



02

- Turkey's Vibrant Economy Focal Point For Japanese Investors
- German Trailer Manufacturer Schmitz Cargobull Invests in Turkey

03

- US-Based A. Schulman Opens Factory in Northwestern Turkey

ISPAT HOLDS ROADSHOW IN ASIA TO SECURE MORE FDI FROM CHINA, SOUTH KOREA AND JAPAN

The Investment Support and Promotion Agency of Turkey (ISPAT) held a roadshow in Asia the week of October 16-20 in order to meet with investors in South Korea and China.

The itinerary kicked off with roundtable and one-on-one meetings with investors and journalists in the South Korean capital of Seoul on October 16. ISPAT President Arda Ermut also attended the ISPAT and the Korea Chamber of Commerce & Industry's (KCCI) exclusive business seminar entitled "Turkey as a Strategic Investment Hub" that same day.

During his address to the South Korean investment community, ISPAT President Ermut said, "Almost 30 percent of Turkey's infrastructure investment need till 2023 is expected to be made through PPP model mega projects. We hope all these projects will further increase the FDI stock of South Korean companies in Turkey, which is already at the USD 2.2 billion level as of the first half of 2017. South Korea is a target country for Turkey; we aim to add new investors to the current 326 South Korean companies operating in Turkey."

Ermut was also a speaker together

with Kibar Group CEO Tamer Saka on a panel entitled "Cashing in on a Strategic Investment Hub: Turkey's Path" at the 18th World Knowledge Forum on October 17 in Seoul. During the session, Ermut particularly focused on Turkey's remarkable progress in recent years and on multinational corporations' main motives for selecting Turkey as an FDI destination. "Turkey is a dynamic country with a young population and a growing workforce, on the threshold of a huge transformation that will change its role in the global economy," explained Ermut.

The second leg of the roadshow saw ISPAT holding the "Turkey Investment Forum" in Shanghai, China, in cooperation with the Shanghai Overseas Investment Development Board (Invest Shanghai). The purpose of the forum was to showcase to the Chinese investment community the numerous investment opportunities available in Turkey. Ermut's welcome remarks at the forum touched on the bilateral investment and trade ties between the two countries. Among the keynote speakers at the forum were Invest Shanghai President Sun Xinhua,

Consul General of the Republic of Turkey in Shanghai Sabri Tunç Angılı, Mazars Denge Partner Ferrah Sefer Kurdoğlu and Mazars Denge China Desk (Turkey) Coordinator Halil İbrahim Topal, as well as ICBC Turkey Chairman Xu Keen and ZTE Group Vice President Li Ming, both of whom presented on their first-hand investment experience in Turkey.

The program in China also featured an MoU signed with ISPAT and Invest Shanghai, multiple interviews with the members of the press, and site visits to ZTE's and Huawei's R&D Center in Shanghai. The ISPAT delegation then headed to Japan to conclude the third leg of the Asian roadshow.

During our seminars and meetings, we had the chance to observe the keen interest of Asian countries to invest in Turkey. Based on our exchange, I can easily say that Turkey continues to lure Chinese, South Korean and Japanese investors.

Arda ERMUT
ISPAT President

TURKEY'S VIBRANT ECONOMY FOCAL POINT FOR JAPANESE INVESTORS



Following high-level investment seminars in South Korea and China, ISPAT concluded its Asian roadshow with an exclusive seminar in Tokyo, Japan. Conducted in cooperation with the Japan External Trade Organization (JETRO) on October 23, the seminar entitled "Stability of the Turkish Economy and Security in Turkey" saw a participation of 120 representatives from 78 Japanese companies and institutions.

During his opening speech, ISPAT Vice President A. Burak Dağlıoğlu emphasized how the Turkish economy has proven resilient, particularly within the past two years. "I must thank the Japanese business community," began Dağlıoğlu. "According to the statistics, FDI from Japan to Turkey increased sharply after 2010. Since then, USD 2.2 billion of Japanese

FDI has flowed into Turkey, and as of June 2017, there are 224 Japanese companies operating in Turkey. Another point - Japanese companies are very active in M&As. The number of deals originating from Japan increased after 2011. There were 4 deals in 2012, 8 deals in 2013, 9 deals in 2014, 10 deals in 2015, and 6 deals in 2016. We are expecting to see an uptrend again. Just to support this interest in M&As, ISPAT held two seminars in 2017 focusing on M&As. There are major projects from Japan in the pipeline, and we believe these projects will soon be realized. We attach immense importance to the presence of the Japanese community in Turkey. Just two weeks ago, ISPAT President Arda Ermut invited representatives of Japanese media in our region."

Furthermore, ISPAT Senior

Advisor Yuichi Aoki delivered a comprehensive presentation to alleviate the Japanese business community's concerns regarding the perceived security situation in Turkey.

The ISPAT delegation also paid visits to the headquarters of major Japanese companies in a bid to follow up their ongoing investment projects in Turkey and to gauge their interest in future projects. The positive response to the many business meetings and fruitful discussions means that ISPAT will continue to organize joint events in the region. As Japan has become one of the most significant sources of FDI in Turkey, boasting a cumulative FDI stock value of over USD 2 billion, ISPAT will remain engaged with the Japanese market, particularly for value-added investment projects.

GERMAN TRAILER MANUFACTURER SCHMITZ CARGOBULL INVESTS IN TURKEY



The Trailer Company.

Germany's leading trailer manufacturer, Schmitz Cargobull, has officially commissioned its new facility for the production of reefer semi-trailers and curtain sider semi-trailers in Turkey's northwestern province of Adapazarı. The commissioning of the state-of-the-art facility, with a production capacity of over 3,000 trailers per annum, coincides with the company's 125th year of global operations.

During his address at the ceremony, ISPAT President Arda Ermut said the German company's unabated commitment to invest in Turkey after the events of July 15, 2016, speaks volumes about the vitality of Turkey as a market for European investors.



We produced around 58,000 units last year globally. With 5,700 employees and EUR 2 billion turnover, we are the number one trailer manufacturer in Europe. We adopt a global vision. That's why we have facilities in Spain, Lithuania, Russia, and China, in addition to Germany. I take the utmost pride to announce that Turkey has been added to this list.

Andreas Schmitz
Schmitz Cargobull CEO

US-BASED A. SCHULMAN COMMISSIONS FACTORY IN NORTHWESTERN TURKEY



A. Schulman, a leading international supplier of high-performance plastic compounds and resins, has established a significant masterbatch production facility in the greater Istanbul area in Turkey.

The new manufacturing facility has now started production and is serving the plastics industry in Turkey, the Middle East and North Africa. It is producing premium quality white, additive and natural masterbatches for plastics industry and the total annual capacity is 17,500 tons.

During his address at the opening ceremony, ISPAT President Arda Ermut said, "I would like to extend my deepest gratitude to A. Schulman for picking the Çerkezköy Organized Industrial Zone as the preferred location for its new mill. Turkey is currently the second largest plastics

producer in Europe, while at the same time ranking as the second largest plastics importer globally. This both indicates dynamism in Turkey's domestic market as well as the presence of import dependency in certain sectors.

A. Schulman's investment is set to serve a wide range of sectors including automotive, personal care, and construction, and will also ship to the Middle East and North Africa in addition to Turkey. As such, we attach strategic importance to sectors that reduce Turkey's import dependency while at the same time boosting exports.

Headquartered in Ohio, USA, A. Schulman, Inc. has been providing innovative solutions since 1928. A. Schulman employs approximately 4,900 people and has 53 manufacturing facilities

globally. The company's customers span a wide range of markets such as packaging, agriculture, mobility, building & construction, electronics & electrical, personal care & hygiene, sports, leisure & home, custom services and others.

A. Schulman serves the market with white, black and additive masterbatches, customized color masterbatches, standard color masterbatches, thermoplastic compounds and resins for injection molding and durable goods, thermoplastic powders for roto-molding, specialty powders and size reduction services, highly-filled thermoset compounds, with glass and/or carbon fibers, distribution of producer grade polymers and specialties.



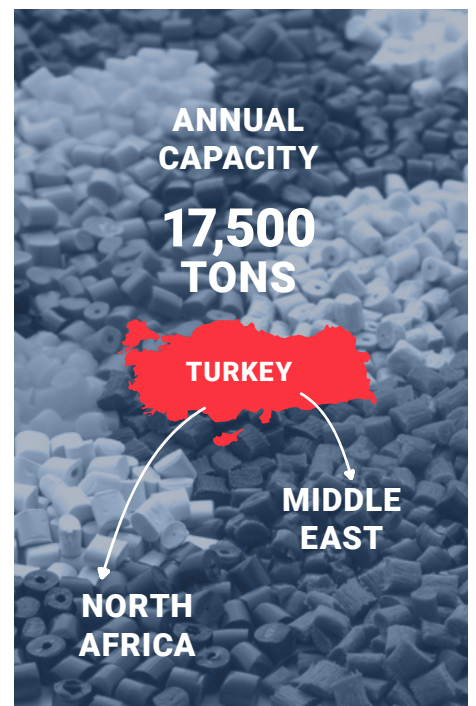
This facility is a new platform from which we are servicing our customers in the region in a more efficient manner. Also, as Turkey is becoming a premier gateway for commerce in the region, being more strongly present will allow us to increase our share in this fast-growing market.

Heinrich Lingnau
Vice President and General
Manager EMEA at A. Schulman



After rapid and profitable growth in sales we have now another achievement of strategic investment in Turkey and we are proud of that fact. A. Schulman masterbatches are cost-effective, high performing customized solutions which meet our customers' requirements.

Ekin Kurt
General Manager of
A. Schulman Turkey



26

SEPTEMBER

ISTANBUL

TURKISH AIRLINES CORPORATE CLUB CONFERENCE

The Turkish Airlines Corporate Club Conference welcomed over 500 international guests – primarily travel experts, top executives from agency chains, and current and potential club members – to network and indulge in authentic Turkish hospitality while learning more about the business travel segment and the latest developments in the aviation industry.

Following the opening remarks delivered by Turkish Airlines Chairman of the Board and the Executive Committee M. İlker Aycı, participants heard from a CEO panel moderated by ISPAT President Arda Ermut. The panel featured Citibank Turkey CEO Serra Akçaoğlu and P&G Turkey & Caucasus Vice President and General Manager Tankut Turnaoğlu as speakers.

29
SEPTEMBER

ISTANBUL

8TH UK-TURKEY BUSINESS FORUM



The Turkish-British Chamber of Commerce and Industry (TBCCI), in collaboration with ISPAT and the Foreign Economic Relations Board of Turkey (DEİK), recently held the 8th UK-Turkey Business Forum. At the top of the agenda was the strong economic ties between the two countries and what impact the post-Brexit period might have on them.

In her opening speech, TBCCI Chairman Emma Edhem highlighted the significant trade and investment opportunities in the UK and Turkey, while Deputy Minister of Economy Fatih Metin stated that the deep ties between the two countries were growing stronger every day. Meanwhile,

Ambassador of the Republic of Turkey to the UK Abdurrahman Bilgiç shed light on the solid foundations of the political and economic ties between Turkey and the UK.

Speaking at the “Post-Brexit UK-Turkey Economic Relations” panel, ISPAT Chief Project Director and TBCCI Board Member Necmettin Kaymaz surmised that the post-Brexit era would bring with it a significant boost in the interactions between the two nations. Moderating the food-agriculture panel in the forum, ISPAT Vice President A. Burak Dağlıoğlu discussed with other panelists how the sector would be affected post-Brexit.

10-11
OCTOBER

KONYA

KNOWLEDGE FORUM ON FDI



The World Association of Investment Promotion Agencies (WAIPA) and their colleagues from MEVKA/Invest in Konya jointly held a Knowledge Forum on FDI under the theme “Effective Investment Attraction and Facilitation”.

At the forum’s official opening, ISPAT and WAIPA President Arda Ermut greeted nearly one hundred participants from nine countries with welcome remarks that focused on WAIPA’s mission and Turkey’s current economic outlook.

During the two-day event, attendees were able to listen to presentations on topics such as Providing True Value to Investors, Fundamental Investment

Promotion Principles, and FDI Trends and Innovation in Investment Promotion. Participants were also able to take part in a workshop on organizing roadshows and conducting strategic meetings with investors. The list of presenters included FDI experts such as FDI Advisor Andreas Dressler, WAVTEQ CEO Dr. Henry Loewendahl, and fDi Intelligence Global Commercial Director Chris Knight. EY also provided insight, while Director of Invest in Sharjah Mohamed Juma Al Musharikh spoke on best practices. Business input came from the Austrian company Hamburger Containerboard Turkey, which recently invested in a greenfield paper mill in Turkey.



INVEST IN TURKEY
INVESTMENT SUPPORT & PROMOTION AGENCY OF TURKEY

www.invest.gov.tr

[/investturkey](https://twitter.com/investturkey)

[/invest-in-turkey](https://www.linkedin.com/company/invest-in-turkey)

[/investinturkeysocial](https://www.facebook.com/investinturkeysocial)

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.