

2022 / SEPTEMBER

THE CONFEDERATION OF ITALIAN ENTREPRENEURS WORLDWIDE  
LA CONFEDERAZIONE DEGLI IMPRENDITORI ITALIANI NEL MONDO  
DÜNYADAKİ İTALYAN GİRİŞİMCİLER DERNEĞİ

01

# CIIM Newsletter



*C.I.I.M.*  
*EurAsiaMed*

# Index:

---

- 1** Message from the President / pg.3
- 2** Voice from the Institutions / pg.4
- 3** Performance Review of the Confederation / pg.5
- 4** Italian - Turkish Excellence / pg.6-7
- 5** Territory Opportunity / pg.8-9
- 6** Turkey and 21 Countries of Central Asia/ pg.10-11
- 7** Legal Insight / pg.12-13
- 8** Fiscal Insight / pg.14-15
- 9** Economical Insight / pg.16-17
- 10** Save the date/ pg.18
- 11** Billboard/ pg.19

# 1 **President's Warm Greetings**



Esteem Members of CIIM and Friends of the Association,

I am thrilled to introduce you to the CIIM Bulletin: our kick off to year 2022/23, after the difficult times we went through such as the global Pandemy and the Russia-Ukraine war.

This is a time in wich Turkey is seen as fresh interest by European Countries and Italy in particular, and as CIIM we are ready to support and enhance the bilateral relations.

The Confederation of Italian Entrepreneurs is a non-profit organization dedicated to bringing together entrepreneurs, business owners, corporate executives and managers interested in expanding their business network. We are a lobbying and networking platform, with the aim to develop a global business network linking the Italian business communities abroad with the businesses operating in Italy, and strength the relationship that binds Italian entrepreneurs abroad with their native land.

Our jurisdiction covers Turkey and 21 Countries of the Central Asia - the majority of which is turkish speaking – and our aim is to create synergies and develop opportunities with them.

Central Asia is strategically important for the stability of the Euro-Atlantic region, as trade corridors and gas and oil pipelines that will bring new energy also to Europe.

The supply chain is another opportunity: the current supply chain is not suited to the needs of Europe. It was a big mistake to have gone to invest in the far east as raw materials of capital importance. Turkey can offer these services with quality production and the ability to supply Europe in a very short time.

This is therefore an historical moment we must seize together, in order to open the doors to new business opportunities.

We hope that you will enjoy the reading and you will find some useful informations in our newsletter. We also take this opportunity to remind you that CIIM EurAsiaMed is always at disposal for initiatives, and you can reach up with us at anytime by emailing [info@ciimeurasiamed.org](mailto:info@ciimeurasiamed.org).

Sincerely,

**Aldo Kaslowski**  
*President of CIIMEurAsiaMed*

# 2 Meet the new Consul General of Italy in Istanbul

Interview with Ms. Elena Clemente, Consul General



**Ms. Clemente, thank you for giving us the opportunity to knowing you better. Could you briefly present yourself to the Italian business community in Turkey?**

Sure, it is indeed a pleasure to be the Italian Consul Generale in Istanbul. I come from Rome, where I spent my last six years, working first at the General Directorate for Political Affairs, I was the desk officer for Tunisia, Algeria, Morocco and Mauritania and then at the General Directorate for Development Cooperation. There, I was the Chief of the Unit for the EU Development Cooperation. My previous postings have been the Consulate General in Buenos Aires, the Embassy in Kabul and the Consulate General in Jerusalem.

**What were you expecting before coming to Turkey, and today what is your perception of the country and city of Istanbul?**

I was expecting a wonderful city and a very complex and interesting one. I've been here for two months now and I was surprised by the beauty of the city and the complexity and multidimensionality of this place. As for the country, on the other side, I think that I need more time to have a real perception of it. I'm sure that Turkey is much more than Istanbul, therefore I wait for the chance to travel around before answering the question.

**What are your first impressions about the Italian entrepreneurial community in the country?**

Well, from what I have noticed until now, it is a very active community, forward looking and interested in building bridges between Italy and Turkey, willing to contribute to the development of both countries. This means that it is a community well established and enrooted.

**What are your priorities, and the areas of cooperation that you want to enhance during your next years in Turkey?**

Of course, the priority is to assist our nationals and help Turkish people in any issue related to Italy. Then, I would like the Consulate to be more present in Istanbul life.

**Do you have a message for the Italian business community in Turkey?**

I do ! I would like the business community to know that the General Consulate is ready to assist the Italian economic actors working in Turkey for the benefit of Sistema Italia. I hope we can imagine together new way of cooperation to give prestige to our country, by promoting our image, our products and present aspects of Italy not yet known here.



# 3 Performance Review of the Confederation

## Progress and Updates

The year 2022 has started well for our Association, showing a growth of 25% in the number of memberships. This is only the start of our growing process that we are thrilled to undergo.

Thanks to the support and contribution of our members, our Board and the working Committees, we were able to enlarge our team and create two new departments of Sales & Marketing and PR & Communication.

Due to the Covid pandemic still hitting hard during the first half of the year, we couldn't organize events as we planned.

Last February we have been honoured to be the first one to welcome the new Ambassador of Italy to Turkey, H.E. Giorgio Marrapodi, and introduced him to the Italian business community in Istanbul. Indeed a remarkable moment for all of us.

Another opportunity was given at the end of July when the Liguria Region and UC Sampdoria Management Delegation came to visit Istanbul for a friendly soccer match with Besiktas, and we had a very fruitful meeting with them, our Board Members and guests with focus on the opportunities that can be developed together.

How not to mention the unforgettable evening at the Embassy of Italy in Ankara, celebrating the Italian Republic Day on June 2nd, and the important bilateral summit between Erdogan and Draghi, that as CIIM we were able to attend on July 5th in Ankara.

At the end of August we were able to meet in Italy with two other Italian regions: Veneto and Friuli Venezia Giulia, with whom we started to discuss about actions to undertake for the benefit of both Italy and Turkey's investors and entrepreneurs.

For the upcoming months we are planning to strengthen our relations with the Italian Regions and Institutions, as well as being more active on the 21 countries of our jurisdiction in Central Asia.

We also have several networking and social events for our members on the books, as well as online events, with main focus on sharing perspectives towards cooperation.

Stay tuned and see you in January with our next issue!

### 2022 C.I.I.M. EurAsiaMed Fees:

Individual	250€ (Entry Fee) + 250€ (Annual Fee) = 500€
Corporate	500€ (Entry Fee) + 500€ (Annual Fee) = 1.000€

*\* Fees may change for year 2023 due to inflation*

**Giulia Barattelli**  
General Secretary of CIIM EurAsiaMed



# 4 Meet with Veronica Villa

Owner of Vero Gelato





**Ciao Veronica, your ice cream at Caddebostan is quite popular. How did it all started, and what have you reached today?**

Me and my husband used to eat a lot of ice cream when we were living in Italy. We had always this dream-job that someday would be great fun to have our own ice cream shop. Then, once settled in Turkey we definitely round out that real italian ice cream has to be sold by a real italians!  
Today we have three Vero Gelato shops in Kadıköy. It's quite challenging

**What makes your business unique on the Turkish contest?**

My husband is Turkish and he follows all the bureaucracy. Meanwhile, I am the one who create the recipes and I'm more involved with customer relationships. For this aspect being italian in Turkiye is amazing: everybody is so nice with me and really interested in my background.

**What challenges did you have to overcome at your journey?**

In a very big city like Istanbul it is very common to feel like any other when you enter in a coffee or a restaurant. We work to make our customer feel very unique and special, like in small neighborhood shops in Italy. I want that the people live near VG shops, feel VG like their neighborhood "gelateria".

**Could you tell us about your experience as a foreigner, how is it to run a company with local staff?**

I think when you share ideas with your staff, when you make them feel involved, they follow you, they stay with you. And we all know that turnover is a very big problem in our sector. However, we have the same staff since four years and most of them are female colleagues which, I believe, make great difference.

**What are your business development goals for the next 5 years?**

In this particular economic situation in this country we are aiming to consolidate our small distribution chain than growing it.

**What advice would you give to an Italian entrepreneur, who is starting a new business in Turkey?**

Turkey is an extremely dynamic country: if your business works, it is very common to see a copy of your pace just next to yours side or a Copy of your idea. So my advice could be to invest in a really strong and original identity: in this case to be italian helps a lot!

# 5 Liguria Region

Mission to Istanbul



*Galata Tower*



*Port of Genoa*



New contacts in the field of agri-food, trade, technology and sport, for the Italian Region of Liguria.

The Ligurian mission to Istanbul at the end of July, which saw my participation as regional representation, was held in two intense days and merged the institutional dialogue with the economic world. Several meetings took place during these two days: with the Italian Chamber of Commerce in Turkey, Invest in Türkiye (the Investment Office of the Presidency of the Republic of Türkiye), CIIM (The Confederation of Italian Entrepreneurs Worldwide) and the Turkish Chamber of Commerce of Istanbul.

A demonstration of friendship between our Countries on different areas of cooperation that can be translated into a sustainable and fruitful development, as well as a strengthening of regular consultations between our Countries.

A special thanks goes to U.C. Sampdoria for the common marketing and promotion objectives of the territory. We are facing an important challenge, due to the intertwined of our historical roots. Galata Tower (Galata Kulesi in Turkish) could be one of the symbols of it.

It is the medieval stone tower 66.9 meters height built by the Genoese. When it was built it was the tallest building in the city. The tower was built in 1348 by Rosso Doria, the first Governor in Galata who was from Genoa.

Today the opportunities are offered by an increasingly connected world, with a broad foreign policy that also looks at tangible commercial opportunities.

Italy-Turkey collaboration with third countries is growing. Digitalization, technology and start-ups have a predominant role, built for the great majority by foreign investors (about 90%). It is necessary to invest in the position of Liguria and Turkey as strategic hubs, find brain exchanges, and strategic sectors that can revitalize their respective economies.

I strongly believe this can also be applied in the agri-food sector, in which Italy excels, and in the marketing for the territory that can lead to mutual experiences with undoubted advantages for both countries.

**Alessandro Piana**

*Vice President of the Liguria Region with responsibility for  
Agriculture, Livestock, Hunting and Fishing,  
Inland Development, Parks, Marketing and Promotion of the Territory.*





## Italian Presence <sup>1</sup>

	Armenia 72		Iran 376		Kyrgyzstan 32		Syria 308
	Azerbaijan 115		Iraq 98		Kuwait 474		Tajikistan 21
	Bahrain 400		Israel 15849		Lebanon 2436		Turkmenistan 4
	Cyprus 1238		Jordan 1295		Qatar 1837		United Arab Emirates 10929
	Georgia 169		Kazakhstan 281		Saudi Arabia 1269		Uzbekistan 45
					Turkey 5081		Yemen 62

## 21 Central Asia Countries and Turkish presence in Italy <sup>2</sup>

	Armenia 1351		Iran 14.262		Kyrgyzstan 1824		Syria 6633
	Azerbaijan 915		Iraq 6035		Kuwait 101		Tajikistan 83
	Bahrain 413		Israel 2222		Lebanon 4374		Turkmenistan 74
	Cyprus 376		Jordan 1616		Qatar 101		United Arab Emirates 67
	Georgia 18.272		Kazakhstan 2249		Saudi Arabia 734		Uzbekistan 1214
					Turkey 20.999		Yemen 308

<sup>1</sup> Annual report of Fondazione Migrantes(2020), prepared on the basis of data from The Ministry of Foreign Affairs and International Cooperation of Italy.

<sup>2</sup> 1 January 2021 on ISTAT data.

## Supply Chain Compliance Requirements Internationally and Latest News

### *The Importance of Human Rights and Environment for Supply Chain & Their Compliance Requirements Internationally*

The most important fact of our age is change in every field much faster than any other time. The supply chain is one of the areas whose importance is increasing day by day and which is most affected by this change. The necessity of evolving and managing traditional supply structures into new forms with technology has emerged. E-commerce and its global prevalence especially have directly affected supply chains requirements and its legal consequences. These changes require new legal structures as well as harmonizing traditional regulations with new generation practices.

Although we are talking about digital transformation, data privacy and security, and legal and technical compliance requirements these days, in fact, the most important issue that concerns every sector of our age is the protection of the environment. On the other hand, the specific subject and challenge of all times has been human rights.

As well as the above-mentioned subjects, legal compliance on human rights and environment, which affect all step of supply chains from the producer to the final consumer has been at the agenda of international organizations and legislators. Thus, some of the European states and the European Union, as the leading pioneers of these developments, have guiding roles with their regulations on supply chain matters.

Earlier this year, the European Union accepted the proposal of the Directive No. 2019/1937 on Corporate Sustainability Due Diligence ("the Directive") which regulates the due diligence obligations on human rights and environmental matters for value chain actors in the European Union.

The Directive covers the companies established under the legislation of the Member States depending on their turnover rate and their number of employees. The Directive is scheduled to enter into force in 2023 and to regulate supply chains with a wide-reaching scope. Therefore, Italian companies in the scope of the Directive and their business partners having role in value chains are expected to comply with the obligations set out by the Directive.

It is also worth mentioning that Germany has regulated the German Act on Corporate Due Diligence Obligations in Supply Chains ("the German Act") on June 11, 2021, which is the first legislative step to oblige German companies to protect people and the environment adversely affected by their global supply chains. The German Act will come into force in January 1, 2023. The scope of the employ will initially be limited to partnerships and corporations that have their headquarters, principal place of business, administrative headquarters, registered office or a domestic branch in Germany and employ more than 3,000 employees across the entire group.



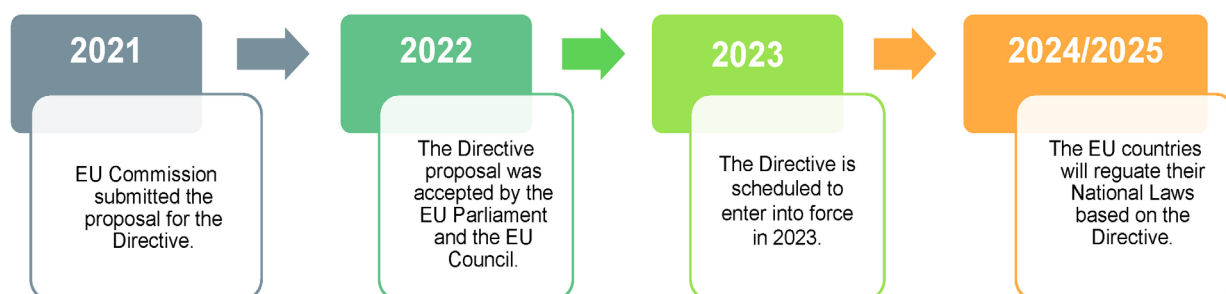
From 2024, the German Act will also apply to smaller companies with more than 1,000 employees. It is the most detailed regulation setting out human rights and environmental due diligence obligations in supply chains and similar regulations are expected to be made by other states.

These recent developments show that the importance of human rights and environmental compliance thus the due diligence requirements in supply chains are rapidly increasing and started to being putted in the framework of legislation in Europe. Furthermore, although not as comprehensive, up-to-date and detailed as the Directive and the German Act, there are also some various domestic regulations covering similar human rights and environmental due diligence requirements in supply chains for Italian companies as well. These regulations are not specific notion of corporate due diligence nor does it expressly envisage a mandatory due diligence process. However, many legal provisions, albeit indirectly, may encourage companies to adopt and implement due diligence policies and procedures.

In order to comply with the law and not to be subject to administrative penalties, companies, including Italian companies and their business partners, must give a huge importance to human rights and environmental issues, act in accordance with the law and perform their proper due diligence. In this context, we consider that Italian companies and their all-level suppliers should be prepared in accordance with both the EU Directive and other domestic regulations. Considering that these obligations shall be followed by more European Union and domestic regulations, it is inevitable for all of the companies supplying to the EU countries to take serious steps towards harmonization.



## THE EUROPEAN POLICY DEVELOPMENTS



## **Examples of applications that can create tax advantage in current market conditions**

The worsening economic conditions in Turkey due to various reasons and especially due to pandemic, regional wars and management preferences reduce the motivation and resources of the business world to invest. Therefore, the importance of tax planning, which is a cost factor for the businesses, on legal grounds and within the limits drawn by the relevant legislation, increases in such an environment.

As the time value of money increases, it is the primary priority of companies to delay a liability to be paid under reasonable conditions, to collect a receivable as early as possible and to control expenses. In this context, deferring and/or reducing the amount of a tax that must be paid by taking advantage of the opportunities provided by the tax legislation is of great importance in terms of the correct use of resources.

We would like to remind that within the framework of tax laws, there are numerous local and international opportunities for tax planning, which can be defined as reducing or deferring the cash outflow that will occur due to tax burden. In this article, we aim to raise awareness on the subject by briefly mentioning a very small part of the tax advantages that businesses can benefit from.

1. Financial Expense Restriction
2. Cash Capital Increase
3. Foreign Currency Protected Deposit
4. Revaluation
5. Depreciation Method
6. Stock Valuation Method
7. Replacement Fund
8. Rediscount Calculation
9. 50% Exemption for Earnings from Certain Services Provided Abroad
10. Venture Capital Fund
11. Technology Development Zones, R&D & Design Centers and Free Zones
12. Investment Allowance

## 1. Financial Expense Restriction

It is known that the use of loans during the activities of the businesses is a tax shield, that is, it provides benefits because the interest payment reduces the tax base. On the other hand, as of the year of 2021, part of loan interests paid by companies cannot be deducted from the tax base. Namely; in accordance with the provision 11/1-i of the Corporate Tax Law and the Presidential Decree No. 3490; excluding credit institutions, financial institutions, financial leasing, factoring and financing companies, in businesses where the liabilities used exceed their equities, to be limited to the exceeding part, excluding those added to the cost of investment; 10% of the total expense and cost elements incurred under the name of interest, commission, delay charge, dividend, foreign exchange difference and similar names in relation to the liabilities used in the business are considered as non-deductible expenses. In this framework, corporate taxpayers, who keep books on the basis of balance sheet, should determine whether they will be subject to financing expense restriction by comparing their equities and liabilities on the basis of the balance sheet they will issue according to the Tax Procedure Law before the financing expense restriction as of the last day of each advance corporate income taxation period. Considering that even the exchange rate difference valuations in the "Suppliers" account are within the scope of the financial expense restriction in a period when the exchange rates increase; in order to deduct the paid financing expenses (interest, commission, delay charge, dividend, foreign exchange difference, discount value, etc.) from the tax base, the companies are required to make equity/liability comparison and to perform balance sheet management to ensure that equities exceed liabilities as of the advance corporate tax periods. Adding an amount to be received by the partner from the company to the capital, transferring a high amount of supplier payment that is about to be due before the advance corporate income tax period can be given as examples of actions to be taken.

## 2. Cash Capital Increase

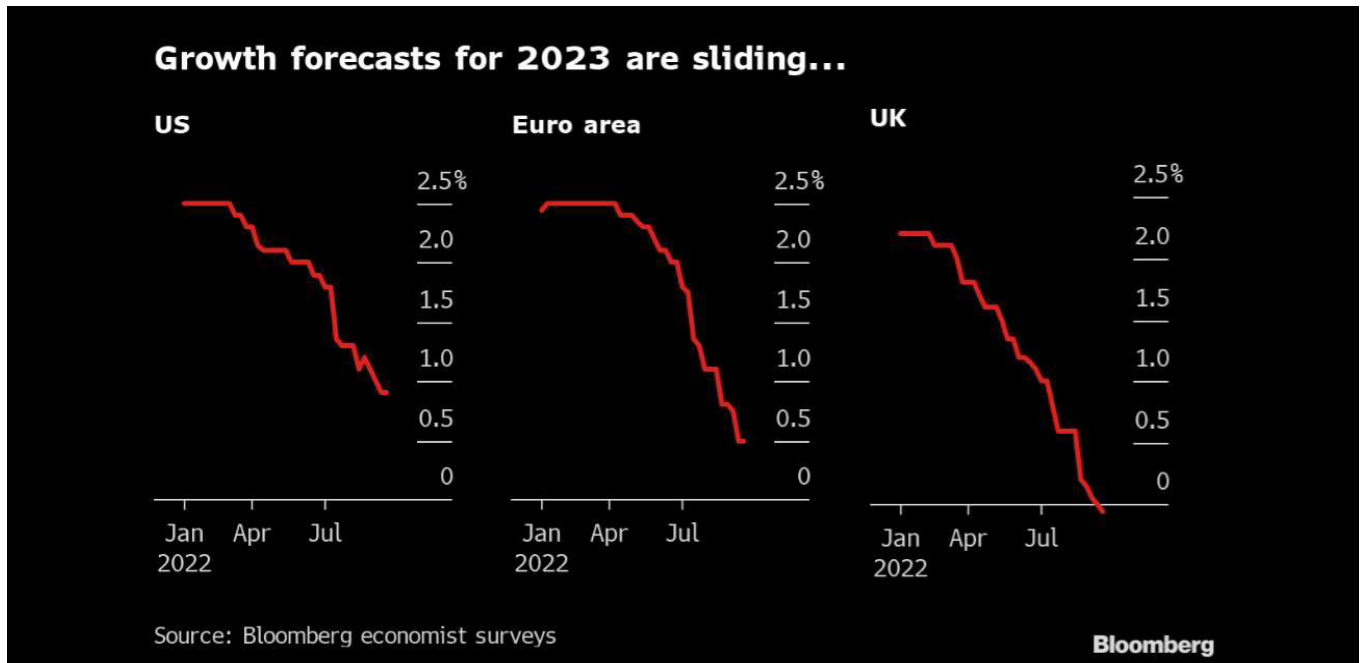
Another tax advantage that aims to ensuring soundness of the companies' financial structures and thus ensuring business continuity, is the increase in cash capital. If this application, which aims to increase the weight of equities in the liabilities of the balance sheet, is used, it is possible for a business subject to financial expense restriction to get rid of the said restriction, and to deduct all of its financial expenses from the tax base and to create a corporate tax advantage thanks to capital increased in cash. Therefore, considering the cash capital increase together with the financial expense restriction may provide additional benefits for some companies. According to the provisions of clause 10/1-ı of the Corporate Tax Law, excluding institutions operating in finance, banking and insurance sectors and public economic enterprises; cash capital increases of equity companies in the amount of paid or issued capital registered in the trade registry within the relevant accounting period, or for the newly established equity companies, 50% of the amount calculated over the portion of the paid-in capital paid in cash until the end of the relevant accounting period, taking into account the weighted annual average interest rate applied by the Central Bank of the Republic of Turkey (CBRT) to the commercial credits opened in TRY by the banks last announced for the year when the deduction was utilized, may be subject to deduction from the corporate income, provided that it is shown separately on the corporate tax return in the determination .....

**Continue your reading here...** <https://qrco.de/bdIQ98>

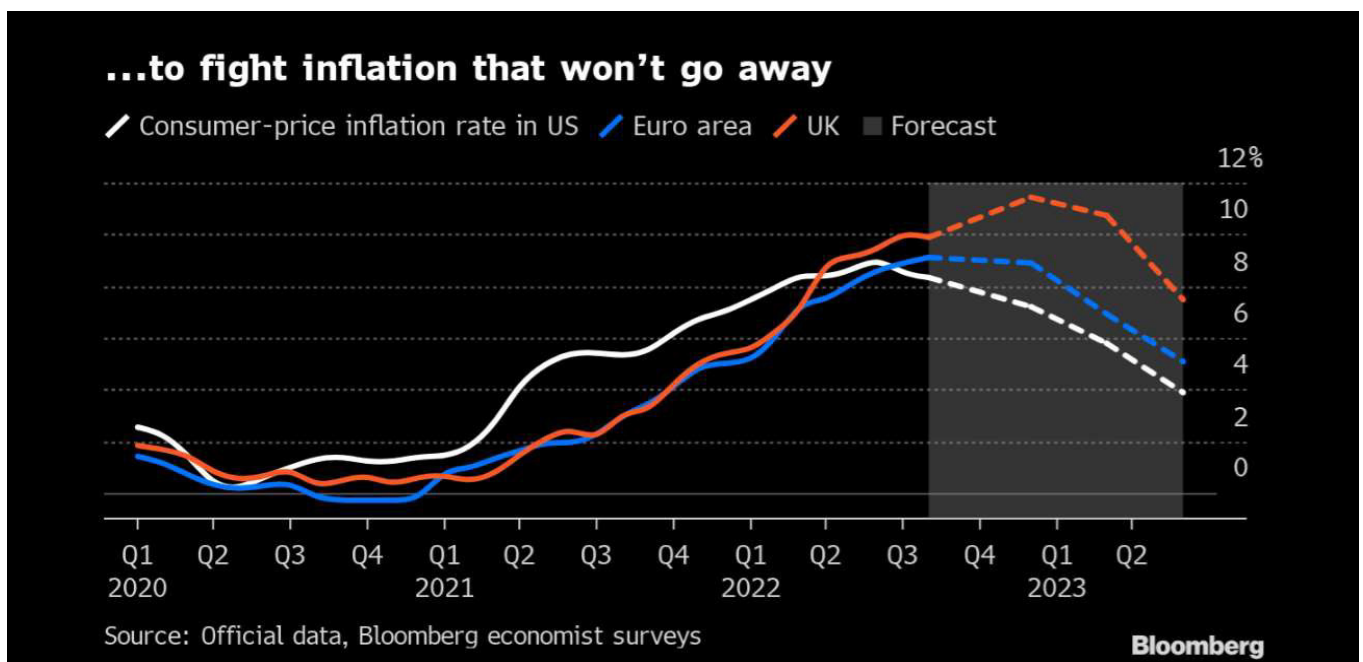


## Recent Period in Turkish Economy

Global growth is slowing down...

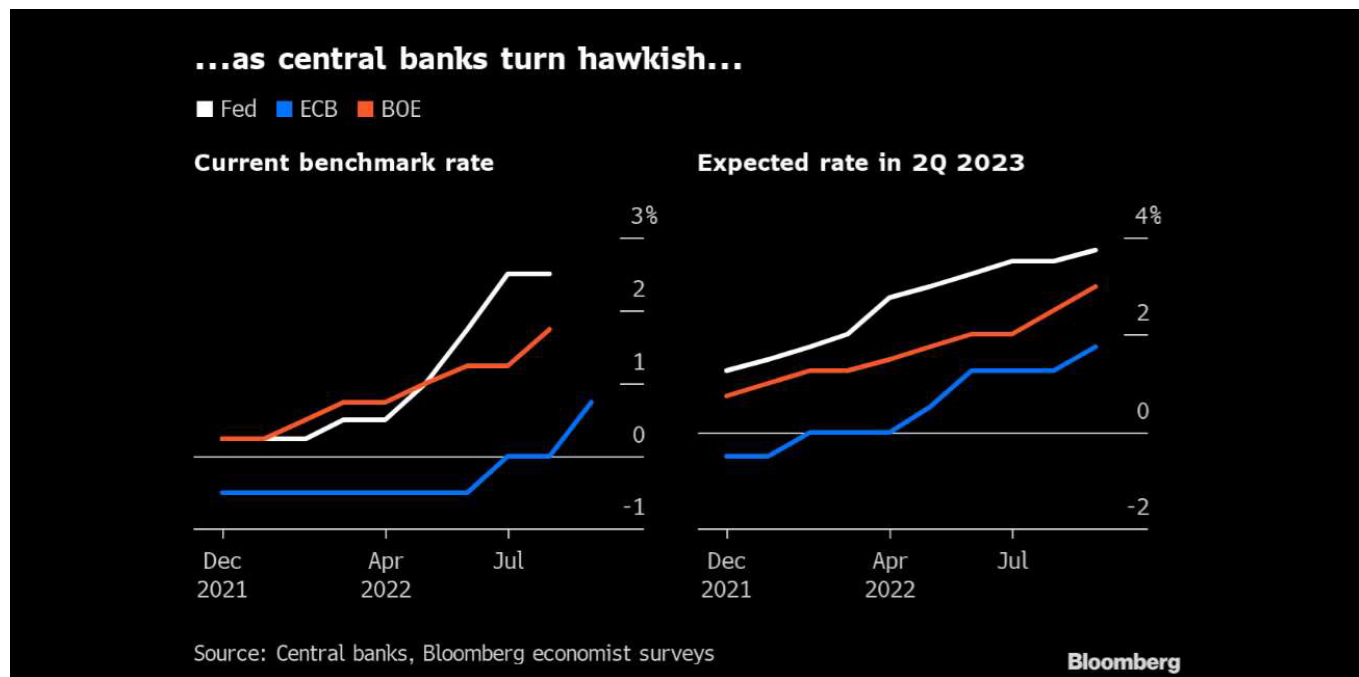


Global inflation is expected to decline towards the end of the year...

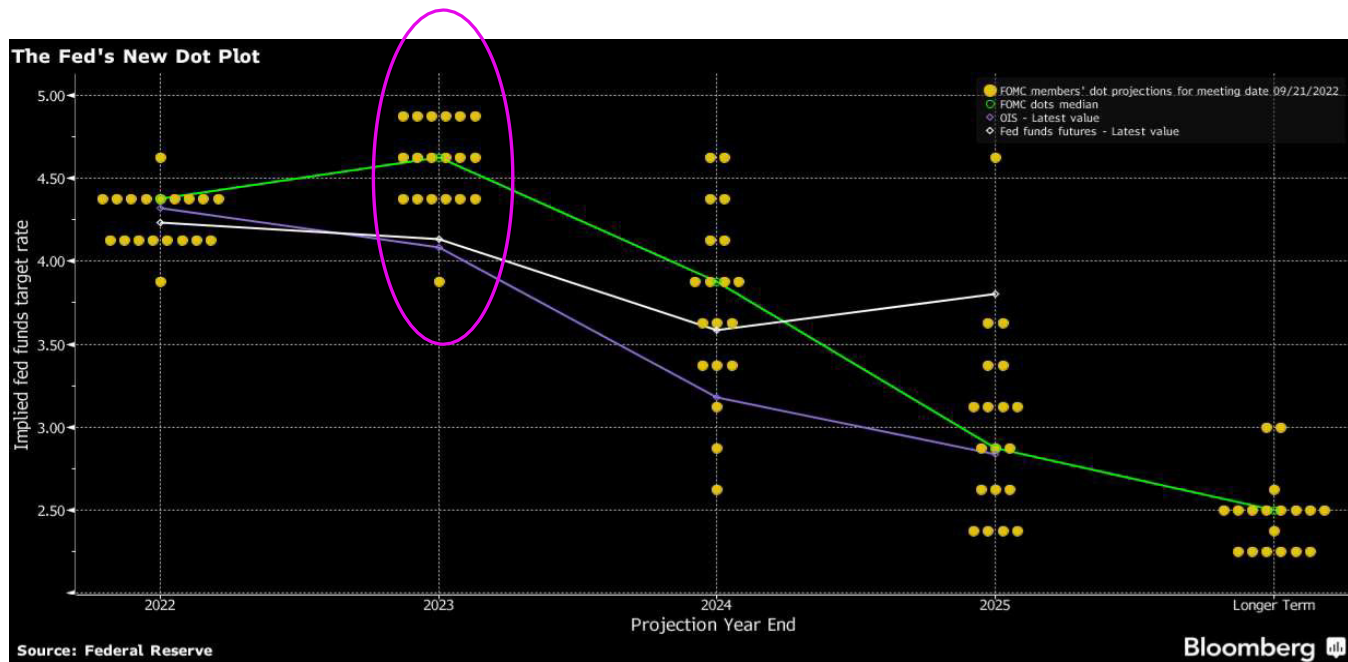




## Interest rate hike and financial tightening will continue



## What does the Fed plan to do? What has changed (cut+terminal)



Continue your reading here.. <https://qrco.de/bdM4Tk>

# 10 Save the Date

## October

- » 7.10.2022 | Executive Roundtable Dinner
- » Bilateral Roundtable (TBA)

## November

- » Executive Roundtable Dinner (TBA)
- » Dialogue Luncheon (TBA)
- » 6.11.2022 Istanbul Marathon

## December

- » Online Talks (TBA)
- » Social Event (TBA)



Did you hear that...?



**'Parlami, Terra! Medea in Cappadocia con Pasolini e Maria Callas'** (Talk to me, Earth! Medea in Cappadocia with Pasolini and Maria Callas) is the title of the exhibition, which will run from 10 September to 10 November 2022 at the Göreme Open Air Museum and at the Uçhisar Castle in Cappadocia, in celebration of the centenary of Pier Paolo Pasolini.



Men's ready-to-wear Turkish brand Kiğılı signed a 3-year clothing sponsorship agreement with the Italian National Basketball Team, which won two championships in EuroBasket.



Andrea Pirlo has been appointed manager of Turkish Super Lig club Fatih Karagumruk. The former Juventus boss and ex-Italy midfielder has signed a one-year deal having been out of management since last summer.



On August 29th we celebrated the opening of the new Italian Middle School (Scuola Media Statale IMI) at the new building Palazzo dei Dragomanni in Istanbul.



Giovanni Terracciano is the new Executive Chef at Shangri-La Bosphorus.



Andrea Leo • Following



General Manager presso Contital

5mo • 🌐

It was a really interesting and fruitful board meeting today with CIIM EurAsiaMed. We have many projects to implement and there is a good energy between the board members.

#networking #business #cooperation #boardmeeting



Emmy Di Gioia • 1st



Partner Of Counsel - Presidente Com.It.Es Istanbul

2w • 🌐

It has been a pleasure to be invited to the business lunch with UC Sampdoria's football team Management and Liguria Region Vice President organized by [CIIM EurAsiaMed](#). Special thanks to Mr. Aldo Kaslowski and the General Secretary Mrs. Giulia Baratelli.

Tag *#ciimeurasiamed* for getting  
a chance to be reposted on our next issue.







210x297mm

**PLACE YOUR AD HERE**

**For Sponsorship, Advertising  
and other Opportunities contact:**

**[info@ciimeurasiamed.org](mailto:info@ciimeurasiamed.org)**

# EURASIA PACKAGING<sup>®</sup> İSTANBUL HYBRID+ 2022

27<sup>th</sup> International Packaging Industry Fair

**October 12 - 15, 2022**

Online Event Calendar

10 - 14 October 2022

pack  
days

17 - 28 October 2022

Online Networking  
Days

📍 Tüyap/İstanbul

**CONTITAL<sup>®</sup>**  
Turkey

Salon 4  
Stand 409C

Eurasia Packaging Istanbul is the most preferred business platform where manufacturers of all industries discover time-effective and cost-saving solutions to achieve their products stand out to meet market demand and get first-hand information about the packaging and food-processing sector. The upcoming event will be held on October 12-15, 2022 at Tüyap in Istanbul.

Contital Turkey will be glad to host you at their stand located in Salon 4 Stand 409C  
For further info: [info@contital.com.tr](mailto:info@contital.com.tr)





Barbaros Mah. Tophanelioğlu Cad. No:54  
Altunizade/Üsküdar/Istanbul

+90 216 544 49 59

info@ciimeurasiamed.org

www.ciimeurasiamed.org



facebook.com/ciimeurasiamed



CIIM EurasiaMed



CIIMEurAsiaMed



@CIIMEurAsiaMed