

Turkish American Business Conference

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AGENDA

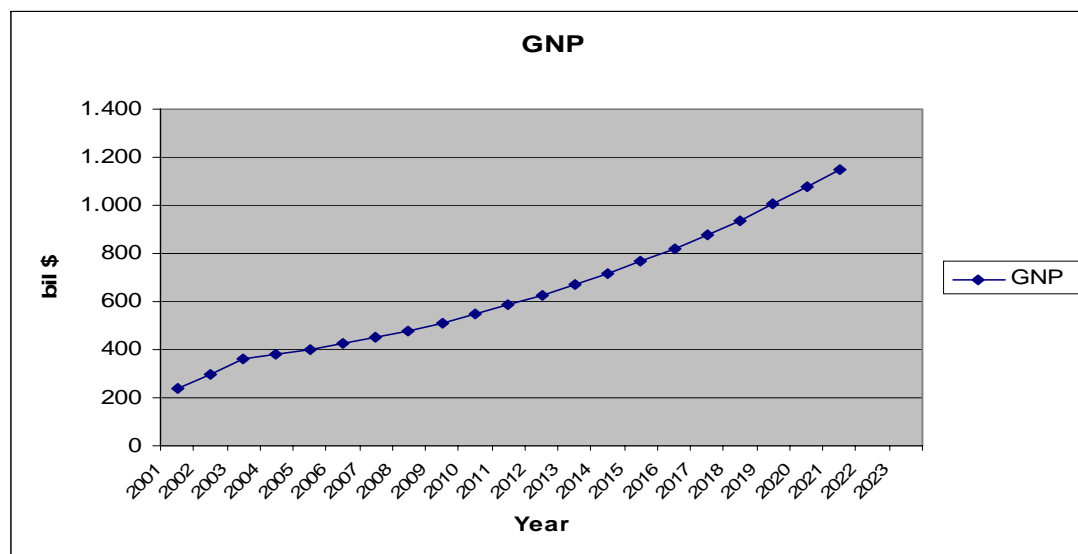
- Some Information About Turkey
 - GNP & GNP Growth
 - Sources of Growth
 - GNP vs R&D
 - R&D Fundings
 - Technoparks
- Inovent

GNP

Year	GNP (bil\$)
2001	146
2002	181
2003	239
2004	299
2005	360

Year (*)	GNP (bil\$)
2006	381
2007	403
2008	426
2009	451
2010	477

Year (**)	GNP (bil\$)
2011	510
2012	546
2013	584
2014	625
2015	669
2016	716
2017	766
2018	820
2019	877
2020	938
2021	1.004
2022	1.074
2023	1.149



*Between 2006 – 2010, GNP will increase by 5,9 %

**Between 2010 – 2023, GNP will increase by 7 %

Source: State Planning Agency

GROWTH

- Organic Growth of Existing Industries
- Foreign Direct Investment
- New Industries
- New Markets

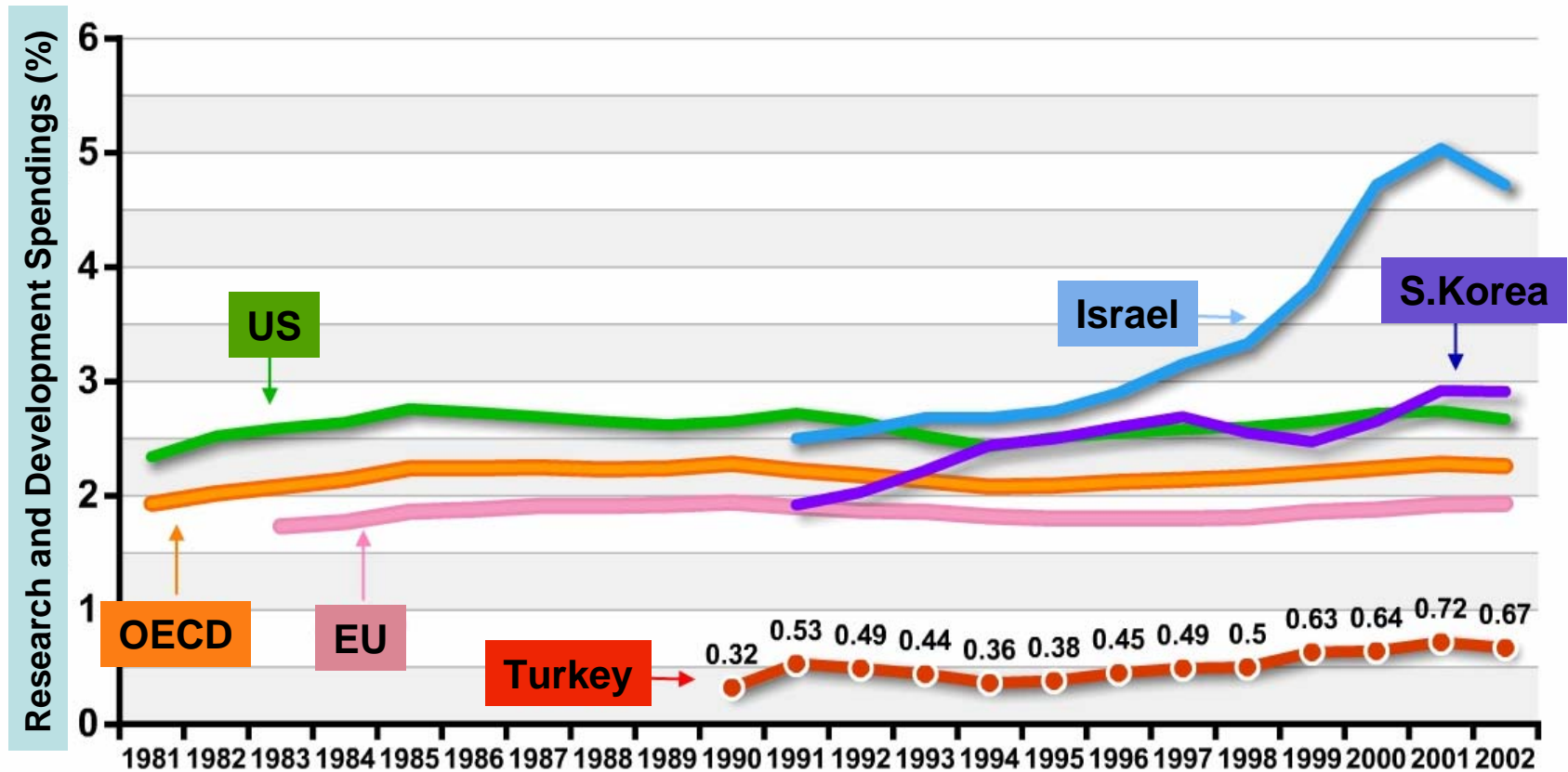
Keywords:

Innovation & Research

GNP vs R&D

Year	GNP (bil\$)	Amount Alocated to R&D (%)	R&D (mil \$)
2000	200	0,64	1.280
2001	146	0,72	1.051
2002	181	0,67	1.212
2003	239	0,67	1.608
2004	299	0,67	2.057
2005	360	0,80	2.624

GNP vs R&D



GNP vs R&D

Year	GNP (bil\$)	Amount Alocated to R&D (%)	R&D (mil \$)
2006	381	1,00	3.810
2007	403	1,25	5.043
2008	426	1,50	6.400
2009	451	1,75	7.894
2010	477	2,00	9.550

*Between 2006 – 2010, GNP will increase by 5,9 %

RESEARCH FUNDINGS

Local Fundings:

- Scientific and Technological Research Council of Turkey
- Turkey Technology Development Foundation
- State Planning Organisation
- Small and Medium Industry Development Organisation
- Treasury

EU Fundings:

Framework Programs (FP6 and FP7)

-FP7 budget: 30 billion EURO

Technoparks

- 20+ Technoparks in Turkey
- Exemption from Corporate and Income Taxes
- Stoppage Exemption
- Value Added Tax (VAT) Exemption

Legislation

Government's challenge of China, EU expansion process (new entrants and TR – EU integration negotiations) and the desire to be a “Worldclass Player”

- Economy's resilience to shocks improved and vulnerability reduced
- The Investment Environment Coordination Council (IIECC) is formed
- FDI law is enacted
- Liberalisation and privatizations activities increased
- State interference with the economy decreased
- Intellectual property rights management law is enacted
- Taxes and incentives reshaped
- Company establishment and registration process simplified (from 19 steps (2,5 months) to 3 steps (1 day))

Some Other Information About Turkey

- Strategically located with a skilled, educated, flexible, young workforce and friendly climate
Turkey is leapfrogging into the information age
- Having a young population (27,5 median age) compared to EU (40,5 median age) and US (36,5 median age), proves Turkey's potential of turning this into an economical advantage
- Foreign Trade is favorable (almost ultimate goal)
- Globalisation has become a reality accepted
- Entrepreneurship in Turkey is quite high
 - High unemployment rate
 - Hard to find a good job
 - Culture
- Financial base
 - Not as in a developed VC/Angel Capital environment
 - But mainly through family/friends financing
- Technology Approach
 - There are lots of amazing innovations
 - High adaptation rate to new technology
 - High technology usage
 - Lack of technology generating culture
 - Importing technology

INOVENT

•A wholly Sabanci University owned for-profit Venture Company, specialized in:

- Management,
- Commercialization,
- Consultancy,
- Business Development,
- Marketing

of IPs, business ideas and technologies developed in Universities, Research Centers and Industry founded in January 2006.

UNIVERSITIES R&D INST. INDUSTRY

NETWORKS CONNECTIONS TECH. EVENTS TECHNOPARKS

INOVENT QUICK ASSESMENT

FIRST TIER NETWORK

TECHNOLOGY ABSTRACT

BUSINESS MODEL

SECOND TIER NETWORK

THIRD TIER NETWORK

SUCCESSFUL OUTCOME

LEGAL FRAMEWORK

LEGAL FRAMEWORK

START-UP

LICENSING

M&A

PRODUCT

- Initial evaluation
- 1 day
- Scoring model
- Que or secondary market
- Inovent, SU, Diaspora
- 1 - 2 weeks
- Market Analysis
- Prospect list, validation, meetings
- One page Technology Abstract
- T1, Inovent, Inventor
- Model decision (licensing, start-up)
- T1, Inovent, Inventor, Advisory Board
- 1 - 2 weeks
- Que or secondary market
- Technology entr, successful business ppl
- Evaluate, fine-tune, optimize, advise BP
- Initial response within 2 weeks
- Introduce the BP to Third Tier
- VCs, VC affiliates, C-level customers
- Successful license sales,
- Profitable Company,
- IPO

DISCLOSURE SOURCES:

- SABANCI DISCLOSURE
- ITU DISCLOSURE
- SABANCI DISCLOSURE
- TUBITAK MAM DISCLOSURE
- KOC DISCLOSURE
- PROFESSIONAL'S
- SME
- ARÇELİK DISCLOSURE
- GYTE DISCLOSURE
- METU DISCLOSURE
- BOSPHORUS DISCLOSURE
- SMEs
- INVENTORs

FINANCIAL SUCCESS:

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INOVENT

- Scan Turkey for technologies and business ideas
- Evaluate, package and present
- Link with interested parties
 - Technology licensing
 - Merger, Acquisition, Private Equity
 - Start-ups



inovent
innovative ventures

**Turkey's intellectual property management and
innovation commercialization HUB**

THANK YOU

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