

Sayı : TİM.AİB.GSK.ARGE/ 000835

11/03/2013

Konu : Sirküler.

ANTALYA İHRACATÇILAR BİRLİĞİ ÜYELERİNE
SİRKÜLER 2013 / 83

Sayın Üyemiz,

1. Norveç Sektörel Ticaret Heyeti
2. Polonya'da Uygulamaya Konan Yeni Yatırım Teşvik Paketi
3. Burkina Faso İle Ekonomik İlişkiler
4. ABD Gümrük Muhafaza Duyurusu

Konularını içeren duyurularımızın detayları ekte sunulmuştur.

Bilgilerini rica ederim.

Güliz AKEL ÇETİNKAYA
Genel Sekreter V.

NORVEC SEKTÖREL TİCARET HEYETİ

İstanbul İhracatçı Birliklerinden (İİB) alınan bir yazıda, Oslo / Norveç'te 04 - 07 Haziran 2013 tarihleri arasında düzenlenecek olan Norshipping 2013 Uluslararası Gemicilik Fuarı ile eş zamanlı olarak Ekonomi Bakanlığı koordinatörlüğünde ve Gemi ve Yat İhracatçıları Birliği organizasyonunda sektörel ticaret heyeti düzenlenmesi ve bu kapsamda ikili iş görüşmeleri organize edilmesi planlandığı bildirilmiştir.

Bahse konu heyete ilişkin çalışmaların yürütülebilmesi amacıyla, söz konusu ticaret heyetine katılmak isteyen üyelerimizin en geç 15 Mart 2013 Cuma günü mesai bitimine kadar ekte yer alan başvuru formunu doldurarak İstanbul İhracatçı Birlikleri Genel Sekreterliğinin 0212 454 05 01-02 numaralı fakslarına veya fuor@iib.org.tr e-posta adresine göndermeleri gerekmektedir.(1242)

Bilgi için irtibat:

Fuarlar, Tanıtım ve Dış İlişkiler Şubesi

Tel: 0212 454 06 47 - 454 05 45

Faks: 0212 454 05 01 - 02

Ek-1: Norveç Sektörel Ticaret Heyeti Başvuru Formu (1 sayfa)

POLONYA'DA UYGULAMAYA KONAN YENİ YATIRIM TEŞVİK PAKETİ

Ekonomi Bakanlığı Serbest Bölgeler, Yurtdışı Yatırım ve Hizmetler Genel Müdürlüğünün yazısına atıfla Türkiye İhracatçılar Meclisinden (TİM) alınan yazıda; Polonya'da Başbakan Donald TUSK tarafından yeni bir yatırım programının başlatıldığı ve bu amaçla özelleştirmeden elde edilecek yaklaşık 10 milyar Avro tutarında bir kaynağın söz konusu program çerçevesinde kullanılmak üzere Ulusal Ekonomi Bankasına tahsis edileceğinin duyurulduğu belirtilerek, bu kapsamda 4 Şubat 2013 tarihinde Polonya Hazine Bakanlığı'nda bir bilgilendirme toplantısının düzenlendiği bildirilmiş olup, söz konusu yeni yatırım teşvik programına ilişkin sunumun bir örneği yazımız ekinde yer almaktadır.(1254)

Ek-2: Sunum (11 Sayfa)

BURKİNA FASO İLE EKONOMİK İLİŞKİLER

Ekonomi Bakanlığının yazılarına atfen, Türkiye İhracatçılar Meclisinden alınan yazıda; Burkina Faso Hükümeti'nin yatırımları teşvik edici yönde genel bir yaklaşımı olduğu ifade edilerek; ABD, Avrupa Birliği ve Afrika iç pazarlarına tekstil ürünleri satmak üzere, kaliteli pamuğa sahip Burkina Faso'da, iş adamlarımız tarafından kurulabilecek şirketler aracılığıyla yapılacak fabrika yatırımlarının verimli olacağını düşünüldüğü bildirilmektedir.

Aynı yazıda, söz konusu yatırım fırsatları ile ilgilenecek firmalarımızın aşağıda iletişim bilgileri verilen Büyükelçiliğimiz ile temasa geçmeleri gerektiği bildirilmektedir.(1247)

İletişim için:

T.C. Ugudugu Büyükelçiliği

Adres: 01 B.P.603,Ouaga2000, Rue El hadj goama ousmane kienfangué Ouedraogo, Ouagadougou, Burkina Faso

Telefon: +(226) 50376334 – 50376318

Faks: +226 50 49 98 02

<http://ugudugu.be.mfa.gov.tr>

ABD GÜMRÜK MUHAFAZA DUYURUSU

Ekonomi Bakanlığının bir yazısına atfen Türkiye İhracatçılar Meclisinden (TİM) alınan bir yazıda; önümüzdeki 10 yıla ilişkin otomatik harcama kesintilerini öngören ABD Bütçe Kontrol Kanunu (Budget Control Act) kapsamında otomatik bütçe kesintilerinin 1 Mart 2013 tarihinden itibaren başladığı, söz konusu düzenlemeden savunma ve savunma dışı harcamaların eşit oranda etkileneceği ve kamu kurum ve kuruluşlarının sözkonusu zorunlu kesintilere dair bir inisiyatif hakkı bulunmadığı belirtilmekte olup, ihracatçılarımızın taşımacılık hizmetleri ile seyahatlerini olumsuz etkileyebileceği ifade edilen uygulamalara ilişkin olarak ABD Gümrük Muhafaza İdaresi'nin internet sayfasında (www.cbp.gov) yayınlanan duyurunun özeti ilgilenecek üyelerimiz için ekte yer almaktadır.

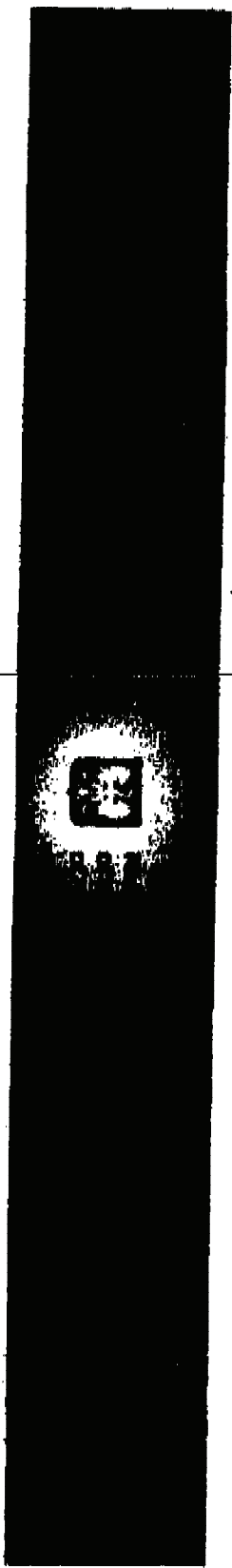
Ek-3: Duyuru Özeti (1 sayfa)

Ek-4: Duyuru Örneği (2 sayfa)

Ek - 1

	NORVEÇ SEKTÖREL TİCARET HEYETİ Katılımcı Başvuru Formu
Katılımcı Firma Unvanı	
Vergi Dairesi ve Numarası	
Temsilci Adı ve Soyadı	
TC Kimlik No	
Şirketteki Görevi	
Temsilci Cep Telefonu	
Firma Adresi	
Firma Telefon ve Faksı	
İnternet Adresi	
E-Posta Adresi	
Faaliyet Alanı /kısaca şirket profili (İNGİLİZCE olarak doldurunuz. Türkçe Formlar dikkate alınmayacaktır.)	
Firmanın Hedef Kitle	

Not: Tüm alanların doldurulması gerekmektedir.



Poland's New Investment Programme

January 2013



Investment Programme: Overview



Investment Programme ("IP", "Inwestycje Polskie")

- Announced by the Prime Minister on 12th October 2012
- State Treasury's assets to be released to BGK and Polish Investments for Development (PID, special vehicle)
 - The IP is to be managed on a commercial basis
 - Target co-financing of ca. EUR 10bn investments by 2015
 - The Privatisation Plan remains unchanged
 - revenues generated from privatisation will be transferred to the IP

Aim

- To increase available financing for Poland's infrastructure projects - long-term loans, guarantees, equity
- To attract private capital

Estimated investment levels:

- Energy distribution – ca. EUR 10bn by 2020
- Energy generation – ca. EUR 7.5bn by 2020
- National highways – EUR10.8bn by 2015 (EUR2.5bn via IP)
- Shale gas – ca. EUR 12.5bn by 2016
- Gas infrastructure (transmission and storage) – ca. EUR 5.5bn

Investment Programme Structure



- Gradual recapitalisation of BGK up to PLN 10bn (EUR0.5bn)
- Recapitalisation of PID up to PLN 10bn (EUR 1.5bn)
- Flexible allocation of capital between BGK and PID dependant on debt (BGK) and equity (PID) requirements

MoT will rebase assets earmarked for privatisation into BGK and PID, which will then be sold by MoT.

INSTITUTIONAL INVESTORS

MINISTRY OF FINANCE

MINISTRY OF TREASURY

BGK

Polish Investments for Development

BANKS

BGK to support commercial banks' debt financing (e.g. loans, bank guarantees)

STRATEGIC INVESTORS
Private and government institutions

SPVs

CAPITAL

LOANS

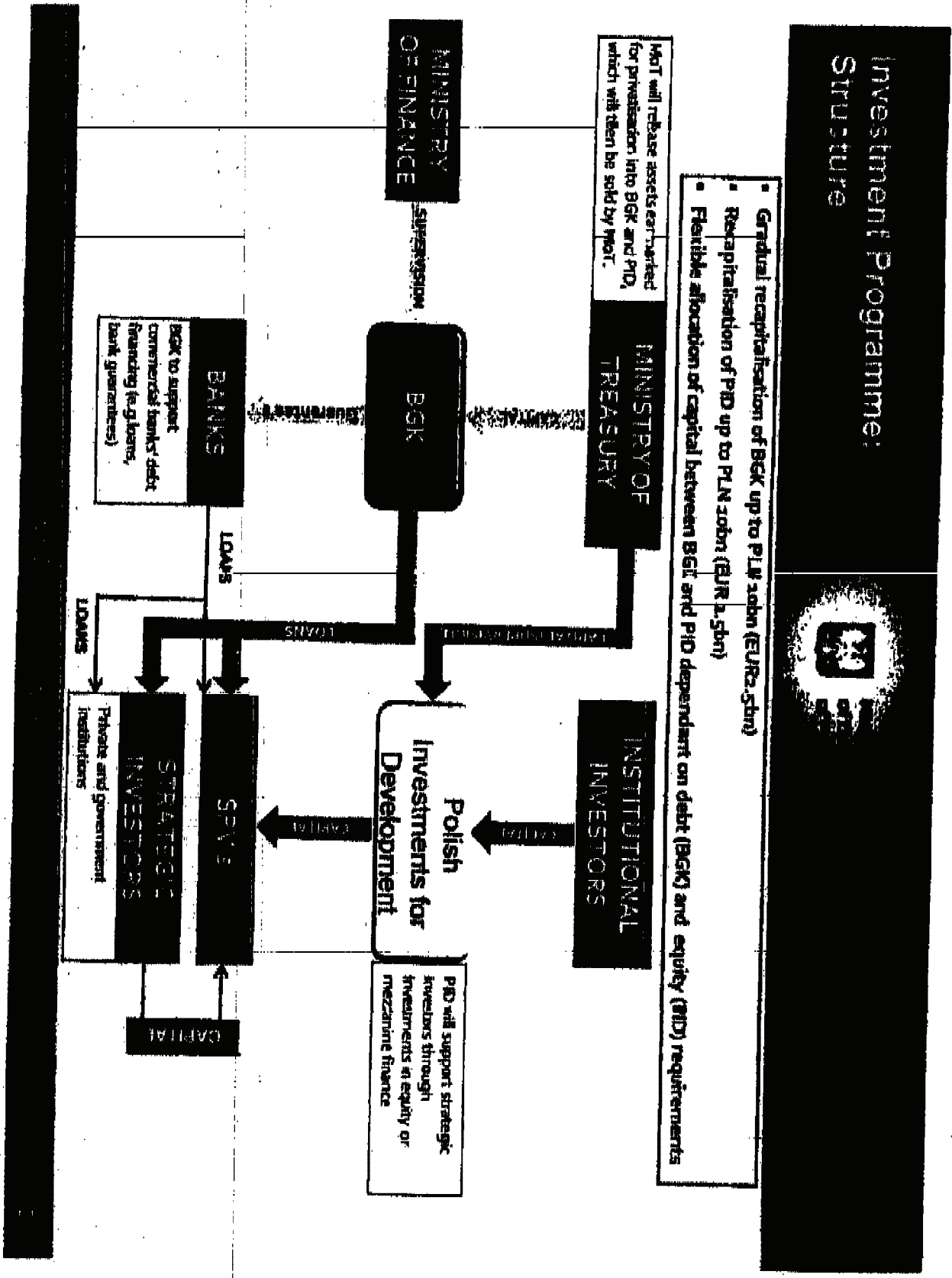
LOANS

CAPITAL

SUPERVISION

LOANS

CAPITAL



Investment Programme to bridge the gap in available financing on the Polish market



	Private Equity	Commercial banks	Mutual funds (TFVOPEJ)	EIB / EBRD	Companies?	BIGK	FD	EU Funds
Sectors	Sectors with high IRR	Low risk	Low risk Stability of investment	Sectors strategic to a country's development	Typically core business	Sectors strategic to a country's development	Sectors strategic to a country's development	Sectors strategic to a country's development
Financing	Equity	Debt Guarantees Mezzanine Other	Equity	Debt Guarantees Mezzanine	Shareholder's equity	Debt Guarantees Mezzanine	Debt Guarantees Mezzanine	Debt Guarantees Mezzanine
Amount invested	Limited by AUM	< PLN 500 mln, depends on risk	< PLN 2 bln, depends on portfolio mgmt strategy	< PLN 1 bln, depends on region's development strategy	Depends on company's financial standing	< PLN 1 bln, depends on region's development strategy	< PLN 1 bln, depends on region's development strategy	Depends on the development program
Share in financing E- goods	Majority	Minority (2-30%)	Minority (2-15%)	Minority (5-20%)	Depends on available funds	Minority (5-20%)	Minority (5-20%)	35-85% depends on the program
Expected return	High	Low	Low	Low	Low	Low	Low	Low
	Short	Short	Short	Short	Short	Short	Short	Short

1. IRR returns of each financing fund, limited 2. Overall financing in each sector 3. Share 4. Equity

The proposed PID business model supports the strategic role of Poland's Investment Programme



- Investment with a minimum target IRR, taking into account benefits to GDP and to the society
- Prioritization of infrastructure programs to public entities (e.g. PPP)

Other features

- Selected strategic sectors in Poland
- PID with minority share excluding PPP, in the form of equity (majority) and mezzanine
- Minimum commitment - PLN 250 mln (first 3 years), thereafter - PLN 50 mln, total maximum commitment - 750 mln PLN
- Maximum commitment period = construction period + debt repayment; quick exit preferred
- PID to invest on conditions no worse than other investors, taking into consideration risk class
- Return on the project calculated as IRR on equity, taking into account benefits to GDP and to the society.
- IRR above market average for debt financing including project risk

Investment Policy

- Active project sourcing and investor education (e.g. public sector)
- Monitoring milestones during construction phase and interventions when necessary
- Active investment management (e.g. through the board of directors)

PID invest in the project

- Building a competitive advantage through risk management: construction, regulatory, operational
- Active mitigation of other external risks: demand/market risk, liquidity, currency

Risk policy

- Allocation to different strategic sectors (minimum 1 project per sector)
- Full amount of investment disbursed in tranches within three consecutive years
 - 2-3 projects initiated in the first year to build credibility of the IP
 - Target financing of 20-25 projects

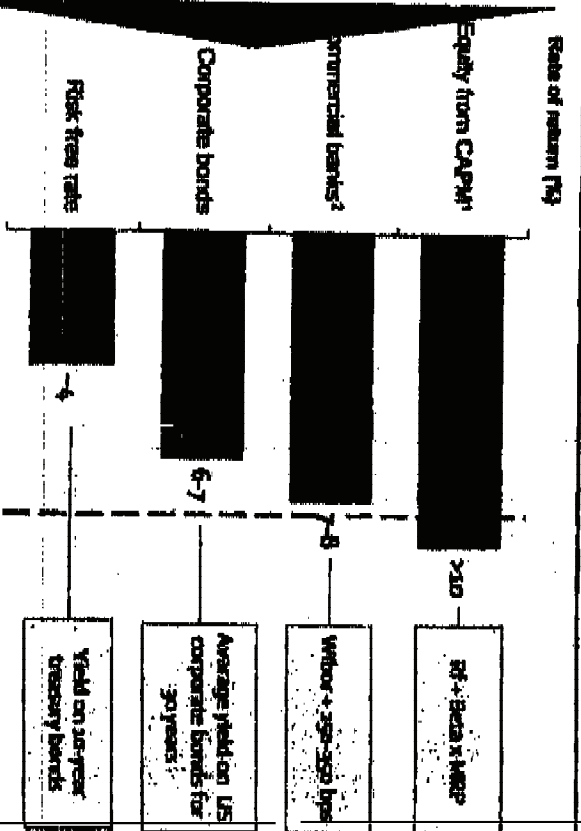
Investment

Expected IRR for Infrastructure projects



Expected IRR	Examples of Institutions
Expected market return e.g. 8% IRR	
Cost of financing + margin e.g. Wtdor + 200 bps	Banks
Utilities - Adjusted e.g. Wtdor + 100 bps	Investment funds
Inflation + margin e.g. CPI + 100%	"Future generator funds"
Cost of financing on international markets e.g. Ebor	EB/EBO
Return based on expected statistics	Mutual Funds
Return based on financing probabilities e.g. 10%	
Risk free rate + risk premium + Beta	Private companies

IRR for PID higher than IRR for commercial banks, but lower than expected market IRR



• IRR above market IRR for infrastructure projects
 • IRR below market IRR for commercial banks
 • IRR below market IRR for risk free rate

1. Includes premium for credit, country, regulatory and liquidity risk
 2. Includes premium for project risk and/or credit quality
 3. Includes IRR - various degrees of market maturity premium - commercial bank

4 MART 2013 TARİHLİ CBP ÖZETİ

ABD Gümrük Muhafaza (CBP) yetkilileri tarafından internet sayfasında 4 Mart 2013 tarihinde yayınlanan duyuruda özetle:

- ABD Gümrük Muhafaza kurumunun 2013 mali yılının geri kalanında bütçe kesintilerinden olumsuz olarak etkileneceği,
- Söz konusu bütçe kısıtlamaları nedeniyle gümrüklerde hizmet veren binlerce çalışanın ücretsiz izne çıkartılacağı,
- Birçok program ve faaliyetin bütçelerinin kısıllacağı,
- Seyahat ve ticaret sektörlerindeki paydaşların da hizmetlerdeki bu kesintilerden olumsuz etkileneceği,
- Kesintiler devam ettiği sürece belirli hizmetlere ancak öncelik sırasına göre devam edebileceği,
- Terörizme karşı faaliyetlerde hiçbir şekilde kısıtlamaya gidilemeyeceği, bunun yanında seyahat ve kargo tesislerini ancak temel işleme faaliyetlerinin gerçekleştirilebileceği,
- Sınırlarda kanunen zorunlu kontrollere (ihtiyaç maddeleri dâhil) devam edileceği,
- Seyahat ve ticarete Global Entry, SENTRI, Nexus, C-TPAT, FAST gibi onaylanmış kişi ve kurumlar uygulamalarına devam edileceği,
- Diğer taraftan, zorunlu bütçe kesintileri nedeniyle ABD'ye tüm giriş kapılarında bekleme sürelerinin uzayacağı,
- Bazı kara, deniz ve hava alanı girişlerinde hizmet saatlerinin azaltılacağı,
- Hava yolu ile uluslararası girişlerde mevcut bekleme süresinin en az %50 artacağı, yoğun hava alanlarında bu sürenin 4 saate kadar ulaşacağı, aynı minvalde karayolu ile girişlerinde de sürelerin uzayacağı,
- Özellikle büyük liman girişlerinde kargo kontrollerinin 5 güne kadar uzayacağı,
- Yukarıdaki olumsuzlukların zamanla daha da artmasının beklenmesi gerektiği belirtilerek kamuoyu gerekli önlemlerin alınması hususunda uyarılmaktadır.

Impacts to Travel and Trade during Sequestration

What is sequestration?

Sequestration is a fiscal policy procedure adopted by Congress as part of the Budget Control Act (BCA) of 2011. The procedure, designed to force Congress to come to an agreement to address the Federal budget deficit, represents a series of automatic government spending cuts, totaling about \$1 trillion over the next decade. These spending cuts, which began March 1, 2013, are divided equally between defense and non-defense spending. Government departments and agencies, including the Department of Homeland Security (DHS) and U.S. Customs and Border Protection (CBP), do not have input on how these cuts go into effect since they are required by law to be implemented across the board. Sequestration will end when Congress passes legislation that undoes the legal requirements in the BCA.

How will sequestration affect CBP Field Operations?

Under the automatic sequestration cuts, we anticipate reducing agency-wide expenditures significantly during the remainder of Fiscal Year 2013. CBP Field Operations, the Office responsible for securing the U.S. border at ports of entry, will experience budget cuts equating to the loss of several thousand CBP officers at these ports of entry, in addition to significant cuts to operating budgets and programs. Stakeholders in the travel and trade industries will see service impacts and CBP employees will be furloughed.

How is CBP going to maintain its priorities under sequestration?

CBP Field Operations has issued clear guidance on maintaining priority operations during sequestration with the following key principles:

- Our security efforts will remain our highest priority. We will not allow degradation of our primary anti-terrorism mission;
- We will prioritize core processing and facilitation operations for both travelers and cargo;
- We will continue to carry out border security operations consistent with all applicable legal requirements, including mandatory examinations of perishable commodities; and
- All trusted traveler and trader programs, including Global Entry, SENTRI, and Nexus, CTPAT and FAST will be maintained and emphasized, limiting the impact on CBP's trusted partners.

Is it safe to travel to the United States during sequestration?

CBP's priority mission is detecting and preventing terrorists and terrorist weapons from entering the United States. While the results of sequestration may, at times, cause inconvenience for travelers at our ports of entry, we will not compromise public safety due to budget concerns.

How will sequestration impact service at ports of entry?

CBP will operate in a way that is least disruptive to border security and the facilitation of lawful travel and trade, but CBP will face budget cuts and employee furloughs that will result in increased wait times and reduced hours of service. These impacts will likely increase during the summer peak travel season.

In the air environment, we expect increased wait times at major U.S. international airports of up to 50 percent or more, with peak waits of up to four hours at our busiest airports. Increased processing times at airports — including both CBP operations and Transportation Security Administration screening — may make it more difficult for travelers to make tight connecting flights. There will also be greater wait times for personal vehicles and pedestrians at our land border ports, with the doubling of peak waits up to five hours or more at our largest land border crossings. Travelers should adjust their trip itineraries to account for unexpected delays.

3
Y

Will any ports of entry be closed, or will hours be curtailed?

CBP may reduce hours of service at select airports, seaports and land ports of entry; these reductions will be made in a way that minimizes the impact to operations. Any changes to service hours will be port-specific and will be determined at the local level. Information will be shared publicly through various media outlets.

What will happen if I miss my connecting flight?

CBP advises travelers to anticipate longer processing lines at air, land and sea ports of entry during sequestration and to schedule connecting flights accordingly. If you encounter problems, please contact your carrier.

What will be the impact on cargo shipments?

Sequestration will reduce service levels in CBP's cargo operations. There will be increased and potentially escalating delays for container examinations of up to 5 days or more at major seaports. We may also experience significant daily back-ups for truck shipments at land border ports. CBP will continue to carry out border security operations consistent with all applicable legal requirements, including mandatory examinations of perishable commodities. More detailed information is posted separately for trade community stakeholders.

Will sequestration curtail CBP's trusted traveler and trader programs?

All trusted traveler and trusted trader programs will be maintained, including Global Entry, SENTRI, Nexus, and FAST. Membership in these programs allows for faster processing as a general rule and members will also receive these same benefits during sequestration. However, we do expect longer approval times on new trusted traveler applications because of increased demand.

How soon will I notice a change as a result of sequestration budget cuts?

You may notice some changes immediately, while many of the anticipated effects of sequestration are likely to increase over time. Over the past three years, CBP Field Operations has maximized its existing resources to accommodate a 12 percent increase in the volume of international air arrivals. This has been achieved through a strong focus on efficiencies, innovation, and expanded use of trusted traveler programs. As such, the resource reductions that CBP Field Operations will face under sequestration will result in significant, noticeable changes. There may also be significant economic impacts because CBP will not be able to accommodate requests for extended hours or new services. These effects will be compounded if the budget cuts are not reversed and employees need to be furloughed.

Do I need to be concerned about CBP employee furloughs?

Many U.S. government departments and agencies are planning for employee furloughs due to the automatic budget cuts. If sequestration continues through April, CBP would begin to furlough all employees. These unpaid furloughs will have a significant, negative impact on our own employees. In addition, the effects will also be noticed at our ports of entry in terms of longer wait times, delayed processing for travel and trade, and less flexibility to accommodate special circumstances.

How can I find out more about how sequestration as it relates to CBP and the Department of Homeland Security?

For general information about sequestration please visit the website. (WhiteHouse.gov) We will continue to keep the public informed as the effects of sequestration upon CBP become clearer and better understood.

www.cbp.gov/xp/cgov/PrintMe.xml?xml=/content/newsroom/highlights/2013/seq_faq.ctt&location=/newsroom/advisories/info_seq_cbpops/seq_faq.xml 1/3