

2016

TURKEY - AFRICA
ECONOMIC AND BUSINESS FORUM
2-3 November 2016 | İstanbul Lütü Kirdar ICEC

Unite, Discover, Develop



FINAL REPORT

WWW.TURKEYAFRICAFORUM.ORG



REPUBLIC OF TURKEY
MINISTRY OF ECONOMY



TURKEY-AFRICA ECONOMIC AND BUSINESS FORUM

2-3 NOVEMBER 2016 | İSTANBUL

Final Report





TURKEY-AFRICA ECONOMIC AND BUSINESS FORUM

2-3 NOVEMBER 2016, ISTANBUL

Turkey-Africa Economic and Business Forum jointly organized by the Republic of Turkey Ministry of Economy, African Union Commission (AUC), and Foreign Economic Relations Board (DEİK) and with the contributions of Turkish Exports Assembly (TIM) was held under the auspices of President of the Republic of Turkey H.E. Recep Tayyip Erdoğan and the Term Chairman of African Union, President of the Republic of Chad H.E. Idriss Déby Itno on 2-3 November 2016 in Istanbul.

Minister of Economy of the Republic of Turkey H.E. Nihat Zeybekci, Economy, Trade, Investment and Finance Ministers of 42 African countries, chairs and presidents of Chambers, NGOs, business associations and professional organizations, senior representatives of African Union and African Development Bank and Secretary Generals of African Regional Economic Communities have participated in the Forum, which brought together 2,365 senior officials, businesspeople and entrepreneurs from Turkey and 49 African countries.

OPENING CEREMONY

H.E. Recep Tayyip Erdoğan, President of the Republic of Turkey addressed to the opening session of Turkey-Africa Economic and Business Forum. President Erdoğan stated that the Forum is an outcome of the close collaboration between Turkey and African continent and African Union. President Erdoğan, pointed out that the world has been gone through a process where physical borders and geographical distances are almost meaningless and therefore, the entire world has been transformed into a single ‘global village’ and this process just like a vortex engulfing the entire countries in, stated that “we observe that a single recipe, a single progress-development model, a single management system is imposed upon other nations in the name of globalization. Not only Turkey but also our African, South American and Asian friends take their share from this imposition”.

President Erdoğan, describing the globalization approach in where the priorities, social sensitivities, culture and traditions of hundreds of years of Africa are not taken into consideration as ‘a new colonialism model and a modern slavery order’, further stated that “in this new colonialism model, the shackles fettered on hands and feet 2-3 centuries ago now are again wanted to be fettered on our countries’ economies, industries, political systems and minds.”



President Erdoğan, expressed that Turkey assumes the priorities of the African continent as if Turkey's own priorities and stated that the Turkish government has been contemplating the continent in the same way since 2005 when the African initiative was first initiated and considering the African as their 'Companion in Common Fate'. President Erdoğan, emphasized that the Turkish government is on the prowl of establishing continuous instead of momentary collaborations with the continent and long term companionship on the win-win basis, mentioned that 'We have a lot to learn from the deep wisdom, experiences and determination of Africa to resist and confront difficulties'.

President Erdoğan, addressing that the economical and commercial relations constitute one of the essential components of the comprehensive and exhaustive approach of Turkey towards African continent mentioned that the Turkish government has signed Commercial and Economic Cooperation Agreements and established joint economic commission mechanisms with 40 African countries up until today. President Erdoğan, reminded that mutual Business Councils have been established with 34 African countries within DEİK and various agreements concluded with many African countries wished for the parties to obtain maximum benefit from Turkey-Africa Economic and Business Forum.

We are going to establish an embassy in every country of the African continent. Turkey-Africa trade volume climbed from 6.8 billion dollars in 2005 to 17.5 billion dollars in 2015, and Turkey's trade volume with Sub-Saharan African countries rose from 2.7 billion dollars in 2005 to 6.6 billion dollars in 2015, the President noted, and he went on to say: "On international platforms, we give priority to issues related to countries that are on the road to development, African countries being in the first place. We hosted in 2011 the United Nations Conference on the Least Developed Countries. Turkey provided to Sub-Saharan African countries over 600 million dollars in developmental aid between the years of 2011-2014."

Citing an inspirational quote by African Proverb about the value of Team Work: "If you want to go fast, go alone", President Erdoğan said "We will manage the upcoming process hand in hand, shoulder to shoulder," and concluded his address by expressing his wish for the Turkey-Africa Economic and Business Forum to serve as one of the landmarks of a lasting cooperation between Turkey and African countries.



The President of Chad, which is the Term Chairman of African Union, **H.E. Idriss Déby Itno** stated in his speech in the opening ceremony of the Forum that the trade volume between Turkey and Africa has tripled in the last decade, said that ‘the tendency in this Forum has shown us that the said trade volume tends to grow stronger and consolidate incrementally in the next years’. The President of Chad H.E. Idriss Déby Itno emphasizing that the most significant objective of the Forum, while the world economy is in crisis and recession, is to reinforce the relations between Turkey and Africa, providing benefits to both counterparts and to advance and progress the relations towards higher levels, stated that ‘Africa offers substantial resources within the frame of water and raw materials. Furthermore, Africa provides a significant opportunity with its young population and demography. Many African countries have gone through substantial reforms to attract more foreign investments and strengthen their economies.’



The Minister of Economy of the Republic of Turkey **H.E. Nihat Zeybekci** stated in his speech in the opening ceremony of the Forum that there are traces and footprints of the services, monuments and works of art, justice and civilization of the Turkish nation in Asia, Europe and Africa in their proud history, which is the legacy of the ancestors. Minister Zeybekci, highlighted that THY (Turkish Airlines) has become the airline which flies to the most destinations in Africa and said that ‘today, THY has become an airline which is the gate of our African brothers opening to outside and even an airline which connects Africa from east to west and from north



to south. Minister Zeybekci informed that as a result of this, total trade volume of Turkey with Africa has quadrupled in 10 years and reached 20 billion USD and emphasized that the policy of Turkey towards Africa is rather giving instead of taking. H.E. Zeybekci has also stated that Turkey has been actively maintaining its presence and involving in private and public investments almost all across Africa in railways, roads, hospitals, stadiums, hotels, congress centres and in many more areas.

Minister Zeybekci, calling for 2017 to be announced as the year for 'Liberty of Trade', said that 'we do have faith in Africa. Africa, with the accurate and appropriate policies, shall be the growth engine of the world economy, which has reached the end of the road in terms of growth and has been in recession since around 10 years'.

The African Union Commissioner for Economic Affairs Dr. Antony Mothae Maruping, President of Pan African Chambers of Commerce and Ethiopian Chamber of Commerce Mr Solomon Afework and DEİK President Mr. Ömer Cihad Vardan has addressed a speech in the opening ceremony of the Forum.

President of DEİK **Mr. Ömer Cihad Vardan** has reminded in his speech in the opening ceremony of the Forum that the President Erdoğan has initiated the African initiative and pointed out the intercontinental coalescence and expressed that today, by this means, an utterly different point has been arrived in the relations with Africa and said that 'Our African friends get to know us better and we get to know them better'. Mr. Vardan, quoted that they endeavour to develop and improve relations towards the direction pointed out by the President Erdoğan and thus designate the motto of today's forum as 'Unite, Discover, Develop', further expressed that with Turkey-Africa Economic and Business Forum, they are experiencing the most substantial juncture, a wedding so to speak, of Turkey's African initiative that has been grained inch by inch throughout the years with the craftsmanship and accuracy of a Turkish paper marbling handicraftsman.



President of Pan African Chambers of Commerce and Ethiopian Chamber of Commerce **Mr. Solomon Afework** has said that Turkey-Africa Economic and Business Forum shall strengthen the investment, commercial and collaboration bonds between both parties even more and create an opportunity for mutual achievement and attainment. Mr. Afework, telling that the Turkish investments in Africa has grown substantially in the recent years and great progress has been made in counter trade and relations, further stated that African states believe that the private sector is the impetus of the economy and continuously improving its legislative and administrative framework. As investment friendly countries, we have been developing and improving the energy, transportation and communication infrastructures. My message for Turkish corporations would be: Africa is ready to make business with Turkey, African governments and private sectors are ready take firm steps towards collaboration.'



The African Union Commissioner for Economic Affairs **Dr. Antony Mothae Maruping** told that Istanbul, which is the most strategic city for this Forum, serves as a bridge between Turkey and Africa. Dr. Maruping, has drawn attention to the fact that the trade between Africa and Turkey has increased to 20 billion USD from 4 billion USD in the last decade, stated that 70% of the population of Africa is below 30 years old and the continent has become promising by the advancement of level of education and skill. Dr. Maruping also expressed that the rising middle class in Africa has been developing to sustain the investment and consumption markets. Dr. Maruping, emphasizing that the agenda of Africa for the year of 2063 is a road map for the expedited, consistent and inclusive growth of the continent, further continued his speech by stating that Africa has been proceeding with the improvement of the investment environment and 'Turkey-Africa collaboration is concordant with our 2063 agenda'.



After the opening speeches, Minister of Economy H.E. Nihat Zeybekci, DEİK President Mr. Vardan and TIM Chairman Mr. Mehmet Büyükeksi have presented an Africa themed paper marbling work to the President H.E. Erdoğan for his contributions to the Forum and gracing us with his presence. Furthermore, Istanbul themed water marbling work was presented H.E. Idriss Déby Itno, President of Chad that is the Term Chairman of African Union.



In the first part of the session themed 'Doing Business in Africa: Opportunities and Restraints', which was held after the opening session moderated by Pegasus A.Ş. CEO, Mr. Mehmet Nane; Arçelik A.Ş. South Africa Country Manager and Defy General Manager Mr. Hakan Kozan, Ayla Textile Chairman of the Board of Directors Mr. Yusuf Aydeniz and Summa İnşaat Chairman of the Board of Directors Mr. Selim Bora have shared their experiences with the audience as the corporations engaging in business in Africa. In the second part themed 'Experiences of a successful African corporation engaged in business with its Turkish associate', the President of Ethiopian Chamber of Sectoral Associations Mr. Gebrehiwot G. Egziabher-Gedur has cited his experiences to the participants.



Arçelik A.Ş. South Africa Country Manager and Defy General Manager Mr. Hakan Kozan has mentioned that as Arçelik, they have been in business for domestic appliances and consumer electronics since 1955 and they have been maintaining their market leader position in household goods and ventilation/air conditioner sector in Turkey for many years and they are the third biggest 3rd domestic appliances group in Europe. Mr. Kozan, expressing that they have recorded a turnover of 5.2 billion USD and 60% of this revenue comes from international exports, further stated that they maintain their leadership in South Africa with DEFY brand. Mr. Kozan, saying that they acquired DEFY in 2011 for 324 million USD and this investment is both the biggest global investment of Arçelik and the biggest sector investment from Turkey to Africa. Through this acquisition, they were grown six-fold in West, Central and East since 2011 and increased the number of countries they operate from 19 countries to 39 countries. He also emphasized that after the acquisition and through an additional investment of 75 million USD, they increased their exportation to 800 million USD in 2016, which was 400 million USD in 2011, which corresponds to an increase of 20% in 4 years. Finally he further stated that Africa has unique challenges of its own, however Africa is the last front remaining for investments.



Summa İnşaat Chairman of the Board of Directors Mr. Selim Bora, stating that they have first started doing business in Sub-Saharan Africa in 2010 and informed the participants regarding their first projects. Mr. Bora, expressing that they have realized their first project in Malabo, the capital city of Equatorial Guinea, further mentioned that the said project was the construction of a congress centre, they were especially invited by the President of Equatorial Guinea H.E. Teodoro Mbasogo upon hearing the reputation of Turkish contractors and that they were able to complete the project just in 6 months.

Mr. Bora emphasized that the corporation intending to invest in Africa are required to bring along own financing and besides 'Build-Operate-Transfer' or 'Public-Private Partnership' projects can be realized in Africa.



Ayka Textile Chairman of the Board of Directors Mr. Yusuf Aydeniz stated that the journey of Ayka Textile, established in Istanbul in 1988, to Africa has started with the African initiative initiated by Turkish government in 2005 and they have paid their first visit to Ethiopia in 2006 upon the invitation of Ethiopian government. He further stated that they have established a fully integrated textile factory in Ethiopia within 4 years with the indoor area of 150,000m² bearing the investment value of 250 million USD with a total manufacturing capacity of 40 tons and they completed their first spinning factory in a short while just in 2 years and accomplished their first export objective with the yarn export realized in 2008. He expressed that they maintained this success with fabric exportation in 2009 and commenced ready-made exports in 2010, which was their primary objective, and as of yet they are exporting to Germany, France, Japan and Turkey. Mr Aydeniz expressed that currently there are around 7,500 personnel employed in their factories and 80% of the total employees is consisting of women.

Mr. Aydeniz, stated that they highly regard training, emphasizing that they have provided training to around 50,000 individuals through their 200 Turkish employees up until today. He addressed that 'Textile Industry Parks' initiated by the government facilitate the arrivals of new investors to the country and explained that through these parks the government aims for the even distribution of income and employment. Furthermore, he emphasized that the government operationalized industrial zones and provided cheap energy, labour and various tax incentives for investors.



The President of Ethiopian Chamber of Sectoral Associations Mr. Gebrehiwot G. Egziabher-Gedur has started his speech by stating that they established a partnership with a Turkish corporation regarding machinery and industrial manufacturing. He also stated that only 1 Turkish corporation was in business in Ethiopia in 2003 whereas today the number of corporations operating in Ethiopia is now more than 150. Mr. Egziabher-Gedur mentioned that Turkey has opened its first Embassy in Sub-Saharan Africa in Addis Ababa in 1926. He further emphasized that the majority of the population in Ethiopia in 2000 was in extreme poverty and in 2011 the ratio of this section of the population dropped down to 33% in total population and this outcome is a great accomplishment for Ethiopia.



After the session B2B meetings were held in where country and project presentations were made simultaneously between B2G (Business-to-Government) and Turkish and African private sector representatives. The said presentations and the list indicating the participating corporations from Africa can be accessed via <http://www.deik.org.tr/Contents/FileAction/7374>.



GALA DINNER

The Gala Dinner of Turkey-Africa Economic and Business Forum, hosted by the Republic of Turkey Ministry of Economy with the collaboration of African Union Commission, under the coordination of DEİK and with the contributions of TIM (Turkish Exports Assembly) was held on November 2, 2016 in Istanbul with the participation of the Prime Minister H.E. Binali Yıldırım and the Minister of Economy H.E. Nihat Zeybekci.



The Prime Minister H.E. Binali Yıldırım and the Minister of Economy H.E. Nihat Zeybekci, The African Union Commissioner for Economic Affairs Dr. Antony Mothae Maruping, TIM Chairman Mr. Mehmet Büyükeşçi and Limak Holding Chairwoman of the Board of Directors and DEİK Member of the Board of Directors and Member of the Executive Committee Ms. Ebru Özdemir have delivered speeches in the Gala Dinner of the Forum.

Republic of Turkey Prime Minister **H.E. Binali Yıldırım** has defined Africa, which is consisting of 54 countries and a total population of around 1 billion and 100 million with an annual gross domestic product of 2.2 trillion USD and demonstrates an average growth rate of 5.6 as ‘a promising continent’. Prime Minister H.E. Yıldırım, expressing that Turkey-Africa relations are quite different than the relations of developed countries with Africa and further stated that ‘Our trade with Africa has substantially increased in the recent years.

Not long just 10 years ago we had a total trade volume of around 6-7 billion USD but currently this figure is approaching to 18 billion USD. Definitely this figure does not reflect the real potential. Both economic potential and investment opportunities between Turkey and Africa are way beyond that.'



Prime Minister H.E. Yıldırım, emphasizing that Turkey has developed and improved relations with Africa in every sense in the last decade, said 'Transportation is indispensable and prerequisite for the advancement of our relations. First of all we have started transportation infrastructure with aviation. Previously flights were made only to 4 destination points in North Africa in African continent, however today we realize flights to more than 50 destinations to 31 African countries. Today, we have a global airline which have access not only to Africa but also 283 destinations of the entire world'. Prime Minister H.E. Yıldırım, addressing that the transportation facilitation started with air transportation has a positive reflection on commercial relations, emphasized that 'accordingly, our trade with Africa has considerably increased.' He also stated that the direct investment amounts of Turkish contractors in the African continent has exceeded 60 billion USD and underlined the importance of contracting sector in this investment increase which gained appreciation with assertive projects undertaken.



Prime Minister H.E. Yildırım drew attention that the majority of the corporations engaged in business in Africa are SMEs (Small and Medium Sized Enterprises) and further said ‘those enterprises share their experiences directly with their addressees on site and contribute to the development and improvement of the economy, employment and manufacturing of the region. Accurate development and improvement of Africa’s economy, creating employment opportunities, further improvement of the balance in income distribution, providing support to women and young entrepreneurs shall be possible by increasing the share of SMEs in overall economy.’ Prime Minister H.E. Yildırım, drawing attention that they place a special emphasize on the development of public and private sector capacity in African countries, further stated that ‘Our related ministries, institutions have been realizing all sorts of collaborations and experience sharing in this sense with our African counterparts. We, as our country, participate in social responsibility projects in African countries through TİKA (Turkish Cooperation and Coordination Agency) and finalize many meaningful projects.’



Republic of Turkey Minister of Economy H.E. Nihat Zeybekci has told that they have conducted bilateral talks with around 15 African Ministers on the first date of Forum. Minister of Economy H.E. Nihat Zeybekci, thanking institution representatives and business world representatives attending the Forum from Africa, provided information regarding the commercial and economic cooperation agreements to be concluded between Turkey and various African countries within the scope of the Forum.



The African Union Commissioner for Economic Affairs Dr. Antony Mothae Maruping has stated in his speeches that trilateral 'state-private sector-civil society' collaboration is one of the most effective cooperation models. He further addressed that development cooperation models shall be discussed in the Ministries Conference to be held next month in Nairobi. He also emphasized that there is a tendency today involving the private sector in development models and therefore different partners are required to be sought accordingly.



TIM Chairman **Mr. Mehmet Büyükekşi** has said in the Gala Dinner that the exportation of Turkey to Africa has increased fivefold while importation from Africa has tripled since 2003. TIM Chairman, stating that ‘we have become a country wishing our friends to have exactly the same what we earn. A significant rise has been observed not only in our exportation but also our importation’, made evaluations that ‘since 2003, Turkish exporters have been active in Africa and established a substantial cooperation. Investments of Turkish corporations in Africa have exceeded 6 billion USD. Almost 100 thousand people are employed thanks to these investments’, underlined that the loan made available by Turkish Eximbank to Ethiopia has the highest amount among all.



Limak Holding Chairwoman of the Board of Directors and DEİK Member of the Board of Directors and Member of the Executive Committee Ms. Ebru Özdemir, telling that the relations between Turkey and Africa have roots of centuries, further expressing that the economic relations have leaped forward especially in the last 20 years led by contracting sector. Ms. Özdemir, mentioning that Africa needs companions rather than guides, stated that 'we would like to contribute to the employment opportunities and create economic values through the mega projects that we would like to perform from infrastructure to energy, from tourism to construction. Because we think that we have responsibilities for Africa.'

NOVEMBER 3, 2016

On the second day of Turkey-Africa Economic and Business Forum, economic collaboration opportunities between Turkey and Africa particularly regarding infrastructure, energy and transportation have been discussed in detail and numerous agreements were signed.

The thematic session with the title of ‘Financing the Investment Projects in Africa: Infrastructure, Transportation, Energy’ was held with the participation of Minister of Economy H.E. Nihat Zeybekci and The African Union Commissioner for Economic Affairs Dr. Antony Mothae Maruping. Minister H.E. Zeybekci has mentioned in his speech in the opening of the session that they convened with top ranking participants to discuss the matters related to financing the investment projects in Africa, infrastructure, transportation and energy within the scope of the Forum. Minister H.E. Zeybekci, stating that they are pleased with the first day of the Forum, further mentioned that ‘I have been informed that both the bilateral talks and talks between the corporations in private sector were quite beneficial. I hope this would continue and proceeds through a result-oriented route.’ Minister H.E. Zeybekci, emphasizing that they have witnessed the synergy created by individuals devoted to increase the welfare and prosperity of their countries, region and people, further said that ‘I have always mentioned that the future lies within Africa. On the occasion of this Forum, we had the opportunity to demonstrate this to the entire world through concrete means.’



Minister of Economy H.E. Zeybekci, stating that Turkey is firmly bound to Africa with emotions, further said that ‘the determination to make business we demonstrated in here is so great that it shall have a substantial effect on the entire world; because the future lies within Africa. Minister H.E. Zeybekci, reminding that challenges, development and being strong provide motivation’, stated that ‘Many highly developed countries of the world are the ones which had difficulties and challenges in their histories. What made me optimistic is the determination that we saw in the eyes of our African brothers to struggle with difficulties and challenges.’ H.E. Zeybekci, emphasizing that energy and transportation infrastructure issues are among the top matters required to be resolved for the African continent, further cited that there is a requirement for financing for infrastructure investments in areas such as transportation and energy.



The African Union Commissioner for Economic Affairs Dr. Antony Mothae Maruping mentioned that infrastructure and energy aspects have substantial importance in Africa and investments are required to be made for services in areas such as infrastructure, warehousing and transportations. Commissioner Dr. Maruping has emphasized the importance of rendering a project to be applied and further stated that they can establish a consortium for the gathering of financial resources. Dr. Maruping, expressing that the formulas for Build-Operate-Transfer and cooperation between public and private sector, further stated that ‘there is a whole lot more work to be done in our continent.’



After the thematic session, signature ceremony and press conference were held. Minister of Economy emphasized in his speech in the said ceremony that Turkey's support to Africa would increasingly continue. H.E. Zeybekci, expressing that there is a determination and effort at both sides to make business, stated that Turkey and the governments of African countries are required to guide and instruct business worlds for mutual accomplishment. Minister H.E. Zeybekci said that 'more than 20 project presentations were done by African governments in the meetings to inform the Turkish business world and more than 2,000 businesspeople have met. Besides, on-site visits to both Istanbul and around Istanbul and Anatolia were arranged for the representatives of business world from Africa regarding their areas of interests in terms of sharing experiences.' H.E. Zeybekci, expressing that they desire to maximize the benefits of bilateral cooperation, further stated that 'our main endeavour is matching the mutual benefits and interest on the highest level. From now on, we would like the summit to proceed with sub summits. Let the sub summits to be performed in where there are other information exchanges such as transportation sub summit, energy sub summit, financing and economy sub summits. From now on we shall continue our bilateral relations with the Secretary General of the African Union and the related Commissioner. We shall continue these discussions and talks individually with Unions, Associations, Development Banks and other entire companions.'



The African Union Commissioner for Economic Affairs Dr. Antony Mothae Maruping, addressing the inclusive structure of the agreements concluded between the governments and the business people in his speech in the press conference held by means of signature ceremony and said that Africa shall become an investment centre in the following years. Dr. Maruping cited that they embraced a transformative and developmental growth structure, further said that 'these agreements are messengers of significant developments ensuring the competitiveness in Africa. Africa shall be an investment destination. In this Forum, agreements not only looking after one party's interests and drawn up with win-win consideration were signed. They are definitely not unilateral. We now know tangible outcomes shall be obtained accordingly.'

During the signature ceremony, various agreements were signed between Turkey and Ruanda, Kingdom of Lesotho, Democratic Republic of São Tomé and Príncipe and Kingdom of Swaziland. Within this framework, Minister of Economy H.E. Nihat Zeybekci and Republic of Ruanda Minister of Trade and Industry H.E. François Kanimba appended their signatures on Trade and Economic Cooperation Agreement and Agreement Regarding Mutual Promotion and Protection of Investments; with Kingdom of Lesotho Government Minister of Trade and Industry H.E. Joshua Setipa on Trade and Economic Cooperation Agreement; with the Democratic Republic São Tomé and Príncipe Government Minister of Trade, Industry and Blue Economy H.E. Americo Ramos on Trade and Economic Cooperation Agreement and with Kingdom of Swaziland Government Minister of Economic Planning and Development Prince Hlangusemphi Dlamini on Trade and Economic Cooperation Agreement.





Additionally in the signature ceremony, cooperation agreements were concluded with DEİK and the counterparts in Chad, the Republic of South Africa, Gabon, Cameroon, Malawi and Cape Verde Islands in trust of Minister of Economy H.E. Nihat Zeybekci and The African Union Commissioner for Economic Affairs Dr. Antony Mothae Maruping. Within this framework, DEİK President Mr. Ömer Cihad Vardan signed Business Council Foundation Agreements with Chad National Employers Council and Chad Chamber of Commerce, Industry, Agriculture, Mines and Handcrafts; Business Council Foundation Agreement with Republic of South Africa Black Business Council President Mr. Danisa Eileen Baloyoi; Business Council Foundation Agreement with Gabon Employers Confederation Chairman Mr. Jean Bernard Boumah; Business Council Foundation Agreement with Cameroon Chamber of Commerce, Agriculture, Industry, Mines and Handcrafts Deputy Chairman Mr. Ekoko Mukete; Business Council Foundation Agreement with Malawi Confederation of Chambers of Commerce and Industry CEO Mr. Chancellor Kaferapanjira; Business Council Foundation Agreement with Cape Verde Sotavento Chamber of Commerce, Industry and Services Director Mr. Angelo Sapinho.







Numeric Facts Regarding Africa:

- Turkey has 39 Embassies in Africa.
- Turkish Airlines provides direct flight opportunity to 49 destinations in 32 countries in Africa.
- Total trade volume between Turkey and Africa for the year of 2015 was realized as 17.5 billion USD.
- Turkish enterprises create employment for approximately 30,000 people.
- There are Turkish origin investments with the total value of 6.2 billion USD in Africa.
- Turkish enterprises have realized more than 1200 projects with the total value of 55 billion USD in Africa up until today.

The Forum by Numbers

Signed Agreements - 5 Agreements were signed by Minister of Economy H.E. Nihat Zeybekci, 7 Agreements were signed by DEİK President Mr. Ömer Cihad Vardan and 1 Agreement was signed by ISPAT (The Republic of Turkey Prime Ministry Investment Support and Promotion Agency) President Mr. Arda Ermut.

Ruanda Trade and Economic Cooperation Agreement	Ruanda Agreement Regarding Mutual Promotion and Protection of Investments
Sao Tome Trade and Economic Cooperation Agreement	Swaziland Trade and Economic Cooperation Agreement
Lesotho Trade and Economic Cooperation Agreement	ISPAT-ANPI Cooperation Agreement
Cameron Business Council Foundation Agreement	Chad Business Council Foundation Agreement (with 2 institutions)
Cape Verde Business Council Foundation Agreement	Malawi Business Council Foundation Agreement
Gabon Business Council Foundation Agreement	Republic of South Africa Business Council Foundation Agreement



B2G Presentations - 25 presentations/23 countries/2 Turkish Institutions (Followed by 1.623 individuals)

Ethiopia	Kenya
Zambia	Senegal
Namibia	Gabon
Côte d'Ivoire	Tunisia
Kenya	Ruanda
Fas	Zimbabwe
Sao Tome and Principe	Cameron
Mozambique	Nigeria
Turkish Eximbank	Lesotho
Burkina Faso	TÜBİTAK
Djibouti	Ghana
Republic of South Africa	Mauritius
Malawi	

B2B Meetings - 560 company representatives from African countries (1.568 individuals conducted meetings.)



PARTICIPANT DETAILS

OFFICIAL DELEGATIONS

Countries (Africa)	41
International Institutions	4
Head of State	1
Prime Minister	1
Ministers	27
Vice-Ministers	7
Undersecretary	1
Secretary General/Commissioners	4
General Manager/Ambassadors	10
Total	50 top ranking officials (excluding President)
Total	186 official participants
Country	42

Official Delegation Participants (Total of 42 Countries): Benin, Burkina Faso, Burundi, Algeria, Djibouti, Chad, Democratic Republic of Congo, Equatorial Guinea, Ethiopia, Morocco, Côte d'Ivoire, Gabon, Gambia, Ghana, Guinea, Republic of South Africa, South Sudan, Cameroon, Kenya, Republic of Congo, Lesotho, Liberia, Libya, Madagascar, Mali, Mauritania, Mozambique, Namibia, Niger, Nigeria, Central African Republic, Ruanda, Sao Tome and Principe, Senegal, Somali, Sudan, Swaziland, Tanzania, Tunisia, Uganda, Zambia, Zimbabwe.

Official Delegation Participants (Total of 4 Regional Organization): African Union (AfB), Arab Maghreb Union (AMU), Economic Community of West African States (ECOWAS), Economic Community of Central African States (ECCAS).



PRIVATE SECTOR

Countries (Africa)	49
African Businesspeople	839
Turkish Businesspeople	1.174
Press Members	166
Total	2.179 private sector participants

Private Sector Participant Countries (49): Angola, Benin, Botswana, Burkina Faso, Burundi, Algeria, Djibouti, Chad, Democratic Republic of Congo, Equatorial Guinea, Ethiopia, Fas, Côte d'ivoire, Gabon, Gambia, Ghana, Guinea, Guinea Bissau, Republic of South Africa, South Sudan, Cameroon, Kenya, Comoros, Republic of Congo, Libya, Madagascar, Malawi, Mali, Egypt, Mauritania, Mauritius, Mozambique, Namibia, Niger, Nigeria, Ruanda, Sao Tome and Principe, Senegal, Sierra Leone, Somali, Sudan, Tanzania, Tunisia, Uganda, Cape Verde, Zambia, Zimbabwe

TOTAL	2.365 PARTICIPANTS
--------------	---------------------------



REPUBLIC OF TURKEY
MINISTRY OF ECONOMY



PLATINUM SPONSORS

PEGASUS
AIRLINES

SUMMA

GALA DINNER SPONSOR

4M Limak

GOLD SPONSOR

Arçelik A.Ş.

BRONZE SPONSOR

aksa

SUPPORTERS



ARKAS Line

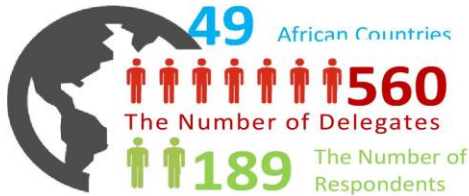




TURKEY-AFRICA ECONOMIC AND BUSINESS FORUM

2-3 November 2016 | İstanbul Lütfi Kırdar ICEC

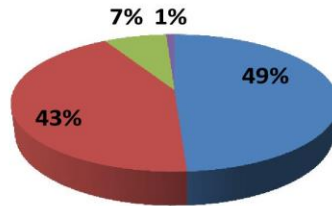
THE RESULTS OF BUYER MISSION EVALUATION QUESTIONNAIRE



The Response Rate
% 33,75

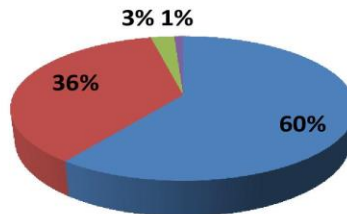
Q.1. To what extent were you pleased with the organization?

■ Excellent ■ Satisfactory ■ Moderate ■ Inefficient



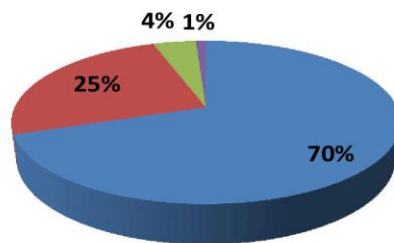
Q.2. To what extent were you pleased with the hospitality extended by your Turkish hosts?

■ Excellent ■ Satisfactory ■ Moderate ■ Inefficient



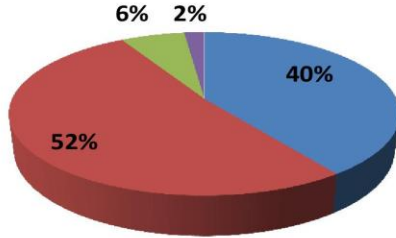
Q.3. Do you think this type of meeting is beneficial in increasing the trade between Turkey and your country?

■ Excellent ■ Satisfactory ■ Moderate ■ Inefficient



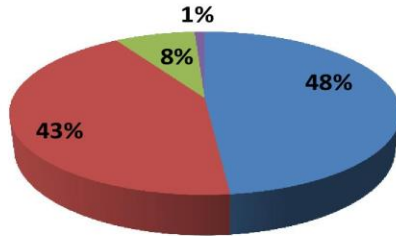
Q.4. How would you specify your impression on the representatives of Turkish companies whom you met?

■ Excellent ■ Satisfactory ■ Moderate ■ Inefficient



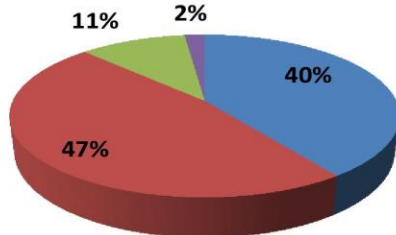
Q.5. How would you specify your impression on the production facilities that you visited in Turkey?

■ Excellent ■ Satisfactory ■ Moderate ■ Inefficient



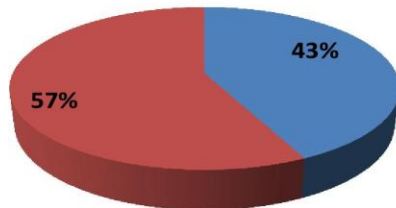
Q.6. How would you specify your impression on the Forum?

■ Excellent ■ Satisfactory ■ Moderate ■ Inefficient



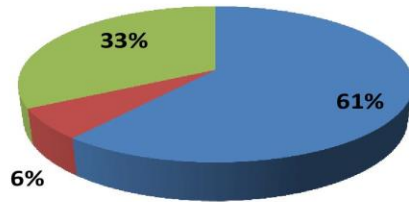
Q.7. Are you already doing business with Turkey?

■ Yes ■ No



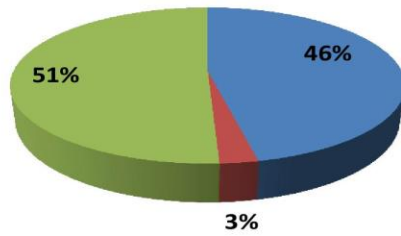
Q.8. If you are not doing business with Turkey, have you established any contact as a result of this business visit to Turkey?

■ Yes ■ No ■ No Opinion At The Moment



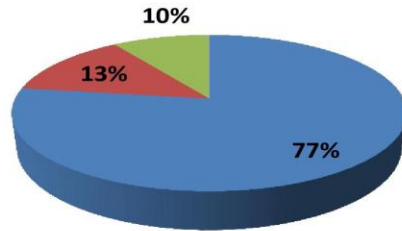
Q.9. If you are already doing business with Turkey, are you likely to increase that business as a result of this program?

■ Yes ■ No ■ No Opinion At The Moment



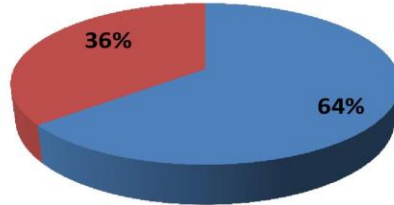
Q.10. Was the host country's willingness to provide hotel accommodations an important consideration in your decision to attend the program?

■ Yes ■ No ■ No Opinion At The Moment



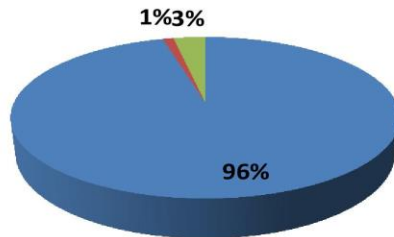
Q.11. Was this your first business trip to Turkey?

■ Yes ■ No



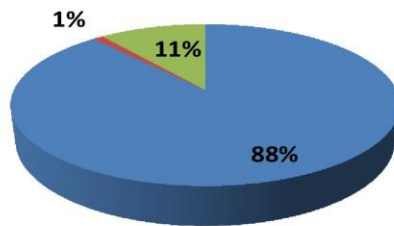
Q.12. Are you likely to visit Turkey again on your own?

■ Yes ■ No ■ No Opinion At The Moment



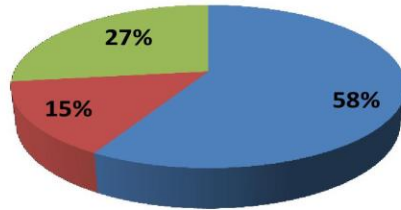
Q.13. Are you likely to do business with Turkey in the future as a result of this program?

■ Yes ■ No ■ No Opinion At The Moment



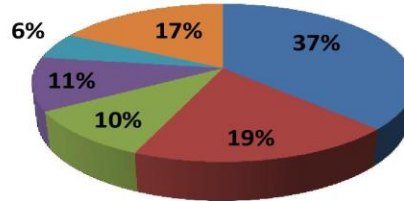
Q.14. Have you done any business or come up any potential business deal with the Turkish companies during this visit?

■ Yes ■ No ■ No Opinion At The Moment



Q.15. If your answer to 14th question is “Yes”, would you be kind enough to just indicate the amount of business to be possibly done in US \$?

■ 0-100 Thousand ■ 100-250 Thousand ■ 250-500 Thousand
■ 500-750 Thousand ■ 750-1 Million ■ More Than 1 Million



Total amount of Business Deals: **\$36.400.000**

Q.16. What changes, if any, would you suggest to this program?

- To be organized every year
- To improve translation services
- Longer program (4 days)
- Pray area
- Free visa
- Representation of all sectors
- Attendance of more Turkish companies
- Poor publicity
- Exhibition/Showroom
- Sectoral B2B meetings
- Poor airport welcoming
- Turkish participants (no investors only sellers)
- 2 sessions of B2B (Investment & Trade)
- Touristic tour