



# TÜRKİYE ODALAR VE BORSALAR BİRLİĞİ



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Sayı : E-34221550-720-2964

Tarih: 18.03.2025

Konu : Sanayi Ortaklığı Çevrimiçi Çalıştayı hk.

## TÜM ODA VE BORSALARA (Genel Sekreterlik)

İlgi : Sanayi ve Teknoloji Bakanlığı'nın 14.03.2025 tarihli e-posta yazısı.

İlgi yazı ile, Birleşik Arap Emirlikleri, Mısır, Ürdün, Bahreyn ve Fas'ın üye olduğu Sürdürülebilir Ekonomik Kalkınma İçin Sanayi Ortaklığı'na ülkemiz ile birlikte Katar'ın da üyeliğinin resmi olarak duyurulduğu ve Üye ülkelerin Ortaklık kapsamındaki işbirliği alanlarında (ilaç, tarım, gıda, gübre, kimyasallar, plastik ve alt ürünleri, metaller, madenler ve alt ürünleri, tekstil) faaliyet gösteren üretici firmalarının bir araya getirilmesi ve ortak yatırım, tedarik ve ticaret gibi firmaların ihtiyaç duyduğu alanlarda işbirliği yapmalarının hedeflendiği belirtilmektedir.

İlaveten, Ortaklık üyesi ülkelerle işbirliği geliştirmek isteyen firmalar ile **20 Mart 2025 tarihinde çevrimiçi** bir çalıştay gerçekleştirilmesinin planlandığı ve katılmak isteyen firmaların ekte iletilen sunumda yer alan proje formunu (karekod) doldurarak mustafa.tekin@sanayi.gov.tr ve tuba.durmaz@sanayi.gov.tr adreslerine iletmeleri gerektiği bildirilmektedir.

Bilgilerini ve konunun ivedilikle üyelerinize duyurulmasını rica ederim.

Saygılarımla,

*e-imza*

Mustafa BAYBURTLU  
Genel Sekreter Yardımcısı

EK: Sanayi Ortaklığı Çevrimiçi Çalıştayı Hk. Bilgi (34 sayfa)



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# The Integrated Industrial Partnership for Sustainable Economic Development



Private Sector Workshop  
Thursday, March 20<sup>th</sup>, 2025



**Attendance  
Registration  
and Feedback**



# Agenda

Item	Time (UAE)	Time (Qatar)
1. Welcome, Objectives and Agenda	13:00 – 13:05	12:00 – 12:05
2. Overview of the industrial partnership	13:05 – 13:15	12:05 – 12:15
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• Pharmaceuticals		
• Agriculture, Food and Fertilizers		
• Chemicals, Plastics And Downstream Products		
• Metals, Minerals And Downstream Products		
• Textiles		



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# Workshop objectives

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1. **Introducing the work team**
2. **Introducing the participating private sector companies**
3. **Giving an overview of the sustainable industrial partnership and its objectives**
4. **Giving an overview of the advantages and incentives for investment in Qatar and Türkiye**
5. **Collecting initial views from the private sector on opportunities for partnerships**
6. **Agreeing on next steps**

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# The Industrial Partnership for Sustainable Economic Development

## Countries



## Strategic Sectors



Agriculture, food  
and fertilizers



Pharmaceuticals



Textiles



Chemicals,  
plastics and  
downstream  
products

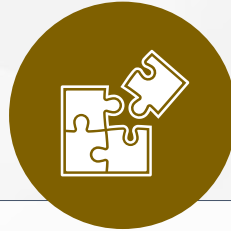


Metals, minerals  
and downstream  
products

## Strategic Objectives



Supply chain  
security and  
resilience



Localization  
& value-chain  
synergies



Integrated value-  
add  
manufacturing



Economic growth,  
diversification  
& job creation



Sustainability-led  
growth



# Three Years of Progress Through the Industrial Partnership for Sustainable Development

## May 2022



- Held in Abu Dhabi, UAE
- Launch of the partnership between the UAE, Egypt, and Jordan
- Governance system activation
- Activation of the Executive Committee and sectoral & enablers teams

## July 2022



- Held in Cairo, Egypt.
- The Kingdom of Bahrain joined the partnership.
- Workshops for more than 50 companies were conducted.
- 88 proposals for industrial projects were received.

## January 2023



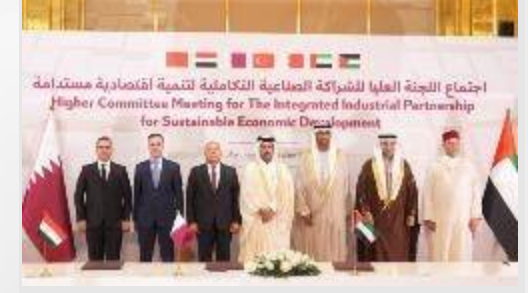
- Held in Amman, Jordan.
- Announced 12 partnership agreements for industrial projects.
- Workshops for over 100 companies were conducted.
- 35 new proposals for industrial projects were received.

## January 2024



- Held in Bahrain.
- The Kingdom of Morocco joined.
- Announcement of 5 new projects and agreements in the sectors of metals and electric vehicles.

## February 2025



- Held in Qatar.
- The Republic of Turkey and State of Türkiye Join the partnership
- Announcement of 12 new projects and agreements in the sectors of food, metals and electrical equipment worth USD 2 Billion

1st Higher Committee Meeting

2nd Higher Committee Meeting

3rd Higher Committee Meeting

4th Higher Committee Meeting

5th Higher Committee Meeting



# The economic factors of the partnering countries combined.

<b>2.5</b> USD Trillion <b>GDP</b>	<b>260</b> Million <b>Population</b>	<b>7</b> <b>Partnership Countries</b>
<b>1</b> USD Trillion <b>Total Imports</b>	<b>435</b> USD Billion <b>Manufacturing Value Add</b>	<b>400</b> USD Billion <b>Industrial Exports</b>













# Joint investment opportunities

<b>Pharmaceuticals</b> 4	<b>Metals</b> 3	<b>Food and agriculture</b> 2	<b>Chemicals</b> 1
<ul style="list-style-type: none"><li>Generics</li><li>Biosimilars</li><li>Active Pharmaceutical Ingredients (APIs)</li><li>Medical Supplies</li><li>Ophthalmic Drugs</li><li>Vitamins and Dietary Supplements</li></ul>	<ul style="list-style-type: none"><li>Silica production for glass</li><li>Aluminum, copper, and iron products</li><li>Glass</li><li>Raw material supply for securing supply chains</li></ul>	<ul style="list-style-type: none"><li>Cereals, meat, dairy products, and canned food</li><li>Fertilizers</li><li>Nutritional supplements</li><li>Agricultural technology and sustainable farming methods</li></ul>	<ul style="list-style-type: none"><li>Soda ash</li><li>Basic chemicals (PP, PE, PU, etc.)</li><li>Packaging and plastic products</li><li>Construction sector chemicals</li></ul>
<b>Electrical Equipment</b> 4	<b>Renewable and clean energy</b> 7	<b>Automotive</b> 6	<b>Textiles</b> 5
<ul style="list-style-type: none"><li>Construction and building equipment</li><li>Agricultural equipment and machinery</li><li>Energy equipment and generators</li></ul>	<ul style="list-style-type: none"><li>Solar power units</li><li>Solar cells</li><li>Energy storage batteries</li><li>Inverter assembly and production of solar power system equipment and components</li></ul>	<ul style="list-style-type: none"><li>Vehicle components (seats, exhaust systems, air conditioning, electrical connections, tires, glass, batteries)</li><li>Structural aluminum parts</li><li>Electric vehicle assembly</li></ul>	<ul style="list-style-type: none"><li>Textile production</li><li>Polyester</li></ul>









# The main partnership projects that have been announced.

## Announced and ongoing projects.

#	Project/ Agreement	Investment Size (\$)	Countries	Updates
1	Supply of iron ore pellets from "Bahrain Steel" to "Emirates Steel".	2000	 	The imported materials amounted to AED 1.1 billion from the date of signing the agreement until the end of 2024.
2	Establishment of a factory in Egypt to produce sodium carbonate by "Soda Chemicals Industries" (Egyptian company).	500	 	Production Start 2028
3	Pharmaceutical research and development and drug production in the UAE by "Global Pharma" (UAE) and "Safi Pharma" (Jordan).	60	 	Technology has been transferred, and products are being registered in Middle Eastern export countries
























## Announced and under-development projects.

#	Project/ Agreement	Investment Size (\$)	Countries
1	Signing of an agreement to develop an industrial land in East Port Said with an area of 20 square kilometers.	-	 
4	Establishment of a complex for producing feed additives and chemicals in Egypt by "CFC" (Egyptian company).	400	  
5	Production of biological and chemical eye medications (UAE) by "Gulf Inject" (UAE) in collaboration with "Oman Pharmaceutical Industries" (Jordan).	30	 



## The value of the projects that will be announced in Qatar on February 9, 2025

# USD 2 Billion

#	Project/ Agreement	Value	Countries
1	A supply agreement for fiberglass pipes between "Future Pipes" (UAE) and "Med Gulf" (Qatar).	95	 
2	A cooperation memorandum between "Global Pharma" (UAE) and "Zenith Pharma" (Morocco) in the fields of injectable medicines, biosimilars, and cholesterol and diabetes drugs.	50	 
3	The inclusion of the "Pharmaceuticals" factory in Egypt and "Fay" in Morocco into the portfolio of "Mubadala Investment Company" (UAE).	250	  
4	A memorandum of understanding between "ISC Capital" (UAE) and "Al-Jazeera Farms" (Bahrain) to establish a factory for producing microalgae-based dietary supplements in Bahrain.	10	 
5	The announcement of a new factory for cable connectors and accessories in the UAE in collaboration with "Giza Cables" (Egypt).	7	 
6	A supply agreement for plastic containers from "Oxid Electronics" (Jordan) to "National Dairy (Hayatna)" (UAE).	10	
7	A supply agreement for plastic bottle caps from "Delta Nile" (Egypt) to "National Dairy (Hayatna)" (UAE).	10	 
8	A supply agreement for animal feed from "National Feed" (UAE) to "Al-Rayyan Equestrian Supplies" (Qatar).	15	 
9	A memorandum of understanding to supply glass for mirror and silvered glass production from "Emirates Glass" (UAE) to "Al Madina Glass" (Bahrain).	20	 
10	A strategic memorandum of understanding between "Dolidol" (Morocco) and "Intercoil" (UAE) to invest in new sponge production lines in the UAE.	60	 
11	A raw materials supply agreement between Bahrain Steel and Qatar Steel for a quantity of 5 million metric tons over a period of five years	1266	 
12	Establishment of a factory in Egypt with “JA Solar” (Chinese company) for manufacturing solar cells and solar modules	220	 



## Steps to submit a project within the industrial partnership

1. Complete the industrial project proposal form and submit to the ministry's working team in the concerned country.
2. Initial assessment of the project , based on alignment with the strategic objectives, feasibility, readiness level, and anticipated impact.
3. Approval for the project from the Executive Committee.
4. Announce the project during the higher Committee meeting.
5. Ongoing monitoring and support of the project

Sector		Company		Country	
Contact name			Title		
Contact details	Email, Phone				
Project	Summarized project name				
Project description and details	<div></div>				
	<ul style="list-style-type: none"><li>• Description (details about the project, green field or expansion) e.g. setting up a facility to manufacture xxx in yyy</li><li>• Capacity</li><li>• Estimated investment amount</li><li>• Country roles what is the specific role of any of the countries in the partnership</li><li>• Products to be manufactured</li><li>• Preliminary market and demand data if available</li><li>• Extra slides can be used to fit more details</li></ul>				

Incentives and enablers

Detail the required enablers and incentives and in which country  
Examples:  
1- require investment of [] USD M  
2- require loan of [] USD M  
3- Require offtakes/ commercial partnerships  
4- technology partnerships  
5- other requests for enablers for the project to succeed

Partner companies

Company	Country	Role
		Investor, partner, raw material supply, offtaker, tech transfer , etc..

Project status

What is the current status of the project (idea stage, some preliminary feasibility, detailed feasibility, etc.)  
Latest updates  
Was this project discussed with the other companies involved?

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# Overview of the Industrial Sector, Incentives and Investment Opportunities in Qatar

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## 1 The Competitive Advantages of the State of Qatar

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## 2 The Key Imports of the State of Qatar

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## 3 The Key Exports of the State of Qatar



# Summary of the Objectives and Expected Benefits of the State's Participation in the Partnership

## Evaluation of Qatar's Industrial Competitive Advantages and Their Contribution to Achieving Partnership Goals:

**Petrochemicals and Fertilizers:** Qatar's petrochemical and fertilizer sectors enable participation in value-added partnerships, offering essential products for agriculture and various industries worldwide. These sectors can attract foreign investment, facilitate technology exchange, and open new markets, thereby strengthening Qatar's global trade relationships.

**Iron and Steel:** The iron and steel sector can drive economic partnerships by providing high-quality materials for global construction projects. Collaborating with international companies on infrastructure projects enhances knowledge exchange and technological advancements in sustainable construction practices.

A photograph of an industrial facility, likely a refinery or petrochemical plant, featuring several tall, cylindrical smokestacks and complex piping. A large, bright flame is visible at the top of one of the stacks, set against a sunset sky with warm orange and yellow tones.

Market Expansion

Access to Shared Resources

Strengthening Ties Between participating Countries



# Overview of Qatar's Economy and Industrial Sector



**Qatar's GDP (2023)**

**\$213 billion USD**



**Industrial sector's contribution to GDP(2023)**

**\$128 billion USD (60%)**



**Total Exports (2023)**

**\$97 billion USD**



**Industrial Exports (2023)**

**\$36 billion USD**



**Total Imports (2023)**

**\$31 billion USD**



**Population**

**3.19 million**

## Agriculture, Food, and Fertilizers



## Pharmaceuticals



## Chemicals, Plastics, and Processed Products



## Metals and Processed Products



# Competitive Advantages of the State of Qatar



**Global Trade  
Agreements**



**Prime Strategic  
Location: Second  
Largest Air Cargo  
Fleet**



**A Leader  
in  
Fertilizer  
Production**



**A Leader in  
Steel  
Production in  
the Middle East**



**An Integrated  
Hub for  
Petrochemicals**



**QAFCO is the world's largest  
producer of nitrogen-based  
fertilizers.**



**World-Class  
Telecommunica  
tions and  
Infrastructure**



**Incentives for  
Manufacturers**



**Incentives for  
Trading  
Companies**



# Incentives Offered to Qatari and Non-Qatari Investors in the Industrial sector

## Financial support

- ▼ Loan Facilities Through Local Banks
- ▼ Financial Incentives for Research and Development Projects
- ▼ Opportunity for Equity Participation

## Incentives and Facilitations

### Market

- ▼ 100% Ownership for Foreign Investors in the Industrial Sector
- ▼ 10% Price Preference in Public Tenders for Local Products
- ▼ Freedom for Non-Qatari Investors to Make All Investment Transfers Inside and Outside the Country



### Taxes

- ▼ Exemption from Customs Duties on Project Imports of Raw Materials and Machinery
- ▼ Exemption from Income Taxes

## Cost Reduction



### Land

- ▼ Land Allocation with a Nominal Rent of 10 Qatari Riyals per Square Meter Annually

### Essential Facilities and Services



- ▼ Low Electricity Price 0.13 Qatari Riyals per kWh



- ▼ Low Water Price 5.4 Qatari Riyals per cubic meter



- ▼ Reduced Gas Costs



# The Key Imports of the State of Qatar

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## Partnership Information

The Industrial Integration Partnership for Sustainable Economic Development comes within the framework of the fraternal relations between the countries (the United Arab Emirates, the Hashemite Kingdom of Jordan, the Arab Republic of Egypt, the Kingdom of Morocco, the Kingdom of Bahrain, and the Republic of Turkey). Its goal is to strengthen these relations by exploring partnership and investment opportunities, aiming to deepen coordination, cooperation, and strategic integration among them, in accordance with the prevailing laws in each of the participating countries, to serve the interests of their peoples.

## Study of Integration Opportunities

A list of industrial imports has been extracted and categorized as follows:

- **Most Imported Industrial Products**
- **Qatari Factories with the Highest Imports**
- **Most Imported Products from the factories**



# Key Industrial Products Imported into the State of Qatar (2022-2024)

The Key Industrial Imports Consist of 5 Main Categories:



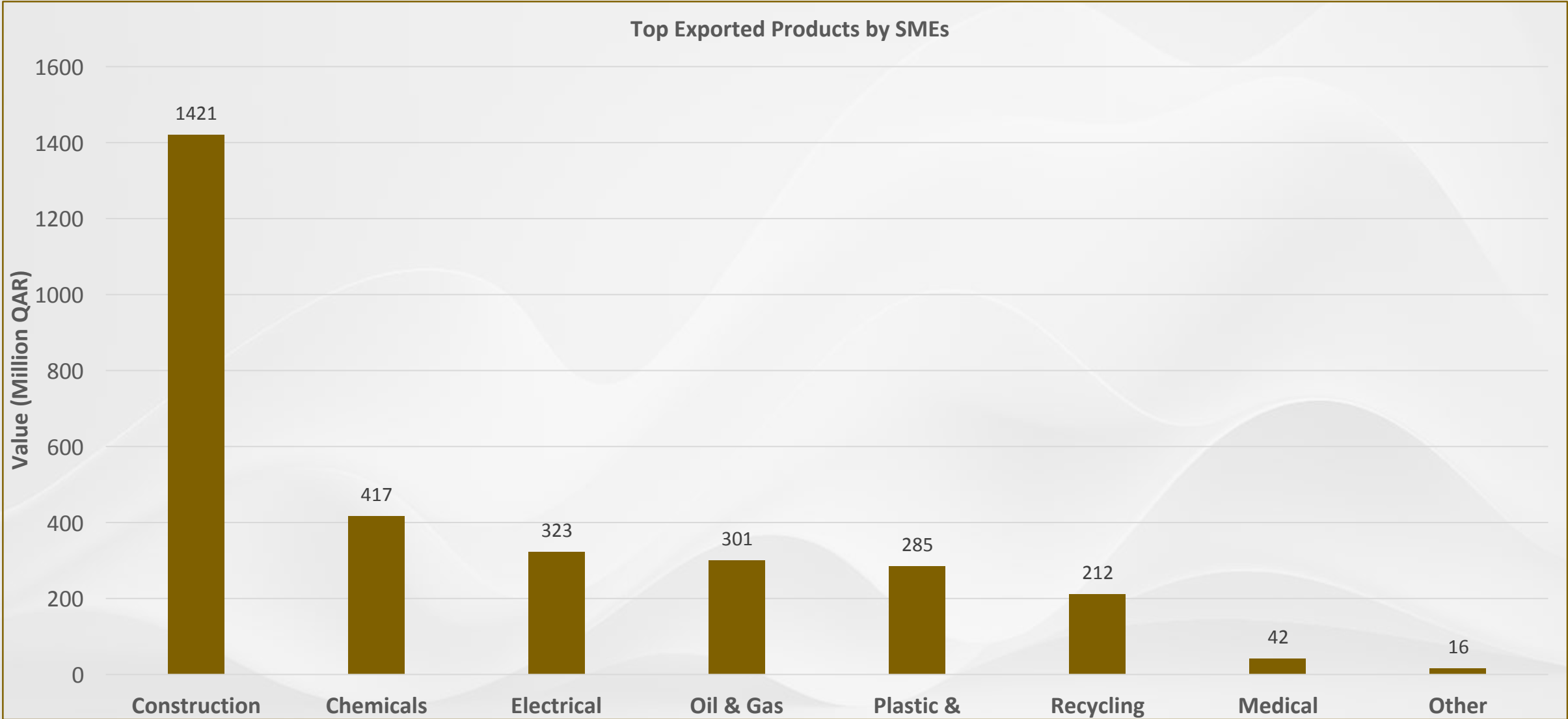
More information can be found in appendix 1



# The Key Exports of the State of Qatar

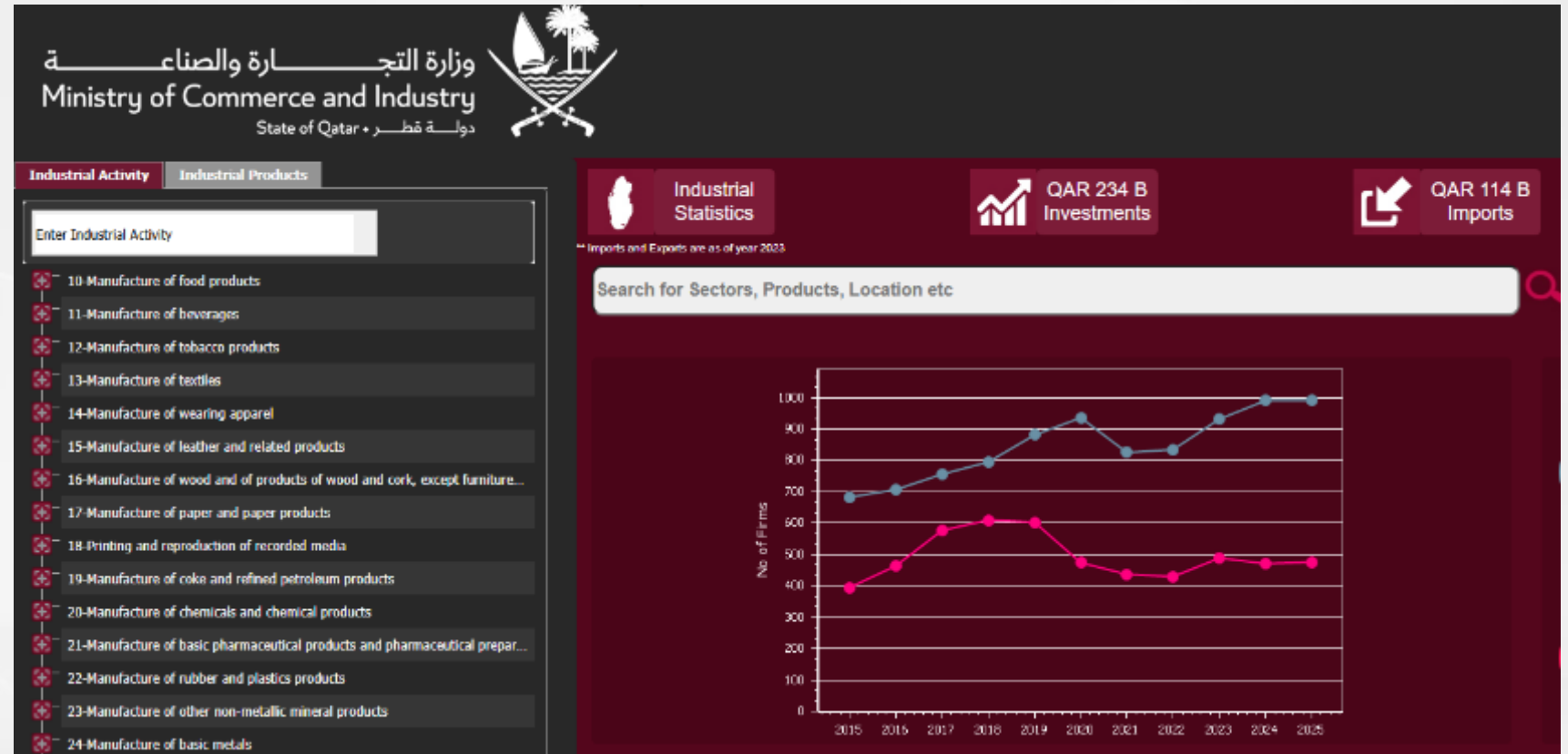
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# The main exports of the State of Qatar



The Qatar Industrial Portal is a digital hub aimed at providing accurate and up-to-date data about the industrial sector in Qatar, making it easier to access information related to local factories and industrial products.

The portal aims to enhance investments in the industrial sector by providing information and statistics that help investors make informed decisions.





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# Overview of the Industrial Sector, Incentives and Investment Opportunities in Türkiye







# REASONS TO BECOME A PARTNER WITH TÜRKİYE

## ROBUST ECONOMY



# INVESTMENT INCENTIVES ECOSYSTEM

## INCENTIVES PROVIDED BY THE MINISTRY OF INDUSTRY AND TECHNOLOGY



**EQUAL TREATMENT OF  
INTERNATIONAL AND  
LOCAL INVESTORS**



**TAILORED AND COMPLETE  
PACKAGES FOR BOTH  
GREENFIELD AND  
BROWNFIELD PROJECTS IN  
MANUFACTURING,  
SERVICES, AND R&D**



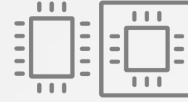
Mobility



Healthy Living

Communication  
and SpaceAdvanced  
Manufacturing

Digital Technologies



Semiconductors



Green Energy

Complementary Investments  
in the Value Chain

\$30  
Billion  
support budget

It is envisaged that a total of 30 billion dollars in support will be provided for high technology investments to be implemented by the year 2030

%70 Tax Exemption

%10 Employment Support

%10 Tax Return

%10 Grant Support

#### Program Characteristics

- High incentive intensity
- Fixed support package
- Focused investment areas

#### Characteristics of the System

- High incentive intensity
- Flexible support structure
- Grant support elements

#### ➤ Relatively smaller project scale



# POTENTIAL COOPERATION OPPORTUNITIES AND PROJECT AREAS

## Fertilizers

Source raw materials from Partnership member countries, including nitrogen, phosphorus, and sulfur

## Food and Beverage

Joint processing and Logistic services for meat, vegetables and fruits, milled grain, vegetable products, bakery products, cocoa, chocolate, confectionery, pasta, vermicelli, couscous, bakery products

## Steel, Aluminum and Copper

Increase mutual trade

Mutual production of primary aluminum and sponge iron

## Pharmaceuticals

Increase mutual production

Experience of Turkish pharmaceutical companies on R&D

Strengthen regional value chain

## Petrochemicals

Supply raw materials from Partnership countries and supply intermediate goods or final products from Türkiye

Cooperate on sustainability and green economy

Mutually support environmentally friendly petrochemical projects

## Modern Irrigation Systems

Türkiye as a budding market for international irrigation system producers in the near future

## Drought Resistant Plant Varieties

Favorable possibility for breeders and producers who are keen on investing in Türkiye

A burgeoning market for seed breeders

## Vertical Farming

Mutually benefit hydroponic production

Adopt novel crop production techniques to decrease the consumption of resources like water, chemical fertilizers, and pesticides

## Chips

Mutually producing chips  
Foster cooperation to avoid semiconductor shortages  
Strengthen regional value chain

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**Attendance  
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# Introduction to the participating companies and initial discussion of cooperation opportunities

1. Company introduction
2. Initial views on industrial partnership opportunities between Türkiye and the partnership countries

Please scan here to register attendance and provide feedback on partnership opportunities:

