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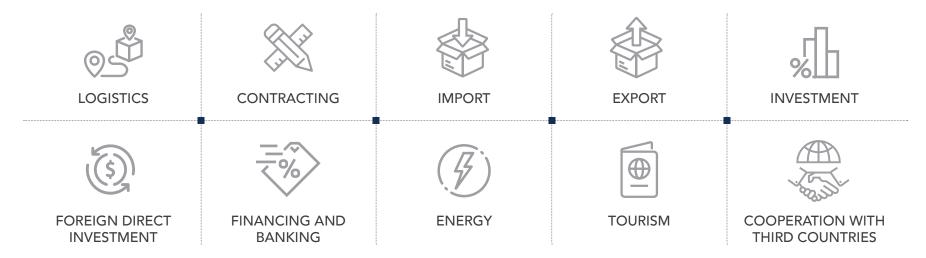


AREA OF ACTIVITY

"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

Türkiye:

- Serving as an example for economic and political development on a regional and global level based on cooperation between the private and the public sector and civil society;
- Achieving macro-economic stability;
- Being globally competitive with leading entrepreneurs and brands;
- Producing high-tech;
- Innovating;
- Having a significant share in world trade;
- Being one of the world's foremost investment, finance and R&D centres;
- Applying modern standards in all areas.

MISSION

DEİK is an important representative of the Turkish economy and its productive, value adding, employment and foreign trade potential. DEİK owes this capacity to both its Founding Institutions and the companies represented by its members.

DEİK wants to fulfill its duty in the establishment of a social order committed to a competitive market economy, sustainable development and participative democracy.



WORKING PRINCIPLES

ACTION



DEİK organizes international events, gathering highlevel 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



DEIK 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 Hisarcıklıoğlu Vice President



Mustafa Gültepe Vice President



Mahmut AsmalıVice President



Erdal Eren Vice President



Berna Gözbaşı Treasurer



Alpaslan Çakar Member



Baran Çelik Member



Engin Aksoy Member



Firuz Bağlıkaya Member



İbrahim Burkay Member



Orhan Aydın Member



Şekib AvdagiçMember



Şerafettin ArasMember



Yaşar Doğan Member



Ali Kibar Member



Ebru Özdemir Member



BOARD OF DIRECTORS



Fuat Tosyalı Member



Halit Acar Member



M. Ali Yalçındağ Member



Murat Özyeğin Member



Erdem Erkul Member



Reha Denemeç Member



Member



Mehmet Demiroğlu Zeynep Bodur Okyay Member



Ahmet Çalık Member



Cuneyd Zapsu Member



Gazi Yiğitbaşı Member



Hasan Akgün Member



Mahsum Altunkaya Member



Mustafa Aydın Member



Osman Aksoy Member



Özgür Burak Akkol Member



Ümit Kiler Member



Vahap Küçük Member



BOARD OF EXECUTIVES



Nail Olpak President



Rifat Hisarcıklıoğlu Vice President



Mustafa Gültepe Vice President



Mahmut AsmalıVice President



Erdal Eren Vice President



Berna Gözbaşı Treasurer



Firuz Bağlıkaya Member



M. Ali Yalçındağ Member



Erdem Erkul Member



Reha Denemeç Member



Mustafa Aydın Member



Osman Aksoy Member



Ümit Kiler Member



BOARD OF AUDITORS



Zeki Kıvanç Member



Erdem Çenesiz Member



Adil Pelister Member



Ramadan Kumova Member



Pakize Oya Narin 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







































































































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TALSAD

















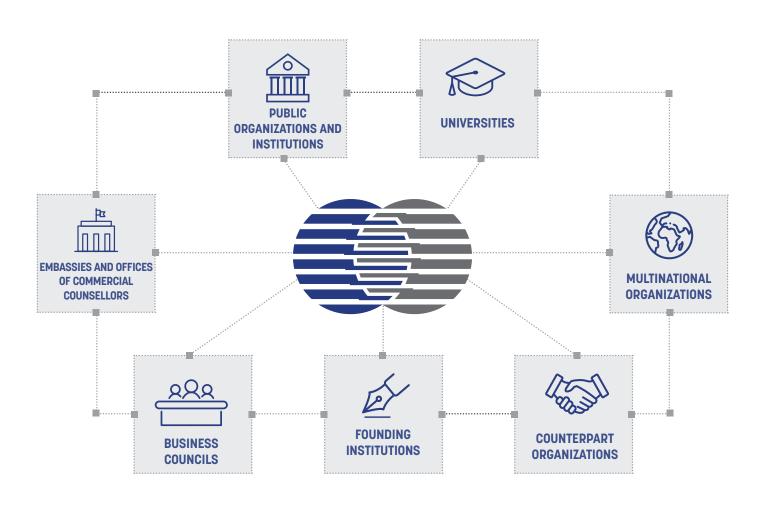








ECOSYSTEM





DEİK IN NUMBERS

Following its reconstruction in October 2014, DEİK increased the number of activities it organizes in the last 9-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	2023
Event(s) Organized as Part of the Foreign Visits of Mr. President	4	17	15	9	12	8	5	5	7	5
Event(s) Organized as Part of the Foreign Visits of Mr. Minister of Commerce	9	22	28	23	21	6	9	10	21	9
Event(s) Organized for Foreign Heads of State Visiting Türkiye	8	12	5	8	7	5	_	6	7	5
Event(s) Organized for Ministers	7	37	49	91	67	25	65	309	105	123
Events Organized by DEİK in Türkiye and Abroad	998	1138	1619	1637	1681	1867	2100	1500	1802	1500



DEİK IN NUMBERS 2023



TOTAL NUMBER
OF EVENTS

1500



OFFICIAL VISITS (VISITS ATTENDED BY THE PRESIDENT)

5



MEETINGS WITH VISITING PRESIDENTS

5



VISITS ATTENDED BY OUR MINISTERS

10



MEETINGS ATTENDED BY MINISTERS

125



MEETINGS ATTENDED BY AMBASSADORS

610



BUSINESS COUNCIL DELEGATION VISIT

33



SUMMIT

5



BUSINESS FORUM AND ROUNDTABLE MEETING WEBINARS AND SEMINARS

110



EXECUTIVE BOARD MEETINGS

275



BUSINESS COUNCILS

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

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

TÜRKİYE-AMERICA
BUSINESS COUNCILS

- Türkiye-North America Business Councils (2)
- Türkiye-Latin America and the Caribbean Business Councils (12)

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

TÜRKİYE-EUROPE BUSINESS COUNCILS

TÜRKİYE-EURASIA BUSINESS COUNCILS

TÜRKİYE-MIDDLE EASTERN AND GULF BUSINESS COUNCILS

48 TÜRKİYE-AFRICA BUSINESS COUNCILS

19 TÜRKİYE-ASIA PACIFIC 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 cooperation 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 144 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 AGENCIES 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.
- DEİK provides representation on platforms such as YOİKK (Coordination Council for the Improvement of Investment Environment), the Trade Facilitation Coordination Committee, the Halal Accreditation Agency, the Tax Council, and the Istanbul Development Agency.



RELATIONS WITH PUBLIC INSTITUTIONS AND ORGANIZATIONS

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.
- 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.



DEIK MEMBERS

We have more than 5000 member companies at DEİK and Business Councils. Member companies operate in nearly 20 sectors, in particular construction-contracting, energy, consultancy, food and tourism.





































































































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 152 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.



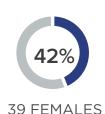
DEİK EMPLOYEE PROFILES



GENDER DISTRIBUTION



53 MALES





EDUCATIONAL BACKGROUND



46 BACHELOR'S **DEGREES**



1 DOCTOR'S **DEGREES**



6 ASSOC. **DEGREES**



27 MASTER'S **DEGREES**



5 ELEMENTARY SCHOOL GRAD.S



7 HIGH SCHOOL **GRAD.S**



FOREIGN LANGUAGE



ONE FOREIGN LANG.



THREE(+) FOREIGN LANG.S



TWO FOREIGN LANG.S



26 NO FOREIGN LANGUAGE

SPOKEN FOREIGN LANGUAGES:

English, French, German, Spanish, Russian, Arabic, Azerbaijani, Chinese













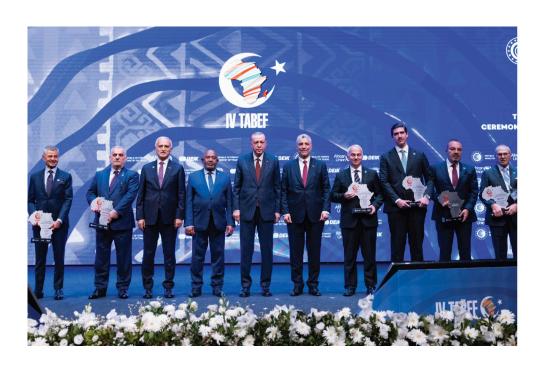




























GENERAL ASSEMBLIES OF DEİK BUSINESS COUNCILS AND BUSINESS DIPLOMACY AWARDS CEREMONY

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





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

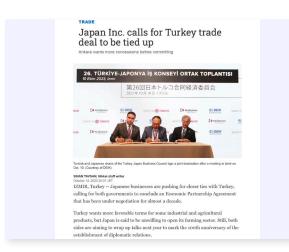


GOING DIGITAL: TÜRKİYE'S STARTUP ECOSYSTEM AND AVENUES FOR EU-TÜRKİYE COOPERATION





REFLECTIONS ON FOREIGN PRESS

















#BusinessDiplomacy

FOREIGN ECONOMIC RELATIONS BOARD

Huzur Mahallesi, Azerbaycan Caddesi Skyland Sky Office No: 4 B Blok Kat: 21-22 Seyrantepe 34475 Sarıyer/İstanbul



