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ITE Turkey and YEM Exhibitions General Manager Burcu Başer evaluated the developments in building sector and stated that they will organize the “Guest Country Project”, which is organized as part of the Business Development Platform of the 39th Yapı – Turkeybuild Istanbul, under the title of “Guest Region Project” by hosting Africa this year...

“Our guests spend 35 billion dollars on construction every year”

Yapı – Turkeybuild Istanbul, which is the biggest gathering of the Turkish building sector and the region, is this year hosting Kenya, Nigeria and Mozambique from the African Region instead of a single country for the first time. As part of the exhibition this year, in addition to the “Guest Region Project”, Construction Forums towards the Middle East’s most important economies Iran and Saudi Arabia are being organized as well.

39th Yapı – Turkeybuild Istanbul will take place at Tüyap / Büyükçekmece on May 10-14 2016. As part of the exhibition’s “Business Development Platform”, including Africa as one of the potential growth areas of the Turkish building sector, business and cooperation opportunities with Iran who became a land of opportunity with the international disembargo and with Saudi Arabia who carries great potential for the Turkish contracting sector will be brought to the table.

At the meeting organized in relation to the 39th Yapı – Turkeybuild Istanbul which will be organized by YEM Exhibitions on May 10-14 2016, ITE Turkey and YEM Exhibitions General Manager Burcu Başer declared that the “Guest Region Africa Project” will this year specifically host Kenya, Nigeria and Mozambique and shared her evaluations of last year with regards to the Turkish building sector and her predictions for 2016.

Burcu Başer mentioned that the constant goal of YEM Exhibitions is to contribute to the development of new markets for the building sector and to the increase of business volume and stated that the Business Development Platform that is a part of the 39th Yapı – Turkeybuild Istanbul will this year continue its activities with the Construction Forums that will be towards Iran and Saudi Arabia per the “Guest Region Africa Project” in line with this goal. Başer stated that the hosts at the 39th Yapı – Turkeybuild Istanbul Guest Region Africa Project will be Kenya, Nigeria and Mozambique, who are among the potential growth areas of the Turkish building sector that seeks new markets with their growth in the construction sector and their construction expenses in addition to their geographical locations within the region and their fast-growing consistent economies.

Başer: “Despite everything, housing sales and construction expenses have increased”

At the meeting, ITE Turkey and YEM Exhibitions General Manager Burcu Başer evaluated all the criteria that show the performance of the construction sector such as construction expenses, housing sales and exportation as of 2015: “In 2015, the construction sector was affected by the elections in our country and the political state in the neighboring countries just like every other sector. In spite of this, the developments in housing sales show promise; In 2015, housing sales showed an increase of 12.7% and was recognized as

936.615, while the sale of real estate to foreigners increased by 19% and was recognized as 16.192. There was a reduction in the exportation volume of Turkish construction material compared to last year; however, the Turkish building material sector that we support with their search of new markets in the sector with Yapı – Turkeybuild continued to be one of the sectors that managed to have foreign trade surplus despite the reduction. The total construction expenses in the first 9 months of 2015 increased by 6.6% compared to the same period in 2014 and were recognized as 131.3 billion TL. The employment in the sector showed an increase of 3.3% in the first 9 months as well.

Burcu Başer had the following to say concerning her predictions for 2016: *“In 2015, we are predicting that the Turkish economy will grow at a rate of 3.5% - 4.0% and that the construction sector will grow at a rate of 2.0% - 2.5%. We are expecting the growth of the domestic construction material market to be at a rate of 2.0% - 3.0%. Our prediction of the Turkish construction material exportation which we are aiming to support with Yapı – Turkeybuild is around 17.5 – 18 billion dollars.”*

“The growth of Guest Region countries in the construction sector is drawing attention...”

Burcu Başer stated that the countries constituting the guest region draw attention with their growth in the construction sector in recent years and that the growths in the construction sector surpassed the growth of national economies in the last five years and also mentioned that in 2015, a total construction spending of 35 billion dollars was made with 5.1 billion dollars from Kenya, 28.8 billion dollars from Nigeria and 1.12 billion dollars from Mozambique. Başer continued: *“The biggest factor in Kenya, Mozambique and Nigeria’s growth in the construction sector, countries we will be hosting this year at Yapı – Turkeybuild Istanbul as part of the “Guest Region Africa Project”, is the infrastructure work that is done increasingly in recent years. Infrastructure work such as the treatment or reconstruction of roads and bridges is done in the region. In addition to all this infrastructure work, the construction of summer housing areas, free trade ports, specialized industrial zones, wholesale – retail sale centers and exhibition grounds are on the table as part of Kenya’s Vision 2030 goals. Also, with the treatment of the squatter settlements in Kenya, the demand for housing that is appropriate for low and middle income segments is increasing. In Mozambique, the growth in the construction sector is also related to the construction investments in energy in mining as well as infrastructure investments. In the 2015 – 2019 development plan of the Mozambique government, there are docks, new railway lines, renewal of the current highways and construction of hydroelectric power plants. We believe that with the increasing construction expenses, the countries in question will play a big role on the growth of the Turkish construction material exportation.”*

Iran and Saudi Arabia Construction Forums...

This year, in order to support the sector with the lately increasing search for new markets, Iran and Saudi Arabia Construction Forums were incorporated in addition to the events organized as part of the “Business Development Platform” of the exhibition. The goal is to gather the senior officials of the countries in question with the Turkish building sector professionals and support to the sector with the development of new business and cooperation opportunities at the panels that will take place during the exhibition.

At the panel with Iran, the trading relations that can be developed with Iran following the disembargo and the planning process of these relations will be transferred to the Turkish building sector representatives by Iranian officials. In this period that the trading relations are to be developed, it is expected for the information flow that will be provided by the panel to benefit the sector representatives.

At the panel with Saudi Arabia, the senior officials of Saudi Arabia, who is planning a total investment of 1.2 trillion dollars with 600 billion dollars of real estate investment and 350 billion dollars’ worth of infrastructure projects, will be gathered with the Turkish building sector investors. It is expected for the event to have an



effect on the increase of the Turkish building sector investors' place and significance in the Saudi Arabian construction sector.

The Business Development Platform of the Exhibition, International Cooperation and Steps towards the Development of Exportation...

The Business Development Platform that is a part of the 39th Yapı – Turkeybuild Istanbul which will be organized at Tüyap / Büyükçekmece on May 10-14 2016 will again support the participating companies, the sector and the Turkish economy. This year, the platform will continue its activities with; “**Guest Region Africa Project**”, “**Construction Forum and B2B Sessions**”, “**Turkey – Iran Construction Forum and Turkey – Saudi Arabia Construction Forum**” and “**Domestic – Foreign Procurement Committees Organization**”.

YEM Exhibitions

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About ITE Turkey

ITE Turkey is the Turkey office of ITE Group, the English exhibition giant. ITE Turkey, who organizes leading exhibition organizations in leading sectors of Turkey, consists of YEM Exhibitions, EUF – E Uluslararası Fuar Tanıtım Hizmetleri, Ekin Fuar, Platform Fuar and TF Fuarçılık companies.

ITE Turkey, who organizes the leading exhibitions of Turkey in sectors of construction, tourism, cosmetics, food, fashion, energy, packaging, construction machinery, rail systems and logistics, takes its strength from the global network of ITE Group along with its experience in Turkey and the region. ITE Group Plc. organizes more than 240 exhibitions and conferences per year worldwide with 32 offices in 20 countries and more than 1.000 experienced personnel. ITE Group Plc.’s Turkey office, ITE Turkey, creates new business, cooperation and purchasing opportunities in exhibitions by transferring its strong global network in the construction sector to each and every sector it is included in and supports the development of these sectors.

www.ite-turkey.com

YEM Fuarçılık A.Ş. | YEM Exhibitions

Ticaret Sicil Numarası: 758423

19 Mayıs Cad. Golden Plaza Kat: 4 Şişli 34360 İstanbul / Türkiye

Tel +90 212 266 70 10 Faks +90 212 266 71 10

www.yapifuari.com.tr www.turkeybuild.com.tr



For information: Bige Kurtcebe - Ogilvy PR Istanbul / 0532 154 46 75 - bige.kurtcebe@ogilvy.com
Tuğba Şener - Ogilvy PR Istanbul / 0530 581 09 51 – tugba.sener@ogilvy.com