



Speech by Mr. Hasan Akçakayalıođlu
Seminar on “Business Opportunities of World Bank, Asian Development Bank
and Islamic Development Bank”
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Distinguished Guests, Ladies and Gentlemen,

It is a great pleasure for me to welcome you today in this seminar entitled “Business Opportunities of World Bank, Asian Development Bank and Islamic Development Bank” on behalf of TÜSİAD. This seminar presents a valuable occasion for Turkish private sector to have more comprehensive knowledge about the procurement and lending procedures, projects and business opportunities in various regions of the world.

On this occasion, I would like to thank the World Bank Ankara Office in initiating and coordinating this seminar. I also would like to thank Asian Development Bank and Islamic Development Bank for their participation.

I would like to mention you briefly the background of TÜSİAD’s relation with the World Bank Group. Within the context of the agreement signed between the two institutions in September 2004, TUSIAD has been designated as “private sector contact point of the World Bank in Turkey”. With the agreement, it was targeted to increase the cooperation of the World Bank with Turkish private sector on the trade and investment opportunities in member countries.

Following the agreement, TÜSİAD and the World Bank have organized ten seminars together with TÜRKONFED (Turkish Enterprise and Business Confederation) in ten different cities within a period of three years. This year, our aim is to focus on organizing meetings to introduce Turkish private sector business and procurement opportunities in different regions of the world.

Distinguished Audience,

I would like to give you brief information on TÜSİAD, which is one of the leading non-governmental and voluntary organizations in Turkey. TUSIAD’s members and their companies realize 80% of Turkey’s foreign trade excluding energy import, 65% of industrial production and 50% of the registered employees except agriculture and public servants.

Through its representative offices based in Brussels, Paris, Berlin, Washington and Beijing; TÜSİAD, follows the economic and political developments in different parts of the world and promotes Turkey’s interests in these regions. As the voice of business in Turkey, TÜSİAD represents Turkey’s business world in G-20 activities as well.

Within TÜSİAD, I’m a member of TÜSİAD International as well, the strategic business development unit of the association. TÜSİAD International is committed to work for increasing Turkey’s bilateral trade and investment relations with foreign countries which offer potential for Turkish business people. From its establishment on, TÜSİAD International has been closely following the big “emerging markets” of BRICs and the countries around Turkey like the Black Sea and Caspian Regions. In addition to the emerging markets and the

neighbouring countries, TÜSIAD International also works to strengthen Turkey's economic relations with the developed countries, specifically within the EU.

Dear Guests,

Before taking much of your time, I'd like to introduce you today's four distinguished and valuable speakers from different regions of the world. Each presentation will be 30 minutes and followed by 10 minutes of Questions & Answers.

Firstly, **Mr. Bernard A. Becq**, Chief Procurement Policy Officer of the World Bank from Washington DC Office, will introduce us "Business Opportunities in World Bank Lending".

Secondly, **Mr. Devesh Chandra Mishra**, Europe and Central Asia (ECA) Regional Procurement Manager of the World Bank from Washington DC Office as well, will take the floor and present us "Lessons Learnt on Procurement on Bank-financed Contracts in Europe and Central Asia Client Countries".

Then, we will take a 10 minutes coffee break. After the break, **Mr. Omar Tiwana**, Principal Procurement Specialist of the Asian Development Bank, from Manila in Philippines, will explain us "Business Opportunities in Asian Development Bank Lending".

Finally, **Mr. Sami Faruqi**, Operation Policy and Project Procurement Division Manager of the Islamic Development Bank from Jeddah in Saudi Arabia will tell us "Business Opportunities in Islamic Development Bank Lending".

I wish you an excellent seminar, thank you very much for your attention.