

SCCT NEWSLETTER

Newsletter of the Swiss Chamber of Commerce in Türkiye

December 2024



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Farid Bidgoli
Roche Pharmaceuticals Türkiye, General Manager

Dear Swiss Chamber of Commerce in Türkiye Members and Readers,

It is with great pleasure that I write this editorial as the new General Manager of Roche Pharmaceuticals Türkiye. This platform offers me the privilege of connecting with you all, and I am delighted to introduce myself to both the Turkish and Swiss communities.

Having spent over two decades in the pharmaceutical industry across various countries and cultures, I am thrilled to lead Roche Pharmaceuticals in Türkiye. This dynamic and vibrant market not only brings new challenges but also offers immense opportunities for growth and collaboration. Personally and professionally, I find this new chapter incredibly exciting.

My family and I arrived in Istanbul this May, and since then, we've embraced the warmth and richness of Turkish life. The hospitality of Turkish people, the diverse culture spanning art, cuisine, and history, and the opportunity to explore different cities resonate deeply with me. My wife Kelly, my children; Bardia, Aleem and Freya, and I are eager travelers, and we look forward to discovering Türkiye's unique landscapes and heritage together.

Representing Roche, a company with deep Swiss roots, here in Türkiye is an honor. I am inspired daily by the dedication of our teams and the resilience of Türkiye's healthcare system. Türkiye's rich cultural history, paired with its rapidly evolving healthcare landscape, creates a unique environment for innovation and partnership.

The bond between Türkiye and Switzerland has always been robust, particularly in the pharmaceutical and healthcare sectors. Switzerland's emphasis on scientific excellence aligns seamlessly with Türkiye's efforts to modernize its healthcare system and improve patient access to innovative treatments. As a multinational company with a 66-year legacy in Türkiye, Roche continues to contribute to this vital partnership by driving innovation and addressing unmet medical needs.



My experience as President of the European Business Chamber in Thailand for two years, along with my role as a board member for four years, has given me a deep understanding of what it takes to lead a chamber and ensure its success. This background makes me especially enthusiastic about being part of the Swiss-Turkish business community. I recognize the importance of fostering meaningful collaboration to achieve shared goals.

Roche's 2030 vision focuses on creating innovative, cost-effective, and sustainable healthcare solutions. In Türkiye, we aim to overcome barriers to healthcare access while working closely with regulators to unlock the market's full potential. I am confident that with a strong local presence and collaborative partnerships, we can navigate challenges such as regulatory hurdles and pricing policies, further strengthening the Turkish healthcare ecosystem.

Looking ahead, I am optimistic about the future of Roche in Türkiye and the opportunities for collaboration within the Turkish-Swiss business community. Together, we can achieve remarkable progress and ensure that the benefits of innovation reach all who need them.

With these thoughts, I extend my warmest regards and best wishes for a successful and fulfilling 2025.

Best Regards,

Farid Bidgoli
Roche Pharmaceuticals Türkiye General Manager





Naci Can,
Calik Energy Swiss AG
Deputy CEO for International Funding & Investments

Mr. Can tell us a little bit about your background.

I am the Deputy CEO for International Funding & Investments at Çalık Enerji, a Board Member of Calik Enerji Swiss AG ("Calik Swiss") and Jasper Trading in Poland, and an Executive Manager of Calik Enerji Japan. I lead teams responsible for structuring and arranging financing for EPC-F projects, mergers & acquisitions, assessing feasibility, ensuring bankable development, and securing project financing for renewable energy and technology investments. In addition, I am responsible for optimizing working capital and guarantee facilities for EPC projects through various international funding sources and partnerships. Before joining Çalık Enerji three years ago, I was Senior Commercial Finance Staff Manager at GE Gas Power for the EMEA region. I facilitated financing to over 10 GW of high-efficiency gas-fired power plants and renewable energy projects. Before GE, I held senior finance positions in New York and Istanbul, including at BBVA-Garanti, UBS Investment Bank, and Moody's Investors Service. I have a triple Bachelor of Science in Business Administration, Economics, and History & Policy from Carnegie Mellon University. I am deeply committed to creating value, positively impacting the energy transition, and delivering sustainable solutions for our clients, partners, and stakeholders.

What is your impression of Switzerland and the Swiss market so far?

Our perspective on Switzerland and the Swiss market is overwhelmingly optimistic, particularly in the energy and infrastructure sectors. Switzerland's industry focus and strengths align well with our business objectives. It is a stable jurisdiction and a key market for attracting new talent. Overall, it provides a solid foundation for companies like Calik Swiss, offering ample opportunities for investment and growth in energy infrastructure and energy transformation project developments. The robust network of Swiss industrial partners and suppliers in the energy sector and the development of customized services and innovative financial products present significant opportunities for securing large-scale projects in the global energy infrastructure sector.

Name us three extraordinary things about Calik Enerji Swiss AG.

Regional Expertise: Calik Swiss stands out with its global presence in diversified geographies, targeting various regions, including the Middle East, Central Asia, Africa, and Eastern Europe. This allows us to capitalize on the diverse market opportunities in rapidly developing and emerging economies and established markets. Founded seven years ago, we have gained experience in a broader geographic region and are poised to capitalize on this. Our ability to connect Swiss exporters with third countries, particularly SMEs, further set us apart.

Connecting Swiss exporters with third countries: Implementing large energy infrastructure projects entails global sourcing activities, including sourcing from Switzerland. Calik Swiss has managed this process effectively and is looking to expand its efforts to help Swiss exporters, particularly SMEs, access these infrastructure projects by giving them access to markets that would be difficult for them to access on their own.

New energy investments: Calik Swiss actively monitors the recent developments in energy transition, including new energy technologies, focusing on green hydrogen and ammonia. This strategic focus is driven by the need to follow global market trends and utilize these innovative solutions in our current and future projects.

What is the biggest challenge Calik Enerji Swiss AG is facing in Türkiye / Switzerland?

Establishing brand recognition in Switzerland is challenging, but it is crucial for gaining a foothold in the market. One of the specific challenges we face is reaching small suppliers and SMEs in Switzerland. Our sourcing requirements often lead to difficulties, particularly with long delivery times. Access to these smaller suppliers can impact our ability to efficiently source the materials and services we need for our projects. Therefore, the support we can receive from the Chamber is becoming increasingly important in addition to working with Team Switzerland to help us navigate the local landscape and overcome these obstacles to build more concrete connections with suppliers.



What are the gains?

Strategic partnerships with local companies, export credit agencies, and international organizations are crucial to leveraging expertise, accessing resources, and ensuring the efficiency and market relevance of our projects. These partnerships not only foster the growth of Switzerland's utility-scale renewable energy supply chain but also create a win-win situation for all parties. Working together can accelerate the global energy transition and contribute to a more sustainable future. Calik Swiss also aims to increase its brand value and awareness regionally and internationally. Consistently implementing high-quality energy infrastructure projects will help us strengthen our reputation as a forward-looking energy company while contributing to the global energy transition.

What future plans does Calik Enerji Swiss AG hold and what are the upcoming projects.

Calik Swiss has set the exciting goal of establishing a more substantial operational presence in Switzerland and becoming a strategic hub for our international operations in energy infrastructure projects. This plan is sure to bring about significant growth and development.

We also plan to make cross-border investments in renewable energy from Switzerland, recognizing the tremendous opportunities in the market. By investing internationally in renewable energy projects, we can capitalize on Switzerland's reputation for innovation and quality while expanding our market presence.

What role does the Chamber of Commerce play in your business life?

The Chamber of Commerce plays a crucial role in our business life. It provides valuable networking opportunities that help us build relationships with our peers and learn from each other. We aim to increase visibility and create business opportunities by participating in various events and publications. Collaboration with other member companies can also lead to joint projects. The Chamber is an integral part of our business strategy, and we value its role in our long-term success.



Swiss Days Istanbul 2024 Draws Exceptional Attention and Engagement!
Swiss Days Istanbul 2024 successfully brought together 11,000 visitors, offering a dynamic blend of career opportunities, professional insights, and Swiss cultural experiences, strengthening ties between Switzerland and Türkiye.

The graphic features the title "GELECEK YOLUNUZU TASARLAYIN" in large red letters, followed by "Eğitim. Deneyim. Kariyer." in red. A central illustration shows four people walking on a path made of colored stripes (purple, blue, yellow, green, red). Above them are icons for "Eğlence" (Entertainment), "Konser" (Concert), "Aileye Çalışma" (Work for family), and "Panel" (Panel). A red box on the left says "ETKİNLİĞİMİZ ÜCRETSİZDİR". The top right corner has the "SWISS DAYS" logo and dates "20-21 Eylül 2024" and "Yapı Kredi bomontiada İstanbul". The bottom section lists various sponsors and partners, including ABB, CIVIL PARTNERS, and ENCO.

Swiss Days Istanbul 2024, an event organized around the central theme of education and career planning, welcomed a total of 11,000 visitors and was a resounding success, drawing significant interest. The event aimed to strengthen cultural and professional ties between Switzerland and Türkiye. With robust support and participation from Swiss companies, it garnered particular attention. Leading Swiss firms showcased not only career opportunities for young people at their booths but also shared valuable insights into the professional world and presented industry-specific innovations, inspiring visions for the future.

Swiss Days Istanbul went beyond professional development, playing a pivotal role in highlighting Switzerland's cultural richness. Visitors had the chance to experience Swiss gastronomy and enjoy live concerts on both evenings. Throughout the event, workshops and panel discussions offered participants enriching experiences. Swiss Days Istanbul 2024 was celebrated as a unique platform for the exchange of knowledge and expertise, benefiting both students and young professionals. The event further deepened the connections between Switzerland and Turkey, showcasing Switzerland's modern and innovative side. With unforgettable cultural and professional experiences, it left a lasting impression on its visitors.

[READ MORE](#)



PAST EVENTS

20-21 September 2024, Yapı Kredi bomontiada

«SWISS DAYS ISTANBUL»

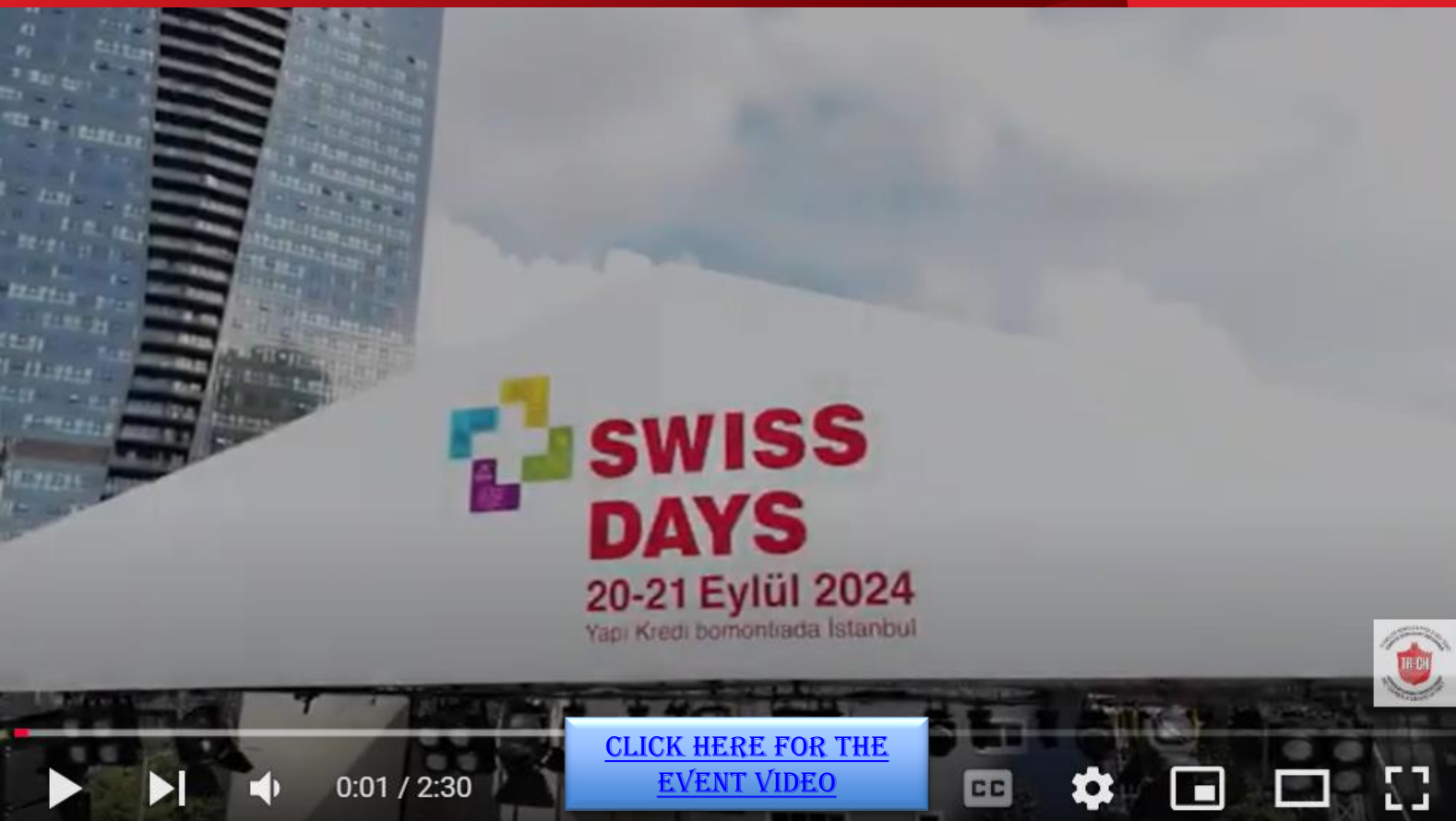
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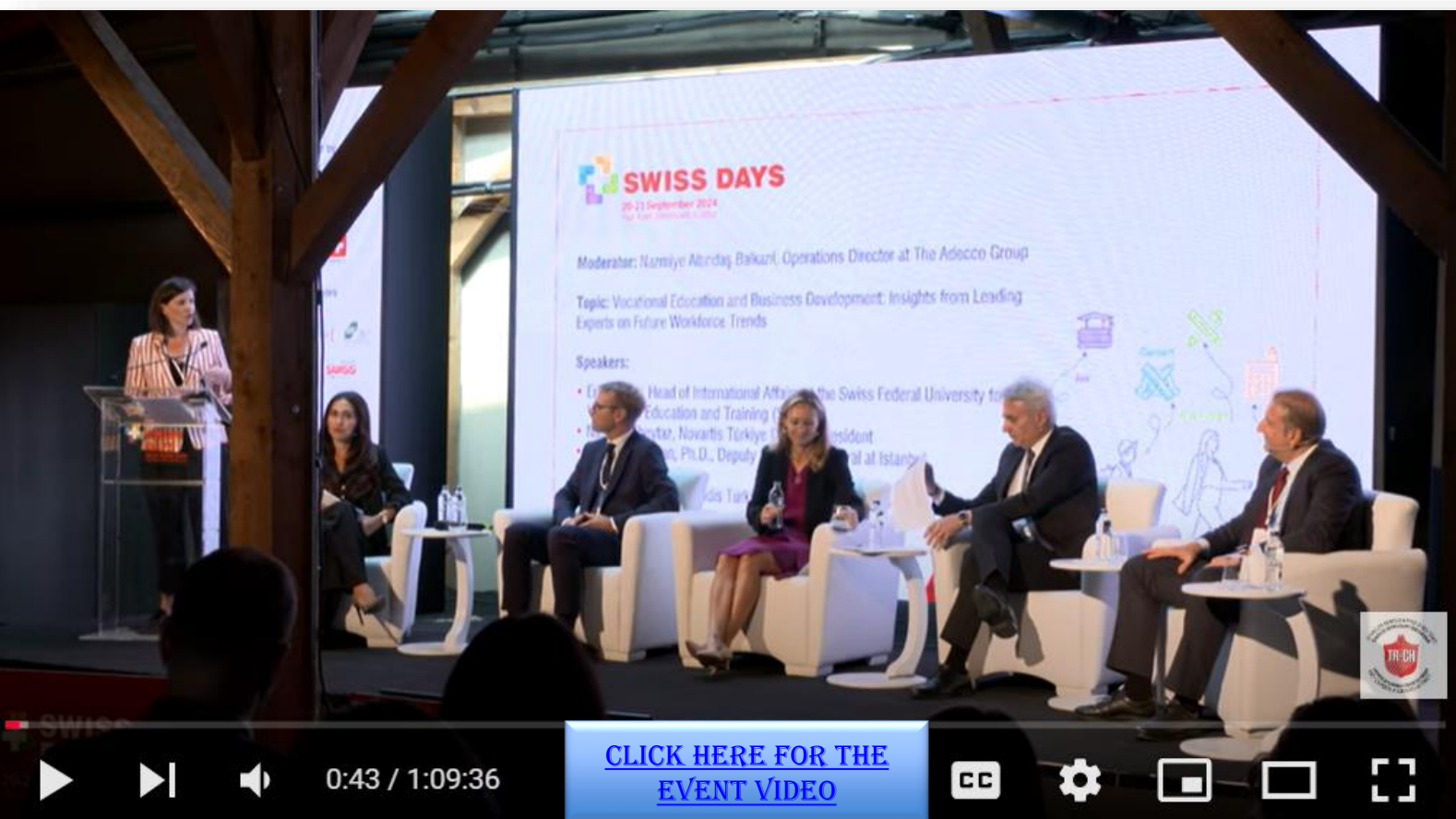
PAST EVENTS

20-21 September 2024, Yapı Kredi bomontiada
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Swiss Days Istanbul 2024



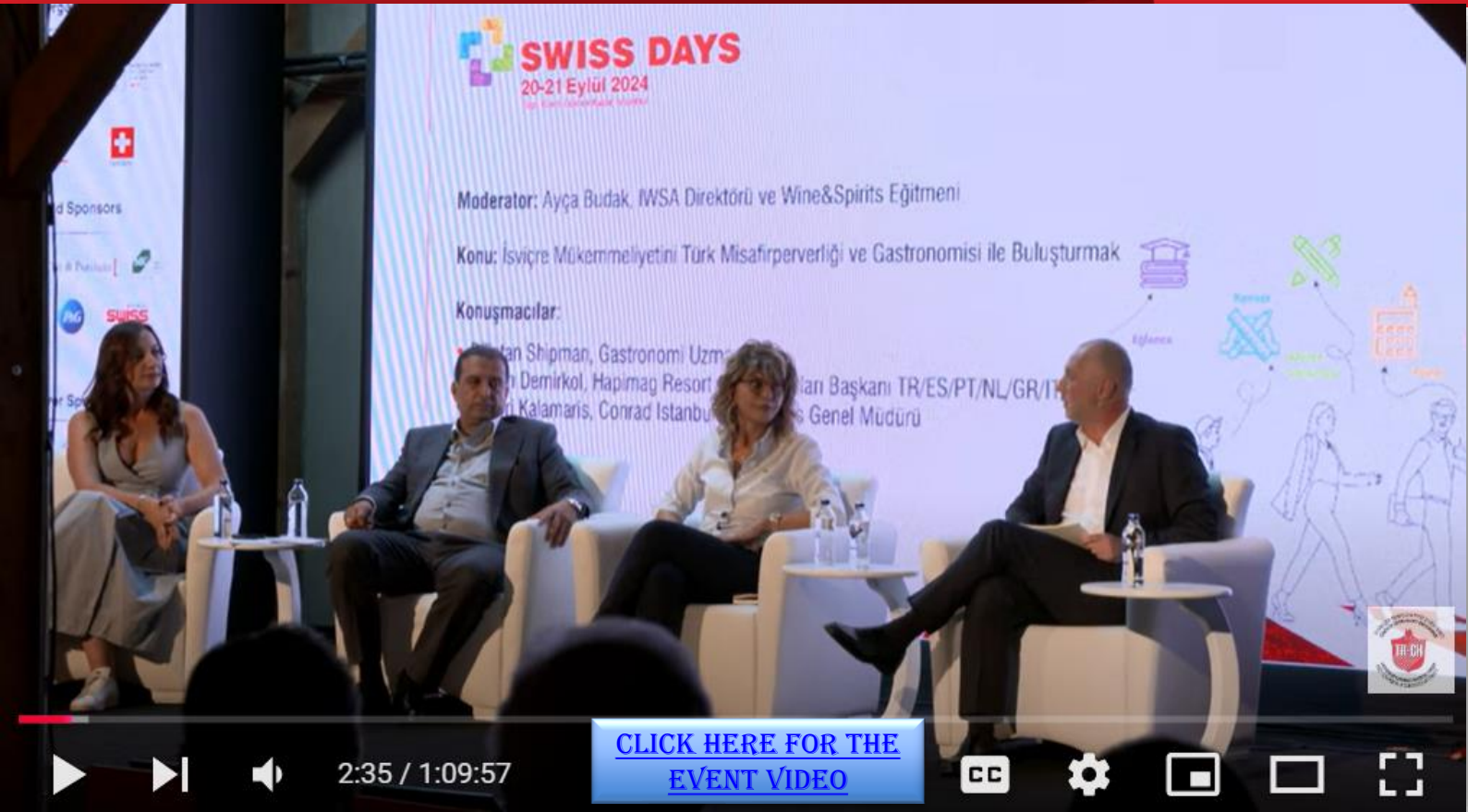
Panel Discussion: Vocational Education and Business Development
Insights from Leading Experts on Future Workforce Trends

PAST EVENTS

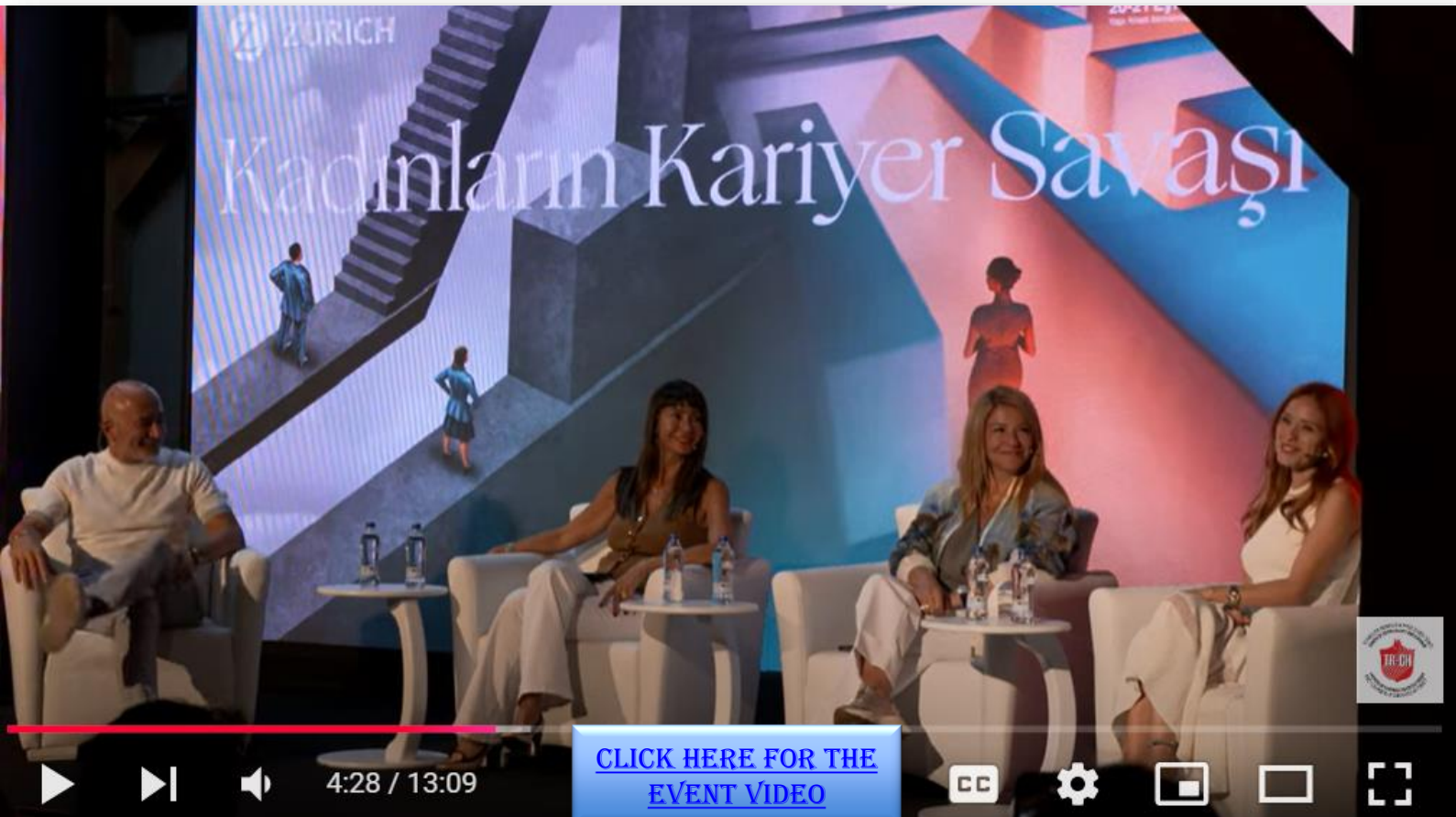
20-21 September 2024, Yapı Kredi Bomontiada

«SWISS DAYS ISTANBUL»

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Panel Discussion: Bridging Swiss Excellence with Turkish Hospitality & Gastronomy



**Panel Discussion: Shattering the Glass Ceiling or Navigating the Labyrinth?:
Women's Career Battle**

PAST EVENTS

20 September 2024, Yapı Kredi bomontiada

« XVIII. SWISS-TURKISH ECONOMIC FORUM »

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Swiss Chamber of Commerce in Türkiye

The theme of this year's Switzerland-Türkiye Economic Forum, organized for the 18th time by the Swiss Chamber of Commerce in Türkiye, was chosen as "Shaping Tomorrow: Enhancing Swiss-Turkish Collaboration in Education, Training & Development, and Leadership Talent".

The Swiss Turkish Economic Forum is a yearly key event since 2005 hosted by the Swiss Chamber of Commerce in Türkiye (SCCT), focusing on current economic issues and industry trends. The Forum attracts every year over 200 participants, including business leaders, policymakers, educators, trainers, and professionals from both countries, Switzerland and Türkiye. This diverse audience facilitates meaningful dialogue and collaboration across various industries and sectors.

The 18th edition of the Swiss-Turkish Economic Forum was held on 20 September 2024 at Yapı Kredi bomontiada as the starting event of the Swiss Days 2024, organized under the theme 'Shaping Enhancing Swiss-Turkish collaboration in Education, Training & Development, and Leadership Talent".

The event focused on the career development of young professionals in Türkiye. It aims to bridge the gap between the needs of the private sector and the future workforce of the country, with a particular emphasis on the demands of Swiss companies operating in Türkiye. It will also address topics related to vocational education.



PAST EVENTS

20 September 2024, Yapı Kredi bomontiada « XVIII. SWISS-TURKISH ECONOMIC FORUM »

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The opening speeches were delivered by Mr. Arpat Senocak, President of the Swiss Chamber of Commerce in Türkiye and H.E. Mr. Guillaume Scheurer, Ambassador of Switzerland to Türkiye.

In his opening remarks, Mr. Arpat Senocak, President of the Swiss Chamber of Commerce in Türkiye, emphasised the importance of this year's theme and said: "We will discuss today how to best prepare employees and leaders for a future full of uncertainties."

H.E. Mr. Guillaume Scheurer, Ambassador of Switzerland to Türkiye addressed the audience by highlighting the following: "There are more than 150 Swiss companies operating in Türkiye and these companies offer more than 19,000 job opportunities. As these are often senior positions, there is a significant transfer of know-how, and this is of great importance for the Turkish economy. But the potential is still great, and we need to work together with the authorities in Türkiye to maximise this potential."

Prof. Dr. Mr. Deniz Yuret from Koç University delivered an enlightening keynote speech touching on the roles of education, artificial intelligence and business in developing future leadership talent.

The forum continued with a panel titled 'What are the Critical Factors for Success for Leaders in the World of the Future?'. The panel, moderated by Ayşe Güçlü Onur from Egon Zehnder Türkiye, featured Erik Swars from SFUVET, Leszek Wącierz from Nestlé Türkiye, and Dr. Aybike Mergen from Özyeğin University, and addressed in details the impact of artificial intelligence, technology and changing business dynamics on leadership.

We would like to thank our valuable panelists and all our sponsors who contributed to the realisation of this Forum and make it a great success



XVIII. Swiss-Turkish Economic Forum, Part I, Swiss Days Istanbul 2024



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Swiss Chamber of Commerce in Türkiye

GELECEK YOLUNUZU TASARLAYIN



20-21 Eylül 2024
Yapı Kredi bomontiada İstanbul

Eğitim. Deneyim. Kariyer.



Eğlence



Konser



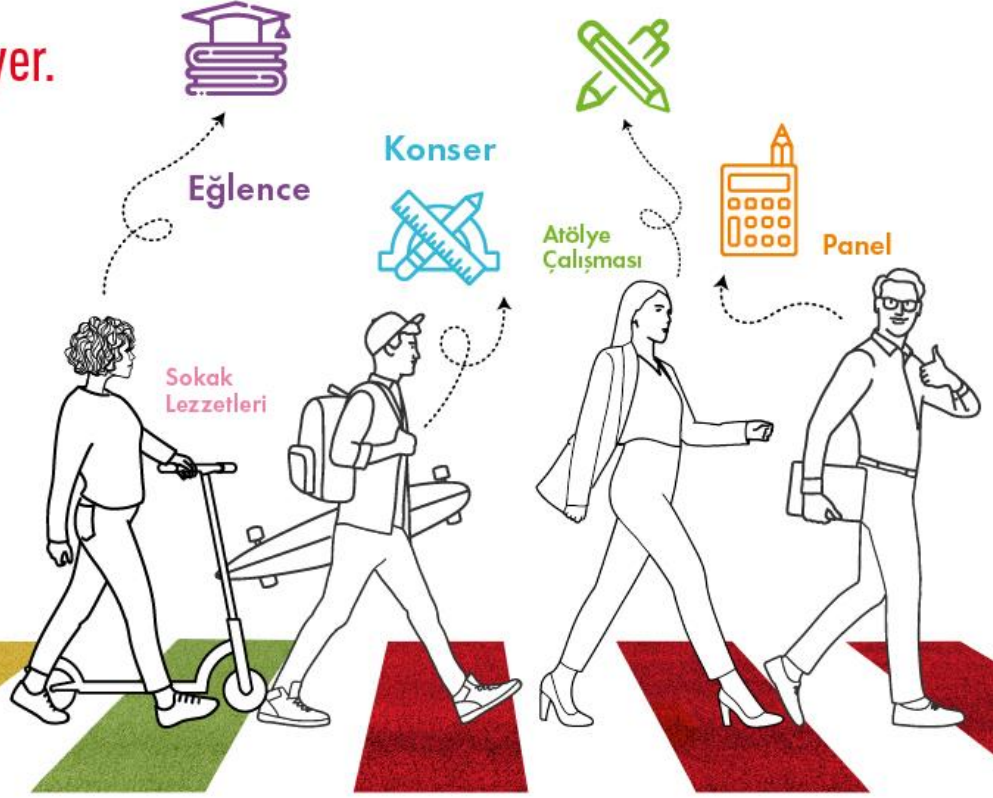
Atölye Çalışması



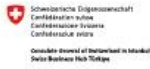
Panel

Sokak Lezzetleri

ETKİNLİĞİMİZ ÜCRETSİZDİR



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Contributors



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As the year draws to a close, the **Swiss Business Hub Türkiye**, in collaboration with the **Swiss Chamber of Commerce in Türkiye**, proudly concluded one of its most dynamic projects of 2024—a fact-finding mission in Istanbul with SVIT Schweiz, the Swiss Real Estate Association. Months of dedicated preparation and teamwork culminated in a week of impactful discussions, insightful visits, and meaningful connections. This mission marks the final chapter of an incredible year filled with initiatives aimed at fostering closer ties between Switzerland and Türkiye.

SVIT Schweiz, a leading organization representing professionals from Switzerland's real estate sector, joined us to explore the immense opportunities in Türkiye's dynamic real estate market. Renowned for advancing global partnerships, SVIT Schweiz engaged enthusiastically with the innovative developments transforming Türkiye's real estate landscape.

The program highlighted Türkiye's forward-thinking urban transformation and its position as a key regional hub for real estate investment. The delegation visited iconic projects, including Rixos Tersane İstanbul, Galataport İstanbul, and the Istanbul Financial Center, alongside landmarks like Çamlıca Tower and Taksim 360. Meetings with key

organizations such as ISPAT, Emlak Konut GYO, and GYODER provided valuable insights into the market's current dynamics and future potential, solidifying Türkiye's status as an attractive destination for global investors. Following the success of this year's fact-finding mission, we are thrilled to announce that a delegation of 50 SVIT Schweiz members will return to Istanbul in September 2025 for another exciting initiative.

As we move forward, our focus expands to key sectors such as infrastructure, MedTech, and mining. Stay connected with us on LinkedIn, where we will share regular updates on upcoming events and projects aimed at fostering deeper collaboration between Switzerland and Türkiye. Embracing the opportunities ahead, we remain committed to building on our successes, pursuing fresh opportunities for partnership, and strengthening the enduring ties between our two countries.





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Sakar Law Firm is a client and solution oriented, investigative and innovative law firm based in Istanbul. It is a full service law firm to clients across a wide range of practice areas and sectors including but not limited to Mergers and Acquisitions, Corporate and Commercial, Contracts, Banking and Finance, Competition, Litigation, Arbitration, Employment, Capital Markets, Data Privacy and Data Protection and Intellectual Property, Foundations, Real Estate, Energy, Oil & Gas, Mining, Infrastructure, Transportation, Logistics, Automotive, Healthcare, Medical Devices, Pharmaceutical, Hospitality, Media and Technology and E-Commerce, Retail, Food. Sakar lawyers are multi-specialists, equipped to handle a broad range of legal matters.

Gözde Esen Sakar is the founding partner of the firm. She has 25 years' experience in the legal sector and represented national and multinational clients in various sectors. Gözde is highly regarded lawyer by the worldwide reputable institutions such as International Financial Law Review (IFLR), notable lawyer at Legal 500, awarded by Chambers and Partners for banking and finance, ranked at Best Lawyers, ranked at Who's Who Legal (WWL), awarded by Global Law Experts.

Arslan

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Arslan Law Firm is one of the leading law firms in Turkey and is practically specialised in banking law, real estate law and financial law. With a dynamic and experienced team of 9 lawyers and 4 trainees, our firm provides legal services to a diverse national and international clients base in a wide range of industries.

The Arslan Law Firm distinguishes itself from other national law firms by its proven ability to provide a comprehensive range of sophisticated international business transactions and legal services in all areas of commercial and corporate law, mergers and acquisitions, restructuring and insolvency, dispute resolution and arbitration, international trade policy measures (i.e. Dumping and safeguard measures) WTO dispute settlement proceedings, real estate and construction law, health and pharmaceutical law and intellectual property rights.

Arslan Law Firm is currently the first and only member of LNI OASIS in Turkey. LNI OASIS is an international cooperation network with a 23-year history consisting of independent law firms in 50 countries, mainly in Europe, North and South America, Russia, and the Far East. Similar to LNI OASIS, Arslan Law Firm is the only member of Conference Bleue cooperation network in Turkey. Conference Bleue is a professional cooperation network of renowned law firms in 19 European countries in the field of health and Pharmaceutical law.

NEW MEMBERS WHO JOINED SCCT IN 2024

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Swiss Chamber of Commerce in Türkiye

Arslan



ATEZ
YAZILIM TEKNOLOJİLERİ A.Ş.





SPECIAL PRIVILEGES AVAILABLE TO SWISS CHAMBER OF COMMERCE MEMBERS

We have 3 special campaigns for you from
Swissôtel The Bosphorus, one of the best hotels in Istanbul:

Privilege at Madhu's Restaurant to experience the unique tastes and ambiance of Indian culture; 20% discount until December 30th.
For reservation, dilruba.odabas@tr-ch.org

Swissôtel The Bosphorus Boat Organizations privilege for you to have pleasant moments in the middle of the Bosphorus; 20% discount on your boat organizations until December 30th.
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Privileges in Meeting Packages for your special meetings or entertainment; 10% discount on meeting packages until the end of August.
For reservation, dilruba.odabas@tr-ch.org

We look forward to seeing you among us.



SWISS CHAMBER
OF COMMERCE
IN TÜRKİYE
Since 1984

swissôtel
THE BOSPHORUS
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GOLDEN CELEBRATION

NEW YEAR'S EVE AT RIXOS TERSANE ISTANBUL

Ring in 2025 with elegance and excitement at the unforgettable Gala Dinner in The Grand Ballroom of Rixos Tersane Istanbul!

Begin your evening with a sparkling reception accompanied by the city's renowned Celebrity Orchestra, followed by a decadent gala dinner featuring a lavish feast. With free-flowing drinks and an 8-piece band setting the rhythm, the night promises to be extraordinary. Little ones will enjoy their own exclusive Rixy Gala, led by the Rixy Kids Club team, filled with fun, joy, and celebrations!

Dress Code
Dress to Impress

Aged Policy
All Ages

Food
Gala Dinner

Beverage
Free Flowing Prosecco + Full Open Regular
Bar on Wine, Beers, Spirits & Raki

Reception
19:00 - 20:30

**The Grand
Gala Door Opens**
20:00 - 02:00

Our gala dinner price of €490 per adult will be offered at a special discounted rate of **€440**, with a 10% discount exclusively for **Swiss Chamber of Commerce in Türkiye** members.

*Valid for the hotel guests and outside guests

**Children under 4 years dine with our compliments. The child between 5 to 11 years is 245€ per child

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**SWISS CHAMBER
OF COMMERCE
IN TÜRKİYE**

Since 1984

➤ **Exclusive Membership Benefits**

As a member, you'll gain access to premium networking events, exclusive trade missions, and industry-specific workshops led by top experts.

➤ **High-Profile Networking Opportunities:**

SCCT organizes premium networking events where members can interact with associates, stakeholders, and business leaders from both Türkiye and Switzerland. These events, often featuring special guests from both countries, offer unparalleled opportunities to build relationships and grow your business network.

➤ **Priority Access to Exclusive Events & Trade Missions:**

SCCT takes the lead in hosting trade missions and exclusive business events throughout the year. Many of these events are only accessible to members, offering you direct exposure to senior Swiss delegates and key decision-makers, opening doors to new business ventures and partnerships.

➤ **Exclusive Workshops and Seminars:**

Members are invited to participate in industry-specific workshops, seminars, and conferences, led by top experts and business leaders. These events provide valuable insights into the latest market trends and innovations, while also serving as a platform to connect with professionals from diverse sectors across both countries.

➤ **Priority Registration and Discounts:**

SCCT members receive priority registration for high-demand events, ensuring you never miss out on key opportunities. Members also enjoy free or discounted entry to select SCCT-organized events, as well as special discounts on conferences, exhibitions, and partner-organized events in Türkiye and Switzerland.

Membership provides access to SCCT's network through public events, members-only events, and personalized introductions to other members.

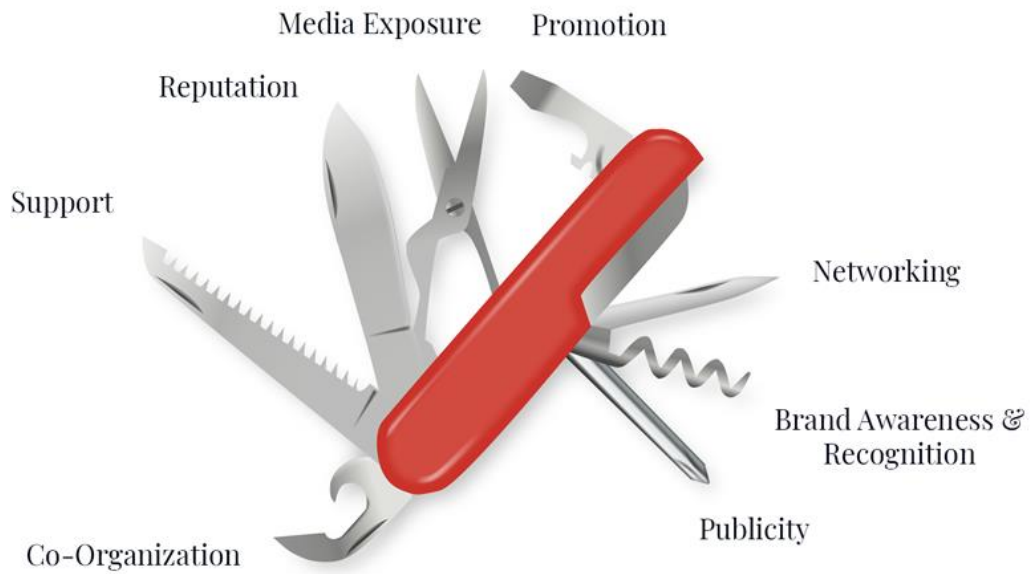
Access to [SCCT Memberlist](#)

More about membership benefits, please click [here](#).



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Since 1984

Why become a sponsor?



Sponsorships gain increased visibility and support the Chamber.

By contributing to SCCT's various activities and services, your organization will benefit from direct, privileged access to a high-level international business network comprising SCCT Members, Partners, and other key stakeholders. This will enhance your brand's visibility and connections within the global business community. Following sponsorships and advertising packages are available.



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