

## Asian Infrastructure Investment Bank Business Opportunities

### Seminar

29 March 2019, Istanbul

**Deputy Minister Mr. Bülent Aksu,**  
**Vice President of AIIB Mr. Joachim Von Amsberg,**  
**Director General of AIIB, Mr. Yee Ean Pang,**  
**Representatives of Business Organizations,**

It is my pleasure to welcome you all to this seminar, organized jointly by the Ministry of Treasury and Finance of Turkey, The Asian Infrastructure Investment Bank – AIIB and DEİK Sectorial Business Councils. I believe, we'll have the opportunity of exchanging ideas between Turkey and Asian Pacific countries and try to lay down a road map for our future plans and strengthening our ties.

“Chance is the only constant in life” says, Greek philosopher Heraclitus.

Change is inevitable, so, we need to embrace it.

Here, we have 3 choices: fight it, ignore it, accept it, or accept and shape it. But change will happen anyway.

So, accepting and shaping the change, allows us to guide it and try to make it serve our aspirations. As business world, we prefer to accept it...

Change, reveals itself in every area. Also in the area of economy and trade.

In the past, we exercised different types of the wars including cold wars, but now, we are talking about trade wars and global economic instability.

Regarding our today's program, as a every major actor, we see a re-emerging Asia-Pacific region, with many promising developments in the coming decades.

And I believe, Turkey, with its private sector, is now in a position to carry out the business between Asia, the center of global growth, and the Euro Zone.

We can play the role of “**continental connector**” between Europe and Asia and also play an important role in the region.

In 2005, we adopted “**the Asia Pacific Strategy**” aiming to enhance economic relations between Turkey and the Asian-Pacific Region.

Through this strategy, Turkey aims to boost economic relations at all levels and in all sectors with the countries of the region.

Let me open a parenthesis, at this point.

I'd like to briefly mention about our organization DEİK and our strategy toward Asia Pacific regions.

Foreign Economic Relations Board (DEİK) is a voluntary-based business organization, aiming at strengthening the Turkish private sector since 1985.

With a key focus on “**Business Diplomacy**”, DEİK has been working on developing foreign economic relations of Turkey's private sector, seeking both foreign and domestic investment opportunities and enhancing bilateral trade between Turkey and its potential partners.

Our Organisation mainly acts on Country to Country Based Business Councils where we have 145 Business Councils world wide and 19 of them operate in the region.

DEİK cooperates with the most effective business organizations in the respective countries to promote bilateral economic relations through specific working agendas, which also include large scale meetings, official meetings, CEO roundtables or sector oriented visits and so on.

**Dear Participants,**

Although we're having some fluctuations time to time where the reasons are not only because of us, let's leave to discuss it now, Turkey is an investment hub with it's solid infrastructure, young and large domestic market, productive and educated labor force, liberal and reformist investment climate and proximity to new emerging regions.

In recent decades, Turkey has shown its ability and potential, especially in infrastructure investments. We have the capability to construct multi-party and multi-national consortiums and also especially for Public-Private-Partnership (PPP) models for big projects just like the 3rd Airport, Renewable Energy Projects, City Hospitals, BTC pipeline, Kars-Tbilisi-Baku Railway and so on.

I strongly believe that, this is a very important asset of Turkey and we, the ones who came together here today, should all try to improve that asset for our mutual benefit.

Here, I should not that, among the others, an important issue for the region is: Belt and Road Initiative (BRI) which is being closely monitored and followed by everyone.

So, what I'm trying to say is, AIIB and alternative finance sources are very valuable and important. As DEİK, we want to improve our relations with the region to increase the corporate capacity of the Turkish Private Sector and enhance our corporate network like we do at the moment especially in financing.

Apart from China, there's a rising economic interaction of Turkish corporates with India, Vietnam, Thailand, Bangladesh, Indonesia and Malaysia in recent years. Our strong construction and infrastructure sector can develop new engagements in these countries. We also witnessed initial steps of Turkish energy firms in the region. Especially during the last

decade, Turkish's energy firms and service providers improved their sectorial skills. High population and the growth potential of the region could be an important investment destination for Turkish energy sector.

At this point, I'd like to thank The Asian Infrastructure Investment Bank – AIIB, as a multilateral development bank with a mission to improve social and economic outcomes in Asia with 93 members worldwide.

AIIB, running around \$1.4 billion for projects related to Turkey in 2018 and is currently evaluating another \$100 million of investment in the country.

The project of Lake Tuz underground natural gas storage facility, Trans-Anatolian Natural Gas Pipeline Project (TANAP), Turkey's Industrial Development Bank (TSKB) Sustainable Energy and Infrastructure On-lending Facility are some important examples of projects of AIIB in Turkey.

Before ending my speech, I would like to sincerely thank again to everyone here for your participation and our DEİK Sectorial Business Councils for their efforts.

Thank you for your attention.

**Nail OLPAK**  
**President of DEİK**