

**TRAINING PROGRAM FOR RUSSIAN SPECIALISTS IN THE REPUBLIC OF
TÜRKİYE**

ISTANBUL KENT UNIVERSITY ACTIVITY DATED SEPTEMBER 19, 2024

AFTER ACTIVITY REPORT

(19. 9. 2024)

The Training Program for Russian Experts in the Republic of Türkiye, organised under the auspices of the Embassy in Moscow within the scope of the Presidential Administrative Staff Training Program of the Ministry of Economic Development of the Russian Federation, was held from 17 to 22 September 2024 in Ankara, Kocaeli, and Istanbul.

The program, which aims to develop economic cooperation with Türkiye in industry and trade, was attended by representatives of 35 Russian companies operating in various fields, representatives of the Centre for Contemporary Turkish Studies, the Federal Resource Center, and the State University of Management, as well as the Consul General of the Russian Federation in Istanbul, Consulate General officials, and attachés.

Prof. Dr. Hasret Çomak, Dean of the Faculty of Economics, Administrative and Social Sciences of Istanbul Kent University, was invited and attended the part of the program held in the Kocaeli region on May 18, 2024. Opening speeches were made during the September 19, 2024, program at Istanbul Kent University and coordinated by KENTUSAM. In his opening remarks, Prof. Dr. Hasret Çomak emphasised the importance of developing political, economic, and commercial relations between the two countries and underlined those good relations between Türkiye and the Russian Federation, which are neighbours in essential and sensitive geography in every respect, bring peace and prosperity to the countries.

Later, the Consul General of the Russian Federation in Istanbul, Mr. Andrei BURAVOV, Russian State University of Management Advisor to the Rector's Office Karseka Sergey IVANOVICH, Head of the Istanbul Branch of the Commercial Representation of the Russian Federation of the Republic of Türkiye Vera BORİSOVA, Russian Export Center Türkiye Representative Timur SAFİN, Russian Federation Chamber of Commerce and Industry Türkiye Representative Emmer Vladimir Yaroslavovich emphasised the importance of developing relations between the two countries in all fields in terms of their duties and responsibilities.

In summary, Consul General Mr. Andrei Buravov underlined the EU's pressure on Turkish businesspeople regarding the volume of Russian-Türkiye trade. Then, Mr. Karseka Sergey Ivanovich Ivanovich briefly touched upon the following topics in his speech: He emphasised the importance of getting first-hand information on the relations between Russia and Türkiye, mentioned the warm ties between the leaders of the countries, talked about his impressions of Ankara, Kocaeli, and Istanbul, and handed over the microphone to Vera Borisova. Vera Borisova, on the other hand, gave information about the importance and priority of the Turkish market and talked about TURKSTAT's

export figures for 2023. Apart from these, he gave examples of products and services from Türkiye to Russia and Russia to Türkiye, underlining the importance of individual acquaintance when doing business in Türkiye. Talking about the effects of the banking crisis in the West, he pointed to the problem caused by customs duties. He drew attention to the importance of applying to investment and finance consultants in case of problems with payment and products in businesses in Türkiye. Mr. Timur Safin, on the other hand, stated that they provide training on the representation of Russian companies in Türkiye. In addition, he mentioned that they provide convenience when finding customers in the Turkish market. Afterwards, Mr Emmer Vladimir Yaroslavovich mentioned that he looked at the issues from the perspective of an entrepreneur and emphasised that commissions and contracts increase prices, saying that the control of the businesses to be dealt with to avoid problems in bilateral relations and the presence of many intermediaries can be an obstacle. He also emphasised the importance of overcoming the language barrier through translators and stated that the cultural barrier can be overcome through bilateral relations. The last emphasis was on the agenda that individual ties are as important as written relations in Türkiye.

Mr Altuğ Leblebici, Head of the Department of Turkic Republics and CIS Countries of the Ministry of Commerce, General Directorate of International Agreements and EU Affairs, presented a detailed overview of the trade and economic activities between both countries with a comprehensive presentation on "Türkiye-Russian Federation Trade Relations."

In his speech, Mr Altuğ Leblebici said; The average age in Türkiye is 33; in terms of gross national product, it ranks 18th with a volume of 1.1 trillion dollars globally. He highlighted a trade target of \$100 billion with the Russian Federation and pointed out that 1300 Turkish companies are in Russia while 3000 Russian companies are operating in Türkiye. Finally, while informing the participants about the advantages of Türkiye, it is best to say that this is done through official channels regarding the honesty of the enterprises. By communicating, it is underlined that it can be provided.

The delegation of the Logistics Support Providers Association (LojiDer) is headed by a Member of the Board of Directors, Mrs. Ceren EKER GÜVEN (ANT Logistics Inc.) and includes other members: Servet ESE (FSC Logistics and Foreign Trade Inc.), Yusuf DEMİR (Ülgen Shipping and Logistics San. Tic. A.Ş.), Buğra Vehbi DEMİRER (Yeditepe Transportation Inc.), Burak ŞERBETÇİ (Şafak Transport and Storage Inc.) and Yusuf BİLGİN (Bilbay Logistics Inc.). They informed the Russian Delegation with a presentation titled "Review of Problem Areas in the Fields of Money Transfer, Customs, Banking and Insurance in Türkiye-Russian Federation Trade Relations."

Ms. Ceren Eker Güven from LojiDer talked about the anniversary of LojiDer last year and touched on the importance and sustainability of logistics. Mentioning that they contribute to the logistics chain, she stated that they have 298 members, and that Istanbul Kent University is one of their stakeholders. Afterwards, Mr Yusuf Demir, one of the representatives of LojiDer, briefly talked about his activities in terms of transportation

logistics to Russia and third countries and mentioned that they also help with money transfers. In his speech, Mr Servet Ese talked about the importance of trade with the Ruble and Turkish Lira and touched on the problems he experienced commercially. Apart from this, he pointed out that since Emlak Katılım Bankası is only one of the banks where payments can be made and received, this causes high commissions. Afterwards, Mr Burak Şerbetçi took the floor and mentioned that his business is a start-up and thanked him on behalf of his business.

Then, the delegation of the International Transporters Association (UND) headed by Vice Chairman of the Executive Board, Mr. Alpdoğan Kahraman, made a presentation titled "Problem Areas and Solution Proposals in the Field of Land Transport in Türkiye-Russian Federation Trade Relations."

Mr. Alpdoğan Kahraman, in his detailed presentation, talked about the cooperation in Türkiye and abroad, transportation statistics, and being the protector of trade, emphasising that the share of land transport in trade is 52%. He gave information about the old and new status of the commercial corridors between Türkiye and Russia. He talked about the costs and difficulties arising from the non-establishment of the Ro-Pax line. He expressed the difference in price between Haydarpaşa and the Russian port. He listed various suggestions by mentioning the reduction of costs and the convenience of other countries where Ro-Pax lines were established. Talking about increasing the number of trucks passing through the border gates, he suggested that the number of days in the context of visa facilitation for drivers going to Russia should be increased from 30 days to 60 days. As mentioned by other speakers, the bank stated that the problems of money transfer and insurance systems should be resolved. Mentioning that these are critical for the two countries, Mr. Cihat Turhan, the other working group member representing UND, thanked them for being a 20-year-old company. Afterwards, Mr Onur Ercan expressed his gratitude by mentioning that Troika company has served in the logistics sector for 30 years. Mr. Sami Başbilen took the floor and mentioned that they have been operating in the logistics sector for 20 years and have employees who speak Russian and English as their mother tongue by referring to the EU-prohibited products title. Another member of the association, Mr. Kerem Emir Topaloğlu, mentioned that he was already studying in Moscow and stated that he could help businesses in commercial matters.

Lawyer Mehmet Akif KURDOĞLU from Legal Istanbul Law Firm informed the delegation with a presentation titled "Establishing a Company in Türkiye, Investing and the Turkish Tax System."

Mehmet Akif Kurdoğlu gave information about the problems experienced in import and export and the problems encountered in taxation. He emphasised that they provide services to companies in this regard. In addition, he stated that they provide consultancy and management of the legal processes of the enterprises and that they have a team of 10 people serving in both Russian and Turkish. Informing that the Law Firm is located in a central location in Taksim, he invited all companies operating in Türkiye and the Russian Federation to his office to provide contract and consultancy services.

Piri Reis University Vice Rector Prof. Dr Mehmet Ziya Söğüt and İstanbul Kent University International Trade and Logistics Department Head Assist. Prof. Murat KORAY enlightened the participants about innovative projects that can be collaborated with a presentation titled "Cooperation in the Technological Field."

Dr. Murat Koray emphasised the vitality of international transportation by mentioning technological developments. He also discussed using green technologies, referring to emerging wars and crises affecting customs walls. Afterwards, Prof. Dr Ziya Söğüt addressed the concept of sustainability and green and made a presentation about green practices in maritime transportation.

In his closing speech, Prof. Dr. Hasret Çomak thanked the guests and emphasised that this event is significant for developing economic and commercial relations between Türkiye and the Russian Federation. He stated that he was hopeful about this in the future and that it would be beneficial to continue such activities increasingly. He ended the program by offering his good wishes.

The meeting continued with questions and answers, followed by bilateral meetings. Following the lunch hosted by İstanbul Kent University, the Russian Federation delegation was sent off.

The event paved the way for new cooperation opportunities in economy, industry, and trade between the Russian Federation Delegation and their Turkish counterparts, new initiatives and orientations in cooperation, and further development and dissemination of existing collaboration.

It is considered an extremely efficient, quantitative, qualified, and successful activity.