

FCIC-DEİK International Engineering Forum

25 November 2020, 10.00

**Head of Overseas Construction and Engineering Consultancy
Department from Ministry Trade Mr. Murat Nesimođlu,**

Manager of IsDB Mr. Aamir Ghani Mir,

**Chairman of DEİK/International Technical Consulting Business
Council Mr. Munis Özer,**

President of FCIC Mr. Levent Gelgin,

Dear Participants,

Thank you Başak.

Firstly, I wish healthy days for all of us. I think we realized the importance of being healthy more than ever being effected by Covid-19.

I'm glad to meet with you one year later even if it's virtual. And, I would like to greet you all, on behalf of the Foreign Economic Relations Board of Turkey (DEİK), at the FCIC&DEİK International Engineering Forum.

Thanks to our Ministry of Trade for their support; thanks again to DEİK International Technical Consulting Business Council and FCIC (The Federation of Consultants from Islamic Countries) for holding that event;

thanks also to IsDB (Islamic Development Bank) and TürkMMMB (Association of Turkish Consulting Engineers and Architects) for their cooperation and all organizations for their supports to make this event possible.

Also, I would like to say that, as an engineer, it's exciting and pleasing to be at an Engineering Forum.

By the way, yesterday was National Teacher's Day in Turkey. So I'm celebrating all the valuable teachers who help us to come these days with their sacrifices.

We'll bring together virtually the contracting, technical consultancy, engineering and project consultancy sectors with the country representatives participating in our program for 2 days.

I wish the event a great success and all participants' rewarding time.

I would like to continue my speech with some current concepts and DEİK that I'm the President of, instead of statistical data or figures resulting from the analysis. I tried to emphasize these concepts in all programs of our 146 Business Council. Because Covid-19 pandemic caused some concepts to change more in our lives. Let me give some examples.

The first one is, as today, we're doing online meetings because of the current conditions, instead of physical ones like we were doing in the past. But it brings our lives some convenience to our lives. So, digital technologies and artificial intelligence could enter our lives much faster than we thought.

The second is, we were all speaking about Globalization for years where we started to speak about Glocalization lately and it seems we'll concentrate more on that after this pandemic.

As third, it seems, not only our daily habits or style of doing business is moving to some new normal, but also finance sector including Federal Banks role is being effected since they started direct investment support programs which was not so usual so far.

The fourth one is, we've been speaking about Economics of Scale when we're speaking about competition and so on, but now we really realized the problems of bounding to one big supplier.

Finally, we've been speaking about being near or far, being cheap or expensive but, we realized the importance of availability.

And as my comment, we don't exactly know which sectors will be the rising ones although we have some important idea, but the one who secured the supply chain and the built up the real trust to the counterparts will be the winners and the key word will be trust.

In terms of these concepts; I would like to emphasize that market diversity, export, import issues are critical for all of us. As business representatives, we should work harder on these matters. We are not just talking about commerce of products. But there are also investments, contracting and engineering parts of the business.

Technical consultancy services are of utmost importance in the global contracting market. The technical consultancy sector stands out where larger incomes can be obtained with relatively few physical resources. In this respect, the technical consultancy sector produces high added value.

Turkish contractors have signed more than 10,000 projects worth \$ 411 billion in 127 countries since 1972. We are ranked 2nd after China in terms of number of companies in the list of the world's 250 largest international contractors. Also, our Turkish engineering and consultancy companies have carried out more than 1,300 projects worth \$ 1.9 billion abroad in the last 10 years. Although I appreciate it, I believe that we will progress further in this sector.

Dear Participants,

Before ending my speech, let me give brief information about DEİK.

As you already know that, Foreign Economic Relations Board, DEİK, is a business platform that has been continuing its activities on a voluntary based private sector membership for 35 years. And we continue our works with an understanding of “**business diplomacy**”. We have 146 country to country based business councils all over the world.

And our International Technical Consulting Business Council was founded in 2013 carrying on its activities and today is acting under the leadership of Mr. Munis Özer, in order to gather its domestic stakeholders in particular under a single roof and, with the aid of DEİK’s international business network and with the support of our Ministry of Trade, to help improve their corporate capacities in defined target countries. And, we’re mostly working with the member countries of FCIC and IsDB.

I would like to finish my speech with one of the most important Muslim philosopher Al Ghazali’s quote. Ghazali is saying that; “**There is no way to reach the end without mastering the beginning.**”.

I hope we're here to master today's beginning to improve more our cooperation on engineering and construction despite the pandemic.

I wish fruitful Forum that is going to continue until tomorrow.

Thank you for all.

Nail OLPAK

President of DEİK