

12.09
2022



**TÜRKIYE-POLAND
ROUNDTABLE MEETING**

Türkiye, Ankara
12 September 2022



POLISH CHAMBER OF COMMERCE

LIST OF PARTICIPANTS:

PTAK WARSAW EXPO Limited Liability Company

Mr Tomasz Szypuła – President of the Board of Directors
Member of the Presidium of the Polish Chamber of Commerce
Member of the Polish-Turkish Business Council
Mr Kazimierz Ćwikła – Senior Vice-President & Head of Expansion and Dev. Dep.
Ms Ayse Abaci

TÜYAP TÛM FUARCILIK YAPIM A.Ş

Bülent Ünal – Chairman of the Board/ General Manager

POLISH-TURKISH CHAMBER OF COMMERCE

Mr Marek Nowakowski, President of the Polish-Turkish Chamber of Commerce
Secretary of the Polish-Turkish Business Council

FOREIGN TRADE OFFICE ISTANBUL

Mr. Kağan Nalbantoğlu, Acting Head of the Foreign Trade Office
Ms. Katarzyna Sawicz, Business Development Manager

BANK GOSPODARSTWA KRAJOWEGO POLISH DEVELOPMENT BANK

Ms. Janina Szwedo - Financial Institution Expert
Ms. Iwona Burzyńska-Trzonek – Financial Institution Expert

DEVISIONER CO. LTD

Mr Mariusz Lewandowski
Foreign Trade Director

GÜLERMAK CO. LTD

Mr Mustafa Tuncer - Board Member

JK LAW & CONSULTING

Ms Joanna Kuruçaylıoğlu

KEYNES CO. LTD, LAW& ACCOUNTING COMPANY

Mr Harun ÇINARDAL - General Manager

MULTI-BRANCH ENTERPRISE KOMES SPÓŁKA CO. LTD

Mr Maciej Antosik
Manager

POL-MOT RAIL SP. Z O.O.

Mr Karol Zarajczyk
President

KOKSOWNIA BYTOM

Mr Stanisław Churas, Senior Board Advisor
Mr Tadeusz Jakubowski, Deputy Sales Manager

ZRE KATOWICE

Mr Marek Nowakowski

PTAK WARSAW EXPO – LIMITED LIABILITY COMPANY



Mr Tomasz Szypuła
President



Mr Kazimierz Ćwikła
Senior Vice-President



Ayse Abaci

Ptak Warsaw Expo is the largest fair and congress center in Poland and Central and Eastern Europe, which is located in the suburbs of Warsaw. It has 143,000 m2 of exhibition space in 18 modern pavilions and 500,000 m2 of external space. It is a place created for the organization of trade fairs, congresses and conferences, promotional and sports events, concerts, and film production. Every year, Ptak Warsaw Expo hosts over 600,000 visitors from 30 countries and almost 7,000 exhibitors. A member of UFI, Ptak Warsaw Expo is located in a region with the largest economic potential in Central and Eastern Europe offering its partners an excellent access expand their reach into a promising market.



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TÜYAP TM FUARCILIK YAPIM A.Ő



Blent nal
Chairman of the Board/ General Manager

Information: Established in 1979, TYAP TM FUARCILIK YAPIM A.Ő. provides international services to its participants and visitors on a total exhibition area of 173,000 m²; 98,000 m² of which is indoors and 75,000 m² outdoors, at Tyap Fair Convention and Congress Center which came into service in 1996. Since its establishment, the Tyap Fair Sector Group has provided services to 218,000 companies from 80 countries with its 1,200 domestic fairs in 60 sectors, and 140 foreign fairs in 33 countries, and has also hosted 32 million visitors from 126 countries. With more than 500 competent human resources, TYAP organised 110 fair at the exhibition centers it owns in Istanbul, Bursa, Konya, Adana and Diyarbakır in 2012.

Topics of Discussion: *The focal point of the discussions between the two leading exhibitions companies from Poland and Turkey will be the organization of overseas exhibitions and long-term cooperation prospects. TYAP is the most successful player in the exhibition industry of Turkey and is looking to expand its activities, namely the organization of some of their key events outside Turkey. Ptak Warsaw Expo, with its fast-developing business prospects and its geo-economical attractivity represents an ideal partner for such expansion. TYAP also possesses extensive experience in the organization of national participations to overseas fairs which Ptak Warsaw Expo could highly benefit from given the flourishing opportunities between Polish and Turkish markets.*

To summarize:

- Organization of overseas exhibitions of TYAP in Ptak Warsaw Expo
- Organization of Turkish national participation to Ptak Warsaw Expo trade events
- Roadmap for long-term cooperation between two leading trade fair organizers

POLISH-TURKISH CHAMBER OF COMMERCE

Mr Marek Nowakowski
President



The Polish-Turkish Chamber of Commerce is an independent, self-governing organization (association) grouping companies interested at development of the Polish-Turkish economic relations.

PTCoC acts based on the Act of 30 May 1989 regulating establishment and activities of Chambers of Commerce in Poland (Dz. U. No. 35 item. 195, as amended. Dz. U. 1992. No. 75, Item. 368). PTCoC has been registered on 30.10. 2007 at the National Court Register in the District Court for the City of Warsaw, XII Commercial Division KRS 0000291653. PTCoC has been given Tax ID 5272558888 and STAT ID 141181802

By the Polish law PTCoC as a legal entity has the rights (is authorised) to represent its members against the Polish public administration and local authorities. PTCoC has not have any grants/subsidies from government and other public funds. PTCoC has permission to develop commercial activities to generate means for its statutory duties. PTCoC Management Board is elected by the General Assembly.

PTCoC acts under umbrella of the Polish National Chamber as associated member.

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Polonya-Türkiye Ticaret Odası

Hukuki Not

Polonya-Türkiye Ticaret Odası (www.ptcoc.eu), Polonya-Türkiye ekonomik ilişkilerini geliştirmek isteyen şirketleri bir araya getiren, bağımsız, gönüllü ve özerk bir kuruluştur.

Türkiye'den farklı olarak, Polonya'daki şirketlerin herhangi bir ticaret ve/veya sanayi odasına üye olmak gibi bir zorunlulukları bulunmamaktadır. Dolayısıyla Polonya'daki ticaret ve sanayi odaları üyelerin ortak menfaatlerinin gözetilmesi amacıyla gönüllük esasına dayalı olarak kurulmaktadır. Polonya Türkiye Ticaret Odası da bu şekilde, halihazırda Türk iş ortakları ile iş birliği içerisinde bulunan Polonyalı şirketler tarafından iş birliğinin kolaylaştırılmasına yönelik bir platform oluşturmak amacıyla kurulmuştur.

Polonya Türkiye Ticaret Odası (PTCoC) Polonya'da Ticaret Odalarının kuruluş ve faaliyetlerini düzenleyen 30 Mayıs 1989 tarihli Kanun uyarınca faaliyet göstermektedir.

PTCoC, Varşova Bölge Mahkemesi (XII Ticari Birim KRS 0000291653) nezdindeki Ulusal Mahkeme Sicili'ne 30.10.2007 tarihinde tescil edilmiştir.

PTCoC'ye verilmiş olan Vergi Kimlik Numarası: 5272558888 Statü Kimlik Numarası: 141181802'dir.

Polonya Hukuku uyarınca, PTCoC tüzel bir kişilik olarak, üyelerini Polonya'daki merkezi ve yerel makam ve merciler önünde temsil etme hakkına sahiptir.

PTCoC devletten veya diğer kamu fonlarından herhangi bir bağış ya da yardım almamaktadır ancak kanuni görevlerini yerine getirebilmek için kaynak yaratabilmek amacıyla ticari faaliyetlerde bulunmak için gereken izne sahiptir. PTCoC Yönetim Kurulu Genel Kurul tarafından seçilir.

PTCoC Polonya Ulusal Odası'nın (KIG) çatısı altında ilişkili üye olarak faaliyet göstermektedir.

/-/ Marek Nowakowski, President
Polish-Turkish Chamber of Commerce
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FOREIGN TRADE OFFICE ISTANBUL



Mr. Kağan Nalbantoğlu
Acting Head of the Foreign Trade
Office in Istanbul



Ms. Katarzyna Sawicz
Business Development Manager



Polish Investment
& Trade Agency
PFR Group

Polish Investment and Trade Agency (Polska Agencja Inwestycji i Handlu S.A.) is a Polish state-owned institution within the framework of the Polish Development Fund. The Agency aims to support the international expansion of Polish companies, strengthen the recognition of Polish brands on international markets, serve the needs of foreign investors in Poland and support Polish investments in Poland and abroad. One of the tools that Polish Investment and Trade Agency is using to carry out its tasks is a net of Foreign Trade Offices which are located in countries all over the world. Employees of the offices are educated and experienced in the markets of the countries in which they work. Foreign Trade Offices provide various services for Polish companies that are entering foreign markets.

One of these offices is the Foreign Trade Office in Istanbul, which is represented by Mr. Kağan Nalbantoğlu and Ms. Katarzyna Sawicz.

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BANK GOSPODARSTWA KRAJOWEGO



Ms. Janina Szwedo
Financial Institution Expert



Ms. Iwona Burzyńska-Trzonek
Financial Institution Expert



Ms Janina Szwedo works at the Polish Development Bank in the International Expansion and Trade Finance Department, responsible for supporting business projects between Polish companies and their foreign partners. She and her colleagues from the Trade Finance Relations Team reinforce foreign trade deals. A graduate of King's College London, England, she previously gained experience in a security&defence think tank and a government relations company.

Ms. Iwona Burzyńska-Trzonek is a Financial Institutions expert, who works at the Polish Development Bank. She has an extensive experience as a relationship manager with clients from the financial sector. She joined BGK in 2019, having previously worked at the National Bank of Poland, Raiffeisen Polbank and BPH Bank. She is a graduate of the University of Warsaw with a specialisation in Banking and Finance.

Bank Gospodarstwa Krajowego (BGK) is a Polish Development Bank, which implements the policies of the government of Poland, especially in the areas of public finance, strategic projects, investments and international trade. BGK, through cooperation with business, the public sector and financial institutions, responds to economic needs and undertakes a number of initiatives promoting

sustainable development. BGK actively supports Polish entrepreneurs and their foreign partners in common projects. Having generated over 25 billion EUR of support for the Polish economy in 2021 itself, the bank is present on over 80 foreign markets across the world.

Topics to discuss during the RoundTable meeting:

1. Possibilities of supporting exports and foreign expansion from Poland to Turkey.
2. Support for Poland-Turkey trade
3. Trade opportunities and barriers in the Poland-Turkey exchange.
4. Interested in contact with the Turkish Companies of the automotive, production, food and chemical sectors.

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www.bgk.pl

DEVISIONER CO. LTD



Mr Mariusz Lewandowski
Foreign Trade Director

DEVISIONER

The company has been present in Poland since 2013, selling and servicing tractors, telehandlers and other agricultural machinery. Apart from selling, another big scope of the activity is service and distribution of the spare parts. The company has 7 showrooms covering the whole country.

Devisioner offers professional industrial services such as production, laser cutting metal processing, sheet bending and steel constructions.

Devisioner is one of the biggest producers of the specialised intermodal containers, importers of the tractors, telehandlers and other equipment and agricultural machinery.

Devisioner - competences

At Devisioner customer service is fundamental, starting with the orders, logistics, technical support, delivery, spare parts and finishing with the sales, marketing and communication.

Our portfolio of Agro division:

- ✓ TRACTORS ranging from 35hp up to 150hp
- ✓ TELEHANDLERS
- ✓ Distribution and after sales service in Poland
- ✓ Original spare parts – direct and distance selling
- ✓ Financing services support
- ✓ Transport services

Devisioner - experience

At our showrooms we offer machines, equipment and spare parts of different well-known producers.

The company and it's employees have big experience in introducing new brands to the market and the tractors with powers ranging from 35 to 150 HP.

Our field representatives cover the whole territory of the country. Apart from our own showrooms, we have 7 subdealers across Poland.

Sales of tractors relies mainly on our own distribution net.

We perform professional service of the agricultural machinery like: engines overhaul, servicing of starters and alternators, and also cylinder head miling, pumps' and actuators' regeneration. The services are performed in our workshops or at the clients' premises.

Additionally, we cooperate with other european markets, concentrating on Central-Eastern Europe.

Devisioneer – distribution

Meeting the needs and expectations of Polish farmers, we have created the sales net of 14 dealers in the most strategic locations in Poland (including our own 7 showrooms).

Devisioneer Sp. z o.o.

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Mr Mustafa Tuncer
Board Member



Gülermak Sp. z o.o. is Polish company which continues the legacy of Gülermak Heavy Industry Construction and Contracting Incorporated which is Global Construction Company headquartered in Turkey. Gülermak Sp. z o.o. is leading turnkey transit and transportation contractor being involved in many ambitious projects on European continent. Gülermak Sp. z o.o. successfully delivered projects including West section of II Line of Metro in Warsaw, IIInd West section of II Line of Metro in Warsaw, South Bypass of Warsaw (Section B including 1.6 km bridge over Vistula river). Portfolio of ongoing projects consist of Swinoujscie Tunnel (Biggest Diameter TBM tunnel in Poland), Tram Line to Naramowice in Poznan, IV Section of Fast Tramway in Cracow (biggest Transportation PPP project in Poland), IIInd East section of II Line of Metro in Warsaw, IIIrd West section of II Line of Metro in Warsaw, S7 Widoma – Cracow Expressway, S52 Northern Bypass of Cracow Motorway. Strong presents and successes on Polish market enabled Gülermak Sp. z o.o. to expand to other European Markets. The company executes its first project in Sweden - Tram to “Kista” district in Stockholm.

Suggestions for discussions:

- 1.Cooperation between Polish and Turkish companies.
- 2.Turkey as a supplier of high-quality goods and materials used in the construction industry.

Gülermak Sp. z o.o. is very active on European markets. The company bids not only in its countries of presence, but also in United Kingdom (HS2 – Washwood Heath Depot), Latvia (Rail Baltica) and others.

Gulermak Sp. Z o.o.

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Ms. Joanna Kuruçaylıoğlu



I'm a Polish-Turkish lawyer based in Istanbul. I'm a Ph.D. candidate at Istanbul University (department of Turkish private law). My practice areas are international trade law, international private law, company law (establishing company, accounting services, proxy), contract law, immigration law, recognition of foreign decisions, debt collection, family law, investment, citizenship, the real estate market, and translation services. Our services are provided in English, Polish and Turkish.

Topics to discuss during the ToundTable Meeting:

Establishing a permanent representative office of the Poland-Asia Chamber of Commerce and Industry or another institution permanently operating in Istanbul, which will support the development of commercial exchange on the legal, business, commercial and logistic levels.

JK law & Consulting

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KEYNES CO. LTD, LAW& ACCOUNTING COMPANY



Mr Harun ÇINARDAL
General Manager



Keynes LLC is a law and accounting company which helps investors in the legal and accounting services. Our company has been providing services to many investors from abroad. The legal assistance in opening a business in Poland and to help the investors to sustain the business is our main goal.

We try our best to help the foreign business to understand the tax system and the financial part of the business in Poland.

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MULTI-BRANCH ENTERPRISE KOMES SPÓŁKA CO. LTD



Mr Maciej Antosik
Manager



KOMES Sp z o.o. is a producer and a distributor of high quality transmission chains, conveyor chains and custom made chains. Our company cooperates with businesses from various industry sectors, including agriculture. We always build business relations based on partnership.

Our range of products includes many items ready on stock.

Przedsiębiorstwo Wielobranżowe KOMES Sp. z o.o.
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Mr Karol Zarajczyk
President



POL - MOT Rail Sp. z o. o. for many years running commercial, service and consulting activities on the Polish, European and global market. The POL-MOT Rail company was established in 2006, primarily to handle contracts with customers from the agricultural , aviation and railway markets. POL-MOT Rail deals as well with the comprehensive implementation of the most modern technological solutions in the field of IT systems and technologies. In the implementation of projects, we cooperate with world leaders in the technical infrastructure sector and with a number of proven Polish partners. We act as the general contractor of the project or as a partner to foreign companies when introducing products and technologies to the market. Our company is made up of high-class experts on the military market and engineers with many years of experience in the field of advanced system supply . They have experience in project management as well as substantive and technical knowledge necessary for the effective and professional implementation of the latest technological solutions.

Pol Mot Rail has been trading in foreign markets for 13 years now, by selling and supplying the equipment and technologies for automotive industry and military users to many countries. These include countries of Middle East, Central and Far Asia , Central and East Europe.

Together with competent Partners we offer:

SUPPORT AND LOGISTICS SYSTEMS

- Communication and security systems
- Mobile technical workshops for vehicles
- Mobile medical points
- Power generator

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SUPPORT AND LOGISTICS SYSTEMS

- Communication and security systems
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 - Power generator



RAIL AND ROAD INFRASTRUCTURE

- Construction and modernization of railway lines
- Deliveries of freight and passenger rolling stock
- Delivery rolling freight and passenger
- Sale of road-rail tractors

TRACTORS AND AGRICULTURAL MACHINERY

- Tractors with engines up to 125 KM
- Agricultural semitrailers and trailers
- Agricultural machinery

AVIATION INFRASTRUCTURE

- Radio navigation systems
- Radio communication systems
- Airport navigation lighting systems
- Stationary and mobile air traffic control tower

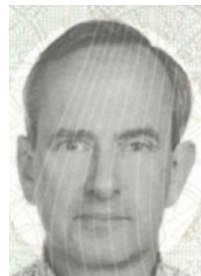


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KOKSOWNIA BYTOM



Mr Stanisław Churas
Senior Board Advisor



Mr Tadeusz Jakubowski
Deputy Sales Manager

Bytom coking plant Ltd is a Polish coking plant. We are a unique company among Polish coke producers. We are distinguished by capital conditions:

- we are 100% a company with Polish capital, - we are a 100% private enterprise, - 100% of the shares are in the hands of natural persons.

Bytom coking plant Ltd operates on the basis of a quality management system according to PN-EN ISO 9001: 2015. Management through quality is characterized by a systemic approach, the ability to constantly improve, orientation to strategic goals, commitment of the management and the entire team. The Quality Policy is an integral element of management, the assumptions contained therein constitute the foundation of our system.

There are many well-known European manufacturers among our customers coming mainly from following sectors: soda ash, sugar, limestone and metallurgy.

We adjust our range of products to market needs, taking the specific requirements of each customer into account, regardless of scale. We offer our customers the possibility of negotiating individual terms of delivery and purchase prices.

We consume different type of coal (mainly low phosphorous one). We've been operating all around Europe for several years supplying customers with high quality met coke. We consume ca 200 k tons of coal annually. We produce coke on the base of coal types as follows: 34, 35 and 36.

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ZRE Katowice S.A.

Delegate: Mr Marek Nowakowski

ZRE Katowice is a modern enterprise with 60 years of experience on the energy market. The company was found in 1955. The main orders carried out at that time were boilers and turbines repairs with auxiliary equipment, regeneration and production of spare parts for power plants and transport of oversized equipment. In the nineties the initiative group of employees led to the privatization of the plant which resulted in the transformation into a commercial low company with business name Zakłady Remontowe Energetyki Katowice S.A.

The headquarters of our company is located in Katowice. We also have service units located in Warsaw, Koźienice, Łódź, Ostrołęka, Plock and Gdansk.

We have offices in the United Kingdom, Bosnia and Herzegovina, France, coordinating our projects in the EU and the Balkans. performing tasks for clients across Europe: UK, France, Germany, Norway, Switzerland, Austria, Sweden, Italy, Bosnia and Herzegovina and Serbia.

The scope of activities ZRE Katowice includes:

- Installation of the power equipment
- Repairs and modernization of power equipment
- Steam and gas turbines
- Boilers and environmental protection installations
- Prefabrication and comprehensive supply pipelines
- Production of construction machine
- Machining large scale and thermal
- Production and installation of instrumentation
- Technical supervision and design services
- Service and diagnostics
- Technical research

The company is proud of a very modern and unique in Europe machine park located in Jaworzno, with the production halls of 25 000 m2.

ZRE Katowice SA emphasizes the quality of its' products and services. We endeavour to meet the rising expectations of our domestic and international Clients.

ZRE Katowice S.A.

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POLISH CHAMBER OF COMMERCE