



15.10.2020 YILME/OZE

TURKEY – SWITZERLAND EPC (ENGINEERING, PROCUREMENT CONSTRUCTION) SUMMIT(S)

INTRODUCTION

As of November 13th, 2019, the Federal Council of Switzerland has decided to increase and further promote Swiss companies' involvement in international infrastructure projects. This undertaking aims to focus on improved coordination and collaboration between the Engineering, Procurement and Construction (EPC) industry and the relevant offices of the federal administration. As of 13 November 2019, a central office has been made available at the State Secretariat for Economic Affairs (SECO) to better coordinate these efforts.

The Swiss Business Hub Turkey, with the support of the Consulate General of Istanbul and the Swiss Embassy in Turkey, will be organizing - in close cooperation with its partners Credit Suisse, the Turkish Contractor Association (TCA) and the Swiss Export Risk Insurance (SERV) - EPC Workshops in Turkey as well as in Switzerland.

The common goal is that Turkish contractors with global footprint will meet with Swiss technology and Swiss financing in order to create smart solutions regarding projects in the EPC industries. Furthermore, the aim of these three alternate workshops is to facilitate a detailed discussion, gain awareness and the future establishment of a combined EPC Platform between relevant Turkish and Swiss industry stakeholders. Turkish contractors are not only active in Turkey but they also play a very crucial global role in the EPC world. Turkey's large global market share in the construction industry combined with Swiss innovations pertaining to engineering, procurement and construction will lead to a long-term strategic partnership between our two States' public and private sectors.

In Switzerland, the competencies and knowledge regarding major foreign infrastructure projects are distributed among various state and private sector parties. The Federal Council has therefore decided to set up a working group involving the business community. The Federal Administration, the export promoter Switzerland Global Enterprise (S-GE) and the Export Risk Insurance (SERV) have been assigned as the key actors throughout this endeavor.

Categorized by many as perhaps the most efficient and punctual international infrastructure system, Swiss companies place an increasingly large focus on the future demands of the EPC economy and community. For years, Switzerland has invested a vast amount of capital in projects pertaining to public infrastructure. The goal of the Swiss Business Hub Turkey in Istanbul is to connect and link innovative Swiss industry know-how with the vast network with the Turkish Engineering, Procurement and Construction industry. Such a partnership will enable both states and their respective industries to do business and export/investment in the African countries, Middle Eastern countries as well as Turkey's neighboring markets (i.e. Azerbaijan, Georgia, Kazakhstan etc.),

Companies in Switzerland work closely with research institutes to develop new materials for their products. This means that there is a potential for international companies within the construction and



infrastructure sector to collaborate with global leaders to improve their own offering. International companies can also participate in on-going R&D projects at Swiss research institutes, test and develop building techniques as well as environmental and sustainable ways of building.

CURRENT STATUS

It was envisaged to organize three EPC workshops, 2 workshops in Turkey (1x Istanbul & 1x Ankara) and 1 workshop in Switzerland (Zurich). Target audience should be Turkish EPC Contractors and Sub-Contractors and Swiss EPC Sub-Contractors and Suppliers.

Following time schedule has been suggested:

1. **Workshop Ankara, 5th November 2020**
2. Workshop Zurich 12/2020 **TBD/TBC**
3. Workshop Istanbul 01/2021 **TBD/TBC**

But due to the persisting COVID-19 circumstances, it has been decided, to organize the 1st workshop as "Online-Workshop". The Turkish Contractor Association suggested the 1st week of November (in consequence of internal presidential elections). But the exact date has not yet been confirmed. According to TCA invitations should be sent approx. 2-3 weeks prior the online event, reminder will be sent a few days before.

Following program procedure has been considered:

14.00 – 14.15

Opening remarks, by:

- Mehmet Yildirimli, Head of Swiss Business Hub Turkey
- HE Dominique Paravicini, Ambassador of Switzerland to Ankara
- Burak Talu, Vice President, Turkish Contractors Association

14.15 – 15.35

Presentations, by:

- Suhail el Obeid, Senior Consultant Africa, Middle East, Iran & Turkey, S-GE
- Adrian Vogel, Head of Industry Sectors, Member of the Executive Board, Swissmem
- Carsten Böhler, Head of Acquisition and Representation, SERV
- Gabriele Gorrera, Head of Export Finance Swiss Business, Credit Suisse
- Hasan Yalcin, General Secretary of TCA

15.35 – 15.45

Case Study – Ankara–Nigde – BOT Project - EPC Experience Report

- by Murat Dedeoglu, Group CEO ERG INTERNATIONAL UK Ltd.



15.45 – 16.10

Q & A

- moderated by Mehmet Yildirimli, Head of Swiss Business Hub Turkey

16.10 – 16:15

Closing Remarks

- by Mehmet Yildirimli, Head of Swiss Business Hub Turkey

16.15

End of Summit

CVs

DOMINIQUE PARAVICINI



Mr Paravicini is the Swiss Ambassador to the Republic of Turkey since August 2017.

Before he was Deputy Director of the Directorate for European Affairs of the Federal Department of Foreign Affairs (FDFA) from 2012 to 2017, where he was in particular responsible for the economic and sectoral matters of Swiss relations with the EU.

In 2010/2011, he headed the Humanitarian Policy and Migration Section in the Human Security Division (Peacebuilding, Human Rights, Humanitarian Policy and Migration) of the Directorate of Political Affairs of the FDFA.

From 2007 to 2010, Mr Paravicini was head of the economic affairs at the Swiss embassy in Rome, responsible for bilateral relations in the areas of the economy, trade, finance, tax, EU related matters, the environment, and transport.

From 2003 to 2007, he was member of the Swiss OECD-Delegation in Paris, where he was responsible for fiscal, energy and budgetary matters and was appointed Counsellor in 2007.

Mr Paravicini joined the FDFA's diplomatic service in 1998. After his diplomatic training in Bern, he was employed at the Swiss mission to the WTO in Geneva in 1999 and then in the WTO division of the State Secretariat for Economic Affairs in the Federal Department of Economic Affairs from 2000 to 2003.

From 1993 to 1998 Mr Paravicini was an ICRC-delegate, working in field operations in Sri Lanka, Mexico, Haiti, South Sudan and Rwanda and at the ICRC's headquarters in Geneva.

Mr Paravicini graduated from the University of St Gallen with a degree in Political Science (lic. rer. publ. HSG) in 1992.

Mr Paravicini was born in Bern (1967) and grew up in the South of Spain. He is married and has two children.

MEHMET YILDIRIMLI



Mehmet Yildirimli is the Head of Swiss Business Hub Turkey (S-GE Antenna) at the Swiss Consulate in Istanbul/Turkey. He is connecting players (SMEs, people, startups...) between Switzerland and Turkey.

Previously Mehmet spent several years in the private sector (packaging/coatings/consulting) and 3 years at swissnex China, Switzerland's outpost for science, technology and innovation in China with offices and representatives in Shanghai, Beijing and Guangzhou.

With MBA from SDA Bocconi Milan and EM Lyon as well as a Master in Art & Design from the Art Academy in Basel, Mehmet developed a big interest for economics, innovation, science and art&design.

He creates ideas into projects and is an expert at matching people/entities. Mehmet is a quick thinking and energetic person who is well connected in the business, art/design, academia and governmental/diplomatic environment (Switzerland-China; Switzerland-Turkey).

Mehmet has two nationalities Swiss & Turkish and communicates in 7 languages.

SUHAIL EL OBEID



Professional Experience

07/2012 – today

Senior Consultant Africa, Middle East, Turkey, Iran
Switzerland Global Enterprise
www.switzerland-ge.com

05/2009 - 06/2012

Head of Sales Scandinavia & Benelux
Swiss Caps AG / Aenova Holding GmbH
www.aenova.com

04/2007 - 04/2009

Vice President International Sales
Biotta AG
www.biotta.ch

05/1999 - 03/2007

Sales Manager Africa, Middle East, Turkey, Iran
Döhler GmbH
www.doehler.com

Education

10/1993 - 10/1998

**Justus-Liebig-Universität Giessen,
Philipps-Universität Marburg**

Business Administration, Psychology
**Master of Science in Business Administration &
Psychology**

ADRIAN VOGEL



2016 – 2019 **Head of Industry Sectors, Member of the Executive, Swissmem**
Zürich Area, Switzerland

Monitoring following Specialist Groups:
- Swiss ASD (Aviation, Security, Defence)
- Assembly and Factory Automation
- Swiss Airport Suppliers
- Process Engineering Equipment

2015 - **Interim-Management, Own Company**
Luzern, Switzerland

- Consulting at several succession plans
- Interim management within the full value chain
- Projekt management for industrial, technology and building project
- Worldwide networking

2013 – 2015 **CEO, AMT AG**
Döttingen, Switzerland

20212 **Several mandates, Own Company**
Luzern, Switzerland

2009 – 2011 **General Manager Products, RUAG Aviation**
Stans/Emmen, Switzerland

1999 – 2009 **RUAG Aerospace**
Stans/Emmen, Switzerland

CARSTEN BÖHLER



On 1 June 2019, Carsten Böhler assumed his role as the new Head of Acquisition and Representation at SERV. He will lead new customer acquisition in future, and will be responsible for increasing SERV's international profile. His aim will be to identify projects in the buyer's market in which Swiss exporters – in particular SMEs – could participate with funding from SERV. Carsten has more than 12 years' experience in the field of export and commodity trade finance, gained in various roles at Credit Suisse. He also possesses a strong technical background thanks to his role as a quality consultant at Lafarge Holcim and his studies in natural sciences at ETH Zurich. He is holding a PhD from ETH Zurich in Chemistry and a Master of Science of University of Zurich

GABRIELA GORRERA



- 01/2015 – **Key Account Manager Export Finance, Credit Suisse**
Zürich, Switzerland
- 07/2011 – 12/2014 **Head Corporate & Institutional Clients Luxembourg, Credit Suisse**
(Luxembourg) S.A.
- 09/2010 – 06/2011 **Project Manager Corporate Banking Initiative, Credit Suisse**
Zürich, Switzerland
- 07/2008 – 08/2010 **Senior Client Advisor Export Finance, Credit Suisse**
Zürich, Switzerland
- 06/1991 – 06/2008 **Corporate & Investment Banking - Multinationals, Export Finance,**
Société Générale
Frankfurt am Main, Deutschland

HASAN YALCIN



EXPERIENCE

Jan. 2019 – Present	Secretary General, Turkish Contractors Association Ankara, Turkey
Mar. 2014 – Dec. 2018	Deputy Director General, Ministry of Trade, Turkey Ankara, Turkey
Oct. 2009 – Feb. 2014	Chief Counsellor, Turkish Permanent Mission to the WTO Geneva, Switzerland
2004-2009	Undersecretariat of the Prime Ministry for Foreign Trade, Ankara, Turkey
Nov. 2004 - Sep. 2009	Deputy Director General
Oct. 2003 – Oct. 2004	Head Of Department
Sep. 2000 – Aug 2003	Commercial Counsellor Turkish Embassy in Moscow Moscow, Russian Federation

EDUCATION:

Thunderbird School of Global Management
MIM/MBA International Trade
1995 – 1996, Arizona USA

Middle East Technical University,
B.Sc. Business Administration
1983 – 1987, Ankara TURKEY

CIGDEM CINAR



11/2006 – **Deputy Secretary General at Turkish Contractors Association**
Ankara, Turkey

09/2004 – 11/2016 **Group Coordinator, Turkish Eurasian Business Councils, DEIK -**
Foreign Economic Relations Board
Istanbul, Turkey

(i) developing economic cooperation with various regions within the Eurasian countries without limiting them to a few particular regions, (ii) organising meetings and visits in order to maintain and develop relations with the business circles in Eurasian countries, (iii) contributing to the development of the countries of the region by providing them with Turkey's expertise in small and medium scaled enterprises and organised industrial zones, (iv) carrying the growing investment potential of Turkey's private sector to this region, (v) establishing the basis for cooperation with companies from third countries, (vi) introducing the opportunities offered by international finance institutions and regional funds to interested companies.

01/1985 – 09/2004 **Head of Department, DG Agreements ; Commercial Counsellor in Budapest, the Hague**, Undersecretariat Of Foreign Trade, Prime Ministry Of The Republic Of Turkey
Ankara, Turkey

in charge of Turkey's economic relations with Central Europe, former Soviet Union and Balkan countries on a strategic level. - took part in the process of preparing, negotiating and finalising various kinds of inter-governmental agreements, protocols and memoranda on behalf of the Turkish government. -played a key role in several large scaled purchasing agreements, especially those related to Turkey's energy



purchases from Russia and Bulgaria. -co-operated and monitored special accounts used for the repayment of industrial facilities established in Turkey by other countries as well as off-set agreements concluded for imports of hydrocarbons. -represented the Turkish government in several international organisations and conferences where trade issues were negotiated between countries such as World Trade Organisation (WTO) and OECD, also took part in international level discussions related to the improvement of East-West trade - key speaker in major conferences, starting with the Conference on Economic Cooperation held Conference for Security and Cooperation in Europe (CSCE) in Bonn in 1990. - had two 3-year stints in Turkey's diplomatic missions in The Hague and Budapest, responsible for promoting Turkey's economic and commercial interests in the respective countries.

1985 – 2004

Head of Department, Undersecretariat of the Prime Ministry for Foreign Trade

Ms. Cigdem Cinar is holding a Bachelor's Degree of Hacettepe University of Ankara.

ANNEX

Heat Map

Switzerland's infrastructure sector: focus and strengths

