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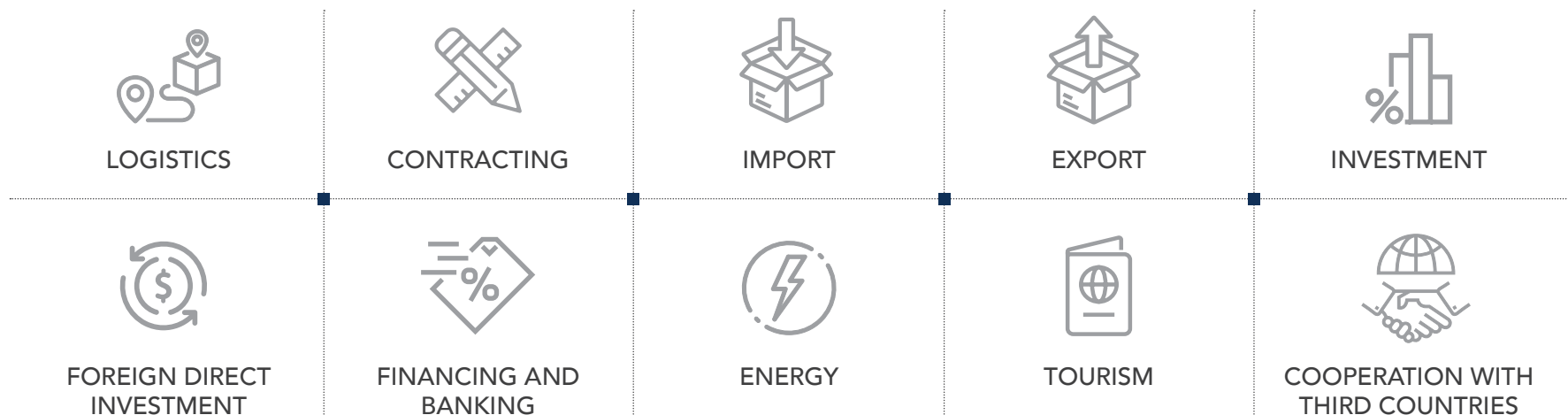


## AREA OF ACTIVITY

### “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

- Steers the business diplomacy developments on a regional and global level, through cooperation between the public sector, the civil society and the private sector,
- Achieves macroeconomic stability,
- Becomes globally competitive with leading entrepreneurs and brands,
- Capable of producing high technology,
- Innovative,
- One of the world's foremost investment, finance and R&D centers,
- Applies modern standards in all areas.

### MISSION

- To help companies deepen their current market presence and to access new markets,
- To formulate and implement strategies, information and policies on foreign economic relations,
- To carry out activities intended to attract direct foreign investments to Türkiye,
- To help private sector broaden its national, regional and global interaction networks,
- To carry out activities that support public diplomacy and contribute to the development of bilateral and multilateral social relationships,
- To represent the Turkish business community in international and multinational organizations, and to advocate for the country on international platforms.



## 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 Hisarcıklioğlu**  
Vice President



**Mustafa Gültepe**  
Vice President



**Mahmut Asmalı**  
Vice President



**Erdal Eren**  
Vice President



**Berna Gözbaşı**  
Treasurer



**Çetin Nuhoğlu**  
Member



**Mesut Acar**  
Member



**M. Ali Yalçındağ**  
Member



**Murat Kolbaşı**  
Member



**Ümit Kiler**  
Member



**Zeynep Bodur Okyay**  
Member



**Fuat Tosyalı**  
Member



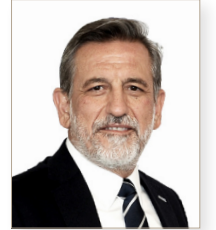
**Ayşem Sargın**  
Member



**Baran Çelik**  
Member



**Firuz Bağlıkaya**  
Member



**İbrahim Burkay**  
Member

## BOARD OF DIRECTORS



**Şekib Avdagiç**  
Member



**Ümit Leblebici**  
Member



**Yaşar Doğan**  
Member



**Ali Kibar**  
Member



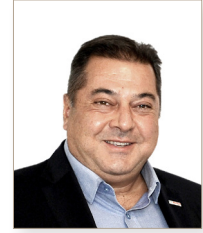
**Cengiz Özdemir**  
Member



**Ebru Özdemir**  
Member



**Fatih Gürsoy**  
Member



**Steven Young**  
Member



**Ahmet Çalık**  
Member



**Ahmet Nazif Zorlu**  
Member



**Başar Arıoğlu**  
Member



**Cemal Kalyoncu**  
Member



**Cüneyd Zapsu**  
Member



**Gazi Yiğitbaşı**  
Member



**Tuncay Özilhan**  
Member



**Vahap Küçük**  
Member



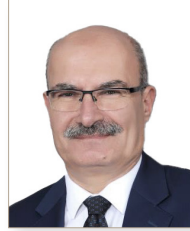
**Muzaffer Çilek**  
Member



**Osman Aksoy**  
Member



## BOARD OF AUDITORS



**Gürsel Baran**  
President



**Latif Aral Alish**  
Member



**Mahmut Özgener**  
Member



**Z. Altan Elmas**  
Member



**Mehmet Koç**  
Member

## FOUNDING INSTITUTIONS



MAIN FOUNDING  
INSTITUTIONS

4



CHAMBER OF COMMERCE  
AND INDUSTRY

23



EXPORTERS'  
ASSOCIATION

27



ASSOCIATIONS/  
FOUNDATIONS/UNIONS

45



TOTAL NUMBER OF  
FOUNDING INSTITUTIONS

99



## ECOSYSTEM







## DEİK IN NUMBERS

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



## DEIK IN NUMBERS 2022



TOTAL NUMBER  
OF EVENTS

**1802**



OFFICIAL VISITS (VISITS  
ATTENDED BY  
THE PRESIDENT)

**7**



MEETINGS WITH VISITING  
PRESIDENTS

**7**



VISITS ATTENDED BY OUR  
MINISTERS

**8**



MEETINGS ATTENDED BY  
MINISTERS

**105**



MEETINGS ATTENDED BY  
AMBASSADORS

**702**



BUSINESS COUNCIL  
DELEGATION VISIT

**29**



WEBINARS AND  
SEMINARS

**75**



BUSINESS FORUM AND  
ROUNDTABLE MEETING

**83**



EXECUTIVE BOARD  
MEETINGS

**381**





## 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

**143**



SECTORAL BUSINESS  
COUNCILS

**6**



SPECIAL-PURPOSE  
BUSINESS COUNCILS

**2**



TOTAL NUMBER OF  
BUSINESS COUNCILS

**151**

## 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

**37** TÜRKİYE-EUROPE  
BUSINESS COUNCILS

**13** TÜRKİYE-EURASIA  
BUSINESS COUNCILS

**13** TÜRKİYE-MIDDLE EASTERN AND GULF  
BUSINESS COUNCILS

**19** TÜRKİYE-ASIA PACIFIC  
BUSINESS COUNCILS

**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

**47** TÜRKİYE-AFRICA  
BUSINESS COUNCILS

**151** 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 143 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 AGENCY 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.

■ Studies are conducted between DEİK and the Presidency for Turks Abroad and Related Communities (YTB) for connecting international students studying in Türkiye and graduates of Türkiye with the Turkish business community.

■ 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 2000 member companies at DEİK and Business Councils. 1816 representatives of our member companies have 2928 Business Council memberships in total. Member companies operate in nearly 20 sectors, in particular Construction-Contracting, Energy, Consultancy, Food and Tourism.





## RELATIONS WITH STAKEHOLDERS

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.



## 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 151 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.

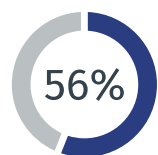
DEİK's Representative Office in Ankara that started operating with the objective of working more rapidly and in full coordination with all public agencies and organizations, diplomatic missions, business community organizations and other non-governmental organizations, in particular public authorities,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



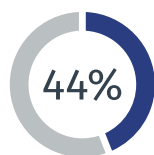
## DEIK EMPLOYEE PROFILES



### GENDER DISTRIBUTION



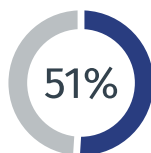
43 MALES



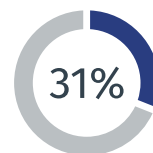
34 FEMALES



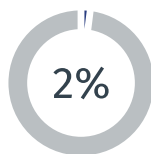
### EDUCATIONAL BACKGROUND



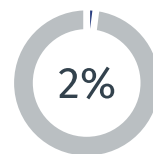
39 BACHELOR'S DEGREES



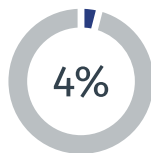
24 MASTER'S DEGREES



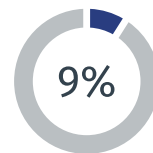
2 DOCTOR'S DEGREES



2 ELEMENTARY SCHOOL GRAD.S



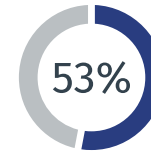
3 ASSOC. DEGREES



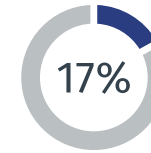
7 HIGH SCHOOL GRAD.S



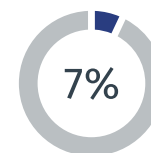
### FOREIGN LANGUAGE



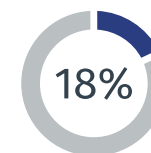
41 ONE FOREIGN LANG.



13 TWO FOREIGN LANG.S



5 THREE(+) FOREIGN LANG.S



18 NO FOREIGN LANGUAGE

#### SPOKEN FOREIGN LANGUAGES:

English, French, German, Spanish, Russian, Arabic, Bosnian



## 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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## PANDEMIC PERIOD

At the onset of the Covid-19 pandemic, we established the “Coronavirus Request and Suggestion Coordination Group” that is open for communication 7/24, to convey the measures to be taken for our business community, their expectations and suggestions to the relevant authorities. We donated TRY 10 million to the “National Solidarity Campaign” initiated by Mr. President.





## NOT SUSPENDING OUR BUSINESSES

In 2020, we continued our business diplomacy efforts, knocking at the doors of digital platforms more than before due to the Covid-19 pandemic outbreak. During our online events, we tracked the business community and trade all around the world, with the participation of our President, Heads of States, Ministries, Ambassadors, Commercial Counsellors and numerous business representatives. In 2020, we scored 2100 events held in the form of virtual business forum, webinar, Interconnected Business Series and Business Council Meetings.



## 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.

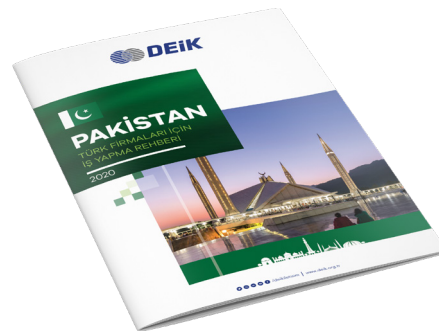


## PUBLICATIONS

### 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



### POSITIONING OF TÜRKİYE ON THE BELT AND ROAD INITIATIVE



### OVERSEAS EXPANSION GUIDE





## PUBLICATIONS

### AFRICAN CONTINENTAL FREE TRADE AREA (AfCFTA)



### BELT AND ROAD INITIATIVE OF CHINA

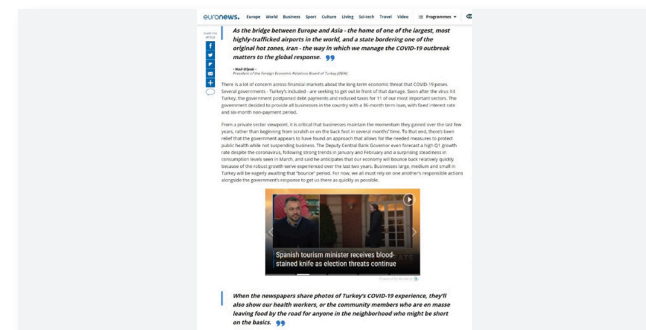


### SUPPORTING TURKISH INDUSTRY TOWARDS GREEN TRANSFORMATION



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









*#BusinessDiplomacy*

**FOREIGN ECONOMIC RELATIONS BOARD**

Huzur Mahallesi, Azerbaycan Caddesi Skyland Sky Office No: 4 B Blok Kat: 21-22  
Seyrantepe 34485 Sarıyer/İstanbul

     /deikiletisim | [www.deik.org.tr](http://www.deik.org.tr)