

**CERKEZKOY CHAMBER OF
COMMERCE AND INDUSTRY**

BALKANS BUSINESS TRIP

20-27 OCTOBER 2015

CROATIA-SASO SPLIT FAIR



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CROATIA-SPLIT ECONOMY CHAMBER-B2B



CROATIA-SPLIT ECONOMY CHAMBER-B2B



CROATIA-SPLIT ECONOMY CHAMBER-B2B

- 30 MEMBERSHIP, WITH THE SPLIT ECONOMY CHAMBER MEMBERS, 52 BILATERAL BUSINESS MEETINGS HELD.
- CONSTRUCTION SECTOR 40% VARIABLE AFTER THE EU MEMBERSHIP OF CROATIA (due to EU Standards)
- TURKISH INVESTORS ARE IMPORTANT TO THE REGION
- After the visit WITH ZAGREP TRADE CONSULTANCY Alcazar D.o.o. (www.alcazar.hr) and its family company Jarbolet D.o.o. WANTED TO CONNECT WITH OUR 5 MEMBERS, PROVIDED TO CONTACT WITH 2 MEMBERS.

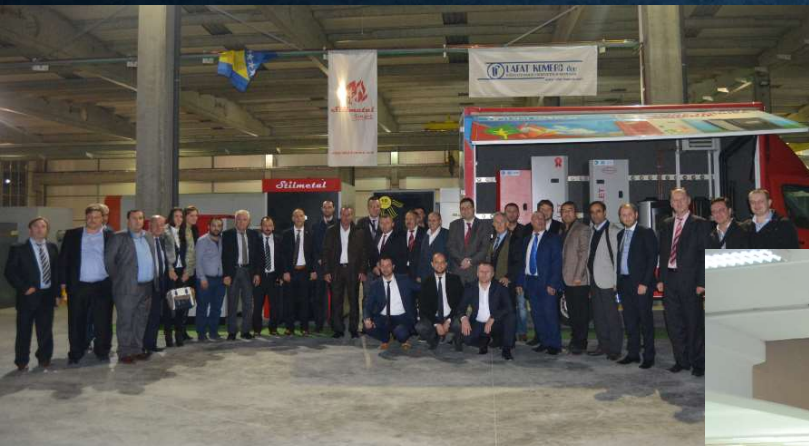
BOSNIA AND HERZEGOVINA-SARAJEVO

- 3 DIFFERENT NATIONAL ADMINISTRATION (BOSNIAN, SERBIAN, CROATIAN) BECOMES RANGE OF GOVERNMENT FOR 6 MONTHS, CHANGING GOALS WHICH APPLY TO VISITING KOSOVO BUSINESS RELATIONSHIP BETWEEN BOSNIA-HERZEGOVINA AND KOSOVO MOST COMMERCIAL AND TRADE
- INFRASTRUCTURE READY AND VERY STRONG
- 4.5 MILLION POPULATION PROVISIONS HAVE 3000 DEPUTY (MANUFACTURED PROBLEM IS CREATED)
- 48% BOSNIAN POPULATION, ARGUING THAT THEY ARE OF OTTOMAN ORIGIN.
- THEY SUFFERED A LOT IN THE WAR BUT THEY WANT KNOW TURKISH PEOPLE DIDN'T FORGET THEM.

BOSNIA HERZEGOVIA-TUZLA ORGANIZED INDUSTRIAL ZONE



BOSNIA HERZEGOVIA-TUZLA



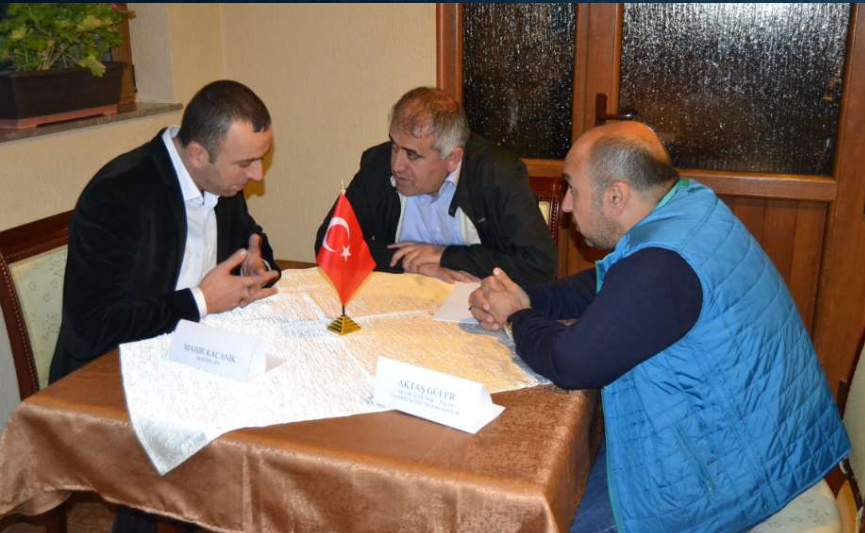
BOSNIA HERZEGOVIA-TUZLA ORGANIZED INDUSTRIAL ZONE

- BOSNA HERSEK'İN SANAYİ MERKEZİ
- 40KM MESAFEDE YAKIN ZAMANDA FAALİYETE GEÇECEK LOJİSTİK HAVAALANI MEVCUT
- TUZLA KANTON KALKINMA VE GELİŞTİRME BAKANI NERMİN HATİÇ, SANAYİ BAKANI SIRCAN MİCANOVIÇ VE (TUBSIAD) BAŞKANI ABDURRAHMAN UVAK İLE GÖRÜŞÜLDÜ
- İNŞAAT SEKTÖRÜNDEN ÜYELERİMİZ İKİLİ GÖRÜŞME YAPABİLDİ

KOSOVO-PRIZREN



KOSOVO-PRIZREN



KOSOVO-PRIZREN

- HAVE FERTILE LANDS, LIVESTOCK AND AGRICULTURE FRONT PLAN
- NEW ORGANIZE INDUSTRIAL REGION INSTALLATION, INVESTORS EXPECTED FROM TURKEY
- WITH KOSOVO BUSINESS WORLD ASSOCIATION CHAIRMAN FEDA DERSIS AND INDUSTRIALS HAD MEETINGS.
- HAVE BEEN LOTS OF MEMBERS BILATERAL MEETINGS.

EXHIBITOR'S VIEWS

| | Satisfied | Enough | Improvable | Comment |
|-------------------------------------------------|-----------|-----------|------------|-------------------------------------------------------------------------------------------------------------------------------------|
| Event / Pre-Exhibition Organization | 20 | 3 | 11 | The fair was very small and inadequate, the bilingual conversations could have been more accurate. Company visits can be increased. |
| Contribution of the organization to the Company | 19 | 9 | 9 | Bilateral meetings could have been more efficient. It was nice to recognize new faces and introduce our company. |
| Transportation Organization | 18 | 10 | 9 | Too many road trips between countries have been exhausting. |
| Hotel Organization | 23 | 6 | 6 | |

EXHIBITOR'S VIEWS

| | Absolutely would like | Attendance if appropriate | Undecided | Do not want |
|-----------------------------------------------------------------|----------------------------------------------------------------------------------------------|---------------------------|-----------|-------------|
| Participation in the same kind of organization with our chamber | 9 | 22 | 3 | 2 |
| DESCRIPTIONS/ THOUGHTS | Many countries, too much road travel lost time. | | | |
| | Travel back to Sarajevo and Kosovo can be arranged. | | | |
| | It was pleasing to see that the facilities in the Balkans and the Ottoman culture continued. | | | |
| | Bilateral meetings had to be organized more efficiently. | | | |

IMPRESSIONS OF BALKAN BUSINESS TRIP

- 7 COUNTRIES THROUGH PARTS OF YUGOSLAVIA
 - CROATIA, MONTENEGRO, SERBIA AND SLOVENIA MEMBER OF THE EU
 - BOSNIA AND HERZEGOVINA, KOSOVO AND MACEDONIA IS NOT A MEMBER OF THE EU
- BULGARIA, KOSOVO AND MACEDONIA PROVIDE DOUBLE CITIZENSHIP TO CITIZENS
- BOSNIA AND HERZEGOVINA CAN BE SUPPORTED BY OPENING THE SPECIAL UNIVERSITY
- KOSOVO CAN BE SUPPORTED BY SETTING PRIVATE ORGANIZED INDUSTRIAL ZONE IN PRIZREN

THANK YOU

