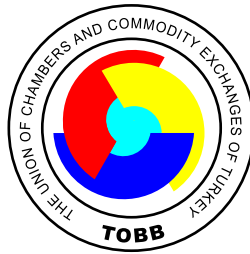


# TOBB

## IN BRIEF





*Dear Entrepreneurs,*

*As The Union of Chambers and Commodity Exchanges of Turkey (TOBB), the peak of the Turkish business world, we serve our 1,5 million members in 81 provinces and 160 counties with our Chambers, Commodity Exchanges and Sectoral Assemblies. We have assumed responsibility and duty both geographical and sectoral as the principal representation mechanism of our business world.*

*As TOBB, our main mission is to enhance economic growth, increase the competitiveness of our members and improve our country's business and investment environment. Since 1952, TOBB has the signature under almost every legal regulation that shall open the way for Turkish private sector.*

*Thanks to our wide domestic network, we even follow up the problems of our smallest members and we develop solutions for these problems. We then become the ones who follow up on the solutions to these problems through public-private consultation mechanisms. We are working on the reform areas that the business world needs. We are working with our government to realize these reforms.*

*As one of Turkey's largest non-governmental organizations, we invest in the future of our country not only in the business world but also in the fields of education and social responsibility. In addition to all these, we represent the Turkish business world in the best possible way*

*in the international arena and we become their voice and protect their rights. We are the spokesman for the Turkish entrepreneur by taking part in the boards of nearly all the global business world organizations.*

*In this book, we present TOBB through a brief summary of the services which we provide to our business world. You can access all the information which you need to keep your business going, from access to finance to the applications that facilitate exports, to the quick resolution of disputes from qualified employees.*

*Having achieved a great transformation in the last 35 years, Turkey will reach its economic goals with the dynamism and determination of success of our private sector and hopefully it will become one of the leading countries of the world. TOBB which believes in the future of its country and knows the potential of the Turkish entrepreneur; as in the past, will continue to work incessantly and with unending excitement to move the Turkish private sector forward.*

*Sincerely,*

**M. Rifat HİSARCIKLIOĞLU**

**President of TOBB**

(The Union of Chambers and Commodity Exchanges of Turkey)

[baskanlik@tobb.org.tr](mailto:baskanlik@tobb.org.tr)

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Turkey's Largest Non-Profit,  
Non-governmental Organization

**TOBB (The Union of Chambers and  
Commodity Exchanges of Turkey)**

*TOBB is supreme professional organization  
and legal representative of the private sector  
in Turkey.*

*TOBB; is the supreme organization of 365 Chambers  
and Commodity Exchanges;*

- *Chambers of Commerce,*
- *Chambers of Industry,*
- *Chambers of Commerce and Industry,*
- *Chambers of Maritime Commerce,*
- *Commodity Exchanges,*

*in 160 counties and 81 provinces.*

*The headquarter of the organization is in Ankara.*

*We provide all data for your readings on the real sector*

Quick and effective solution of disputes

We meet the need for qualified personnel among our members

**We certify consultants for SMEs**

Provides 5 star service to Accredited Chambers and Commodity Exchange members

Guiding our SMEs in every step  
**We are bringing Turkish companies to CERN Market**

81 academic advisor to 81 provinces to ignite the wick of local development

Minimum waiting maximum speed at the border gate

We walk together to the big goals

**We develop the global language of commerce**

We keep Turkey's trade register

We produce Turkey's appearance with qualified fairs

*Fast, efficient, and low cost assessment services*

**Business and Exhibition Center of Istanbul**

Our goal is to make our beautiful Turkish language to trade and friendship language

All information of our SMEs needs in one place

**Commercial properties are under protection with the latest technology in the rooted warehouse**

Insurance sector manages itself under the supervision of TOBB

**We bring TOBB publications and programs to our members**

Preventing job accidents by documentation with international validity, making employees being competent

**We Find Solutions for our Sectors in the contexts of our sectors**

Accurate analyzes and effective strategies for EU full membership

Prices of Agriculture and Livestock Products in One Place

*All Components for Peace*  
**We solve trade disputes faster and cheaper with TOBB Arbitration**

**We are bringing local riches to the world**

*We carry Turkey's production to Europe by rail*

Contributing to qualified human power and resource is our task in the name of university-industry cooperation

Your pre-investment reference resource

**We are guarantor for Turkey's exports**  
**We are extending 100 fastest growing companies in Turkey to the world league**

**We make easier Turkey's export**

**Easy Transit**  
**At the modernized customs gates of Turkey**

We are the guarantor to you on the access to finance

We actualize improving policy suggestions

**Turkey's Entrepreneurial Power**

**Works of Sinan the architect are transferred to future generations**

**We provide a 15 percentage price advantage to local firms in the public acquisitions**

**Guaranteed agricultural products with licensed warehousing**

**Our goal is to turn our beautiful Turkish language into a trade and friendship language**

*Public-Private Sector Consultation Platform*

**Health comes first in our contemporary Innovative Medical Center**



# CONTENTS

<b>CHAMBERS AND COMMODITY EXCHANGES IN 81 PROVINCES AND 160 COUNTIES</b> .....	1
CHAMBERS OF COMMERCE AND INDUSTRY .....	2
CHAMBERS OF COMMERCE.....	4
CHAMBERS OF INDUSTRY .....	6
COMMODITY EXCHANGES .....	8
CHAMBERS OF MARITIME COMMERCE .....	10
<b>OUR SERVICES</b> .....	13
ACADEMIC ADVISORS .....	15
ACCREDITATION SYSTEM .....	17
MEDIATION.....	19
GEOGRAPHICAL INDICATION.....	21
CERTIFICATES OF CIRCULATION AND ORIGIN .....	23
ECONOMIC REPORTING AND STATISTICS.....	27
EMPLOYMENT MOBILIZATION .....	29
SME INFORMATION PAGE.....	31
INSURANCE .....	33
COMMODITY EXCHANGE INFORMATION SYSTEM .....	35
TRADE AND TIR SERVICES .....	37
TOBB WOMEN ENTREPRENEURS BOARD/TOBB YOUNG ENTREPRENEURS BOARD.....	41
TOBB MEDIA PORTAL AND PUBLICATIONS .....	43
TOBB INDUSTRY DATABASE AND CAPACITY REPORTS .....	45
TOBB COURT OF ARBITRATION .....	47
TOBB TURKEY 100 .....	49
TOBB TURKISH SECTORAL ASSEMBLIES.....	51
TOBB-CERN INDUSTRY CONTACT OFFICE.....	53
TURKISH-SPEAKING ENTREPRENEURS PROGRAM.....	55
TURKEY'S FAIR CALENDER -FAIR AUTHORITY CERTIFICATES .....	57
THE TURKISH TRADE REGISTRY GAZETTE .....	59
INTERNATIONAL BUSINESS OPPORTUNITIES ANNOUNCEMENT SYSTEMS.....	61
DOMESTIC GOODS CERTIFICATE .....	63
YET-MER VOCATIONAL QUALIFICATIONS AND CERTIFICATION CENTER.....	65
THE COORDINATION COUNCIL FOR THE IMPROVEMENT OF INVESTMENT ENVIRONMENT (YOIKK) .....	67

<b>TOBB IN THE INTERNATIONAL ARENA</b> .....	69
<b>AFFILIATES</b> .....	79
EUROPEAN TURKISH BUSINESS CENTRES NETWORK .....	81
THE GREAT ANATOLIA LOGISTICS ORGANIZATION .....	83
GS1 TURKEY.....	85
CUSTOMS AND TOURISM ENTERPRISES.....	87
WORLD TRADE CENTER ISTANBUL .....	89
ECONOMIC DEVELOPMENT FOUNDATION.....	91
IPSALA UMAT CUSTOMS AND TOURISM ENTERPRISES .....	93
ISTANBUL ARBITRATION CENTER .....	95
CREDIT GUARANTEE FUND .....	97
KOBI VENTURE CAPITAL INVESTMENT TRUST INC. CO.....	99
SINAN AND SELIMIYE MOSQUE FOUNDATION.....	101
THE ECONOMIC POLICY RESEARCH FOUNDATION OF TURKEY .....	103
TMO-TOBB AGRICULTURAL PRODUCTS LICENSED WAREHOUSING.....	105
TOBB UNIVERSITY OF ECONOMICS AND TECHNOLOGY .....	107
TOBB ETU MEDICAL FACULTY HOSPITAL .....	109
TOBB VOCATIONAL QUALIFICATIONS AND CERTIFICATION CENTERS .....	111
TOBB UND LOGISTICS INVESTMENT INC .....	113
TOBB INDUSTRY FOR PEACE .....	115
TURKISH GENERAL STORES INC.....	117

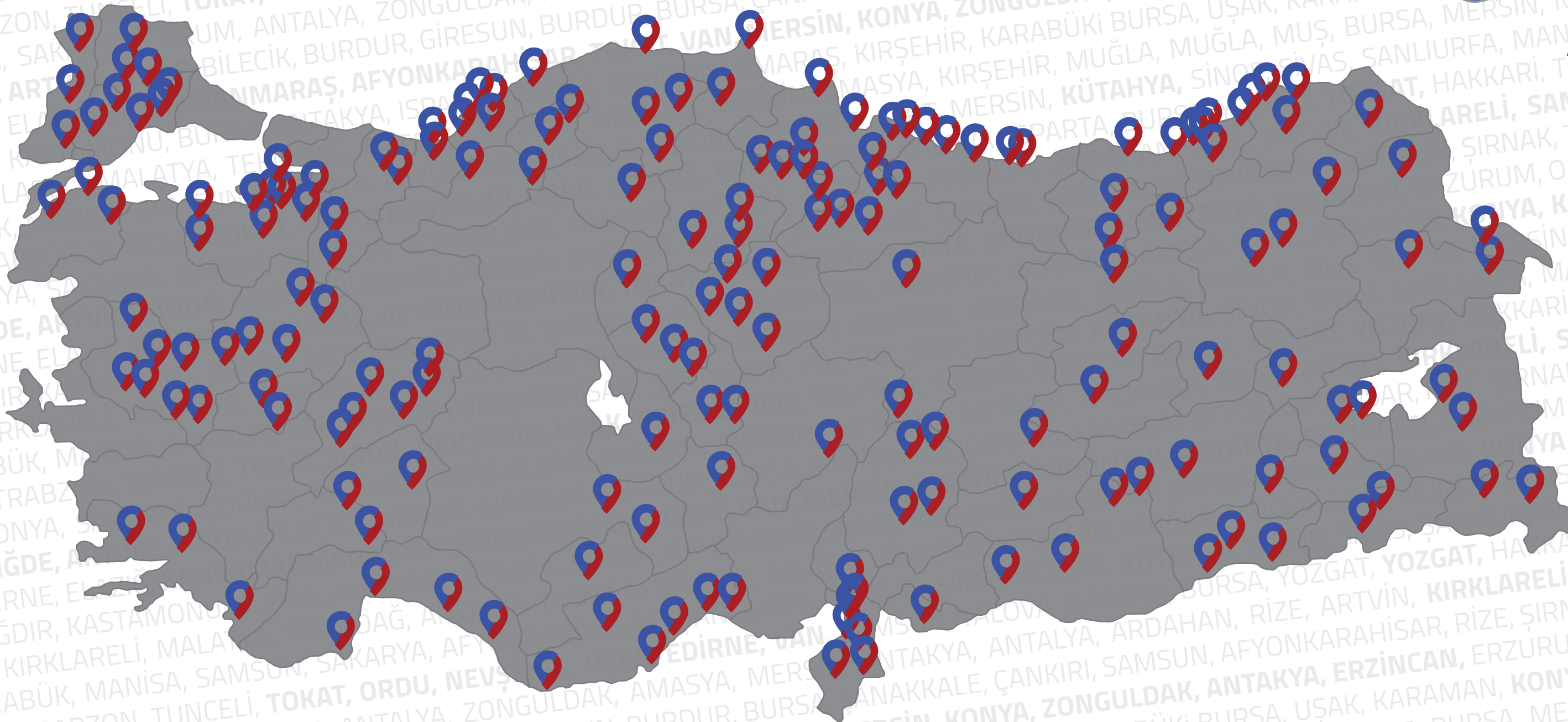


You can access the related websites by scanning QR codes with your smartphone

**CHAMBERS AND COMMODITY  
EXCHANGES IN 81 PROVINCES  
AND 160 COUNTIES**



Chambers of Commerce and Industry



- |                |                    |            |
|----------------|--------------------|------------|
| ADIYAMAN       | ERBAA              | NIKSAR     |
| AFŞIN          | ERCIŞ              | NUSAYBİN   |
| AFYONKARAHİSAR | ERDEMLİ            | OF         |
| AĞRI           | EREĞLİ (KONYA)     | OLTU       |
| AKCAKOCA       | EREĞLİ (KARADENİZ) | ORDU       |
| AKHİSAR        | ERZİN              | ORHANGAZİ  |
| AKSARAY        | ERZİNCAN           | OSMANIYE   |
| AKŞEHİR        | ERZURUM            | PASINLER   |
| AKYAZI         | FATSA              | PAZAR      |
| ALACA          | FETHİYE            | REYHANLI   |
| ALANYA         | GEDİZ              | RİZE       |
| ALAPLI         | GELİBOLU           | SAFRANBOLU |
| ALAŞEHİR       | GEMLİK             | SAKARYA    |
| AMASYA         | GEREDE             | SALİHLİ    |
| ANTAKYA        | GİRESUN            | SAMSUN     |
| ANTALYA        | GÖRDES             | SANDIKLI   |
| ARDAHAN        | GÜMÜŞHACIKÖY       | SEYDİŞEHİR |
| ARDEŞEN        | GÜMÜŞHANE          | SIİRT      |
| ARHAVİ         | HAKKARİ            | SİLİFKE    |
| ARTVİN         | HAVZA              | SİMAV      |
| BABAESKİ       | HAYRABOLU          | SİNOP      |
| BAFRA          | HOPA               | SİVAS      |
| BARTIN         | IĞDIR              | SİVEREK    |
| BATMAN         | ISPARTA            | SOMA       |
| BAYBURT        | İNEBOLU            | SORGUN     |
| BİGA           | İNEGÖL             | SULUOVA    |
| BİLECİK        | İSKENDERUN         | SUNGURLU   |
| BİNGÖL         | İZNİK              | ŞANLIURFA  |
| BİRECİK        | KAHRAMANMARAŞ      | ŞEFAATLİ   |
| BİTLİS         | KAMAN              | ŞİRNAK     |
| BOĞAZLIYAN     | KARABÜK            | TARSUS     |
| BOLU           | KARACABEY          | TAŞKÖPRÜ   |
| BOLVADİN       | KARAHALLI          | TATVAN     |
| BOR            | KARAMAN            | TAVŞANLI   |
| BORÇKA         | KARAPINAR          | TEKİRDAĞ   |
| BOYABAT        | KARS               | TERME      |
| BOZÜYÜK        | KASTAMONU          | TOKAT      |
| BUCAK          | KELKİT             | TOSYA      |
| BULANCAK       | KEŞAN              | TRABZON    |
| BURDUR         | KIRIKHAN           | TUNCELİ    |
| BURSA          | KIRIKKALE          | TURGUTLU   |
| CİZRE          | KIRKLARELİ         | TURHAL     |
| ÇANAKKALE      | KIRAAŞEHİR         | UŞAK       |
| ÇANKIRI        | KIZILTEPE          | UZUNKÖPRÜ  |
| ÇARŞAMBA       | KİLİS              | ÜNYE       |
| ÇAY            | KUMLUCA            | ÜRGÜP      |
| ÇAYCUMA        | KÜTAHYA            | VAN        |
| ÇAYELİ         | LÜLEBURGAZ         | VEZİRKÖPRÜ |
| ÇERKEZKÖY      | MALATYA            | YALOVA     |
| ÇORLU          | MALKARA            | YALVAÇ     |
| ÇORUM          | MANAVGAT           | YENİŞEHİR  |
| DEMİRCİ        | MANİSA             | YERKÖY     |
| DEVREK         | MARDİN             | YOZGAT     |
| DINAR          | MERSİN             | YÜKSEKOVA  |
| DIYARBAKIR     | MERZİFON           | ZİLE       |
| DOĞUBAYAZIT    | MİLAS              | ZONGULDAK  |
| DÖRTYOL        | MUCUR              |            |
| DÜZCE          | MUĞLA              |            |
| EDİRNE         | M.KEMALPAŞA        |            |
| ELAZIĞ         | MUŞ                |            |
| EMİRDAG        | MUT                |            |
|                | NEVŞEHİR           |            |
|                | NİĞDE              |            |





Chambers of Commerce



- |                 |            |
|-----------------|------------|
| KADIRLI         | ACIPAYAM   |
| KAYSERİ         | ADANA      |
| KOCAELİ         | ALIAĞA     |
| KONYA           | ANKARA     |
| KOZAN           | AYDIN      |
| KÖRFEZ          | AYVALIK    |
| KUŞADASI        | BABADAĞ    |
| MARMARIS        | BALIKESİR  |
| MENEMEN         | BANDIRMA   |
| NAZILLI         | BAYINDIR   |
| NİZİP           | BERGAMA    |
| ÖDEMiŞ          | BEYPAZARI  |
| POLATLI         | BEYŞEHİR   |
| SARAYKÖY        | BODRUM     |
| SELÇUK          | BULDAN     |
| SÖKE            | BURHANIYE  |
| SUSURLUK        | BÜNRYAN    |
| ŞEREFLiKOÇHISAR | CEYHAN     |
| TAVAS           | ÇUMRA      |
| TİRE            | DENİZLi    |
| TORBALI         | DEVELİ     |
| YAHYALI         | DİDİM      |
|                 | DOĞANHISAR |
|                 | EDREMiT    |
|                 | ERDEK      |
|                 | ESKİŞEHİR  |
|                 | GAZİANTEP  |
|                 | GEBZE      |
|                 | GÖNEN      |
|                 | HAYMANA    |
|                 | ILGIN      |
|                 | ISLAHIYE   |
|                 | İSTANBUL   |
|                 | İZMİR      |







Chambers of Industry



- ADANA
- ANKARA
- AYDIN
- BALIKESİR
- DENİZLİ
- EGE BÖLGESİ
- ESKİŞEHİR
- GAZİANTEP
- İSTANBUL
- KAYSERİ
- KOCAELİ
- KONYA





## Commodity Exchanges



ADANA	ERZINCAN	MANİSA
ADIYAMAN	ERZURUM	MERSİN
AFYONKARAHİSAR	ESKİŞEHİR	MUĞLA
AKHİSAR	FATSA	NAZİLLİ
AKSARAY	GAZİANTEP	NEVŞEHİR
AKŞEHİR	GEMLİK	NİĞDE
AKYAZI	GİRESUN	NİZİP
ALACA	GÖNEN	NUSAYBİN
ALAŞEHİR	HAYMANA	ÖDEMiŞ
ANKARA	HAYRABOLU	ORDU
ANTAKYA	İĞDIR	OSMANİYE
ANTALYA	ILGIN	POLATLI
AYDIN	ISPARTA	REYHANLI
BABAESKİ	İPSALA	RİZE
BAFRA	İSKENDERUN	SAKARYA
BALIKESİR	İSTANBUL	SALİHLİ
BANDIRMA	İZMİR	SAMSUN
BATMAN	KADIRLI	SANDIKLI
BİGA	KAHRAMANMARAŞ	SİVAS
BOĞAZLIYAN	KARACABEY	SÖKE
BOLVADİN	KARAMAN	SUNGURLU
BURDUR	KARAPINAR	SUSURLUK
BURSA	KARS	ŞANLIURFA
CEYHAN	KASTAMONU	TARSUS
CİHANBEYLİ	KAYSERİ	TEKİRDAĞ
ÇANAKKALE	KEŞAN	TERME
ÇANKIRI	KIRIKKALE	TOKAT
ÇARSAMBA	KIRKLARELİ	TRABZON
ÇORLU	KİRŞEHİR	TURGUTLU
ÇUBUK	KIZILTEPE	UŞAK
DENİZLİ	KONYA	UZUNKÖPRÜ
DIYARBAKIR	KOZAN	ÜNYE
DÜZCE	KUMLUCA	VAN
EDİRNE	KÜTAHYA	YENİŞEHİR
EDREMiT	LÜLEBURGAZ	YERKÖY
ELAZIĞ	M.KEMALPAŞA	YOZGAT
EREĞLİ (KONYA)	MALATYA	ZİLE
	MALKARA	





Chambers of Maritime Commerce



Chambers of Maritime Commerce

IMEAK Branches

IMEAK (İSTANBUL VE MARMARA,  
EGE, AKDENİZ, KARADENİZ REGIONS)  
MERSİN

IMEAK ANTALYA BRANCH

IMEAK BODRUM BRANCH

IMEAK FETHİYE BRANCH

IMEAK İSKENDERUN BRANCH

IMEAK İZMİR BRANCH

IMEAK KARADENİZ EREĞLİ BRANCH

IMEAK MARMARIS BRANCH





## **OUR SERVICES**



***81 Academic Advisors to 81 Provinces  
to Ignite the Wick of Local Development***

## ACADEMIC ADVISORS

Our Chambers and Commodity Exchanges play an important role in designing the right policies on both the local and the regional scale in Turkey. In order for the Turkish economy to reach its target, it is of utmost importance that both the demands and needs of our business world are closely monitored and that the local development agenda is determined in a healthy manner. The fact that our Chambers and Commodity Exchanges, which are organized entirely in Turkey, develop capacity building strategies by producing data and information locally, help to eliminate a significant shortage in Turkey. Our Chambers and Commodity Exchanges, who collect data locally, establish closer contact with their members in this process. Also, they can reveal the problems experienced in the provinces and sectors and the expectations of the members. Our Chambers and Commodity Exchanges, which increase the quality

of the services given to their members through the accreditation process in our organization, can take initiative in decisions to be taken in the provinces. At the same time, they can also have a say in economic development by producing local policies.

Our Academic Advisors who contribute to the construction of institutional and local data production of our Chambers and Commodity Exchanges are designated according to the criteria determined by TOBB as the result of the concurrence of all the Chambers and Commodity Exchanges in the provinces (including the districts). The criteria required from the academic advisors are based on the socio-economic structure of the province, the number of Chambers and Commodity Exchanges in authority, and the number of universities and faculty members in the province.





***Provides 5 Star Service to Accredited Chambers  
and Commodity Exchange Members***



## ACCREDITATION SYSTEM

TOBB started to work on the Accreditation System in 2001 in order to increase the institutional capacity in the Chambers / Commodity Exchanges, to improve the service quality offered to the members, to put forward the planning culture for the future and to make the corporate governance principles dominant.

In this context, TOBB started developing the Chamber Accreditation Model in 2001 in cooperation with EUROCHAMBRES and the British Chambers of Commerce by considering the best practices of the UK and Germany chamber systems and carried out the project together with the British Chambers of Commerce in 2005.

The Commodity Exchanges has included in the Accreditation System carried out by TOBB since 2005. As a result of the work carried out in 2008, the name of the system has been changed to TOBB Chambers/Commodity Exchanges Accreditation System.

A total of 250 Chambers/Commodity Exchanges as 171 Chambers and 79 Commodity Exchanges have been accredited presently and the accreditation studies of 28 Chambers and Commodity Exchanges have been started. The ultimate goal of the Union of Chambers and Commodity Exchanges of Turkey is to fulfill the requirements of the 365 Chambers/Commodity Exchanges Accreditation System.

TOBB's aim is the establishment of quality awareness and the development of total quality management applications in the Chambers/Commodity Exchanges, improvement of the quality of service offered to the members by increasing the capacity and competencies of the Chambers and Commodity Exchanges, providing professional services to the members in the Chambers/Commodity Exchanges, increasing the reliability of the Chambers/Commodity Exchanges in the business world and ensuring the harmonization between European and World Chamber/Commodity Exchange systems with the Turkish Chamber/Commodity Exchange Accreditation System.

On the other hand, the evaluation of the activities of the Chamber/Commodity Exchanges Accreditation System is carried out through the "Documentation and Document Renewal" inspections implemented by the independent auditing institutions pursuant to the principle of independence and impartiality. The auditors of the British Chambers of Commerce between 2001 and 2005, the auditors of the Türk Loydu Foundation Economic Enterprise between the years 2006 to 2010 and the auditors of Turkish Standards Institution (TSE) between the years 2011 to 2012 actively participated in this issue. Since May 2012, audit works have been conducted with the auditors of Türk Loydu Foundation Economic Enterprise.

Accredited Chamber/Commodity Exchanges are obliged to implement the Accreditation Standard in the Accrediting Guide. The Accreditation Standard is composed of 2 main sections and there are "Basic Qualifications" which should be possessed in order for a Chamber/Commodity Exchange to become accredited and "Basic Service" fields which must be submitted to its members.

The Basic Qualifications section is composed of the criteria of "Management and Chamber/Commodity Exchange Legislation, Financial Management, Human Resources Management, Business Planning and Management, Communications and Publications, Information and Communication Technology Usage, and Member Relations and Quality Management"

The Basic Services section covers the "Communication Network, Policy and Representation that should be provided to members of the Chambers/Commodity Exchanges; Information, Consultancy and Support, Business Development and Education, International Trade, Commodity Exchange Activities"





## *Quick And Effective Solutions of Disputes*



## MEDIATION

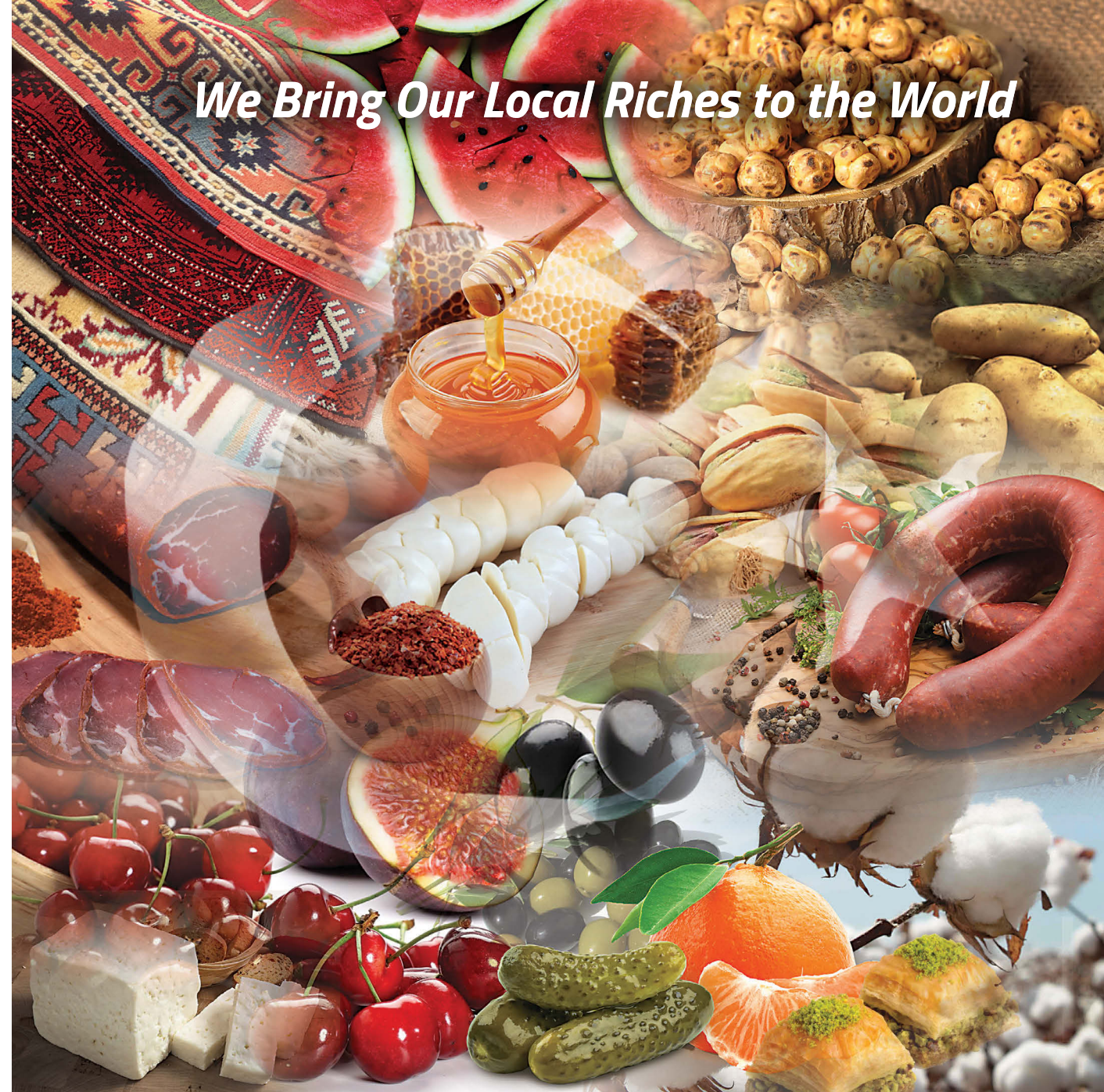
Law No. 6325 on Mediation in Legal Disputes dated June 7, 2012 has been published in the Official Gazette dated June 22, 2012 and numbered 28331. According to the related law, The "Mediation Department" was established within the Ministry of Justice, General Directorate of Legal Affairs. According to the second clause of Article 28 of the Law, The Mediation Committee is composed of 15 persons including the judges and representatives of institutions and organizations such as the Council of Higher Education, the Union of Bars of Turkey, the Union of Turkish Public Notaries, The Union of Chambers and Commodity Exchanges of Turkey, The Confederation of Turkish Tradesmen and Craftsmen, and the Justice Academy of Turkey. The Mediation Committee and its president, the General Manager of the Ministry of Justice, Legal Affairs was established within the Ministry. The secretariat of the committee is being conducted by the Department of Mediation of the Ministry of Justice.

The mediator is a lawyer who acts independently and impartially and is trained in this field. In a conflict, the mediator works to assist and activate the process in order to reach a friendly solution instead of imposing a solution on the parties. The parties themselves create their own solution options.

Mediation is a legally accepted and out-of-court effective solution. Mediation is an economic method, based on process confidentiality. Parties can choose their own mediators in this way. According to the court process, volunteerism is essential in the very fast mediation method. In cases where a solution cannot be found even if the mediation is conducted during the dispute process, the court can always be referred to. The mediation can be applied for commercial disputes, employee-employer disputes, consumer disputes, family disputes, partnership settlement and rental disputes.



*We Bring Our Local Riches to the World*



## GEOGRAPHICAL INDICATION

A name or a mark indicating a product identified with a locality, area, region or country in which it originated in terms of its distinctive character, reputation or other characteristics is called a geographical indication. Geographical indications are evaluated in two different ways;

- the name of origin
- merchandise mark

The geographical indications in this case are called "origin names" if the production, processing and other processes of the product covered by the geographical mark protection must all take place within the bounded geographical area.

If at least one of the production, processing and other operations of the product is required to take place within the bounded geographical area, the geographical indications in this case are also referred to as "merchandise mark".

The difference of geographical indications from other industrial property rights is that it protects the producers under certain conditions, rather than protecting a single producer. As the geographical indication has territorial, regional, local, national generality, a sense of anonymity, the rights which it provides cannot be attributed to a certain person or persons.

With the participation of Chambers and Commodity Exchanges under the leadership of TOBB, important distances have been covered in the registration of geographical indication products in recent years.

Today, 1 of the every 3 products that have been received as geographical indications and in the application process have been fulfilled by our Chambers and Commodity Exchanges.







*We Facilitate Turkey's Export*

# MOVEMENT CERTIFICATES AND CERTIFICATES OF ORIGIN

## 1. MOVEMENT CERTIFICATES

### ATR Movement Certificate

It is a document issued by the exporting country to ensure that industrial products and processed agricultural products that are in free circulation in the direct trade between the countries included in the European Community and Turkey can benefit from the preferential regime under the Customs Union. Our web-based software program, which operates online, has been prepared and began being implemented in 2009. Our 184 Chambers are authorized the sale and approval procedures of ATR Movement Certificates.

### EUR1 Movement Certificate

Within the framework of the preferential rules of origin, in order to ensure that the goods exported to the countries of the Free Trade Agreement, and the agricultural products exported to the European

Community and the European Coal and Steel Community (ECSC) products benefit from the preferential regime; it is the document indicating that the content product is with origin within the framework of the relevant agreement rules. It is organized by the institutions and organizations authorized by the Ministry of Customs and Trade and visa processing are carried out for the customs administrations. Our 252 Chambers can sell and approve The EUR-1 Movement Certificates.

### EUR-MED Movement Certificate

It is the proof of origin used in the Pan-European-Mediterranean system of cumulation of origin (PEMSCO) PEMSCO is a cross-cumulation system in which the EU-EFTA-Turkey and some Mediterranean countries are included. Our 252 Chambers can sell and approve The EUR-MED Movement Certificate.





**We Facilitate Turkey's Export**

## MOVEMENT CERTIFICATES AND CERTIFICATES OF ORIGIN

### 2. CERTIFICATES OF ORIGIN

#### D-8 Certificate of Origin

The D-8 Certificate of Origin Certificate has been used since June 1, 2016 in the trade to be made within the scope of preferential trade between the six countries (Iran, Malaysia, Nigeria, Turkey, Indonesia, Pakistan) that have ratified the Preferential Trade Agreement among the D-8 member states. Our 252 Chambers can sell and approve the D-8 Certificate of Origin.

#### Certificate of Origin Form A

In order to benefit from the one-sided concessional regime provided by the Generalized Preferences System (GPS), a Certificate of Origin (FORM-A) is issued for exports from least developed countries or emerging economies to countries that have made concessions. Within the framework of this system, our country benefits from concessions recognized by the USA, Australia, Canada, Japan, New Zealand, Russia, Belarus and Ukraine. Our 84 Chambers are authorized for the sale and approval procedures of FORM-A Documents.

#### Certificate of Origin

The Certificate of Origin is a document proving the origin status according to non-preferential rules of origin. Our 252 Chambers can sell and approve the Certificate of Origin.

#### IPA Turkish Goods Certificate

The Turkish Good Certificate, which is used within the framework of the EU IPA Funds Transactions, provides that for the companies participating in the European Union tenders, proving the products to be used in the service process are Turkish originated. The task of preparing, publishing and distributing this document has been given to TOBB by the Ministry for EU Affairs. Our 252 Chambers are authorized to sales and approval procedures of the IPA Turkish Goods Certificate

#### Certificate of Origin for Iran

The Iran Proof of Origin Certificate is a proof of origin issued in order to benefit from the preferential regime in accordance with the principles of dual cumulation for goods to be subject to preferential commercial activity under the Preferential Trade Agreement signed between Turkey and the Islamic Republic of Iran. Our 252 Chambers can sell and approve Iran Proof of Origin Certificates.

#### Certificate of Origin for Malaysia

The Malaysia Certificate or Origin is a proof of origin issued in order to benefit from the preferential regime in accordance with the principles of dual cumulation for goods to be subject to preferential commercial activity under the Turkey-Malaysia Preferential Trade Agreement signed between Turkey and Malaysia. Our 252 chambers can sell and approve the Certificate of Origin for Malaysia





***We Provide All Data on Real Sector for Your Consideration***

## ECONOMIC REPORTING AND STATISTICS

Following the developments in Turkey and the world economy, the answers about the expectations of our members and the public are given and quality and reliable reports and statistics are prepared. The Annual Economic Report, Information Notes, Executive Summary and Economic Indicators prepared for this purpose are presented to the public.

### **Annual Economic Report**

In accordance with the TOBB Law No. 5174, the Annual Economic Report is announced in the general assembly held in May every year and presented to the public. Detailed chart and graph based information on the development of the world and the Turkish economy regarding the year of report is included and a detailed economic evaluation is made.

### **Information Notes and Executive Summaries**

Information Notes and Executive Summaries are prepared to inform our members and the public opinion briefly and up-to-date on 17 topics in the macroeconomic and social context.

### **Monthly Economic Indicators**

The "Economic Indicators", which contain important macroeconomic and social statistical information, are prepared for the purpose of monitoring and evaluating developments taking place in the Turkish economy. Economic indicators are given under 9 thematic headings.





*We Meet The Need for Qualified Personnel Among Our Members*

## EMPLOYMENT MOBILIZATION

The Protocol of Vocational Education and Employment Mobilization was signed between TOBB and The Turkish Employment Agency (İŞKUR) on August 18, 2016 in order to meet the need for a qualified labor force and to increase the number of companies benefiting from İŞKUR services by strengthening the relationship between firms and Ministry of Labor and Social Security (ÇSGB) and İŞKUR.

Within the scope of the protocol, TOBB will collect all the needs of the business world, the vocational training of the employees, the demands of the vocational qualification certificates and trainee demands, and will provide for all the demands of the business world from the labor market using the Active Labor Market Policies such as İŞKUR's Occupational Training Program and Vocational Training Courses and will meet training needs.

Within the scope of the protocol, while providing the possibility of monitoring and training the employee in the required production process with the company's on-the-job training program, it will be ensured that the qualified employee requested by the requesting firm is trained by vocational training courses. Moreover, in these processes some expenses such as the daily necessities of employees, work accident and occupational diseases and general health insurance premiums, monthly net minimum wage level fees will be paid by İŞKUR depending on the conditions stated in the programs.

All you have to do for all these is to communicate your request to the Chamber or the Commodity Exchange.

istihdamseferberligi.org #bulsolur #istihdamseferberligi

İSTİHDAMLARLA BÜYÜYEN TÜRKİYE

**Bu iş olur!**

milyonlara iş  
milyonlara aş olur

Yeni Bir İstihdam Sağladığımızda:  
2017 SONUNA KADAR  
SGK Primi ve Vergiler Devletten!  
İlk 3 Ay Çalışanın Maaşı,  
SGK Primi ve Vergileri Devletten!



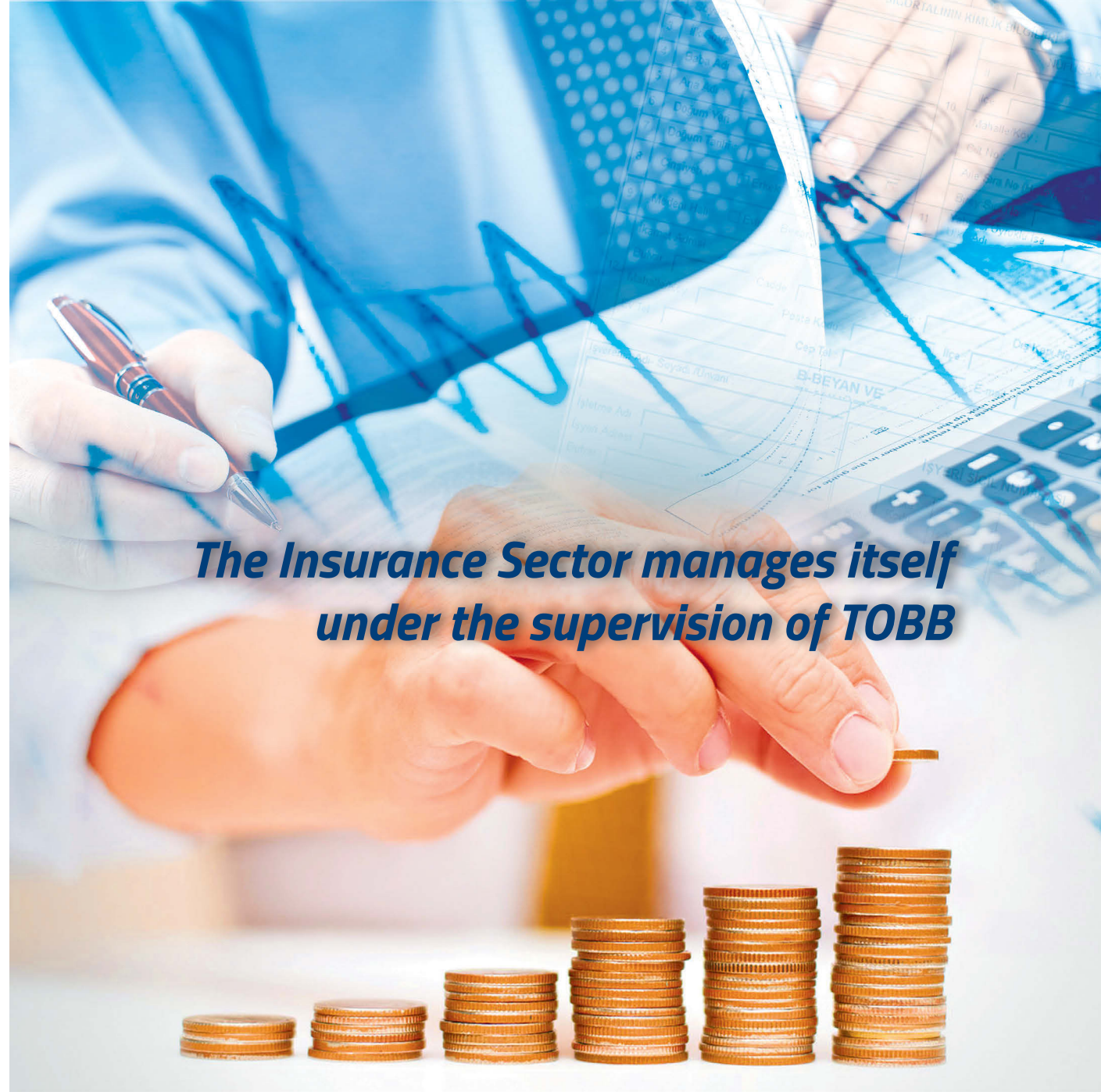


## SME INFORMATION PAGE

Within the framework of the works of The Coordination Council for the Improvement of Investment Environment (YOİKK), The "SME Information Page" was established In February 2005 and the Prime Ministry Circular on the SME Information Page under the coordination of TOBB in order to provide grounds for the more effective promotion of state support for SMEs and for all the information SMEs need throughout their life cycle.

The information that the SMEs need on the site is given under 14 main headings. These are "SME Identification", "Company Transactions", "Permissions", "Taxes", "Labor and Social Security", "Support and Incentives", "Access to Finance", "Quality and Documentation", "Foreign Trade Information", "Business Development", "EU Information for SMEs", "R&D and Innovation", "Useful Information for SMEs" and "Knowledge Bank".





***The Insurance Sector manages itself  
under the supervision of TOBB***

## INSURANCE

The records of insurance agents and insurance experts operating in Turkey are held at TOBB. Within this scope, the separate Insurance Agency Plate and Insurance Expert Plates are published on the TOBB website. Registered agent and expert information is sent to authorized institutions and organizations in electronic environment.

On behalf of the Undersecretariat of Treasury, TOBB carries out application procedures for insurance agencies' compliance documents, insurance inspectors licensing procedures, through the authorized Chamber of Commerce and Chamber of Commerce & Industry channels. Within this scope, 22,845 applications for conformity certificates and 1,773 for expert license applications have been examined and the necessary procedures have been completed.

Within the framework of the relevant legislation, the on-the-spot inspections of the branches where the insurance agencies operate are carried out also by TOBB with the Chamber of Commerce and Chamber of Commerce & Industry channels. In this context, 20,153 agency offices were examined in the related Chambers.

TOBB, together with the Turkish Insurance Association, established the Insurance Training Center under the leadership of the Undersecretariat of Treasury. The center aims to conduct investigations and examinations for the purpose of ensuring impartiality in the professional examinations related to insurance, creation of risk and insurance awareness in the society, contribution to employment of trained personnel in the insurance sector, improvement of existing education programs in insurance and coordination in educational demands.



## Prices of Agriculture and Livestock Products in One Place

### Ticaret Borsaları Bilgi Sistemi

Borsalar	Urunler	İletişim
<b>Borsalara Göre Günlük Fiyatlar</b>		
Bu ay fiyat girişinde bulunan Borsalar (Toplam 14 Borsa)		
Borsa Adı	Son Veri Giriş Tarihi	
ANKARA TİCARET BORSASI	03.02.2017	
AYDIN TİCARET BORSASI	03.02.2017	
BANDIRMA TİCARET BORSASI	03.02.2017	
CORUMLU TİCARET BORSASI	03.02.2017	
DENİZLİ TİCARET BORSASI	03.02.2017	
EDİRNE TİCARET BORSASI	01.02.2017	
EDREMIT TİCARET BORSASI	03.02.2017	
ESKİŞEHİR TİCARET BORSASI	02.02.2017	
İZMİR TİCARET BORSASI	01.02.2017	
NEVŞEHİR TİCARET BORSASI	01.02.2017	
ORDU TİCARET BORSASI	03.02.2017	
POLATLI TİCARET BORSASI	06.02.2017	
...	...	...

## COMMODITY EXCHANGES INFORMATION SYSTEM

In order to facilitate the trade of agriculture and livestock products which constitute input to the industry and to follow the price movements, the Commodity Exchanges of Trade Information System web page has been established. The page ensures that price information is tracked daily, monthly and annually according to the commodity market and regions. The transaction date, minimum price, maximum price, mean price, unit of measure (kg, tons, etc.) total transaction

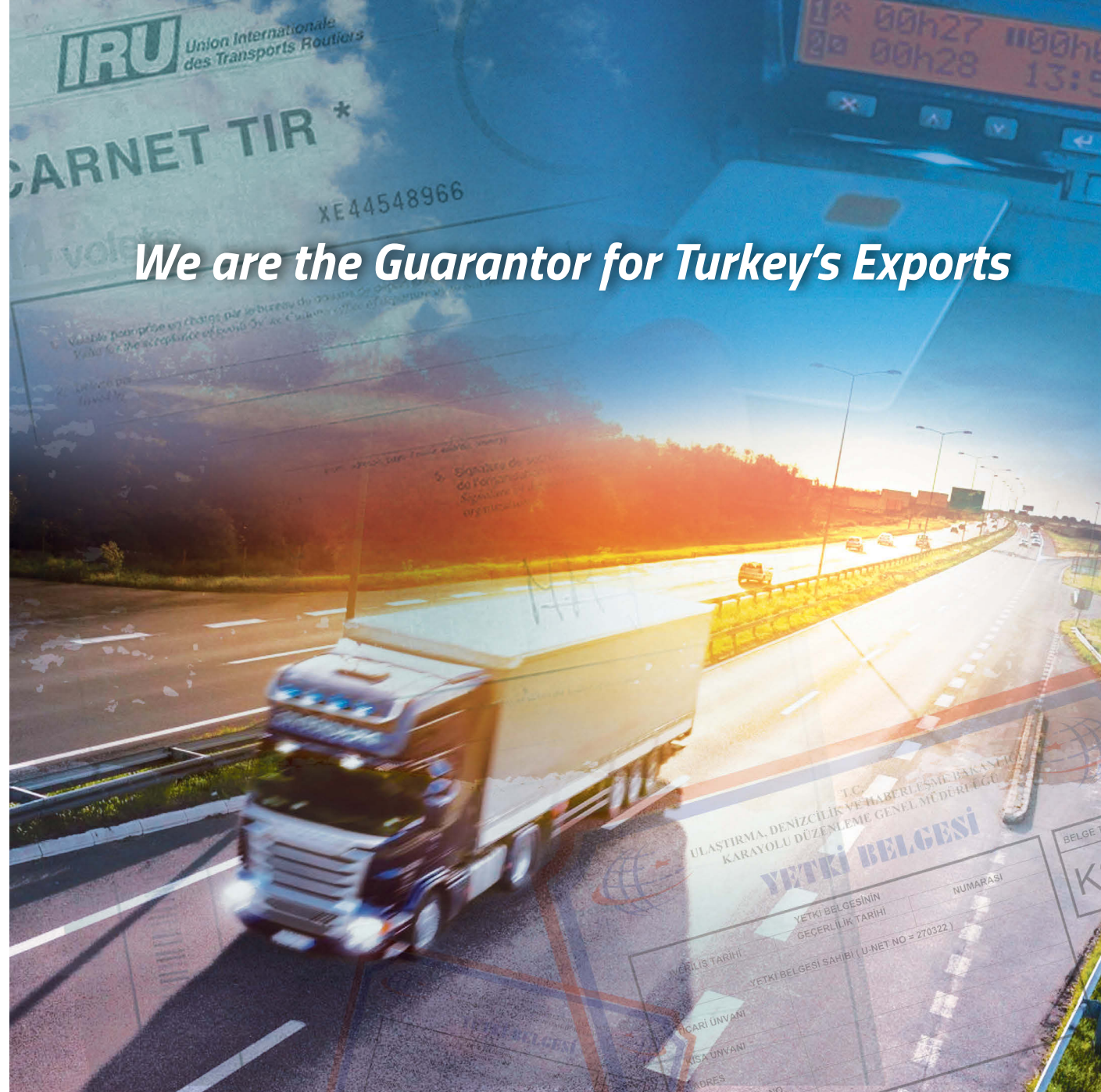
amount (TL), and the total transaction number (number) information related to any product are published.

Furthermore, transaction volumes at the exchange level, tendering announcements, distributions according to regions are facilitated to be accessed according to managerial communication information. In addition, access to the technical specifications of the products is provided.





## We are the Guarantor for Turkey's Exports



## TRADE AND TIR SERVICES

### TIR Carnet

The TIR System plans to facilitate the international carriage of goods under the customs seal to the maximum extent. TOBB provides local and foreign carriers for the referral and administration of the TIR System as the guarantor and guarantor organization in Turkey, both in our country and in 70 countries which are members of the TIR Convention with an average of 18 billion Euro guarantee.

The TIR Carnets distribution service is carried out through 17 Chambers.

In addition, the BMAEK-IRU E-TIR Pilot Project between Turkey and Iran, the most important step for the electronization of TIR Caravans, was carried out under the leadership of our Union, as the first electronic guaranteed transport association in the world.

Through the developed TIR EPD system, transporters are provided with electronic pre-declaration service to many customs offices of the country.

### ATA Carnet

The ATA System is a temporary import/export system that facilitates the trade for the purpose of using real and legal persons to temporarily deliver goods abroad. In this context, TOBB not only carries out the printing and distribution of ATA carnets, but also provides guarantee against our customs due to the use of foreign ATA carnet in our country.

It serves members in Turkey with its 20 Chambers.

### Transit Document

The transit document distribution service is carried out between the Ministry of Transport, Maritime Affairs and Communications and TOBB on the basis of a Protocol signed on September 8, 1992 and renewed on April 16, 2010. In order to ensure the transit of our transporters, an average of 760 thousand transit documents are distributed annually through our Chamber Representatives located on the land and sea exit doors of our country. In addition, the GEBOS 2 information system was introduced to facilitate transportation of information on transporters' transit document.

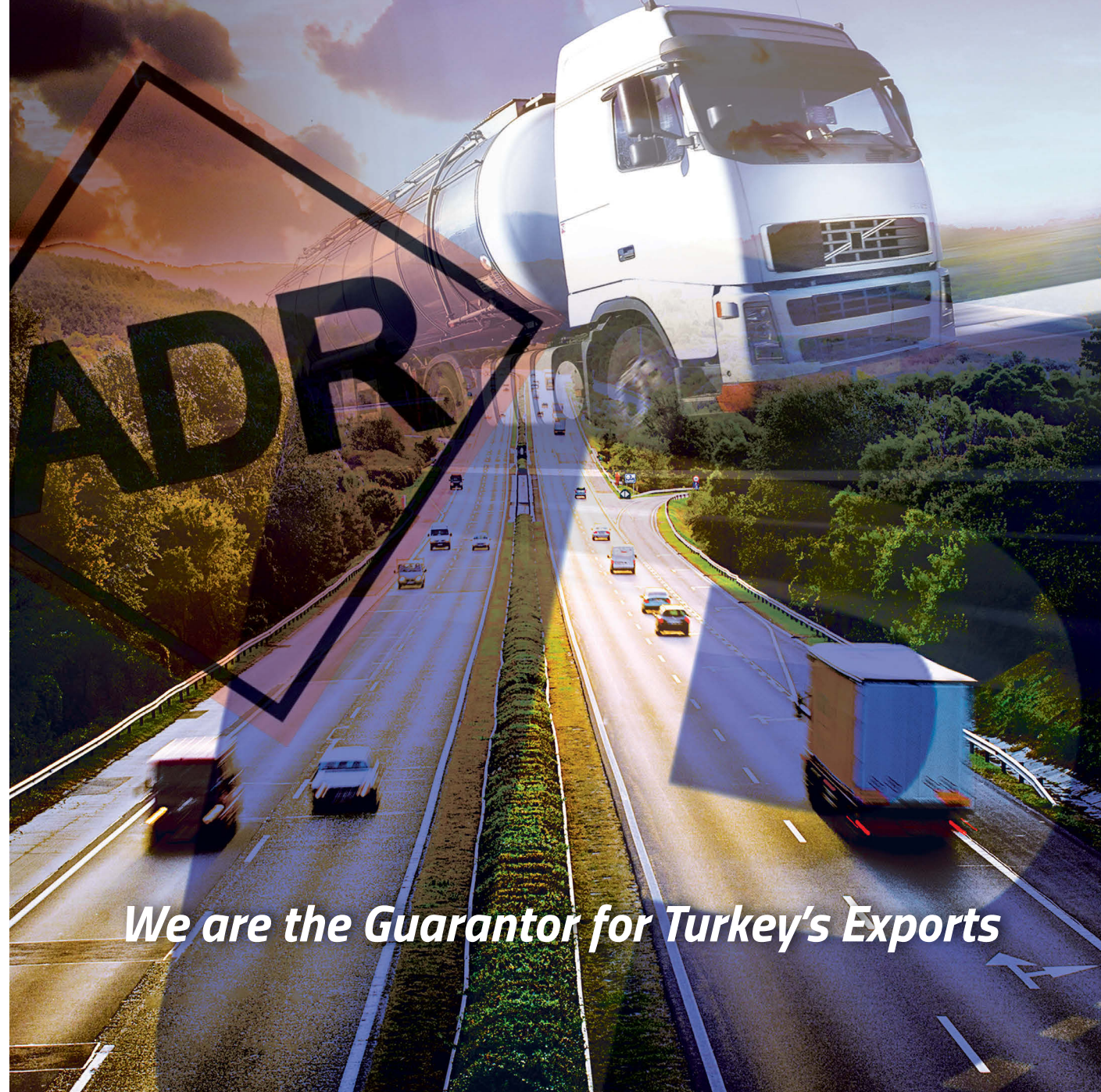
### K Document

K-type authorization documents are distributed by 67 Chambers in addition to the 13 Regional Directorates of the Ministry, in accordance with a protocol signed in 2005 and renewed in 2014 between the Ministry of Transport, Maritime Affairs and Communications and TOBB.

Within the scope of the service provided, procedures related to the continuation of commercial activities such as the licensing of real and legal persons, addition and reduction of vehicles, transfer of authority certificate and change of address, title and share transfer in connection with domestic goods transportation are provided.







*We are the Guarantor for Turkey's Exports*

## TRADE AND TIR SERVICES

### Digital Tachograph

The tachograph device is a recording device designed to measure the running and rest times of the drivers who are transporting by road and the speed of the vehicle.

In accordance with the protocol signed by the General Directorate of Highway Regulation of the Ministry of Transport, Maritime Affairs and Communications and the Union of Chambers and Commodity Exchanges of Turkey (TOBB), TOBB has been authorized to manufacture in Turkey and distribute the driver cards and other related cards (service cards, company cards and inspection cards) used in the international road transport vehicles and within this scope, STAUM - Digital Tachograph Research and Application Center was established in TOBB.

In accordance with the protocol signed by TOBB and The Ministry of Transport, Maritime Affairs and Communication on April 16, 2010, TOBB has been authorized as a Issuing Authority (CIA), Card Certification Authority (CA) and Card Personalization Authority (CP) to provide digital tachograph cards. TOBB provides service to sectors in 72 Chambers located in 70 provinces .

Certification services to local digital tachograph producers will also be provided by TOBB in Turkey.

### Carriage of Dangerous Goods (ADR)

Turkey has become a party in the International Carriage of Dangerous Goods (ADR) Convention, which entered into force in 1968 within the framework of the United Nations Economic Commission for Europe.

Training needs are met in cooperation with TOBB UND Logistics Investment Co. and Ministry of Transport, Maritime Affairs and Communication General Directorate of Dangerous Goods and Combined Transport Regulation and the necessary services are provided for the trainings requested to the sector stakeholders.

Works in coordination with international stakeholders in international platforms are followed by TOBB and examples of good practice are reflected in Turkey.

### Common Transit

Following the accession of our country to the EU Common Transit Convention, TOBB has created a low-cost system for the international transport sector. TOBB UND Logistics Investment Co., which was established as an affiliate of The Union of Chambers and Commodity Exchanges of Turkey and the International Transporters Association, is the first "principal responsible" company authorized to provide this system to the service of our transporters and to provide "Comprehensive Margin" for customs receivables arising from customs administrations with regard to the activities of our country road haulers.

Under the common transit system, an annual average of 300,000 national (TR), export (T1), import (T2) transit declarations transactions were carried out and the total sum of customs duties and picture guarantees exceeded 34 billion TL.





## Turkey's Entrepreneurial Power

## TOBB WOMEN ENTREPRENEURS BOARD TOBB YOUNG ENTREPRENEURS BOARD

TOBB Women Entrepreneurs Board was established by the Union of Chambers and Commodity Exchanges of Turkey (TOBB) in 2007 and TOBB Young Entrepreneurs Board was established in 2009 to pioneer the policy development and entrepreneurship culture development for the purpose of improving the entrepreneurship potential in our country and to make our entrepreneurs more equipped.

The members of the board are professional business managers, academics working in the field of entrepreneurship, leaders of civil society organizations operating on regional or national scale, and representatives of public institutions or organizations supporting entrepreneurship.

Evrım Aras who is the Board Chairman of Aras Cargo is the President of the TOBB Women Entrepreneurs Board and Ali Sabancı who is the Board Chairman of Pegasus Airlines is the President of TOBB Young Entrepreneurs Board.

TOBB President M. Rifat Hisarcıkıođlu is the honorary president of both boards.

Composed of approximately 15,000 entrepreneurs and the ever-expanding boards form the largest entrepreneurial network in the country.

Our Boards are engaged in activities to strengthen the entrepreneurship ecosystem in our country and are the pioneer of entrepreneurship ecosystem in Turkey.

Our Boards perform many activities such as Startup Istanbul, G3 (Future Entrepreneurs) Forum, Agenda Entrepreneurship in Turkey.

The TOBB Women Entrepreneurs Board and the TOBB Young Entrepreneurs Board which carry out their activities under the Chamber/Commodity Exchanges in the TOBB Coordination, have completed the organization in 81 provinces.

As a result of the elections held on December 25, 2014 throughout the country, there are 6,405 members of the TOBB Women Entrepreneurs Board and 8.341 members of the TOBB Young Entrepreneurs Board.

### Who can be a member?

The entrepreneurs who will be a member of the Provincial Board must be a partner of the real person merchant or legal entities registered in the trade register, a member of the board of directors, manager, general manager or managing director.

In addition, university students, lecturers, or faculty members who work in the field of in a faculty, college or institute located in that province, and other real persons who are respected in the society, can also be designated as a "Provincial Board Member". Among the members of the Provincial Board, the number of these persons shall not exceed twenty percent of the total number of the Provincial Board members that can be determined by that Chamber/Commodity Exchange

Anyone who has not attained the age of 40 can apply for the TOBB Young Entrepreneurs Board membership. There is no age limit for TOBB Women Entrepreneurs Board membership.





We Bring TOBB Publications and Programs to our Members

## TOBB MEDIA PORTAL AND PUBLICATIONS

TOBB has established TOBB TV Internet Television in order to reach its activities within the scope of the global vision that TOBB undertakes. Through TOBB TV being broadcast over the Internet, the programs organized by TOBB are announced to the public through live broadcasts and news about important domestic and international contacts can be continuously accessed.

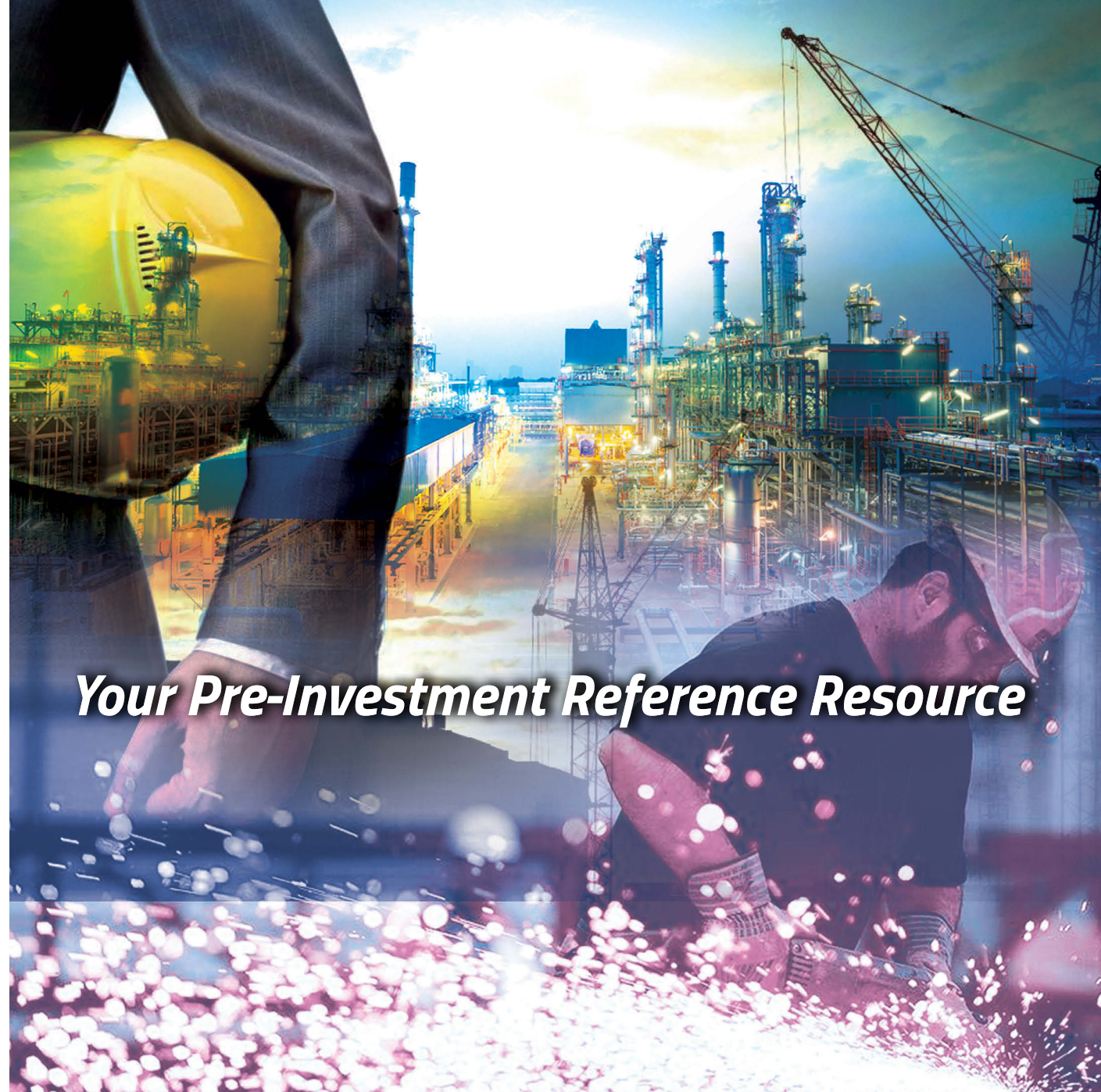
The shooting and montage of the separated videos according to the categories are done by the expert TOBB staff. Thanks to TOBB TV, whose infrastructure is

constantly strengthened, it is possible to access video news instantly without time and space limitations.

TOBB, on the other hand, provides its members with the structure, legislation, activities and announcements of the Union with its continuously updated web page.

As an official publication of the Union and published monthly, the Economic Forum magazine informs its members about economic developments in Turkey and around the world.





**Your Pre-Investment Reference Resource**

## THE TOBB INDUSTRY DATABASE AND CAPACITY REPORTS

The capacity report is a document showing the production power of all public and private sector producers and is valid for 2 years from the date of approval. Capacity reports must be registered in the trade register of the companies for which the capacity report is to be prepared, and must be a member of the place where the workplace is located.

Capacity reports include annual production capacities, machine parks, raw materials used, capacity calculations and capital and employment information, as well as company contact information. The reports are designed to identify the country's industrial production power and clear on economic and strategic plans and programs.

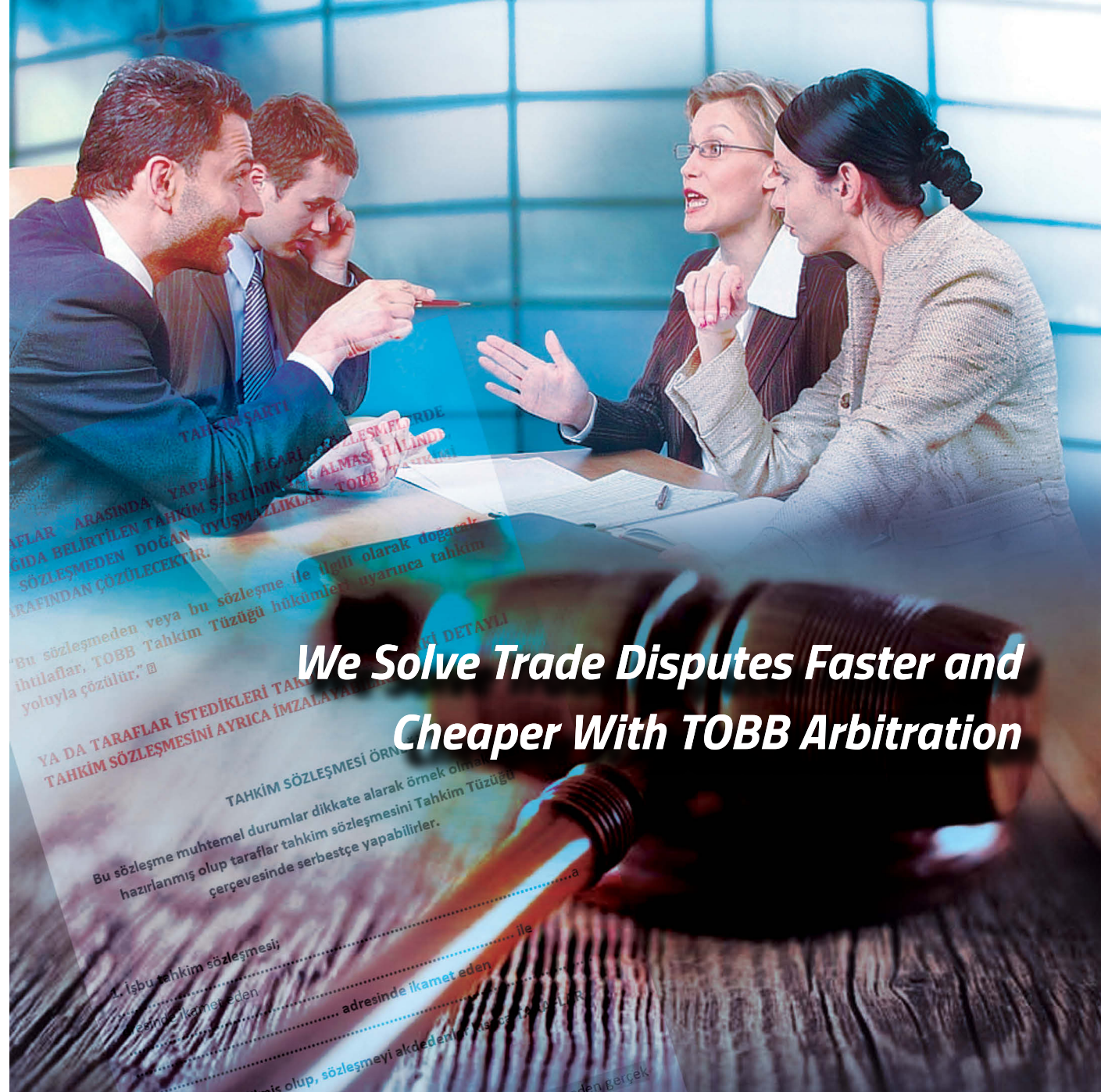
In the Capacity Report Automation System which has been implemented since February 01, 2008, the products, main machines and main consumption items included in the Capacity Reports are encoded with the PRODCOM 2010 coding system derived from the NACE coding system. At the beginning of the Capacity Report Automation System, there has been a considerable reduction in postal, paper, and overhead costs, and most importantly, savings have been made and transactions have been shortened considerably. Thus, capacity reports are also kept in electronic form.

Through the TOBB Industry Database, it can be accessed to;

- To the total number of firms that produce a product,
- On a product-by-product basis,
- Distribution of manufacturing companies according to their activity areas and cities,
- To the employee number on the report,
- The information on the foreign capital,
- Product and province-based company lists,
- Products produced most at the provincial and district levels and the firms that produce them
- Manufacturer profiles at the provincial and district level

According to the decision taken at the V. Statistical Council Meeting held on March 30, 2010, TOBB was given the responsibility of publishing the "Industry Sector Capacity Report Statistics" in the Official Statistical Program (RIP) for the statistics for the enterprises operating in the industrial sector only in Turkey.





**We Solve Trade Disputes Faster and Cheaper With TOBB Arbitration**

## TOBB COURT OF ARBITRATION

Arbitration is simply defined as a dispute between the parties to be resolved by compromise and settlement. Arbitration proceedings result in a faster and more economical way to resolve the disputes than judicial proceedings.

Parties to a legal relationship can decide whether arbitration will be exercised in disputes between them, either by adding an arbitration clause to the contract or by making a separate arbitration agreement. In this respect, arbitration is based on volunteerism. The parties may appoint the arbitrators who will take the proceedings and the law applicable to the dispute.

The most important feature distinguishing arbitration from other alternative disputes is the fact that the decision of the referee given in connection with the arbitration proceedings is of the nature of execution and is the execution effect. In other words, the end of court of arbitration proceedings and end of the court proceedings are parallel to each other.

TOBB Arbitration was established in 1991 and has an autonomous structure. At the center, domestic conflicts and foreign conflicts are resolved. TOBB Arbitration is the most experienced arbitration center established in our country. It has many advantages due to its solid structure and being a center established within TOBB.

The professional secretary increases predictability in the judicial process. The fact that the working procedure is based on trust and close cooperation makes the operation of the process more economical and faster. In addition, it is a profit-free center, and the well-intentioned side always reinforces the principle of preservation.

According to the TOBB Rules of Arbitration Codes, there is no matter which constitutes an obstacle in the determination of the duration of arbitration for 1 year since the signing of the duty document with the arbitrator or arbitrators. TOBB arbitration therefore concludes the disputes very quickly when compared to the judicial judiciary, which has an average of four years.

TOBB arbitration is a more economical method of resolving disputes than judicial jurisdiction. Unlike judicial jurisdictions, the amount of fees received at the time of application is not calculated on the amount requested from the dispute, and it is requested as a minuscule fixed amount. In the determination of arbitrator fees, TOBB Arbitration shall be subject to the provisions of the Communiqué Pertaining to the International Arbitration Fee Scheme, in case of disputes among Turkish companies; The provisions of the Communiqué on International Arbitration Charge Order and half of the rates in the wage table in this Communiqué is a basis.





**We are Extending the 100 Fastest Growing Companies in Turkey to the World League**

TOBB



## TOBB TURKEY 100

TOBB leads the fastest growing contest in Turkey in cooperation with The Economic Policy Research Foundation of Turkey (TEPAV).

The stories of the fastest growing companies in Turkey encourage young people to become entrepreneurs. Thanks to the TOBB Turkey 100, success stories of entrepreneurs succeeding in rapidly expanding their companies are becoming known by large segments.

TOBB brings together managers of fast-growing companies as part of the program within the scope of the US business trip, with experts from successful

entrepreneurs, investors and experts in the think tanks in the United States. Thus, it is also possible for successful candidates to benefit from TOBB's global connections.

In the TOBB Turkey 100 competition, companies are evaluated according to the growth rates of sales income in the determined period and there is no charge from the companies in the application.

All information to be given in order to participate in the TOBB Turkey 100 list is kept confidential and no one can access this information except the TOBB Evaluation Board.

**The Turkey 100 companies grew 12 times faster than Turkey in 2012-2015 period.**

Overall turnover of Turkey 100 companies in 2015 is **6,9 billion TL**



Average turnover of Turkey 100 companies in 2015 is **67,9 million TL**



growth rate  
**%438,1**





## *We Find Solutions for Our Sectors in the Contexts of Our Sectors*

## TOBB TURKISH SECTORAL ASSEMBLIES

61 sectoral assemblies have been established in order to develop industrialization and sectoral policies within The Union of Chambers and Commodity Exchanges of Turkey. The leading companies in the related sector are members in the Assembly. Assemblies are building common grounds for abolishing restrictions that hamper

industry development. The TOBB Turkish Sectoral Assemblies are a public-private sector consultation mechanism that works for the resolution of problems with public institution representatives, who are also members.

### Turkish Sectoral Assemblies List

- Agricultural Assembly
- Automotive Industry Assembly
- Automotive Supplier Industry Assembly
- Automotive Trade Assembly
- Beverage Industry Assembly
- Biotechnology Assembly
- Capital Markets Assembly
- Casting Industry Assembly
- Cement and Cement Products Assembly
- Ceramic and Refractory Industry Assembly
- Chemical Industry Assembly
- Civil Aviation Assembly
- Climatization Assembly
- Clothing and Ready-to-Wear Industry Assembly
- Construction Contractors Assembly
- Cosmetic and Cleaning Products Industry Assembly
- Creative Industries Assembly
- Defense Industry Assembly
- Durable Consumer Goods Assembly
- E-Commerce Assembly
- Education Assembly
- Energy Assembly
- Fairs Assembly
- Ferrous and Non-Ferrous Metals Assembly
- Food Industry Assembly
- Forest Products Assembly
- Free Zones Assembly
- Furniture Products Assembly
- Glass and Glass Products Industry Assembly
- Glassware Assembly

- Health Institutions Assembly
- Higher Education Assembly
- Insurance Agencies Assembly
- International Contracting Services Assembly
- Jewelry Industry Assembly
- Leather and Leather Products Industry Assembly
- Liquefied Petroleum Gas (LPG) Assembly
- Livestock Assembly
- Machinery and Equipment Manufacturing Assembly
- Maritime Assembly
- Media and Communication Assembly
- Medical Assembly
- Mining Assembly
- Natural Gas Sector Assembly
- Packaging Assembly
- Paper and Paper Products Assembly
- Patent and Trademark Attorneys Assembly
- Petroleum and Petroleum Products Industry Assembly
- Pharmaceutical Industry Assembly
- Plastic, Rubber and Composite Assembly
- Retailing Assembly
- Road Transportation Assembly
- Software Assembly
- Soil Industry Assembly
- Technical Advisory Assembly
- Telecommunication Assembly
- Textile Industry Assembly
- Tourism Assembly
- Transportation and Logistics Assembly
- Travel Agencies Assembly
- Venture Fund Assembly





## We are Bringing Turkish Companies to the Cern Market



## TOBB-CERN INDUSTRY CONTACT OFFICE

CERN, whose founders are 12 European countries, was founded in 1954 near the Swiss city of Geneva and on the Swiss-French border. 22 countries are full members, 2 are common members on the way to full membership and 4 are common members to CERN.

CERN has several accelerator and particle physics experiments, including the largest Hadron Collider (LHC). CERN is the world's largest accelerator and particle physics research center and is the locomotive of the world's science and technology with its developed and used technologies. Scientists won the Nobel Prize for Physics 6 times with the results achieved at CERN. The top management body is the CERN Council and each country is represented in the Council by two delegates. There are also Science and Finance Committees. Full member countries have the right to vote in the Council. Partner member countries are represented without voting rights.

The Turkish Atomic Energy Authority (TAEK) is responsible for Turkey-CERN relations. Turkey became an observer member to CERN in 1961. The Common Membership Agreement between Turkey and CERN was signed on May 12, 2014. This agreement entered into force on May 6, 2015 following the approval of The Grand National Assembly of Turkey (GNAT) and the CERN Council. With the Common Membership Agreement, Turkey has begun to be represented at the CERN Council as well as the CERN Science and Finance Committees. With this agreement, CERN enables working for Turkish business professionals, internship/training opportunities for our students, and most importantly Turkish companies have the opportunity to participate in CERN tender.

The TOBB-CERN Industry Contact Office was established in TOBB in June 2015 in order to provide information flow and communication between CERN

and the member companies through the cooperation of TOBB and Turkish Atomic Energy Authority (TAEK). The CERN Council Meetings and the CERN Committees are run by the TOBB-CERN Industry Contact Office representing the Turkish industry. The TOBB-CERN Industrial Contact Office, which does procurement and procurement announcements amounting to 550 million dollars annually, also provides support and consultancy to the industrialists in the preparation, introduction and bid stages of such tenders. In addition to the CERN budget, we also carry out collaborations with our universities and researchers during purchases made for experiments. Currently, about 250 scientists from 35 different universities work in 9 different projects at CERN.

Our companies can review the web pages of the TOBB-CERN Industry Contact Office and get information about the steps to be taken in this section in the "TOBB Industrial Contact Office and CERN Useful Information in Business Opportunities" section.

According to the results of the independent survey conducted with SMEs that are suppliers to CERN;

- 38% of SME developed new products
- 42% of SME's international visibility increased
- 44% of SME provided technological learning and development
- 52% of SME would have had worse sales performance without CERN reference
- 7% of them entered new markets
- 60% of them gained new customers







***Our Goal is to Turn our Beautiful Turkish  
Language into a Trade and Friendship Language***

## TURKISH-SPEAKING ENTREPRENEURS PROGRAM

The Turkish-Speaking Entrepreneurs Program started in May 2005. Up to now, 750 participants in 19 different groups have benefited from this project.

Entrepreneurs from Germany, Afghanistan, Albania, Azerbaijan, Bosnia and Herzegovina, Bulgaria, Georgia, Iraq, Iran, Montenegro, Kazakhstan, Kyrgyzstan, Kosovo, TRNC, Macedonia, Moldova, Uzbekistan, Romania, Russia, Serbia, Tajikistan, Turkmenistan and from eight autonomous regions of Gagavuzia, Crimea, Acara, Dagestan, Karachay Bashkiristan, Chuvashistan and Tatarstan have been accepted. Participants are determined by the foreign representatives of the Ministry of Foreign Affairs.

The Turkish-Speaking Entrepreneurs Program is organized twice a year. It was organized three times in 2006 and 2012.

The first aim of the Turkish-Speaking entrepreneurs program is to promote Turkish as a trade and friendship language and to contribute to the ideal of being able to trade by speaking and writing in Turkish only.

The second biggest aim of this project is to support Turkish noble and relative communities in the participating countries to negotiate with each other, through the current Turkish language, to cooperate with each other and to develop and settle peace in the region.





*With Qualified Fairs  
We Bring Turkey's Production to Light*

## TURKEY FAIR CALENDER FAIR AUTHORITY CERTIFICATES

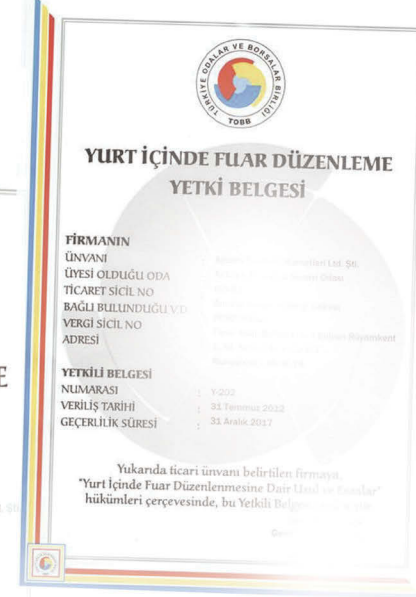
In accordance with Law No. 5174, 365 Chambers and Commodity Exchanges located in 81 provinces of Turkey are responsible for evaluating the applications to be made on domestic fairs and making proposals to TOBB. TOBB is also responsible for examining the applications conveyed to TOBB regarding the domestic fair applications made to Chambers and Commodity Exchanges in this frame, and in connection with the decision, authorizing the fair companies to organize the domestic fair.

Companies wishing to obtain authorization certificates for organizing domestic fairs is obliged to apply to the chambers where they are a member, together with the

documents stated in "Procedures and Principles for Organizing Fair in Turkey".

Chambers and Commodity Exchanges examine the application documents and submit the applications made in accordance with the said principles to TOBB within fifteen days by adding the opinion about the company. TOBB examines the relevant applications and gives the authority to the companies.

TOBB, on the other hand, publishes an annual fair calendar on its website for the fairs to be organized every year in Turkey, and the calendar is updated every month.





## We Keep Turkey's Trade Registry



## TURKISH TRADE REGISTRY GAZETTE

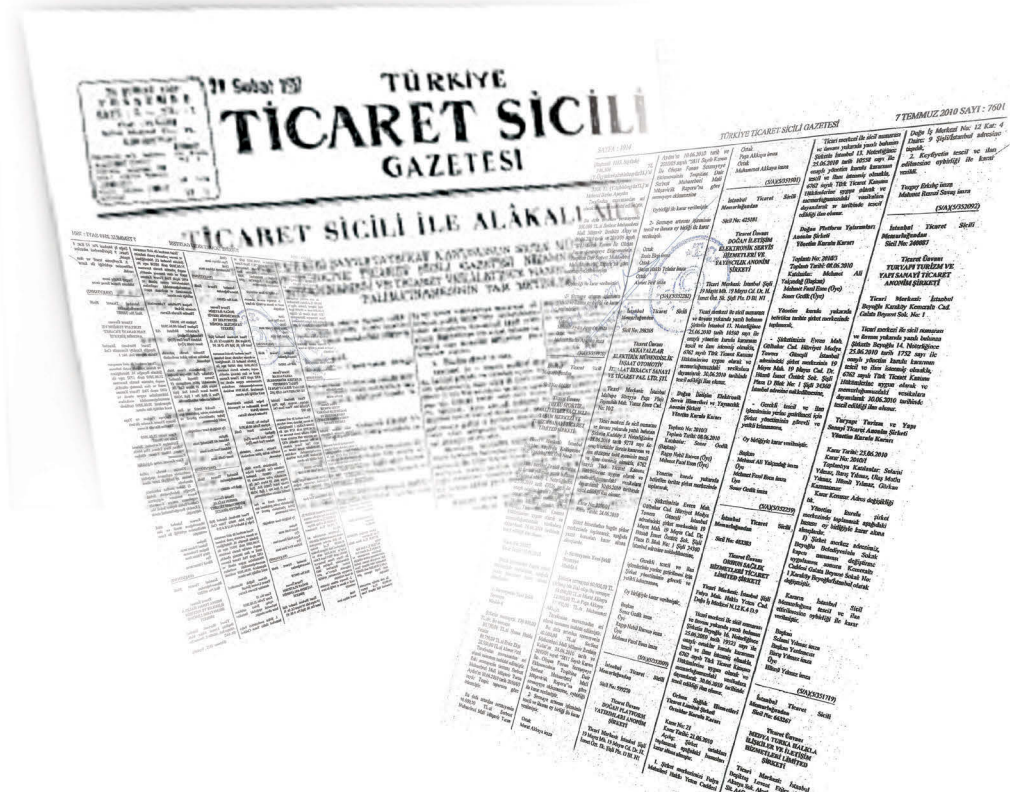
The Turkish Trade Registry Gazette has been published by TOBB since since the 21st of February, 1957.

All the subjects registered with the commercial operations of 238 trade registry offices operating in our country are published in the Turkish Trade Registry Gazette under the principles of fairness and transparency, and ensures that Turkish trade is carried out with confidence.

An electronic image can be accessed on the same day of the daily newspaper.

An average of 750 thousand newspaper pages are displayed daily through the information Portal. The

electronic image of all commercial announcements of the commercial enterprises published from 01.10.2003 till the present day can be accessed free of charge. The announcements published between 01.01.1993 - 01.10.2003 can yield the newspaper's date, number and page information. On the other hand, the inquiry of the title can be made in Turkey and the contact information of all trade registry offices in Turkey can be reached. Information such as legislation, the preparation and publication of advertisements, sample announcement texts, newspaper submissions, advertisement fees and subscription terms are also available on the web page.





*We Build Infrastructure for Overseas  
Collaborations of our Members*



## INTERNATIONAL BUSINESS OPPORTUNITIES ANNOUNCEMENT SYSTEMS

TOBB has contributed to the opening of our firms abroad for over 20 years. All of the activities in this scope are carried out online. TOBB's proposals for cooperation with goods, service purchase/sale requests are delivered to potential foreign firms, while tender announcements are announced to companies with cooperation requests from abroad.

Companies seeking international cooperation in commercial and technical matters benefit from these services in market research. The announcement system consists of 3 sections.

### 1) Cooperation Proposal System from Turkey

Firms that are members of this system can announce the cooperation proposals related to their goods and services to the whole world. After the proposals that the companies have entered into the system in English are checked, the approval procedures are published. Monthly bulletins created from cooperation proposals are sent to more than 2.700 economic and trade organizations, mainly chambers of commerce and industry, to be announced to related business associations abroad.

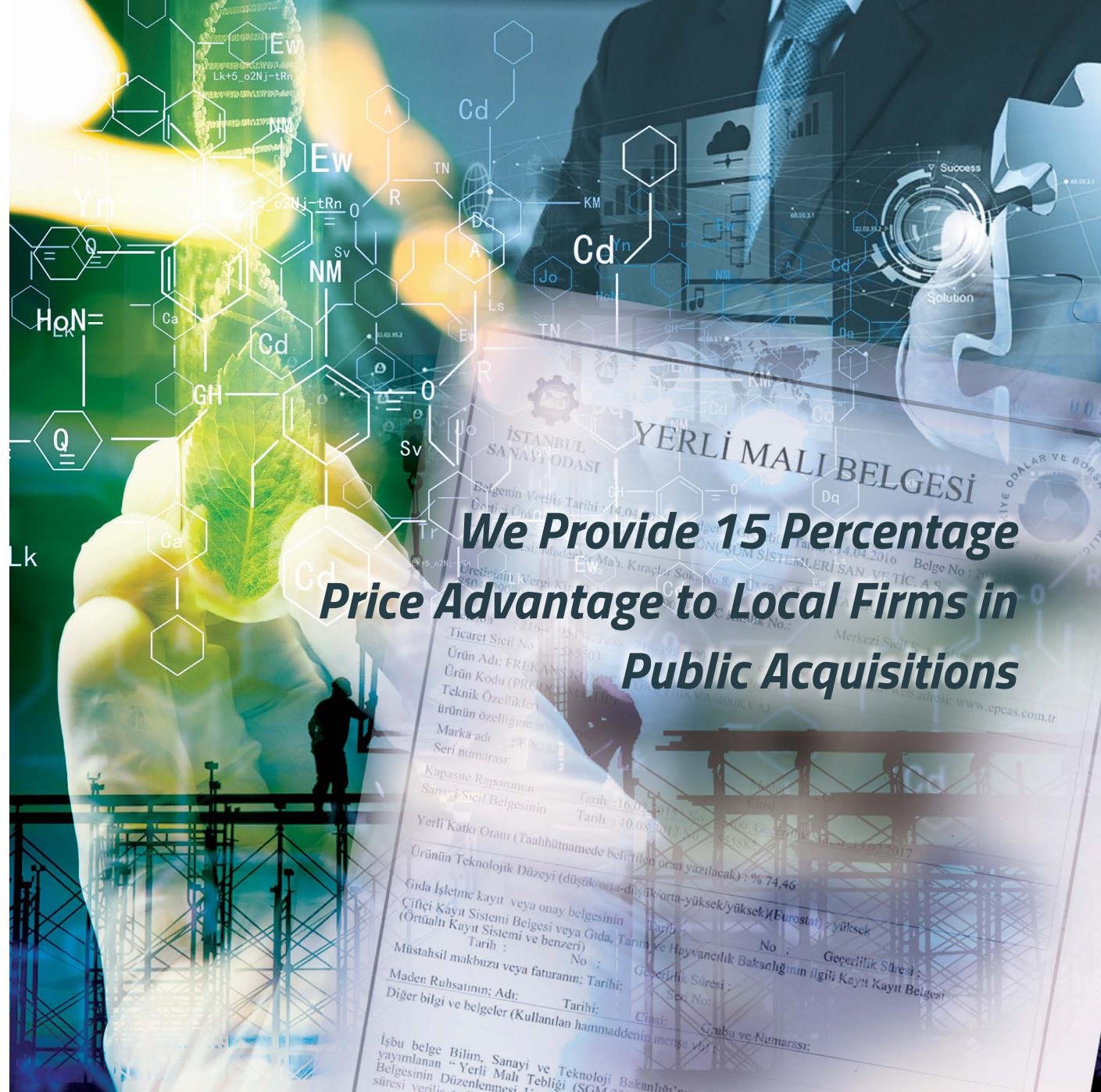
### 2) Cooperation Proposal System from the World

Goods and services, as well as cooperation requests from foreign companies are translated into Turkish and published on the site. Announcement of cooperation proposals can be searched on the basis of date range, company name, country and sector. On the other hand, new subscription offers related to the sectors of the companies are automatically sent to their e-mail addresses.

### 3) Tender, Privatization and Investment Projects System

Tender and privatization announcements of various sectors coming from foreign institutions are announced in the Periodic Tenders section of the system. In the Privatization and Investment Projects, such activities as non-periodical procurement information, privatization announcements, investment projects, long-term development (infrastructure/housing/transportation etc.) programs and international investment conferences are announced. Thanks to the "Subscription Service" feature in this system, the tender announcements are automatically sent to the member companies' e-mail addresses.





## We Provide 15 Percentage Price Advantage to Local Firms in Public Acquisitions

## DOMESTIC GOODS CERTIFICATE

"Implementation Principles on The Union of Chambers and Commodity Exchanges of Turkey, the Arrangement of Domestic Goods Certificate" which was published in the Official Gazette, dated September 13 2014 and published and entered into force by the Ministry of Science, Industry and Technology in the Official Gazette No. 29118. It was entered into force as of November 5, 2014. According to the Communiqué on Domestic

Property and Implementation Principles, the "Domestic Goods Certificate" is given to the tenderers through the web application prepared by TOBB by means of Chambers and Commodity Exchanges.

The 15% price advantage for domestic goods in public procurement also includes the software industry.

ODA/ BORSA	YERLİ MALİ BELGESİ		
Belgenin Veriliş Tarihi : .....	Belgenin Son Geçerlilik Tarihi: .....		Belge No: .....
Üretici Unvanı:	İşyeri Adresi:		
Üreticinin Vergi Kimlik No.:	TC Kimlik No.:		Merkezi Sicil Kayıt Sistemi No.:
Telefon: 0 (.....)	Faks: 0 (.....)		e-posta: .....
Ticaret Sicil No.:	Oda/Borsa Sicil No.:		web adresi: .....
Ürün Adı:	ODA/ BORSA	YERLİ MALİ BELGESİ	
Ürün Kodu (PRODTR/GTIP):	Belgenin Veriliş Tarihi : .....		Belgenin Son Geçerlilik Tarihi: .....
Teknik Özellikleri:	Üretici Unvanı:		Belge No: .....
Ürünün özelliklerine göre varsa:	İşyeri Adresi:		
Marka adı :	Üreticinin Vergi Kimlik No.:		TC Kimlik No.:
Seri numarası:	Ticaret Sicil No.:		Merkezi Sicil Kayıt Sistemi No.:
Kapasite/Ekspertiz Raporunun Tarihi:	Telefon: 0 (.....)		Faks: 0 (.....)
Sanayi Sicil Belgesinin Tarihi:	e-posta: .....		web adresi: .....
Yerli Katkı Oranı (Taahhütmade belirtilen oran yazılacak) : % 74,46	Ürün Adı:		Oda/Borsa Sicil No.:
Ürünün Teknolojik Düzeyi (düşük/orta-düşük/orta-yüksek/yüksek)(Eurostat) >yüksek	Ürün Kodu (PRODTR/GTIP):		Geçerlilik Süresi: .....
Gıda İşletme kayıt veya onay belgesinin Tarihi:	Teknik Özellikleri:		
Çiftçi Kayıt Sistemi Belgesi veya Gıda, Tarım ve Hayvancılık Bakanlığının İlgili Kayıt Kayıt Belgesi Tarihi:	Ürünün özelliklerine göre varsa:		
Müstahsil makbuzu veya faturanın Tarihi:	Maden Ruhsatının Adı Tarihi:		
Maden Ruhsatının Adı Tarihi:	Diğer bilgi ve belgeler (Kullanılan hammaddenin menşei):		
İşbu belge Bilim, Sanayi ve Teknoloji Bakanlığınca yayımlanan "Yerli Mali Tebliği (SGM) Belgesinin Düzenlenmesi"			





*We Certify Consultants For SMEs*

**YET-MER**

## YET-MER VOCATIONAL QUALIFICATIONS AND CERTIFICATION CENTER

TOBB Vocational Qualifications and Certification Center projects are carried out within the scope of the VOC-TEST center's UYEP II Grant Program, financed within the scope of European Union's Instrument for Pre-Accession Assistance (IPA-IV). Regarding this instrument, the Program Authority, Contracting Authority, and the beneficiary of the Vocational Qualifications Authority is the Ministry of Labor and Social Security EU and Financial Aid Office (İKG PRO), as started on 1 March 2016. Within the scope of the project, YET-MER Vocational Qualifications and Certification Center has been established and the authorization application process has been completed by the Vocational Qualifications Authority. The accreditation process is continuing by the Turkish Accreditation Agency and the center is planning to get started actively in July 2017.

It is aimed to serve appropriate examination and certification service in accordance with the criteria specified in the national qualifications national

qualifications (in the YET-MER Vocational Qualifications and Certification Center and SME Consultant Level 6, Project Manager Level 5 and Project Manager Level 6 professions). It will be possible to certify the qualifications of the tasks of the persons who will work in the professions of SME Consultancy and Project Manager with the examination and certification service to be provided within our center. The companies that and the companies that receive services from the sector will be provided with personel who offer high quality services.

In addition, within the scope of the Protocol signed between the Vocational Qualifications Authority and TOBB as a part of TOBB's Vocational Qualifications and Certification Center Project, the national professional standard and national competence related to Project Manager Level 5, Facility/Administrative Affairs Manager Level 6 and Public Relations/Communication Expert Level 6 professions) will be prepared.





**Public-Private Sector Consultation Platform**



## THE COORDINATION COUNCIL FOR THE IMPROVEMENT OF INVESTMENT ENVIRONMENT (YOIKK)

The YOIKK Platform is a special platform aimed at identifying the problems faced by investors related to the investment environment in public-private sector cooperation and resolving the problems within plan of action.

Within the scope of YOIKK, the working groups formed in TOBB make the recommendations of the YOIKK structure appropriate for the structure of our chambers/ commodity exchanges, sectoral assemblies and related associations.

These suggested actions are discussed at the meetings of the private sector working group, which is organized by

TOBB and consists of YOIKK stakeholders - other private sector organizations TIM (Turkish Exporters Assembly), TUSIAD (Turkish Industry & Business Association) YASED (International Investors Association), MUSIAD (Independent Industrialists and Businessmen's Association) and other related organizations.

Thus, the private sector action proposal prepared under the coordination of TOBB is presented at the YOIKK Steering Committee meeting and is then publicly announced at the meeting held under the chairmanship of the relevant Deputy Prime Minister.





**TOBB IN THE  
INTERNATIONAL ARENA**





## TOBB IN THE INTERNATIONAL ARENA

TOBB represents the Turkish business community most competently in the international arena.

- Board Member of the International Chamber of Commerce (ICC)
- General Council Member of the World Chambers Federation (WCF)
- Vice President of the Association of European Chambers of Commerce and Industry (EUROCHAMBRES)
- Vice President of Islamic Chamber of Commerce, Industry and Agriculture (ICCIA)
- Vice President of Confederation of Asia-Pacific Chambers of Commerce and Industry (CACCI)
- Board Member of Association of the Mediterranean Chambers of Commerce and Industry (ASCAME)
- Board Member of ECO Chamber of Commerce and Industry (ECO CCI)
- Board Member of Association of the Balkan Chambers (ABC)
- Honorary Chairman of Silk Road Chamber of International Commerce (SRCIC)
- Board Member of D-8 Federation of Chambers of Commerce and Industry (D-8 FCCI)
- Co-President of the Turkish African Chamber
- Founder of German-Turkish Chamber of Commerce and Industry (AHK)
- Founder of Turkish-German Chamber of Commerce and Industry (TD-IHK)
- Founding Member of Turkish-American Chamber of Commerce and Industry (TACCI)
- Co-President of the Turkey-EU Joint Consultative Committee (JCC)
- President of the Jerusalem Arbitration Center (JAC)
- Board Member of OECD Business and Industry Advisory Committee (BIAC)
- Special Consultation Status in the United Nations Economic and Social Council (ECOSOC)
- Vice President of United Nations World Tourism Organization (UNWTO) Affiliated Members
- High Advisory Board Member of the National Committee of Turkey of United Nations International Children Emergency Fund (UNICEF)
- Executive Committee Member of United Nations Development Program Istanbul International Private Sector and Development Center (UNDP IICPSD)
- Observer and Honorary Member, Strategic Partner, Turkey Representative of The American-Iberian Trade Chambers Association (AICO)
- Board Member of GS1 European Region
- Board Member of the International Road Transport Union (IRU)
- Co-President of the Arab Chamber of Commerce
- President of Black Sea Economic Cooperation Region Union of Road Transport Association



TOBB President M. Rifat Hisarcıkloğlu is the co-chairman of the **Turkey-EU Joint Consultative Committee (JCC)**, a body that brings together the European Union and Turkey's organized civil society representatives.

Turkey - EU Joint Consultative Committee (JCC) was established on November 16, 1995 with regard to Article 27 of the Ankara Agreement of 1963, which forms the basis of Turkey's relations with the EU, envisaged facilitation of cooperation and contacts between the parties, the institutionalization of the dialogue with Turkey and the establishment of a structure in this framework.



TOBB President M. Rifat Hisarcıkloğlu has been been the Vice President of The **Association of European Chambers of Commerce and Industry (EUROCHAMBRES)**, which includes 43 countries and more than 20 million enterprises since 2009.

TOBB became a member of the 'founding member' status in 1966, 8 years after the establishment of EUROCHAMBRES. TOBB President M. Rifat Hisarcıkloğlu has been elected to serve as Vice President of EUROCHAMBRES for 3 terms as of 2009. Hisarcıkloğlu was unanimously elected to serve as Permanent Vice President in the 2015 General Assembly.



The **International Chamber of Commerce (ICC)** is the largest business community organization in the world with 14.000 Chambers in 124 countries and more than 100,000 companies. TOBB President M. Rifat Hisarcıkloğlu has been been a Board Member of ICC since 2012



TOBB President M. Rifat Hisarcıkloğlu has been serving as Vice President of the **Islamic Chamber of Commerce, Industry and Agriculture (ICCIA)**, the private sector organization of the Islamic Cooperation Organization (IIT), where 57 Islamic countries have been members since 2009.



There are 29 National Chambers from 27 Asian and Western Pacific countries among the Members of the **Confederation of Asia-Pacific Chambers of Commerce and Industry (CACCI)**, founded in 1966. M. Rifat Hisarcıkloğlu has been the Vice President of CACCI since 2014, where TOBB has been a member since 2009.



Eight developing countries (Developing Eight/D-8) composed of Bangladesh, Indonesia, Iran, Malaysia, Egypt, Nigeria, Pakistan and Turkey were established in 1997 in order to develop cooperation among member countries and to enhance economic and social relations. M. Rifat Hisarcıkloğlu represents Turkey in the **D-8 Federation of Chambers of Commerce and Industry (D-8 FCCI)** formed by the head chamber organizations of D-8 member countries in 2000 parallel to D-8.

**ECO CCI** was established with the signing of the chambers of Turkey, Iran and Pakistan on April 4, 1990 in order to represent the private sector of the Economic Cooperation Organization, in accordance with Article 30 of the İzmir Agreement.

TOBB has assumed the term-presidency of ECO CCI from 2007-2010. In the Presidency conducted by TOBB President M. Rifat Hisarcıkloğlu, ECO Chamber of Commerce and Industry, which had been idle for many years, had been activated; ECO CCI Statute studies have been completed, the institutional infrastructure of the Chamber has been established, working procedures and principles have been determined; The website of the Chamber was created and implemented; ECO CCI Women Entrepreneurs Council was established to develop female entrepreneurship and five entrepreneurs committee to bring the experts of the issue. It was established to gain effectiveness and efficiency within the chamber studies (Industry and Investments, Transport, Trade Facilitation, Tourism and Arbitration Committees). During this period all meetings and activities of chambers were conducted on time. TOBB is represented by our members in each committee (5) and in the Council of female Entrepreneurs (2).

M. Rifat Hisarcıkloğlu represents Turkey as the chairman of the Turkish National Committee composed of 7 people after his Presidential period ended in the Chamber of Commerce and Industry of the Economic Cooperation Organization in 2010.

The **Turkish African Chamber** was established with an agreement signed in the presence of Abdullah Gül who was the 11th president on 20 August 2008 within the scope of Turkey-African Cooperation Summit held in Istanbul between the dates of 18-21 of August, 2008 between The Union of Chambers and Commodity Exchanges of Turkey and The Union of African Chambers of Commerce, Industry, Agriculture and Professions in order to increase the commerce and investment relations between Turkey and African Countries. The counter-wing co-presidency is also headed by the Federation of Egyptian Chambers of Commerce (FEDCOC). M. Rifat Hisarcıkloğlu is the Co-President of the Turkish African Chamber.



**The Association of Balkan Chambers (ABC)** was established in 1994 as a non-profit-governmental and political organization for the purpose of intensifying trade and economic cooperation through regional cooperation between the Balkan countries and harmonizing national legal regulations, ensuring informational exchange among member chambers/unions and creating concrete cooperation opportunities in various sectors.

TOBB is the founding member of the Association of Balkan Chamber (ABC). As of today ABC has 10 members; Albania, Bosnia and Herzegovina, Bulgaria, Southern Cyprus, Montenegro, Macedonia, Romania, Serbia, Greece and Turkey. TOBB undertook the 2008 Presidency of ABC.



As Chairman of the Turkish National Committee of the International Chamber of Commerce (ICC), M. Rifat Hisarcıkloğlu became a member of the ICC G20 Advisory Group and **World Chambers Federation (WCF)** General Council in 2011. In 2012, he was elected to the Board of Directors of the International Chamber of Commerce (ICC), which includes 130 countries.



TOBB has been an observer member, honorary member, strategic member and holds an official representative status in Turkey at the **Union of American-Iberian Chambers of Commerce (AICO)** which has more than 2 million company network and includes 400 Commerce Chamber/Union/Federation from 23 countries located at the Iberian-American since 2015.



M. Rifat Hisarcıkloğlu has been a High Advisory Board Member of the **United Nations International Children Emergency Fund (UNICEF)** National Committee of Turkey since 2005.



TOBB holds the status of Special Consultancy since 2009 at the Department of Economic and Social Affairs of the **United Nations Economic and Social Council (ECOSOC)**. The TOBB ECOSOC representative ensures attendance at the United Nations Headquarters in New York City.





TOBB has been a member of the **United Nations World Tourism Organization** since November 2009 to contribute to the representation of our country's tourism sector on international platforms and to serve in decision-making bodies. TOBB has obtained the status of Vice Presidency since 2012 in the United Nations World Tourism Organization (UNWTO) Affiliated Board of Directors.



TOBB is among the members of the Executive Committee of the **United Nations Development Program Istanbul International Private Sector and Development Center (UNDP IICPSD)**. The headquarters was established by agreement between the government of the Republic of Turkey and UNDP on 11 March 2011 in Ankara. UNDP together with the Ministry of Development, Ministry of Foreign Affairs, Prime Ministry Turkish Cooperation and Coordination Agency (TIKA) and TOBB are among the management of center. TOBB participated in the Executive Committee of Center in February 2013 upon the invitation of the Ministry of Foreign Affairs. The Center is working to make UNDP sustainable in the context of inclusive business models supporting the private sector and organizations at the global level.



M. Rifat Hisarcıkloğlu became a founding member in 2002 of the **Turkish-American Chamber of Commerce and Industry (TACCI)**.

#### JERUSALEM ARBITRATION CENTER

M. Rifat Hisarcıkloğlu has been the International President of the **Jerusalem Arbitration Center** established by the International Chamber of Commerce (ICC) Israel and the Palestinian National Committees to resolve commercial disputes between Israeli and Palestinian businessmen since 2013.

#### ISTANBUL AND ANKARA FORUM

M. Rifat Hisarcıkloğlu, who is the President of the **Ankara Forum** established with TOBB initiatives with the aim of establishing a permanent dialogue mechanism for tripartite economic cooperation between Palestine, Israel and Turkey, is also the chairman of the **Istanbul Forum**, a similar peace platform established between Pakistan, Afghanistan and Turkey.

#### NICOSIA ECONOMIC FORUM

**Nicosia Economic Forum** consists of The Union of Chambers and Commodity Exchanges of Turkey (TOBB), Chamber of Commerce and Industry of Cyprus, The Cyprus Turkish Chambers of Commerce and The Chamber of Greece. The Nicosia Economic Forum is working to contribute to Cyprus negotiations as a business community. Forum members come together in Turkey, Greece and Cyprus.



M. Rifat Hisarcıkloğlu is also Honorary Chairman of the **Silk Road Chamber of International Commerce (SRCIC)**.



In 2015, M. Rifat Hisarcıkloğlu conducted the Chairmanship of the **B20 Turkey** Executive Board, comprising leading business representatives to guide the work of the B20.



The **OECD Business and Industry Advisory Committee (BIAC)**, which has been operating as an independent organization since 1962, is the representative of the OECD business community. TOBB has been a member of BIAC since its establishment.



The **German-Turkish Chamber of Commerce and Industry (ATTSO)** was established in Istanbul in 1994 and the **Turkish-German Chamber of Commerce and Industry (TATSO)** in Cologne in 2004 in accordance with the protocols signed between the German Chamber of Industry and Commerce (DIHK) and TOBB. There is a representative of TOBB in both of the Chambers Board of Directors.



**ASCAME, the Association of the Mediterranean Chambers of Commerce**, was established in 1982 as a non-profit oriented organization. Approximately 500 Chambers and 21 Chambers Union in Mediterranean countries are a member of ASCAME, which operates in areas of economic development, trade and cooperation. 15 Chambers from Turkey are member in ASCAME.



## TAC

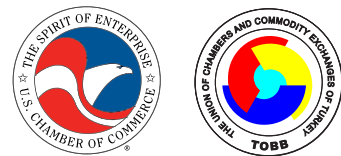
The **Turkish-Arab Chamber (TAC)** was established by TOBB and the Union of Arab Chamber (UAC) under the name of TAC on 24 November 2016 to where the secretariat of both sides will be separated and new investment opportunities and cooperation in the private sector can be assessed. M. Rifat Hisarciklioglu, the Co-President of the Union, heads the Turkish side and Nael Al Kabariti, President of the Jordanian Chamber, who is the UAC's President, heads the Arab side.

## oriGIn

TOBB became a member of **ORIGIN (International Organization of Geographical Signs Network)** in September 2015, which is believed to be beneficial for our geographically marked products to be transported to international platforms after registration in our country.

Targeting the development of geographically marked products at national, regional and international levels, ORIGIN was established in Geneva in 2003 and has 400 members from 40 countries.

By taking the representation of Turkey by TOBB in the continuation of the mentioned membership, effective use of geographical signs and facilitation of the membership period of our Chambers/Commodity Exchanges will be ensured.



### TOBB - US Chamber of Commerce Cooperation / US Chamber of Commerce Regional Office

Cooperation between TOBB and the US Chamber of Commerce is continuing with the memorandum of understanding signed in 2012 to contribute to the development of trade and economic relations between Turkey and the United States. In this context, the US Chamber of Commerce opened the Istanbul Regional Office.



### Washington Representative

### TOBB Washington Representative Office

A Permanent Representation has been established in Washington, under the provisions of Article 56/h of the Law No. 5174 on "The Union of Chambers and Commodity Exchanges of Turkey and The Chambers and Commodity Exchanges" by TOBB. The purpose of the representative office is; to publish and distribute periodicals, brochures and books, to make forums, seminars, sessions and similar meetings that will contribute to the promotion and promotion of Turkish businesses and industry in the US and to strengthening Turkish-American economic relations, to represent and follow the aims and objectives of The Union of Chambers and Commodity Exchanges of Turkey.



### Brussels Representative

### TOBB Brussels Representative Office

Among the duties of the TOBB Brussels Permanent Representative is to represent TOBB at EUROCHAMBRES, to actively participate in EUROCHAMBRES activities; to provide effective communication and coordination with EU institutions and organizations within the framework of lobbying and information activities; to follow the developments within the EU closely and to provide flow to develop relations with the Union; to contribute to the creation of new projects, to contribute to the more effective and widespread use of EU funds and resources; to contribute to the promotion of Turkey's opportunities and to attract foreign capital to Turkey and to work towards the development of business relations and the civil society dialogue between the EU and Turkey.





# **AFFILIATES**



*Guiding Our SMEs in Every Step*



## ABİGEM-AVRUPA BİRLİĞİ TÜRKİYE İŞ GELİŞTİRME MERKEZLERİ AĞI

### EUROPEAN TURKISH BUSINESS CENTRES NETWORK

The aim of ABİGEMs is to increase the competitiveness of SMEs and entrepreneurs by providing help and support in general business activities. ABİGEMs are structured to become the first and only address with regional focus from the SMEs and entrepreneurship support and development areas.

All ABİGEM employees consist of professional consultants with SME and private sector experience, along with the development of business support services and local SMEs of these services have assumed regional responsibility.

Training provided by ABİGEMs, consultancy services and sectoral projects are designed according to the characteristics of the region and the needs of the SMEs in the region. ABİGEMs provide various products and services to their regions with foodstuff laboratories three dimensional design centers, CNC workbenches, environmental and hybrid seed laboratories, non-destructive inspection equipment by specifying the needs of the region within the context of "window projects".

#### ABİGEM SERVICES

##### I. Business Development, Project Preparation and Funding Sources

- European Union Credits and Grants
- IPARD Grants (Agriculture)
- KOSGEB (Small and Medium Industry Development Organization) Grant Supports (KOBİGEL etc.)
- TÜBİTAK (The Scientific and Technological Research Council of Turkey) Grant Supports

- Technology Development Foundation of Turkey (TTGV)
- National and Local Supports (Development Agencies, etc.)
- International Supports
- Ministry of Economy Encouraging Grants and Supports

##### II. Management Consultancy

- Management Consultancy
- Financial Consultancy
- International Business Development Consultancy
- Investment consultancy
- Personnel Recruitment Consultancy
- Project Management Consultancy
- Institutionalization Consultancy
- Information Technology Consultancy

##### III. Training

- Strategic Planning and Strategy Determination Training
- Marketing and Sales Management Training
- Foreign Trade (Import and Export) Training
- Finance and Accounting Training
- Production Planning and Control Training
- Human Resources Management and Organization Training
- Quality Management and KGS
- Trainings for KOSGEB Support
- Project Conversion Management (PCM) Trainings

ABİGEMs operating in Adana, Afyonkarahisar, Batman, Çorum, Denizli, East Marmara, Erzurum, Eskişehir, Hatay, Gaziantep, Izmir, Kayseri, Konya, Malatya, Sivas, Trabzon, Trakya, Uşak and Van serve TOBB members.





*We Carry Turkey's Production to  
Europe by Rail*

**BALCO**

## BALO-BÜYÜK ANADOLU LOJİSTİK ORGANİZASYONLAR THE GREAT ANATOLIA LOGISTIC ORGANIZATION

BALO provides a railway intermodal transportation service between Turkey and Europe as a neutral operator.

BALO provides freight, capacity, equipment, transit time and traceability advantages to the logistics sector. In addition, the railway infrastructure that forms the infrastructure of BALO produces about 66% less carbon dioxide emissions and uses 50% less energy consumption than road transport.

BALO provides 45 HCPW containers from its own pool to its customers and offers long-term container rental service to the forwarder firm.

BALO offers door-to-door service to its customers including road front and final transport services. The most advantageous cost advantages of intermodal loads are the 150 km area around the terminals. Considering our existing terminals, economic solutions can be produced at significant rates in Turkey's imports and exports.

The goods loaded on the container are loaded on the scheduled block trains in pairs, with a special lock secured and facing the doors. This ensures the highest level of safety during transport.

The transit document (T1/T2) is issued from the movement customs and the container is transported to the customs office of the destination without any customs formalities. The same transit document will continue to be used whether the mode of transport on the route changes from land to sea, or from sea to rail. After reaching the final-destination customs clearance, the customs clearance is made and the loads are made ready for delivery.

The terminal services provided are as follows;

- Handling
- Storage
- Equipment storage with ADR
- Container cleaning
- Tank cleaning
- Container maintenance and repair
- Transfer services





*We Develop the Global Language of Commerce*



## GS1 TÜRKİYE GS1 TURKEY

GS1 develops different standards and solutions to singularly identify products, firms, and transport units, and to monitor the exchange of products on the supply chain and mainly the barcode number printed to the products. Solutions for identification, data collection and data sharing are also presented to different sectors such as fast moving consumer goods, health, fresh food, transportation and logistics sectors as well as defense and heavy industry.

GS1 Turkey, one of the 112 member organizations of the international GS1 organization, is in the implementation and dissemination of the GS1 system in our country.

GS1 Turkey, which has been serving under the TOBB Global Standards Directorate since 1988; has started to serve under the GS1 Turkey Foundation whose founder is TOBB since September 22, 2016.

GS1 Turkey, providing GS1 company prefixes for companies that are members of the GS1 system and consultancy services for transferring commercial products, locations and fixtures defined in the GS1 standards to information systems quickly and accurately; As the 9<sup>th</sup> global GS1 Global Traceability Audit organization in the world, it provides consultancy services to companies and government agencies on GS1 traceability solutions.

One of the services offered by GS1 Turkey is the GEPIR database. It is possible to query the barcode numbers (GTIN), the location numbers (GLN) and the transport unit numbers (SSCC) created according to the GS1 system and the contact information of GS1 member companies all over the world via the GEPIR accessible via web or mobile.

On the other hand, GS1 Turkey, within the scope of TOBBsenkron GDSN certified data pool service, provides sharing information such as product name, brand name, barcode number, package size, weight, lot / batch number, minimum order quantity, quantity in parcel and so on used in many operations such as purchasing and stocking between the companies which have trade relationships on the supply chain (distributors, retailers and e-retailers) as accurate and up-to-date.

GS1 Turkey offers different solutions in order to reduce the operational costs on the supply chain and to increase efficiency, to replenish the channels of access to the latest consumers, to and to enrich the information presented, and to provide consultancy services to reduce the problems faced by our companies and to provide digital transformation.

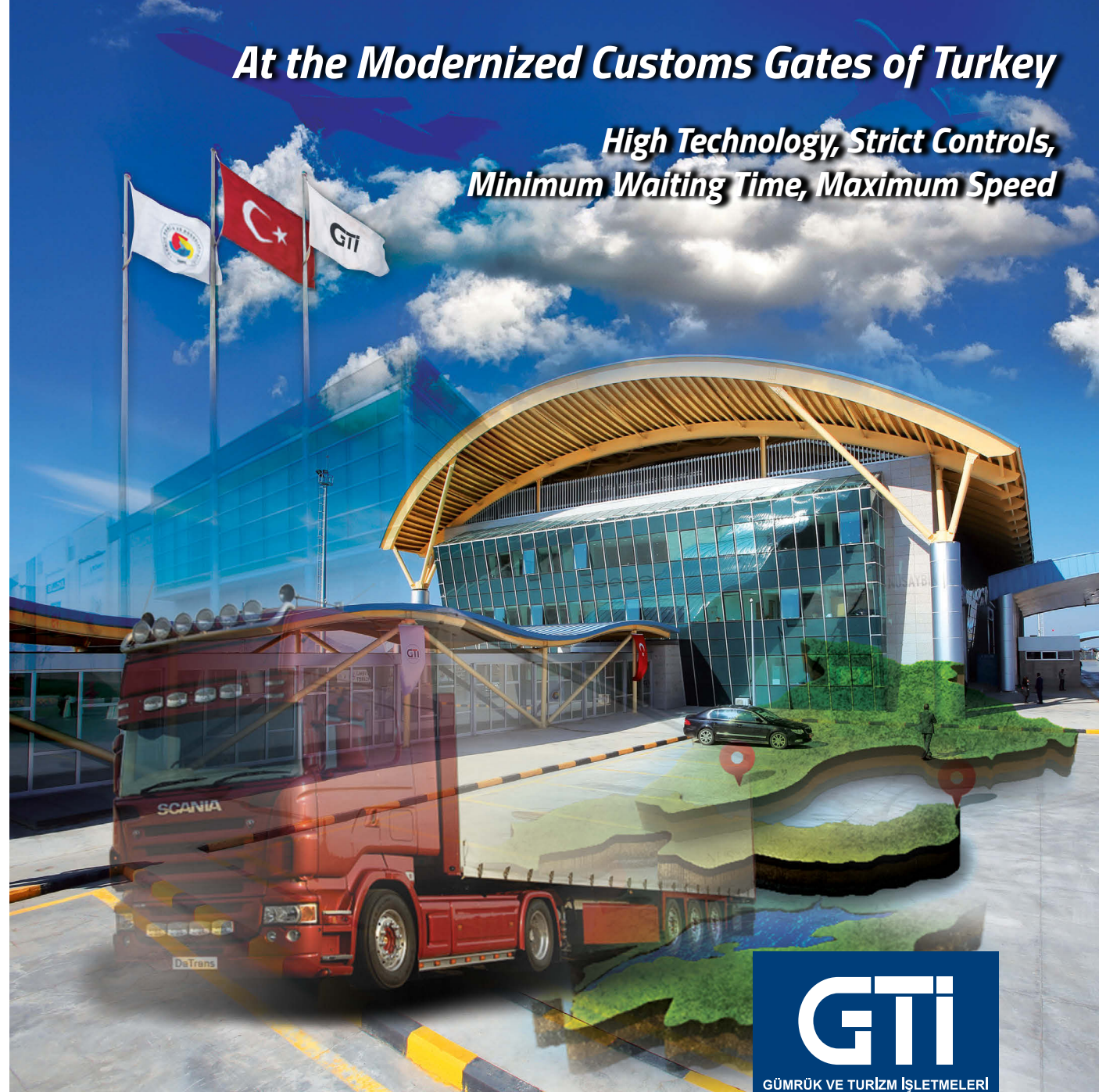






## At the Modernized Customs Gates of Turkey

**High Technology, Strict Controls,  
Minimum Waiting Time, Maximum Speed**



**GTI**

GÜMRÜK VE TURİZM İŞLETMELERİ

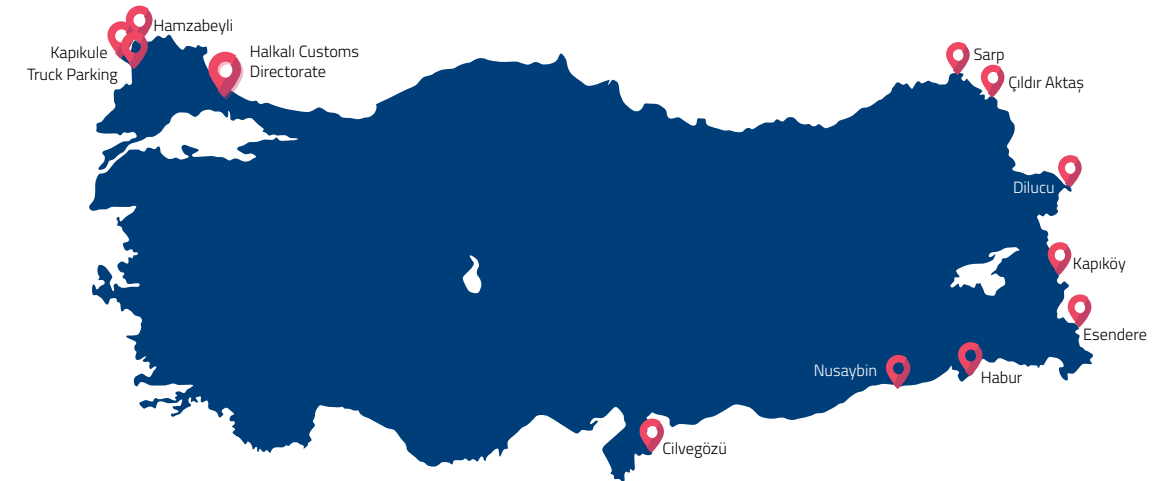
## GTİ-GÜMRÜK VE TURİZM İŞLETMELERİ CUSTOMS AND TOURISM ENTERPRISES

GTI was established in 2005 by The Union of Chambers and Commodity Exchanges of Turkey (TOBB) and 137 Chambers and Commodity Exchanges. GTI started its activities with the modernization of Habur Border Gate and then completed the reconstruction of the Border Gate of Cilvegözü, Kapıkule, Sarp, Hamzabeyli, Nusaybin, Dilucu, Çıldır/Aktaş, Esendere Border Gates and Halkali Customs Directorate respectively. GTI continues to work for the modernization of other border gates of Turkey, especially Kapıköy Border Gate.

With the "Build-Operate-Transfer" model, the land border gateways are completely renewed according to the needs of the age without creating any financial burden on the public and also the additional tax revenue is provided to the public. The GTI who is the first and only practitioner of this model in Turkey and in the world, it continues its projects in Turkey and throughout the world. This model, implemented by TOBB and GTI, has been exemplified by the United Nations to all over the world.

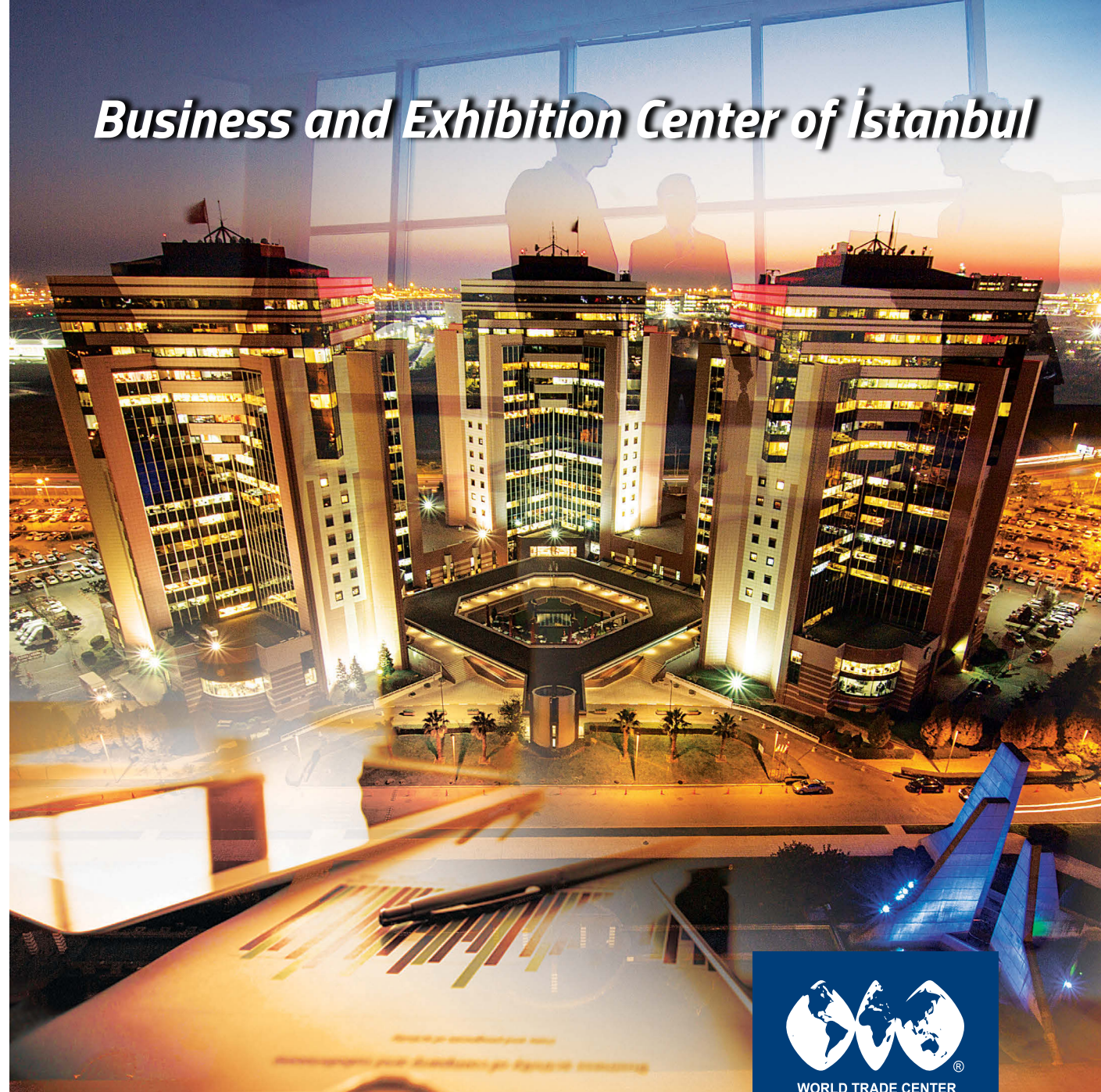
As part of the modernization of border gates, with its investment of 410 million USD, GTI has completed the construction of administrative and commercial buildings, entrance and exit control units, search hangars, illegal goods warehouses, platforms, weighbridges and truck parking areas in addition to commercial and social areas and doors equipped with the most modern technologies such as X-ray vehicle scanning, card switching, closed circuit cameras and security systems.

After the modernization of the border gates, the waiting times on the doors have gone down from hours to minutes and the vehicle and passenger transit times have been accelerated twice, by sweeping away the vehicle queues that used to reach kilometers. 5 million vehicles and 16 million passengers are served annually. The new border gateways, which are open 24 hours a day, are equipped with social areas that will respond to every need of passengers passing through fuel stations, banks, insurance agencies and duty-free shops as well as commercial areas such as food and beverage areas, clothing, cosmetics and souvenir shops.





## Business and Exhibition Center of İstanbul



## İDTM-İSTANBUL DÜNYA TİCARET MERKEZİ WORLD TRADE CENTER ISTANBUL

IDTM is a joint-stock company established with the participation of The Union of Chambers and Commodity Exchanges of Turkey, Istanbul Chamber of Commerce, Istanbul Metropolitan Municipality, Bakirkoy Municipality, Istanbul Chamber of Industry, Istanbul Commodity Exchange and Economic Development Foundation.

Established in 1982 under the leadership of Istanbul Chamber of Commerce and being one of the most comprehensive World Trade Centers, IDTM performs an average of 100 national and international fairs annually in its 400,000 sqm complex.

IDTM serves with 11 exhibition halls, totaling as area of 98.000 sqm. A business center consisting of 17 separate floors with three separate plazas, a market area of 18.000 sqm, an design-award winning WT Club offices in the Business Center, conference and meeting halls.

The Istanbul World Trade Center is a model establishment that is led by the development of the exhibition industry in Turkey, bringing together the domestic and foreign business world under the same roof and formed by the business associations of the biggest public institutions of Turkey and the local administrations.

The Istanbul World Trade Center General Manager is a Board Member of The New York-based World Trade Center Association (WTCA) and UFI.

### Istanbul Fair Center (IFM)

Managed by IDTM, an average of 100 exhibitions are held every year at the Istanbul Fair Center (IFM), which has the largest exhibition areas of Turkey, aiming to make İstanbul the capital of world fair.

Proximity to the airport and the surrounding roads, the passage through the center of the metro, the presence of large parking lots and the modern infrastructure make IFM one of the attractive centers.

### IDTM Business Center

IDTM Business Center, which is built with intelligent building technology, is among the most preferred business centers of today with its technical equipment, location, and quality service.

There are, in total, 130 shops and 346 offices in the business blocks, including 43 shops and 115 offices in each of the blocks. With a leasable office and market area of 67,000 sqm, the large parking area of 2,500 car spaces also provides an advantage that tenants and visitors cannot easily find in other business centers.

The IDTM produces joint projects with the World Trade Centers in order to ensure that our country can carry out export-based development and sustain export. IDTM, bringing domestic firms together with members of the World Trade Centers, is laying the groundwork for the establishment of various business partnerships.

In order to increase Turkey's exports, government agencies and private sector business associations, trade and sectoral delegations, procurement delegations, bilateral business negotiations and participation organizations in various fairs are considered.





**Accurate Analyzes and Effective  
Strategies for Full Membership to EU**



## İKİV-İKTİSADİ KALKINMA VAKFI ECONOMIC DEVELOPMENT FOUNDATION

IKV is a civil society and research organization specializing in EU and Turkey-EU relations. The Foundation founded in 1965, conducts research, reports, books, seminars and conferences to inform the business community and the general public concerning the field of European integration and Turkey-EU relations. The IKV Representative Office in Brussels has been involved with the Foundation's EU institutions since 1984. In summary, IKV explains Turkey to the EU and EU to Turkey. IKV, with the joint venture of Istanbul Chamber of Commerce and Istanbul Chamber of Industry, was established on November 26, 1965, approximately 2 years later from the date of the Ankara Agreement entry into force, which forms an association between Turkey and the European Economic Community. Today, besides its founders, it is supported by trustees representing the business world and sectors such as TOBB, the Bankers Association, Istanbul Commodity Exchange, TISK, TIM, TUSIAD, TZOB. In addition to the trustees, over thirty organizations contribute to the Foundation's activities as supporters.

Since its foundation, IKV has played an important role in the ongoing process, starting with the signing of a partnership agreement with the European Economic Community and the Additional Protocol, full membership application, Customs Union, EU candidacy and accession negotiations. IKV has been a follower of the researches and publications which it has done and the developments in the EU and Turkey-EU relations, it has acted as a stimulating and informative function on the effects of this process and contributed to informing

and preparing the public opinion, especially the Turkish private sector.

Up to date, primary research and study areas of IKV can be summarized as follows:

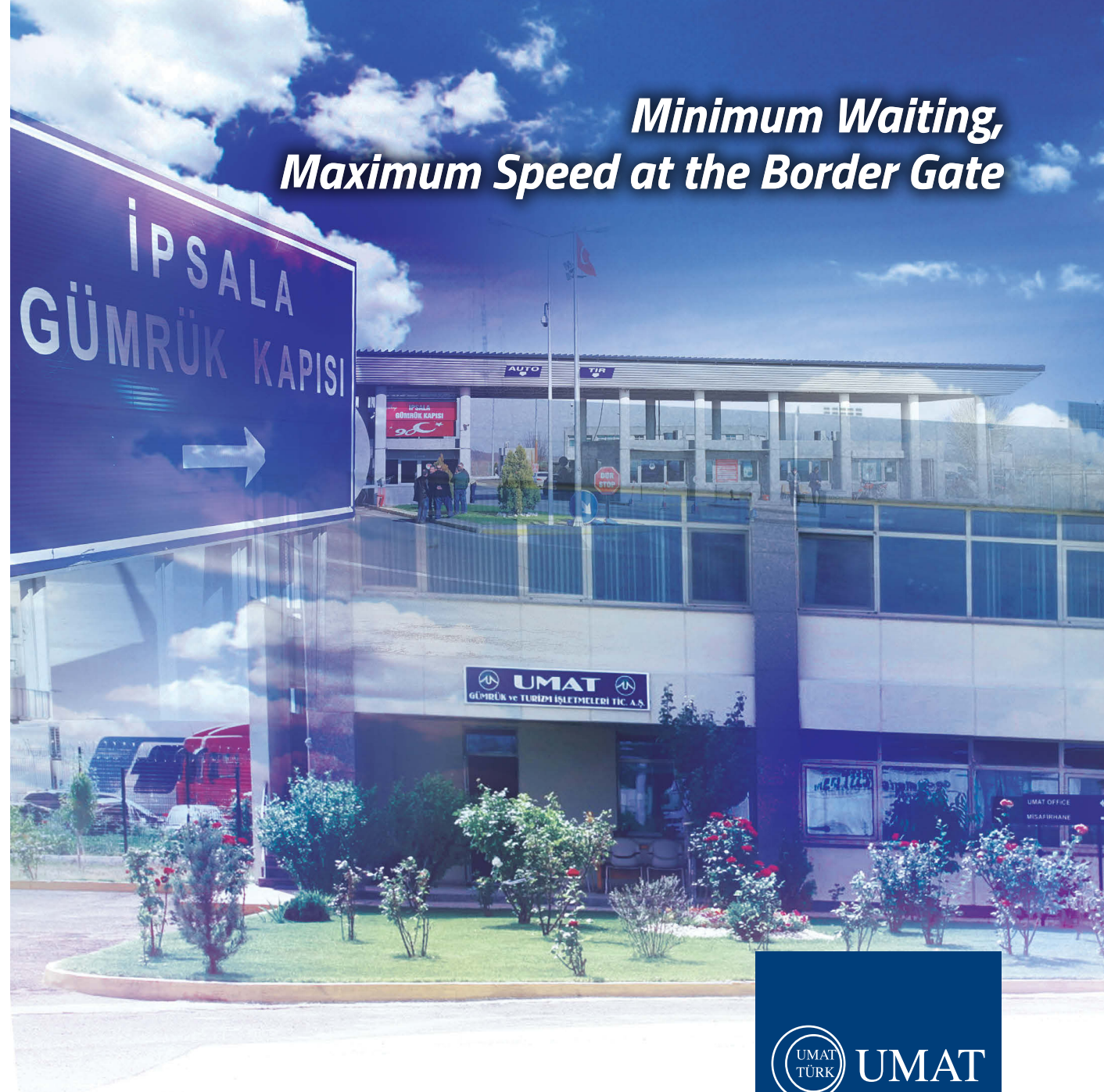
- Turkey's EU accession negotiations process and efforts to overcome congestion in this process,
- An analysis of critical developments such as the decision of Britain to leave the EU and its evaluation in terms of Turkey-EU relations,
- Updating of the Turkey-EU Customs Union and the efforts of the EU in the Customs Union to address problems such as those arising from the non-participation of Turkey in the free trade agreements,
- Implementation of Turkey-EU readmission agreement and work towards the process of visa liberalization,
- Efforts to inform the public about the aim of EU membership in Turkey,
- Efforts to raise awareness of Turkey's EU accession process and EU membership in the EU and member states.

Since its foundation, the IKV, which has been steadily continuing its activities towards the EU membership of Turkey, will continue to work actively with the same determination and diligence to continue its research, information, publicity, training and coordination efforts and to accelerate the membership process.





*Minimum Waiting,  
Maximum Speed at the Border Gate*



## İPSALA UMAT GÜMRÜK VE TURİZM İŞLETMELERİ IPSALA UMAT CUSTOMS AND TOURISM ENTERPRISES

Ipsala Umat was founded in 2001 with TOBB's project of making the Ipsala Customs Door with the Build-Operate-Transfer model. This success of UMAT was an example of the modernization of the land customs gates that was later given to GTI (Customs and Tourism Enterprises) Ipsala Border Gate, which is the first example customs house in Europe, has provided prestige and image to our country and contributed to the economy and peace with Turkey-Greece neighborhood relations.

After the modernization of the Ipsala Border Gate, the hours of waiting and extended vehicle queues have ceased to exist. With a reduced transportation time, export transactions have increased and the transit has become faster and more controlled, with a 230% increase in truck transits and a 140% increase in

passenger transits. In addition, problems experienced in customs have prevented, the increase in freight rates and the burden of exporters has been reduced.

Within the context of the modernization of Ipsala Customs Gate, UMAT provides equipment such as administrative and trade service buildings, search hangars, suspended areas, VIP lounges, cold storage, in and out service platforms. All of this to serve trade and social areas such as bakeries, clothing stores, petrol stations, bank offices, turing institutions, TIR transit certificate (dozvola) offices, insurance agencies, free-shops. Our facilities also provide x-ray car inspection equipment and passenger luggage x-ray equipment at the entrance and exit.





# istac

***Fast, Efficient and Low Cost  
Judicial Services***

## İSTAC-İSTANBUL TAHKİM MERKEZİ ISTANBUL ARBITRATION CENTER

Arbitration is the final settlement of commercial disputes between parties, with the parties agreeing to the terms of the arbitrators instead those of the state courts.

The Istanbul Arbitration Center (ISTAC), established in accordance with Law No. 6570, is an independent and autonomous institution of international character which provides institutional arbitration and mediation services for the rapid and effective resolution of disputes between Turkish and foreign parties.

The ISTAC Arbitration Rules entered into force on October 26, 2015. These Rules, which are prepared according to the modern rules of arbitration, are rules that the practitioners are familiar with.

The Istanbul Arbitration Center offers fast, effective and low cost judicial services in international standards. The cost of proceedings in the Istanbul Arbitration Center is lower than in foreign arbitration centers and courts.

Arbitrators' decisions made in accordance with the ISTAC arrangement shall be exercised through execution offices, just like court decisions. The arbitrator's decisions are immediate, without appeal.

Agreements between the Parties shall be finalized in arbitration in accordance with the Arbitration Rules of the Istanbul Arbitration Center for any disputes that may arise or would arise between them.

ISTAC, which has been actively operating, is currently analyzing national and international cases. In addition, ISTAC has acted as the dispute resolution authority in the contracts of important projects such as the Third Airport financing contract and Water Supply to the TRNC.

The ISTAC, whose president is Prof. Dr. Ziya Akıncı, consists of General Assembly, the Board of Directors, the National and International Arbitration Divisions and the Secretariat. TOBB is the most important participant of this Center with 6 representatives of ISTAC General Assembly. The ISTAC International Arbitration Board consists of prestigious foreign lawyers.





*We are Your Guarantor For  
Access to Finance*



## KGF-KREDİ GARANTİ FONU CREDIT GUARANTEE FUND

KGF started its activities in 1994 with the completion of the organization and the decision of the Council of Ministers No. 93/4496 dated July 14, 1993. It's first guarantee was given in 1994.

KGF, as an international guarantor, provides credit access to small and medium-sized enterprises (SMEs), farmers, tradesmen and craftsmen and self-employed persons who are unable to make use of various credit and support opportunities due to insufficient collateral in terms of creditworthiness.

KGF provides guarantees for its own funds (bail up to 10 times the resources), Treasury support (250 billion TL

resources facility) and other funds (European Investment Fund, EUR 4.5 million, BTC Co. 2 million USD).

According to the Banking Law, KGF is a financial institution. It is a member of the Union the European Guarantee Organizations AECM. There are 40 branches in 35 provinces of Turkey.

In the Credit Guarantee Fund, TOBB (32,13%), KOSGEB (32,12%), in equal proportions of 21 banks (35,60%), TESK (0,13%) and TOSYOY (0,009%) and MEKSA (0,004%) have partnerships.





***We Walk Together to Reach Big Goals***

**kobi**

## KOBİ A.Ş.-KOBİ GİRİŞİM SERMAYESİ YATIRIM ORTAKLIĞI KOBİ VENTURE CAPITAL INVESTMENT TRUST INC. CO.

KOBİ INC. is venture capital company subject to the provisions of the Communiqué Serial IV No. 15 of the CMB legislation in partnership with TOBB, Halkbank, KOSGEB, TESK and 16 Chambers of Commerce and Industry and the Commodity Exchange in order to meet the financing needs of innovative SMEs. Within the limits defined in this Communiqué, KOBİ INC. undertakes it's mission - providing capital and management support to the projects and companies that entrepreneurs with vision have the potential to contribute to the economy of Turkey, as well as, providing financing to the innovative SME's in terms of product and service, despite its advantageous positions compared to its competitors.

Within this framework, the investment criteria determined by KOBİ INC. are as follows;

- Compliance with the definition of the SME by Entrepreneur company,
- The fact that the investment field has the potential to create new and large markets, the quality of the personnel, the technical capacity and the products and services it possesses and the advantages it can provide according to the competitors,
- If there is not enough tax that the entrepreneur company cannot pay when compared to cash creation expectancies, SSI premium, bank and similar debts,

▪ There is a minimum financing requirement of 500 thousand USD for the information sector and a minimum of 1 million USD and a maximum of 5 million USD for all other sectors.

KOBİ INC. does not distinguish the sector in its investments and evaluates any project which has a competitive advantage to has the potential to create a large market and could contribute to the economic and social development of Turkey. Among the investments that the company has made up until now include sectors such as the machinery industry, the health/medical industry, the defense industry and lighting industry.

The most basic advantages the company offers in the real sector are as follows;

- KOBİ INC. places great importance on transparency and institutionalization in the companies it invests in. It provides all kinds of consultancy and institutional support services for its subsidiaries.
- Capital investment and financial support enable entrepreneurs to focus on R&D and innovation and help them achieve their goals in business plans in a short period of time.
- Companies are growing faster with stronger capital structure. This gives more employment and the ability to sell goods to more countries.





## *The Artwork of Sinan, the Architect, is transferred to Future Generations*



## SİSEV-SİNAN VE SELİMİYE CAMİİ VAKFI SINAN AND SELIMIYE MOSQUE FOUNDATION

For centuries, foundations have been the greatest supporters of central government in the establishment of social unity and equilibrium. Today, foundations and other voluntary organizations that constitute the cornerstones of democracy provide a positive contribution to the awareness and intercultural interaction of people in society. The Sinan and Selimiye Mosque Foundation (SISEV) was established by the GTI under the leadership of TOBB in order to meet the needs of the restoration, repair, maintenance and preservation of other artifacts and the Edirne Selimiye Mosque of Sinan the Architect, who contributed to the artifacts of our history, Turkey's national and spiritual cultural heritage for many centuries and was said to be the work of mastery in Turkey's early years, as well as to have ensured the transfer of all of this to future generations by making studies for the promotion of culture in the domestic and foreign areas.

The Sinan and Selimiye Mosque Foundation (SISEV), which is founded on the basis of Anatolian cultural understanding of ancient foundation, has one of the most important personalities of our history and one of

the most important works. Transferring our works to the future with a holistic view provides us with the transfer of perspectives to future generations, perspectives of both and spiritual values outside the preservation and restoration of the works.

The main activities of the SISEV is to conduct research for revealing the unknown aspects related to the original architectural design, preservation and promotion of the artifacts and the Selimiye Mosque as an expression to respect the concept of applying the projects for the future and not only the short term to the art and the dignity of Sinan the Architect, who made important contributions to our historical, national and spiritual cultural heritage with his artifacts for centuries. The founder of the Foundation, GTI provides all kinds of support to ensure that the necessary activities such as restoration, protection and maintenance for the continuation of the foundation and the works of Sinan the Architect are carried out, and that these services are transferred to future generations. Thanks to these activities, SISEV and GTI contribute not only to preserving our unique works but also to sharing the world's cultural heritage.







*We Develop and Actualise Policy Proposals*

tepav

## TEPAV-TÜRKİYE EKONOMİ POLİTİKALARI ARAŞTIRMA VAKFI THE ECONOMIC POLICY RESEARCH FOUNDATION OF TURKEY

The Economic Policy Research Foundation of Turkey (TEPAV) was established by a group of businessmen, bureaucrats and academics to conduct policy-based policy analysis and to contribute to the policy design process. TEPAV, which started its activities in December 2004, produces concrete projects in various fields besides developing policy proposals.

The most important feature that distinguishes TEPAV from other think-tanks in Turkey is that it has a permanent team and emphasizes capacity building on a program basis.

TEPAV has been among the top three think-tanks in Europe in the Oscar of think-tanks organized by the British Spectator magazine in 2014, with the work of the Constitutional Platform carried out in 2012. In the list of world think-tank organized by the University of Pennsylvania in 2015, it was ranked in the top 40 among "world think-tank operating in foreign policy and international relations".

In 2015, when Turkey was holding the G20 Presidency, TEPAV was responsible for leading the T20, the outreach group for think-tanks.

In this context, it has made important contributions to the G20 presidency of Turkey.

TEPAV has a matrix-type organization structure consisting of four vertical main programs and six horizontal centers based on the capacity which it has built since its establishment. The programs cover the areas specialized and focused by TEPAV. The Centers provide analytical support to the programs as well as conducting work on horizontal issues.

### Programs:

- Macroeconomic Studies Program
- Innovation Studies Program
- Urban Studies Program
- Regional Studies Program

### Centers:

- Center for European Union Studies
- Governance Research Center
- Impact Analysis Center
- Trade Studies Center
- Legal Studies Center
- G20 Studies Center





## Guaranteed Agricultural Products With Licensed Warehousing



## TMO-TOBB LIDAŞ-TARIM ÜRÜNLERİ LİSANSLI DEPOCULUK TMO-TOBB AGRICULTURAL PRODUCTS LICENSED WAREHOUSING

TMO-TOBB LIDAS is one of the leading companies in Turkey with its strong institutional structure, which has been providing licensed warehousing services successfully for 5 years and follows the developments in the sector closely.

TMO-TOBB LIDAS follows a policy aimed at contributing to the technological and modern warehousing services in order to reach its targets, supporting the producers, traders and stakeholders and increasing the projects and storage capacity for new investments.

Licensed warehousing activities initiated in The Polatlı Branch Directorate on 12.07.2011 in line with the provisions of the Law on Licensed Warehousing No. 5300 were carried out with the branch directorates located in 3 residential areas in 2015.

It is envisaged to increase the capacity of 90 thousand tons which is currently owned by TMO-TOBB LIDAS.

It is aimed with the licensed warehouse system;

- Preventing price decreases caused by the accumulation of agricultural products during the harvest period and stabilizing the market,
- Providing credit and financing from the banks through the product bills against the products given to the licensed warehouses by small farmers and producers who are financially distressed,
- Carrying out the agricultural products trade on defined products with well-accepted standards and encouraging quality production,

- Registration of agricultural commodities trade,
- Increasing private sector participation trade in agricultural products and achievement of agricultural reform,
- Reduction of government interventions in production and pricing to a minimum and going away from interventions that distort the free market and price formation,
- Developing a system that can be marketed easily for agricultural products producers, well maintained and minimized transportation costs,
- Providing a new investment instrument for investors that is an alternative to currency, gold, stock, interests and so on,
- Easily supplying products whose quality are determined according to scientific areas and price stability is ensured to merchants and industrialists dealing with the trade of goods,
- Making trade of agricultural products through the sale of product notes or electronic product notes without the need to display and deliver physical goods and samples,
- Moving to future delivery and options markets in agricultural products with a standardized product and licensed warehouse system,
- Establishment of new business areas in terms of product storage, and the banking and insurance sector,
- Having a share in the trade of agricultural products in the the Middle East, the Balkans, Turkic Republics and Asian geographies





*Contributing to Qualified Labor Force and Resource is Our Main Duty in the Name of University-Industry Cooperation*



TOBB  
EKONOMİ VE TEKNOLOJİ  
ÜNİVERSİTESİ



## TOBB ETÜ-TOBB EKONOMİ VE TEKNOLOJİ ÜNİVERSİTESİ TOBB UNIVERSITY OF ECONOMICS AND TECHNOLOGY

TOBB University of Economics and Technology (TOBB ETU) was established in 2003 to train qualified human resources needed by the business world, to develop university-industry collaboration and adding a strong social-responsibility dimension to TOBB, the business organization of the business community and to begin to provide scientific research services with education and training in 2004.

Accepting the first students with 10 departments in three faculties (Engineering, Economics and Administrative Sciences, Science and Literature), TOBB ETU opened the Faculty of Fine Arts, Design and Architecture in 2007, Faculty of Law in 2009 and Faculty of Medicine in 2013. It continues its operation currently with 6 faculty 23 departments. More than 5 thousand bachelors', master's and doctoral students are trained at TOBB ETU. The number of graduates of TOBB ETU has reached four thousand.

TOBB ETU, which has shown great interest in student preferences, has steadily caught up with high occupancy rates since its establishment and this rate has been 100 percent in 2015 and 2016.

TOBB ETU has been implementing the Cooperative Education, Co-Op since its establishment in order to actively involve its students in the production and research processes of today. This model allows students to gain about 1 year (2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> year in university with 3,5 month periods) experiences in work, factory, research institutes, jurisdictions and bureaucracy during 5 years of education including preparation. There are approximately two thousand important companies, institutions and organizations that accept TOBB ETU students for joint training. The Cooperative Education

| Co-Op Model is only implemented in TOBB ETU among more than 180 universities in Turkey.

The language of education in TOBB ETU is Turkish. TOBB ETU, however, has a strong English language preparation course in which the most comprehensive and internationally recognized TOEFL certificate of Turkey is given. Students cannot start their undergraduate education until they have received the TOEFL certificate, which is 500 points in the barrage. At TOBB ETU, there is also a requirement to learn a second foreign language, which is selected from 8 options during undergraduate study.

TOBB ETU has a very strong academic staff with the valuable support of the scientists who return to our country from abroad, which we call "brain re-migration". More than 300 full-time faculty members work at TOBB ETU. There are also 1,200 female and male student dormitory rooms in the university which provide comfortable accommodation opportunities for students from outside the city. Strong support is given to the diverse social activities of the students.

TOBB ETU has been ranked as the youngest university in Turkey to rank in the World University Ranking of 2016-2017, which was announced by the London-based higher education rating agency Times Higher Education (THE) considering the establishment years. While THE's list consists of 19 countries and 980 universities, 18 universities from Turkey entered the World University Ranking in 2016-2017. TOBB ETU, which was included for the first time this year, has been seventh among the 18 Turkish universities, which are located in the 601-800<sup>th</sup> band.





## *Health Comes First in our Contemporary, Innovative Medical Center*



## TOBB ETÜ TIP FAKÜLTESİ HASTANESİ TOBB ETU MEDICAL FACULTY HOSPITAL

The TOBB ETU Hospital, which started to serve in Söğütözü, Ankara in December 2004, was purchased from Mesa INC. for use by TOBB as a university hospital in August 2010. TOBB ETU Hospital, which was transferred to TOBB ETU on September 1, 2016, has been continuing its services as Medical Faculty Hospital since that date.

The TOBB ETU Medical Faculty Hospital offers "private health" services to its patients with its 102 bed capacity and 7 operating theaters.

The units served are;

- Emergency
- Mouth and Teeth health
- Anesthesia and reanimation
- Nutrition and dietetics
- Biochemistry
- Child Health and Diseases
- Dermatology
- Endocrinology
- Infectious Diseases
- Gastroenterology
- General Surgery
- Pulmonary Diseases
- Thoracic Surgery
- Ophthalmology
- Internal Diseases

- Obstetrics and Gynecology
- Cardiovascular Surgery
- Cardiology
- Cosmetology
- Ear, Nose and Throat Diseases
- Microbiology
- Neurology
- Neurosurgery
- Orthopedics and Traumatology
- Plastic and reconstructive surgery
- Urology

In addition to the Radiology, Biochemistry and Microbiology laboratories, there is also a Pathology Laboratory.

The Emergency Service Unit, Emergency Medical Specialists, Pediatric Specialists, experienced emergency nurses and ambulance team and TOBB ETU Medical Faculty Hospital are available 24 hours a day.

In Cardiovascular Surgery and Cardiology departments only, all procedures are covered by SSI and only patient share is taken. All other services can be utilized with Private Health Insurance or individual payment. In addition, there is an agreement with all Chambers and Commodity Exchanges and it is possible to get uninterrupted and reliable health services through the TOBB Information Desk created at the hospital.





## Preventing Job Accidents by Documentation With International Validity, Making Employees Competent



## MEYBEM-MESLEKİ YETERLİLİK VE BELGELENDİRME MERKEZİ

### VOCATIONAL QUALIFICATIONS AND CERTIFICATION CENTERS

Established by the initiatives of The Union of Chambers and Commodity Exchanges of Turkey (TOBB), TOBB MEYBEM responds to the certification/documentation needs of employees and those who work in dangerous and most dangerous jobs.

With the examination and certification service, awareness is raised about the prevention of job accidents while the quality level of the employees is increased.

TOBB MEYBEM, which was established by TOBB, in order to make exams and certification in the dangerous and most dangerous jobs, became entitled to get International ISO 17024 Personnel Certification Accreditation by the Turkish Accreditation Agency (TURKAK) and has been authorized by the Vocational Qualifications Authority (MYK) to provide certification services and examination in 4 main sectors, 31 in total.

The exams are carried out theoretically and practically. Knowledge, skills and competences of candidates are assessed by impartial examiners. Thus, all candidates receive fair, equal and impartial service. Candidates who are successful in the exams of TOBB MEYBEM provided certification and documentation services in dangerous and most dangerous jobs are given "professional competence certificate".

TOBB MEYBEM, which carried out the first examination in 2015, provides examination and certification services in 81 provinces and 160 counties.

TOBB MEYBEM which aims to document those working in dangerous and most dangerous jobs on all four sides of Turkey, carries the professional competence certificates to regions through the chambers and exchanges in the provinces and counties. With the representatives of TOBB MEYBEM serving in the Chambers and Commodity Exchanges, individual consultancy services are provided

to all members of the sector and document requirements are met.

**The areas where TOBB MEYBEM provides examination and certification services are:**

- Aluminium Welder (Level 3)
- Automotive Metal Sheet and Carcase Welder (Level 3)
- Bar Bender Worker (Level 3)
- Building Painter (Level 3)
- Ceramic Tile Cover Craftsmen (Level 3)
- CNC Programmer (Level 4 and 5)
- Concrete Worker (Level 3)
- Construction Worker (Level 2)
- Drill Counter Worker (Levels 3 and 4)
- Elevator Maintenance and Repairer (level 3 and 4)
- Gypsum Plaster Practitioner (Level 3)
- Heat Insulation Worker (Level 3)
- Machine Maintainer (level 3,4 and 5)
- Metal Cutter (Level 3)
- Metal Cutting Operator (Level 4)
- Metal Plate Processing Counter Operator (Level 4)
- Metal Plate Processing Counter Worker (Level 3)
- Metal Sheet Processor (Level 3 and 4)
- Panel Form Worker (Level 3)
- Plasterboard Worker (Level 3)
- Plasterer (Level 3)
- Scaffolding Assembling Personel (Level 3)
- Steel Welder (Level 3)
- Timber Form Worker (Level 3)
- Waller (Level 3)

Occupations authorized by TOBB MEYBEM are increasing day by day and it is aimed to provide certification services for all dangerous and most dangerous jobs.





## TOBB UND LOJİSTİK YATIRIM A.Ş. TOBB UND LOGISTICS INVESTMENT INC.

TOBB UND operating as an affiliate of The Union of Chambers and Commodity Exchanges Turkey and International Transporters Association, operates on various fields required by the logistics sector, which is the backbone of Turkey's exports. TOBB UND is headquartered in Ankara, with a branch in Istanbul and Kapikule, Ambarlı Port and a representative office in Trieste Port of Italy.

The company's main activities are grouped under three headings:

### A) Activities under the Common Transit System

The Common Transit Regime is a transit system based on the Common Transit Convention of 1987, covering transboundary movements between EU and EFTA member countries (Switzerland, Norway, Iceland, Liechtenstein) third countries/countries participating in the Common Transit Regime. Our country has become a party to this Agreement on 01 December 2012.

The purpose of the Common Transit System is to ensure that shipments from the Member States/countries of the system are carried out via a transit declaration submitted electronically, without the need for additional procedures with the same customs guarantees.

TOBB UND has been the first "principal responsible" authorized to provide "Comprehensive Coverage" for customs receivables that may arise in the customs administrations in order to provide services to companies operating in the international transportation sector and benefiting from this system. Our company provides services with the amount of 485 million TL provided by the Ministry of Customs and Trade.

### B) Electronic Pre-Declaration Services

TOBB UND offers Entry Summary Declaration (ENS) for transports carried out through the TIR Carnets at entry to the European Community customs territory via Bulgaria, Italy and France.

### C) ADR/RID Educational Trainings

Within the framework of the implementation of the legislation of the RID (Regulation on the International Transport of Dangerous Goods by Rail) and ADR (European Convention on the International Transport of Dangerous Goods by Road), with the authorization of the Ministry of Transport, Maritime Affairs and Communications, the educational training programs which give SRC 5 Type driver's license training, are carried out by TOBB UND.





## TOBB-BİS-BARİŞ İÇİN SANAYİ TOBB INDUSTRY FOR PEACE

Point of departure of TOBB-BIS is to open the way for Turkish companies to establish value chains bound to Turkey abroad. This aim is being tried to realize by implementing Turkey's Organized Industrial Zones (OIZ) experience and model in countries with tough investment conditions.

OIZs that create favorable investment environments at local level under bad macroeconomic conditions not only provide superior infrastructure services to small and medium sized enterprises but also reduce the bureaucracy burden on investors. In this way, it is aimed not only to create additional employment opportunities for the youth of the countries but also to strengthen the links of the Turkish private sector to the global markets. At the same time, it is aimed to strengthen the private sector and trigger a transformation process with concrete projects, partnerships, capacity building and experience sharing in target countries.

Today, TOBB-BIS conducts the project of Jenin Organize Free Industrial Zone in Palestine within this framework. With the concession agreement signed with the Ministry of Palestine and the TOBB-BIS in 2010, the right to use an area of approximately 900 acres in the northernmost point of the West Bank in the city of Jenin has been transferred to TOBB-BIS for 98 years. Internal and External infrastructure constructions in the project completed with the expropriation in 2014 by TOBB is

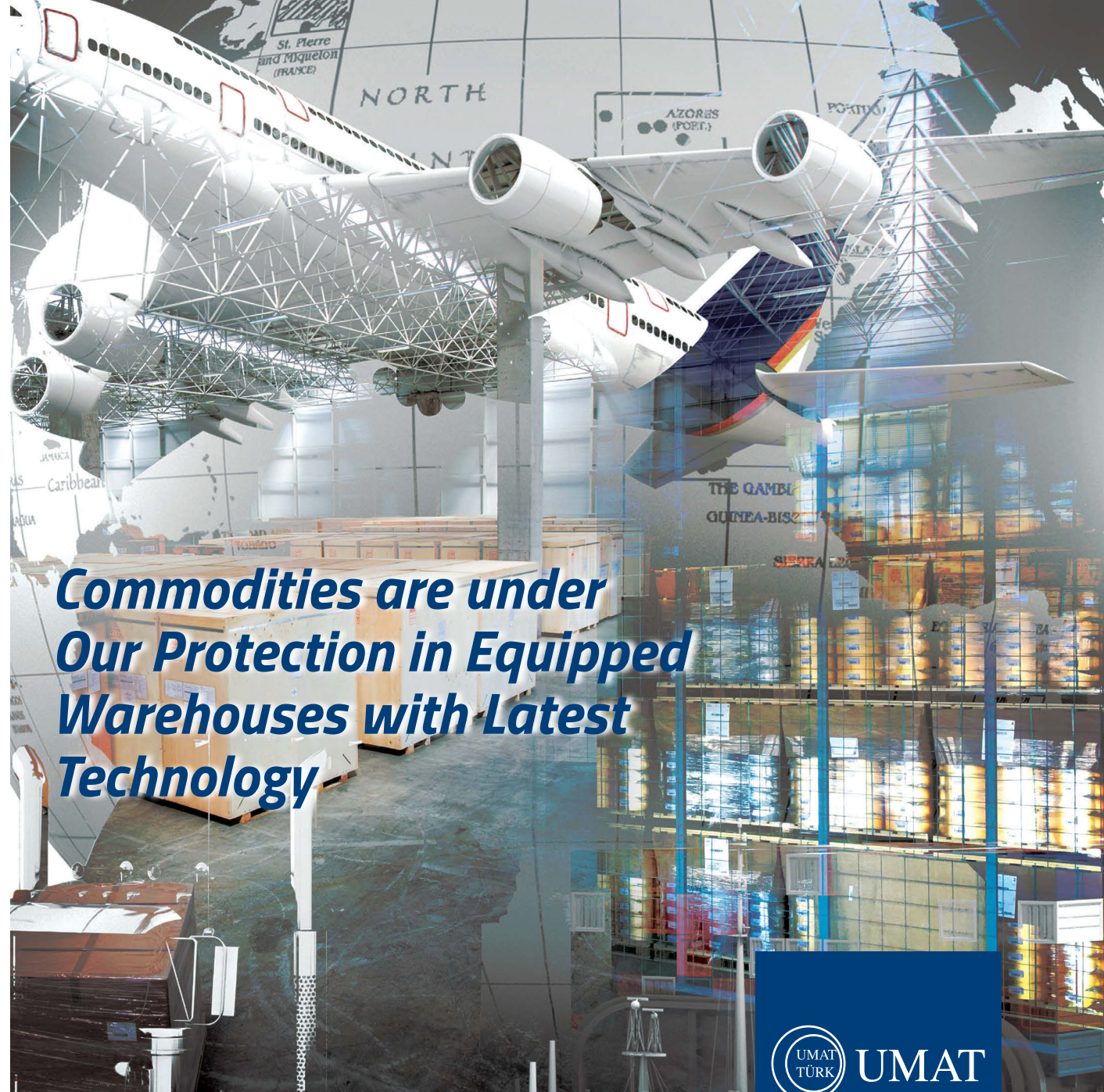
expected to be started in the second quarter of 2017.

Jenin OIZ project also leads to the development of industrial policy dialogue between Palestine and Turkey. In this context, it was agreed that Turkey will actively participate in the design of a broader industrial policy framework in Palestine and the transfer of the experience of 50 years of organized industrial zones, with the memorandum of understanding signed between the Ministry of Science, Industry and Technology and the Ministry of National Economy of Palestine in 2014.

When Jenin OIZ becomes operational, 45 kilometers to Haifa port and 20 kilometers to Jordan border will provide significant logistical advantages for investors doing business with Middle Eastern countries. At the same time, thanks to the Free Trade Agreement between Palestine and the United States of America, companies operating in the Jenin OIZ will be able to sell duty-free and quota-free products to the US market. Similarly, Palestine has free trade agreements with Turkey, the European Union, the Great Arab Free Trade Zone and the South American Common Market.

In addition to these and similar advantages, investors will be able to continue their activities as if they are doing business in any OIZ in Turkey with the single-stop-office understanding that TOBB-BIS will carry and operate in Jenin OIZ.





**Commodities are under  
Our Protection in Equipped  
Warehouses with Latest  
Technology**



UMAT

## UMAT-UMUMİ MAĞAZALAR TÜRK A.Ş. TURKISH GENERAL STORES INC.

UMAT was founded in 1937 with the instructions of Mustafa Kemal ATATÜRK to carry out "Public Merchandising". According to the customs legislation, the warehouses are the places that foreign goods are brought to Turkey by sea (including railways), by sea and air and allowed to enter Turkey or to be transited from Turkey, the commodities to be exported, the goods to be exported, are safely kept. For this reason UMAT is of great importance in the importation of goods to the country, in the exportation of goods and in the transit of goods. Following the establishment of the company, the first Branch was opened in Mersin. It has expanded the field of activity by establishing branch offices in Istanbul, Izmir, Samsun and Iskenderun respectively.

UMAT, which has an accumulation of 79 years since its establishment, has moved from a point of view that includes all stages from storage of goods to transport in the field of private sector logistics.

UMAT provides warehousing services to importer and exporter companies and logistics companies in Izmir,

Mersin and Iskenderun branches. Advantageously, it is in proximity to the customs area within walking distance and offers the advantage of freight costs. Warehouses are under the full safety guarantee of third party commodities with open and closed area alternatives as well as 24-hour security control and insurances.

In addition, UMAT carries the agency services by establishing UMAT Insurance Co. through this company due to the necessity of establishing a separate insurance company in accordance with the provisions of the Insurance Agency Law No. 5684.

UMAT aims to modernize its existing warehouses in accordance with today's conditions and to offer better service to the sector.

On the other hand, considering that storage and customs and transportation services are preferred by a single company, it is thought that UMAT will be able to grow in the sector by becoming able to serve in transportation and customs areas.





