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NEWSLETTER #5 | MARCH 2020

Dear Colleagues and Stakeholders of TEBD,

TEBD is an enthralling project with more than 100 activities scheduled!

*In particular, I would like to highlight the **19 partnership projects** involving Chambers in Turkey and the EU, which are being supported by the European Union in the framework of TEBD. These [Chamber Partnerships](#) launched their activities in*

April 2019, and will be wrapping up their activities during the coming months.

We are very excited to see the concrete results that have been achieved by the Chamber Partnerships. We are planning to actively promote their best practices and share these with you in future editions of the TEBD Newsletter.

We hope you will enjoy this latest edition of our newsletter and discover many opportunities to engage in and support our activities!

Oya ERSÖZ- TEBD Project Director

RECENT ACTIVITIES

Visit by Turkish Ambassador to EUROCHAMBRES and the TEBD Project Office

Brussels, Belgium | 4 March 2020



Turkey's Permanent Delegate to the European Union, Ambassador Mehmet Kemal Bozay, accepted an invitation to meet with the CEO of EUROCHAMBRES, Mr Arnaldo Abruzzini, and the TEBD Project Director, Ms Oya Ersöz, in Brussels on 4 March.

The Ambassador showed his strong interest in and support for the activities which are being developed in the framework of the Turkey-EU Business Dialogue. He also took this opportunity to meet the TEBD project team!

TEBD Training Session for Chamber Partnerships

Istanbul, Turkey | 25 February 2020



Around 40 representatives of Turkish and EU Chambers attended a TEBD Training Session which was held at the TOBB premises in Istanbul on 25 February 2020. The participants learned how to prepare Interim Reports and Final Reports.

In the framework of the TEBD project, the European Union is supporting 19 Partnership Projects involving Chambers in Turkey and those in the EU Member States. The selected partnerships launched their activities in April 2019, with a duration of between 12 and 15 months. [Click here](#) for more information about the **Chamber Partnerships**.

The Training Session was opened by the TEBD Project Director, **Ms Oya Ersöz**. The programme also included presentations by members of the TEBD Team (**Ms Irina Padure & Mr Luca Borra**) focusing on technical and financial aspects of preparing reports.

In the afternoon, **Ms Burcu Atilgan** from TOBB introduced some case studies, and there was an extended question and answer session which provided participants with an opportunity to ask for clarification on various relevant issues.

TEBD Workshop for Latvian SMEs

Riga, Latvia | 17 February 2020



The Latvian Chamber of Commerce and Industry (LCCI) hosted a workshop on ‘How to successfully enter the Turkish market and EU-Turkey relations’ in Riga on 17 February, in the framework of the TEBD project.

The workshop was attended by representatives of 16 companies (LCCI members) from different sectors. The main purpose was to inform the participants about business cooperation between Turkey and the EU in general, and between Turkey and Latvia in particular. The workshop was opened by **Ms Gülce Kumrulu**, Deputy Head of Mission at the Turkish Embassy in Riga.

In the first part of the workshop, the TEBD Project Director **Ms Oya Ersöz** spoke about opportunities created by the TEBD project for businesses in Turkey and in the EU Member States. Then **Mr Ümit Ateşgaoğlu** from the Turkish Embassy in Vilnius (Lithuania) gave a presentation about the Turkish market and shared many practical tips on how European

companies can successfully enter this important and growing market.

Ms Katrina Kosa-Ammari from Latvia's Ministry of Foreign Affairs gave a presentation on bilateral economic relations between Latvia and Turkey, as well as additional practical trips about doing business with Turkey. Finally, **Mr Tim Joris Kaiser** from the European Commission (DG Trade) provided the participants with a detailed overview of the Customs Union and the economic relationship between Turkey and the EU.

TEBD Workshop for SMEs in İzmir, Turkey

17 February 2020



The Aegean Region Chamber of Industry hosted a workshop on ‘Challenges For SMEs Exporting to EU Countries’ in İzmir (Turkey) on 17 February 2020.

The workshop was opened by **Ms Burcu Atilgan** from TOBB (Turkish Union of Chambers and Commodity Exchanges). Then **Mr Bülent Yüce**, Accredited SME Consultant, gave

presentations on ‘Challenges of SMEs Exporting to EU Countries’, as well as ‘Market Research & Entering a New Market, Promoting SMEs Development: Issues and Suggestions’. The presentations were followed by an interactive discussion.

TEBD Workshop for SMEs in Konya, Turkey

5 March 2020



Konya Chamber of Commerce hosted a Workshop on ‘Challenges for SMEs Exporting to EU Countries’ in Konya (Turkey) on 5 March 2020. The Workshop attracted 45 participants, including 32 representatives of local SMEs. The TEBD project was presented by Ms Selvet Mergen from TOBB.

TEBD Workshop for SMEs in Gaziantep, Turkey

6 March 2020



Gaziantep Chamber of Commerce hosted a Workshop on 'Challenges for SMEs Exporting to EU Countries' in Gaziantep (Turkey) on 6 March 2020. The TEBD project was presented by Ms Burcu Atilgan from TOBB.

UPCOMING ACTIVITIES

TEBD Workshops for SMEs



- **Şanlıurfa, Turkey** | 12 March 2020
TOPIC: **How to improve EU-Turkey economic relations**
Hosted by Şanlıurfa Chamber of Commerce and Industry
- **Denizli, Turkey** | 18 March 2020
TOPIC: **Challenges of SMEs exporting to EU countries**
Hosted by Denizli Commodities Exchange
- **Bartın, Turkey** | 19 March 2020
TOPIC: **EU Trade - Competition Rules**
Hosted by Bartın Chamber of Commerce and Industry
- **Aydın, Turkey** | 19 March 2020
TOPIC: **Challenges of SMEs exporting to EU countries**
Hosted by Aydın Chamber of Commerce
- **Mersin, Turkey** | 24 March 2020
TOPIC: **Challenges of SMEs exporting to EU countries**
Hosted by Mersin Chamber of Commerce and Industry
- **Bursa, Turkey** | 25 March 2020
TOPIC: **Challenges of SMEs exporting to EU countries**
Hosted by Bursa Commodities Exchange

- **Sivas, Turkey** | 2 April 2020

TOPIC: Cultural barriers in business meetings

Hosted by Sivas Chamber of Commerce and Industry

Any questions? Please contact us!

TESTIMONIAL

What I appreciated most about the Study Visit to Latvia and Estonia [from 27 to 31 January 2020] was the opportunity to learn about the way of doing business in the Baltic States. I believe the networking done during the Study Visit will lead to establishing cooperation between Ankara Chamber of Industry and Chambers in the Baltic States in the near future!



Selin ÖRNEK
Ankara Chamber of Industry

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EUROCHAMBRES



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For questions concerning the newsletter, please contact tebd@eurochambres.eu