



Photo by Osman Köycü on Unsplash

1. Business Finland in Turkey

Business Finland Office

Business Finland, Finland Trade Center, Nispetiye mah. Aydin sok. Firat Is Merkezi No:6 D:8 Levent, Istanbul - Turkey

Nilufer Alapinar

Senior Advisor

nilufer.alapinar@businessfinland.fi

+90 532 374 13 10

Pelin Gokcek

Senior Advisor

pegin.gokcek@businessfinland.fi

+90 532 572 68 77

Talha Dayi

Advisor

talha.dayi@businessfinland.fi

+90 551 204 04 89

Team Finland in Turkey

- [Embassy of Finland](#)
- [Honorary Consulate General of Finland, Istanbul](#)
- [Honorary Consulate of Finland, Alanya](#)
- [Honorary Consulate of Finland, Antalya](#)
- [Honorary Consulate of Finland, Izmir](#)

2. Key facts about Turkey

Demographics

Population 2018: 82 mil. (14.7‰)

The median age of the population in Turkey increased to 32 in 2018 from 31.7 in 2017. While the median age was 31.4 for males, it was 32.7 for females. The most populated province was Istanbul with 15 million inhabitants, constituting 18.4% of Turkey's population. This province was followed by Ankara with 5.5 million inhabitants and Izmir with 4.3 million inhabitants. Proportion of population residing in province and district centers decreased to 92.3% in 2018 from 92.5% in 2017. Proportion of population living in towns and villages was 7.7%.

Geography, regions and federal structure

Turkey is a transcontinental Eurasian country. Asian Turkey, which includes 97% of the country, is separated from European Turkey by the Bosphorus, the Sea of Marmara, and the Dardanelles. European Turkey

**BUSINESS
FINLAND**

BUSINESSFINLAND.FI

DOING BUSINESS IN TURKEY

comprises 3% of the country's territory. The territory of Turkey is more than 1,600 km long and 800 km wide. Turkey's land area, including lakes, occupies 783,562 km². Turkey is the world's 37th-largest country in terms of area. The country is encircled by seas on three sides: the Aegean Sea to the west, the Black Sea to the north and the Mediterranean to the south. Turkey also contains the Sea of Marmara in the northwest. Turkey is bordered by Greece and Bulgaria to its northwest, the Black Sea to its north, Georgia to its northeast, Armenia, the Azerbaijani exclave of Nakhchivan and Iran to its east, Iraq and Syria to its southeast, the Mediterranean Sea to its south, and the Aegean Sea to its west. Istanbul is the largest city in the country while Ankara is the capital.

Turkey has a unitary structure in terms of administration. Turkey does not have a federal system, and the provinces are subordinate to the central government in Ankara. Within this unitary framework, Turkey is subdivided into 81 provinces for administrative purposes. Each province is divided into districts, for a total of 923 districts. Turkey is also subdivided into 7 geographical regions: Marmara, Aegean, Black Sea, Central Anatolia, Eastern Anatolia, Southeastern Anatolia and the Mediterranean.

Between 1923 and 2018, Turkey was a parliamentary representative democracy. A presidential system was adopted by referendum in 2017; the new system came into effect with the presidential election in 2018 and gives the President complete control of the executive, including the power to issue decrees, appoint his own cabinet, draw up the budget, dissolve parliament by calling early elections, and make appointments to the bureaucracy and the courts. The office of Prime Minister has been abolished and its powers (together with those of the Cabinet) have been transferred to the President, who is the head of state and is elected for a five-year term by direct elections. Turkey's constitution governs the legal framework of the country. It sets out the main principles of government and establishes Turkey as a unitary centralized state.

Executive power is exercised by the President, while the legislative power is vested in the unicameral parliament, called the Grand National Assembly of Turkey. The judiciary is nominally independent from the executive and the legislature, but the constitutional changes that came into effect with the referendums in 2007, 2010 and 2017 gave larger powers to the President and the ruling party for appointing or dismissing judges and prosecutors. The Constitutional Court is charged with ruling on the conformity of laws and decrees with the constitution. The Council of State is the tribunal of last resort for administrative cases, and the High Court of Appeals for all others.

Economy

- GDP 2018: 784 billion USD (+2.6%)
- GDP Growth Historical 2014-18: 5.2% | 6.1% | 3.2% | 7.4% | 2.6%
- GDP per capita 2018: 9,632 USD (- 9.15%)
- Exports of Goods in 2018 were worth 168 USD billion (+6.9%)
- Unemployment rate in September 2019: 13.8%
- Finnish exports to Turkey in 2018 were worth around 716 million EUR
- Number of Finnish companies in Turkey: around 50 daughter companies and more than 200 representatives/distributors

Turkey's economic and social development performance since 2000 has been impressive, leading to increased employment and incomes and making Turkey an uppermiddle-income country. However, growing economic vulnerabilities and a more challenging external environment are threatening to undermine those achievements.

The economic outlook is subject to higher levels of uncertainty than usual, given rising inflation and unemployment, contracting investment, elevated corporate and financial sector vulnerabilities, and only patchy implementation of corrective policy actions and reforms.

There are also significant external headwinds due to weakening relationships with some key trading partners, ongoing geopolitical tensions in the subregion, global trade tensions, and concerns about a global recession.

DOING BUSINESS IN TURKEY

The economy is projected to record 0% growth in 2019, though leading indicators suggest that the economy continued its recovery in the third quarter. Inflation, on average, is expected to remain at double digits both in 2019 and 2020.

Turkey is expected to record a moderate current account deficit in 2019 as import demand begins to recover in the second half of the year. The general government fiscal deficit is expected to peak in 2019 with high counter-cyclical expenditure.

Growth is expected to rebound to 3% in 2020, led by a recovery in private consumption and investment, accelerating further to 4% in 2021. The slowdown in European economies is likely to offset Turkey's exports, but accommodative global monetary conditions may support a faster recovery.

Key industries

The Top 3 industries of Turkey as per their weights in GDP are as follows:

1. Manufacturing

As of 2017, manufacturing constitutes 17.6% of GDP in Turkey. In 2017, 13.8% of industrial production came from manufacture of food products, 12.2% from manufacture of basic metals, 10.1% from manufacture of motor vehicles, trailers and semi-trailers and 8.1% from manufacture of textile. After 2017, Turkstat moved to another method of calculation in manufacturing industry; it no longer shows percentages of sub-sectors in the total manufacturing industry. However, we believe that there is not a big change in the weight of sub-sectors in total manufacturing.

Turkish industry is mainly in between Industry 2.0 – 3.0. According to KPMG, 5 % of the companies use AI or smart systems. Remaining ones are trying to accomplish 3.0. Experts says structural changes are needed. Advanced manufacturing technologies are increasingly implemented across Turkey, with international companies leading the way. The early adaptive industries are automotive and aviation manufacturing, both dominated by major international companies with a large number of local suppliers who must meet the latest standards and technological requirements. In addition, durable consumer goods, electronics, chemicals, machinery, steel, construction, textiles, energy and mining industries are focused on implementing advanced manufacturing technologies.

Based on the size of the economy, over the next decade, Turkey is expected to invest about \$2-\$3 billion annually (1-1.5% of manufacturers' revenue) to integrate industry 4.0 solutions into the manufacturing process.

2. Construction

Construction plays a crucial role in Turkey's economic development, accounting for nearly 8-9% of GDP and employing almost 2 million people. When the direct and indirect impacts on other sectors are taken into account the share of the construction sector in the Turkish economy reaches 30%. The constantly growing global competitiveness of Turkish contractors and building materials producers, contribute significantly to the balance of payments of Turkey.

However, the contraction in the construction sector, which is the driving force of the economy, that started in 2018 continued in Q1 2019. As a result of the contraction in the sector and the problems experienced, there is a serious decline in the employment of the construction sector.

Turkish contractors have focused more on foreign markets due to the increasing domestic difficulties in the recent period and undertook 130 projects in these markets in January-July 2019 totaling USD 5.6 billion. Turkey again took second place in the rankings in 2018, maintaining its performance. The number of Turkish companies in the Engineering News Record (ENR) list was 44 in 2018. The total market share of Turkish firms in the list was 4.6% for the same year. Thus, within the scope of overseas contracting services, 9,782 projects worth USD 386 billion in 124 countries have been reached to date. At the end of the year, Turkish contractors, with new projects, aim to reach the level of 20 billion USD that they achieved in 2018.

DOING BUSINESS IN TURKEY

3. Retail and Wholesale Commerce

Construction plays a crucial role in Turkey's economic development, accounting for nearly 8-9% of GDP and employing almost 2 million people. When the direct and indirect impacts on other sectors are taken into account the share of the construction sector in the Turkish economy reaches 30%. The constantly growing global competitiveness of Turkish contractors and building materials producers, contribute significantly to the balance of payments of Turkey.

However, the contraction in the construction sector, which is the driving force of the economy, that started in 2018 continued in Q1 2019. As a result of the contraction in the sector and the problems experienced, there is a serious decline in the employment of the construction sector.

Turkish contractors have focused more on foreign markets due to the increasing domestic difficulties in the recent period and undertook 130 projects in these markets in January-July 2019 totaling USD 5.6 billion. Turkey again took second place in the rankings in 2018, maintaining its performance w. The number of Turkish companies in the Engineering News Record (ENR) list was 44 in 2018. The total market share of Turkish firms in the list was 4.6% for the same year. Thus, within the scope of overseas contracting services, 9,782 projects worth USD 386 billion in 124 countries have been reached to date. At the end of the year, Turkish contractors, with new projects, aim to reach the level of 20 billion USD that they achieved in 2018

Key consumer behavior trends

People's choice: Increased willingness to actively participate in any decision-making process.

Up, close and informal: Increased self-centeredness is combined with increased non-formalism (informal overly relaxed behavior) and the public spaces are becoming everyone's own private and private sphere.

Content-generated lives: With increasing digitalization and media consumption, the content that people are exposed to is also increasing. Now people shape their lives with the content they are offered.

Be in touch with me: People now want to have many more points of contact. They expect the experiences offered to appeal to more senses, to be more intense and closer.

Customonsters: The consumers of the new era act with the idea that the highest service and the most attractive offer are their rights, regardless of their income and the financial value they create for a company.

Transformative styles: Self-love, self-satisfaction, increased desire to differentiate. The dream of being an attractive, original and perfect example with his/her appearance, style and behavior.

Simple stupid: Simplicity and non-complexity are among the fastest rising customer expectations for products and services.

Selfgraffiti: People's needs to express themselves and to personalize their images are increasing. In addition to tattoos and piercing, different colors of hair dyes, make-up applications and personalized clothing styles are becoming widespread.

Hypochondria: Genetically modified foods, growth hormones, mobile phones, wireless internet, digitalized lifestyles make people think that they are breaking away from nature and naturalness day by day. This new non-natural lifestyle feeds the fear of disease and death.

Mingling out: In particular, the acceleration of mobile internet and the spread of smart phones makes it easier for people to consume their own personal content at any time. Content consumption is reduced to individual preferences and virtual socialization allows people to create their own areas while they are with others.

Authenticity: Increasing artificiality in every field from food, clothing, human relations to daily life increases people's search for more untouched, original and preserved things.

Function first: A new perspective that evaluates products and services primarily through their tangible benefits.

Turkish consumers

- Turkish consumers aged 40-44 were the predominant group among highest-income consumers in 2017. However, the consumer group aged 45-49 enjoy the highest average gross income and is forecast to dominate among highest-income consumers by 2030. Persons aged 45-49 are expected to drive demand for luxury goods as well as family-orientated services, such as education or healthcare.

DOING BUSINESS IN TURKEY

- As a share of consumers in the top income band, the age group 40-44 was predominant. However, due to an ageing population, the dynamics are predicted to change by 2030, with individuals aged 45-49 becoming the most important consumer group amongst highest income earners. The group is expected to support demand for *luxury* and *high-quality goods*, as well as *healthcare* and *leisure services*.
- The population aged 40-44 is forecast to become the second largest consumer group among highest-income earners by 2030. Consumers in this age cohort typically enjoy income growth thanks to advancements in their careers and are expected to drive demand for high-quality goods as well as family-orientated services such as *transportation* and *education*.
- Turkey's Young Adults are expected to enjoy income growth, thanks to increasing job opportunities for educated youth in Turkey. Growing income of Young Adults is predicted to drive demand for clothing, as well as entertainment, leisure and restaurant services. Moreover, Young Adults are expected to drive demand for family-orientated products and services by 2030. Typically, Turkish youth marry by the age of 25, thus the growing income of younger consumers should support demand for housing, transportation, education and other family-focused services.
- The lower-middle class remained predominant in Turkey in 2017. An improving economic situation and more job opportunities, combined with social spending by the Turkish government, sustained middle-class growth.
- **Over the period of 2012-2017, the middle class and the lower-middle class showed highest growth**, thanks to an **increasing number of higher-income jobs in Turkey** and spending on social programs that helped lower-income families to transition into the middle class. However, ongoing political uncertainty and associated fiscal issues are forecast to constrain faster expansion of the Turkish middle class by 2030.
- Nevertheless, **Turkish middle-class expansion is forecast to continue, albeit at a slower rate. The largest increase** in the middle class is expected to be seen **among consumers aged 45+, influenced by an ageing population** and **generally better career opportunities of consumers in this age bracket**.
- **Category-wise, spending on discretionary items showed higher growth rates, due to the expanding Turkish middle class and consequent decline of income share spent on essential items.** Nevertheless, discretionary spending growth is forecast to slow by 2030, due to political instability in Turkey and slower growth of the middle class.
- Over the period of 2017-2030, expenditure of Turkish consumers is forecast to continue growing, albeit at a slower rate, due to political uncertainty and lower spending on social programs that could hinder middle-class growth. Moreover, persistently high inflation and rising interest rates on credits could further constrain spending growth, particularly on non-essential categories.
- **Turkish consumers' share of essential spending is already close to the regional average and is forecast to gradually converge with European and global levels by 2030.** Spending on clothing, food products and communications are forecast to witness the slowest growth by 2030, due to an already-large middle class in Turkey that can channel more of its resources towards non-essential items.
- **Spending on housing is forecast to show the fastest growth rate by 2030**, followed by hotels and catering and education. Ongoing urbanization and a high share of Young Adults creating families are predicted to support demand for housing and inflate real estate prices. In addition, the growing income of the younger population should support demand for restaurants and education services.
- Turkish households' expenditure in urban areas remained significantly higher than in rural areas, which continued to support urbanization in the country. Istanbul remains the key region in terms of consumer income and expenditure.
- On average, household spending in Istanbul is 20.0% larger than the national average, making the region the key market for consumer products and services in Turkey. Istanbul is forecast to retain its dominant position and witness fastest consumer spending growth by 2030, thanks to the region's population size and economic significance.
- On the contrary, household spending in South-East Anatolia remained the smallest, being 20.0% lower than the national average. A relatively small population in the region and high focus on agricultural activities constrained faster income and expenditure growth.

DOING BUSINESS IN TURKEY

- Nevertheless, the spending gap in South-East Anatolia and other regions with lower spending are predicted to slightly narrow by 2030.
- According to 2017 figures there are about 48 million internet users in Turkey. When the age groups were examined, 95% of the 16-24 age group, 91% of the 25-34 age group, 87% of the 35-44 age group and 77% of the 45-54 age group are «online» at least once a day.
- According to the 2017 data of the Household Information Technology Use Survey, the rate of individuals in the 16-74 age group who are ordering or buying goods or services for personal use over the internet is 24.9%. This rate was 20.9% in the previous year. 20% increase in a year also shows the growth potential of e-commerce.
- While shopping trends are changing, payment systems are also transforming. Consumers, when asked the best method of payment according to their payment methods, responds that it is the contactless payment. Every fourth terminal and every 3rd card in Turkey has a contactless feature. However, the number of contactless transactions has not yet reached the prevalence of the world. 6 banks offering contactless mobile payment experience in Turkey, the feedback on the customer experience reports the opinion that positive.
- According to Interbank Card Center (BKM), by the end of the January 2018, The number of banking cards in Turkey reached to 196 million of which 62.7 million are credit cards and 133.3 million are debit cards which makes the **Turkish consumers having biggest number of bank cards across Europe.**

2018 Top 10 Largest Industrial Enterprises of Turkey

- [Tupras](#)
- [Ford Otomotiv](#)
- [Toyota Otomotiv](#)
- [Oyak-Renault Otomobil Fabrikalari](#)
- [TOFAS Turk Otomobil Fabrikasi](#)
- [Arcelik](#)
- [Iskenderun Demir ve Celik](#)
- [Eregli Demir ve Celik](#)
- [Icdas Celik Enerji Tersane ve Ulasim](#)
- [Hyundai Assan Otomotiv](#)
- [Colakoglu Metalurji](#)

Source: Istanbul Chamber of Industry.

Turkish Startup Ecosystem

Turkey is a dynamic and growing G20 economy, uniquely linking east with west. Successful ongoing economic reforms and support programs backs inward investment proposition including startups.

With a modernizing economy supported by a young and educated demographic and high internet penetration, Turkey is an attractive growing market for startups.

Turkey has been positioned as the international hub or key sectors endorsed by unique and strong market fundamentals. Currently Turkey, with about **550 startups** being established each year and **488 million dollars** in angel & VC funding raised between 2010-2018, is the largest startup hub in Southeast Europe. With a number of new investment funds kicking off in 2019, the level of startup investment is expected to reach new heights of **\$200 million** annually, enabling Turkish startups to become even more competitive on the global stage.

And, while still lagging behind Western Europe in terms of total startup funding, Turkey had displayed a series of impressive exits in recent years. In 2018 alone, three Turkish startups were acquired for more than **\$250 million** each. And this trend is set to continue in 2019, with two startups acquired for more than **\$100 million** each in the first quarter alone.

DOING BUSINESS IN TURKEY

According to European Innovation Scoreboard 2018, Turkey is a “Moderate Innovator” but the Turkish innovation ecosystem specifically is performing well above the EU average. Its performance relative to the EU, outperforming the average by 15.1% between 2010-2018.

Accelerators

Prior to 2010, there were only six active startup accelerator programs in Turkey. By the end of 2018, this number had reached 47, almost an 8-fold increase in 8 years.

Co-Working Spaces

Co-working space model first emerged in Turkey in the early 2010s, gain popularity in 2015. By the end of 2018 the total number of coworking spaces in Turkey had reached 41, with over 5,000 startups, scaleups, & freelancers renting space in these communities.

Technoparks

The establishment of technoparks in Turkey started in 2001, and now has reached 81 technology parks across the country at the end of 2018. Taking up residence in these technology parks are 5,334 startups, scaleups and grown-ups which employ a total of 51,574 people. The total turnover (2018) of these companies increased by 23.1% compared to the previous year, eclipsing 16 billion Turkish Liras, and the total amount of exports increased by 31% compared to the previous year, reaching 3.8 billion Turkish Liras.

Government

The Turkish government is a very active and strong supporter of the startup ecosystem in Turkey, offering a variety of programs and policies to enable the establishment and growth of startups. Here are the top state organizations continuously supporting startups and investors in the ecosystem:

- [The Small and Medium Enterprises Development Organization of Turkey \(KOSGEB\) and its programs \(In Turkish\)](#)
- [The Scientific and Technological Research Council of Turkey \(TUBITAK\)](#)
- [Ministry of Treasury and Finance](#)

Investors

Until 2010, bootstrapping was considered the funding norm for startups in Turkey. The first generation of successful externally funded startups such as Markafoni, Peak Games and Trendyol demonstrated to the ecosystem that high-flying startups have the potential to raise capital from a growing network of angel investors and venture capital funds in order to grow bigger, faster. Now, the VCbacked startup has become the new norm.

M&A Activities

Most of the startup exits in Turkey have been through acquisitions. During the early 2010s, most of the exits were driven by bootstrapped startups, however this trend has shifted since 2015, with VC-backed startup exits taking the lead role.

The Startup Ecosystem in Turkey A comprehensive introduction to the Turkish startup scene:

<https://www.invest.gov.tr/en/publications/lists/investpublications/the-state-of-turkish-startup-ecosystem.pdf>

Current hot topics

- **Smart Energy**
 - *Smart Buildings*
 - *District Heating*
 - *Indoor Air Quality*
- **Bio- and Circular Economy**
 - *Waste to Energy*

DOING BUSINESS IN TURKEY

- *Innovative biomaterials*
- *Forest Management*
- **Digital Manufacturing**
- **5G**
- **Gaming**
- **Fintech**
- **Smart Cities**
- **E-Health**

3. Cultural issues and ease of doing business

Turkey is ranked 33rd among 190 economies in the World Bank's Ease of Doing Business 2020 report. Turkey was 69th in the 2017 version of the report.

Turkey developed registering a property by reducing the time to obtain a tax assessment simultaneously reducing mortar charges to transfer property. In addition, VAT was exempted from some capital investments.

The report also states that Turkey eliminated the notarization of companies' legal books and paid-in minimum capital requirement which made easier to start a business for entrepreneurs.

Turkey made the criteria for obtaining construction permits easier by removing some manual application processes and making the building regulation transparent by publishing pre-application online.

Turkey made paying taxes easier by improving the online portal for the filing and payment of taxes.

Turkey took various steps to reduce cost and time for trading internationally which includes expanding the functionalities of the national trade single window, enhancing the risk management system and lowering customs brokers' fees.

Turkey made enforcing contracts easier by publishing judgments rendered at all levels in commercial cases.

Business Culture in Turkey

- Business culture in Turkey is very similar to the rest of the countries around the Mediterranean. It is important to build a relationship with customers; this creates confidence and trust between seller and customer. In Turkey you are very true to your clients, as well as customers rarely change the product if he or she has a good relationship to the seller company and the product serves its purpose.
- When greeting, always greet the oldest person first; Turks have a great respect for the elderly.
- Do not use deadlines or high pressure tactics during business negotiations with your Turkish colleagues as they will be counterproductive. Be patient during negotiations as decision making can be slow.
- It could be beneficial to talk about football to break the ice. Turks usually support one of these following teams, Fenerbahce, Besiktas or Galatasaray. Mentioning positive views on Turkey, especially its food and culture, is something you should definitely do as it goes down extremely well with the Turkish people.
- Turkey is a secular country, but there are still about 99% Muslims and the religion has a certain impact on everyday life. It is important to keep track of festivals and holidays but other than that religion has no big impact in the sales process.

DOING BUSINESS IN TURKEY

- Turks do not require as much personal space as many other cultures and it may be construed as unfriendly if you back away when Turkish colleagues stand close during a conversation.
- Don't offer gifts that are too lavish or personal and be sure to check that your Turkish counterparts drink before offering alcohol. The exchanging of gifts is not a predominant feature of Turkish business culture. However, if a gift is given to you it will be gratefully accepted.
- Maintain eye contact with your Turkish counterparts whilst speaking, as Turks take this as a sign of sincerity.
- Dress conservatively while doing business. You will be expected to wear a suit and tie. Women should avoid short skirts, low-cut blouses or shorts.
- Turkey has had a turbulent political history and you should try and avoid this subject wherever possible. Avoid discussing sensitive issues involving Turkey, especially Turko-Kurdish relations, Cyprus and EU membership.
- There is a West-East divide in Turkey over the question of Islam. Generally, Eastern Turks are more conservative, whereas Western Turks, especially those in Istanbul, Ankara or İzmir are usually more westernized.

4. Useful sources of information

Country information

- [Invest in Turkey](#)
- [Finnish Turkish Business Council \(in Turkish\)](#)
- [Ministry of Treasury and Finance](#)
- [Statistics Turkey](#)
- [Central Bank of the Republic of Turkey](#)
- [Ministry of Trade of Turkey and e-services](#)
- [Directorate general of Migration Management](#)
- [Turkey Tourism Portal](#)
- [Study in Turkey](#)

Databases with company information

- [Turkey Trade Registry Gazette](#)
- [Istanbul Chamber of Commerce Information Bank](#)

In Turkey, companies do not have any obligation to disclose their financial information unless the company is publicly traded at the stock exchange. Therefore, Business Finland TR advises to check company information via Business Finland TC or trustful local consultant.

DOING BUSINESS IN TURKEY

Industry information with relevance for Finnish offering (e.g. associations, events, trade shows)

Digital Life

- [ICT in Turkey](#) by Invest in Turkey
- [Ministry of Industry and Technology](#)
- [Information and Communication Technology Authority](#)
- [The Scientific and Technological Research Council of Turkey](#)
- [Informatics Industry Association of Turkey](#)
- [Informatics Association Of Turkey](#)
- [Digital Transformation office of the Presidency of Republic of Turkey](#)
- [Association of Importers and Producers of Electrical and Electronic Equipment – ZIPSEE](#)

Smart Energy

- [Ministry of Energy and Natural Resources](#)
- [General Directorate of Energy Affairs](#)
- [Energy Market Regulatory Authority](#)
- [Turkish Atomic Energy Authority](#)
- [Turkish National Renewable Energy Action Plan](#)
- [National Energy Efficiency Action Plan](#)
- [Association of Distribution System Operators](#)
- [World Energy Council Turkish National Committee](#)
- [Turkey Section of the International Solar Energy Society](#)
- [Turkish Solar Energy Industry Association](#)
- [Hydroelectric Power Plants Industry Businessmen Association](#)
- [Wind Power and Hydro Power Plants Businessmen's Association](#)
- [Turkish Cogeneration Association](#)
- [Turkish Wind Energy Association](#)

Event	Event date	Sector / Theme
ISTMOB Istanbul Furniture Fair		Home-office furniture, decoration units, accessories, design
CNR IMOB 2020 – Istanbul Furniture Fair	21-26 Jan 2020	Home-office furniture
Gaming Istanbul International Digital Entertainment and Games Fair	30 Jan - 02 Feb 2020	Digital entertainment and gaming technologies
Wood in Construction and Landscape Fair	Feb 2020	Construction materials, wood
Pool Expo, Pool, Spa, Sauna Equipments and Accessories	Feb 2020	Health & Welbeing
3rd Nuclear Power Plants Summit and Fair	4-5 Mar 2020	Nuclear industry, nuclear naturalization, technology transfer
WIN EURASIA	Mar 2020	Digital Manufacturing

DOING BUSINESS IN TURKEY

Ekspomed Eurasia 26th International Istanbul Medical Analysis, Diagnosis, Treatment, Protection and Rehabilitation Product, Device, System, Technology, Equipment and Hospitals Fair	19-21 Mar 2020	Medical devices, systems, technologies, equipments consumables, healthcare services
Architecture and Design & Building Technologies Fair	Apr 2020	Architecture, interior design and design technologies
8th International Istanbul Smart Grids and Cities Congress and Fair (ICSG ISTANBUL 2020)	08-09 Apr 2020	Smart grids, smart cities, energy IT, smart meters
4th BIOTECNICA – International Biotechnology, Life Sciences and Industries Fair	18-19 Apr 2019	Bioprocess, bio analytics, bio information, industrial biotechnology, R&D
4th Cleanroom International Cleanroom Technology, Maintenance and Equipment Fair	18-19 Apr 2019	Cleanroom technology, maintenance, equipment
ICCI Powered by PowerGen – International Energy and Environment Fair and Congress	15-17 Apr 2020	Energy production, transmission and distribution
43rd Turkey Build Istanbul Exhibition	18-22 Apr 2020	Smart buildings, construction
45th International Gamex, Robotex, Compex Computer Robot Technologies and Computer Games Fair	Aug - Sep 2020	ICT & Digitalization (Computer, Game and Technologies Fair)
Istanbul Fashion Conference	Sep 2020	Circular Economy (Sustainable Fashion)
EnTech Environmental Technologies and Recycle Fair	9-12 Sep 2020	Cleantech & Circular Economy
Teknofest	Sep 2020	ICT & Digitalization
World Reading Day	8 Sep 2020	Education Finland
ISK-SODEX Istanbul, International Exhibition for HVAC&R, Pumps, Valves, Fittings, Fire Prevention, Water Treatment and Insulation	Oct 2020	Indoor Air Quality
Istanbul Water Congress and Fair	Oct 2020	Circular Economy
IEFT International Education Fair	Oct 2020	Education Finland
AKARE International Education Fair	Oct 2020	
Architect @Work	Nov 2020	Bio & Circular Economy
Istanbul Transport Congress and Exhibition	Dec 2020	Smart Mobility