

## Summary

With its developing economy, Turkey is becoming one of the major centers of world economy. Global enterprises prioritize Turkey in their investment decisions and gain advantages thanks to elements such as Turkey's geographical location, natural resources, and trained labor force.

Trained labor force; land-sea-air transport with multiple alternatives; proximity to metropoles and many such advantages underline Balıkesir in hosting sustainable investments. This work aims to promote current investment environment in order to enable Balıkesir to take a bigger role in Turkey, which is becoming a center of attraction with new investments.

This Guide promotes the investment environment in industry sector in Balıkesir and examines prominent sub-sectors for potential investments. All data regarding investment environment has been compiled by focusing on needs and demands of the private sector. Furthermore, the study has listed the technical and fiscal advantages of investors in industry should they choose to invest in Balıkesir.

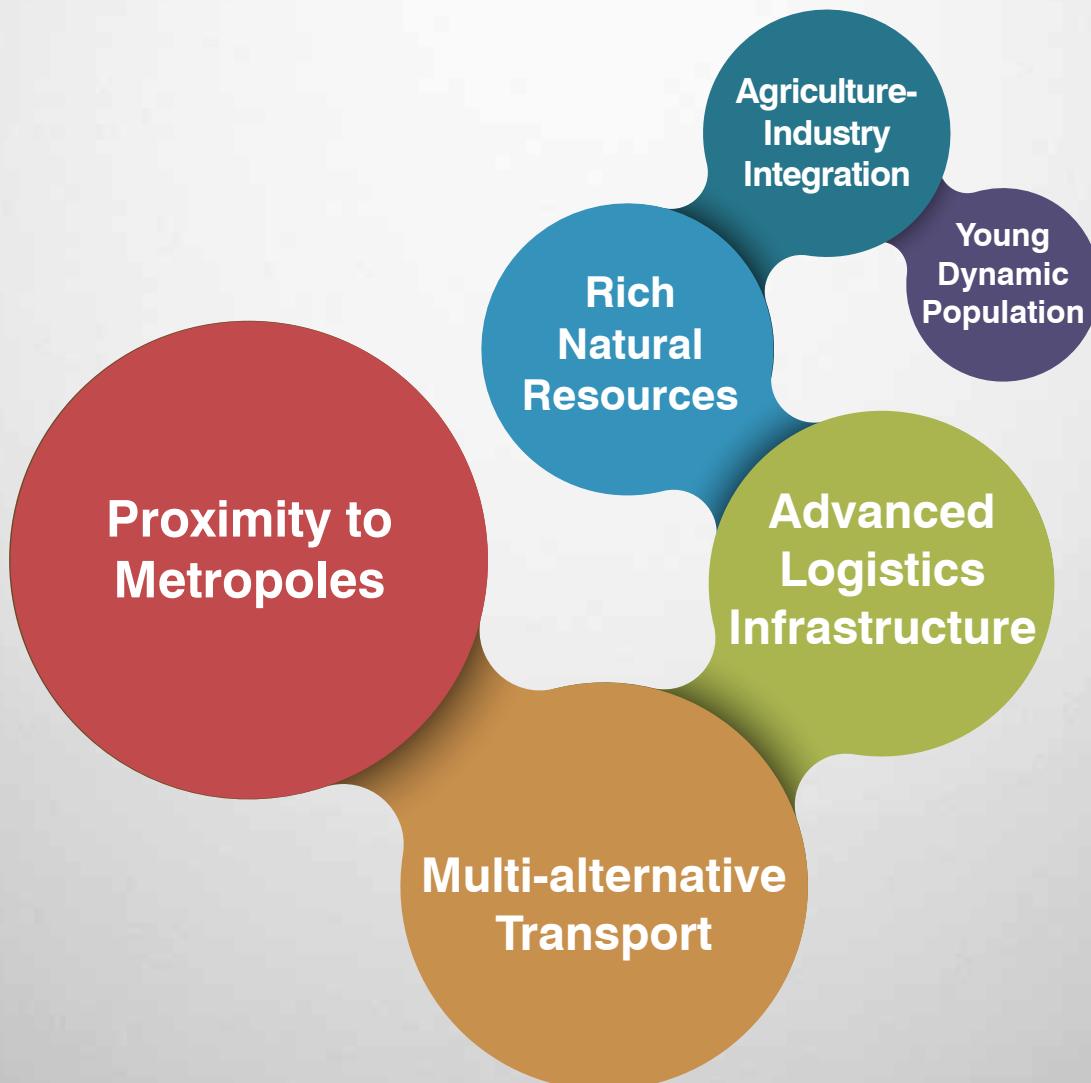
Apart from this guide to promote the investment environment of Industry sector, investment guides are provided also for other sectors such as Tourism, Agriculture, Industry, Energy, and Mining sectors. As a solution partner, Investment Support Office provides all kinds of support services an investor might need for any kind of investment to be made in Balıkesir.

While we hope that this Guide proves useful to you; we would like to inform you that you can always benefit from the extensive support services our Investment Support Office gladly provides in order to help you realize your investments.



## Industry Grows Stronger Each Day in Balıkesir

Balıkesir is becoming the new address of investments thanks to its developing transportation infrastructure as a result of a favorable position as a logistics hub, young and qualified workforce and its proximity to metropoles such as İstanbul, İzmir and Bursa. Presence of lands suitable for investments, regional incentives and supports which create significant advantages to enterprises, low cost of lands and inter-agency coordination makes Balıkesir even more attractive



## Infrastructure Suitable for Industrial Investments

Balıkesir attracts the attention of investors not only with its developing land-air and sea transport but also with its location on frequently used transportation networks and its proximity to large industrial centers.

Balıkesir is also prominent with its innovative activities in industry sector.

Province hosts qualified labor required for all industry investments.

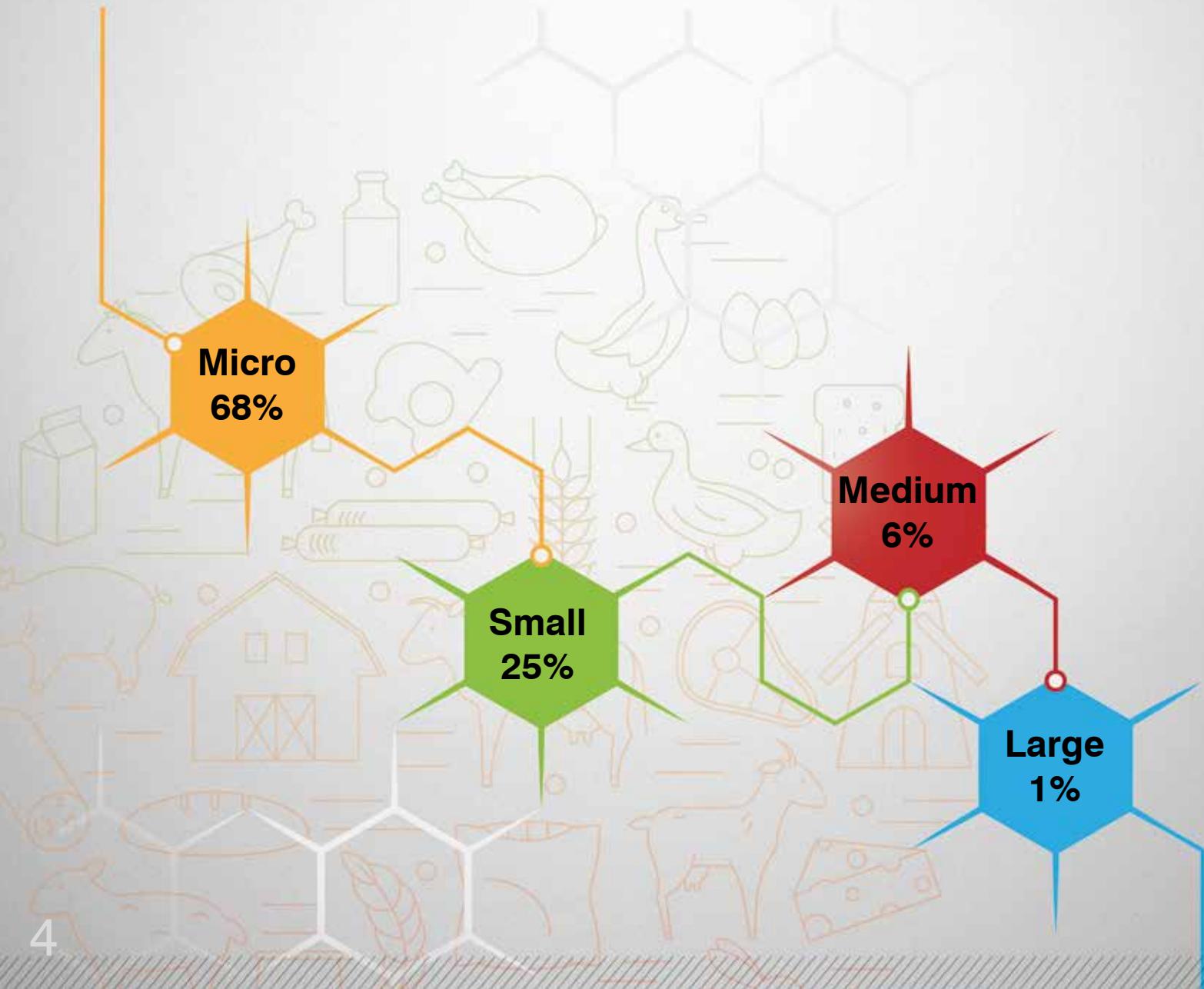
The province has 6 organized industrial zones and 24 industrial areas. Coordination between organized industrial zones creates a strong profile for investment environment.





## Industrial Investment at Every Scale

Of the industrial enterprises in Balıkesir 68% is microscale, 25% small scale, 6% medium scale and 1% is large scale.



# Industrial Production From A to Z

Balıkesir is among the prominent provinces with respect to diversity in industrial production. Industrial enterprises in Balıkesir manufacture high quality goods with high standards.

## Balıkesir Develops with Industrial Investment

NO	MANUFACTURING SECTORS (including mining and quarrying)	% Nr. of Business	NACE CODES
1	Food products	31	10
2	Wood and of products of wood and cork, except furniture	9	16
3	Fabricated metal products, except machinery and equipment	8	25
4	Other non-metallic mineral products	8	23
5	Furniture	7	31
6	Machinery and equipment n.e.c.	6	28
7	Other mining and quarrying	6	08
8	Rubber and plastic products	5	22
9	Chemicals and chemical products	3	20
10	Textiles	2	13
11	Electrical equipment	2	27
12	Electricity, gas, steam and air conditioning supply	2	35
13	Basic metals	2	24
14	Printing and reproduction of recorded media	1	18
15	Leather and related products	1	15
16	Wearing apparel	1	14
17	Waste collection, treatment and disposal activities; materials recovery	1	38
18	Motor vehicles, trailers and semi-trailers	1	29
19	Other	4	



## Prominent Industrial Branches in Balıkesir

Balıkesir hosts over 2,300 enterprises operating in a wide variety of industrial branches. Main branches of production are food products, feed production, mining, forestry products and trees, chemicals and plastic, metal products, machinery and equipment, electrical, electronic motor vehicle parts production.

Balıkesir can be divided into three axles; Bandırma and vicinity in the north, Altıeylül-Karesi and surrounding counties in the center and Bay counties in the west. Bandırma and vicinity is leader in meat processing, poultry farming, oil, milled wheat, feedstuff, leather, chemicals and marble processing sectors. Altıeylül-Karesi and surrounding counties lead in dairy products, textile, woodworks and furniture, metal products, electric appliances, agriculture and forestry machinery and motor vehicle parts. Bay counties are prominent in olive and olive oil sector. Fruit and vegetable processing is advanced throughout Balıkesir.



## Industrial Enterprises Producing Consumer Goods

Industrial enterprises producing consumer goods in Balıkesir operate especially in food, textile, leather products, manufacture of furniture and packaging sub-sectors.

INDUSTRIES PRODUCING CONSUMER GOODS	2018	
	Employment (Persons)	Number of Businesses
Food Products	18,297	719
Furniture	2,153	163
Textile	1,297	45
Clothing and Fur Products	508	28
Leather and Leather Products	491	29
Beverage	101	7
<b>TOTAL</b>	<b>22,847</b>	<b>991</b>



Food  
Furniture

Textile  
Leather





## Enterprises Producing Intermediary Goods

Many enterprises, preliminary producing ceramic, clay, stone and cement equipments, tree and mushroom products, are operating in a large variety of industry.

Of the intermediary goods producers those producing tree and mushroom products are prominent in the region. Major companies from Turkey and abroad have preferred Balikesir and have had major contributions to the development of sub industries.

INTERMEDIARY GOODS PRODUCERS	2018	
	Employment (Persons)	Number of Businesses
Other Non-Metallic Mineral Products	3,241	177
Chemicals	3,237	57
Wood and Of Products of Wood	1,704	199
Rubber and Plastic Products	942	122
Basic Metals	763	37
Paper and Paper Products	337	7
Printing and Reproduction of Recorded Media	193	34
Basic Pharmaceutical Products	135	3
<b>TOTAL</b>	<b>10,552</b>	<b>636</b>



## Enterprises Producing Investment Goods

The province has a significant metal appliance production industry. Machinery, agricultural machinery and electric machines producers as well as shipbuilders are operating within the borders of Balıkesir.

INVESTMENT GOODS PRODUCERS	2018	
	Employment (Persons)	Number of Businesses
Fabricated Metal Products	3,367	182
Electrical Equipment	2,355	42
Motor Vehicles, Trailers and Semi-trailers	2,028	21
Agricultural and Forestry Machinery	1,547	77
Other Transport Equipment	153	16
Computer, Electronic and Optical Products	50	6
Other	156	10
<b>TOTAL</b>	<b>9,656</b>	<b>354</b>





## Leader in Agriculture Based Industry

Balıkesir, with its advanced agricultural production has been the first choice for leading food businesses of Turkey.

Many agricultural products needed by agriculture based industry are raised in the large fertile lands of Balıkesir. This creates an important advantage in food industry investments in Balıkesir.

While Bandırma and Susurluk are prominent in white and red meat processing; dairy processing facilities are concentrated around Gönen, Susurluk and Altıeylül. In the province, there are 82 companies in dairy and 36 companies in meat processing business.

Agriculture based economy dominant in the province has been influential in spread of flour and feed factories which process wheat and feed produced in the province, respectively.

Olive products and olive oil obtained from the olives grown in Ayvalık, Gömeç, Burhaniye, Havran and Edremit, also known as Bay Area reaches global markets. Geographical indication Ayvalık olive oil is prominent with its taste and chemical properties. Plants which process fruits and vegetables grown heavily in the province are operative mainly in Susurluk.

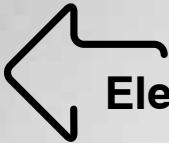


## Preference of World Brands in Forestry Products Manufacture

Another developed industry in the province is forestry products processing and the raw materials manufacturing required by this industry.

Wooden panels used in furniture and wooden products manufacture produced in gigantic facilities in Balıkesir and are exported to over 100 countries along with the domestic market. This advantage of Balıkesir has contributed to the development of the industry in the region.





## Electrical Appliances

### Large Scale Facilities Producing Transformers

Electrical appliances industry has a medium to high technology level production structure. Electrical Appliances create high added value.

The industry produces products that generate, distribute or use electric power such as, electric motors, generators, transformers, electric and electronic wires, lighting, household appliances.

Balıkesir houses some of the leading electric machinery production of Turkey. The industry employs about 2,350 persons; furthermore a large number of businesses produce intermediary goods for this sector. These investments make Balıkesir a brand in industry sector and create a suitable environment for other investments. Electrical appliances industry in Altıeylül is dense.



## Machinery and Equipment Production for Various Sectors

Balıkesir has companies operating in agricultural machinery, food production machinery, renewable energy machinery and marble machinery production in industry sector.

Especially agricultural tools and machinery production is developed in the province. Agricultural machinery produced in Balıkesir is marketed at home and abroad. These enterprises are dense in especially Karesi, Altıeylül and Bandırma counties.

Balıkesir has businesses which produce turbines, generators and blades used in renewable energy production. Additionally these businesses benefit from region 5 incentives for their investments in the province.

Marble processing machinery is especially common in Karesi and Altıeylül, the central counties.

### BALIKESİR IS DEVELOPING IN MACHINERY PRODUCTION





## Balıkesir: Home Of Marble

One of the most important manufacturing items of Balıkesir is marble. The marble quarried in the region is processed in Balıkesir and sold to domestic and global markets.

Marble is (Mermer in Turkish) named after the Marmara Island of Balıkesir Province. Located northwest of Erdek county and covered completely with white-gray Marble Rocks, the Island was named Marmor Island in antiquity. Word Marmor underwent a change in pronunciation and became Mermer (Marble) today.

In Balıkesir; Marmara, Manyas, Bigadiç and Ayvalık counties house intense marble business.

**There are three different marbles obtained;**

- ▶ Marmara White
- ▶ Bigadiç Dove Feather
- ▶ Manyas White

Marmara

Manyas

Bigadiç

Ayvalık



## Chemical Industry

Chemical Industry develops with technical staff and modern technology, creating high added value. The sector includes production of dye from fertilizer, synthetic rubber, plastic, detergent, paper and various acids medicine from synthetic fats.

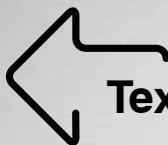
Bandırma Port and low land costs make Balıkesir a center of attraction in the sector.

Chemical industry is especially developed around Bandırma county. The largest and the most important fertilizer and boric acid facility of Turkey operates in Bandırma and Erdek. Products of chemical sector in the province create a major export item.

Rich borax reserves in the province provides a major raw material for the chemical industry and helps development of aerospace vehicles, nuclear applications, military vehicles, fuels, electronic and communications industry, agriculture, glass industry, chemical and detergent sector, ceramic and polymeric materials, nanotechnologies, automotive and energy sectors and metallurgy productions.

Balıkesir produces borax decahydrate, borax pentahydrate, boric acid, borax oxide, etidot-67, sodium perborate tetrahydrate, sodium perborate monohydrate, sulfuric acid and calcined pyrite.





## Textile, Clothing and Leather Products

Balıkesir is one of the provinces with high production density in clothing and leather products. Developed leather products in the province have led to establishment of leather specialized industrial zone and the production in the zone has led to clustering effect. Balıkesir leather industry production is located in Gönen county.

Proximity to provinces like İstanbul, İzmir and Bursa has also contributed to the development of textile industry. Sector is especially concentrated around Altıeylül and its vicinity. Leather and textile products produced in the province are exported to various countries.



## Developing Ceramic Industry

Rich borax and kaolin reserves of Balıkesir have influenced the development of ceramic industry in the province.

The raw material for ceramic industry is obtained mainly from Susurluk, Bigadiç and Sındırgı counties.

There are several companies operating in production of ceramics and derivative intermediary products in Balıkesir.





## Balıkesir Grows with Its Organized Industrial Zones

There are 6 Organized Industrial Zones actively operating in 4 different locations suitable for industrial investments.

**1,150 Hectares of Land      447 Blocks**

Organized Industrial Zones have complete and unlimited access to infrastructure such as sewer, refining, natural gas, water, power, telephone and internet systems. Organized industrial zones in Balıkesir are managed by professional staff and modern management approaches with sensitivities of private sector in mind.

- ✓ **Balıkesir Organized Industrial Zone**   ✓ **Balıkesir 2nd Organized Industrial Zone**
- ✓ **Bandırma Organized Industrial Zone**   ✓ **Dursunbey Organized Industrial Zone**
- ✓ **Gönen Leather Specialized and General Organized Industrial Zone**
- ✓ **Burhaniye Olive and Olive Product Processing Specialized and General Organized Industrial Zone**

All OIZs are under the status of general OIZ.



# Balıkesir Grows with Its Organized Industrial Zones



Investment for organized industrial zones in the province is continuing, in addition to 6 OIZs, works on Ayvalık Food and Food Business Specialized Organized Industrial Zone and Bandırma Metal Specialized Organized Industrial Zone are continuing.

Furthermore, expansion works continue in Bandırma Organized Industrial Zone and Balıkesir Organized Industrial Zone to create advantages to investors investigating in these zones.



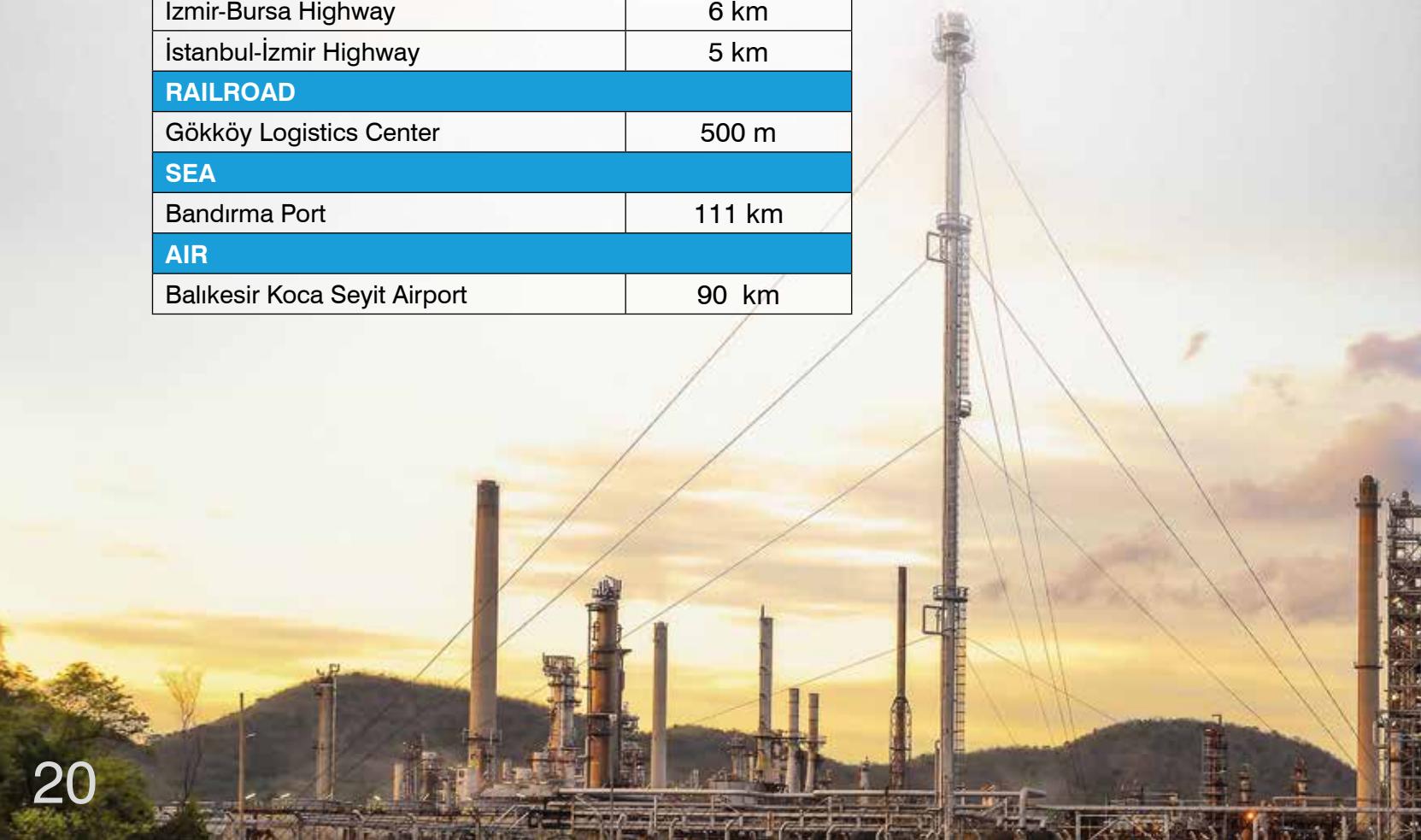


## Balıkesir Organized Industrial Zone

Established over 560 hectares of land, Balıkesir OIZ is the first and largest OIZ of Balıkesir. The zone houses businesses producing machinery and equipment, food, textile and textile products, chemicals, plastic and leather industries.

Industrial products loaded from Gökköy Logistics Center only 500 m from the industrial zone can easily access world markets through Bandırma Port.

ROAD	DISTANCE
İzmir-Bursa Highway	6 km
İstanbul-İzmir Highway	5 km
RAILROAD	
Gökköy Logistics Center	500 m
SEA	
Bandırma Port	111 km
AIR	
Balıkesir Koca Seyit Airport	90 km



## Balıkesir Organized Industrial Zone

Balıkesir Organized Industrial Zone has all infrastructure services such as power, water, natural gas, roads, purification plants. Apart from professional security services, public security units (gendarmerie) is also located within Balıkesir OIZ. Balıkesir OIZ prepares projects to produce its own power with a 15 MW wind turbine. Furthermore, OIZ also houses a truck parking lot to prevent disorganized traffic congestion arising from the logistics operations of the factories in the OIZ. The Zone has a 350-person fully equipped conference hall suitable for all types of organizations, open to all businesses in the Zone.

Founded over 20,000 m<sup>2</sup> area Balıkesir Organized Industrial Vocational and Technical High School graduates over 200 students each year in various branches.

Expansion works for Balıkesir Organized Industrial Zone rapidly continues and in near future a customs office will be operational inside the OIZ.





## Balıkesir 2nd Organized Industrial Zone

Established over 134 hectares of land, the Zone has all infrastructure construction works completed. Water network, fire and rain water infrastructure, power and telecommunication network constructions are fully completed.

OIZ has many logistics opportunities from roads to railroads, sea and air transport. Furthermore, being adjacent to the Balıkesir OIZ creates advantages for intermediary, finished goods supply processes between businesses.

Balıkesir 2nd OIZ is also in a strategic location with regards to logistics opportunities. Only 800 meters to Gökköy Logistics Center, Zone connects not only to Anatolia but also to Europe via Bandırma Port.

Furthermore, it is only 5 km away from the turnpikes of İzmir İstanbul Highway which reduces the travel time for İzmir-İstanbul to 3.5 hours.

**134**

Hectares of Land

General Organized  
Industrial Zone



ROAD	DISTANCE
İzmir-Bursa Highway	10 km
İstanbul-İzmir Highway	5 km
RAILROAD	
Gökköy Logistics Center	800 m
SEA	
Bandırma Port	120 km
AIR	
Balıkesir Koca Seyit Airport	90 km

## Gönen Leather Specialized and General Organized Industrial Zone

Only 30 km to Bandırma port, Gönen OIZ is established over 150 hectares of land. Serving as a Specialized Leather OIZ previously, it has been reverted to general OIZ with board of directors resolution with consideration of high investment demands in the region.

All infrastructure of the OIZ is completed. Businesses in leather, textile, machinery, chemistry, energy industries operate in the Industrial Zone.

ROAD	DISTANCE
İzmir-Bursa Highway	60 km
İstanbul-İzmir Highway	40 km
RAILROAD	
Gökköy Logistics Center	30 km
SEA	
Bandırma Port	30 km

150 HECTARES

CONSTRUCTION WORKS  
COMPLETED

MIXED INDUSTRIAL ZONE



## Bandırma Organized Industrial Zone

Balıkesir is connected to İstanbul, Yalova, Bursa and Kocaeli via sea ways as well, and the role Bandırma played in the process of removing logistics from İstanbul increases the importance of Bandırma Organized Industrial Zone.

Bandırma OIZ is established over 157 hectares of land with fully constructed basic infrastructure and construction works, and it is managed by modern management approaches. Thanks to its close proximity to Bandırma port, it has a potential to become an export base and draws the interest of investors from İstanbul and its vicinity. Bandırma port works around the clock and is a multi-purpose international port.

ROAD	DISTANCE
İzmir-Bursa Highway	60 km
İstanbul-İzmir Highway	40 km
RAILROAD	
Gökköy Logistics Center	30 km
SEA	
Bandırma Port	30 km

**The only OIZ that is managed by only the representatives of private companies in Balıkesir**

## Bandırma Organized Industrial Zone

Bandırma University focuses on applied sciences and provides qualified labor needs of the region while conducting many projects and programs to enhance industry-university coordination. The university graduates about 1,000 engineers and technicians each year, providing qualified labor supply for the industry of the region.

Companies in Bandırma Organized Industrial Zone operate in many diverse areas such as machinery and equipment, food processing and packaging, chemical products, iron & steel, forestry and tree products, etc.

Expansion works for Bandırma OIZ continue and when finished the total area will double.





## Dursunbey Organized Industrial Zone

Established over 102 hectares of land, Dursunbey OIZ has a potential expansion area of 200 hectares if required. Mostly lumber, food and metal industry companies are expected to start business in the OIZ and allocation of industrial lots started in 2017.

The newest, ready to invest organised industry zone of Balikesir, Dursunbey OIZ mostly attracts investors with its convenient prices and direct rail connection with the national railroad infrastructure.

ROAD	DISTANCE
Balikesir-Kütahya Highway	0 km
İstanbul-İzmir Highway	70 km
RAILROAD	
İzmir - Ankara Railroad	1 km
SEA	
Bandırma Port	140 km

CONVENIENT PRICES

READY FOR INVESTMENTS

RAIL CONNECTION

## Burhaniye Olive and Olive Products Processing Specialized and General Organized Industrial Zone

Burhaniye Olive and Olive Products Processing Specialized and General Organized Industrial Zone is established over 45 hectares of land.

Organized Industrial Zone has transportation advantages for investors. Industrial zone is only 1 km away from İzmir-Çanakkale road and 5 km away from Koca Seyit Airport.

OIZ will house businesses manufacturing in olive oil and sub industries while having some other lots ready for other sectors.

► **43 Hectares of Usable Land**

► **Center of Attraction for Businesses Operating in Olive Oil and Sub Industries**





## Balıkesir Industrial Areas

Balıkesir houses a total of 24 industrial areas. Thousands of businesses operate in these industrial areas employing thousands of registered technical employees.

Operating areas of industrial businesses in the industrial areas include assembly, repair and maintenance, intermediary products, automation and partially final products. These businesses supply outsourced requirements of production facilities operating in OIZs.

The most important advantage of highly spread industrial areas is to minimize possible dependencies in supply planning of industrial investments in the region.

Balya

Bigadiç

Burhaniye

Dursunbey

Erdek

Savaştepe

Ayvalık

Manyas

Edremit

Altıeylül

Sındırğı

Bandırma

Karesi

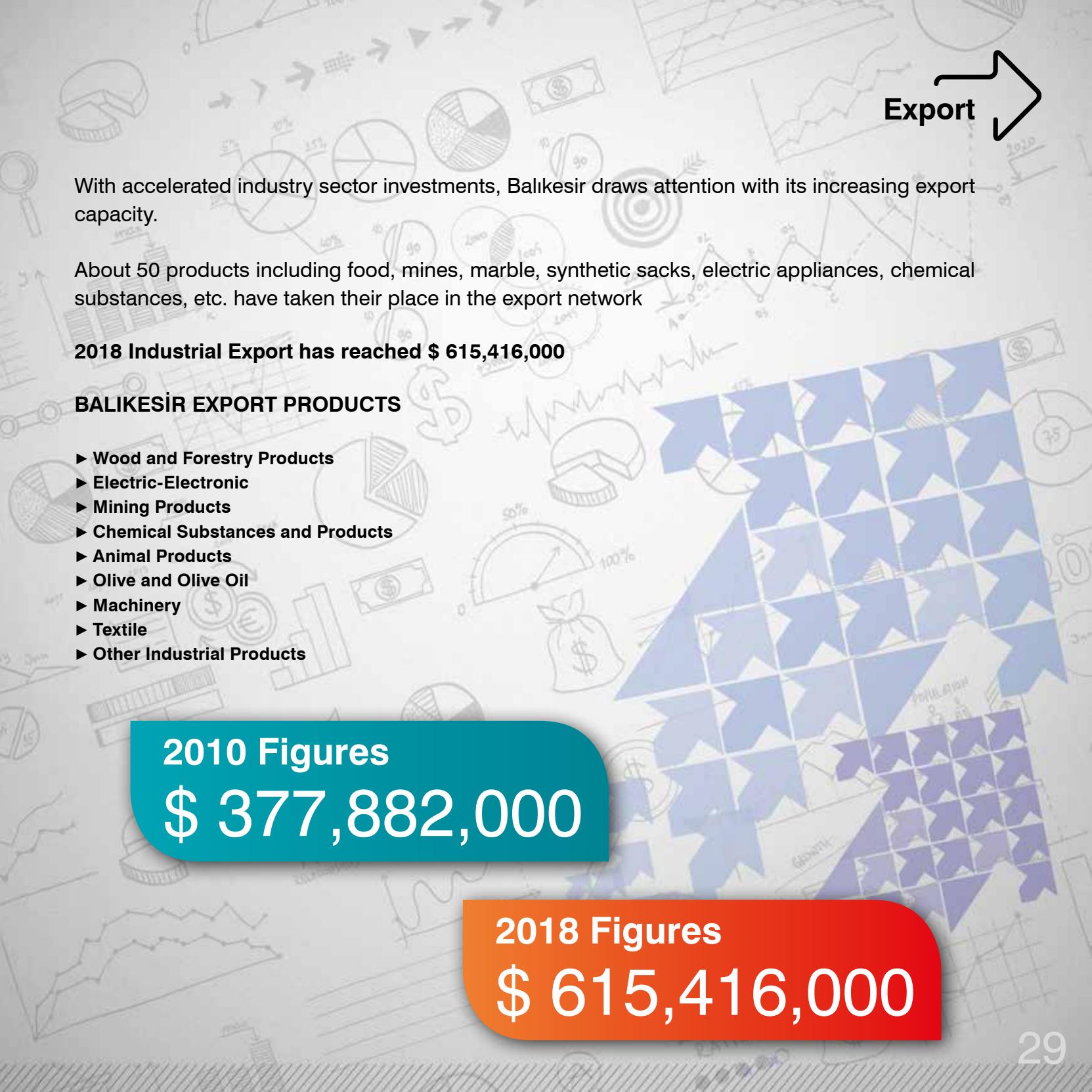
Gönen

Havran

İvrindi

Susurluk





Export

With accelerated industry sector investments, Balıkesir draws attention with its increasing export capacity.

About 50 products including food, mines, marble, synthetic sacks, electric appliances, chemical substances, etc. have taken their place in the export network

**2018 Industrial Export has reached \$ 615,416,000**

#### **BALIKESİR EXPORT PRODUCTS**

- ▶ Wood and Forestry Products
- ▶ Electric-Electronic
- ▶ Mining Products
- ▶ Chemical Substances and Products
- ▶ Animal Products
- ▶ Olive and Olive Oil
- ▶ Machinery
- ▶ Textile
- ▶ Other Industrial Products

**2010 Figures**

**\$ 377,882,000**

**2018 Figures**

**\$ 615,416,000**



## **University - Industry Cooperation**

### **State-University-Industry Cooperation is Improving**

In order to reinforce and popularize state-university-industry cooperation (SUIC) in the province, SUIC Board has been founded to perform coordination and direction activities among public institutions and organizations, universities, industrial establishments and NGOs. One of the most important aims of the board is to optimize company-academician matching and provide uninterrupted scientific support required for R&D, new product development and technology improvement.

### **Technopark is Being Built**

Technoparks are structures where companies conduct their R&D works using high technology in universities or institutes. Companies under this structure are provided with extra benefits using state supports. The aim of technoparks is to provide the convenient environment for producing high added value products, realizing R&D and improving university-industry cooperation.

Balıkesir University Technology Development Region has officially been founded in 2014. Board of directors of the technopark consists of Balıkesir Metropolitan Municipality, Balıkesir University, Balıkesir Chamber of Commerce, Balıkesir and Bandırma Commercial Exchanges and Balıkesir OIZ and the technopark is expected to be completed in 2019.

University - Industry Cooperation

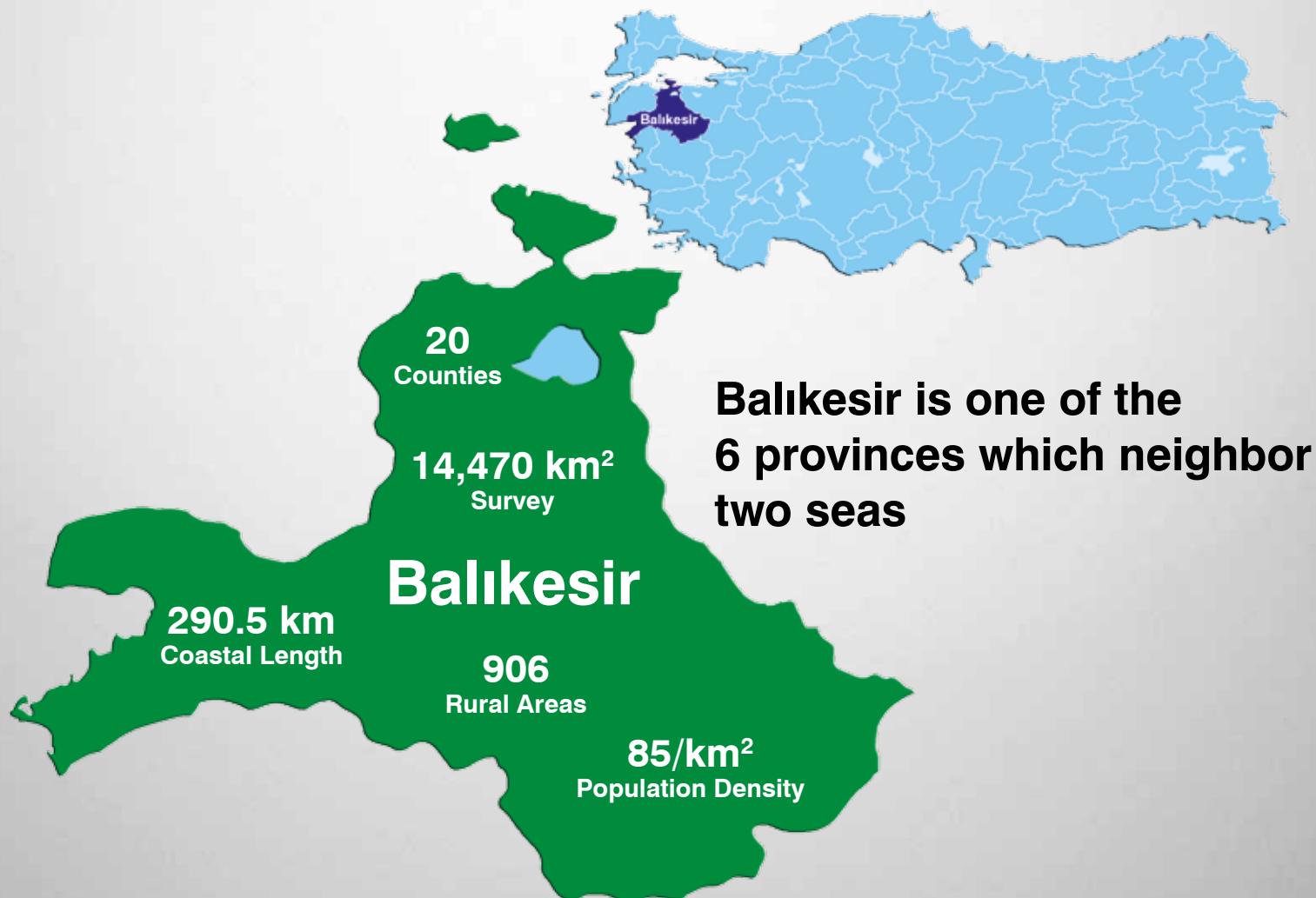




## Geographic Location

Located in the south of Marmara Region, Balıkesir is renowned for its proximity to metropoles such as İstanbul, İzmir and Bursa. It is directly linked to all port cities of Turkey through Bandırma Port, which makes it the crossroads between Turkey and World markets.

Neighboring both Marmara and Aegean Seas makes Balıkesir one of the 6 provinces which neighbor two seas.



## Population Dynamics of the Province

With its population of approximately 1.2 million, Balıkesir has 1.5% of the population of Turkey.

Total labor force of  
**837,517 Persons**

Expected population in 2025  
**1,272,000 Persons**





## Education in Balıkesir

With its education infrastructure, the province has the intermediate staff and qualified labor resources required by all sectors.

Balıkesir University and Bandırma Onyedi Eylül University provide education with 19 faculties.

**The province has 1,100 pre-undergraduate education institutions.**

- ▶ 100% schooling rate in primary schools
- ▶ 90% schooling rate in secondary education



**Education Develops with Universities  
which have over 50,000 students in total**

More qualified generations grow in Balıkesir with education institutions providing vocational education in each county

✓ 2 Universities   ✓ 19 Faculties   ✓ 5 Graduate Schools

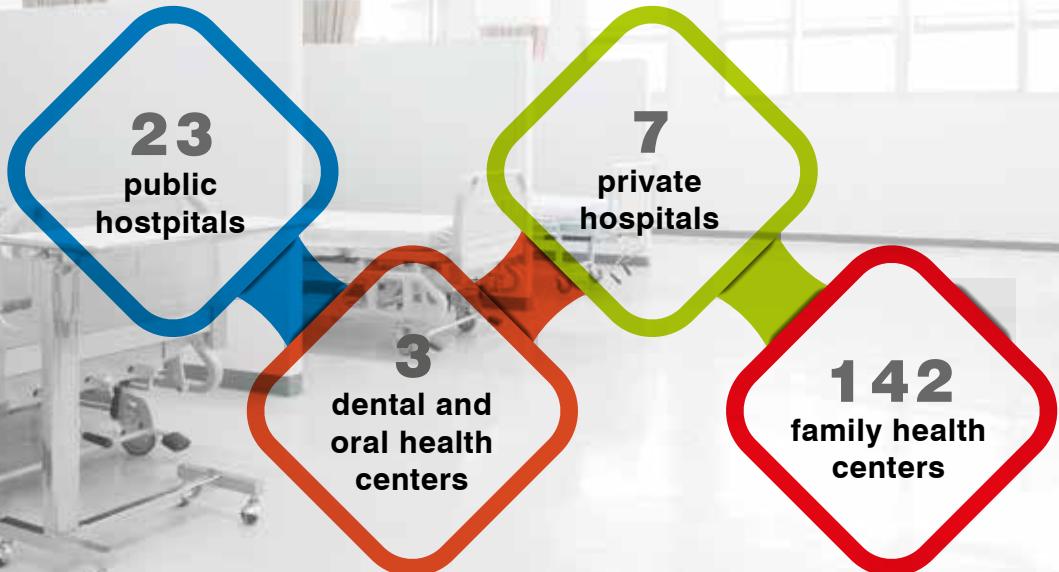
✓ 20 Vocational Graduate Schools   ✓ 94 Departments

There are 31 hospitals spread all over the province, 23 of them being public hospitals, 7 private hospitals and 1 research and training hospital. 3 of these hospitals are also dental and oral health centers.

## In Balıkesir

- ▶ 20 Community Health Centers
- ▶ 142 Family Health Centers
- ▶ Integrated Public Hospitals in 4 counties
- ▶ 1 Community Health Laboratory

are in service.





A high-angle, nighttime aerial photograph of a city. The city is densely packed with buildings, their lights forming a dense pattern of yellow and white dots against the dark blue of the night sky. A major river or highway cuts through the city, its path illuminated by a series of bright, glowing points. The overall scene is one of urban sprawl and industrial activity.

**Crossroads for Metropoles**

**Strong Logistics  
Infrastructure Advantages**

**Total of 27 Million Population  
in Neighboring Provinces...**

# A Strong Port in Product Shipment: “Bandırma”

All kinds of freight can be handled at the Port of Bandırma, which is connected to all the cities of Turkey via railway lines. Direct transportation to Gökköy Logistics Center is possible by rail.





**35,000 Tons  
Storage  
Capacity**

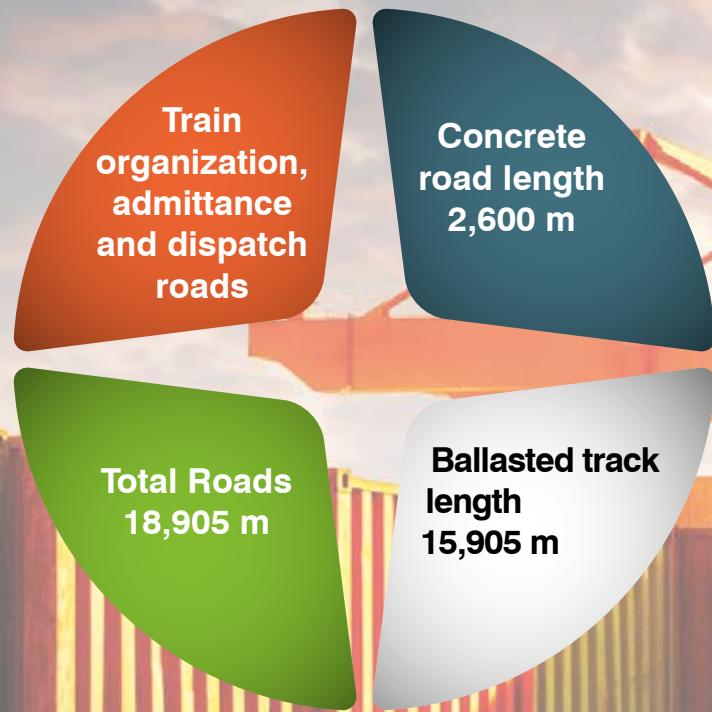
**20  
Simultaneous  
Ship Loading  
and Unloading  
Capacity**

**350,000  
TEU/year  
Containers**

**12 Vertical Silo  
(warehouse)  
70,000 Tons  
Capacity**

# Gökköy Logistics Center

- Bandırma Port 110 Km
- İzmir Port 230 Km



## GÖKKÖY LOGISTICS CENTER;

- Container loading, unloading, transfer and storage areas
- 211,000 m<sup>2</sup> Operation Area

# Logistics Infrastructure of Balıkesir Grows Each Passing Day



## Grand Anatolia Logistics Organizations Project (BALO)

Loads taken from load collection centers in Middle and Western Anatolia, such as Gökköy Logistics Center, will reach load collection center in Bandırma, which is a crossroads, with block trains; then will reach Tekirdağ with train ferries and connect to the international railroad network and reach Europe through linking road newly built between Tekirdağ and Muratlı.

**Block trains leaving Kapıkule border gate will reach logistics centers in Wien, Nürnberg, Stuttgart, Köln and Lyon.**



## Koca Seyit Airport

Built in 1997, Koca Seyit Airport enables transportation from metropoles such as Ankara and Istanbul to every location in Balıkesir.

- ▶ **23,600 m<sup>2</sup> terminal**
- ▶ **2 Aprons with capacity of 6 planes**
- ▶ **Quick service with 22 Counters**
- ▶ **Over 20,000 Flights with 150 International Flights**
- ▶ **Over 510,000 Passengers in Domestic and International Flights**
- ▶ **Accessible and Green Airport Certified**



## 4-Hour Transportation Ring

The “4-Hour Transportation Ring”, which will make Balıkesir a Logistics center, will enable traveling around the Marmara Sea in 4 hours; integrate with new transportation projects and together with the BALO project, will facilitate Balıkesir’s open up to Europe.





# Grand Transportation Projects Connected to Balıkesir

## ► Gebze-Orhangazi-İzmir Highway - Osmangazi Bridge

The highway decreased travel time between İstanbul and İzmir to 3.5 hours and is 433 km long. With Balıkesir located in the center, the completion of the project decreased İstanbul-Balıkesir to 2 hours and İzmir and Balıkesir to 1.5 hours. 2,682 meter long Osmangazi Bridge has a central span of 1,550 meters and is the 4th bridge with largest central span around the world. Entire highway is operational since August 2019.

## ► Tekirdağ-Çanakkale-Balıkesir Highway Project - 1915 Çanakkale Bridge

This project will create routes alternative to Bosphorus crossing for transportation from Aegean and Inner Anatolia Regions to Thrace and Europe.

Connection of Tekirdağ-Çanakkale-Balıkesir Highway to Gebze-İzmir Highway near Balıkesir will create an additional momentum for tourism and other sectors.

## ► Bandırma-Balıkesir - İzmir High Speed Train Project

The project will act as the passenger and cargo line connecting Aegean Region to Europe through Bandırma and Tekirdağ ports. It will also connect to Ankara-İstanbul route on Bursa connection.

## ► Northern Marmara Highway - Yavuz Sultan Selim Bridge

Widest suspended bridge of the world with its 59 meters width and the longest bridge with rail transport on the world with its 1,408 meters of main span.

## ► Bandırma-Bursa-Bilecik High Speed Train Line Project

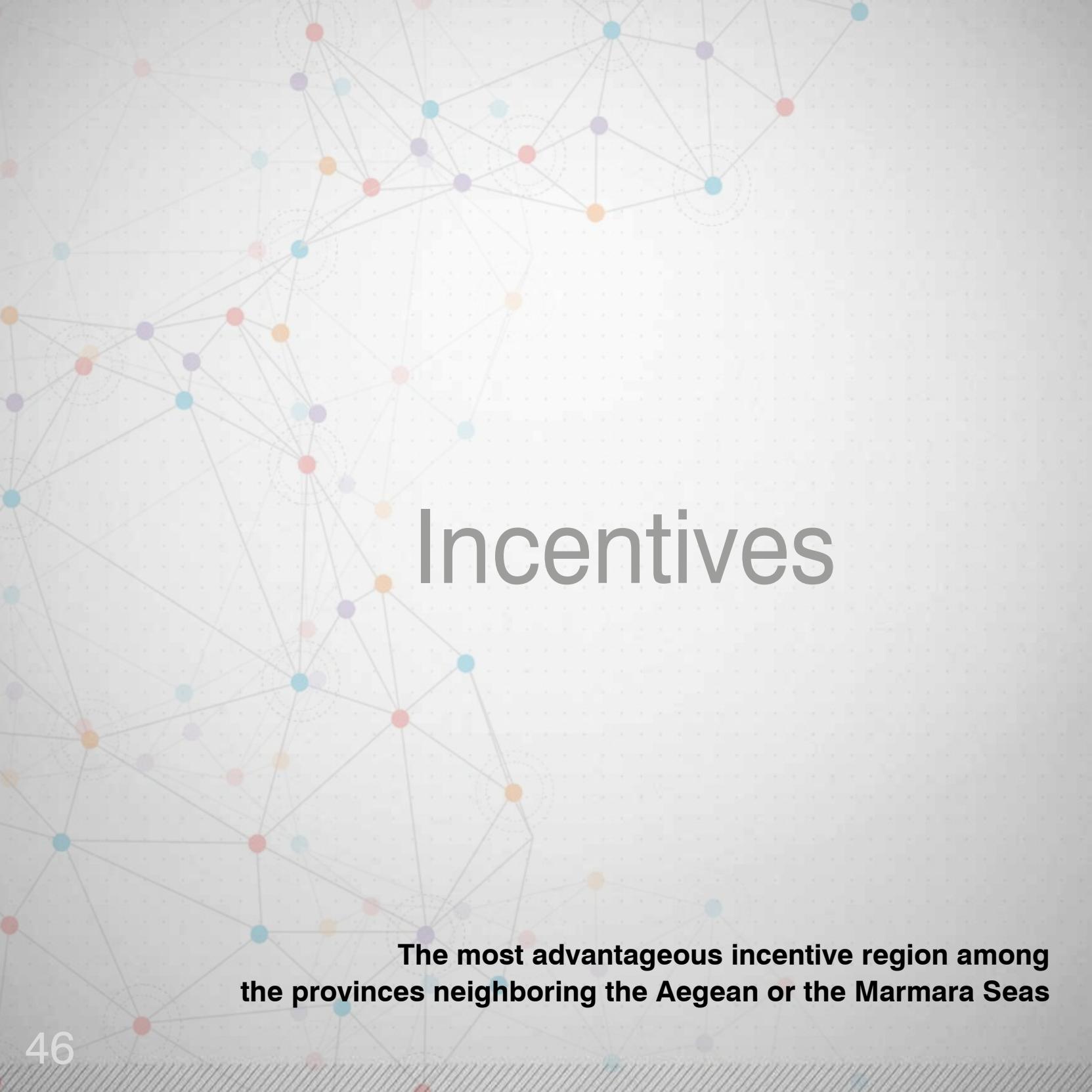
With the completion of the 215 km project, Bandırma will be connected to Bursa, which is a metropolis with a fully developed industry, through railroad.

## ► Tekirdağ-Çanakkale-Bandırma Road Project

Railroad project that will serve passenger and cargo transport between Bandırma and Çanakkale will start from Bandırma and reach Tekirdağ through Çanakkale, over Biga and Karabiga, covering Bandırma Organized Industrial Zone and Gönen Organized Industrial Zone.

## ► Bay Light Rail System Project

With this project planned between Altınova and Küçükkyuyu, a comfortable and rapid transportation will be provided at Bay Line that has a high tourism potential.



# Incentives

**The most advantageous incentive region among  
the provinces neighboring the Aegean or the Marmara Seas**

Ministry of Industry and Technology provides incentives for investments in order to reduce regional development differences, increase value added investments, improve production and employment figures, and expand R&D efforts which increase international competitive power.

## REGIONAL INCENTIVE PRACTICES

### ► Customs Tax Exemption

Machinery and equipment to be imported for the investment which will benefit from this incentive are exempt to customs tax.

### ► VAT Exemption

Machinery and equipment to be purchased for the investment which will benefit from this incentive are exempt from VAT.

### ► Insurance Premium Employer Share Support

Insurance premium employer share accrued as a result of additional employment created within the scope of the investment is paid by the Ministry; not to exceed minimum wage at the time per employee.

### ► Tax Reduction

In investments subject to incentives, income and corporate tax are paid with reductions at rates stipulated separately for regions the investment is made in.

### ► Investment Site Allocation

In investments realized with incentive certificates, free site allocation can be made in order to hasten the investment in some cases.

### ► Interest Support

In investment loans with at least one year maturity to be used within the scope of regional investment incentive, interest reduction support is provided.

Production of medium-high technology products benefits from Region-4 incentives

Investments in Balıkesir benefits from Region-3 incentives. Moreover, investments in Organized Industrial Zones are under the scope of Region-4 investment incentives.



## Ministry of Industry and Technology

The ministry provides the following supports to enterprises in order to transform the industry into a more competitive structure, supports R&D, innovation and entrepreneurship.

### ► **Technoenterprise Capital Support**

Technoenterprise Capital Support provides support to young entrepreneurs with innovative ideas for concept development, feasibility, laboratory works, design prototype production, pilot facility installation, trial runs and type tests.

### ► **R&D and Design Center Supports**

Incentives are provided for companies that establish a R&D or design center to improve their businesses. Supports include income tax reductions, various tax exemptions.

### ► **Technology Development Zones**

Incentives are provided within the scope of Technology Development Zones to improve university-industry cooperation in the country, to enable entrepreneurs, researchers and academics that wish to produce new or high technology products in conducting their industrial and commercial activities alongside or near universities and benefit from these universities.

**Support provided for Technology Development Zones are;**

Income and Corporate  
Tax Withholding Support

Staff Wage Taxes  
Withholding Support

VAT Exemption

Insurance Premium Incentive

Wastewater Incentive

Incentives for Foreign Investors

Facilitating Employment of  
Foreign Nationals

R&D Investment Support

Supports Provided to Academics

TÜBİTAK conducts support programs to incentivize R&D works of added value creating for enterprises and thus increase R&D capabilities of Turkish Industry. Grants for up to 60% of the investment can be provided.

► **Industrial Dissertations Project Support**

Within the scope of Industrial Dissertations (SAN-TEZ) Program, TÜBİTAK provides support for SMEs to adopt the culture of coordination with universities in R&D and innovation related works.



**Industry R&D Projects  
Support Program**

**Project Markets  
Support Program**

**SME R&D start-up  
Support Program**

**International Industry R&D  
Projects Support Program**



## KOSGEB

### (SMALL AND MEDIUM ENTERPRISES DEVELOPMENT ORGANIZATION)

The organization provides various supports to support small and medium sized enterprises.

These supports are granted to increase investments of enterprises, increase their technology utilization rate and increase its R&D capacity.

Providing grant and credit opportunities at various rates depending on the support type, KOSGEB creates serious advantages to investments in the region.

Credit Interest Support

SME Project Support Program

Thematic Project  
Support Program

Coordination Collaboration  
Support Program

General Support Program

R&D, Innovation and Industrial  
Application Support Program

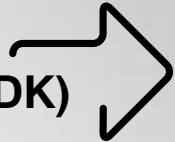
Entrepreneurship  
Support Program

Application Support Program

Developing Enterprises Market  
SME Support Program



# Agriculture and Rural Development Support Institution (TKDK)



Agriculture and Rural Development Support Institution provides support to investors to provide sustainable development in Turkey, serve priority goals and to ensure enterprises in the region can meet European Union Standards. Financial contribution is provided from the fund co-financed by the European Union and Turkish Republic. Investment support is nonrefundable.

## Provided Support Topics

- ▶ Enterprises producing and processing milk, red meat, broiler and eggs
- ▶ Enterprises producing and processing agricultural products
- ▶ Enterprises producing, processing and marketing bee products
- ▶ Marine breeders and marine product producers
- ▶ Enterprises operating in ornamental plants, medicinal and aromatic plants





## Ministry of Energy and Natural Resources Supports

### ► Efficiency Enhancing Project Supports

Ministry of Energy and Natural Resources provides support to projects that reduce redundant energy use through means such as use of energy efficient equipment and systems, repair, insulation, modification, rehabilitation and process improvement.

### ► Voluntary Agreement Supports

Support is provided to enterprises that decrease their energy density by at least 10% in three years of monitoring period after a commitment, compared to reference energy density calculated as the average of energy densities of the previous 5 years.

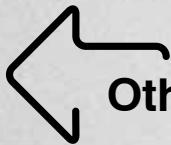


## South Marmara Development Agency Supports

South Marmara Development Agency (GMKA) provides grants to companies registered to Çanakkale and Balıkesir through “Call for Proposals” method.

Call for proposals is a support type where companies within a specific support program can submit project proposals subject to specified subjects and conditions. While the support programs, which can be applied for in certain times of the year, have so far provided companies with support in creating innovation and increasing export capacity, subjects and sectors to be supported can change each year depending on the program.





## Other Supports

### ► **Industrial Development Bank of Turkey (TSKB)**

TSKB acts as an industrial investment bank that provides long term loans to investors. Bank also acts as an intermediary for supports of institutions such as World Bank and European Investment Bank that provides finance. Bank's fund support, loan support and loan amount vary according to subject of the project.

### ► **European Investment Bank**

European Investment Bank provides favorable loan opportunities to SMEs. It provides loans to companies in order incentivize companies that wish to export and to increase export figures.

### ► **World Bank Loans**

It provides loans to companies in order incentivize companies that wish to export and to increase export figures.

## Other Supports

### ► Credit Guarantee Fund

Credit Guarantee Fund aims to increase employment by reducing high guarantee payments of SMEs in bank loans, improve export figures and to reduce regional development divergences.

Any enterprise that wish to use Credit Guarantee Loan can apply to the bank they work with and reach a solution.

### ► Eximbank Loans

Eximbank provides loans to improve export, to diversify goods and services exported, to gain new markets to export products, to increase the share of exporters in global trade and to provide required support in their endeavors, to gain competitive edge and assurance to exporters and investors in international markets and to incentivize production and sales of investment goods aimed at investments abroad and exports.

#### Eximbank credits

- Short Term Export Loans
- Specialized Loans
- Loans under the scope of Foreign Exchange Earning Services.
- European Investment Bank Sourced Loans
- Loans for the Finance of Production for export
- Foreign Fair Participation Loan
- Free Zone Loans



## **South Marmara Development Agency is by Your Side with Balıkesir Investment Support Office**

South Marmara Development Agency Balıkesir Investment Support Office operates to improve investment environment of the province, attracting investment by promoting investment environment through various media and to support investors that decided to invest in the province in investment processes.

**Within the scope of these activities Investment Office;**

- ▶ Informs investors in areas they need
- ▶ Conducts analyses, reports, inventory studies on business and investment environment of the province and share these studies with investors
- ▶ Supports investors in finding lands suitable for investment
- ▶ Follows permit and license processes for investments
- ▶ Organizes events promoting investment environment
- ▶ Prepares and practices strategies to improve business and investment environment of the province and improve coordination between the agencies the investor deals with undertakes studies

## Strong Communication Network Between Institutions

Qualified Staff

Strong Institutional Structure





## Investment Support Office Services

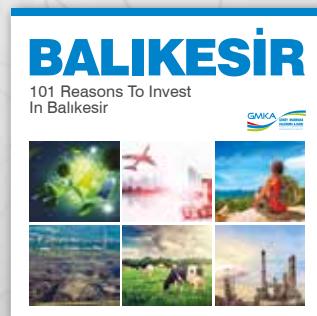
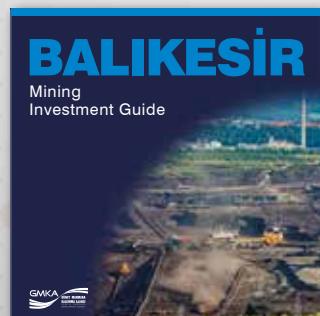
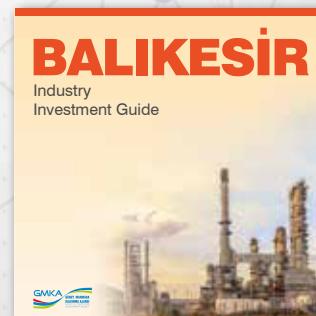
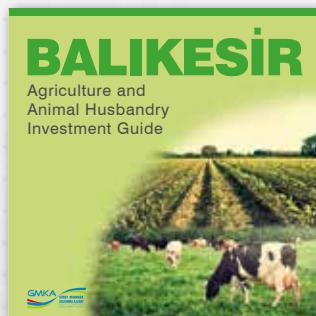
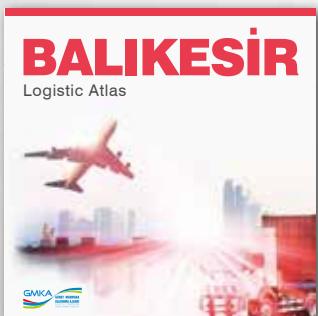
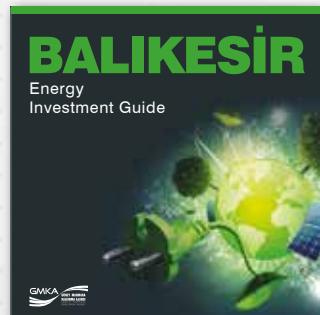
### ***Balıkesir Investment Support Office***

*Works to improve business and investment environment of the province, promote investment opportunities to investors to attract more investments and to direct and inform investors.*

***Balıkesir Investment Support Office serves the investors with;***  
*Qualified staff*  
*Strong institutional structure*  
*Strong communication network between institutions*

## Introducing the Provincial Investment Climate

*In order to promote business and investment environment of the province, and to attract investors, events such as domestic and international conferences, fairs, seminars, meetings, business trips are organized and participated in. Written or visual materials are prepared to promote investment opportunities of the province to investors.*





## Inventory of Lands Available for Investment

Agency supports investors in finding suitable lands for their investments. Furthermore, landowners who wish to sell or rent their lands to investors visit the Agency and enrich the land inventory.

PUBLIC LANDS

PRIVATE LANDS

ORGANIZED  
INDUSTRIAL ZONES



## Informing-Guiding Services at Investment Support Office

Balıkesir Investment Support Office informs and guides investors in issues such as priorities, scope, eligibility conditions, application documents for fiscal and technical supports by public and private sector at local or central level.

Additionally investors are provided with information and guidance services they need before and during investment processes, as well as during operation phase.

Researches are conducted on prominent sectors in the province; data is gathered on topics which influence investment decisions such as raw materials, energy, logistics, and labor force; and put into the use of investors.

Various trainings are provided under supervision of qualified trainers in line with the needs of the enterprises operating in Balıkesir.



## Investments Followed Centrally

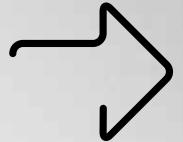
By following the bureaucratic processes centrally in the name of investors, permits and licenses for the investors are obtained as quickly as possible.

# Environmental Impact Assessment



# Work Permit





**Business  
License**

**Land Allocation**

**Construction  
License**

## Relevant Institutions

### Ministry of Industry and Technology



**Telephone:** 444 61 00

**Web address:** sanayi.gov.tr

### Balıkesir Provincial Directorate of Industry and Technology



**Telephone:** (0266) 243 02 52

**Web address:** balikesir.sanayi.gov.tr

### Balıkesir Chamber of Industry



**Telephone:** (0266) 281 11 80

**Web address:** bso.org.tr

### Balıkesir Governorship



**Telephone:** (0266) 245 13 01

**Web address:** balikesir.gov.tr

### Balıkesir Metropolitan Municipality



**BALIKESİR**  
**BÜYÜKŞEHİR**  
**BELEDİYESİ**

**Telephone:** (0266) 239 15 10

**Web address:** balikesir.bel.tr

### Balıkesir Chamber of Commerce



**Telephone:** (0266) 244 68 68

**Web address:** bato.org.tr

## Relevant Institutions

### South Marmara Development Agency



**Telephone:** (0266) 246 10 00

**Web address:** gmka.gov.tr

### Ministry of Energy and Natural Resources



**Telephone:** (0312) 212 64 20

**Web address:** enerji.gov.tr

### Bandırma Onyedi Eylül University



**Telephone:** (0266) 717 01 17  
**Web address:** bandirma.edu.tr

### Balıkesir Provincial Directorate of Environment and Urbanization



**Telephone:** (0266) 224 47 15

**Web address:** balikesir.csb.gov.tr

### Balıkesir University



**Telephone:** (0266) 612 14 00-08

**Web address:** balikesir.edu.tr

### Scientific and Technological Research Council of Turkey (TÜBİTAK)



**TÜBİTAK**

**Telephone:** (0312) 468 53 00  
**Web address:** tubitak.gov.tr

## Relevant Institutions

Agriculture and Rural Development  
Support Institution - Balıkesir  
Provincial Coordinator



**Telephone:** (0266) 245 58 61  
**Web address:** [balikesir.tkdk.gov.tr](http://balikesir.tkdk.gov.tr)

Turkish Standards Institution



**Telephone:** (0312) 416 62 00  
**Web address:** [tse.org.tr](http://tse.org.tr)

European Investment Bank



**Telephone:** (0212) 317 90 10  
**Web address:** [eib.org](http://eib.org)

Small and Medium Enterprises Development  
Organization - Balıkesir Directorate



**Telephone:** (0266) 244 20 33  
**Web address:** [kosgeb.gov.tr](http://kosgeb.gov.tr)

Industrial Development Bank of Turkey



**Telephone:** (0212) 334 50 50  
**Web address:** [tskb.com.tr](http://tskb.com.tr)

World Bank - Turkey Office

**Telephone:** (0312) 459 83 00  
**Web address:** [worldbank.org.tr](http://worldbank.org.tr)





**GMKA**

SOUTH MARMARA  
DEVELOPMENT AGENCY