

Successful cases of cooperation between Turkish and Japanese companies

**Mitsubishi Corporation Istanbul Main Branch
GM for Turkey, Kazuo Inada
(Chairperson of the Japanese Society of Istanbul)**

Introduction of Mitsubishi Corporation

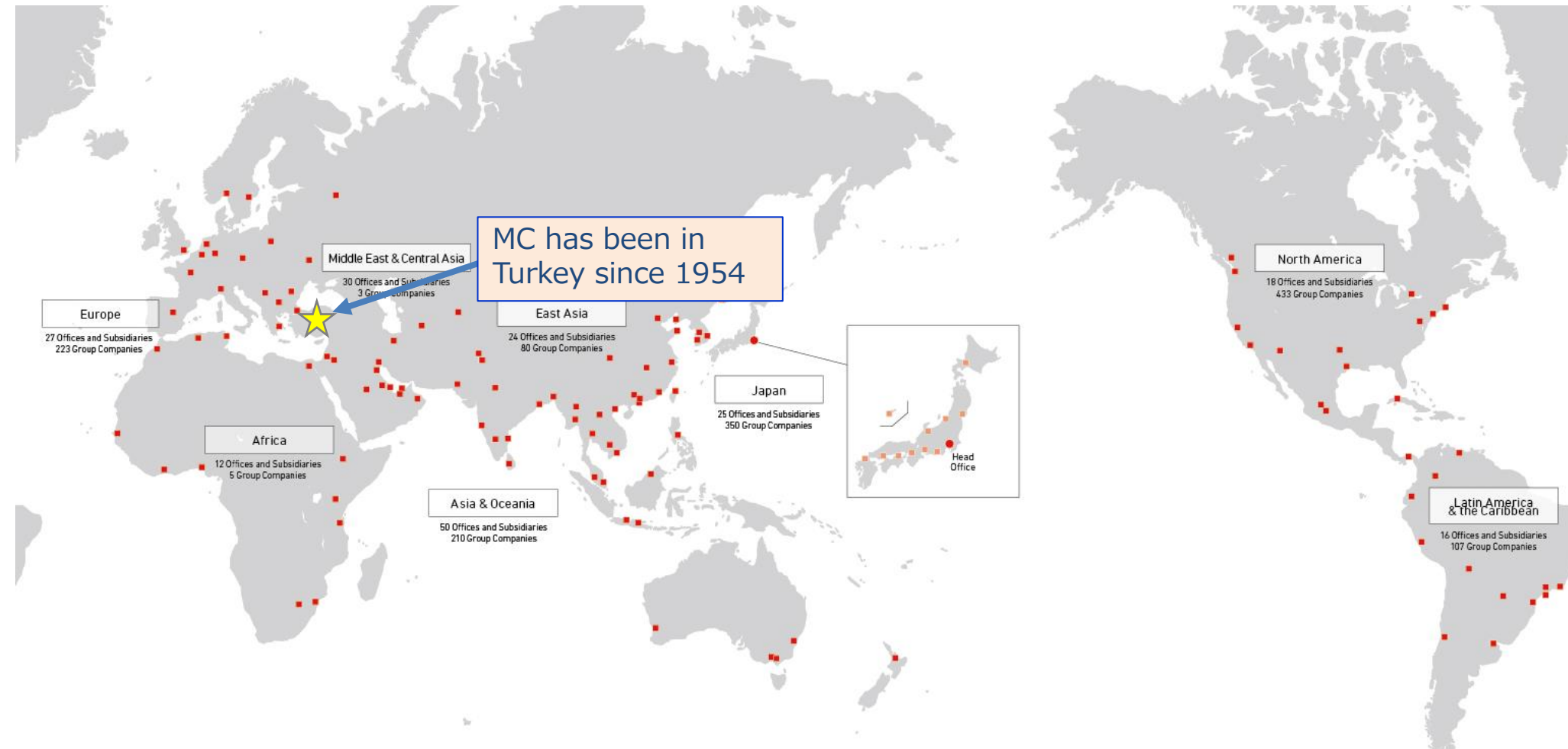
Establishment: July 1, 1954

Number of employees: 6,129 (77,476 with consolidated companies)

Number of overseas MC offices: 171

Number of consolidated companies: 1,454

Profit for 2018: 5.4billion USD (IFRS/consolidated)



Introduction of Mitsubishi Corporation



Natural Gas



Industrial Materials



Petroleum &
Chemicals



Mineral Resources



Industrial
Infrastructure



Automotive &
Mobility



Food Industry



Consumer Industry



Power Solution



Urban
Development



Mitsubishi Corporation's Activities in Turkey

We have been developing businesses in various industries include investments and business management in Turkey for more than 60 years.

Global Environment Business Development Group

- Çalık Enerji
- Power Plant
- Infrastructure
- Water



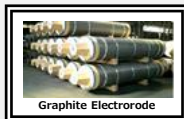
Industrial Finance, Logistics & Development Group

- Intercity
- Aircraft leasing



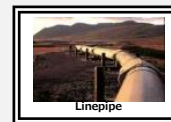
Energy Business Group

- Graphite Electrode
- Crude Oil



Metals Group

- Steel Products
- Oil/Gas/Water linepipes



Machinery Group

- Industrial Plant
- Elevators
- Ships
- Automobiles
- Construction Machineries



Chemical Group

- Plastics
- Commodity Products
- Coating Chemicals



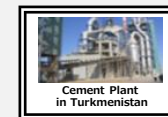
Living Essentials Group

- Diaper
- Food (Tuna)
- Tires



Activities in Surrounding Countries

- Power Plant
- Cement Plant
- Fertilizer Plant



CSR Activities

- Donation
- Sponsorship



JBIC and Mitsubishi Corporation

Mitsubishi Corporation has strong relationship and many collaboration with JBIC.

Loan (past 7 years)

More than **14,000** mil USD

Investment (past 7 years)

More than **360** mil USD

Buyer's Credit (past 5 years)

More than **1,000** mil USD



Chili/Anglo American
Sur Copper Mine
(2,695 mil USD)



Qatar/Facility D
Desalination Project
(1,300 mil USD)



Australia/Wheat Stone
LNG Project
(1,930 mil USD)



Indonesia/Donggi
Senoro LNG Project
(760 mil USD)

Presence of Japanese entities in Turkey

■ Governmental organizations

- Embassy of Japan (Ankara)
- Consulate General (Istanbul)
- JBIC (to be opened in Istanbul)
- JICA (Ankara)
- JETRO (Istanbul)

■ Private sector

There are about 250 private entities (at the end of 2018).

- Due to the strong domestic demand, the number of companies which establish sales hubs in Turkey as well as manufacturing / exporting companies is increasing.
- Taking advantage of Turkey's geographic location, some Japanese companies establish branches/representative offices/subsidiaries in Turkey to cover Europe, Central Asia, Middle East and Africa.

Advantages of Japanese companies to collaborate with Turkish companies



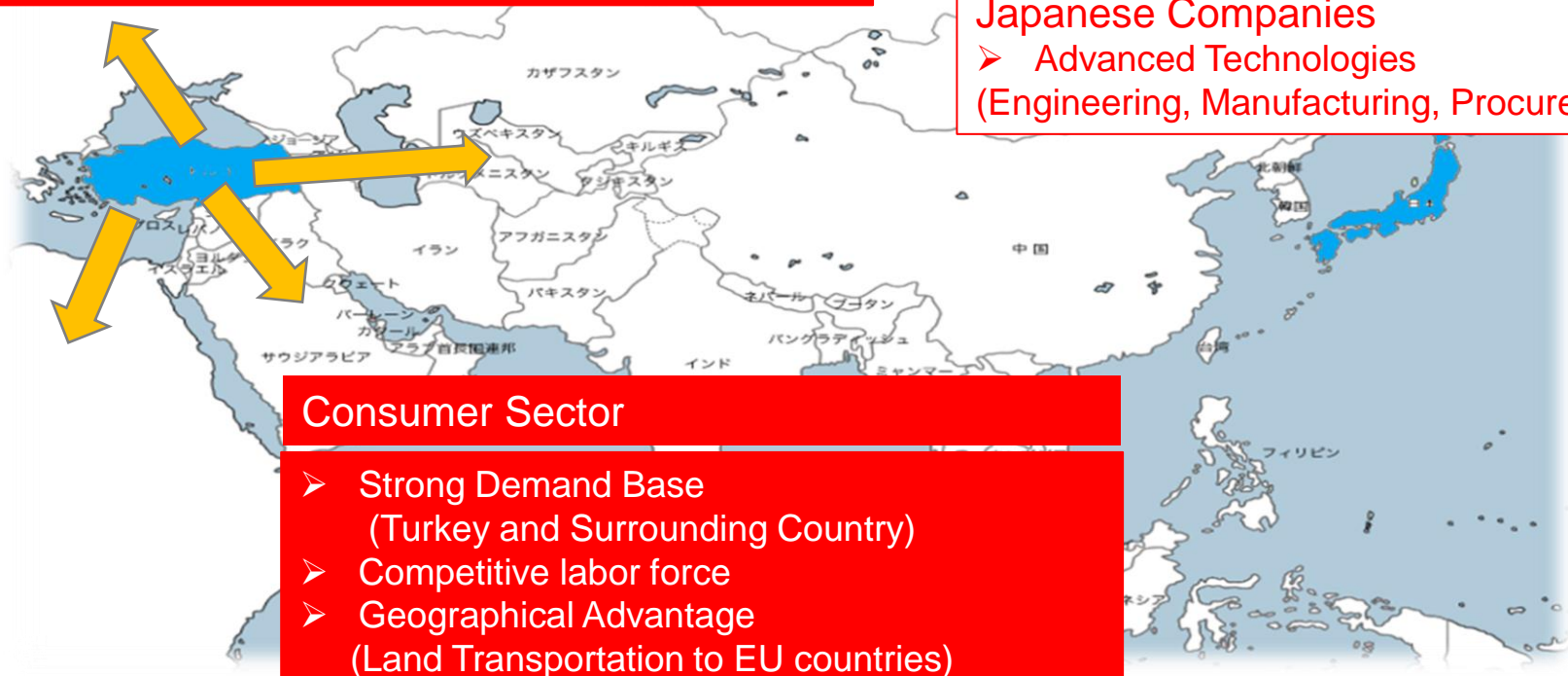
Infrastructure Sector

- Construction Execution Capability
- Flexible and Speedy Decision Making
- Overseas Expansion Ability



Japanese Companies

- Advanced Technologies
(Engineering, Manufacturing, Procurement)



Consumer Sector

- Strong Demand Base
(Turkey and Surrounding Country)
- Competitive labor force
- Geographical Advantage
(Land Transportation to EU countries)

Win-Win Relationship (High Competitiveness)

Advantages of partnering with Japanese companies from the perspective of Turkish companies

Financing (JBIC Finance, JICA Fund):



Know-How & Experience:



Japanese Technologies:



Brand:

Teşekkür ederim!

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