INVESTING IN INFRASTRUCTURE & PUBLIC PRIVATE PARTNERSHIP (PPP) PROJECTS IN TÜRKİYE?
AGENDA

EXECUTIVE SUMMARY

NEED FOR INFRASTRUCTURE INVESTMENT

TRANSPORTATION INFRASTRUCTURE

TURKISH PPP MARKET
- Track Record
- Opportunities

FAVORABLE INVESTMENT CLIMATE
WHY INVEST IN TÜRKİYE?

10 REASONS TO INVEST IN TÜRKİYE

10 reasons to invest in Türkiye

- ROBUST ECONOMY
- DOMESTIC + ACCESSIBLE MARKETS
- STRATEGIC LOCATION
- FAVOURABLE DEMOGRAPHICS
- SKILLED AND COMPETITIVE LABOR FORCE
- CONTINUOUS REFORM PROCESS
- BUSINESS-FRIENDLINESS
- LUCRATIVE INCENTIVES
- BENIGN R&D ECOSYSTEM
- SECTORAL OPPORTUNITIES
EXECUTIVE SUMMARY

TÜRKİYE HAS A STRONG CASE FOR INVESTMENT IN INFRASTRUCTURE

Investment Need for Development

- Turkish economy is robustly growing with an average annual GDP growth rate of 5.4%.
- Türkiye's 84.7 million strong population is growing with additional 1 million people every year coupled with a rapid urbanization process which has resulted in more than 24 urban centers with populations over 1 million.
- Türkiye’s growing trade volume and strategic location compels Türkiye to develop its infrastructure.

Track Record with Significant Opportunities in the Pipeline

- Türkiye has implemented $184 Billion worth of Public Private Partnership (PPP) projects in a variety of sectors. This trend has picked up in recent years with a bright prospect.
- Türkiye has set ambitious targets to upgrade its infrastructure.
- From transportation to healthcare and energy, ample opportunities are available in the pipeline.

Favorable Investment Climate

- Türkiye has a favorable investment legislation for PPP investments that can be realized through various models, such as build-operate, build-operate-transfer, transfer of operational rights, etc.
- Türkiye’s investment climate is further strengthened by domestic and international laws that protect investments and provide international arbitration.
- Türkiye's macroeconomic policies, investments and more importantly, strong public finance management support PPP investments that require guaranteed purchase.
AGENDA

EXECUTIVE SUMMARY

NEED FOR INFRASTRUCTURE INVESTMENT

TRANSPORTATION INFRASTRUCTURE

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FAVORABLE INVESTMENT CLIMATE
Türkçe's investment need in infrastructure is driven by several factors:

**Growing Economy**
Turkish economy has been robustly growing with an average annual GDP growth rate of 5.4% from 2002 to 2021.

**Growing Population**
Türkiye's population has been rapidly growing by 1 million every year.

**Growing Trade**
Türkiye's foreign trade volume has increased from $88 billion in 2002 to $497 billion in 2021.

**Urbanization**
As Turkish economy has developed, people from rural areas have migrated to urban centers.

**Strategic Location**
Türkiye is strategically located in the proximity of energy resources and trade routes.

**Growing Need for Efficiency**
In order to maintain competitiveness, Türkiye needs to enhance efficiency and productivity by investing in infrastructure.

Source: TurkStat

#annual GDP growth rate of 5.4% from 2002 to 2021.

# Türkiye's population has been rapidly growing by 1 million every year.

Türkiye's foreign trade volume has increased from $88 billion in 2002 to $497 billion in 2021.

As Turkish economy has developed, people from rural areas have migrated to urban centers.

Türkiye is strategically located in the proximity of energy resources and trade routes.

In order to maintain competitiveness, Türkiye needs to enhance efficiency and productivity by investing in infrastructure.

Source: TurkStat
ROBUST ECONOMY

11th largest economy in the World

RANKING OF ECONOMIES BY GDP AT PPP

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2019</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>USA</td>
<td>CHINA</td>
<td>CHINA</td>
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<td>USA</td>
<td>USA</td>
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<td>JAPAN</td>
<td>JAPAN</td>
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<tr>
<td>5.</td>
<td>INDIA</td>
<td>GERMANY</td>
<td>GERMANY</td>
</tr>
<tr>
<td>6.</td>
<td>RUSSIA</td>
<td>RUSSIA</td>
<td>RUSSIA</td>
</tr>
<tr>
<td>7.</td>
<td>FRANCE</td>
<td>INDONESIA</td>
<td>INDONESIA</td>
</tr>
<tr>
<td>8.</td>
<td>UK</td>
<td>BRAZIL</td>
<td>BRAZIL</td>
</tr>
<tr>
<td>9.</td>
<td>BRAZIL</td>
<td>UK</td>
<td>UK</td>
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<td>10.</td>
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<td>FRANCE</td>
<td>FRANCE</td>
</tr>
<tr>
<td>11.</td>
<td>MEXICO</td>
<td>MEXICO</td>
<td>TÜRKİYE</td>
</tr>
<tr>
<td>12.</td>
<td>INDONESIA</td>
<td>ITALY</td>
<td>TÜRKİYE</td>
</tr>
<tr>
<td>13.</td>
<td>SPAIN</td>
<td>TÜRKİYE</td>
<td>TÜRKİYE</td>
</tr>
<tr>
<td>14.</td>
<td>CANADA</td>
<td>S.KOREA</td>
<td>BULGARIA</td>
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<tr>
<td>15.</td>
<td>S.KOREA</td>
<td>SPAIN</td>
<td>CZECHIA</td>
</tr>
<tr>
<td>16.</td>
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<td>CANADA</td>
<td>HUNGARY</td>
</tr>
<tr>
<td>17.</td>
<td>IRAN</td>
<td>S.ARABIA</td>
<td></td>
</tr>
<tr>
<td>18.</td>
<td>TÜRKİYE</td>
<td>IRAN</td>
<td></td>
</tr>
</tbody>
</table>

Source: TurkStat, IMF, PPP: Purchasing Power Parity

AVERAGE ANNUAL GDP GROWTH (%)

2002-2021

<table>
<thead>
<tr>
<th></th>
<th>2002-2021</th>
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</thead>
<tbody>
<tr>
<td>1.</td>
<td>5.4</td>
</tr>
<tr>
<td>2.</td>
<td>3.8</td>
</tr>
<tr>
<td>3.</td>
<td>3.5</td>
</tr>
<tr>
<td>4.</td>
<td>2.9</td>
</tr>
<tr>
<td>5.</td>
<td>2.5</td>
</tr>
</tbody>
</table>

REAL GDP GROWTH (INDEX: 2002=100)

registered the largest economic growth in G-20

TÜRKİYE

POLAND

ROMANIA

BULGARIA

CZECHIA

HUNGARY
Total Population in 2021 84.7 Million

DOMESTIC MARKET FURTHER SUPPORTED BY EMERGING URBAN CENTERS

<table>
<thead>
<tr>
<th>City</th>
<th>Population (Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>İstanbul</td>
<td>15.7</td>
</tr>
<tr>
<td>Ankara</td>
<td>5.7</td>
</tr>
<tr>
<td>İzmir</td>
<td>4.4</td>
</tr>
<tr>
<td>Bursa</td>
<td>3.1</td>
</tr>
<tr>
<td>Antalya</td>
<td>2.6</td>
</tr>
<tr>
<td>Konya</td>
<td>2.3</td>
</tr>
<tr>
<td>Adana</td>
<td>2.3</td>
</tr>
<tr>
<td>Şanlıurfa</td>
<td>2.1</td>
</tr>
<tr>
<td>Diyarbakır</td>
<td>1.8</td>
</tr>
<tr>
<td>Hatay</td>
<td>1.7</td>
</tr>
<tr>
<td>Manisa</td>
<td>1.5</td>
</tr>
<tr>
<td>Kayseri</td>
<td>1.4</td>
</tr>
<tr>
<td>Samsun</td>
<td>1.4</td>
</tr>
<tr>
<td>Balıkesir</td>
<td>1.3</td>
</tr>
<tr>
<td>Kahramanmaraş</td>
<td>1.2</td>
</tr>
<tr>
<td>Van</td>
<td>1.1</td>
</tr>
<tr>
<td>Aydın</td>
<td>1.1</td>
</tr>
<tr>
<td>Tekirdağ</td>
<td>1.1</td>
</tr>
<tr>
<td>Sakarya</td>
<td>1.1</td>
</tr>
<tr>
<td>Denizli</td>
<td>1.1</td>
</tr>
<tr>
<td>Muğla</td>
<td>1</td>
</tr>
<tr>
<td>Eskişehir</td>
<td>0.9</td>
</tr>
<tr>
<td>Mardin</td>
<td>0.9</td>
</tr>
<tr>
<td>Trabzon</td>
<td>0.8</td>
</tr>
<tr>
<td>Malatya</td>
<td>0.8</td>
</tr>
<tr>
<td>Ordu</td>
<td>0.8</td>
</tr>
<tr>
<td>Erzurum</td>
<td>0.8</td>
</tr>
<tr>
<td>Afyonkarahisar</td>
<td>0.7</td>
</tr>
<tr>
<td>Sivas</td>
<td>0.6</td>
</tr>
<tr>
<td>Adıyaman</td>
<td>0.6</td>
</tr>
<tr>
<td>Batman</td>
<td>0.6</td>
</tr>
<tr>
<td>Tokat</td>
<td>0.6</td>
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<tr>
<td>Zonguldak</td>
<td>0.6</td>
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<tr>
<td>Elazığ</td>
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<tr>
<td>Kütahya</td>
<td>0.6</td>
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<tr>
<td>Çankakkale</td>
<td>0.6</td>
</tr>
<tr>
<td>Osmaniye</td>
<td>0.6</td>
</tr>
<tr>
<td>Şırnak</td>
<td>0.5</td>
</tr>
<tr>
<td>Çorum</td>
<td>0.5</td>
</tr>
<tr>
<td>Ağrı</td>
<td>0.5</td>
</tr>
</tbody>
</table>

Source: TurkStat, 2020

24 urban centers With Populations over 1 million
STRATEGIC LOCATION

HUB FOR MULTINATIONALS TO MANUFACTURE, EXPORT AND MANAGE

Working Hours Intersect with 16 Time Zones

PROXIMITY TO MAJOR MARKETS
1.3 billion people and $26T GDP in Europe, MENA and Central Asia at 4 hour flight-distance

CONNECTIVITY
Turkish Airlines connects you to 323 destinations in 127 countries

MANUFACTURING & EXPORT HUB FOR MULTINATIONALS AS WELL AS MANAGEMENT HUB FOR MULTINATIONALS

Cargill
66 countries
Microsoft
70 countries
Nestlé
Production base for MENA

1.3 billion people and $26T GDP in Europe, MENA and Central Asia at 4 hour flight-distance

Exporting 85% of its production

BOSS
Its largest production facility worldwide

- Exporting 87% of its production

Ford
89 countries
B/S/H/
87%

Production base for MENA

Sanofi
14 countries

Knauf
80 countries

GSK
30 countries

GE Healthcare
22 countries

70 countries

Invest.gov.tr
TÜRKİYE HAS A SIGNIFICANT INVESTMENT NEED IN INFRASTRUCTURE DEVELOPMENT

TÜRKİYE'S INFRASTRUCTURE CURRENT TRENDS AND NEED ($Billion)

- **$569 Billion** Investment current trends
- **$975 Billion** Investment needed
- **$405 Billion** Investment gap

Investment Need by Sector (2022-2040)

- Transport: $563.1 Billion
- Energy: $242.0 Billion
- Telecom: $99.0 Billion
- Water: $53.0 Billion
- Road: $499.0 Billion
- Rail: $63.0 Billion
- Ports: $1.1 Billion

Investment Gap by Sector:
- $335 bn in Road
- $48 bn in Energy
- $19 bn in Rail
- $2.2 bn in Water
- $0.66 bn in Airports

Source: Global Infrastructure Hub (GIH)
The Turkish government has steadily increased its public investment budget in 2021 and 2022 despite the pandemic.

Increase in Investment Budget
Transportation, R&D, health and education sectors has the biggest jumps compared to other sectors.

Carefully Selected Pipeline
Project selection will be extra important in the post-covid era so prioritization and rationalization has begun in the Public Investment Program.

Coherence Between Macroeconomic Policies and Infrastructure Investments
Projects that not only financially more viable compared to traditional procurement but also more resilient by creating value to future generations will be prioritized. Affordability will be crucial.

Public Investment Budget

Increase in Investment Budget
- Transportation, R&D, health and education sectors have the biggest jumps compared to other sectors.

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Source: Presidency of Strategy and Budget
EXECUTIVE SUMMARY

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FAVORABLE INVESTMENT CLIMATE
INVESTMENTS IN TRANSPORT

<table>
<thead>
<tr>
<th>Sectors</th>
<th>Billion TL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Road</td>
<td>697.9</td>
</tr>
<tr>
<td>Railway</td>
<td>225.6</td>
</tr>
<tr>
<td>Airway</td>
<td>115.2</td>
</tr>
<tr>
<td>Maritime</td>
<td>12.5</td>
</tr>
<tr>
<td>Communication</td>
<td>93.2</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,144.8</strong></td>
</tr>
</tbody>
</table>

Source: Ministry of Transport and Infrastructure
INVESTING IN TRANSPORTATION HAS REMARKABLY TRANSFORMED TÜRKİYE’S INFRASTRUCTURE LANDSCAPE, YET TÜRKİYE IS DETERMINED TO IMPROVE IT FURTHER

<table>
<thead>
<tr>
<th>Category</th>
<th>2003</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dual Carriageway</td>
<td>6,101 km</td>
<td>28,284 km</td>
</tr>
<tr>
<td>High Speed Railway</td>
<td>0 km</td>
<td>1,213 km</td>
</tr>
<tr>
<td>Maritime Containers Transport</td>
<td>190 million Tons</td>
<td>344.9 million Tons</td>
</tr>
<tr>
<td>Number of Airports</td>
<td>26</td>
<td>56</td>
</tr>
</tbody>
</table>

Source: Ministry of Transport and Infrastructure
Türkiye has done a lot for the past 19 years to upgrade its transportation infrastructure.

**Ambitious Targets in Transportation Infrastructure**

**Motorway Sector**
- 2002: 1,714 km
- 2021: 3,565 km
- 2035: 8,187 km

**Railway Sector**
- 2003: 10,959 km (Conventional), 1,213 km (High Speed)
- 2021: 11,590 km (Conventional), 1,194 km (High Speed)
- 2023: 11,947 km (Conventional), 5,032 km (High Speed)

**Airway Sector**
- 2003: 34.4 million passengers
- 2020: 208.4 million passengers
- 2021: 80.8 million passengers

**Maritime Sector**
- 2003: 189.9 million ton/year
- 2021: 344.9 million ton/year

**Source:** Ministry of Transport and Infrastructure
The total length of highways currently in service is **3,532 km**. Following the completion of the highway projects under construction and planning stages, it is aimed to increase the total length of the highway to **4,461 km** in 2023 and **8,187 km** in 2035.

**Already Completed**: 2,282 km  
**Completed BOT Projects**: 1,241 km  
**Continuing BOT Projects**: 318 km  
**Target 2023**: 620 km  
**Target 2035**: 5,720 km  
**TOTAL**: 8,187 km

Source: Ministry of Transport and Infrastructure
TÜRKİYE IS COMMITTED TO TRANSFORMING ITS RAIL TRANSPORT INFRASTRUCTURE FROM CONVENTIONAL TO HIGH SPEED

RAILWAY PROJECTS IN TÜRKİYE

RAILWAY MAP OF TÜRKİYE

- Existing conventional railway: (11.590 KM)
- Existing High Speed Railways: (1.213 KM)
- Under Construction: (3.872 KM)
- Project phase completed: (3.567 KM)
- Preliminary surveys and studies: (6.682 KM)

Source: Ministry of Transport and Infrastructure
WHILE THE RATIO OF RAILWAYS IN TRANSPORTATION INVESTMENTS WAS 34% IN 2016, THIS RATIO INCREASED TO 48% AS OF 2021

Investment Budget Percentages of Transport Subsectors

**Current Situation**

- **2016**: Railway 34%, Motorway 38%, Maritime 39%, Airway 42%, Communication 46%
- **2017**: Railway 33%, Motorway 37%, Maritime 38%, Airway 41%, Communication 45%
- **2018**: Railway 32%, Motorway 36%, Maritime 37%, Airway 40%, Communication 44%
- **2019**: Railway 31%, Motorway 35%, Maritime 36%, Airway 39%, Communication 43%
- **2020**: Railway 30%, Motorway 34%, Maritime 35%, Airway 38%, Communication 42%
- **2021**: Railway 29%, Motorway 33%, Maritime 34%, Airway 37%, Communication 41%

**Projection**

- **2021**: Railway 48.0%, Motorway 63.5%, Maritime 63.3%, Airway 63.4%
- **2022**: Railway 63.5%, Motorway 63.3%, Maritime 63.4%
- **2023**: Railway 63.3%, Motorway 63.4%
- **2024**: Railway 63.4%

**Investment Budget Percentages of Transport Subsectors**

- Railway
- Motorway
- Maritime
- Airway
- Communication

**Investment Billion $**

- **2024 (Medium Term)**: 30 billion
- **2035 (Long Term)**: 77 billion
- **2053 (Vision)**: 82 billion

Source: Ministry of Transport and Infrastructure
JUNCTION LINES CONNECTED TO PORTS

PORT CONNECTIONS

| Source: Ministry of Transport and Infrastructure |

JUNCTION LINE INVESTMENTS CONTINUE FOR PORTS, WHICH ARE OF GREAT IMPORTANCE FOR INTERNATIONAL TRADE
THE SHARE OF RAILWAYS IN COMBINED TRANSPORTATION APPLICATIONS IS INCREASED WITH THE JUNCTION LINES CONSTRUCTION IN ORGANIZED INDUSTRIAL ZONES, WHICH HAVE A HIGH SHARE IN FREIGHT TRANSPORTATION.

JUNCTION LINES CONNECTED TO OIZS

Source: Ministry of Transport and Infrastructure
TÜRKİYE HAS ESTABLISHED INTERMODAL LOGISTICS CENTERS ALONGSIDE THE TRANS-ASIAN RAILWAY NETWORK TO LOWER COSTS AND INCREASE EFFICIENCY OF LOGISTICS NETWORKS.

- **25 logistics centers**
- **35 million tons additional transport capacity**
- **12.8 million m² container storage and handling area**

Source: Ministry of Transport and Infrastructure
TÜRKİYE HAS SIGNIFICANTLY IMPROVED AND UPGRADED ITS AIRPORT INFRASTRUCTURE AND CONTINUES TO INVEST IN AIRPORTS.

Source: Ministry of Transport and Infrastructure
Remarkable increases have been observed in sectoral indicators in the last 18 years.
### Ranking of Airports in EUROPE by Passenger Traffic in 2021

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airport</th>
<th>Passenger</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>İSTANBUL</td>
<td>37,176,509</td>
</tr>
<tr>
<td>2</td>
<td>MOSCOW - SHEREMETYEVO</td>
<td>30,623,796</td>
</tr>
<tr>
<td>3</td>
<td>PARIS - DE GAULLE</td>
<td>26,195,575</td>
</tr>
<tr>
<td>4</td>
<td>AMSTERDAM-SCHIPOL</td>
<td>25,492,633</td>
</tr>
<tr>
<td>5</td>
<td>MOSCOW - DOMODEDOVO</td>
<td>25,065,087</td>
</tr>
<tr>
<td>6</td>
<td>İSTANBUL SABİHA GÖKÇEN</td>
<td>24,991,916</td>
</tr>
<tr>
<td>7</td>
<td>FRANKFURT</td>
<td>24,812,849</td>
</tr>
<tr>
<td>8</td>
<td>MADRID - BARAJAS</td>
<td>24,135,220</td>
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<tr>
<td>9</td>
<td>LONDON- HEATHROW</td>
<td>19,392,178</td>
</tr>
<tr>
<td>10</td>
<td>BARCELONA - EL PRAT</td>
<td>18,874,896</td>
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<td>SAINT PETERSBURG - PULKovo</td>
<td>18,043,464</td>
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<td>12</td>
<td>MOSCOW - VNUKOVO</td>
<td>17,999,084</td>
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<td>13</td>
<td>ANTALYA</td>
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<td>14</td>
<td>PARIS ORLY</td>
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<td>MALLORCA</td>
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<td>MUNICH</td>
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<td>17</td>
<td>ATHENS</td>
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<td>18</td>
<td>LISBON</td>
<td>12,149,000</td>
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<tr>
<td>19</td>
<td>ROME - DA VINCI</td>
<td>11,662,842</td>
</tr>
<tr>
<td>20</td>
<td>VIENNA</td>
<td>10,405,523</td>
</tr>
</tbody>
</table>

### Ranking of Airports in the WORLD by Passenger Traffic in 2021

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airport</th>
<th>Passenger</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ATLANTA, GA</td>
<td>75,537,213</td>
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<tr>
<td>2</td>
<td>DALLAS- FORT WORTH</td>
<td>62,465,756</td>
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<tr>
<td>3</td>
<td>DENVER</td>
<td>58,828,552</td>
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<tr>
<td>4</td>
<td>CHICAGO</td>
<td>54,020,399</td>
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<tr>
<td>5</td>
<td>LAX- INTERNATIONAL</td>
<td>48,007,284</td>
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<tr>
<td>6</td>
<td>CHARLOTTE – DOUGLAS</td>
<td>43,302,230</td>
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<tr>
<td>7</td>
<td>ORLANDO – FLORIDA</td>
<td>40,351,068</td>
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<td>8</td>
<td>GUANGZHOU</td>
<td>40,249,679</td>
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<td>9</td>
<td>CHENGDU- SHUANGLIU</td>
<td>40,117,496</td>
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<td>10</td>
<td>LAS VEGAS – NEVADA</td>
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<td>11</td>
<td>PHOENIX – ARIZONA</td>
<td>38,846,713</td>
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<tr>
<td>12</td>
<td>MIAMI - INTERNATIONAL</td>
<td>37,302,456</td>
</tr>
<tr>
<td>13</td>
<td>İSTANBUL</td>
<td>37,176,509</td>
</tr>
<tr>
<td>16</td>
<td>MEXICO CITY</td>
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<tr>
<td>24</td>
<td>XIANYANG – INTERNATIONAL</td>
<td>30,173,312</td>
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<tr>
<td>29</td>
<td>AMSTERDAM SCHIPHOL</td>
<td>25,500,000</td>
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<tr>
<td>31</td>
<td>MOW – DOMODEDOVO</td>
<td>25,100,000</td>
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<tr>
<td>33</td>
<td>İSTANBUL SABİHA GÖKÇEN</td>
<td>24,991,916</td>
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<tr>
<td>36</td>
<td>SAO PAULO - INTERNATIONAL</td>
<td>24,170,612</td>
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</table>

Source: [https://aci.aero/resources/data-center/](https://aci.aero/resources/data-center/)
TÜRKİYE CONTINUES TO INVEST IN AIRPORTS WITH NEW TERMINALS AND RUNWAY CONSTRUCTIONS

Projects Under Construction

**Airport Projects (3)**

- Çukurova Airport 8 mil. pass/year (DHMI)
- Yozgat Airport 2 mil. pass/year
- Bayburt-Gümüşhane Airport 2 mil. passenger/year

**Runway Projects (8)**

1. Trabzon Airport new runway construction
2. Çukurova Airport runway construction
3. Elazığ Airport runway construction
4. Zonguldak Airport runway expansion
5. Diyarbakır Airport runway construction
6. Kars Airport runway renovation
7. Sivas Airport runway renovation
8. Ankara Esenboğa 3. runway construction

**Terminal Projects (6)**

1. Gaziantep Airport terminal construction
2. Kayseri Airport terminal construction
3. Malatya Airport terminal construction
4. Samsun Airport new terminal construction
5. Siirt Airport terminal reconstruction
6. Kapadokya Airport terminal construction

Source: Ministry of Transport and Infrastructure
AGENDA

EXECUTIVE SUMMARY

NEED FOR INFRASTRUCTURE INVESTMENT

TRANSPORTATION INFRASTRUCTURE

TURKISH PPP MARKET
- Track Record
- Opportunities

FAVORABLE INVESTMENT CLIMATE
TÜRKİYE HAS HEAVILY INVESTED IN TRANSPORT INFRASTRUCTURE ACROSS THE COUNTRY AND CONTINUES WITH EVEN MORE AMBITIOUS TARGETS

Infrastructure Investments
($ Billion*)

1,144.8 BILLION
2003 - 2021

PPP Investments in Transport & Communication
($ Billion)

301.5 BILLION
2003 - 2021

Source: Ministry of Transport and Infrastructure, *at 2021 prices, including completed PPP investments
FOR THE LAST 19 YEARS, USE OF PPP MODELS INCREASED AS AN ALTERNATIVE TO PUBLIC PROCUREMENT.

**PPP Contracts in Türkiye ($ Billion**)**
- **1986-2002:** 1 Billion
- **2003-2021:** 95 Billion
- **2022 January prices**

<table>
<thead>
<tr>
<th>Year</th>
<th>Investment</th>
<th>Fees*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1986-2002</td>
<td>21</td>
<td></td>
</tr>
<tr>
<td>2003-2021</td>
<td>67</td>
<td></td>
</tr>
</tbody>
</table>

**Number of PPP Projects in Türkiye**
- **1986-2002:** 72 Projects
- **2003-2020:** 190 Projects

Source: Presidency of Strategy and Budget *Fees to the government for the transfer of operating rights **2022 January prices
Transportation and Energy Infrastructure Projects Dominate the PPP Market in Türkiye

Breakdown of the PPP Contracts ($ Million**)

- Investment
- Fees*

<table>
<thead>
<tr>
<th>Category</th>
<th>1986</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airport</td>
<td>89,640</td>
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<tr>
<td>Energy</td>
<td>40,696</td>
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<tr>
<td>Motorway</td>
<td>28,876</td>
<td></td>
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<tr>
<td>Health Facility</td>
<td>11,884</td>
<td></td>
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<tr>
<td>Port</td>
<td>5,290</td>
<td></td>
</tr>
<tr>
<td>Marina</td>
<td>4,285</td>
<td></td>
</tr>
<tr>
<td>Industrial Facility</td>
<td>1,596</td>
<td></td>
</tr>
<tr>
<td>Border Gate</td>
<td>717</td>
<td></td>
</tr>
<tr>
<td>Mining</td>
<td>273</td>
<td></td>
</tr>
<tr>
<td>Railway</td>
<td>304</td>
<td></td>
</tr>
<tr>
<td>Culture &amp; Tourism</td>
<td>318</td>
<td></td>
</tr>
<tr>
<td>Solid Waste</td>
<td>30</td>
<td></td>
</tr>
</tbody>
</table>

Breakdown of the PPP Contracts (Number)

- 1986
- 2021

<table>
<thead>
<tr>
<th>Category</th>
<th>1986</th>
<th>2021</th>
</tr>
</thead>
<tbody>
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<td>318</td>
<td></td>
</tr>
<tr>
<td>Solid Waste</td>
<td>30</td>
<td></td>
</tr>
</tbody>
</table>

Source: Presidency of Strategy and Budget *Fees to the government for the transfer of operating rights **2022 January’ prices
TURKISH PPP MARKET

BUILD-OPERATE-TRANSFER AND TRANSFER OF OPERATING RIGHTS ARE THE MAIN CONTRACT MODELS IN THE TURKISH PPP MARKET

PPP Contract Models
($ Million**)

- Build-Lease-Transfer: 11,89
- Build-Operate: 106,30
- Transfer of Operating Rights: 58,34

$184 BILLION
1986-2021

PPP Contract Models
(Number)

- Build-Lease-Transfer: 18
- Build-Operate: 5
- Transfer of Operating Rights: 116

262 PROJECTS
1986-2021

Source: Presidency of Strategy and Budget '2022 January' prices
Türkiye has implemented a variety of mega projects with BOT model and continues to do so.

**Istanbul New Airport**
- Set to become world’s largest airport
- Annual capacity of 150 million passengers when all phases are completed
- Commissioned in April 2019
- Investment of $6.5 billion

**Yavuz Sultan Selim Bridge**
- 95 km-long motorway featuring a bridge for rail & motor vehicle transit over Bosphorus
- Commissioned in August 2016
- Investment of $3.5 billion

**Gebze - Orhangazi - Izmir Motorway**
- 427 km-long motorway connecting Istanbul, Bursa & İzmir via world’s 4th longest suspension bridge
- All phases are under operation
- Investment of $6.5 billion

**Eurasia Tunnel**
- Double-deck underwater tunnel connecting Asia & Europe in Istanbul
- Commissioned in December 2016
- Investment of $1.2 billion
ANOTHER MEGA PROJECT IS COMPLETED

1915 ÇANAKKALE BRIDGE

- Longest main span (2,023 km) of any suspension bridge in the world
- Bridge Length: 4,608 m
- 101 km motorway (including the Bridge)
- Construction started in March 2017
- Operation to start by 2023
- Operation period: 16 years 2 months (including construction)
- Investment: $2.8 Billion with BOT
THE PPP PROJECTS ARE STRUCTURED AS DESIGN, BUILD, FINANCE AND MAINTAIN FOR FACILITIES MANAGEMENT, WHILE CORE MEDICAL SERVICES REMAIN UNDER THE RESPONSIBILITY OF THE MINISTRY OF HEALTH

### PPP PROJECTS IN INTEGRATED HEALTHCARE CAMPUSES

<table>
<thead>
<tr>
<th>Status</th>
<th>Number</th>
<th>Bed Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Completed (in service)</td>
<td>13</td>
<td>17,836</td>
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<tr>
<td>Under Construction</td>
<td>6</td>
<td>11,779</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>19</strong></td>
<td><strong>29,615</strong></td>
</tr>
</tbody>
</table>

Source: Ministry of Health
TÜRKİYE HAS RECENTLY INTRODUCED NEW PROJECTS TO BUILD INTEGRATED HEALTHCARE CAMPUSES ACROSS THE COUNTRY AND MORE OPPORTUNITIES ARE IN THE PIPELINE

**SHOWCASE IN HEALTHCARE PPP**

Invest.gov.tr

Source: Ministry of Health, "Total bed capacity of PTR & HSFP Hospitals to be built in Afyon-Diyarbakır-Samsun-Malatya-Erzurum-Istanbul-Trabzon-Van: 2,400

- Ankara Bilkent City Hospital (3,711 beds)
- Ankara Etkilik City Hospital (3,624 beds)
- Samsun City Hospital (900 beds)
- Ordu City Hospital (900 beds)
- Yozgat City Hospital (475 beds)
- Trabzon City Hospital (800 beds)
- Rize City Hospital (800 beds)

**Physical Therapy and Rehabilitation (PTR), Psychiatry and High Security Forensic Psychiatric (HSFP) Hospital**

- Elazığ City Hospital (1,038 beds)
- Diyarbakır Kayapınar City Hospital (750 beds)
- Şanlıurfa City Hospital (1,875 beds)
- Kayseri City Hospital (1,607 beds)
- Adana City Hospital (1,550 beds)

**Planned Public Investments (1)**

- Istanbul Sancaktepe City Hospital (4,200 beds)
- İstanbul Başakşehir City Hospital (2,682 beds)
- Tekirdağ City Hospital (480 beds)
- Kocaeli City Hospital (1,210 beds)
- Bursa City Hospital (1,355 beds)
- Kutahya City Hospital (610 beds)
- İzmir Tunaztepe City Hospital (1,200 beds)
- Manisa City Hospital (558 beds)
- İzmir Bayanklı City Hospital (2,060 beds)
- Aydın City Hospital (800 beds)
- Denizli City Hospital (1,050 beds)
- Antalya City Hospital (1,000 beds)
- Isparta City Hospital (755 beds)
- Konya Karatay City Hospital (1,250 beds)
- Mersin City Hospital (1,294 beds)
- Isparta City Hospital (755 beds)
- Sakarya City Hospital (1,000 beds)

**PPP In Operation (13)**

- Istanbul Sancaktepe City Hospital (4,200 beds)
- İstanbul Başakşehir City Hospital (2,682 beds)
- Tekirdağ City Hospital (480 beds)
- Kocaeli City Hospital (1,210 beds)
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- Antalya City Hospital (1,000 beds)
- Isparta City Hospital (755 beds)
- Konya Karatay City Hospital (1,250 beds)
- Mersin City Hospital (1,294 beds)

**PPP Under Construction (6)**

- İstanbul Başakşehir City Hospital (2,682 beds)
- Samsun City Hospital (900 beds)
- Ordu City Hospital (900 beds)
- Yozgat City Hospital (475 beds)
- Trabzon City Hospital (800 beds)
- Rize City Hospital (800 beds)

**Planned (1)**

- Sakarya City Hospital (1,000 beds)
- İstanbul Başakşehir City Hospital (2,682 beds)
- Tekirdağ City Hospital (480 beds)
- Kocaeli City Hospital (1,210 beds)
- Bursa City Hospital (1,355 beds)
- Kutahya City Hospital (610 beds)
- İzmir Tunaztepe City Hospital (1,200 beds)
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- Mersin City Hospital (1,294 beds)

**SHOWCASE IN HEALTHCARE PPP**

- İstanbul Sancaktepe City Hospital (4,200 beds)
- İstanbul Başakşehir City Hospital (2,682 beds)
- Tekirdağ City Hospital (480 beds)
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- Isparta City Hospital (755 beds)
- Konya Karatay City Hospital (1,250 beds)
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**SHOWCASE IN HEALTHCARE PPP**

- İstanbul Sancaktepe City Hospital (4,200 beds)
- İstanbul Başakşehir City Hospital (2,682 beds)
- Tekirdağ City Hospital (480 beds)
- Kocaeli City Hospital (1,210 beds)
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- Aydın City Hospital (800 beds)
- Denizli City Hospital (1,050 beds)
- Antalya City Hospital (1,000 beds)
- Isparta City Hospital (755 beds)
- Konya Karatay City Hospital (1,250 beds)
- Mersin City Hospital (1,294 beds)
The Elazığ Fethi Sekin City Hospital provides healthcare services to the communities in Elazığ and neighboring provinces, with a combined population of 1.6 million people.

**Showcase in Healthcare PPP**

- The campus consists of three towers and annexes located around a central core and includes the following hospitals:
  - General Hospital
  - Maternity and Pediatric Hospital
  - Detainee Forensic Psychiatry Hospital
  - High Security Forensic Psychiatry (HSFP) Hospital
  - Oral and Dental Health Central (ODHC)
- Bed capacity: 1,038
- LEED Gold Certificate (a designation for green buildings)
- Employment: 3,650

### Main Hospital
- Beds: 888
- Polyclinic Rooms: 227
- Patient Rooms: 519
- Operating Rooms: 37
- Beds at the Intensive Care: 160

### HSFP and Detainee
- Beds: 100 HSFP + 50 Detainees
- Polyclinic Rooms: 8 HSFP
- Patient Rooms: 100 HSFP + 50 Detainees

### ODHC
- Polyclinic Rooms: 69
- Operating Rooms: 2

**Elazığ Fethi Sekin City Hospital**

- **July 2014**
  - Project Awarded
- **August 2018**
  - Operational
- **Operation Period**
  - 25 Years

**Sponsors**

- Rönesans
- European Bank
- MERIDIAM
- SAM YAPI

**Credit Enhacers**

- MIGA
- Siemens
- ICBC
- PROPARCO
- FMO

**Enhanced Bondholders**

- MUFG
- Intesa Sanpido Bank

**Unenhanced Bondholders**

- IFC

**Project Cost**: €360 million = €288 million senior debt + €72 million equity

- First project benefitting from risk mitigation provided jointly by MIGA’s political risk insurance coverage and EBRD’s unfunded liquidity facilities

- First project bond financing for a greenfield infrastructure project in Türkiye

- A1 Bonds were rated Baa2

- Vigeo Eiris certified the Elazig project bond as a ‘green and social’ bond – the first such certification for an infrastructure project in Türkiye

- With a 20 year maturity, the bond had the longest maturity for the Turkish Integrated Health Campuses PPP Programme

**Source**: Rönesans, GIH
AGENDA

EXECUTIVE SUMMARY

NEED FOR INFRASTRUCTURE INVESTMENT

TRANSPORTATION INFRASTRUCTURE

TURKISH PPP MARKET
- Track Record
- Opportunities

FAVORABLE INVESTMENT CLIMATE
TÜRKİYE IS SET TO IMPLEMENT A MAGNIFICENT FEAT OF ENGINEERING PROJECTS; AN ARTIFICIAL SEA-LEVEL WATERWAY CONNECTING THE BLACK SEA TO THE SEA OF MARMARA, AND GEBZE-HALKALI RAILWAY PASSING OVER 3RD BOSPHORUS BRIDGE

**CANAL ISTANBUL**

- 45 km, 21 m depth and 275 m width
- 6 bridges
- New satellite cities

**GEBAZE - HALKALI RAILROAD**

- 213 km with 10 stations
- 31 viaduct (8 km) and 53 tunnel (120 km)
- Passenger capacity: 13 million (Passenger/Year)
- Freight capacity: 12 million (Ton/Year)

Source: Ministry of Transport and Infrastructure
ANKARA-İSTANBUL HIGH SPEED RAILROAD (BOT)

**Project Overview**
- **Location**: Ankara-Istanbul
- **Total Length**: 347 KM
- **Passenger**: 11 Million / year (2027)

**Indicative Investment Amount**: 5.6 Billion Euro

**Governing Law**: 3996 BOT Law

**Contracting Authority**: Directorate General of Infrastructure Investments

**Construction Period**: 5 years

**Expected Contract Duration**: 30 years

**Expected Tender Date**: The end of 2022

**Total Passenger Capacity**: 11.000.000 passenger/year (2027)

**Total Length (km)**: 347

**Design Speed (km/h)**: 350 km/h

**Source**: Ministry of Transport and Infrastructure

**Passenger Projection**

- **Years**: 2026, 2028, 2030, 2032, 2034, 2036, 2038, 2040, 2042, 2044
- **Passenger (Millions)**: 11, 11.3, 11.7, 12.3, 12.9, 13.4, 13.8, 14.6, 15.1, 15.4, 16.7, 16.9, 17, 17.1, 17.5, 17.8

Source: invest.gov.tr
Transferring transport density from road to rail

Istanbul and Ankara cities which have the biggest passenger and freight transport demand will be connected each other.

Faster and more comfortable travel
ANOTHER EXEMPLARY TRANSPORTATION PROJECT IS ANKARA-İSTANBUL HIGH SPEED RAILROAD

- Shortened travel time
- Faster and more comfortable travel
- 347 km total length
- 11 million passenger/year
- 350 km/h design speed
TWO BUILT-OPERATE-TRANSFER HIGHWAY PROJECTS ARE EXPECTED TO BE TENDERED IN AUGUST 2022

1. ANKARA - KIRIKKALE - DELICE
Reduced traffic density and an important highway corridor for Kırıkkale, which is becoming day by day a large industrial zone

Total length: 120 km
- 3.679 m x 2 Viaduct
- 3.656 m x 2 Tunnel
- 3 Facilities and 7 Crossroads

2. ANTALYA - ALANYA
Reducing heavy vehicle and transit traffic and increasing travel comfort

Total length: 163 km
- 8.822 m x 2 Viaduct
- 11.167 m x 2 Tunnel
- 7 Facilities and 9 Crossroads

Source: Ministry of Transport and Infrastructure
TÜRKİYE IS ALSO INVESTING IN MARITIME TRANSPORTATION INFRASTRUCTURE

PORT OF FİLYOS
Ongoing infrastructure construction
- 25 million ton/year capacity
- With special economic zones in the hinterland
- Port management to be BOT model

PORT OF ÇANDARLI
- 1,500 m jetty work completed
- To reach 4 million TEU/year capacity in 3 phases;
  - Phase I: 1 million TEU
  - Phase II: 2 million TEU
  - Phase III: 1 million TEU
- Tender for Phase I is expected
- Port management to be BOT model

MERSİN CONTAINER PORT
- Studies ongoing
- 12.8 million TEU/year capacity
- Port management to be BOT model

Source: Ministry of Transport and Infrastructure
OFFERING PROTECTION AND EASE OF DOING BUSINESS

TOTAL TAX AND CONTRIBUTION RATE*, 2019 (% of Profit)

- USA: 36.6
- Hungary: 37.9
- Poland: 40.8
- Turkey: 42.3
- Czechia: 46.1
- Russia: 46.2
- Japan: 46.7
- Spain: 47
- Germany: 48.8
- India: 49.7
- Slovakia: 49.7
- Austria: 51.4
- Mexico: 55.1
- Italy: 59.1
- China: 59.2
- France: 60.7
- Brazil: 65.1

INTERNATIONAL TAX COMPETITIVENESS**, 2021 (Index=100 as most competitive)

- USA: 75.5
- Hungary: 69.3
- Turkey: 66.7
- Austria: 65.7
- Switzerland: 64.7
- Ireland: 62.4
- USA: 61.8
- Japan: 61.5
- Korea: 60.6
- Spain: 57.1
- Mexico: 48.7
- France: 45.7
- Poland: 44.6
- Italy: 44.6

Source: Ministry of Trade, World Bank, Tax Foundation Foreign Direct Investment Law 2003. *Total Tax Rate: Profit or corporate income tax, social contributions and labor taxes paid by the employer, property taxes, turnover taxes and other taxes (such as municipal fees and vehicle taxes). (Tax competitiveness measures countries’ tax policies five categories: corporate income tax, consumption taxes, property taxes, individual taxes, and international tax rules.)
INVESTMENT CLIMATE

RELEVANT LEGISLATION IS QUITE FLEXIBLE, ENABLING TO ADAPT VARIOUS PPP MODELS ACCORDING TO THE NATURE AND REQUIREMENTS OF PROJECTS

MODELS AND LEGAL FRAMEWORK FOR PPP IN TÜRKİYE

<table>
<thead>
<tr>
<th>Relevant Legislation (Law No.)</th>
<th>Build-Operate-Transfer (BOT)</th>
<th>Build-Operate</th>
<th>Build-Lease-Transfer</th>
<th>Transfer of Operating Rights</th>
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<tbody>
<tr>
<td>Nº 3996 Nº 3465 Nº 3096</td>
<td></td>
<td>Nº 4283</td>
<td>Nº 652 Nº 6428 Nº 351</td>
<td>Nº 4046 Nº 5335 Nº 4458</td>
</tr>
<tr>
<td>Sectors</td>
<td>Motorway Port Marina Border Gate Power Plant</td>
<td>Thermal Power Plant</td>
<td>Hospital College Dormitory School</td>
<td>Airport Port Power Plant Electricity Distribution</td>
</tr>
</tbody>
</table>
SOUND PPP PROJECT CYCLE

1) Preparation Phase
- Strategy Papers
  - Development Plan
  - Medium Term Program
  - Yearly Program
  - Investment Program
  - Sectoral Strategies

2) Authorization Phase
- IMPLEMENTING AGENCIES
- APPLICATION FOR PRESIDENT’S AUTHORIZATION
  - MINISTRY OF TREASURY AND FINANCE
  - PRESIDENCY OF STRATEGY AND BUDGET

DETAILED SELECTION PROCESS BRINGS BANKABLE PROJECTS TO MARKET

Feasibility Analysis
- Financial Analysis
- Economic Analysis
- Value for Money Analysis

PRESIDENT

invest.gov.tr
DEBT ASSUMPTION
The government may assume project companies’ foreign debt in BOT and BLT projects either partially or in full. In order to qualify for debt assumption, the minimum investment must be $1 billion in BOT projects and $500 million in BLT projects.

INCENTIVES
Exemptions from certain fees and taxes (VAT and Stamp Duty). In addition, where applicable, PPP investors may benefit from corporate tax deductions and other financial incentives.

LAND
PPP projects in Türkiye allow free use of government-owned land and expropriation.

REVENUE GUARANTEE
Certain PPP projects provide minimum revenue guarantees.
INVESTMENT CLIMATE

BANKABILITY OF THE PPP PROJECTS ENABLES INVESTORS TO ACCESS FINANCE THROUGH BOTH NATIONAL AND INTERNATIONAL FINANCIAL INSTITUTIONS (IFIS) AND INVESTORS
WHAT CAN INVEST IN TÜRKİYE DO FOR YOU?

PRIVATE SECTOR APPROACH WITH PUBLIC SECTOR CAPABILITIES

- General & customized business information & Sectoral analysis & reports
- Facilitating your investment at all stages

A GOVERNMENTAL AGENCY REPORTING TO THE PRESIDENT

- Site selection support to find appropriate location/land for your investment
- Matchmaking with local partners & establishing business linkages
- Arrangements of meetings with governmental bodies and other stakeholders
- Project launch & Press release Services
- Matchmaking with local partners & establishing business linkages

ACTING AS YOUR SOLUTION PARTNER

- Facilitating your visit to Türkiye

... ASSIST YOU BEFORE, DURING AND AFTER YOUR ENTRY INTO TÜRKİYE
USEFUL LINKS

• Ministry of Transport and Infrastructure: http://www.uab.gov.tr/
• Healthcare Investments (Ministry of Health): http://www.saglikyatirimlari.gov.tr/
• Ministry of Treasury and Finance: https://www.tuik.gov.tr/
• Turkish Statistical Institute: https://www.trade.gov.tr/
• Ministry of Trade: https://www.sbb.gov.tr/
• Presidency of Strategy and Budget: http://www.sbb.gov.tr/
• Privatization Administration: http://www.oib.gov.tr/
• European Bank for Reconstruction and Development: http://www.ebrd.com/Türkiye.html
• Global Infrastructure Hub: https://www.gihub.org/
• Airports Council International: http://www.eib.org/infocentre/contact/offices/Türkiye-istanbul.htm
• International Finance Corporation: http://www.ifc.org/
• Banks in Türkiye: https://www.bddk.org.tr/Institutions-Category/Banks/22
PRESIDENCY OF THE REPUBLIC OF TÜRKİYE
INVESTMENT OFFICE

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