

**Sayı : TİM.AİB.GSK. ARGE/ 000699**

**01/03/2013**

**Konu : Sirküler.**

**ANTALYA İHRACATÇILAR BİRLİĞİ ÜYELERİNE  
SİRKÜLER 2013 / 070**

*Sayın Üyemiz,*

1. Sevk Öncesi İhracat Kredileri
2. Slovenya / Gorenjska Bankası'nın Ülkemizden Yatırımcı Arayışı
3. 4 Mart 2013 tarihli Türk-Yunan İş Forumu
4. Çin Halk Cumhuriyeti Fuar Duyurusu (Pipeline)
5. Yetkilendirilmiş Yükümlü Mühürleri
6. DEİK İhracat Okulu

Konularını içeren duyurularımızın detayları ekte sunulmuştur.

Bilgilerini rica ederim.

Fisun EVRENSEVDİ  
Genel Sekreter

## **SEVK ÖNCESİ İHRACAT KREDİLERİ**

Türkiye İhracatçılar Meclisi ile Türkiye İhracat Kredi Bankası A.Ş.'den (Türk Eximbank) alınan yazılarda; Bankalar aracılığıyla Sevk Öncesi İhracat Kredisi programı kapsamında, kalkınmada öncelikli yörelerde faaliyet gösteren firmalara indirimli faiz oranlarıyla TL İhracat Kredisi kullandırıldığından bahisle,

Dokuzuncu Kalkınma Planı ve 2012 yılı Programı'nda öngörülen hedefler doğrultusunda ihracata dayalı sanayinin desteklenmesi ve bölgesel gelişmişlik farklarının azaltılması amacıyla Sevk Öncesi TL Kalkınmada Öncelikli Yöreler İhracat Kredisi programında aşağıda belirtilen düzenlemelerin yapıldığı,

Bu çerçevede; Sevk Öncesi Kalkınmada Öncelikli Bölgeler İhracat Kredisi'nin adının, Sevk Öncesi Türk Lirası Yatırımda Öncelikli Bölgeler İhracat Kredisi olarak değiştirildiği; söz konusu kredinin, ek'li listede belirtilen illerde faaliyet gösteren; ihracatçı firmalara (DTSS'ler hariç) imalatçı-ihracatçı firmalara ve ihracat bağlantılı mal üreten imalatçı firmalara kullandırılacağı,

Söz konusu yeni düzenlemelerin, 25.02.2013 tarihinden itibaren geçerli olacağı ifade edilmektedir.(1076)

**Ek-1 :** Yatırımda Öncelikli Bölgeler Listesi ile Faiz Oranları Tablosu (2 sayfa)

## **SLOVENYA / GORENJKSA BANKASI'NIN ÜLKEMİZDEN YATIRIMCI ARAYIŞI HK.**

Ekonomi Bakanlığı Serbest Bölgeler, Yurtdışı Yatırım ve Hizmetler Genel Müdürlüğü'nün bir yazısına atfen, Türkiye İhracatçılar Meclisinden (TİM) alınan 27/02/2013 tarih 402 sayılı yazıda, Slovenya'da faaliyet gösteren Gorenjska Bankası'nın bankacılık sektöründen yatırımcı arayışı içinde olduğu belirtilmekte olup, ilgilenecek üyelerimiz için söz konusu bankanın muhtemel yatırımcıları bilgilendirmek amacıyla hazırladığı not ilişikte sunulmaktadır.(1089)

**Ek-2:** Not (6 sayfa)

## **4 MART 2013 TARİHLİ TÜRK- YUNAN İŞ FORUMU**

Türkiye İhracatçılar Meclisinden (TİM) alınan 27/02/2013 tarih 404 sayılı yazıda, Türkiye Yunanistan Yüksek Düzeyli İşbirliği Konseyi Toplantısı vesilesiyle, Yunanistan Başbakanı Sayın Antonis SAMARAS'ın beraberinde 10 Bakan ve geniş katılımlı işadamı heyetiyle birlikte 4 Mart 2013 tarihinde Türkiye'ye resmi bir ziyaret gerçekleştireceği, bu kapsamda, sözkonusu toplantı ile eş zamanlı olarak Ekonomi Bakanlığı koordinasyonu, DEİK ve TİM işbirliğinde, her iki ülke Başbakanlarının ve önde gelen Bakanların katılımıyla

4 Mart 2013 Pazartesi günü 13.00-18.00 saatleri arasında Çırağan Otel İstanbul'da "Türk – Yunan İş Forumu"nun düzenleneceği belirtilerek, Türkiye ile Yunanistan arasındaki ikili ticaret hacminin 2012 yılında 5 milyar dolar olarak gerçekleştiği, Yunanistan'ı uzun süredir olumsuz yönde etkileyen ekonomik krizin, Türk-Yunan ticaret ilişkilerine pek yansımadağının görüldüğü, Yunan yatırımcıların, ülkemizde bankacılık, bilişim teknolojileri (IT), tarım uygulamaları, ambalaj, plastik, eczacılık, kozmetik, balıkçılık, turizm ve inşaat sektörlerinde işbirliği yapmak istediklerinin bilindiği, Yunan şirketlerinin günümüze kadar Türkiye'deki toplam yatırımlarının tutarının 6 milyar ABD dolarını aştığı ayrıca geçtiğimiz yıl Yunanistan'ın kamu idari teşebbüsleri ile ilgili yaklaşık 70 milyar dolarlık özelleştirme yapacağı Yunan hükümeti tarafından taahhüt edildiği, bu özelleştirme projeleri kapsamında, başta telekomünikasyon, ulaşım altyapısı, turizm, internet altyapı hizmetleri, liman ve hava alanı işletmeciliği, tekstil gıda, enerji sektörlerine ağırlık verileceğinin öngörüldüğü, toplantıya katılacak olan Yunan firmalarının ilişik listede yer aldığı listede yer

alan yunanlı firma sayısının teyit alınmaya devam edilmesi nedeniyle artacağı tahmin edildiği, Forumun programı ve güncel firma listesinin bilahare iletileceği belirtilerek, ikili ilişkiler açısından önem taşıyan foruma katılmak isteyen üyelerimizin ekteki katılım formunu doldurarak **2 Mart 2013 Cumartesi gününe kadar TİM'e** (Av. Bihter Esin YÜCEL, Tel. 0212 454 08 84 e-posta [bihteryucel@tim.org.tr](mailto:bihteryucel@tim.org.tr)) iletmeleri gerekmektedir.(1090)

**Ek-3 :**Katılım Formu (1 sayfa)

**Ek-4 :**Yunan Firma Listesi (3 sayfa)

### **ÇİN HALK CUMHURİYETİ FUAR DUYURUSU (PIPELINE)**

Pekin Büyükelçiliği Ticaret Müşavirliğinin bir yazısına atfen, Türkiye İhracatçılar Meclisinden (TİM) alınan 26/02/2013 tarih ve 397 sayılı yazıda, 23-25 Nisan 2013 tarihleri arasında Çin Halk Cumhuriyeti'nin HeBei eyaletinin LanFang şehrinde "The 8th China International Pipeline Exhibition (Interpipe 2013)" ve "China International Pipeline Forum 2013" etkinliklerinin düzenleneceği belirtilmekte olup, ilgilenecek üyelerimiz için sözkonusu fuara ilişkin bilgiler ekte yer almaktadır.(1069)

**Ek-5:** Etkinlik Tanıtımı (1 sayfa)

### **YETKİLENDİRİLMİŞ YÜKÜMLÜ MÜHÜRLERİ**

Gümrük ve Ticaret Bakanlığının bir yazısına atfen, Türkiye İhracatçılar Meclisinden( TİM) alınan 27/02/2013 tarih 409 sayılı yazıda; Gümrük İşlemlerinin Kolaylaştırılması Yönetmeliği hükümlerine istinaden yetkilendirilmiş yükümlüler tarafından kullanılacak mühürlerin, ilgililerce 13/02/2013 tarih ve 2013/2 sayılı Genelge uyarınca Gümrük ve Ticaret Bölge Müdürlüklerinden temin edileceği,

Türkiye Halk Bankası A.Ş.'nin tüm şubelerinden "Tasfiye Hizmetleri Belge Ücretleri Ödemeleri" ile "Türkiye Vakıflar Bankası T.A.O"nun tüm şubelerinden "TASİŞ Belge Ücretleri Ödemeleri"ne ait "Kurum Faturası Tahsilatı" menülerinden Gümrük ve Ticaret Bakanlığı Döner Sermaye Saymanlık Müdürlüğü'nün kurumsal hesabına mühür ücretlerinin aşağıda belirtilen kodlara göre yatırılacağı

Bahse konu ücretin yatırılmasında Bankalarca mühür bedeli dışında ücret talep edilmeyeceği ve bu işlemlere ilişkin düzenlemelerin Bakanlığın web sayfasında ([www.gtb.gov.tr](http://www.gtb.gov.tr)) yayımlandığı belirtilmektedir. (1109)

<b>İlgili Kişi</b>	<b>Bankalarca Kullanılan Kod</b>
İhracatta yerinde gümrükleme izni verilmiş yetkilendirilmiş yükümlüler için	62-(İYG)
İzinli gönderici yetkisine sahip yetkilendirilmiş yükümlüler için	63-(İG)

### **DEİK İHRACAT OKULU**

Dış Ekonomik İlişkiler Kurulu (DEİK)'ten alınan yazıya atfen, Türkiye İhracatçılar Meclisinden alınan 28/02/2013 tarih ve 40-422 sayılı yazıda; şirketlerimizin ihracat konusundaki kurumsal kapasitelerinin geliştirilmesi amacıyla açılan "DEİK İhracat Okulunun" 5 Mart 2013 tarihinde eğitimlerine başlayacağı,

İhracat okulunda Dış Ticaret Yönetimi, Dijital Pazarlama, İstihbarat Kanalları, Akreditif, Uluslararası Pazarlama, Risk Yönetimi, E-Ticaret, Dış Pazarlar için İş Planı Hazırlama, Dış Ticaret Yöneticilerine Finansal Bilgiler, Dış Pazar Geliştirme ve Konumlandırma Stratejileri,

Bilanço Yönetimi, Bütçe Yönetimi, Devlet Yardımları başlıkları altında eğitim seminerleri düzenleneceği,

Anılan okulun eğitimi olan “Dış Ticaret Yönetimi”nin 5 Mart Salı günü 09:30-17:00 saatleri arasında İstanbul TOBB Plaza’da tertip edileceği, eğitim ücretinin kişi başına KDV dahil 89 TL olduğu, eğitim sonunda katılımcılara sertifika verileceği belirtilmektedir (1144)

Ayrıntılı Bilgi için: <http://egitim.deik.org.tr/>

Ek 2

SEVK ÖNCESİ TL YATIRIMDA ÖNCELİKLİ BÖLGELER İHRACAT KREDİSİ (SÖİK TL-YÖB)  
FAİZ ORANLARI

VADE (GÜN)	Sigortalı	Sigortasız
120 Gün	5,25	5,50
180 Gün	5,50	5,75
360 Gün (2 taksit)	5,75	6,00
540 Gün (3 taksit)	6,00	6,25
360 Gün (1 taksit)	6,00	6,25
540 Gün (1 taksit)	6,50	6,75

**SEVK ÖNCESİ TL İHRACAT KREDİSİ  
YATIRIMDA ÖNCELİKLİ BÖLGELER LİSTESİ (SÖİK TL-YÖB)**

3. Bölge	4. Bölge	5. Bölge	6. Bölge
1	13	30	46
2	14	31	47
3	15	32	48
4	16	33	49
5	17	34	50
6	18	35	51
7	19	36	52
8	20	37	53
9	21	38	54
10	22	39	55
11	23	40	56
12	24	41	57
	25	42	58
	26	43	59
	27	44	60
	28	45	61
	29		

Mevzuattan kaynaklanan değişiklikler ayrıca duyuru yapılmaksızın yukarıdaki tabloya yansıtılacaktır.

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Gorenjska banka

### Project outline

GOALS

- Merge two non-governmental and non-internationally owned banks: Gorenjska banka and Abanka Vipva

ROBUST

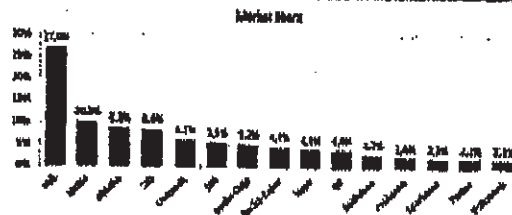
- Increase capital of Gorenjska banka
- Purchase existing shares in Gorenjska banka
- Purchase shares of Abanka Vipva and/or merge the banks
- Optimise business processes and realise synergies

RESULTS

- Second largest Slovenian bank
- Sound bank with great income generating possibility
- Position the bank for further growth both organically and through M&A

Gorenjska Banka

### Slovenian Banking Market Overview



- > The Slovenian banking market remains very fragmented, with NLB as only player of the
- > The market is perceived as overbanked and relatively unprofitable
- > The prolonged period of tight economic conditions, both in Slovenia and the euro area countries, had a significant effect also on the Slovenian economy and banking system, banks' profitability and asset quality deteriorated. Due to impairments the banking system as a whole operated with a loss in 2010, 2011 and 2012.
- > International players are reassessing their strategy for Slovenia and CEE

Gorenjska Banka

### Both banks present in four main service areas

	Gorenjska banka	Abanka Vipac
Retail banking	<ul style="list-style-type: none"> <li>&gt; Extensive branch and ATM network, especially in Gorenjska</li> <li>&gt; Current accounts, savings products, and loans</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Extensive branch and ATM network</li> <li>&gt; Current accounts, savings products, and loans</li> </ul>
Corporate banking	<ul style="list-style-type: none"> <li>&gt; Current accounts</li> <li>&gt; Loans to SMEs and large corporates</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Current accounts</li> <li>&gt; Loans to SMEs and large corporates</li> </ul>
Treasury services	<ul style="list-style-type: none"> <li>&gt; Foreign exchange services</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Foreign exchange services</li> <li>&gt; Interest rate derivatives and fixed income products</li> </ul>
Investment banking	<ul style="list-style-type: none"> <li>&gt; Brokerage</li> <li>&gt; Limited corporate finance advisory</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Asset management and private banking services</li> <li>&gt; Brokerage</li> <li>&gt; Corporate finance advisory</li> </ul>



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**Complementary Business Models**

Business Model	Strengths	Weaknesses	Opportunities
<b>Product Range</b>	<ul style="list-style-type: none"> <li>Limited to deposits and basic loans</li> </ul>	<ul style="list-style-type: none"> <li>Narrow range of banking products</li> <li>Insurance products</li> </ul>	<ul style="list-style-type: none"> <li>Active product offering</li> </ul>
<b>Customer Base</b>	<ul style="list-style-type: none"> <li>Strong retail customer base</li> </ul>	<ul style="list-style-type: none"> <li>Strong in SMEs</li> <li>Weak in retail</li> </ul>	<ul style="list-style-type: none"> <li>Expand customer base across all categories</li> <li>Cross-selling potential</li> </ul>
<b>Financing and Capital</b>	<ul style="list-style-type: none"> <li>Strong capital base and credit adequacy</li> <li>Favorable financing sources and high liquidity</li> </ul>	<ul style="list-style-type: none"> <li>Capital restriction</li> </ul>	<ul style="list-style-type: none"> <li>Expand financing sources in domestic and international markets</li> </ul>
<b>Business Mix</b>	<ul style="list-style-type: none"> <li>Concentrated business model</li> <li>Concentration of fair portfolio</li> <li>Highly asset efficient</li> </ul>	<ul style="list-style-type: none"> <li>Highly concentrated portfolio</li> <li>Dependence on capital markets</li> <li>Low liquidity</li> </ul>	<ul style="list-style-type: none"> <li>Diversified business mix</li> </ul>
<b>Growth Opportunities</b>	<ul style="list-style-type: none"> <li>Over-capitalized, looking for lending opportunities</li> </ul>	<ul style="list-style-type: none"> <li>Global platform, limited due to capital constraints</li> <li>Strong regional</li> <li>International CIB markets</li> </ul>	<ul style="list-style-type: none"> <li>Partnered by cash up with domestic market leader</li> <li>Partners growth opportunities in CIB region</li> </ul>

**Financial Highlights**

Metric	2012		2011	
	Q4	YTD	Q4	YTD
Total assets	1,481	1,343	1,402	1,215
Deposits from non-banks	1,320	1,211	1,278	1,114
Capital	228	227	204	210
Interest margin	2.7%	2.7%	2.7%	2.7%
Non-interest income	2.2	2.7	1.1	1.1
Return on Assets	1.4%	1.4%	1.4%	1.4%
ROE	14.9%	15.1%	14.9%	15.1%

\* All data are on a consolidated basis, except for ROE, which is based on P&L and Equity

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Gorenjska Banka

## GB-Abanka M&A Opportunities

### Shareholders

- **Revenue generation capabilities**
  - Creation of a new number 2 player in the Slovenian banking sector with capacity to challenge the dominance of NIB and strengthen sector competition
  - Complementary networks throughout the country
  - Further market coverage and complementary products mix
- **Enhanced operational efficiency**
  - Streamlined internal operations
  - Strengthened capital and liquidity position and better interest capital efficiency
  - Addressing scale economies and operational market power
- **Liquidity**
  - Gorenjska Banka shareholders replace undated stock with a quoted share
  - Abanka shareholders hold stock in a larger entity, enhancing the liquidity of the shares

### Customers

- Customers will be able to access the full range of banking, savings, investment and mortgage services
- Expanded network of ~70 branches with truly national coverage
- Ability to position the merged bank as the leading "integrated" Slovenian bank

### Management / employees

- Strong strategic and cultural fit between the two organizations and their shareholder base
- Combination of 2 experienced management teams working together
- Knowledge transfer between the employees of two banks

### Other stakeholders / regulators

- Bank consolidation is generally perceived favorably by the regulator as would create financially stronger institutions and would reduce systemic risk
- The merger would send positive signals to the market as a "non-distressed transaction", indicative of the overall soundness of Slovenia's banking sector

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Gorenjska Banka

## Valuation and amount of capital increase

### Key influencing factors

- **Expected additional impairment needed\***
  - Abanka Vipava: €154M
  - Gorenjska banka: €61M
- **Excess capital in GB (assuming 12% CAR after additional impairment)**
  - Gorenjska banka: €41M
- **Assumed GB share value:**
  - €734 / share – 80% book value after additional impairment

\*Including a 25% NPL and 10% impairment combined at 10% EILAN hypothesis on total losses as of 31.12.2012

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**Contact**

**Gorenjska Banka d.d.**

Horveljeva cesta 1  
SI - 4000 Kranj

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President of the management board  
email: gerard.trisk@gbkrat  
tel: +386 4 20 94 000

http://www.gbkrat  
e-mail: info@gbkrat



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Capital increase procedure

## Capital increase procedure

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>&gt; 50% equity increase and purchase of treasury shares in GB:             <ul style="list-style-type: none"> <li>• 101,428 shares @ €734 = €140.5M</li> <li>• 38.5% share in GB</li> </ul> </li> <li>&gt; Purchase share from Sava             <ul style="list-style-type: none"> <li>• Sava retains 25% share</li> <li>• Purchase 27,828 shares @ €20.9M</li> <li>• 44.1% share in GB</li> </ul> </li> <li>&gt; Capital increase in Abanka             <ul style="list-style-type: none"> <li>• 23,428,571 shares @ €4.2 → 490M = 76% share</li> </ul> </li> <li>&gt; Share in banks:             <ul style="list-style-type: none"> <li>• Gorenjska banka: approx. 40%</li> <li>• Abanka Vipac: 76% + 1.8% GB stake</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>&gt; ALTERNATIVE</li> <li>&gt; Purchase share from Sava             <ul style="list-style-type: none"> <li>• Purchase 152,110 shares @ €111.5M</li> <li>• 69.1% share in GB</li> </ul> </li> <li>&gt; Capital increase in Abanka             <ul style="list-style-type: none"> <li>• 23,428,571 shares @ €4.2 → 490M = 76% share</li> </ul> </li> <li>&gt; Share in banks:             <ul style="list-style-type: none"> <li>• Gorenjska banka: approx. 40%</li> <li>• Abanka Vipac: 76% + 1.8% GB stake</li> </ul> </li> </ul> |
|---|--|

\* buying a 25% share and 71% ownership coverage of 490M (10.7M investment in total bank)

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Capital increase procedure

## Summary

### Investment Opportunity

- > Long banking tradition by both banks
  - > Largest market share in Gorenjska region with spread network all around Slovenia
  - > Focus on retail banking, SME and payment systems
  - > Loyal customer base
  - > Deposit rich
- Merged bank
- > Stable and profitable bank
  - > Cost efficient operations
  - > Strong capital base for further growth
  - > Performance above sector's average

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**Yunanistan Başbakanı Sayın Antonis Samaras'ın Türkiye Ziyareti Vesilesiyle  
Düzenlenen**

**Türk-Yunan İş Forumu**

**4 Mart 2013 / 13:00-18:00, Çırağan Otel İstanbul**

**Firma :**

**Faaliyet Alanı:**

**Temsilci :**

**Ünvan :**

**Tel:**

**Fax:**

**E-Mail :**

**Görüşmek İstedığınız Yunan Firmaları :**

**Katılım formununun 2 Mart 2013 Cumartesi gününe kadar TIM'e ( Av.Bihter Esin YÜCEL, tel: 0212 454 ,80 84, e-posta: bihteryucel@tim.org.tr ) iletilmesi gerekmektedir.**

Sector	Company Name	Registered Name	Position	Field of Activity	Mobile	Telephone	Fax	e-mail	Interest in Turkey
Energy	KOPELUDOS GROUP	Sinayitici Firmas Kocaeli'den Sivas'a	CEO Prof. Executive VP Business Dev. Manager	Energy & Infrastructure		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Interest in Turkey
Industry	KILBAYHAN BELLA SA	Madencilik Firmas Pamirayve Sivas'ta	Chairman & CEO Finance Manager & Analyst Sales Manager (Istanbul)	Agro-Industry Sensors	6932 699990	210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Finance	TIBS-Credit Bank	Adilhan Bolay Kocaeli'den Sivas'a	Chairman	Trading		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Construction companies
Construction	ANCARDOPOL	Adilhan Bolay Kocaeli'den Sivas'a	Member of the Board CEO	Construction		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Energy	Public Power Corporation SA OSES	Orsava Elektrik (Madenli)	Deputy CEO	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Energy	HELLENIC PETROLEUM	Orsava Elektrik (Madenli)	Chairman of the Board	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Energy	NETKA SA - METALIMAKS	Kocaeli'den Sivas'a	Sales Director & General Manager for Turkey	Energy Infrastructure Construction		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Energy	THEPUL GROUP	Yedigöze Talam	CEO	Energy Infrastructure Construction		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Energy	NEON ENERGY	Orsava Elektrik (Madenli)	Chairman	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Financial	PARALEIS BANK	Orsava Elektrik (Madenli)	Managing Director	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Shipping	ORNAKOL TIRANMA MAJOR	Orsava Elektrik (Madenli)	Chairman	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Health	BANKERKINE SA	Orsava Elektrik (Madenli)	President & Managing Director	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Health	TSA SARMASIS	Orsava Elektrik (Madenli)	CEO	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Health	PHARMACEUTICALS	Orsava Elektrik (Madenli)	CEO	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Technology	RELATIONAL SA	Orsava Elektrik (Madenli)	Chairman CEO - Vice Chairman	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Technology	MITRAL OT	Orsava Elektrik (Madenli)	CEO	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Technology	MANIAC ELECTRONICS SA	Orsava Elektrik (Madenli)	Deputy CEO	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Technology	UNISTRATEMS SA	Orsava Elektrik (Madenli)	Chairman	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Technology	OPTICORE LAB	Orsava Elektrik (Madenli)	General Manager	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Real Estate	PHILIPPOU DOMINA ERGA SA	Orsava Elektrik (Madenli)	President & Managing Director	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.
Industry	HALVOKIROMI INC.	Orsava Elektrik (Madenli)	Chairman Vice-Chairman & CEO	Public Power Company (Electricity generation) Oil & Gas, Chemicals		210 895760 210 895770 210 895757	210 814333 210 814371 210 814371	in@kopoludos.gr kopoludos@kopoludos.gr kopoludos@kopoludos.gr	Meeting with TEB (BUP) Finance Joint Meeting & Financials. Entrance to the Istanbul Black Exchange of our affiliated company in Iran.

Industry	Company	EMIS & Kontakt	Corporate Business Development Director	Steel, Aluminium, Copper manufacturing/processing facilities	ISV 40319	20-0531088	210-8651725	EMIS & Kontakt	Meeting with the Head, Ankara
Industry	ALUOYUL KABELLIG TORLACCO	George Muzras Ayhan Karadas	Chairman & CEO CEO	Aluminium Products Manufacture and sale of aluminum products Forklift & Hoistlift	894164053	234107330	234107335	guzel@aluoym.com ayhan@aluoym.com	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	ZASKALITHYOUS GANIP	Grigoriy Georgiev	President to the Management	Forklift - Accessories	556194334	210374545	210374384	g.georgiev@zaskalig.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	FASHION BOX GIBECER SA	Konstantinos Tzouvalakos	CEO	Forklift - Accessories	8941441561	210270337	210271360	konstantinos@fashionbox.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	YVQ SA	Thomas Vantsevich Boris Chyryk	President Vice President & CEO	Advertising Consulting	897093415	210748300	210726020	tom.vantsevich@yvq.com.tr boris@yvq.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	DK CONSULTANTS	Orneli Marinakis	Founder	Export Marketing Consulting Legal Services	897769894	231041711	231241343	orneli@dkconsultants.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	MACIUS & PARTNERS LAW FIRM	Pavlos Machas	Managing Partner	Legal Services	8936370004	210721100	210725130	pm@macius.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	SEY	Yunus Emre Seyhan Kerem P. Aksoy	President Chairman of BGA Senior Advisor Ltd. Partners	Industries Association	897444101	210669101	210844386	yunus@sey.com.tr kerem@sey.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	HALTA	George Tzouras	President	Association of Terminals & Coal Agencies Centers of Renewable Energy Sources, National Use of Energy, Energy Saving	897765300	2109223424	210922100	halta@halta.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	CRCS	Metin K. Turunçoglu Ayhan Karadas	Director Finance & Administrative Services Division	Shipping	897770253	210690300	210690301	metin@crs.com.tr ayhan@crs.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	KALINISERIS MARITIME	Christina Katsarasi	CEO	Shipping	8941541621	210429444	210429442	kaliniservis@kaliniservis.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	RYMFA ELECTRONICS	Burak Arslan	Export Manager	Industry of Emergency Lighting	894571433	233033120	233535183	burak@rymfa.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	JANNA DEVELOPMENT	Oygen Akayev	CEO	Real Estate Investments	210745033	210745033	210745030	oygen@janna.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	MACULDES SA	Ricoz Nicola	Chairman & Managing Director	Trucks & Truck Bodies Manufacturing	892722005	210618000	210618001	nicola@maculdes.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara
Industry	MICHAELIDES GROUP OF COMPANIES	Mehmet Akif Akbulut	Executive Vice President	Trucks & Truck Bodies Manufacturing	894354718	231054251	231054185	michaelides@miculdes.com.tr	Meeting with the Head, Ankara Meeting with the Head, Ankara

Tourism	LANRPA HELLENIC HOTELS SA	George Galanaki	Chairman of the Board	Tourism & Hospitality	6944 839829	2105141924 (for Technopolis)	210 816601	galanaki@lanrpa.gr george@lanrpa.gr	Latest developments
Food products	ELISIOD SA	Dimofanis Parnianakis	CEO	Manufacturing of cereal products (flour, maize, wheat), bread and pastries, Pastry-pastry products	6945 622007	2105203511	2100203903	d.parnianakis@eliod.gr eliod@eliod.gr	Meeting with clients, partnerships after the Greece or Spain Meeting with Turkish companies: ULKER, ETK, KAVIRKCI Flour Milk
Food products	OLYMPIUS FLAZA	Evangelos Makris	President & CEO	Food and animal-derived products	6922 221818	2100203290	210 439214	eliod@eliod.gr	Meeting with existing companies, shipping companies and operators, international importing companies.
Food products	MOJIS SA	Konstantinos Vardi	President & CEO	Food, Baby food, Diets/low lipocholesterol	6942 204042	2105704181	210 570421	konstantinos.vardi@mojis.gr	Meeting with companies in the food sector: importers, manufacturers & supermarkets (retail), Vardi produces and exports his following categories of products: 1. Baby Food, 2. Babying Mince, 3. Dessert Mince, 4. Cooking Mince, 5. Dessert Mince, 6. Chocolate Drink & Chocolate, 7. Cold Products (soft ice-cream), 8. Low Glycemic Index Desserts for Diabetic, 9. Mince & Balance product range, 10. High Fiber diet (7-pro products range), 10. Bio products (Bio organic Product Range)
Retail	VALIANS SA	Theodoros Vardas	Chairman	Fashion - accessories	6944 307121	211 6203930		valians@valians.gr	Trade - ready wear garments, import of garments
Food products	BRADY	Vasilios Emiliadis	CEO	Hellenic Republic, Animal Development Fund		210 3271400	210 3271448	brady@brady.gr	
Organization	INVEST IN GREECE	Sofokles Iacovos	CEO	Official Investment Promotion Agency of Greece	6940 281542	210 3365740	210 3262079	invest@investgreece.gov.gr info@investgreece.gov.gr	
Association	FEDERATION OF INDUSTRIALISTS OF NORTHERN GREECE (SIBIG)	Nikolaos Papanon	Chairman	Industrial Association	6942 444394	2310 554984	2310 54 1833	president@fibig.gr	
Association	Hellenic Chamber of Commerce & Industry - Union of Greek Chambers of Commerce	Nikolaos Constantinou	President	Chamber of Commerce	6930 518958	210 3282820	210 3419812	president@hccci.gr hccci@hccci.gr	Meeting with clients, partnerships after the Greece or Spain Meeting with Turkish companies: ULKER, ETK, KAVIRKCI Flour Milk
Association	ΕΒΕΠΗ	Emmanuel Mastrogiannis	1st Vice-President	Chamber of Commerce	6944 868790	2310 32110	2310 301114	emmanuel@ebepi.gr ebepi@ebepi.gr	Meeting with representatives from Chambers of the region and similar Business Associations
Association	GREEK INTERMEDIARIAL BUSINESS ASSOCIATION (SEVEB)	Ioannis Latsios	President	Exporters Association	6943 521229	2310 533333	2310 54232	info@seveb.gr	Meeting with relevant organizations
Association	SETE	Andreas Fotopoulas	President	Association of Greek Textile Distributors	6944 200781	210 3217188	210 3217117	andreas@sete.gr	Forum
Association	ΕΓΚΟΣ ΧΑΛΚΙΔΕΩΝ	Christodoulos Topidis	President	Chamber of Commerce	6944 720111	2310 36044	2310 36393	egkos@egkos.gr	
Association	Greek - Turkish Business Council	Ornella Papadopoulou	President	Business Council				greek-turkish-business-council@gtbc.gr	



**General information:**

China International Pipeline Exhibition (Interpipe) is an international professional exhibition for the pipeline industry, successfully held seven times in the past 11 years. It is becoming the most professional and authoritative pipeline exhibition and its show area is also the largest. The exhibits cover pipeline products, pipeline construction technology, equipment and materials, pipeline operation and maintenance detection systems, oil & gas storage and transportation etc.

**Sponsor:**

China Petroleum Pipeline Bureau

**Venue:**

Langfang International Conference and Exhibition Center (Langfang, China)

**Exhibition Date:**

Apr 23-25, 2013

**Supporters:**

Langfang City Government  
 China National Petroleum Corporation (CNPC)  
 China Petroleum & Chemical Corporation (Sinopec)  
 China National Offshore Oil Corporation (CNOOC)

**Exhibits:**

- Pipeline & Pumps, Valves
- Oil & Gas Exploration Technology & Equipment
- Steel System & Welding Material
- Wire & Cable, Electrical equipment
- Electrical & Control Systems
- Communication & Information Processing Transmission System
- Environmental Protection, Platform Repair & Maintenance
- Technology & Equipment



**Why should you attend Interpipe2013?**

1. Interpipe2013 is the most professional and authoritative pipeline exhibition in the oil & gas industry, and its show area is also the largest.
2. There are many pipeline engineering projects in China and the exhibition will provide a great platform for all the exhibitors and purchasers who attend.
3. Attending Interpipe2013 is the best way to showcase your brand in the oil & gas industry.
4. Interpipe2013 exhibits cover the entire chain of pipeline construction.

**Langfang International Conference & Exhibition Center**

Langfang city is adjacent to Beijing and Tianjin, the transportation is very convenient and the economy is prosperous, and Langfang International Conference & Exhibition Center is located in Youyi Road, Development Zone. The Exhibition Center is a magnificent trade fair venue, the show area reaches 100,000 m<sup>2</sup>, and it has successfully held more than 100 large and medium-sized exhibitions and more than 200 large-scale conferences.

**Attractions**



CPP



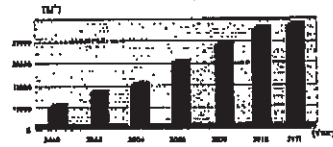
CNPC



Exhibition Center

**Statistics of the past eleven years:**

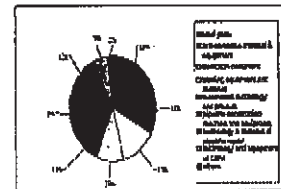
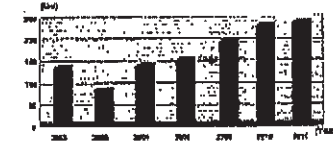
**Show space**



**Visitor**



**Exhibitor**



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