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## Istituto nazionale per il Commercio Estero

**TURCHIA : PROSPETTIVE ECONOMICHE ZONE  
ECONOMICHE SPECIALI E OPPORTUNITA'  
D'INVESTIMENTO**

**Roma, 8 marzo 2006 ore 14.30  
ICE Roma - Sala Pirelli  
Via Liszt 21 – Roma (Eur)**

In occasione della Visita di Stato del Ministro dell'Industria e del Commercio turco, Ali Coskun, l'Istituto nazionale per il Commercio Estero, in collaborazione con il Ministero delle Attività Produttive, realizzerà il prossimo 8 marzo 2006 presso la Sede centrale dell'ICE di Roma, Sala Pirelli – via Liszt 21 – Roma (Eur), un Workshop dedicato alla presentazione di alcune regioni turche e delle zone economiche speciali ad esse afferenti, sottolineando in particolare le possibilità e le opportunità di investimento e di collaborazione.

L'evento, nato anche con l'intento di continuare il processo già avviato durante la visita dello scorso novembre in Turchia del Presidente Ciampi (con 300 operatori italiani al seguito), vedrà la partecipazione del Ministro Turco dell'Industria e del Commercio Ali Coskun e del Ministro delle Attività Produttive, On. Claudio Scajola.

La delegazione turca sarà composta oltre che dal Ministro, dai rappresentanti delle Camere di Commercio e dell'Industria più importanti del Paese, nonché dai rappresentanti della Regione Egea, di Istanbul, Gaziantep, Kayseri, Konya, Denizli, Mersin, e Eskisehir.

I lavori saranno aperti alle 15.00 con i saluti di benvenuto delle autorità italiane e turche ai quali seguiranno gli interventi dei delegati turchi, che illustreranno le peculiarità di alcune regioni turche e delle zone economiche speciali nonché i progetti di sviluppo economico del Paese.

Saranno, inoltre, previsti incontri individuali tra gli imprenditori italiani e i rappresentanti delle regioni turche.

Maggiori informazioni inerenti le regioni e i settori da individuare per gli incontri bilaterali sono disponibili nella scheda di adesione allegata.

Gli incontri saranno organizzati **esclusivamente** per coloro che formuleranno le proprie richieste di collaborazione, relativamente alla regione di interesse, entro e non oltre il 6 marzo 2006.

Il 10 e 11 marzo la visita del Ministro Coskun proseguirà a Bari, dove sono previsti un seminario di presentazione del sistema economico turco e delle opportunità di investimento, con un approfondimento sul settore dei trasporti, dedicato in particolare al settore dei trasporti marittimi, nonché incontri bilaterali tra imprenditori. Per maggiori informazioni sull'evento di Bari è possibile contattare l'Ufficio ICE in loco.

- ICE di Bari: tel. (080) 5351801; Fax: (080) 5351839 email: [bari.bari@ice.it](mailto:bari.bari@ice.it)

La partecipazione all'iniziativa è gratuita.

**Per ulteriori informazioni e per aderire all'evento che avrà luogo a Roma l'8 marzo** si prega di inviare l'allegato modulo di adesione, entro e non oltre il 6 marzo 2006, a:

Sig.ra Laura Testaguzza  
Tel. +39.06.59926706  
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Area Collaborazione Industriale e Rapporti con gli OO.II  
Il Dirigente  
Federico Balmas

Si allegano:

- bozza del programma del seminario;
- scheda di adesione e le informazioni sulle Regioni Turche

**INFORMATIVA AI SENSI DELL'ARTICOLO 10 DELLA LEGGE N.675/1996**

## **TURCHIA : PROSPETTIVE ECONOMICHE ZONE ECONOMICHE SPECIALI E OPPORTUNITA' D'INVESTIMENTO**

**(Programma aggiornato al 1 Marzo 2006)**

### **MERCOLEDI 8 MARZO, 2006 (ROMA)**

Ore 14.30                      Registrazione dei partecipanti

Ore 15.00-17.00

Saluto di Benvenuto dell' Amb. Umberto Vattani

- Intervento del Ministro Claudio Scajola
- Intervento del Ministro Ali Coskun.

Da parte turca interverranno successivamente:

- Dott.ssa Zeynep Bodur Okyay  
Presidente del Business Council italo-turco - DEIK  
Ogg: Sviluppo nell'economia turca e relazioni economiche bilaterali
- Dott.ssa Berrin Bingöl  
Direttore Generale Capitale Estero  
Sottosegretariato al Tesoro  
Ogg: Miglioramento dell'Ambiente di Investimento
- Dott. Tamer Taşkın  
Membro del Consiglio d'Amministrazione della TOBB e Presidente  
del Consiglio d'Amministrazione di EBSO  
Ogg: Zone di investimento
- Domande e risposte

Ore 17.00 -18.30      Incontri bilaterali tra i rappresentanti delle Camere di Commercio,  
Camere di Industria e operatori italiani.

Registration Form

[PRESENTAZIONE DELLE ZONE  
ECONOMICHE SPECIALI TURCHE  
in  
occasione della visita ufficiale del Ministro Industria  
e Commercio turco]



Sala Pirelli  
Roma, 08 marzo 2006

Completare e re-inviare il form debitamente compilato non oltre il 6 marzo 2006 via email:  
[l.testaguzza@ice.it](mailto:l.testaguzza@ice.it) – Sig.ra Laura Testaguzza, **Area Collaborazione Industriale e Rapporti con gli**  
**OO.II - Via Liszt 21 – I-00144 ROMA tel. +39.06.5992.6706**  
oppure [coop.stage@ice.it](mailto:coop.stage@ice.it) - Dr.ssa Annalisa Zanni **Area Collaborazione Industriale e Rapporti con gli**  
**OO.II - Via Liszt 21 – I-00144 ROMA tel. +39.06.59929823**

## COMPANY DATA

**Company** \_\_\_\_\_

**Division / Department** \_\_\_\_\_

**Address** \_\_\_\_\_

**Telephone** \_\_\_\_\_ **Fax** \_\_\_\_\_

**Web Site** \_\_\_\_\_ **E-mail** \_\_\_\_\_

## YOUR REPRESENTATIVES

| Name | Function | Department | Tel/Fax |
|------|----------|------------|---------|
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|      |          |            |         |

## MAIN ACTIVITY

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Documentation supporting your company technical expertise should be attached whenever available.

## DEFINE YOUR PARTNERSHIP OBJECTIVES

- ☐ **New Projects Development**
- ☐ **Transfer technology or activity to SMEs**
- ☐ **Commercial Partnership**
- ☐ **Financial Partnership**

**INFORMATION ON THE TURKISH REGIONS**  
(Please, select the Region you wish to meet)

| Province<br>(Regions) | Sectors                                                                                                                                                                                                                                                                 | Organized<br>Industrial<br>Zone-OIZ | Free<br>Zone<br>s | Transportation<br>Infrastructure                                                                                                                                                                                                | Manufacturing Costs                         |                                                                                            | Telecom<br>Infrastructur<br>e | Available Lands<br>for Investment                                                                                                                                                 |
|-----------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|-------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------|--------------------------------------------------------------------------------------------|-------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                       |                                                                                                                                                                                                                                                                         |                                     |                   |                                                                                                                                                                                                                                 | Labour<br>Wages<br>(per month)              | Energy<br>Prices                                                                           |                               |                                                                                                                                                                                   |
| Adana                 | Textile, furniture, machine carpets, steel doors, energy cables, fiber optic cables, electrolytic copper wires, telecommunication equipments, battery, accumulator, construction materials, natural stones, mining, food, machine manufacturing, PVC products, karbogaz | Yes                                 | Yes               | - By air, road, sea and railway<br>- International airport is in the center of city, 90km far from Mersin port, 80km far from Isteknderun port, 40km far from Yumurtalık port                                                   | Net wage of unqualified worker: 400-450 YTL | 0,12 YTL/kWh                                                                               | Well-functioning              | - OIZ provides all infrastructure for investor<br>- In Yumurtalık Free Zone, area of 450 hectare and area of 4700 hectare are under state ownership to be presented to investors. |
| Adapazarı             | Automotive, food, textile                                                                                                                                                                                                                                               | Yes                                 | No                | - On the way of the road connecting Istanbul and Ankara<br>- 40 km far from Izmit Cengiz Topel Airport, 150 km far from Istanbul Ataturk Airport, 90 km far from Istanbul Kurtkoy Airport<br>- Karasu Port is being constructed |                                             | - Annual capacity 19billion kwh<br>- Natural gas cycle power plant is largest of the world | Well-functioning              | OIZ-2, OIZ-3 regions as well as 4-5-6-7 OIZ comprises available lands for investors                                                                                               |

|               |                                                                                                                                                                                                                                          |     |     |                                                                                                                                                                                        |                                                                              |                                                                                                               |                  |                                                                                                                                               |
|---------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| Aegean Region | Food-processing, packaging, automotive parts, chemistry, chemical products, mineral fuels, footwear, leather, furniture, murble, cement, ceramics, textile, plastics, machinery, iron-steel, sea vehicles, culture gardening, confection | Yes | Yes | - 5 airports in the region<br>- Railway<br>- Main ports: Izmir Alsancak, Aliaga Nemrut, Dikili, Cesme, Gulluk, Kusadasi                                                                | 600-800 YTL                                                                  | 112,24 YTL-Electric, 340YTL m <sup>3</sup>                                                                    | Well-functioning | OIZ- Aliaga, Tire, Kemal Pasa Techonology Development Zone Aegean Free Zone                                                                   |
| Bursa         | Textile, automotive, automotive parts, machinery, metal articles, food (other manufacturing sectors)                                                                                                                                     | Yes | Yes | - Good road connection<br>- Sea connection to Istanbul<br>- 50 km far from Yenisehir Airport for domestic flights                                                                      | For textile, worker wage: 735 YTL/month<br>For Metal industry& auto: 981 YTL | Prices for industry: 11,98 YKR<br><br>Public bureaus, building site, business: 15,195 YKR<br>House: 12,78 YKR | Well-functioning |                                                                                                                                               |
| Çanakkale     | Food, agriculture, fishing, animal, textile, energy, stones-soil-cement, machinery, mining, plastics, ceramics, furniture                                                                                                                | Yes | No  | - By road, sea<br>- Keper Port<br>- Stol airport<br>- Connection of railway between Bandırma-Balıkesir to Çanakkale is planned                                                         |                                                                              |                                                                                                               |                  | Prices of land per m <sup>2</sup> is 12,5 YTL                                                                                                 |
| Eskişehir     | Machine manufacturing, metal industry, manufacturing based on stones and soil, food, confection, chemistry, plastics, mining, wood products, rubber                                                                                      | Yes | No  | - By road, railway, road, air<br>- 1 civil and 1 military airport (will be arranged to be permanently connected to domestic and international airways)<br>- Fast Train Project between | Gross wage of qualified worker: 668 YTL;<br>unqualified: 607 YTL             | Total electricity consumpti on in 2005 328 million kwh                                                        | Well-functioning | OIZ is the largest of Turkey; 339 firms functioning. Possible to give minimum 10,000m <sup>2</sup> to 2 million m <sup>2</sup> land with good |

|           |                                                      |     |     |                                                                                                                                                                                                                                                                                                                                                                   |                                                      |                                                                                                                             |                  |                                                                                                                                                              |
|-----------|------------------------------------------------------|-----|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
|           |                                                      |     |     | Eskisehir-Ankara expected to be finalized in October 2006 so the distance will be one hour. Eskisher-Istanbul part expected to be completed in 2008                                                                                                                                                                                                               |                                                      |                                                                                                                             |                  | infrastructure. There is Industrial Region within OIZ, those who want to invest in this region can apply to Industry Ministry and benefit from tax subsidies |
| Gaziantep | Machinery, metal, textile, food, plastics, chemistry | Yes | Yes | <ul style="list-style-type: none"> <li>- Renovation of international airport continues, airport is 20 km far from city center</li> <li>- Motorway between Gaziantep-Adana-Ankara</li> <li>- 137 km far from Iskenderun port, 275 km far from Mersin port</li> <li>- Close to Syria and Iraq</li> <li>- Railway to Adana-Istanbul-Ankara, Halep, Bagdat</li> </ul> | 450 YTL                                              | In the OIZ-1 and OIZ-3, 30 million kwh and in OIZ-2, 45 million kwh electricity used per month                              | Well-functioning | 4 <sup>th</sup> and 5 <sup>th</sup> OIZ are being constructed. Provides good opportunities for investors                                                     |
| Istanbul  | All sectors except agriculture and animals           | Yes | Yes | <ul style="list-style-type: none"> <li>- Turkey's most important and the largest air and sea port</li> <li>- Well-functioning air, sea, rail, road connections</li> </ul>                                                                                                                                                                                         | Qualified: 700-1,500 YTL<br>Unqualified: 531-700 YTL | Prices same with country general; for companies having industry register document receive 20% discount<br>Total electricity | Well-functioning | Lack of land is problem due to geography and population                                                                                                      |

|                 |                                                                                                                                                                                                                               |     |     |                                                                                                       |                                                                                                                               |                                                                                                |                  |                                                                                                                                                           |
|-----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|-------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|
|                 |                                                                                                                                                                                                                               |     |     |                                                                                                       |                                                                                                                               | consumption<br>on 20<br>million<br>kwh                                                         |                  |                                                                                                                                                           |
| Izmir           | Oil and chemistry products, metal, textile, machinery, automotive, food, tobacco, industry based on soil, construction, textile-confection, wood- furniture, chemistry-plastics, agriculture                                  | Yes | Yes | - By motorway, road, railway, airway, sea<br>- Menderes international airport<br>- 2 military airport | Minimum wage as in Turkey: 380.46 YTL<br>Average wage: 550 YTL                                                                | Thermal and hydraulic plants used<br>Total electricity consumption per head in 2000: 2,679 kwh | Well-functioning | Investments are concentrated in OIZ. Besides OIZ, there is investment concentration in Bornova, Cigli, Gazimur. 2 Free Zones. Techno-park is being built. |
| Kocaeli (Izmit) | Food, woven textile, leather, forestry (wood), chemistry, industry based on stones and soil, paper, metal, metal articles, machinery, electrical equipments, vehicles                                                         | Yes | Yes | - Bridge between Europe and Asia<br>- By road, sea, railway<br>- Close to Istanbul and Bursa          | Secretary-Average annual: 4,800-6,000 €<br>Worker-Average annual: 4,800-6,000€<br>Middle-level manager annual: 12,000-14,400€ |                                                                                                | Well-functioning | - 16 OIZ and 2 Free Zone<br>7 of the OIZ and 2 free zones can provide land for new investors.                                                             |
| Kayseri         | Textile, furniture, machine carpet, steel door, energy cable, fiber optic cable, electrolytic copper wire, telecommunication equipments, battery, accumulator, construction materials, natural stones, mining, karbogaz food, | Yes | Yes | - By road, railway, air (no sea-way)                                                                  | Above the minimum wage                                                                                                        | Prices in OIZ is cheaper than the city                                                         | Well-functioning | Total area for industry is around 47 million m <sup>2</sup>                                                                                               |

|        |                                                                                                                                                                                                                                                       |     |     |                                                                                                                                                                                                                                                                                                                                                               |                                                                     |                                                                                                              |                  |                                                                                                                                                        |
|--------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|
|        | machine manufacturing, PVC products                                                                                                                                                                                                                   |     |     |                                                                                                                                                                                                                                                                                                                                                               |                                                                     |                                                                                                              |                  |                                                                                                                                                        |
| Konya  | Automotive spare parts, food, flour production, machine- mill machine and agricultural machine, plastics, footwear, cast                                                                                                                              | Yes | No  | <ul style="list-style-type: none"> <li>- In the center of roads from east-west and south-north directions of Turkey</li> <li>- By railway, road, airway</li> <li>- 350 km far from Mersin Port, 320 km far from Antalya Port</li> <li>- Rail connection to Istanbul; in the line of freight transportation by railway to Poland, Bulgaria, Romania</li> </ul> | Secretary per month: 275€<br>Worker: per hour 1,20€                 | Total capacity of Konya Organized Industry: 407 mwa                                                          | Well-functioning | Very suitable for investment with its flat land. There are lands ready for investors in OIZ                                                            |
| Manisa | Electric and electronic, iron and non-iron metals industry, automotive parts, white goods, white goods parts, plastics                                                                                                                                | Yes | No  | <ul style="list-style-type: none"> <li>- on the way of Izmir-Bursa-Istanbul Road</li> <li>- 60 km far from Izmir Adnan Menderes International Airport</li> <li>- 45 km far from Izmir Port</li> <li>- 7,7 km far from railway</li> </ul>                                                                                                                      | Worker: 215€                                                        | Capacity of Manisa OIZ: 85 mw<br>Consumption: 45 million kwh/month<br>Prices 10% cheaper than national price | Well-functioning | OIZ is composed of 3 parts. 4 <sup>th</sup> and 5 <sup>th</sup> parts will be put under state ownership. In 2006, land will be available for investors |
| Mersin | Agriculture, agricultural food, machinery, metallurgy, textile, glass and mineral processing, petroleum filling plants, glass industry, cement, krom, soda industry, chemical fertilizer, cellulose paper, woven textile, food, machine manufacturing | Yes | Yes | <ul style="list-style-type: none"> <li>- By sea, road, rail (no airport)</li> <li>- Mersin port used from foreign trade activities of Eastern Anatolia, Southeastern Anatolia and Central Anatolia regions</li> <li>- Export-import and transit freight transportation to Middle East countries,</li> </ul>                                                   | Minimum wage<br><br>Gross wage: 531 YTL<br><br>Net wage: 380.46 YTL |                                                                                                              | Well-functioning | Mersin Tarsus OIZ Ihtisas OIZ (Food-agriculture, agriculture industry)                                                                                 |

|           |  |  |  |                                     |  |  |  |  |
|-----------|--|--|--|-------------------------------------|--|--|--|--|
|           |  |  |  | Central Asian countries,<br>USA, EU |  |  |  |  |
| Denizli   |  |  |  |                                     |  |  |  |  |
| Çanakkale |  |  |  |                                     |  |  |  |  |