

2020.12
December
2020
Issue

NEWSLETTER

Foreword | DBA News | New Members | Economic Update | Events Overview | Cultural Update

FOREWORD



*Ufuk Gedikli
Board Member of DBA Turkey
General Manager of Randstad Turkey*

Dear DBA members,

We have little time left to enter the year 2021. It would be very difficult to describe what it was all about - other than health - in 2020; but we can try. The uncertainty that we felt sharply as of March is still there. However; the level of this uncertainty has decreased, and the current situation has become more predictable and manageable. In addition; the good news about the progress of vaccination from all over the world creates a positive atmosphere in terms of health. This optimism positively affects some industries, which is - for sure - good for economies.

Undoubtedly; digitalization, new ways of working, brand new skills and competencies of employees, establishing the balance between private life and work, employee branding, cyber security and sustainability have reached a much different level than ever before. Developments in these topics have accelerated. Companies that make a difference in the new ways will definitely be ahead.

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

FOREWORD

On another note; in the current period, in which we started to see some level of positivity, both companies and us as individuals have more responsibilities than ever before. We are in times of change in which our social responsibilities have increased. No need to mention, as always, we believe that we will once again overcome this struggle successfully.

Along with the mentioned above, the current period has been very active and productive for DBA. During this quarter, in which we held our Board Meetings on 22 October and 26 November, we had many events that we got together, learned from and supported each other.

In our economic webinar of 22 October that we held in cooperation with the Dutch Embassy, we hosted the experienced economist Mr. Osman Cevdet Akçay. In November, we had a virtual round table conversation in collaboration with NLinB on the topic of 'the global and economic impact of the US elections on the Dutch economy'. Also in November, we held our webinars with the topics of 'Access to Remedy' and 'Istanbul: Promising City for International Business'. We had a meeting with the new Landbouwwraad, representing the Dutch Ministry of Agriculture and our Chairman represented the DBA at the digital forum by bilateral Chamber Presidents on the Customs Union. We closed our activity calendar with a webinar on Scrum Way of Working by Mr. Tolga Kombak from ACM.

All in all, it was a busy quarter, and an incredible year that we will never forget. We hope to see you face to face as soon as the current situation changes, and we get back to our pre-Covid times. We wish you the best for 2021. And, may health, happiness and success be with you.

Happy new year!

With kind regards.

Ufuk Gedikli



Dutch
BUSINESS ASSOCIATION
Turkey

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

DBA NEWS

Dutch Business Association becomes NL Business Hub Istanbul



Dutch
BUSINESS ASSOCIATION
Turkey

The Dutch Business Association Turkey (DBA Turkey) is a non-profit Association, founded in 2014, with the objective to promote, enhance and support business and investments between the Netherlands and Turkey. We connect the professionals of our Dutch and Turkish members during high level forums, presentations, monthly webinars and networking events to exchange information, knowledge and best practices across different industries. Our ultimate objective is to promote bilateral business. From January 2021 the Dutch Business Association will become the NL Business Hub Istanbul. NL Business is an initiative of VNO-NCW and MKB-Nederland to support Dutch small and medium-sized enterprises in their first steps abroad. The NL Business Hub initiative is being rolled out over 40 cities of opportunity around the world. Visit the websites www.dbaturkey.org, www.nlinbusiness.com and social media channels for more information.

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



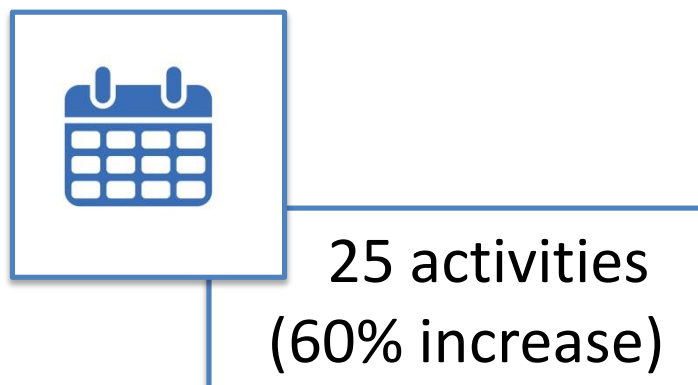
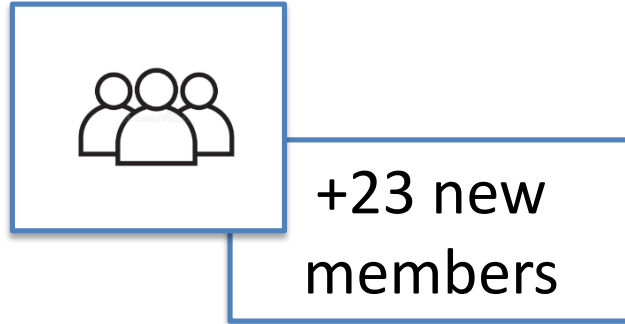
[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/dutch-business-association-turkey)



twitter.com/DBA_Turkey

DBA NEWS

2020 IN FIGURES



FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



linkedin.com/dutch-business-association-turkey



twitter.com/DBA_Turkey

NEW MEMBERS



Selim Dündar
Partner of Dündar Sir Law Firm

DUNDAR SIR LAW FIRM

Selim Dündar is an attorney, a member of Istanbul Bar since 2002 and an Eisenhower Fellow.

After working ten years in reputable international law firms (Curtis, Mallet-Prevost and Pekin & Pekin) and receiving his master degree (King's College London) on international commercial contracts and disputes, he established Dündar Sir Law Firm in 2012.

Dündar Sir Law Firm is a full-service law firm located in Istanbul employing 33 staff. The firm consists of three main teams: Corporate, Dispute Resolution and Collection.

Selim Dündar and Dündar Sir also focuses on pro bono services to provide free legal service to NGOs (such as Refugee Rights Turkey, Performers' Union, Anadolu University Law School Legal Clinic, AFS Volunteers Association) and those persons of limited means who are unable to afford legal services and access to justice thereby. Because of his personal contribution, Selim Dündar was selected for the Eisenhower Fellowships program, a global program in which the Prince Constantijn of Netherlands also participated in 2015. In 2018, the firm also received Pro Bono Law Firm of the Year Award from Istanbul Bilgi University and Istanbul Bar, an award given only one law firm in a year.

The firm would like pursue another equally important role: focusing on the development of Turkey's bilateral relations with the Netherlands. Considering the deepening economic and trade ties between the two countries, and Netherland's highly significant and increasing role in foreign direct investment, Dündar Sir is ready to contribute and be part of such development by assisting study groups, organizing seminars and preparing bulletins for DBA members.

DÜNDAR · SIR | LAW FIRM

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

NEW MEMBERS

DOTEKS TEXTILE

I have lived and studied in the Netherlands for 10 years with my family, after a wonderful time I had in the Netherlands we came back to Turkey with the whole family.

My Dutch step mother helped me a lot with the Dutch language and my integration in a very short time, this helped me to enjoy life in Netherlands and with my study, I finished the fashion school which reformed my future in this field.

With the knowledge of my study, I started In 1998 my agency in Istanbul, in 2021 March we will be celebrating our 23rd anniversary.

Our agency is mainly working for Dutch customers and we represent our customers needs and find the right manufacturer for the products that our customers are willing to take in their collections.

Me and my team are following up the sampling and production phase and make sure the goods are delivered to our customer with our quality control confirmation report and delivered on the date they want it to be in Netherlands. After this we are not finished, we keep in contact with our customers about the sell in the shops and online and the reactions of the consumers. This helps us to keep an eye on the future collections and productions and our performance.

For the past years our customers and we are more and more interested in organic fabrics and sustainability, we try to create awareness among our manufacturers and customers by using less plastic and trying to create attention of using recycled materials as much as possible.

We try to follow innovations in this field and inform our partners and are open to all kind of demands from our customers on this field.

I am very excited to meet DBA members who are also interested and working on this topic so we can share our experiences with each other.



*Didar Eraslan
Founder of Doteks Textile*

Didar Eraslan



FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

NEW MEMBERS

KOLEKTIF HOUSE

Kolektif House is a coworking, living and production area designed to believe in the power of naturalness and the sensibility of nurturing the spirit and work of everyone living in life with passion. By establishing a sincere community, we create social and efficient offices, and we offer new generation office solutions from startups to global large-scale corporate companies, freelancers and boutique agencies to many names and brands from different sectors. We are a fast growing team that was founded in 2015, actively located in 6 locations and working passionately with more than 3,500 members.



*Ahmet Onur
Co-founder and CEO of Kolektif House*

As Kolektif House, we started to look at the office concept from a larger lens and developed new products that will meet different types of customers and a wide variety of needs. With our know-how in the coworking industry, we were able to adapt and create agile and flexible office solutions tailored to our customers. We now offer a more diverse range of products and services. We continue to be a longtime partner with our vision to provide innovative solutions that will add value to our members.

Our two new “agile” office solutions for enterprises and SMEs, Kolektif Enterprise and Kolektif Suites, contribute to the growth of corporate companies with reduced costs and increased productivity.

Ahmet Onur

KOLEKTIF HOUSE

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

NEW MEMBERS



*Burçak Sercan Sarıkaya
Founding Partner of Sarıkaya + Şahin
Law Firm*

SARIKAYA + SAHIN LAW FIRM

Sarıkaya + Şahin focuses on providing high level advice and expertise to its clients for their legal obstacles in various commercial areas in order to materialise their business strategies and assist them to achieve their goals. Sarıkaya + Şahin counsels clients of all types – individuals, entrepreneurs, small business, start-ups and international and global entities. By always putting forward solution oriented and interest efficient approaches, we are dedicated to provide excellence in client service. Our clientele comes from a large variety of industries, including maritime, aviation, IT, telecommunication, construction, aviation and entertainment amongst other industrial sectors.

We are very glad to be a part of DBA Turkey, an esteemed organization. It is such a pleasure that we will be in the centre of enhancing long standing bilateral commercial and cultural relationships between the Netherlands and Turkey. Thank you very much once again for having us on board. We look forward to making contribution to DBA Turkey's objectives and to being with such energetic and great people.

Burçak Sercan Sarıkaya

SARIKAYA + SAHİN
LAW FIRM

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

NEW MEMBERS

VISPERA

As Vispera, we offer image recognition-based retail execution and tracking services to grocery retailers and CPG suppliers so that they can radically change the way of running and monitoring their field operations as running perfect stores.

Since the foundation in 2014, with its AI based and patented image recognition and analytics technologies, Vispera transform retail images from all channels of CPG suppliers and retailers to actionable data and insight.

Vispera is headquartered in Turkey besides regional bases in the Netherlands and India in order to serve its customers in 18 countries mainly in Europe, MEA, and CIS.

Since 2019, I am working as Chief Commercial Officer of Vispera. I have received BSc degree of Electronics Engineer in 1993 and afterwards gained important experience in various roles such as CEO, Country Manager, Country Sales Director and Senior Managing Partner in companies such as Siemens, SAP, Deloitte, Software AG and Metric in Turkey and abroad. In addition, I am the blogger in Harvard Business Review since 2016.

Since we decided to have our European headquarter in Netherlands, we evaluate being member of DBA so strategic and important. Thanks for accepting us to be member of this community.



*Gökhan Arıksoy
Chief Commercial Officer of Vispera*



FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

NEW MEMBERS

AKSA JENERATÖR

Being among the first manufacturers of natural gas generator sets of the world, Aksa Generators withholds an undisputed supremacy with respect to synchronized sets. Aksa Generators continuously increases its investments in technology to remain at the forefront of innovation in the industry with a focus on more soundproof, environmentally friendly generators with lower fuel consumption. Aksa Power Generation aims to rank among the top three global manufacturers by 2025. With customers in 173 countries, and 19 offices and 4 representative located in Asia, Europe, Africa and the Americas, the company is among the top five global firms in the sector.



Ridvan Özer
General Manager of Aksa Jeneratör

Ridvan Özer, General Manager – Sales and Global Rental, will bring momentum to Aksa's global sales and rental with more than 20 years of experience in the power generation industry. He is a graduate of Naval Architecture and Marine Engineering at Yıldız Technical University, one of the top Turkish universities, started his career in the power generation industry when he joined Borusan Power Systems Caterpillar in 1997. After 15 years at Borusan Power Systems Caterpillar serving at various sales management positions, he started up the Turkey operation of Aggreko, a world leader in power rental solutions, and worked at the company for seven years as general manager in a number of countries.

Köken Güneş, Head of Marketing and Business Development in Aksa Europe, spent his 14 years in critical commercial roles of Turkey's most international and leading conglomerates. Prior to graduating from Bilkent University with a BSc in Industrial Engineering in 2006, he started his career in Turkey's leading LPG distribution company – Aygaz as Territory Manager to manage the oldest dealers of the company and Koç Holding. After obtaining his MSc in International Business Management from University of Surrey, UK in 2008, he started an international trade consulting company, Çin Uzman building up commercial bridges between China and Turkey as the Managing Director, He joined STFA Group in 2012 as China Country Manager and managed commercial operations of the company out of Shanghai and Istanbul until 2016. He continued his career in Arçelik Global, one of the largest consumer goods companies in the world as New Business Projects and introduced Arçelik Group with new products and business models until September, 2020.



Köken Güneş
Head of Marketing of Aksa Jeneratör

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

NEW MEMBERS

NAZALI

Ersin Nazalı and Çağdaş Güren are founders of NAZALI. NAZALI offers a broad range of services in the fields of Tax, Audit, Corporate and Commercial Law, Mergers & Acquisitions, Corporate Finance, Banking, Finance and Capital Markets, Protective Legal Services and Dispute Resolution, Personal Data Protection and Privacy, Social Security and Labor Law, Occupational Health and Safety, Competition Law, Intellectual Property Law and R&D, Compliance and White-Collar Crimes, Administrative Law, Real Estate Law, Customs and Foreign Trade, Accounting and Payroll, Financial Incentives and Advisory Services and Public Administration and Compliance through its partners, associates and consultants of different seniorities who have both public and private sector experience.

Besides 5 offices in Turkey, NAZALI also has offices in Russia, Ukraine, Morocco, UK and the Netherlands.



Ersin Nazalı, co-founder and managing partner NAZALI, works as a tax consultant and attorney in the private sector. Ersin played a role in preparing tax laws and a role in the Consultancy Commission. He is one of the founders of the tracking of Tax Disputes Department within the Tax Inspectors' Board. Ersin has published more than 80 articles in several tax journals and 5 books on the tax law.

*Ersin Nazalı
Co-founder and Managing
Partner of NAZALI*

Talip Sığircıkıoğlu, partner and managing director of Nazali Netherlands, is experienced in coordinating and managing the processes of the entire lifecycle of Dutch legal entities, which are a part of international companies. In addition, Talip is also experienced in coordinating the process of start up operational entities in the Netherlands. Relieving international clients by securing the good standing of their Dutch legal entities through a timely and a proper fulfillment of all legal obligations is one of the his specializations.

First of all, NAZALI would like to thank DBA for given NAZALI the opportunity and accepting NAZALI as a corporate member. NAZALI looks forward to a long and fruitful collaboration with DBA and DBA members.



*Talip Sığircıkıoğlu
Partner and Managing
Director of NAZALI*

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

NEW MEMBERS

SCHIJVENS CORPORATE FASHION



*Shirley Schijvens
Owner of Schijvens Corporate Fashion*

Schijvens Corporate Fashion is a family owned business that has designed, manufactured and distributed corporate clothing (corporate fashion) since 1863. With a team of 35 enthusiastic people in Hilvarenbeek the Netherlands and a team of 50 qualified colleagues in our own garment factory UFS at FTZ Mersin Turkey we take care of our customers such as Ahold, A.S. Watson, Ricoh, Engie, Metro, Smurfit Kappa, and Qatar Airways. We also have our own workwear brand named T'riffic. The T'riffic collection is an extensive collection of general sustainable work clothing, suitable for companies in construction, logistics, installation, event construction and more.

Sustainability

Sustainability is in Schijvens' DNA and it follows a strict CSR policy with respect for people and the environment! We have an ISO9001 and ISO14001 certificate and we are Leader at the Fair Wear Foundation since 2010, which monitors the social conditions at the production sites.

At Schijvens we make our clothing from recycled materials. This means that we can turn our customers' old workwear into new workwear in combination with recycled PET. In 2017 we introduced our first 100% recycled collection. Since then, we strive to a 100% circular production, hopefully we will be able to achieve this in 2022 (we are at 80% today). Since 2017, every step we take has been one step closer to making the world more sustainable. This resulted in winning the Dutch Circular Award, Silver Medallist of het European Business Awards Environment European Commission and the visit of our King Willem-Alexander and State Secretary Stientje van Veldhoven in September this year.

Return logistics and cooperation with Gama Iplik

We collect back the old corporate clothing at the customer and transport these back to Turkey, where it is shredded and fiberized by our partner Gama Iplik. These textile fibers are mixed with recycled polyester fibers to make the yarn strong again. Subsequently, new yarn is spun by Gama, which we use to knit and weave fabric again. With this fabric we make new corporate clothing

Since 2005 I'm in charge of our family business together with my brother Hugo Schijvens. We are the 5th generation and want to pass the company on well to the next generation in the future. As an entrepreneur I want to make a profit, but I also believe that everything should be in balance.

Shirley Schijvens



FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

ECONOMIC UPDATE

Thanks to supportive economic policies, impact of the pandemic turned out to be less than that on many other countries in 2020 so far. Some indicators for the 4Q still show continuation of high momentum, though pace of activity will likely stabilize given recently accelerating normalization steps with track change in policies and rapid credit deceleration.

These normalization steps include: i) After gradual increases in the effective cost of funding, CBT has aggressively tightened given high risk premium of the country and low level of reserves and simplified monetary policy framework ii) the BRSA lifted asset ratio, removing government intervention in portfolio decisions iv) Tax adjustments to support de-dollarization. Going forward, monetary policy stance will need to remain prudent to keep inflation in check and attract capital inflows.



The worsening c/a deficit is attributable to deterioration in core and gold deficits in the goods balance and plunge in services balance given collapse in tourism revenues. With the tight monetary policy and the likely improvement in tourism next year (given the prospects of the Covid-19 vaccine), the current account position should improve and the deficit should markedly decline. Capital account, on the other hand, paints a challenging picture leading to large reserve depletion due to external deleveraging, portfolio outflows and widening trade deficit. The decisive policy rate hike can be supportive for portfolio flows.

Strong monetary expansion, TRY weakness, administrative & customs tax rises, and surge in production costs associated with the pandemic and containment measures have increased pressure on prices. Reviving Covid-19 measures and the CBT track change will likely keep domestic demand in check and contribute to inflation outlook, while TRY stability should be key.

Policy setting&implementation and geopolitical risks will also determine macro performance, while uncertainty about world economic outlook & policy response is high.

Powered by ING Bank Turkey



EVENTS OVERVIEW 2020

DBA New Year's Cocktail and Green Tales of Istanbul: launch of the 2020 Livable Cities program at Palais de Hollande with CG Bart van Bolhuis and Ambassador Marjanne de Kwaasteniet / 16 January

DBA General Assembly
/ 21 February

Bahçeşehir University
Dutch Cultural Days
/ 21 February

Chambers Corner event organised by International Chambers of Commerce and Trade Promotion Agencies in Istanbul, hosted by German speaking Chambers with keynote speaker Mr. Murat Yeşildere "Oh, gosh, the CEO is pregnant" / 27 February

International Women's
Day by WoMen of Orange
/ 6 March

DBA webinar on the
Challenges of Online
Presenting by David Beckett
of Best 3 Minutes
/ 7 May

Webinar on the Impact of
Covid-19 on the Global and
Dutch Economy by
NLinBusiness
/ 14 & 15 May

DBA webinar by Tolga
Kombak from ACM - Adapt to
Survive: A Starting Point for
the Urge for Agility / 2 June

Bilateral Chamber Presidents'
Video Call on Customs Union
Upgrade with Minister
Ruhsar Pekcan and Deputy
Minister Gonca Yılmaz Batur
/ 3 June

Chamber's Corner online
workshop organized by AHK
on the Impact of Covid-19 on
Trade and Insurance
Contracts / 4 June

DBA webinar by Şaban Küçük
and Ramazan Biçer from Taxia
on Tax and Financial Updates in
the New Normal
/ Post Covid-19 / 18 June

Webinar by NLinBusiness with
Hans de Boer, Joanna Konings
and Alex Krijger on the Impact
of Covid-19 part 2: Global and
European Economy and
Geopolitical developments
/ 15 July

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

EVENTS OVERVIEW 2020

Webinar by VNO-NCW, NLinBusiness and RVO on "Doing Business in Turkey" with the participation of Caspar van Haaften - Chairman of DBA Turkey / 17 September

DBA Network Cocktail to welcome new Board Members and present future plans of DBA at Palais de Hollande hosted by Consul General Bart van Bolhuis / 24 September

JETCO video call meeting on "Major Opportunities of Reciprocal Investments and Trade" with Minister of Trade Ruhsar Pekcan and Dutch Minister of Foreign Trade Sigrid Kaag / 28 September

Chambers Corner event organised by International Chambers of Commerce and Trade Promotion Agencies in Istanbul hosted by DBA Turkey on "The 7 Habits of the Highly Effective People" by Alper Ariduru from Franklin Covey Turkey / 29 September

Event on Empowering WoMen in the Workplace: understanding and acting against mobbing at work, by WoMen of Orange / 8 October

DBA economic webinar in cooperation with the economic department of the Dutch Embassy Ankara by Osman Cevdet Akçay / 22 October

Meeting Landbouwwaad (representing the Dutch Ministry of Agriculture) on challenges and opportunities in the field of Customs Union and agriculture related businesses with CG Bart van Bolhuis and Caspar van Haaften, Rabobank and Unilever / 3 November

Virtual Round Table Discussion NLinBusiness: "The Global and Economic Impact of The US Elections on the Dutch Economy" / 5 November

Webinar WTC LEEUWARDEN: "Istanbul: Promising City for International Business" with CG Bart van Bolhuis and Caspar van Haaften / 5 November

Webinar on "Access To Remedy" by SER & National Contact Point For Responsible Business Conduct of the Netherlands / 9 November

Digital Forum by bilateral Chamber Presidents on "Customs Union – A Business Perspective" with deputy Minister of Trade Gonca Yilmaz Batur hosted by AHK / 19 November

Event on International Human Rights Day by WoMen of Orange / 11 December

DBA webinar on "Scrum: 25 Years Old and Counting for Creating Agility" by Tolga Kombak, ACM / 15 December

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey

CULTURAL UPDATE

Ongoing Cultural cooperation between the Netherlands and Turkey



ANNUAL CULTURE REPORT 2019



In 2019, the Embassy in Ankara and the Consulate-General in Istanbul organised and supported more than 50 cultural projects and events in Turkey, in cooperation with many partners from the Turkish and Dutch cultural sector. You can find an overview of these activities in our Annual Report 2019. Cultural diplomacy is important for the Netherlands, also in times of COVID, as a means to make new connections and strengthen existing cooperation.

FOLLOW US ON SOCIAL MEDIA



dbaturkey.org



[linkedin.com/dutch-business-association-turkey](https://www.linkedin.com/company/dutch-business-association-turkey)



twitter.com/DBA_Turkey



*Happy
Holidays*

With Best Wishes for 2021

