



This project is co-funded by the European Union
and the Republic of Türkiye



Turkey – EU Business Dialogue

2018-2023



The Turkey – EU Business Dialogue (TEBD) Project

The Turkey-EU Business Dialogue (TEBD) is a project co-funded by the European Union under its IPA II programme with Türkiye. TEBD is managed by Eurochambres, through a grant contract with CFCU, in close cooperation with TOBB, as the end beneficiary institution of the project. The TEBD activities are implemented through the European and Turkish Chambers of Commerce and Industry, and Commodity Exchanges.

The overall objective of the project is to strengthen mutual knowledge and understanding between Turkish Chambers and Commodity Exchanges, and their counterparts in the EU, thus promoting the integration of EU and Turkish business communities and ensuring a stronger awareness of the opportunities and challenges of a potential future Türkiye's accession to the EU in both Türkiye and the EU.

The TEBD project wants to promote a constructive private sector dialogue between the EU and Türkiye that will lead to positive and lasting results for both sides.

This document can be downloaded for free from the following websites:
www.tebd.eu, www.eurochambres.eu, www.tobb.org.tr

Published by Eurochambres and TOBB:

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About TEBD

Chambers both in Türkiye and in the European Union (EU) have an important role to play in fostering economic cooperation and contributing to the advancement of Türkiye's EU accession process. The Türkiye-EU Business Dialogue (TEBD) project is based on the long-term collaboration between the Association of European Chambers of Commerce and Industry (Eurochambres) and the Union of Chambers and Exchanges of Türkiye (TOBB – which is also a member of Eurochambres), based on their strategic priorities and their roles in representing and supporting the business communities both in the EU and in Türkiye.

The TEBD project brings the Turkish Chambers of Commerce and Industry (and Commodity Exchanges), and their EU counterparts, closer together by supporting and implementing a range of activities. This is done by providing the Chambers and Commodity Exchanges opportunities that allow for a better understanding and effective business dialogue. The TEBD project promotes the integration of the EU and Turkish business communities and ensures greater awareness of business opportunities and challenges of Türkiye's potential future accession to the EU and the modernization of the Customs Union between Türkiye and the EU.

The specific objectives of the TEBD project are:

1. Strengthening the capacity of Turkish Chambers and Exchanges to improve existing services and/or provide additional services to their members.
2. Increasing the participation of the business community in political life in Türkiye, by providing input to further develop the Customs Union between the EU and Türkiye and to support the advancement of Türkiye's EU accession process.
3. Increasing opportunities for networking and exchanges of best practices between Turkish and EU Chambers.
4. Enhancing awareness throughout both business communities of the potential opportunities and challenges that could be presented by Türkiye's accession to the EU.

FROM THE PERSPECTIVE OF INDEPENDENT EVALUATORS:



The Türkiye-EU Business Dialogue (TEBD) has contributed to strengthen mutual knowledge and understanding between Turkish chambers and their counterparts, thus promoting the integration of EU and Turkish business communities that is vital for the modernisation of the Custom Union. Business-to-business initiatives have proved to be a key tool to foster the dialogue among the business communities. Platforms for discussions and interaction between the chambers have been established. For example, Samsun Chamber of Commerce and Industry was able to document its achievements in the area of business-to-business cooperation with its partner from the Czech Republic. This was done by raising awareness on both sides and creating a platform for cooperation in order to ensure uninterrupted access to the EU market.”



The programme strengthened the capacity of Turkish chambers in improving/adding new services to their members and capacity strengthening was extended to SMEs to a higher extent than expected. Examples include: online platforms for SMEs set up; an innovation and technology centre in Trabzon; foreign trade intelligence services established by Gaziantep CoC based on Seville CoC know-how; foreign trade training delivered to unemployed women and youth; SMEs provided with foreign trade support/consultancy and several unemployed people have been recruited by these SMEs; introduction of the solvency audit as a new concept in the Turkish context (initially several chambers and SMEs have been reluctant to share financial information related to this activity; then the activity has been one of the most successful project activities and filled a gap in the local capacity).



The programme increased opportunities of networking and exchange of best practices between Turkish and EU chambers. Examples include: a business development protocol with Bulgaria and Greece on cheese that helped Kars Gruyere quality to be properly promoted abroad; matching events with agreements between companies signed; EU partners facilitated CoC be part in EU initiatives that before they could never join (e.g. European Railway Clusters Initiative); joint participation in tenders; Recommendation Paper regarding digital transformation, shared with other chambers; TEBD Agri-food Networking Event, to discuss key topics in the Agri-Food sector and enhance networking between companies and transactional cooperation for improving participants' access to new markets, suppliers, traders, organisations.



Furthermore, over the course of implementation, the TEBD programme has adjusted its design and modality to focus more on politically relevant themes for the EU, such as the EU Green Deal, sustainability and energy efficiency to address the political impasse and to attract more participation from both Turkish and EU sides.



TO READ THE FULL REPORT OF “THEME REPORT: EU-TURKEY DIALOGUE”, VISIT HERE:

[Theme-3-EU-Turkey-Dialogue-Final-Report.pdf \(ipa.gov.tr\)](https://ipa.gov.tr/Theme-3-EU-Turkey-Dialogue-Final-Report.pdf)

INSTITUTIONAL FRAMEWORK

THE ASSOCIATION OF EUROPEAN CHAMBERS OF COMMERCE AND INDUSTRY

EUROCHAMBRES

www.eurochambres.eu

The Association of European Chambers of Commerce and Industry (Eurochambres) was established in 1958 as a direct response to the creation of the European Economic Community. Eurochambres acts as the eyes, ears, and voice of the business community at EU level. Eurochambres represents over 20 million businesses in Europe through 46 members (42 national associations of Chambers of Commerce and Industry plus two transnational chamber organisations) and a European network of 1700 regional and local chambers. More than 93% of these businesses are small and medium sized enterprises (SMEs). In total, the businesses represented by Eurochambres employ more than 120 million people throughout Europe.

Eurochambres strives to improve the general conditions in which businesses operate, to facilitate access to markets within and beyond the EU and to ensure the availability of human, financial and natural resources.

RESPONSIBILITY

Eurochambres is responsible for the coordination of the technical implementation of the Turkey-EU Business Dialogue (TEBD) project. The TEBD team within Eurochambres is made up of five persons who provide training, coaching and continuous support for the successful implementation of the project, and who also ensure the monitoring of activities as well as the promotion of the TEBD project and the dissemination of information. The TEBD team also coordinates and monitors 19 grant projects (Chamber Partnerships), which are being supported by the EU in the framework of the TEBD project.

UNION OF CHAMBERS AND COMMODITY EXCHANGES OF TÜRKİYE



www.tobb.org.tr

The Union of Chambers and Commodity Exchanges of Türkiye (TOBB), established in 1952, is the umbrella organisation of Chambers and Commodity Exchanges in Türkiye. In its capacity as the highest level representative of the Turkish private sector, the aims of TOBB include: ensuring unity and solidarity between chambers and commodity exchanges, enhancing the development of the professions in accordance with the public interest, facilitating the professional work of its members, promoting honesty and confidence in members' relations with each other and with the general public, and preserving professional discipline and ethics.

TOBB represents a network of over 1,3 million enterprises, 365 local chambers of commerce, industry, commerce and industry, maritime commerce and commodity exchanges and 61 sectoral assemblies. Chambers are the main business support organizations in Türkiye, which has a strong tradition of an independent and democratic chamber system.

RESPONSIBILITY

TOBB is the end beneficiary of the Turkey-EU Business Dialogue (TEBD) project and is closely involved in the coordination of the various activities.

TEBD TEAM

<https://tebd.eu/team/>

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EUROCHAMBRES

CIVIL SOCIETY SECTOR



TEBD Communication

The project website ensures an appropriate visibility of the upcoming and past events and activities that the TEBD project organises and is involved in. <https://tebd.eu/>

The TEBD project has issued monthly Newsletters since the beginning of the project, containing information about:

Recent & Upcoming Activities

Success Stories of Chamber Partnerships

Sent to 1,970 recipients via email

READ ALL OUR NEWSLETTERS HERE <https://tebd.eu/newsletters/>

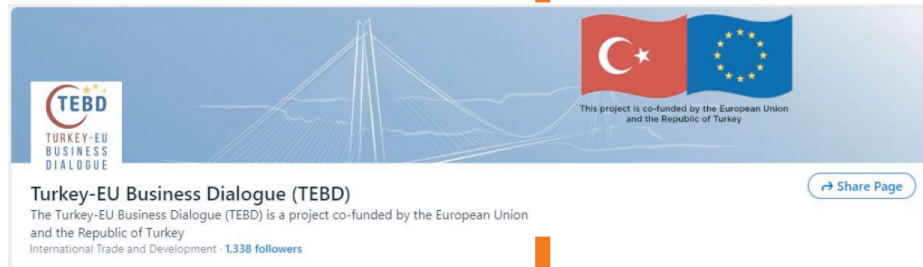
The TEBD team has been engaging with stakeholders from the beginning through channels such as social media. These channels contain the most recent events and news of the project and is endorsed by the project partners, such as Eurochambres and TOBB, who use their own existing network for the promotion of the project activities.



The TEBD project has a Twitter account since May 2019, with 701 followers.

https://twitter.com/TEBD_Project

The TEBD team counts with a LinkedIn account since the beginning of the project lifetime which counts with 1339 followers.



TEBD ACTIVITIES

COMPONENT 1:

Cooperation activities between Turkish and
EU Chambers and Business Communities

- **BUSINESS DIALOGUE**
- **SME SURVEYS**
- **SME WORKSHOPS**
- **GREEN DEAL**
- **AUDITS**
- **CHAMBER ACADEMIES**
- **STUDY VISITS**

BUSINESS Dialogue

The High-Level Business Dialogues brings together leaders from private sector organisations in both Türkiye and the EU, Turkish public bodies and the EU institutions, in order to analyse and discuss the economic relationship between the EU and Türkiye, and how it can be further strengthened so as to maximise the benefits for both sides.

LEARN ALL ABOUT THE HIGH LEVEL BUSINESS DIALOGUE HERE

<https://tebd.eu/high-level-business-dialogues/>

First High-Level Business Dialogue

This “Business Dialogue” served as a preparation for the High-Level Economic Dialogue (HLED), organised on 28 February 2019, and hosted by H.E. Minister Albayrak and Vice-President Katainen of the European Commission. The main objective was to discuss among private sector representatives from EU and Türkiye, regarding challenges and opportunities, and to make recommendations towards improving EU-Türkiye relations from an economic perspective.

<https://tebd.eu/news/eu-turkey-high-level-economic-dialogue/>

Date: 27 February 2019

**First High-Level Business Dialogue
Location: İstanbul (Türkiye)**



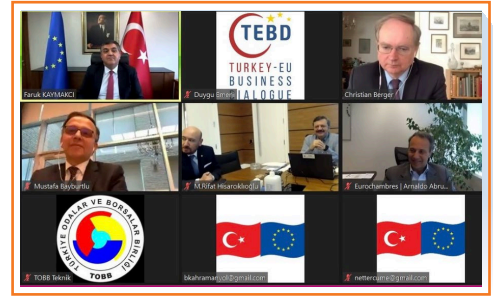
Additional High-Level Business Dialogue Webinar

The main objective was to discuss and analyse the Post Covid-19 Türkiye- EU Economic and Trade Relations, and how it can be further strengthened so as to maximize the benefits for both sides.

High-level speakers were the Deputy Minister of Foreign Affairs & Director for EU Affairs and Ambassador Faruk Kaymakcı; the Head of EU Delegation to Türkiye, Ambassador Christian Berger; the President of the Union of Chambers and Exchanges of Türkiye (TOBB), M.Rifat Hisarcıklıoğlu; and CEO of the Association of European Chambers of Commerce and Industry (Eurochambres), Arnaldo Abruzzini.

<https://tebd.eu/news/turkey-eu-business-dialogue-webinar-programme/>

Date: 11 June 2020



Second High-Level Business Dialogue

The EU-Türkiye High Level Business Dialogue brought private sector organisations in Türkiye and the EU, Turkish public bodies, and EU institutions together. The main purpose was to discuss challenges and opportunities in the view of the EU Green Deal, and to provide recommendations from the business community towards policymakers, with the aim of improving EU-Türkiye relations and economic cooperation, and thereby contributing to the further development of the Customs Union and to moving forward Türkiye's EU accession process.

<https://tebd.eu/news/eu-turkey-high-level-business-dialogue/>

Date: 10-11 March 2021

Location: Online

Topics:

- EU-Türkiye Economic and Trade Relations and Common Challenges in the view of EU Green Deal
- Skills for EU Green Transition
- Recovery, Investment and Sustainable Finance
- Circular Economy



Third High Level Business Dialogue

The aim of the High Level Business Dialogue (HLBD) was to provide a platform to bring business circles together, discuss aspects related to the business environment, and to improve economic interaction and cooperation between both sides. The HLBD offered the opportunity for a substantial bilateral EU-Türkiye economic and trade debate which resulted in an important understanding of each other's economic and trade situation and policies.

<https://tebd.eu/news/turkey-eu-business-dialogue-webinar-programme/>

Date: 26 October 2022

Location: İstanbul, Türkiye

Topic:

- *How can EU-Türkiye Economic and Trade Relations be improved, taking into account the Changing Geopolitical Environment*
- *Global Value Chains EU Green Deal*



SME SURVEYS

Within the framework of the TEBD Project, two large scale surveys were conducted in order to collect information from companies in Türkiye and in the EU member states regarding their experiences and views in relation to economic cooperation and trade between Türkiye and the EU. The results from both surveys were analysed and presented at public events in Ankara in 2022 and İstanbul in 2023. The end-goal the surveys was provide a comprehensive assessment of EU-Türkiye business relations.

SME SURVEYS IN TÜRKİYE



The Turkey-EU Business Dialogue SME Survey on Türkiye-EU economic relations received 1,828 responses from Turkish companies of all sizes and from every region of Türkiye. This report contains representative insights into the development of attitudes and expectations of the Turkish business community on EU-Türkiye economic relations. Earlier surveys were conducted in 2008 and 2013.

The 2021 survey comes against a background of stalled EU-Türkiye accession negotiations and major developments in rules regarding environment and digitalisation in the EU. The survey focuses on attitudes of Turkish companies towards the Customs Union and its modernisation. The talk on Türkiye's EU accession has given way to discussions on Customs Union modernisation. This report provides the groundwork to address the implications of the EU's recent Green Deal and digitalisation policies on Turkish-EU business relations and future discussions on Custom Union modernization.



In line with the current state of EU-Türkiye relations, this year's survey suggests that Turkish companies show a great interest in the Customs Union and its modernisation. Turkish companies would like chambers to provide them with information regarding the Customs Union. In view of the current priority assigned to the EU Green Deal, companies will need to adapt to the new environmental and digital concerns. Turkish companies show interest in the digital single market and to further increase collaboration between the EU and Türkiye. This was the most cited topic in the EU-Türkiye relations which companies would like to be informed about.

Turkish companies value environmental protection and declared that Türkiye should ratify the Paris Climate Deal (76%), which the Turkish Parliament ratified in October 2021 (while the survey was carried out). Yet, very few companies expressed interest to know more about EU's energy and environmental policies, which will have a wide impact in shaping EU's trade relations. The Turkish government's Green Deal Action Plan was announced around the same time of the adoption of the Fit for 55 program by the EU.

To ensure that Turkish companies maintain and continue their interactions with EU markets, they need to be adequately informed about the opportunities and new challenges awaiting them with changes in EU internal priorities of the Green Deal and modernisation of the Customs Union.

As leading business representatives, Chambers and Commodity Exchanges in Türkiye have a legitimate and significant responsibility to assist enterprises in the economic integration process.

23-24 January 2023, Istanbul

23-24 Ocak 2023, İstanbul



EUROCHAMBRES



SME SURVEY IN THE EU

The TEBD SME Survey on European business perspectives on EU-Türkiye economic relations, covers the responses from companies of all sizes in all EU-27 countries. A sample of 1004 companies across the EU fully completed a detailed questionnaire.

Earlier surveys were conducted in 2008 and 2013. The 2022 survey was completed against a background of stalled EU-Türkiye accession negotiations. The talk on Türkiye's EU accession has shifted to discussions on the modernisation of the Customs Union. Moreover, there have been major developments in EU policy and legislative framework regarding climate change and digitalisation. The EU Green Deal and the digital Single Market will have far reaching implications on Turkish-EU business relations and on future discussions for Customs Union modernisation.

In light of disruptions in global supply chains, especially those from China, occasioned by the Covid-19 pandemic, EU business attitudes towards Türkiye have undergone certain changes as regional supply chains gained new traction.

Against this backdrop, the report focuses on changing European businesses' interest in exploring business opportunities in the Turkish market. It provides insights into attitudes of EU-based companies towards the Customs Union and its modernisation. Finally, the report addresses European businesses' views on collaboration with Türkiye regarding the Green Deal and digitalisation policies.

The main findings of the survey reveal that:

1. There is a rising interest by European businesses in the Turkish market;
2. Despite general pessimism surrounding Türkiye's EU prospects, European companies are more optimistic about the impact of Türkiye's potential EU membership on their own business compared to 2013;
3. Compared to findings of 2013, more EU enterprises support Customs Union with Türkiye and are seeking to be better informed;
4. Companies are supportive regarding the modernisation of the Customs Union;
5. In their existing or potential engagement with Türkiye, European businesses prioritize removal of further barriers to trade and liberalisation of services;
6. European businesses support collaboration between the EU and Türkiye regarding the Green Deal and Digital Single Market.

The survey's results call for increased acquaintance of the European enterprises with the Turkish markets, by providing information on business opportunities and conditions in Türkiye, as well as measures that will eliminate barriers on trade and investment. From the perspective of the modernisation of the Customs Union, it is crucial that European companies are part of the process to make sure that their concerns are taken into account and are given a voice. Moreover, both European and Turkish enterprises need to be adequately informed about the opportunities awaiting them with changes within the EU internal priorities of the Green Deal and modernisation of the Customs Union.

Chambers of Commerce and Industry, as leading business representatives, have a responsibility to assist European companies in meeting these challenges by providing relevant information and guidance. Chambers are the primary source of information for EU companies seeking information about Türkiye. With their wide network, they have the capacity to enable flow of information and communication between European and Turkish business communities.

The 2022 survey confirms the crucial importance of economic relations between the EU and Türkiye. The publication of the survey provides a fresh input to EU-Türkiye relations with both civil society and policy makers.

SME WORKSHOPS

on EU issues

Within the scope of the TEBD project, 60 Workshops were being held for representatives of Small and Medium-Sized Enterprises (SMEs) – including 50 Workshops in various Turkish cities and regions and 10 Workshops in different Member States of the European Union (EU). All of these SME Workshops have been organised in cooperation with local Chambers of Commerce and Industry and/or Commodity Exchanges.

<https://tebd.eu/sme-workshops/>

SME Workshop #1

Challenges of SMEs exporting to EU Countries

Hosted by the Nevşehir Chamber of Commerce and Industry

Location: Nevşehir, Türkiye

Date: 19 December 2018

Representatives: 25 SME

SME Workshop #4

Challenges of the SMEs exporting to EU countries

Hosted by the Tavşanlı Chamber of Commerce and Industry

Location: Kütahya, Türkiye

Date: 23 February 2019

Representatives: 55 SME

SME Workshop #7

Challenges of the SMEs exporting to EU countries

Hosted by the Çorlu Chamber of Commerce and Industry

Location: Tekirdağ, Türkiye

Date: 2 April 2019

Representatives: 35 SME

SME Workshop #10

Adaptation of Food Producers to the EU Standards

Hosted by the Beypazarı Chamber of Commerce

Location: Ankara, Türkiye

Date: 11 June 2019

Representatives: 22 SME

SME Workshop #13

EU-Türkiye bilateral trade: Rules and requirements for trade and invest with Türkiye

Hosted by the Union of Hellenic Chambers

Location: Athens, Greece

Date: 24 June 2019

Representatives: 18 SME

SME Workshop #16

Opportunities and challenges of EU-Türkiye Customs Union

Hosted by the International Cooperation and International Organizations Bulgarian Chamber of Commerce and Industry

Location: Sofia, Bulgaria

Date: 26 June 2019

Representatives: 23 SME

SME Workshop #2

Adaptation of Food Producers to the EU Standards

Hosted by the Trabzon Chamber of Commerce and Industry

Location: Trabzon, Türkiye

Date: 21 December 2018

Representatives: 44 SME

SME Workshop #5

Adaptation of Food Producers to the EU Standards

Hosted by the Bandırma Chamber of Commerce

Location: Balıkesir, Türkiye

Date: 26 February 2019

Representatives: 34 SME

SME Workshop #8

Challenges of the SMEs exporting to EU countries

Hosted by the Manisa Chamber of Commerce and Industry

Location: Manisa, Türkiye

Date: 25 April 2019

Representatives: 20 SME

SME Workshop #11

Challenges of SMEs exporting to EU Countries

Hosted by the Antakya Chamber of Commerce and Industry

Location: Antakya, Türkiye

Date: 19 June 2019

Representatives: 36 SME

SME Workshop #14

EU Trade Policy and Relations With Türkiye

Hosted by the Kayseri Chamber of Industry

Location: Kayseri, Türkiye

Date: 26 June 2019

Representatives: 23 SME

SME Workshop #17

Challenges of SMEs exporting to EU Countries

Hosted by the Edremit Chamber of Commerce

Location: Balıkesir, Türkiye

Date: 16 October 2019

Representatives: 20 SME

SME Workshop #3

Opportunities and challenges of EU-Türkiye Customs Union

Hosted by the Afyonkarahisar Chamber of Industry and Commodity Exchange

Location: Afyonkarahisar, Türkiye

Date: 21 February 2019

Representatives: 37 SME

SME Workshop #6

Modernization of the Customs Union, Opportunities and Challenges, Importance of its Implementation

Hosted by the İzmir Chamber of Commerce

Location: İzmir, Türkiye

Date: 20 March 2019

Representatives: 28 SME

SME Workshop #9

Clustering and University - Industry

Hosted by the Ordu Commodity Exchange

Location: Ordu, Türkiye

Date: 10 May 2019

Representatives: 40 SME

SME Workshop #12

EU Trade Policy and Relations with Türkiye

Hosted by the Erzurum Commodity Exchange

Location: Erzurum, Türkiye

Date: 19 November 2020

Representatives: 18 SME

SME Workshop #15

Adaptation of food producers to the EU standards

Hosted by the Istanbul Chamber of Commerce

Location: İstanbul, Türkiye

Date: 8 October 2019

Representatives: 21 SME

SME Workshop #18

Challenges of SMEs exporting to EU Countries

Hosted by the Düzce Chamber of Commerce and Industry

Location: Düzce, Türkiye

Date: 31 October 2019

Representatives: 47 SME



SME Workshop #19

Challenges of SMEs exporting to EU Countries

Hosted by the Adana Chamber of Industry
Location: Adana, Türkiye
Date: 26 November 2019
Representatives: 24 SME

SME Workshop #22

The impact of SMEs institutionalization on EU export

Hosted by the Sakarya Chamber of Commerce and Industry
Location: Sakarya, Türkiye
Date: 16 January 2020
Representatives: 32 SME

SME Workshop #25

Challenges of SMEs exporting to EU Countries

Hosted by the Aegean Region Chamber of Industry
Location: İzmir, Türkiye
Date: 17 February 2020
Representatives: 19 SME

SME Workshop #28

Challenges of SMEs exporting to EU Countries

Hosted by the Konya Chamber of Commerce
Location: Konya, Türkiye
Date: 5 March 2020
Representatives: 45 SME

SME Workshop #31

Challenges of SMEs exporting to EU Countries

Hosted by the Gebze Chamber of Commerce
Location: Gebze, Türkiye
Date: 22 June 2021
Representatives: 40 SME

SME Workshop #34

New Business Models and Techniques in the formation of New Strategies for Exporting to the European Market during the COVID-19 Pandemic

Hosted by the Trabzon Chamber of Commerce and Industry
Location: Bursa, Türkiye
Date: 23 September 2020
Representatives: 33 SME

SME Workshop #37

Adaptation of Food Producers to the EU Standards

Hosted by the Isparta Chamber of Commerce and Industry
Location: Isparta, Türkiye
Date: 9 December 2021
Representatives: 20 SME

SME Workshop #20

EU-Türkiye Custom Union and EU Trade Rules: Opportunities and Challenges of SMEs

Hosted by the Ankara Chamber of Industry
Location: Ankara, Türkiye
Date: 26 November 2019
Representatives: 35 SME

SME Workshop #23

How to successfully enter Turkish market & EU - Türkiye relations

Hosted by the Latvian Chamber of Commerce and Industry
Location: Riga, Latvia
Date: 17 February 2020
Representatives: 22 SME

SME Workshop #26

Challenges of SMEs exporting to EU Countries

Hosted by the Gaziantep Chamber of Commerce
Location: Gaziantep, Türkiye
Date: 6 March 2020
Representatives: 56 SME

SME Workshop #29

How to improve EU-Türkiye economic relations and Projects

Hosted by the Şanlıurfa Chamber of Commerce and Industry
Location: Şanlıurfa, Türkiye
Date: 12 March 2020
Representatives: 37 SME

SME Workshop #32

Challenges of SMEs exporting to EU Countries

Hosted by the Aydın Chamber of Commerce
Location: Aydın, Türkiye
Date: 12 August 2020
Representatives: 26 SME

SME Workshop #35

New Business Models and Techniques for Creating New Strategies in Exporting to the EU Market in the Pandemic Process

Hosted by the Çanakkale Commodity Exchange
Location: Çanakkale, Türkiye
Date: 21 December 2020
Representatives: 40 SME

SME Workshop #38

A New Era in Türkiye-EU Economic Relations: E-Commerce

Hosted by the Kuşadası Chamber of Commerce
Location: Kuşadası, Türkiye
Date: 8 September 2021
Representatives: 25 SME

SME Workshop #21

Challenges of SMEs exporting to EU Countries

Hosted by the Osmaniye Chamber of Commerce and Industry
Location: Osmaniye, Türkiye
Date: 28 November 2019

SME Workshop #24

Post COVID-19 EU Türkiye's place in the EU Value Chain. Business opportunities, risks, and challenges for Turkish SMEs

Hosted by the Bartın Chamber of Commerce and Industry
Location: Bartın, Türkiye
Date: 7 July 2021
Representatives: 25 SME

SME Workshop #27

Challenges of SME's exporting to EU countries

Hosted by the Sivas Chamber of Commerce and Industry
Location : Sivas, Türkiye
Date : 22 July 2020
Representatives : 19 SME

SME Workshop #30

EU and Türkiye Rural Development Policy

Hosted by the Denizli Commodity Exchange
Location: Denizli, Türkiye
Date: 8 July 2021
Representatives: 35 SME

SME Workshop #33

Challenges of SMEs exporting to EU Countries - The Problems and Solutions of SMEs Operating in Mersin Region in Export to EU Countries

Hosted by the Mersin Chamber of Commerce and Industry
Location: Mersin, Türkiye
Date: 17 July 2020
Representatives: 20 SME

SME Workshop #36

Digital Commerce

Hosted by the Bingöl Chamber of Commerce and Industry
Location : Bingöl, Türkiye
Date : 21 October 2020
Representatives : 33 SME

SME Workshop #39

Post COVID-19 EU Türkiye's place in the EU Value Chain. Business opportunities, risks, and challenges for Turkish SMEs

Hosted by the Antalya Chamber of Commerce and Industry
Location: Antalya, Türkiye
Date: 16 December 2020
Representatives: 23 SME



SME Workshop #40

E-commerce: Shaping Digital Future of the EU and Türkiye
Hosted by the Tokat Chamber of Commerce and Industry

Location: Tokat, Türkiye

Date: 27 July 2021

Representatives: 28 SME

SME Workshop #43

EU and Türkiye Rural Development Policy

Hosted by the Zonguldak Chamber of Commerce and Industry

Location: Zonguldak, Türkiye

Date: 20 January 2021

Representatives: 50 SME

SME Workshop #46

Adaptation of Food Producers to the EU Standards

Hosted by the Elazığ Chamber of Commerce and Industry

Location: Elazığ, Türkiye

Date: 22 December 2021

Representatives : 35 SME

SME Workshop #49

Business Management, Financial Resources Management, and Human Resources Management in SMEs in Türkiye and the EU during the COVID-19 Pandemic Process

Hosted by the Malatya Chamber of Commerce and Industry

Location: Malatya, Türkiye

Date: 11 November 2021

Representatives: 20 SME

SME Workshop #52

Challenges of SMEs exporting to EU Countries

Hosted by the Kastamonu Chamber of Commerce and Industry

Location: Kastamonu, Türkiye

Date: 22 October 2020

Representatives: 25 SME

SME Workshop #55

Trade and investment exchange between Bulgaria and Türkiye

Hosted by the Ruse Chamber of Commerce and Industry & Stara Zagora Chamber of Commerce and Industry

Location: Ruse, Bulgaria

Date: 25 March 2021

Representatives: 45 SME

SME Workshop #58

Trade and Economic relations between Türkiye and Bulgaria

Hosted by Vratsa Chamber of Commerce and Industry

Location: Vratsa, Bulgaria

Date: 27 January 2023

Representatives: 27 SME

SME Workshop #41

EU Rural Development Policy
Hosted by the Eskişehir Commodity Exchange

Location: Eskişehir, Türkiye

Date: 30 October 2020

Representatives: 50 SME

SME Workshop #44

How to bring new business ideas to life? Business Model Canvas Based on European Entrepreneurship Competencies (EntreComp)

Hosted by the Adıyaman Chamber of Commerce and Industry

Location: Adıyaman, Türkiye

Date: 4 June 2021

Representatives: 21 SME

SME Workshop #47

Topic will be announced at a later date

Hosted by the Çankırı Chamber of Commerce and Industry

Location: Çankırı, Türkiye

Date: To Be Confirmed

SME Workshop #50

Post COVID-19 Türkiye's place in the EU Value Chain. Business opportunities, risks, and challenges for Turkish SMEs

Hosted by the Bolu Chamber of Commerce and Industry

Location: Bolu, Türkiye

Date: To Be Confirmed

SME Workshop #53

Topic will be announced at a later date

Hosted by the Edirne Chamber of Commerce and Industry

Location: Edirne, Türkiye

Date: 18 December 2020

Representatives: 26 SME

SME Workshop #56

The Turkish Market and Opportunities for Italian agri-food SMEs

Hosted by Unioncamere Piemonte

Location: Online

Date: 7 October 2021

Representatives: 28 SME

SME Workshop #59

How to successfully enter the Turkish Market

Hosted by: Dobrich Chamber of Commerce and Industry

Location: Dobrich (Hybrid)

Date: 6 February 2023

Representatives: 20 SME

SME Workshop #61

New Generation Foreign Trade Intelligence Channels

Hosted by Kayseri Chamber of Industry

Location: Online

Date: 9 February 2023

Representatives: 25 SME

SME Workshop #42

The impact of SMEs Institutionalization on EU Export

Hosted by the Artvin Chamber of Commerce and Industry

Location: Artvin, Türkiye

Date: 12 August 2020

Representatives: 36 SME

SME Workshop #45

Post COVID-19 EU Industry and Trade Strategy change and Its Impact on Türkiye

Hosted by the Kocaeli Chamber of Industry

Location: Kocaeli, Türkiye

Date: 14 July 2020

Representatives: 86 SME

SME Workshop #48

Challenges of SMEs exporting to EU Countries

Hosted by the Muğla Chamber of Commerce and Industry

Location: Muğla, Türkiye

Date: 7 October 2020

Representatives: 31 SME

SME Workshop #51

How to increase the understanding of SMEs on EU- Türkiye agriculture and livestock business relations with the general overview of agriculture projects both in EU and Türkiye

Hosted by the Aksaray Commodity Exchange

Location: Aksaray, Türkiye

Date: To Be Confirmed

SME Workshop #54

Business Opportunities for Czech Companies in Türkiye in times of COVID-19

Hosted by the Czech Chamber of Commerce

Location: Prague, Czech Republic

Date: 2 September 2020

Representatives: 22 SME

SME Workshop #57

Business opportunities for Spanish companies

Hosted by Cámara de Comercio, Industria y Servicios de Madrid

Location: Madrid, Spain

Date: 13 January 2023

Representatives: 43 SME

SME Workshop #60

Italian Design Sector: Business Opportunities in Türkiye

Hosted by Torino Chamber of Commerce

Location: Torino, Italy

Date: 31 January 2023

Representatives: 25 SME

SME Workshop #62

Green Transformation for businesses

Hosted by Bolu Chamber of Commerce and Industry

Location: Online

Date: 9 February 2023

Representatives: 20 SME



EUROPEAN Green Deal Transformation: A guide for Turkish Businesses and Policy Dialogue

The TEBD Project prepared a “Guide for Public Private Dialogue: Just Transition Diagnostics and Action Plan” for Turkish businesses to contribute to the European Green Deal transition process. In the framework of the activity, TEBD has organised 10 SME Workshops on 10 most exposed sectors in the view of EU Green Deal. The purpose was to create a sectoral roadmap, in order to discuss how will the EU Green Deal impact on different sectors.

The workshops were hosted by the Turkish Chambers with the participation of the leading companies of the related sectors: on **Textile** Industry was hosted by **Adana CI**, on 23 August; **Ready to Wear** was hosted by **Istanbul CI** on the 31 August; **Iron and Steel** sector was hosted by **İskenderun CCI** on 23 of September; the **Construction Materials** focusing on ceramic sector was hosted by **Bilecik CCI** on 4 October 2022; **Plastics and Packaging** sectors were hosted by **Kocaeli CI** on 7 of October; **Agriculture** sector focusing on the fresh fruit and vegetables value chain was hosted by **Antalya CE** on 14 October; 9 SME Workshop was hosted; how will the EU Green Deal impact on the **automotive sector** hosted by **Bursa CCI** on the 24 of October; **Food** sector was hosted by **EBSO** on the 25 of October 2022.

TIMELINE OF GREEN DEALS

Adana Chamber of Industry (Online)

Date: 23 August 2022

Topic: **Textile**



Istanbul Chamber of Industry (Online)

Date: 31 August 2022

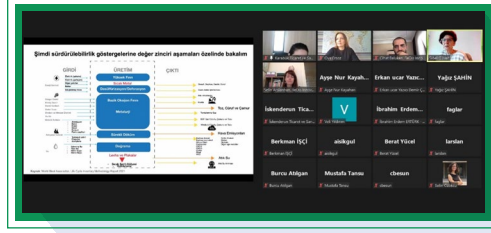
Topic: **Ready to Wear**



İskenderun Chamber of Commerce and Industry (Online)

Date: 23 September 2022

Topic: **Steel & Iron**



Bilecik Chamber of Commerce and Industry (Online)

Date: 4 October 2022

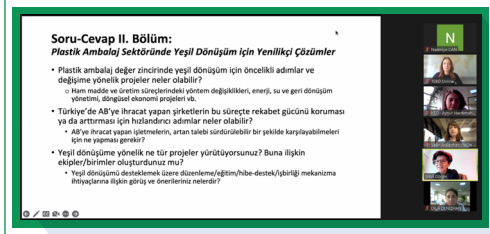
Topic: **Construction Materials**



Kocaeli Chamber of Industry (Online)

Date: 7 October 2022

Topic: **Plastics and Packaging**



Antalya Commodity Exchange (Online)

Date: 14 October 2022

Topic: **Agriculture**



Bursa Chamber of Commerce and Industry (Online)

Date: 24 October 2022

Topic: **Automotive**

Avrupa Yeşil Mutabakatı Otomotiv Sektörünü Nasıl Etkiler?

Yeşil dönüşüm yol haritası tasarımı için nasıl bir çerçeve üzerine düşünmek gerekir?

24 Ekim 2022
Otomotiv Sektörü Çalıştayı

Aegean Region Chamber of Industry (EBSO) (Online)

Date: 25 October 2022

Topic: **Food**

Gıda sektöründe yeşil dönüşüm yol haritasını çıkarmak için nasıl bir yöntem?

1. Değer zincirinin mevcut durumunu verilerle ortaya koymak

2. Değer zincirinde yeşil dönüşüm simülasyonu/senaryo analizleri

3. Öncelikli uygulama projelerini içeren yeşil dönüşüm yol haritası

25 Ekim 2022
Gıda Sektörü Çalıştayı

CAPACITY BUILDING ACTIVITIES

AUDITS

Acquis Audit

The EU Acquis Audit Toolkit that was initiated under previous programmes (ETCF I & ETCF II) has been further developed and introduced to the Turkish Chamber Network. The aim of the Acquis Audit was to provide a comprehensive overview of the level of compliance of individual enterprises in relation to specific requirements of EU legislation (Agri-food, CE Marking and Sustainable Production).

Related Article: <https://tebd.eu/news/eu-acquis-audit/>

Date: 18-21 June 2019

Location: Ankara (Türkiye)



Solvency Audit

Following the first EU Acquis Audit activity that took place in 2019, a second “service” was developed in the project, the **Solvency Audit** activity.

The objective of this activity was to develop capacity within Turkish Chambers to offer a first line service to companies who face difficulties. This service was based on the existing Early Warning Mechanism developed for EU SMEs. The objective was to develop a diagnostic toolkit, which allows the Chamber and the company to evaluate its risk for insolvency or bankruptcy.

Related Article: <https://tebd.eu/news/solvency-audit-1st-training/>

<https://tebd.eu/news/solvency-audit-2nd-training/>

<https://tebd.eu/news/solvency-audit-3rd-training/>

Date: 19 November 2020 / 4 December 2020 / 12 January 2021

Location: Online



Energy Efficiency Audit

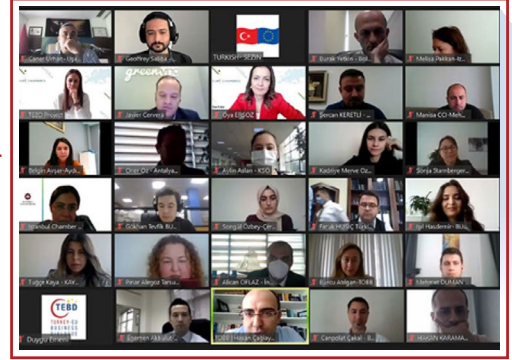
Following the EU Acquis Audit and the EU Solvency Audit activities, a third “service” was developed in the project, the Energy Efficiency activity.

The objective of this activity is to develop capacity and knowledge within Turkish Chambers/Commodity Exchanges, which allows them to advise SMEs/members on how they can reduce their energy consumption, and thus become more competitive and raise the awareness on Energy Efficiency.

Related Article: <https://tebd.eu/news/energy-efficiency-audit/>

Date: 4-5 May 2021 / 25-26 May 2021

Location: Online



CHAMBER Academies

The TEBD Chamber Academy is an intensive management training programme for middle and senior level executives of Chambers of Commerce and Industry (and Commodity Exchanges) in Türkiye and the EU member states, focusing on how to improve general management and enhance the services provided to members. The programme of each Chamber Academy is organised by the TEBD team within Eurochambres in close cooperation with TOBB.

As part of the Türkiye-EU Business Dialogue (TEBD) project, two four-day Chamber Academies are being organised in Türkiye for executives from Chambers and Commodity Exchanges both in Türkiye and in the EU member states.

The Chamber Academies provide the participants with opportunities to:

- Improve their management and strategic planning skills and know-how.
- Learn about how to develop innovative services for their members.
- Network and exchange with their fellow Chamber executives from the EU and Türkiye.

The Chamber Academy model has been developed by Eurochambres for more than 15 years. It is designed specifically for Chamber and Commodity Exchange executives, offering a dedicated training on how to improve the management and performance of a Chamber or Commodity Exchange.

Each Chamber Academy offers at least six management courses which are led by the best-qualified experts from the EU Chamber Network, with a strong focus on peer-to-peer learning.

<https://tebd.eu/chamber-academies/>



Academy 1

The TEBD Chamber Academy is an intensive management training programme for middle and senior level executives of Chambers of Commerce and Industry (and Commodity Exchanges) in Türkiye and the European Union (EU) member states, focusing on how to improve general management and enhance the services provided to members.

Article link: <https://tebd.eu/news/tebd-academy-2019-in-bodrum/>

Date: 23-26 April 2019

Location: Bodrum, Türkiye
Topic: General Management
Number of participants: 38 Participants



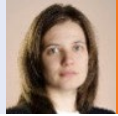
TEBD ACADEMY 2019 – COURSE LEADERS



Mehmet Dolgan
Deputy Secretary General
Istanbul Chamber of Industry (Türkiye)

Katrina Zarina

Board Member / Head of Policy
Latvian Chamber of Commerce and Industry (Latvia)



Juan Aguilar

International Director
Madrid Chamber of Commerce and Industry (Spain)



Eva Fontecha

Project Manager
Navarra Chamber of Commerce and Industry (Spain)



Amb. Jerzy Drozd

Director
Polish Chamber of Commerce and Industry (Poland)



Peter Byrne

CEO
South Dublin Chamber of Commerce and Industry (Ireland)



Luz Martinez

Specialist/Lecturer
Valencia Chamber of Commerce and Industry (Spain)



No	Chamber
1	Adana Chamber of Commerce
2	Afyonkarahisar Chamber of Commerce and Industry
3	Amasya Chamber of Commerce and Industry
4	Ankara Chamber of Industry
5	Antalya Chamber of Commerce and Industry
6	Batman Commodity Exchange
7	Bingöl Chamber of Commerce and Industry
8	Bodrum Chamber of Commerce
9	Bodrum Chamber of Commerce
10	Cerkezköy Chamber of Commerce and Industry
11	Corlu Chamber of commerce and Industry
12	Denizli Chamber of Commerce
13	Edirne Chamber of Commerce and Industry
14	Edirne Commodity Exchange
15	Erzurum Commodity Exchange
16	Eskisehir Chamber of Commerce
17	Eskisehir Chamber of Industry
18	Gaziantep Commodity Exchange
19	Gebze Chamber of Commerce
20	Giresun Chamber of Commerce and Industry
21	Isparta Commodity Exchange
22	Istanbul Chamber of Industry
23	Izmir Chamber of Commerce
24	Kahramanmaraş Chamber of Commerce and Industry
25	Kastamonu Commodity Exchange
26	Kayseri Chamber of Industry
27	Kayseri Commodity Exchange
28	Kocaeli Chamber of Industry
29	Kusadasi Chamber of Commerce
30	Rize Commodity Exchange
31	Sakarya Chamber of Commerce and Industry
32	Samsun Chamber of Commerce and Industry
33	Siverek Chamber of Commerce and Industry
34	Tarsus Chamber of Commerce and Industry
35	Bulgarian Chamber of Commerce and Industry
36	Chamber of Commerce and Industry of France
37	Hungary Chamber of Commerce and Industry
38	VOKA West-Vlaanderen

TURKISH PARTICIPANTS

EU



Academy 2

Article link: <https://tebd.eu/news/tebd-chamber-academy-2022-in-jerez-spain/>

Date: 30 May 2022 – 3 June 2022

Location: Jerez de la Frontera (Cadiz), Spain
Topic: General Management
Number of participants: 46 Participants



TEBD ACADEMY 2022 – COURSE LEADERS



Rafael HOYUELA
Head of International Strategy
Spanish Chamber of Commerce and Industry (Spain)



Jose Andrés PALACIOS
General Manager
Navarra Chamber of Commerce and Industry (Spain)



Luca SELVA
President
Engaging Society AISBL



Luz MARTINEZ
Manager "Club Cámara Internacional"
Valencia Chamber of Commerce and Industry (Spain)



Meyer PHILIPPE
Member of the Board
Geneva Chamber



Christoph RIEDMANN
Digital Chamber Expert
Freelance



Luca BORRA
Financial Expert
Eurochambres

No	Chamber
1	Adana Chamber of Industry
2	Afyonkarahisar Commodity Exchange
3	Ankara Chamber of Industry
4	Develi Chamber of Commerce
5	Duzce Chamber of Commerce and Industry
6	Gaziantep Chamber of Commerce
7	Gaziantep Chamber of Industry
8	Gebze Chamber of Commerce
9	Istanbul Chamber of Commerce
10	Izmir Chamber of Commerce
11	Kayseri Chamber of Industry
12	Konya Chamber of Industry
13	Konya Commodity Exchange
14	Kütahya Chamber of Commerce and Industry
15	Mugla Chamber of Commerce and Industry
16	Usak Chamber of Commerce and Industry
17	Yozgat Chamber of Commerce and Industry
18	Yuksekoa Chamber of Commerce and Industry
19	Ankara Chamber of Commerce
20	Fethiye Chamber of Commerce and Industry
21	Trabzon Chamber of Commerce and Industry
22	Bulgaria Chamber of Commerce and Industry
23	Bulgaria Chamber of Commerce and Industry
24	Economic Chamber of the Czech Republic
25	Hadjú-Bihar County Chamber of Commerce and Industry
26	Haskovo Chamber of Commerce and Industry
27	Jerez Chamber of Commerce and Industry
28	Kaunas Chamber of Commerce, Industry and Crafts
29	Latvian Chamber of Commerce and Industry
30	Latvian Chamber of Commerce and Industry
31	Latvian Chamber of Commerce and Industry
32	CCI International Hauts-de-France
33	Penevezys Chamber of Commerce and Industry
34	Umbria Chamber of Commerce
35	Vilnius Chamber of Commerce and Industry
36	Romania Chamber of Commerce and Industry
37	Sevilla Chamber of Commerce and Industry
38	Badajoz Chamber of Commerce
39	Almeria Chamber of Commerce and Industry
40	Jerez Chamber of Commerce and Industry

TURKISH PARTICIPANTS

EU PARTICIPANTS

STUDY VISITS

By organising Study Visits, the TEBD project offers participants from Chambers of Commerce and Industry (and Commodity Exchanges) in the EU and Türkiye the possibility to improve their knowledge and understanding of each other's business communities and the opportunities that exist for cooperation and trade between businesses in Türkiye and the EU member states.

In the framework of the TEBD project, 4 four-day Study Visits are taking place in Türkiye for executives from Chambers and/or Commodity Exchanges based in the EU Member States, and another 4 four-day Study Visits are being organised in the EU Member States for executives from Turkish Chambers and/or Commodity Exchanges. Each Study Visit has a specific focus, which can be thematic or sectoral. The themes are chosen considering the initiatives of Eurochambres and TOBB and the policy priorities of their members.

<https://tebd.eu/study-visits/>

TIMELINE OF THE STUDY VISITS

1. Study Visit to the EU: Paris & Amsterdam

The overall objective of the Study Visit was to allow Turkish Chambers' representatives to obtain a better understanding of the role of Chambers of Commerce & Industry in the digital revolution, learn about best practices, and discover innovative digital services. The Study Visit included training sessions and site visits linked to the topic of digitalisation.

Article link: <https://tebd.eu/news/tebd-academy-2019-in-bodrum/>

28-31 January 2019

*Location: Paris (France)
& Amsterdam (Netherlands)*
Topic: Digitalisation
Number of Participants: 17



2. Study Visit in Türkiye: İstanbul

The overall objective of this Study Visit was to allow EU Chamber representatives to obtain a better understanding of the importance of the Ports and Logistics industry in Türkiye, and the opportunities for EU business. The Study Visit included several presentations from the sector, as well as a site visit to the new İstanbul Airport (largest airport in the world).

Date: 25 February – 1 March 2019

Location: İstanbul (Türkiye)
Topic: Ports & Logistics
Number of Participants: 11

Article link: <https://tebd.eu/news/study-visit-in-istanbul/>



3. Study Visit in Europe: Brussels (Belgium)

The overall objective of this Study Visit was to allow Turkish Chambers' representatives to obtain a better understanding on the funding opportunities offered by EU Programmes, and how Turkish Chambers and their members can benefit from them. The Study Visit included the participation in the Connecting European Chambers event, which brought together representatives of some 100 European Chambers for a one-day conference that focused on EU programmes which are relevant for Chambers.

Date: 2-5 July 2019

Location: Brussels (Belgium)
Topic: EU Funding & Programmes
Number of Participants: 10

Article link: <https://tebd.eu/news/study-visit-in-brussels/>



4. Study Visit in Türkiye: İzmir

The objective of this Study Visit was to allow EU Chambers' representatives to obtain a better understanding of the importance of the Textile and Footwear sector in Türkiye, and the opportunities for cooperation and trade between businesses in Türkiye and those in the EU Member States. Clothing and textile are among the most important manufacturing sectors in the Turkish economy in terms of GDP, employment, and exports. Among Turkish cities, İzmir is the second biggest exporter of textile products, while the EU is the largest trade partner of Türkiye in terms of textile products. Participants also had the opportunity to learn about the shoes sector in İzmir, which has a dominant role with an export share in Aegean Region of 80% and a total value of 53,3 million USD.

Date: 25-29 November 2019

Location: İzmir (Türkiye)
Topic: Textile and Footwear Sector
Number of Participants: 10

Article link: <https://tebd.eu/news/tebd-study-visit-to-izmir/>



5. Study Visit in Europe: Riga (Latvia) & Tallinn (Estonia)

The overall objective of this Study Visit was to allow Turkish Chambers' representatives to obtain a better understanding of the business cooperation and opportunities between Türkiye and the Baltic States, and how Turkish Chambers and their members can benefit from them. Participants had the opportunity to promote the Turkish market and its opportunities, to present the main areas for potential future cooperation as well as to promote their own regions and organisations.

Date: 27-31 January 2020

Location: Riga (Latvia) & Tallinn (Estonia)
Topic: Business Cooperation between Türkiye and the Baltic States
Number of Participants: 12

Article link:

<https://tebd.eu/news/tebd-study-visit-to-latvia-and-estonia/>



6. Study Visit in Türkiye: Online

The Forum was a gathering of women entrepreneurs, policymakers, international financial Institutions, EU & Turkish Chambers, and so on. The aim was to discuss and promote a constructive dialogue between the women entrepreneurs from Türkiye and the EU while allowing participants to build their networks, as well as polish their skills and expand their knowledge.

Date: 23-24-25 November 2020

Location: Online
Topic: TEBD Women Entrepreneurs Forum
Number of Participants: 4,858 Participants and Viewers

Article link:

<https://tebd.eu/news/women-entrepreneurs-forum/>



7. Study Visit in Europe: Online

With the aim of discussing key topics in the Agri-Food sector; industry leaders, policymakers, farmers, Agri-Food supply chain actors, organisations, SMEs, and other public institutions were gathered. To understand the future of the sector in the post-pandemic world and the needs and the opportunities of the ecosystem, the Agri-Food Forum was organised around 4 engaging and interactive sessions:

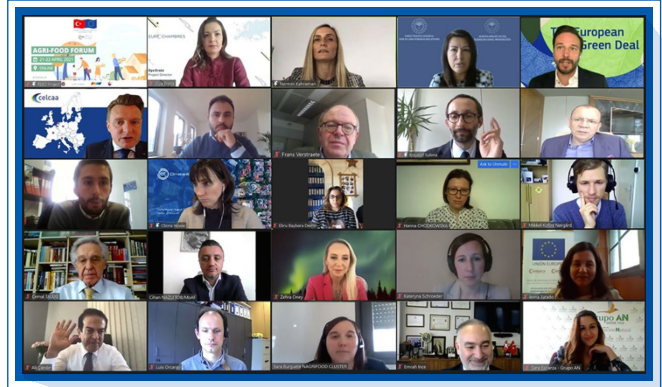
- **Session 1:** EU Green Deal & Farm to Fork Strategy
- **Session 2:** EU and Türkiye Rural Development Policy & Circular Economy
- **Session 3:** New Trends in the Agri-Food Sector
- **Session 4:** Needs and Opportunities of the Agri-Food Ecosystem

Date: 21-22 April 2021

Location: Online
Topic: Agri-food Forum
Number of Participants: 659

Article link:

<https://tebd.eu/news/tebd-agri-food-forum/>



8. Study Visit in Türkiye: Online

With the aim of generating new business contacts, showcase products or services, find partners, and learn about the latest developments and new ideas, the TEBD Agri-food Networking Event was organised. To motivate participants to join the networking part and plan their B2B Meetings on the Online Platform, 6 group sessions, facilitating practical and interactive discussions among companies from both EU and Türkiye on the following topics:

- **Session 1:** Geographical Indication (GI) Products
- **Session 2:** Dried Fruits and Nuts
- **Session 3:** Aromatic Plants and Herbs
- **Session 4:** Frozen Foods (including aquaculture)
- **Session 5:** Health and Lifestyle Nutritional Products (vegan, gluten-free, diabetic, and so on)
- **Session 6:** Bio-organic food

Date: 27-28 January 2022

Location: Online
Topic: Agri-food Networking Event
Number of Participants: 143

Article link: <https://tebd.eu/study-visits/>



9. Study Visit in Türkiye: Kayseri & Nevşehir (Türkiye)

The overall objective of this Study Visit was to allow participants to gain a better understanding of the main important sectors of Kayseri and Cappadocia Region in Türkiye, such as tourism sector, mining or agri-food sector among others, and the opportunities for EU-TR businesses.

Date: 21-25 March 2022

Location: Online

Topic: Business Cooperation Between Cappadocia and The EU

Number of Participants: 15

Article link: <https://tebd.eu/study-visits/>



10. Study Visit in Europe: Berlin (Germany) & Vienna (Austria)

The objective of this Study Visit is to allow TR Chambers representatives to obtain a better understanding of the Vocational Education and Training in Germany and Austria.

Article link: <https://tebd.eu/news/tebd-study-visit-on-vocational-and-educational-training/>

Date: 5-9 September 2022

Location: Berlin (Germany) & Vienna (Austria)

Topic: Vocational Education and Training

Number of Participants: 14



COMPONENT 2:

Support to the EU-Türkiye Chambers
Partnership Grant Scheme

- 19 CHAMBER PARTNERSHIP
PROJECTS & SUCCESS STORIES
- TEBD CHAMBER PARTNERSHIP
GRANT SCHEME

19 Chamber Partnership Projects & Success Stories

In the framework of the Türkiye-EU Business Dialogue, 19 partnership projects involving Chambers of Commerce and/or Industry or Commodity Exchanges in Türkiye and their counterparts in the EU were supported by the EU through a special Grant Scheme. The purpose of this scheme is to encourage cooperation between Chambers to improve mutual understanding and support economic integration between the business communities of Türkiye and the EU. In order to be eligible for a grant, each partnership must include at least one Turkish Chamber and one EU Chamber.

The Chamber Partnerships play a positive role in helping Chambers of Commerce and Industry in Türkiye and the EU to collaborate with each other and deliver benefits to their member companies and local business communities. The transfer of knowledge and expertise goes in both directions and thereby creates additional business links between the regions concerned.

[LEARN MORE ABOUT THE CHAMBER PARTNERSHIPS HERE](https://tebd.eu/chamber-partnerships/)

<https://tebd.eu/chamber-partnerships/>

TEBD Chamber Partnership Grant Scheme



Mardin Chamber of Commerce and Industry (CCIM) Increases Its Capacity in Cooperation With Its Counterpart in Granada (CCIG)

Coordinator: Mardin Chamber of Commerce and Industry (Türkiye)

Partner: Official Chamber of Commerce, Industry and Navigation of Granada (Spain)



Knowledge Is Power

Coordinator: Edirne Commodity Exchange (Türkiye)

Partner: Yambol Chamber of Commerce and Industry (Bulgaria)



Develop SMEs and Clusters By International Networking

Coordinator: Eskişehir Chamber of Industry (Türkiye)

Partner: Auvergne Rhone Alpes Chamber of Commerce and Industry (France) / Official Chamber of Commerce, Industry and Navigation of Barcelona (Spain) / Sivas Chamber of Commerce and Industry (Türkiye)



Improving European Dialogue for Business

Coordinator: Çerkezköy Chamber of Commerce and Industry (Türkiye)

Partner: Drama Chamber of Commerce and Industry (Greece)



Intereuropean Concept Innovation Network

Coordinator: Trabzon Chamber of Commerce and Industry (Türkiye)

Partner: Bulgarian Chamber of Commerce and Industry (Bulgaria) / Kaunas Chamber of Commerce, Industry and Crafts (Lithuania)



Strengthen of EU-Türkiye Business Bridges Through More Cooperation and Comprehension of EU

Coordinator: Samsun Chamber of Commerce and Industry (Türkiye)

Partner: Czech Republic Chamber of Commerce (Czech Republic)



Business Service Center

Coordinator: Konya Chamber of Commerce (Türkiye)

Partner: Chemnitz Chamber of Commerce and Industry (Germany) / Aksaray Chamber of Commerce and Industry (Türkiye)



Twinning for Digitalization

Coordinator: Istanbul Chamber of Commerce (Türkiye)

Partner: Paris Ile-de-France Chamber of Commerce and Industry (France)





Finding Opportunities & Building Bridges In The Automotive Industry Between Türkiye and The EU

Coordinator: Bursa Chamber of Commerce and Industry (Türkiye)

Partner: Polish Chamber of Commerce (Poland) / Chamber of Commerce and Industry of Bacs-Kiskun County (Hungary) / Kilis Chamber of Commerce and Industry (Türkiye)



Mediterranean Business Dialogue for SME Coaching and International Trade

Coordinator: Uşak Chamber of Commerce and Industry (Türkiye)

Partner: Viterbo Chamber of Commerce (Italy) / Chamber of Small and Medium Sized Industries of Thessaloniki (Greece) / Caceres Chamber of Commerce and Industry (Spain) / Kütahya Chamber of Commerce and Industry (Türkiye) / Manisa Chamber of Commerce and Industry (Türkiye)



Fostering SMEs' Growth By Transfer of Expertise Between Spanish and Turkish Chambers: SMEs' Observatory

Coordinator: Ankara Chamber of Industry (Türkiye)

Partner: Official Chamber of Commerce, Industry, Services and Navigation of Spain (Spain) / Düzce Chamber of Commerce and Industry (Türkiye)



SME Hospital and European Network

Coordinator: Afyonkarahisar Chamber of Commerce and Industry (Türkiye)

Partner: Siauliai Chamber of Commerce, Industry and Crafts (Lithuania) / Sibiu Chamber of Commerce, Industry and Agriculture (Romania) / Varna Chamber of Commerce and Industry (Bulgaria) / Afyonkarahisar Commodity Exchange (Türkiye) / Bingöl Chamber of Commerce and Industry (Türkiye)



Increase of Hazelnut Added Value in Giresun by Increasing The Collaboration of The Chambers

Coordinator: Giresun Commodity Exchange (Türkiye)

Partner: Turin Chamber of Commerce, Industry, Crafts and Agriculture (Italy) / Giresun Chamber of Commerce and Industry (Türkiye)



Accreditation Guidance to Kars CE and Provision of Cheese Production Variety

Coordinator: Kars Commodity Exchange (Türkiye)

Partner: Serres Chamber of Commerce and Industry (Greece) / Galati Chamber of Commerce Industry and Agriculture (Romania) / Ardahan Chamber of Commerce and Industry (Türkiye)



Transfer of Best Practices Through Structural Dialogue for Capacity Development in The Fields of Digitalisation and Industry-University Collaboration and Internationalisation

Coordinator: Istanbul Chamber of Industry (Türkiye)

Partner: Regional Union of the Chambers of Commerce, Industry, Crafts and Agriculture of Lombardy (Italy)



Supporting EU-Türkiye Trade Integration (SETTI)

Coordinator: Gaziantep Chamber of Commerce (Türkiye)

Partner: Official Chamber of Commerce, Industry, Services and Navigation of Seville (Spain) / Adıyaman Chamber of Commerce and Industry (Türkiye)



Developing A New Service for Turkish Chambers on Coaching Companies on Energy Efficiency

Coordinator: Kocaeli Chamber of Industry (Türkiye)

Partner: Walloon Chamber of Commerce and Industry (Belgium)



Increase Your Opportunities of Networking Though Strengthened Digital Information Management System

Coordinator: Artvin Chamber of Commerce and Industry (Türkiye)

Partner: Arad County Chamber of Commerce, Industry and Agriculture (Romania)



Strengthening The Civil Society & Business Networking of Female Entrepreneurs and Exchange of Experience (Euro-FEM)

Coordinator: Piraeus Chamber of Small and Medium Sized Industries (Greece)

Partner: Official Chamber of Commerce, Industry, Services and Navigation of Santiago de Compostela (Spain) / Izmir Commodity Exchange (Türkiye)



Strengthening of EU-Turkey Business Bridges through more cooperation and comprehension of the EU is a project that has been developed and implemented by Samsun Chamber of Commerce and Industry (Türkiye) in partnership with Czech Chamber of Commerce (Czech Republic).

Mutual study visits were organized by Samsun and Czech delegations. During these Study Visits, Business Forums and B2B Meetings were held and a sustainable cooperation bridge was established. Joint awareness seminars were organized for SMEs and institutions on the EU Market and acquis with the participation of well-known expert trainers and an attendance of 238 participants.

Based on the needs of SMEs in the Samsun region, a 10-day training to 52 young professionals was given to qualify in foreign trade, six of which were employed by local companies following the training. Additionally, professional export consultancy was provided to 40 SMEs for 4 months where expert roadmaps on EU acquisition and how to enter the EU market were drawn up for SMEs in Samsun.

Samsunexporters, an e-commerce platform was established, to which export companies/SMEs in Samsun can become a member and promote their products in resulted in over 210 new company entries. This platform also allows for communication between the buyer and seller, via e-mail and direct message.

Samsun Industry and Export Products Virtual Fair was held for SMEs to increase their foreign trade and reach the EU market for 10 days between 03-12 May 2021. 144 member companies participated in the fair. 12 SMEs from Czech CC participated to the fair as well with their virtual booths. This activity had the effect of facilitating the access of SMEs in the Region to foreign markets, especially the EU market.



Develop SMEs and Clusters by International Networking is a project that has been developed and implemented by Eskişehir Chamber of Industry (Türkiye) in partnership with Barcelona Chamber of Commerce (Spain), Auvergne-Rhône-Alpes Chamber of Commerce (France), and Sivas Chamber of Commerce and Industry (Türkiye).

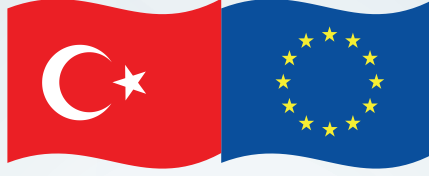
This project aims to internationalize SMEs and Clusters, strengthen the business relations and integrate the Turkish and European business communities in order to develop and further expand their international collaborations by creating networks between counterparts, and create new opportunities for developing the regions by producing actions to improve SMEs by creating international networks and making them stronger together with a clustering approach. Specifically in sectors such as aviation and railway industries.

The project has used practical instruments to achieve these specific objectives. Needs assessment surveys, workshops, trainings, consultancy programs, international fact-finding and trade missions, site visits, business meetings and networking events have been the main tools during the project implementation. As the project concentrates on specific sectors as aviation and railway industries in different regions, the target groups have been more interested in the planned activities. The creation of a sectoral specialisation environment is an approach that would increase the participation of SMEs and the clusters to the actions. This approach has allowed each region the chance to build on their comparative advantages in targeted industries, and the opportunity to work in collaboration with other partners to drive productivity and internationalization.

The project has achieved the internationalisation awareness of more than 200 SMEs. Moreover, trainings were presented to more than 50 companies and consultancy services were provided to 10 companies. More than 1,000 bilateral business meetings were held both face-to-face and online B2B events and trade delegations.

Additionally, 10 different new Cooperation Protocols between Turkish, French and Spanish companies were signed. The collaboration between Eskişehir, Barcelona and Lyon continue in new European Union projects and joint activities.





This project is co-funded by the European Union
and the Republic of Türkiye



The project is implemented by



in partnership with



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