A NET EXPORTER IN STEEL AGAIN

The sector achieved the highest exports in the period of January-February compared to the same period of last 4 years with 3.2 million tons.

20 | GE'S 'POWER PLANT ON WHEELS' BRINGS ELECTRICITY TO YEMEN

22 | TOP-OF-THE-CLASS ENTERTAINMENT ABOARD TURKISH AIRLINES

Always aiming to offer its passengers the best and more, Turkish Airlines has revamped its in-flight entertainment system with increased functionality and features.

24 | TURKISH AUTOMOTIVE INDUSTRY ON ROAD TO BECOMING A CENTER OF EXCELLENCE

55 BRANDS

55 | NEW ERA OF FACE RECOGNITION TECHNOLOGY

Ekin Technology introduced the latest face recognition technology at the 20th European Police Congress on 21st and 22nd February 2017 in Berlin.

60 | \$1 BILLION WORTH OF GAME EXPORTS

Turkey's game companies will be able to export \$1 billion of video games in 2023 if they release 5 or 6 successful games in the next 6 years.

62 AGENDA

FAIRS, EXHIBITIONS, SUMMITS, MEETINGS IN THE NEXT MOUNTH

63 FIGURES

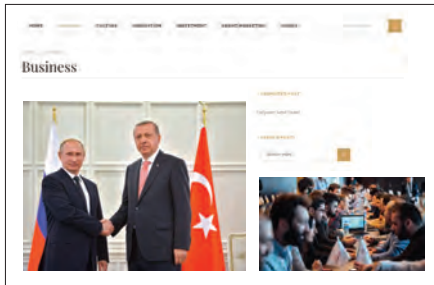
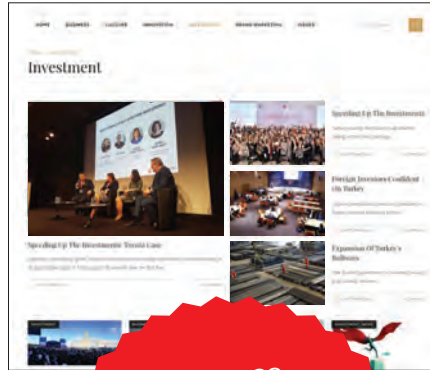
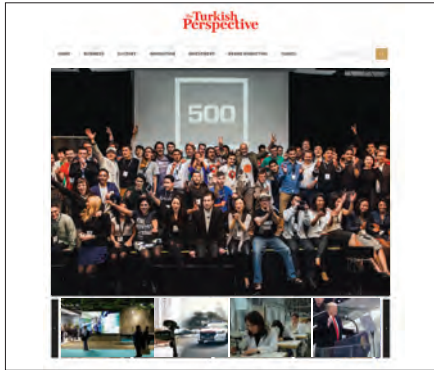
THE BASIC INDICATORS OF TURKEY IN THE FEBRUARY 2017

Online theturkishperspective.com

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The Turkish Perspective website is to be launched soon.

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Editorial



MEHMET BÜYÜKEKŞİ
PRESIDENT (TİM)

TURKISH EXPORTERS VERSUS GLOBAL ECONOMIC OUTLOOK

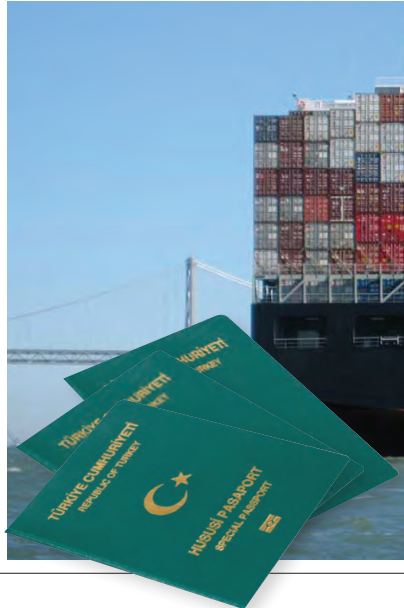
OECD's Global Economic Outlook Report has been published this month.

WHEN COMPARED TO LAST YEAR'S figures, it is predicted that the world will see moderate economic growth of 3.3% this year and of 3.6% the year after. The report indicates that Donald Trump's plans to levy more tax and to introduce more protective measures will have a contractionary impact on the global economy. Other major factors accounting for pressuring growth rates are as follows: dollar's anticipated rise, the slowdown of the increase in global productivity and of wages, mounting debt stocks, and escalation of political risks around the world.

The report contains sections on Turkey, according to which it is counted among the countries to be affected the most from the rising US dollar. On the other hand, the launch of reform initiatives to foster growth and render inclusion are evaluated positively. Accordingly, increased public investments, focus on R&D, steps taken to improve education will surely have a positive impact on growth and low income.

We, as representatives of Turkish exporters, are fully aware of the possibilities outlined in the OECD report and hence, making our plans accordingly to reach our goals. This month, we have taken a significant step for our exporters under the leadership of the Ministry of Economy. We have launched the project entitled "support for membership to e-commerce websites" with the aim of easing the process of registering in such websites

by increasing awareness of e-commerce. Our aim is to see ten thousand Turkish exporters join as new members to e-commerce websites in a very short period. Besides, the Cabinet Decree entitled "Special Passport for Exporters" or "Green Passport" as it is commonly known, went into effect. Pursuant to this Code, distribution of 14.000 special passports to 10.000 companies are being planned. Thus, our exporters will be able to reach many destinations visa-free, including EU member states whose share in Turkey's export constitutes nearly half our total export. We regard these two recent developments as highly beneficial to Turkish exports and hence, to Turkish economy.



Moreover, Turkish Exporters Assembly has stepped up its efforts to promote Turkey abroad. Along with the Ministry of Economy and The Union of Chambers and Commodity Exchanges of Turkey (TOBB) we launched a worldwide campaign to promote Turkey's business environment. Advertisements for this campaign will include the views of foreign CEO's of multinational corporations that operate in Turkey, and provide a clear picture of us from the eyes of the people that has actually seen what is happening in Turkey.

In addition to all these, our endeavours to build Turkish Trade Centres in major cities of the global trade will soon start bearing fruit. We had a soft opening both in Tehran and Dubai this month and soon, we will be opening our doors in New York and Chicago.

Before concluding, I would like to touch upon recent political tensions with Germany and Holland. In addition to being important export destinations for our exporters, both countries host a considerable number of Turkish citizens. In view of all efforts to establish the current business ties between Turkey and both countries, our desire it that these incidents will not hamper trade relations. We deem the continuation of strong trade relations between us and these countries to be of importance not only to these three parties involved, but to the whole world.

More than 53,000 companies have INVESTED IN **TURKEY**



+

how about you?

average annual real
GDP growth rate

5.9%

2002-2015

17th

largest
economy in
the world

University graduates

800,000

per year

average annual real GDP
growth rate forecast in OECD

4.9%

2015-2025

\$861

billion
of GDP at
current prices

Population

80 million

with half under the age of 31

Content: Çanakkale Bridge Opens New Era **P05** Energy Diversification Top Priority For Turkey **P06** Turkey To Perform Deep-Sea Drilling In Mediterranean, Black Sea **P07** Galataport Project Offers New Gateway To Istanbul **P08** Fashion Wind in Istanbul **P09**
Editor: Serpil Kasap

First

INVEST, EMPLOYMENT, ENERGY, TECHNOLOGY, EXPORT, INVESTMENT, ENTREPRENEURSHIP, FASHION...



The bridge is expected to be built at a cost of around 10.35 billion Turkish Liras. (\$2.80 billion)

INVEST

Erdoğan:

ÇANAKKALE BRIDGE OPENS NEW ERA

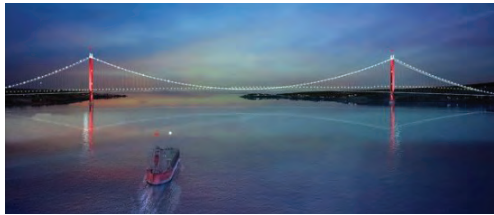
The new Çanakkale 1915 Bridge in northwestern Turkey will usher in a new era for the martyrs who vanquished their enemies 102 years ago in Çanakkale.

PRESIDENT Erdoğan said March 18 at a Martyrs' Memorial Day ceremony that marked the 102nd anniversary of the Çanakkale Naval Victory. Erdoğan, in the northwestern province of Çanakkale, said that when the bridge is completed, it would be the "world's number one bridge."

The bridge is expected to be built at a cost of around 10.35 billion Turkish Liras (\$2.80 billion) and

to be under private management for 17 years, and then be transferred to the Turkish government.

"God willing, we'll see the opening of this bridge in five years on the eve of Turkey's 2023 centennial," Erdoğan said, adding the bridge will become the world's number one as it is set to connect Asia to Europe and vice versa. "It is very important to know what kind of success the belief and



The bridge will be the longest suspension bridge in the world, with a central span of 2,023 meters (6,637 feet) in accordance with the centenary of the Republic.



determination of our Çanakkale martyrs have brought to us," he said.

Turkey has been working to build giant infrastructure projects across the country to

boost economic growth, including a third airport in Istanbul, which will have a capacity of up to 200 million passengers a year. Yıldırım said the bridge will be the sixth connection between Europe and Asia and it will also build a bridge between history, as its groundbreaking ceremony coincides with March 18, and the future, which is planned to be completed on the centenary of the Republic of Turkey.



EMPLOYMENT

FEMALE EMPLOYMENT LEAPT 77 PERCENT

Turkish Enterprise and Business Confederation says almost 2.2 million new jobs generated for women from 2007 to 2015.

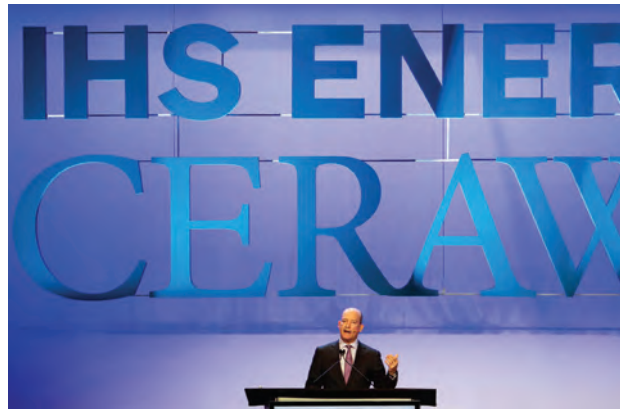
The increase put the country at the top of a list of 63 nations that also saw a rise in female employment over the same period, the confederation reported.

“Turkey created almost 2.2 million new jobs for women between 2007 and 2015,” according to the Women in Business Life report. More than 5.3 million new jobs were created in Turkey from 2007 to 2015 and 40 percent of these went to women, the report added. “In particular, the increased level of education was the most important factor in this result,” the report said.

ENERGY

ENERGY DIVERSIFICATION TOP PRIORITY FOR TURKEY

Turkey aims to diversify natural gas portfolio in the following years.



TURKEY’S MAIN GOAL in the energy sector is diversification, Energy Minister Berat Albayrak told a U.S. conference Tuesday.

“More than half of our electricity generation is from gas,” he told the IHS CERAW energy conference in Houston, Texas. “This can’t be sustainable, so we changed this strategy.

The last 15 years have seen Turkey’s GDP rise from \$200 billion to more than \$800 billion, while public debt to GDP ratio shrunk from 80 percent in 2002 to around 30 percent today.

“You have to invest in energy to meet this growth and your growth targets,” Albayrak said.

Turkey’s average annual electricity growth currently stands at more than six percent, making it the leading country within the Organization for Economic Cooperation and Development, Albayrak said.

Albayrak said nuclear energy would play a significant role in energy diversification. Two nuclear plants are currently under construction at Akkuyu on the Mediterranean coast and Sinop on the Black Sea. “Nuclear should be at least 10 percent of total electricity generation capacity,” he said. “By 2023, the first reactor on our first nuclear plant will become operational and the second plant’s first reactor will be launched around 2025.”

ENERGY

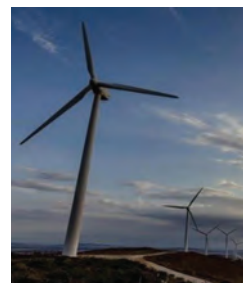
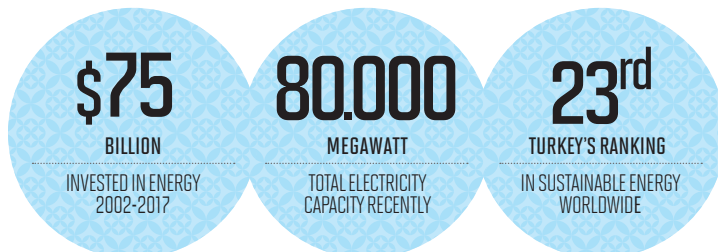
TURKEY PUTS 28 NEW POWER PLANTS

New capacity of 316.7 megawatts added out of which 94 percent was generated from local sources.

Turkey put 28 new power plants into operation in February with 316.7 megawatts of installed capacity from which 94 percent came from local resources, according to data of Turkey’s Energy and Natural Resources Ministry on Monday.

Turkey’s current installed electricity capacity reached 78,915 megawatts with the newly added capacity by the end of February 2017. Wind power plants constituted 129 megawatts of the new capacity in 12 power plants in Kırklareli, Manisa, Afyonkarahisar, Balıkesir, Izmir, Tekirdağ, Kayseri and Istanbul.

Turkey has already begun a strategy to boost the country’s domestic energy resources, including coal and renewables.



TECHNOLOGY



INFORMATICS VALLEY TO OPEN BY MAY

98 percent of Informatics Valley's first phase is completed

The first phase of Turkey's first "Informatics Valley" in Gebze in northwestern Turkey is due to go into service around May, Minister of Science, Industry and Technology Faruk Özlu said. "We will open the valley, which is being built on more than a 3 million-square-meter area, phase by phase," Ozlu said.

"After completing all the phases we aim to reach a turnover of \$50 billion dollars per year and 5,000 Ramp;D firms will operate within the valley," Ozlu added.

Ozlu said that once the first phase is completed, it will generate 2,000 jobs and this number would reach to 100,000 qualified people when all the phases of the valley become operational.

Stating that the district is an important industrial area of the country, Ozlu said that the Informatics Valley is the place for integrating technology into industry.

ENERGY

Turkey to perform deep-sea drilling in Mediterranean, Black Sea

Turkey will execute deep-sea drilling both in the Mediterranean and Black Sea.



SPEAKING AT AN important energy conference, Energy Minister Berat Albayrak announced that Turkey will accelerate its upstream activities in the Mediterranean and execute deep-sea drilling both in the Mediterranean and Black Sea with a view to becoming a major energy player in the region.

Energy and Natural Resources Minister Berat Albayrak announced on Wednesday that Turkey plans to perform deep-sea drillings and seismic exploration of oil and natural gas resources in the Mediterranean and the Black Sea.

Albayrak emphasized that more than 60 percent of the world's oil and natural gas resources are located in Turkey's region, noting that the country is entering a new era, taking significant steps to realize new investments in energy.

"As of 2017, we are starting to search for energy resources in the Mediterranean and the Black Sea. We are planning to dedicate two vessels to the drilling process," Albayrak said at the IHS CERAWEEK energy conference in Houston, Texas. Albayrak noted that surveys, which are currently operated by the Hayrettin Paşa Seismic Exploration Ship, will be upgraded with another ship, saying: "With the second ship being launched, Turkey will actively conduct its exploration activities in multiple dimensions and with more advanced capabilities," Albayrak added.

Stating that Turkey has entered a new phase of development with significant changes in energy, investments and steps being taken, Albayrak said that they have, as the ministry, recently accelerated steps regarding oil and gas exploration.

EXPORT

TURKEY, HUNGARY AIM TO BOOST TRADE TO \$5 BILLION

Turkey's exports to Hungary rose by 17 percent to \$832 million last year compared to 2015.

Turkey aims to increase annual trade volume with Hungary to \$5 billion, Science, Industry and Technology Minister Faruk Özlu said Friday.

"Hungary is an important trade partner for Turkey. Last year, the mutual trade volume was over \$2 billion. Our goal is to increase this up to \$5 billion, and we will meet this goal in the very near future," Özlu said.

Özlu said that in 2016, Turkey's exports to Hungary increased by 17 percent to \$832 million compared to the previous year, while its imports stood at \$1.3 billion as in 2015. He added that Hungary supported Turkey regarding the update of the Customs Union agreement with the EU.



INVESTMENT

TURKEY AMONG GLOBAL LEADERS IN SUSTAINABLE ENERGY



Turkey among global leaders in sustainable energy

After Turkey's groundbreaking achievements in the energy sector last year which brought developments in energy access, efficiency and renewable energy, the country ranks 23rd among 111 countries worldwide according to the first world sustainable energy ranking ever released by the World Bank.

The debut report titled, "Regulatory Indicators for Sustainable Energy" (RISE) included some 111 countries that account for nearly 90 percent of all global energy consumption.

According to the report, Turkey has been listed among countries considered successful in energy efficiency, attributable largely to energy-efficient building codes adhered to across the country and the energy efficiency rating system used on home appliances sold throughout the country, as well as other national incentives as well as a national action plan.

INVESTMENT

Galataport project offers new gateway to Istanbul

The Galata Port Project, with an investment of some TL 4.5 billion, has started.



COVERING KARAKÖY and Tophane in Istanbul, the project is expected to change the face of these neighborhoods, while offering a new entryway to Istanbul's unique culture.

Protection and restoration work to be carried out as part of the Galataport Project has started.

At a very crucial point in Istanbul having survived centuries as the gateway to the sea, Galata Port will have various functions, stemming from a new project that adds additional value to Istanbul as a center of culture, tourism and commerce.

TL 4.5 billion (\$1.2 billion) will be invested to create a brand new living environment. Due to its field of activity and investment, the Galataport Project is expected to contribute TL 5 billion to the tourism sector, with over 20 million visitors expected.

In the area that connects the historical districts of Karaköy and Tophane, the project covers over 1,200 meters zone with an open area of 100,000 square meters and a construction area of 151,66 square meters, where existing buildings will be harmoniously renovated, while respecting their authentic forms and acquire new functions.

\$1.2
BILLION

WILL BE INVESTED
IN PROJECT

₺5
BILLION

CONTRIBUTE TO THE
TOURISM SECTOR

20
MILLION

VISITORS EXPECTED

ENTREPRENEURSHIP



NUMBER OF WOMEN ENTREPRENEURS ON RISE

The number of women entrepreneurs in Turkey has jumped 35 percent

The number of women entrepreneurs in Turkey has jumped 35 percent to over 250,000 since 2013, according to a study released by the Customs and Trade Ministry on March 8. As of March 1, there were 256,992 women business owners, compared to 190,382 in 2013, the study said, adding that the share of women entrepreneurs rose 15 percent from 12.7 percent over the same period.

Istanbul boasts the largest number of women entrepreneurs with 31,073, followed by İzmir and Ankara, which have 21,761 and 13,587 women business owners, respectively.

"We have lots of women entrepreneurs who have become role models in the global business world.

ECONOMY

NUMBER OF TURKISH FIRMS IN SERBIA TRIPLES IN 2 YEARS

'Substantial efforts' have been made to build ties, says head of DEİK Turkey-Serbia Business Council.

Aleksandar Medjedovic, head of the Foreign Economic Relations Board's (DEİK) Turkey-Serbia Business Council, told state-run Anadolu Agency on March 3 that bilateral relations between Serbia and Turkey had improved, reaching a very good level over the last decade.

"The number of Turkish firms operating in Serbia, which was 136 in 2015, but this more than tripled to 454 by February," Medjedovic said. Improving trade relations between the countries was also reflected in bilateral trade volume as both exports and imports saw substantial increases in the last 10 years.



FASHION



Fashion Wind in Istanbul

The 9th season of Mercedes-Benz Fashion Week Istanbul, will take place from the 20th to the 24th of March.

THE EVENT WILL FEATURE a program filled with fashion shows and presentations of brands' and designers' Fall/Winter 2017 collections, and offer the guests an extraordinary fashion week experience in a magnificent venue that bears witness to Istanbul's history, combined with state-of-the-art technical infrastructure.

Mercedes-Benz has been presenting fashion campaigns each season in line with the international fashion weeks it sponsors, with the likes of Karlie Kloss, Georgia May Jagger, Tilda Swinton, Dree Hemingway, Doutzen Kroes, and Natasha Poly as stars. In the ninth season of Mercedes-Benz Fashion Week Istanbul, Mercedes-Benz presents the "smart fortwo" and "smart forfour", two new members of the compact smart family that fuse a unique lifestyle with fashion flair. The "smart fortwo" and "smart forfour", which will no doubt delight the fashionistas open to exceptional designs and innovations, will be used as Mercedes-Benz Fashion Week Istanbul Transfer Vehicles for the first time this season to conquer the streets of Istanbul and take MBFWI's VIP guests to the presentations and runway shows in style.

Each season Mercedes-Benz hosts its VIP guests at an exclusive lounge area, and this season the Mercedes-Benz Lounge will be located inside the Grand Pera. The "smart fortwo" and "smart forfour" vehicles in delightful designs will be displayed throughout the fashion week to appeal to the guests.

INVESTMENT



RDIF TO INVEST IN TURKISH COMPANY'S PROJECTS IN RUSSIA

Russian fund forms int'l consortium to invest in Turkish company's projects in Russia.

The Russian Direct Investment Fund (RDIF) said in a statement on March 10 that it has finalized the key terms of cooperation with Rönesans Holding, the construction, real estate development and investment company.

RDIF said it formed a consortium of the world's leading sovereign wealth funds to invest in the development of Rönesans Holding's projects in Russia.

The consortium will invest in projects in a wide range of sectors in Russia, it added.

The corresponding agreement was reached as part of Turkish President Recep Tayyip Erdoğan's recent official visit to Russia.

The implementation of joint projects with Rönesans Holding will create up to 2,500 jobs at the development stage and over 1,000 jobs at the operational stage, according to the statement.



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Content: Biggest Internet Event of the Year **P11** An Innovation Mentorship Project by TIM and Inovent **P14** Women Entrepreneurs Gather in Istanbul **P16** Turkey as a Net Exporter in Steel Again **P18** GE's 'Power Plant on Wheels' Brings Electricity to Yemen **P20** Top-of-the-Class Entertainment Aboard Turkish Airlines **P22** Turkish Automotive Industry on Road to Becoming a Center of Excellence **P24** **Editor:** Mustafa Yiğit

Briefing

TECHNOLOGY, INNOVATION, ENTREPRENEURSHIP, INDUSTRY, ENERGY, INVESTMENT...



TECHNOLOGY

Startup Turkey

BIGGEST INTERNET EVENT OF THE YEAR

The biggest internet activity event of the year, Startup Turkey, held on 23-25 February in Antalya.

BY İBRAHİM AVCI

As Turkey's leading accelerator and seed investor organization in Turkey, Etohum held invitation-only event, 9th Startup Turkey, which brought the world's foremost angel investors, venture capitalists, executives of technology companies, mentors, businessmen and internet/technology startups together with 700

participants, 150 investors and 100 entrepreneurs on 23-25 February in Antalya's Akra Barut Hotel.

Investors and venture capital firms had the opportunity to listen to 50 presentations of new startups and determine the investment they were interested in. Besides, industry leaders were able to evaluate the developments

Investors and venture capital firms had the opportunity to listen to 50 presentations of new startups.

and performances of the last years through panels and speeches under different topics.

Many leading names and companies of the entrepreneurship ecosystem attended the event. One of the prominent speakers was Mudassir Sheikh, Co-Founder and Managing Director of Careem, which is a chauffeur driven car

Global venture capitals were also very interested in the event.



booking service that makes it easy to book a car for your daily rides and bigger than Uber in the Middle East. It's also one of only two billion-dollar start-ups -- or "unicorns" -- in the region. With a user base of six million customers and a network of 150,000 drivers, Careem has become the region's largest ride-hailing platform. Its success is down to a combination of a head start over Uber, local knowledge, and home-field advantage.

Global venture capitals were also very interested in the event. Such as, The Abraaj Group is a leading investor in growth markets, currently manage \$9.5 billion in assets, operating through over 20 offices in Africa, Asia,

Latin America, the Middle East and Turkey while Blackbox VC empowers global startups with Silicon Valley resources. The other participant Electronic Arts, a leading publisher of games on Console, PC and Mobile, inspires the world through play. Electronic Arts' founder Jeff Burton speech on 35 years of startups and entrepreneurship attracted great attention from participants.

THE MOST SUCCESSFUL THREE STARTUPS OF STARTUP TURKEY 2017: TESPAC, TASERON BANKASI, BUY BUDDY

In addition, at the 9th Startup Turkey event, held by Turkey's leading accelerator and seed investor organization in Turkey Etohum, 15

startup founders made presentations as finalists to the jury consisting of Abraaj Capital's Executive Director Omar A. Syed, Blackbox's Founder and CEO Fadi Bishara, Yousef M. Hamidaddin from MENA Innovation and ABC Accelerator's Board Chairman Jeff Burton.

After the presentations, entrepreneurs also answered questions asked by jury about their initiatives. When the evaluation is completed by the jury, three winners among 15 startups of "Startup Turkey Challenge 2017" competition have been announced. At the competition Buy Buddy came in third, Taşeron Bankası came in second and Tespack came in first.

.....
Many leading names and companies of the entrepreneurship ecosystem attended the event. One of the prominent speakers was Mudassir Sheikha, Co-Founder and Managing Director of Careem.

THE MOST SUCCESSFUL THREE STARTUPS OF STARTUP TURKEY 2017



1st

Tespac, is a complete mobile energy experience by creating commercially ready Smart Wear for the consumer sector. By combining latest technology and connectivity with premium design, Tespack's technology solves smartwear devices' biggest problems, battery life and connectivity. Among the costumers of Tespack, which has sold more than 200,000 products, there are private companies as well as the United Nations and the armed forces.

2nd

Taşeron Bankası

Taşeron Bankası is a platform for contractors of tender projects to find subcontractor teams and companies. There are currently 15,820 subcontractors and more than 2,100 paying contractor firms in the platform. Taseron Bankası has provided several subcontractor teams to the biggest constructions projects until now.



3rd

Buy Buddy is an IoT device and mobile application and provides e-commerce analytics to the stores and allows customers to make payments without going to checkout. Beyond replacing the known security against theft, it allows customers to directly pay through their mobiles and check out, skipping the queues at cash counters and it collects in-store efficiency data.

OTHER TWELVE STARTUPS ADVANCED TO FINALS

3Z is designed as a comfortable solution for treatment of sleep apnea patients.

Bilemezsin is a social betting platform that users can bet on anything from the weather to sports.

Educaim is a social network bringing students and teachers together.

Gymanya enables users to exercise anytime, anywhere without needing sports equipment.

Innova Labs builds A.T.A.R., a proven technology to improve cyber defense against modern and changing attacks.

Lucy Survey is reinventing customer experience management by collecting customer feedback via messaging apps. (Facebook, SMS, etc.)

MyDutyFree is the first global app focusing on discounted duty free shopping worldwide.

MyTrusedWill enables their users to be in touch with their loved ones, even after they pass away.

Ofisim is a technology platform for building and distributing cloud based business apps.

Peppapp is a digital female assistance application for iOS and Android users.

Smart Mimic devices are smart small boxes that can communicate with each other via wireless technology.

Spinal is developing Lia, a new way of treating posture while boosting confidence and preventing health issues.

Three winners among 15 startups of "Startup Turkey Challenge 2017" competition have been announced.





InoSuit - Innovation Mentorship Project aims to bring together 100 companies matched with around 65 Mentors.

INNOVATION

An Innovation Mentorship Project by TIM And Inovent

TIM and Inovent from Sabancı University started a mentorship project for sustainable value.

BY KEMAL TUNÇSEL

Sabancı University affiliate Inovent and the Turkish Exporters' Assembly (TİM) kick off INOSUIT - Innovation-Focused Mentorship Project, to help companies create sustainable value and increase their exports. The academic directors of the project are Inovent Director Merih Pasin and Sabancı University FENS faculty member Umut Ekmekçi.

During the first year of the project, roadmaps will be drawn for 100 companies whose progress will then be monitored. TİM Board of Directors Member Ömer Burhanoğlu said, "We will

have great success stories by companies as they advance towards their 2023 objectives."

Sabancı University affiliate Inovent and the Turkish Exporters' Assembly (TİM) kicked off INOSUIT - Innovation-Focused Mentorship Project. The project is designed to help companies create sustainable value through maintaining their innovation performance, and increase their exports. The academic directors of the project are Inovent Director Merih Pasin and Sabancı University FENS faculty member Umut Ekmekçi. The project started with two-day workshops

and will continue for the first year with providing easier access to strategic resources for 100 companies, shaping their innovation roadmaps according to the latest technological trends. Invited to the workshops were 62 mentors from the top 50 universities in the 2015 Most Entrepreneurial and Innovative Universities Index compiled by the Ministry of Science, Industry and Technology. These mentors will be assigned to the 100 companies included in the project to provide them innovation-focused mentorship support over 11 months. The number of participating companies is expected to increase in subsequent years.

EASIER ACCESS TO STRATEGIC RESOURCES

The systematics of Innovation Management will be formulated as the top priority in the project in order to improve the innovation competencies and capacities of the participants through a common language created by the mentors. During the first year, the project will provide easier access to strategic resources for 100 companies, shaping their innovation roadmaps according to the latest technological trends. Best practices and experiences will be shared during the 6th month of the 11-month project, and the conclusion will include actual success stories of the participants.

Project will last 11 months. In the sixth month of the project, experiences and best practices will be shared. Success stories will be published, at the end of process. At the end of the project, it aims to draw the roadmap for each company and monitor the development and improvement of corporate

During the first year of the project, roadmaps will be drawn for 100 companies whose progress will then be monitored.

innovation system.

InoSuit – Innovation Mentorship Project began with workshops held on September 6-7 as cooperation of TIM and Inovent (a Sabancı University incubation and VC company).

TİM Board Member Ömer Burhanoğlu made the opening speech. Burhanoğlu highlighted the importance of innovation for value – added export by underlining the university and industry collaboration.

Turkey's leading academics shared their knowledge and experiences with each other about high value – added production, innovation, R&D and design in the workshop. At the end of the day, firms in the project matched with academics.

The second day of the workshop, TİM Secretary – General Dr. Bader Arslan made the opening speech. Arslan drew attention to innovative products and innovative structures.

InoSuit – Innovation Mentorship Project aims to bring together 100 companies matched with around 65 Mentors. TİM and Exporters Unions are planning to expand the scope and breadth of the Project with more participant companies, especially those having large R&D centers established.

Board Member of Turkish Exporters Assembly Murat Akyüz said: “We started our InoSuit Project with the introduction meeting that we held on 06 - 07 September 2016. We organized a workshop with 60 academicians from the top universities in the Entrepreneurial and Innovative University Index Ranking announced by our Ministry of Science, Industry and Technology. After the workshop, 23 academicians, experts and mentors from 23 universities were matched with



The mentors will be assigned to the 100 companies included in the project to provide support over 11 months miniene sequispe.

43 exporters. Our mentors regularly visited our companies on a weekly basis”.

Akyüz stated that the aim of the project is to bring together companies together and it also aims to increase innovation capacity sustainably with academicians who are experienced in innovation management and said: “For exactly 11 months, we will support our companies to increase their sustainable innovation management. They will have international business experience. University-private sector cooperation will develop and academic knowledge, research and applications will be transferred to the industries”.

Commenting on the process of the project since November, Akyüz said:

During the month of November, academicians visited firms and made a state of affairs first. The academicians evaluated the innovation capacities of our firms. In December, our mentors carried out in-house training and information work. Mentors also informed our management of both

our management staff and white and blue-collar personnel about innovation. Finally, in January, they dig deeper to identify tasks in the innovation processes of product development, design, production, marketing, sales and human resources. The ability of a company to produce innovation-focused products is possible not only in the design or production departments, but also in the whole organization and its motivation”.

At the evaluation meeting, Akyüz shared the experiences of mentors and companies and said: “These experiences are very good examples to our other mentors as well as to our exporters. Only 3,3% of our exports in 2016 are made up of high-tech products. This rate is 20% in EU countries. We have to draw our scientific infrastructure, our universities into the industry so that we can reach these levels as a country. Otherwise, studies done in our universities cannot go out of the laboratories, they cannot enter into production, and they contribute to exports”.

The aim of the project is to bring together companies together and also increase innovation capacity sustainably with academicians who are experienced in innovation management.



ENTREPRENEURSHIP

WOMEN ENTREPRENEURS GATHER IN ISTANBUL

This event to get inspired, do business and create lifetime opportunities for women entrepreneurs by providing training, improving skills and facilitating meetings with buyers.

BY RAMAZAN GÜZYURDU

Global leaders, governments and the private sector need to do more to ensure that women are enabled to participate in global trade. This was the shared message from speakers at the Women Vendors Exhibition and Forum (WVEF), which opened in Istanbul today. More than 400 participants from over 50 countries, representing governments, international organizations and the private sector, are

attending the event organized by the International Trade Centre (ITC) in collaboration with KAGIDER.

Launching the event Ms. Fatma Betül Sayan Kaya, Turkey's Minister of Family and Social Policies, said: 'Women of today are active in politics, business world and non-governmental organizations. Taking into account the economic, cultural and political developments, the presence of women in each area is

making us happier and hopeful.

We value our women and want to see them more active in business. We have therefore put in place legal regulations and practices to support the inclusion of women in business and increase the employment rate of Turkish women. As Turkey aims to be among the world's top 10 economies by 2023, increasing women's participation in the economy is crucial,' the minister said.

Ms. Arancha González, ITC Executive Director, said: 'ITC is extremely pleased to be hosting WVEF here in Istanbul in partnership with KAGIDER and to bring together these incredible women entrepreneurs from all over the world to make trade happen.

Female entrepreneurship is a powerful ingredient to help our economies grow. WVEF provides these women with the tools, knowledge and contacts to allow them to strike deals, enhance their competitiveness and trade across borders,' Ms. González said.

Sanem Otkar, President of Kagider, said: 'We need to step up support for women-owned enterprises and help them grow, innovate and internationalize. And we need to adopt and implement policies that better enable companies to source their goods and services from women-owned businesses.

Taking into account the economic, cultural and political developments, the presence of women in each area is making us happier.

WOMEN VENDORS EXHIBITION AND FORUM
23-24 February Istanbul
2017



connect 1 million women entrepreneurs to market by 2020, and helps strengthen understanding of the seven global actions of the SheTrades initiative. Through interactive training sessions, women entrepreneurs are equipped to do business, enabling signatories to the SheTrades initiative to meet their commitments.

SKYLON GLOBAL COMPANY OF KENYA ANNOUNCED WINNER OF 2017 SHETRADES INVESTMENT CHALLENGE

Skylon Global Company, an digital enterprise from Kenya, was today declared winner of the SheTrades Investment Challenge. The announcement was made during the closing ceremony of the 2017 Women Vendors Exhibition and Forum in Istanbul, Turkey, organized by the International Trade Centre (ITC) and Kagider. Skylon Global's investment pitch, which was presented to a panel of judges, was an app that will connect people more easily to healthcare providers.

Accepting the award Skylon Global's Director Hellen Odegi said: 'I feel humbled and proud on winning the SheTrades Investment Challenge. This will allow us to move beyond the existing web app concept and developing a fully functional web and mobile-phone app.'

'The investment pitch from Skylon Global was extremely innovative and exhibited clear market demand,' said ITC Executive Director Arancha González. 'The concept presented by Skylon Global is innovative and sets out to deliver real impact on an issue that matters to people. It also provided a sound business plan and demonstrated how it would make the app sustainable while making people's lives easier.'

At this WVEF we will grow our businesses by expanding into new markets, winning new customers, finding new financial resources, and making more business for women entrepreneurs from Turkey and beyond,' Ms. Oktar said.

Mehmet Büyükeksi, president of the Turkish Exporters Assembly, said: 'Women are running the family, leading the country and are the locomotive of society. In the past decade we have increased the participation of women in the workforce by 10 percentage points to 33%, but we are still lagging behind.

At the Turkish Exporters Assembly we are committed to supporting the effort to include more women in the workforce and boost the number of women entrepreneurs, who at the moment account for only 10% of the total number of entrepreneurs.'

"At the Turkish Exporters Assembly we are committed to supporting the effort to include more women in the workforce and boost the number of women entrepreneurs."

In addition to roundtables focusing on finding solutions to challenges facing women in trade, several hundred business-to-business meetings will be held between vendors and buyers. More than 400 women-owned businesses and women entrepreneurs from Europe, Africa, Asia and Latin America are attending the event. They will be meeting representatives from more than 50 prospective buyers, including Axa Insurance, Garanti Bank, IKEA, Microsoft, Deloitte and UPS, with a view to striking business deals.

The two-day event also features a series of inspirational sessions covering issues such as financing, attracting investors, contract negotiations and how to use data in decision-making.

WVEF is a flagship event of ITC's SheTrades initiative, which aims to



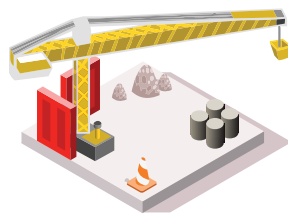
INDUSTRY

TURKEY AS A NET EXPORTER IN STEEL AGAIN

The sector achieved the highest exports in the period of January-February compared to the same period of last 4 years with 3.2 million tons.

BY KEMAL TUNÇSEL

IN 2016, 16.5 MILLION tons of steel was exported from Turkey. The Turkish steel industry has been experiencing political and economic downturns as well as the decline in world steel prices, unfair dumping claims for the sector and the lack of stability in the MENA region which is one of the most important export markets. They have struggled with many difficulties such as exporting of China, Russia and Ukraine which violates the rules of World Trade Organization. Despite all these problems, the Turkish steel sector reached its export target at the end of the year. Turkey's steel exports in 2016 increased by 2.4 percent in volume compared to the previous year,



The Turkish steel sector maintained its upward momentum in exports in the first two months of 2017.

to 16.5 million tons. Value-based exports, on the other hand, declined 8.1 percent to \$9.1 billion due to a drop in commodity prices. The decline in value was replaced with 22 percent increase in December. At the same time, the Middle East continued to be the largest export market for the steel industry despite the negative events.

In 2016, the steel sector made the largest exports by volume in the Middle East region with 5.3 million tons. The EU countries, which increased by 29 percent to 3.6 million tons in the Middle East, followed the North American countries, which rose by 1 percent to 2.5 million tons, and the North African countries, which rose by 2.3

percent to 2.3 million tons.

The countries where the steel sector has experienced the highest increase in exports on a yearly basis in terms of quantity were Yemen, Israel, Spain, Egypt and the Netherlands.

In the year of 2016, the most exported steel products were in the order of 7 million tons of construction steel, 2 million tons of flat hot, 1.8 million tons of welded pipes and 1.5 million tons of profiles.

According to Steel Exporters Association data; Exports in December 2016 amounted to 1.6 million tons with an increase of 11.9 percent, while its value base increased by 22 percent to 927 million dollars. The increase in exports in December motivated the steel industry for 2017.

The Turkish steel sector maintained its upward momentum in exports in the first two months of 2017. The sector achieved the highest exports in the period of January-February compared to the same period of last 4 years with 3.2 million tons. The Turkish steel sector, which exports \$1.8 billion on value basis with an increase of 31.3 percent, was thus among the

top three sectors in the first two months of 2017, which achieved the highest increase compared to the same period in 2016. In this period, the highest increases in tons were recorded for wire rod and billets; the biggest decline was experienced in the export of construction steel and profile products.

According to the January-February period of 2017 announced by the Association of Steel Exporters; While Turkey's steel exports by volume reached 3.2 million tons with an increase of 12.6 percent compared to the same period of the previous year, value-added exports by industry increased by 31.3 percent to 1.8 billion dollars.

When iron and steel products entering the activity area of other steel companies are added to the direct exports of the steel industry, Turkey's total steel exports in the first two months of 2017 amounted to 3.3 million tons and value of 2.1 billion dollars.

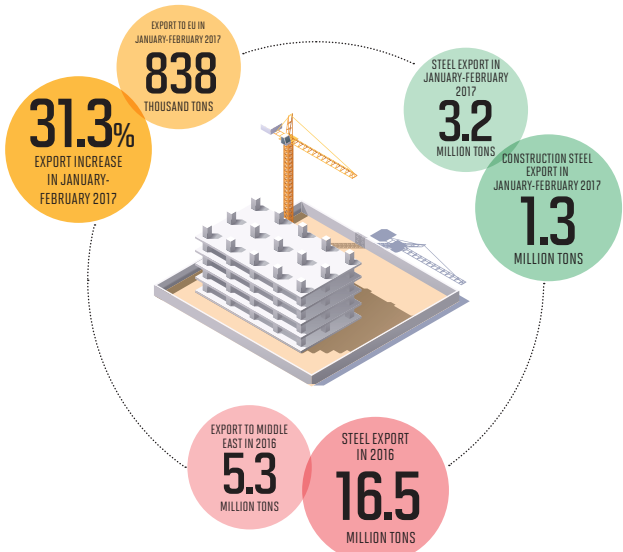
According to January-February period of 2017 figures; European Union exports increased by 86 percent to 838 thousand tons, continuing its leadership among the regions as it was in January. The European Union was followed by the Middle East with 755 thousand tons, the North American countries with 526 thousand tons and the North African countries with 302 thousand tons.

The countries where the steel sector has experienced the highest increase in exports in quantity in the first two months of the year are; Hong Kong, USA, Spain, Italy and Yemen.

The most exported steel products in the first two months were construction steel with 1.3 million tons, flat hot with 337 thousand tons, welded pipes with 298



Turkey's total steel exports in the first two months of 2017 amounted to 3.3 million tons and value of 2.1 billion dollars.



thousand tons, wire rod with 290 thousand tons and profile with 233 thousand tons. In this period, the biggest increases in exports in quantity based were on wire rod and billet while the most declining ones were construction steel and profile.

According to Steel Exporters Association data; Exports of February 2017 rose by 7.8 percent to \$950 million with an increase of 2.7 million tons and a value of 27.5 percent, compared to the same

month of the previous year.

Turkey has become a net exporter again in steel. Evaluating the exports of January-February period, Steel Exporters Association Chairman Namık Ekinci stated; "Our exports of steel continued to increase in quantity and value in the first two months of the year. When we compare this period with the same period of the last 4 years, we have seen the highest export rate. The global price level has risen as the result

of the Chinese pressure on prices came to an end. In this situation, we increased our competitiveness and increased our export value by 31.3%. Thus, the sectors that provided the greatest increase in value were automotive and chemical sectors and steel sector ranked third after them. The most positive development in terms of our sector is that we have reached the position of net exporter again by December 2016".



NAMIK EKINCI

Chairman of Steel Exporters Association

Namık Ekinci, who also has statements on the product and country performance of the sector in January-February 2017, said; "In this period, the first two products that experienced the highest increase in ton-based exports were wire rod and billet. Wire rod exports increased by 136 thousand tons in the first two months of 2017 compared to the same period of 2016. Exports to Singapore, Portugal and the United States played an important role in this increase. The first two products that experienced the greatest decrease in ton-based exports in the mentioned period were construction steel and profile. This decline in the construction industry, which is at the top of our steel exports, was driven by developments in Egypt and the economies of the United Arab Emirates and Saudi Arabia, which are largely based on oil revenues".

The Qatar Fund is funding the project for Development (QFFD) for the Power Electricity Corporation (PEC) of Yemen's Al Hiswa Power Plant.



ENERGY

GE's 'Power Plant On Wheels' Brings Electricity to Yemen

Agreement with Çalık Enerji to provide two units of GE's advanced TM2500 mobile aero derivative gas turbine generators to deliver up to 60 megawatts (MW) of fast power.

BY RAMAZAN GÜZYURDU

GE SIGNED AN agreement with Çalık Enerji to support Yemen's electricity infrastructure by supplying two units of its advanced TM2500 aero derivative gas turbine generators. The units will generate up to 60 megawatts (MW) of electricity, helping to provide power quickly to meet the demand for electricity in Aden. They were shipped from GE's facility in Hungary to Yemen and are currently under installation for power delivery before the upcoming summer.

GE and Çalık Energy's ability to execute the project within just a few months of signing the agreement, despite the challenging circumstances on the ground, will help the Government of Yemen in its efforts to supply essential infrastructure and rebuild the economy following a prolonged period of instability. The Qatar Fund is funding the project for Development (QFFD) for the Power Electricity Corporation (PEC) of Yemen's Al Hiswa Power Plant.

The units will generate up to 60 megawatts (MW) of electricity, helping to provide power quickly to meet the demand for electricity in Aden.

Özgür Sarıkaya, of Çalık Enerji, said, "Al Hiswa Power Plant is of strategic value to Yemen to help meet the growing requirement for reliable power to foster industrial growth and the daily needs of people in the community. The expansion of the plant using GE's advanced aero derivative gas turbine generators will enable us to deliver power quickly and with great reliability. These turbines have proved their efficiency and offer fuel flexibility, which is crucial in driving



towards uninterrupted power generation.”

“Our agreement to deliver advanced gas turbine generators underlines our competencies in providing reliable power at source within four to five months, even in remote and difficult terrains,” added Ghassan Barghout, President & CEO of GE’s Gas Power Systems – Sales, in the Middle East & North Africa. “We are committed to improving the well being of people by working with regional stakeholders to support Yemen in building up its electricity infrastructure after times of significant volatility, despite considerable logistical challenges. This marks the first sale of GE’s aero derivative units in Yemen, and we look forward to further projects that can assist the country in developing its electricity infrastructure.”

Described as GE’s ‘Power Plant on Wheels’, the TM2500 aero derivative gas turbine generator functions as a fast power solution and is often used to provide emergency power. With easy installation, it is a complete turnkey energy

solution that provides power wherever and whenever it is needed. It can run on gaseous and liquid fuels without major hardware modifications, and has a start cycle of as little as 10 minutes. At Al Hiswa, the generators will be operated on liquid distillate fuel.

The TM2500 has a compact footprint that allows for higher power density, and its lighter weight assures enhanced mobility. It also has 50 percent lower emissions than diesel generators when operating on gas, as well as scalable technology solutions that allow for gradual expansion without major capital expenditure costs. GE and Çalık Enerji are collaborating on and have successfully executed several projects in the region, from Iraq to Libya, to add over 2,500 MW of power in the Middle East and North Africa. GE has over 80 years of presence in the Middle East and North Africa, supporting the region’s infrastructure needs in power generation, oil & gas, water processing, aviation and healthcare.



imagination at work



ABOUT GE:

GE (NYSE: GE) is the world’s Digital Industrial Company, transforming industry with software-defined machines and solutions that are connected, responsive and predictive. GE is organized around a global exchange of knowledge, the “GE Store,” through which each business shares and accesses the same technology, markets, structure and intellect. Each invention further fuels innovation and application across our industrial sectors. With people, services, technology and scale, GE delivers better outcomes for customers by speaking the language of industry.

ABOUT GE POWER:

GE Power is a world leader in power generation with deep domain expertise to help customers deliver electricity from a wide spectrum of fuel sources. We are transforming the electricity industry with the digital power plant, the world’s largest and most efficient gas turbine, full balance of plant, upgrade and service solutions as well as our data-leveraging software. Our innovative technologies and digital offerings help make power more affordable, reliable, accessible and sustainable.

ABOUT ÇALIK HOLDING:

Established in 1981 through the initiatives of Ahmet Çalık, Çalık Holding operates in the fields of energy, construction, mining, finance, textile and telecommunications. Renowned for its reputation, reliability and solid financial structure in its on-going operations across various regions around the world, Çalık Holding establishes successful and innovative business partnerships with the world’s leading companies, achieving sustainable growth in its business areas of focus.

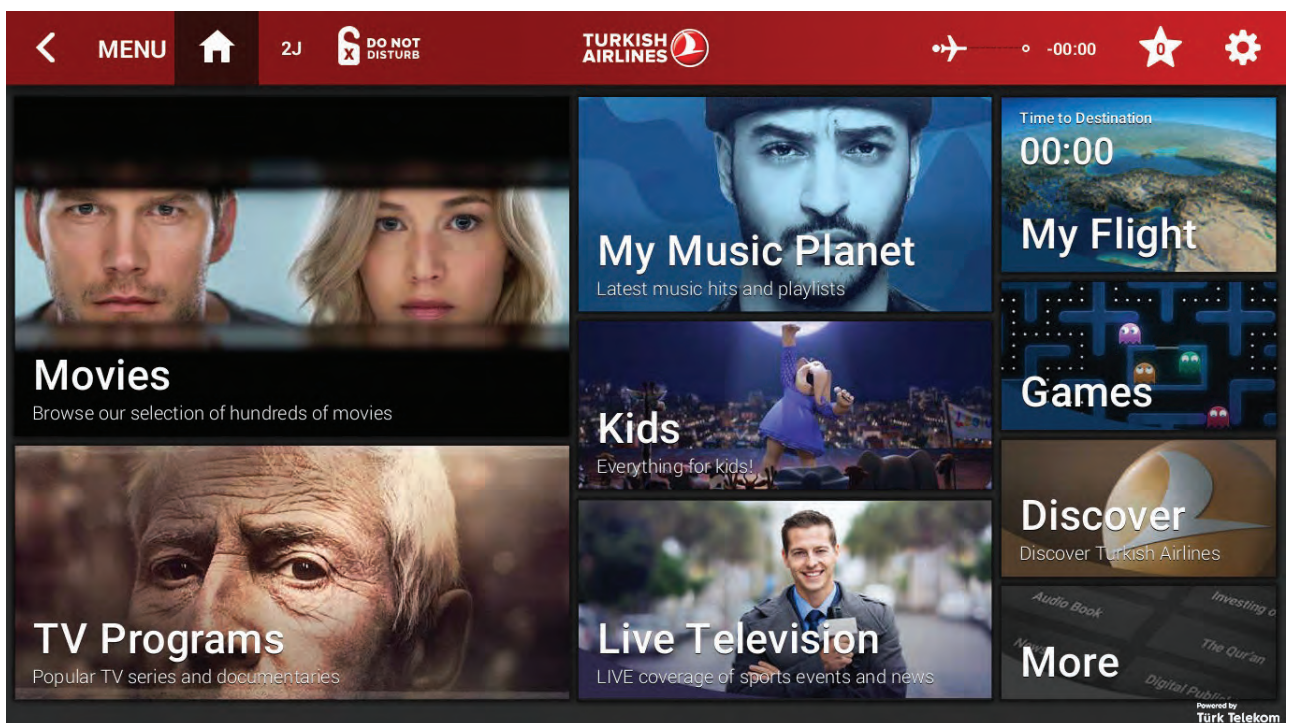
ABOUT ÇALIK ENERGY

Operating as a subsidiary of Çalık Holding, Çalık Energy is one of Turkey’s leading energy companies. Focusing on oil and gas operations in Turkey and surrounding countries, the company is active in EPC Power Systems, Electricity Generation, Electricity and Natural Gas Distribution, Oil and Natural Gas Exploration and Production, Refinery and Pipelines in a large region including Middle East, Central Asia, Africa and Balkan countries. 20-year partnership between Mitsubishi Corporation and Çalık Energy became a business partnership with a contract signed in 2015.

AVIATION

Top-of-the-Class Entertainment Aboard Turkish Airlines

Always aiming to offer its passengers the best and more, Turkish Airlines has revamped its in-flight entertainment system with increased functionality and features.



A USER-FRIENDLY DESIGN was put in front of the contents and the software was prepared in a short period of time like six months. The characteristics of the new in-flight personal display design for passengers;

Quick and easy access to content: With the new design, the most used features during the journey will be accessible from home screen.

IMDb rating: Passengers will be able to see the IMDb rating of movies and TV shows.

Movie filtering: Passenger can filter movies by desired category.

3D Map: The improved 3D map provides more interactive and informative data as well as impressions about the current flight, including cockpit, right and left window views, virtual imagery with realistic 3D animations and descriptions of distance, altitude and geographical features.

“Do not disturb” option:

Passengers who do not want to be disturbed during the journey, or just want to be awakened when food and drinks are serviced, will be able to leave a note on their personal screens to the cabin crew.

By using eXPhone passengers will be able to send text messages, check their e-mails and browse the internet.

Rich content: Passengers will be able to access more than 700 music albums each month with more than 400 movies, 800 TV shows and documentaries in the entertainment system.

EXPHONE

“Europe’s Best Airline” for the sixth consecutive years, Turkish Airlines now introduces its new in-flight mobile connectivity through “eXPhone” for an uninterrupted communication on board. As an extension of Wi-Fi and live TV availability on its Boeing B777 and



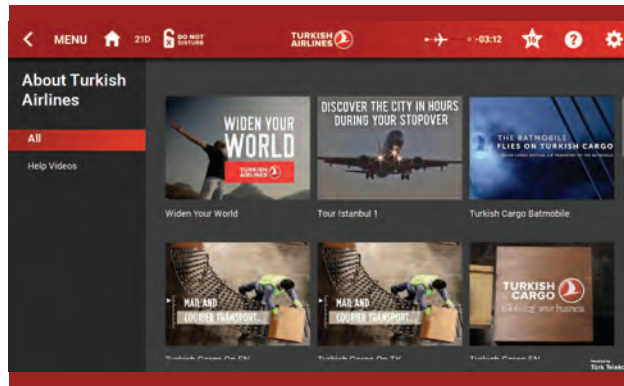
Turkish Airlines in-flight entertainment system is continuously updated to deliver the best content in the most convenient way possible.

Airbus A330 aircrafts, Turkish Airlines now offers a mobile internet connectivity by eXPhone to its guests, by April, 2017. By using this service, passengers will be able to send text messages (excluding voice messages), check their e-mails and browse internet (including social media platforms) with their own mobile phones. The stages of the process will be shaped as; The cabin crew will make an announcement to inform the passengers about the service' current availability for on-board use, after the take-off. Provided that the "Data Roaming" mode is activated on their mobile phones, the exPhone service will automatically run, which will be used till the flight is ready for landing. The eXPhone service, offered in close cooperation with Panasonic/AeroMobile, will be a great way to communicate with the world in flight. The eXPhone service will be billed by the passengers' mobile phone operators, and the prices will vary depending on their individual roaming contracts.

ACCESSIBLE MOVIES

Turkish Airlines' passengers are now enjoying "Accessible Movies". Turkish Airlines' "Accessible Movies" are dubbed or subtitled with special descriptions for visually or hearing impaired passengers.

The scenes of the movies prepared after the special studies with the world's famous movie studios



are described first for the passengers, then the scenes described are played..

By January 2017, the new user interface has begun to be used by passengers. With features such as IMDb information and movie filtering, passengers can easily access to the content they desire. It is aimed to provide the highest quality movie experience to the passengers who are in need by taking the Accessible Movies in

By January 2017, the new user interface of in-flight personal screens has begun to be used by passengers.

the entertainment system. Accessible Movies feature began with 4 movies for the first time in 2016. With April 2017 update, it reached to a total of 13 movies. These movies are:

- Collateral Beauty
- Fantastic Beasts and Where to Find Them
- Suicide Squad
- Tarzan
- Me Before You
- Batman vs Superman
- Her Sey Asktan
- Creed
- The Big Short
- Terminator Genisys
- The Martian
- Daddy's Home
- Joy

PLANET

The in-flight entertainment system Planet has more than 350 movies, more than 750 TV programs, more than 1500 music albums and more than 20,000 songs. 9 in-flight Live TV broadcasts are provided. Channels are; Al Jazeera English, BBC World, CNBC, CNN, Euronews, NHK World Premium, Sky News Arabia, Sports 24 and Sports 24 Extra. Contents in 23 different languages are presented to the passengers with an update in every month."



INVESTMENT

TURKISH AUTOMOTIVE INDUSTRY ON ROAD TO BECOMING A CENTER OF EXCELLENCE

As a dynamic and growing G20 economy, Turkey's business-friendly investment environment and access to large domestic and international markets continues to support international investors' growth stories.



Given its unique advantages, Turkey is a manufacturing home to Ford, Fiat, Hyundai, Renault, Toyota, Honda, and several other leading automotive companies. These brands use the Turkish market as a hub to export into Europe and Asia. With over a million vehicles produced in Turkey reaching international markets in 2016, Turkey is at the forefront of international automotive manufacturing.

Against this backdrop, the Investment Support and Promotion Agency of Turkey (ISPAT) organized a trade mission in the United Kingdom on March 1-2, 2017 for Turkey's automotive

sector players. The goal of this mission was to provide an update on the state of the economy and opportunities for investment, as well as to discuss Turkey's role in the global automotive industry, trends that are shaping the sector, and links with the UK automotive industry.

This mission provided a timely opportunity for the delegation to meet with an audience of influential media representatives, automotive sector stakeholders, and opinion makers. In particular, the mission allowed an opportunity to cultivate long-term relationships with Bloomberg, Reuters, Sky News, The Economist Intelligence

Unit, Automotive World, and some additional automotive industry magazines. Delegates of the mission delivered first-hand experiences and proof points that validated the strength and resilience of Turkey's economy as well as the value proposition of the automotive sector in Turkey.

The mission included the perspectives of a cross-section of the public, private, and NGO sectors. This included ISPAT President Arda Ermut, Secretary General of the Turkish Automotive Manufacturers Association (OSD) Osman Sever, and Product Development Assistant General Manager of Ford Otosan Burak Gökçelik.

ISPAT organized a trade mission in the United Kingdom to discuss opportunities for investment.



Turkey, A Hot Spot For Real Estate Investments

ISPAT attended MIPIM 2017, one of the world's most prestigious real estate fairs, and promoted Turkey's opportunities.

ISPAT collaborated with many of Turkey's municipalities at this year's MIPIM – the world's leading property market – to promote investment opportunities in Turkey's real estate sector and to educate interested investors on how easily accessible the Turkish market is.

Speaking at the seminar entitled "Why is Turkey a hotspot for investors?", ISPAT President Arda Ermut and Turkey's

Minister of Environment and Urbanization Mehmet Özhaseki positioned Turkey as a country full of lucrative opportunities for the global investment community. They drew attention to the fact that Turkey attracted more than USD 180 billion of FDI during the 2002–2016 period.

According to Ermut, Turkey's lure will further increase with brand-new projects breaking ground across the country,

in particular following the completion of the urbanization-gentrification process and several mega projects. While the Galataport, Haliçport, Tarlabası, Okmeydanı, Piyalepaşa, and Örnektepe projects stand out as the most attractive and profitable opportunities for real estate investors, wider opportunities are available across Turkey, including in provinces such as Balıkesir, Hatay, Kocaeli, and Çanakkale.

In this vein, Istanbul's upcoming 3rd airport was at the forefront of the international audience at the conference. The airport is set to be the largest airport in the world built from scratch with a capacity of 200 million passengers per annum. It will be surrounded by newly built, modern facilities including hotels, offices, shopping and living centers, exhibition spaces, as well as social activity areas.

The introduction of the law allowing acquisition of citizenship for individuals who buy property worth more than USD 1 million was also another point highlighted at MIPIM 2017. This new provision is seen as an enticing opportunity to capitalize on Turkey's investment environment.



ISPAT Attends Uludağ Economy Summit

Uludağ Economy Summit played host to a series of meetings and panels on Turkey's business environment.

The 6th Uludağ Economy Summit, which focused this year on topics such as the new world order, a new Turkey, and a new growth story, took place on March 24-25 in Bursa, Turkey. The summit brought together key speakers and businesspersons from Turkey and around the globe, among them Turkish Deputy Prime Minister Mehmet Şimşek and Turkish Minister of Transport, Maritime Affairs, and Communication Ahmet Arslan.

Speaking at the "New World Order: Economy & Policy" session of the Summit, ISPAT President Arda Ermut emphasized

that the Turkish economy is stable and strong enough to achieve higher growth rates and attract larger amounts of FDI. Ermut stated that despite temporary setbacks in 2016, Turkey will go back to its sound fundamentals after the referendum, with an eye towards its 2023 goals.

The Uludağ Economy Summit 2017 also advanced multiple agendas, such as social investment, the near-term future of energy, new digital wave and developing technologies, leaders of tomorrow, the future of banking, entrepreneurship, and investment by 2023, and education.

Reforms And Incentives

In February And March 2017

Turkey full steam ahead with reforms and incentives in 2017.



February 2017

The rates of participation in investments applied for manufacturing industry investments to be realized in 2017 were increased by 15 points. The corporate tax discount rate will be implemented as 100 percent for 2017.

- The limits of authority of the Board of Ministers have been increased regarding the ratios of participation in investment for the manufacturing industry to be made in 2017; the portion of the investment contribution rate to be obtained by implementing a discount on other revenues in the investment period has been increased to 100 percent.

- Within the scope of the incentive encouragement certificates issued for the manufacturing industry, under the regional, large scale and strategic incentive practices for the investment expenditure realized in 2017;

- the rates of contribution in investment in the tax rebate practice will be implemented by adding 15 points to the investment contribution rate valid for each region,
- the corporate tax or income tax reduction will be 100 percent in all regions,
- and the ratio of contribution amount to be applied on investor earnings from other activities during the investment period will be 100 percent;
- these will be implemented without requiring any actions on the incentive certificate.



February 2017

The regulation that introduces VAT exemption for the first residence or workplace to be purchased in Turkey by foreigners or Turkish citizens living abroad was acknowledged in the General Board of Grand National Assembly of Turkey (will be enforced on 1 July 2017).

- The regulation is valid for foreigners (individuals who have not settled in Turkey, and those whose business headquarters are not in Turkey, or institutions that do not accrue earnings in Turkey) and Turkish citizens who live abroad for longer than 6 months with a work permit or residence permit.

- They shall not pay VAT on the first business location or residence they purchase, provided that they pay the sale price with foreign currency brought from abroad.

- These properties may not be sold for 1 year.

Turkish citizens who live abroad for more than 6 months by obtaining a work permit or residence permit will not pay VAT either when they purchase a residence or workplace in Turkey. However, public chambers and institutions as well as the Turkish citizens who are affiliated with the corporations and ventures headquartered in Turkey but residing abroad due to the businesses of the corporation and venture may not benefit from this right.

February 2017

The regulation which provides a 5 percent discount to the taxpayers who regularly pay the income and corporate tax was accepted during the General Meeting of the Grand National Assembly of Turkey. (It was enforced for application in the annual income tax and corporate tax statements to be filed after January 1, 2018).

- For those who are income tax payers due to their commercial, agricultural or professional activities and those among the corporate taxpayers (except those who act in the industries of finance and banking, insurance and reinsurance and retirement companies and retirement investment funds), an amount of 5 percent of the tax calculated according to annual income or corporate tax statements will be deducted from the income or corporate tax levied.

- The calculated discount amount may not be more than TL 1 million in any circumstance.

- If the amount to be discounted is higher than the tax required to be paid, the remaining amount may be deducted from other taxes that occur on the taxpayer's tax return in one full year following the date when the annual income or corporate tax returns are required to be submitted.

In order to benefit from the discount, the year to which the discount is to be calculated, along with the tax returns for the two years prior to that year must be given within the legal time period and the taxes that occurred on those returns are required to be paid within their legal periods.



March 2017

Regulation on Turquoise Card published in Official Gazette and entered into force on March 14, 2017.

Turquoise Card gives its holders the indefinite right to work and stay in Turkey and to reside with their families.

The card will be given to foreigners who:

- Are regarded as highly qualified labor force based on educational and professional qualifications.

- Are considered as highly qualified investor due to the level of investment or export, the size of the employment they provide, and their contribution to Turkey.

- Carry out research or conduct studies in the field of science, industry, or technology at the international level.

- Have worldwide success in the fields of culture, artistic, or sports activities.

- Contribute to the worldwide recognition and promotion of Turkey.

Turquoise Card will have a probationary period of 3 years. The card shall become indefinite after the evaluation of the General Directorate of International Labor Force.

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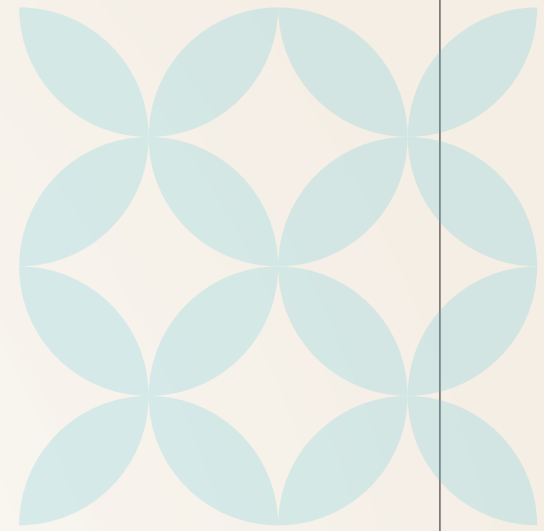
SYNERGY **TOGETHERNESS**



TOGETHERNESS
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BY MUSTAFA YIĞİT

SINCE THE BEGINNING OF
 THE 2000S, TURKEY HAS
 ENTERED A VERY
**COMPREHENSIVE AND
 RADICAL**
 TRANSFORMATION
 PROCESS.





In particular, the performance of the Turkish economy exhibited during the last 10 years has almost become a success story. In this respect, while Turkey has taken a significant distance to its development, it also indicates that it can enter developed countries in the near future. Looking at Turkey's industrial production and export structure will be enough to see this. Turkey has become the production base of the region in the medium-high 1 high-tech industries such as automotive, machinery-manufacturing, electrical-electronics, chemistry and defense industries. In the process, of course, while comprehensive economic and structural reforms have played a major role, Turkey has significantly increased its competitive power in global markets. In the Turkish territory, economics has become a major attraction and gravity center for commercialism, and politics has become an important actor in terms of diplomacy.

Turkey provides various incentives and grants to the investors for the purpose of facilitating larger investments and capital contributions by the local and foreign investors and eliminating the regional imbalances. The current incentive regime is in line with Turkey's commitments under the WTO and customs union, hence, it does not breach the international liabilities and commitments of Turkey. There is no discrimination between the local and foreign investors with respect to the application of incentives.

Turkey implements an incentive system whereby foreign investors can benefit equally as domestic investors. With the new incentive system that entered into force as of January 1, 2012.



There is no discrimination between the local and foreign investors with respect to the application of incentives.

The new investment incentives scheme is specifically designed to encourage investments with the potential to reduce dependency on the importation of intermediate goods vital to the country's strategic sectors. Amongst the primary objectives of the new investment incentives scheme are: reduce the current account deficit; boost investment support for lesser developed regions; increase the level of support instruments; promote clustering activities; and to support investments that will create the transfer of technology. The incentives granted to the investors under the current regime can be classified as follows;

- Investment Incentives
- Export incentives
- Free Trade Zones
- Technology Parks
- Research and Development Incentives

General Investment Incentives Scheme:

All projects that meet the determined capacity requirements and the minimum fixed investment amount are supported by General Investment Incentives Scheme without discrimination of the investment area. Custom investment tax exemption and VAT exemption are included in general investment incentive applications.

Regional Investment Incentives Scheme:

While the sectors to be supported in each region are determined by the potential of the region and the size of the local economic scale, the intensity of the support provided varies depending on the development level of the regions. The minimum fixed investment amount is determined for each



Turkey is divided into 6 different regions for investors in the incentive program. 6th region is the one which government support investors most.



sector and region separately.

Within the scope of Regional Investment Incentives Scheme, VAT exemption, customs tax exemption, tax reduction, social insurance premium support, income tax withholding discount, interest rate support and land support are applied.

Large-Scale Investment Incentives Scheme:

Turkey's technology, R&D capacity and other 12 investment topics that will enhance competitiveness are supported in the context of Large-Scale Investment Incentives Scheme

Strategic Investment Incentives Scheme: Investments that meet the following criteria are supported under Strategic Investment Incentives Scheme:

-The domestic production capacity for the product to be manufactured by investment should be less than the import of the product

-The minimum fixed investment amount for the investment should be TRY 50 million.

-The investment should create a minimum of 40 percent value added (refinery and petrochemical investments are not required)

-The total import value for the product to be produced should be at least 50 million US Dollars in last 1 year (this condition is not required for non-domestic goods).

Supports for investments included in strategic investment incentive applications are VAT exemption, customs tax exemption, tax deduction, social insurance premium support, income tax discount withholding discount, interest rate support and land bounty.

MAIN INCENTIVE TOOLS

Incentives generally comprise a mix of tax and non-tax incentives. The investors may qualify

for the following general incentives based on the location, scale, and other qualifications of the investment;

- Investment allowance
- Exemptions from customs duties and fund levies
- VAT exemption for machinery and equipment
- Exemption from certain taxes, duties and fees
- Grant of subsidized credits

In order to qualify for the above incentives (except for investment allowance), it is necessary to obtain an incentive certificate before the investment is initiated. An investment must meet a minimum equity ratio of 20% and minimum value of 600 billion TL (USD420K) for the developed regions, 400 billion TL (USD285K) for the normal regions and 200 billion TL (USD140K) for priority development regions, and regional requirements to be granted with an incentive certificate.

The application for incentive certificate is made to the Undersecretariat of the Treasury by the foreign investors. Obtaining an incentive certificate is an easy procedure.

For the investment incentive purposes, Turkey is divided into three regions;

Developed Regions; include **Istanbul**, and **Kocaeli** provinces where bulk of Turkish manufacturing is located, and the municipalities of **Izmir**, **Ankara**, **Bursa**, **Antalya**, **Adana**

Priority Development Regions; mainly the provinces in the east, south east, east central and northern Turkey.

Normal Regions; include those areas outside

For the investment incentive purposes, Turkey is divided into three regions.

the developed regions, which include much of **western and central Turkey.**

EXPORT INCENTIVES

Current export incentive measures are indirectly assisting the exporters through extending export credits and insurance and providing some aids for certain export related expenses. There are also exemptions from taxes, charges and fees.

Export Credits

Turkey’s efforts in promoting exports are mainly concentrated in facilitating credits through Turk Eximbank (the export credit bank of Turkey) to exporter companies or to the manufacturers of export goods. Turk Eximbank has fully adopted its credit conditions to that of EU after the customs-union agreement. Exporters may obtain pre-export loans both in TL and foreign exchange. The pre-export loan extended to exporters is maximum 100% of the FOB value of export commitments, with a ceiling of TL 6 trillion for TL credits and USD10 million for fx credits. The maximum maturity of export loans is 360 days. The interest rates vary between LIBOR+1.50 and LIBOR+3.0 depending on the amount, type and principal amount of the loan and existence of an insurance scheme. Furthermore, the companies operating in “priority development regions” benefit from even lower interest rates.

Exemption from Taxes, Duties and Charges

All types of export credits, including letters of guarantee, letters of credits and all other export-related transactions are exempt from all taxes and charges.

Insurance of Export Receivables

Turk Eximbank insures receivables of exporters, which are derived from export proceeds, against commercial and political risks. Commercial risks in specific are; bankruptcy of the buyer, buyer’s failure in paying the export amount or rejection of the goods shipped to buyer. Political risks are considered as cancellation of buyer’s import permission, state of war, civil war, seizure of goods during shipment and transfer difficulties. Exporters, who have their export proceeds insured, may also use these insurance policies as collateral in obtaining export loans from other commercial banks. All shipments made by exporters to countries that are short-listed by Turk Eximbank within a payment period of 360 days are eligible to benefit from the insurance

2023 ECONOMIC GOALS OF TURKEY

The year 2023 will mark the centennial of the Turkish Republic. For this date, Turkey has set the ambitious economic target of becoming the 10th largest global economy. This goal is accompanied by an export volume target of 500 billion U.S. dollars. The plan is to move from being categorized as a middle-income to a high-income country with a GDP per capita of 25,000 U.S. dollars.

	Carrying out projects on R&D and development of international competitiveness in order to increase sectoral exports capacity.
	Increasing the number of national participations to international fairs, general and sectoral trade delegations and buying missions in target markets.
	Implementing sectoral and country based diversification strategy in export composition.
	Focusing trade activities on target markets
	Enhancing the export capacity of SME's
	Increasing the number of global Turkish brands in the world.
	Making Istanbul an international fashion, fair and trade center.
	Providing crucial inputs for exports.
	Creating sectoral clusters for gaining competitiveness in international markets.
	Improving in logistic facilities of Turkey.
	Developing new export finance tools.

Current export incentive measures are indirectly assisting the exporters through extending export credits and insurance and providing some aids for certain export related expenses.

scheme. The 90% losses that may arise from reasons of commercial and political risks, are compensated.

Exemption from VAT and Customs Duties for Raw Materials and Intermediary Goods

Import raw materials, intermediary goods, packaging materials to be used in the production of goods to be exported are exempt from customs duties, VAT and other charges. A letter of guarantee is submitted to the customs authorities during the importation of these materials, which is returned to the exporter when the goods are exported.

State Aids for Certain Expenses

State aids are provided for, management and promotional expenses for new foreign offices, registration expenses of patent and other industrial property rights, personnel training expenses, trade fair and show expenses.

Managers of Global Giants Will Represent Turkey

Campaign to Promote Turkey's Business Environment will include seven countries with nearly 40% share of Turkey's exports.

Under the leadership of Economy Minister Nihat Zeybekci, Campaign to Promote Turkey's Business Environment, which will be carried out abroad with TİM coordination and TOBB business association, was introduced with the launch event in Çırağan Palace. Minister of Economy Nihat Zeybekci, President of TİM Mehmet Büyükeksi, TOBB Vice President Halim Mete, representatives of civil society and business world and top level executives of companies operating globally attended to the event.

Thanks to the campaign, a strong response will be given in an effort to create a negative perception carried out against Turkey in the recent period abroad. The campaign launched under the leadership of the Ministry of Economy aims at strengthening the potential belief that the stable economy of Turkey will survive despite failed coup attempt in 2016.

Campaign aiming to maintain Turkey's international position and reputation; will include seven countries with nearly 40 percent of Turkey's exports, including the United States, Britain, Germany, France, Italy, Russia and the United Arab Emirates. All of the campaign process will be managed from Turkey. Within the scope of the campaign, the videos prepared with senior executives of foreign institutions and organizations in Turkey in the first stage will be shown in seven countries.

The beliefs of the top executives of 16 international brands and the videos they convey from their mouths, on "Turkey from the eye of foreign friends" theme will reach to the public. The biggest difference from other countries' campaigns is the campaign to be carried out abroad, especially in countries with high share of Turkey's exports; The facts of Turkey will not be told from the mouths of the Turkish businessmen, not in the eyes of the businessmen of Turkey, but in the eyes of the managers of foreign institutions and organizations who are operating in Turkey, who believe in the potential of Turkey and continue to invest in their businesses.



The campaign aims at strengthening the potential belief that the stable economy of Turkey will survive despite failed coup attempt in 2016.

Underlining the important process has Turkey gone through after the failed coup attempt Nihat Zeybekci said: "As a Turkey that has recently opted for its integration with the West, we have gone through a difficult time. We have seen that our friends have had difficulty in understanding what we have lived. Broadcasters in friendly countries use expressions that do not get their consent. But even if it is difficult, the inner face of what we live in Turkey needs to be explained in the most correct way. But it is hard for us to tell us. We need to tell our friends who are with us. Therefore; Come and share your own story with us, we said. Our campaign will start in 7 countries in the first place. Then we will grow even bigger."

Speaking at the meeting, TİM President Mehmet Büyükeksi stated that the vision of the President of the Republic of Turkey has leded them in this campaign. "Today we will not tell our story. Our friends who know us, who believe in us, who trust in this country will tell the story," he said.

Mehmet Büyükeksi, President of the Turkish Exporters Assembly (TİM), said that they aim to reach 500 million people directly in seven countries in the one year Campaign to Promote Turkey's Business Environment.



“ I’m in Turkey because I’ve been lucky. We’ve been here since the 19th century so far 3 centuries and we hope to be there 3 more. For the Axa group Turkey is important country at present and for the future Turkey is a country of opportunities. As Axa we invite all business to come and discover the potential of Turkey. Come to Turkey, discover your own story. ”



Guillaume Lejeune
AXA Turkey, CEO

“ BNP Paribas has chosen Turkey because its major dynamic market. We are very happy with our many investment in Turkey. Turkey is considered as a growth engine, it is strategic, powerful and efficient entrepreneurial and innovative. Come to Turkey and see. ”



BNP PARIBAS

Jean Paul Sabet
BNP Paribas Global, Deputy Head of International Retail Banking



“ Turkey is an extremely important part of Ford Motor Company. We feel more than just being a guest. We are the number one commercial vehicle brand in Europe and we make majority of our commercial vehicles in Turkey. Turkey is a very special place. We’re extremely happy and extremely proud to be part of Turkey and its economical development. Come to Turkey, discover your own story. ”



Mark Fields
Ford Motor Company, President & Chief Executive Officer



Sergio Marchionne
Fiat Chrysler Automobiles, CEO



“ We have been in Turkey for 50 years. In terms of international relationships it is the best that we have. Outside of Italy it is probably the most important local development and export hub for Fiat-Chrysler. We’ve achieved numerous and significant economic milestones over the last few years. A lot of Turkish cars are finding their way around the world. So quite happy with what’s going on. ”



HYUNDAI

Mong Hyun Yoon
Hyundai Assan Turkey, President & CEO

“ I truly believe that Turkey is my second hometown. Turkey is key base for our European market. I’m very happy because my dream is coming true. Turkey is bridge harmony potential. I’m sure that Turkey will continuously grow and become more advanced country. Come to Turkey discover your own story. ”



“ I don’t feel as a guest here. In Turkey I truly feel home. We’re here since 107 years. So it’s a fantastic place. It’s a clear track record. It’s a performance we can prove. We always believed in Turkey and we will always believe in Turkey. That’s a place where you really can invest and grow. The sky is the limit! Come to Turkey discover your own story. ”



Felix Allemann
Nestlé Turkey, Chairman & CEO

“ We’ve been investing in Turkey since 1950s and we’ve been here over 60 years. Turkey has a health insurance scheme from the government where everybody is covered, every citizen’s entitled and it’s really world-class healthcare for everybody. We have 4 manufacturing plants. We have invested over quarter billion dollars (250m) in the country, in manufacturing in the last few years and exported over a billion dollars in the last 10 years. We believe in Turkey and it’s people. Come to Turkey discover your own story. ”



Peter Catalano
Novartis Turkey, Country President



“ Vodafone is very happy to be in Turkey. The business has come a long way and has for now for 7 years just had continued growth. We have a very successful business here. It’s a great country, great market and a great industry to be involved in Turkey is opportunity, energy, hospitality. Come to Turkey discover your own story. ”



Colman Deegan
Vodafone Turkey, CEO





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“KEEP CALM AND TRUST IN TURKEY”

Economy Minister Nihat Zeybekci answered our magazine's, *The Turkish Perspective*, questions about the situation of the Turkish economy and Turkish exporters in the light of recent developments.



ZEYBEKCI STATED THAT, despite the uncertainties in the global economy, Turkey has achieved a solid macro-economic performance and kept realizing its structural reforms, as well as extensive support packages, for a sustainable growth path. Zeybekci pointed out that a new promotional campaign was initiated in order to explain the potential of Turkey to abroad, against the negative perception occurred after the failed coup attempt.

Minister Zeybekci also stressed his gratitude for the fact that exporting community is playing a key role for the current “Employment Mobilization” initiated by President Erdoğan. He said “We are happy to see TIM and the exporter’s family taking a decisive role in the campaign”

We are going through a period that you call “super incentive period”. The project-based incentive system, which is a unique incentive model with its flexible structure, attracted attention. What is the impact of this system on Turkish exports, where government support is so intense?

As you have stated, we have established the Council of Ministers Decree, which sets out the principles and procedures for Project-based investment incentives to be implemented for the first time in our history, on 26 November 2016.

With this new model, we aim to provide project-based support for innovation, R & D intensive and high added value investments to meet the current and future needs of our country, supply security, reduce external dependency and realize technological transformation. All kinds of incentives, support and privileges will be determined for projects such as tax, insurance, employment, energy, interest, R & D, marketing and purchasing. We foresee that the conditions determined in the most transparent manner with local and foreign companies will be concluded with legal arrangements on the basis of both sector and firm.

We will negotiate with the domestic and foreign investors who are willing to produce in strategic sectors and capacities, taking into account the criteria such as the size of the investment, the technology it will bring, the added value it will provide, the employment to be created and the export potential. As a result of these negotiations, we will implement the support for the projects that we believe will contribute to Turkey with a separate

decision of the Council of Ministers.

In addition to ensuring our security of supply, we will also make it a center of attraction for our country in terms of technology investments. I believe that this new incentive model will lead to an increase in exports and production.

In this context, we are currently negotiating for possible investment projects that we will support on a project basis. Both the domestic and foreign investors are offering investment projects to take advantage of the Project Based Incentive System. At the same time, we are continuing the promotion meetings of the system abroad and in our country and we provide direct information to investors. As these projects take place in the upcoming period, we will evaluate the contributions of these projects both on our economy and on our production and export capacity.

You declare 2017 as the year of export mobilization. When we compare Turkey with the past, we prefer to work more in partnership rather than think about foreign trade as a single focus. How will Turkey's foreign trade perspective look like in the coming years?

Our current support, which we have been implementing for many years such as the support to the first exports of our companies or road maps for our companies to be global brands, are already being carried out effectively.

Within the framework of our existing support mechanisms, we support our companies to participate in fairs which are organized abroad. In addition, we organize sectoral and general trade delegation programs for different sectors and for many countries. With the purchase delegation programs, we allow businessmen from different markets to visit our country.

In addition, the support of the Turkish Trade Centers we have developed for our companies, which have been difficult to exist in foreign distribution channels alone, has been realized. Again, under our branding support, we encourage our firms to become global brands with the TURQUALITY® Program. We support the projects of our cooperating organizations within the framework of International Competitiveness Improvement (UR-GE) Project to



“WE WILL STRENGTHEN SUPPORT MECHANISMS FOR INCREASING THE EXPORT PRICE PER UNIT.”

ensure continuous and regular export increase of our companies.

In addition to all of these support elements, we are determined to continue to design new mechanisms. In this context, we encourage collective memberships to wholesale and retail e-commerce sites so that our firms can integrate more easily into global markets. On the other hand, we support our exporters who have the potential to be involved in the global supply chain on the issues of hardware, software, training, patent / registration, certification, machine equipment for product development, after-sales services etc. In addition, through the Eximbank, which is linked to our Ministry now, we started to provide financing and export insurance facilities to exporters.

In the next period, we will continue our breakthroughs in foreign trade. In this context, we do not interrupt our efforts to increase the activities of existing supports. We will continue our promotional campaign by using the slogan “Come to Turkey, Discover your own Story” to tell our country's strong, opportunistic economy abroad.

We plan to give personal passports to over twenty thousand goods and services exporters. We will strengthen support mechanisms for increasing the export price per unit. We will prepare short, medium and long-term action plans for our major markets. We will ensure that

our exporters enter markets more firmly. We will continue our efforts to increase the financing power of our exporters.

As Turkey, we are planning long-term decisions and practices regarding foreign trade and exports. In this regard, we are able to move confidently towards our economic targets without being affected by the temporary ups and downs that may occur in the economy and in the markets. At this point, the 2023 Export Strategy prepared by public and private sector cooperation will continue to guide us.

Work is underway to update the customs union with Europe. How the process Works? Would there be a negative reflection of recent tension?

Through the Customs Union in our commercial and economic relations with the European Union (EU), we have made significant progress during the 21 years of implementation. While the EU is the most important trading partner of our country, Turkey is the 5th most important commercial partner of the EU. Today, our industry is integrated with the EU's value chains. 74% of the total direct investments our country has taken since 2002 are from the EU. The role of the Customs Union is important, as well as the story of Turkey's growth, in achieving this success.

We have launched an update process in order to maximize the benefits gained from the Customs Union between our country and the EU, to the highest level. Within the scope of the process, negotiations will be discussed on eliminating problems in the Customs Union, developing reciprocal agriculture concessions, extending preferential economic relations to include public procurement, e-commerce and service sectors.

Prior to the negotiations, we conducted intensive internal preparatory work with the related Institutions, NGOs and private sector representatives, both through surveys and information and consultation meetings.

We have also undertaken an impact analysis study for an independent research institution to demonstrate the possible effects of the Customs Union Update on our country's economy. In the impact analysis study, it was revealed that GDP would increase by about 1% if the Customs Union resolved

structural problems, 50% liberalization in agricultural products and mutual opening of services and public procurement markets. In addition to the mentioned scenario, it is estimated that the GDP will increase by 1.9% with the full liberalization of agriculture products and reforms with the USA and Canada.

An impact analysis conducted by the EU also shows similar results. In an ambitious initiative involving full liberalization in the agricultural sector, it is estimated that our GDP will increase by 1.44%. In both cases, the successful updating of the Customs Union will contribute significantly to the growth rates, exports and prosperity of our country.

At this stage, our country is ready to start official negotiations. The EU is expected to obtain authorization from the Council to conduct negotiations on behalf of member states. After the Commission has been able to negotiate, we are aiming to complete official negotiations at the shortest possible time.

It is also worth mentioning that; Our commercial relations, which are a fundamental legal infrastructure with the EU, are progressing independently of political discourses. In this way, the obstacles in the accession process to the EU have not adversely affected our commercial relations based on the Customs Union. Likewise, political negativities with the EU countries do not negatively affect our bilateral trade and economic relations with the EU. Indeed, the expansion of the existing structure to a more effective structure and to the inclusion of new areas of preferential commercial relations will serve the common economic interests of both sides.

We aim to carry out an update process, which will strengthen the grounds for our economic relations with international community, without being affected from political tensions, focusing on economic gains.

The government is developing good relations with Africa. How do you assess the future of Turkey's economic relations with African countries? What would the added value be?

First of all, it should be emphasized that our point of view towards Africa is based on the use of beauty and riches of



“WE AIM TO CARRY OUT AN UPDATE PROCESS, WHICH WILL STRENGTHEN THE GROUNDS FOR OUR ECONOMIC RELATIONS WITH INTERNATIONAL COMMUNITY, WITHOUT BEING AFFECTED FROM POLITICAL TENSIONS, FOCUSING ON ECONOMIC GAINS.”

Africa for the welfare of African people. We are focused on wins of both sides continuously. We believe in unshakable ties of friendship built on trust.

In this respect, I would like to point out that Africa is a very special place for us. Africa, which continues to grow strongly and steadily even in periods of stagnation and economic contraction throughout the world, will be the driving force of the global economy in the coming period. With the philosophy “Africa is the future and future is Africa”, we are working to establish an exemplary partnership between Turkey and Africa on the basis of mutual benefit. We are investing in the future of Africa because we believe in it from the heart, we work together for the milestones of development.

Our country is committed to developing bilateral relations with its African friends in every field. In 2003, we prepared our strategy to develop trade and economic relations with Africa. While we started our Africa Strategy, our trade volume with the Continent increased from \$ 5.4 billion to \$ 18 billion, Turkish contractors have undertaken a total of 1,152 contracting projects in Africa, exceeding the total value of 55 billion dollars. Today our investments in Africa are over \$ 6.2 billion in size. In the latest period, a Turkish company has reached an agreement for a railway tender for about \$ 1.2 billion in Tanzania. We carried out the second of the Turkey-Africa Partnership Summit, which was held on August 18-21, 2008, in Equatorial Ginesi on 19-21 November 2014.

We have increased the number of Embassies in the continent to 39 and the number of our Commercial Counselors to 29. We increased Turkish Airlines flights to African cities. We have provided support for important development programs, including health, infrastructure, transport and environmental priorities.

The number of countries signing the Commercial and Economic Cooperation



Agreement in Africa has been increased to 39. Again, the number of countries signed in Africa reached 24 with the Mutual Encouragement and Protection of Investments Agreement. We have an agreement on the elimination of double taxation with 11 countries in Africa.

We currently have Free Trade Agreement with Tunisia, Morocco, Egypt and Mauritius, and we continue negotiating FTA with 7 countries from the Continent. We also agreed to initiate negotiations with the two African countries on the Preferential Trade Agreement.

There are 33 countries and the Business Council, which are set up to coordinate the private sector activities, especially business forums, business delegation visits, meetings and seminars, to increase Turkey's economic relations with the African continent. For the first time in November, we organized the Turkey-Africa Economic and Business Forum in coordination with the African Union. The event was successfully carried out with the participation of over 2,000 businessmen from 48 African countries, as well as 1 President of the African country, 1 Prime Minister, 27 Ministers, 7 Deputy Ministers and 4

Secretaries of the Regional Economic Communities / Commissars. The success of this activity has provided us with the impetus to move our relations with African countries forward. With this momentum, it was decided to organize the Forum every two years and to organize sectoral and regional forums. As a matter of fact, Turkey-Africa Agriculture and Business Forum will be held in April this year. Our Ministry is also planning to organize a regional economy and business forum in cooperation with the West African Economic Community.

All these developments constitute the basic framework of our future perspective on our relations with Africa. We believe that Turkish companies will be encouraged to invest in production in Africa, strengthening the activities of our contracting and technical consulting firms in African countries, completing the legal infrastructure in our commercial interaction, improving mutual financing opportunities, increasing the number of our Commercial Counselors in Africa, The promotion of the establishment of the Turkish Trade Centers in the continent is the main pillars of this perspective.

In summary, Africa is a geography where we convey our country's success story and support it to grow steadily. Africa offers new and generous

"AS TURKEY, WE AIM TO CARRY OUR SHARE IN GLOBAL TRADE TO HIGHER LEVELS AND REACH TO THE POSITION WE DESERVE."



opportunities for our business world, especially in terms of potential, opening new fields.

Green passport application that will be given to exporters has been completed. How do you think the system will function? How many exporters will receive a green passport?

The Decree on the Principles Regarding Exporting Passport Issued on March 23, 2017 has entered into force. In this context, we anticipate that our exporters of goods, service exporters, and companies operating in free zones and selling abroad shall receive green passports.

The practice has already started and the various exporters in Denizli received the green passports from the hands of the President of the Republic of Turkey. In total, approximately 22,000 exporters are expected to receive green passports.

The Presidential Government System will go public on April 16th. If the result of the proposal is "Yes", how will the new term effect our economy and export?

As Turkey, we aim to carry our share in global trade to higher levels and reach to the position we deserve. To achieve these goals, we prioritize value-added, innovation and technology-intensive manufacturing in order to penetrate new markets with market diversification and at the same time increase our share in existing markets.

From this perspective, we give support to our exporters, entrepreneurs and investors in every aspect of production and commerce, from investment incentives to market entry activities, from trade organizations to branding and design.

When we pass to the Presidential Government System, our decision processes will be processed more efficiently and faster, bigger projects will be able to be passed on, and direct investments will be increased with the effect of the provided stability environment and new business opportunities will be created in our country.

In this framework, we will be able to record significant distances to reach our foreign trade and international investment goals by using our instruments in a more effective manner.





TURKISH RUSSIAN RELATIONS

BY PROF. DR. ŞERİF ONARAN

If you attend a reception at the Russian Embassy in Ankara, you first notice at the entrance, the photographs of all the ambassadors who served in Istanbul and Ankara since the 18th century. Some of the photographs are in duplicate, indicating wartime interruptions when diplomatic relations between the two countries ceased.

Turks and Russians had twelve major wars during the Ottoman period, and following a 'peaceful' century after World War I, the other year, they came very close to the thirteenth one.

Following the disintegration of the Soviet Union in 1991, relations between Turkey and Russia improved quickly, and soon they started ranking high among one another's trade partners. Russia became Turkey's largest energy provider, while many Turkish contractors and companies began operating in Russia. In this period, Turkey became the top foreign destination for Russian tourists and a significant exporter of agricultural produce to Russia.

Relations between the two countries hit the bottom in November 2015 when the Turkish Air Force shot down a Russian fighter near the Syrian border, within Turkish territory.

After reshuffling the ruling cadre in April 2016, Turkey took the initiative to restore relations between Ankara and Moscow towards normalization. The pressures exerted by both the Russian-addict tourism industry and the agricultural producers who were highly dependent on exporting to Russia, were certainly instrumental in this initiative. However, a "historical reflex" in balancing international relations was proved to be timely, in view of the 15 July 2016 attempted coup.

As a result of numerous high level meetings and telephone dialogues between Ankara and Moscow, the term 'normalization' became redundant according to President Erdoğan, during his visit to Moscow last month.

Historically, a number of Slavic and Turkish peoples have been in contact for hundreds of years in the Eurasian steppes. Many Turkish states, including Khazars, Cumania, Volga Bulgaria, Kipchiks, Kazan Khanate, Crimean Khanate, Astrakhan Khanate, Sibir Khanate were established in the territory of today's Russia, whose cultural and linguistic remnants may still be traced.



The emergence of both Turkey and Russia as independent powers dates back to early 13th century. Turks established the Ottoman State in Anatolia and expanded into an empire, likewise Russians, at the other side of the Black Sea. Thus, the Black Sea basin remained the stage of conflicts between the two powers.

The conquest of Istanbul (Constantinople) in 1453 by the Ottomans ended the Christian Byzantine Empire, and Russia became also the seat of the Eastern Orthodox Church, while likewise the transfer of the Muslim Caliphate to Ottomans, almost simultaneously, adding another layer on top of the present, regional, territorial, historical, imperial, cultural conflicts. Having said that, it must also be noted that the two empires that included both Christian-Orthodox and Muslim populations maintained responsibility for their subjects left in each other's territories. This religious leadership and responsibility of their religious subjects were officially recognized with the Peace Treaty of Kaynarca in 1774.

Turkish-Russian conflict was probably the longest series of military conflicts in European history. The first ever encounter of the Ottomans with the Tsardom of Russia was in 1568 upon the conquest of Astrakhan Khanate by Tsar Ivan IV Vasilyevich. The direct rivalry between the Ottoman and Russian empires that began in the 17th century when Russia joined the Holy League alliance with Poland and the Habsburg dynasty (Austria), ended with the collapse of both empires at the end of World War I – as simultaneously as they emerged.

During the Turkish War of Independence, the

newly founded Soviet Union was among the first to recognise the Ankara Government in 1921. However, this alliance was short-lived. After Lenin and Atatürk died, Stalin's territorial claims to Eastern Turkey as well as the issue of controlling the Straits of Bosphorus and Dardanelle after World War II, raised the conflict. As a result of the deteriorating relations with Mos-

cow, Turkey eventually chose to formally ally with the West by joining NATO in 1952 against the Warsaw Pact. A period which the two countries remained within adversary ideological and military systems throughout the Cold War thus started with minimized relations.

The recent normalization of Turkish Russian relations is manifested by the lifting of the ban on the operations of Turkish construction companies in Russia, and the easing of the travel visa regime between the two countries that was restricted shortly after the downing of the Russian fighter. The leaders agreed to continue with the Turkish Stream – the gas pipeline project through the Black Sea – and the nuclear energy cooperation – the Akkuyu nuclear power plant. So the two parties, not only came back to the position where they stood in November 2015, but also took one step further by agreeing to set up a joint investment fund of up to \$1 billion.

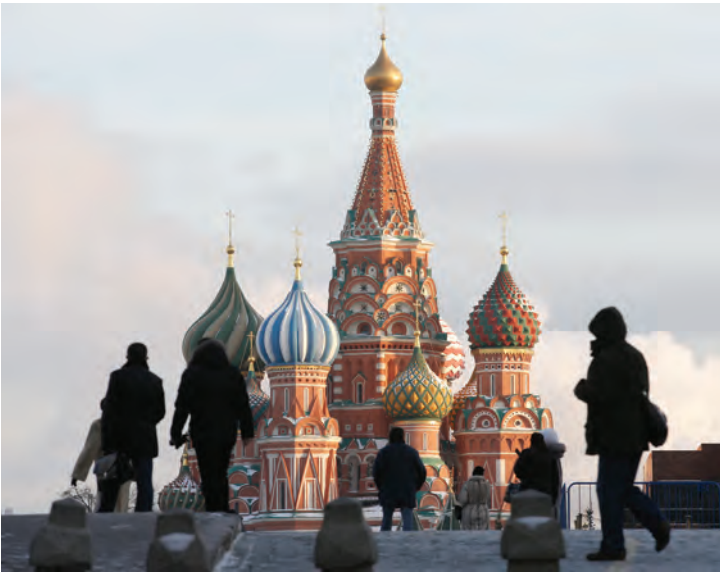
The ongoing power shift from the Atlantic to the Pacific have brought along a chaotic state to the world, indicating that the next decade might witness drastic changes. Despite the aforementioned internal dilemma and difficulties facing the intensification of relations, the idea of Turkish-Russian rapprochement, in general, is a fearful possibility for the West. Tackling with this possibility, however, seems to have a lower priority in Europe's agenda of short term national concerns and inter-social conflicts under the current threats of terrorism and immigration. Behaving recklessly with an increasing hostility towards Turkey over the last months shows that European leaders chose to sub-contract this issue to the United States, as they had done before with other strategic issues such as the rise of China and the Ukrainian problem. Meanwhile, the

THE RECENT
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COMPANIES IN RUSSIA.



The Turkish culture, according to Dugin, is an important actor in a potential multi-polar world, hence an ideal strategic partner to Russia.

FOR MANY CENTURIES RUSSIA AND TURKEY PREVENTED EACH OTHER FROM ACHIEVING THEIR DESIRED GOALS, HAD NUMEROUS WARS. IF WE PURSUE A COMMON STRATEGY, WE CAN RESOLVE ALL OF OUR PROBLEMS TOGETHER...



people of the United States in their recent elections voted to save their resources and to stay focused on the problems of their own continent.

The future of Europe will be of utmost importance for the future of Turkish—Russian relations, as it has been throughout history. A possible disintegration of the united Europe in the near future is not a farfetched prophecy. Following Brexit, there are elements that can not be ignored in France, Italy and the Netherlands that are seriously considering to exit the German led Europe under strong xenophobia and islamophobia. This scenario of collapse, hence power vacuum creates a potential danger for the stability of the region. With 4.5 million Turks living in Europe and with its 4.5 million refugees / immigrants eager to flow to Europe, Turkey is also a potential danger for xenophobic/ islamophobic Europe.

Alexander Dugin, the chief ideological mastermind who is frequently cited as the “brain” and “voice” of Russia’s popular leader Putin, suggests a handsome place for Turkey beside Russia, within his theory of Eurasia, along with his “4th Ideology.” He suggests that liberalism –the last of the three ideologies of the 20. century, after fascism and communism– should also die, the post-cold-war uni-polar world should leave its place to a multi-polar one, and the existing cultures in the world –instead of the pseudo-individuals of liberalism– should act as political actors. The Turkish culture, according to Dugin, is an important actor in a potential multi-polar world, hence an ideal strategic partner to Russia.

Cooperation between Turkey and Russia, leaving aside a 500 years of rivalry, can propose creative solutions in the Balkans, Caucuses, Central Asia and the Middle East.

Cooperation in the military and defence industries, in addition to the already established relations in various sectors, are among the essential components of the alliance that Dugin foresees. The two countries should take patient steps, many years to come, in order to achieve this alliance. It is not only the different standards and calibres or electronic protocols that make it difficult for the the probable top level decisions to flow down, but also the differences in styles of conducting defence-related business in the two countries, as well as their military cultures. As NATO and the Warsaw Pact were essentially military alliances, collaboration in this sphere is particularly challenging that requires long-term acculturation.

Strategically located in the middle of the East and the West, trying to keep together a secular republic with an overwhelming Muslim population, dealing with its domestic problems posed by its geography, as the only Muslim NATO member and as a long standing candidate for the EU, Turkey has had considerable experience managing dilemmas.

The historical baggage of Turkey and Russia, along with the Russian jealousy demonstrated in the 21st century over the former Soviet territory – Georgia, Crimea and Eastern Ukraine – suggests poise to Turkey when rapprochement with Russia is concerned.

For a successful cooperation without interruption, Turkey and Russia must be careful to not trigger one other’s historical fears. Neither should pursue nationalistic interests in former imperial memories. So long as the military sphere is concerned, both countries better take particularly trust-enhancing measures. Instead of dwelling on past conflict areas, they should discover common objectives to cooperate on, and common values with which they can transform crises into opportunities in the Balkans, Caucasians, the Middle East and Central Asia.

THE FUTURE OF EUROPE WILL BE OF UTMOST IMPORTANCE FOR THE FUTURE OF TURKISH-RUSSIAN RELATIONS.

A woman with dark hair, wearing a red lace-trimmed dress, is smiling and looking to her right. She is holding a large American flag in her left arm and a Turkish flag in her right hand. The background is blurred, suggesting an outdoor setting.

FREE-TRADE AGREEMENT WITH THE USA REAWAKENS

BY RAMAZAN GÜZYURDU

A NEW PAGE MAY BE OPENED FOR THE US-TURKEY ECONOMIC RELATIONS UPON TRUMP ADMINISTRATION'S POSSIBLE STEP TOWARDS BILATERAL FREE-TRADE AGREEMENTS BETWEEN COUNTRIES WITH THE POSSIBLE WITHDRAWAL OF THE US FROM THE TRANSATLANTIC TRADE AND INVESTMENT PARTNERSHIP (TTIP).



Ali Çınar, President of the Turkish Heritage Organization (THO) explained that new opportunities could emerge for Turkey with the withdrawal of the U.S. from the Transatlantic Trade and Investment Partnership (TTIP). Ali Çınar expressed Trump's dissatisfaction towards the TTIP project planned between the EU and the U.S. and said, "During electoral campaigns, the President Trump vowed to withdraw the U.S. from the TTIP to reassure the voters. The new administration officially announced cancellation of the Trans-Pacific Partnership (TPP) project. It is allegedly reported that the TTIP may also be withdrawn although no official remarks have been delivered yet."

Çınar noted the significant efforts undertaken by the THO, the Washington-DC-based think tank known for vigorous activities in the U.S. in order to enable our country to act with a more effective role globally, stating that they, at the organization, worked extremely hard for Turkey to be a part of the TTIP project considering the critical output that can be yielded: "However, withdrawal of this project may actually unlock new opportunities for our country. Consequently, we believe that Trump will move toward the bilateral free-trade agreement method, which he indicated for the first time after his meeting with the UK Prime Minister Theresa May. This therefore paves the way for bilateral special projects between the U.S. and Turkey including a free-trade agreement."

"The best time for bold investment steps"

Ali Çınar emphasized that annual volume of the USA's trade activities with Mexico exceeds USD 500b: "Unfortunately, volume of trade between the U.S. and Turkey does not even reach 20 billion dollars, while there is actually a tremendous potential for both countries to develop their trade relations. A look into the Turkish-American trade relations on the basis of sectors indicates that subordinate industries particularly include iron-steel, natural stone, energy-chemistry and aviation with major import fields including defense industry, pharmaceutical chemistry, finance and automotive industry.

It is high time for Turkish businesspeople to plunge forward and make investments boldly without considering the long physical distance to the U.S. With that being said, some Turkish companies have already taken huge steps across the U.S. This particularly includes technology where great opportunities are present in areas



The new administration officially announced cancellation of the Trans-Pacific Partnership (TPP) project.

such as manufacturing technology, biotechnology, IT and software development. Some states offer a wide array of attractive opportunities for foreign investors, including Turkish investors, such as tax exemption and land allocation."

"If countries with a population of 7-8 million makes it, Turkey can surely make it"

Çınar noted that Turkish businesspeople can access the U.S. market either directly or through strong partnerships in this market by becoming familiar with the legal procedures and conducting a proper analysis of the market and competitors, and continued: "Considering the successful commercial maneuvers in the U.S. by countries with a population of only 7-8 million, Turkey can surely be successful as a country witnessing significant reforms and critical actions. Turkey's economic and regional strength will as well strengthen our hands also when the country will maintain foreign trade investment and courageous steps. At the THO, we keep stressing that Turkey is a strong economy and accommodates a good number of foreign investors through our activities at Washington DC with our expert team."

TURKEY CAN SURELY BE SUCCESSFUL AS A COUNTRY WITNESSING SIGNIFICANT REFORMS AND CRITICAL ACTIONS.



\$17.5 billion

THE TRADE VOLUME BETWEEN
THE U.S. AND TURKEY IN 2016

%5,53

EXPORT RATE BETWEEN THE
U.S. AND TURKEY IN DEFENCE
SECTOR IN 2016

\$6.5 billion

THE EXPORT VOLUME
BETWEEN THE U.S. AND
TURKEY IN 2016



Several measures
could be taken to
improve the trade
volume.



ALI ÇINAR

President of the Turkish Heritage Organization

What steps should be taken to expand the trade volume between the USA and Turkey further in the upcoming period?

U.S. – Turkey relations will start a new chapter with President Trump. TTIP was an important agreement for Turkey but the Trump

administration made it clear that it was going to stay away from this trade deal. This move could provide new opportunities for an exclusive U.S. – Turkey trade deal.

Last year, the trade volume between the U.S. and Turkey was \$17.5 billion dollars. Several measures could be taken to improve this trade volume. First and foremost, an exclusive free-trade agreement would be the first step. As part of this agreement, agencies that specifically deal with trade and economic relations such as the Chamber of Commerce and business associations could expand their collaboration and outreach. Since there has never been an exclusive trade agreement in place, these agencies are unable to operate at a level where they can make a real difference. However, that could change with an exclusive trade deal. Upon identifying industry specific comparative advantages of both countries, these agencies could make the mutually beneficial business connections, identify investment opportunities and ultimately provide jobs. In addition, it is important to point-out that many firms in Turkey are unable to utilize the incentives provided by the government.

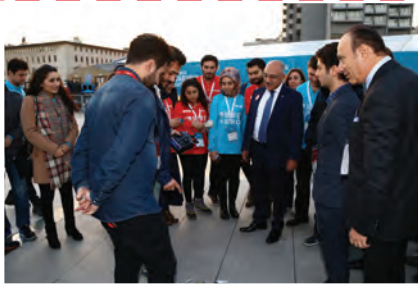
Turkey's Ministry of Economy lists the U.S. as the top strategic market. As the global economic relations continue to evolve, a trade agreement with the world's biggest economy would have significant impacts on these incentives as well as the firms.

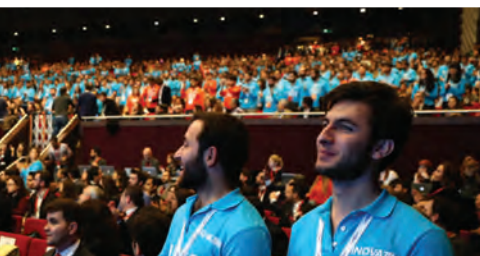
How will the annulment of the Trans Pacific Partnership Project affect the future of the EU and its policies?

Annulment of the Trans Pacific Partnership Project is predicted to have outcomes that would adversely affect EU. This year, several critical EU member nations such as Germany and France will have their elections and populism is on the rise in Europe. The outcomes of these elections could further complicate the future of the EU and its policies.

England is getting ready to leave the EU but Prime Minister Theresa May wants to make sure that England maintains and improves its vital economic relations with the U.S. That's why she was the first leader to visit President Trump shortly after his inauguration to discuss an exclusive trade deal.

So far, Trump administration have signaled that unlike previous administrations they will not choose a comprehensive trade deal that includes several nations. Instead, they will prefer to sign individual trade deals with different terms – a unique approach for the world's biggest economy.





INNVA LEAGUE

BUILDING THE FUTURE

This program is a touchstone of reaching the 2023 targets of our exporting companies, and this program shapes the vision of the companies.

BY RAMAZAN GÜZYURDU

INOVALIG, the first innovation development program of Turkey, which the Turkish Exporters Assembly (TIM) has created 4 years ago, started accepting applications on January 25th 2017. All companies, regardless of sectors, can apply to InovaLIG 2017 from www.inovalig.com until April 30, 2017.

With 761 companies applying to 2016 InovaLIG, Turkey was able to become one of the countries with the highest participation in the IMP3rove program and the champions received the awards at Turkey Innovation Week with the participation of Mr. President of Turkey.

With InovaLIG, companies are able to measure innovation competencies and to develop their innovation cultures on an interactive platform. A comprehensive innovation assessment and comparative analysis report is available for free to all companies that have completed the innovation evaluation.

We are delighted to focus on medium and long-term goals and enable them to follow innovation developments over years. With the expanding of innovation management and awareness, everyone from the President to the sector representatives is contributing to InovaLIG and this situation is a source of pride for us by separating our country from other countries.

In this sense, we invite all companies to participate in InovaLIG 2017 on www.inovalig.com until April 30th, 2017 in order to see the development of the applied companies and for new companies' situations.

Turkish Exporters Assembly said, "We believe that we will do bigger successes together with InovaLIG 2017, and will have much more intensive participation this year. We strongly believe that we will carry our country much more higher in the league of innovation."

Differences Of InovaLIG From The Projects Abroad

One of these differences is that IMP3rove methodology, which is proven by IMP3rove Academy, will be used in evaluating innovation competencies. It is also the first time that an innovation program has been implemented on such a wide scale and national scale and it is a strong collaboration of TIM and IMP3rove Academy. It is believed that this comprehensive and diverse work will make a significant contribution to bringing innovation to the highest level throughout the country.

Everyone, from the President of the Republic of Turkey to the sector representatives, contributes to this issue in order to create an important step and awareness for the dissemination of innovation management and consciousness. This is an important support factor for the program and has been a decisive factor for other countries.

With the number of 460 applications reached in the first year, Turkey has achieved its first year of becoming one of the countries with the highest participation. At the national level, ownership of the work in this way by both public and private sector affiliates has created some impetus for all sectors.

In addition to the increase in the number of participants, a considerable diversity has also been achieved in terms of sector and size.

How It Works?

According to the poll, 250 companies with the best evaluation results will pass the first round. The first 10 firms to be selected from each of the 5 categories of innovation management will be entitled to participate in the seminars with a detailed examination of the company reports by the InovaLIG jury.

All the semi-finals will be visited. Then, it will be focused on innovation management approaches and their applications to the semi-finals category. The first five companies in each category will be promoted to the finals after the conclusion of the meetings and jury evaluation. In the final phase, the companies will present their presentations to the members of the jury of InovaLIG and the members of the jury will determine the first 3 companies and innovation champions in 5 innovation categories. The champions will be entitled to represent Turkey in the IMP3rove platform in Europe or in the "Best Innovator" competition, according to company size.

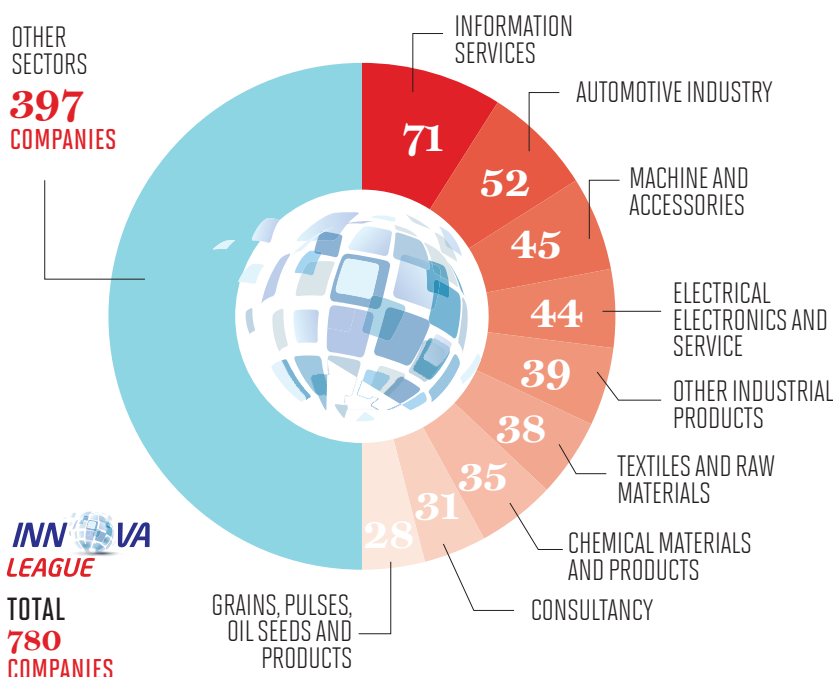
What Are The Success Stories Of The Inovalig Program?

As a very striking example, it can be given a story of a company operating in the United Kingdom in the automotive sector, which regularly suffers from changes in supply-demand balance. Special entry analysis, quick gains and road map are prepared for a company that wants to enter a new market segment but does not have the necessary competencies. In the framework of shared outputs, there are basically recommendations on innovation life cycle processes, premature acquisition areas, and the R&D management system. The company internalizes its output and becomes a profitable company through revenue generated from the market segment that it has just entered in a year.

As a similar example, it can be given a story of a company in Italy working in the software industry that complains about reaching a limited market share despite all the struggles. The company, which has been operating in the software sector for 25 years and started life by developing software for airlines, sees that it is necessary to decrease the product development period and cost, and also to improve the quality of the employee while raising the product quality in order to increase the market share. In this direction, the participating firm sees that it receives very low scores on the basis of the initial evaluation and understands that it is necessary to make fundamental changes in its success. After that, a roadmap is created for the firm and the road map specifically covers the creation of the innovation strategy, the exchange of institutional cultures and the management of the innovation cycle. The company enters the process of restructuring under the influence of the program and experiences a technology roadmap that responds to external factors. The company launches a change management program to excavate innovation into its DNA, renews the entire CRM infrastructure and is passionate about AGILE methodology in R&D. As a result of the steps, the company increases its existing domestic market share to 1,5 times within the next 2 years, while also achieving the exploitation of foreign markets.

In brief, success stories are an example for companies that will participate in Turkey.

INOVALIG 2016 – PARTICIPATION STATS



500 ISTANBUL INVEST IN FUTURE

500 Istanbul is a VC fund under the 500 Startups network. **500 Startups** is a global venture capital seed fund with a network of startup programs founded in 2010, headquartered in Silicon Valley. With investments in over **60 countries**, **500 Startups** has operations and regional funds in over **25 countries**.

 BY SERPİL KASAP



We interviewed the system of entrepreneurship and funds with Rina Onur Sirinoğlu, the managing partner of 500 Istanbul, Turkey's first US-based venture capital fund, operating under the 500 Startups network in Central Silicon Valley.

What does “500 Istanbul” mean for initiatives in Turkey and Turkey?

For Turkey and the entrepreneurs in Turkey, it means financing for entrepreneurs working on ideas and projects that can appeal to international markets, especially in the early stages, to support investors in their overseas expansion, meaning to meet investors for a jump on the next stage. It is a network that needs them to be successful, trying to present external factors and elements to them as much as possible.

Could you give information about the future plan of “500 Istanbul”?

We started “500 Istanbul” in July 2016. Our model is somewhat different from other types of venture capital funds that you can see in Turkey and Europe. Because when you look at these venture capital funds, the portfolio of \$50 million funds can reach to 20 companies in total. There is a model that makes investment two or three times per year. In our case, there is a goal of making small-scale and very frequent investments and a making lot of investments. Our 5-year goal is to invest in about 100 companies, whether they are entrepreneurs or Turkish companies in the Turkish ecosystem.

So far we have invested in 21 companies. If things does not go wrong in 2017, we would like to invest in about 10-20 companies and we will proceed towards this goal.

We started to contact with investors in April 2016 and the date when we launched the fund is July 22nd, which comes after July 15th. In other words, after July 15th, the investors we have talked to for months have entrusted us their confidence and their money to invest in



IT IS A NETWORK THAT NEEDS THEM TO BE SUCCESSFUL, TRYING TO PRESENT EXTERNAL FACTORS AND ELEMENTS TO THEM AS MUCH AS POSSIBLE.

Turkish entrepreneurs and initiatives and to be able to open up the globally targeted businesses of this country to the world. Actually after 15th of July, I might say that we are not affected. Because our goal is to invest in companies that will export technology from Turkey. Consider Finland or any Nordic country as an example. There are services and technologies that can have millions of users everywhere in the world that can spread to the world from tiny countries. What advantages does it have? Each country has its ups and downs. This may be in the US, Israel or Germany. If you are affiliated with a country, the ups and downs of that country can affect your company very



RİNA ONUR ŞİRİNOĞLU

Founder Partner of 500 Istanbul



much. But if you are a company or an enterprise that serves a global market and a global audience, the ups and downs of that country do not affect you very much.

What is the number of entrepreneurs you are currently supporting and the number you are targeting?

We currently have 20 active investments and 2 more investments in the contract phase. We will have 22 active investments soon. This year, our target is 40 investments and for 5 years later our target is 100 investments. So, we are planning to support 100 investments. If we consider the number of the founders of each enterprise or the number of team members they will reach, this actually means reaching thousands of people in terms of employment.

What are the advantages and disadvantages for entrepreneurs in Turkey? Also, would you evaluate the perspective of the government for entrepreneurship in Turkey with the past and present?

The disadvantage of entrepreneurs in Turkey is that if the startup world builds up as a pyramid, the incubation centers are at the bottom. Acceleration programs come afterwards. Melek Investment is above of them. After it, the CEZ Investment comes. It goes to the CEF in USA. Let's compare it to Singapore. Silicon Valley is a place that has not been an active entrepreneurial ecosystem since the 1950s and 1960s; it's a

place that is on the rise in the last 10 years. When my friend showed me that pyramid, we could think of about fifty consortiums or funds in our minds when we list the countries from every segment. When we draw a similar pyramid for Turkey, we can say that there are incubation centers and universities in each segment not more than the number of fingers of a hand. Very few examples can be given for other segments. What does this mean for the entrepreneur? You might have a brilliant idea; you might have plans to do great things. However, you cannot have this fast growth without an investment or money. You need the money. If you do not have an investor who can give that money in the ecosystem of your country, then the business of this entrepreneur is very difficult because then, you have to go to a foreign investor. When a foreign investor enters a situation that is unfavorable to the country you are in, they can come to you with opinions such as "Is it a right time to invest in Turkey now? I'm not sure". One of the most important things that Turkey needs to do in this regard as a society and state is to use the "fund of funds" system, which is also very much common in the world. What is "fund of funds"? The state says "We want to invest in innovation, technology, entrepreneurship, but we do not have \$1 million to give to the company directly. What can we do about it?". A "fund of funds" can be created and invest in

funds which are similar to your fund. This system exists in Kuwait, Malaysia, Qatar and all countries in the West. This system started to come to developing countries. It already exists in the Far East. The biggest supporters of the 500 global are these funds around the world. For example, we can do business with Qatar. We can bring all of our partners in Silicon Valley to Qatar or Kuwait, set up a speeding program there and train them for nine months in the ecosystem there. We need government support for that.

500 Istanbul has a different identity according to other Silicon Valley in the world?

Apart from its 9 regional funds in Turkey, Japan, Korea, Southeast Asia, Thailand, Canada, Vietnam, MENA and Mexico, 500 Startups also has 2 vertical funds in fintech (financial technology) and virtual reality. The functioning of each fund, the companies it invests in, and the investment trends are actually different because all geographies are different. Our global fund, which is in the Silicon Valley, is working on projects for which our entrepreneurs can not dare to do. These projects are planned for 10-15 years and entrepreneurs can support them economically. But entrepreneurs here are doing projects that are focused on getting results sooner.

Finally, what are your suggestions for entrepreneurs and big companies in Turkey to achieve entrepreneurial levels in the world?

In first place, they should think globally about their projects. If they want to be successful locally, they should address a big market. Secondly, the most important thing they should do is to create a good team. If you are even the best entrepreneur of the world, you can not do it alone. Because it is very difficult to manage both private life and business life. They can solve this problem with a good team. Besides, entrepreneurs must communicate with investors at every step of the project to improve it.

When we look at the Turkish fund, there are some of Turkey's largest holdings or past entrepreneurs among the institutions that support our own investors. One of the easiest ways to catch up with innovation is to partner with a fund that is focused on this business just like us.



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Brands

SECURITY, TECHNOLOGY, CERAMIC, VIDEO GAME



SECURITY

At the congress dealing with the topic, "Europe – boundless? Liberty, mobility, security."

Ekin Technology :

NEW ERA OF FACE RECOGNITION TECHNOLOGY

Ekin Technology introduced the latest face recognition technology at the 20th European Police Congress on 21st and 22nd February 2017 in Berlin.

BY RAMAZAN GÜZYURDU

Ekin Technology building up safe cities in different countries of the world, introduced the latest face recognition technology at the 20th European Police Congress organised by the newspaper Behörden Spiegel, on 21st and 22nd February 2017 in Berlin. At the congress dealing with the topic, "Europe – boundless? Liberty, mobility, security", Ekin

Technology introduced "Ekin Face", the face recognition system operating without any need for an existing photo archive to security authorities. European Police Congress being Europe's leading conference on homeland security hosted numerous high-ranking representatives of the security authorities as the Federal Minister of the

Interior of the Federal Republic of Germany, Dr. Thomas de Maizière, Frontex's Executive Director, Fabrice Leggeri, the President of Eurojust, Michèle Coninx, Director, Federal Office of Police fedpol of the Swiss Confederation, Nicoletta Della Valle, the President of the German Federal Office for the Protection of the Constitution (BfV) and more.

At the congress, Akif Ekin, founder and Chairman of the Executive Board of Ekin Technology made his presentation on 'Face Recognition without Faces – Future of Face Recognition for Public Safety' topic. Mr. Ekin, mentioning about new technologies in face recognition touched upon the importance of managing an integrated data system for having completely successful results in detecting persons of interest. Throughout his speech Mr. Ekin mentioned about precautions to be taken to ensure border security and solution offers to avoid global terror problems. As Mr. Ekin has indicated, border security being one of the top discussion topics in the European Union agenda can be outdated issues if needed actions are taken. 'With today's technology a completely secure city can be designed with the power of hardware and software engineers. 'Face recognition systems controlled by the security powers of cities with true surveillance hotspots can change security understanding of

the world and the ways to avoid terrorism completely' said Ekin. 'New face recognition technologies give governments and private companies the opportunity to archive-detect any faces while it was only limited to wanted/registered criminals before' said Mr. Ekin. Completing his speech by mentioning about the development of mobile tools that can be integrated to cars, bikes and other vehicles; and their capacity to scan the whole city, Mr. Ekin's speech drew attention of the panel participants.

SOLUTION FOR BORDER SAFETY PROBLEM: INTEGRATED FACE RECOGNITION

In his presentation, Ekin explained the solutions for border security and global terrorism problems and proposed new technologies. Emphasizing those European countries can be solved by integrated face recognition systems for the border security problem that is among the main agenda items, Ekin explained that they have developed a brand new technology in this context. Emphasizing that



Akif Ekin, made his presentation on 'Face Recognition without Faces – Future of Face Recognition for Public Safety'

LEADER IN SAFE CITY TECHNOLOGIES



"Since its establishment in 1998, the Leader in Safe City Technologies, Ekin has been leading the way to more secure cities all over the world at its headquarter in Istanbul and branch offices Stuttgart, Abu Dhabi, Ankara, Baku, Dubai and New York. Starting with developing safety technologies for NATO Summit 2004 and FIFA World Cup 2006 in Germany, Ekin had built over 500 "City Safety Control Centers" all around the world until today and became the pioneer in city safety technologies. As the inventor of mobile surveillance systems in safe city technologies, Ekin services ultimate safety to public with Ekin Patrol, the world's first and only smart patrol which is capable of speed detection, face recognition, plate recognition continuously and simultaneously and turns every vehicle into smart patrol vehicle. Ekin's mobile and fixed surveillance systems are totally

compatible with the state-of-art software; Red Eagle – "Safe City Operation System". Red Eagle is an integrated operation system that manages all city systems such as surveillance systems, face recognition, plate recognition, speed detection, parking violation detection, smart intersection control and system control software. Ekin has won world's prestigious awards with the pioneer mobile surveillance products; Ekin Patrol and Ekin Bike Patrol, such as "Stevie Awards Best New Product–Bronze" two years in a row, German Design Award–Special Mention and A–Design Silver Award. With its state-of-art solutions and products, Ekin had won "Game Changer" title in World Technology Awards 2014 and succeeded to be one of 5 finalists with competitors like Google Glass, LinkedIn. Two years in a row Stevie Awards "Most Innovative Company" bronze award winner Ekin's mission is to make the modern cities safer and smarter with tremendous effort on its entire software, hardware and design.



cities could be safer with this technology, Ekin said, "In the past, face recognition could only be made for the searched/registered people, but now everyone's face can be archived with the newly developed technologies. From this border gates to the shopping centers and to the stadiums will serve to make everywhere our social life is very safe. We can do face recognition with mobile tools. We can turn police cars into centers that even bikes are equipped for city security. We can install the technology that you will come into smart mini devices and we are putting this in the service of people."

Face recognition systems controlled by the security powers of cities with true surveillance hotspots can change security understanding of the world and the ways to avoid terrorism completely.



TECHNOLOGY

ITU ARI Teknokent:

A GATEWAY FOR TECHNOLOGY AND COMMERCIALIZATION

ITU ARI Teknokent Istanbul Technical University's Technology Park is one of the largest technology parks of Turkey with a 120,000-square meter area.

BY İBRAHİM AVCI

ITU ARI Teknokent has been established to amplify every success into an even greater success, ensuring continuity of projects towards Turkey's vision of reinforcing R&D and innovation-based technological infrastructure.

Being home to 260+ tech companies, 6500 employees, and 800 supported entrepreneurs, ITU ARI Teknokent executes

impressive projects for sustainable growth and high value-added innovations. The main objective of ITU ARI Teknokent is to strengthen Turkey's R&D and innovation based infrastructure. Thus, ITU ARI Teknokent accepted as its main task to create a "Culture of R&D, Innovation and Entrepreneurship" in the society. The synergy created

by sharing the technology based information and know-how in ITU ARI Teknokent contributes to the projects with high success rate; as a result of all this it creates employment for qualified workforce. In other words, ITU ARI Teknokent aims to be the point of focus for the R&D and innovation activities in Turkey and Istanbul in order to strengthen the national

ITU ARI Teknokent is to strengthen Turkey's R&D and innovation based infrastructure.

technological infrastructure; aims to support, develop and direct to the correct channels the synergy created by the collaboration of the academic know-how and R&D companies. Recently, by adopting "Entrepreneurial Firm Performance Evaluation System", in line with the performance objectives re-defined every year, ITU ARI Teknokent expect companies in its region to increase their R&D revenues 4 times more than their current levels by 2023 with the new technologies they develop.

TO EXPAND THE BOUNDARIES OF ENTREPRENEURSHIP

ITU Cekirdek, the pre-incubation center of ITU ARI Teknokent provides training, consultancy and mentoring services, a free of charge office space, investment opportunities laboratory and prototype fund to entrepreneurs. At the end of each term successful candidates are invited to Big Bang event in which the entrepreneurs display their projects on stage to attract investors. ITU Cekirdek, attracts thousands of start-up teams annually from Turkey and abroad, awards nearly 1,5 million Dollar as seed capital and investment to entrepreneurs and has been ranked as the 8th best incubator in Europe and the 18th best incubator in the world.

ITU MAGNET is the newest entrepreneurship program of ITU ARI Teknokent and aims to grow a community of

growth-focused, high-potential technology start-ups in order to fulfill a very important function in the start-up ecosystem. Start-Ups, Entrepreneurs and Participants will be accepted as members of ITU MAGNET.

ITU MAGNET's primary objective is to help technology start-ups scale-up in order to get ready for international competition. High potential start-ups that have finished the early stages and have launched their products are welcome at the co-working space of ITU MAGNET after an initial screening. Recently, a new kind of incubation center has opened at ITU ARI Teknokent.

BEING HOME TO:

260+

TECH COMPANIES

6,500

EMPLOYEES

800

SUPPORTED
ENTREPRENEURS



ITU GATE

INTERNATIONAL START-UP
ACCELERATION PROGRAM

ITU ARI Teknokent's International Startup

Acceleration Program, ITU GATE, helps Turkish technology-based startups to access the international market, providing them training, mentorship, international customer and investor networking, as well as office services in San Francisco and Chicago.

ITU GATE was started in 2014 to empower and reinforce the Turkish entrepreneurship ecosystem and to create projects that add value to the Turkish economy. It achieves these goals through a tailor-made support process, which accelerates the growth of the selected 20 technology companies.

The process is aimed at developing market-appropriate business models to ensure that the innovative projects of the selected companies are commercialized in the right way. The program is a step towards enabling entrepreneurial businesses to reach international markets, helping them to gain presence in the global economy. It starts with a 6-week training and mentorship support in Turkey so that the selected 20 companies gain the basic capabilities for international business development and investor attraction. Training subjects include topics such as business model development and assessment, market survey and analysis, strategy and competition analysis, basic financial accounting, financial modelling,

ITU GATE Program also has liaison offices in Chicago and San Francisco. The Chicago office is located in the premises of 1871, the #1 University-Affiliated Business Incubator In North America. The San Francisco office is located in the premises of Galvanize, where startups have the opportunity to learn, connect and develop in the Bay Area.

Turkey, a hub of entrepreneurship and innovation at the intersection of Europe and Asia, has developed a vibrant domestic startup community. With ITU GATE's contribution, the Turkish startup community is developing strong ties to the North American investment community and ITU GATE's aim is to become the reference for startups that want to make the transition to Silicon Valley.

Since 2014, ITU ARI Teknokent has completed 3 full ITU GATE programmes. 9 selected companies of 4th cohort companies are now in USA Planning period that they will be flying to San Francisco by the end of April 2017. ITU GATE companies held meetings with global firms like Apple, Google, Guess and joined international trade fairs. One firm was selected for Kickstarter program and raised \$900,000, becoming Kickstarter's most-funded Turkish startup to date.

Bien have exports to nearly 70 countries in 6 continents.



CERAMIC

Bien:

A GREAT ATTENTION TO BIEN'S COLLECTION

Bien introduced its new collection which consists of hundreds of pieces at Unicera.

BY SERPİL KASAP

With its original designs and a constantly renewing rich product range BIEN, which became one of the pioneers of industry introduced the latest designs of 2017 made with the latest technology at UNICERA.

Bien Ceramic presented its large dimension special series and latest designs at Ceramic Bathroom Kitchen Fair organized at CNR EXPO Yeşilköy on March 8-12, 2017.

Bien's newest collections in the fair were 40x120cm sizes Antique Carrara, Anabell, Emily, Garden, Oscar, Wild Onix, tile series produced

Between 2010 and 2016, Turkey was the second in the world design rankings and Bien took the 5th place in the world rankings.

in 80x80cm and 15x90cm sizes and Selection Series in Ceramic Sanitary Ware have received great acclaim.

The Group Sales Director of Bien Ceramics Metin Savcı who said that the brand has entered the market ten years ago and today the company has an important and active share in the market, continues "Bien has an active share in the world market. We have exports to nearly 70 countries in 6 continents. We export 35% of our production abroad. For us, research and development, production development and designs are of great importance. We

have serious investments in these issues. We have made important steps to make Bien a global brand."

ALWAYS YOUTHFUL ALWAYS NEW

Savcı also added: "As a brand that makes original, high quality, innovative production we respect nature. We can say that the development of design in the ceramic industry in the world is really dizzying. Between 2010 and 2016, Turkey was the second in the world design rankings and Bien took the 5th place in the world rankings. In ceramic designs, the world is turning to nature and naturalness. Our country is also taking fourth place as turnovers in world ceramics exports. Ceramic tiles produced in Turkey and about 40 percent of the sanitary ware products we call Ceramic Health Equipment are exported abroad. Unicera, the second largest fair in the world, stands in an important place especially for brands like us which exporting a significant portion of its production abroad".

GREAT DIMENSIONS FLOURISHING

Metin Savcı, who stated that they designed many new collections special for 2017 which was unveiled for the first time at Unicera, added that, in addition to the new designs, especially the 40x120, 60x120, 80x80, 15x90 sized products had the attention and the new sanitary ware series got great acclaim. Savcı, added that they produced many large and special sizes with nanotechnology. "We reflect the natural textures to our products with our relief molds which provide the original effects of natural products. The consumer wants to feel that naturalness on the surface of the product before getting such products" he said.



VIDEO GAME

Netmarble has over 3,500 employees and studios worldwide.

Netmarble:

\$1 BILLION WORTH OF GAME EXPORTS

Turkey's game companies will be able to export \$1 billion of video games in 2023 if they release 5 or 6 successful games in the next 6 years.

BY KEMAL TUNÇSEL

Netmarble was founded in Korea in 2000 to provide entertainment for people by offering successful games to masses all around the world. It is considered one of the most important game developing and publishing companies in Asia and all over the world. Netmarble now has over 3,500 employees and studios worldwide. It produces and presents some of the most successful mobile

games including; Lineage2 Revolution, STAR WARS™: Force Arena, MARVEL Future Fight, Seven Knights and Travelling Millionaire.

Netmarble is 100% parent company to Kabam, one of the world's top developers of free MMO games, and the biggest shareholder of Jam City, one of the leading casual game developers. At the same time, it is in a strategic collaboration with CJ E&M



Netmarble produces and presents some of the most successful mobile games.

Corporation, Asia's largest entertainment company, Tencent Holding and NCsoft, a leading MMO game company.

Netmarble EMEA has a strong position especially in Turkey, Middle East and Africa, with Joygame.com, the number one game portal of the region, and with popular games such as Wolfteam, Goley, Travelling Millionaire and MARVEL Future Fight.



BARIŞ ÖZISTEK netmarble
CEO
Netmarble EMEA

What is the reason behind your company's success in the past years?

We can relate the reason behind Netmarble's success to its leading position in the industry. In 2002, Netmarble introduced the first 'Free to Play' business model to the world with "Catch the Mind". When it is considered that "Free to Play" is the most widely used model in the industry, we can claim to have been leading the world gaming culture for the last 15 years. In 2011, Netmarble succeeded in introducing PC and Console-quality games with rich content to smartphones; once again changed the world game history and started a new era in the world of mobile games.

Netmarble managed to become one of the top 10 game companies in the world, by being among the first to see the mobile transformation of everything that is based on the internet and computers, and to invest accordingly. Targeting to reach a large mass of players in the US, China and Japan, and competing with big rivals across the globe, Netmarble earned close to \$ 1.3 billion of revenue in 2016, increasing its revenue by more than 36 percent over the year of 2015.

We see that, over the last three years, mobile games played the leading role in the growth of the worldwide gaming market. The success of our games worldwide, such as Seven Knights, Travelling Millionaire and MARVEL Future Fight, is a big contribution to the success we have achieved in 2016. We also made a very strong start into 2017 with Lineage2 Revolution. According to the February 2017 figures, Netmarble is among the top three companies in the global mobile gaming industry. At Netmarble, we aim to become the leader by focusing on the global mobile game market in the upcoming period.

Can you tell us about your company's investments and exports?

In terms of investments, Netmarble is one of the most active game companies in the world. We operate in different geographies and we have different actions in each region. For example, one of our most popular games, Travelling Millionaire focuses on Turkey and the Middle East, while STAR WARS™: Force Arena and MARVEL Future Fight generate income from all over the world. Titles such as Seven Knights has been successful in Asia, reaching up to top 3 in Japan, one of the top 3 mobile gaming markets in the world.

Netmarble, buying the leading Turkish gaming company Joygame in 2013, made a strong entry into this region. Another important investment of ours is StartersHub. Founded as a partnership of Netmarble, MV

Holding and Gedik Investment with a capital of 22 million TL, StartersHub is one of the biggest acceleration centers in Turkey. A considerable number of these initiatives has been successful, and bringing in second-round investments from us and from other companies, they have moved out of the borders of Turkey and still continue on their way.

What are your future expectations?

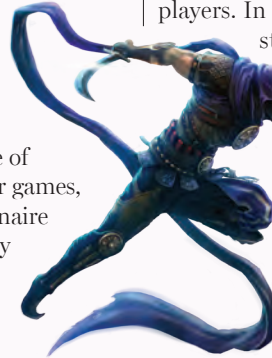
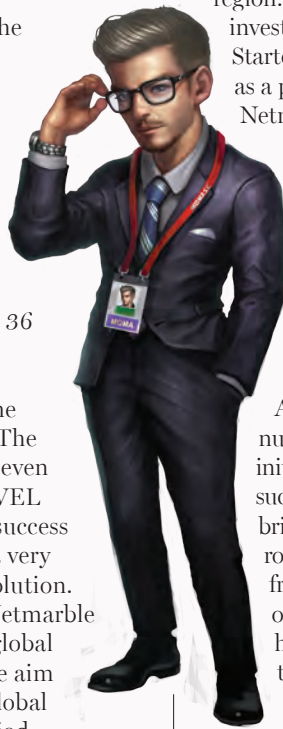
As Netmarble, we aim to develop all kinds of games at the highest quality in the gaming sector all over the world and please our players. In parallel with this

strategy, we plan to invest in developing the best games of each different kind. For further times, it is our primary goal to develop pleasing games that will lead

the sector and the world's gaming culture, and to create a pleasant world full of fun for our players.

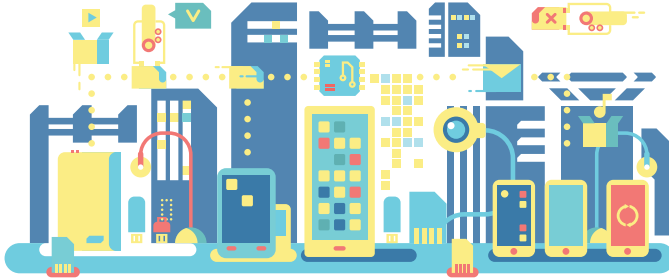
In our region, we aim to continue our determined investments in Turkey, partnering a second investment fund that will support Turkey-oriented initiatives. Our main goal is to support entrepreneurs of the internet, games and especially all types of mobile digital content in Turkey, and help the initiatives on this land bloom and make a remarkable impact in the world.

The game is an easily exportable product, what matters is to develop the game at a high quality and to be able to market it to the world. On the other hand, game is a risky area. If 30 firms in Turkey develop high-quality games in the next 6 years and 5-6 of them are successful on a global scale, a worth of 1 billion dollars may easily be exported in 2023. I believe that we will be able to reach these targets by eliminating obstacles the game market faces and by creating investment funds in Turkey.



Agenda

FAIRS, EXHIBITIONS, SUMMITS, AND MEETINGS IN THE NEXT MONTH



19-21 APRIL

5th International Istanbul Smart Grid and Cities Congress and Fair

İSTANBUL LÜTFİ KIRDAR CONGRESS CENTER

The fair is a leading international event on smart grids and smart cities. ICSG 2017 seeks to bring together researchers, practitioners, developers, and users to explore and discuss cutting-edge ideas and results, and the state-of-the-art innovations and to exchange techniques, tools, and experiences.



AUTOMECHANIKA İSTANBUL

TUYAP Fair

06 - 09 APRIL

The brand name Automechanika stands for successful fairs for the automotive original equipment manufacturing and aftermarket industries all around the world. At Automechanika Istanbul you can see the entire range of products and innovations from Turkish manufacturers, as well as a large choice of products and services from international exhibitors who would like to increase their presence in the Turkish and regional markets. The Automechanika Istanbul will be held from 6th to 9th April 2017.



SECURITEX EURASIA 2017

Congresium Ankara

06-09 APRIL

Turkey is one of the world's fastest developing countries with an economy which has demonstrated robust growth over the past decade. The Turkish Government is enacting more stringent laws relating to Security Applications, Occupational Health and Safety each year. SecuriTex Eurasia 2016 will bring together all the key players of the sector at the center of Eurasia.



IZWOOD 2017

Fuar İzmir Convention Center

08 - 12 APRIL

Wood processing machinery companies will be exhibiting the innovations and latest trends in wood and forest products and technologies as well as their state of the art technology products and services at IZWOOD 2017 Izmir Wood Processing Machines, Cutting Tools and Hand Tools Fair, which will be open between April 8 to 12 at Fuarizmir with participants and visitors from the Aegean Region.



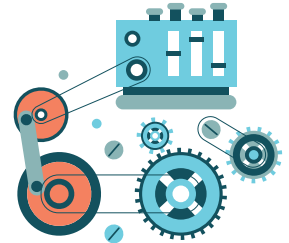
APRIL
27-29

PLAST PAK 2017

TUYAP / İstanbul

08 - 12 APRIL

Plast Pak 2017 Plastic and Packaging Technologies Machinery and Equipment Fair. Plastpak Fair will be a showcase for the plastics and packaging industries' new solutions and investments in Aegean Region.



APRIL
19-21

KONMAK 2017

TUYAP Konya International Fair Center

KONMAK 2017 Konya 14th International Machinery, Welding, Drilling and Cutting Technologies, Materials, Hand Tools, Hydraulic and Pneumatic Fair will be held in TUYAP Konya International Fair Center between 27 - 30 April 2017.

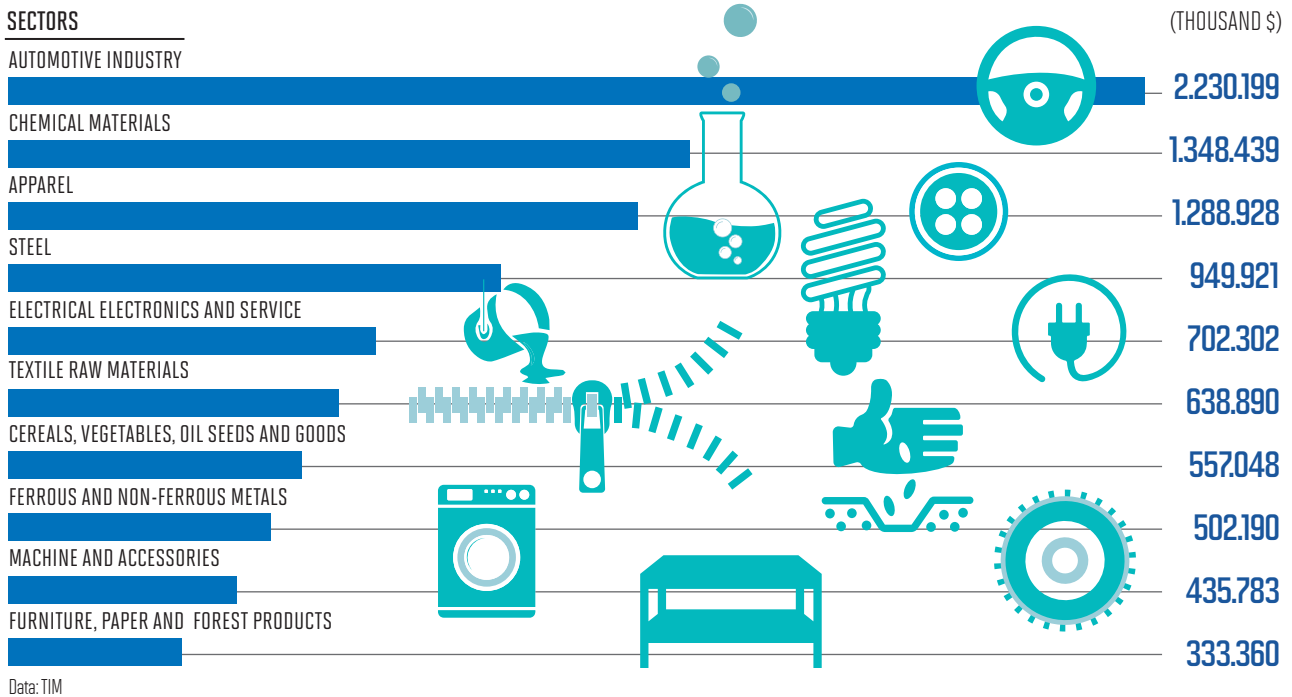
KONMAK 2017 has become one of the most important trade shows in the region and is included in the international events calendar thanks to the concentration of industry in Konya and the region.

International B2B buyer mission programs will be organized during the fair between Turkish manufacturers and foreign visitors.

Figures

THE LEADING FORCES OF TURKEY'S EXPORT

Turkey's export are continuing to grow with its most prominent sectors in February 2017.



RISE OF STEEL EXPORT

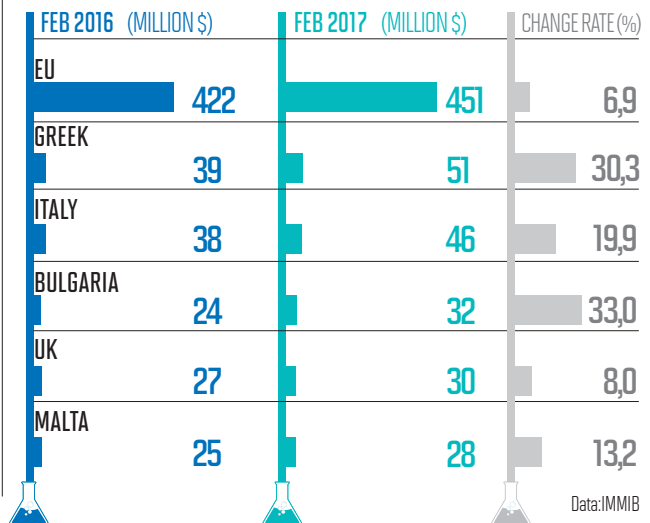
Steel export has increased its export rate during the first two months of 2017 compared to same period of 2016.

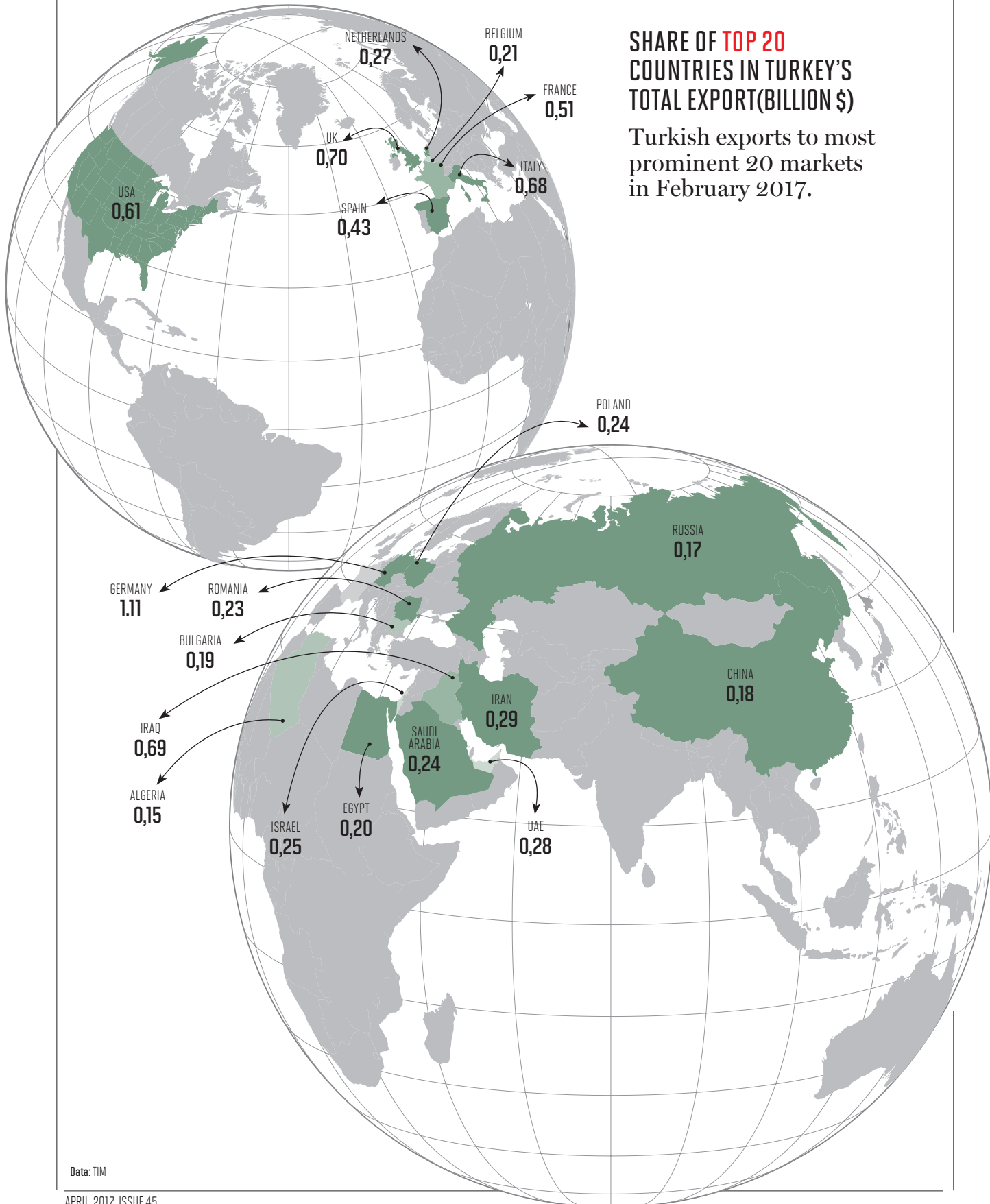
COUNTRY	FEB 2016 (\$)	FEB 2017 (\$)	Change Rate (%)
EU	302.908.458	544.715.717	79,83
ITALY	30.447.939	77.926.797	155,93
SPAIN	23.347.824	73.363.160	214,22
UK	33.701.990	67.458.961	100,16
GERMANY	59.347.978	65.245.933	9,94
ROMANIA	35.143.259	60.406.236	71,89
NETHERLANDS	16.094.940	31.875.366	98,05
BELGIUM	12.253.313	30.710.315	150,63
GREEK	22.212.797	23.330.931	5,03
POLAND	9.095.538	22.403.688	146,32
FRANCE	13.047.594	22.026.605	68,82

Data:IMMIB

CHEMICAL EXPORT TO EUROPE

Chemical materials' export has increased with European Countries in first two months of 2017.





Data: TIM

A STAR ALLIANCE MEMBER 

 **TURKISH AIRLINES**
EuroLeague

Cedi Osman
FLIGHT TIME 2016-17:
9 min 52 sec

FINAL FOUR LANDS IN ISTANBUL

ENJOY THE FLIGHT

TURKISH AIRLINES 

A STAR ALLIANCE MEMBER 

**TURKISH
AIRLINES** 

HAPPY APRIL THE 23RD A GIFT TO ALL THE CHILDREN

This April, all **Nevsehir** tickets are
50% off for children,* as a gift from Turkish Airlines.
Happy April 23 National Sovereignty and Children's Day.

TURKISHAIRLINES.COM

TICKETING PERIOD: 28 FEBRUARY - 26 APRIL
TRAVELING PERIOD: 18 APRIL - 26 APRIL

*50% discount will be available for children between 2-12 years old on all Turkish Airlines flights to and from Nevsehir. 50% discount for children will be valid on all flexible domestic fares in economy class. Ercan, Hopa, AnadoluJet, codeshare flights and domestic promotional prices are excluded from the discount.