

# Belgian-Luxembourg Chamber of Commerce in Turkey

“Your trade gateway to Turkey,  
Belgium and Luxembourg”



**Belgian-Luxembourg  
Chamber of Commerce  
in Turkey**

Türk Belçika Lüksemburg  
Ticaret Derneği



**BLCCA**  
Belgian-Luxembourg Chambers  
of Commerce Abroad ACCREDITED

# Who we are

- An **accredited member** of the Federation of Belgian Luxembourg Chambers of Commerce
- Reliable one-stop address for successfully conducted business in Turkey since **1926**
- Has **156 members**



## Certificate of Accreditation

*The Federation of Belgian Chambers of Commerce and the Chamber of Commerce of the Grand Duchy of Luxembourg have the pleasure to grant the status of Accredited Chamber to the*

**Belgian-Luxembourg Chamber of Commerce in Turkey**



*for the period 2020-2021.*

*The quality label of Accredited Chamber was first awarded to the Belgian-Luxembourg Chamber of Commerce in Turkey on 19/03/2007.*

*By accepting the standards laid down in the Accreditation Programme, the Chamber commits itself to striving for excellence in promoting the commercial and economic interests of Luxembourg, Belgium and its Regions.*

  
Jacques Glorieux  
President  
of the Accreditation Board

  
René Branders  
President of the Federation  
of Belgian Chambers of Commerce

  
Carlo Thelen  
Director General of the Chamber of Commerce of  
the Grand Duchy of Luxembourg

# How we can help



## MATCHMAKING

To make it abroad you need a business partner: an agent, a distributor, a supplier, an importer, a customs agent...

The Belgian-Luxembourg Chamber of Commerce in Turkey maintains an extensive network to help you get in touch with potential partners

### BLCCT Services:

- Connects matchmaking platform
- Trade missions
- Networking events

Access new markets

Become a member and let us help develop your business abroad

## PRACTICAL SUPPORT

Your job is to explore the market, to find new opportunities, to sell. The BLCCT can help you stay focus on your job and make your trip abroad a lot easier, because we know the country and its customs.

### BLCCT Services:

- Assistance with visa procedures
- Support during business trips
- Business centre facilities
- Domiciliation services



## KNOWLEDGE SHARING

What are the normal payment conditions? How does this new environmental legislation impact my business? How can I protect my intellectual property rights? Can I discuss politics with my business partner? Being successful abroad starts with a good understanding of the local political, economic, social and cultural environment. The BLCCT can help you in many ways.

### BLCCT Services:

- Information and advice
- Seminars and workshops
- Cultural training

Strengthen your presence abroad

## VISIBILITY

The BLCCT can help you to increase the reputation of your company and to make your company more visible.

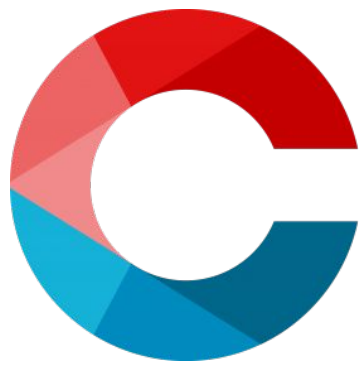
### BLCCT Services:

- Newsletter, website, social media posts
- Sponsorships



Belgian-Luxembourg  
Chamber of Commerce  
in Turkey  
TSA & Belux Chamber  
Trade Group

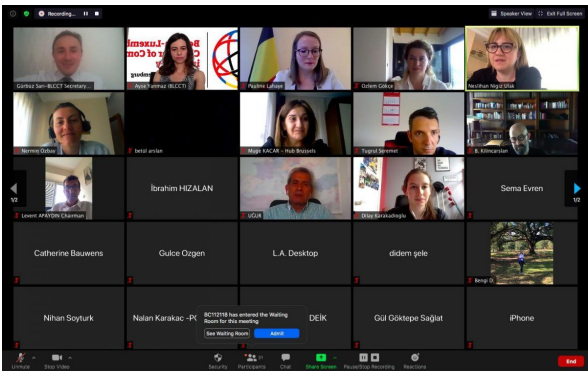




# CONNECTS

- An **online business matchmaking** platform that allows you to get in direct contact with members of various Chambers of Commerce worldwide
- Help your company to survive and leverage your business activities during and beyond the COVID 19 crisis by:
  - \* Helping your company to continue buying, selling and connecting
  - \* Providing your company with a larger pool of trusted companies to do business with
  - \* Helping your company reach out to Chambers for local knowledge and personal introductions

# OUR EVENTS & WEBINARS



# Business Climate in Turkey

- among the founding members of the **OECD** and the **G-20**
- negotiating its accession to the **European Union (EU)** as a candidate state
- while being a charter member of the UN, an early member of **NATO**, the **IMF**, and the **World Bank**.



# Business Climate in Turkey

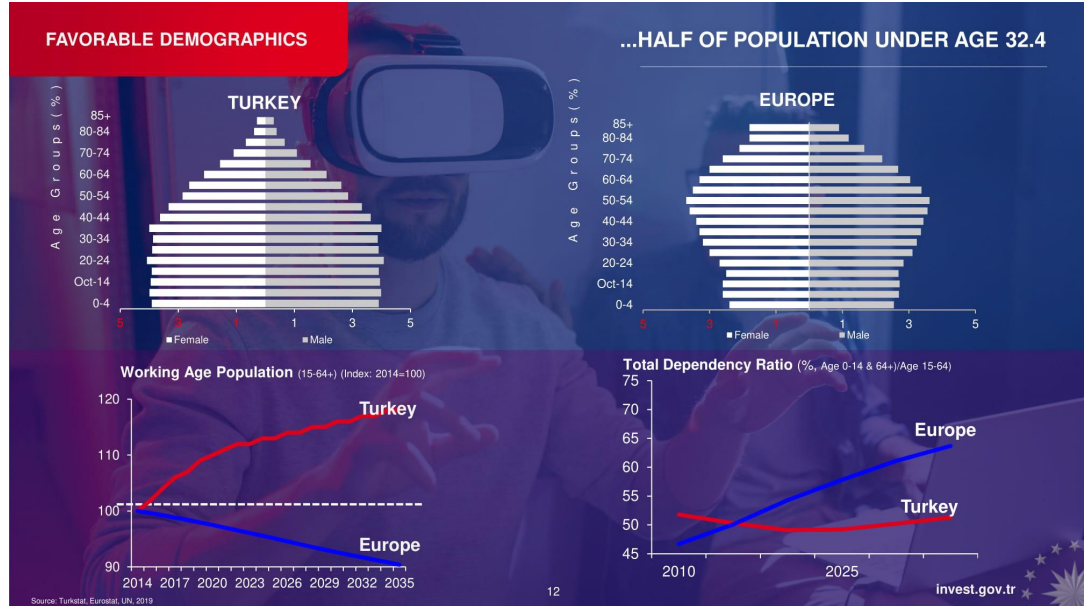
- 13th largest economy in the world
- Strategic location





# Business Climate in Turkey

- Favorable demographics
- Skilled workforce with cost advantage



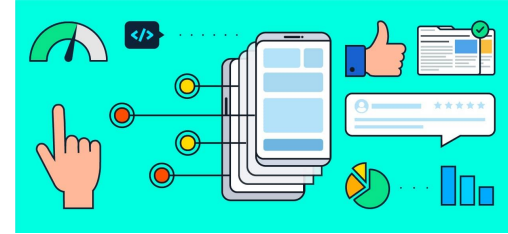
Source: The Investment Office of the Presidency of the Republic of Turkey





# Business Services Sector

- Engineering and architectural consulting
- Technical testing
- Call centers
- Knowledge-based services



# Defence and Security Sector

- Turkey is one of the world's largest defence and security equipment importers
- The Turkish security sector represents a significant market for the Luxembourg industry including cyber, energy, nuclear, airports and disaster relief



# Energy and Renewables Sector

- The Turkish Electricity Transmission Company estimates that Turkey's demand for electricity will increase at an annual rate of 6% between 2009 and 2023. For Turkey to meet its energy demand, significant investments are necessary in the energy sector, estimated around US \$130 billion by 2023.
- Turkey also has significant interest in **renewable energy**. By 2023, the government wants 30% of Turkey's energy to be generated from renewable sources.



# Financial Services and Banking Sector

- Under close regulatory supervision, Turkish financial institutions boast healthy financial ratios and bright growth prospects.
- Turkish banks are regarded as some of the safest in the world.
- Technology is widely used and Turkish internet and telephone banking systems are some of the most advanced in the world.
- Due to the young demographics of the country, consumer banking is important and developed. Turkish banks and other financial professional services institutions are open and used to collaborating with foreign firms.

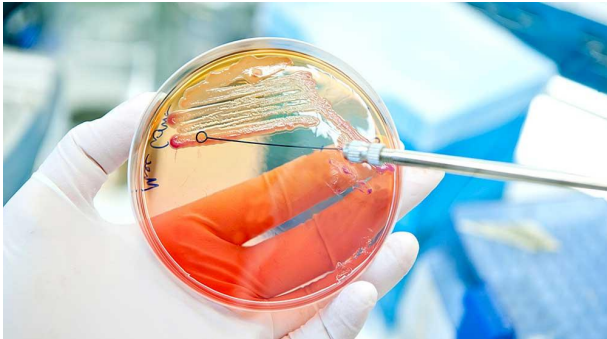


Opportunities for Luxembourg investors/companies in: **Infrastructure finance, asset management, private pension schemes, Islamic finance**

# Healthcare and Life Sciences Sector

Opportunities can be found in the following areas:

- The privatisation and transformation of the healthcare system, establishment of new healthcare facilities under the PPP model and on-going hospital projects of the Ministry of Health, offer significant opportunities for foreign exports and investment
- EU harmonisation of standards, part of the overall sector modernisation, will reduce the specific barriers to entry to the Turkish market. This will make those operating in other EU and international markets much more easily able to sell to Turkey-demographic factors, including an increasing population and longer life expectancy, will boost demand for healthcare in Turkey-introduction of universal health insurance coverage



# ICT and Telecommunications Sector

- **Information society strategy:** email-KEP, e-Visa and e-Passport...
- The young population of Turkey continues to drive sales of PCs, cell phones, consumer electronics, and cellular voice and data services.
- There are researches which indicate that in Europe, people look at their smartphones 48 times a day. In Turkey, this number rises to 78 according to research by Deloitte. 78 times a day means that Turkish people check their phones every 13 minutes.





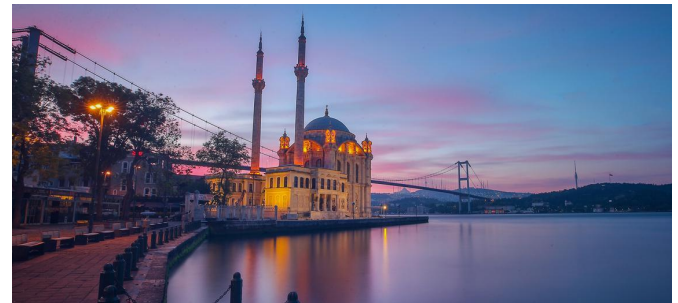
# Infrastructure, construction and design sector

- The Turkish Government's 2023 Vision and planned expenditure will mean that Luxembourg firms with expertise in **creative and technical services** with good networking skills will get a chance to take part in the high-growth areas of service-related business, such as **sustainable construction-related consultancy, urban regeneration, engineering and design**.



# Tourism Sector

- The sixth most popular tourist destination in the world
- The tourism sector has set annual targets of 50 million tourist arrivals and revenues of US \$50 billion by 2023



# Thank you!

Contact with us via :

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