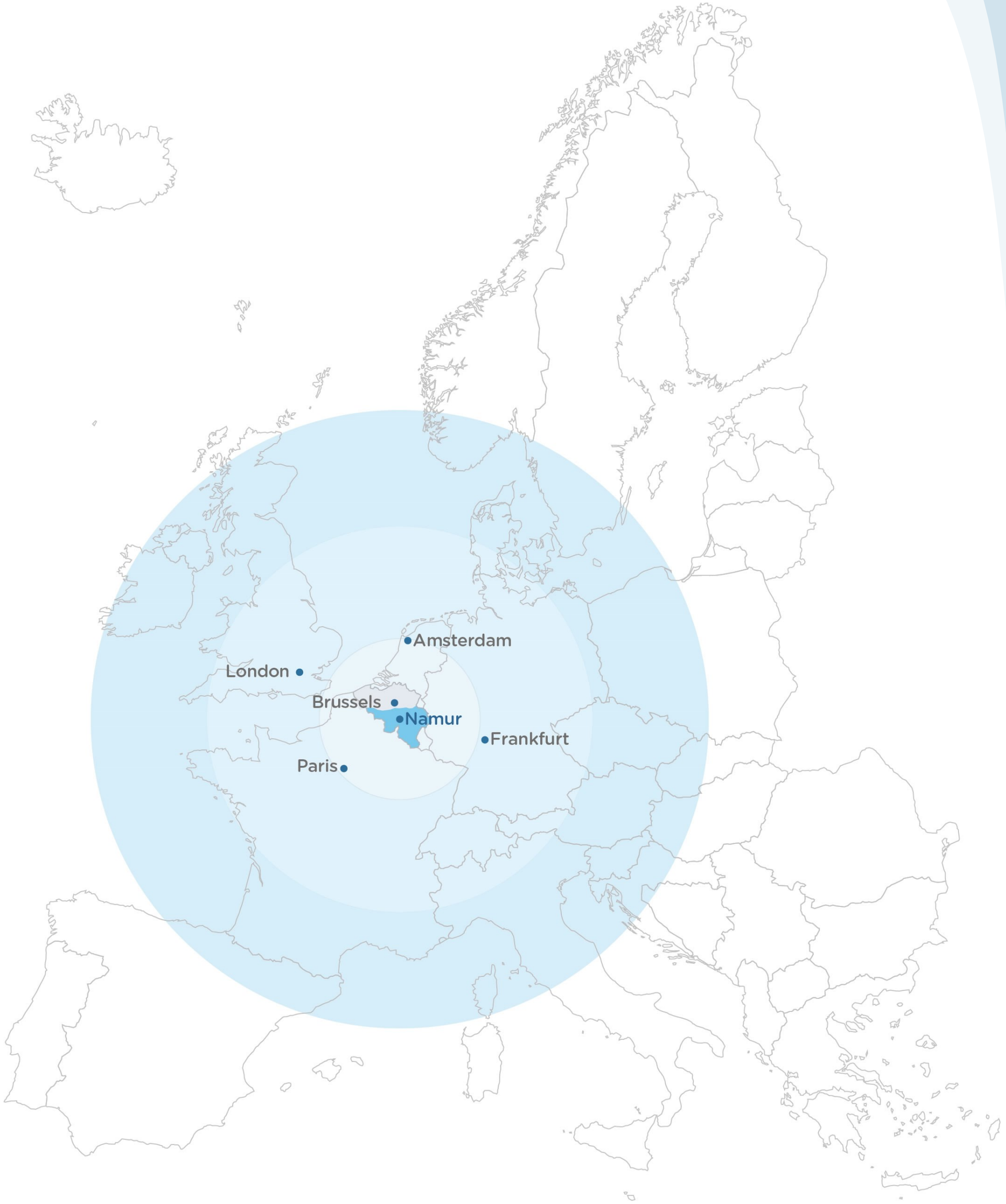


Wallonia Export & Investment Agency



Development
Promotion
Export
Investment

Feel inspired

AUTOMOTIVE ROADSHOW - 2018

Turkey: A Center of Excellence for Automotive Sector



Turkey aims at becoming one of the the world's 10 largest economies by 2023. In order to achieve this goal, the creation of a local brand (and of course, the local production) has become one of the priorities of the government. However, even if Turkey is well known as an excellent production hub for the automotive industry, the country needs to improve its R&D, design and branding capabilities.

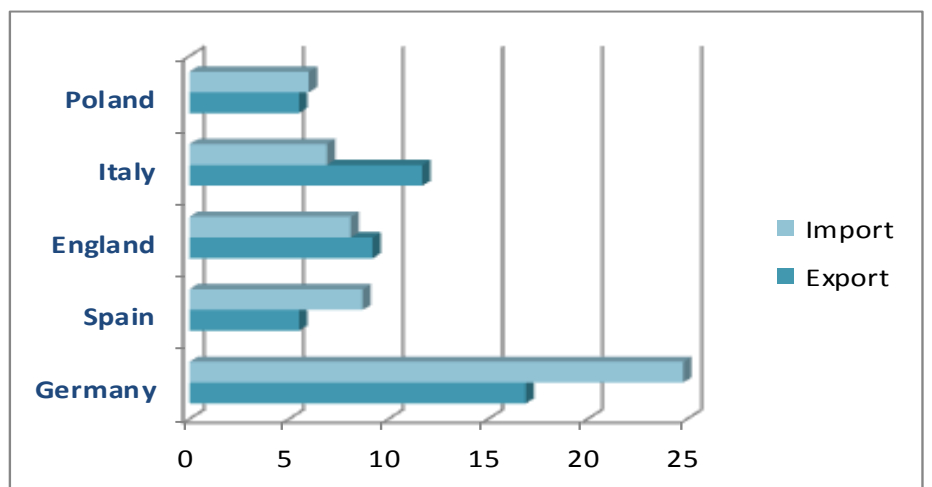
Turkey's favorable geographic position, low labor and energy costs and dynamic labor force offer a supportive environment to the global automotive companies which want to benefit from these advantages and fill the country's technical and technological gaps. Moreover, the government encourages them through strong incentives.

KEY FIGURES

- The **14th largest** automotive manufacturer in the world and the **5th in Europe** with 75% average export rate by the end of 2016.
- There are **84 operational R&D centers** belonging to automotive manufacturers/suppliers in Turkey.
- Compared to the same period of the previous year, Turkish automotive industry's exports increased by **17 percent** in 2017 and the industry is the export champion with its **18 percent share in total export** while the imports for the same sector decreased by **8 percent**.
- Despite the strong increase in the sales, the automobile penetration in Turkey (**165 cars per 1,000 people**) is behind the European average of 500.

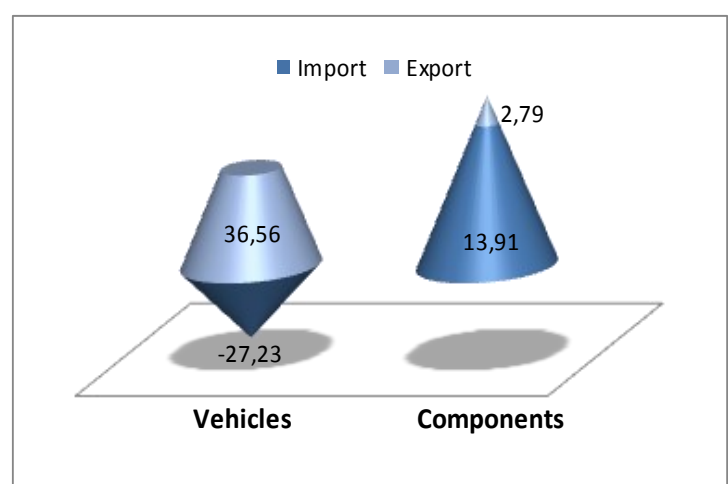
Turkey's Key Partners

(%, 2016)



Vehicles & Components Share

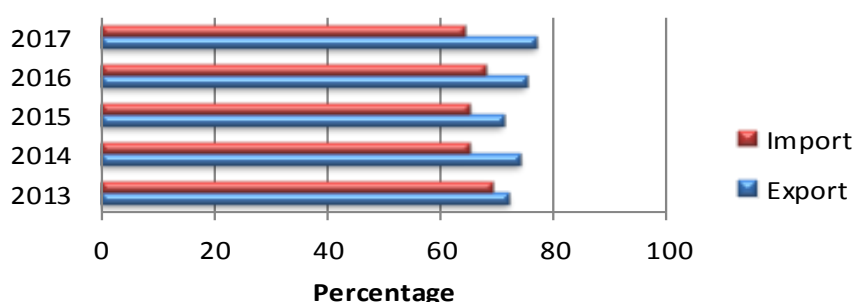
(%, 2016/2017)



AUTOMOTIVE SECTOR RATES

	2014/2015 (%)	2015/2016 (%)	2016/2017 (%)
Production	16	9	14
Market	25	0	-3
Import	26	3	-8
Export	12	15	17

Total Market Import-Export Rate



HOT TOPICS - BUSINESS OPPORTUNITIES

- Domestic car production
- Autonomous, electric and hybrid vehicle technologies
- Eco-friendly vehicles
- R&D and design capacity increase
- Connectivity, Head-up Display & 3D Printing



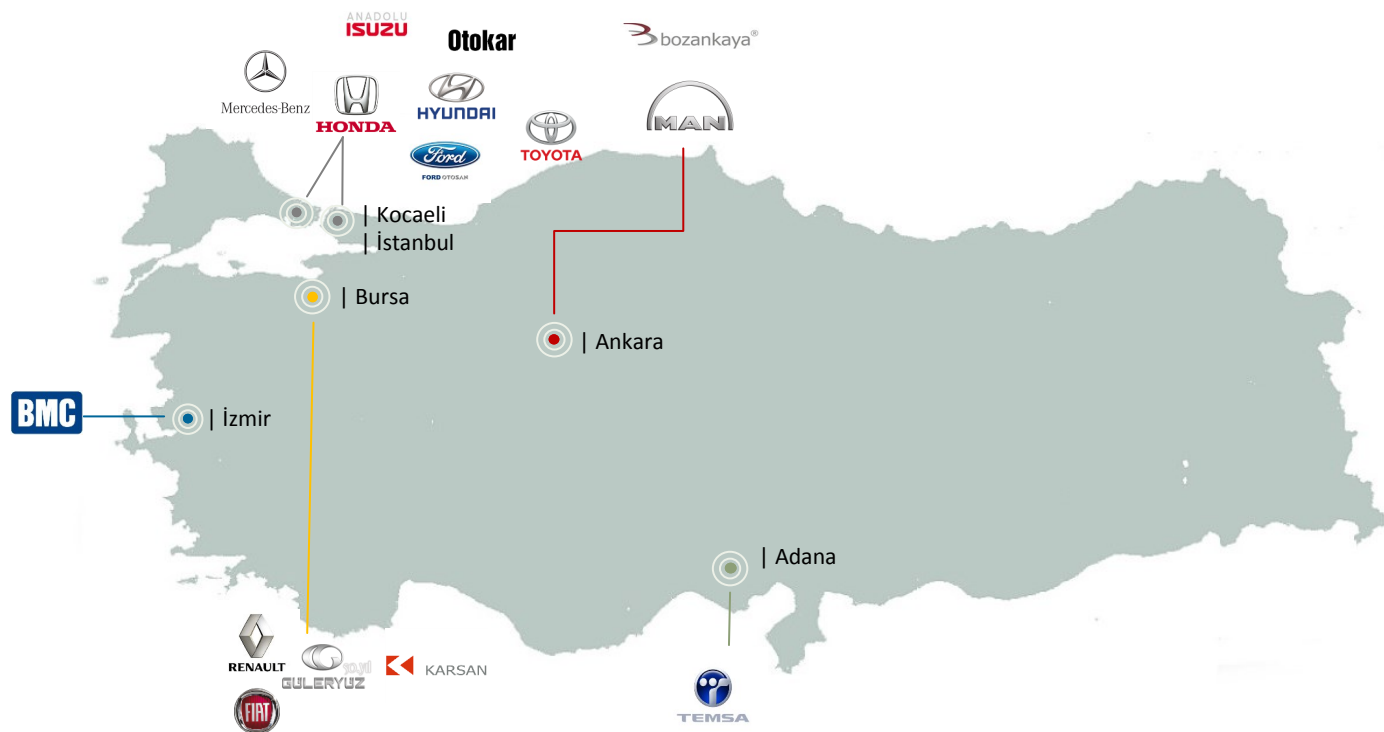
15 OEMs are yearly producing over 1.4 million units of vehicles in Turkey

Turkey is the largest export base of global OEMs in the region outside of EU with an average export rate of 75%. Around 1,100 component suppliers are working directly with them to support the production. With the parts going directly to the production lines of vehicle manufacturers, the localization rate of OEMs varies between 50 and 70 percent.

In Turkey, there are more than 250 global suppliers using the country as a production base. 28 of them are ranking among the 50 largest global suppliers.

TOP 10	2016 Revenue (\$ Million)	2016 Revenue (\$ Million)
BOSCH	901	GOODYEAR 308,9
BRIOSA	458	DELPHI 298
CMS	336	AUTOOLIV 286
YAZAKI	330	BEYCELIK GESTAMP 238
MAXION INCI	309	HEMA 224

With more than 40 thousand employees, automotive OEMs are the major employers in manufacturing industry.



Turkey has become the production, design & engineering hub of global brands



*Sources: Automotive Manufacturers Association of Turkey, TurkStat, Istanbul Chamber of Industry, Investment Support & Promotion Agency Of Turkey, Ministry of Economy, Ministry of Customs & Trade

Wallonia

An open-minded area, a land of exchange

As a region, Wallonia is naturally open to the world and conversant in different languages and cultures. A vocation for exporting. An extraordinary sense of welcome. As an area of industrial tradition, Wallonia has forged its identity through immigration. It has a young and internationally mobile population.

Its university colleges and universities, which appear in global rankings, feature a very high proportion of foreign students.



Wallonia Export & Investment Agency (AWEx)

AWEx is your one-stop shop and partner from the very beginning of your research and European development. With us, you'll find scientific, fiscal and business expertise to prepare, launch or develop your activities. With us, you'll find the key that opens the door to academic, scientific and industrial networks.



DEVELOPMENT

PROMOTION

EXPORT

INVESTMENT

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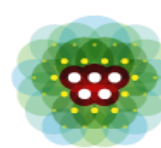
SENSE OF SHARING



ACCESSIBILITY



TECHNICAL KNOW-HOW



QUALITY OF LIFE