DAIKIN

# World Eye Reports Turkey



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# President Gül looks toward a more dynamic future

ern Europe and the Middle East.

Turkey so there is a great poten-

I also believe there is great

fields of renewable energy and

Turkey is looking for a new

partnership with Asia. What is

your trade development strategy

The unique geographical lo-

cation of our country makes us

country. It is an axis point where

that field

technology.

toward Asia?

continents meet.

urkey and Japan share a long history that goes back to the 19th century. As a tribute to those long-standing relations, the Turkish government has organized the Japan Year in Turkey in 2010, a yearlong event aimed at promoting deeper cultural understanding as well as closer economic ties.

World Eye Reports recently met with President Abdullah Gül to get his perspective on the state of Turkish-Japanese relations. Below are excerpts from that interview.

### WER: How would you describe relations between Japan and Turkey?

Gül: Our ties with Japan are multifaceted. On the political front, we cooperate with Japan in the U.N. Security Council. On the economic front, we have extensive cooperation within the G-20 framework.

We entered the year 2010 by inaugurating the Japan Year in Turkey. Through this, we will find a very useful way of discovering each other and I'm certain that this very important event will contribute significantly to the further broadening and deepening of relations between our two nations in all fields.

### What are the strongest points of the Turkish economy?

First of all, Turkey enjoys a unique geographical location.



### Turkish President Abdullah Gül Secondly, Turkey has been a member of the European Union customs union system and is

therefore very competitive in its standards. Furthermore, Turkey has a very wide hinterland, which means access to numerous regions where Turkey has influence is very easy. Also, the le-

gal framework for investment and economic affairs has been brought up to international standards and this is a very attractive factor for investors.

Another point is that Turkey a European country, as well as has a very well educated, young an Asian and a Middle Eastern workforce.

What areas do you see the most potential for collaboration between Japan and Turkey today? One specific area is the field of IT (information technology)

and R&D (research and developeconomic and political relations. ment). Turkey has a very young The Far East is of great imporand dynamic workforce, which tance to Turkey. We already have is keenly interested in this area historical ties with a number of especially when it comes to softnations in this part of the world ware development. The Turkand we wish to strengthen our ish market is very strong in this ties with them today.

field. This area remains untapped If you think of Japan and Turso there is a great opportunity for key on the globe, Japan is on the eastern tip of the Asian landmass cooperation in this specific area. Energy is another important and Turkey is at the western tip sector. Turkey is the most reliable of the Asian landmass so there is energy route for EU countries a correlation geographically. when it comes to energy supply

We are keenly aware of how from neighboring, energy-rich important the East is and I concountries in the Caucasus, Eastducted an official visit to China in 2009. And this year, I conducted an important visit to India All energy outflow from these countries goes reliably through in February.

Central Asia is also an importial for cooperation with Japan in tant region. We have very strong historical ties with Kazakhstan, Turkmenistan, Kyrgyzstan, Azerpotential for cooperation in the baijan and Uzbekistan.

### What are your priorities for 2010 economywise?

One of the important problems that needs to be addressed is the level of unemployment. Also, it is important to attract more investment that needs to be channeled to less developed parts of our country.

### What is your dream for your country?

Also, historically, Turkey has I very much would like to see had an influence in both Europe Turkey conclude its accession negotiations with the European and Asia. Consequently, we have a multidirectional outlook and Union and become a full EU that's how we try to develop our member. ♦

have close diplomatic relations that go back more than a century, several government officials and business leaders from both sides agree that the two countries will benefit from strengthened trade ties.

"Relations have been excellent, though bilateral trade relations are caught in a sea with no wind. It is high time for both countries to show more goodwill toward each other," says Japanese Ambassador Nobuaki Tanaka.

In the 1980s, when Japan was experiencing a huge economic boom and Turkey's economy was being liberalized, two of the largest Turkish companies - Sa-

banci Holding and Koc Holding - formed partnerships with some of the most prestigious Japanese flagship companies. But the partnerships have not

grown much since then.

While a successful joint venture with Toyota ended last year, the Sabanci Group has managed to maintain its collaboration with Mitsubishi, Komatsu and Bridgestone for more than two decades. Other Japanese investors, such

as trading houses Mitsui, Sumitomo, Marubeni and Mitsubishi, made an early mark in the Turkish market as they invested in the country's automotive, metal, machinery, food processing and chemicals industries

Among the biggest Japanese investors in the country are auto giants Toyota, Honda and Isuzu.

"As of today, there are just about 60 Japanese companies ac-

"One of Turkey's greatest attri-

**X** Thile Japan and Turkey and Mitsubishi have taken advantage of the European customs union to produce low-cost cars in Turkey for export to Europe.

Widening an old partnership

Another successful area of collaboration between Japan and Turkey is in construction.

The Japanese government has financed several infrastructure projects in Turkey, including the second Bosporus bridge in 1982, the on-going Marmaray Project in Istanbul, which will link Europe to Asia through an underwater railway tunnel, as well as potable water supply projects, according to Kazuhide Nagasawa, the head of Japan International Cooperation Agency (JICA) Turkey.

"Japanese companies are interested in taking part in the construction of a third bridge across the Bosporus Strait, the expansion of the city's underground network and upcoming energy projects in Turkey," Nagasawa adds.

Despite that, Japanese investment in Turkey has been limited. While bilateral trade volume grew from \$1.7 billion in 2000 to only \$4.3 billion in 2008, the figure fell to \$3 billion in 2009 as a result of the global economic cri-

"Japan is the second-biggest economy in the world. It makes direct outward investment of around \$80 billion per year. But these investments in our country's share are just 0.02 percent," says Rifat Hisarciklioglu, president of the Union of Chambers and Commodity Exchanges (TOBB).

the two countries has remained in Japan's favor.

to be more balanced. This situation may be redressed by promoting Turkish goods in the Japanese market and by receiving more Japanese direct investment in Turkey since we have become one of the most attractive FDI destinations in the world," says Foreign Affairs

Japanese entrepreneurs have not reached their full potential in Tur-



In what many hope to be a sign of increased bilateral cooperation, Japanese construction and engineering giant Taisei Corp. is taking part in the construction of a tunnel under the Bosporus Strait, which will link the European and Asian sides of Turkey.

by the Japanese government.

Turkey's tourism industry.

grul Gunay.

The event also coincides with

Istanbul's designation as this

year's European Capital of Cul-

ture, which will hopefully boost

"Japanese people are very in-

terested in cultural and historical

places. Yet only 150,000 Japanese

tourists come to Turkey every year

out of a total of 25 million tour-

ists," says Tourism Minister Ertu-

"We hope more Japanese tour-

ists will visit Turkey this year,

especially as Turkish Airlines in-

creased its number of direct flights

to Tokyo from four to six and to

Osaka from three to four (starting

As Turkish officials believe the

relationship with Japan must move

beyond portfolio investment and

exports to Europe, they are seek-

ing partnerships in high technol-

ogy and value-added sectors, such

In line with that objective, JICA, JETRO and Turkey's EIE

are organizing in June a seminar to

introduce Japanese environmental

Also, the Japanese ambassa-

The TOBB is also planning an

technology in Turkey.

as the environment and energy.

in) March," Gunay adds.

around from bankruptcy to a vibrant economic force that has enjoved uninterrupted growth close to 7 percent between 2002 and 2007. And (the economy) is forecast to grow by at least 3.5 percent in 2010 and by 4 percent in 2011," says Finance Minister Mehmet

Simsek. Unlike the U.S. and most European countries, Turkey has experienced growth in its banking and finance sectors. Its stock exchange has been one of the world's bestperforming markets the past two years, and international rating agencies have given the country a positive rating.

"The Japanese have an outdated image of Turkey. They need to realize that Turkey has changed and keeps on improving. Japanese investors can now count on a number of sound economic and monetary fundamentals, such as a relatively stable currency, low inflation, single-digit interest rates, a solid banking system and a commitment to fiscal discipline," says

To complement efforts to improve overall relations, both sides have organized the 2010 Japan

dor announced that a high-profile The yearlong event will be delegation of Japanese executives will visit Turkey to look into trade marked by exhibitions, film festiand investment opportunities. economy and investment conference.

Also, the trade balance between In 2008, Turkey imported \$4 billion worth of goods from Japan, while Japan's imports from Turkey stood at only \$330 million. "We would like those figures Simsek.

Year in Turkey.

vals, fashion and art shows, dance and theater performances and other cultural events in Ankara, as well as in the cities of Izmir, Anta-

tive in Turkey," says Yoshiaki Ishihara, managing director of the Japan External Trade Organization (JETRO) in Istanbul, who believes that Turkey offers many advantages as an investment location. butes remains its people. Turkey

has a large and young population. More than half of its 76.8 million people are under the age of 35. It has a rapidly increasing per capita income and a hardworking, welleducated workforce. We also regard this country as the gateway to Minister Ahmet Davutoglu. Europe and neighboring areas, like

the Middle East, Russia and CIS countries," Ishihara adds.

Sony, exceptionally unifying technology and entertainment, targets to inspire everyone in every corner of the world with innovation and enthusiasm. We invite you to realize your dreams with the spirit of make.believe.

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make.believe

Believe that curiosity is the key to creativity. Believe that anything you can imagine, you can make real.

### Sony believes in Turkey.

Currently, Japanese investment has been focused on the basic manufacturing, assembly and distribution levels in labor-intensive country's remarkable and unprecindustries, with the automotive edented economic performance in sector showing the most strength. In fact, Toyota, Honda, Isuzu

key because of its chronic macroeconomic instability.

For their part, Turkish businesses have called attention on the the last seven years.

"We have turned the economy

lya, Bursa, Konya, Mersin, Samsun and Kaman-Kirsehir. Japan's Prince Mikasa is to formally open the event on May 3 in Istanbul and in July will inaugurate a new archaeological museum in Kaman-Kalehoyuk, where exca-

vations were initiated and financed

"It is my belief that economic and commercial collaboration will strengthen within the context of the Japan Year in Turkey. We wish to see more Japanese investment in Turkey and we are willing to cooperate in all fields," says Hisarciklioglu.

# Sony dominates the Turkish market

66 Turkey is one of the most important growth markets for Sony and has been identified as one of the countries to invest in for future growth," says Sony Eurasia Managing Director Mohsen Noohi, a 30-year veteran who has overseen the company's expansion in the country and the region.

"Over the last eight years since I arrived, sales have increased 600 percent. This is a faster rate than in most other countries and much faster than the Turkish market's growth. Our market share is about 17 percent or 18 percent, depending on the product category," Noohi adds.

The Japanese electronics giant holds a 70 percent market share in the camcorder category, the largest held by Sony anywhere in the world and almost twice the average market share of 45 percent in the rest of Europe.

In Turkey, Sony's Cyber-shot brand leads the digital camera market while its gaming consoles have captured around 80 percent of the market. The affiliate has also sold the most number of MP3 players in the last half of 2009.

"As you can see, our market share shows that Turkish customers love Sony," stresses Noohi.

According to a recent survey by market researchers GfK, Sony is among the top 10 most recognized brands in Turkey and the No. 1 international consumer electronics brand.

Unfazed by local competitors, Noohi intends to further consolidate Sony's reputation in the market, particularly in the consumer electronics and IT categories through more aggressive marketing and the improvement of its retail spaces.

Noohi attributes Sony's success in the country also to the excellent performance of its third-party retail stores. To date, Sony Turkey has 94 Sony Centers in 38 cities.

"Sony Eurasia is made up of around 250 people, 150 of whom are software engineers providing central Web design support to the whole of Europe. We brought jobs from the U.K. and India to Turkey. On top of this, 94 Sony Centers employ 500 people all over Turkey," he says.

"We've also done a lot of work with other retailers, like Carrefour, Media Markt and Arçelik, which agreed five years ago to sell our products in their stores. Last year, we started SKD (semi-knocked down) operations at Grundig factories owned by Arçelik to manufacture some of our products," he adds.

Through its chain stores, Sony highlights the unique value of its brand access to a complete range of media and entertainment products.



Sony Eurasia Managing Director Mohsen Noohi

"There is no other brand in Turkey that can offer such a variety of products. We have such a wide lineup that we can grow in a variety of categories," Noohi says.

With a population of more than 76 million (half of which is under 35 years old), a growing middle class and more tech-savvy women in Turkey, Sony believes in localizing its marketing strategy if it is to meet its goal of doubling sales in the next three years.

In line with that plan, Sony has designed products specifically for the market, such as developing a Turkish keyboard for the VAIO notebook computer.

"We have huge growth expectations for the VAIO. We saw a 75 percent growth in our VAIO in 2009. We are one of the very few markets with a localized keyboard and operating system. We expect to get an even more prominent position this year with 60 percent to 80 percent growth," Noohi says.

Sony will introduce its 3-D product range in the next couple of months

"3-D is going to be a major part of our growth strategy. We've already announced a number of collaborations wherein content will be shared and developed so that there is an ecosystem created around 3-D. 3-D does not make sense unless you have the content. We'll have both the content and the devices. So it means Sony is leading in the 3-D platform with its from-lens-to-eyes technologies," he says. www.sonv.com.tr

Researched and written by Carine Martin in Istanbul. Produced by World Eye Reports. If you would like further information, including annual reports, from any of the companies featured in this business supplement, please send an e-mail message to info@worldeyereports.com indicating your name, mailing address and specific information requested. We will make sure that the companies concerned get your requests and comments.

# Turkey

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#### Daikin boosts presence TAT steps up expansion plans around the world then completed in 2047, Turkey's ambitious Are of the terms in Turkish market Middle East, Russia and Africa. Some counof which have an average production capacambitious Anatolia Project, or itv of 400.000 tons of tomatoes per season tries have been forced to stop food exports GAP, will consist of a network of destined for the domestic and export marto feed their own people and this has created dams, irrigation channels and hydroelectric kets. Its new factory in Anatolia processed huge problems of food supply," he says.

er the past two years, Turkey has been the fastest-growing and among the most promising markets for Japanese air conditioner manufacturer Daikin, which was among the first Japanese companies to establish a presence in the country.

"In the beginning, we had an alliance with a local manufacturer to produce window units under license from Daikin. However, market demand has evolved and nowadays, single split units remain the major future growth area in the air conditioning market," says Daikin Turkey Managing Director Takayuki Kamekawa. "In 2006, we enjoyed a volume increase of 30 percent as compared to 2005. Despite the economic crisis, the growth of the single split market continues to grow at a high rate.

Since 2007, Daikin Turkey has collaborated with Isisan Istima ve Klima Sanayil A.S. to boost sales all over the country

"Today, with the support of our new dealer, the company is focused on establishing itself as a quality and reliable brand in a growing and highly competitive market," says Kamekawa.

Offering a wide range of air conditioning, heating and ventilation products, Daikin is able to serve clients in the domestic, corporate and industrial markets.

"Commercial products account for 90 percent of our sales while residential products make up 10 percent," Kamekawa says.

Daikin experienced robust business thanks to a recent boom in the construction sector.

"Turkey experienced remarkable investment in the construction sector over the past seven years. This gave Daikin the opportunity to grow consistently by servicing a wide range of clients in the corporate and industrial markets," says Kamekawa.

"However, the market came to a standstill in 2008 as the construction sector was affected negatively by the economic crisis and contracted around 20 percent. But I am very hopeful about the future of the construction industry. I believe this is a temporary setback and I see a lot of potential growth. The recovery signs are already here," he adds.

Daikin dominates the market thanks to its cuttingedge technology, which saves more energy and reduces greenhouse gas emissions.

"As environmental issues are becoming more and more pressing, consumers are looking for systems that are user-friendly as well as energy-efficient," he says

Facing growing competition from well-established local and Japanese manufacturers, Kamekawa believes the Daikin Group must consider building a new factory in Turkey to shorten lead times, respond faster



Daikin Turkey Managing Director Takayuki Kamekawa

to volatile market demands and increase production capacity.

"Daikin sees a need to be close to its markets. In Turkey, demand for commercial air conditioning units is predicted to grow rapidly. For this reason, Turkey should become a candidate state for a new production center," he says.

With the commercial sector accounting for 90 percent of Daikin's sales, Kamekawa sees huge potential in increasing residential units while maintaining its position in the commercial market.

"The penetration rate of air conditioning in houses is less than 10 percent in Turkey compared to almost 95 percent in Japan and 30 percent in Southern Europe. As Turkey's climate is Mediteranean and as purchasing power in increasing, I think that the potential in the residential market is significant, especially in big cities such as Istanbul, Ankara, Adana and Izmir." he says.

Though residential sales are low, Daikin has already achieved the No. 1 share in Turkey for its VRV (variable refrigerant volume systems) models and aims to capture 50 percent market share for this product range.

According to recent statistics, the VRV market is growing at a rate of 15 percent every year in terms of volume. www.daikin.com.tr

power stations spanning 1.8 million hectares of potentially arable land.

GAP has reported that 15 percent of the allotted area is now irrigated and accounts for about half of the country's production of cotton and food crops, such as lentils, soybeans, pistachios and vegetable oils. The project has attracted significant investment from neighboring countries and local firms.

TAT, the food production unit of Turkish giant Koç Holding, has spent more than \$80 million to build a tomato paste processing plant in the southeastern city of Sanli Urfa as part of an aggressive expansion program.

"Our vision is to be more dominant in world markets. We want to do large-scale agribusiness in Anatolia and become one of the largest players in Europe," says Tat Konserve Managing Director Guclu Toker. In the traditional agricultural areas along the western coast, TAT has eight plants, all around 140,000 tons of tomatoes last year.

"Our target is to become the world's fifth largest by reaching an annual processing capacity of 1 million metric tons of tomatoes by 2013 or 2014," Toker says.

Because of a long-standing partnership with leading Japanese exporters Sumitomo and Kagome, Japan has remained TAT's largest export market.

While TAT has signed another 30-year contract with Kagome, the Turkish company is also determined to gain new customers in Japan and other international markets, particularly in Russia and Europe.

Nevertheless, given the huge quantities being produced by the Harranova facility (TAT's joint venture with California-based Morning Star), TAT is also looking at getting new customers.

"The success of Harranova is very important because we are close to Europe, the www.tat.com.tr

"Turkey's land and production should be utilized by everyone and contribute to resolve these shortage issues. Japanese investors should also seize this opportunity, investigate and invest to export fresh fruit and vegetables to Japan," he adds.

Tat Konserve aims to raise tomato exports as the global economic crisis wanes.

As export volume accounted for about 6 percent to 7 percent of total revenue in 2009, TAT hopes to raise that figure to 30 percent, with a value of \$200 million, within the next five years, according to Toker.

"Logistically, Urfa is well located. It is 300 km from Mersin port, 40 km from the Syrian border and 250 km to the Iraqi border. Those markets are developing fast and, thanks to new government initiatives, are opening up customs regulations and trying to improve trade relations," he says. ♦

Sabanci Group scores huge



## Sound instruments for well-being

aving more than 70 pharmaceutical companies, 47 medical schools, and more than 1,140 public and private hospitals, Turkey's health sector offers huge growth potential that has attracted the interest of several foreign investors

Taking advantage of the good prospects, Shimadzu, a world-class supplier of scientific instruments and diagnostic imaging products, has stepped up efforts to develop its business by moving its Middle East and Africa headquarters from Egypt to Turkey in 1995.

Founded in Kyoto in 1875, Shimadzu designs and manufactures precision instruments for measurement and analysis, many of which have garnered awards for their innovative features.

"Our business line in the region is concentrated mainly on medical and analytical equipment. In the medical segment, we work with hospitals, both public and private. We provide X-ray equipment and service to radiology departments," says General Manager Yoshiyuki Fujino.

Shimadzu also develops analytical and measuring instruments called HPLC (high-performance liquid chromatograph), which have a wide range of applications.

Mazda ranks No. 4 among Jap-"We work closely with leading pharmaceutical companies as they use HPLC systems to monitor the quality control process of drugs to make sure the final product meets particular specifications. Our customers also include government quality control laboratories and of 2 percent within the next three does not come to mind immediatesome universities that require the ly. Our goal is to change that and latest technology," Fujino says.

Shimadzu Middle East and Africa commands a 35 percent market share in HPLC in Turkey.

Fujino identifies two advantages over its competitors - size of its distributor network and the growth prospects in its territory. "Unlike other markets in Africa

or smaller countries like Bahrain and Oatar where one sole distributor is responsible for every business line, we have four distributors in Turkey. So they can have daily contact with our customers and can visit and service them im-

mediately," he says. "In developed countries like Japan, the U.S. or Western Europe where the market is saturated, the goal to capture market share from competitors is not easy. In our region, the industry and market volume is growing. If we increase or even keep our market share constant, business still grows," he

adds Fujino remains confident about the company's prospects in the region, as it identifies a new area of growth in its business.

"Our target for 2010 is to develop our business in Iraq. As the country rebuilds itself, it needs a lot of medical and laboratory equipment. Besides, it has serious concerns about water pollution," he says.

"Recently, every country is also interested in establishing environmental regulations. They need our equipment to measure pollution levels and control water, soil and air quality. Also, our analytical instruments can be used to measure the level of pesticides," he adds. ♦ www.shimadzu.com.tr

with Japanese partner W ith interests ranging from financial services to retail, cement, tire-making and

generation, the Sabanci Group is one of Turkey's largest family-owned conglomerates, employing more than 55,000 people and generating a total turnover of more than \$13 billion.

Unlike most Turkish businesses, Sabanci has achieved success by forming partnerships with several of the world's top companies, believing they benefit from its local business knowhow and experience in the country.

Among its most profitable joint ventures is Brisa, formed in 1988 with Japanese tire manufacturer Bridgestone

In just 22 years, the partnership has grown to become the country's biggest tire maker, with a yearly production capacity of 10 million tires and sales of \$502 million.

"Turkey has become a production center for car manufacturers in the past six years and our company has become the main tire supplier of all the European and Japanese OEMs (original equipment manufacturers) based in Turkey. We are market leaders with a 30 percent market share and a strong network of 600 exclusive dealers," says Brisa President Hakan Bayman. Brisa has a 360,000-hectare plant in Izmit, where it produces over 400 different types of tires for passenger and commercial vehicles.

Sabanci Holding CEO Ahmet Dorduncu acknowledges the success of the partnership with its Japanese partner.

"We have learned a lot from our Japanese partner. We learned the way of doing business in factories and the Japanese methodology of kaizen, or the continuous improvement on efficiency, and increased productivity of the manufacturing process," Dorduncu says.

"As a result, Brisa got the European quality award after getting the national quality award. Bridgestone today is one of the best companies within the Sabanci portfolio and I am confident that Bridgestone would



### Brisa President Hakan Bayman

Looking to the future, Bayman has stressed that the company will now focus on strengthening its sales network and improving productivity and efficiency.

"We are expecting a slow recovery in 2010. Overall, we are expecting 10 percent growth in 2010 in terms of volume, which means we will probably produce about 9 million tires in 2010," he says.

Though the crisis tested the joint venture, Bayman is confident that the alliance will grow stronger.

anese car brands in Turkey, after Toyota, Honda and Nissan. "After the German brands, Japanese brands have the best image because they are strong and durable. But as we don't have a long to achieve a local market share history in Turkey, the Mazda name

present in Turkey since 1990 as part of the Mermerler Group, took a huge step two years ago when it took over control of operations and promoted Mazda Turkey to a full national sales company incorporated under Mazda Motor Europe

n just 20 years, Turkey has be-

come a leading regional hub

for some of the world's largest

automotive manufacturers, includ-

ing Fiat, Ford, Toyota, MAN and

72 percent of its cars and commer-

cial vehicles, valued are \$16.9 bil-

lion, to Europe, according to Tur-

The Japanese auto giant Mazda.

key's Exporters Association.

Last year, the country exported

Renault.

"We have made great progress 2008, we started with a 0.3 percent since 2008. Our first priority was market share and we are now very



Finance Director Holger Boeversen (standing 5th from left) and Communications Director Hülya Pamuk (seated 5th from left) with the rest of the Mazda Turkey team

reach 3,600 units in 2010 from become one of the leading brands 3,032 units the previous year, with in the passenger car market in the next few years," says Pamuk. the Mazda 3 sedan accounting for about 50 percent.

Mazda revs up business in Turkey

and dealer structure. Today, 90

percent of our dealer structure is

established. We have 30 authorized

dealers covering 85 percent of the

territory," says Mazda Turkey Fi-

nance Director Holger Boeversen.

For 2010 and beyond, Mazda

expects further growth and hopes

years. It predicts sales volume to

Boeversen credits much of Maz-"Our goal is to bring our market da's success in the country to the share in line with the Mazda Eurobrand's reputation for style and inpean average of 1.5 percent. When novation. we assumed control of the brand in

to establish a very good logistics close to 1 percent," says Commu-

As part of plans to strengthen its brand in the country, Mazda will be launching a new line of "green" models next year.

nications Director Hülya Pamuk.

"Mazda will officially launch the SKY engine series in 2011. These engines will consume 30 percent less fuel and will be emission-efficient," Pamuk says.

Beyond sales, Mazda Turkey takes pride in its dedicated team and contribution to the local community.

> Following the March 8 earthquake in Elazig, Mazda donated two 2010 BT-50 4x4 pickups to the Civil Defense and Red Crescent to support their aid efforts in the region.  $\blacklozenge$ www.mazda-tr.com



Shimadzu Middle East and Africa General Manager Yoshiyuki Fujino with a gas chromatograph mass spectrometer



### We focus on excellence in every single tire.

In everything we do, we focus on providing superior quality and safety. On constant innovations, environmentally friendly concepts and performance under the most demanding conditions. But above all, we always focus on putting all our knowledge and all our effort into every single tire.

consider the Brisa factory as one of their best facto ries," he adds.

Despite the recent global economic crisis, which affected the automotive industry and consequently car parts manufacturers, Brisa still grew last year, thanks to a few provisional government measures aimed at lessening effects of the recession on the industry.

During these 22 years of working together, we developed a nice mixed culture. Together, we managed to successfully combine long-term business perspective with flexibility, which I believe is at the root of our success and helps us achieve our targets," he says. 🔶

www.brisa.com.tr; www.sabanci.com



After spending 41 years with tomatoes and vegetables we have learned that: When food loses its natural nutrients, it also loses its real taste, This is why, while growing and producing Tat products, we are committed to protecting natural tastes.

BRIDGESTONE

STO Koc

### eBOX

Aside from being the official diplomatic representative in the country, the Embassy of Japan in Turkey facilitates cultural exchanges by organizing events that promote Japanese culture locally. This year, the embassy is hosting several activities to celebrate the Japan Year in Turkey 2010 and commemorate 140 years of relations between the two countries. www.tr.emb-japan.go.jp; www.japonya2010.org

Situated in Istanbul, JETRO Turkey plays a leading role in strengthening trade and investment between Japan and Turkey, as well as the Caucasus area. It provides information and support to Japanese and Turkish companies that want to expand their overseas businesses in those countries. www.jetro.go.jp/turkey

The Japan International Cooperation Agency (JICA) provides official development assistance through a combination of technical cooperation, concessionary loans and grant aid. The JICA Turkey office has ongoing projects in the following areas: environmental improvement, human resources development, disaster management, measures to reduce disparities and south-south cooperation. www.jica.go.jp/turkey

The Investment Support and Promotion Agency of Turkey (ISPAT) offers comprehensive information, data and reports to businesspeople about Turkey. www.invest.gov.tr

The International Investors Association of Turkey, or Yased, founded in 1980, is a private-sector organization whose members are international companies operating in Turkey. It provides useful information about foreign direct investment (FDI) inflows to Turkey. www.yased.org.tr

The Turkish Japanese Foundation Cultural Center, based in Ankara, promotes cultural exchange between Turkey and Japan, which includes the holding of Japanese language classes. www.tjv.org.tr