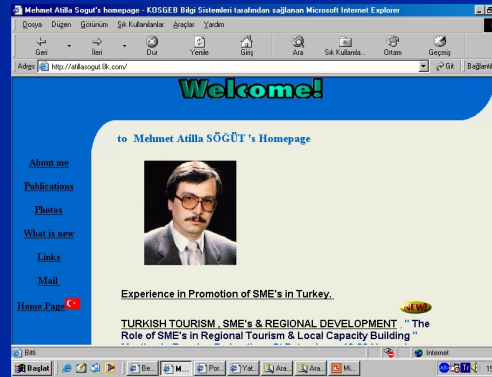


SMEs in Turkey

MEHMET ATILLA SÖĞÜT
COUNCELOR to PRESIDENT



<http://atillasogut.8m.com>

asogut@kosgeb.gov.tr



KOSGEB

Definition of SMEs adopted by the Turkish institutions (1)

DEFINITION OF:	VERY SMALL	SMALL	MEDIUM	ADDITIONAL CONDITIONS
KOSGEB (Law 3624)	-	1-50	51-150	
HALKBANK			Max 150	If SME's with incentive certificate & Max fixed assets 100 MMTL
			Max 250	If Max fixed assets 400 MMTL
EXIMBANK			Max 200 (SMEs export credit scheme)	
Under Secr. of TREASURY	1-9 -	10 -	50-250 -	- Or if fixed investments max 400 MMTL



KOSGEB

Definition of SMEs adopted by the Turkish institutions (2)

DEFINITION OF:	VERY SMALL	SMALL	MEDIUM	ADDITIONAL CONDITIONS
Under Secr of FOREIGN TRADE -Credit and monetary committee decree (31.7.97) -Art 2. of SME incentive decree (5.3.99) -Decision published in OJ 23948 of 28.1.2000			Max 200 Max 15 Max 200	Max fixed assets 100 MMTL Overall fixed assets Max 2 M \$
STATE INSTITUTE OF STATISTICS	1-9	10-49	50-99	Only in manufacturing sector
STATE PLANNING ORGANIZATION				Same as SIS
TOSYÖV	1-5	5-100	100-200	
TOBB		1-50	51-150	

In Turkey, SMEs constitute;

99.5 % of all the enterprises

61.1 % of actual employment

26.5 % of investments

38 % of value added

10 % of direct export

Main Sectors of Turkish SMEs

26.1 % Metallic Goods

25.6 % Textiles, Clothing, Leather Products

24.3 % Wood Products and Furniture

12.7 % Food and Beverages

3.9 % Paper Products

7.4 % Others

Regional Distribution of SMEs

38 % Marmara Region

17 % Aegean Region

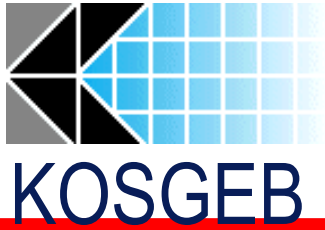
16 % Middle Anatolia

11 % Mediterranean Region

9 % Black Sea Region

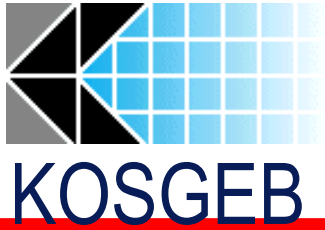
6 % South East Anatolia

3 % East Anatolia



Institutes Offerings Services to SMEs

TSE	Turkish Standards Institute
MPM	National Productivity Center
TÜBİTAK	The Scientific and Technical Research Council of Turkey
TOBB	Turkish Union of Chambers and Commodity Exchanges
DİE	State Institute of Statistics
İGEME	Export Promotion Center
TTGV	Technology Development Foundation of Turkey



Institutes Offerings Services to SMEs

TESK Turkish Tradesmen and Craftsmen Confederation

HALKBANK Halkbank

KGF Credit Guarantee Fund Company

DEİK Foreign Economic Relations Board

TOSYÖV Turkish Foundation for Small and Medium Enter.

MEKSA Foundation for Support of Vocational
Training and Small Enterprises



LEGAL STATUS

KOSGEB is a public agency associated with the Ministry of Industry and Trade.

KOSGEB has been created by a special law(number 3624) which was enacted by the Grand National Assembly of Turkey on 12 April 1990. KOSGEB is a public corporate person subject to private law.



KOSGEB

KOSGEB's target group ;

Manufacturing industry

Small Scaled Enterprises: 1-50

Medium Scaled Enterprises: 51-150

KOSGEB's organs are:

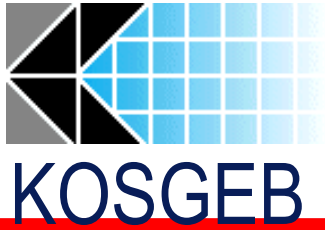
General Assembly

Executive Committee

Presidency

Administration

Centres



SUPPORT SERVICES

in 23 Provinces

26 Business Development Centre

12 Technology Development Centre

10 Laboratory Directorate

Regional ve Local Development İnstitute

Market Research and Export Promotion Centre

Enterpreneurship Development Centre

Economic and Strategic Researches Centre

Training Centre

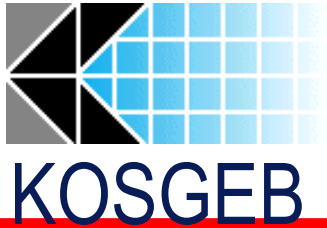
Financing Centre

- Supply of information
- Promotion of entrepreneurship
- R&D assistance
- Consultancy & Training
- Laboratory services
- Supervision services
- Quality improvement
- Sectoral improvement and development
- Machinery and equipment support
- Electronic commerce and business cooperation
- Marketing research and export promotion services
- Employment creation and regional development services
- Services provided in cooperation with EU



SUPPORT PROGRAMMES

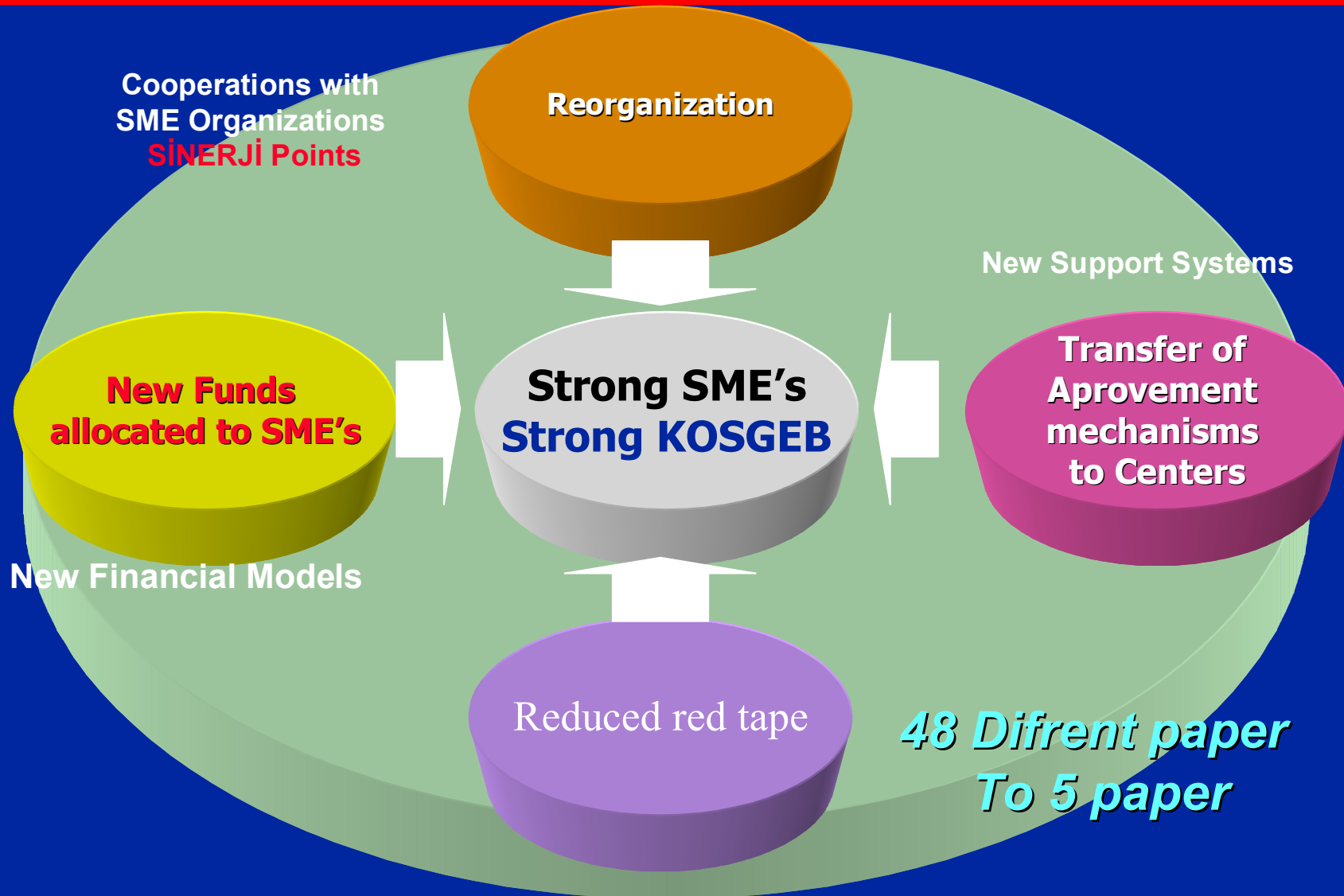
- 1-Consultancy support
- 2-Test and analysis support for CE marking
- 3-Technology research and development support
- 4-Information network and e-business support
- 5-Local economical research support
- 6-Machinery and equipment support for common use workshops/laboratories
- 7-Training support
- 8-Export promotion support
- 9-Support for participation in export aimed business trips abroad
- 10-Support for participation in fairs abroad-national level
- 11-Support for individual participation in fairs abroad
- 12-Participation support in permanent show-room abroad



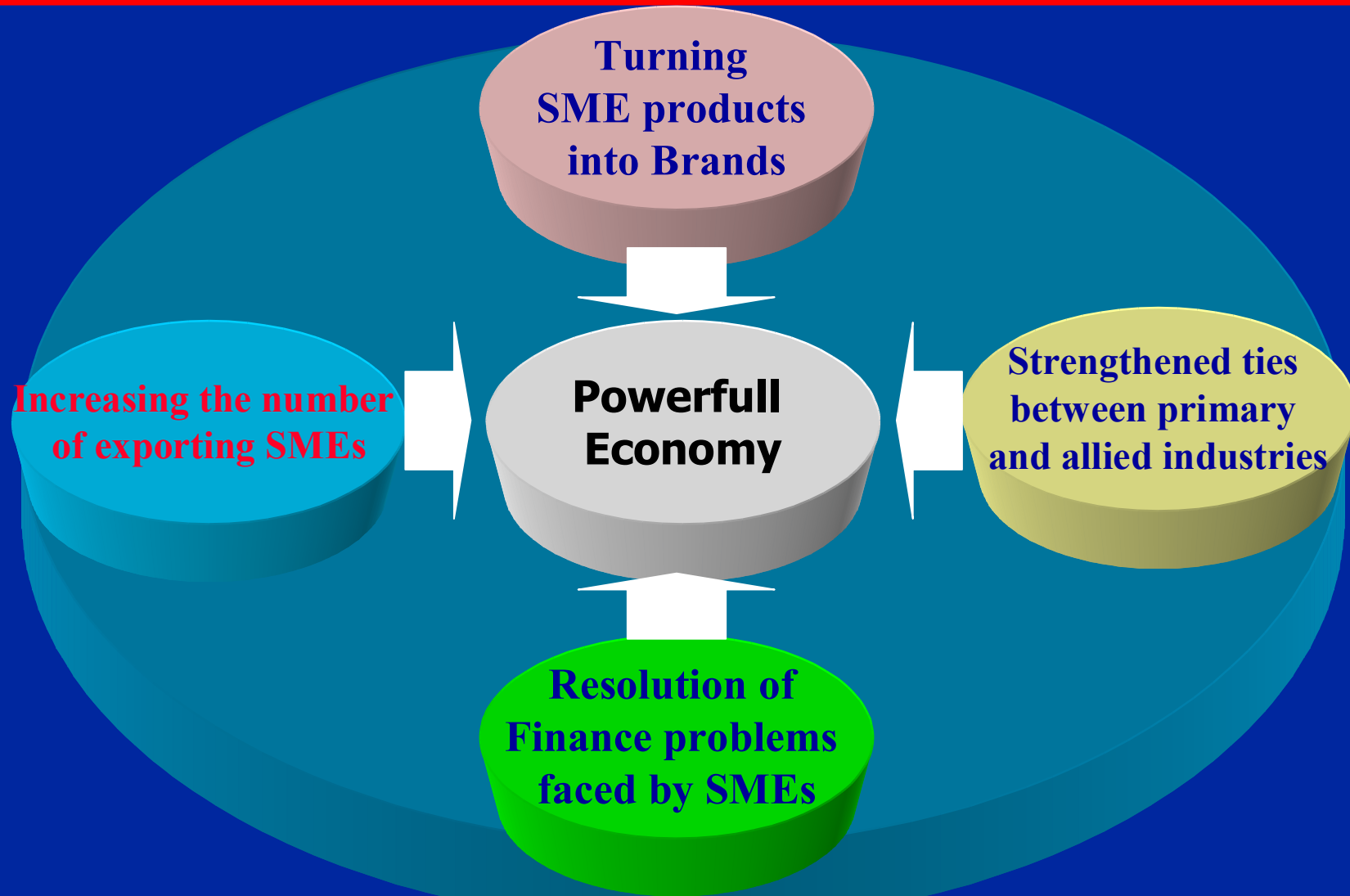
SUPPORT PROGRAMMES

- 13-Participation support for the domestic international industry specialised fairs
- 14-Participation support for the domestic KOSGEB regional fairs
- 15-Support for export orientation
- 16-Support for trademark creation and promotion campaign
- 17-Business development centre support
- 18-Start-up business support
- 19-Support for the employment of the qualified staff
- 20-Computer software support
- 21-Patent, useful model, industrial design support
- 22-Support for the infrastructure and superstructure projects

New Organizational Strategy



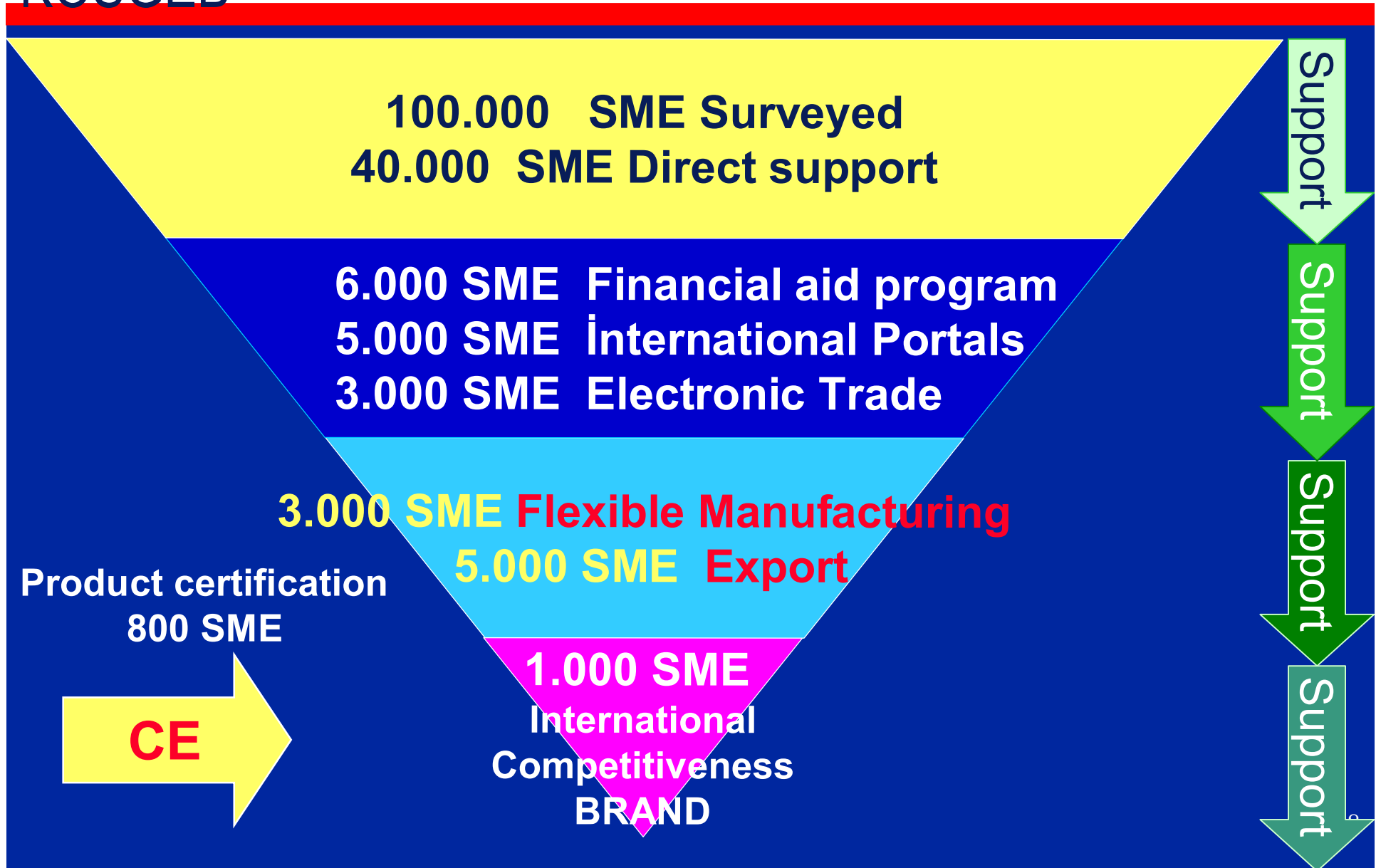
New SME Strategy





KOSGEB

TARGETS 2004-2006



SMEs in Turkey

MEHMET ATILLA SÖĞÜT
COUNCELIOR to PRESIDENT



<http://atillasogut.8m.com>

asogut@kosgeb.gov.tr