



#BusinessDiplomacy





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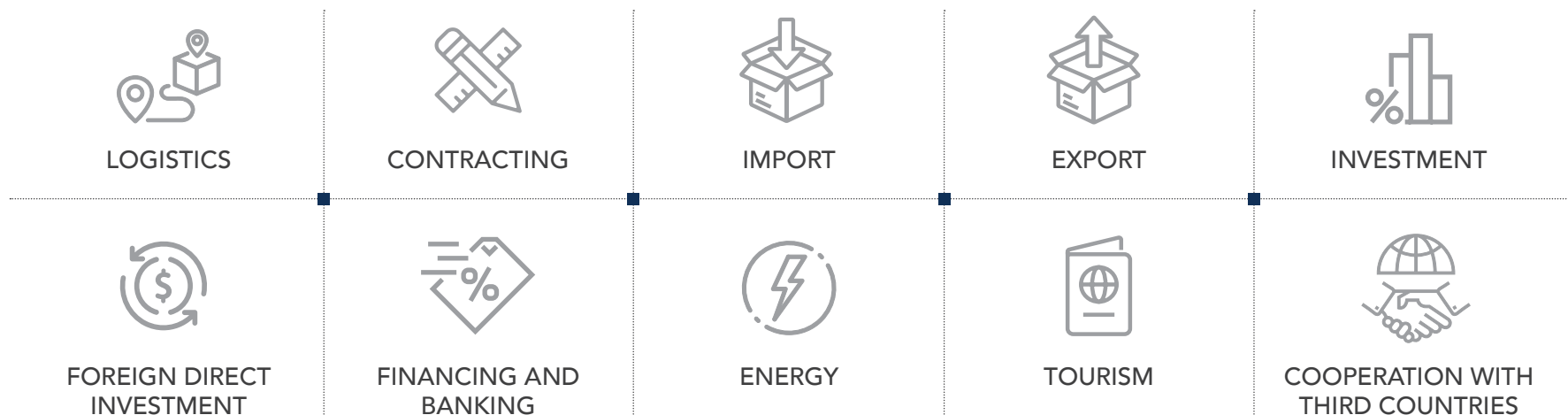


AREA OF ACTIVITY

“BUSINESS DIPLOMACY IS WHAT WE DO”

Upon its establishment in 1985, the Foreign Economic Relations Board of Türkiye (DEİK) has been assigned with the following tasks: to organize and manage the foreign economic relations of the Turkish private sector, in particular with respect to foreign trade, international investments, services, contracting and logistics; to analyze investment opportunities at home and abroad; to help boost the country's trade activities with other countries; and to coordinate similar business development activities.

DEİK was restructured with the Law No.6552 dated 11 September 2014 and assumed the task of “conducting the foreign economic relations of the Turkish private sector”, to become ‘business diplomacy’ organization that represents Türkiye's leading entrepreneurs and the country's business community.





VISION AND MISSION

VISION

- Steers the business diplomacy developments on a regional and global level, through cooperation between the public sector, the civil society and the private sector,
- Achieves macroeconomic stability,
- Becomes globally competitive with leading entrepreneurs and brands,
- Capable of producing high technology,
- Innovative,
- One of the world's foremost investment, finance and R&D centers,
- Applies modern standards in all areas.

MISSION

- To help companies deepen their current market presence and to access new markets,
- To formulate and implement strategies, information and policies on foreign economic relations,
- To carry out activities intended to attract direct foreign investments to Türkiye,
- To help private sector broaden its national, regional and global interaction networks,
- To carry out activities that support public diplomacy and contribute to the development of bilateral and multilateral social relationships,
- To represent the Turkish business community in international and multinational organizations, and to advocate for the country on international platforms.

WORKING PRINCIPLES

ACTION



DEİK organizes international events, gathering high-level representatives, politicians, business people, entrepreneurs, academicians and representatives of non-governmental organizations, from both Türkiye and other organizations. The objective of DEİK is to develop commercial or cross-sector cooperation between Türkiye and other countries and to increase bilateral trade volume.

POLICY



DEİK endeavors to establish cooperation with international organizations and to create novel opportunities for the Turkish business community through its studies.

KNOWLEDGE



Besides “events, DEİK is also committed to “competency”-oriented activities, carrying out strategy development studies on matters that fall within the scope of foreign economic relations. DEİK sheds light on the foreign economic relations of the Turkish business community by preparing reports and publications, and organizing events.

BOARD OF DIRECTORS



Nail Olpak
President



Rifat Hisarcıklioğlu
Vice President



Mustafa Gültepe
Vice President



Mahmut Asmalı
Vice President



Erdal Eren
Vice President



Berna Gözbaşı
Treasurer



Çetin Nuhoğlu
Member



Mesut Acar
Member



M. Ali Yalçındağ
Member



Murat Kolbaşı
Member



Ümit Kiler
Member



Zeynep Bodur Okyay
Member



Fuat Tosyalı
Member



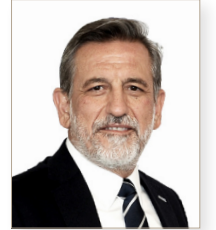
Engin Aksoy
Member



Baran Çelik
Member



Firuz Bağlıkaya
Member



İbrahim Burkay
Member

BOARD OF DIRECTORS



Şekib Avdagiç
Member



Ümit Leblebici
Member



Yaşar Doğan
Member



Ali Kibar
Member



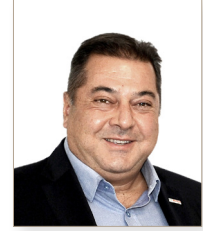
Cengiz Özdemir
Member



Ebru Özdemir
Member



Fatih Gürsoy
Member



Steven Young
Member



Ahmet Çalık
Member



Ahmet Nazif Zorlu
Member



Başar Arıoğlu
Member



Cemal Kalyoncu
Member



Cüneyd Zapsu
Member



Gazi Yiğitbaşı
Member



Tuncay Özilhan
Member



Vahap Küçük
Member



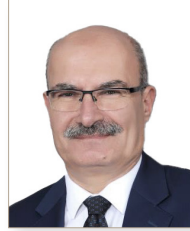
Muzaffer Çilek
Member



Osman Aksoy
Member



BOARD OF AUDITORS



Gürsel Baran
President



Latif Aral Alish
Member



Mahmut Özgener
Member



Z. Altan Elmas
Member



Mehmet Koç
Member



FOUNDING INSTITUTIONS



MAIN FOUNDING INSTITUTIONS

4



CHAMBER OF COMMERCE AND INDUSTRY

23



EXPORTERS' ASSOCIATION

27



ASSOCIATIONS/ FOUNDATIONS/ UNIONS

43



TOTAL NUMBER OF FOUNDING INSTITUTIONS

97



ECOSYSTEM





DEİK IN NUMBERS

Following its reconstruction in October 2014, DEİK increased the number of activities it organizes in the last 6-year period, both quantitatively and qualitatively, in comparison to the previous years. While the average number of events held annually was 500 before 2014, this number has exceeded 2 thousand, as seen in the below table.

EVENTS ORGANIZED BY DEİK	2014	2015	2016	2017	2018	2019	2020	2021	2022
Event(s) Organized as Part of the Foreign Visits of Mr. President	4	17	15	9	12	8	5	5	7
Event(s) Organized as Part of the Foreign Visits of Mr. Minister of Commerce	9	22	28	23	21	6	9	10	21
Event(s) Organized for Foreign Heads of State Visiting Türkiye	8	12	5	8	7	5	-	6	7
Event(s) Organized for Ministers	7	37	49	91	67	25	65	309	105
Events Organized by DEİK in Türkiye and Abroad	998	1138	1619	1637	1681	1867	2100	1500	1802



DEIK IN NUMBERS 2022



TOTAL NUMBER
OF EVENTS

1802



OFFICIAL VISITS (VISITS
ATTENDED BY
THE PRESIDENT)

7



MEETINGS WITH VISITING
PRESIDENTS

7



VISITS ATTENDED BY OUR
MINISTERS

8



MEETINGS ATTENDED BY
MINISTERS

105



MEETINGS ATTENDED BY
AMBASSADORS

702



BUSINESS COUNCIL
DELEGATION VISIT

29



WEBINARS AND
SEMINARS

75



BUSINESS FORUM AND
ROUNDTABLE MEETING

83



EXECUTIVE BOARD
MEETINGS

381



BUSINESS COUNCILS

Business Councils that are responsible for applying the decisions taken at 'DEiK Board of Directors' or 'Business Council Executive Board' are the backbone mechanisms of DEiK.

Working towards establishing bilateral and multilateral corporate cooperation within the framework of the countries under their responsibility, sectors and purposes, Business Councils are structured in three different categories as: 'Country-Based Business Councils', 'Sectoral Business Councils' and 'Special-Purpose Business Councils'.



COUNTRY-BASED
BUSINESS COUNCILS

144



SECTORAL BUSINESS
COUNCILS

6



SPECIAL-PURPOSE
BUSINESS COUNCILS

2



TOTAL NUMBER OF
BUSINESS COUNCILS

152

BUSINESS COUNCILS

COUNTRY-BASED BUSINESS COUNCILS



The purpose of Country-Based Business Councils that are established based on cooperation agreements signed with counterpart organizations is to develop and deepen bilateral economic relations with the concerned countries.

SECTORAL BUSINESS COUNCILS



The purpose of Sectoral Business Councils is to gather valuable sector-related information in one place and, in collaboration with the public and private sector as well as with civil society organizations, to establish development plans.

SPECIAL-PURPOSE BUSINESS COUNCILS



World Turkish Business Council (DTİK) unites under a common roof Turkish business community and entrepreneurs located abroad. The purpose of the Outbound Investments Business Council is to understand the dynamics of Turkish private sector investments in foreign countries, to generate solutions for needs arising in connection with foreign investments, and to ensure a high degree of coordination with the public in this respect.

DISTRIBUTION OF BUSINESS COUNCILS

14 TÜRKİYE-AMERICA
BUSINESS COUNCILS

37 TÜRKİYE-EUROPE
BUSINESS COUNCILS

13 TÜRKİYE-EURASIA
BUSINESS COUNCILS

13 TÜRKİYE-MIDDLE EASTERN AND GULF
BUSINESS COUNCILS

19 TÜRKİYE-ASIA PACIFIC
BUSINESS COUNCILS

8 SECTORAL AND
SPECIAL-PURPOSE
BUSINESS COUNCILS

- Digital Technologies Business Council
- World Turkish Business Council (DTİK)
- Outbound Investments Business Council
- Higher Education Business Council
- Energy Business Council
- Logistics Business Council
- Health Business Council
- International Technical Consultancy Business Council

48 TÜRKİYE-AFRICA
BUSINESS COUNCILS

152 TOTAL NUMBER OF
BUSINESS COUNCILS

WORKING GROUPS



CUSTOMS AND INTERNATIONAL TRADE WORKING GROUP

Chair: Murat Palaoğlu
Tax Partner, Head of
Trade&Customs at KPMG
Türkiye

Aim: To develop proposals based on legislation and strategic measures in Türkiye's foreign trade and customs policies. Carry out studies to identify problems and develop solutions so that export and import transactions can be made easier in practice.



LAW, TAX AND LEGISLATION WORKING GROUP

Chair: Ersin Nazalı
Managing Partner at NAZALI
Tax&Legal

Aim: To identify problems based on legal, tax and legislation; develop solutions and contribute to the policy-making process in Türkiye in terms of improving the business environment, increasing the ease of doing business, and increasing domestic and foreign investments.



GREEN TRANSFORMATION WORKING GROUP

Chair: Steven Young
Chairman of the Executive Board
and Board Member at Dalgakıran

Aim: Determining the needs, develop policy recommendations and strategy in important topics such as carbon regulations at the border to prepare for the green transformation in the international economy and trade, green and circular economy, green finance, clean, economic and safe energy supply in addition to the comprehensive changes envisaged in the European Green Deal and EU policies of the Turkish private sector.



BANKING AND FINANCE WORKING GROUP

Chair: Ümit Leblebici
Executive Director and General
Manager of TEB

Aim: It aims to finance the foreign investments, foreign trade and co-operation of the Turkish private sector with third countries in strategic markets, and to provide long-term financing from abroad for the Turkish banking sector to use for these purposes. In addition, it works to develop joint innovative financing structures with foreign financing institutions and develop policy proposals and strategies that will increase the efficiency of Turkish Banks in their foreign operations.



INTERNATIONAL SANCTIONS WORKING GROUP

Chair: Osman Aksoy
Secretary General of Hayat
Holding

Aim: The sanctions imposed by a state on another state significantly affect international trade and investment. The main purpose of the working group is to identify, monitor and make clear such sanctions and share them with our members and establish a foreign trade and investment environment that complies with international legal rules.

COUNTERPART ORGANIZATIONS OF BUSINESS COUNCILS

- Counterpart organizations are complementary elements of the Business Councils mechanism. Our Business Councils based in 143 countries have counterparts in the leading countries.
- Business Councils sign at least one memorandum of understanding (MoU) with the operating organizations affiliated with the chamber of commerce, chamber of industry or relevant ministries in the respective country in order to develop commercial relations, so that they can be established.
- Business Councils carry out their studies mutually with counterpart organizations to develop bilateral political, commercial, social and cultural relations.





MULTINATIONAL COOPERATION

DEİK works in cooperation with numerous international and regional organizations, as well as academic institutions. As the exclusive business partner of leading international organizations in Türkiye, DEİK develops joint projects and organizes events.

Within the framework of relations with international organizations, representation of the Turkish private sector and sharing opinions on the agenda, searching for economic opportunities and informing the business community.



■ DEİK represents Türkiye at the Black Sea Economic Cooperation Organization (BSEC) Business Council and organizes thematic Business Forums like KEİ Business Forums and "Development of Cooperation among SMEs in the Black Sea Region".

■ In coordination with the Ministry of Treasury and Finance of the Republic of Türkiye, DEİK introduces to the Turkish private sector the structures and activities of the Asian Development

Bank and the African Development Bank, and informs the companies about projects financed by Banks.

■ In coordination with the Ministry of Trade of the Republic of Türkiye, Türkiye-ECOWAS Economic and Business Forum is organized by DEİK under cooperation agreement with the Economic Community of West African States (ECOWAS) and projects of the ECOWAS Bank for Investment and Development (BIDC- EBID) are promoted to Turkish companies.



COORDINATION WITH PUBLIC AGENCY AND ORGANIZATIONS

DEİK carries out all its activities in coordination with the Ministry of Trade of the Republic of Türkiye. The Board is also in close cooperation with the Ministry of Foreign Affairs of the Republic of Türkiye and our other Ministries.



■ A coordination has been established for evaluating the means of investment and cooperation in the countries that fall within the areas of operation of TİKA (Turkish Cooperation and Coordination Agency) between TİKA Coordination Offices and DEİK Business Councils.

■ Common activities are carried out between DEİK and the Small and Medium Enterprises Development Organization (KOSGEB) for helping SMEs expand into foreign markets, turn towards export, develop common investments abroad and transfer technology.

■ Studies are conducted between DEİK and the Presidency for Turks Abroad and Related Communities (YTB) for connecting international students studying in Türkiye and graduates of Türkiye with the Turkish business community.

■ Projects are developed between DEİK and Istanbul Technical University (İTÜ) within the context of university-industry cooperation on employment, vocational education, institutionalization, business diplomacy, branding, human resources management processes, digitalization, human management summits, international organizations and research.



DEİK MEMBERS

We have more than 1500 member companies at DEİK and Business Councils. 1863 representatives of our member companies have 2739 Business Council memberships. Member companies operate in nearly 20 sectors, in particular construction-contracting, energy, consultancy, food and tourism.



RELATIONS WITH STAKEHOLDERS

We are in dialogue with non-governmental organizations as part of the activities and diaspora studies of Business Councils.



TURKISH SCHOLARSHIPS – TURKISH BUSINESS COMMUNITY

While designating students and departments that will be granted scholarships within the framework of “Turkish Scholarships” project carried out by the YTB, taking into account the privileged countries and sectors needed by the Turkish business community offers a long-term solution. With a protocol signed between DEİK and the YTB, “Turkish Scholarships” will be determined in line with the demands of the Turkish business community and internship will be provided to those students at our businesses.

EDUCATION COOPERATION

A protocol has been signed between the Turkish Maarif Foundation and DEİK, to develop cooperation projects related to education in the fields of social and cultural activities, foreign trade and others.



REPRESENTATIVE OFFICE IN BRUSSELS

DEİK's Representative Office in Brussels was established in 2018.

Our Representative Office in Brussels;

- Acts as a contact point between DEİK and Brussels-based EU agencies, think-tanks and the EU business community.
- Was established in support of Türkiye's EU process and works in close contact with the Permanent Representative of Türkiye to the EU, Department of the EU and DEİK's EU Working Group.
- Provides information and analysis about decisions and issues that concern the General-Secretariat of DEİK and DEİK members. Promotes studies regarding the Green Deal, the EU Funds and Customs Union Update.
- Views and opinions on issues that concern Türkiye and Turkish business community (Customs Union, Visa liberalization, Green Deal, etc.) are expressed to the EU Agencies and studies are carried out for the acceptance of these opinions.
- Further carries out studies on positive examples and projects that are based in Europe and will contribute to the Turkish economy.



REPRESENTATIVE OFFICE IN ANKARA

DEİK's Representative Office in Ankara was established in 2021.

A representative office was established in Ankara with a view to coordinate DEİK's relations at public agencies more rapidly and have closer contacts for diplomatic missions.

Maintaining the business diplomacy activities undertaken by Türkiye in order to strengthen the country's foreign economic relations through 151 Business Councils spread all around the world, DEİK's communication network in the capital city will grow stronger with the new representative office that has started operating in Ankara.

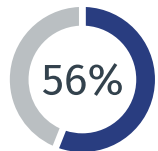
DEİK's Representative Office in Ankara that started operating with the objective of working more rapidly and in full coordination with all public agencies and organizations, diplomatic missions, business community organizations and other non-governmental organizations, in particular public authorities, will assume institutional representation of Foreign Economic Relations Board (DEİK) in both national and international organizations held in Ankara.



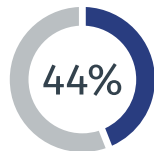
DEIK EMPLOYEE PROFILES



GENDER DISTRIBUTION



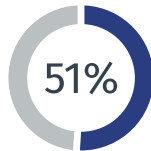
43 MALES



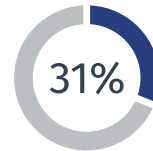
34 FEMALES



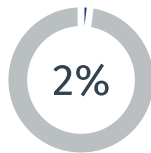
EDUCATIONAL BACKGROUND



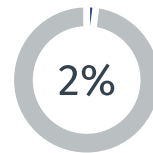
39 BACHELOR'S DEGREES



24 MASTER'S DEGREES



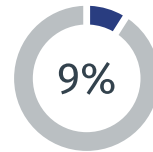
2 DOCTOR'S DEGREES



2 ELEMENTARY SCHOOL GRAD.S



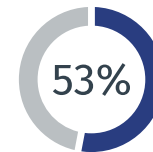
3 ASSOC. DEGREES



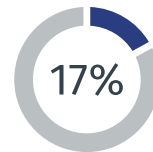
7 HIGH SCHOOL GRAD.S



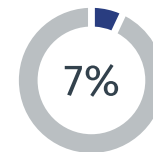
FOREIGN LANGUAGE



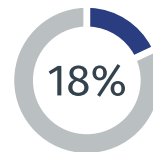
41 ONE FOREIGN LANG.



13 TWO FOREIGN LANG.S



5 THREE(+) FOREIGN LANG.S



18 NO FOREIGN LANGUAGE

SPOKEN FOREIGN LANGUAGES:

English, French, German, Spanish, Russian, Arabic, Bosnian



BUSINESS DIPLOMACY IS WHAT WE DO

Taking our strength from our Founding Institutions, Business Councils and Members, we establish new bonds by holding numerous business forums, summits, conferences, panels, round-table meetings and bilateral business talks.





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DEİK YÖNETİM KURULU TOPLANTISI





NOT SUSPENDING OUR BUSINESSES

In 2020, we continued our business diplomacy efforts, knocking at the doors of digital platforms more than before due to the Covid-19 pandemic outbreak. During our online events, we tracked the business community and trade all around the world, with the participation of our President, Heads of States, Ministries, Ambassadors, Commercial Counsellors and numerous business representatives. In 2020, we scored 2100 events held in the form of virtual business forum, webinar, Interconnected Business Series and Business Council Meetings.



GENERAL ASSEMBLIES OF DEİK BUSINESS COUNCILS AND BUSINESS DIPLOMACY AWARDS CEREMONY

With the Business Diplomacy Awards Ceremony, we reward our Business Councils in order to appreciate successful examples among the activities of Business Councils and encourage increasing the number of good examples within the entire agency.





DEİK GENERAL ASSEMBLY AND TRIBUTE TO MASTERS AWARDS CEREMONY

With the Tribute to Masters Awards Ceremony, we honor the masters of business diplomacy that add value to our board thanks to the eye-opening studies they carry out and direct our global journey, since the first day DEİK was established.

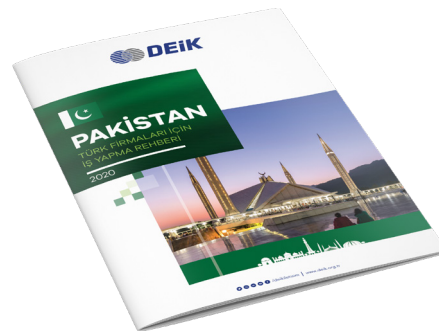


PUBLICATIONS

BUSINESS DIPLOMACY



PAKISTAN BUSINESS GUIDE



MALAYSIA BUSINESS GUIDE



INDONESIA BUSINESS GUIDE



PUBLICATIONS

OUTBOUND INVESTMENT INDEX



BREXIT: POLITICAL AND ECONOMIC RISKS AND OPPORTUNITIES IN TÜRKİYE-UK-EU RELATIONS



SURVEY ON INCREASING EXPORTS FROM TÜRKİYE TO CHINA FINAL REPORT



OVERSEAS EXPANSION GUIDE



PUBLICATIONS

AFRICAN CONTINENTAL FREE TRADE AREA (AfCFTA)



BELT AND ROAD INITIATIVE OF CHINA

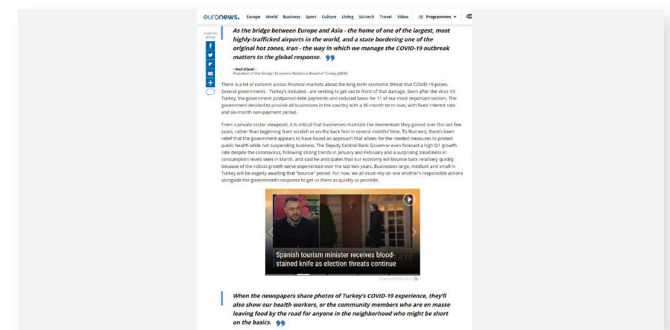


SUPPORTING TURKISH INDUSTRY TOWARDS GREEN TRANSFORMATION



GOING DIGITAL: TÜRKİYE'S STARTUP ECOSYSTEM AND AVENUES FOR EU-TÜRKİYE COOPERATION







#BusinessDiplomacy

FOREIGN ECONOMIC RELATIONS BOARD

Huzur Mahallesi, Azerbaycan Caddesi Skyland Sky Office No: 4 B Blok Kat: 21-22
Seyrantepe 34485 Sarıyer/İstanbul