



INVEST IN TURKEY

INVESTMENT SUPPORT & PROMOTION AGENCY OF TURKEY

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ISPAT NEWSLETTER



TURKEY INTRODUCES AMENDMENT LAWS FOR IMPROVEMENT OF INVESTMENT ENVIRONMENT

The Turkish government continues its efforts to move up in the ease of doing business indexes in the world. As a supplementary step to the previous reforms and incentive policies, Law no. 7099 on the "Amendments to Certain Laws for Improvement of the Investment Environment" was published in the Official Gazette on March 10, 2018.

The 35-article reform package, which aims to improve the investment environment in Turkey, focuses on reducing the number of transactions required to set up a company; facilitating bureaucratic procedures such as building permits and title deed transactions in the real estate sector; reducing several costs regarding foreign trade transactions and thus easing trade in Turkey; reducing the procedures to obtain infrastructure permits in telecom services; and easing the access of SMEs to finance.

A key feature of the package is the reduction of transactions required to set up a company in Turkey. Trade Registry Offices will become "one-stop-shops" for company establishment, and investors will be able to establish a company at a single institution and without the need for an intermediary.

In the real estate sector, a new online platform will be established to link transactions in various institutions, such as the land registry office, the tax office, and the Social Security Institution (SSI), which in turn will reduce the need to carry out procedures across multiple municipal offices.

The set of amendments to the legislation has been welcomed by entrepreneurs. The new law not only lessens red tape, but it also brings about a considerable reduction in expenses incurred, thus emerging as a source of motivation for the whole business community.

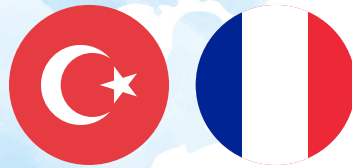


Over the past decade Turkey has remarkably improved its investment climate through sweeping reforms that have enabled Turkey to emerge as one of the most reformist countries in the world. This can be seen in our country's positive moves in indexes such as OECD FDI regulatory restrictiveness and the World Bank's ease of doing business. A recent example of these reform packages was the "Amendments to Certain Laws for Improvement of the Investment Environment", which was published in the Official Gazette on March 10. I hope these amendments will further benefit all entrepreneurs in Turkey.

We wanted to make sure potential investors were aware of the positive impact these amendments would have on Turkey's increasingly attractive investment climate, so in March we hosted a conference in Paris and seminars in Beijing, Tokyo and Copenhagen. We also held a roadshow in the Gulf region with Turkish M&A companies with the aim of fostering bilateral investment relations.

Arda ERMUT
ISPAT President

TURKEY ON DISPLAY: OPPORTUNITIES FOR FRENCH INVESTORS



March 2018 saw ISPAT engage with potential investors in France. ISPAT hosted a "Turkey: Increasing Investment Opportunities Amid Geopolitical Turbulences" conference together with GIDE law firm in Paris on March 15.

ISPAT President Arda Ermut was a keynote speaker at the conference, and during his address Ermut said that relations between France and Turkey have blossomed over the past 15 years. He added that today there are around 1,500 companies operating with French capital in Turkey, including BNP Paribas, Total, AXA, Sanofi, Renault, Peugeot, Valeo, Schneider Electric, Sephora, Alstom, Carrefour, Danone, Lafarge, and L'Oreal among others. Turkey's

Ambassador to Paris İsmail Hakkı Musa was also a panelist at the "Invest in Turkey" session at the conference and talked about the Turkish economy, the opportunities it offers, and trade, cultural and political relations between Turkey and France.

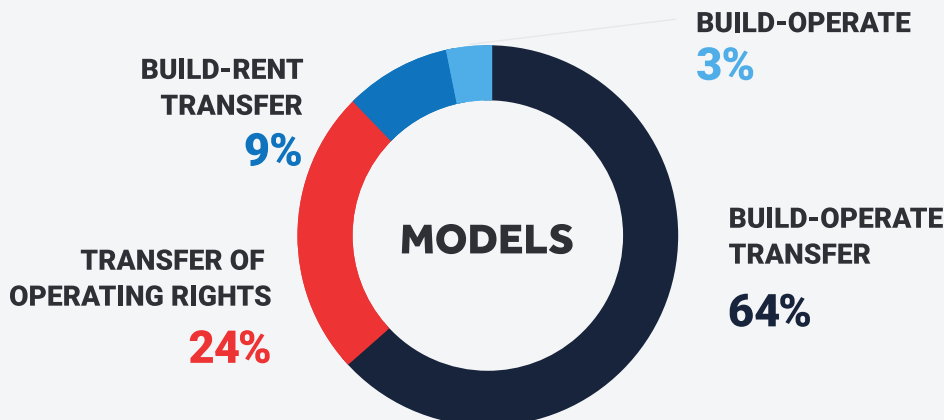
Within the scope of his visit to France, ISPAT President Ermut was also a guest on a live broadcast on French 24 Heures Chrono de l'international channel. Speaking about Turkey's economic outlook and prospective sectors of interest for French companies, Ermut explained ISPAT's role in facilitating FDI and in expanding ties between Turkey and France.

The ISPAT delegation also attended the MIPIM fair in Cannes, which

was held on March 13-16. Istanbul was named "Top Southern European City in Business Friendliness" by fDiMagazine at the fair, and ISPAT Vice President Mustafa Rumeli received the award on behalf of Turkey. At the Istanbul pavilion of MIPIM, ISPAT also talked to attendees about the advantages of Turkey, such as access to multiple markets with a combined population of 1.6 billion, GDP of USD 23.5 trillion, and over USD 71 billion trade, within a 4-hour flight radius.

Being the 6th largest supplier to Turkey, France is a country where ISPAT has had a permanent presence since 2007.

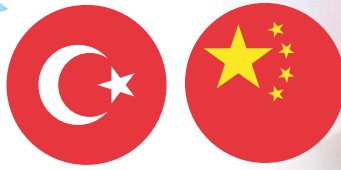
PUBLIC-PRIVATE PARTNERSHIPS IN TURKEY



TURKEY HAS A STRONG TRACK RECORD IN PPP IMPLEMENTATIONS ACROSS A VARIETY OF SECTORS

- TRANSFER OF OPERATING RIGHTS
- BUILD-OPERATE-TRANSFER
- BUILD-RENT-TRANSFER
- BUILD-OPERATE

TURKEY-CHINA RELATIONS: GROWING AND DELIVERING BENEFITS FOR BOTH COUNTRIES



商事法律大讲堂

主办单位：中国国际贸易促进委员会商事法律服务中心
协办单位：中贸在线



ISPAT and the China Council for the Promotion of International Trade (CCPIT) held a seminar in Beijing on March 8. Turkey's Ambassador to Beijing Emin Önen and ISPAT President Arda Ermut invited Chinese attendees to step up their investments in Turkey, while ISPAT Project Director A. Sami Yavuz presented on Turkey's investment climate.

During the seminar, ISPAT President Ermut pointed out that China is a very important country for Turkey, and the relations between the two countries are on a better footing now than ever before. He further noted that Turkey

works closely with China on the "One Belt-One Road Initiative", which will be aligned with Turkey's Middle Corridor plan. Drawing attention to SMEs, which are the backbone of the Turkish economy in terms of production and employment, but which have limited technological and financial capabilities, Ermut said that there is a considerable amount of opportunity for mergers and acquisitions as well as joint ventures between Chinese companies and Turkish SMEs.

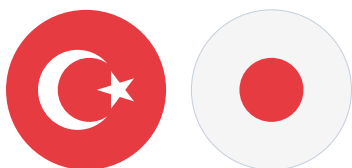
The ISPAT delegation, together with Ambassador Önen, also held a meeting with Liu Dianxun, China Investment Promotion Agency General Manager,

to discuss joint efforts to promote investment opportunities in the two countries. The Turkish delegation also visited Asian Infrastructure Investment Bank (AIIB), of which Turkey is one of the founding partners, and exchanged views with AIIB officials about financing infrastructure projects in Turkey.

China was the top country in Turkey's imports and was 15th in its exports in 2017. Today there are more than 900 companies operating with Chinese capital in Turkey. ISPAT has had a permanent presence in China since 2008.



ISPAT HOLDS INVESTMENT SEMINARS IN JAPAN



ISPAT held a series of seminars in Japan in March this year. The first of the series, "Turkey Investment Seminar", was held on March 5 in Tokyo by the Japan Chamber of Commerce and Industry, the Japan External Trade Organization (JETRO), and ISPAT.

The seminar featured Turkey's Ambassador to Tokyo Murat Mercan, ISPAT Vice President Ahmet Burak Dağlıoğlu, ISPAT Advisor Yuichi Aoki, Toyo Kohan Human Resources Director Mikiko Kouno, and EY Japan/Turkey Manager Yoichiro Takagi as key speakers who presented on Turkey's

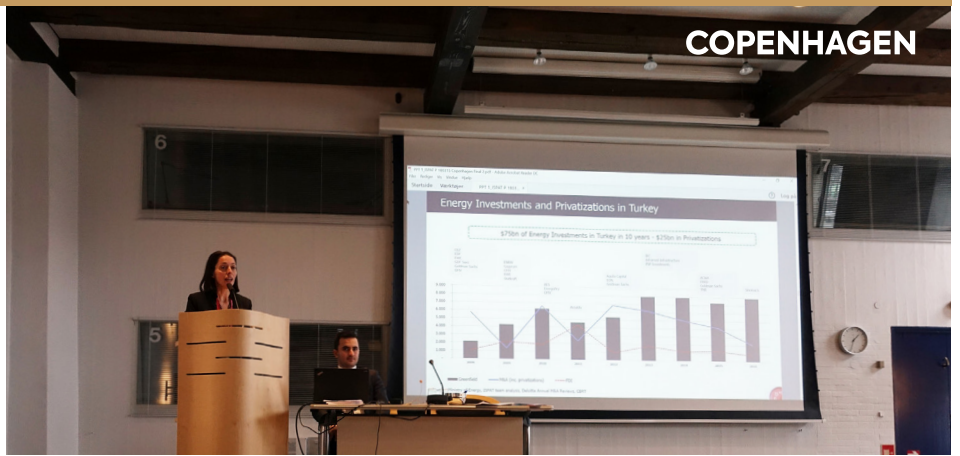
investment climate, tax and incentives system, as well as life for Japanese expats in Turkey.

ISPAT concluded another investment seminar in Tokyo in March, where ISPAT Senior Advisor Yuichi Aoki, EY Japan/Turkey Manager Yoichiro Takagi, and Baker & McKenzie Senior Associate Seiji Tomimoto presented on the investment climate as well as the tax and legal systems in Turkey, with DyDo Drinco Turkey President and CEO Tadashi Sakashita and Fuji Television Network Chief Producer Takayuki Sakamoto featuring as panelists.

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MARCH

ISPAT INVITES DANISH WIND ENERGY EQUIPMENT MANUFACTURERS TO TURKEY



Başak Avcı and A. Cüneyt Selçuk of ISPAT presented to Danish investors an overview of Turkey’s investment environment and opportunities in the wind energy equipment sector in Copenhagen on March 15.

The business seminar, themed “Opportunities in the Turkish Wind Energy Market and Supply Chain with reference to the 1 GW YEKA Tender” was held in cooperation with ISPAT, the Izmir Development Agency (IZKA), the Danish Wind Export Association (DWEA), and

the Trade Council of Denmark in Turkey.

The goal of the event was to inform Danish wind energy equipment manufacturers about the details of the YEKA wind project, and as well as the general investment environment in Turkey. Danish companies attending the event had the opportunity to listen to the details of the 1 GW YEKA tender from tender winner Siemens-Gamesa Turkey. Siemens-Gamesa will make over USD 1 billion in investments in Turkish wind facilities in the following two years to

build a factory and an R&D center.

IZKA introduced the city of Izmir as an attractive investment destination for the sector, while Danish Investment Fund for Developing Countries (IFU) and Denmark’s Export Credit Agency (EKF) informed potential Danish investors about the finance opportunities in the wind sector for the Turkish market. Turkish and Danish companies also had the opportunity to make one-on-one meetings with each other and with participating institutions.

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FEBRUARY



CULTIVATING RELATIONSHIPS BETWEEN TURKISH AND GULF M&A COMPANIES

An ISPAT delegation together with Turkish M&A consultancy companies visited the UAE to foster long-term relations between Turkish and Gulf M&A consultancy companies.

The Turkish delegation, including M&A companies 3 Seas Capital Partners, Ata Invest, Globalturk Capital, Pragma, and Total Finans, visited several companies that specialize in M&A transactions in the Gulf region. The meetings allowed all sides the

opportunity to exchange information about available business opportunities. Since cross-border M&A transactions account for more than half of foreign direct investments, cultivating such relationships is seen as vital to boosting transactions.

The delegation finalized its two-day roadshow by hosting a dinner with Turkey’s Ambassador to the UAE, Can Dizdar, on February 26.



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ISPAT, the official investment advisory body of Turkey, is a knowledge-center for foreign direct investments and a solution partner to the global business community at all stages of investments. It provides customized guidance and qualified consulting before, during, and after entry into Turkey.

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