



**CONFERENCE ON INTERACTION
AND
CONFIDENCE BUILDING MEASURES IN ASIA**



**CICA
2nd BUSINESS FORUM
AND
SMEs NETWORKING**

**"Entrepreneurship and SME Development Policies of the Governments
in the CICA Region
in the Time of Emerging from the Global Economic Crisis"**



KOSGEB

**2-4 April 2012
CEYLAN INTERCONTINENTAL HOTEL
ISTANBUL**

h. 9.

DAY 1: 02/04/2012

09:00 - 09:30 **REGISTRATION**

09:30 - 10:20 **Welcome Remarks and Key Notes**

by Mustafa KAPLAN, President of KOSGEB
by Cinar ALDEMİR Executive Director of CICA
by XXXXXX, Russian Federation
by XXXXXX, Kingdom of Thailand

10:20 - 10:30 **Photo Session**

10:30 - 10:45 **Coffee Break**

10:45 - 12:15 **SESSION 1: TURKISH SMEs and KOSGEB**
In the context of "Entrepreneurship and SME Development Policies of the Governments in the CICA Region in the Time of Emerging from the Global Economic Crisis"

- Overview on Turkish SMEs
- Introduction on KOSGEB Activities and Supports
- KOSGEB Finance Model
- KOSGEB Entrepreneurship Development Model
- KOSGEB Technology Development Model

12:15 - 12:30 **KOSGEB (Turkey) - OSMEP (Thailand) (MoU Signing Ceremony)**
KOSGEB (Turkey) - NSIC (India) (MoU Signing Ceremony)

12:30 - 14:00 **Lunch (Hotel Restaurant)**

14:00 - 15:00 **SESSION 2: CASE PRESENTATIONS**
In the context of "Entrepreneurship and SME Development Policies of the Governments in the CICA Region in the Time of Emerging from the Global Economic Crisis"

- Overview on Russian SMEs
(by Russian Federation)
- Overview on Thai SMEs
(by Kingdom of Thailand)
- Overview on XXX SMEs
(by XXXXXX)

15:00 - 15:30 **Coffee Break**

15:30 - 17:30 **SESSION 3: TURKISH BUSINESS OPPORTUNITIES FOR CICA**

Presentation of Business Opportunity for CICA

- Turkish Investment Support and Promotion Agency
- Turkish Automotive Industry Sector Representative
- Turkish Textile Industry Sector Representative

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- Turkish Ship Building Industry Sector Representative
- Turkish IT and Communication Sector Representative
- Turkish Defense Industry Sector Representative
- Turkish Medicine Industry Sector Representative

17:30 - 19:00 Free time
19:00 - 21:00 Welcome Dinner

DAY 2: 03/04/2012

09:30 - 11:00 **SESSION 4: PRESENTATIONS OF TURKISH COMPANIES**
In the context of "Entrepreneurship and SME Development Policies of the Governments in the CICA Region in the Time of Emerging from the Global Economic Crisis"

- Company Representative (Financing for SMEs)
- Success Story (SME which was supported by KOSGEB)

11:00 - 11:30 Coffee Break

11:30 - 12:30 **SESSION 5: DISCUSSION**
"Future Perspective of SMEs of CICA Member Countries"
Moderated by KOSGEB
(Mr. S. Tuna ŞAHİN, Vice President of KOSGEB)

12:30 - 14:00 Lunch

14:00 - 15:30 **SESSION 6: BUSINESS TO BUSINESS**
Between SME's Representatives in Automotive, Textile, Ship Building, Defense, IT and Communication, Medicine Sectors

15:30 - 16:00 Coffee Break

16:00 - 17:30 **SESSION 7: BUSINESS TO BUSINESS**
Between SME's Representatives in Automotive, Textile, Ship Building, Defense, IT and Communication, Medicine Sectors.

17:30 - 19:00 Free time

19:00 - 21:00 Dinner

DAY 3: 04/04/2012

09:00 - 10:30 Visiting of KOSGEB Istanbul Service Center and Textile Laboratory
11:00 - 13:00 Visiting of Enterprises in Istanbul İktisadi Organized Industrial Zone

14.9.



**CONFERENCE ON INTERACTION
AND CONFIDENCE BUILDING MEASURES
IN ASIA (CICA)
2ND BUSINESS FORUM AND SMEs NETWORKING
(2-4 April 2012 - Istanbul)**



KOSGEB

OFFICIAL DELEGATION REGISTRATION FORM

First Name	
Family Name	
Designation	
Organization	
Country	
Phone	
Fax	
E-mail	
Date of Arrival	
Date of Departure	
Passport Number	
Hotel In Istanbul	

Please send the completed Registration Form to :

Ministry of Foreign Affairs, Republic of Turkey

(Attn: Mr. Ali Kılıçarslan Topuz Fax: + 90 312 292 27 70, E-mail: aktopuz@mfa.gov.tr)

Small and Medium Enterprises Development Organization (KOSGEB)

ertugrul.nazilli@kosgeb.gov.tr gorkem.gurbuz@kosgeb.gov.tr

CICA Secretariat (Fax: + 7-727-390 12 00 E-mail: s-cica@s-cica.kz)

PLEASE SEND THE FORM IN ENGLISH

hdp 9.



CICA BUSINESS FORUM AND SMEs NETWORKING

(02-04 April 2012 - İstanbul)



KOSGEB

Company Profile

Company Information

1. Company name
Short name of the company (max. 30 symbols)
2. Address
3. Postal code, city
4. Phone number
5. Fax number
6. Homepage
7. Participant
8. Function
9. E-mail
10. Year of foundation
11. Number of employees
12. Export quota %
13. Activities in the following countries
14. Language skills
☐ English
☐ We require an interpreter

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Target markets

15. Your company belongs to the sector:
(Please cross no more than 2 sectors)

Your customers work in the sector
(Please cross no more than 2 sectors)

☐ Automobile Sector	☐ Automobile Sector
☐ Textile Sector	☐ Textile Sector
☐ Ship and Boat Building Sector	☐ Ship and Boat Building Sector
☐ Information and Communication Sector	☐ Information and Communication Sector
☐ Defense Industry Sector	☐ Defense Industry Sector
☐ Medicine Sector	☐ Medicine Sector

16. What is your experience in this target market?

Products and services

17. Subsector:

Range of services offered / product range:

18. Please describe the application field of your products / services:

19. Competitive advantage, strengths and unique selling points of your products / services:

20. Please specify your certifications (e.g. FDA, ISO...):

Cooperation objectives

21. What objectives are you pursuing on this organization?

In general:

☐ Gaining market information

Sales / distribution.

Looking for

Mr. G.

- ☐ Sales agents / sellers
- ☐ Customers
- ☐ Representatives, agents or distributors
- ☐ Joint venture partners
- ☐ Partner for mutual use of the distribution network
- ☐ Office facilities
- ☐ Retail partners
- ☐ Know how transfer
- ☐ Wholesale partners
- ☐ Other:

Production:

Looking for

- ☐ Production possibilities
- ☐ Production partners
- ☐ Suppliers / subcontractors

Other:

Ideal business partner

22. What do you expect from your ideal business partner (business activity, target sectors, company size, distribution network, distribution channels, technical requirements, know how)?

Mr G.

Accommodation

Hotel

☐ I will stay in Hotel.

Declaration:

We consent to the transfer of the information above and overleaf to the relevant booklets exclusively for the purpose of contact placement and also consent to the inclusion of such information in publications or databases

Place / Date

Signature / Company stamp

Please kindly fill, scan and send this form until XXh XXXXXXXXX 2012 to

Ministry of Foreign Affairs, Republic of Turkey

(Attn: Mr. Ali Kılıçarslan Topuz Fax: + 90 312 292 27 70, E-mail: aktopuz@mfa.gov.tr)

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artugrul.nazli@kosgeb.gov.tr, gorkem.gurbuz@kosgeb.gov.tr

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