



#BusinessDiplomacy





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AREA OF ACTIVITY

“BUSINESS DIPLOMACY IS WHAT WE DO”

Foreign Economic Relations Board (DEİK), Türkiye’s window to the world; 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 Türkiye’s private sector, seeking both foreign and domestic investment opportunities and enhancing bilateral trade between Türkiye and its potential partners.

With its 152 Business Councils worldwide, DEİK mainly acts to improve Türkiye’s trade and investment relations in a strategic manner with direct contact in these 144 countries.

DEİK is working with the task of “conducting the foreign economic relations of the Turkish private sector” and carries out activities under the coordination of the Ministry of Trade.





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 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 Hisarcıkıođlu
Vice President



Mustafa Göltepe
Vice President



Mahmut Asmalı
Vice President



Erdal Eren
Vice President



Berna Gölzbaşı
Treasurer



Alpaslan Çakar
Member



Baran Çelik
Member



Engin Aksoy
Member



Firuz Bađlıkaya
Member



İbrahim Burkay
Member



Orhan Aydın
Member



Şekib Avdağıç
Member



Şerafettin Aras
Member



Yaşar Dođan
Member



Ali Kibar
Member



Ebru Özdemir
Member



BOARD OF DIRECTORS



Fuat Tosyalı
Member



Halit Acar
Member



M. Ali Yalçındağ
Member



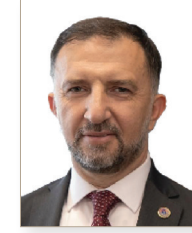
Murat Özyeğin
Member



Erdem Erkul
Member



Reha Denemeç
Member



Mehmet Demiroğlu
Member



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 Hisarcıklıođlu
Vice President



Mustafa Gültepe
Vice President



Mahmut Asmalı
Vice President



Erdal Eren
Vice President



Berna Gözbaşı
Treasurer



Firuz Bağlıkaya
Member



M. Ali Yalçındađ
Member



Erdem Erkul
Member



Reha Denemeç
Member



Mustafa Aydın
Member



Osman Aksoy
Member



Ümit Kiler
Member



BOARD OF AUDITORS



Zeki Kıvanç
President



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



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	2024
Event(s) Organized as Part of the Foreign Visits of Mr. President	4	17	15	9	12	8	5	5	7	5	6
Event(s) Organized as Part of the Foreign Visits of Mr. Minister of Commerce	9	22	28	23	21	6	9	10	21	9	18
Event(s) Organized for Foreign Heads of State Visiting Türkiye	8	12	5	8	7	5	-	6	7	5	10
Event(s) Organized for Ministers	7	37	49	91	67	25	65	309	105	123	192
Events Organized by DEİK in Türkiye and Abroad	998	1138	1619	1637	1681	1867	2100	1500	1802	1500	2227



DEiK IN NUMBERS 2024



TOTAL NUMBER OF EVENTS

2227



OFFICIAL VISITS (VISITS ATTENDED BY THE PRESIDENT)

6



MEETINGS WITH VISITING PRESIDENTS

10



VISITS ATTENDED BY OUR MINISTERS

36



MEETINGS ATTENDED BY MINISTERS

192



MEETINGS ATTENDED BY AMBASSADORS

664



BUSINESS COUNCIL DELEGATION VISIT

75



SUMMIT

4



BUSINESS FORUM AND ROUNDTABLE MEETING WEBINARS AND SEMINARS

170



EXECUTIVE BOARD MEETINGS

382



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

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

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

37 TÜRKİYE-EUROPE
BUSINESS COUNCILS

13 TÜRKİYE-EURASIA
BUSINESS COUNCILS

13 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 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 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.



DEİK 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.

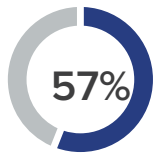
DEİK's Representative Office in Ankara that started operating with the objective of working more rapidly and in full coordination with all public agencies and organizations, diplomatic missions, business community organizations and other non-governmental organizations, in particular public authorities,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



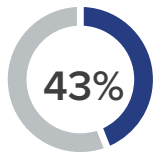
DEIK EMPLOYEE PROFILES



GENDER DISTRIBUTION



53 MALES



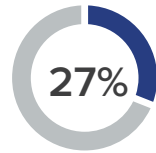
40 FEMALES



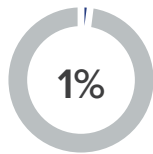
EDUCATIONAL BACKGROUND



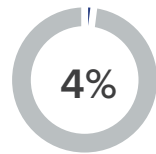
47 BACHELOR'S DEGREES



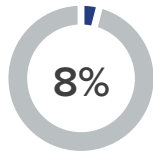
25 MASTER'S DEGREES



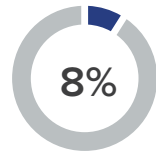
1 DOCTOR'S DEGREES



4 ELEMENTARY SCHOOL GRAD.S



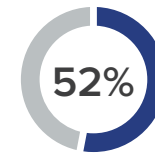
8 ASSOC. DEGREES



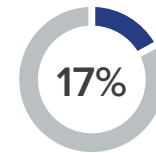
8 HIGH SCHOOL GRAD.S



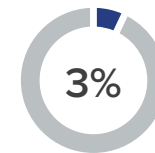
FOREIGN LANGUAGE



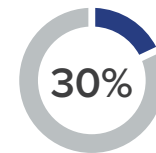
47 ONE FOREIGN LANG.



16 TWO FOREIGN LANG.S



3 THREE(+) FOREIGN LANG.S



27 NO FOREIGN LANGUAGE

SPOKEN FOREIGN LANGUAGES:

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



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.





BUSINESS DIPLOMACY IS WHAT WE DO

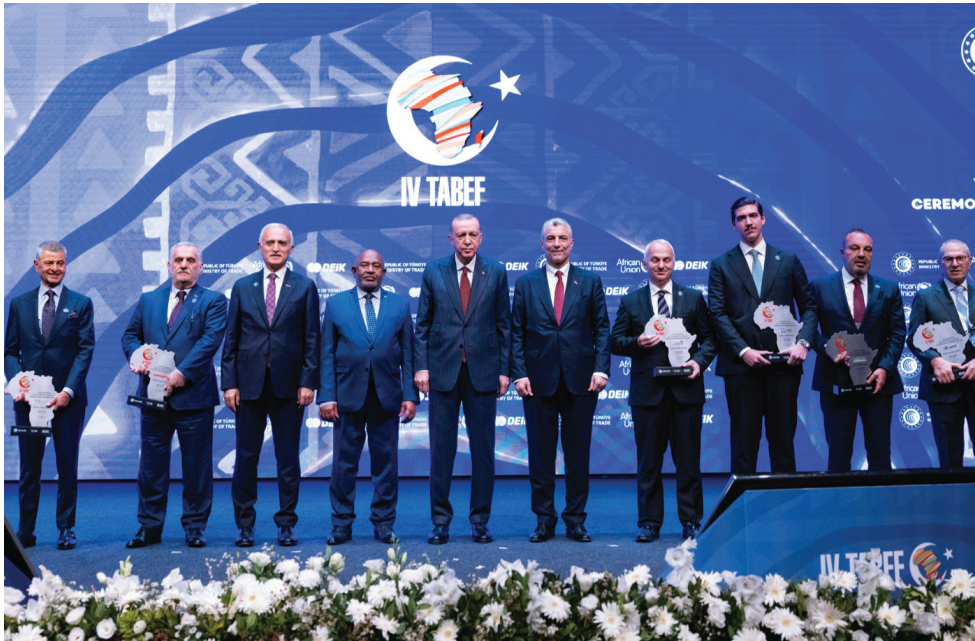
Taking our strength from our Founding Institutions, Business Councils and Members, we establish new bonds by holding numerous business forums, summits, conferences, panels, round-table meetings and bilateral business talks.





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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.





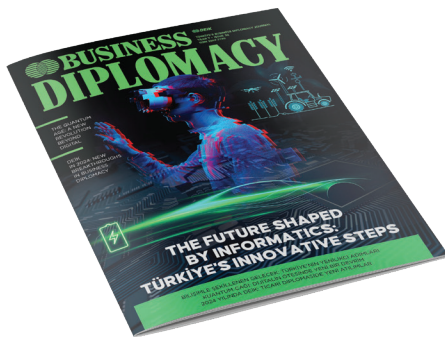
DEİK GENERAL ASSEMBLY AND TRIBUTE TO MASTERS AWARDS CEREMONY

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.

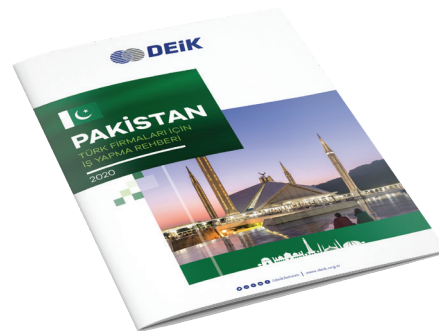


PUBLICATIONS

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

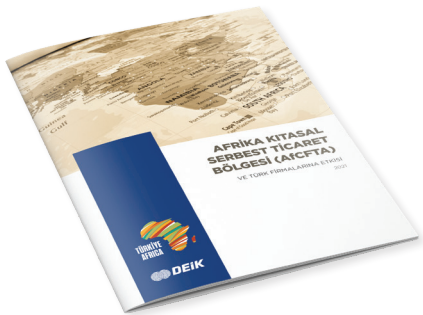


OVERSEAS EXPANSION GUIDE



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



REFLECTIONS ON FOREIGN PRESS

TRADE

Japan Inc. calls for Turkey trade deal to be tied up

Ankara wants more concessions before committing

26. TÜRKİYE-JAPONYA İŞ KONSEYİ ORTAK TOPLANTISI

10 Ekim 2023, İzmir
第26回日本トルコ合同経済委員会
2023年10月10日 文京区



Turkish and Japanese chairs of the Turkey-Japan Business Council sign a joint declaration after a meeting in Izmir on Oct. 19. (Courtesy of DEIK)

SINAN TAŞAN, *Nikkei staff writer*
October 14, 2023 20:01 JST

İZMİR, Turkey — Japanese businesses are pushing for closer ties with Turkey, calling for both governments to conclude an Economic Partnership Agreement that has been under negotiation for almost a decade.

Turkey wants more favorable terms for some industrial and agricultural products, but Japan is said to be unwilling to open its farming sector. Still, both sides are aiming to wrap up talks next year to mark the 100th anniversary of the establishment of diplomatic relations.

Economia24

Home > Agro-Industria >

Forum Economique et Commercial Turquie et Afrique 2023 : Divers Chefs des Entreprises du Bénin à Istanbul

By DOUINA Last Updated Oct 20, 2023 JARDINISTRE BUSINESS OPPORTUNITES



Le quatrième Forum Economique et Commercial Turquie-Afrique (TABEF), accueilli par le Ministère turc du Commerce, coordonné par l'Union Africaine et organisé par le Conseil des Relations Economiques Extérieures (DEIK) de Turquie, s'est tenu au Centre des Congrès

AZƏRTAC

İQTİSADİYYAT

Türk iş adamları sanaye zonalarında yaradılan biznes imkanlarından yararlanmağa davet edildi

14.11.2023 [17:13] Cəp et AT A



Baki, 14 noyabr, AZƏRTAC

Türkiyənin Xarici İqtisadi Əlaqələr Sürüşümü (DEK) Türkiyə-Azərbaycan Əməkdaşlıq Sürüşümü İcraatə Komitəsi Qarabəğdada mövcud sanaye parklarında həyata keçirilən biznes layihələrində iştirakda maraqlıdır.

İqtisadi Zonaların İnkişafı Agentliyindən AZƏRTAC-a bildirilib ki, bu barədə Komitənin sədri Kəmal Kəlokulu noyabrın 14-də agentliyin İdarə Heyəti sədrinin müavini Seymur Adıgözəlova görüşüdə deyib.

Seymur Adıgözəlov nümayəndə heyətinə ölkəmizdə mövcud sanaye zonaları, burada iş adamları üçün yaradılan investisiya

Kazinform

"Kazinform" International News Agency World News Incidents Kazakhstan

Trends: Akademi Appointments Incidents Astana

Main Page All news

16:14, 05 December 2023 | GMT+6

Saudi and Turkish companies sign 8 agreements to strengthen trade and investment relations



Photo: SPA

Saudi and Turkish companies part of the Saudi-Turkish Business Council signed yesterday eight trade agreements to strengthen trade and investment between the two countries, SPA reports.

Keidanren

Keidanren (Japanese) Keidanren USA Japan Business Federation

Top About Keidanren Policy Proposals Publications Executive Comments

Home > Publications > Japan > About > 20th Turkey-Japan Joint Business Committee

20th Turkey-Japan Joint Business Committee

10 October 2023, Izmir

On 10 October 2023, the Foreign Economic Relations Board of Türkiye ("DEK" hereinafter) and Japan Business Federation ("Keidanren" hereinafter) re-organized the 26th Japan-Turkey Joint Business Committee ("Joint Committee" hereinafter) in Izmir, Türkiye, which was held for the first time after the four-year break caused by the Covid-19 pandemic, since the last joint committee in November 2019 in Tokyo.

In the Joint Committee, both parties had lively discussions over a variety of issues such as the development of the business environment, the creation of mutually beneficial partnerships, and concrete measures towards deepening and broadening the bilateral economic relations.

DEIK and Keidanren will continue working towards the enhancement of the economic relations between Türkiye and Japan and raise the awareness of both business societies for more balanced trade and investment relations. Both institutions believe in the importance of a comprehensive and deep EPA and a social security agreement between Japan (as a member of the mega-FTA) and Türkiye (that has the Customs Union with the EU as well as 27 FTAs with countries in the Middle East and Africa, as a hub connecting Asia, Europe, Middle East, and Africa), that would benefit both sides. Capitalizing on each FTA network, such as Japan-Turkey FTA will enable a more strategic business development. Hence, both parties look forward to accelerated negotiations.

From the perspective of both deepening and broadening as well as balancing the trade and investment relationship between the two countries, it is important to ensure a free and smooth movement of natural persons, goods, capital, services, and information at a high standard.

DEIK and Keidanren recognize the constructive role of the Joint Committee in promoting collaboration between Turkish and Japanese companies and will continue to work together to overcome the challenges identified.

This Joint Statement was compiled and signed in two originals in English on 10 October 2023.

DEİK SAN VE İŞİTİM ENSTİTÜSÜ

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The event, held in the capital city of Ankara, was organized by the Vietnamese Ministry of Planning and Investment, the Vietnamese Embassy to Turkey, and the Foreign Economic Relations Board of Turkey.



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