

Turkey-EU Business Dialogue

45 members associations
1,700 regional and local chambers of commerce and industry
20,000,000 businesses
98% of which are small and medium-sized
120,000,000 employees



EUROCHAMBRES

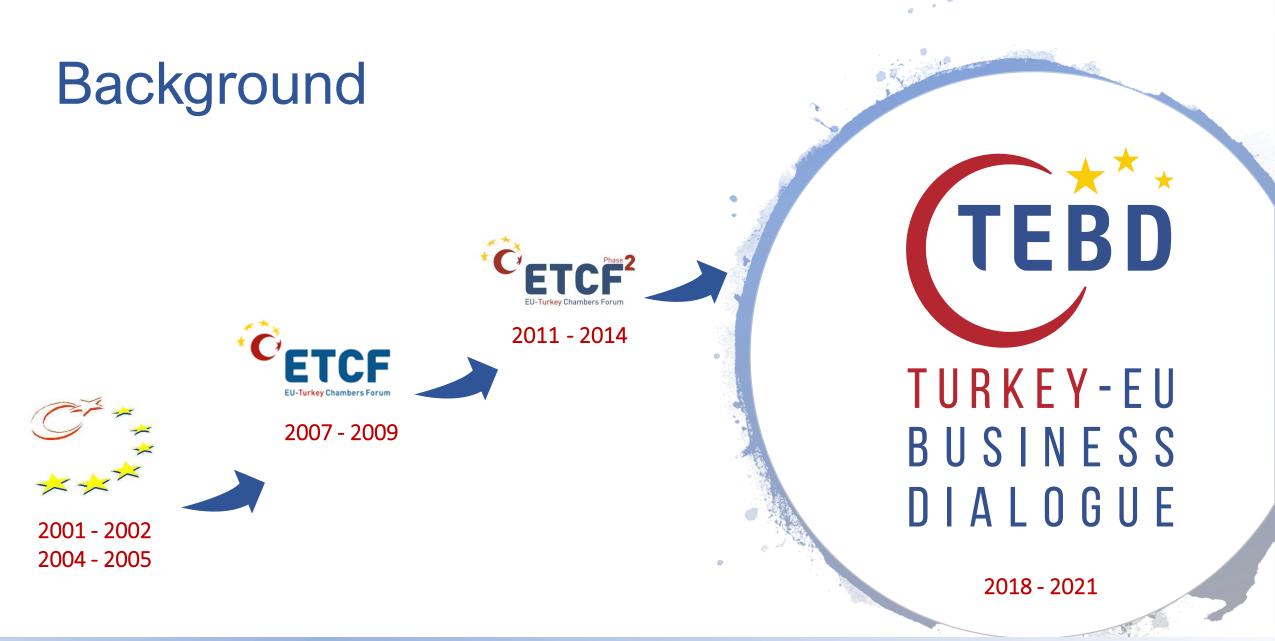
Oya ERSÖZ Project Director Agatha LATORRE Communication Expert Agatha LATORRE Capacity Building Expert Expert Luca BORRA Finance & Reporting Expert



Final Beneficiaries:

- Turkish and European Chambers
- Turkish and European Chambers' Members
- Business Communities in the EU and Turkey







Objectives

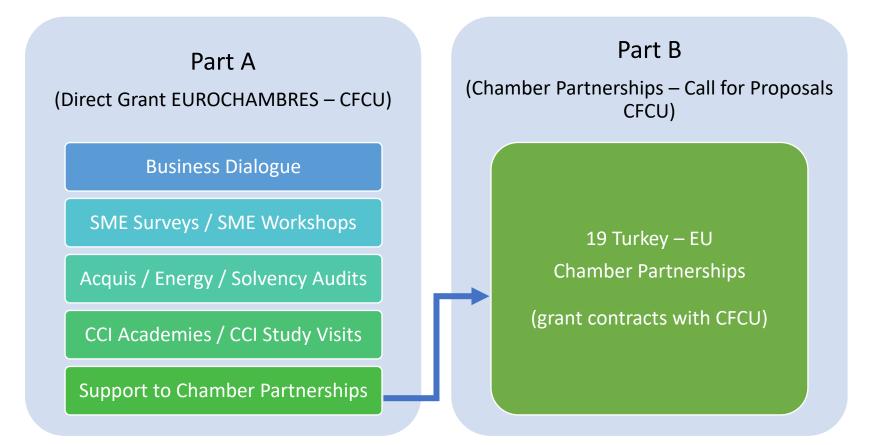
> To increase the capacity of Chambers in delivering new services to their members, > To increase networking and exchange of best practices between Chambers from the EU and Turkey,

> To enhance awareness of the opportunities and challenges of EU-Turkey relations in both business communities,

> To increase the participation of the business
 community in EU-Turkey policy dialogues.



Activities





Turkey- EU Policy Dialogue

3 High Level Business Dialogues

70 SME Workshops

2 SME Surveys



- Business Dialogue, Istanbul, 2019
- 4 topics:
 - Business & Investment Climate
 - Skills, Vocational Training
 - Service Sector
 - Logistics and Connectivity
- High Level Economic Dialogues



Istanbul, 2019

EU-Türkiye Business Dialogue Webinar



Bu proje Avrupa Birliği ve Türkiye Cumhuriyeti tarafından finanse edilmektedir This project is co-funded by the European Union and the Republic of Turkey



CIVIL SOCIETY SECTOR

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✤ 4 High-level speakers

✤ 321 participants





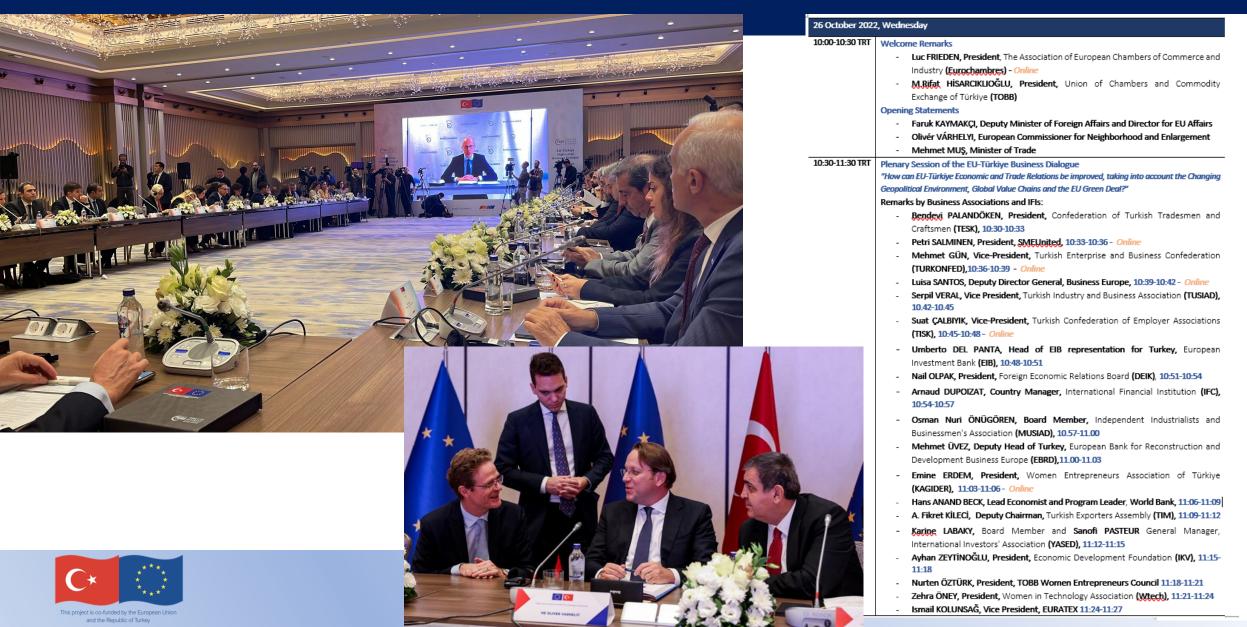
- Online ZOOM Platform
- 10-11 March 2021
- 1.753 participants, 36 countries
- 2.407 viewers
- 38 high level speakers







Istanbul, Hybrid 26 October 2022



Istanbul, Hybrid 26 October 2022



SME Surveys

SME Surveys in 2008 & 2014 & 2022,

- EU- Türkiye Business Relations: Views of the Turkish Private Sector
- EU- Türkiye Business Relations: Perspectives

from the European Business Community





SME Surveys



Date: 10 March 2022 Location: TOBB Premises, Ankara **Online Participation**: 208 **Physical Participation:** 48





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TEBD SME Survey Launch Event

Hybrid, 10 March 2022 TOBB Ikizkuleler, Ankara

PROGRAMME

10 March 2022,	Thursday			
14:00-15:00 TRT	Registration and Coffee Service			
12:00-13:00 CET				
15:00-15:30 TRT	Welcome Remarks			
13:00-13:30 CET	Ben BUTTERS, Eurochambres, CEO			
	Opening Statements			
	 Ayhan ZEYTİNOĞLU, TOBB Vice President & IKV President 			
	- Luc FRIEDEN, Eurochambres President			
	 Bülent ÖZCAN, Ministry of Foreign Affairs Directorate for EU Affairs, Director- General for Financial Cooperation and Project Implementation 			
	- Ambassador Nikolaus MEYER-LANDRUT, Head of the EU Delegation to Turkey			
15:30-15:45 TRT	Presentation of the Survey Findings:			
13:30-13:45 CET	Ben BUTTERS, Eurochambres, CEO			
15:45-16:30 TRT				
13:45-14:30 CET	Forging the Next Era of EU-Turkey Partnership at the Business Level			
	Moderator:			
	 Oya ERSÖZ, Eurochambres, TEBD Project Director Team Leader 			
	Panelists: - Prof.Dr. Güven SAK, TEPAV, Program Director			
	 Protector Dr. Markus C. SLEVOGT, German-Turkish Chamber of Commerce and Industry, 			
	 Dr. Markus C. SLEVOGT, German-Turkish Chamber of Commerce and industry, Board Chairman 			
	 Doç. Dr. Çiğdem NAS, IKV, Secretary General 			
	- Nele EICHHORN, European Commission, DG Trade, Head of Unit, Trade relations			
	with the Southern Neighbours, Middle East, Turkey, Russia and Central Asia			
	Q&A			
16:30-17:30 TRT	Networking and Coffee Service			
14:30-15:30 CET				







SME Surveys in Türkiye

The 2021 survey results show a strong support among Turkish companies for the EU process.

- ➢ 60% support the EU accession process.
- □ Information needs increased.
 - Green Deal is changing the context of Customs Union relationship.



Although TEBD Project launched in July 2018, almost one-third of the Turkish companies has heard of TEBD.



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SME Surveys in Türkiye

Customs Union has transformed Türkiye

From an agrarian country to an industrial country

I There is strong support among Turkish companies for the EU process

- Customs Union rather than the EU accession process
- > Turkish companies are closely following the EU's green and digital transformation process
- Information needs diversified with the Green Deal
 - The role of TEBD as a new instrument is gaining traction

De-carbonization is an opportunity for EU-TR relations

- > Modernization of the Customs Union turns into a transformative agenda with the Green Deal
 - Immigration too transactional
- De-carbonization is not only about climate
 - From energy policy to trade policy, from security policy to industrial policy









SME Surveys in the EU

- The third edition of the EU-Turkey Business Dialogue SME Surveys on EU and Turkish business perspectives on EU-Türkiye economic relations
 - Earlier surveys were conducted in 2008 and 2013

EU companies have a positive view of Türkiye

- > 46% of the EU firms believe Türkiye's EU membership will have a positive effect on their businesses
- EU firms, which are not familiar with the Turkish market but would like to develop business relations increased from 31% to 53% between 2013 and 2022

□ TEBD's responsibility has increased

- > EU enterprises are seeking to be better informed about the Customs Union
- > EU firms are supportive of modernization of the Customs Union
 - EU businesses support collaboration regarding the Green Deal and Digital Single Market between the EU and Türkiye





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SME Surveys in the EU

- EU businesses express a high level of interest in the Turkish market and support Customs Union modernization
 - EU firms, which are not familiar with the Turkish market but would like to develop business relations increased from 31% to 53% between 2013 and 2022
 - 46% of the EU firms believe Türkiye's EU membership will have a positive effect on their businesses
- Customs Union modernization is all about de-carbonization and digitalization in Türkiye
 - Almost half of EU companies express a lack of knowledge on the modernization of the Customs Union
 - 77% and 57% of the EU companies support collaboration between EU and Türkiye regarding the Green Deal and Digital Single Market respectively
- TEBD's responsibility has increased
 - > Awareness raising on the meaning Customs Union modernization
 - 34% of the EU firms needs information on Customs Union (34%), needs infromartion on finding business partners (34%), funding opportunities (19%)





Purpose:

- Discuss challenges for Turkish SMEs to do business in the EU
- Discuss challenges for EU SMEs to do business in Türkiye
- Improve mutual understanding
- Feed policy makers with ideas to improve EU-Turkey business climate





Turkey

Concluded

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SME WORKSHOP	TITLE	PARTICIPANTS
SME W 1 in Nevsehir (19.12.18)	Challenges of SMEs Exporting to EU countries	25
SME W 2 in Trabzon (21.12.18)	EU Requirements for Agri-Food products	44
SME W 3 in Afyonkarahisar (21.02.19)	Opportunities and Challenges of EU-Turkey Customs Unions	37
SME W 4 in Tavsanli (23.02.19)	Challenges of SMEs Exporting to EU countries	55
SME W 5 in Bandirma (26.02.19)	Understanding of Food Safety in the EU and Tukey	34
SME W 6 in Izmir (20.03.19)	Modernization of the Customs Union	28
SME W 7 in Corlu (02.04.19)	Challenges of SMEs Exporting to EU countries	35
SME W 8 in Manisa (25.04.19)	Challenges of SMEs Exporting to EU countries	20
SME W 9 in Ordu (10.05.19)	Clustering and University – Industry Collaboration	40
SME W 10 in Beypazari (11.06.19)	Adaptation of Food Producers to EU Standards	22
SME W 11 in Antakya (19.06.19)	Challenges of SMEs Exporting to EU countries	36
SME W 14 in Kayseri (26.06.19)	Digitalization on Industry or EU Trade/Competition Rules	23
SME W 15 in Istanbul (8.10.19)	Adaptation of Food Producers to the EU Standards	21
SME W 17 in Edremit (16.10.19)	Challenges of SMEs exporting to EU countries	20
SME W 18 in Düzce (31.10.19)	Challenges of SMEs exporting to EU countries	47
SME W 19 in Adana (26.11.19)	Challenges of SMEs exporting to EU countries	24









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Turkey

Concluded		
SME WORKSHOP	TITLE	PARTICIPANTS
SME W 20 in Ankara (26.11.19)	EU-Turkey Customs Union and EU Trade Rules:	35
	Opportunities and Challenges for SMEs	
SME W 21 in Osmaniye (28.11.19)	Challenges of SMEs exporting to EU countries	
SME W 22 in Sakarya (16.01.20)	The impact of SME's institutionalization on EU export	32
SME W 25 in Izmir (17.02.20)	Challenges of SMEs exporting to EU countries	19
SME W 26 in Gaziantep (06.03.20)	Challenges of SMEs exporting to EU countries	56
SME W 27 in Sivas (22.07.2020)	Challenges of SMEs exporting to EU countries	19
SME W 28 in Konya (05.03.20)	Challenges of SMEs exporting to EU countries	45
SME W 29 in Sanliurfa (12.03.20)	How to improve EU-Turkey economic relations and Projects	37
SME W32 in Aydın (12.08.2020)	Challenges of SMEs exporting to EU countries	26
SME W33 in Mersin (17.07.2020)	Challenges of SMEs exporting to EU Countries - The	20
	Problems and Solutions of SMEs Operating in Mersin	
	Region in Export to EU Countries	
SME W34 in Bursa (23.09.2020)	New Business Models and Techniques in the formation of	32
	New Strategies for Exporting to the European Market	
	during the COVID-19 Pandemic	
SME W 42 in Artvin (12.08.2020)	The impact of SMEs Institutionalization on EU Export	36
SME W45 in Kocaeli (14.07.2020)	Post COVID-19 EU Industry and Trade Strategy change and	86
	Its Impact on Turkey'	







European Union

Concluded

- Athens (Greece) W13, 24 June 2019 ٠ EU-Turkey bilateral trade: Rules and requirements for trading with Türkiye
- Sofia (Bulgaria) W16, 26 June 2019 EU-Türkiye bilateral trade: Rules and requirements for trading with Turkey
- Riga (Latvia) W23, 17 February 2020 How to successfully enter Turkish market & EU-Turkey relations
- Czech Republic CC (Prague) W54, 02 September 2020 Business Opportunities for Czech Companies in Türkiye in times of COVID-19
- Ruse CCI (Bulgaria) W55, 25 March 2021 ٠ Trade and investment exchange between Bulgaria and Türkiye
- Italy, Unioncamere Piemonte W56, 07th October 2021 ٠ The Turkish market and opportunities for Italian agri-food exports

Foreseen

- Cámara de Madrid (13/01/2023) Business Opportunities between **Türkiye and Spain**
- Torino Chamber (31/01/2023) Business Opportunities on Design sector between Türkiye and Torino Region
- Dobrich CCI (06/02/2023) How to successfully enter the Turkish Market
- Vratsa CCI (27/01/2023)



Riga, Latvia W23

Piemonte, Italy W56

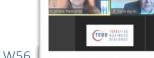


Athens, Greece W13





Prague, Czech Republic W54





Green Deal-Just Transition Diagnostics & Action Plan for Turkish Businesses



- Digital spatial data collection and analysis
 - the sectoral and climate impact
 - the most exposed sectors
- 10 SME Workshops
- Stakeholder Meetings
- TEBD Green Deal Report- European Green Deal
 Transformation: A Guide for Turkish Businesses and Policy
 Dialogue





Green Deal-Just Transition Diagnostics & Action Plan for Turkish Businesses

Value chain	Sector	Relevant Provinces			Proposed Host Chambers- SME Workshops to be Organised	Proposed dates	
W GD-7	Agriculture	Antalya	Mersin	Manisa	Antalya CE	October 14, 10.00-12.30	
W GD-8	Food	İzmir	Antalya	İstanbul	EBSO	October 25, 14.00-16.30	
W GD-1	Textile	Gaziantep	Adana	Uşak	Adana Cl	August 23, 14.00-16.00	
W GD-2	Ready to wear	İstanbul	Denizli	Maraş	İstanbul Cl	August 31, 14.00-16.30	
W GD-3	Automotive	Bursa			Bursa CCI	October 24, 14.00-16.00	
W GD-9	Plastics	Adana	İstanbul	Kocaeli	Kocaeli Cl	October 7, 14.00-17.30	
W GD-10	Packacking	İstanbul	Kocaeli		KOCAEII CI	October 7, 14.00-17.30	
W GD-4	Steel	jekonderun Hatay	Zanguldak	Karabük	İskenderun CCI	September 22, 10,00, 12,00	
W GD-5	Iron	İskenderun-Hatay	Zonguldak	кагарик	iskenderun cci	September 23, 10.00-13.00	
W GD-6	Construction materials	İstanbul	Izmir	Çanakkale	Bilecik CCI	October 4, 14.00-16.30	





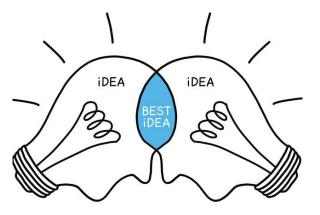
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Green Deal-Just Transition Diagnostics & Action Plan for Turkish Businesses

• Launch of the TEBD Green Deal Report- European Green Deal

Transformation: A Guide for Turkish Businesses and

Policy Dialogue



• Networking Opportunity for Turkish and European Chambers

for further collaboration







Capacity Building



DIALOGUE

Study Visits/Online Forums -Completed

	Europe				
1st EU Study Visit	28-31 January 2019	Paris (France) & Amsterdam (Netherlands)	Digitalisation		
2nd EU Study Visit	1-5 July 2019	Brussels (Belgium)	EU Funding & Programmes		
3rd EU Study Visit	27-31 January 2020	Riga (Latvia) & Tallinn (Estonia)	Business Cooperation between TU-Baltics States		
5 th EU Study Visit	5-9 September 2022	Berlin (Germany) & Vienna (Austria)	Vocational Education and Training		
	Türkiye				
1st TR Study Visit	28-28 February 2019	Istanbul	Logistics		
2nd TR Study Visit	25-29 November 2019	Izmir	Textile & Footwear Sector		
5th TR Study Visit	21-25 March 2022	Kayseri & Nevsehir	Business cooperation between Kayseri and Cappadocia Region, and the EU		
	Online				
3 rd TR Study Visit	23-25 November 2020	Online	Women Entrepreneurs		
4 th EU & TR Study Visit	21-22 April 2021	Online	Agri-food Forum		
4 th EU & TR Study Visit	27 & 28 January 2022	Online	Agri-food Networking Event		





Turkey to the EU: Digitalisation

- Paris Amsterdam
- 28-31 January 2019
- 13 participants





- EU to Turkey: Ports & Logistics
 - Istanbul (Turkey)
 - 25-08 February 2019
 - 11 participants
 - Including visit to new Istanbul Airport







- Turkey to EU: EU Funding & Programmes
 - Brussels (Belgium)
 - 1-5 July 2019
 - 11 participants
 - Including the participation in the Connecting European Chambers event
 - More than 150 European Chambers invited.









- Turkey: Textile & Footwear Sector
 - Izmir (Turkey)
 - 25-29 November 2019
 - 10 participants







Turkey to EU: Business Cooperation between Turkey and the Baltic States

- Riga (Latvia) & Tallinn (Estonia)
- 27-31 January 2020
- 12 participants







Agrifood Forum

B U S I N E S S D I A L O G U E





Agri-food Forum

- Online ZOOM Platform
- 21-22 April 2021

Study Visits

- 396 participants, 32 countries
- 763 viewers
- 25 high level speakers



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Agri-food Forum







Business Cooperation between Cappadocia and the EU 21-25 March 2022







Vocational Education and Training Berlin (Germany) & Vienna (Austria) 5-9 September 2022















TEBD Academy 2019

- TEBD Academy
 - Bodrum
 - 23-27 April 2019
 - 40 participants (80 applications); mainly SG/ dep. SG













TEBD Academy 2022







Dates: 30 May – 3 June 2022 Location: Jerez de la Frontera (Spain) Topic: General Management







TEBD Academy 2022

Testimonials



Virginie Blida, Director of CCI International Hauts-de-France: *"I particularly learned a lot during the TEBD Chamber Academy, mostly about my colleagues*" *issues & challenges, the ways to cooperate and I could also measure the usefulness of the TEBD Project."*



Pinar Baris, Director of Business Development Manager at Izmir CC: *"I have learned how the European chambers are dealing with Green Deal process, how they are preparing their members to the new situation and also have the chance to discuss possibilities of cooperation between our chambers."*



Audits



* Acquis Audit

- Agri-food Products
- Industrial Products covered by "CE-Marking"
- Sustainable Production and Trade
- Solvency Audit
- Energy Efficiency Audit



TURKEY-EU BUSINESS DIALOGUE

TEBD

Turkey- EU Chamber Partnerships

- Mardin CCI Granada CCI
- Edirne Commodity Exchange Yambol CCI
- Eskisehir CI Auvergne Rhône Alpes CCI
- Cerkezkoy CCI Drama CCI
- Afyonkarahisar CCI Varna CCI
- Samsun CCI Czech CCI
- Istanbul CI Paris CCI
- Konya CI Chemnitz CCI
- Giresun Commodity Exc. Torino CCI

etc.

Chamber Partnerships

19 Chamber Partnerships

- Turkish Chamber and EU Chamber
- Duration of between 10 and 15 months
- Grant of up to €150,000



TEBD Team

- General Coordination and Monitoring of the projects
- Support for the successful implementation





Chamber Partnerships

Suspension & Extension

REF NO.	Legal Name of the Lead Applicant	Project Title	Duration	New Duration
TR2015/DG/01/A6-02/003	Mardin CCI	Mardin Chamber of Commerce and Industry (CCIM) Increases Its Capacity in Cooperation With Its Counterpart in Granada (CCIG)	12	22
TR2015/DG/01/A6-02/004	Edime Commodity Exchange	Knowledge Is Power	14	17
TR2015/DG/01/A6-02/008	Eskişehir Cl	Develop SMEs and Clusters By International Networking	15	25
TR2015/DG/01/A6-02/011	Çerkezköy CCI	Improving European Dialogue for Business	12	12
TR2015/DG/01/A6-02/012	Afyonkarahisar CCI	SME Hospital and European Network	15	16
TR2015/DG/01/A6-02/016	Samsun CCI	Strengthen of EU-Turkey Business Bridges Through More Cooperation and Comprehension of EU	15	26
TR2015/DG/01/A6-02/019	Bursa CCI	Finding Opportunities & Building Bridges In The Automotive Industry Between Turkey and The EU	12	18
TR2015/DG/01/A6-02/020	İstanbul CC	Twinning for Digitalization	15	22
TR2015/DG/01/A6-02/022	Ankara Cl	Fostering SMEs' Growth By Transfer of Expertise Between Spanish and Turkish Chambers : SMEs' Observatory	15	21
TR2015/DG/01/A6-02/024	Konya CC	Business Service Center	15	18





Chamber Partnerships

TR2015/DG/01/A6-02/035	Giresun Commodity Exchange	Increase of Hazelnut Added Value in Giresun by Increasing The Collaboration of The Chambers	12	18
TR2015/DG/01/A6-02/038	Kars Commodity Exchange	Accreditation Guidance to Kars CE and Provision of Cheese Production Variety	12	28
TR2015/DG/01/A6-02/043	İstanbul Cl	Transfer of Best Practices Through Structural Dialogue for Capacity Development in The Fields of Digitalisation and Industry-University Collaboration and Internationalisation	15	18
TR2015/DG/01/A6-02/047	Gaziantep CC	Supporting EU-Turkey Trade Integration (SETTI)	15	15
TR2015/DG/01/A6-02/073	Kocaeli Cl	Developing A New Service for Turkish Chambers on Coaching Companies on Energy Efficiency	12	18
TR2015/DG/01/A6-02/077	Uşak CCI	Mediterranean Business Dialogue for SME Coaching and International Trade	15	18
TR2015/DG/01/A6-02/081	Trabzon CCI	Intereuropean Concept Innovation Network	15	21
TR2015/DG/01/A6-02/092	Artvin CCI	Increase Your Opportunities of Networking Though Strengthened Digital Information Management System	15	23
TR2015/DG/01/A6-02/096	Small And Medium Sized Industry Chamber Of Piraeus	Strengthening The Civil Society & Business Networking of Female Entrepreneurs and Exchange of Experience (Euro- FEM)	15	22









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Türkiye – EU Business Dialogue *Final Conference* Istanbul 23-24 January 2023

THANK YOU

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