

KÖRFEZ TİCARET ODASI
YURTDIŐI TİCARİ HEYET ETKİNLİKLERİ
&
B2B GÖRÜŐMELER

Tarih : 8 Kasım 2019, CUMA 15:00-17:00

Yer : Körfez Ticaret Odası

Odamızda Misafir Edilen Heyet Ülkesi : KOSOVA



Programın Tarafları:

Körfez Ticaret Odası temsilcileri ile Prishtina Rea Ticareti Geliştirme Derneği temsilcileri arasında Ekim 2019 itibari ile irtibat sağlanmış olup, üye profillerinin benzer olduğu ve üyelerin örtüştürülerek ikili ticaretlerin doğurulabileceği kanaatine varılmış ve ikili iş görüşmelerin yapılmasında fayda görülerek B2B etkinlik planlanmıştır. Çeşitli sektörlerden Kosova heyetinde 13 temsilci; Körfez Ticaret Odası heyetinde ise 30 temsilci Körfez Ticaret Odası hizmet binasında bir araya gelmiştir.

Firma Profillerinin Genel Tanımı:

İki heyet reklamcılık ve yazılım, gıda, finans, inşaat malzemeleri, genel al-sat ticaret, inşaat müteahhitlik, tekstil, tarım ve hayvancılık sektörlerinde etkin olarak faaliyet gösterdikleri gözlenmiştir.

Program Akışı:

Program, Körfez Ticaret Odası Meclis Salonunda KTO Yönetim Kurulu Başkanı Sayın Recep Öztürk'ün açılış konuşması ile başlamıştır. Körfez Belediye Başkanı Sayın Şener Söğüt ve Kocaeli Büyükşehir Belediyesi Bölge Koordinatörü Abdullah Köktürk'ün de iki heyetin ticaretini geliştirmesini temenni ettiği selamlama konuşması ardından Prishtina Rea Ticareti Geliştirme Derneği Başkanı Sayın Ahmet Jetullahu'nun Kosova'nın ekonomik profili ve iş imkanları hakkındaki sunumu ile devam etmiştir.

Daha sonra Kosova Sanayi ve Ticaret Bakanlığı Yatırımları Destekleme Başkanlığı temsilcisi Sayın Faton Bajra'nın Kosova'da iş yapma ve yatırım



imkanları hakkındaki sunumu gerçekleştirmiştir. Meclis Salonundaki son konuşmayı Kosova Ekonomik Kalkınma Bakanlığı İletişim ve Teknoloji Başkanlığı Direktörü Sayın Atif Bašani'nin Kosova'daki ekonomik kalkınma çalışmaları ve iletişim & teknoloji alanındaki çalışmaları hakkında ki sunumunu gerçekleştirmesi ardından B2B görüşmelerin gerçekleşmesi üzere büyük konferans salonumuza geçilmiştir. İki tarafın heyetleri toplam

13 masada potansiyel iş imkanları hakkında fikir sahibi olabilecek şekilde birebir görüşmelerini gerçekleştirip iletişim bilgilerini almışlardır.



İmzalan İşbirliği Anlaşmaları:

B2B görüşmeler sonunda ise Phristina Rea Ticareti Geliştirme Derneği ile Körfez Ticaret Odası arasında işbirliğini geliştirmeye yönelik bir anlaşma imzalanmıştır. Bu anlaşma ile iki ülkeye heyetlerin daha sık gitmesi ve ticaret yapma potansiyeli olan üyeler bazında daha verimli çalışmalar yapılması hedeflenmiştir.



B2B Program da Görüşme Sağlayan İşletmeler:

KOSOVA HEYETİ	KÖRFEZ TİCARET ODASI HEYETİ	SEKTÖR
Prishtina REA	KOCAELİ HİBE	GENEL TİCARET, SAĞLIK, MAKİNA
	BOZOKLAR MAKİNA	
	NOVA DENTAL	
	KÖRFEZ TİCARET ODASI	
Smart Consulting	SONGUR SİGORTA	SİGORTACILIK, GENEL TİCARET
	PEVOL SİGORTA	
	KÖRFEZ TİCARET ODASI	
Kosova Merkez Bankası	DURU ÇOCUK ANAOKULU	SİGORTACILIK, EĞİTİM, BANKACILIK, İNŞ. DENETİM, SAĞLIK
	NAŞİDE EBRU MUTLU	
	AĞAKIZI İNŞAAT	
	NOVA DENTAL	
	SONGUR SİGORTA	
	PEVOL SİGORTA	
Behari	KIRVELİ YAPI MARKET	MOBİLYA
	KÖRFEZ TİCARET ODASI	
Ekonomik Kalkınma Bakanlığı İletişim ve Teknoloji Başkanlığı	DOĞUSEL MOBİLYA	MOBİLYA, AVUKATLIK, PAKETLEME
	BATEK AMBALAJ	
	DOĞUSEL AVUKATLIK	
Sanayi ve Ticaret Bakanlığı Yatırımları Destekleme Başkanlığı	AKKURT İNŞAAT	İNŞAAT TAAHHÜT, ENERJİ, TEMİZLİK ARAÇLARI, MEŞRUBAT
	FATHEL EV BAKIM ÜRÜNLERİ	
	ALTINBAŞ PETROL	
	ÇENESUYU A.Ş.	
Topconsulting	BENGİ BABY BUTİK	GENEL TİCARET, TEKSTİL, EMLAKÇILIK
	TAŞKÖPRÜ EMLAK	
	KÖRFEZ TİCARET ODASI	
PTA Accounting	ATAGÜL İNŞAAT	İNŞAAT TAAHHÜT, EMLAKÇILIK
	PAŞAOĞLU İNŞAAT	
	TAŞKÖPRÜ EMLAK	
Sheki	GÖÇMEN BÖREK	GIDA, GENEL TİCARET, SAĞLIK, MAKİNA
	İŞCAN SÜRÜCÜ KURSU	
	NOVA DENTAL	
	ÖZCANLAR GIDA	

Ticaret ve Sanayi Bakanlıđı Yatırım ve Giriřimcilik Destek Ajansı	KÖRFEZ TİCARET ODASI	GENEL TİCARET, GIDA
	ÖZCANLAR GIDA	
Ticaret ve Sanayi Bakanlıđı	İKLİM YAPI	SİGORTACILIK, İNŐAAT TAAHHÜT, GENEL TİCARET
	TÜRKÖZ İNŐAAT	
	SONGUR SİGORTA	
	PEVOL SİGORTA	
Noble leather	MF DIŐ TİCARET	TEKSTİL, İNŐAAT MALZ., GENEL TİCARET
	COŐKUN REKLAM	
	TOMBA DIŐ TİCARET	
Poppins	MAG İNŐAAT	GENEL TİCARET, İNŐAAT TAAHHÜT, GIDA
	TOMBA DIŐ TİCARET	
	COŐKUN REKLAM	

BUSINESS ENVIRONMENT IN KOSOVO:

The Republic of Kosovo presents its trans-regional economic development model based on partnerships and multidimensional market through its promotional business platform “node”, aiming at capitalizing its economic potentials, its inter-culture attraction and very keen to follow global business trends as a dynamic governance. Very well positioned, as an infrastructure linkage in the middle of Balkan, Kosovo benefits from its highly developed and easy access in in European union (EU), through air, road, railway transport and three sea ports, such as:

- Durrës/Albania: 262-km,
- Thessaloniki/Greece: 329-km,
- Trivet/Montenegro:299-km

Key factors;

- THE BUSINESS FRIENDLY ENVIRONMENT IN KOSOVO - ONE OF THE MOST COMPETITIVE IN THE REGION.
- ADVANTAGES SUCH AS AN EXCELLENT TAX SYSTEM, ABUNDANT NATURAL RESOURCES, QUICK AND EASY BUSINESS REGISTRATION, AND TRANSPARENT LAWS ON FOREIGN INVESTMENT, MAKE KOSOVO AN ATTRACTIVE AND FRIENDLY ENVIRONMENT FOR FOREIGN INVESTORS.
- FOR THE FIRST TIME IN KOSOVO, AN INVESTOR CAN REGISTER A BUSINESS IN 2 DAYS, FREE OF CHARGE WITH ZERO CHARTERED CAPITAL (FOR LLC'S).
- IN THE WORLD BANK DOING BUSINESS INDICATOR REPORT KOSOVO IS RANKED IN THE 40TH POSITION IN THE WORLD

DOING BUSINESS IN KOSOVO - MARKET OVERVIEW:

- Kosovo is Europe's youngest country – as well as a poor country – but it has maintained positive economic growth rates, an average of around 4.2 % annually.
- Kosovo is working to improve the investment climate by strengthening the legal environment necessary to attract and retain foreign investment.
- In 2018, the Central Bank of Kosovo estimated Foreign Direct Investment (FDI) at €272.1 million!
- Kosovo's main trade partners are EU countries (approximately 43.1 % of imports and 24.9 % of exports) and its neighbours through the Central European Free Trade Agreement (CEFTA –approximately 28.1 % of imports and 48.4 %of exports).
- Kosovo continues to run a large trade deficit, with exports covering only about 12 % of imports.
- Germany was the largest investor in Kosovo in 2017 (€55.9 million), while U.S. investment reached €26.5 million in 2017.
- The EU-Kosovo Stabilisation and Association Agreement (SAA) has been in force since April 2016. The European Reform Agenda (ERA), launched by the EU and Kosovo in November 2016, has continued to serve as a useful tool to guide the implementation of EU related reforms in the SAA context.

In 2017, the share in total trade between the Western Balkan countries and Turkey was the highest in Kosovo (8.8%) Turkey has emerged as a major investor in Kosovo and Albania, where currently in the latter country Banka Kombëtare Tregtare is the largest bank, owing 28% of the banking assets In Kosovo, three out of eight banks with foreign ownership are Turkish with a cumulative market share of 16 % as of mid-2017

(Central Bank of the Republic of Kosovo, 2017)

	2012	2013	2014	2015	2016	TOTAL	% of Total FDI
FDI net inflows (million €)	229.1	280.2	151.2	308.8	215.9	1,185.20	-
Turkey	65.6	88.6	20	55.4	44.4	274	23%
Switzerland	43.8	41.7	38.2	72.9	61.8	258.4	22%
Germany	49.5	21.7	29.4	45.3	25.7	171.6	14%
Albania	4.7	19.3	20.4	40.1	28.6	113.1	10%
The US	10.8	12.7	14.7	25	22.6	85.8	7%
Austria	0.38	10.7	30.26	33.51	9.95	84.8	7%
Bulgaria	8.1	5.56	14.53	1.56	0.43	30.2	3%
The UK	14.31	10.66	-39.45	26.63	13.63	25.8	2%
Italy	4.38	8.73	3.31	5.67	1.91	24	2%
Norway	2.86	4.7	5.95	2.88	3.44	19.8	2%

Source: Central Bank of Kosovo 2017

Liberal Trade Regime:

*Stabilization and Association Agreement (SAA) with European Union (EU)
–is signed in October 2015 and is in power from 1st April 2016.

*Free Trade Agreement with EU (28 countries). A market above 500 million – third largest in the world with population, after China and India.

*CEFTA (2006)

The Central European Free Trade Agreement (CEFTA) that includes 7 non-EU member states: Albania, Bosnia and Herzegovina, Kosovo, Macedonia, Moldova, Montenegro and Serbia.

Population: 21 million

*Generalized System of Preferences (GSP) Program with US, Japan and Norway.

*Free Trade Agreement with Turkey (ratification done in 2019, in power by 2020)

The new fiscal package:

(Sept '15) aims to stimulate formal economy:

*Standard VAT rate 8% (for services and food basket) and 18% for other products

*Dividend tax 0%

*Tax Corporative Income: 10%

*Personal Income Tax: 0 - 10% (progressive)

*Required Pension contribution:

*5% by employer and 5 & by employees Specific taxation cod for impairment -depreciation deduction for the tax period - to the capital accounts through discount balancing method:

Cat 1: Buildings: 5%

Cat 2: Vehicles and office equipment: 20%

Cat 3: Heavy transportation machinery and vehicles: 15%

Some of the general country statistics:

- *The rate of participation in the economically inactive force in 2018 was 59.1%,
- *Employment in 2018 was 345,131 persons,
- *Employment rate in 2018 was 28.8 %,
- *Unemployment in 2018 was 144,972 people,
- *The number of employees in the public sector in 2018 was 81,884 persons
- *The number of employees in the private sector in 2018 was 245,000 persons
- *The average net wage in the public sector in 2018 was € 474,
- *Remittances in 2018 were € 800.6 million (according to CBK)
- *Internet access from home in 2018 was 93.2%
- *Total amount of revenues of the General Government in 2018 was € 2.006.1 mill
- *Total General Government expenditure in 2018 was € 1.978.0 mill
- *Real GDP in 2018 was 4.3 %

Individual enterprises / companies: total number of active operators in the Republic of Kosovo in August 2019 is estimated around 155,000 (out of around 181.105 registered, having around 26.000 passive registered businesses).

An important statistics of the SME group as the legal entity format of the Kosovo-based registered business organizations, is as follows:

- Individual businesses # 80 %,
- Limited Liability Companies # 17.1 %,
- General Partnerships # 1.9 %,
- Branches of foreign businesses # 0.5 %,
- Joint stock companies # 0.3 %,
- Others # 0.2 %

Exports:

Exports of goods are projected to increase by an average of 4.2% in real terms over the medium-term.

The diversification of exports of goods experienced in 2017-2018 is also expected to accelerate over the medium-term (over 4.4 %).

This is expected to result from the government's scheme to incentivize production, as well as government reforms to streamline administrative procedures, facilitate trade by reducing administrative costs, and improve quality infrastructure and market surveillance.

On the other hand, exports of services – which accounted for 23% of GDP in 2018 - are projected to increase by an average real growth rate of 5.8% over the medium term.

A more optimistic EU growth outlook is associated with greater demand for Kosovo service exports, mainly through higher vacation spending of Kosovo's diaspora members, but also through higher demand for telecommunication service exports.

DIGITAL ECONOMY:

The digital economy holds great potential as a sector to drive Kosovo's economic development. The digital economy does not require extensive physical inputs or mobility of the workforce. It also represents a promising field for generating jobs, increasing exports, and income for Kosovars.

The Government of Kosovo recognises Information and Communications Technology (ICT) as one of the six priority sectors for Kosovo economic development. ICT represents a critical component of a broad range of the economic activity, vital for the establishment and maintenance of international commercial relationships, and crucial to social cohesion and the diffusion of knowledge throughout society.

The whole ICT industry in Kosovo (including telecommunications sector), generally constitutes a vibrant sector of the economy in its own right, providing a major source of employment, contributing a significant share of the Gross Domestic Product (in the last 10 years 8% -11% of the Kosovo GDP), and is serving as a catalyst for the creation of a highly skilled “knowledge economy” workforce.

