

newsletter



Arlette Conzemius
Ambassador of Luxembourg
to Turkey

Welcome!

Dear readers,

November 2013 has been a very special month for Luxembourg-Turkey relations. For the first time in our common history, a Luxembourg Head of State paid a State visit to the Republic of Turkey. Following an invitation by President Abdullah Gül, His Royal Highness Grand Duke Henri and Her Royal Highness Grand Duchess Maria Teresa came to Turkey on 19-22 November.

Not surprisingly, the excellent state of our bilateral relations was underlined in every speech pronounced during this four-day State visit, to which three Luxembourg Ministers and a business delegation representing more than 60 companies participated. But perhaps more importantly, the visit was also a very good opportunity for both parties to pledge to further improve our bilateral relations. As you will see in this issue, some concrete steps were taken to ensure that these pledges become reality. The Turkish-Luxembourg Business Council was set up by the Luxembourg Chamber of Commerce and the TOBB. The Council will now meet at regular intervals to discuss cooperation opportunities, challenges and current developments between our two countries. The first meeting of the JETCO was held. With the signature of the JETCO Protocol by the Turkish Minister of Economy Mr Zafer Çağlayan and his Luxembourg counterpart Mr Etienne Schneider during the meeting, our countries agreed to enhance their commercial, economic and technical cooperation in many areas. An effective matchmaking session between Luxembourg and Turkish companies allowed the participants to identify new markets for their products, services and technologies, as well as to establish new partnerships. Last but not least, this issue will also give you information on the very successful and promising Turkey-Luxembourg Economic and Financial Forum, which took place in the Çırağan palace in Istanbul.

I hereby would like to express my heartfelt thanks to all the Luxembourg and Turkish companies for their participation to the program of the visit. The economic part of the programme showed that there is a great potential for future cooperation between our two countries. We look forward to following up on the contacts that were established during the visit. The Embassy of Luxembourg would be more than happy to provide all the assistance you need in your future business endeavours.

Please do not hesitate to contact Mr Kivanc Ergu (Kivanc.ergu@mae.etat.lu) and Mrs Esra Uyanusta-Misrahi (esra.misrahi@mae.etat.lu) for all your queries.

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NEWS

**Visit of Their Royal Highnesses the Grand Duke and the Grand Duchess to Turkey**

Following an invitation of HE Mr Abdullah Gül, the President of the Republic of Turkey, Their Royal Highnesses the Grand Duke and the Grand Duchess of Luxembourg came to Turkey on 19-22 November 2013 for a State visit. It was the first ever official visit of a Luxembourg Head of State to Turkey. Their Royal Highnesses were accompanied by Mr Jean Asselborn, Deputy-Prime Minister and Minister of Foreign affairs, Mr Luc Frieden, Minister of Finance and Mr Etienne Schneider, Minister of Economy and Foreign Trade. A large economic delegation representing more than 60 Luxembourg companies also took part in the visit. At the heart of this economic mission were the sectors of finance, industry and logistics.

**Turkey-Luxembourg Economic and Financial Forum**

The Turkey-Luxembourg economic and financial forum, organised jointly by the Chamber of Commerce of Luxembourg, the Turkish Ministry of Economy and the Turkish Foreign Economic Relations Board (DEİK), as well as the agencies Luxembourg for Business and Luxembourg for Finance, was at the heart of the economic part of the State visit programme. The event gathered an audience of more than 200 financial and economic experts from Turkey and Luxembourg.



HRH the Grand Duke, Minister of Finance Luc Frieden, Minister of Economy and Foreign Trade Etienne Schneider, Turkey's Deputy Prime Minister Ali Babacan, Minister of Economy Zafer Çağlayan, Chairman of Istanbul Chamber of Commerce and Vice-President of TOBB İbrahim Çağlar and DEİK/Turkish-Belgian Business Council Chairperson S. Pinar Eczacıbaşı participated in the event. Ms Eczacıbaşı and the Director General of Luxembourg Chamber of Commerce Pierre Gramegna made welcome speeches underlining the developing relations and the importance of establishing the Turkey-Luxembourg Business Council. The opening was followed by a speech by Fernand Rippinger, CEO of CFL Cargo, which recently concluded a partnership with the Turkish company Mars Logistics to operate a liaison between Luxembourg and Trieste for the transportation of goods by rail. Currently, goods are transported by ship from Istanbul, Izmir or Mersin to Trieste, then by train to Luxembourg and finally by road to the rest of the EU.



As far as the financial sector is concerned, a roundtable on the solutions "made in Luxembourg" for Turkish investors in the fields of asset management and investment funds was also included in the programme (for details please see below). After that, a brief overview of investment opportunities in Turkey was made by a Turkish expert. During the keynote speeches, Mr Çağlar mentioned the growth potential of bilateral relations. Minister Frieden and Minister Schneider emphasized the strategic location of Luxembourg at the heart of Europe and its numerous assets to incite Turkish bankers and entrepreneurs to choose Luxembourg as the basis for their business. The closing session of the economic and financial seminar was graced by the presence of HRH the Grand Duke, who had the opportunity to engage in discussions with representatives of different economic and financial sectors from Turkey and Luxembourg. Speaking at the Turkey-Luxembourg Business Forum, HRH the Grand Duke stressed the important role of Istanbul as a financial hub for multinational corporations. The Grand Duke also expressed an intention to develop closer ties between Luxembourg and Istanbul in the financial sector. In his speech, HRH the Grand Duke also pointed out that Turkey will play a major role in the European Union, expressing hope that the country will join the EU soon.

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"Solutions made in Luxembourg for Turkish investors and asset managers"



In the framework of the State visit, Luxembourg for Finance hosted a financial seminar on 21 November 2013 in Istanbul. Under the headline "Solutions made in Luxembourg for Turkish investors and asset managers", four leading CEOs from the Luxembourg financial market place served as ambassadors of the Grand Duchy's "full service" financial sector: Yves Maas, Head of the Private Banking Group, Luxembourg (ABBL) and CEO of Credit Suisse Luxembourg; Robert Scharfe, CEO, Luxembourg Stock Exchange; Marc Saluzzi, Chairman, Association of the Luxembourg Fund Industry (ALFI); Fouad Rathle, Director, Türkiye Garanti Bankası A.Ş in Luxembourg.

The panel, opened and moderated by Nicolas Mackel, CEO of Luxembourg for Finance, provided an insight view of the Financial Centre. Fouad Rathle, Director of Garanti Bank, the one and only Turkish Bank in Luxembourg, explained his experience of opening a Luxembourg branch in 1993 and how Luxembourg could be of interest to other Turkish banks. The panel was complemented by a Turkish counterpart, Mrs Didem Gordon, Vice Chairman of the Turkish Institutional Investment Managers' Association (TKYD), who underlined that "Luxembourg is a strong, high quality and well regulated platform for establishing a Turkish fund".

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Turkey-Luxembourg Business Council



On the occasion of the Business Forum organised on 21 November in the framework of the State visit, an agreement was signed between the Chamber of Commerce of Luxembourg and the Union of Chambers and Commodity Exchanges (TOBB) of Turkey, to create a Business Council between Luxembourg and Turkey. Business Councils are important mechanisms in Turkey, through which the Turkish Foreign Economic Relations Board (DEİK) establishes corporate cooperation with various countries, in order to promote mutual business relations.



Following the establishment of the Turkey-Luxembourg Business Council, the number of countries with which DEİK has set up Business Councils reached 26 within the EU and 115 worldwide. The Turkey-Luxembourg Business Council will now meet at regular intervals to discuss cooperation opportunities, challenges and current developments between the two countries. The Turkish side of the Business Council will be formed by member companies, which have already undertaken business relations, or which plan to develop such relations with Luxembourg. The Council will focus on the common areas of interest between Luxembourg and Turkey, especially the sectors where both parties are willing to boost cooperation. Various activities will be organised by the Council, including events where business representatives from both countries will come together. Finance will also constitute one of the priorities of the Council, with a view to allowing the Turkish financial sector to benefit from the experiences and expertise of the Luxembourg financial centre.





Turkey-Luxembourg Joint Economic and Trade Commission

At the sidelines of the Business Forum, Minister Schneider and his Turkish counterpart, Mr. Zafer Çağlayan, chaired the first meeting of the Turkey-Luxembourg Joint Economic and Trade Commission (JETCO), which was established during the visit of the Minister Çağlayan in June 2013 in Luxembourg. Following the meeting, the ministers signed the first JETCO protocol, presenting the results of the discussions held on various issues of mutual interest.



In line with the JETCO protocol, Luxembourg and Turkey agreed to enhance their commercial, economic and technical cooperation in many areas, such as investments, contracting and consultancy services, renewable energy, SMEs, finance, logistics, ICT and e-commerce, automotive components, health and bio-medicine, environment and green technologies, agriculture and tourism. The cooperation that Luxembourg and Turkey built around the JETCO will also allow the two countries to review the developments in their bilateral trade at regular intervals and to address eventual problems in due time.



Cooperation Agreement in logistics

The Business Forum also brought together actors from the logistics sector. Luxembourg Cluster for Logistics formed a partnership with the Turkish Association of International Forwarding and Logistics Service Providers (UTİKAD). The promotion and simplification of transport between Turkey and Europe is a joint objective of Cluster for Logistics and UTİKAD. In order to reach that goal, the parties signed a Cooperation Agreement on 21 November 2013 within the framework of the Turkey-Luxembourg Economic and Financial Business Forum in Istanbul. The agreement covers cooperation in the following fields: information exchange; promotion of business contacts; project-related cooperation; participation at conferences and specific events; image and use of logos.

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Luxembourg fosters its business relations with Turkey

A large business delegation, including over a hundred representatives from more than 60 Luxembourg companies, constituted an important part of the State visit programme. On 20 November 2013, around 30 Luxembourg companies attended the matchmaking session organised in collaboration with the Chamber of Commerce of Istanbul (İTO) in its own premises. Following the opening speeches by Gökhan Murat Kalsın (Deputy-Chairman of the Board of Directors/İTO) and Edith Stein (Advisor - International Affairs/Luxembourg Chamber of Commerce), a presentation entitled "Doing Business in Turkey" was made by experts from İTO. Considering the rapidly developing bilateral economic relations, both Luxembourg and Turkish companies showed a great interest to the matchmaking. More than 60 Turkish companies were registered to have matchmaking meetings with the Luxembourg companies. This event allowed the participant Luxembourg companies to identify new markets for their products, services and technologies, as well as to establish new partnerships. It also clearly showed that there is a potential for future cooperation between the two countries. It is important to follow up on the fruitful contacts that were established during the visit.





The Grand Ducal Couple in Gaziantep

On the second day of the State visit, TRH the Grand Duke and the Grand Duchess went to Gaziantep, the 6th biggest city in Turkey with 1.2 million inhabitants, which is located in South-Eastern Anatolia, and is an important industrial hub in the region. In Gaziantep, HRH the Grand Duke participated in an economic forum, together with the Minister of Economy and Foreign Trade, Etienne Schneider, the Turkish Minister of Finance, Mehmet Şimşek, and economic actors from Luxembourg and Turkey. At the beginning of the forum, the Mayor of Gaziantep made a presentation about the history and touristic potential of the city, which was followed by business-oriented presentations about Luxembourg and discussions with a particular focus on the logistics sector. After the forum, HRH the Grand Duke also had the opportunity to enjoy the mosaics of the Zeugma Museum, which is the second biggest museum in the world in its field.



Meanwhile, as a UNICEF Eminent Advocate for Children, HRH the Grand Duchess visited the camp "Nizip 2", which hosts more than 5,000 Syrian refugees. During the visit, HRH the Grand Duchess attended the children's vaccination programme against polio and met with Syrian families. In order to support the efforts of the Turkish government to offer decent living conditions to the refugees, Luxembourg decided to make a contribution of 250,000 euros to UNICEF for the construction of a school in Nizip, and a second contribution of 250,000 euros to the World Food Programme (WFP) for its food assistance programme carried out with the Turkish Red Crescent.



Suzan Sabancı Dinçer and her spouse hosted TRH the Grand Duke and the Grand Duchess

On the occasion of the State visit, Luxembourg Honorary Consul in Istanbul Suzan Sabancı Dinçer and her husband Haluk Dinçer hosted a dinner in honour of TRH the Grand Duke and the Grand Duchess in the Sabancı Museum on 20 November 2013. The event brought prominent figures from Luxembourg and Turkey together. Mr Jean Asselborn, Deputy-Prime Minister and Minister of Foreign Affairs and his wife, Mr Luc Frieden, Minister of Finance and Mr Etienne Schneider, Minister of Economy and Foreign Trade, attended the dinner. The guests had an opportunity to discuss the recent developments in the global economy and the bilateral economic and commercial relations between Luxembourg and Turkey.



Luxembourg Reception

TRH the Grand Duke and the Grand Duchess hosted a reception in honour of HE Mr Abdullah Gül, the President of the Republic of Turkey, and the first lady Hayrünnisa Gül on 21 November 2013 in the Çırağan Palace on the Bosphorous, formerly the residential palace of Sultan Abdülaziz. Following a private dinner hosted by TRH the Grand Duke and the Grand Duchess, the Grand Ducal couple, the President Gül and the first lady proceeded to the reception, which was attended by more than 500 guests from Turkey and Luxembourg.





CONSULAR AFFAIRS



Visas for residents in Turkey

Visas for residents in Turkey are currently issued by the Embassy of Luxembourg in Ankara, in cooperation with the external service provider IKS located in Istanbul.

Applicants for a Schengen visa or residence permit in Luxembourg can directly contact the consular offices in Ankara or IKS in Istanbul (Tel: 0212 340 56 52) in order to fix an appointment.

Details regarding the application procedures can be found at:

<http://ankara.mae.lu/tr/VIZE-Konsolosluk-Hizmetleri/Tuerk-Vatandaslari-VIZE>

LINKS: For more information on business in Luxembourg, please visit:

Luxembourg for Business:

www.luxembourgforbusiness.lu/

Luxembourg for Finance:

www.luxembourgforfinance.lu/

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