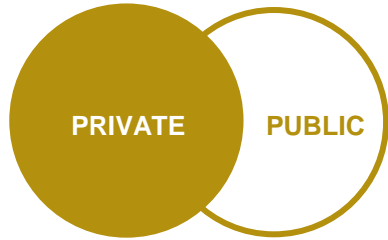




PRESIDENCY OF
THE REPUBLIC OF TÜRKİYE
**INVESTMENT
OFFICE**

MOBILITY
INDUSTRY
IN TÜRKİYE
2024





**PRIVATE SECTOR APPROACH
WITH PUBLIC SECTOR CAPABILITIES**



**A GOVERNMENTAL AGENCY
REPORTING TO THE PRESIDENT**



**ACTING AS YOUR
SOLUTION PARTNER**



General & customized
business information &
Sectoral analysis & reports



Site selection support to
find appropriate location/
land for your investment



Arrangements of meetings
with governmental bodies
and other stakeholders



AFTERSALES



Facilitating your
investment at all stages



Matchmaking with local
partners & establishing
business linkages



Project launch & Press
release Services



Facilitating your
visit to Türkiye

AGENDA

1 - INVESTMENT ENVIRONMENT IN TURKIYE

2 - AUTOMOTIVE INDUSTRY IN TURKIYE

3 - E-MOBILITY ECOSYSTEM IN TURKIYE



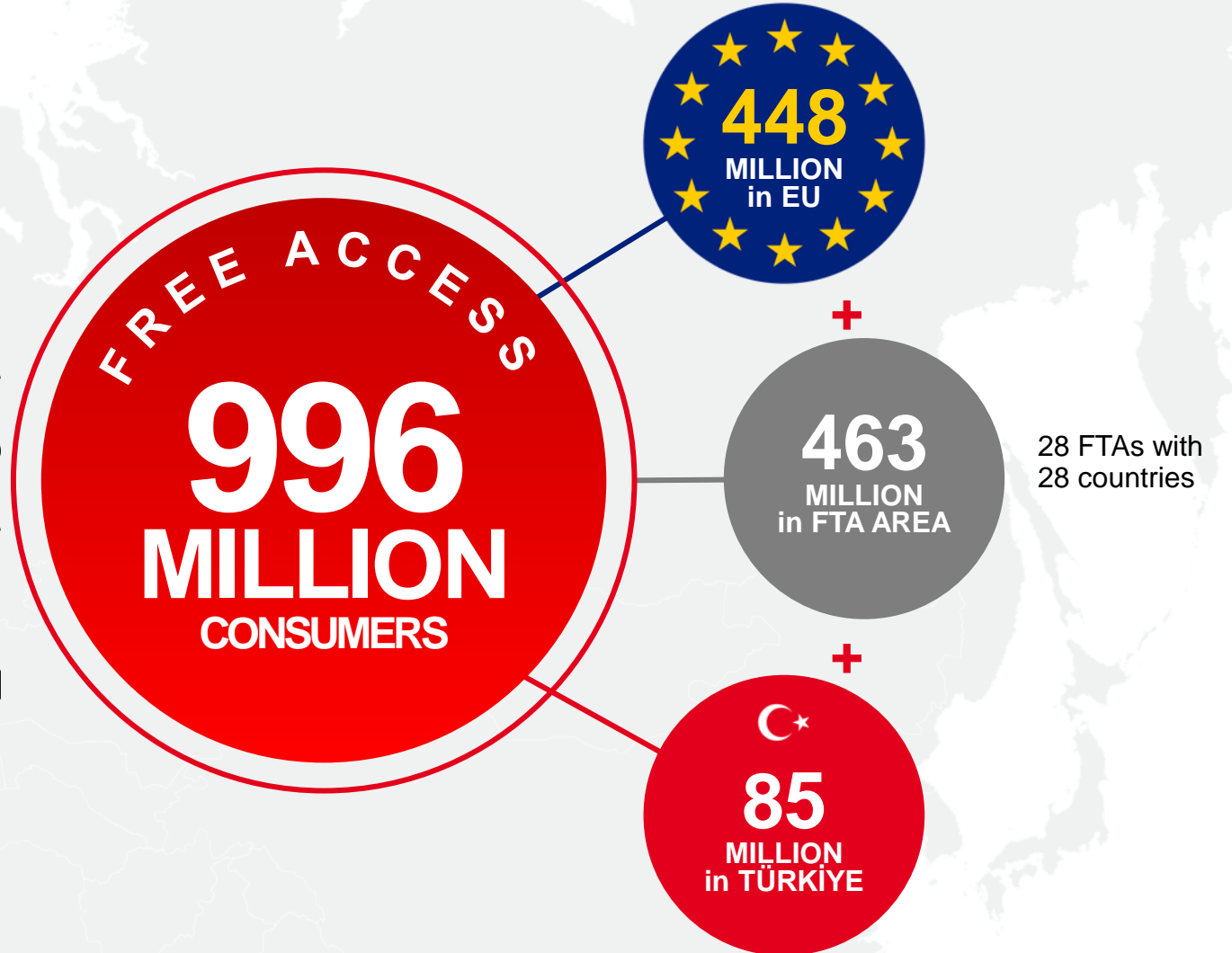
DOMESTIC + ACCESSIBLE MARKETS

DOMESTIC MARKET + EU MARKET + FREE TRADE AREA



Customs Union with the EU allows direct access to the EU Market

- NORWAY ISRAEL *SUDAN
- LIECHTENSTEIN
- SWITZERLAND ICELAND
- BOSNIA AND HERZEGOVINA
- PALESTINE MACEDONIA
- MOROCCO TUNISIA
- ALBANIA EGYPT
- GEORGIA MONTENEGRO
- SERBIA CHILE
- MAURITIUS SOUTH KOREA
- MALAYSIA *LEBANON MOLDOVA
- FAROE ISLANDS
- SINGAPORE VENEZUELA
- UNITED KINGDOM
- *QATAR KOSOVO



STRATEGIC LOCATION

HUB FOR MULTINATIONALS TO MANUFACTURE, EXPORT AND MANAGE



Working Hours Intersect with 16 Time Zones

- PROXIMITY TO MAJOR MARKETS**
1.3 billion people and \$26T GDP in Europe, MENA and Central Asia at 4 hour flight-distance
- CONNECTIVITY**
Turkish Airlines connects you to 340 destinations in 129 countries
- MANUFACTURING & EXPORT HUB FOR MULTINATIONALS**
- AS WELL AS MANAGEMENT HUB FOR MULTINATIONALS**



66 countries



70 countries



Production base for MENA



Its largest production facility worldwide



89 countries



22 countries



中国电建
POWERCHINA

63 countries



80 countries



Exporting 85% of its production



- Exporting 87% of its production



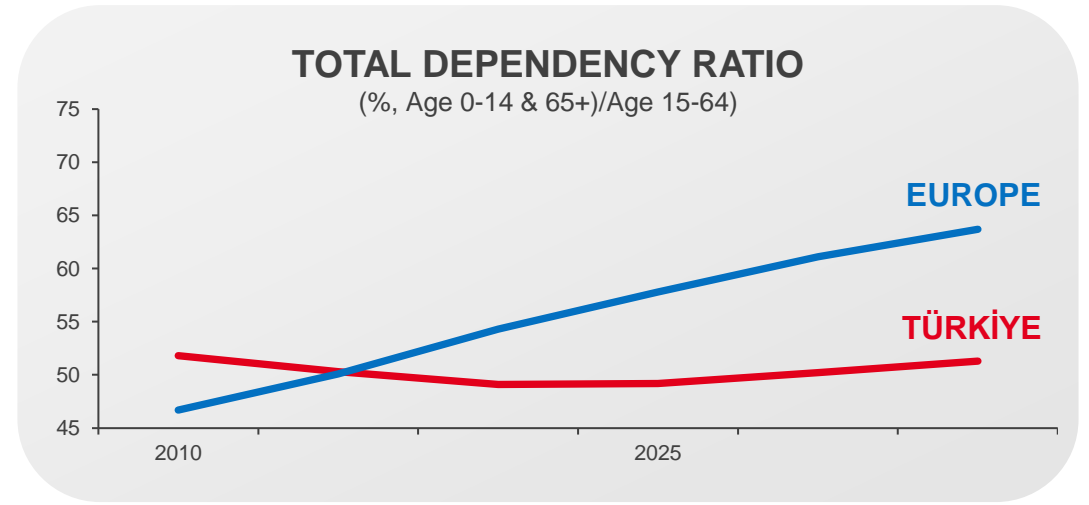
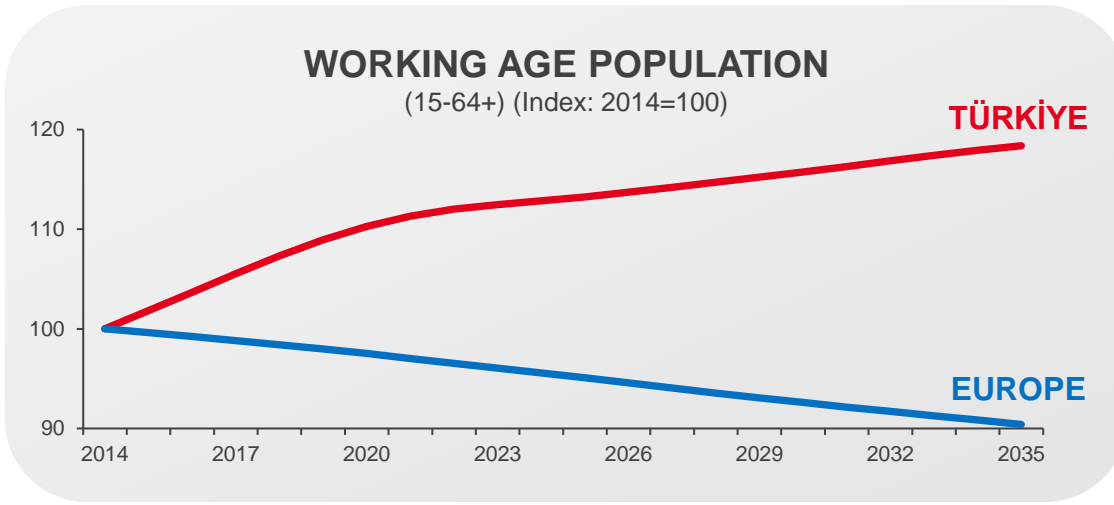
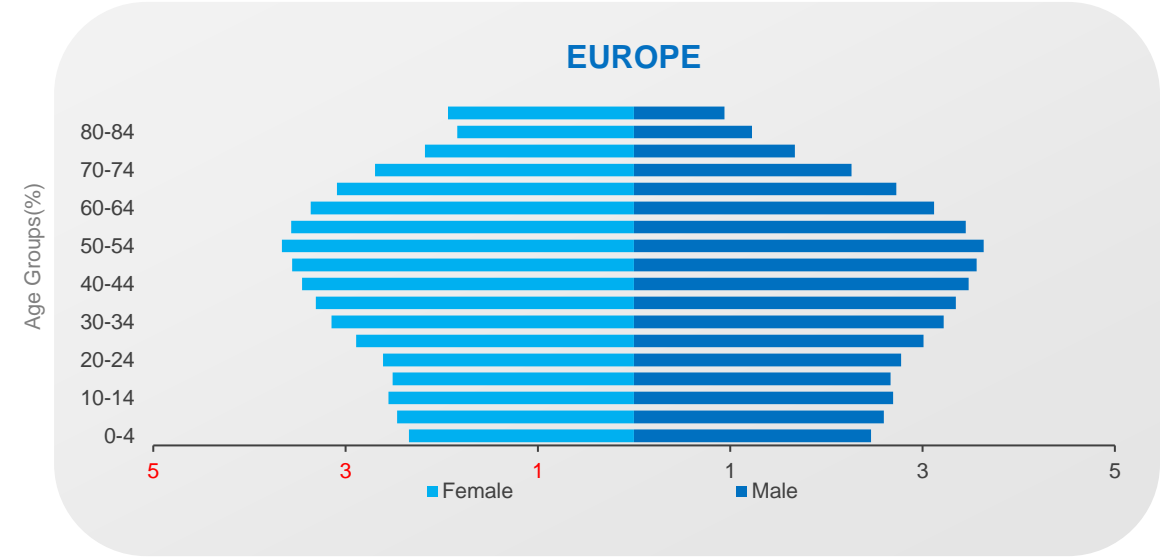
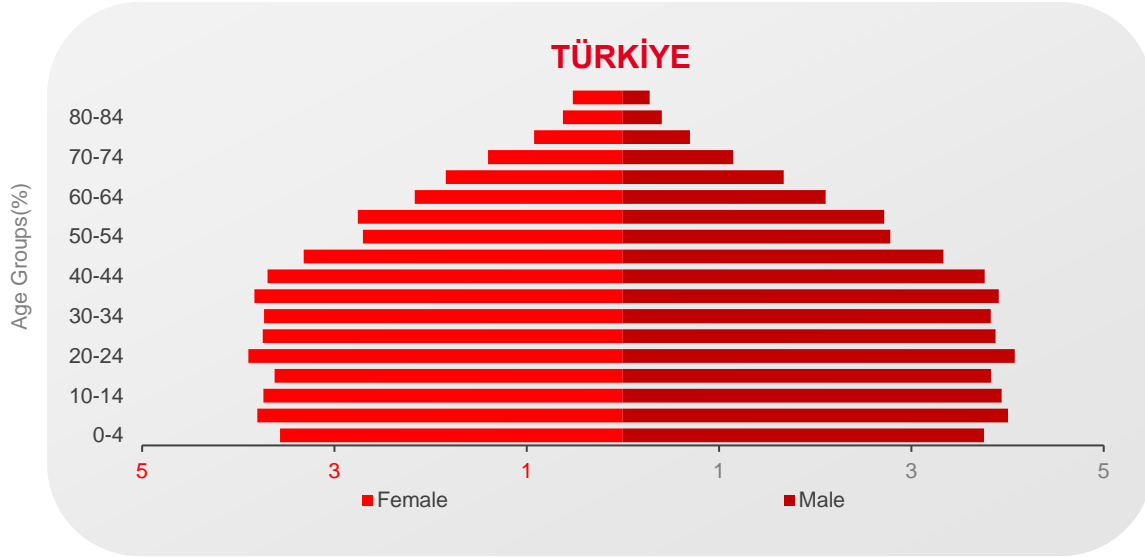
14 countries



30 countries

FAVORABLE DEMOGRAPHICS

HALF OF POPULATION UNDER AGE OF 32.7 CREATING DYNAMIC LABOR FORCE AND FISCAL DISCIPLINE

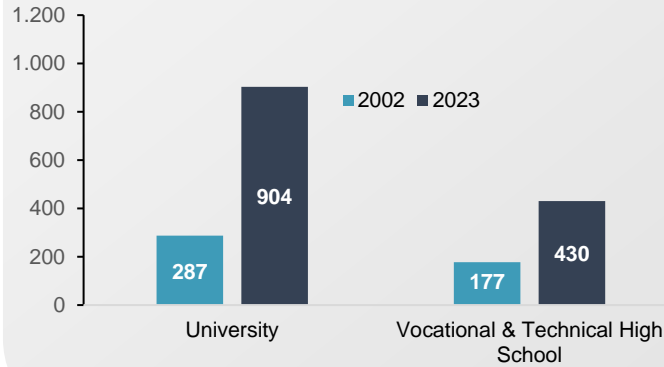


SKILLED AND COMPETITIVE LABOR FORCE

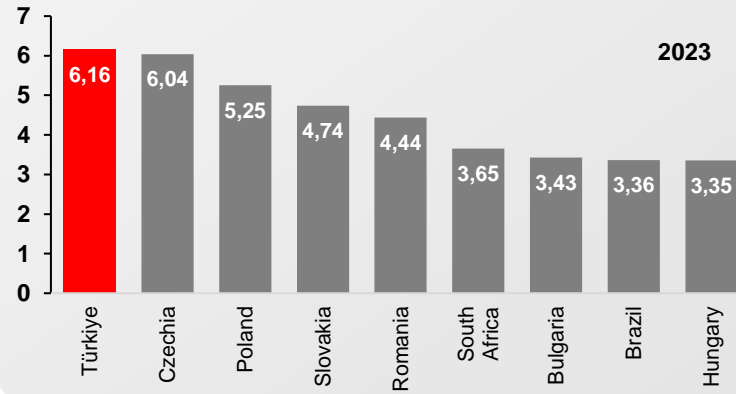
UPGRADED EDUCATION SYSTEM TO ENABLE A SKILLED LABOR POOL AND ADDRESS BUSINESS REQUIREMENTS



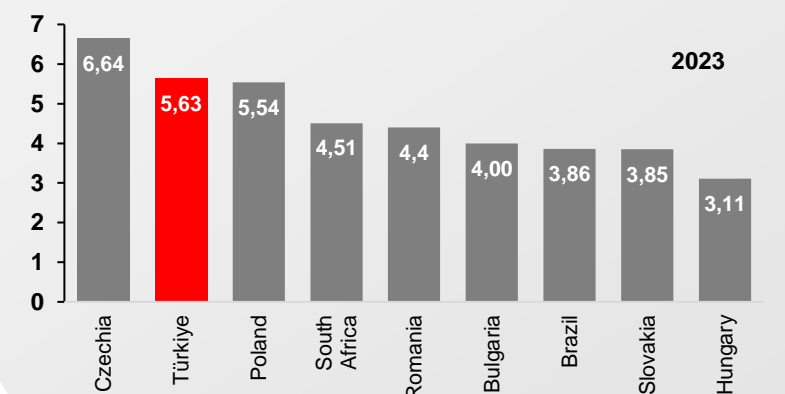
ANNUAL NUMBER OF GRADUATES
(thousands)



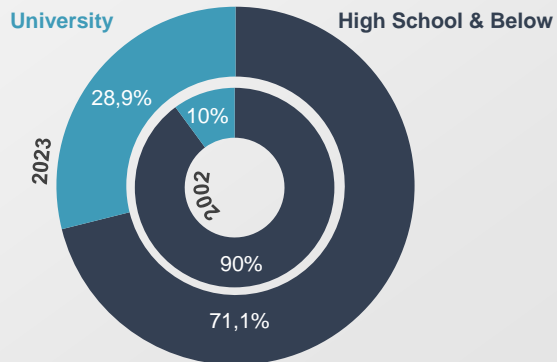
AVAILABILITY OF SKILLED LABOR FORCE
(10=Available; 0=Unavailable)



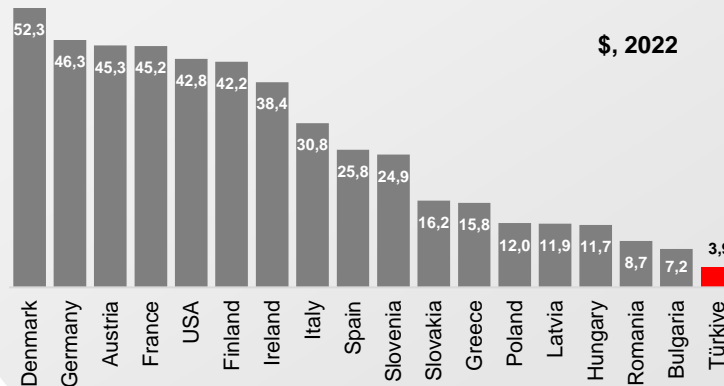
AVAILABILITY OF COMPETENT SENIOR MANAGERS
(10=Available; 0=Unavailable)



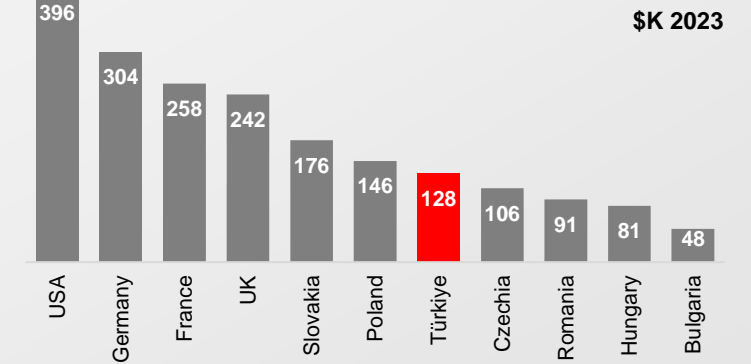
LABOR FORCE BY EDUCATION LEVEL



LABOR COST PER HOUR IN MANUFACTURING



REMUNERATION OF MANAGEMENT/ENGINEER
Total base salary plus bonuses and long-term incentives



AGENDA

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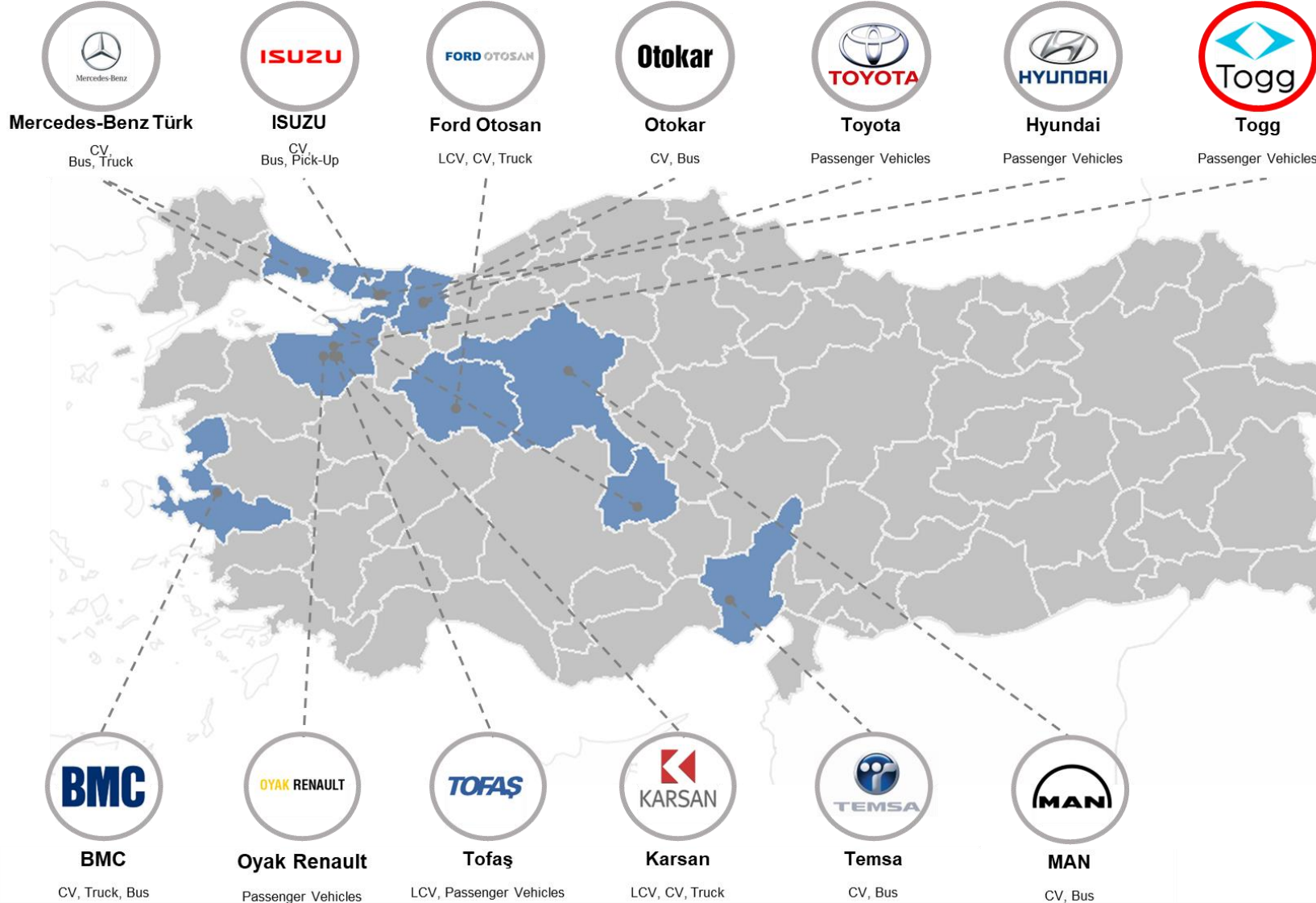
2 - AUTOMOTIVE INDUSTRY IN TURKIYE

3 - E-MOBILITY ECOSYSTEM IN TURKIYE



PRESENCE OF GLOBAL OEMs IN TÜRKİYE

13 OEMs.
8 of THEM ARE MULTINATIONALS.



of Global OEMs

	Türkiye	8
	Poland	5
	Czechia	4
	Hungary	4
	Slovakia	4
	Romania	2
	Serbia	1

STRONG PRESENCE OF GLOBAL TIER-1 SUPPLIERS

30+ OUT OF 100 BIGGEST GLOBAL SUPPLIERS ARE IN TÜRKİYE



The image features a map of Turkey with several red arrows pointing from various regions to logos of global suppliers. The suppliers listed are:

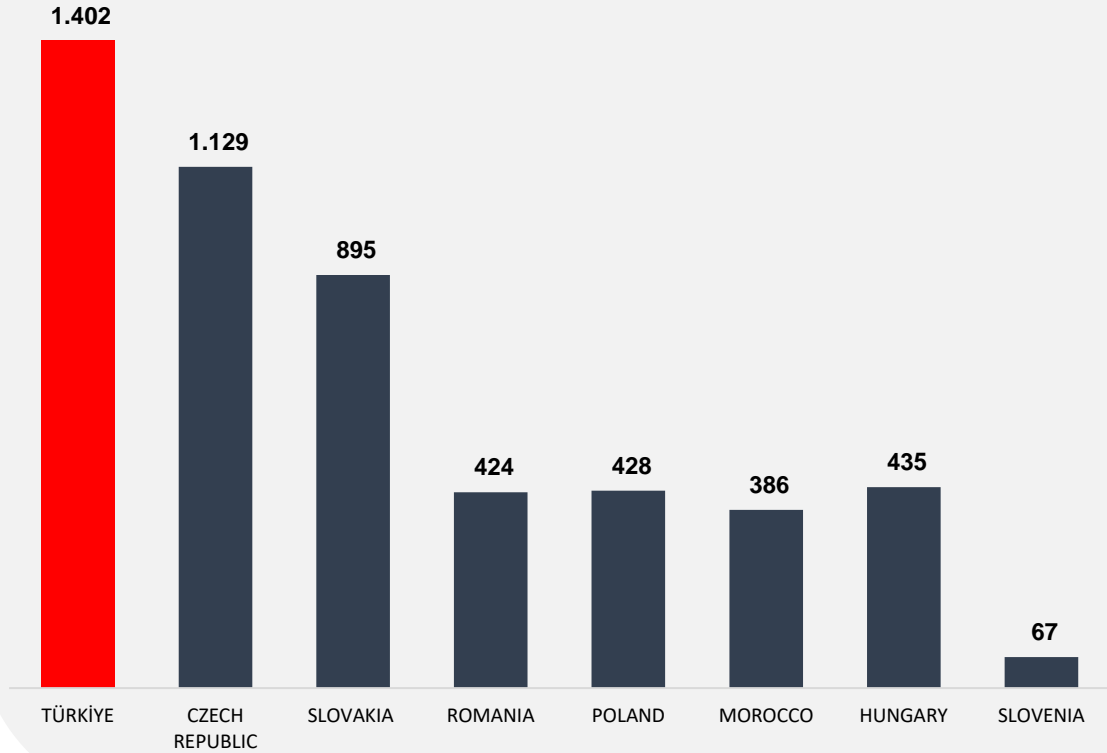
- AVL
- FEV
- Autoliv
- TOYOTETSU
- ZF
- MAGNA
- GOODYEAR
- PIRELLI
- MAHLE
- HYUNDAI MOBIS
- YAZAKI
- TOYOTA BOSHOKU
- BENTELER
- BOSCH
- MAGNETI MARELLI
- faurecia
- Gestamp
- LEAR CORPORATION
- Visteon
- Continental
- Valeo
- BorgWarner
- ELDOR CORPORATION
- ZF
- Johnson Controls
- Webasto
- GS YUASA
- Nemak
- Gates
- MERITOR
- aisin
- BASF (We create chemistry)
- elringklinger (Motortechnik)
- elringklinger
- elringklinger

LEADER OF THE REGION IN AUTOMOTIVE

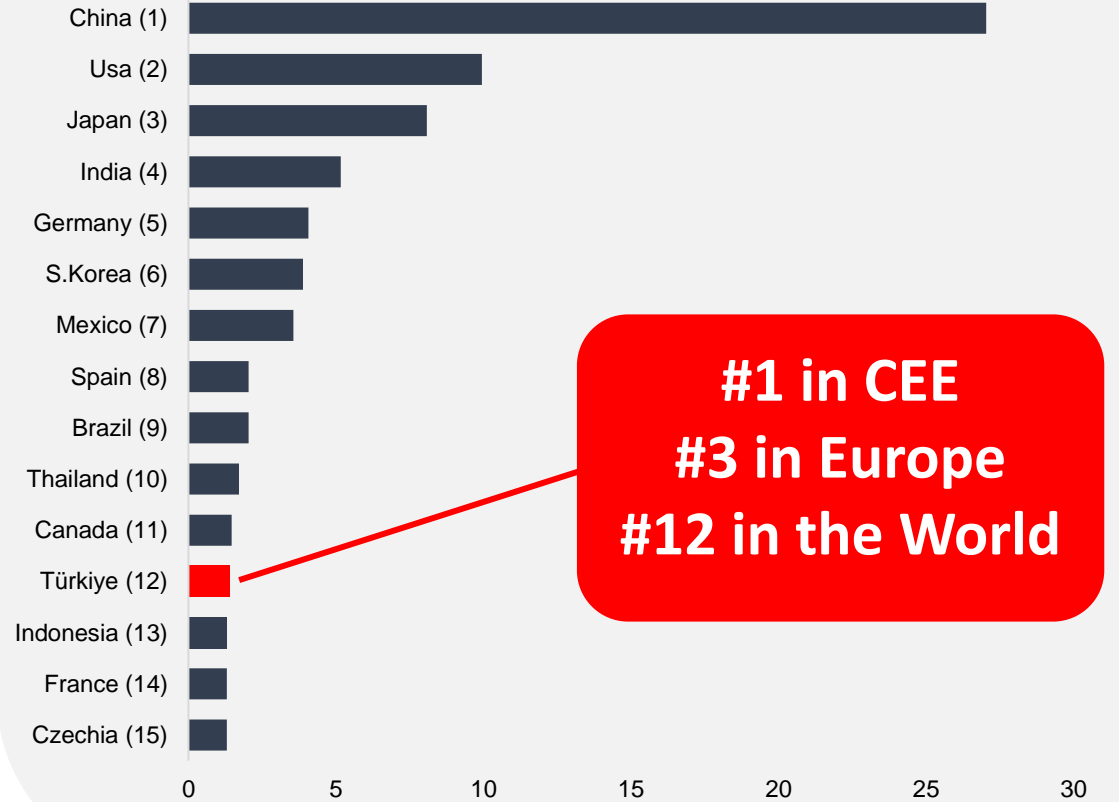
ONE OF THE MOST IMPORTANT AUTOMOTIVE MANUFACTURER IN EU & IN THE WORLD



Automotive Production in 2023 Thousands unit



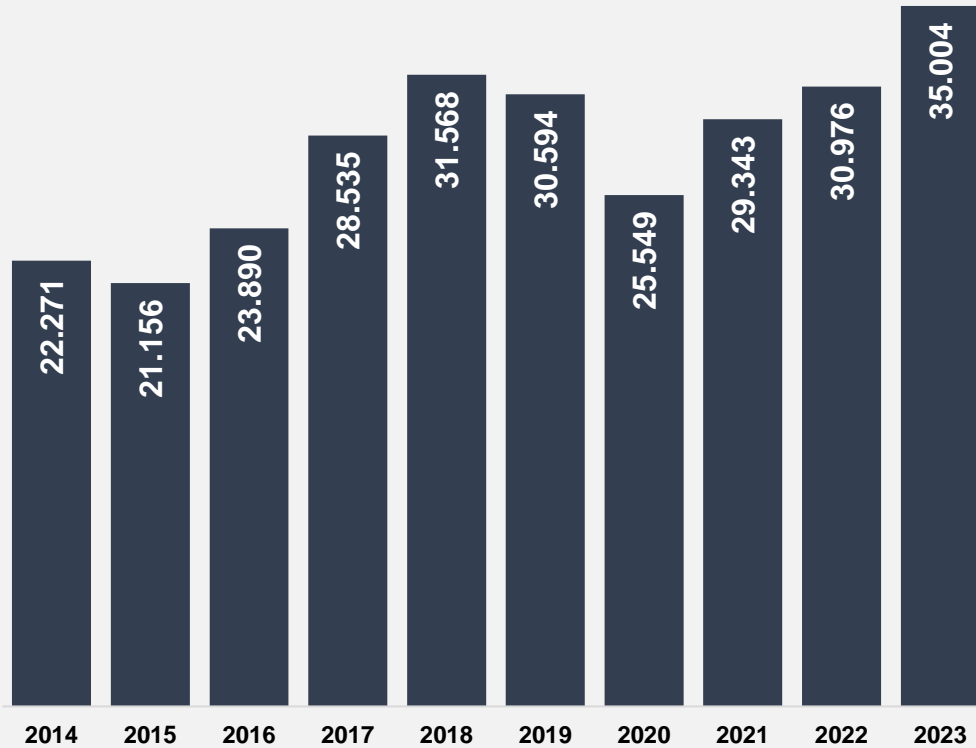
World Automotive Production, 2023 Million



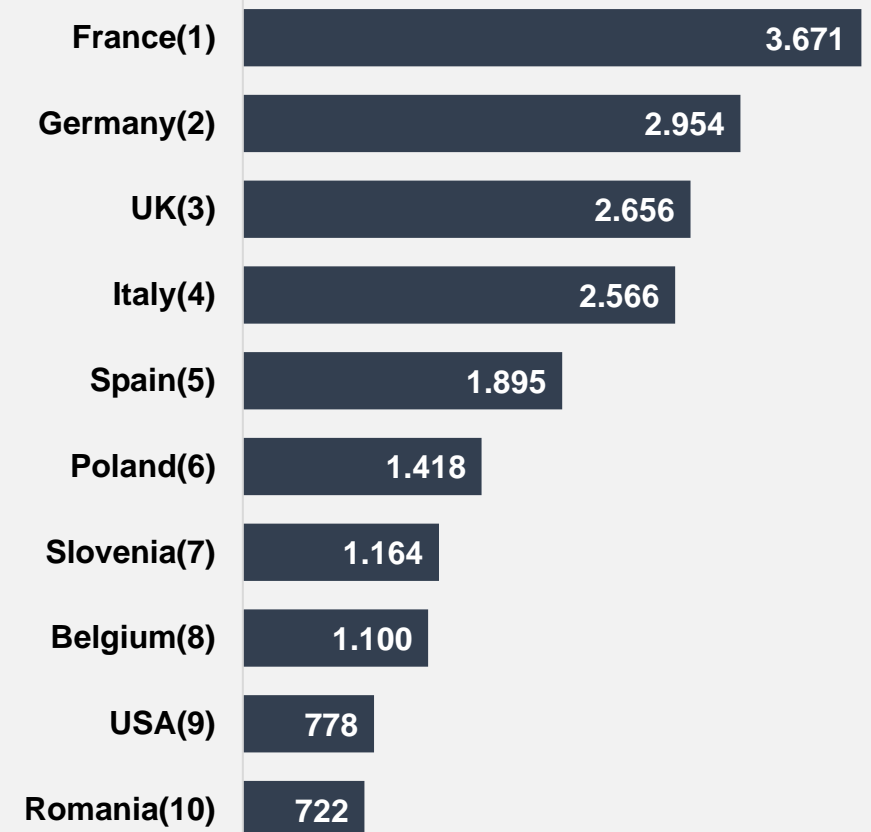
#1 in CEE
#3 in Europe
#12 in the World



Vehicle Exports (Million \$)



Top Auto Export Markets 2023 (Million \$)



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**20 GWh annual
capacity**

**Battery production
has started**

by 2026

**220 MWh annual
capacity**

**Li-ion cylindrical
battery cells**

In June 2022

3 GWh annual capacity

**Li-ion (LiFeP04) battery
cells and ESS**

by 2024



RECENT INVESTMENTS

SOME OF THE RECENT INVESTMENTS

- 2+ bn USD investment by Togg
- EV and Battery Cell Production
- First model has rolled off the line by April 2023



- Renault announced 400 mn USD new investment in December 2023
- 4 new models including hybrid and EV by 2027

OYAK RENAULT

- ZF CVS opened up new facility in Sakarya/ Türkiye
- 40 m USD investment
- 5th production facility



- 3 bn USD investment by Ford Otosan
- Full-electric Transit model
- First model has rolled off the line by April 2022

FORD OTOSAN

- 330 mn USD PHEV C-HR model investment by Toyota
- First PHEV plant of Toyota in Europe
- Started to production by November 2023



- 1+ bn USD battery cell investment by Siro (JV by Togg – Farasis)
- 20 GWh annual capacity
- Start production by 2026





Automotive manufacturers with electrified products in Turkiye

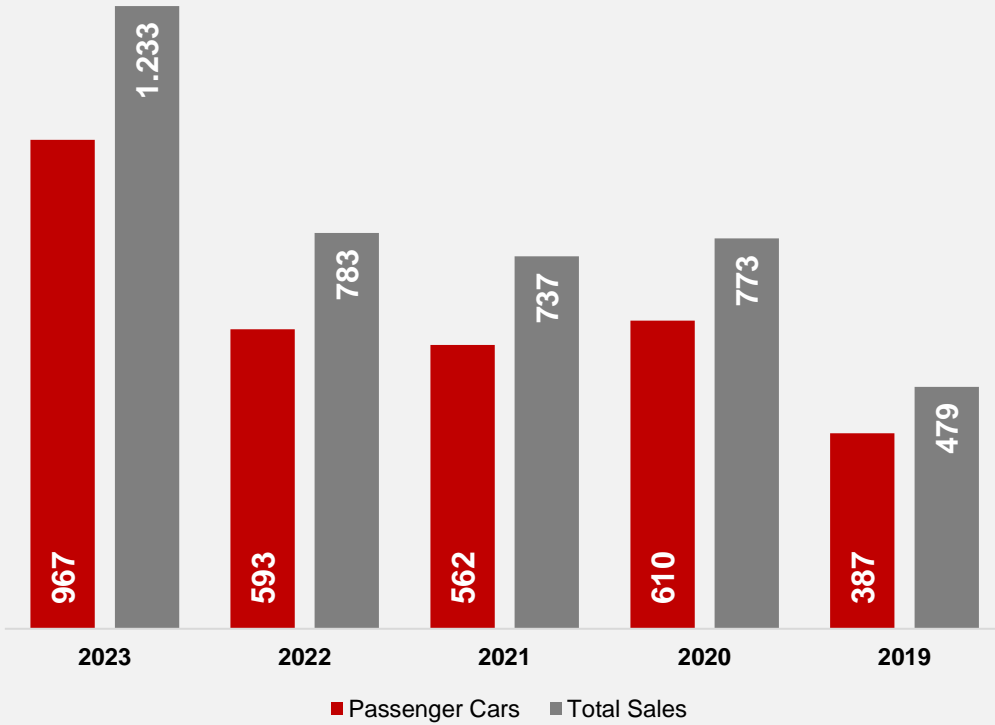
- Toyota, Corolla, CHR hybrid production, battery assembly
- Renault, Clio hybrid production, battery assembly
- Hyundai, İ20 & Bayon hybrid production (2020)
- Karsan, Electric bus and minibus development & production
- Otokar, Electric bus development & production
- Temsa Electric bus development & production
- Bozankaya, Electric bus development & production

Some of the global companies' R&D on EV in Turkiye

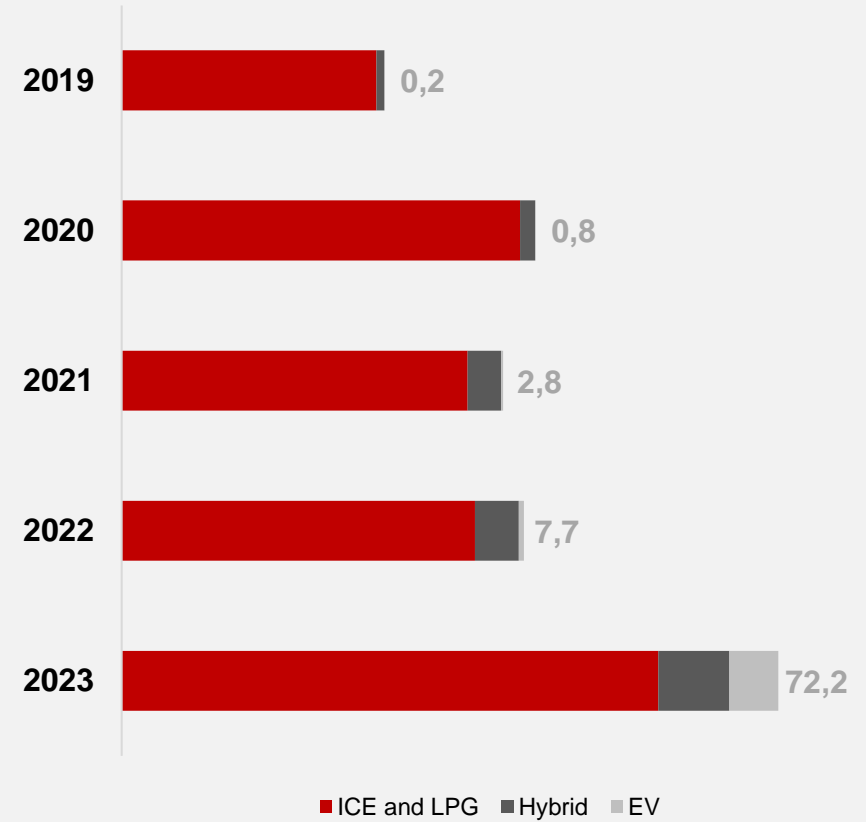
- Ford Otosan field of work in EV technologies
Electrical axle development
LCV BEV concept development
E-truck project
- AVL Engineering field of work in EV technologies
System engineering
Battery Management System
Battery Pack Development Design and Analysis
Module & Pack simulation
Cost Engineering
Production Design for assembly
- Valeo
Hybrid vehicle systems & products



Motor Vehicle Sales (Thousands)



Passenger Car Sales (Thousands)

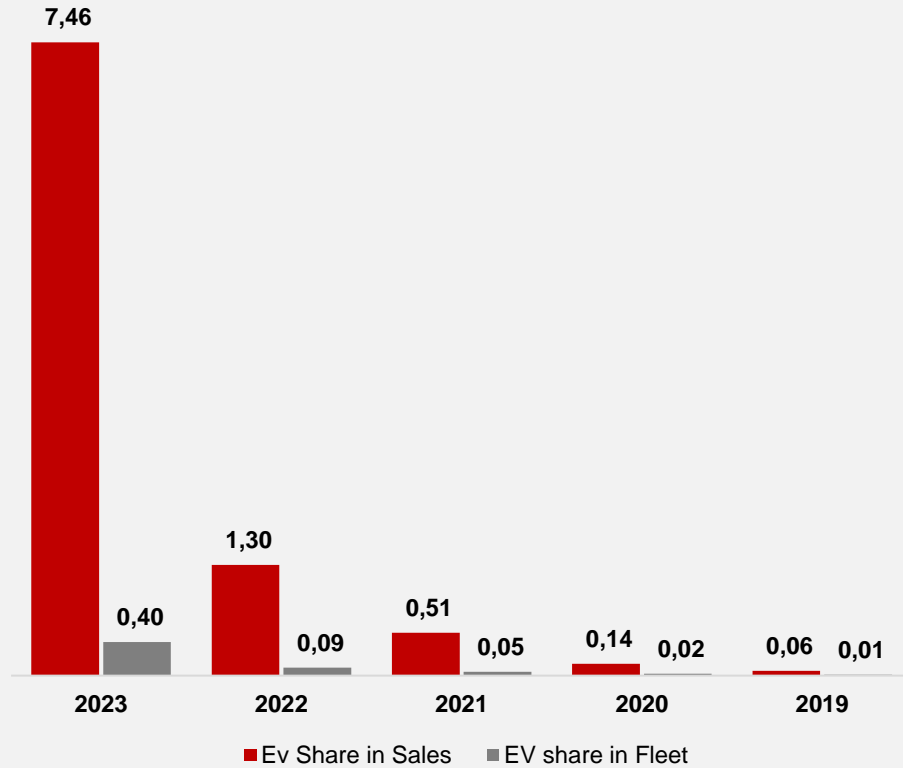


CHARGING INFRASTRUCTURE

AS OF END of 2023, MORE THAN 140 COMPANIES HAS BEEN LICENSED BY EMRA, AND 12.510 CHARGING POINTS ARE IN OPERATION, OF WHICH 3.804 ARE DC



EV Passenger Cars Share (%)



Charging Points

	2020	2021	2022	2023*
Charging Points (total)	1.355	2.237	2.532	12.510
AC	1.264	2.070	2.173	8.706
DC	91	167	359	3.804
EV Cars Fleet	2.797	6.267	14.552	80.043
EV Cars per CP, %	2,1	2,8	5,7	6,4

In 2023, registered EV cars have been tripled, while charging points have been tripled, as well.



EV and EV Technologies

1. Electric Vehicle Purchases Will Be Supported
2. Electric Vehicle Use Will Be Supported
3. Electric Vehicle Production Investments Will Be Supported and New Investments Will Be Encouraged.
4. Türkiye will be a “Regional Battery Production Center”
5. Secondary Use and Recycling investments will be supported.
6. Developing of Tier 1 and 2 suppliers producing Electrification Technologies will be provided.
7. The Advanced Material Support Program will be launched.
8. Charging infrastructure for electric vehicles will be completed.

Critical Projects

The projects on Battery and Innovative Energy Technologies are evaluated as ‘critical project’;

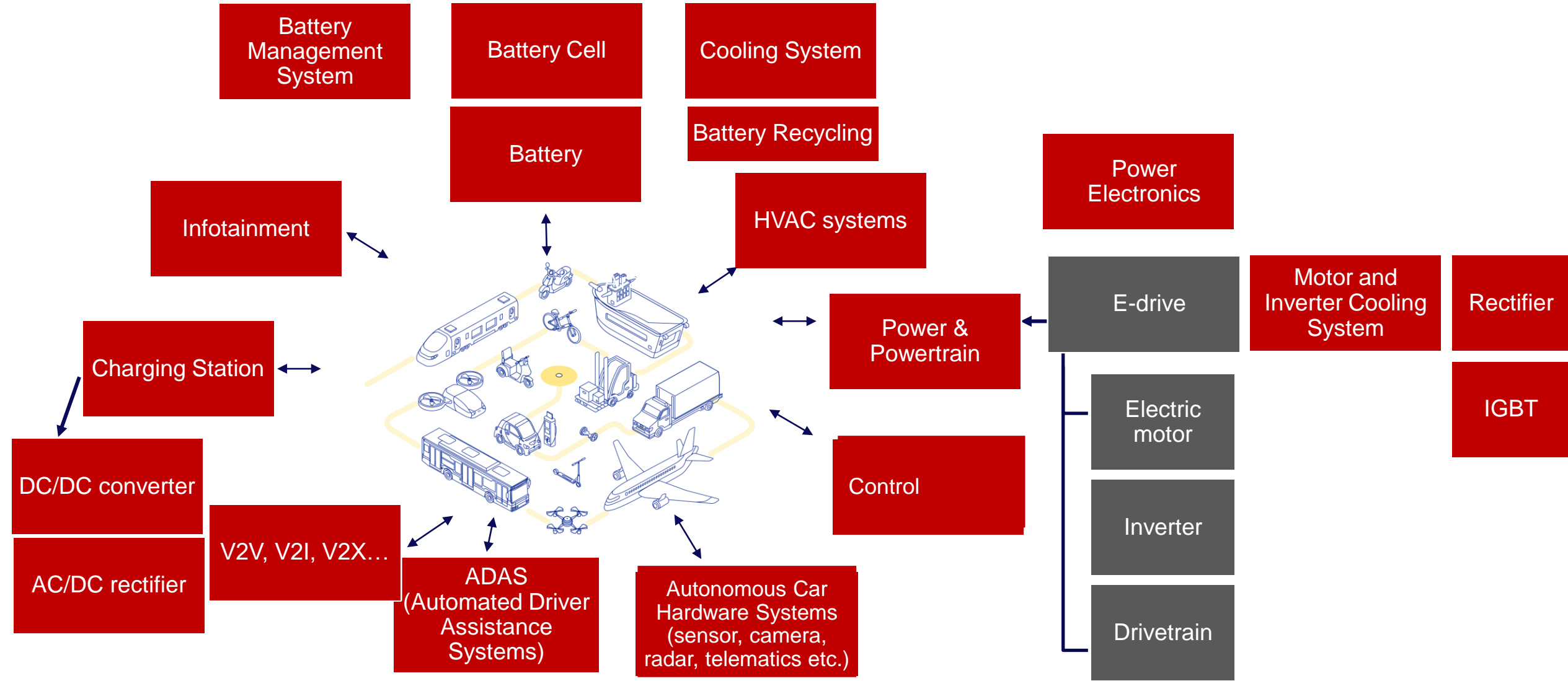
Development and/or manufacturing investments of battery module and pack

Battery cell investments

Development and manufacturing investments of battery pack sub-components

Battery test center investments

MOBILITY TECHNOLOGIES STRATEGIES, AND ROADMAP





Support measures granted to the company:

- VAT Exemption
- Customs Duty Exemption
- VAT Refund
- Corporate Income Tax Reduction (tax reduction rate: 100%, rate of contribution: 100%, rate of support that can be used during investment period: 100% of the rate of contribution)
- Social Security Premium Employers' Share Support (10 years)
- Income Tax Withholding Support (10 years)
- Qualified Personnel Support (maximum 360,000,000 TL)
- Interest Rate Support
- Land Allocation



Production of Electric Cars

Location: Bursa

Starting date: 30/10/2019

Investment duration: 13 years

Type of investment: New

Fixed investment amount: ~3,120,000,000 USD

Employment: 4,323

Production: 5 different models, 175K/year



Support measures granted to the company:

- VAT Exemption
- Customs Duty Exemption
- VAT Refund
- Corporate Income Tax Reduction (tax reduction rate: 100%, rate of contribution: 100%, rate of support that can be used during investment period: 100% of the rate of contribution)
- Social Security Premium Employers' Share Support (10 years)
- Income Tax Withholding Support (10 years)
- Qualified Personnel Support (maximum 250,000,000 TL)
- Land Allocation
- Energy Support
(50% of its consumption for 10 years (from the date when the company starts activity and up to 200,000,000 TL)

FORD OTOSAN

New Generation Commercial Vehicles and Battery Cell Production

Location: Kocaeli

Starting date: 1/7/2020

Investment duration: 6 years

Type of investment: Expansion/ Product differentiation

Fixed investment amount: ~2,900,000,000 USD

Employment: 3000

Qualified personnel: 200

Production: Commercial vehicle 210K/year, Battery module and packaging 130K/year



PRESIDENCY OF
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**INVESTMENT
OFFICE**

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invest.gov.tr

