

EU-TURKEY GLOBAL BUSINESS BRIDGES 2013

BUSINESS NETWORKING AND MATCHMAKINGS

21.03.2013

INVITATION FOR EVENTS IN MAY AND JUNE 2013



This project is co-financed by the European Union and the Republic of Turkey

The initiative

The **EU Delegation to Turkey** has launched an initiative entitled EU-Turkey Global Business Bridges in partnership with the **Ministry of Economy of Turkey** and the **Union of Chambers and Commodity Exchanges of Turkey (TOBB)**, also co-operating with **EUROCHAMBRES**. The initiative aims at facilitating trade and investment partnerships between EU and Turkish companies in third countries. The pilot stage of this trilateral initiative covers Egypt, Tunisia and the Palestinian economy. The initiative was supported by a research study carried out by the Ankara-based think tank organisation TEPAV and the Barcelona-based IEMED Institute. The study helped identifying synergies, value chains and sectors where trilateral co-operation can be successful. The study can be downloaded at: [http://www.tepav.org.tr/upload/files/13560138274.Global Business Bridges Initiative Feasibility Study for Supporting Business Complementarities.pdf](http://www.tepav.org.tr/upload/files/13560138274.Global%20Business%20Bridges%20Initiative%20Feasibility%20Study%20for%20Supporting%20Business%20Complementarities.pdf).

The partners of the initiative in the third countries are: **FEDCOC** for Egypt (<http://www.fedcoc.org.eg>), **CONECT** (<http://www.conect.org.tn/>) and **APII** (<http://www.tunisianindustry.nat.tn/en/home.asp>) in Tunisia and **FPCCIA** (www.pal-chambers.org) for the Palestinian economy.

Company interest and participation in recent events

The initiative collected a good level of interest in the initial circulation of the company invitations between November 2012 and January 2013. As of February 2013, a total of 267 companies applied and registered in the company database with some participation from the selected third countries (for Catalogue I, the database of predominantly EU and Turkish companies, please see http://gbbi2013.eu/downloads/gbbi_catalogue.pdf). The breakdown of EU and Turkish companies willing to invest and trade jointly in Egypt, Tunisia and the Palestinian economy, was as follows: 161 Turkish companies and 106 EU companies from 17 Member States. The overwhelming majority of these companies are small and medium-sized enterprises.

The first business networking and matchmaking events under the initiative took place in Turkey: **in Mersin on 7-8 February 2013** for the transportation and logistics sector and **in Antalya** for 6 other sectors on **21-22 February 2013**.



The Mersin event on transportation and logistics was attended by 51 companies with the following breakdown: 19 Turkish companies, 25 Egyptian companies and 7 EU-Turkish joint ventures.

About 122 companies participated in the Antalya event encompassing other sectors with the attendance of 139 business people. The company breakdown in terms of country of origin was as follows: 42 EU companies coming from 10 different Member States, 10 EU-Turkish joint ventures representing the investments of 6 different Member States in Turkey, 56 Turkish companies 11 from Egypt, and some companies from Tunisia and Palestine. The attending companies had on average 7 business networking meetings in 1.5 days with some promising matchmakings results. The list of participants is available at this link: <http://gbbi2013.eu/antalya>. Hence, in total, **both events attracted 173 companies**.

Upcoming events in Alexandria and Tunis

The tripartite business networking and matchmaking events will continue in Alexandria, Egypt on 26-27 May 2013 and on 11-12 June 2013 in Tunis, Tunisia. The interest for the Palestinian economy and companies will also be covered in the Alexandria event.

Sectors and value chains identified for business co-operation for Egypt, Tunisia and Palestine are given below.

 Alexandria, 26-27 May 2013 Sectors/value chains for Egypt: <ul style="list-style-type: none">• Renewable Energies• Construction• Food and Beverages• Retail and Franchise• Transportation and Logistics <p>The Palestinian companies are expected to participate in the food and beverages, construction and retail and franchise sectors. There may also be a focus on tourism, textiles and ICT depending on the participating company profiles.</p>	 Tunis, 11-12 June 2013 Sectors/value chains for Tunisia: <ul style="list-style-type: none">• Renewable Energies• Food and Beverages• Electro-mechanical field and ICT• Tourism <p>The Tunisia event is followed by an Investment Forum organised by FIPA on 13-14 June 2013. Participants in the Tunisia event can benefit from that Forum by separately applying to FIPA: http://www.investintunisia.tn</p>
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For more details on the different sectors in these countries, please consult the company documents used for the Antalya event: <http://gbbi2013.eu/antalya>

How to apply

EU companies can apply to Mr. Claus D. Hagenhoff • ITM International Trade Marketing GmbH • PO Box 1320 D-61364 Friedrichsdorf, Mobile: (+49-172) 670 10 70 • Fax: (+49 6172) 7572-99 • E-Mail: ch@itm-online.de • skype cdhagenhoff

Turkish companies can apply through the TOBB's website:
<http://businessbridges.tobb.org.tr>; email: gbii@tobb.org.tr; Phone: (+90 312) 218 24 38 & 218 24 36)

Application form is attached. **If you are one of those companies who have already applied and registered in the system**, please submit your renewed interest for Alexandria and/or Tunis events through the above channels without needing to fill an application form.

The deadline for applications is **30 April 2013**.

Logistics and event organisation

For all your logistics and event organisation inquiries, please consult www.gbbi2013.eu as of early May 2013 or contact Ms. Monika JETZIN, Trivent Conference Office, Phone: +36-1-3711333, Mobile: +36-209-856424, e-mail: trivent@trivent.hu.



DFC



EU – Turkey Global Business Bridge Building Initiative

Application Form for Enterprises from EU

Please tick one or both: 26.-27.May 2013 Alexandria, Egypt 11.-12.June 2013 Tunis, Tunisia

Please return to: ITM GmbH, Fax (+49) 6172-7572-99, E-Mail ch@itm-online.de or mail to:

ITM International Trade Marketing GmbH
Mr. Claus D. Hagenhoff
P.O. Box 1320
D-61381 Friedrichsdorf - Germany

Name _____

Position / Title : _____

Company / Institution Name : _____

Address : _____

Town, Postal Code, Country: _____

Phone, Fax, Mobile: _____

E-Mail, www : _____

1. Your products, activity, service – please send your company profile _____

2. Your core competencies _____

3. Size of your company: Turnover in 2011: ≤ 2 M. € , > 2 M. € & ≤ 10 M. € , > 10 M. € & ≤ 50 M. € , > 50 M. €

Turnover from overseas operations and exports ____%. Languages spoken: English , French , Turkish , Arabic ,

Number of Employees : < 10 , $10 - 49$, $50 - 249$, ≥ 250 Other Language _____

4. International activities at present _____

Do you have existing partnerships in Turkey Egypt Tunisia the Palestinian Territories , No (If yes, pls. specify)

5. Objectives & fields of interest in Turkey , Egypt , Tunisia , The Palestinian Territories _____

5.1. Trade , 5.2. Subcontracting / outsourcing , 5.3. Production , 5.4. Investment , 5.5. Logistics

5.6. other, please specify _____

6. Expectations from prospective partner(s) _____

7. Desired Business Contacts (pls. tick box): Client , Dealer , Agent , Representative , Distributor , Supplier , Management / marketing consultant , Legal consultant , Technical consultant , Strategic partner , Project partner , Joint-venture (JV) partner , Investor , Logistics provider , Facilities manager , Project developer , Engineering firm , Design firm , Other _____

8. If you like to get additional information beforehand, please specify: _____

Please return this form before 30.04.2013 in order to give the organizer sufficient time for partner research. Thank you.

Date

Stamp / Signature

EU – Turkey Global Business Bridge Building Initiative

Application Form for Enterprises from Turkey

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Name _____
Position / Title : _____
Company / Institution Name : _____
Address : _____
Town, Postal Code, Country: _____
Phone, Fax, Mobile: _____
E-Mail, www : _____

Membership in TOBB TÜSIAD , TÜMSIAD , TUSKON , TIM , MÜSIAD , Other pls. specify _____

1. Your products, activity, service – please send your company profile _____

2. Your core competencies _____

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