

Business Dinner with Executive Director of BVMW (Federal Association of Medium-Sized Businesses of Germany) Mr. Markus Jerger

27 October 2021, 19.00

Mr. Markus Jerger (*Markus Yerger*),

On behalf of Foreign Economic Relations Board of Turkey - DEİK, I am delighted to be with you in this working dinner in one of the most beautiful cities in the world, İstanbul.

Foreign Economic Relations Board, DEİK, is a business platform that has been continuing its activities for 36 years in order to enhance all economic relations, between Turkey and the other countries. We continue our works with an understanding of "business diplomacy".

As part of this "business diplomacy" perspective, I firmly believe that today is a significant day for our bilateral economic relations. The MoU that we have signed today is a crucial step to increase our bilateral dialogue and reach 50 \$ billion trade volume target.

There are 147 Business Councils in DEİK, 140 of those are country based Business Councils. We have a strong structure of Business Councils in the world; 45 in Africa, 37 in Europe, 19 in Asia-Pacific, 13 in the Middle East, 13 in Eurasia and 13 in the Americas.

I mean, it is a unique business platform with such a large network. I hope that the German business world will also benefit from this network and experience.

Mr. Jerger (Yerger),

We're all having difficult times due to pandemic that is also changing our whole lives including social and business part to a new direction. And I believe, besides all the other effects of the pandemic such as mask, vaccine and distance, there are some basic points that we all learned or are being forced to learn.

- The first point is the negative impact of globalization which put all of us bounding one or limited supplier that, but now the whole business world is trying to have alternative supply scenarios.
- The second point is, the perception we have for "logistics" has changed, with a shift from being "near or far" to being "accessible". Being accessible has gained much more significance.
- And the last one is, the discussion on Global Supply Chains resilience has become an urgent topic to tackle, putting supply chain to the main center of our lives rather than compatibility or trade mark awareness.

I believe, the winners of this period will be the ones who kept on going with an uninterrupted supply chain and gave enough trust to the counter parts.

In this respect, I want to point out 5 more things that:

- As Turkish business community we had and still having an uninterrupted supply chain from the beginning of the outbreak, so we're eager and we desire to have much more bilateral economic relations including direct investments with Germany.
- As the business community, we always kept saying that we'll put added value to EU and of course to both sides, if we can first update that old fashioned customs union and then have an open path to be able to move towards the full membership criteria of Turkey. As DEİK this is one of our top agendas.
- Another important agenda of DEİK is; two new economic system designs for all of us, Green Deal and Digital Economy. I believe, the idea that lies behind them are not only reflecting the concern on the nature which absolutely we should and not only using or not using digital money, but designing new economy styles. I believe we should have more cooperation in all these aspects.
- Additionally, latest International Energy Agency (IEA) Country Report says that, Turkey has excellent wind and solar energy potential; ranking 5th in Europe and 12th in the world for its installed renewable energy capacities. Turkey is therefore a promising country with regard to launching partnerships and investments in renewable energy. Germany is welcome for that.
- As DEİK, we believe the importance of “partnership with 3rd countries” to have more rooted economic relations. Here, I want to emphasize that, we've been speaking this subject for a while with Germany, France, Japan, USA and Hungary where we already started with one of them in Africa which we believe will lead us for other projects.

With those, I hope and believe that, our good and developing economic cooperation between Turkish and German business communities will grow faster, with the help of this valuable interaction between our institutions.

Thank you for your attention.

Nail OLPAK

President of DEİK