Dear Readers,

Over the last 300 years, three industrial revolutions have markedly rationalized and accelerated the way we produce goods. Now we stand on the verge of a fourth industrial revolution. This industrial revolution will be based on new technologies in IT and communications, which are increasingly being employed in manufacturing industries. However, Industry 4.0 is more than this - the digital transformation is advancing nearly all aspects of manufacturing, encouraging even stronger internationalization and making data a deciding production factor. Value chains will be organized more flexibly and in a more fragmented manner in the future, in the interests of production tailored to customer demands, optimally and in real time. SMEs especially have never before had so many opportunities to contribute to international value chains.

Put Industry 4.0 into practice in your company

These upheavals will strongly affect Swiss companies as well as Turkish ones in the coming years. All the same, both countries have a similar degree of industrialization and industry is a very important economic sector for both of them – one of the reasons why we, as the promoter of Swiss export, have had a close partnership with the Swiss Chamber of Commerce in Turkey since 2013. We can also assume that our reciprocal trade relations and the interfaces between our companies will be more strongly digitalized in the future.

It doesn't matter if a company is Swiss or Turkish - whoever doesn't get on board with the fourth industrial revolution will be left behind. Many entrepreneurs are asking themselves though how they can start the transformation process in their company and avoid losing connection to international business. They're asking how they can translate the many theoretical terms into practical application and how they can break down the broad concept of Industry 4.0 into a specific reality in their business.

Learning from entrepreneurs, exchange with experts, ideas for your business

This is exactly the goal of this year's Forum for Swiss Foreign Trade and Investment, held by Switzerland Global Investment on the 21st April in Zurich. Be inspired by what Industry 4.0 could look like in your company and in your international business. Learn from other entrepreneurs who have already taken the first steps. Swap ideas with the biggest names in the export world. Hear about the big relationships and important details from invited experts. And then start the digital transformation of your own international business!

We look forward to seeing you there.

Daniel Küng
CEO of Switzerland Global Enterprise
Message from the President

Dear Members and Friends,

As my term as the President of the Swiss Chamber of Commerce in Turkey ends in March 2016, I would like to take this opportunity to share with you my personal thoughts and impressions.

Education and living 10 years in Switzerland as a teenager shaped me a lot. As time passes, I respect the ‘Swissness’ more and more. In some respect, I am even more stringent than many Swiss I know. The Swiss Chamber of Commerce was a platform for me to share that view with my local environment.

We started our journey four years ago based on three main concepts: (1) gender equality, (2) cooperation and (3) respect to knowledge and know-how.

The team corresponding the Board and the supporting professional team was very critical to execute. SCCT has been governed by a gender balanced board during my presidency. The board size has been increased from 7 to 20 members, simply giving main and substitute members same voting rights. We are not afraid to discuss things openly. And that creates intellectual discussions with clear vision for execution, when you compose the board with smart, educated and diverse personalities and professionals.

A true open and transparent communication with the Consulate General of Switzerland, Embassy of Switzerland, Switzerland Global Enterprise and Swiss Business Hub Turkey shared vision among all the entities. Our common desire for success enabled us to operate in a highly efficient and effective manner.

Over the last four years, we have increased the number of members from 80 to over 180, conducted and co-organized 100 events, hosted every year Swiss government delegations, visited various Chambers of Commerce in Anatolia, gave speeches on how to do business in Turkey in various platforms, signed various academic collaboration treaties, and published reference papers on Turkish biotech ecosystem, innovation in family businesses and investment opportunities in Switzerland. Needless to say that our budget has doubled during that period and every financial period was closed without any problems.

Knowledge and know-how combined with moral values makes the difference. Switzerland is a great role model in that respect to Turkey: innovation (Global Innovation Index #1), competitiveness using know-how (Global Competitiveness Index #1.), freedom of press (World Freedom of Press Index #20), democracy (World Democracy Index #6), human development (Human Development Index #3) and education (World Education Index #3).

During the last four years, we focused mainly on innovation and competitiveness, but in each of our events, we tried to emphasize the importance of all the above mentioned concepts, which describe Swissness.

Please allow me to thank everyone, who joined and supported our Chamber during my presidency. I am convinced that the new term will bring great benefits, fruitful actions and innovative decisions to the Swiss-Turkish business community.

Yours sincerely,

Doğan Taşkent
Mr Walti, tell us a little bit about your background?

In the 4th quarter of 2015, I was appointed as Clariant’s Region Head for the Middle East & Africa (MEA). I am also the Head of Finance Region MEA and the Country Head for Turkey. As you can imagine, I spend an unbelievable time traveling - so much so that I have often forgotten where I am when awakening in yet another hotel! Overall, however, I am quite accustomed to adapting to different cultures, since I have been working outside Switzerland for the last 21 years. One could consider me a global citizen with undeniably strong Swiss roots!

After graduating from the University of St. Gallen with a Business Degree, I joined Sandoz as a Finance Trainee. Already at the onset of my career, my clear objective was to take on an international assignment and after one year I embarked on my international adventure. I have held a range of roles in exciting markets - from Controlling and CFO in Holland, France and Thailand, to Country Head for both Morocco and South Africa, to regional Head for BU Paper Specialties for Asia Pacific, based in Shanghai. Most recently I was based in Paris as Vice-President, heading our Healthcare Packaging Business. On a personal level, I am married with three children and I am 49 years old.

What is your impression of Turkey and the Turkish market so far?

I was fascinated by Turkey when I first visited in 2004 and continue to be mesmerized by this dynamic country and its charming, entrepreneurial people. From both a personal and professional perspective, I am pleased with my new role as now I can not only watch Turkey’s progress but also be a part of it. The energy, business potential and cultural diversity is motivating and compelling – despite its geographical location at the southern tip of Europe, its dynamism is more comparable to that found in Asia and the Middle East. Turkey, however, is unique in that it is adeptly building a society that juxtaposed a rich culture and history with a modern infrastructure.

As a regional powerhouse, Turkey plays a very important role in Clariant’s global growth. While the Turkish chemicals & chemicals product market has grown robustly in recent years, it still has significant potential.

We intend to improve our market presence and generate additional growth through a sustained focus on innovation, creativity and entrepreneurship - influences that seem to resonate well with the Turkish business culture. To achieve this we will focus on organic and inorganic expansions across the board.
Name us two extraordinary things about your company?

Clariant has an important global footprint. We are active with our 110 companies in 53 countries. Many companies of this size and spread lose sight of their global responsibilities. We recognize ours, especially when considering the industries in which we operate. As such, we have ensured that sustainability became a strategic pillar for us, and this focus on sustainability is the second extraordinary thing about Clariant. We have been in the Dow Jones Sustainability Index (DJSI), one of the most renowned sustainability indices globally, since 2013. Clariant is among the top four of specialty in chemical industry in 2015 by demonstrating outstanding and sustainable performance in economic, environmental and social dimensions.

Ultimately, we live in a small world and must be accountable for our actions when building a business that is sustainable and responsible as well as profitable.

What is the biggest challenge Clariant is facing in Turkey?

Much of our competition competes on price rather than quality. They look for short-term gains rather than long-term relationships. Clariant is the opposite – we compete on quality and strive to develop our relationships across the supply chain. We don’t believe in shortcuts and are committed to providing innovative and technologically advanced chemical industry solutions for our clients.

What future plans does your company hold and what are your upcoming projects?

The Turkish market is at a fascinating moment in its evolution, one in which a growing and more sophisticated middle class has significant purchasing power. We want to ensure that we are providing this growing market with the quality products they want. We have a number of business units ranging from Pigments, Functional Minerals (FM), Additives, Oil & Mining Services, Industrial & Consumer Specialties (ICS) and Masterbatches.

Relevant to this growing consumer market, however, we plan to tap into the growing consumer demands in the evolving personal care industry through our ICS unit.

Is there anything else you would like to add that would be of interest to our SCCT Bulletin readers?

Turkish chemicals & chemicals product market have shown a strong growth in the recent years and at Clariant, we are committed to accelerate this growth and happy to be part of this commitment. We will continue to focus on organic and inorganic expansions across the board to add value to our stakeholders. We strongly believe that Turkey has a big potential and the chemical sector will be one of the key industry’s to support the growth.

What role does the Chamber of Commerce play in your business life?

As a Swiss living abroad since 1995, the Chamber of Commerce in the country I was living in has always served as a professional and personal support for me. Moving to a new country is exciting but not without its challenges, yet I always found that the Chamber played an important role in my transition.

Clariant Turkey joined the Swiss Chamber in 1995 and I hope to continue to strengthen as well as deepen our engagement with the Chamber. I strongly believe that a successful business is built upon a number of pillars, inclusive of the relationships it cultivates.
Swiss Alumni Interview
Aylin Arabacioglu, Mandarin Oriental Turkey

Name of School: Glion Institute of Higher Education
Place: Montreux / Switzerland

During which time period have you gone to university in Switzerland?

Right after my graduation from Lycee Saint Benoit in Istanbul on 2010, I went to Glion Institute of Higher Education and completed my degree in Bachelor of Business Administration Hospitality Management program.

How come you went to Switzerland? Whose influence was behind this idea?

My family is the main influence of my decision of discovering Glion Institute of Higher Education which is ranked as one of the three best hospitality management schools in the world for an international career. After learning the presence of 90 nationalities on a campus, the real life work experience and the ranking of international career opportunities there was no other country nor school that I wanted to further evaluate. Compared to other countries, Switzerland was offering me the multicultural work experience and education environment while experiencing to learn to run a business from bottom up.

Do you have any special memories?

Every day was a lifetime long memory during my time in Switzerland. During our graduation prom which was organized by my best friends were both the most exciting and thrilling moment of my life. Even though we knew that all of us had job offer from different parts of the world yet we were feeling like we will come back to our school once our internships are over.

Please give us a brief insight on your personal experiences during that time.

During my education time, I have been part of different hotel companies within 3 different countries and I had the opportunity to have been part of the team of Mandarin Oriental Bodrum opening and had a successful launch in the Sales & Marketing Department.
During my professional internships I had the opportunity to get involved in the Hotel industry and develop necessary skills to succeed in this area. I have improved my guest relation’s skills through intensive contact with international guests especially during my 6 months internship at Four Seasons George V. I worked as a chef de rang at its 3 Michelin Star. Le V restaurant which required extraordinary diligence, discipline, accountability, initiative taking, problem solving skills and adaptation to different cultures and expectations. My second internship experience at The Mark Hotel as a Sales & Marketing intern has taught me how important teamwork and customer satisfaction is and that I should always keep a positive attitude and strive to surpass their expectations. After my graduation I started in Mandarin Oriental Bodrum, worldwide known luxury brand MO in Turkey as a member of preopening team. Due to my hard work and dedication, VP Sales Marketing EMEA had requested for me to support the Regional head office in London.

**Describe briefly the Swiss education system in comparison to the Turkish one.**

Swiss education degree opens up a world of opportunities. It gives students a chance to follow their interests to anywhere in the world, with the skills to create exceptional experiences and run businesses at any level. The Swiss tradition of teaching provide students learn to run a business from the bottom-up, learning the details of every department and every role, so that we know exactly what every one of their employees is supposed to do. It is the true advantage of a hospitality degree: having the confidence, professionalism and business expertise to make the world your oyster. As an example, compared to the Turkish Education system, I had 6 job offers, numerous reference letters and 1 year long experience completed before my graduation.

**What is so special about Swiss education? What do you appreciate most having studied in Switzerland?**

Within 4 years, I have lived and worked in 4 different countries with high level of self-motivation and successful work track thanks to Switzerland education. Growing up around different cultures and life stories enabled me to adapt and empathize in any kind of both personal and professional life. Presence of 90 nationalities on a campus is truly an asset for developing intercultural skills for today’s global job market. In addition to being in a truly multicultural university community, we were given the opportunity to travel anywhere in the world for a hands on operation of worklife. Switzerland’s university model of building competencies step-by-step and applying theory to working situations is essential for today’s global job market.

**What would you recommend Turkish parents who want to send their children to a Swiss boarding school?**

I highly recommend parents to support their kids having an education in Switzerland which will provide them with multi-cultural background and open-mindfulness enabling easy adjustment to new environments. Before graduation students have the opportunity to be welcomed with numerous offers which helps us to develop a solid experience in the working environment and a high level of self-motivation. Learning a career from the bottom up certainly proves one proven my capability to manage and adapt to unfamiliar situations and has since encouraged me to adopt a more ‘risk-taking’ attitude. Swiss Schools mean meant quality, great preparation and strong professionals.
Attract Capital: Deduction of Notional Interest

Turkey has always been in business people’s mind a promising jurisdiction that attracts investments with the primary objective of achieving desired levels of growth and employment. To assure sustainable figures at a macro level, the climate must be attractive for long-term investments, which would not only serve to reach those desired levels but would also bring stability and predictability to the domestic economy.

Turkey has been working on promoting green field investments (or “new investments”, as referred to in the local regulations) mainly through significantly diversified tax aid under the local incentive regime. Most of the time, however, a major portion of working capital needs has been met by debt financing, which is a flexible tool for investors. On top of this flexibility, as compared to equity financing, debt financing can be more efficient, in terms of time and taxes, and also less expensive.

To support the utilisation of internal resources to finance working capital, a fund was established in 1988: the Resource Utilisation Support Fund, or “RUSF”. Today, the RUSF levy varies between 0% and 6% with 0% being the lowest rate applicable to certain loans with an average maturity of three years or more. In other words, no RUSF levy is applicable for lending arrangements when the average maturity is less than three years. This is a solid example of Turkey treating long-term debt financing and capital financing in the same way.

Given the fact that debt financing could be provided almost tax-free and with considerably high debt-to-equity ratios, equity financing was in need of a comparative advantage. In this context and based on the government's intention to promote capital increases under the Turkish Ministry of Development’s 10th Development Plan (2014-2018), Turkey has taken an important step in the second half of 2015 to promote equity investments that are injected in the form of cash contributions. Under a newly-added regulation in the Corporate Tax Law capital companies are allowed to partially or fully deduct notional interest at market rates from their corporate tax base. The general rate of deduction is 50%, which means that companies can deduct half of the notional interest from their taxable profits.

This important step may also have a significant impact on IPOs, which have been below expected levels despite continuing support to bring companies to the market. The impact on IPOs may become even more important because the Council of Ministers has the authority to alter the general allowance ratio of 50% for public companies up to 150% depending on their free float percentage. In addition to a number of traditional reasons for a company and its shareholders to consider an IPO and listing of its shares on Borsa Istanbul (e.g., having access to public capital markets, liquidity for investors with heightened public profile, enhanced corporate reputation, etc.) now there is an augmented tax allowance as well.

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SWISSÔTEL THE BOSPHORUS, ISTANBUL LES AMBASSADEURS BAR JAZZ NIGHTS GOES ON WITH VARIOUS STARS

Swissôtel The Bosphorus, Istanbul Les Ambassadeurs Bar, continues the series of ‘Ambassadors of Jazz Music are in Town’ concerts

Swissôtel The Bosphorus Istanbul, gathers jazz music lovers with ‘Ambassadors of Jazz Music are in Town’ concert series in Les Ambassadeurs Bar.

Jazz Breeze in Istanbul
Jazz nights are being held every week on Thursday, Friday and Saturday nights.

10th of March Thursday Ayşe Gencer Quintet
11st of March Friday Aşkın Arsunan Quartet
12nd of March Saturday Jef Giansily Trio will be performing live on stage.

Les Ambassadeurs Bar will host foreign jazz bands and artists on the first Thursday of every month. Jazz lovers will enjoy their favourite music with the concert series of various artists. While ‘Ambassadors of Jazz Music are in Town’ travels along in the notes of jazz music, jazz lovers will enjoy Les Ambassadeurs Bar’s unique cocktails and the breathtaking Bosphorus view of Istanbul.

For detailed information and reservation: +90 (212) 326 1100
www.swissotel.com.tr/istanbul
The Swiss Chamber of Commerce organized a workshop on Mobbing with Gide Loyrette Nouel. Lawyer Ali Osman Ak gave a deep insight about the legal situation for mobbing cases in Turkey. SCCT Board Member Arpat Şenocak and Head of Swiss Business Hub Turkey Mehmet Yıldırımli gave the opening speeches.
17-20 February 2016, Kadir Has University
90 years of Swiss Civil Code and Code of Obligation in Turkey

Kadir Has University organised a symposium celebrating the 90th anniversary of the Swiss Civil Code and Code of Obligation in Turkey.

Consul General of Switzerland, Ms Monika Schmutz Kırgöz gave the opening speech.

SCCT President Doğan Taşkent has been honored for supporting this important conference.

Laywer and SCCT Board Member Mr Arpat Şenocak and SCCT Member Ms Ulku Cibik from Zurich participated in informative panel discussions.
The Swiss (SCCT), German (AHK) and Austrian (WKO) Chambers of Commerce jointly organized a Chamber Corner Event at Izaka Bar in Gümüşsuyu. The afterwork reception was a good networking opportunity of all members who attended. The highlights of the event were DJ performance and lucky draw.
The Swiss Chamber of Commerce in Turkey and the Consulate General of Switzerland are delighted to invite you to an artful and tasty cocktail reception in a very special atmosphere.

Our host will be Yiğit Yazıcı (http://www.yigityazici.com), one of Turkey’s well established post-modern artists. With all the paintings and his other works all around, his home will take guests through a journey of his life.

Our special guest will be the Swiss Artist Ana Strika (www.likeyou.com/anastrika), who lives and works in Zurich but is currently on a six month residency program in Istanbul offered by the City of Zurich. (see next page)

LiveGlobalEatLocal will serve a home cooked authentic and traditional Turkish buffet, made of fresh, high quality local ingredients to ensure ample food preparation and remarkable experience.

Date: 16th March 2016, 19.00 hrs
Venue: Nişantaşı Istanbul (address will be shared after the payment)
RSVP: click here
Price: 150 TL per person based on a minimum of 30 person.
Cancellation: Cancellation within one week from the event will be subject to a fee equivalent to 50% of the anticipated number of guest and menu offered.
Payment: Full payment and final guest numbers are required 3 days in advance through bank transfer.

Türkiye’de İsviçre Ticaret Odası Derneği
Akbank Ortaklar Şubesi
IBAN: TR36 0004 6006 9288 8000 106318
Swiss Artist **Ana Strika** ([www.likeyou.com/anastrika](http://www.likeyou.com/anastrika)) lives and works in Zurich, but is currently on a six month residency program in Istanbul offered by the City of Zurich.

RED O UN D'OR EDO, 2014 / Stiftung Binz39, Zürich
Foto: Goran Galic

2015 / Helmhaus Zürich
Foto: Ana Strika

RED O UN D'OR EDO, 2014 / Stiftung Binz39, Zürich
Foto: Goran Galic

2015 / Helmhaus Zürich
Foto: Lorenzo Pusterla
Premier of the Swiss Turkish Coproduction “Köpek” in Istanbul on the 20th of February

Fiction Movie “Köpek”, a tremendously successful Swiss-Turkish Coproduction! The Swiss Consul General is seen here together with Swiss-Turkish Director Esen Isik at the Turkish Premier in Istanbul on the 20th of February. This movie, depicting an ordinary day in the megacity of Istanbul, has been nominated five times for the Swiss Film Awards 2016: Best Fiction Film, Best Film Score, Best Screenplay, Best Cinematography, Best Actress 2016. Please check it out the websites below.


http://www.swissfilms.ch/en/festivals_long_films/

Swiss Jazz trio VEIN to perform two concerts in on 7th of March in Izmir and 8th of March in Istanbul

We are delighted to inform that with the support of Pro Helvetia, Swiss Jazz trio VEIN will perform in Izmir on the 7th of March at the «Izmir Jazz Festival 2016» and in Istanbul on the 8th of March at the «Nardis Jazz Club Istanbul». For information and tickets please check out the following websites:


http://nardisjazz.com/2016/02/8-mart-mar-wein-trio/
“Swiss Touch in Landscape Architecture”, Exhibition from the 22nd of March until the 10th of April the Mimarlik Merkezi, Izmir

Landscape Architecture is one of the fields of activity where Switzerland is amongst the world leaders. With the courtesy of Pro Helvetia, in cooperation with Mimarlik Merkezi, Izmir and in the presence of curator from Switzerland Clotilde Rigaud, the Consulate General, together with our Honorary Consulate in Izmir, will open on the 22nd of March the exhibition “Swiss Touch in Landscape Architecture”. Switzerland played a key role in the 20th century and continues to shape current developments in this field. In a digital touring exhibition, conceived by Professor Michael Jakob from EPFL Lausanne, the event brings the stakeholders clearly into focus, showcasing representative examples of current Swiss landscape architecture. Between the 22nd of March until the 10th of April the Izmir public will be invited to acquaint itself with the quality, variety and complexity of Swiss work. The photos below illustrated the works of architects Herzog and De Meuron from Basel as well as the late Le Corbusier who was one of the most significant and influential architects of the 20th century.

Francophonie: Swiss Movie “Confusion” directed by Laurent Nègre, screening in Istanbul on the 23rd of March at 7:15 p.m. at the French Cultural Institute

Caroline Gautier, Chief of Staff of the Security Department in Geneva Canton and offer him a new life in Switzerland. Tracked by two film students who aim to capture the momentous occasion, Caroline strives to carry off the day’s events without a hitch. But nothing unfolds as planned. Between angry demonstrators, a keyed-up Chinese ambassador, an anxious US envoy, and a handful of political adversaries determined to trip her up, she finds herself immersed in a tremendous maelstrom. Caroline is being blackmailed, her political authority is under attack and her personal life is a shambles. She struggles to hold her ground and preserve a man’s dignity. In cooperation the French Cultural Institute in Istanbul, the Consulate General is screening this movie with Turkish subtitles at the French Cultural Institute on the 23rd of March at 7:15 p.m. If you would like to join us for the screening please register at ist.invitations@eda.admin.ch before the 20th of March.
Three-dimensional mapping of bone structures

The arrangement of the nanostructure of a three-dimensional object can be visualised thanks to a new method developed by researchers at the Paul Scherrer Institute PSI, Villigen, in canton Aargau.

Researchers at the Paul Scherrer Institute PSI, canton Aargau, demonstrated this on a two-and-a-half millimetre-long piece of human vertebrae in collaboration with bone biomechanists at the Federal Institute of Technology in Zurich and the University of Southampton in England. Bones are made of tiny fibres, so-called collagen fibrils. Their three-dimensional local arrangement is now mapped along the entire piece of bone. These characteristics determine the stability of a bone. This mapping technique could thus help research on osteoporosis among other things. It is generally suited not only to examining biological objects, but also to the development of futuristic materials.

The data was gathered using the Swiss Synchrotron Light Source SLS at the PSI, where the piece of bone was x-rayed with an extremely fine and strong x-ray beam. This beam scans the sample and measures it point by point. The local nanostructure can thus be determined at each measurement point. Until now, only two-dimensional samples could be x-rayed and examined in this way.


Roche Innovation Centre takes shape

The pharmaceutical company Roche is building its newest IT Innovation Center. The shells of two of the four buildings have now been completed. Roche is investing CHF 1 billion into the project.

Roche will employ 3,200 employees at its Kaiseraugst site once the four buildings of the IT Innovation Center are built, up from the current 2,200, reports the Aargauer Zeitung. The pharmaceutical company wants to offer the 1,300 IT specialists who will be housed in the new IT Innovation Center the best possible working conditions and is investing in high quality furnishings and individual workplace designs.

“Our goal is to be finished with the first two buildings by the end of 2016. We’ll then take around three months to test everything in order to have the offices up and running in perfect form in around April 2017,” says project manager Sabine Grozinger regarding the next steps for the two buildings whose shells are now completed. Work on the second construction stage will be completed half a year later. The IT Innovation Center will turn Kaiseraugst into one of Roche’s largest IT locations in the world.

SAVE THE DATE

“Common Reporting Standard”
Automatic Exchange of Information

Date: 7th April 2016, 14.30 - 18.00 hrs
Venue: Mövenpick Hotel Ankara

More information coming soon...

SCCT Members only

The Bi-annual General Assembly Meeting of the Swiss Chamber of Commerce in Turkey will be held at Swissôtel The Bosphorus, Istanbul on March 22nd 2016, Tuesday at 17.00 hrs at Geneva Meeting Room. The meeting will be followed by drinks and snacks at Swissôtel The Bosphorus, Istanbul.

We would like to thank Swissôtel The Bosphorus, Istanbul for hosting and sponsoring our meeting.

Proxy statements will not be accepted according to the law.
NEW MEMBERS

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