

**TOBB President M. Rifat Hisarcıkloğlu:**

## Thanks to Micro export support there shall be more export enterprise

Micro export has been defined as an incentive for those engaging in small-scale export. The support that minimizes the cost of export as well as time and labour loss due to red tape is expected to encourage new graduates to become entrepreneurs thus help create new entrepreneur exporters.



**N**ew support incentives have been created to help companies enhance their competitiveness in the international markets and export opportunities. Thanks to Start-ups Project Preparation Support, new start-ups or developing exporters are aimed to be supported in order for them to raise their sustainable export growth; by giving them an edge to initiate market goals, financial and pricing strategies for international markets, marketing and sales channels strategies and action plans and budgets and all the reporting and consultancy support towards these.

### International Brand Certificate Expenses

Support up to 750 bin TL reflects an extensive support for export incentives. Provided a company has a local brand certificate, in order to get an international one, companies will be incentivized 50% of their expenses or paid up to 750 bin TL. They shall be paid up to 200 bin TL or 50% of their expenses within consultancy and reporting support they will get within market release project preparations for market goals, international market finance and pricing strategy, marketing and channel

strategy and action plans towards them as well as budgets to enable a sustainable export growth. Besides, the support to be given companies that apply to attend international fairs will be 150 bin TL for those that are for general purposes, 250 bin TL that are sectoral and 750 bin TL that are prestigious international fairs endorsed by Export General Office. For a local fair to be supported within this incentive, it has to be; among the fair calendar endorsed by the Union of Chambers and Commodity Exchanges and listed in Turkish Trade Certificate Gazette; and in the last local fair and min 2 of the last 3; the no of foreign visitors has to be min. 1500 and the ratio of foreign visitors to total no of visitors to be above 10%, for total no of visitors to be 400, the dedicated total fair area to be min 10K m<sup>2</sup> and the space for foreign visitors to be min 300 m<sup>2</sup>.

### The stand expenses of local fair attendees shall be paid up to 80 bin TL

The first-time fairs will not be among the support programme. The invoice expenses paid by the local fair attendees shall be covered by a 50% and up to 80 bin TL. In addition to that, fiscal and legal consultancy expenses paid to buy international brand

and companies is to be covered by a 50% and up to 3 mil. TL. If the foreign company is high-tech and/or facilitative of major tech transformation, the same limit shall be up to 7,5 mil. The 5 points of the TL credit interest expense towards purchase of a foreign company brand and 2 points of foreign currency credits and up to 30 mil shall be covered. Rent expenses and shared office membership fees of company departments that export Turkish produce are to be covered by a 50% and up to 2 mil. There shall be a clause to encourage fully fledged real tax payer that engages in export activities to be exempt partially from their reported yearly income tax. In the customs law, there shall be a new clause that export transactions of small businesses up to 300 kg and 15K Euro of parcels are to be collected directly from the exporting company and for them to report an export transaction. Half of the income a fully fledged real taxpayer has registered during their export transactions via electronic trade customs statement shall be exempt from taxation within a new clause added to the Income Tax Law from 2021. In order to enjoy this scheme, one must be a real fully fledged real tax payer, the export amount shall not exceed 300 kg and 15K Euro, done with

min stipulated no of employees and their exchange collections to be converted in to TL; for one to enjoy this scheme, it does not necessarily have to be a micro export initiative.

### **Export enterprise is to grow with the help of micro export**

Micro export is defined as an incentive for small scale exporters. This

is a way of export that is free from time and labour loss due to red tape and cost problems experienced due to customs officer prepared customs declarations, customs agreements, membership and regular exporters unions fees. It is an incentivizing feature of export for small-scale businesses in which fast and reliable shipment of samples and models to international recipients is of

utmost importance and following which cost and red tape reduction is reduced and sustainable growth is ensured. This way both export shall be eased and a great taxation advantage through partial income tax exemption by a half is reached. By supporting and developing micro export, university graduates are targeted to engage in export and for many more export enterprises to rise.



## **THE WAR BETWEEN THOSE THAT WANT TO GROW AND THOSE THAT WANT TO HINDER GROWTH**

# **The agenda of global stagnation**

As the impact of the pandemic on global economy wanes, the current year saw the headline of GDP growth decline in all developed nations; in some registered even a negative outlook, seeing in many a double digit inflation rate. On the other hand, in developing nations, thanks to disruption in supply chain as well as energy and material crises led them to also see double-digit inflation rates. In addition to that all, due to developed nations' cruel monetary policies, as seen in Italy example, so many other nations have drifted towards the edge of extremism and social melt-down. So in a chaotic outlook as such, how is global growth going to be delivered? Is it possible to end this spiraling crisis?

**T**he answers to these questions will mean a safe passage for economies from stormy weather to fine days. First of all, the inflation that is fostered in USA and that whirls developing countries in to a bear trap needs analyzing from the perspectives of Europe, China and USA separately. In addition to that, despite the stinging inflation, it needs also analyzing why the financial markets are ever so relaxed. Could that be because of a plan orchestrated a long before?

The question we now are to poise can easily be answered by anyone with baseline economic background. However, instead of that, we must evaluate the whole of the essay. It is a very simple question. "Can global stagnation be resolved?" In fact, it is very easy to address this question. "Yes, it can but how?" Let's share some insight here by exploring the near past. Not only did the Russian-Ukrainian war trigger an energy crisis, it is perfectly okay to state the region that will be impacted by the scarcity of Russian natural gas shall be European economy most for sure. That aside, we can as well say that the current negative outlook of the Chinese economy further shaken by the extra pandemic lock-downs in the 2nd quarter might lead indebted developing countries to further decline in growth. Also, we can add to these all the harsh decisions given by FED and its impact on global economy. One can easily say that this is normal for an economy like US to recklessly mint money and urge its public to overspend.

# VİZE İŞLEMLERİNİZ İÇİN PROFESYONEL ÇÖZÜMLER

## VİZE BAŞVURULARINDA GÜNCEL EĞİLİMLER VE TERCİHLER NELERDİR ?

An itibarıyla, dünyanın önde gelen gelişmiş ülkeleri, işgücü ihtiyaçlarını karşılamak adına genç ve girişimci karaktere sahip insanlara kendi ülkelerinde fırsatlar sunmaktadır. Bu kapsamda, genellikle yatırım veyahut çalışma amaçlı alınan vizeler revaçtadır ve bu tür vizeler için dünya çapında çok sayıda başvuru olmaktadır.

Diğer ülkelere bakınca açık bir şekilde görüyoruz ki, ülkemiz oldukça genç bir nüfusa ve üretken insanlara sahip, bu sebeple birçok gelişmiş ülkenin odağındadır. Vatandaşlarımızdan kimisi yeni iş imkanları kimisi de yatırım fırsatlarından faydalanmak için başta Amerika Birleşik Devletleri ve Avrupa Birliği ülkeleri olmak üzere çeşitli ülkelere başvuru yapmaktadır. Bu alandaki sayısız tecrübemize dayanarak söyleyebilirim ki, özellikle Amerika Birleşik Devletleri'ne ülkemizden yapılan göçmen ve göçmen olmayan vize başvuruları dikkatlice ele alınmalı ve sonuçlandırılmalıdır.

## VİZE SÜREÇLERİNDE PROFESYONEL DESTEK ALMAK ŞART MI ?

Küresel konjoktüre göz attığımızda, özellikle Türkiye Cumhuriyeti vatandaşları için gerek göçmen gerekse göçmen olmayan vize başvurularında karşılaşılan zorlukların sıklığına görmekteyiz. Ne yazık ki, yapılan başvurularda başarı yüzdesi geçmiş yıllara kıyasla gittikçe azalmıştır. Ayrıca, daha önceden yapmış olduğumuz bir başvurunun reddedilmiş olması daha sonraki başvurularınızda da önünüze bir ret sebebi olarak çıkmaktadır. Bu sebeple cevabımız açık ve net bir şekilde EVET olacaktır.

Göçmenlik ve vize işlemleri dünyanın her yerinde rağbet gören popüler bir alan, bu alanda gerçekten uzman olan profesyonel kişilerden destek almakta fayda vardır. Bu alanda, yıllara dayanan tecrübemiz ve uzman kadromuz ile şimdiye kadar oldukça yüksek bir başarı sağlayıp, bize başvuran herkese vize başvuru ve müracaatlarında gereken desteği verdik.

## PEKİ DESTEK ALACAĞIMIZ KİŞİYİ NASIL SEÇMELİYİZ ?

Amerika Birleşik Devletleri'nde ve Hollanda'da bulunan ofisimiz ile sayısız vize başvuru sürecini yönetirken şunu fark ettik: desteğini istediğiniz kişinin, başvuru yapılacak yer ile bağlantısının olması kesinlikle çok önemli. Eğer başvuru yapmak istediğiniz ülkede halihazırda bulunan birinden destek alırsanız süreç sizin için çok daha sağlıklı işleyecektir.

Başvurduğunuz kişinin bu alanda tecrübesi olması çok önemli. Vize süreçleri oldukça detaylı ve zor olabilir. Herhangi bir eksik veya yanlış, başvurunuzun reddedilmesine sebep olabilir.



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